

Management Report

International Committee for Animal Recording (ICAR)
Budget 2021



Prepared on
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Introduction

In 2020 ICAR has been registered in The Netherlands and operates under Dutch law as an association with trade number for paid services

This budget 2021 presents the figures for both income and expenses from membership and services and for the comparison with 2020 and 2020 forecast we used the information available on 31st October 2020.

1. Budget 2021 ICAR

January - December 2021 (all figures in Euro)

REVENUES	
Membership fees	330.000
Business/certification services	629.180
Other operating income	35.000
TOTAL REVENUES	994.180
EXPENSES	
Employee and contracted services	465.000
Contracted testing and certification services	369.850
Office	29.000
Travel	35.000
Administration (accounts, legal, audit, IT, bank)	45.000
Special projects expenses	40.000
TOTAL OPERATING COSTS	983.850
NET OPERATING PROFIT / (LOSS)	10.330
Other extraordinary income / (expenses)	0
Investment income / (expenses)	0
PROFIT / (LOSS) BEFORE TAXES	10.330
Taxes	0
NET PROFIT / (LOSS)	10.330

REVENUES

1. Membership fees

Total amount to be invoiced to members for annual fees 2021.

2. Business/Certification Services

Income from the business activities in ICAR, certification of devices and members' audits.

31st December 2021	Labels RD	CoQ	ID	RSD	Milk PT	Milk Analysers	InterBeef	Acc. DNA Data Centres	Total
Income	35.000	24.180	300.000	60.000	50.000	30.000	120.000	10.000	629.180
Cost	9.000	6.850	165.000	42.000	25.000	12.000	110.000	0	369.850
Actual Gross Margin	26.000	17.330	135.000	18.000	25.000	18.000	10.000	10.000	259.330
% Gross Margin	74%	72%	45%	30%	50%	60%	0%	100%	41%
Budgeted Gross Margin	26.000	17.330	135.000	18.000	25.000	18.000	10.000	10.000	259.330

3. Other operating income

Income from the contribution from LOC2020 for the organization of the annual conference (€10K), and income from EU SMARTER (€25k).

EXPENSES

4. Employee and contracted Services

Salaries and related social charges / costs related to direct employees of ICAR and cost of engaging external consultant personnel and services to support ICAR in its operations

5. Contracted Testing and Certification Services

The direct costs associated with test and certification laboratories contracted by ICAR (ref income line item 2 direct costs budgeted at 59% of sales income).

6. Office

Total cost to run the office including renting.

7. Travel

Total cost for travel, accommodation and meals of the office, Board, and General Assembly.

8. Administrative services

Cost for outsourcing services (accounting, legal, IT, bank expenses, etc.).

9. Special projects

There are two ICAR special projects earmarked for 2021:

- ICAR Validation Certification Branding (25.000 Euro)
- Interbeef PhD Co-sponsorship with Interbull (15.000 Euro)

NOTE: The income and costs for ID, RD and milk analysers tests will be updated early December.

2. Budget 2020 ICAR vs Budget 2021 ICAR and 2020 Forecast

	<u>Budget 2020</u>	<u>Forecast</u> <u>30th Sep. 2020*</u>	<u>Budget 2021</u>
REVENUES			
Membership fees	314.025	325.575	330.000
Business/certification services	710.254	654.891	629.180
Other operating income	35.000	41.633	35.000
TOTAL REVENUES	1.059.279	1.022.099	994.180
EXPENSES			
Employee and contracted services	463.000	485.000	465.000
Contracted testing and certification services	409.719	404.810	369.850
Office	55.000	50.000	29.000
Travel	45.000	6.000	35.000
Administration (accounts, legal, audit, IT, bank)	55.000	60.000	45.000
Special projects expenses	30.000	27.000	40.000
TOTAL OPERATING COSTS	1.057.719	1.032.810	983.850
NET OPERATING PROFIT / (LOSS)	1.560	- 10.711	10.330
Other extraordinary income / (expenses)	- 55.000	- 70.000	0
Investment income / (expenses)	0	0	0
PROFIT / (LOSS) BEFORE TAXES	- 53.440	- 80.711	10.330
Taxes		0	0
NET PROFIT / (LOSS)	- 53.440	- 80.711	10.330

*Forecast will be updated to end 31st Oct after meeting with Italconsultants 13/11/20

Notes on 2020 Estimate

1. **Membership fees**

The estimate 2020 is based on all requests sent out (at this date 90% paid).

2. **Business / certification services**

Estimate based on tests finished or ongoing and planned to be finalized within 2020.

3. **Other operating income**

Estimate 2020 based on real income for overheads from SMARTER project for the activities of current year. The contribution from LOC2020 has been cancelled as due to the Covid-19 the event did not take place.

4. **Employee and contracted services**

See notes for budget 2021.

5. **Contracted testing and certification services**

As for the income, estimate based on tests finished or ongoing and planned to be finalized within 2020.

6. **Office**

Estimate on track with budget.

7. **Travel**

Due to Covid-19 the estimate is based on real costs at the beginning of 2020, after this date there are no travel expenses.

8. **Administration**

Estimate slightly higher than budgeted due to extra training for new accounting system.

9. **Special project expenses**

Estimate on track with budget.

10. **Other extraordinary income / (expenses)**

Expenses related to the transfer of the seat to Utrecht (legal, notary, labour expert).