

Potatoes USA FY27 Budget

Revenue

Assessment Revenue	\$ 15,500,000
Research Contributions	486,000
Interest Income	200,000
General Contributions	45,000
FAS Funding	8,104,800
Total Revenue	24,335,800

Program Expenses

FAS Funding	8,104,800
Market Development	7,000,000
Production Research	1,730,000
Communications	1,590,000
Nutrition and Health	1,540,000
Culinary	635,000
Summer Meeting	220,300
Winter Meeting	191,500
Spring Meeting	199,000
Sponsorships	18,000
Contingency Fund	25,000
Special Projects	
Grant Matching	300,000
Production Research	37,000
Market Development	70,000
Total Program Expenses	21,660,600

Administrative Expenses

Salaries and Benefits	2,450,000
Office Lease	203,000
Office and Insurance	452,000
Professional Services	306,200
Travel (non-program)	101,500
USDA User Fee	190,000
Special Project	
Feasibility Study	75,000
Total Administrative Expenses	3,777,700

Total Expenses

25,438,300

Revenue Over/(Under)

Expenses \$ (1,102,500)

Cash & Investments	\$ 8,950,669
<i>Estimated Claim Reimbursement</i>	<i>708,361</i>
USDA Designated	(500,000)
Board Designated	(1,500,000)
NFPT/NCP Designated	(616,000)
Cash & Investments Undesignated	7,043,030
Revenue Over/(Under) Expenditures	(1,102,500)
Balance Undesignated	\$ 5,940,530

FY27 Budget Comments

Revenue

Assessments: The Assessment revenue will stay at \$15,500,000. Potatoes USA is monitoring the current production and does not expect it to increase in FY27.

Research Contributions: The Research Contributions have increased by \$70,000.

Interest Income: The Interest Income will stay at \$200,000. Potatoes USA has several high interest items maturing in FY27. However, we expect the interest rates to continue to decline.

General Contributions: The General Contributions have decreased by \$5,000.

FAS Funding: Grants awarded by the Foreign Agricultural Services (FAS) to Potatoes USA change from year to year. FAS Funding includes the Market Access Program (MAP) grant and the Regional Agricultural Promotion Program (RAPP) grants, tranche one and two.

Total budgeted revenue: \$24,335,800

Program Expenses

FAS Funding: The FAS Funding expense budget matches the FAS Funding revenue budget.

Market Development: The Market Development budget has increased to \$7,000,000. The additional funds will be used to cover increases in salaries, benefits, and travel costs.

Production Research: The Production Research budget has increased to \$1,730,000. The additional funds will be used to cover increases in salaries and benefits.

Communications: The Communications budget has increased by \$15,000 to \$1,590,000.

Nutrition and Health: The Nutrition and Health budget will stay at \$1,540,000.

Culinary: The Culinary budget has been increased slightly to \$635,000.

Summer, Winter, and Spring Meeting: All the meeting budgets have decreased by a total of \$29,200. The FY27 budgets are \$220,300 for Summer Meeting, \$191,500 for Winter Meeting, and \$199,000 for Spring Meeting.

Sponsorships: The Sponsorship budget will stay at \$18,000.

Contingency Fund: The Contingency Fund is set at \$25,000, per the Board Policies.

Special Project – Grant Matching: Potatoes USA has allocated \$300,000 towards the grant matching requirement for the RAPP grants.

Special Project – Production Research: Potatoes USA has allocated \$37,000 towards a Production Research special project for work in Cuba. The special project was approved in FY26 but was put on hold due to unforeseen circumstances. The project is expected to resume in FY27, so the unused funds have been rolled-over.

Special Project – Market Development: Per the AMS Guidelines, Potatoes USA is required to have an independent evaluation done every five years. The next study will be due in FY27.

Total budgeted program expenses: \$21,660,600

Administrative Expenses

Salaries and Benefits: The Salaries and Benefits for the administrative staff have increased by \$100,000 to cover annual increases for insurance and benefits.

Office Lease: The Office Lease budget has increased by \$5,000 to \$203,000 to cover annual increases.

Office and Insurance: The Office & Insurance budget has increased to \$452,000. Potatoes USA anticipates an increase in banking fees as well as office overhead expenses (i.e., utilities, insurance, taxes, etc.).

Professional Services: The Professional Services budget has increased by \$35,900 to \$306,200. The increase will cover Phase II of network upgrades, legal fees, staff training, and audit fees.

Travel (non-program): The travel (non-program) budget has decreased to \$101,500. Some of the international travel will be paid using federal grant funding in FY27.

USDA User Fee: The USDA User Fee has increased to \$190,000.

Special Project – Feasibility Study: In FY26 the board approved a feasibility study. The FY27 special project for \$75,000 is a continuation of that study.

Total budgeted administrative expenses: \$3,777,700