| INCOME | 2023/24 <br> ADOPTED <br> BUDGET |  |
| :---: | :---: | :---: |
| Balance from previous marketing season: | \$ | 1,172,085 |
| Generic MAP Funding |  | 2,358,887 |
| EMP Funding |  | 53,167 |
| TASC Funding |  | 475,506 |
| Other Income |  | 10,000 |
| Assessments - Salable Tonnage |  | 80,000 |
| Rate per ton |  | 76.50 |
| Amount |  | 6,120,000 |
| TOTAL INCOME | \$ | 10,189,645 |

## EXPENDITURES

## Personnel Costs

| Salaries and Wages | $\$$ | 816,000 |
| :--- | :--- | :--- |
| Employee Benefits |  | 136,000 |
| Retirement Expense | 110,750 |  |

Total Personnel Costs
1,062,750
Operating Expenses

| Office Supply \& Expense | 14,000 |
| :--- | ---: |
| Audit Fees | 29,150 |
| Consulting Services | 10,000 |
| Professional Dev., Dues \& Subs. | 10,000 |
| Bank Fees | 7,000 |
| Equipment Rental | 8,700 |
| Capital Expenses | 20,000 |
| Telephone Expense | 7,000 |
| Postage \& Messenger | 5,000 |
| Rent | 56,500 |
| Repairs \& Maintenance | 5,000 |
| Stationery \& Printing | 2,500 |
| Travel - Employees | 50,000 |
| Travel - Members | 35,000 |
| Insurance | 16,000 |
| Government and Issues Mgmt. | 163,000 |
| Strategic Planning | - |
| Production Research Coord. | 154,000 |
| Production Research | 470,000 |
| TASC Expense | 475,506 |
| Nutrition Research Coord. | 116,000 |
| Nutrition Research | 771,000 |
| Public Relations | $1,139,000$ |
| Marketing In-House | 330,000 |
| Sampling | 20,000 |
| Export Market Development | $1,867,000$ |
| Generic MAP | $2,358,887$ |
| EMP | 53,167 |
| Total Operating Expenses | $8,193,410$ |

Departmental Charges
Marketing Branch
Attorney General
TOTAL EXPENDITURES
CREDIT-BACK RESERVE
RESERVE FOR CONTINGENCIES
TOTAL BUDGET

| 70,000 |
| ---: |
| - |
| $9,326,160$ |
| 750,000 |
|  |
| $\$ 113,485$ |

