

**CALIFORNIA AVOCADO COMMISSION  
2016-17 BUDGET  
AMENDMENT NO. 1**

APPROVED BY CAC BOARD 2/16/17

| ACCT<br>CODE                         | REVENUES:   | 2016-17                 |               | 2016-17              |               | ORIGINAL vs AMEND #1   |                   | COMMENT   |
|--------------------------------------|---|-------------------------|---------------|----------------------|---------------|------------------------|-------------------|---|
|                                      |   | AMENDMENT #1            | %             | BUDGET               | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |   |
| 40001                                | CAC Assessment Revenue                              | \$5,060,000             | 53.0%         | \$5,060,000          | 53.9%         | \$0                    | 0.00%             | Assessment rate 2.30%, crop size 200 MM lbs, price \$1.10 |
| 40011                                | HAB 85% Rebate Assessment Revenue                   | \$3,952,500             | 41.4%         | \$3,952,500          | 42.1%         | \$0                    | 0.00%             |   |
|                                      | <b>Sub-Total Assessment Revenues</b>                | <b>\$9,012,500</b>      | <b>94.4%</b>  | <b>\$9,012,500</b>   | <b>96.0%</b>  | <b>\$0</b>             | <b>0.00%</b>      |   |
| 42001                                | Administration & Accounting Fee Revenue (AIP)       | \$61,000                | 0.6%          | \$61,000             | 0.6%          | \$0                    | 0.00%             |   |
| 46010                                | Grant Funding                                       | \$396,016               | 4.1%          | \$236,438            | 2.5%          | \$159,578              | 67.49%            | Increase for CDFA Grant funding                           |
| 48001                                | Interest Income                                     | \$14,400                | 0.2%          | \$14,400             | 0.2%          | \$0                    | 0.00%             |   |
| 48009                                | Other Income  | \$65,000                | 0.7%          | \$65,000             | 0.7%          | \$0                    | 0.00%             |   |
|                                      | <b>Sub-Total Other Revenues</b>                     | <b>\$536,416</b>        | <b>5.6%</b>   | <b>\$376,838</b>     | <b>4.0%</b>   | <b>\$159,578</b>       | <b>42.35%</b>     |   |
|                                      | <b>Total Revenues</b>                               | <b>\$9,548,916</b>      | <b>100.0%</b> | <b>\$9,389,338</b>   | <b>100.0%</b> | <b>\$159,578</b>       | <b>1.70%</b>      |   |
| ACCT<br>CODE                         | EXPENDITURES: Marketing Programs                    | 2016-17<br>AMENDMENT #1 | %             | 2016-17<br>BUDGET    | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE | COMMENT   |
| 51000 & 55000                        | Consumer Marketing                                  | \$4,636,980             | 36.0%         | \$4,636,980          | 36.4%         | \$0                    | 0.00%             |   |
| 54000                                | Consumer Public Relations                           | \$524,500               | 4.1%          | \$524,500            | 4.1%          | \$0                    | 0.00%             |   |
| 54000                                | Consumer Registered Dietitian Nutritionist Program  | \$88,750                | 0.7%          | \$88,750             | 0.7%          | \$0                    | 0.00%             |   |
| 52000                                | Merchandising Promotions                            | \$1,516,270             | 11.8%         | \$1,516,270          | 11.9%         | \$0                    | 0.00%             |   |
| 53000                                | Foodservice   | \$684,000               | 5.3%          | \$684,000            | 5.4%          | \$0                    | 0.00%             |   |
| 59000                                | Marketing Activities Support                        | \$259,500               | 2.0%          | \$259,500            | 2.0%          | \$0                    | 0.00%             |   |
|                                      | <b>Sub-Total Marketing Programs</b>                 | <b>\$7,710,000</b>      | <b>59.8%</b>  | <b>\$7,710,000</b>   | <b>60.6%</b>  | <b>\$0</b>             | <b>0.00%</b>      |   |
| EXPENDITURES: Non-Marketing Programs |   |                         |               |                      |               |                        |                   |   |
| 64000                                | Industry Affairs                                    | \$760,650               | 5.9%          | \$760,650            | 6.0%          | \$0                    | 0.00%             |   |
| 65000                                | Production Research                                 | \$646,864               | 5.0%          | \$646,864            | 5.1%          | \$0                    | 0.00%             |   |
| 66010                                | Grant Programs                                      | \$396,016               | 3.1%          | \$236,438            | 1.9%          | \$159,578              | 67.49%            | See details below   |
| 70000                                | Administration                                      | \$3,374,151             | 26.2%         | \$3,374,151          | 26.5%         | \$0                    | 0.00%             |   |
|                                      | <b>Sub-Total Non-Marketing Programs</b>             | <b>\$5,177,681</b>      | <b>40.2%</b>  | <b>\$5,018,103</b>   | <b>39.4%</b>  | <b>\$159,578</b>       | <b>3.18%</b>      |   |
|                                      | <b>Total Expenditures</b>                           | <b>\$12,887,681</b>     | <b>100.0%</b> | <b>\$12,728,103</b>  | <b>100.0%</b> | <b>\$159,578</b>       | <b>1.25%</b>      |   |
|                                      | <b>Excess Of Revenues Over (Under) Expenditures</b> | <b>(\$3,338,765)</b>    | <b>-35.0%</b> | <b>(\$3,338,765)</b> | <b>-35.6%</b> | <b>\$0</b>             | <b>0.00%</b>      |   |
|                                      | <b>Beginning Reserves - Nov. 1</b>                  | <b>\$10,634,332</b>     |               | <b>\$7,706,240</b>   |               | <b>\$2,928,092</b>     | <b>38.00%</b>     | Revise beginning reserves to actual                       |
|                                      | <b>Estimated Ending Reserves - Oct. 31</b>          | <b>\$7,295,567</b>      |               | <b>\$4,367,475</b>   |               | <b>\$2,928,092</b>     | <b>67.04%</b>     |   |

**CALIFORNIA AVOCADO COMMISSION  
2016-17 BUDGET  
AMENDMENT NO. 1**

APPROVED BY CAC BOARD 2/16/17

Department: Marketing

| ACCT CODE     | DEPT/<br>ACTIVITY   | 2016-17            |               | 2016-17            |               | ORIGINAL vs AMEND #1   |                   | COMMENT |
|---------------|---|--------------------|---------------|--------------------|---------------|------------------------|-------------------|---------|
|               |   | AMENDMENT #1       | %             | BUDGET             | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |         |
|               | <b><u>Consumer Marketing:</u></b>                                 |                    |               |                    |               |                        |                   |         |
| 51001         | Media   | \$2,635,855        | 34.2%         | \$2,635,855        | 34.2%         | \$0                    | 0.00%             |         |
| 51002         | Production  | \$308,000          | 4.0%          | \$308,000          | 4.0%          | \$0                    | 0.00%             |         |
| 55XXX         | Online Marketing  | \$723,125          | 9.4%          | \$723,125          | 9.4%          | \$0                    | 0.00%             |         |
| 51801 & 57002 | Program Administration  | \$970,000          | 12.6%         | \$970,000          | 12.6%         | \$0                    | 0.00%             |         |
|               | <b>Consumer Marketing Sub-Total</b>                               | <b>\$4,636,980</b> | <b>60.1%</b>  | <b>\$4,636,980</b> | <b>60.1%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
|               | <b><u>Consumer Public Relations:</u></b>                          |                    |               |                    |               |                        |                   |         |
| 5400X & 5420X | Brand Advocates   | \$126,500          | 1.6%          | \$126,500          | 1.6%          | \$0                    | 0.00%             |         |
| 5400X & 5410X | Public Relations  | \$318,000          | 4.1%          | \$318,000          | 4.1%          | \$0                    | 0.00%             |         |
| 5480X         | Program Administration  | \$80,000           | 1.0%          | \$80,000           | 1.0%          | \$0                    | 0.00%             |         |
|               | <b>Consumer Public Relations Sub-Total</b>                        | <b>\$524,500</b>   | <b>6.8%</b>   | <b>\$524,500</b>   | <b>6.8%</b>   | <b>\$0</b>             | <b>0.00%</b>      |         |
|               | <b><u>Consumer Registered Dietitian Nutritionist Program:</u></b> |                    |               |                    |               |                        |                   |         |
| 54206         | RDN Ambassadors   | \$65,000           | 0.8%          | \$65,000           | 0.8%          | \$0                    | 0.00%             |         |
| 54201         | Industry Partnerships   | \$14,750           | 0.2%          | \$14,750           | 0.2%          | \$0                    | 0.00%             |         |
| 54802         | Program Administration  | \$9,000            | 0.1%          | \$9,000            | 0.1%          | \$0                    | 0.00%             |         |
|               | <b>Consumer Registered Dietitian Nutritionist Sub-Total</b>       | <b>\$88,750</b>    | <b>1.2%</b>   | <b>\$88,750</b>    | <b>1.2%</b>   | <b>\$0</b>             | <b>0.00%</b>      |         |
|               | <b><u>Merchandising Promotions:</u></b>                           |                    |               |                    |               |                        |                   |         |
| 520XX         | Trade Relations   | \$669,265          | 8.7%          | \$669,265          | 8.7%          | \$0                    | 0.00%             |         |
| 521XX & 523XX | Retail/Consumer Promotions  | \$421,475          | 5.5%          | \$421,475          | 5.5%          | \$0                    | 0.00%             |         |
| 522XX         | Data, Research & Analysis   | \$300,530          | 3.9%          | \$300,530          | 3.9%          | \$0                    | 0.00%             |         |
| 524XX         | Administration & Other  | \$125,000          | 1.6%          | \$125,000          | 1.6%          | \$0                    | 0.00%             |         |
|               | <b>Merchandising Promotions Sub-Total</b>                         | <b>\$1,516,270</b> | <b>19.7%</b>  | <b>\$1,516,270</b> | <b>19.7%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
|               | <b><u>Foodservice:</u></b>  |                    |               |                    |               |                        |                   |         |
| 53001         | Media   | \$19,000           | 0.2%          | \$19,000           | 0.2%          | \$0                    | 0.00%             |         |
| 53101         | Public Relations & Collateral Materials                           | \$54,000           | 0.7%          | \$54,000           | 0.7%          | \$0                    | 0.00%             |         |
| 53103         | Foodservice Events  | \$245,000          | 3.2%          | \$245,000          | 3.2%          | \$0                    | 0.00%             |         |
| 53104         | Chain Promotions  | \$310,000          | 4.0%          | \$310,000          | 4.0%          | \$0                    | 0.00%             |         |
| 53105         | Education Programs  | \$2,000            | 0.0%          | \$2,000            | 0.0%          | \$0                    | 0.00%             |         |
| 5380X         | Program Administration  | \$54,000           | 0.7%          | \$54,000           | 0.7%          | \$0                    | 0.00%             |         |
|               | <b>Foodservice Sub-Total</b>                                      | <b>\$684,000</b>   | <b>8.9%</b>   | <b>\$684,000</b>   | <b>8.9%</b>   | <b>\$0</b>             | <b>0.00%</b>      |         |
|               | <b><u>Marketing Activities Support</u></b>                        |                    |               |                    |               |                        |                   |         |
| 51803         | Marketing Planning  | \$222,000          | 2.9%          | \$222,000          | 2.9%          | \$0                    | 0.00%             |         |
| 51003         | Buy California Marketing Agreement                                | \$25,000           | 0.3%          | \$25,000           | 0.3%          | \$0                    | 0.00%             |         |
| 580XX         | Festivals   | \$12,500           | 0.2%          | \$12,500           | 0.2%          | \$0                    | 0.00%             |         |
|               | <b>Marketing Activities Support Sub-Total</b>                     | <b>\$259,500</b>   | <b>3.4%</b>   | <b>\$259,500</b>   | <b>3.4%</b>   | <b>\$0</b>             | <b>0.00%</b>      |         |
|               | <b>Total Marketing</b>  | <b>\$7,710,000</b> | <b>100.0%</b> | <b>\$7,710,000</b> | <b>100.0%</b> | <b>\$0</b>             | <b>0.00%</b>      |         |

**CALIFORNIA AVOCADO COMMISSION  
2016-17 BUDGET  
AMENDMENT NO. 1**

APPROVED BY CAC BOARD 2/16/17

Department: Industry Affairs

| ACCT CODE  | DEPT/<br>ACTIVITY                                    | 2016-17          |               | 2016-17          |               | ORIGINAL vs AMEND #1   |                   | COMMENT |
|--|--|------------------|---------------|------------------|---------------|------------------------|-------------------|---------|
|  |  | AMENDMENT #1     | %             | BUDGET           | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |         |
| <b><u>Industry Statistics And Information:</u></b> |  |                  |               |                  |               |                        |                   |         |
| 64001  | AMRIC Operation                                      | \$68,200         | 9.0%          | \$68,200         | 9.0%          | \$0                    | 0.00%             |         |
| 64002  | Crop Forecasting and Analysis                        | \$53,600         | 7.0%          | \$53,600         | 7.0%          | \$0                    | 0.00%             |         |
| 64003  | Grower Database                                      | \$11,800         | 1.6%          | \$11,800         | 1.6%          | \$0                    | 0.00%             |         |
| 64004  | Grove Database System                                | \$25,300         | 3.3%          | \$25,300         | 3.3%          | \$0                    | 0.00%             |         |
|  | <b>Industry Statistics And Information Sub-Total</b> | <b>\$158,900</b> | <b>20.9%</b>  | <b>\$158,900</b> | <b>20.9%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b><u>Grower Communications:</u></b>               |  |                  |               |                  |               |                        |                   |         |
| 64101  | Field Meetings, Seminars & Workshops                 | \$7,500          | 1.0%          | \$7,500          | 1.0%          | \$0                    | 0.00%             |         |
| 64104  | Educational Outreach                                 | \$7,500          | 1.0%          | \$7,500          | 1.0%          | \$0                    | 0.00%             |         |
| 64105  | Online Information                                   | \$28,000         | 3.7%          | \$28,000         | 3.7%          | \$0                    | 0.00%             |         |
| 64106  | Publications   | \$109,000        | 14.3%         | \$109,000        | 14.3%         | \$0                    | 0.00%             |         |
| 64107  | Annual Meeting                                       | \$20,000         | 2.6%          | \$20,000         | 2.6%          | \$0                    | 0.00%             |         |
| 64108  | Annual Report  | \$22,500         | 3.0%          | \$22,500         | 3.0%          | \$0                    | 0.00%             |         |
|  | <b>Grower Communications Sub-Total</b>               | <b>\$194,500</b> | <b>25.6%</b>  | <b>\$194,500</b> | <b>25.6%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b><u>Issues Management:</u></b>                   |  |                  |               |                  |               |                        |                   |         |
| 64201  | Water Issues   | \$20,000         | 2.6%          | \$20,000         | 2.6%          | \$0                    | 0.00%             |         |
| 64202  | Field/Technical Support                              | \$65,000         | 8.5%          | \$65,000         | 8.5%          | \$0                    | 0.00%             |         |
| 64206  | Legislative & Regulatory Advocacy                    | \$50,000         | 6.6%          | \$50,000         | 6.6%          | \$0                    | 0.00%             |         |
|  | <b>Issues Management Sub-Total</b>                   | <b>\$135,000</b> | <b>17.7%</b>  | <b>\$135,000</b> | <b>17.7%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b><u>Legal/Governance:</u></b>                    |  |                  |               |                  |               |                        |                   |         |
| 64301  | Elections  | \$10,000         | 1.3%          | \$10,000         | 1.3%          | \$0                    | 0.00%             |         |
| 64302  | Legal Support  | \$30,000         | 3.9%          | \$30,000         | 3.9%          | \$0                    | 0.00%             |         |
| 64303  | Governance Support                                   | \$20,000         | 2.6%          | \$20,000         | 2.6%          | \$0                    | 0.00%             |         |
|  | <b>Legal/Governance Sub-Total</b>                    | <b>\$60,000</b>  | <b>7.9%</b>   | <b>\$60,000</b>  | <b>7.9%</b>   | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b><u>Demonstration Grove:</u></b>                 |  |                  |               |                  |               |                        |                   |         |
| 64401  | Pine Tree - Rent                                     | \$20,720         | 2.7%          | \$20,720         | 2.7%          | \$0                    | 0.00%             |         |
| 64402  | Pine Tree - Grove Management                         | \$52,000         | 6.8%          | \$52,000         | 6.8%          | \$0                    | 0.00%             |         |
| 64403  | Pine Tree - Utilities                                | \$5,280          | 0.7%          | \$5,280          | 0.7%          | \$0                    | 0.00%             |         |
| 64404  | Pine Tree - Property Tax & Insurance                 | \$2,520          | 0.3%          | \$2,520          | 0.3%          | \$0                    | 0.00%             |         |
| 64405  | Pine Tree - Improvements & Misc Expenses             | \$24,480         | 3.2%          | \$24,480         | 3.2%          | \$0                    | 0.00%             |         |
|  | <b>Demonstration Grove Sub-Total</b>                 | <b>\$105,000</b> | <b>13.8%</b>  | <b>\$105,000</b> | <b>13.8%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b><u>Other:</u></b>                               |  |                  |               |                  |               |                        |                   |         |
| 64801  | Dues, Sponsorships, Registrations & Reports          | \$13,250         | 1.7%          | \$13,250         | 1.7%          | \$0                    | 0.00%             |         |
| 64802  | Grant Writing  | \$2,500          | 0.3%          | \$2,500          | 0.3%          | \$0                    | 0.00%             |         |
| 64803  | Travel   | \$60,000         | 7.9%          | \$60,000         | 7.9%          | \$0                    | 0.00%             |         |
| 64804  | Office Expense                                       | \$26,500         | 3.5%          | \$26,500         | 3.5%          | \$0                    | 0.00%             |         |
| 64805  | Committee Meeting Expense                            | \$5,000          | 0.7%          | \$5,000          | 0.7%          | \$0                    | 0.00%             |         |
|  | <b>Other Industry Affairs Sub-Total</b>              | <b>\$107,250</b> | <b>14.1%</b>  | <b>\$107,250</b> | <b>14.1%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
|  | <b>Total Industry Affairs</b>                        | <b>\$760,650</b> | <b>100.0%</b> | <b>\$760,650</b> | <b>100.0%</b> | <b>\$0</b>             | <b>0.00%</b>      |         |

**CALIFORNIA AVOCADO COMMISSION  
2016-17 BUDGET  
AMENDMENT NO. 1**

APPROVED BY CAC BOARD 2/16/17

**Department: Production Research**

| ACCT CODE   | DEPT/ACTIVITY  | 2016-17          |               | 2016-17          |               | ORIGINAL vs AMEND #1 |                | COMMENT |
|---|--|------------------|---------------|------------------|---------------|----------------------|----------------|---------|
|   |  | AMENDMENT #1     | %             | BUDGET           | %             | INCREASE (DECREASE)  | PERCENT CHANGE |         |
| <b><u>Pest &amp; Disease Projects:</u></b>            |  |                  |               |                  |               |                      |                |         |
| 65124   | PSHB Biocontrol Agents from SE Asia - Stouthamer                   | \$70,000         | 10.8%         | \$70,000         | 10.8%         | \$0                  | 0.00%          |         |
| 65125   | Risk Assessment & Epidemiology of PSHB in Commercial Groves        | \$34,945         | 5.4%          | \$34,945         | 5.4%          | \$0                  | 0.00%          |         |
|   | <b>Pest &amp; Disease Project Sub-Total</b>                        | <b>\$104,945</b> | <b>16.2%</b>  | <b>\$104,945</b> | <b>16.2%</b>  | <b>\$0</b>           | <b>0.00%</b>   |         |
| <b><u>Breeding, Varieties, Genetics Projects:</u></b> |  |                  |               |                  |               |                      |                |         |
| 65211   | Development of New Rootstock Varieties Resistant to P. Cinnamomi & | \$407,289        | 63.0%         | \$407,289        | 63.0%         | \$0                  | 0.00%          |         |
| 65212   | Maintaining Germplasm Collections – Persea Species & Advanced Sc   | \$55,630         | 8.6%          | \$55,630         | 8.6%          | \$0                  | 0.00%          |         |
|   | <b>Breeding, Varieties, Genetics Projects Sub-Total</b>            | <b>\$462,919</b> | <b>71.6%</b>  | <b>\$462,919</b> | <b>71.6%</b>  | <b>\$0</b>           | <b>0.00%</b>   |         |
| <b><u>Cultural Management Projects:</u></b>           |  |                  |               |                  |               |                      |                |         |
| 65308   | Decision Support for Avocado Production & Fruit Quality - Crowley  | \$74,000         | 11.4%         | \$74,000         | 11.4%         | \$0                  | 0.00%          |         |
| 65310   | Improvement of Yield with New Grower Education - Bender            | \$5,000          | 0.8%          | \$5,000          | 0.8%          | \$0                  | 0.00%          |         |
|   | <b>Cultural Management Projects Sub-Total</b>                      | <b>\$79,000</b>  | <b>12.2%</b>  | <b>\$79,000</b>  | <b>12.2%</b>  | <b>\$0</b>           | <b>0.00%</b>   |         |
|   | <b>Total Production Research</b>                                   | <b>\$646,864</b> | <b>100.0%</b> | <b>\$646,864</b> | <b>100.0%</b> | <b>\$0</b>           | <b>0.00%</b>   |         |

**Department: Grant Programs**

| ACCT CODE | DEPT/ACTIVITY                               | 2016-17          |               | 2016-17          |               | ORIGINAL vs AMEND #1 |                | COMMENT                         |
|-----------|---|------------------|---------------|------------------|---------------|----------------------|----------------|---------------------------------|
|           |   | AMENDMENT #1     | %             | BUDGET           | %             | INCREASE (DECREASE)  | PERCENT CHANGE |                                 |
| 66011-81  | CDFA Grant-Pine Tree Ranch                  | \$59,578         | 15.0%         | \$0              | 0.0%          | \$59,578             | 100.00%        | Increase for CDFA Grant funding |
| 66013-85  | USDA Grant-PSHB Monitoring & Outreach       | \$112,890        | 28.5%         | \$112,890        | 47.7%         | \$0                  | 0.00%          |                                 |
| 66014-86  | USDA Grant-TASC Program 2016-05             | \$14,312         | 3.6%          | \$14,312         | 6.1%          | \$0                  | 0.00%          |                                 |
| 66016-88  | USDA Grant-TASC Program 2016-09             | \$24,336         | 6.1%          | \$24,336         | 10.3%         | \$0                  | 0.00%          |                                 |
| 66017-89  | USDA Grant-EMP                              | \$84,900         | 21.4%         | \$84,900         | 35.9%         | \$0                  | 0.00%          |                                 |
| 66018-82  | CDFA Grant-Web-Based Decision Support Tools | \$100,000        | 25.3%         | \$0              | 0.0%          | \$100,000            | 100.00%        | Increase for CDFA Grant funding |
|           | <b>Total Grant Programs</b>                 | <b>\$396,016</b> | <b>100.0%</b> | <b>\$236,438</b> | <b>100.0%</b> | <b>\$159,578</b>     | <b>67.49%</b>  |                                 |

**CALIFORNIA AVOCADO COMMISSION  
2016-17 BUDGET  
AMENDMENT NO. 1**

APPROVED BY CAC BOARD 2/16/17

Department: Administration

| ACCT CODE   | DEPT/<br>ACTIVITY                                    | 2016-17            |               | 2016-17            |               | ORIGINAL vs AMEND #1   |                   | COMMENT |
|---|--|--------------------|---------------|--------------------|---------------|------------------------|-------------------|---------|
|   |  | AMENDMENT #1       | %             | BUDGET             | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |         |
| <b>Office Expense:</b>                                    |  |                    |               |                    |               |                        |                   |         |
| 71101 & 71102   | Office Rent & Property Tax                           | \$96,790           | 2.9%          | \$96,790           | 2.9%          | \$0                    | 0.00%             |         |
| 71104   | Offsite Storage                                      | \$6,693            | 0.2%          | \$6,693            | 0.2%          | \$0                    | 0.00%             |         |
| 71111   | Corporate Insurance                                  | \$84,100           | 2.5%          | \$84,100           | 2.5%          | \$0                    | 0.00%             |         |
| 71121 - 71123   | Office Expense, Supplies & Janitorial                | \$63,400           | 1.9%          | \$63,400           | 1.9%          | \$0                    | 0.00%             |         |
| 71131   | Utilities  | \$17,140           | 0.5%          | \$17,140           | 0.5%          | \$0                    | 0.00%             |         |
| 71141   | Bank & Payroll Fees                                  | \$12,210           | 0.4%          | \$12,210           | 0.4%          | \$0                    | 0.00%             |         |
| 71151   | Equipment Maintenance & Expense                      | \$27,274           | 0.8%          | \$27,274           | 0.8%          | \$0                    | 0.00%             |         |
| 71161 - 71181   | Telephone, Cell Phone, Postage & Courier Service     | \$33,690           | 1.0%          | \$33,690           | 1.0%          | \$0                    | 0.00%             |         |
| <b>Office Expense Sub-Total</b>                           |  | <b>\$341,297</b>   | <b>10.1%</b>  | <b>\$341,297</b>   | <b>10.1%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b>Professional Fees:</b>                                 |  |                    |               |                    |               |                        |                   |         |
| 71201   | CPA-Financial Audits                                 | \$26,250           | 0.8%          | \$26,250           | 0.8%          | \$0                    | 0.00%             |         |
| 71203   | CPA-Assessment Audits                                | \$17,850           | 0.5%          | \$17,850           | 0.5%          | \$0                    | 0.00%             |         |
| 71207   | CDFR Fiscal and Compliance Audit                     | \$7,350            | 0.2%          | \$7,350            | 0.2%          | \$0                    | 0.00%             |         |
| 71211   | CDFR Charges   | \$72,600           | 2.2%          | \$72,600           | 2.2%          | \$0                    | 0.00%             |         |
| 71221   | USDA-AMS Charges                                     | \$66,000           | 2.0%          | \$66,000           | 2.0%          | \$0                    | 0.00%             |         |
| 71231 - 71235   | Legal & Other Professional                           | \$5,000            | 0.1%          | \$5,000            | 0.1%          | \$0                    | 0.00%             |         |
| 78301   | Pension Admin & Legal                                | \$46,150           | 1.4%          | \$46,150           | 1.4%          | \$0                    | 0.00%             |         |
| <b>Professional Fees Sub-Total</b>                        |  | <b>\$241,200</b>   | <b>7.1%</b>   | <b>\$241,200</b>   | <b>7.1%</b>   | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b>Personnel Expenses:</b>                                |  |                    |               |                    |               |                        |                   |         |
| 71301   | Salaries/Wages                                       | \$1,842,930        | 54.6%         | \$1,842,930        | 54.6%         | \$0                    | 0.00%             |         |
| 71311 - 71331   | Pension, Payroll Tax & Benefits                      | \$692,844          | 20.5%         | \$692,844          | 20.5%         | \$0                    | 0.00%             |         |
| <b>Personnel Expenses Sub-Total</b>                       |  | <b>\$2,535,774</b> | <b>75.2%</b>  | <b>\$2,535,774</b> | <b>75.2%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b>Commissioner Expenses:</b>                             |  |                    |               |                    |               |                        |                   |         |
| 71401   | District Meetings & Expenses                         | \$3,000            | 0.1%          | \$3,000            | 0.1%          | \$0                    | 0.00%             |         |
| 71402 & 71403   | Travel, Lodging, Mileage, Meals & Entertainment      | \$46,000           | 1.4%          | \$46,000           | 1.4%          | \$0                    | 0.00%             |         |
| 71404   | Board Meeting Expenses                               | \$27,250           | 0.8%          | \$27,250           | 0.8%          | \$0                    | 0.00%             |         |
| <b>Commissioner Expenses Sub-Total</b>                    |  | <b>\$76,250</b>    | <b>2.3%</b>   | <b>\$76,250</b>    | <b>2.3%</b>   | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b>Information Technology:</b>                            |  |                    |               |                    |               |                        |                   |         |
| 73001 & 73002   | Network Maint., Hardware, Software & Licenses        | \$48,130           | 1.4%          | \$48,130           | 1.4%          | \$0                    | 0.00%             |         |
| 73003 & 73005   | IT Support & Consulting & IT Service                 | \$43,450           | 1.3%          | \$43,450           | 1.3%          | \$0                    | 0.00%             |         |
| 73004   | Accounting & Assessment System                       | \$27,350           | 0.8%          | \$27,350           | 0.8%          | \$0                    | 0.00%             |         |
| <b>Information Technology Sub-Total</b>                   |  | <b>\$118,930</b>   | <b>3.5%</b>   | <b>\$118,930</b>   | <b>3.5%</b>   | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b>Depreciation, Interest &amp; Other Admin:</b>          |  |                    |               |                    |               |                        |                   |         |
| 78101   | Admin Staff Travel                                   | \$9,000            | 0.3%          | \$9,000            | 0.3%          | \$0                    | 0.00%             |         |
| 78201   | Depreciation Expense                                 | \$8,400            | 0.2%          | \$8,400            | 0.2%          | \$0                    | 0.00%             |         |
| 78401 - 78501   | Dues & Reg., Education, Training, Recruitment, Other | \$18,300           | 0.5%          | \$18,300           | 0.5%          | \$0                    | 0.00%             |         |
| 78601   | Temporary Help                                       | \$25,000           | 0.7%          | \$25,000           | 0.7%          | \$0                    | 0.00%             |         |
| <b>Depreciation, Interest &amp; Other Admin Sub-Total</b> |  | <b>\$60,700</b>    | <b>1.8%</b>   | <b>\$60,700</b>    | <b>1.8%</b>   | <b>\$0</b>             | <b>0.00%</b>      |         |
| <b>Total Administration</b>                               |  | <b>\$3,374,151</b> | <b>100.0%</b> | <b>\$3,374,151</b> | <b>100.0%</b> | <b>\$0</b>             | <b>0.00%</b>      |         |