

III

GRANT FUNDING REQUEST FOR COMMUNITY SERVICE ORGANIZATIONS

2020 FUNDING REQUEST/CERTIFICATION FORM

ORGANIZATION NAME: Valdez Fisheries Development Association Inc. PHONE: 907-835-4874
 ADDRESS: PO Box 125 Valdez, Alaska ZIP: 99686-0125
 CONTACT PERSON: Mike Wells / Lori Plaster PHONE: 907-835-4874
 CONTACT PERSON E-MAIL: lori.plaster@valdezfisheries.com
 PROGRAM TITLE: Robe Lake Habitat Restoration and Coho Enhancement Program
 FUNDING REQUEST FOR 2020: \$ 110,000

1. Non-Profit Corporation? Yes X No
 Date of incorporation: 10/09/1980 Federal Tax ID #: 920074473

2. Organization's estimated TOTAL 2020 operating budget: \$ 4,883,888

3. Historical Funding and Membership Information

	Total CSO Budget	City Funding	City % of Total	# of Members
2017	485,412	110,000	23	0
2018	442,862	110,000	25	0
2019	487,634	110,000	23	0
2020	449,095	110,000	24	0

4. What was previous grant funding used for? Be specific.

VFDA has worked for years to enhance and maintain salmon habitat in the Valdez area. Robe Lake is an important part of that Valdez ecosystem as it is home to a small resident stock of sockeye salmon and coho salmon. This coho salmon served as the original brood stock for the coho enhancement program at the Solomon Gulch hatchery. Many years ago, the ecology of the Robe Lake changed; due to a lack of silts and other materials necessary to keep vegetation under control, this shallow lake has gradually begun to fill in with weeds and grasses. Each summer, VFDA utilizes its aquatic harvester to remove vegetation from the mouth of Robe River and open spawning beds around the lake. This ensures that the returning salmon have access to the gravel beds necessary to spawn. Many residents of the Valdez community also use the lake for recreation. Previous funds have been used to support these operations.

The coho salmon enhancement program at the Solomon Gulch Hatchery has developed into one of the largest sport fisheries in Alaska. Coho are also known locally as silver salmon. They are great fighters, ranging in size from 8 to 16 pounds, and can be quite acrobatic at the end of a fishing line. The annual returns of adult coho to the hatchery averages about 140,000 fish. Valdez has gained great popularity for its silver fishing. Valdez Fish Derbies sponsors several events around the pink and silver salmon seasons in the Valdez area. This includes the Valdez Silver Salmon Derby and the Valdez Women's Derby. Funding for VFDA's coho programs are paid for almost exclusively by funds from the sale of pink salmon, which reduces the number of fish available to the commercial fishermen. Coho feed costs are historically offset by this grant.

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 2020 budget, including revenues and expenditures. (label page 5)
- Copy of your organization's balance sheet and profit and loss as of 6/30/2019

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)

8/14/19

DATE



PRESIDENT, BOARD OF DIRECTORS (or equivalent)

8/15/19

DATE

Valdez Fisheries Development
Balance Sheet
As of 7/31/2019
Current Year

Assets

Current Assets

Cash & Cash Equivalents

1st National checking	259,311.14
Time Certificates of Deposit	2,145,750.30
Merrill Lynch	1,765,297.27
CD's in trust for State Alaska	20,000.00
1st National Investment	<u>4,884,780.10</u>
Total Cash & Cash	9,075,138.81

Accounts Receivable

Other Receivable	<u>20,000.00</u>
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Short-term Investments

Principal Stock	<u>38,471.00</u>
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Prepaid Expenses

Prepaid Insurance General	109,677.37
Prepaid W/C Insurance	48,977.00
Package Inventory	<u>32,242.16</u>
Total Prepaid Expenses	<u>190,896.53</u>

Total Current Assets	9,324,506.34
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Long-term Assets

Property & Equipment	<u>9,424,249.32</u>
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Total Assets	<u>18,748,755.66</u>
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Liabilities

Short-term Liabilities

Accounts Payable

Trade Payables	80,792.23
Accrued leave	<u>99,412.37</u>
Total Accounts Payable	180,204.60

Other Short-term Liabilities

hand payables	67,132.72
Accrued & Deferred Interest	1,322,429.00
Retirement Fund Payable	10,036.46
medical reserve	1,623.88
ESC (employee's	<u>1,465.89</u>
Total Other Short-term	<u>1,402,687.95</u>

Total Short-term Liabilities	1,582,892.55
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Long-term Liabilities

State Loan	<u>8,339,197.16</u>
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Total Liabilities	<u>9,922,089.71</u>
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Net Assets

Beginning Net Assets

Net Assets	5,856,501.49
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Total Current YTD Net Income	<u>2,970,164.46</u>
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Total Net Assets	<u>8,826,665.95</u>
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Total Liabilities and Net Assets	<u>18,748,755.66</u>
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Valdez Fisheries Development
Summary Budget Comparison
From 7/1/2019 Through 7/31/2019

<u>Account Co</u>	<u>Account Title</u>	<u>YTD Actual</u>
<i>00 - Income</i>		
4001	Contract Revenue	120,400.00
4101	SALES OF PINKS	4,609,879.15
4104	EGG SALES	0.00
4105	Fish Sales	0.00
4107	Retail Sales	8,296.76
4108	Cold Storage Income	648.89
4301	Misc. Sales	1,000.00
4401	Interest Earned	5,546.35
4402	principal dividend	<u>402.84</u>
	Total Income	<u>4,746,173.99</u>
<i>01 - Administration</i>		<u>366,759.71</u>
<i>10 - Robe Lake</i>		<u>7,722.89</u>
<i>15 - Processing</i>		
	Total 10 - overhead	69,197.56
	Total 11 - Eggs	58,225.50
	Total 12 - Fish	2,997.11
	Total 13 - Smoke	5,944.94
	Total 15 - Sales Costs	<u>1,762.45</u>
	Total Processing	138,127.56
<i>16 - Cold Storage</i>		<u>6,491.42</u>
<i>20 - Operations</i>		
	Total 30 - Operations	229,183.81
	Total 31 - Maintenance	14,641.32
	Total 32 - Harvest	7,275.50
	Total 33 - Egg Take	2,572.26
	Total 34 - Incubation	24,351.31
	Total 35 - Short Term Rearing	1,304.91
	Total 36 - Long Term Rearing	964.07
	Total 37 - Otelith	<u>2,961.26</u>
	Total Hatchery Operations	283,254.44
<i>90 - Projects</i>		<u>973,653.51</u>
Income over Expenses & Projects		<u>2,970,164.46</u>

Valdez Fisheries Development
Balance Sheet
As of 5/31/2019

	<u>Current Year</u>
Assets	
Current Assets	
Cash & Cash Equivalents	
1st National checking	213,443.21
Time Certificates of Deposit	641,468.08
Merrill Lynch	602,114.85
CD's in trust for State Alaska	20,000.00
1st National Investment	4,568,121.10
Total Cash & Cash Equivalents	<u>6,045,147.24</u>
Accounts Receivable	
Other Receivable	8,152.52
Total Accounts Receivable	<u>8,152.52</u>
Prepaid Expenses	
Prepaid Insurance General	10,901.83
Prepaid W/C Insurance	(10,819.80)
Package Inventory	32,242.16
Total Prepaid Expenses	<u>32,324.19</u>
Total Current Assets	<u>6,085,623.95</u>
Long-term Assets	
Property & Equipment	10,344,367.82
Total Property & Equipment	<u>10,344,367.82</u>
Total Long-term Assets	<u>10,344,367.82</u>
Total Assets	<u><u>16,429,991.77</u></u>
Liabilities	
Short-term Liabilities	
Accounts Payable	
Trade Payables	50,540.82
Accrued leave	99,412.37
Total Accounts Payable	<u>149,953.19</u>
Other Short-term Liabilities	
Accrued & Deferred Interest	1,322,429.00
medical reserve	101,612.89
ESC (employee's contribution)	2,782.08
Total Other Short-term Liabilities	<u>1,426,823.97</u>
Total Short-term Liabilities	<u>1,576,777.16</u>
Long-term Liabilities	
Long-term Liabilities	
Loan 3052	265,243.64
state loan 3173	320,513.34
state loan 3305	157,564.13
state loan 3371	131,777.69
Loan 903393	216,004.38
state loan 3426	724,144.34
waterline loan 903745	1,698,883.01
SGH HP Pipe Loan	1,407,361.04
LOAN 148	140,004.50
LOAN #2168	686,195.61
loan 2257	681,089.41
LOAN 2722	622,164.19

Valdez Fisheries Development

Balance Sheet

As of 5/31/2019

	<u>Current Year</u>
loan 2744	210,641.59
Loan 2810	544,254.09
loan 2843	161,186.90
Loan - Building 2898	100,713.56
Loan 2942	291,397.07
loan 3008	110,454.19
Total Long-term Liabilities	<u>8,469,592.68</u>
Other Long-term Liabilities	
accrued state interest	218,739.28
Total Other Long-term Liabilities	<u>218,739.28</u>
Total Long-term Liabilities	<u>8,688,331.96</u>
Total Liabilities	<u>10,265,109.12</u>
Net Assets	
Beginning Net Assets	
Net Assets	4,496,090.30
Current YTD Net Income	
	<u>1,668,792.35</u>
Total Current YTD Net Income	<u>1,668,792.35</u>
Total Net Assets	<u>6,164,882.65</u>
Total Liabilities and Net Assets	<u>16,429,991.77</u>

Valdez Fisheries Development
Balance Sheet
As of 5/31/2018

	Current Year
Assets	
Current Assets	
Cash & Cash Equivalents	
1st National checking	165,766.88
Time Certificates of Deposit	993,355.37
Merrill Lynch	428,981.28
CD's in trust for State Alaska	20,000.00
1st National Investment	<u>4,145,898.33</u>
Total Cash & Cash	5,754,001.86
Accounts Receivable	
Other Receivable	<u>10,120.26</u>
Prepaid Expenses	
Prepaid Insurance General	21,248.31
Prepaid W/C Insurance	(21,280.77)
Package Inventory	<u>34,126.48</u>
Total Prepaid Expenses	<u>34,094.02</u>
Total Current Assets	5,798,216.14
Long-term Assets	
Property & Equipment	<u>10,040,727.12</u>
Total Assets	<u>15,838,943.26</u>
Liabilities	
Short-term Liabilities	
Accounts Payable	
Trade Payables	90,952.42
Accrued leave	<u>84,424.62</u>
Total Accounts Payable	175,377.04
Other Short-term Liabilities	
hand payables	31,699.46
Accrued & Deferred Interest	1,416,415.00
medical reserve	90,142.05
ESC (employee's	<u>2,539.29</u>
Total Other Short-term	<u>1,540,795.80</u>
Total Short-term Liabilities	1,716,172.84
Long-term Liabilities	
Long-term Liabilities	
Total Long-term Liabilities	9,005,467.69
Other Long-term Liabilities	
accrued state interest	<u>256,979.86</u>
Total Long-term Liabilities	<u>9,262,447.55</u>
Total Liabilities	<u>10,978,620.39</u>
Net Assets	
Beginning Net Assets	
Net Assets	3,424,791.67
Total Current YTD Net Income	<u>1,435,531.20</u>
Total Net Assets	<u>4,860,322.87</u>
Total Liabilities and Net Assets	<u>15,838,943.26</u>

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

	<u>Current Year</u>
Assets	
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>
Liabilities	
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>
Net Assets	
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 ASSOCIATION, INC.
SOLOMON GULCH HATCHERY

P.O. Box 125 Valdez, AK. 99686 1815 Mineral Creek Loop Road Valdez, AK 99686
(907) 835-4874 Fax (907) 835-4831 Mike.Wells@valdezfisheries.com



VFDA operates on a fiscal year budget cycle of June 1 to May 31; the following operating budget represents the following as requested per the application checklist:

- Current operating budget for total organization (page 4)
- Copy of proposed 2020 budget (page 5)

FY 2020 Corporate & Hatchery Operations Budget



Approved by VFDA Board:

Corporate & Hatchery Operations		FY 2020	Summary	
<u>Revenue</u>			Corrected: 3/14/2019	
Revenue from Round Fish Sales (Table 4 AMP)	\$	4,538,021		
Other Revenue (COV, APSC, Processing, Misc.)	\$	345,867		
Total Corporate Revenue Goal			\$	4,883,888
<u>Expenses</u>				
Administration	\$	828,667		
Solomon Gulch Hatchery Operations	\$	2,341,350		
VFDA Operations Budget			\$	3,170,016
State Loan with Interest	\$	691,983		
Capital Projects	\$	120,786		
VFDA Debt and CIP Budget			\$	812,769
Total VFDA Ops/Debt & CIP Budget			\$	3,982,785
Debt Retirement Fund	\$	491,686		
Capital Reserve Fund	\$	250,000		
Hatchery Research/Robe Lake Study Funding	\$	159,417		
COLA- Board Discretion*	\$	-		
Discretionary Additions			\$	901,103
FY2019 VFDA Budget Required From Fish Sales			\$	4,883,888
Capital Projects Funded By FY19 Surplus & Grant	\$	157,425		
Total FY20 Spending From All Sources			\$	5,041,313
Budget Comparison				
	FY 2020	FY 2019	Dollar	Percent
	Budget	Budget*	Difference	Increase
Admin	\$828,667	\$906,983	(\$78,316)	-9.45%
Operations	\$2,341,350	\$2,333,568	\$7,781	0.33%
Loan	\$691,983	\$691,983	\$0	0.00%
Capital Projects	\$120,786	\$174,076	(\$53,290)	-30.61%
Debit Retirement Fund	\$491,686	\$491,686	\$0	0.00%
Contingency Reserve Fund	\$0	\$0	\$0	#DIV/0!
Capital Reserve Fund	\$250,000	\$125,000	\$125,000	50.00%
<u>Hatchery/Wild Interaction Research Project</u>	<u>\$ 159,417</u>	<u>\$50,000</u>	<u>\$109,417</u>	<u>68.64%</u>
Total Budget Increase/Decrease	\$4,883,888	\$4,773,296	\$110,592	2.26%
COLA Impacts on Budget				
Pre-COLA Wages, Salary & Taxes	\$ 1,690,817.47	* Added into Budget in each category		
Total Wages, Salary & Taxes	\$ 1,699,271.55			
COLA based on 2019 CPI (3.0%) X Valdez Differential(1.08) = 3.24				
Cost of COLA at 0.50%	\$ 8,454			
Cost of COLA at 1.00%	\$ 16,908			
Cost of COLA at 1.50%	\$ 25,362			
Cost of COLA at 2.0%	\$ 33,816			
Cost of COLA at 2.5%	\$ 42,270			
Cost of COLA at 3.00%	\$ 50,725			

VALDEZ FISHERIES DEVELOPMENT ASSOCIATION

ADMINISTRATION

FY2020 BUDGET DETAIL (June 2019 - May 2020)

Prepared by Mike Wells

VFDA Board of Directors Approved on: 2/13/2019

Projects	Difference previous FY - \$	Difference previous FY - %	Proposed 2020	Approved 2019	Actual 2018	Actual 2017
Administration	(\$78,316)	-9.45%	\$828,667	\$906,983	\$882,276	\$953,450
Loan Payment (principal & interest)	\$0	0.00%	\$691,983	\$691,983	\$691,983	\$697,805
Programs	\$0	N/A	\$0	\$0	\$0	\$0
Administration Total	(\$78,316)	-5.15%	\$1,520,650	\$1,598,966	\$1,574,259	\$1,651,255

ADMINISTRATIVE BUDGET DETAIL

Acct./Description	Item	Amount	Total	FY2019 APPROVED	Difference from previous FY-%
01 00 5000 Salaries	Executive Director				6.01%
01 00 5000 Salaries	Project Manager				-26.60%
01 00 5000 Salaries	Cost Recovery Manager				-100.00%
01 00 5000 Salaries	CPA/ Sr. Accountant				-0.47%
01 00 5000 Salaries	Administrative Coordinator				0.14%
01 00 5001 Wages	FVA/ Administrative Assistant				-2.21%
01 00 5001 Wages	Tour Guide				60.23%
	COLA Adjustment				344.02%
	Total Administrative Wage & Salaries:		\$429,753	\$511,605	-16.00%
01 00 5001 Bonuses	5 persons X \$- Board Contingency	\$5,000	\$5,000	\$6,000	-16.67%
	<u>Medical+Dental+Vision+Life</u>				
01 00 5010 Medical Insurance	Executive Director				0.00%
01 00 5010 Medical Insurance	Project Manager				895.21%
01 00 5010 Medical Insurance	Cost Recovery Manager				-100.00%
01 00 5010 Medical Insurance	CPA/Sr Accountant				-5.22%
01 00 5010 Medical Insurance	FVA/ Administrative Assistant				-9.36%
01 00 5010 Medical Insurance	Administrative Coordinator				0.00%
01 00 5010 Medical Insurance (COBRA)	PEAK / COBRA				0.00%
01 00 5010 Medical Insurance (HSA)	Employer contribution				100.00%
	Total Medical+Dental+Vision+Life Insurance Costs		\$58,891	\$38,815	51.72%
	Consideration for a 0% increase for second 1/2 FY20				#DIV/0!
01 00 5020 Workmans Comp	SUM (salaries + wages) *w/c rate- Admin	\$2,087		\$2,346	-2.60%
01 00 5020 Workmans Comp	SUM (salaries+wages) *w/c rate-Processing	\$0		\$7,677	#DIV/0!
01 00 5020 Workmans Comp	SUM (salaries+wages) *w/c rate-Hatchery	\$6,499		\$10,075	-55.03%
01 00 5030 ESC Unemployment	SUM (salaries + wages) *esc rate	\$4,433		\$4,345	2.02%
01 00 5040 FICA Social Security	SUM (salaries + wages) * fica rate	\$33,128		\$39,442	-16.01%
01 00 5051 Retirement	SUM (6% salaries + wages)	\$25,332		\$30,802	-17.76%
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		\$2,500	0.00%
01 00 5210 Materials/Supplies	General use	\$12,500		\$12,500	0.00%
01 00 5216 Safety	Physicals, Drug testing, training, Worksaver	\$500		\$5,500	N/A
01 00 5310 Equip Purchase	Computer Replacement	\$3,500		\$3,500	0.00%
01 00 5320 Equip Maint (parts&labor)	Office Equipment	\$1,000		\$1,000	0.00%
01 00 5350 Equip Rental	Konica Minolta lease / service agreement	\$3,064		\$2,976	0.00%
01 00 5710 Contract Labor	Snow removal, carpet cleaning, catering, website	\$12,000		\$11,000	9.09%
01 00 5712 Leg Affairs	Adv/Edu for AK Fish Hatcheries	\$12,800		\$0	100.00%
01 00 5740 Accounting Fees	BDO/ Tax Return/ Acct Soft Lic./ Audit	\$22,000		\$21,000	4.76%
01 00 5741 Legal Fees	Weyhrauch	\$20,000		\$20,000	0.00%
01 00 5920 Electricity	Main Office	\$7,200		\$7,200	0.00%
01 00 5921 Telephone/ Internet	Telephone/ Internet/ Cellphones	\$8,481		\$6,000	41.35%
01 00 5922 Fuel (Tank #1)	Main Office	\$3,800		\$3,500	8.57%
01 00 5930 Insurance	Umbrella, fire & liability (updated coverages)	\$131,000		\$136,500	-4.03%
01 00 5940 Board Expense	Equipment, Travel, Etc.	\$1,500		\$1,500	0.00%
01 00 5950 Licenses, Taxes, Dues	Vehicle, boat licenses, taxes, UFA Dues, Fish Derbies	\$6,700		\$6,200	8.06%
			\$335,023	\$350,563	-4.43%
	<u>TOTAL ADMINISTRATIVE BUDGET</u>		\$828,667	\$906,983	-8.63%
	<u>LOAN DETAIL</u>		398,914		
01 00 5960 Loan Payment	ADCCED- State Loan Interest	\$304,000		\$304,000	0.00%
	Principal	\$387,983		\$387,983	0.00%
		\$691,983	\$691,983	\$691,983	0.00%

**VALDEZ FISHERIES DEVELOPMENT ASSOCIATION
SOLOMON GULCH HATCHERY**

FY2020 BUDGET DETAIL (June 2019 - May 2020)

Prepared by Robert Unger

VFDA Board of Directors Approved on: 2/13/2019

Projects	Difference previous FY - \$	Difference previous FY - %	Proposed 2020	Approved 2019	Actual 2018	Actual 2017
Operations	(\$31,320)	-2.03%	\$1,539,063	\$1,570,383	\$1,583,905	\$1,636,868
Building, Grounds Maint.	\$15,362	19.65%	\$78,173	\$62,811	\$74,552	\$65,117
Harvest	\$1,656	4.55%	\$36,367	\$34,711	\$33,912	\$48,919
Eggtake	(\$2,639)	-5.24%	\$50,364	\$53,003	\$46,180	\$42,121
Incubation	\$3,668	4.67%	\$78,570	\$74,902	\$78,700	\$83,324
Short-term Rearing	\$19,956	5.99%	\$333,290	\$313,334	\$309,646	\$316,058
Long-term Rearing	(\$5,783)	-4.88%	\$118,488	\$124,271	\$119,810	\$128,983
Tagging	n/a	n/a	\$0	\$0	\$0	\$0
Thermal Mark	\$2,387	3.93%	\$60,703	\$58,316	\$60,758	\$81,275
Public Relations	\$3,338	24.91%	\$13,400	\$10,062	\$0	\$2,675
Robe Lake	\$1,156	3.51%	\$32,931	\$31,775	\$30,987	\$27,978
Hatchery Total	\$7,782	0.33%	\$2,341,350	\$2,333,568	\$2,338,450	\$2,433,319

OPERATIONS BUDGET DETAIL

Acct./Description	Item	FY2020 Amount	Total	FY2019 APPROVED	Difference from previous FY-%
20 30 5000 Salaries	Hatchery Manager				2.73%
20 30 5000 Salaries	Assist Mgr				2.54%
20 30 5000 Salaries	Fish Culturist				2.86%
20 30 5000 Salaries	Fish Culturist				0.53%
20 30 5000 Salaries	Fish Culturist				3.53%
20 30 5000 Salaries	Fish Culturist				0.41%
20 30 5000 Salaries	Fish Culturist				0.00%
20 30 5000 Salaries	Maintenance Supervisor				-7.72%
20 30 5000 Salaries	Maintenance Assistant				0.41%
	COLA Adjustment				0.834594208
	Total Operations salaries:		\$657,682	\$635,589	3.48%
20 30 5001 Hourly Wages	Hatchery Technician IV				-3.01%
20 30 5001 Hourly Wages	Hatchery Technician IV				-2.21%
20 30 5001 Hourly Wages	Admin Assist				3.29%
	Total ST wages:				-1.37%
	COLA Adjustment				#DIV/0!
	Total Hourly wages		\$167,343	\$165,202	1.28%
	Total Operations Wage & Salary		\$825,025	\$800,791	2.94%
20 30 5001 Bonuses	Employee Number X \$-Board Contingency		\$14,000	\$14,000	0.00%
	<u>Medical+Dental+Vision+Life</u>				
20 30 5010 Medical Insurance	Hatchery Manager				-9.43%
20 30 5010 Medical Insurance	Asst Manager				-8.52%
20 30 5010 Medical Insurance	Fish Culturist				-9.43%
20 30 5010 Medical Insurance	Fish Culturist				0.57%
20 30 5010 Medical Insurance	Fish Culturist				-989.01%
20 30 5010 Medical Insurance	Fish Culturist				-0.094263987
20 30 5010 Medical Insurance	Fish Culturist				-5.51%
20 30 5010 Medical Insurance	Maint. Supervisor				0.00%
20 30 5010 Medical Insurance	Maint. Asst.				-5.67%
20 30 5010 Medical Insurance	Hatchery Tech				-8.52%
20 30 5010 Medical Insurance	Hatchery Tech				-7.66%
20 30 5010 Medical Insurance	Admin. Asst.				-5.65%
20 30 5010 Medical Insurance (HSA)					100.00%
	Total Medical+Dental+Life Insurance Costs	\$238,843		\$275,449	-100.00%
	Consideration for a 0% increase for 1/2 FY2021		\$238,843		100.00%

20 30	5020	Workmans Comp	SUM (salaries + wages) *w/c rate	\$70,095	\$79,368	-13.23%
20 30	5020	Workmans Comp - Admin	SUM (admin wages) * w/c rate	\$204	\$227	-11.42%
20 30	5030	ESC Unemployment	SUM (salaries + wages) *esc rate	\$4,836	\$4,345	-158.48%
20 30	5040	FICA Social Security	SUM (salaries + wages) * fica rate	\$62,867	\$62,087	1.24%
20 30	5051	Retirement	SUM (6% salaries + wages)	\$49,501	\$48,887	1.24%
20 30	5101	Travel/training	Fisheries Conf, training (non-safety), etc	\$4,250	\$4,250	0.00%
20 30	5201	Office Supplies	Paper, pens, RITR, etc	\$2,000	\$2,000	0.00%
20 30	5210	Materials/Supplies	General use, cleaning	\$12,500	\$12,500	0.00%
20 30	5216	Safety	Safety Training	\$6,765	\$4,710	30.38%
20 30	5310	Equipment Purchase	Office, misc use	\$6,000	\$8,000	-33.33%
20 30	5320	Equipment Maintenance	General equipment maintenance	\$3,000	\$3,000	0.00%
20 30	5350	Equipment Rental	Dumpster	\$340	\$840	-147.06%
20 30	5710	Contract Labor	Septic, water analysis (drinking & discharge), electrician	\$16,960	\$17,920	-5.66%
20 30	5910	Land Lease	City of Valdez	\$20,500	\$20,500	0.00%
20 30	5920	Electricity	Average monthly use \$0.23/kwh with 10% contingency	\$149,776	\$159,856	-6.73%
20 30	5921	Telephone	Phone/internet/cell	\$9,000	\$8,400	6.67%
20 30	5922	Fuel oil/Propane	Heating fuel	\$31,857	\$32,504	-2.03%
20 30	5923	Fuel oil/gas	Equipment fuel diesel	\$8,920	\$8,925	-0.06%
20 30	5950	License/ Tax	Licenses and Taxes	\$1,825	\$1,825	0.00%
				\$461,195.88	\$480,144	-3.95%

Total Operations Budget

\$1,539,063 \$1,570,383 -2.04%

BUILDING & GROUNDS MAINTENANCE

20 31	5001	Maintenance Wages	Maintenance Tech 1 person @ 40hrs/wk for 24 weeks (May-Oct)	\$19,853	\$19,853	0.00%
			COLA Adjustment	\$643	\$107	0.833653899
20 31	5001		Total Maint Tech Wages		\$20,496	100.00%
20 31	5020	Workmans Comp	Sum wages * w/c rate	\$1,828	\$2,026	-10.82%
20 31	5030	ESC Unemployment	Sum wages * esc rate	\$207	\$200	3.39%
20 31	5040	FICA Social Security	Sum wages * fica rate	\$1,562	\$1,521	2.61%
20 31	5210	Materials/supplies	Consumables - paint, plumbing,elect.,etc.	\$20,404	\$19,500	4.43%
20 31	5310	Equipment Purchase	Tools (hand/power), verticle band saw, loader chains	\$7,500	\$2,000	73.33%
20 31	5310	Equipment Purchase	Projects (see project list for detail)	\$16,176	\$10,104	37.54%
20 31	5320	Equipment Parts and Labor	Repairing equipment	\$2,500	\$2,500	0.00%
20 31	5350	Equipment Rental	Renting equipment	\$2,500	\$0	100.00%
20 31	5710	Contract Labor	electricians, plumber, etc.	\$5,000	\$5,000	0.00%

Total Bldg-Grounds Project

\$78,173 \$62,811 24.46%

HARVEST BUDGET DETAIL

20 32	5001	Harvest Wages	Pink harvest sampling - 4 person @ 56hrs/wk for 2 weeks (June-	\$6,686	\$3,248	51.42%
20 32	5001	Harvest Wages	Pink roe/carcass - 9 people @ 30hrs/wk for 1.5 week (end of Aug	\$5,884	\$7,082	-20.36%
20 32	5001	Harvest Wages	Pink roe/carcass supervisor 48 hrs/wk for 5.5 weeks (July-Aug)	\$5,460	\$5,460	0.00%
20 32	5001	Harvest Wages	Coho (fall) harvest - 3 people @ 20hrs/wk for 4 weeks (Aug-Oct)	\$2,760	\$2,760	0.00%
			COLA Adjustment	\$674	\$100	0.851543061
20 32	5001	Harvest Wages	Total Harvest Wages		\$21,464	100.00%
20 32	5020	Workmans Comp	Total Harvest wages * w/c rate	\$1,915	\$1,893	1.13%
20 32	5030	ESC Unemployment	Total Harvest wages *esc rate	\$217	\$187	13.74%
20 32	5040	FICA Social Security	Total Harvest wages * fica rate	\$1,636	\$1,421	13.12%
20 32	5210	Materials/supplies	General supplies, weir parts	\$1,500	\$1,500	0.00%
20 32	5310	Equipment Purchase	Replacment scale, misc. gear	\$1,400	\$1,000	28.57%
20 32	5320	Equipment Maintenance	Harvest boat maintenance parts/labor	\$2,500	\$7,560	-202.40%
20 32	5710	Contract Labor	Harvest boat maintenance, moorage, storage, etc.	\$3,565		100.00%
20 32	5923	Fuel	Fuel for harvest boat	\$2,172	\$2,500	-15.10%

Total Harvest Budget

\$36,367 \$34,711 4.55%

EGGTAKE BUDGET DETAIL

20 33 5001	Eggtake Wages	Pink eggtake 12 people @ 48hrs/wk for 4 weeks (July-Aug)	\$33,112		\$33,112	0.00%
20 33 5001	Eggtake Wages	Coho eggtake 6 people for 1 week (Oct)	\$1,920		\$1,644	14.38%
		COLA Adjustment	\$1,135		\$188	0.834366604
20 33 5001	Eggtake Wages	Total Eggtake Wages		\$36,167		100.00%
20 33 5020	Workmans Comp	Total Eggtake wages *w/c rate	\$3,226		\$3,547	-9.95%
20 33 5030	ESC Unemployment	Total Eggtake wages *esc rate	\$365		\$349	4.46%
20 33 5040	FICA Social Security	Total Eggtake wages * fica rate	\$2,756		\$2,663	3.37%
20 33 5210	Material/supplies	Gloves, knives, tally denominators, chemicals, etc.	\$1,850		\$1,500	18.92%
20 33 5310	Equipment purchase	Spawn table rework	\$2,000		\$6,000	-200.00%
20 33 5320	Equipment parts/labor	Equipment repairs	\$2,500		\$2,500	0.00%
20 33 5710	Contract Labor	Electrician	\$1,500		\$1,500	0.00%
Total Eggtake Project				\$50,364	\$53,003	-4.98%

INCUBATION BUDGET DETAIL

20 34 5001	Incubation Wages	Egg splitting - 3 people @ 40hrs/wk for 4 weeks (Sept-Oct)	\$7,283	\$9,552	-0.311547439
20 34 5001	Incubation Wages	Hatchwork - 3 people @ 40hrs/wk for 4 weeks (Oct-Nov)	\$7,283	\$9,552	-31.15%
20 34 5001	Incubation Wages	Inc cleanup - 4 people @ 40 hrs/wk for 2 weeks (June)	\$4,776	\$4,776	0.00%
20 34 5001	Incubation Wages	Inc setup - 4 people @ 40hrs/wk for 2 weeks (July)	\$4,776	\$4,776	0.00%
20 34 5001	Incubation Wages	Outmigration - 2 people @ 40hrs/wk for 4 weeks (Mar-Apr)	\$5,014	\$5,014	0.00%
		COLA Adjustment	\$944	\$182	0.807178225
20 34 5001	Incubation Wages	Total Incubation Wages		\$30,076	100.00%
20 34 5020	Workmans Comp	SUM wages * w/c rate	\$2,683	\$3,436	-28.08%
20 34 5030	ESC Unemployment	SUM wages * esc rate	\$304	\$339	-11.60%
20 34 5040	FICA Social Security	SUM wages * fica rate	\$2,292	\$2,580	-12.58%
20 34 5210	Materials/Supplies	Chemicals, cartridges, batteries, etc.	\$25,900	\$21,975	15.15%
20 34 5310	Equipment Purchase	Formalin upgrades, walkway upgrades, incubator manifolds	\$12,016	\$5,500	54.23%
20 34 5320	Equipment-Parts/labor	Electronic scale maintenance	\$500	\$500	0.00%
20 34 5710	Contract Labor	Pump repairs, install/removal SW pump	\$4,800	\$6,720	-40.00%
Total Incubation Project			\$78,570	\$74,902	4.90%

SHORT-TERM REARING BUDGET DETAIL

20 35 5001	STR Wages	Saltwater feeder/handler - 1 person @ 40hrs/wk for 12 weeks (Apr-Jun	\$6,806	\$6,806	0.00%
20 35 5001	STR Wages	Saltwater feeder/handler - 1 person @ 40 hrs/wk for 6 weeks (May-Jun	\$3,403	\$3,403	0
		COLA Adjustment	\$331	\$55	0.833722121
20 35 5001	STR Wages	Total STR Wages		\$10,540	100.00%
20 35 5020	Workmans Comp	SUM wages * w/c rate	\$940	\$1,042	-10.83%
20 35 5030	ESC Unemployment	SUM wages *esc rate	\$106	\$103	3.24%
20 35 5040	FICA Social Security	SUM wages * fica rate	\$803	\$782	2.63%
20 35 5210	Material/supplies	Gloves, buckets, misc. items	\$4,200	\$10,200	-142.86%
20 35 5215	Fish food	Pink food: rate based on Nov 2018 pricing + 2%	\$248,997	\$230,785	7.31%
20 35 5214	Freight	Shipping cost Pink	\$43,508	\$36,762	15.51%
20 35 5310	Equipment Purchase	Misc., hoses, repairs, pipe.	\$3,500	\$3,500	0.00%
20 35 5320	Equipment parts/labor	Meters, barge maintenance, feeder maintenance	\$8,250	\$8,250	0.00%
20 35 5710	Contract Labor	Harbor fees, boom truck, crane operator, complex/barge moveme	\$12,445	\$11,646	6.42%
Total Short-Term Rearing Project			\$333,290	\$313,334	6.37%

LONG-TERM REARING BUDGET DETAIL

20 36 5001	LTR Wages	LTR cleaning/setup - 4 people @ 40hrs/wk for 2 weeks (May)	\$4,776	\$4,776	0.00%
		COLA Adjustment	\$155	\$26	0.831978824
20 36 5001	LTR Wages	Total LTR Wages		\$4,931	100.00%
20 36 5020	Workmans Comp	SUM wages *w/c rate	\$440	\$487	-10.73%
20 36 5030	ESC Unemployment	SUM wages *esc rate	\$50	\$48	3.61%
20 36 5040	FICA Social Security	SUM wages *fica rate	\$376	\$366	2.59%
20 36 5210	Materials/supplies	Brushes, nets, tools, etc.	\$1,500	\$1,500	0.00%
20 36 5215	Fish food	Coho food - kg	\$90,470	\$88,690	1.97%
20 36 5214	Freight	Shipping cost to Valdez	\$15,622	\$17,878	-14.44%
20 36 5310	Equipment Purchase	RW tools, heater for LTR loft	\$1,100	\$6,500	-490.91%
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%
Total Long-Term Rearing Project				\$118,488	\$124,271 -4.88%

THERMAL MARKING DETAIL

20 37 5001	Otolith Wages	Otolith recovery - 3 persons for 8 wks (June-August)	\$11,563	\$11,563	0.00%
		COLA Adjustment	\$375	\$62	0.834508324
20 37 5001	Otolith Wages	Total Thermal Marking Wages		\$11,938	100.00%
20 37 5020	Workmans Comp	SUM wages *w/c rate	\$1,065	\$1,180	-10.81%
20 37 5030	ESC Unemployment	SUM wages *esc rate	\$121	\$116	3.79%
20 37 5040	FICA Social Security	SUM wages *fica rate	\$910	\$886	2.60%
20 37 5210	Materials/supplies	Plumbing and repairs	\$2,500	\$2,500	0.00%
20 37 5310	Equipment Purchase	Replacement parts - modules, pumps etc.	\$1,000	\$1,500	-50.00%
20 37 5710	Contract Services	Boiler repairs, in-season otolith postage,	\$3,500	\$3,500	0.00%
20 37 5922	Fuel oil	Fuel oil based on average gallons used	\$39,670	\$37,009	6.71%
Total Thermal Mark Project				\$60,703	\$58,316 3.93%

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)			#DIV/0!
		COLA Adjustment	\$0		#DIV/0!
20 ?? 5001		Total PR Wages			#DIV/0!
20 ?? 5020	Workmans Comp	Sum wages * w/c rate			#DIV/0!
20 ?? 5030	ESC Unemployment	Sum wages * esc rate			#DIV/0!
20 ?? 5040	FICA Social Security	Sum wages * fica rate			#DIV/0!
20 ?? 5210	Material/supplies	Info material, signs, building/ grounds maint.	\$0	\$1,062	#DIV/0!
20 ?? 5210	Material/supplies	Supplies needed for AK Fish Culture Conference	\$0	\$3,000	#DIV/0!
20 ?? 5710	Contract services	SHA Web Site Promotion	\$10,000	\$2,000	0.8
20 ?? 5710	Contract services	Marketing for hatchery tours & Seed Media maint. Fee	\$3,400	\$4,000	-0.176470588
Total P. R. Project				\$13,400	\$10,062 33.17%

ROBE LAKE

10 00 5001	Wages	Operator 40 hrs/wk for 20 wks (May-Oct)	\$18,544	\$17,880	3.58%
		COLA Adjustment	\$601	\$97	0.838555481
		Total Robe Lake Wages		\$19,145	100.00%
10 00 5020	Workers Comp	Total Wages* w/c rate- Hatchery	\$1,708	\$1,825	6.91%
10 00 5030	ESC	Total Wages* esc rate	\$193	\$180	6.09%
10 00 5040	FICA	Total Wages* fica rate	\$1,459	\$1,370	6.09%
10 00 5210	Materials & Supplies	Misc Maintenance Supplies	\$1,250	\$1,250	0.00%
10 00 5310	Equip Purchase		\$1,500	\$1,500	0
10 00 5320	Equip Maint Parts/Labor	Equip Maint & Repair	\$500	\$500	0.00%
10 00 5710	Contract Labor	Weed Removal	\$5,500	\$5,500	0.00%
10 00 5922	Fuel, Oil, etc.	Harvester Fuel, Oils, Etc.	\$1,500	\$1,500	0.00%
10 00 5950	Licenses & Taxes	DOT Permits	\$176	\$173	1.70%
Total Robe Lake Project				\$32,931	\$31,775 3.51%

TOTAL HATCHERY BUDGET

\$2,341,350

\$2,333,568

0.33%

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

1	Falls Creek repairs	2,000
2	Gravel for parking lot	2,400
3	Shop light renovation	4,200
4	Adjust headbox 3 water/otolith supply	3,500
5	OM tank renovation	4,076
6		
7		
8		
9		
10		
	TOTAL	\$16,176

FY 2020 Coho Rearing Program Budget

<u>Area</u>	<u>Cost</u>
Maintenance salaries	\$38,943.90
Electricity	\$87,075.10
Manpower - fish culture	\$145,145.84
Workmans Comp	\$16,420.80
ESC Unemployment	\$1,859.31
FICA Social Security	\$14,027.64
Budget line Oxygen, brushes, nets, etc.	\$1,500.00
Budget line Coho food #0: - rate based on November 2018 pricing + 2%	\$3,390.48
Budget line Coho food #1: - rate based on November 2018 pricing + 2%	\$0.00
Budget line Coho food BioPro #1: - rate based on November 2018 pricing + 2%	\$5,196.00
Budget line Coho food #2: - rate based on November 2018 pricing + 2%	\$5,054.64
Budget line Coho food 1.2mm - rate based on November 2018 pricing + 2%	\$7,638.07
Budget line Coho food 1.5mm - rate based on November 2018 pricing + 2%	\$14,300.97
Budget line Coho food 2.0mm - rate based on November 2018 pricing + 2%	\$20,426.98
Budget line Coho food 2.0 mm BioSupreme - rate based on November 2018 pricing + 2%	\$34,462.74
Budget line Shipping cost Coho Bio-Oregon to dock	\$1,548.10
Budget line Shipping cost Coho Seattle to Valdez	\$14,073.60
Budget line Pumps replacement indoor RW's	\$0.00
Budget line Raceway tools	\$500.00
Budget line Heater for ltr shop	\$600.00
Budget line DO meter, TDG meter, pump repair	\$3,000.00
Budget line Contract labor	\$1,000.00
Total	\$416,164.16

Cost per released smolt \$0.02
using 1.83 million release (10 ys avg BY06-15)

Cost per returned adult \$5.03
using 83K return (10 ys avg BY06-15)

Funding for this program will come from the City of Valdez CSO grant and
from general fish sales.

The FY 2021 budget will not be developed until Spring 2021.

FY 2020 Robe Lake Habitat Restoration Budget

	cost
10 00 5001 Wages	\$19,145
10 00 5020 Workers Comp	\$1,708
10 00 5030 ESC	\$193
10 00 5040 FICA	\$1,459
10 00 5210 Material & Supplies	\$1,250
10 00 5310 Equipment Purchase	\$1,500
10 00 5320 Equipment Maint.	\$500
10 00 5710 Contract Labor / Weed Removal	\$5,500
10 00 5922 Fuel, Oil, etc.	\$1,500
10 00 5950 Licenses & Taxes	\$176
Total	\$32,931

Funding for this program will come from the City of Valdez CSO grant and from general fish sales.

The FY2021 budget will not be developed until spring 2021.

PROGRAM INFORMATION

ORGANIZATION NAME: Valdez Fisheries Development Association Inc.

Program Title: Robe Lake Habitat Restoration and Coho Enhancement Program

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.)

Continuation of the Robe Lake Habitat Restoration and Coho Enhancement Program. Both programs are for the purposes of economic and lifestyle enhancement for the community of Valdez.

The Robe Lake Habitat Restoration requires the continued maintenance and staffing of the Aquatic Weed Harvester machine, fuel and other supplies needed throughout the summer months. The Coho Enhancement Program requires VFDA to spawn, incubate and house the Coho for 2 years, which includes costs for building maintenance, electricity, fuel, fish food, staffing and more.

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?

As previously stated, both programs are pre-existing and have direct benefit to the citizens of Valdez, who are dependent on these to provide food and a quality of life expected in Valdez. VFDA funds nearly all of our operating budget from the sale of pink salmon, which reduces the amount of pink salmon available for the commercial fisherman to catch and sell. Based on a recent study by the McDowell Group, VFDA Coho salmon create an estimated 100 seasonal jobs and \$4.3 million in labor income each year. Total economic activity related to sport fishing alone is estimated at \$9 million annually with the Coho sport fishery accounting for most of that.

The continued enhancement to Robe Lake is important to keep the natural salmon runs intact for future generations. The Coho enhancement program, with an average of 140,000 coho returning each year, is necessary to continue the success of the tourism and recreational sport fishing industries in Valdez for years to come.

3. Is this program year-round, seasonal, or a one-time event? Robe Lake - seasonal / Coho - year round

Schedule: Beginning date: RL - May - Sept. Ending date: Coho - year round

4. Estimated number of people to be served by this program? Nearly 100,000

Provide formula for estimate:

McDowell Group estimates that many of the nearly 100,000 annual visitors (including residents and non-residents) to Valdez harvest salmon produced by VFDA. The opportunity to catch these fish is an important aspect in the quality of visitors' experience in Valdez, prompting visitors to return year-after-year.

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

All Valdez citizens, Alaskans and visitors.

6. Is membership in your organization required for participation: Yes _____ No X

7. Fee to participant: Member \$ N/A Non-Member \$ N/A

8. Number of paid program staff: Full-time 15 Part-time 2 Temporary 25+

ORGANIZATION NAME: Valdez Fisheries Development Association Inc.

Program Information (continued)

9. Volunteer Services Information:

Number of volunteers:	Actual 2017	<u>N/A</u>
	Actual 2018	<u>N/A</u>
	Anticipated 2019	<u>N/A</u>
	Estimated 2020	<u>N/A</u>

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

N/A

Types of services provided by volunteers:

N/A

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

The Robe Lake program is operated at Robe Lake and managed from the Administrative Offices at 1815 Mineral Creek Loop Rd.

The Coho Rearing program is operated at the Solomon Gulch Hatchery located at 1561 Dayville Road.

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

75% Continuation of the Coho Rearing Program. Reduction of man hours to the Robe Lake Program by 25%.

50% Continuation of the Coho Rearing Program. Reduction of man hours to the Robe Lake Program by 50%.

25% Continuation of the Coho Rearing Program. Elimination of the Robe Lake Program completely.

0% Continuation of the Coho Rearing Program.

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?

By creating detailed job descriptions that identify a position's essential functions while not limiting candidates on the basis of disability. Anyone identifying as having a disability will not be discriminated against and will be evaluated based on the requirements of the position's essential job functions. An employee with a disability will be reasonably accommodated if all other essential job-related requirements can be met.

ORGANIZATION NAME: Valdez Fisheries Development Association Inc.
Program Information (continued)

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

Valdez Fisheries Development Association, Inc. remains a conservative steward of the City of Valdez's contributions to these programs. VFDA provides the community of Valdez with sustainable economic and lifestyle benefits. Per a 2018 study, VFDA for the period of 2012 through 2017 generated income for an estimated average of 760 workers who earned a total of \$33.9 million per year. For every VFDA employee, there were 11 more Alaska workers employed as a result of VFDA's operations.

It is estimated that VFDA's salmon generated direct, indirect and induced economic output of \$112 million per year between 2012 and 2017. The City of Valdez receives substantial funds from the enhancement programs conducted at the Solomon Gulch Hatchery in the form of Fisheries Business Tax and Raw Fish Tax distributions.

VFDA has a long established history of boosting the economy of Valdez while also remaining a major draw of visitors to Valdez. In the months of August and September, when the Coho salmon are returning, Valdez sees a large number of visitors which provides a wide range of benefits to our community. These benefits spread through all aspects of the Valdez business community.

Through this grant, these programs will continue to be a great opportunity for a public/private partnership that will foster economic development and sustain the tourism industry in Valdez.

VFDA conducted a financial audit for fiscal year 2019 which was not completed and reviewed by the VFDA Board before the grant funding request deadline.

VFDA will provide a certificate of insurance naming the City of Valdez as additional insured, in the amounts required, upon request.

****See attached budget breakdowns for each program in FY 2020**

ORGANIZATION NAME: Valdez Fisheries Development Association Inc.

OPERATING EXPENSES OF PROPOSED PROGRAM

(Budget Form #1)

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

FY 2020 Coho Rearing Program Budget

Area	Cost
Maintenance salaries	\$38,943.90
Electricity	\$87,075.10
Manpower - fish culture	\$145,145.84
Workmans Comp	\$16,420.80
ESC Unemployment	\$1,859.31
FICA Social Security	\$14,027.64
Budget line Oxygen, brushes, nets, etc.	\$1,500.00
Budget line Coho food #0: - rate based on November 2018 pricing + 2%	\$3,390.48
Budget line Coho food #1: - rate based on November 2018 pricing + 2%	\$0.00
Budget line Coho food BioPro #1: - rate based on November 2018 pricing + 2%	\$5,196.00
Budget line Coho food #2: - rate based on November 2018 pricing + 2%	\$5,054.64
Budget line Coho food 1.2mm - rate based on November 2018 pricing + 2%	\$7,638.07
Budget line Coho food 1.5mm - rate based on November 2018 pricing + 2%	\$14,300.97
Budget line Coho food 2.0mm - rate based on November 2018 pricing + 2%	\$20,426.98
Budget line Coho food 2.0 mm BioSupreme - rate based on November 2018 pricing + 2%	\$34,462.74
Budget line Shipping cost Coho Bio-Oregon to dock	\$1,548.10
Budget line Shipping cost Coho Seattle to Valdez	\$14,073.60
Budget line Pumps replacement indoor RW's	\$0.00
Budget line Raceway tools	\$500.00
Budget line Heater for ltr shop	\$600.00
Budget line DO meter, TDG meter, pump repair	\$3,000.00
Budget line Contract labor	\$1,000.00
Total	\$416,164.16

Cost per released smolt \$0.02
using 1.83 million release (10 ys avg BY06-15)

Cost per returned adult \$5.03
using 83K return (10 ys avg BY06-15)

Funding for this program will come from the City of Valdez CSO grant and
from general fish sales.

The FY 2021 budget will not be developed until Spring 2021.

FY 2020 Robe Lake Habitat Restoration Budget

		cost
10 00 5001	Wages	\$19,145
10 00 5020	Workers Comp	\$1,708
10 00 5030	ESC	\$193
10 00 5040	FICA	\$1,459
10 00 5210	Material & Supplies	\$1,250
10 00 5310	Euipment Purchase	\$1,500
10 00 5320	Euipment Maint.	\$500
10 00 5710	Contract Labor / Weed Removal	\$5,500
10 00 5922	Fuel, Oil, etc.	\$1,500
10 00 5950	Licenses & Taxes	\$176
	Total	\$32,931

Funding for this program will come from the City of Valdez CSO grant and from general fish sales.

The FY2021 budget will not be developed until spring 2021.

ORGANIZATION NAME: Valdez Fisheries Development Association Inc.

FUNDING SOURCES FOR PROPOSED PROGRAM
(Budget Form #2)

This program budget covers the period of January 2020 to December 2020

<u>SOURCES OF PROGRAM FUNDING</u>	<u>GOAL AMOUNT</u>	<u>%</u>	<u>COMMITTED (Y/N)</u>
Parent Organization	\$ <u>449,095</u>	<u>76%</u>	<u>Y</u>
Gifts and Contributions	\$ _____	_____	_____
Membership Dues	\$ _____	_____	_____
Fees & charges to participants	\$ _____	_____	_____
Private sector grants (specify source and date of award)			
_____	\$ <u>N/A</u>	_____	_____
_____	\$ _____	_____	_____
_____	\$ _____	_____	_____
Fundraisers (specify major fundraising events/programs)			
_____	\$ <u>N/A</u>	_____	_____
_____	\$ _____	_____	_____
_____	\$ _____	_____	_____
Subtotal of Financial Support for this program:	\$ <u>339,095</u>	<u>76%</u>	
Supplemental Funding Requested from City of Valdez:	\$ <u>110,000</u>	<u>24%</u>	
<u>TOTAL FUNDING FOR OPERATION OF THIS PROGRAM:</u>	\$ <u>449,095</u>	100%	

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: Valdez Fisheries Development Association Inc.

SCOPE OF SERVICES

Timeline OUTCOMES for 2020 (What do you plan to accomplish in 2020 - be specific)

With this grant, VFDA will supplement the costs of its Coho feed and other directly related costs associated with the Coho program. All remaining costs of the Coho enhancement program will be borne by VFDA. The expected outcome will be to rear and release approximately 1.8 million Coho smolts. By using an average marine survival of 9.7%, VFDA expects to see an estimated return of 174,000 adult Coho salmon. These fish will be harvested primarily by the sport fishermen of Valdez and the Southcentral region from July through September. The Dept. of Fish and Game estimates that an average return of Coho salmon creates approximately 4,666 angler days of activity in the Port of Valdez and Valdez Arm. This enhanced coho salmon return will greatly impact the local economy of Valdez by bringing many visitors to town who will spend money in the community.

Funds from the City of Valdez will be used to remove approximately 80 tons of weeds and vegetation from Robe Lake. This funding is used by VFDA to create one seasonal position, employed from May through September.

Any unspent funds from one program listed in this grant may be used to cover the remaining costs of the other.

Attach additional pages if necessary

Definition: Outcome - End product or result accomplished.

Valdez Fisheries Development

Balance Sheet

As of 6/30/2019

	Current Year
Assets	
Current Assets	
Cash & Cash Equivalents	
1st National checking	144,122.26
Time Certificates of Deposit	644,432.61
Merrill Lynch	314,621.20
CD's in trust for State Alaska	20,000.00
1st National Investment	4,568,121.10
Total Cash & Cash Equivalents	5,691,297.17
Prepaid Expenses	
Prepaid Insurance General	119,648.03
Prepaid W/C Insurance	59,140.13
Package Inventory	32,242.16
Total Prepaid Expenses	211,030.32
Total Current Assets	5,902,327.49
Long-term Assets	
Property & Equipment	9,900,127.91
Total Property & Equipment	9,900,127.91
Total Long-term Assets	9,900,127.91
Total Assets	15,802,455.40
Liabilities	
Short-term Liabilities	
Accounts Payable	
Trade Payables	293,866.02
Accrued leave	99,412.37
Total Accounts Payable	393,278.39
Other Short-term Liabilities	
Accrued & Deferred Interest	1,322,429.00
Retirement Fund Payable	3,576.33
medical reserve	102,424.83
ESC (employee's contriubtion)	4,217.69
Total Other Short-term Liabilities	1,432,647.85
Total Short-term Liabilities	1,825,926.24
Long-term Liabilities	
Long-term Liabilities	
Loan 3052	265,243.64
state loan 3173	320,513.34
state loan 3305	157,564.13
state loan 3371	131,777.69
Loan 903393	216,004.38
state loan 3426	724,144.34
waterline loan 903745	1,698,883.01
SGH HP Pipe Loan	1,407,361.04
LOAN 148	140,004.50
LOAN #2168	686,195.61
loan 2257	681,089.41
LOAN 2722	622,164.19
loan 2744	210,641.59
Loan 2810	544,254.09

Valdez Fisheries Development**Balance Sheet**

As of 6/30/2019

	<u>Current Year</u>
loan 2843	161,186.90
Loan - Building 2898	100,713.56
Loan 2942	291,397.07
loan 3008	110,454.19
Total Long-term Liabilities	<u>8,469,592.68</u>
Other Long-term Liabilities	
accrued state interest	218,739.28
Total Other Long-term Liabilities	<u>218,739.28</u>
Total Long-term Liabilities	<u>8,688,331.96</u>
Total Liabilities	<u>10,514,258.20</u>
Net Assets	
Beginning Net Assets	
Net Assets	6,164,882.65
Current YTD Net Income	
	<u>(876,685.45)</u>
Total Current YTD Net Income	<u>(876,685.45)</u>
Total Net Assets	<u>5,288,197.20</u>
Total Liabilities and Net Assets	<u>15,802,455.40</u>