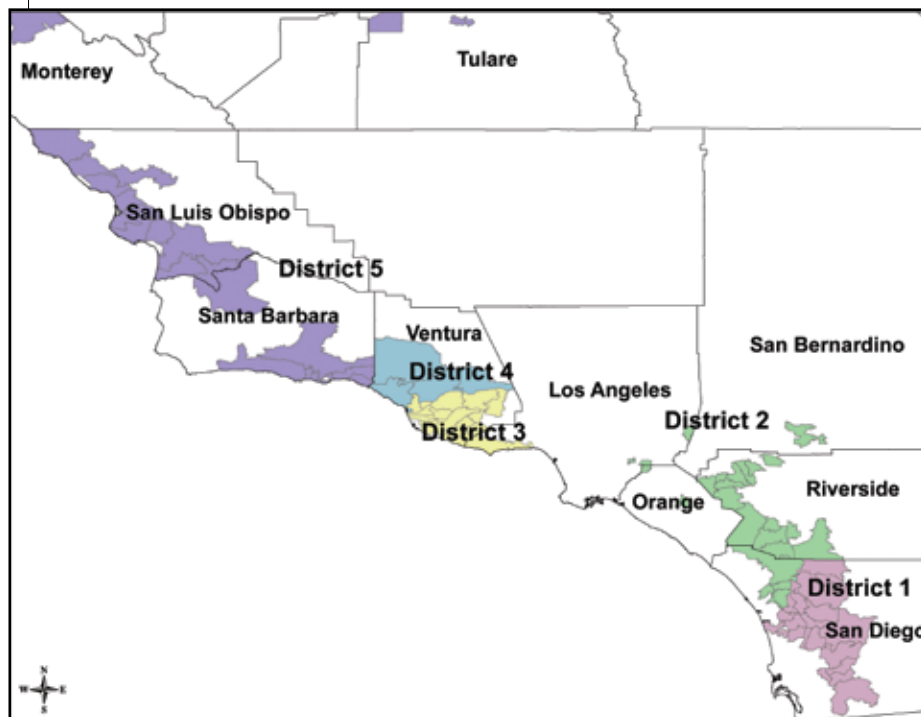


CAC Districts Reapportioned

A look at new district lines effective November 1, 2016

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ies to determine if reapportionment was necessary. Using Board-approved redistricting procedures, if reapportionment was deemed necessary, the committee was directed to utilize the most relevant production and industry statistical data available when proposing new district lines. CAC law allows the committee the flexibility to consider a Commission district composition of no fewer than three and no more than five districts.

During the March 2016 CAC Board meeting,, the committee reported that a review of the previous five years' worth of production data indicated, in all cases, that the current district boundary lines deviated by more than 10 percent from a calculated pro-rata poundage, and that reapportionment was necessary. The committee explored three, four and five district scenarios using the previous three years' production data (2013, 2014 and

As required by California Avocado Commission (CAC) law, every five years the Commission reviews the boundaries of the existing districts to determine if reapportionment of those districts is necessary.

In order to determine the necessity of reapportionment, the Commission appoints a committee of industry members to review production statistics to determine whether each of the Commission's districts represents a relatively-equal percentage of avocado production and continues to equitably represent the constituents throughout the state of California. Beyond the goal of relatively-equal production, the committee strives to compose districts that consist of: producing areas that are geographically close in proximity and as contiguous as practicable; producers who are likeminded with similar industry issues (i.e. water, pests); and districts that provide adequate opportunity for representation on the CAC Board of Directors.

With the last reapportionment occurring in 2011, in January of this year the CAC Board tasked the Governance Committee with the responsibility of reviewing current boundar-

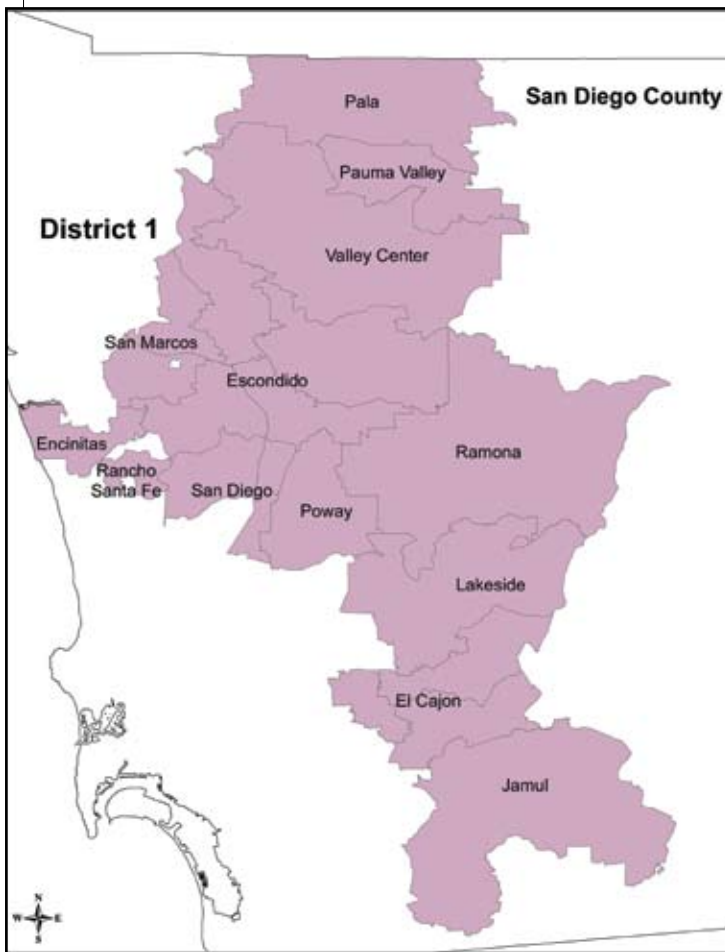
ies), which was deemed by the committee to be the most equitable representation of the industry. After careful consideration of all factors, a five-district composition was recommended, as it continues to be the most equitable way to represent the California avocado industry and its constituents.

The CAC Board approved the committee's recommended reapportionment proposal, resulting in new district boundaries that will become effective November 1, 2016, and be used to determine eligibility for the upcoming 2016 CAC General Election. Because the recommendation was to continue with a five-district composition, existing districts will remain largely intact with minimal disruption throughout the industry. However, the following areas of note will be impacted through the redistricting process:

- All of Riverside County will now be in District 2, instead of split between District 2 and 3
- Orange County, currently in District 3, will be moved to District 2
- Ventura (zip code 93001) will move from District 5 to District 4
- Fillmore will move from District 3 to District 4

- Somis will move from District 4 to District 3

While the Commission will continue with five districts, the industry has evolved and the demographics of the producers and acreage within those five districts has changed dramatically. For example, in 2011 CAC's database consisted of just under 5,000 producers, but now it stands at approximately 4,000 growers who have reported pounds in the last two marketing seasons. Likewise, California planted acreage has seen a decrease of more than 9,000 acres during this same period - from 63,000 in 2011 to 54,000 in 2015. Below is a snapshot of each of the new districts, along with basic producer, production and acreage demographics:

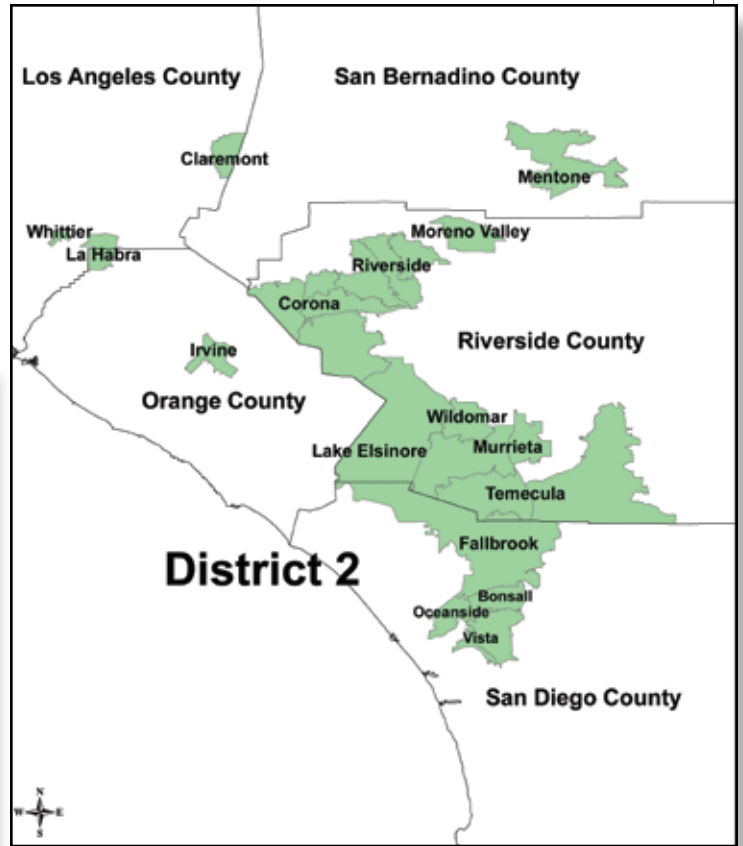


District 1

Producer count: 877

Average Production, Based on Prior 3-Years: 77,629,413

Planted Avocado Acreage: 11,910

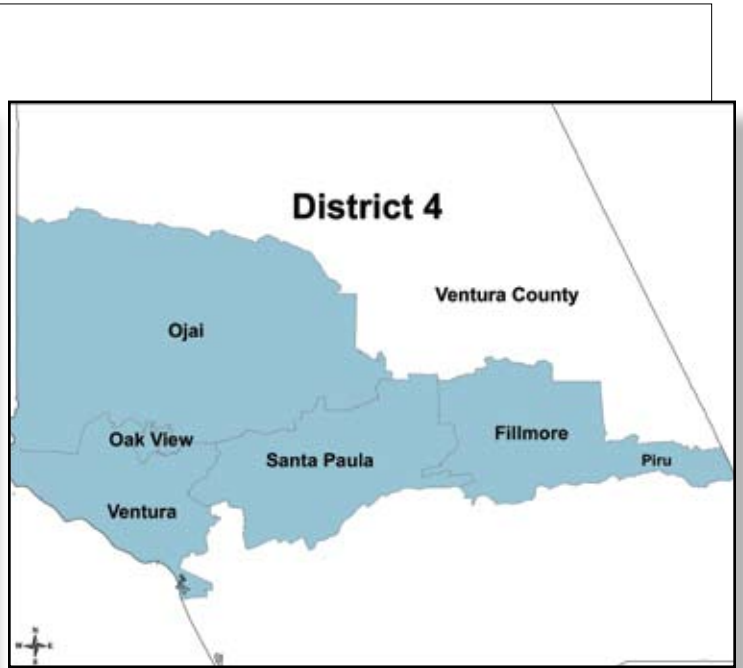
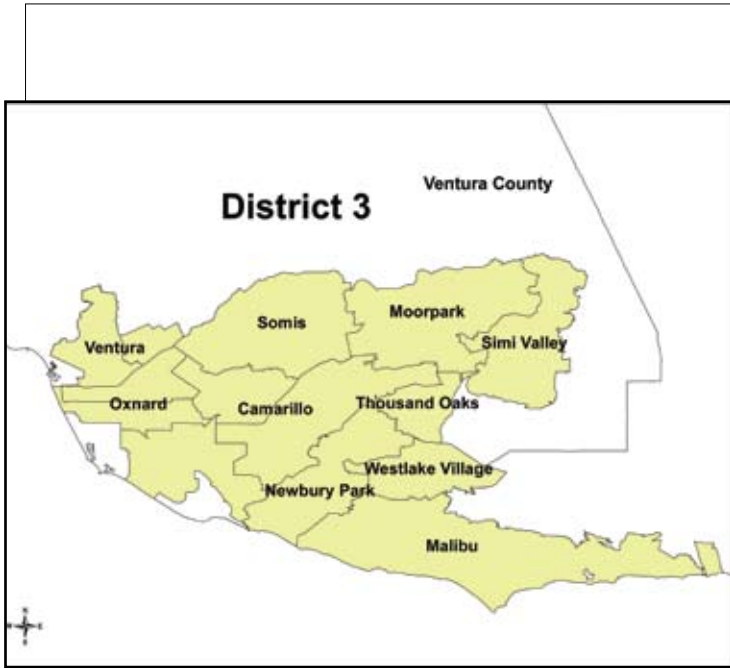


District 2

Producer count: 1,663

Average Production, Based on Prior 3-Years: 73,085,910

Planted Avocado Acreage: 14,295

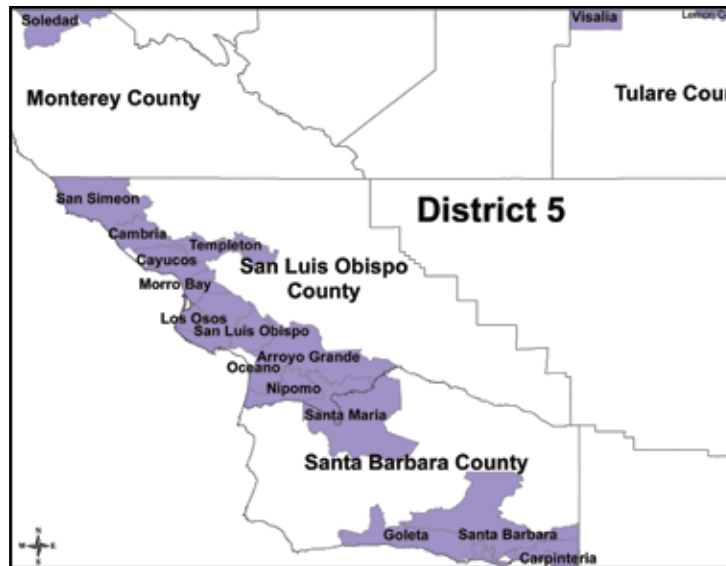


District 3

Producer count: 581
Average Production, Based on Prior 3-Years: 69,364,945
Planted Avocado Acreage: 9,648

District 4

Producer count: 406
Average Production, Based on Prior 3-Years: 64,938,817
Planted Avocado Acreage: 8,352



District 5

Producer count: 485
Average Production, Based on Prior 3-Years: 72,071,314
Planted Avocado Acreage: 9,601