



# 2014 ANNUAL REPORT

Central America Poultry  
Export Quota, Inc.

## MISSION STATEMENT

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The Central America Poultry Export Quota, Inc. is a not-for-profit corporation established to manage on an open tender basis the tariff-rate quotas (TRQs) for chicken leg quarters granted by El Salvador, Guatemala, Honduras, and Nicaragua to the United States under the terms of the United States-Dominican Republic-Central America Free Trade Agreement (DR-CAFTA). CA-PEQ is also tasked with distributing the proceeds received from the aforementioned tender process for the benefit of the poultry industries of El Salvador, Guatemala, Honduras, Nicaragua, and the United States.

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\* CA-PEQ's mission was established under the terms of an Export Trade Certificate of Review, issued by the U.S. Department of Commerce on January 20, 2006, and published in the Federal Register on February 9, 2006/ Vol. 71, No. 27.

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## 1. CHAIRMAN'S LETTER

In 2014, the Central American Poultry Export Quota (CA-PEQ) generated \$3.25 million in revenues through an open and public auction system for the allocation of tariff rate quota (TRQs) for chicken leg quarters (CLQs) granted by El Salvador, Guatemala, Honduras and Nicaragua under the Dominican Republic – Central America Free Trade Agreement (DR-CAFTA) to the United States. This represents a decrease in revenues of approximately 12% compared to 2013 resulting from market conditions.

In 2014, project funding totaled \$3.2 million, an increase of 92% compared with 2013. Net proceeds from open tenders are used to fund export market development, educational, scientific and technical projects to benefit the poultry industries of the participating countries. These projects required the use of \$134,000 in accumulated funds, strictly saved for these purposes (see Figure A for distribution of funds).

Projects in 2014 included funding for existing successful programs, new programs and information sharing, which may be summarized as follows:

- ❖ Technical and financial support for Sanitary and Phytosanitary national programs (El Salvador, Honduras and Nicaragua);
- ❖ Training activities for the benefit of the poultry industry (El Salvador, Honduras and Nicaragua);
- ❖ National Poultry Summit (Honduras);

- ❖ Technical support towards gaining equivalency with the US poultry health system (El Salvador, Honduras);
- ❖ Projects to reduce malnutrition at public schools (El Salvador, Guatemala and Honduras);
- ❖ Participation in local and international poultry fora (El Salvador, Honduras and Nicaragua);
- ❖ Consumer and advertising campaigns (El Salvador, Guatemala and Honduras);
- ❖ Support for technical services, communications, marketing, and economic analysis programs and strategic program development (United States); and,
- ❖ Web-based solutions for easier access of poultry trade information and education (United States).

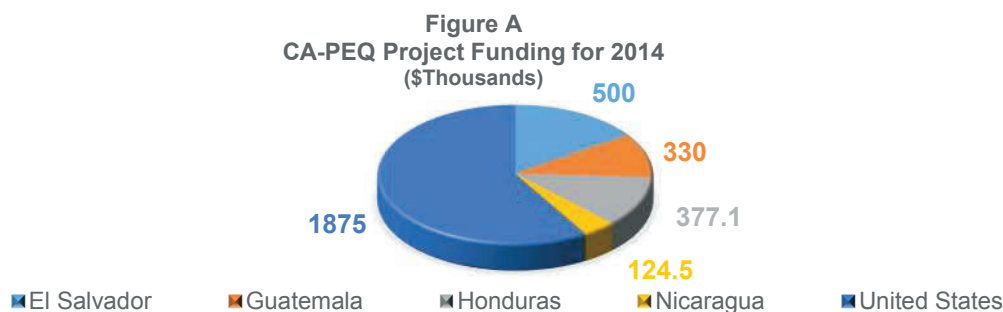
As a result of the implementation of these and prior programs, CA-PEQ has made significant contributions to the participating poultry industries that have enhanced poultry health systems, improved industry technical expertise and increased poultry and egg consumption, among others.

Under my term as Chair in 2015, I look forward to keep supporting these successful efforts in coordination with the board and officers of CA-PEQ.

Sincerely,



Steven Anderson, Chairman



# CA-PEQ Central America Poultry Export Quota, Inc.

## 2. DIRECTORS AND OFFICERS

Pursuant to CA-PEQ's bylaws and the Export Trade Certificate of Review (ETCR) approved by the U.S. Department of Commerce, the members of CA-PEQ are the national trade associations representing the poultry industries of El Salvador, Guatemala, Honduras, Nicaragua, and the United States. An eight-member Board of Directors appointed by these associations governs CA-PEQ.

### DIRECTORS FOR 2014:



**Francisco Arriaza**  
Chairman  
*ANAVI - Guatemala*



**Steven Anderson**  
Vice-Chairman  
*USAPEEC United States*



**Alfredo Velez**  
Director  
*ANAPA - Nicaragua*



**Agustin Martinez**  
Director  
*AVES – El Salvador*



**Adalberto Discua**  
Director  
*FEDAVIH - Honduras*



**James Sumner**  
Director  
*USAPEEC – United States*



**Nancy Haas**  
Director  
*USAPEEC – United States*



**Butch Johnson**  
Director  
*USAPEEC – United States*

## CA-PEQ Central America Poultry Export Quota, Inc.

### OFFICERS FOR 2014:

In addition to Mr. Arriaza who served as Chairman, and Mr. Anderson who served as Vice-Chairman, Mateo Paz-Soldan and Violeta Gutierrez from DTB Associates, LLP, CA-PEQ's Administrator, were appointed by CA-PEQ's board as Secretary and Treasurer respectively.



**Mateo Paz-Soldan**  
Secretary  
*DTB Associates, LLP*



**Violeta Gutierrez**  
Treasurer  
*DTB Associates, LLP*

\* During the 2014 Annual Meeting held on January 14, 2014 Mr. Farid Kattum was ratified for service on the board by FEDAVIH. On March 27, 2014, following the election of FEDAVIH's board, Mr. Adalberto Discua was appointed to serve as the new board member for CA-PEQ. Mr. Kattum remained FEDAVIH's alternate representative on CA-PEQ's board.

### 3. OPEN-TENDER PROCESS AND RESULTS

Under the terms of the ETCR, CA-PEQ is tasked with managing the tariff rate quotas (TRQs) for chicken leg quarters (CLQs) established for each participating country on a yearly basis, as stipulated in the DR-CAFTA. [1] CA-PEQ administers these TRQs through an open tender process, or auction, with certificates for duty-free shipments of CLQs awarded to the highest bidders, pursuant to ETCR requirements. Notice of each open tender process is published in advance both in the U.S. and in the Central American country whose TRQ tranche is being auctioned. Bid specifications and contents are included in the notice and also published on the CA-PEQ website. Once the open tender closes, results are audited and bidders are notified of the disposition of their bids. The complete results are sent to the governments and consolidated results are made available to the member poultry associations, and to the public on the CA-PEQ website. Open tender proceeds are then maintained in an interest-bearing bank account until funding requests of participating member associations are approved by the CA-PEQ Board (see Section 4).

<sup>[1]</sup> General Notes and Appendix 1 - Tariff Rate Quotas, Annex 3.3 of the text of the DR-CAFTA



# CA-PEQ Central America Poultry Export Quota, Inc.

**Table 1**  
**CA-PEQ Open-Tender Results for 2014**

Country/Category	First Tranche	Second Tranche	Third Tranche	Fourth Tranche	Total
<b>Guatemala</b>	Dec 2 - 6	March 3 - 7	June 2 - 6	Sept 1 - 5	
Available Quota for Auction (MT)	3,151.00	3,150.00	3,150.00	3,150.00	12,601.00
Certificates Awarded (MT)	3,151.00	3,150.00	3,150.00	1,359.00	10,810.00
Average Successful Bid (\$/MT)	\$87.94	\$101.42	\$59.87	\$23.83	\$75.63
Lowest Successful Bid (\$/MT)	\$71.60	\$92.81	\$22.05	\$22.05	\$22.05
Auction Receipts	\$277,108.70	\$319,470.80	\$188,590.82	\$32,381.92	\$817,552.24
<b>Honduras</b>	Dec 1 - 13	Feb 24 - March 7	July 21 - Aug 1		
Available Quota for Auction (MT)	1,247.00	1,247.00	1,247.00		3,741.00
Certificates Awarded (MT)	1,247.00	1,247.00	1,120.75		3,614.75
Average Successful Bid (\$/MT)	\$235.28	\$142.90	\$92.60		\$159.17
Lowest Successful Bid (\$/MT)	\$150.00	\$22.05	\$22.04		\$22.04
Auction Receipts	\$293,393.70	\$178,197.45	\$103,782.14		\$575,373.29
<b>El Salvador</b>	Feb 10 - 14	June 9 - 13	Sept 8 - 12		
Available Quota for Auction (MT)	1,083.00	1,082.00	1,082.00		3,247.00
Certificates Awarded (MT)	1,083.00	1,082.00	751.80		2,916.80
Average Successful Bid (\$/MT)	\$398.01	\$408.27	\$171.23		\$343.37
Lowest Successful Bid (\$/MT)	\$350.00	\$375.00	\$26.00		\$26.00
Auction Receipts	\$431,050.00	\$441,750.00	\$128,728.80		\$1,001,528.80
<b>Nicaragua</b>	Nov 4 - 8	March 10 - 14			
Available Quota for Auction (MT)	1,326.00	896.00			2,222.00
Certificates Awarded (MT)	1,326.00	896.00			2,222.00
Average Successful Bid (\$/MT)	\$378.42	\$392.12			\$383.95
Lowest Successful Bid (\$/MT)	\$269.00	\$336.85			\$269.00
Auction Receipts	\$501,783.50	\$351,343.03			\$853,126.53
YEAR-TO-DATE RECEIPTS					\$3,247,580.86
YEAR-TO-DATE TONS AWARDED					19,563.55
YEAR-TARIFF RATE QUOTA (MT)					21,811.00

\*Data compiled from audited financial statements and published information at [www.ca-peq.org](http://www.ca-peq.org)

# CA-PEQ Central America Poultry Export Quota, Inc.

**Table 2**  
**CA-PEQ Open-Tender Auction Receipts and Certificates Awarded for 2014 (%)**

Country	Certificates Awarded		Auction Receipts	
Guatemala	10,810.00	55.26%	\$817,552.24	25.17%
El Salvador	2,916.80	14.91%	\$1,001,528.80	30.84%
Honduras	3,614.75	18.48%	\$575,373.29	17.72%
Nicaragua	2,222.00	11.36%	\$853,126.53	26.27%
Total	19,563.55	100.00%	\$3,247,580.86	100.00%

The list of winners in the open tenders held for 2014 are published on the CA-PEQ website. These winners were:

- Americas Consulting Group, LLC – Marietta, GA
- Bajamar Trading Corp - Village of Pinecrest, FL
- Cargill Food Distribution, Wichita, KS
- Distributed J. Quan Co. – San Francisco, California
- Northwestern Meat, Inc. - Miami, FL
- Hakan USA Inc. - Broadway, VA
- Intertrade Purchasing & Consulting, Inc. - Miami, FL
- Interra International, Inc. - Atlanta, GA
- Intervision Foods, LLC - Atlanta, GA
- Lamex Foods, Inc., Bloomington, MN
- Merinter, Inc. - Miami, FL
- Micro Steps, Inc. – Coral Gables, FL
- Oxford Services, Inc. - Miami, FL
- PS International Ltd. – Chapel Hill, NC
- Quirch Foods - Miami, FL
- Ronald A. Chisholm (USA) Inc. – Linden, MI
- Terra Foods Trading – Aventura, FL

In 2014, open tender receipts for the right to import CLQs duty free into El Salvador, Guatemala, Honduras and Nicaragua totaled \$3.25 million. Total open tender revenues decreased 11.88% from 2013. A combined quota of 21,811 metric tons (MT) was offered for auction, of which almost 90% was awarded. On a country by country basis, awarded certificates corresponded to: Guatemala (55%); El Salvador (15%); Honduras (19%); and Nicaragua (11%), while their respective open tender revenues amounted to 25%, 31%, 18%, and 26% of the total. The highest average successful bid was \$343.37/MT and the lowest successful bid \$22.04/MT. See Table 1 on page 6 and Table 2 on page 7 for more information.

## 4. DISPOSITION OF PROCEEDS

One of the main purposes of CA-PEQ under the ETCR is to distribute net proceeds generated by the open tenders to fund projects in export market development, educational, scientific, and technical categories for the benefit of the poultry industries of El Salvador, Guatemala, Honduras, Nicaragua and the United States. After paying operating expenses at the end of each year, the Administrator distributes the remaining proceeds to fund capacity building projects in the abovementioned categories. As established in the ETCR, proceeds are distributed between USAPEEC (50%) and the poultry industries of El Salvador, Guatemala, Honduras and Nicaragua (50%), based on the TRQ allocated to each Central American country. The following is a country by country overview of how the proceeds were used in 2014.



## CA-PEQ Central America Poultry Export Quota, Inc.

### EL SALVADOR

In 2014, the Poultry Association of El Salvador (AVES) received from CA-PEQ a total of \$500,000 to fund the following project: “Continuation of technical and financial cooperation to improve El Salvador’s Avian Health Program and consumer advertising campaign, including a pilot program to validate and make public the possibility for reducing malnutrition through consumption of poultry products.”

The activities funded by this project are grouped in the established ETCR categories as follows:

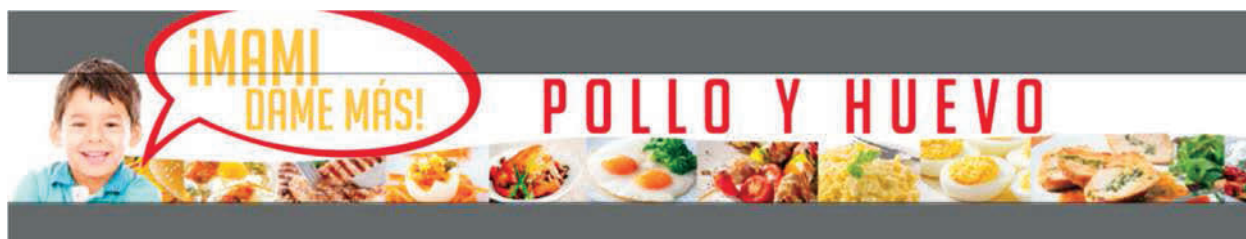
#### *Market Development*

1. An integrated media and marketing strategy was implemented to emphasize the benefit of consuming poultry products as the “Healthiest and most Affordable Choice.” Activities focused on enhancing the image, top-of-mind awareness and promotion of poultry products.
2. A pilot survey was conducted in rural areas where malnutrition is a social problem. This effort aimed to demonstrate that regular consumption of poultry products could positively reduce malnutrition.
3. A handbook was designed to develop and implement a poultry traceability system for movement and transportation activities (point of origin and destination).
4. Support for a system to monitor, report, and publish available data of local producers and trade partners to allow public laboratories or accredited private laboratories to certify selected areas free from poultry diseases. The use and update of this system will allow El Salvador to demonstrate that it is free from diseases that restrict trade of poultry products.

#### *Scientific and Technical*

3. AVES continued supporting the national poultry health program, which is a nationwide system of prevention, control and eradication of poultry diseases, in partnership with the Animal Health

**Figure B**



Source: AVES

## GUATEMALA

In 2014, the Poultry Association of Guatemala (ANAVI) received from CA-PEQ a total of \$330,000 to fund two projects: 1) “The use of poultry products to fight malnutrition in Guatemalan children” (second phase); and 2) “Consumer advertising campaign.”

These projects and their respective activities correspond to the following category under the ETCR:

### *Market Development*

1. The second phase of the pilot project: “The use of poultry products to fight malnutrition in Guatemalan children” was implemented using previous methodology to deliver cost-effective school meals of high nutritional value, such as hard-boiled eggs and chicken sausages, to low-income children. The meals were prepared during a six month period by a parental board in two public schools, and were followed by testing for improved nutrition. This project was part of the local poultry sector’s corporate social responsibility efforts and was supportive of the government’s program “Hambre Cero” (Zero Hunger). See Figure C.
2. The “Consumer advertising campaign” project is a yearly media campaign (radio advertisements and point of purchase displays) under the slogan “Coma Sano, Coma Pollo” (Eat Healthy, Eat Chicken) developed to inform consumers that poultry products are an important source of protein and overall nutrition. This campaign has resulted in increased public awareness of poultry as a healthy and affordable food, which in turn has boosted national poultry consumption: 89% of the population prefers chicken versus 69% beef, and 25% pork. See Figure D.

**Figure C**  
**Meeting between ANAVI and the Guatemalan Government for the Second Phase of the Pilot Project to Fight Malnutrition**



Source: ANAVI

**Figure D**  
**Consumer Advertising Campaign**



Source: ANAVI

# CA-PEQ Central America Poultry Export Quota, Inc.

## HONDURAS

In 2014, the Poultry Federation of Honduras (FEDAVIH) received from CA-PEQ a total of \$377,119 to fund the following project: “Keep Honduras free from avian diseases restrictive to trade; comply with USDA requirements to export poultry meat to the U.S. and other countries; educational programs and consumer advertising campaign.”

The activities developed under this project are grouped into the following ETCR categories:

### *Market Development*

1. A nationwide media campaign was designed and implemented to promote the nutritional benefits and affordability of chicken meat to enjoy good health through increased consumption. The campaign used the image of a national soccer star. See Figure E.

laboratory equipment, purchase of vaccines and pathogen-free fertile eggs, and geographic references for poultry.

2. A pilot project was implemented at one public school to highlight the nutritional benefits of egg consumption in children. See Figure F.

### *Educational*

4. Educational lectures were provided to members of the Honduran association of nutritionists and dietitians.

### *Scientific and Technical*

3. FEDAVIH has signed several agreements with SENASA-SAG, the Honduran Ministry of Agriculture’s sanitary and phytosanitary (SPS) agency, for the National Poultry Program. This on-going activity used funds to provide diagnostic tests and analysis for Newcastle, Avian Influenza and other diseases and

5. A Christmas festival was sponsored that included cooking classes using chicken and egg recipes by the internationally renowned chef Hernando Moreno. See Figure G.

6. The second Honduran National Poultry Summit was organized with the attendance of more than 150 participants, offering lectures by renowned international speakers. See Figure H.

# CA-PEQ Central America Poultry Export Quota, Inc.

**Figure E**  
**Consumer Advertising Campaign**



Source: FEDAVIH

**Figure F**  
**Egg Nutrition Pilot Project at Public School**



Source: FEDAVIH

**Figure G**  
**Christmas Festival**



Source: FEDAVIH

**Figure H**  
**Second National Poultry Summit**



Source: FEDAVIH

## CA-PEQ Central America Poultry Export Quota, Inc.

### NICARAGUA

In 2014, the National Association of Egg, Poultry and Animal Feed Producers of Nicaragua (ANAPA) received from CA-PEQ a total of \$124,500 to fund the following project: “ANAPA’s 2014 support for enhancing regional trade capabilities, poultry animal health status recognition, and education and participation in international poultry organizations.”

The activities funded are grouped into the following ETCR category:

#### *Scientific and Technical*

1. CA-PEQ funds helped finance the National Poultry Surveillance Program, a joint program between ANAPA and the Ministry of Agriculture and Forestry (MAG-FOR), which aims to keep Nicaragua free of Avian Influenza, Newcastle disease, and Avian Infectious Laryngotracheitis in order to strengthen surveillance, food security and improve production in local and export markets. See Figure I.
2. An SPS expert was hired as liaison between ANAPA and the Nicaraguan government to organize training and other activities under the National Avian Health
3. ANAPA’s participation in the International Poultry Council (IPC) including membership dues and participation.
4. ANAPA technical staff participated in the Regional Technical Committee on Avian Health (linked to OIRSA) to develop technical regulations within the Central American Customs Union.

**Figure I**  
**Signing of the National Poultry Surveillance Program Between ANAPA and MAG-FOR**



Source: MAGFOR



## UNITED STATES

In 2014, the United States Poultry & Egg Export Council (USAPEEC) received from CA-PEQ a total of \$1,875,000 to fund the following projects: 1) Expansion of USAPEEC Scientific/Technical Programs to Counter Trade Barriers; expansion of USAPEEC's Communications Services which will allow more of an outreach through web based and social media program; and Expansion of Market Development Activities in an effort to maintain, expand and open new markets for U.S. poultry & eggs; and 2) "USAPEEC Scientific, Educational, Research, & Marketing Programs" (two projects)

The activities funded are grouped into the following ETCR categories:

### *Market Development*

1. Continued support for USAPEEC's Marketing Programs by helping fund the oversight and expansion of 75 existing markets worldwide while seeking to open new markets for U.S. poultry and eggs, focusing on trade development, market research, and planning. The project included partial funding for 14 international offices and consultants. See Figure J.
2. Support for strategic program development, aimed to oversee USAPEEC's involvement in export market development, training and scientific and technical projects.
3. Funding for communications and public relations strategies, focused on expansion of web based programs to allow easier access of trade information, social media, and education to target audiences

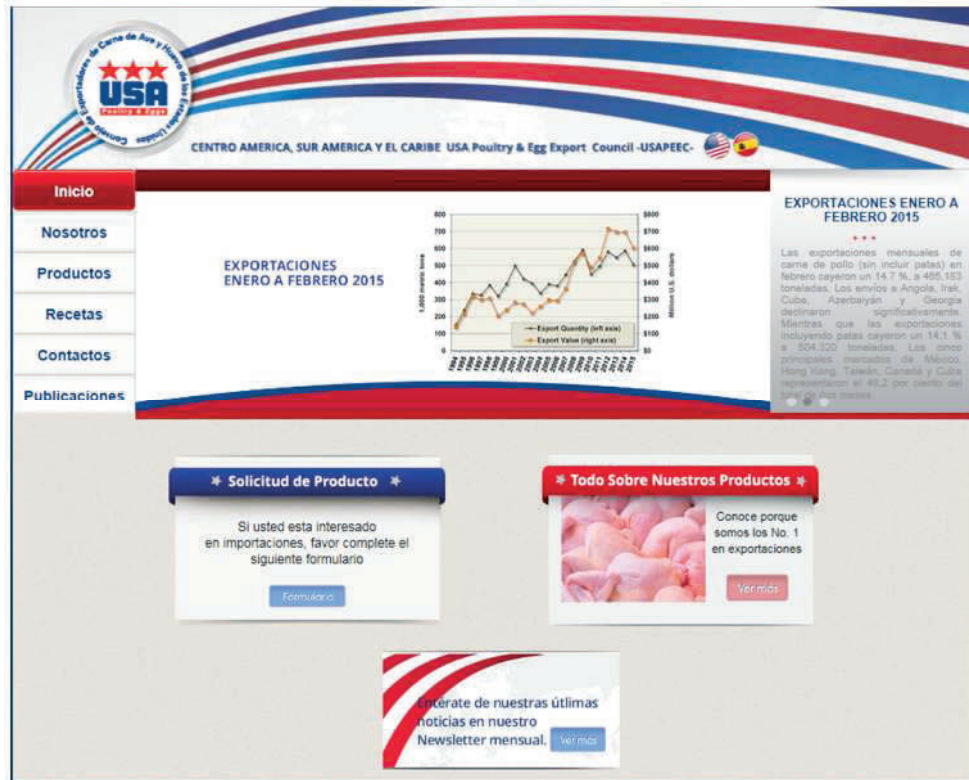
worldwide on the safety, reliability, and versatility of U.S. poultry and egg products. In addition, funds helped USAPEEC to become more proactive with international media to address issues affecting the trade of U.S. poultry and eggs.

### *Scientific and Technical*

4. Sustained funding for the expansion of USAPEEC's Technical Services Program, designed to identify barriers to trade through scientific research for the U.S. government, as well as educational outreach of foreign government officials on the U.S. Department of Agriculture (USDA) inspection system for poultry and eggs and U.S. production systems.
5. Continued funding for USAPEEC's Research and Economic Analysis program. Use of funds included hiring a full-time expert for economic analysis in target markets worldwide.



**Figure J**  
**USAPEEC's Marketing Programs**  
**(Latin American website)**



Source: USAPEEC (<http://www.usapeec-latam.org/>)

# CA-PEQ Central America Poultry Export Quota, Inc.

## 5. AUDITED FINANCIAL STATEMENTS

### A. Statements of Financial Position / December 31, 2014 and 2013

	2014	2013
<b>ASSETS</b>		
Current Assets		
Cash in bank	\$ 6,709,986	\$ 6,929,557
Accounts receivable	37,498	37,722
Total Current Assets	<u>6,747,484</u>	<u>6,967,279</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 6,747,484</u></b>	<b><u>\$ 6,967,279</u></b>
<b>LIABILITIES AND NET ASSETS</b>		
Current Liabilities		
Accounts payable	\$ 3,807	\$ 2,756
Deferred auction revenue	985,716	1,072,286
Total Current Liabilities	<u>989,523</u>	<u>1,075,042</u>
Net Assets		
Temporarily Restricted Funds		
Project Funds-Central America		
El Salvador	501,769	517,530
Guatemala	684,607	659,680
Honduras	253,249	365,996
Nicaragua	788,281	499,305
Project Funds-United States	<u>3,530,055</u>	<u>3,849,726</u>
Total Net Assets	<u>5,757,961</u>	<u>5,892,237</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 6,747,484</u></b>	<b><u>\$ 6,967,279</u></b>

\*Information in this annual report is compiled from audited financial statements.

# CA-PEQ Central America Poultry Export Quota, Inc.

## B. Statement of Activities and Changes in Net Assets / Year ended December 31, 2014 and 2013, Including Operating Expenses

### 2014

	General Operating Fund	Temporarily Restricted Funds					
		El Salvador	Guatemala	Honduras	Nicaragua	United States	Total
<b>Revenues</b>							
Auction revenues							
El Salvador	\$ 1,001,529	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,001,529
Guatemala	817,552	-	-	-	-	-	817,552
Honduras	575,373	-	-	-	-	-	575,373
Nicaragua	853,127	-	-	-	-	-	853,127
Total Auction Revenues	3,247,581	-	-	-	-	-	3,247,581
Membership fees	37,500	-	-	-	-	-	37,500
Investment income	-	572	1,877	395	1,013	7,089	10,946
Total Revenues Collected	3,285,081	572	1,877	395	1,013	7,089	3,296,027
<b>Expenses Paid</b>							
Accounting and auditing	7,687	-	-	-	-	-	7,687
Advertising	29,556	-	-	-	-	-	29,556
Bank fees	1,745	-	-	-	-	-	1,745
Consulting and management fees	156,112	-	-	-	-	-	156,112
Legal fees	7,004	-	-	-	-	-	7,004
Licenses and filing fees	324	-	-	-	-	-	324
Meetings	6,472	-	-	-	-	-	6,472
Postage and delivery	3,577	-	-	-	-	-	3,577
Printing and reproduction	2	-	-	-	-	-	2
Project costs	-	500,000	330,000	377,120	124,500	1,875,000	3,206,620
Telephone	151	-	-	-	-	-	151
Travel	3,758	-	-	-	-	-	3,758
Website expenses	7,295	-	-	-	-	-	7,295
Total Expenses Paid	223,683	500,000	330,000	377,120	124,500	1,875,000	3,430,303
Change in Net Assets	3,061,398	(499,428)	(328,123)	(376,725)	(123,487)	(1,867,911)	(134,276)
Transfer from general to temporarily restricted funds	(3,061,398)	483,667	353,050	263,978	412,463	1,548,240	-
Net Change After Transfer	-	(15,761)	24,927	(112,747)	288,976	(319,671)	(134,276)
Net Assets, Beginning of Year	-	517,530	659,680	365,996	499,305	3,849,726	5,892,237
Net Assets, End of Year	\$ -	\$ 501,769	\$ 684,607	\$ 253,249	\$ 788,281	\$ 3,530,055	\$ 5,757,961

\*Information in this annual report is compiled from audited financial statements.

# CA-PEQ Central America Poultry Export Quota, Inc.

## 2013

	General Operating Fund	Temporarily Restricted Funds					
		El Salvador	Guatemala	Honduras	Nicaragua	United States	Total
<b>Revenues</b>							
Auction revenues							
El Salvador	\$ 1,073,577	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,073,577
Guatemala	1,229,599	-	-	-	-	-	1,229,599
Honduras	788,655	-	-	-	-	-	788,655
Nicaragua	593,557	-	-	-	-	-	593,557
Total Auction Revenues	3,685,388	-	-	-	-	-	3,685,388
Membership fees	37,500	-	-	-	-	-	37,500
Investment income	-	823	1,983	311	1,020	5,815	9,952
Total Revenues Collected	3,722,888	823	1,983	311	1,020	5,815	3,732,840
<b>Expenses Paid</b>							
Accounting and auditing	7,315	-	-	-	-	-	7,315
Advertising	27,949	-	-	-	-	-	27,949
Bank fees	1,625	-	-	-	-	-	1,625
Charitable contributions	10,000	-	-	-	-	-	10,000
Consulting and management fees	157,180	-	-	-	-	-	157,180
Legal fees	15,025	-	-	-	-	-	15,025
Licenses and filing fees	61	-	-	-	-	-	61
Meetings	5,858	-	-	-	-	-	5,858
Office supplies	69	-	-	-	-	-	69
Postage and delivery	5,510	-	-	-	-	-	5,510
Printing and reproduction	2,045	-	-	-	-	-	2,045
Project costs	-	340,000	325,000	499,712	234,700	275,000	1,674,412
Telephone	173	-	-	-	-	-	173
Website expenses	5,533	-	-	-	-	-	5,533
Total Expenses Paid	238,343	340,000	325,000	499,712	234,700	275,000	1,912,755
Change in Net Assets	3,484,545	(339,177)	(323,017)	(499,401)	(233,680)	(269,185)	1,820,085
Transfer from general to temporarily restricted funds	(3,484,545)	520,316	542,161	377,068	285,162	1,759,838	-
Net Change After Transfer	-	181,139	219,144	(122,333)	51,482	1,490,653	1,820,085
Net Assets, Beginning of Year	-	336,391	440,536	488,329	447,823	2,359,073	4,072,152
Net Assets, End of Year	\$ -	\$ 517,530	\$ 659,680	\$ 365,996	\$ 499,305	\$ 3,849,726	\$ 5,892,237

\*Information in this annual report is compiled from audited financial statements.

# CA-PEQ Central America Poultry Export Quota, Inc.

## C. Statements of Cash Flows / Years ended December 31, 2014 and 2013

	2014	2013
<b>Cash Flows From Operating Activities:</b>		
Net change in net assets	\$ (134,276)	\$ 1,820,085
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
(Increase) decrease in:		
Accounts receivable	224	326
Increase (decrease) in:		
Accounts payable	1,051	(3,958)
Deferred auction income	(86,570)	(8,038)
<b>Net Cash Provided (Used) by Operating Activities</b>	<b>(219,571)</b>	<b>1,808,415</b>
<b>Cash and Cash Equivalents at Beginning of Year</b>	<b>6,929,557</b>	<b>5,121,142</b>
<b>Cash and Cash Equivalents at End of Year</b>	<b>\$ 6,709,986</b>	<b>\$ 6,929,557</b>

\*Information in this annual report is compiled from audited financial statements.

