

2019/2020 and 2020/2021 Approved/Reforecast Budgets
August 2020

<i>Items</i>	<i>FY2019/2020 Approved August 2019</i>	<i>FY2019/2020 Reforecast February 2020</i>	<i>FY2020/2021 Approved February 2020</i>	<i>FY2020/2021 Reforecast August 2020</i>
INCOME				
Assessments*	\$ 2,470,440	\$ 2,124,699	\$ 2,417,800	\$ 2,450,840
Interest Income	\$ 1,500	\$ 1,500	\$ 1,500	\$ 2,000
Equipment Buyout	\$ -	\$ 23,374	\$ -	\$ -
Total Assessments and Interest Income	\$ 2,471,940	\$ 2,149,573	\$ 2,419,300	\$ 2,452,840
MAP Funding - Generic	\$ 1,360,224	\$ 1,329,000	\$ 1,329,896	\$ 1,329,000
MAP Funding - Branded	\$ 400,000	\$ 400,000	\$ 400,000	\$ 400,000
FMD Funding	\$ 219,648	\$ 187,000	\$ 187,810	\$ 187,000
QSP Funding	\$ 18,000	\$ 18,000	\$ 18,000	\$ 18,000
EMP Funding	\$ 270,000	\$ 225,000	\$ 225,000	\$ 170,000
GBI Funding	\$ 65,000	\$ -	\$ -	\$ -
ATP (\$1,140,000 /2 yrs = \$570,000)	\$ 570,000	\$ 1,000,000	\$ 1,000,000	\$ 1,059,999
Total FAS Programs Income	\$ 2,902,872	\$ 3,159,000	\$ 3,160,706	\$ 3,163,999
TASC Funding	\$ 110,000	\$ 110,000	\$ 110,000	\$ 110,000
INCOME	\$ 5,484,812	\$ 5,418,573	\$ 5,690,006	\$ 5,726,839
OPERATING EXPENSES-ADMINISTRATIVE				
Total Salaries	\$ 343,384	\$ 295,842	\$ 289,842	\$ 293,842
Benefits & Payroll Taxes				
Employee Benefits	\$ 70,000	\$ 48,000	\$ 48,000	\$ 48,000
Payroll Taxes-FICA	\$ 21,300	\$ 18,840	\$ 18,840	\$ 18,840
Payroll Taxes-Medicare	\$ 5,000	\$ 4,200	\$ 4,200	\$ 4,200
Pension Plan	\$ 27,000	\$ 22,700	\$ 22,700	\$ 22,700
TOTAL BENEFITS & TAXES EXPENSES	\$ 123,300	\$ 93,740	\$ 93,740	\$ 93,740
Meeting & Travel Expenses				
Staff Expenses	\$ 20,000	\$ 12,000	\$ 15,000	\$ 15,000
Committee & Meeting Expenses	\$ 150,000	\$ 125,000	\$ 125,000	\$ 125,000
Subcommittee Expense	\$ 5,000	\$ 2,500	\$ 2,500	\$ 2,500
Field Staff Expenses	\$ 5,000	\$ 2,000	\$ -	\$ -
TOTAL MEETING & TRAVEL EXPENSES	\$ 180,000	\$ 141,500	\$ 142,500	\$ 142,500
Administrative Expenses				
Facility Rent	\$ 26,640	\$ 26,640	\$ 26,640	\$ 27,200
Office Expenses (General)	\$ 47,500	\$ 34,200	\$ 47,500	\$ 47,500
Insurance (D&O/GL)	\$ 27,000	\$ 27,000	\$ 27,000	\$ 27,000
Professional Services	\$ 22,000	\$ 22,000	\$ 22,000	\$ 25,000
Owned Equipment/Depreciation	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Leased Equipment Expense	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000
Maintenance/Repair Expense	\$ 5,000	\$ 8,000	\$ 8,000	\$ 8,000
Subscriptions & Dues	\$ 7,500	\$ 11,500	\$ 7,500	\$ 11,500
Compensation Adjustment	\$ 10,000	\$ -	\$ 10,000	\$ 10,000
Payroll Services	\$ 4,500	\$ 4,500	\$ 4,500	\$ 4,500
Admin Contractual/Compliance/Other	\$ 36,500	\$ 36,500	\$ 36,500	\$ 36,500
TOTAL ADMINISTRATIVE EXPENSES	\$ 206,640	\$ 190,340	\$ 209,640	\$ 217,200
TOTAL OPERATING EXPENSES	\$ 853,324	\$ 721,422	\$ 735,722	\$ 747,282

2019/2020 and 2020/2021 Approved/Reforecast Budgets
August 2020

<i>Items</i>	<i>FY2019/2020 Approved August 2019</i>	<i>FY2019/2020 Reforecast February 2020</i>	<i>FY2020/2021 Approved February 2020</i>	<i>FY2020/2021 Reforecast August 2020</i>
PROGRAMS				
INTERNATIONAL PROMOTION PROGRAM				
CMC Assessments Appropriation**	\$ 350,000	\$ 350,000	\$ 350,000	\$ 550,000
CMC Assessment Appropriation-China Research (2020 CO)	\$ 200,000	\$ 200,000	\$ 200,000	\$ 48,000
CMC Assessment Contribution (ATP)	\$ 23,000	\$ 23,000	\$ 23,000	\$ 62,789
CMC Staff/Consultant International Travel	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000
China	\$ 1,877,154	\$ 1,867,992	\$ 1,867,992	\$ 1,922,992
India	\$ 625,718	\$ 891,008	\$ 891,008	\$ 841,008
General	\$ -	\$ -	\$ 1,706	\$ -
Market Outreach	\$ -	\$ -	\$ -	\$ -
Sub-Total	\$ 3,095,872	\$ 3,352,000	\$ 3,353,706	\$ 3,444,789
Branded Program	\$ 400,000	\$ 400,000	\$ 400,000	\$ 400,000
Sub-Total	\$ 3,495,872	\$ 3,752,000	\$ 3,753,706	\$ 3,844,789
CONTRACTOR				
BCI Retainer Fee (China, India, Misc)	\$ 140,000	\$ 140,000	\$ 140,000	\$ 140,000
BCI Retainer Fee (ATP)	\$ 23,000	\$ 23,000	\$ 23,000	\$ -
BCI Add'l (New Grants, Financial, Prog Launch)	\$ 53,000	\$ 53,000	\$ 53,000	\$ 27,000
BCI: Misc. Expenses (Travel & Communications)	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000
Sub-Total	\$ 246,000	\$ 246,000	\$ 246,000	\$ 197,000
TRADE POLICY PROGRAM				
BCI Trade Policy Retainer Fee	\$ 152,000	\$ 152,000	\$ 152,000	\$ 177,000
Travel & Communications	\$ 30,000	\$ 30,000	\$ 30,000	\$ 20,000
Data Packaging	\$ 50,000	\$ 35,000	\$ 50,000	\$ 60,000
Contractual Services (WS, Wilson)	\$ 63,000	\$ 56,000	\$ 56,000	\$ 56,000
FRUCOM		\$ 7,000	\$ 7,000	\$ 7,000
Sub-Total	\$ 295,000	\$ 280,000	\$ 295,000	\$ 320,000
TASC Grants	\$ 110,000	\$ 110,000	\$ 110,000	\$ 110,000
Sub-Total	\$ 405,000	\$ 390,000	\$ 405,000	\$ 430,000
TOTAL INT'L & TRADE POLICY PROGRAMS	\$ 4,146,872	\$ 4,388,000	\$ 4,404,706	\$ 4,471,789
DOMESTIC PROMOTION PROGRAM				
Domestic Promotion/Partnerships	\$ 47,000	\$ 47,000	\$ 47,000	\$ 47,000
Website Maintenance	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Collateral Material	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Samples	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Social Media	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Total Domestic Promotion	\$ 77,000	\$ 77,000	\$ 77,000	\$ 96,000
TOTAL PROMOTION & TRADE PROGRAMS	\$ 4,223,872	\$ 4,465,000	\$ 4,481,706	\$ 4,567,789
PROJECTS				
Scientific Advisory Board (SAB)	\$ 17,000	\$ -	\$ 17,000	\$ 17,000
Special Projects (SAP - Domestic)	\$ 140,500	\$ 140,500	\$ -	\$ -
Industry Outreach	\$ 10,000	\$ 2,500	\$ -	\$ -
Grower Database Program (Website)	\$ 15,000	\$ 15,000	\$ 10,000	\$ 15,000
Office Move	\$ -	\$ -	\$ -	\$ -
TOTAL PROJECTS	\$ 182,500	\$ 158,000	\$ 27,000	\$ 32,000
TOTAL PROGRAMS & PROJECTS	\$ 4,406,372	\$ 4,623,000	\$ 4,508,706	\$ 4,599,789
TOTAL OPERATING/PROGRAMS/PROJECTS	\$ 5,259,696	\$ 5,344,422	\$ 5,244,428	\$ 5,347,071
Deficit/Surplus	\$ 225,116	\$ 74,151	\$ 445,578	\$ 379,768

2019/2020 Approved, Actual and Reforecast
Total Budget
 August 2020

<i>Items</i>	<i>FY2019/2020 Approved Budget August 2019</i>	<i>Actuals 9/1/2019 - 7/31/20</i>	<i>FY2019/2020 Reforecast February 2020</i>
INCOME			
Assessments*	\$ 2,470,440	\$ 2,127,497	\$ 2,124,699
Interest Income	\$ 1,500	\$ 2,055	\$ 1,500
Equipment Buyout	\$ -	\$ -	\$ 23,374
Total Assessments and Interest Income	\$ 2,471,940	\$ 2,129,552	\$ 2,149,573
MAP Funding - Generic	\$ 1,360,224	\$ 1,121,699	\$ 1,329,000
MAP Funding - Branded	\$ 400,000	\$ -	\$ 400,000
FMD Funding	\$ 219,648	\$ 374,764	\$ 187,000
QSP Funding	\$ 18,000	\$ -	\$ 18,000
EMP Funding	\$ 270,000	\$ 40,653	\$ 225,000
GBI Funding	\$ 65,000	\$ -	\$ -
ATP (\$1,140,000 /2 yrs = \$570,000)	\$ 570,000	\$ 249,390	\$ 1,000,000
Total FAS Programs Income	\$ 2,902,872	\$ 1,786,506	\$ 3,159,000
TASC Funding	\$ 110,000	\$ 79,875	\$ 110,000
INCOME	\$ 5,484,812	\$ 3,995,933	\$ 5,418,573
OPERATING EXPENSES-ADMINISTRATIVE			
Total Salaries	\$ 343,384	\$ 272,678	\$ 295,842
Benefits & Payroll Taxes			
Employee Benefits	\$ 70,000	\$ 41,845	\$ 48,000
Payroll Taxes-FICA	\$ 21,300	\$ 16,306	\$ 18,840
Payroll Taxes-Medicare	\$ 5,000	\$ 3,936	\$ 4,200
Pension Plan	\$ 27,000	\$ 21,335	\$ 22,700
TOTAL BENEFITS & TAXES EXPENSES	\$ 123,300	\$ 83,422	\$ 93,740
Meeting & Travel Expenses			
Staff Expenses	\$ 20,000	\$ 8,742	\$ 12,000
Committee & Meeting Expenses	\$ 150,000	\$ 113,674	\$ 125,000
Subcommittee Expense	\$ 5,000	\$ 706	\$ 2,500
Field Staff Expenses	\$ 5,000	\$ 1,973	\$ 2,000
TOTAL MEETING & TRAVEL EXPENSES	\$ 180,000	\$ 125,095	\$ 141,500
Administrative Expenses			
Facility Rent	\$ 26,640	\$ 25,694	\$ 26,640
Office Expenses (General)	\$ 47,500	\$ 30,881	\$ 34,200
Insurance (D&O/GL)	\$ 27,000	\$ 25,692	\$ 27,000
Professional Services	\$ 22,000	\$ 22,247	\$ 22,000
Owned Equipment/Depreciation	\$ 5,000	\$ 3,183	\$ 5,000
Leased Equipment Expense	\$ 15,000	\$ 14,796	\$ 15,000
Maintenance/Repair Expense	\$ 5,000	\$ 8,982	\$ 8,000
Subscriptions & Dues	\$ 7,500	\$ 11,335	\$ 11,500
Compensation Adjustment	\$ 10,000	\$ -	\$ -
Payroll Services	\$ 4,500	\$ 3,989	\$ 4,500
Admin Contractual/Compliance/Other	\$ 36,500	\$ 16,610	\$ 36,500
TOTAL ADMINISTRATIVE EXPENSES	\$ 206,640	\$ 163,409	\$ 190,340
TOTAL OPERATING EXPENSES	\$ 853,324	\$ 644,604	\$ 721,422

2019/2020 Approved, Actual and Reforecast
Total Budget
 August 2020

<i>Items</i>	<i>FY2019/2020 Approved Budget August 2019</i>	<i>Actuals 9/1/2019 - 7/31/20</i>	<i>FY2019/2020 Reforecast February 2020</i>
<i>PROGRAMS</i>			
<i>INTERNATIONAL PROMOTION PROGRAM</i>			
CMC Assessments Appropriation**	\$ 350,000	\$ 201,029	\$ 350,000
CMC Assessment Appropriation - China Resear	\$ 200,000	\$ 13,502	\$ 200,000
CMC Assessment Contribution (ATP)	\$ 23,000	\$ 2,469	\$ 23,000
CMC Staff/Consultant International Travel	\$ 20,000	\$ -	\$ 20,000
China	\$ 1,877,154	\$ 1,533,880	\$ 1,867,992
India	\$ 625,718	\$ 222,014	\$ 891,008
General		\$ 13,000	
Sub-Total	\$ 3,095,872	\$ 1,985,894	\$ 3,352,000
<i>Branded Program</i>	\$ 400,000	\$ -	\$ 400,000
Sub-Total	\$ 3,495,872	\$ 1,985,894	\$ 3,752,000
<i>CONTRACTOR</i>			
BCI Retainer Fee (China, India, Misc)	\$ 140,000	\$ 140,000	\$ 140,000
BCI Retainer Fee (ATP)	\$ 23,000	\$ 56,968	\$ 23,000
BCI Add'l (New Grants, Financial, Prog Launch)	\$ 53,000	\$ 1,500	\$ 53,000
BCI: Misc. Expenses (Travel & Communications)	\$ 30,000	\$ 11,760	\$ 30,000
Sub-Total	\$ 246,000	\$ 210,228	\$ 246,000
<i>TRADE POLICY PROGRAM</i>			
BCI Trade Policy Retainer Fee	\$ 152,000	\$ 152,000	\$ 152,000
Travel & Communications	\$ 30,000	\$ 2,851	\$ 30,000
Data Packaging	\$ 50,000	\$ 6,576	\$ 35,000
Contractual Services (WS, Frucom, Wilson)	\$ 63,000	\$ 36,875	\$ 63,000
Sub-Total	\$ 295,000	\$ 198,302	\$ 280,000
TASC Grants	\$ 110,000	76,346	\$ 110,000
Sub-Total	\$ 405,000	\$ 274,648	\$ 390,000
<i>TOTAL INT'L & TRADE POLICY PROGRAMS</i>	\$ 4,146,872	\$ 2,470,770	\$ 4,388,000
<i>DOMESTIC PROMOTION PROGRAM</i>			
Domestic Promotion/Partnerships	\$ 47,000	\$ 42,428	\$ 47,000
Website Maintenance	\$ 5,000	\$ 5,253	\$ 5,000
Collateral Material	\$ 5,000	\$ 4,250	\$ 5,000
Samples	\$ 10,000	\$ 8,903	\$ 10,000
Social Media	\$ 10,000	\$ 7,989	\$ 10,000
Total Domestic Promotion	\$ 77,000	\$ 68,823	\$ 77,000
<i>TOTAL PROMOTION & TRADE PROGRAMS</i>	\$ 4,223,872	\$ 2,539,593	\$ 4,465,000
<i>PROJECTS</i>			
Scientific Advisory Board (SAB)	\$ 17,000	\$ -	\$ -
Special Projects (SAP - Domestic)	\$ 140,500	\$ -	\$ 140,500
Industry Outreach	\$ 10,000	\$ 2,500	\$ 2,500
Grower Database Program (Website)	\$ 15,000	\$ 15,870	\$ 15,000
Office Move	\$ -	\$ 1,846	\$ -
TOTAL PROJECTS	\$ 182,500	\$ 20,216	\$ 158,000
<i>TOTAL PROGRAMS & PROJECTS</i>	\$ 4,406,372	\$ 2,559,809	\$ 4,623,000
<i>TOTAL OPERATING/PROGRAMS/PROJECTS</i>	\$ 5,259,696	\$ 3,204,413	\$ 5,344,422
Deficit/Surplus	\$ 225,116	\$ 791,520	\$ 74,151

2019/2020 Approved, Actual and Reforecast
Operating Budget
August 2020

<i>Items</i>	<i>FY2019/2020 Approved Budget August 2019</i>	<i>Actuals 9/1/19 - 7/31/20</i>	<i>FY2019/2020 Reforecast February 2020</i>
INCOME			
Assessments*	\$ 2,470,440	\$ 2,127,497	\$ 2,124,699
Interest Income	\$ 1,500	\$ 2,055	\$ 1,500
Miscellaneous Reimbursements	\$ -	\$ -	\$ 23,374
INCOME	\$ 2,471,940	\$ 2,129,552	\$ 2,149,573
OPERATING EXPENSES-ADMINISTRATIVE			
Total Salaries	\$ 343,384	\$ 272,678	\$ 295,842
Benefits & Payroll Taxes			
Employee Benefits	\$ 70,000	\$ 41,845	\$ 48,000
Payroll Taxes-FICA	\$ 21,300	\$ 16,306	\$ 18,840
Payroll Taxes-Medicare	\$ 5,000	\$ 3,936	\$ 4,200
Pension Plan	\$ 27,000	\$ 21,335	\$ 22,700
TOTAL BENEFITS & TAXES EXPENSES	\$ 123,300	\$ 83,422	\$ 93,740
Meeting & Travel Expenses			
Staff Expenses	\$ 20,000	\$ 8,742	\$ 12,000
Committee & Meeting Expenses	\$ 150,000	\$ 113,674	\$ 125,000
Subcommittee Expense	\$ 5,000	\$ 706	\$ 2,500
Field Staff Expenses	\$ 5,000	\$ 1,973	\$ 2,000
TOTAL MEETING & TRAVEL EXPENSES	\$ 180,000	\$ 125,095	\$ 141,500
Administrative Expenses			
Facility Rent	\$ 26,640	\$ 25,694	\$ 26,640
Office Expenses (General)	\$ 47,500	\$ 30,881	\$ 34,200
Insurance (D&O/GL)	\$ 27,000	\$ 25,692	\$ 27,000
Professional Services	\$ 22,000	\$ 22,247	\$ 22,000
Owned Equipment/Depreciation	\$ 5,000	\$ 3,183	\$ 5,000
Leased Equipment Expense	\$ 15,000	\$ 14,796	\$ 15,000
Maintenance/Repair Expense	\$ 5,000	\$ 8,982	\$ 8,000
Subscriptions & Dues	\$ 7,500	\$ 11,335	\$ 11,500
Compensation Adjustment	\$ 10,000	\$ -	\$ -
Payroll Services	\$ 4,500	\$ 3,989	\$ 4,500
Admin Contractual/Compliance/Other	\$ 36,500	\$ 16,610	\$ 36,500
TOTAL ADMINISTRATIVE EXPENSES	\$ 206,640	\$ 163,409	\$ 190,340
TOTAL OPERATING EXPENSES	\$ 853,324	\$ 644,604	\$ 721,422
INTERNATIONAL PROMOTION PROGRAM			
CMC Contribution to Int'l Program	\$ 350,000	\$ 201,029	\$ 350,000
CMC Contribution to China Research	\$ 200,000	\$ 13,502	\$ 200,000
CMC Contribution to ATP	\$ 23,000	\$ 2,469	\$ 23,000
Staff Int'l Travel	\$ 20,000	\$ -	\$ 20,000
Sub-Total CMC Int'l Program	\$ 593,000	\$ 217,000	\$ 593,000
BCI Retainer, Grant & New Launches, OOP	\$ 246,000	\$ 210,228	\$ 246,000
Total CMC Contribution to International Program	\$ 839,000	\$ 427,228	\$ 839,000
TRADE POLICY PROGRAM			
BCI Retainer, OOP, Data Packaging, Contractors	\$ 295,000	\$ 198,302	\$ 280,000
DOMESTIC PROMOTION PROGRAM			
Domestic Promotion/Partnerships	\$ 47,000	\$ 42,428	\$ 47,000
Website Maintenance	\$ 5,000	\$ 5,253	\$ 5,000
Collateral Material	\$ 5,000	\$ 4,250	\$ 5,000
Samples	\$ 10,000	\$ 8,903	\$ 10,000
Social Media	\$ 10,000	\$ 7,989	\$ 10,000
Total Domestic Promotion	\$ 77,000	\$ 68,823	\$ 77,000
PROJECTS			
Scientific Advisory Board (SAB)	\$ 17,000	\$ -	\$ -
Special Projects (ATP & TBD)	\$ 140,500	\$ -	\$ 140,500
Industry Outreach	\$ 10,000	\$ 2,500	\$ 2,500
Grower Database Program (Website)	\$ 15,000	\$ 15,870	\$ 15,000
Office Move	\$ -	\$ 1,846	\$ -
TOTAL PROJECTS	\$ 182,500	\$ 20,216	\$ 158,000
TOTAL ADMIN, PROGRAMS & PROJECTS	\$ 2,246,824	\$ 1,359,173	\$ 2,075,422
Deficit/Surplus	\$ 225,116	\$ 770,379	\$ 74,151

2019/2020 Approved, Actual and Reforecast
International Budget
 August 2020

<i>Items</i>	FY2019/2020 Budget Approved August 2019	Actuals 9/1/2019 - 7/31/20	FY2019/2020 Reforecast February 2020
<i>INTERNATIONAL PROMOTION PROGRAM</i>			
CMC Contribution Marketing	\$ 350,000	\$ 201,029	\$ 350,000
CMC Contribution to ATP	\$ 23,000	\$ 2,469	\$ 23,000
CMC Contribution Clinical	\$ 200,000	\$ 13,502	\$ 200,000
CMC Staff/Consultant Travel	\$ 20,000	\$ -	\$ 20,000
CMC Int'l Program Contribution	\$ 593,000	\$ 217,000	\$ 593,000
China	\$ 1,877,154	\$ 1,533,880	\$ 1,867,992
India	\$ 625,718	\$ 222,014	\$ 891,008
General			\$ 1,706
TOTAL Expenses by Country/Activity	\$ 2,502,872	\$ 1,755,894	\$ 2,760,706
Branded	\$ 400,000	\$ -	\$ 400,000
TOTAL EXPENSES by CMC & Country/Activity	\$ 2,902,872	\$ 1,972,894	\$ 3,160,706
TASC	\$ 110,000	\$ 76,346	\$ 110,000
TOTAL by Country/Activity & TASC	\$ 3,012,872	\$ 2,049,240	\$ 3,270,706