



International Cotton Advisory Committee

Attachment 4b

ICAC Business Plan Projections 564th Meeting of the Standing Committee

**16 April 2020
Virtual Meeting on GoToMeeting
<https://global.gotomeeting.com/join/237405149>**

**Table 2: ICAC Business Plan Projections
(US\$)**

4-Apr-19

Income		2017-18 Actual	2018-19 Actual	2019-20 Actual	2020-21 Forecast	REMARKS
1. Subscription Sales, Regular Publications		33,000	25,791	20,000.00	20,000	KH: Based on history of decreasing revenues
2. Publication Sales, special		0	0	0	0	KH: None planned
	China National Cotton Info centre	0	13,035	0	0	KH: One off fee
3. Plenary Registration Fees		14,300	36,224	23,982.24	0	KH: Based on 5 year average. PM suspended
	Advance Plenary Registration Fees	1,300	0	0	0	KH: Difficult to predict
4. Travel Cost Recovery		0	736	0	0	KH: Clear Cotton Refund
5. CFC Travel Cost Recovery		0	0	0	0	KH: CFC Travel reimbursment is no longer applicable
6. Trade Booths/Sponship revenue from Plenary Meeting		0	0	32,893.30	0	KH: PM Suspended
7. Research Services		0	0	0	0	KH: None planned
8	Project: GIZ - Traceability and Overview of Cotton	0	43,407	0	0	KH: One off project completed October 2018
	Project: CI - Soil Health App	0	30,000	40000	20000	KH: Contribution from CI to cover further developments. Also developing sponsorship package and have proposals in for additional funding
	Project - IFCP - Cotton Fact Sheets	0	5,000	0	0	KH: One off payment to produce factsheets for IFCP.
	Project - GIZ - Virtual Reality Training	0	0	40000	40000	KH: Total income from project \$80,000
	History of ICAC	0	0	1000	0	KH: Money returned from Teey Townsend. Unable to complete
9. Seminar and other revenue		0	0	0	0	KH: No seminars planned
10. Speaker sponsorship revenue		0	20,000	0	35,000	KH" \$35K from ICRA to cover speaker expenses at WCRC.
Total Revenue		48,600	174,193	157,876	115,000	
	Plus arryover from previous year	271,930	294,030	394,432	490,556	
Amount Available for Allocation		320,530	468,223	552,308	605,556	
Expenditures Linked to Business Plan Initiatives						
		2017-18 Actual	2018-19 Actual	2019-20 Actual	2020-21 Forecast	
Consultant, Economic Studies		15,000	5,500	5,500	0	KH: \$5,500 to Wood Mackenzie now in main budget
World Cotton Research Conference		0	0	0	35,000	KH: Next conference in October 2020 in Izmir
Regional Networks & ISSCRI		10,000	10,000	10,000	10,000	KH: Setting up Regional network in West Africa
Membership Development		0	2,505	20,918	9,743	KH: In accordance with Travel Plan
Education Programs, conferences, workshops		0	13,468	0	0	KH: Nothing planned for 2019/20
Expanded Recorder		0	0	0	0	KH: No longer use this
Consultant, Cotton Promotion Activities / Support IFCP		500	895	0	0	KH: Contribution of \$500 to IFCP stopped as committee want to shut down.
Consultant, History of ICAC		0	0	0	0	\$895 to ACSA for hire of room for ePhyto
PSAP Meetings, teleconference & refreshments		1,000	1,000	1,000	1,000	KH: Dr Townsend was commisioned to write the history of ICAC. Project shelve
Payment to speakers at Plenary meeting		0	8,423	0	0	KH: Hire of room and refreshments at ACSA for PSAP
New Statistical Database		0	0	0	40,000	KH: Needs to reflect the budget line in the income table above
Project: Soil Health App			22,000	24,334	20,000	KH: Development of Cotton Portal database Budgeted for 18/19 but not started
Staff Bonus		0	10,000	0	0	KH: Payment to cover developments to the App
						KH: In accordance with the Reward management policy from 2019/20
Total Expenditures		26,500	73,791	61,752	115,743	
Carryover to next year		294,030	394,432	490,556	489,813	