



1400 Independence Avenue, SW.
Room 2968-S, STOP 0225
Washington, DC 20250-0225

May 26, 2022

Mr. Ron Rubin
Chief Financial Officer
National Fluid Milk Processor Promotion Board
7475 Wisconsin Avenue, Suite 600
Bethesda, Maryland 20814

Dear Mr. Rubin:

We have reviewed the National Fluid Milk Processor Promotion Board's (Board) fiscal year 2022 (FY22) revised budget for the period of January 1, 2022, through December 31, 2022, as approved by the Board on May 14, 2022. The following FY22 Board budget and authorizations are approved:

- \$3,900,000 increase to Carryforward Funds
- \$3,233,000 increase to Consumer Program Expenses
- \$916,000 increase to Industry Program Expenses
- -\$249,000 decrease to Administrative Expenses
- \$30,733,000 Consumer Program Authorizations
- \$4,195,500 Industry Program Authorizations

The FY22 budget is approved contingent upon receipt and approval of related contracts and budgets for these expenditures.

Sincerely,

Dana H. Coale

Dana H. Coale
Deputy Administrator
Dairy Program

Enclosure



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Attachment: Revised FY22 National Fluid Milk Processor Promotion Board's Budget

September FY22 Budget	Changes	May FY22 Budget	Budget Category	May FY22 Authorizations
			FY22 REVENUES	
\$78,738,000	-	\$78,738,000	Assessments	
-	-	-	Other Revenue	
\$2,800,000	\$3,900,000	\$6,700,000	Carry-Forward Funds	
\$81,538,000	\$3,900,000	\$85,438,000	Total Revenues	
			FY22 PROGRAM EXPENSES	
\$62,489,000	\$3,233,000	\$65,722,000	Consumer	\$30,733,000
\$8,750,000	\$916,000	\$9,666,000	Industry	\$4,195,500
-	-	-	Budget Adjustments TBD	-
\$71,239,000	\$4,149,000	\$75,388,000	Subtotal Program Expenses	\$34,928,500
			FY22 OTHER EXPENSES	
\$3,046,000	(\$249,000)	\$2,797,000	Administrative	
\$600,000	-	\$600,000	USDA Expenses	
\$6,653,000	-	\$6,653,000	California Grant	
\$10,299,000	(\$249,000)	\$10,050,000	Subtotal Program Expenses	
			FY22 TOTAL EXPENSES	
\$81,538,000	\$3,900,000	\$85,438,000	Total Expenses	

2022 BUDGET

	2022 Budget Approved Sept 2021	2022 Proposed Budget Transfers	2022 Budget Proposed May 2022	Prior Authorizations	May 2022 Authorizations	May 2022 Remaining Unauthorized	PRIOR YEARS BUDGETS		
							2021 Budget Actual	2020 Budget Actual	2019 Budget Actual
REVENUES									
Assessments	\$ 78,738,000	\$ -	\$ 78,738,000				\$ 81,173,000	\$83,684,000	\$87,200,000
Other Revenue	-	-	-				-	-	-
Carryforward Funds	2,800,000	3,900,000	6,700,000				4,000,000	-	3,566,283
Total Revenues	<u>\$ 81,538,000</u>	<u>\$ 3,900,000</u>	<u>\$ 85,438,000</u>				<u>\$ 85,173,000</u>	<u>\$83,684,000</u>	<u>\$90,766,283</u>
PROGRAM EXPENSES									
Consumer	\$ 62,489,000	\$ 3,233,000	\$ 65,722,000	\$ 33,970,000	\$ 30,733,000	\$ 1,019,000	\$ 64,419,300		
Industry	8,750,000	916,000	9,666,000	5,129,500	4,195,500	341,000	10,256,700		
Unallocated	-	-	-	-	-	-	-		
TOTAL PROGRAM EXPENSES	<u>\$ 71,239,000</u>	<u>\$ 4,149,000</u>	<u>\$ 75,388,000</u>	<u>\$ 39,099,500</u>	<u>\$ 34,928,500</u>	<u>\$ 1,360,000</u>	<u>\$ 74,676,000</u>	<u>\$71,340,000</u>	<u>\$79,467,000</u>
OTHER EXPENSES									
Administrative	\$ 3,046,000	\$ (249,000)	\$ 2,797,000				\$ 2,957,000	\$ 2,712,000	\$ 2,876,283
USDA Expenses	600,000	-	600,000				600,000	590,000	575,000
California Grant	6,653,000	-	6,653,000				6,940,000	7,140,000	7,848,000
Subtotal	<u>\$ 10,299,000</u>	<u>\$ (249,000)</u>	<u>\$ 10,050,000</u>				<u>\$ 10,497,000</u>	<u>\$10,442,000</u>	<u>\$11,299,283</u>
TO REPLACE GF RESERVES	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>				<u>\$ -</u>	<u>\$ 1,902,000</u>	<u>\$ -</u>
Total Expenses & Unallocated	<u>\$ 81,538,000</u>	<u>\$ 3,900,000</u>	<u>\$ 85,438,000</u>				<u>\$ 85,173,000</u>	<u>\$83,684,000</u>	<u>\$90,766,283</u>



2022 CONSUMER AUTHORIZATIONS

May 2022

Project	Auth Code	Agency	Budget	Transfer	New Total	Previously Authorized	Authorization Request	Total Authorized	Balance
Media	22-01-01	Agency/MilkPEP	33,250,000	(2,343,000)	30,907,000	17,250,000	13,657,000	30,907,000	-
Production	22-01-02	Agency/MilkPEP	5,000,000	-	5,000,000	3,500,000	1,500,000	5,000,000	-
Content (Influencer, Platforms, Partnerships)	22-01-03	Agency/MilkPEP	4,000,000	5,500,000	9,500,000	3,000,000	6,500,000	9,500,000	-
Planning/Program Management (Agency Fees)	22-01-04	MilkPEP	14,000,000	-	14,000,000	7,000,000	7,000,000	14,000,000	-
Partnerships(Consultants/MWG/Premiums)	22-00-05	MilkPEP	4,000,000	-	4,000,000	2,000,000	2,000,000	4,000,000	-
Program Legal	22-00-29	MilkPEP	110,000	-	110,000	110,000	-	110,000	-
MilkPEP Program Mgmt	22-00-30	MilkPEP	1,110,000	76,000	1,186,000	1,110,000	76,000	1,186,000	-
Unallocated	NA	MilkPEP	1,019,000		1,019,000	-	-	-	1,019,000
Total			62,489,000	3,233,000	65,722,000	33,970,000	30,733,000	64,703,000	1,019,000



2022 INDUSTRY AUTHORIZATIONS

May 2022

Project	Auth Code	Agency	Budget	Transfer	New Total	Previously Authorized	Authorization Request	Total Authorized	Balance
Category Leadership (MRA)	22-01-31	MilkPEP	500,000	-	500,000	300,000	200,000	500,000	-
Industry Communications (DAM/MP.ORG/CRM)	22-01-32	Agency/MilkPEP	750,000	-	750,000	375,000	375,000	750,000	-
Processor Programs (Team Milk Local, FMAC)	22-01-33	MilkPEP	1,500,000	-	1,500,000	750,000	750,000	1,500,000	-
I/C Sustainability Program	22-00-37	Agency/MilkPEP	-	1,000,000	1,000,000	-	1,000,000	1,000,000	-
Earned Media (Corp Comm/MilkPEP/YWR Efforts)	22-01-34	Agency/MilkPEP	500,000	-	500,000	250,000	250,000	500,000	-
Planning/Program Management	22-01-35	Agency/MilkPEP	250,000	-	250,000	125,000	125,000	250,000	-
Research	22-00-36	MilkPEP	3,750,000	-	3,750,000	2,750,000	1,000,000	3,750,000	-
MilkPEP Program Mgmt	22-00-60	MilkPEP	1,159,000	(84,000)	1,075,000	579,500	495,500	1,075,000	-
Unallocated	NA	MilkPEP	341,000	-	341,000	-	-	-	341,000
Total			8,750,000	916,000	9,666,000	5,129,500	4,195,500	9,325,000	341,000

