

**Potatoes USA
FY21 Budget**

	Amendment #1	Proposed Changes	Amendment #2
Revenue			
Assessment Revenue	\$ 14,200,000	\$ 200,000	\$ 14,400,000
Contribution Revenue	467,250		467,250
Interest Income	130,000	(70,000)	60,000
Industry Contributions	40,000	(10,000)	30,000
FAS Funding	7,980,000		7,980,000
Total Revenue	<u>22,817,250</u>	120,000	<u>22,937,250</u>
Program Expenses			
Marketing	9,300,000	50,000	9,350,000
FAS Funding	7,980,000		7,980,000
Industry Outreach	520,000	(20,000)	500,000
Research and Analysis	2,000,000	(50,000)	1,950,000
Sponsorships	18,500		18,500
Annual Meeting	245,000	(45,000)	200,000
Special Projects			
International Marketing	250,000	(75,000)	175,000
Contingency Fund	25,000		25,000
Total Program Expenses	<u>20,338,500</u>	<u>(140,000)</u>	<u>20,198,500</u>
Administrative Expenses			
Salaries & Benefits	1,750,000		1,750,000
Travel			
Administrative Committee	140,000	(40,000)	100,000
Executive Committee	160,000	(50,000)	110,000
Staff	50,000	(20,000)	30,000
Office & Insurance	191,900	18,100	210,000
Office Lease	196,000	10,000	206,000
Professional Services	192,500		192,500
USDA User Fee	202,000	(2,000)	200,000
Special Projects			
New Building	-	1,100,000	1,100,000
Miscellaneous	17,700	(2,700)	15,000
Total Administrative Expenses	<u>2,900,100</u>	<u>1,013,400</u>	<u>3,913,500</u>
Total Expenses	<u>23,238,600</u>	<u>873,400</u>	<u>24,112,000</u>
Revenue Over/(Under) Expenses	<u>\$ (421,350)</u>	<u>\$ (753,400)</u>	<u>\$ (1,174,750)</u>

	Amendment #1	Amendment #2
Cash	\$ 325,802	\$ 905,284
Investments	7,339,714	6,171,300
USDA Designated	(500,000)	(500,000)
Board Designated	(1,500,000)	(1,500,000)
NFPT/NCPT Designated	(616,000)	(616,000)
Research Escrow	(250,000)	(250,000)
Revenue Over/(Under) Expenditures	<u>(421,350)</u>	<u>(1,174,750)</u>
Balance Unrestricted	<u>\$ 4,378,166</u>	<u>\$ 3,035,834</u>