

## 2018 FUNDING REQUEST/CERTIFICATION FORM

**ATTACHMENTS:** (label as indicated)


- Copy of your organization's most recent fiscal year end financial statements including balance sheet and profit and loss, and sources and uses of revenues. These statements must also show all accumulated fund balances for all of the organization's assets. (label page 2)
- Copy of balance sheets from three prior fiscal years. (label page 3)
- Copy of your organization's estimated current operating budget, including revenues and expenditures. (label page 4)
- Copy of proposed 2018 budget, including revenues and expenditures. (label page 5)
- Copy of your organization's balance sheet and profit and loss as of 6/30/2017

**CERTIFICATION:** (must be signed by both individuals)

I certify that the information contained in this application, including all attachments and supporting materials, is true and correct to the best of my knowledge.

  
EXECUTIVE DIRECTOR (or equivalent)

8/15/17  
DATE

  
PRESIDENT, BOARD OF DIRECTORS (or equivalent)

8/15/2017  
DATE

Valdez Fisheries Development  
Balance Sheet  
As of 5/31/2017

	<u>Current Year</u>
<b>Assets</b>	
Current Assets	
Cash & Cash Equivalents	
Cash	276,530.77
Time Certificates of Deposit	678,106.92
Merrill Lynch	756,217.53
CD's in trust for State Alaska	20,000.00
1st National Investment	<u>3,774,000.00</u>
Total Cash & Cash Equivalents	5,504,855.22
Accounts Receivable	
Other Receivable	<u>10,329.00</u>
Prepaid Expenses	
Prepaid Insurance General	20,999.20
Prepaid W/C Insurance	(43,878.35)
Package Inventory	<u>48,634.62</u>
Total Prepaid Expenses	<u>25,755.47</u>
Total Current Assets	5,540,939.69
Long-term Assets	
Property & Equipment	<u>9,542,219.72</u>
Total Assets	<u>15,083,159.41</u>
<b>Liabilities</b>	
Short-term Liabilities	
Accounts Payable	
Trade Payables	68,825.43
Accrued leave	<u>96,903.07</u>
Total Accounts Payable	165,728.50
Other Short-term Liabilities	
hand payables	1,614.30
Accrued & Deferred Interest	1,510,395.47
medical reserve	81,174.23
ESC (employee's	<u>3,598.80</u>
Total Other Short-term	<u>1,596,782.80</u>
Total Short-term Liabilities	1,762,511.30
Long-term Liabilities	
Total Long-term Liabilities	9,294,880.60
Other Long-term Liabilities	
accrued state interest	<u>268,739.43</u>
Total Long-term Liabilities	<u>9,563,620.03</u>
Total Liabilities	<u>11,326,131.33</u>
<b>Net Assets</b>	
Beginning Net Assets	
Net Assets	2,091,932.47
Current YTD Net Income	<u>1,665,095.61</u>
Total Net Assets	<u>3,757,028.08</u>
Total Liabilities and Net Assets	<u>15,083,159.41</u>

Valdez Fisheries Development  
Summary Budget Comparison  
From 6/1/2016 Through 5/31/2017

Account Co.	Account Title	Year to Date Actual	Year to Date Budget	Variance
<i>00 - Income</i>				
4001	Contract Revenue	172,400.00	172,400.00	0.00
4101	SALES OF PINKS	4,624,717.43	4,513,673.00	111,044.43
4104	EGG SALES	257,537.40	50,000.00	207,537.40
4105	Fish Sales	47,299.22	0.00	47,299.22
4107	Retail Sales	36,886.16	0.00	36,886.16
4108	Cold Storage Income	10,641.06	0.00	10,641.06
4301	Misc. Sales	13,676.35	0.00	13,676.35
4401	Interest Earned	<u>32,377.21</u>	<u>18,000.00</u>	<u>14,377.21</u>
	Total Income	<u>5,195,534.83</u>	<u>4,754,073.00</u>	<u>441,461.83</u>
<i>Expenses</i>				
<i>01 - Administration</i>		<u>1,188,321.02</u>	<u>1,257,464.00</u>	<u>69,142.98</u>
<i>10 - Robe Lake</i>		<u>27,428.16</u>	<u>27,978.00</u>	<u>549.84</u>
<i>15 - Processing</i>				
	10 - overhead	117,264.43	140,927.00	23,662.57
	11 - Eggs	81,431.19	115,849.00	34,417.81
	12 - Fish	19,941.78	44,840.00	24,898.22
	13 - Smoke	24,922.57	25,888.00	965.43
	15 - Sales Costs	<u>37,343.99</u>	<u>82,563.00</u>	<u>45,219.01</u>
	Total Processing	280,903.96	410,067.00	129,163.04
<i>16 - Cold Storage</i>		<u>27,956.40</u>	<u>28,970.00</u>	<u>1,013.60</u>
<i>20 - Operations</i>				
	30 - Operations	1,428,992.83	1,639,538.00	210,545.17
	31 - Maintenance	47,424.78	65,110.00	17,685.22
	32 - Harvest	16,252.27	48,920.00	32,667.73
	33 - Egg Take	43,932.15	42,124.00	(1,808.15)
	34 - Incubation	85,432.32	83,324.00	(2,108.32)
	35 - Short Term Rearing	256,193.68	316,063.00	59,869.32
	36 - Long Term Rearing	98,237.60	128,985.00	30,747.40
	37 - Otelith	<u>29,364.05</u>	<u>81,274.00</u>	<u>51,909.95</u>
	Total Operations	2,005,829.68	2,405,338.00	399,508.32
Net Revenue over Expenses		1,665,095.61	624,256.00	

Valdez Fisheries Development  
Balance Sheet  
As of 5/31/2016  
Current Year

Assets

Current Assets

Cash & Cash Equivalents

Cash	306,611.93
Time Certificates of Deposit	3,831,395.97
Merrill Lynch	404,620.58
CD's in trust for State Alaska	<u>20,000.00</u>
Total Cash & Cash Equivalents	4,562,628.48

Prepaid Expenses

Prepaid Insurance General	18,831.61
Prepaid W/C Insurance	(27,030.06)
Package Inventory	40,222.46
prepaid deposit	<u>24,634.60</u>
Total Prepaid Expenses	<u>56,658.61</u>

Total Current Assets 4,619,287.09

Long-term Assets

Property & Equipment	<u>8,192,828.75</u>
Total Assets	<u>12,812,115.84</u>

Liabilities

Short-term Liabilities

Accounts Payable

Trade Payables	61,019.08
Accrued leave	<u>99,481.20</u>
Total Accounts Payable	160,500.28

Other Short-term Liabilities

hand payables	2,820.67
Accrued & Deferred Interest	1,608,262.00
medical reserve	74,673.15
FICA (employee's contribution)	0.31
ESC (employee's contribution)	<u>3,784.93</u>

Total Other Short-term Liabilities 1,689,541.06

Total Short-term Liabilities 1,850,041.34

Long-term Liabilities

Long-term Liabilities

Total Long-term Liabilities 8,232,470.74

Other Long-term Liabilities

Valdez Fisheries Development  
Balance Sheet  
As of 5/31/2016

accrued state interest	<u>269,180.05</u>
Total Other Long-term Liabilities	<u>269,180.05</u>
Total Long-term Liabilities	<u>8,501,650.79</u>
Total Liabilities	<u>10,351,692.13</u>
Net Assets	
Beginning Net Assets	
Net Assets	951,886.75
Total Current YTD Net Income	<u>1,508,536.96</u>
Total Net Assets	<u>2,460,423.71</u>
Total Liabilities and Net Assets	<u>12,812,115.84</u>

Valdez Fisheries Development  
Balance Sheet  
As of 5/31/2015  
Current Year

Assets

Current Assets

Cash & Cash Equivalents

Cash	322,364.49
Time Certificates of Deposit	3,112,595.41
Merrill Lynch	362,110.35
CD's in trust for State Alaska	<u>20,000.00</u>
Total Cash & Cash	3,817,070.25

Accounts Receivable

Total Accounts Receivable	7,726.53
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Prepaid Expenses

Prepaid Insurance General	17,501.74
Prepaid W/C Insurance	3,253.97
Package Inventory	<u>66,757.75</u>
Total Prepaid Expenses	<u>87,513.46</u>

Total Current Assets	3,912,310.24
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Long-term Assets

Total Long-term Assets	<u>7,171,507.06</u>
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Total Assets	<u>11,083,817.30</u>
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Liabilities

Short-term Liabilities

Accounts Payable

Trade Payables	81,224.22
Accrued leave	<u>80,741.70</u>
Total Accounts Payable	161,965.92

Other Short-term Liabilities

Accrued & Deferred Interest	1,731,023.00
medical reserve	65,728.28
ESC (employee's	<u>5,481.57</u>
Total Other Short-term	<u>1,802,232.85</u>

Total Short-term Liabilities	1,964,198.77
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Long-term Liabilities

Total Long-term Liabilities	7,880,994.60
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Other Long-term Liabilities

accrued state interest	<u>266,934.18</u>
Total Long-term Liabilities	<u>8,147,928.78</u>

Total Liabilities	<u>10,112,127.55</u>
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Net Assets

Beginning Net Assets

Net Assets	(158,804.24)
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Current YTD Net Income

	<u>1,130,493.99</u>
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Total Net Assets	<u>971,689.75</u>
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Total Liabilities and Net Assets

	<u>11,083,817.30</u>
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Valdez Fisheries Development  
Balance Sheet  
As of 5/31/2014

Current Year

Assets

Current Assets

Cash & Cash Equivalents

Cash	266,273.77
Time Certificates of Deposit	2,454,770.30
Merrill Lynch	584,494.58
CD's in trust for State Alaska	<u>20,000.00</u>
Total Cash & Cash Equivalents	3,325,538.65

Accounts Receivable

Total Accounts Receivable	16,478.01
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Prepaid Expenses

Prepaid Insurance General	17,315.99
Prepaid W/C Insurance	5,951.90
Package Inventory	<u>44,024.17</u>
Total Prepaid Expenses	<u>67,292.06</u>

Total Current Assets	3,409,308.72
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Long-term Assets

Property & Equipment	<u>6,346,481.08</u>
Total Assets	<u>9,755,789.80</u>

Liabilities

Short-term Liabilities

Accounts Payable

Trade Payables	78,495.66
Accrued leave	<u>67,152.56</u>
Total Accounts Payable	145,648.22

Other Short-term Liabilities

Accrued & Deferred Interest	1,826,825.00
medical reserve	56,478.35
ESC (employee's contriubtion)	<u>6,288.26</u>
Total Other Short-term Liabilities	<u>1,889,591.61</u>

Total Short-term Liabilities	2,035,239.83
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Long-term Liabilities

Total Long-term Liabilities	7,246,062.23
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Other Long-term Liabilities

accrued state interest	<u>261,513.58</u>
Total Long-term Liabilities	<u>7,507,575.81</u>

Total Liabilities	<u>9,542,815.64</u>
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Net Assets

Beginning Net Assets

Net Assets	(1,624,629.01)
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Current YTD Net Income

	<u>1,837,603.17</u>
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Total Net Assets	<u>212,974.16</u>
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Total Liabilities and Net Assets

	<u>9,755,789.80</u>
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**Table 4: FY 2017 Budget for 6/1/2017 - 5/31/2018**

**Valdez Fisheries Development Association Inc.**

**Projected Revenue and Expenses**

revised February 3, 2016

	<b>FY 16</b>	<b>FY 17</b>	<b>FY 18</b>
<b><u>Revenue</u></b>			
Round Fish Sales	4,121,369	4,513,673	4,386,286
Raceway Sales (Offset)	50,000	50,000	50,000
Grants/Misc. Income	<u>190,400</u>	<u>190,400</u>	<u>187,700</u>
<b>Total Revenue</b>	<b>4,361,769</b>	<b>4,754,073</b>	<b>4,623,986</b>
<b><u>Expenses</u></b>			
Administration	901,863	953,450	882,276
Robe Lake	26,644	0	-
Hatchery Operations	2,297,870	2,433,319	2,335,647
State Loan	699,392	697,805	691,983
Capital Projects	436,000	119,500	164,080
Reserve Funding	250,000	500,000	500,000
Research Funding	<u>0</u>	<u>50,000</u>	<u>50,000</u>
<b>Total Expenses</b>	<b>4,361,769</b>	<b>4,204,074</b>	<b>4,623,986</b>

Robe Lake now included in FY 2017 Hatchery Operations Budget

# FY 2018 Corporate & Hatchery Operations Budget



Approved by VFDA Board:

Corporate & Hatchery Operations		FY 2018	Summary	
<u>Revenue</u>				
Revenue from Round Fish Sales (Table 4 AMP)	\$	4,386,286		
Other Revenue (City, Alyeska, Processing, Interest)	\$	<u>237,700</u>		
<b>Total Corporate Revenue Goal</b>			<b>\$</b>	<b><u>4,623,986</u></b>
<u>Expenses</u>				
Administration	\$	882,276		
Solomon Gulch Hatchery Operations	\$	<u>2,335,647</u>		
VFDA Operations Budget			\$	3,217,923
State Loan with Interest	\$	691,983		
Capital Projects	\$	<u>164,080</u>		
VFDA Debt and CIP Budget			\$	<u>856,063</u>
<b>Total VFDA Ops/Debt &amp; CIP Budget</b>			<b>\$</b>	<b>4,073,986</b>
Contingency Reserve Fund	\$	250,000		
Capital Reserve Fund	\$	250,000		
Hatchery/ Wild Interaction Research Project	\$	50,000		
COLA- Board Discretion*	\$	<u>-</u>		
Discretionary Additions			\$	<u>550,000</u>
<b>Total FY2018 VFDA Budget</b>			<b>\$</b>	<b><u>4,623,986</u></b>
<b>Budget Comparison</b>				
	FY 2018	FY 2017	Dollar	Percent
	Budget	Budget*	Difference	Increase
Admin	\$882,276	\$953,450	(\$71,174)	-8.07%
Operations	\$2,338,450	\$2,433,319	(\$94,869)	-4.06%
Loan	\$691,983	\$697,805	(\$5,822)	-0.84%
Capital Projects	\$164,080	\$119,500	\$44,580	37.31%
Contingency Reserve Fund	\$250,000	\$250,000	\$0	0.00%
Capital Reserve Fund	\$250,000	\$250,000	\$0	0.00%
<u>Hatchery/Wild Interaction Research Project</u>	<u>\$50,000</u>	<u>\$50,000</u>	<u>\$0</u>	<u>0.00%</u>
<b>Total Budget Increase/Decrease</b>	<b>\$4,626,789</b>	<b>\$4,754,074</b>	<b>(\$127,285)</b>	<b>-2.75%</b>
COLA Impacts on Budget				
Pre-COLA Wages & Salary	\$ 1,407,347.68	* Added into Budget in each category		
Total Wages & Salary	\$1,413,427			
COLA based on 2016 CPI (0.4%) X Valdez Differential(1.08) = 0.43				
Cost of COLA at 0.43%	\$ 6,080			
Cost of COLA at 1.00%	\$ 14,073			
Cost of COLA at 1.50%	\$ 21,110			
Cost of COLA at 2.0%	\$ 28,147			
Cost of COLA at 2.5%	\$ 35,184			

# VALDEZ FISHERIES DEVELOPMENT ASSOCIATION

## ADMINISTRATION

FY2018 BUDGET DETAIL (June 2017 - May 2018)

Prepared by Mike Wells  
**DRAFT**

VFDA Board of Directors Approved on:

Projects	Difference previous FY - \$	Difference previous FY - %	Proposed 2018	Approved 2017	Actual 2016	Actual 2015
Administration	<b>(\$71,174)</b>	<b>-8.07%</b>	<b>\$882,276</b>	<b>\$953,450</b>	\$901,863	\$847,572
Loan Payment (principal & interest)	<b>(\$5,822)</b>	<b>-0.84%</b>	<b>\$691,983</b>	<b>\$697,805</b>	\$699,392	\$617,789
Programs	<b>\$0</b>	<b>N/A</b>	<b>\$0</b>	<b>\$0</b>	\$26,644	\$25,089
<b>Administration Total</b>	<b>(\$76,996)</b>	<b>-4.89%</b>	<b>\$1,574,259</b>	<b>\$1,651,255</b>	<b>\$1,627,899</b>	<b>\$1,490,450</b>

### ADMINISTRATIVE BUDGET DETAIL

Acct. #/Description	Item	Amount	Total	FY2017 APPROVED	Difference from previous FY-%
01 00 5000 Salaries	Executive Director				
01 00 5000 Salaries	Project Manager				
01 00 5000 Salaries	Cost Recovery Manager				
01 00 5000 Salaries	CPA/ Sr. Accountant				
01 00 5000 Salaries	Administrative Coordinator				
01 00 5001 Wages	FVA/ Administrative Assistant				
01 00 5001 Wages	Tour Guide				
	COLA Adjustment				
	<b>Total Administrative Wage &amp; Salaries:</b>		<b>\$492,516</b>	\$498,912	-1.28%
01 00 5001 Bonuses	6 persons X \$- Board Contingency	\$6,000	<b>\$6,000</b>	\$6,000	0.00%
	<b><u>Medical+Dental+Vision+Life</u></b>				
01 00 5010 Medical Insurance	Executive Director				
01 00 5010 Medical Insurance	Project Manager				
01 00 5010 Medical Insurance	Cost Recovery Manager				
01 00 5010 Medical Insurance	CPA/Sr Accountant				
01 00 5010 Medical Insurance	FVA/ Administrative Assistant				
01 00 5010 Medical Insurance	Administrative Coordinator				
	Total Medical+Dental+Vision+Life Insurance Costs		<b>\$39,932</b>	\$87,792	-54.52%
	Consideration for a 16% increase for second 1/2 FY18			\$97,941	-59.23%
01 00 5020 Workmans Comp	SUM (salaries + wages) *w/c rate- Admin	\$2,210		\$22,871	0.22%
01 00 5020 Workmans Comp	SUM (salaries+wages) *w/c rate-Processing	\$7,400		\$7,066	
01 00 5020 Workmans Comp	SUM (salaries+wages) *w/c rate-Hatchery	\$9,958		\$9,842	
01 00 5030 ESC Unemployment	SUM (salaries + wages) *esc rate	\$3,415		\$5,096	-32.99%
01 00 5040 FICA Social Security	SUM (salaries + wages) * fica rate	\$37,987		\$38,017	-0.08%
01 00 5051 Retirement	SUM (6% salaries + wages)	\$29,911		\$29,935	-0.08%
01 00 5101 Travel/training	UFA, Sales, RPT, Training, Conv.	\$15,000		\$15,000	0.00%
01 00 5201 Office Supplies	Misc. Supplies	\$2,500		\$2,000	25.00%
01 00 5210 Materials/Supplies	General use	\$12,500		\$9,000	38.89%
01 00 5216 Safety	Physicals, Drug testing, training	\$500		\$2,500	N/A
01 00 5310 Equip Purchase	Computer Replacement	\$3,500		\$7,000	-50.00%
01 00 5320 Equip Maint (parts&labor)	Office Equipment/IT Upgrades-CVT labor	\$6,000		\$6,000	0.00%
01 00 5350 Equip Rental		\$0		\$0	0.00%
01 00 5710 Contract Labor	Snow removal, carpet cleaning, catering, website	\$11,000		\$7,000	57.14%
01 00 5740 Accounting Fees	BDO/ Tax Return/ Acct Soft Lic./ Audit	\$21,000		\$17,500	20.00%
01 00 5741 Legal Fees	Weyhrauch	\$20,000		\$25,000	-20.00%
01 00 5920 Electricity	Main Office	\$7,200		\$7,200	0.00%
01 00 5921 Telephone/ Internet	Telephone/ Internet/ Cellphones	\$6,000		\$5,000	20.00%
01 00 5922 Fuel (Tank #1)	Main Office	\$3,500		\$4,500	-22.22%
01 00 5930 Insurance	Umbrella, fire & liability (updated coverages)	\$136,547		\$122,570	11.40%
01 00 5940 Board Expense	Equipment, Travel, Etc.	\$1,500		\$2,500	40.00%
01 00 5950 Licenses, Taxes, Dues	Vehicle, boat licenses, taxes, UFA Dues, Fish Derbies	\$6,200		\$5,000	24.00%
			<b>\$343,828</b>	\$350,597	-1.93%

**TOTAL ADMINISTRATIVE BUDGET**

**\$882,276**

\$953,450

-7.46%

		<b><u>LOAN DETAIL</u></b>				389,760		
01	00 5960	Loan Payment	ADCCED- State Loan Interest	\$304,000			\$300,000	1.33%
			Principal	\$387,983			\$399,392	-2.86%
				\$691,983	<b>\$691,983</b>		<b>\$699,392</b>	-1.06%

# VALDEZ FISHERIES DEVELOPMENT ASSOCIATION SOLOMON GULCH HATCHERY

FY2018 BUDGET DETAIL (June 2017 - May 2018)

Prepared by Robert Unger

VFDA Board of Directors Approved on:

**DRAFT**

Projects	Difference previous FY - \$	Difference previous FY - %	Proposed 2018	Approved 2017	Actual 2016	Actual 2015
Operations	(\$52,963)	-3.34%	\$1,583,905	\$1,636,868	\$1,500,996	\$1,252,326
Building, Grounds Maint.	\$9,435	12.66%	\$74,552	\$65,117	\$54,436	\$59,115
Harvest	(\$15,007)	-44.25%	\$33,912	\$48,919	\$52,456	\$22,394
Eggtake	\$4,058	8.79%	\$46,180	\$42,121	\$37,997	\$38,451
Incubation	(\$4,624)	-5.88%	\$78,700	\$83,324	\$92,041	\$62,420
Short-term Rearing	(\$6,412)	-2.07%	\$309,646	\$316,058	\$318,549	\$289,220
Long-term Rearing	(\$9,173)	-7.66%	\$119,810	\$128,983	\$156,868	\$132,552
Tagging	n/a	n/a	\$0	\$0	\$0	\$0
Thermal Mark	(\$20,517)	-33.77%	\$60,758	\$81,275	\$81,915	\$52,869
Public Relations	(\$2,675)	#DIV/0!	\$0	\$2,675	\$2,612	\$3,168
Robe Lake	\$3,009	9.71%	\$30,987	\$27,978	\$26,644	\$25,089
<b>Hatchery Total</b>	<b>(\$94,869)</b>	<b>-4.06%</b>	<b>\$2,338,450</b>	<b>\$2,433,319</b>	<b>\$2,324,514</b>	<b>\$1,937,604</b>

## OPERATIONS BUDGET DETAIL

Acct./Description	Item	FY2018 Amount	Total	FY2017 APPROVED	Difference from previous FY-%
20 30 5000 Salaries	Hatchery Manager				
20 30 5000 Salaries	Assist Mgr				
20 30 5000 Salaries	Fish Culturist				
20 30 5000 Salaries	Fish Culturist				
20 30 5000 Salaries	Fish Culturist				
20 30 5000 Salaries	Fish Culturist				
20 30 5000 Salaries	Fish Culturist				
20 30 5000 Salaries	Maintenance Supervisor				
20 30 5000 Salaries	Maintenance Assistant				
	COLA Adjustment				
	Total Operations salaries:		\$630,808	\$616,295	2.35%
20 30 5001 Hourly Wages	Hatchery Technician IV				
20 30 5001 Hourly Wages	Hatchery Technician IV				
20 30 5001 Hourly Wages	Admin Assist				
	Total ST wages:				
	COLA Adjustment				
	Total Hourly wages				
	<b>Total Operations Wage &amp; Salary</b>		<b>\$791,642</b>	<b>\$772,040</b>	2.48%
20 30 5001 Bonuses	Employee Number X \$-Board Contingency		\$14,000	\$14,000	0.00%
	<b><u>Medical+Dental+Vision+Life</u></b>				
20 30 5010 Medical Insurance rob	Hatchery Manager				
20 30 5010 Medical Insurance marty	Asst Manager				
20 30 5010 Medical Insurance steve	Fish Culturist				
20 30 5010 Medical Insurance junior	Fish Culturist				
20 30 5010 Medical Insurance robin	Fish Culturist				
20 30 5010 Medical Insurance clinton	Fish Culturist				
20 30 5010 Medical Insurance nathan	Fish Culturist				
20 30 5010 Medical Insurance john	Maint. Supervisor				
20 30 5010 Medical Insurance charles	Maint. Asst.				
20 30 5010 Medical Insurance joe	Hatchery Tech				
20 30 5010 Medical Insurance kyle	Hatchery Tech				
20 30 5010 Medical Insurance christine	Admin. Asst.				
20 30 5010 Medical Insurance	Seasonal Tech				
20 30 5010 Medical Insurance	Seasonal Tech				
	Total Medical+Dental+Life Insurance Costs	\$255,387		\$268,271	4.83%

Consideration for a 16% increase for 1/2 FY2017

**\$255,387**

**\$281,222**

-10.12%



20 30 5020	Workmans Comp	SUM (salaries + wages) *w/c rate	\$80,559	\$80,447	0.14%
20 30 5200	Workmans Comp - Admin	SUM (admin wages) * w/c rate	\$224	\$0	100.00%
20 30 5030	ESC Unemployment	SUM (salaries + wages) *esc rate	\$6,261	\$10,192	-91.68%
20 30 5040	FICA Social Security	SUM (salaries + wages) * fica rate	\$61,390	\$58,830	4.17%
20 30 5051	Retirement	SUM (6% salaries + wages)	\$48,339	\$46,322	4.17%
20 30 5101	Travel/training	Fisheries Conf, training (non-safety), etc	\$8,317	\$11,740	-41.16%
20 30 5201	Office Supplies	Supplies, cleaning, etc	\$2,000	\$2,000	0.00%
20 30 5210	Materials/Supplies	General use	\$12,500	\$12,000	4.00%
20 30 5216	Safety	Safety Training	\$4,710	\$7,250	-53.93%
20 30 5310	Equipment Purchase	Office, misc use	\$6,500	\$10,800	-66.15%
20 30 5320	Equipment Maintenance	General equipment maintenance	\$6,000	\$6,000	0.00%
20 30 5350	Equipment Rental	Dumpster	\$340	\$320	5.88%
20 30 5710	Contract Labor	Septic, water analysis, electrician	\$10,960	\$10,960	0.00%
20 30 5910	Land Lease	FY2014 actual	\$18,000	\$16,200	10.00%
20 30 5920	Electricity	Actual monthly use (FY16) \$0.23/kwh with 20% contingency	\$203,533	\$213,492	-4.89%
20 30 5921	Telephone	Phone/internet/cell	\$5,400	\$4,800	11.11%
20 30 5922	Fuel oil/Propane	Heating fuel	\$35,510	\$63,051	-77.56%
20 30 5923	Fuel oil/gas	Equipment fuel diesel	\$11,129	\$13,997	-25.77%
20 30 5950	License/ Tax	Licenses and Taxes	\$1,205	\$1,205	0.00%
			<b>\$522,876.50</b>	<b>\$569,606</b>	<b>-8.20%</b>

#### **Total Operations Budget**

**\$1,583,905      \$1,636,868      -3.34%**

#### **BUILDING & GROUNDS MAINTENANCE**

20	31	5001	Maintenance Wages	Maintenance Tech 1 person @ 40hrs/week for 24 weeks (May-Oct)	\$19,651		\$19,421	1.17%
20	31	5001	Maintenance Wages	Maintenance Tech 2 people @ 40hrs/week for 4 weeks (June-July)	\$0		\$4,442	#DIV/0!
				COLA Adjustment	\$197		\$282	-0.42935736
20	31	5001		Total Maint Tech Wages		\$19,848	\$24,145	-21.65%
20	31	5020	Workmans Comp	Sum wages * w/c rate	\$2,068		\$2,516	-21.65%
20	31	5030	ESC Unemployment	Sum wages * esc rate	\$284		\$517	-82.15%
20	31	5040	FICA Social Security	Sum wages * fica rate	\$1,512		\$1,840	-21.65%
20	31	5210	Materials/supplies	Consumables - paint, plumbing,elect.,etc.	\$19,500		\$17,500	10.26%
20	31	5310	Equipment Purchase	Tools (hand/power)	\$6,000		\$3,200	46.67%
20	31	5310	Equipment Purchase	(see project list for detail)	\$17,840		\$10,400	41.70%
20	31	5320	Equipment Parts and Labor		\$2,500		\$2,500	0.00%
20	31	5710	Contract Labor	electricians, plumber, etc.	\$5,000		\$2,500	50.00%

#### **HARVEST BUDGET DETAIL**

20	32	5001	Harvest Wages	Pink harvest sampling - 1 person @ 56hrs/wk for 4 weeks (June-Jul)	\$3,248		\$3,761	-15.79%
20	32	5001	Harvest Wages	Pink roe/carcass - 11 people for 1.5 week (end of Aug)	\$6,698		\$4,046	39.59%
20	32	5001	Harvest Wages	Pink roe/carcass supervisor for 5.5 weeks (July-Aug)	\$5,404		\$15,268	-182.53%
20	32	5001	Harvest Wages	Coho (fall) harvest - 3 people for 4 weeks (Aug-Oct)	\$2,760		\$2,221	19.53%
				COLA Adjustment	\$181		\$298	-0.649131492
20	32	5001	Harvest Wages	Total Harvest Wages		\$18,291	\$25,594	-39.93%
20	32	5020	Workmans Comp	Total Harvest wages * w/c rate	\$1,906		\$2,667	-39.93%
20	32	5030	ESC Unemployment	Total Harvest wages *esc rate	\$262		\$548	-109.51%
20	32	5040	FICA Social Security	Total Harvest wages * fica rate	\$1,394		\$1,950	-39.91%
20	32	5202	Personal Vehicle Use	travel reimbursement for sampling	\$0		\$200	#DIV/0!
20	32	5210	Materials/supplies	Gloves, sampling supplies,etc.	\$1,500		\$1,500	0.00%
20	32	5310	Equipment Purchase	misc, replacement of gear,	\$1,000		\$3,500	-250.00%
20	32	5320	Equipment Maintenance	Boat Mechanic,moorage,storage,etc.	\$7,060		\$9,960	-41.08%
20	32	5923	Fuel	Fuel for harvest boat	\$2,500		\$3,000	-20.00%
				Total Harvest Budget		\$33,912	\$48,919	-44.25%

**EGGTAKE BUDGET DETAIL**

20	33	5001	Eggtake Wages	Pink eggtake 12 people for 4 weeks (July-Aug)	\$31,273		\$25,650	17.98%
20	33	5001	Eggtake Wages	Coho eggtake 5 people for 1 week (Oct)	\$1,611		\$1,999	-24.08%
				COLA Adjustment	\$329		\$326	0.008333739
20	33	5001	Eggtake Wages	Total Eggtake Wages		\$33,213	\$27,975	15.77%
20	33	5020	Workmans Comp	Total Eggtake wages *w/c rate	\$3,461		\$2,915	15.77%
20	33	5030	ESC Unemployment	Total Eggtake wages *esc rate	\$475		\$599	-26.12%
20	33	5040	FICA Social Security	Total Eggtake wages * fica rate	\$2,531		\$2,132	15.76%
20	33	5210	Material/supplies	Gloves,knives,tally denominatorts,etc.	\$1,500		\$2,000	-33.33%
20	33	5310	Equipment purchase	Hoist, anti fungal mats	\$1,000		\$4,000	-300.00%
20	33	5320	Equipment parts/labor	Crowder repairs	\$2,500		\$1,000	60.00%
20	33	5710	Contract Labor	Electrician	\$1,500		\$1,500	0.00%
<b>Total Eggtake Project</b>						<b>\$46,180</b>	<b>\$42,121</b>	<b>9.63%</b>

**INCUBATION BUDGET DETAIL**

20	34	5001	Incubation Wages	Egg splitting - 2 people for 4 weeks (Sept-Oct)	\$4,816		\$0	1
20	34	5001	Incubation Wages	Hatchwork - 2 people for 4 weeks (Oct-Nov)	\$4,816		\$4,442	7.77%
20	34	5001	Incubation Wages	Inc cleanup - 3 people for 2 weeks (June)	\$3,531		\$2,776	21.38%
20	34	5001	Incubation Wages	Inc setup - 3 people for 2 weeks (July)	\$3,531		\$9,994	-183.04%
20	34	5001	Incubation Wages	Outmigration - 2 people for 4 weeks (Mar-April)	\$4,816		\$5,552	-15.28%
20	34	5001	Incubation Wages	Outmigration prep - 2 people @40hrs/wk for 6 weeks (Mar-Apr)	\$0		\$0	#DIV/0!
				COLA Adjustment	\$215		\$269	-0.249373023
20	34	5001	Incubation Wages	Total Incubation Wages		\$21,725	\$23,033	-6.02%
20	34	5020	Workmans Comp	SUM wages * w/c rate	\$2,264		\$2,400	-6.02%
20	34	5030	ESC Unemployment	SUM wages * esc rate	\$311		\$493	-58.69%
20	34	5040	FICA Social Security	SUM wages * fica rate	\$1,655		\$1,755	-6.01%
20	34	5210	Materials/Supplies	Chemicals,batteries,etc.	\$20,445		\$20,473	-0.14%
20	34	5310	Equipment Purchase	Replacement meter, frygates, egg baskets, additional 201	\$25,080		\$26,100	-4.07%
20	34	5320	Equipment-Parts/labor	Electronic scale maintenance	\$500		\$750	-50.00%
20	34	5710	Contract Labor	Pump repairs,replacements.	\$6,720		\$8,320	-23.81%
<b>Total Incubation Project</b>						<b>\$78,700</b>	<b>\$83,324</b>	<b>-5.55%</b>

**SHORT-TERM REARING BUDGET DETAIL**

20	35	5001	STR Wages	Saltwater feeder/handler - 1 person for 12 weeks (Apr-June)	\$6,739		\$4,997	25.85%
20	35	5001	STR Wages	Feed handling - 1 person @ 10hrs/wk for 10 weeks (Mar-May)	\$0		\$0	#DIV/0!
				COLA Adjustment	\$67		\$59	0.119931343
20	35	5001	STR Wages	Total STR Wages		\$6,806	\$5,056	25.71%
20	35	5020	Workmans Comp	SUM wages * w/c rate	\$709		\$527	25.71%
20	35	5030	ESC Unemployment	SUM wages *esc rate	\$97		\$108	-11.17%
20	35	5040	FICA Social Security	SUM wages * fica rate	\$519		\$385	25.71%
20	35	5210	Material/supplies	Net replacement, gloves, lines/thimbles	\$10,200		\$25,000	-145.10%
20	35	5215	Fish food	Pink food: rate based on Nov 2016 pricing + 3%	\$232,813		\$228,480	1.86%
20	35	5214	Freight	Shipping cost Pink	\$35,701		\$33,701	5.60%
20	35	5310	Equipment Purchase	Misc., hoses, repairs, pipe.	\$3,500		\$3,500	0.00%
20	35	5320	Equipment parts/labor	DO meter parts,Barge maint.	\$8,250		\$8,250	0.00%
20	35	5710	Contract Labor	Technicians, electricians,etc	\$11,051		\$11,051	0.00%
<b>Total Short-Term Rearing Project</b>						<b>\$309,646</b>	<b>\$316,058</b>	<b>-2.03%</b>

**LONG-TERM REARING BUDGET DETAIL**

20	36	5001	LTR Wages	Tatitlek set up (inventory/transfer) 1 person @ 40hrs/wk for 1 week	\$0	\$555	#DIV/0!	
20	36	5001	LTR Wages	LTR cleaning/setup 3 people for 2 weeks (May)	\$3,531	\$5,552	-57.24%	
				COLA Adjustment	\$35	\$72	-1.058931429	
20	36	5001	LTR Wages	Total LTR Wages		\$3,566	\$6,179	-73.28%
20	36	5020	Workmans Comp	SUM wages *w/c rate	\$372	\$644	-73.28%	
20	36	5030	ESC Unemployment	SUM wages *esc rate	\$51	\$132	-159.33%	
20	36	5040	FICA Social Security	SUM wages *fica rate	\$272	\$471	-73.27%	
20	36	5210	Materials/supplies	Brushes, nets, tools, etc.	\$1,500	\$1,500	0.00%	
20	36	5215	Fish food	Coho food - kg	\$88,376	\$84,235	4.69%	
20	36	5214	Freight	Shipping cost Coho Bio-Oregon to Valdezfeed	\$16,674	\$16,822	-0.89%	
20	36	5310	Equipment Purchase	Replacement pumps RW 1-4 & RW 5&6	\$5,000	\$11,500	-130.00%	
20	36	5320	Equipment parts/labor	DO meter, gasometer, pump repair	\$3,000	\$3,000	0.00%	
20	36	5710	Contract Labor	Contract labor	\$1,000	\$1,000	0.00%	
20	36	5790	Other contract services	Coho TX to BB- Tatitlek provides	\$0	\$3,500	#DIV/0!	
Total Long-Term Rearing Project					\$119,810	\$128,983	-7.66%	

**THERMAL MARKING DETAIL**

20	37	5001	Otolith Wages	Otolith recovery - 3 persons for 8 wks (June-August)	\$11,563		\$10,600	8.33%
				COLA Adjustment	\$116		\$125	-0.078275862
20	37	5001	Otolith Wages	Total Thermal Marking Wages		\$11,679	\$10,725	8.17%
20	37	5020	Workmans Comp	SUM wages *w/c rate	\$1,217			100.00%
20	37	5030	ESC Unemployment	SUM wages *esc rate	\$167			100.00%
20	37	5040	FICA Social Security	SUM wages *fica rate	\$890			100.00%
20	37	5210	Materials/supplies	Plumbing and repairs	\$2,500		\$6,450	-158.00%
20	37	5310	Equipment Purchase	Replacement parts - modules, pumps etc.	\$1,500		\$1,000	33.33%
20	37	5710	Contract Services	Boiler Repairs	\$3,500		\$6,100	-74.29%
20	37	5922	Fuel oil	#1 Diesel average gallons used	\$39,305		\$57,000	-45.02%
				<b>Total Thermal Mark Project</b>		<b>\$60,758</b>	<b>\$81,275</b>	-33.77%

01-20-??

**PUBLIC RELATIONS BUDGET DETAIL**  
**(VISITOR/EDUCATION)**

20	??	5001	PR Wages	PR - one person @ 4 hrs/wk for 10 weeks (Jun 15- Aug 31)	\$555	#DIV/0!	
				COLA Adjustment	\$7	#DIV/0!	
20	??	5001		Total PR Wages	\$562	#DIV/0!	
20	??	5020	Workmans Comp	Sum wages * w/c rate	\$59	#DIV/0!	
20	??	5030	ESC Unemployment	Sum wages * esc rate	\$12	#DIV/0!	
20	??	5040	FICA Social Security	Sum wages * fica rate	\$43	#DIV/0!	
20	??	5210	Material/supplies	Info material, signs, building/ grounds maint.	\$2,000	#DIV/0!	
20	??	5710	Contract services	Restroom/sewage,news articles, engineering, permits, planning	\$0	#DIV/0!	
Total P. R. Project					\$0	\$2,675	-100.00%

**ROBE LAKE**

10	00	5001	Wages	Operator 40 hrs/wk for 20 wks (May-Sept)	\$17,040		\$14,880	12.68%
				COLA Adjustment	\$170		\$176	-0.032847059
				Total Robe Lake Wages		\$17,210	\$15,056	12.52%
10	00	5020	Workers Comp	Total Wages* w/c rate- Hatchery	\$1,793		\$1,569	-30.92%
10	00	5030	ESC	Total Wages* esc rate	\$246		\$322	12.52%
10	00	5040	FICA	Total Wages* fica rate	\$1,311		\$1,147	12.52%
10	00	5210	Materials & Supplies	Misc Maintenance Supplies	\$1,250		\$1,250	0.00%
10	00	5310	Equip Purchase	Wire Belts (2)/Freight	\$1,500		\$0	1
10	00	5320	Equip Maint Parts/Labor	Equip Maint & Repair	\$500		\$4,418	-783.60%
10	00	5710	Contract Labor	Weed Removal	\$5,500		\$2,352	57.24%
10	00	5922	Fuel, Oil, etc.	Harvester Fuel, Oils, Etc.	\$1,500		\$1,688	-12.53%
10	00	5950	Licenses & Taxes	DOT Permits	\$176		\$176	0.00%
				Total Robe Lake Project		\$30,987	\$27,978	9.71%

**TOTAL HATCHERY BUDGET**

**\$2,338,450**

**\$2,433,319**

**-4.06%**

**01-20-31 Maintenance Projects (see under Maint. Section)**

1	Falls Creek repairs	\$2,000
2	Beater boards on back of warehouse	\$1,800
3	2" non-potable supply line for incubation	\$5,400
4	Replace existing OM line on wavemaster	\$4,200
5	Exterior beam painting	\$2,440
6	Public Information Materials	\$2,000
7		
8		
9		
10		
	TOTAL	\$17,840

## Public Information and Education Budget & Expenses

### Budget

<b>FY 2016</b>	Seed Media / Phase 1	\$30,000
	ADA Handrails	\$10,000
<b>Budget total FY 2016</b>		<b>\$40,000</b>
<b>FY2017</b>	Seed Media / Phase 2	\$25,000
	<b>Budget total FY 2017</b>	<b>\$25,000</b>
<b>FY 2018</b>	Seed Media / Phase 3	
	Kiosk purchase & Install #1	\$30,400
	Sign Frames & Brackets	\$6,000
<b>Budget total FY 2018</b>		<b>\$36,400</b>
<b>FY 2019</b>	Seed Media/Phase 4	
	Kiosk Purchase #2 & 3 and install	\$43,500

<b>Actual</b>	<b>Actual Cost</b>
2015 - 2016	
Seed Media / Phase 1	\$11,088.00
Seed Media / Educational - PR Video B Roll Productions	\$16,105.35
HD Marine / ADA Handrails	\$3,525.37
<b>Total expenses for FY 2016</b>	<b>\$30,718.72</b>
2016 - 2017	
HD Marine / ADA Handrails (carry over item)	\$5,100.05
Seed Media / Phase 1 (carry over item)	\$3,022.00
Seed Media / 7 Display Interpretive Signage by DG Signs	\$6,385.00
Seed Media / Phase 2 (Production of videos for kiosks)	\$8,050.00
Pending payment: Seed Media / Phase 2 (carry over item FY2018)	\$8,050.00
<b>Total expenses for FY 2017</b>	<b>\$30,607.05</b>
2017- 2018	
HD Marine / Display Signs Frames & Mounting Brackets	\$6,777.93
Seed Media / 50% down on 55" Kphlat All Outdoor Touchscreen Video Kiosk	\$13,000.00
Seed Media / 50% down on 55" Kphlat All Outdoor Touchscreen Video Kiosk	\$13,000.00
Pending payment: Install of elecrtical line for kiosk #1	\$5,400.00
<b>Estimated expenses for FY 2018</b>	<b>\$38,177.93</b>
2018-2019	
Install electric hookup for Kiosk #2&3	\$7,500.00
Kiosk #2 - City of Valdez	\$23,317.16
Kiosk #3 -VFDA	\$11,000.00
<b>Estimated expenses for FY 2019</b>	<b>\$41,817.16</b>

**Public Information and Education  
Expenses to date \$141,320.86**

Seed Media LLC  
PO Box 3022  
Valdez, AK 99686 US  
office@seedmedia.us  
www.seedmedia.us



**ADDRESS**

VFDA  
1815 M C Loop Rd. (bx1053)  
Valdez, AK 99686

**QUOTE 0241**

**DATE 07/07/2017**

**SALES REP**

TT

**PROJECT NAME**

Station 1 - Kiosk (REPLACEMENT)

ACTIVITY	AMOUNT
<b>Xtreme Outdoor Portrait Kiosk</b> 55" Xtreme Outdoor Touch Screen Portrait Kiosk - See Attached PDF for Details	21,516.92
Hi-Brite Sunlight Readable Construction: Aluminum Industrial Powder Coat Stardust Silver Optically Bonded – Heat Shield Completely Sealed Against Elements- Vandal Resistant -Ruggedized Enclosure Nema4 IP68 Rating Face North/South- not East/West	
Sound/Audio: Weatherproof speaker Amplifier	
<b>AMBIENT LIGHT SENSORS</b>	
Operating System - WIN 10 Pro Installed 32Bit	
Warranty: <a href="https://www.peerless-av.com/en-us/professional/customer-care/warranties">https://www.peerless-av.com/en-us/professional/customer-care/warranties</a>	
Crating, Shipping and Handling	
Custom On-Screen Graphics	
<b>01 - Creative Products:01 - Shipping &amp; Handling</b> Estimated: 5 business day transit time to 99686 This order would ship on 2 pallets	1,800.24

It will be our absolute pleasure to serve you on this project.

**TOTAL**

**\$23,317.16**

Accepted By

Accepted Date

Seed Media  
Small Beginnings...Great Things

## PROGRAM INFORMATION

ORGANIZATION NAME: \_\_\_\_\_

Program Title: \_\_\_\_\_

Complete section below. Limit comments to this page.

1. Summarize the program you are proposing. (You will provide the details in the scope of services form.)

2. Briefly, but specifically, describe why the program to be funded under this proposal is needed and how it will benefit the Valdez community. Is this a new or existing program? How have you determined the need for your program?

3. Is this program year-round, seasonal, or a one-time event? \_\_\_\_\_  
Schedule: Beginning date: \_\_\_\_\_ Ending date: \_\_\_\_\_

4. Estimated number of people to be served by this program? \_\_\_\_\_  
Provide formula for estimate:

5. Target population served: (ie: youth, adult, Senior Citizens, disadvantaged, etc.)

6. Is membership in your organization required for participation: Yes\_\_\_\_\_ No\_\_\_\_\_

7. Fee to participant: Member \$\_\_\_\_\_ Non-Member \$\_\_\_\_\_

8. Number of paid program staff: Full-time \_\_\_\_\_ Part-time \_\_\_\_\_ Temporary \_\_\_\_\_

ORGANIZATION NAME: \_\_\_\_\_  
Program Information (continued)

9. Volunteer Services Information:

Number of volunteers:	Actual 2015	_____
	Actual 2016	_____
	Anticipated 2017	_____
	Estimated 2018	_____

Source of volunteers (parents, members, professionals, others):

Types of services provided by volunteers:

10. Where will you operate this program? What facilities?

11. What is the specific impact on your program if City funding is available at the following percentages of your request?

75% \_\_\_\_\_  
\_\_\_\_\_

50% \_\_\_\_\_  
\_\_\_\_\_

25% \_\_\_\_\_  
\_\_\_\_\_

0% \_\_\_\_\_  
\_\_\_\_\_

12. The City is prohibited from contracting with businesses or persons that violate the Americans with Disabilities Act (ADA). What methods does your organization employ to comply with the requirements of ADA?



ORGANIZATION NAME: \_\_\_\_\_  
Program Information (continued)

13. Any other comments you would like to make about your program?

---

ORGANIZATION NAME: \_\_\_\_\_

**OPERATING EXPENSES OF PROPOSED PROGRAM**

(Budget Form #1)

<u>Program Expenses:</u>	<u>Budget</u>	<u>Breakdown</u>
<b>PERSONAL SERVICES:</b>	\$ _____	
Salaries/wages		\$ _____
Employee benefits		\$ _____
Other: _____		\$ _____
<b>CONTRACTUAL SERVICES:</b>	\$ _____	
Reproduction/copying		\$ _____
Equipment rental		\$ _____
Data processing		\$ _____
Dues/subscriptions		\$ _____
Contractual services		\$ _____
Professional fees & services		\$ _____
Other: _____		\$ _____
<b>OTHER SERVICES:</b>	\$ _____	
Volunteer services		\$ _____
Communications/postage		\$ _____
Printing		\$ _____
Advertising/promotion		\$ _____
Electricity		\$ _____
Heating		\$ _____
Travel/transportation		\$ _____
Other: _____		\$ _____
<b>COMMODITIES:</b>	\$ _____	
Clothing		\$ _____
Office supplies		\$ _____
Building maintenance		\$ _____
Operating supplies		\$ _____
Parts & supplies - equipment		\$ _____
<b>OTHER CHARGES/EXPENSES:</b>	\$ _____	
Insurance		\$ _____
Contingencies		\$ _____
Training		\$ _____
Rent		\$ _____
Capital equipment		\$ _____
Office equipment		\$ _____
Other expenses: _____		\$ _____
<b>TOTAL COST FOR OPERATION OF THIS PROGRAM:</b>	\$ _____	

## Public Information and Education Budget & Expenses

### Budget

<b>FY 2016</b>	Seed Media / Phase 1	\$30,000
	ADA Handrails	\$10,000
<b>Budget total FY 2016</b>		<b>\$40,000</b>
<b>FY2017</b>	Seed Media / Phase 2	\$25,000
	<b>Budget total FY 2017</b>	<b>\$25,000</b>
<b>FY 2018</b>	Seed Media / Phase 3	
	Kiosk purchase & Install #1	\$30,400
	Sign Frames & Brackets	\$6,000
<b>Budget total FY 2018</b>		<b>\$36,400</b>
<b>FY 2019</b>	Seed Media/Phase 4	
	Kiosk Purchase #2 & 3 and install	\$43,500

<b>Actual</b>	<b>Actual Cost</b>
2015 - 2016	
Seed Media / Phase 1	\$11,088.00
Seed Media / Educational - PR Video B Roll Productions	\$16,105.35
HD Marine / ADA Handrails	\$3,525.37
<b>Total expenses for FY 2016</b>	<b>\$30,718.72</b>
2016 - 2017	
HD Marine / ADA Handrails (carry over item)	\$5,100.05
Seed Media / Phase 1 (carry over item)	\$3,022.00
Seed Media / 7 Display Interpretive Signage by DG Signs	\$6,385.00
Seed Media / Phase 2 (Production of videos for kiosks)	\$8,050.00
Pending payment: Seed Media / Phase 2 (carry over item FY2018)	\$8,050.00
<b>Total expenses for FY 2017</b>	<b>\$30,607.05</b>
2017- 2018	
HD Marine / Display Signs Frames & Mounting Brackets	\$6,777.93
Seed Media / 50% down on 55" Kphlat All Outdoor Touchscreen Video Kiosk	\$13,000.00
Seed Media / 50% down on 55" Kphlat All Outdoor Touchscreen Video Kiosk	\$13,000.00
Pending payment: Install of elecrtical line for kiosk #1	\$5,400.00
<b>Estimated expenses for FY 2018</b>	<b>\$38,177.93</b>
2018-2019	
Install electric hookup for Kiosk #2&3	\$7,500.00
Kiosk #2 - City of Valdez	\$23,317.16
Kiosk #3 -VFDA	\$11,000.00
<b>Estimated expenses for FY 2019</b>	<b>\$41,817.16</b>

**Public Information and Education  
Expenses to date \$141,320.86**

ORGANIZATION NAME: \_\_\_\_\_

**FUNDING SOURCES FOR PROPOSED PROGRAM**  
(Budget Form #2)

This program budget covers the period of \_\_\_\_\_ to \_\_\_\_\_

<u>SOURCES OF PROGRAM FUNDING</u>	<u>GOAL AMOUNT</u>	<u>%</u>	<u>COMMITTED (Y/N)</u>
Parent Organization	\$ _____	_____	_____
Gifts and Contributions	\$ _____	_____	_____
Membership Dues	\$ _____	_____	_____
Fees & charges to participants	\$ _____	_____	_____
Private sector grants (specify source and date of award)			
_____	\$ _____	_____	_____
_____	\$ _____	_____	_____
_____	\$ _____	_____	_____
Fundraisers (specify major fundraising events/programs)			
_____	\$ _____	_____	_____
_____	\$ _____	_____	_____
_____	\$ _____	_____	_____
<b>Subtotal of Financial Support for this program:</b>	\$ _____	_____	
<b>Supplemental Funding Requested from City of Valdez:</b>	\$ _____	_____	
<b><u>TOTAL FUNDING FOR OPERATION OF THIS PROGRAM:</u></b>	\$ _____	<b>100%</b>	

NOTE: Projected program financial support should meet or exceed projected program expenditures. If not, you must provide an explanation. If the financial support is projected to exceed the expenditures by a substantial amount, please provide an explanation as to why grant funds are being requested for this program.

ORGANIZATION NAME: \_\_\_\_\_

### **SCOPE OF SERVICES**

Timeline      OUTCOMES for 2018 (What do you plan to accomplish in 2018 - be specific)

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Attach additional pages if necessary

*Definition: Outcome - End product or result accomplished.*

# STATIONS OVERVIEW



- |  |   |
|--|---|
| <p><b>(a) Station 1</b><br/>SGH Introduction<br/>1 Touchscreen Kiosk</p>         | <p><b>(d) Station 4</b><br/>SGH Operations<br/>2 Interpretive Signs – Touchscreen</p> |
| <p><b>(b) Station 2</b><br/>Fish ladder<br/>2 Interpretive Signs</p>             | <p><b>(e) Station 5</b><br/>Egg Take<br/>1 Touch Screen – Looped Video</p>            |
| <p><b>(c) Station 3</b><br/>Salmon Specs – Industry<br/>3 Interpretive Signs</p> | <p><b>(f) Station 6</b><br/>Future Expansion<br/>3 Touch Screens</p>                  |





Valdez Fisheries Development  
Balance Sheet  
As of 6/30/2017

Current Year

Assets

Current Assets

Cash & Cash Equivalents

Cash	221,015.81
Time Certificates of Deposit	678,454.76
Merrill Lynch	388,997.46
CD's in trust for State Alaska	20,000.00
1st National Investment	<u>3,774,000.00</u>
Total Cash & Cash Equivalents	5,082,468.03

Prepaid Expenses

Prepaid Insurance General	10,499.60
Prepaid W/C Insurance	(52,310.62)
Package Inventory	<u>48,634.62</u>
Total Prepaid Expenses	<u>6,823.60</u>

Total Current Assets 5,089,291.63

Long-term Assets

Property & Equipment	<u>9,408,544.95</u>
Total Assets	<u>14,497,836.58</u>

Liabilities

Short-term Liabilities

Accounts Payable

Trade Payables	52,760.03
Accrued leave	<u>96,903.07</u>
Total Accounts Payable	149,663.10

Other Short-term Liabilities

Accrued & Deferred Interest	1,510,395.47
Retirement Fund Payable	5,622.60
medical reserve	<u>81,562.86</u>
Total Other Short-term Liabilities	<u>1,597,580.93</u>

Total Short-term Liabilities 1,747,244.03

Long-term Liabilities

Total Long-term Liabilities 9,294,880.60

Other Long-term Liabilities

accrued state interest	<u>268,739.43</u>
Total Long-term Liabilities	<u>9,563,620.03</u>

Total Liabilities 11,310,864.06

Net Assets

Beginning Net Assets

Net Assets	3,757,028.08
Total Current YTD Net Income	(570,055.56)
Total Net Assets	<u>3,186,972.52</u>

Total Liabilities and Net Assets 14,497,836.58