

**CALIFORNIA AVOCADO COMMISSION  
2016-17 PROJECTION & BUDGET  
WITH COMPARISON TO 2015-16**

APPROVED BY CAC BOARD 10/20/16

ACCT CODE	REVENUES:	2016-17		2015-16		2016-17 vs. 2015-16		COMMENT
		PROJECTION	%	AMENDMENT #2	%	INCREASE (DECREASE)	PERCENT CHANGE	
40001	CAC Assessment Revenue	\$5,060,000	53.9%	\$7,866,000	51.0%	(\$2,806,000)	-35.67%	Assessment rate 2.30%, crop size 200 MM lbs, price \$1.10
40011	HAB 85% Rebate Assessment Revenue	\$3,952,500	42.1%	\$7,114,500	46.1%	(\$3,162,000)	-44.44%	
	<b>Sub-Total Assessment Revenues</b>	<b>\$9,012,500</b>	<b>96.0%</b>	<b>\$14,980,500</b>	<b>97.0%</b>	<b>(\$5,968,000)</b>	<b>-39.84%</b>	
42001	Administration & Accounting Fee Revenue (AIP)	\$61,000	0.6%	\$86,000	0.6%	(\$25,000)	-29.07%	
46010	Grant Funding	\$236,438	2.5%	\$300,653	1.9%	(\$64,215)	-21.36%	
48001	Interest Income	\$14,400	0.2%	\$14,400	0.1%	\$0	0.00%	
48009	Other Income	\$65,000	0.7%	\$55,000	0.4%	\$10,000	18.18%	
	<b>Sub-Total Other Revenues</b>	<b>\$376,838</b>	<b>4.0%</b>	<b>\$456,053</b>	<b>3.0%</b>	<b>(\$79,215)</b>	<b>-17.37%</b>	
	<b>Total Revenues</b>	<b>\$9,389,338</b>	<b>100.0%</b>	<b>\$15,436,553</b>	<b>100.0%</b>	<b>(\$6,047,215)</b>	<b>-39.17%</b>	
ACCT CODE	EXPENDITURES: Marketing Programs	2016-17 PROJECTION	%	2015-16 AMENDMENT #2	%	2016-17 vs. 2015-16 INCREASE (DECREASE)	PERCENT CHANGE	COMMENT
51000 & 55000	Consumer Marketing	\$4,636,980	36.4%	\$6,242,725	40.5%	(\$1,605,745)	-25.72%	
54000	Consumer Public Relations	\$524,500	4.1%	\$895,000	5.8%	(\$370,500)	-41.40%	
54000	Consumer Registered Dietitian Nutritionist Program	\$88,750	0.7%	\$0	0.0%	\$88,750	100.00%	
52000	Merchandising Promotions	\$1,516,270	11.9%	\$1,804,825	11.7%	(\$288,555)	-15.99%	
53000	Foodservice	\$684,000	5.4%	\$854,000	5.5%	(\$170,000)	-19.91%	
59000	Marketing Activities Support	\$259,500	2.0%	\$86,200	0.6%	\$173,300	201.04%	
	<b>Sub-Total Marketing Programs</b>	<b>\$7,710,000</b>	<b>60.6%</b>	<b>\$9,882,750</b>	<b>64.1%</b>	<b>(\$2,172,750)</b>	<b>-21.99%</b>	
	<b>EXPENDITURES: Non-Marketing Programs</b>							
64000	Industry Affairs	\$760,650	6.0%	\$1,097,550	7.1%	(\$336,900)	-30.70%	
65000	Production Research	\$646,864	5.1%	\$942,707	6.1%	(\$295,843)	-31.38%	
66010	Grant Programs	\$236,438	1.9%	\$300,653	1.9%	(\$64,215)	-21.36%	
70000	Administration	\$3,374,151	26.5%	\$3,204,713	20.8%	\$169,438	5.29%	
	<b>Sub-Total Non-Marketing Programs</b>	<b>\$5,018,103</b>	<b>39.4%</b>	<b>\$5,545,623</b>	<b>35.9%</b>	<b>(\$527,520)</b>	<b>-9.51%</b>	
	<b>Total Expenditures</b>	<b>\$12,728,103</b>	<b>100.0%</b>	<b>\$15,428,373</b>	<b>100.0%</b>	<b>(\$2,700,270)</b>	<b>-17.50%</b>	
	<b>Excess Of Revenues Over (Under) Expenditures</b>	<b>(\$3,338,765)</b>	<b>-35.6%</b>	<b>\$8,180</b>	<b>0.1%</b>	<b>(\$3,346,945)</b>	<b>-40918.14%</b>	
	<b>Beginning Reserves - Nov. 1</b>	\$7,706,240		\$6,142,160		\$1,564,080	25.46%	
	<b>Estimated 2015-16 Unspent Funds Back to Reserves</b>			\$1,555,900				
	<b>Estimated Ending Reserves - Oct. 31</b>	<b>\$4,367,475</b>		<b>\$7,706,240</b>		<b>(\$3,338,765)</b>	<b>-43.33%</b>	

**CALIFORNIA AVOCADO COMMISSION  
2016-17 PROJECTION & BUDGET  
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Department: Marketing

ACCT CODE	DEPT/ACTIVITY	2016-17		2015-16		2016-17 vs. 2015-16		COMMENT
		PROJECTION	%	AMENDMENT #2	%	INCREASE (DECREASE)	PERCENT CHANGE	
<b><u>Consumer Marketing:</u></b>								
51001	Media	\$2,635,855	34.2%	\$4,514,600	45.7%	(\$1,878,745)	-41.61%	
51002	Production	\$308,000	4.0%	\$385,000	3.9%	(\$77,000)	-20.00%	
55XXX	Online Marketing	\$723,125	9.4%	\$218,500	2.2%	\$504,625	230.95%	
51801 & 57002	Program Administration	\$970,000	12.6%	\$1,124,625	11.4%	(\$154,625)	-13.75%	
<b>Consumer Marketing Sub-Total</b>		<b>\$4,636,980</b>	<b>60.1%</b>	<b>\$6,242,725</b>	<b>63.2%</b>	<b>(\$1,605,745)</b>	<b>-25.72%</b>	
<b><u>Consumer Public Relations:</u></b>								
5400X & 5420X	Brand Advocates	\$126,500	1.6%	\$348,000	3.5%	(\$221,500)	-63.65%	
5400X & 5410X	Public Relations	\$318,000	4.1%	\$472,000	4.8%	(\$154,000)	-32.63%	
5480X	Program Administration	\$80,000	1.0%	\$75,000	0.8%	\$5,000	6.67%	
<b>Consumer Public Relations Sub-Total</b>		<b>\$524,500</b>	<b>6.8%</b>	<b>\$895,000</b>	<b>9.1%</b>	<b>(\$370,500)</b>	<b>-41.40%</b>	
<b><u>Consumer Registered Dietitian Nutritionist Program:</u></b>								
54204	RDN Ambassadors	\$65,000	0.8%	\$0	0.0%	\$65,000	100.00%	
54201	Industry Partnerships	\$14,750	0.2%	\$0	0.0%	\$14,750	100.00%	
54802	Program Administration	\$9,000	0.1%	\$0	0.0%	\$9,000	100.00%	
<b>Consumer Registered Dietitian Nutritionist Sub-Total</b>		<b>\$88,750</b>	<b>1.2%</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$88,750</b>	<b>100.00%</b>	
<b><u>Merchandising:</u></b>								
520XX	Trade Relations	\$669,265	8.7%	\$938,974	9.5%	(\$269,709)	-28.72%	
521XX & 523XX	Retail/Consumer Promotions	\$421,475	5.5%	\$456,771	4.6%	(\$35,296)	-7.73%	
522XX	Data, Research & Analysis	\$300,530	3.9%	\$282,080	2.9%	\$18,450	6.54%	
524XX	Administration & Other	\$125,000	1.6%	\$127,000	1.3%	(\$2,000)	-1.57%	
<b>Merchandising Sub-Total</b>		<b>\$1,516,270</b>	<b>19.7%</b>	<b>\$1,804,825</b>	<b>18.3%</b>	<b>(\$288,555)</b>	<b>-15.99%</b>	
<b><u>Foodservice:</u></b>								
53001	Media	\$19,000	0.2%	\$120,000	1.2%	(\$101,000)	-84.17%	
53101	Public Relations & Collateral Materials	\$54,000	0.7%	\$75,000	0.8%	(\$21,000)	-28.00%	
53103	Foodservice Events	\$245,000	3.2%	\$255,000	2.6%	(\$10,000)	-3.92%	
53104	Chain Promotions	\$310,000	4.0%	\$315,000	3.2%	(\$5,000)	-1.59%	
53105	Education Programs	\$2,000	0.0%	\$35,000	0.4%	(\$33,000)	-94.29%	
5380X	Program Administration	\$54,000	0.7%	\$54,000	0.5%	\$0	0.00%	
<b>Foodservice Sub-Total</b>		<b>\$684,000</b>	<b>8.9%</b>	<b>\$854,000</b>	<b>8.6%</b>	<b>(\$170,000)</b>	<b>-19.91%</b>	
<b><u>Marketing Activities Support</u></b>								
51803	Marketing Planning	\$222,000	2.9%	\$49,200	0.5%	\$172,800	351.22%	
51003	Buy California Marketing Agreement	\$25,000	0.3%	\$25,000	0.3%	\$0	0.00%	
580XX	Festivals	\$12,500	0.2%	\$12,000	0.1%	\$500	4.17%	
<b>Marketing Activities Support Sub-Total</b>		<b>\$259,500</b>	<b>3.4%</b>	<b>\$86,200</b>	<b>0.9%</b>	<b>\$173,300</b>	<b>201.04%</b>	
<b>Total Marketing</b>		<b>\$7,710,000</b>	<b>100.0%</b>	<b>\$9,882,750</b>	<b>100.0%</b>	<b>(\$2,172,750)</b>	<b>-21.99%</b>	

**CALIFORNIA AVOCADO COMMISSION**  
**2016-17 PROJECTION & BUDGET**  
**WITH COMPARISON TO 2015-16**

APPROVED BY CAC BOARD 10/20/16

Department: Industry Affairs

ACCT CODE	DEPT/ ACTIVITY	2016-17		2015-16		2016-17 vs. 2015-16		COMMENT
		PROJECTION	%	AMENDMENT #2	%	INCREASE (DECREASE)	PERCENT CHANGE	
<b><u>Industry Statistics And Information:</u></b>								
64001	AMRIC Operation	\$68,200	9.0%	\$90,000	8.2%	(\$21,800)	-24.22%	
64002	Crop Forecasting and Analysis	\$53,600	7.0%	\$61,000	5.6%	(\$7,400)	-12.13%	
64003	Grower Database	\$11,800	1.6%	\$9,000	0.8%	\$2,800	31.11%	
64004	Grove Database System	\$25,300	3.3%	\$55,000	5.0%	(\$29,700)	-54.00%	
<b>Industry Statistics And Information Sub-Total</b>		<b>\$158,900</b>	<b>20.9%</b>	<b>\$215,000</b>	<b>19.6%</b>	<b>(\$56,100)</b>	<b>-26.09%</b>	
<b><u>Grower Communications:</u></b>								
64101	Field Meetings, Seminars & Workshops	\$7,500	1.0%	\$10,000	0.9%	(\$2,500)	-25.00%	
64104	Educational Outreach	\$7,500	1.0%	\$25,000	2.3%	(\$17,500)	-70.00%	
64105	Online Information	\$28,000	3.7%	\$35,000	3.2%	(\$7,000)	-20.00%	
64106	Publications	\$109,000	14.3%	\$115,000	10.5%	(\$6,000)	-5.22%	
64107	Annual Meeting	\$20,000	2.6%	\$10,000	0.9%	\$10,000	100.00%	
64108	Annual Report	\$22,500	3.0%	\$25,000	2.3%	(\$2,500)	-10.00%	
<b>Grower Communications Sub-Total</b>		<b>\$194,500</b>	<b>25.6%</b>	<b>\$220,000</b>	<b>20.0%</b>	<b>(\$25,500)</b>	<b>-11.59%</b>	
<b><u>Issues Management:</u></b>								
64201	Water Issues	\$20,000	2.6%	\$50,000	4.6%	(\$30,000)	-60.00%	
64202	Field/Technical Support	\$65,000	8.5%	\$131,374	12.0%	(\$66,374)	-50.52%	
64206	Legislative & Regulatory Advocacy	\$50,000	6.6%	\$100,000	9.1%	(\$50,000)	-50.00%	
64208	Product Registrations	\$0	0.0%	\$110,000	10.0%	(\$110,000)	-100.00%	
<b>Issues Management Sub-Total</b>		<b>\$135,000</b>	<b>17.7%</b>	<b>\$391,374</b>	<b>35.7%</b>	<b>(\$256,374)</b>	<b>-65.51%</b>	
<b><u>Legal/Governance:</u></b>								
64301	Elections	\$10,000	1.3%	\$20,000	1.8%	(\$10,000)	-50.00%	
64302	Legal Support	\$30,000	3.9%	\$40,000	3.6%	(\$10,000)	-25.00%	
64303	Governance Support	\$20,000	2.6%	\$10,000	0.9%	\$10,000	100.00%	
64304	Referendum	\$0	0.0%	\$15,000	1.4%	(\$15,000)	-100.00%	
64305	Redistricting	\$0	0.0%	\$5,000	0.5%	(\$5,000)	-100.00%	
<b>Legal/Governance Sub-Total</b>		<b>\$60,000</b>	<b>7.9%</b>	<b>\$90,000</b>	<b>8.2%</b>	<b>(\$30,000)</b>	<b>-33.33%</b>	
<b><u>Demonstration Grove:</u></b>								
64401	Pine Tree - Rent	\$20,720	2.7%	\$20,056	1.8%	\$664	3.31%	
64402	Pine Tree - Grove Management	\$52,000	6.8%	\$28,800	2.6%	\$23,200	80.56%	
64403	Pine Tree - Utilities	\$5,280	0.7%	\$4,800	0.4%	\$480	10.00%	
64404	Pine Tree - Property Tax & Insurance	\$2,520	0.3%	\$2,520	0.2%	\$0	0.00%	
64405	Pine Tree - Improvements & Misc Expenses	\$24,480	3.2%	\$5,000	0.5%	\$19,480	389.60%	
<b>Demonstration Grove Sub-Total</b>		<b>\$105,000</b>	<b>13.8%</b>	<b>\$61,176</b>	<b>5.6%</b>	<b>\$43,824</b>	<b>71.64%</b>	
<b><u>Other:</u></b>								
64801	Dues, Sponsorships, Registrations & Reports	\$13,250	1.7%	\$18,500	1.7%	(\$5,250)	-28.38%	
64802	Grant Writing	\$2,500	0.3%	\$5,000	0.5%	(\$2,500)	-50.00%	
64803	Travel	\$60,000	7.9%	\$60,000	5.5%	\$0	0.00%	
64804	Office Expense	\$26,500	3.5%	\$26,500	2.4%	\$0	0.00%	
64805	Committee Meeting Expense	\$5,000	0.7%	\$10,000	0.9%	(\$5,000)	-50.00%	
<b>Other Industry Affairs Sub-Total</b>		<b>\$107,250</b>	<b>14.1%</b>	<b>\$120,000</b>	<b>10.9%</b>	<b>(\$12,750)</b>	<b>-10.63%</b>	
<b>Total Industry Affairs</b>		<b>\$760,650</b>	<b>100.0%</b>	<b>\$1,097,550</b>	<b>100.0%</b>	<b>(\$336,900)</b>	<b>-30.70%</b>	

**CALIFORNIA AVOCADO COMMISSION  
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Department: Production Research

ACCT CODE	DEPT/ACTIVITY	2016-17		2015-16		2016-17 vs. 2015-16		COMMENT
		PROJECTION	%	AMENDMENT #2	%	INCREASE (DECREASE)	PERCENT CHANGE	
<b><u>Pest &amp; Disease Projects:</u></b>								
65116	Sustained Chemical Control of Arthropod Pests - Morse	\$0	0.0%	\$47,316	5.0%	(\$47,316)	-100.00%	
65120	Assessment of Fungicides and Biocontrol PSHB - Eskalen	\$0	0.0%	\$40,000	4.2%	(\$40,000)	-100.00%	
65122	Trapping Optim & Attract Kill Strategy for PSHB - Stouthamer	\$0	0.0%	\$150,000	15.9%	(\$150,000)	-100.00%	
65123	Systemic Pesticide Research for PSHB Mgmt - Morse	\$0	0.0%	\$98,580	10.5%	(\$98,580)	-100.00%	
65124	PSHB Biocontrol Agents from SE Asia - Stouthamer	\$70,000	10.8%	\$20,500	2.2%	\$49,500	241.46%	
65125	Risk Assessment & Epidemiology of PSHB in Commercial Groves	\$34,945	5.4%	\$0	0.0%	\$34,945	100.00%	
65199	Avocado Rootstock Breeding Program Review	\$0	0.0%	\$15,000	1.6%	(\$15,000)	-100.00%	
<b>Pest &amp; Disease Project Sub-Total</b>		<b>\$104,945</b>	<b>16.2%</b>	<b>\$371,396</b>	<b>39.4%</b>	<b>(\$266,451)</b>	<b>-71.74%</b>	
<b><u>Breeding, Varieties, Genetics Projects:</u></b>								
65209	Development of New Avocado Rootstock Varieties - Manosalva	\$0	0.0%	\$294,533	31.2%	(\$294,533)	-100.00%	
65210	Maintain Germplasm Collections in California - Arpaia	\$0	0.0%	\$40,805	4.3%	(\$40,805)	-100.00%	
65211	Development of New Rootstock Varieties Resistant to P. Cinnamomi & P. Latrophi	\$407,289	63.0%	\$0	0.0%	\$407,289	100.00%	
65212	Maintaining Germplasm Collections – Persea Species & Advanced Sc	\$55,630	8.6%	\$0	0.0%	\$55,630	100.00%	
65299	PSHB Research Program Review	\$0	0.0%	\$15,000	1.6%	(\$15,000)	-100.00%	
<b>Breeding, Varieties, Genetics Projects Sub-Total</b>		<b>\$462,919</b>	<b>71.6%</b>	<b>\$350,338</b>	<b>37.2%</b>	<b>\$112,581</b>	<b>32.13%</b>	
<b><u>Cultural Management Projects:</u></b>								
65308	Decision Support for Avocado Production & Fruit Quality - Crowley	\$74,000	11.4%	\$138,000	14.6%	(\$64,000)	-46.38%	
65310	Improvement of Yield with New Grower Education - Bender	\$5,000	0.8%	\$13,271	1.4%	(\$8,271)	-62.32%	
65312	Evaluation of Selected Rootstocks for Salinity - Mauk	\$0	0.0%	\$66,190	7.0%	(\$66,190)	-100.00%	
65316	Maximizing Yield of Commercially Valuable Size Hass fruit	\$0	0.0%	\$3,512	0.4%	(\$3,512)	-100.00%	
<b>Cultural Management Projects Sub-Total</b>		<b>\$79,000</b>	<b>12.2%</b>	<b>\$220,973</b>	<b>23.4%</b>	<b>(\$141,973)</b>	<b>-64.25%</b>	
<b>Total Production Research</b>		<b>\$646,864</b>	<b>100.0%</b>	<b>\$942,707</b>	<b>100.0%</b>	<b>(\$295,843)</b>	<b>-31.38%</b>	

Department: Grant Programs

ACCT CODE	DEPT/ACTIVITY	2016-17		2015-16		2016-17 vs. 2015-16		COMMENT
		PROJECTION	%	AMENDMENT #2	%	INCREASE (DECREASE)	PERCENT CHANGE	
66013-85	USDA Grant-PSHB Monitoring & Outreach	\$112,890	47.7%	\$229,139	76.2%	(\$116,249)	-50.73%	
66014-86	USDA Grant-TASC Program 2016-05	\$14,312	6.1%	\$40,700	13.5%	(\$26,388)	-64.84%	
66015-87	CDFA efund Grant-PSHB Research	\$0	0.0%	\$30,814	10.2%	(\$30,814)	-100.00%	
66016-88	USDA Grant-TASC Program 2016-09	\$24,336	10.3%	\$0	0.0%	\$24,336	100.00%	
66017-89	USDA Grant-EMP	\$84,900	35.9%	\$0	0.0%	\$84,900	100.00%	
<b>Total Grant Programs</b>		<b>\$236,438</b>	<b>100.0%</b>	<b>\$300,653</b>	<b>100.0%</b>	<b>(\$64,215)</b>	<b>-21.36%</b>	

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Department: Administration

ACCT CODE	DEPT/ ACTIVITY	2016-17		2015-16		2016-17 vs. 2015-16		COMMENT
		PROJECTION	%	AMENDMENT #2	%	INCREASE (DECREASE)	PERCENT CHANGE	
<b>Office Expense:</b>								
71101 & 71102	Office Rent & Property Tax	\$96,790	2.9%	\$99,498	3.1%	(\$2,708)	-2.72%	
71104	Offsite Storage	\$6,693	0.2%	\$5,940	0.2%	\$753	12.68%	
71111	Corporate Insurance	\$84,100	2.5%	\$86,600	2.7%	(\$2,500)	-2.89%	
71121 - 71123	Office Expense, Supplies & Janitorial	\$63,400	1.9%	\$33,090	1.0%	\$30,310	91.60%	
71131	Utilities	\$17,140	0.5%	\$16,200	0.5%	\$940	5.80%	
71141	Bank & Payroll Fees	\$12,210	0.4%	\$11,215	0.3%	\$995	8.87%	
71151	Equipment Maintenance & Expense	\$27,274	0.8%	\$28,394	0.9%	(\$1,120)	-3.94%	
71161 - 71181	Telephone, Cell Phone, Postage & Courier Service	\$33,690	1.0%	\$31,030	1.0%	\$2,660	8.57%	
	<b>Office Expense Sub-Total</b>	<b>\$341,297</b>	<b>10.1%</b>	<b>\$311,967</b>	<b>9.7%</b>	<b>\$29,330</b>	<b>9.40%</b>	
<b>Professional Fees:</b>								
71201	CPA-Financial Audits	\$26,250	0.8%	\$25,300	0.8%	\$950	3.75%	
71203	CPA-Assessment Audits	\$17,850	0.5%	\$17,100	0.5%	\$750	4.39%	
71207	CDFA Fiscal and Compliance Audit	\$7,350	0.2%	\$7,000	0.2%	\$350	5.00%	
71211	CDFA Charges	\$72,600	2.2%	\$66,000	2.1%	\$6,600	10.00%	
71221	USDA-AMS Charges	\$66,000	2.0%	\$60,000	1.9%	\$6,000	10.00%	
71231 - 71235	Legal & Other Professional	\$5,000	0.1%	\$5,000	0.2%	\$0	0.00%	
78301	Pension Admin & Legal	\$46,150	1.4%	\$44,100	1.4%	\$2,050	4.65%	
	<b>Professional Fees Sub-Total</b>	<b>\$241,200</b>	<b>7.1%</b>	<b>\$224,500</b>	<b>7.0%</b>	<b>\$16,700</b>	<b>7.44%</b>	
<b>Personnel Expenses:</b>								
71301	Salaries/Wages	\$1,842,930	54.6%	\$1,773,941	55.4%	\$68,989	3.89%	
71311 - 71331	Pension, Payroll Tax & Benefits	\$692,844	20.5%	\$653,935	20.4%	\$38,909	5.95%	
	<b>Personnel Expenses Sub-Total</b>	<b>\$2,535,774</b>	<b>75.2%</b>	<b>\$2,427,876</b>	<b>75.8%</b>	<b>\$107,898</b>	<b>4.44%</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%	\$36,750	1.1%	(\$9,500)	-25.85%	
	<b>Commissioner Expenses Sub-Total</b>	<b>\$76,250</b>	<b>2.3%</b>	<b>\$85,750</b>	<b>2.7%</b>	<b>(\$9,500)</b>	<b>-11.08%</b>	
<b>Information Technology:</b>								
73001 & 73002	Network Maint., Hardware, Software & Licenses	\$48,130	1.4%	\$55,405	1.7%	(\$7,275)	-13.13%	
73003 & 73005	IT Support & Consulting & IT Service	\$43,450	1.3%	\$38,000	1.2%	\$5,450	14.34%	
73004	Accounting & Assessment System	\$27,350	0.8%	\$3,350	0.1%	\$24,000	716.42%	
	<b>Information Technology Sub-Total</b>	<b>\$118,930</b>	<b>3.5%</b>	<b>\$96,755</b>	<b>3.0%</b>	<b>\$22,175</b>	<b>22.92%</b>	
<b>Depreciation, Interest &amp; Other Admin:</b>								
78101	Admin Staff Travel	\$9,000	0.3%	\$6,000	0.2%	\$3,000	50.00%	
78201	Depreciation Expense	\$8,400	0.2%	\$8,400	0.3%	\$0	0.00%	
78401 - 78501	Dues & Reg., Education, Training, Recruitment, Other	\$18,300	0.5%	\$18,465	0.6%	(\$165)	-0.89%	
78601	Temporary Help	\$25,000	0.7%	\$25,000	0.8%	\$0	0.00%	
	<b>Depreciation, Interest &amp; Other Admin Sub-Total</b>	<b>\$60,700</b>	<b>1.8%</b>	<b>\$57,865</b>	<b>1.8%</b>	<b>\$2,835</b>	<b>4.90%</b>	
	<b>Total Administration</b>	<b>\$3,374,151</b>	<b>100.0%</b>	<b>\$3,204,713</b>	<b>100.0%</b>	<b>\$169,438</b>	<b>5.29%</b>	