

**CALIFORNIA AVOCADO COMMISSION  
2019-20 PROJECTION & BUDGET  
WITH COMPARISON TO 2018-19**

APPROVED BY CAC BOARD 10/9/19

| ACCT<br>CODE                         | REVENUES:  | 2019-20             |               | 2018-19              |               | 2019-20 vs. 2018-19    |                   | COMMENT   |
|--------------------------------------|--|---------------------|---------------|----------------------|---------------|------------------------|-------------------|---|
|                                      |  | PROJECTION          | %             | AMENDMENT #2         | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |   |
| 40001                                | CAC Assessment Revenue   | \$8,541,000         | 53.5%         | \$4,305,600          | 54.6%         | \$4,235,400            | 98.37%            | Assessment rate 2.00%, crop size 365 MM lbs, price \$1.20 |
| 40011                                | HAB 85% Rebate Assessment Revenue                                | \$7,213,313         | 45.2%         | \$3,162,000          | 40.1%         | \$4,051,313            | 128.13%           |   |
|                                      | <b>Subtotal Assessment Revenues</b>                              | <b>\$15,754,313</b> | <b>98.7%</b>  | <b>\$7,467,600</b>   | <b>94.6%</b>  | <b>\$8,286,713</b>     | <b>110.97%</b>    |   |
| 42001                                | Administration & Accounting Fee Revenue (AIP)                    | \$61,000            | 0.4%          | \$61,000             | 0.8%          | \$0                    | 0.00%             |   |
| 46010                                | Grant Funding  | \$38,648            | 0.2%          | \$253,648            | 3.2%          | (\$215,000)            | -84.76%           |   |
| 48001                                | Interest Income  | \$15,000            | 0.1%          | \$15,000             | 0.2%          | \$0                    | 0.00%             |   |
| 48009                                | From the Grove Income  | \$60,000            | 0.4%          | \$70,000             | 0.9%          | (\$10,000)             | -14.29%           |   |
| 48009                                | Other Income   | \$32,000            | 0.2%          | \$24,000             | 0.3%          | \$8,000                | 33.33%            |   |
|                                      | <b>Subtotal Other Revenues</b>                                   | <b>\$206,648</b>    | <b>1.3%</b>   | <b>\$423,648</b>     | <b>5.4%</b>   | <b>(\$217,000)</b>     | <b>-51.22%</b>    |   |
|                                      | <b>Total Revenues</b>  | <b>\$15,960,961</b> | <b>100.0%</b> | <b>\$7,891,248</b>   | <b>100.0%</b> | <b>\$8,069,713</b>     | <b>102.26%</b>    |   |
| ACCT<br>CODE                         | EXPENDITURES: Marketing Programs                                 | 2019-20             |               | 2018-19              |               | 2019-20 vs. 2018-19    |                   | COMMENT   |
|                                      |  | PROJECTION          | %             | AMENDMENT #2         | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |   |
| 51000 & 55000                        | Consumer Marketing   | \$6,601,027         | 40.6%         | \$3,931,996          | 32.9%         | \$2,669,031            | 67.88%            |   |
| 54000                                | Consumer Public Relations  | \$975,000           | 6.0%          | \$680,000            | 5.7%          | \$295,000              | 43.38%            |   |
| 54000                                | Consumer/Trade Living Well                                       | \$134,750           | 0.8%          | \$103,750            | 0.9%          | \$31,000               | 29.88%            |   |
| 52000                                | Merchandising  | \$2,478,918         | 15.3%         | \$1,500,845          | 12.6%         | \$978,073              | 65.17%            |   |
| 53000                                | Foodservice  | \$934,000           | 5.8%          | \$650,000            | 5.4%          | \$284,000              | 43.69%            |   |
| 59000                                | Marketing Activities Support                                     | \$145,875           | 0.9%          | \$102,345            | 0.9%          | \$43,530               | 42.53%            |   |
|                                      | <b>Subtotal Marketing Programs</b>                               | <b>\$11,269,570</b> | <b>69.4%</b>  | <b>\$6,968,936</b>   | <b>58.3%</b>  | <b>\$4,300,634</b>     | <b>61.71%</b>     |   |
| EXPENDITURES: Non-Marketing Programs |  | 2019-20             |               | 2018-19              |               | 2019-20 vs. 2018-19    |                   |   |
|                                      |  | PROJECTION          | %             | AMENDMENT #2         | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |   |
| 64000 & 65000                        | Industry Affairs & Production Research                           | \$1,507,464         | 9.3%          | \$1,224,593          | 10.2%         | \$282,871              | 23.10%            |   |
| 66010                                | Grant Programs   | \$38,648            | 0.2%          | \$253,648            | 2.1%          | (\$215,000)            | -84.76%           |   |
| 70000                                | Administration   | \$3,423,251         | 21.1%         | \$3,503,623          | 29.3%         | (\$80,372)             | -2.29%            |   |
|                                      | <b>Subtotal Non-Marketing Programs</b>                           | <b>\$4,969,363</b>  | <b>30.6%</b>  | <b>\$4,981,864</b>   | <b>41.7%</b>  | <b>(\$12,501)</b>      | <b>-0.25%</b>     |   |
|                                      | <b>Total Expenditures</b>  | <b>\$16,238,933</b> | <b>100.0%</b> | <b>\$11,950,800</b>  | <b>100.0%</b> | <b>\$4,288,133</b>     | <b>35.88%</b>     |   |
|                                      | <b>Excess Of Revenues Over (Under) Expenditures</b>              | <b>(\$277,973)</b>  | <b>-1.7%</b>  | <b>(\$4,059,552)</b> | <b>-51.4%</b> | <b>\$3,781,580</b>     | <b>-93.15%</b>    |   |
|                                      | <b>Estimated Beginning Reserves - Nov. 1</b>                     | \$12,959,776        |               | \$12,219,328         |               | \$740,448              | 6.06%             |   |
|                                      | <b>Estimated 2018-19 Revenue Surplus based on 212 MM lb crop</b> |                     |               | \$4,800,000          |               |                        |                   |   |
|                                      | <b>Estimated Ending Reserves - Oct. 31</b>                       | <b>\$12,681,804</b> |               | <b>\$12,959,776</b>  |               | <b>(\$277,973)</b>     | <b>-2.14%</b>     |   |

**CALIFORNIA AVOCADO COMMISSION  
2019-20 PROJECTION & BUDGET  
WITH COMPARISON TO 2018-19**

APPROVED BY CAC BOARD 10/9/19

Department: Marketing

| ACCT<br>CODE                                 | DEPT/<br>ACTIVITY                       | 2019-20             |               | 2018-19            |               | 2019-20 vs. 2018-19    |                   | COMMENT |
|--|---|---------------------|---------------|--------------------|---------------|------------------------|-------------------|---------|
|  |   | PROJECTION          | %             | AMENDMENT #2       | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |         |
| <b><u>Consumer Marketing:</u></b>            |   |                     |               |                    |               |                        |                   |         |
| 51001  | Media                                   | \$3,750,000         | 33.3%         | \$2,165,000        | 31.1%         | \$1,585,000            | 73.21%            |         |
| 51002  | Production                              | \$434,000           | 3.9%          | \$200,000          | 2.9%          | \$234,000              | 117.00%           |         |
| 55XXX  | Online Marketing                        | \$721,500           | 6.4%          | \$581,850          | 8.3%          | \$139,650              | 24.00%            |         |
| 51801 & 57002                                | Program Administration                  | \$1,695,527         | 15.0%         | \$985,146          | 14.1%         | \$710,381              | 72.11%            |         |
| <b>Consumer Marketing Subtotal</b>           |   | <b>\$6,601,027</b>  | <b>58.6%</b>  | <b>\$3,931,996</b> | <b>56.4%</b>  | <b>\$2,669,031</b>     | <b>67.88%</b>     |         |
| <b><u>Consumer Public Relations:</u></b>     |   |                     |               |                    |               |                        |                   |         |
| 5400X & 5420X                                | Brand Advocates                         | \$180,000           | 1.6%          | \$171,000          | 2.5%          | \$9,000                | 5.26%             |         |
| 5400X & 541XX                                | Public Relations                        | \$660,000           | 5.9%          | \$419,000          | 6.0%          | \$241,000              | 57.52%            |         |
| 5480X  | Program Administration                  | \$135,000           | 1.2%          | \$90,000           | 1.3%          | \$45,000               | 50.00%            |         |
| <b>Consumer Public Relations Subtotal</b>    |   | <b>\$975,000</b>    | <b>8.7%</b>   | <b>\$680,000</b>   | <b>9.8%</b>   | <b>\$295,000</b>       | <b>43.38%</b>     |         |
| <b><u>Consumer/Trade Living Well:</u></b>    |   |                     |               |                    |               |                        |                   |         |
| 54206  | Living Well Brand Advocates             | \$96,250            | 0.9%          | \$85,250           | 1.2%          | \$11,000               | 12.90%            |         |
| 54201  | Industry Partnerships                   | \$27,500            | 0.2%          | \$9,500            | 0.1%          | \$18,000               | 189.47%           |         |
| 54802  | Program Administration                  | \$11,000            | 0.1%          | \$9,000            | 0.1%          | \$2,000                | 22.22%            |         |
| <b>Consumer/Trade Living Well Subtotal</b>   |   | <b>\$134,750</b>    | <b>1.2%</b>   | <b>\$103,750</b>   | <b>1.5%</b>   | <b>\$31,000</b>        | <b>29.88%</b>     |         |
| <b><u>Merchandising:</u></b>                 |   |                     |               |                    |               |                        |                   |         |
| 520XX  | Trade Relations                         | \$1,255,868         | 11.1%         | \$730,063          | 10.5%         | \$525,805              | 72.02%            |         |
| 521XX & 523XX                                | Retail & Consumer Promotions            | \$738,250           | 6.6%          | \$336,550          | 4.8%          | \$401,700              | 119.36%           |         |
| 522XX  | Data, Research & Analysis               | \$379,800           | 3.4%          | \$324,232          | 4.7%          | \$55,568               | 17.14%            |         |
| 524XX  | Administration & Other                  | \$105,000           | 0.9%          | \$110,000          | 1.6%          | (\$5,000)              | -4.55%            |         |
| <b>Merchandising Subtotal</b>                |   | <b>\$2,478,918</b>  | <b>22.0%</b>  | <b>\$1,500,845</b> | <b>21.5%</b>  | <b>\$978,073</b>       | <b>65.17%</b>     |         |
| <b><u>Foodservice:</u></b>                   |   |                     |               |                    |               |                        |                   |         |
| 53001  | Media                                   | \$126,000           | 1.1%          | \$82,000           | 1.2%          | \$44,000               | 53.66%            |         |
| 53101  | Public Relations & Collateral Materials | \$70,700            | 0.6%          | \$57,000           | 0.8%          | \$13,700               | 24.04%            |         |
| 53103  | Foodservice Events                      | \$307,300           | 2.7%          | \$221,000          | 3.2%          | \$86,300               | 39.05%            |         |
| 53104  | Chain Promotions                        | \$370,000           | 3.3%          | \$234,000          | 3.4%          | \$136,000              | 58.12%            |         |
| 53105  | Education Programs                      | \$6,000             | 0.1%          | \$2,000            | 0.0%          | \$4,000                | 200.00%           |         |
| 5380X  | Program Administration                  | \$54,000            | 0.5%          | \$54,000           | 0.8%          | \$0                    | 0.00%             |         |
| <b>Foodservice Subtotal</b>                  |   | <b>\$934,000</b>    | <b>8.3%</b>   | <b>\$650,000</b>   | <b>9.3%</b>   | <b>\$284,000</b>       | <b>43.69%</b>     |         |
| <b><u>Marketing Activities Support:</u></b>  |   |                     |               |                    |               |                        |                   |         |
| 51803  | Marketing Planning                      | \$105,375           | 0.9%          | \$87,845           | 1.3%          | \$17,530               | 19.96%            |         |
| 51003  | Buy California Marketing Agreement      | \$25,000            | 0.2%          | \$0                | 0.0%          | \$25,000               | 100.00%           |         |
| 51005  | Center for Produce Safety               | \$5,000             | 0.0%          | \$5,000            | 0.1%          | \$0                    | 0.00%             |         |
| 580XX  | Festivals                               | \$10,500            | 0.1%          | \$9,500            | 0.1%          | \$1,000                | 10.53%            |         |
| <b>Marketing Activities Support Subtotal</b> |   | <b>\$145,875</b>    | <b>1.3%</b>   | <b>\$102,345</b>   | <b>1.5%</b>   | <b>\$43,530</b>        | <b>42.53%</b>     |         |
| <b>Total Marketing</b>                       |   | <b>\$11,269,570</b> | <b>100.0%</b> | <b>\$6,968,936</b> | <b>100.0%</b> | <b>\$4,300,634</b>     | <b>61.71%</b>     |         |

**CALIFORNIA AVOCADO COMMISSION  
2019-20 PROJECTION & BUDGET  
WITH COMPARISON TO 2018-19**

APPROVED BY CAC BOARD 10/9/19

Department: Industry Affairs & Production Research

| ACCT<br>CODE                                       | DEPT/<br>ACTIVITY                                      | 2019-20            |               | 2018-19          |               | 2019-20 vs. 2018-19    |                   | COMMENT |
|--|--|--------------------|---------------|------------------|---------------|------------------------|-------------------|---------|
|  |  | PROJECTION         | %             | AMENDMENT #2     | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |         |
| <b><u>Industry Statistics And Information:</u></b> |  |                    |               |                  |               |                        |                   |         |
| 64001  | AMRIC Operation  | \$82,000           | 7.3%          | \$70,000         | 7.0%          | \$12,000               | 17.14%            |         |
| 64002  | Crop Forecasting and Analysis                          | \$137,000          | 12.1%         | \$151,000        | 15.1%         | (\$14,000)             | -9.27%            |         |
| 64003  | Grower Database  | \$10,000           | 0.9%          | \$15,000         | 1.5%          | (\$5,000)              | -33.33%           |         |
| 64004  | Grove Identification GIS Project Development           | \$23,000           | 2.0%          | \$22,000         | 2.2%          | \$1,000                | 4.55%             |         |
|  | <b>Industry Statistics And Information Subtotal</b>    | <b>\$252,000</b>   | <b>22.3%</b>  | <b>\$258,000</b> | <b>25.9%</b>  | <b>(\$6,000)</b>       | <b>-2.33%</b>     |         |
| <b><u>Grower Communications:</u></b>               |  |                    |               |                  |               |                        |                   |         |
| 64105  | Online Information                                     | \$35,000           | 3.1%          | \$30,000         | 3.0%          | \$5,000                | 16.67%            |         |
| 64106  | Publications   | \$115,000          | 10.2%         | \$128,500        | 12.9%         | (\$13,500)             | -10.51%           |         |
| 64107  | Annual Meeting   | \$20,000           | 1.8%          | \$21,500         | 2.2%          | (\$1,500)              | -6.98%            |         |
| 64108  | Annual Report  | \$10,000           | 0.9%          | \$10,000         | 1.0%          | \$0                    | 0.00%             |         |
|  | <b>Grower Communications Subtotal</b>                  | <b>\$180,000</b>   | <b>16.0%</b>  | <b>\$190,000</b> | <b>19.1%</b>  | <b>(\$10,000)</b>      | <b>-5.26%</b>     |         |
| <b><u>Issues Management:</u></b>                   |  |                    |               |                  |               |                        |                   |         |
| 64201  | Water Issues   | \$25,000           | 2.2%          | \$10,000         | 1.0%          | \$15,000               | 150.00%           |         |
| 64202  | Field/Technical Support                                | \$65,000           | 5.8%          | \$65,000         | 6.5%          | \$0                    | 0.00%             |         |
| 64206  | Legislative & Regulatory Advocacy                      | \$175,000          | 15.5%         | \$60,000         | 6.0%          | \$115,000              | 191.67%           |         |
| 64208  | Product Registrations                                  | \$4,000            | 0.4%          | \$4,000          | 0.4%          | \$0                    | 0.00%             |         |
| 64211  | Sustainability Project                                 | \$50,000           | 4.4%          | \$50,000         | 5.0%          | \$0                    | 0.00%             |         |
|  | <b>Issues Management Subtotal</b>                      | <b>\$319,000</b>   | <b>28.3%</b>  | <b>\$189,000</b> | <b>19.0%</b>  | <b>\$130,000</b>       | <b>68.78%</b>     |         |
| <b><u>Legal/Governance:</u></b>                    |  |                    |               |                  |               |                        |                   |         |
| 64301  | Elections  | \$10,000           | 0.9%          | \$10,000         | 1.0%          | \$0                    | 0.00%             |         |
| 64302  | Legal Support  | \$25,000           | 2.2%          | \$20,000         | 2.0%          | \$5,000                | 25.00%            |         |
| 64303  | Governance Support                                     | \$45,000           | 4.0%          | \$25,000         | 2.5%          | \$20,000               | 80.00%            |         |
|  | <b>Legal/Governance Subtotal</b>                       | <b>\$80,000</b>    | <b>7.1%</b>   | <b>\$55,000</b>  | <b>5.5%</b>   | <b>\$25,000</b>        | <b>45.45%</b>     |         |
| <b><u>Demonstration Grove:</u></b>                 |  |                    |               |                  |               |                        |                   |         |
| 64401  | Pine Tree - Rent                                       | \$22,837           | 2.0%          | \$22,105         | 2.2%          | \$732                  | 3.31%             |         |
| 64402  | Pine Tree - Grove Management                           | \$40,000           | 3.5%          | \$52,000         | 5.2%          | (\$12,000)             | -23.08%           |         |
| 64403  | Pine Tree - Utilities                                  | \$5,400            | 0.5%          | \$5,400          | 0.5%          | \$0                    | 0.00%             |         |
| 64404  | Pine Tree - Property Tax & Insurance                   | \$2,500            | 0.2%          | \$2,500          | 0.3%          | \$0                    | 0.00%             |         |
| 64405  | Pine Tree - Improvements & Misc Expenses               | \$5,000            | 0.4%          | \$5,000          | 0.5%          | \$0                    | 0.00%             |         |
| 64406 - 64409                                      | Pine Tree - Harvesting, Hauling, CAC & HAB Assessments | \$6,940            | 0.6%          | \$5,105          | 0.5%          | \$1,835                | 35.95%            |         |
|  | <b>Demonstration Grove Subtotal</b>                    | <b>\$82,677</b>    | <b>7.3%</b>   | <b>\$92,110</b>  | <b>9.2%</b>   | <b>(\$9,433)</b>       | <b>-10.24%</b>    |         |
| <b><u>Education &amp; Outreach:</u></b>            |  |                    |               |                  |               |                        |                   |         |
| 64501  | Field Meetings, Seminars & Workshops                   | \$30,000           | 2.7%          | \$29,000         | 2.9%          | \$1,000                | 3.45%             |         |
| 64502  | Pine Tree Ranch Field Days                             | \$6,000            | 0.5%          | \$6,000          | 0.6%          | \$0                    | 0.00%             |         |
| 64503  | Grower Outreach  | \$19,200           | 1.7%          | \$19,200         | 1.9%          | \$0                    | 0.00%             |         |
| 64504  | Decision Support Tools                                 | \$39,800           | 3.5%          | \$39,800         | 4.0%          | \$0                    | 0.00%             |         |
|  | <b>Education &amp; Outreach Subtotal</b>               | <b>\$95,000</b>    | <b>8.4%</b>   | <b>\$94,000</b>  | <b>9.4%</b>   | <b>\$1,000</b>         | <b>1.06%</b>      |         |
| <b><u>Other:</u></b>                               |  |                    |               |                  |               |                        |                   |         |
| 64801  | Dues, Sponsorships, & Reports                          | \$20,000           | 1.8%          | \$20,000         | 2.0%          | \$0                    | 0.00%             |         |
| 64802  | Grant Writing  | \$2,500            | 0.2%          | \$2,500          | 0.3%          | \$0                    | 0.00%             |         |
| 64803  | Travel   | \$60,000           | 5.3%          | \$75,000         | 7.5%          | (\$15,000)             | -20.00%           |         |
| 64804  | Office Expense   | \$31,500           | 2.8%          | \$16,500         | 1.7%          | \$15,000               | 90.91%            |         |
| 64805  | Committee Meeting Expense                              | \$5,000            | 0.4%          | \$5,000          | 0.5%          | \$0                    | 0.00%             |         |
|  | <b>Other Industry Affairs Subtotal</b>                 | <b>\$119,000</b>   | <b>10.6%</b>  | <b>\$119,000</b> | <b>11.9%</b>  | <b>\$0</b>             | <b>0.00%</b>      |         |
|  | <b>Total Industry Affairs</b>                          | <b>\$1,127,677</b> | <b>100.0%</b> | <b>\$997,110</b> | <b>100.0%</b> | <b>\$130,567</b>       | <b>13.09%</b>     |         |

**CALIFORNIA AVOCADO COMMISSION  
2019-20 PROJECTION & BUDGET  
WITH COMPARISON TO 2018-19**

APPROVED BY CAC BOARD 10/9/19

**Department: Industry Affairs & Production Research**

| ACCT<br>CODE   | DEPT/<br>ACTIVITY  | 2019-20          |               | 2018-19          |               | 2019-20 vs. 2018-19    |                   | COMMENT |
|--|--|------------------|---------------|------------------|---------------|------------------------|-------------------|---------|
|  |  | PROJECTION       | %             | AMENDMENT #2     | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |         |
| <b><u>Pest &amp; Disease Projects:</u></b>             |  |                  |               |                  |               |                        |                   |         |
| 65127  | Phenology of Avocado Infection by Botryosphaeria Branch Cank     | \$67,827         | 17.9%         | \$62,000         | 27.3%         | \$5,827                | 9.40%             |         |
| 65128  | Avocado Lace Bug DNA Analysis - Culver City                      | \$0              | 0.0%          | \$1,980          | 0.9%          | (\$1,980)              | -100.00%          |         |
| 65129  | Proactive Management of Avocado Seed and Stem Feeding We         | \$50,000         | 13.2%         | \$0              | 0.0%          | \$50,000               | 100.00%           |         |
| 65130  | Proactive Biological Control of Spotted Lantern Fly, Lycorma Del | \$3,000          | 0.8%          | \$0              | 0.0%          | \$3,000                | 100.00%           |         |
| <b>Pest &amp; Disease Project Subtotal</b>             |  | <b>\$120,827</b> | <b>31.8%</b>  | <b>\$63,980</b>  | <b>28.1%</b>  | <b>\$56,847</b>        | <b>88.85%</b>     |         |
| <b><u>Breeding, Varieties, Genetics Projects:</u></b>  |  |                  |               |                  |               |                        |                   |         |
| 65214  | Commercial-Scale Field Testing and Potential Release of Rootst   | \$145,000        | 38.2%         | \$98,020         | 43.1%         | \$46,980               | 47.93%            |         |
| <b>Breeding, Varieties, Genetics Projects Subtotal</b> |  | <b>\$145,000</b> | <b>38.2%</b>  | <b>\$98,020</b>  | <b>43.1%</b>  | <b>\$46,980</b>        | <b>47.93%</b>     |         |
| <b><u>Cultural Management Projects:</u></b>            |  |                  |               |                  |               |                        |                   |         |
| 65318  | Opening Roads for Micropropagation of Avocado in California      | \$47,340         | 12.5%         | \$65,483         | 28.8%         | (\$18,143)             | -27.71%           |         |
| 65319  | Safety and Efficacy of Herbicides in Bearing Avocado Groves      | \$44,520         | 11.7%         | \$0              | 0.0%          | \$44,520               | 100.00%           |         |
| 65320  | Gem Avocado Scarring Study                                       | \$22,100         | 5.8%          | \$0              | 0.0%          | \$22,100               | 100.00%           |         |
| <b>Cultural Management Projects Subtotal</b>           |  | <b>\$113,960</b> | <b>30.0%</b>  | <b>\$65,483</b>  | <b>28.8%</b>  | <b>\$48,477</b>        | <b>74.03%</b>     |         |
| <b>Total Production Research</b>                       |  | <b>\$379,787</b> | <b>100.0%</b> | <b>\$227,483</b> | <b>100.0%</b> | <b>\$152,304</b>       | <b>66.95%</b>     |         |

**Department: Grant Programs**

| ACCT<br>CODE                | DEPT/<br>ACTIVITY                           | 2019-20         |               | 2018-19          |               | 2019-20 vs. 2018-19    |                   | COMMENT |
|-----------------------------|---|-----------------|---------------|------------------|---------------|------------------------|-------------------|---------|
|                             |   | PROJECTION      | %             | AMENDMENT #2     | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |         |
| 66014-86                    | USDA Grant-TASC Program 2016-05             | \$14,312        | 37.0%         | \$14,312         | 5.6%          | \$0                    | 0.00%             |         |
| 66016-88                    | USDA Grant-TASC Program 2016-09             | \$24,336        | 63.0%         | \$24,336         | 9.6%          | \$0                    | 0.00%             |         |
| 66018-82                    | CDFR Grant-Web-Based Decision Support Tools | \$0             | 0.0%          | \$15,000         | 5.9%          | (\$15,000)             | -100.00%          |         |
| 66020-91                    | USDA Grant-FAS MAP South Korea              | \$0             | 0.0%          | \$175,000        | 69.0%         | (\$175,000)            | -100.00%          |         |
| 66021-92                    | USDA Grant-FAS MAP China                    | \$0             | 0.0%          | \$25,000         | 9.9%          | (\$25,000)             | -100.00%          |         |
| <b>Total Grant Programs</b> |   | <b>\$38,648</b> | <b>100.0%</b> | <b>\$253,648</b> | <b>100.0%</b> | <b>(\$215,000)</b>     | <b>-84.76%</b>    |         |

**CALIFORNIA AVOCADO COMMISSION  
2019-20 PROJECTION & BUDGET  
WITH COMPARISON TO 2018-19**

APPROVED BY CAC BOARD 10/9/19

Department: Administration

| ACCT<br>CODE  | DEPT/<br>ACTIVITY  | 2019-20            |               | 2018-19            |               | 2019-20 vs. 2018-19    |                   | COMMENT |
|---|--|--------------------|---------------|--------------------|---------------|------------------------|-------------------|---------|
|   |  | PROJECTION         | %             | AMENDMENT #2       | %             | INCREASE<br>(DECREASE) | PERCENT<br>CHANGE |         |
| <b><u>Office Expense:</u></b>                           |  |                    |               |                    |               |                        |                   |         |
| 71101 & 71102   | Office Rent & Property Tax                               | \$102,288          | 3.0%          | \$94,937           | 2.7%          | \$7,351                | 7.74%             |         |
| 71104   | Offsite Storage  | \$6,638            | 0.2%          | \$7,075            | 0.2%          | (\$437)                | -6.18%            |         |
| 71111   | Corporate Insurance                                      | \$89,000           | 2.6%          | \$89,000           | 2.5%          | \$0                    | 0.00%             |         |
| 71121 - 71123   | Office Expense, Supplies & Janitorial                    | \$34,540           | 1.0%          | \$36,335           | 1.0%          | (\$1,795)              | -4.94%            |         |
| 71131   | Utilities  | \$16,540           | 0.5%          | \$16,790           | 0.5%          | (\$250)                | -1.49%            |         |
| 71141   | Bank & Payroll Fees                                      | \$13,410           | 0.4%          | \$14,700           | 0.4%          | (\$1,290)              | -8.78%            |         |
| 71151   | Equipment Maintenance & Expense                          | \$28,575           | 0.8%          | \$27,715           | 0.8%          | \$860                  | 3.10%             |         |
| 71161 - 71181   | Telephone, Cell Phone, Postage & Courier Service         | \$31,310           | 0.9%          | \$35,890           | 1.0%          | (\$4,580)              | -12.76%           |         |
|   | <b>Office Expense Subtotal</b>                           | <b>\$322,301</b>   | <b>9.4%</b>   | <b>\$322,442</b>   | <b>9.2%</b>   | <b>(\$141)</b>         | <b>-0.04%</b>     |         |
| <b><u>Professional Fees:</u></b>                        |  |                    |               |                    |               |                        |                   |         |
| 71201   | CPA-Financial Audits                                     | \$29,400           | 0.9%          | \$28,140           | 0.8%          | \$1,260                | 4.48%             |         |
| 71203   | CPA-Assessment Audits                                    | \$19,688           | 0.6%          | \$18,750           | 0.5%          | \$938                  | 5.00%             |         |
| 71207   | CDFR Fiscal and Compliance Audit                         | \$8,295            | 0.2%          | \$7,875            | 0.2%          | \$420                  | 5.33%             |         |
| 71211   | CDFR Charges   | \$76,200           | 2.2%          | \$76,200           | 2.2%          | \$0                    | 0.00%             |         |
| 71221   | USDA-AMS Charges   | \$75,600           | 2.2%          | \$69,300           | 2.0%          | \$6,300                | 9.09%             |         |
| 71231 - 71235   | Legal & Other Professional                               | \$5,000            | 0.1%          | \$5,000            | 0.1%          | \$0                    | 0.00%             |         |
| 78301   | Pension Admin & Legal                                    | \$42,050           | 1.2%          | \$37,500           | 1.1%          | \$4,550                | 12.13%            |         |
|   | <b>Professional Fees Subtotal</b>                        | <b>\$256,233</b>   | <b>7.5%</b>   | <b>\$242,765</b>   | <b>6.9%</b>   | <b>\$13,468</b>        | <b>5.55%</b>      |         |
| <b><u>Personnel Expenses:</u></b>                       |  |                    |               |                    |               |                        |                   |         |
| 71301   | Salaries/Wages   | \$1,891,680        | 55.3%         | \$1,915,200        | 54.7%         | (\$23,520)             | -1.23%            |         |
| 71311 - 71331   | Pension, Payroll Tax & Benefits                          | \$686,906          | 20.1%         | \$731,485          | 20.9%         | (\$44,579)             | -6.09%            |         |
|   | <b>Personnel Expenses Subtotal</b>                       | <b>\$2,578,586</b> | <b>75.3%</b>  | <b>\$2,646,685</b> | <b>75.5%</b>  | <b>(\$68,099)</b>      | <b>-2.57%</b>     |         |
| <b><u>Commissioner Expenses:</u></b>                    |  |                    |               |                    |               |                        |                   |         |
| 71401   | District Meetings & Expenses                             | \$3,000            | 0.1%          | \$3,000            | 0.1%          | \$0                    | 0.00%             |         |
| 71402 & 71403   | Travel, Lodging, Mileage, Meals & Entertainment          | \$40,000           | 1.2%          | \$58,400           | 1.7%          | (\$18,400)             | -31.51%           |         |
| 71404   | Board Meeting Expenses                                   | \$30,500           | 0.9%          | \$30,500           | 0.9%          | \$0                    | 0.00%             |         |
|   | <b>Commissioner Expenses Subtotal</b>                    | <b>\$73,500</b>    | <b>2.1%</b>   | <b>\$91,900</b>    | <b>2.6%</b>   | <b>(\$18,400)</b>      | <b>-20.02%</b>    |         |
| <b><u>Information Technology:</u></b>                   |  |                    |               |                    |               |                        |                   |         |
| 73001 & 73002   | Network Maint., Hardware, Software & Licenses            | \$49,716           | 1.5%          | \$56,616           | 1.6%          | (\$6,900)              | -12.19%           |         |
| 73003 & 73005   | IT Support, Consulting & IT Service                      | \$31,500           | 0.9%          | \$41,000           | 1.2%          | (\$9,500)              | -23.17%           |         |
| 73004   | Accounting & Assessment System                           | \$7,760            | 0.2%          | \$7,650            | 0.2%          | \$110                  | 1.44%             |         |
|   | <b>Information Technology Subtotal</b>                   | <b>\$88,976</b>    | <b>2.6%</b>   | <b>\$105,266</b>   | <b>3.0%</b>   | <b>(\$16,290)</b>      | <b>-15.48%</b>    |         |
| <b><u>Depreciation, Interest &amp; Other Admin:</u></b> |  |                    |               |                    |               |                        |                   |         |
| 78101   | Admin Staff Travel                                       | \$9,000            | 0.3%          | \$9,000            | 0.3%          | \$0                    | 0.00%             |         |
| 78201   | Depreciation Expense                                     | \$51,480           | 1.5%          | \$42,840           | 1.2%          | \$8,640                | 20.17%            |         |
| 78401 - 78501   | Dues & Reg., Education, Training, Recruitment, Other     | \$18,175           | 0.5%          | \$17,725           | 0.5%          | \$450                  | 2.54%             |         |
| 78601   | Temporary Help   | \$25,000           | 0.7%          | \$25,000           | 0.7%          | \$0                    | 0.00%             |         |
|   | <b>Depreciation, Interest &amp; Other Admin Subtotal</b> | <b>\$103,655</b>   | <b>3.0%</b>   | <b>\$94,565</b>    | <b>2.7%</b>   | <b>\$9,090</b>         | <b>9.61%</b>      |         |
|   | <b>Total Administration</b>                              | <b>\$3,423,251</b> | <b>100.0%</b> | <b>\$3,503,623</b> | <b>100.0%</b> | <b>(\$80,372)</b>      | <b>-2.29%</b>     |         |