

# **GTAP Finances and Staffing**

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# Executive Summary

- **A very good surplus this year \$95K this year**
  - Core staff diverted towards Africa project
  - Version 7 release led to high growth in data sales
  - High course revenue (and low expenses) from two courses
- **Data Sales continue to be high, however increase in upgrades is expected to lower revenue.**
- **Recent addition of new consortium members and accumulated surplus expected to cover new staff:**
  - Levent Aydin joining us in July
  - Angel Aguiar to become full-time later this year
  - Nico van Leeuwen to visit for 6 months
- **Freeze on board member fees at \$19,650p.a.**

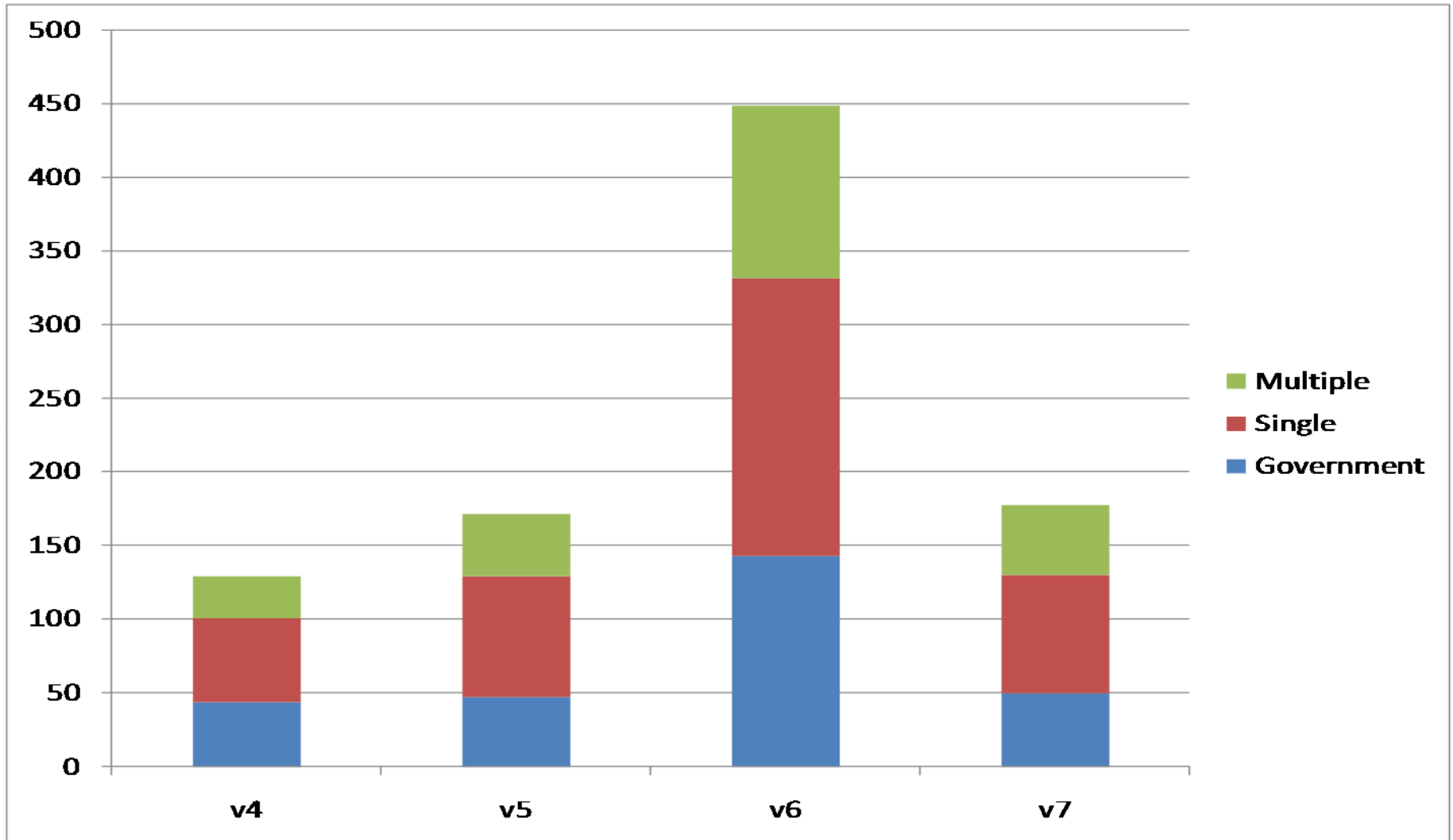
# Outline

- **Finances for this year**
- **Data Sales**
- **Staffing Outlook**
- **Budget for next year**

# CGTA ran a \$95K surplus in FY2009

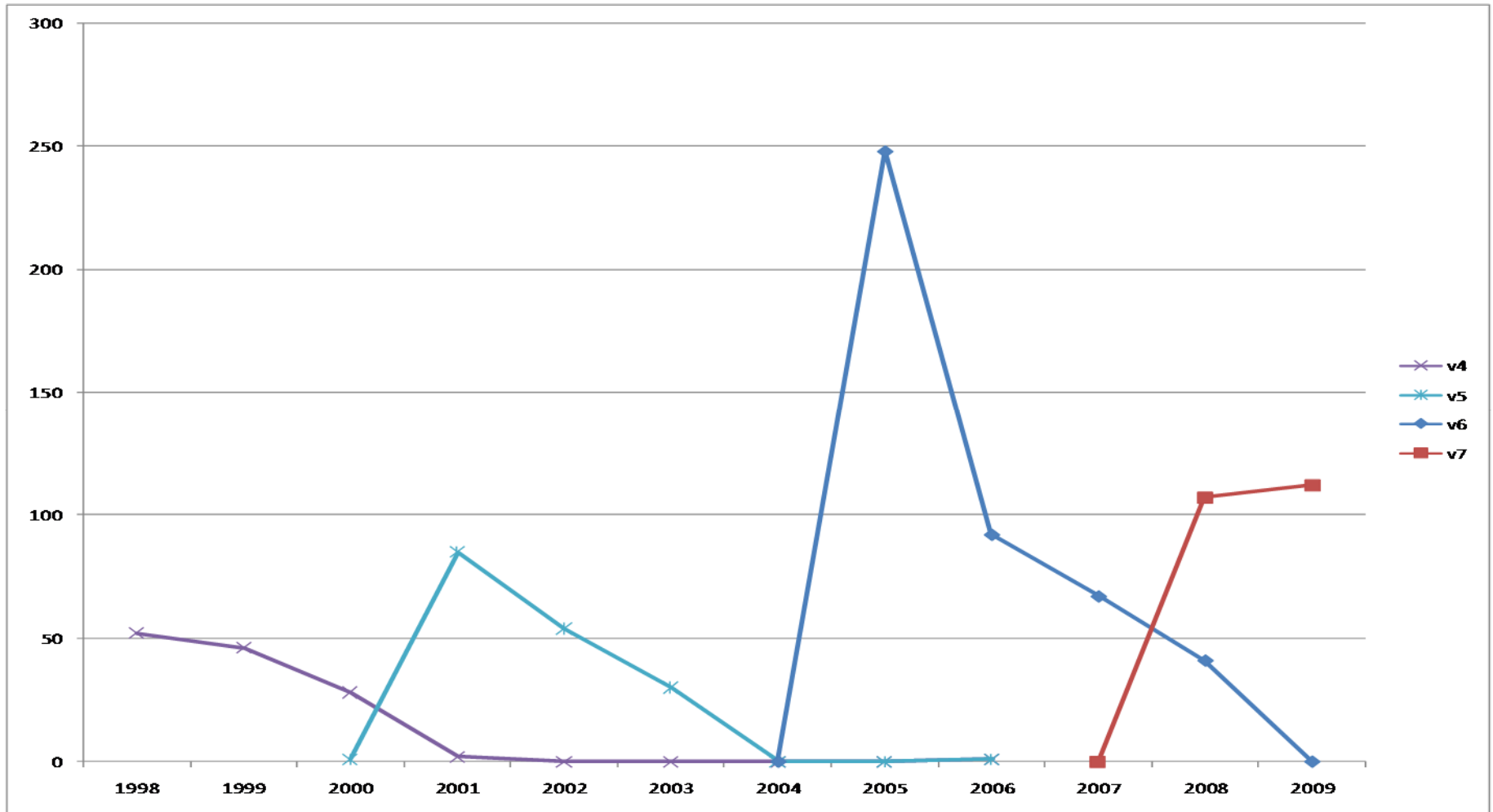
	<b>2007-08 Actual</b>	<b>2008-09 Budget</b>	<b>2008-09 Actual</b>
<b>Consortium fee:</b>	\$18,200	\$18,900	\$18,900
<b>Number of Board payments</b>	24	24	24
<b>Revenue</b>			
Consortium memberships	\$436,800	\$453,600	\$418,099
Data Base sales	\$158,982	\$220,000	\$303,710
Short Course Revenues	\$110,937	\$168,480	\$156,074
Conference Revenue	\$51,853	\$71,139	\$76,496
<b>Total Core Revenue</b>	<b>\$758,572</b>	<b>\$913,219</b>	<b>\$954,379</b>
<b>Expenses</b>			
Staff Expenses	\$541,303	\$590,248	\$538,788
Staff Travel, training, seminars and hiring	\$20,289	\$27,000	\$12,458
Board and conference travel and expenses	\$4,883	\$45,983	\$52,639
Computers and software	\$3,756	\$5,000	\$14,834
Printing and Annual mailout	\$5,684	\$6,000	\$4,322
Data Base Documentation	\$7,787	\$10,000	\$7,287
Postage	\$6,665	\$10,000	\$2,862
Other office expenses	\$8,143	\$10,000	\$8,200
Short Course Expenses (excluding staff costs)	\$70,845	\$138,480	\$101,853
Conferences	\$66,091	\$71,139	\$94,639
Consultants and seminars	\$10,000		\$20,629
<b>Total expenses</b>	<b>\$745,447</b>	<b>\$913,850</b>	<b>\$858,510</b>
<b>Surplus or deficit</b>	<b>\$13,125</b>	<b>-\$631</b>	<b>\$95,868</b>

# Data Base Sales high in first year!



# Data Base Sales in first two years similar to v6

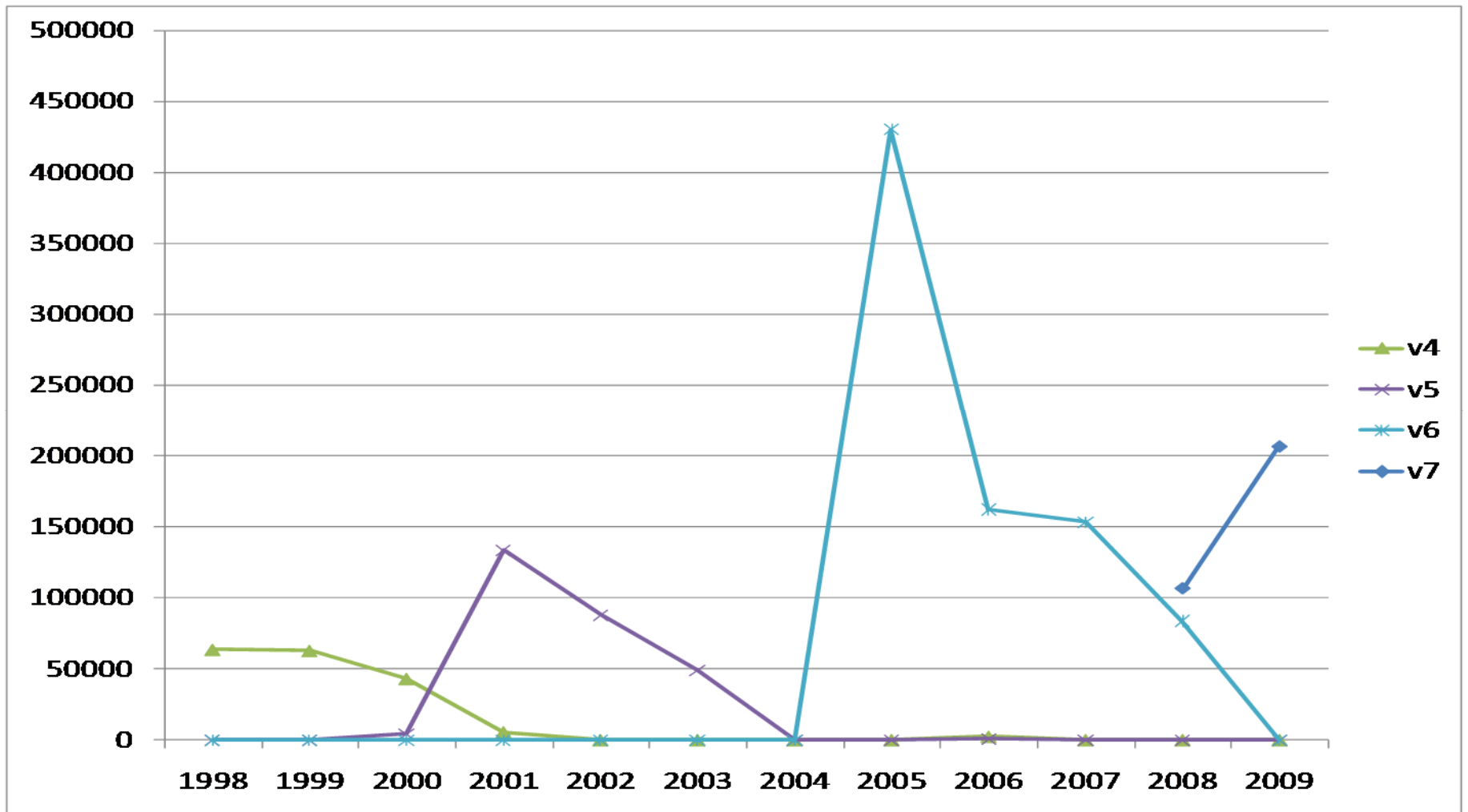
## similar to v6



# Proportion of Upgrades in Total Sales is significant

	Government	Single	Multiple
v4	20%	16%	25%
v5	28%	29%	26%
v6	28%	21%	23%
v7	68%	54%	57%

# But Revenue is not as strong!





# 2009 Staffing Outlook

Thomas Hertel  
*Executive Director*

Robert McDougall  
*Deputy Director*

Terrie Walmsley  
*Director*

Wally Tyner  
*Senior Policy Advisor*

Badri Narayanan  
*Data Base Specialist  
(construction)*

Ginger Batta  
*Information  
Technology Specialist*





Alla Golub  
*Research Economist*

Angel Aguiar  
*Data Base Specialist  
(I-O data)*

Meghan Alexander  
*Program Manager*

Levent Aydin  
*Data Base Specialist  
(energy data)*

Nico van Leeuwen  
*Visitor*

-  Partially funded by core
-  Funded primarily by core
-  Funded by special research projects/Dept
-  Funded new positions

# **Future Staffing Strategies**

- **Strategic collaboration with board members**
- **Computer Science Graduate**
- **Courses**
- **Testing remote working**
- **Competitive promotion path**

# Accumulated surplus to fund new staff

	<b>2008-09 Actual</b>	<b>2009-10 Budget</b>
<b>Consortium fee:</b>	\$18,900	\$19,650
<b>Number of Board payments</b>	24	27
<b>Revenue</b>		
Consortium memberships	\$418,099	\$530,550
Data Base sales	\$303,710	\$220,000
Short Course Revenues	\$156,074	\$130,610
Conference Revenue	\$76,496	\$74,000
<b>Total Core Revenue</b>	<b>\$954,379</b>	<b>\$955,160</b>
<b>Expenses</b>		
Staff Expenses	\$538,788	\$734,350
Staff Travel, training, seminars and hiring	\$12,458	\$35,000
Board and conference travel and expenses	\$52,639	\$52,483
Computers and software	\$14,834	\$12,000
Printing and Annual mailout	\$4,322	\$5,000
Data Base Documentation	\$7,287	
Postage	\$2,862	\$5,000
Other office expenses	\$8,200	\$10,000
Short Course Expenses (excluding staff costs)	\$101,853	\$120,000
Conferences	\$94,639	\$74,000
Consultants and seminars	\$20,629	
<b>Total expenses</b>	<b>\$858,510</b>	<b>\$1,047,833</b>
<b>Surplus or deficit</b>	<b>\$95,868</b>	<b>-\$92,673</b>