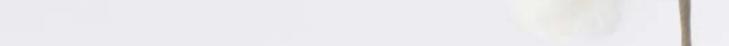


International Cotton Advisory Committee



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	47pi 13	2017-18 Actual	2018-19 Actual	2019-20 Actual	2020-21 Forecast
1. Subscription Sales, Regular	Publications	33,000	25,791	20,000.00	20,000
2. Publication Sales, special		0	0	0	0
	China National Cotton Info centre	0	13,035	0	0
3. Plenary Registration Fees		14,300	36,224	23,982.24	0
	Advance Plenary Registration Fees	1,300	0	0	0
4. Travel Cost Recovery		0	736	0	0
5. CFC Travel Cost Recovery		0	0	0	0
6. Trade Booths/Sponship reve	nue from Plenary Meeting	0	0	32,893.30	0
7. Research Services		0	0	0	0
8	Project: GIZ - Traceability and Overview of Cotton	0	43,407	0	0
	Project: CI - Soil Health App	0	30,000	40000	20000
	Project - IFCP - Cotton Fact Sheets	0	5,000	0	0
	Project - GIZ - Virtual Reality Training	0	0	40000	40000
	History of ICAC	0	0	1000	0
9. Seminar and other revenue		0	0	0	0
10. Speaker sponsorship rever	ue	0	20,000	0	35,000
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
World Cotton Research Conference	0	0	0	35,000
Regional Networks & ISSCRI	10,000	10,000	10,000	10,000
Membership Development	0	2,505	20,918	9,743
Education Programs, conferences, workshops	0	13,468	0	0
Expanded Recorder	0	0	0	0
Consultant, Cotton Promotion Activities / Support IFCP	500	895	0	0
Consultant, History of ICAC	0	0	0	0
PSAP Meetings, teleconference & refreshments	1,000	1,000	1,000	1,000
Payment to speakers at Plenary meeting	0	8,423	0	0
New Statistical Database	0	0	0	40,000
Project: Soil Health App		22,000	24,334	20,000
Staff Bonus	0	10,000	0	0
Total Expenditures	26,500	73,791	61,752	115,743
Carryover to next year	294,030	394,432	490,556	489,813

REMARKS

- KH: Based on history of decreasing revenues
- KH: None planned
- KH: One off fee
- KH: Based on 5 year average. PM suspended
- KH: Difficult to predict
- KH: Clear Cotton Refund
- KH: CFC Travel reimbursment is no longer applicable
- KH: PM Suspended
- KH: None planned
- KH: One off project completed October 2018
- KH: Contribution from CI to cover further developments. Also developing sponsorship package and have proposals in for additional funding
- KH: One off payment to produce factsheets for IFCP.
- KH: Total income from project \$80,000
- KH: Money returned from Teey Townsend. Unable to complete
- KH: No seminars planned
- KH" \$35K from ICRA to cover speaker expenses at WCRC.

- KH: \$5,500 to Wood Mackenzie now in main budget
- KH: Next conference in October 2020 in Izmir
- KH: Setting up Regional network in West Africa
- KH: In accordance with Travel Plan
- KH: Nothing planned for 2019/20
- KH: No longer use this
- KH: Contribution of \$500 to IFCP stopped as committee want to shut down.
- \$895 to ACSA for hire of room for ePhyto
- KH: Dr Townsend was commissioned to write the history of ICAC. Project shelve
- KH: Hire of room and refreshments at ACSA for PSAP
- KH: Needs to reflect the budget line in the income table above
- KH: Development of Cotton Portal database Budgeted for 18/19 but not started
- KH: Payment to cover developments to the App
- KH: In accordance with the Reward management policy from 2019/20