



AGENDA

California Avocado Commission Finance Committee Meeting

Meeting Information

Date: May 19, 2022

Time: 9:00 a.m.

Location: Hybrid Meeting

Physical Meeting Location:
California Avocado Commission
12 Mauchly, Suite L
Irvine, CA 92618

Web/Teleconference URL:

<https://californiaavocado.zoom.us/j/84272195944?pwd=bjJwTDUyMkFUNGZaRzgwUIVajFYQT09>

Conference Call Number: (669) 900-6833

Meeting ID: 842 7219 5944

Passcode: 234649

Meeting materials will be posted online at least 24 hours prior to the meeting at:
<https://www.californiaavocadogrowers.com/commission/meeting-agendas-minutes>

Committee Member Attendance

As of Wednesday, May 11, 2022, the following individuals have advised the Commission that they will participate in this meeting either in person or via Zoom:

- Jason Cole, *Finance Committee Chairman*
- John Cornell
- John Lloyd-Butler
- Andrew Prechtl
- Rob Grether, *CAC Chairman/Finance Committee Ex-Officio*

Time	Item
9:00 a.m.	1. Call to Order a. Roll Call/Quorum
9:05 a.m.	2. Opportunity for Public Comment Any person may address the Board at this time on any subject within the jurisdiction of the California Avocado Commission.
9:10 a.m.	3. Consider approval of Minutes of October 11, 2021 Finance Committee Meeting
9:15 a.m.	4. Discussion and Possible Action Items a. 2021-22 Financial Updates b. Cash Disbursement Audit c. Review of Corporate Insurance d. Review of Contracts over \$25,000 e. Review of CAC Merchandise Shop Financials
9:55 a.m.	5. Adjourn Meeting

Disclosures

The times listed for each agenda item are estimated and subject to change. It is possible that some of the agenda items may not be able to be discussed prior to adjournment. Consequently, those items will be rescheduled to appear on a subsequent agenda. All meetings of the California Avocado Commission are open to the public and subject to the Bagley-Keene Open Meeting Act.

All agenda items are subject to discussion and possible action. For more information, or to make a request regarding a disability-related modification or accommodation for the meeting, please contact April Aymami at 949-341-1955, California Avocado Commission, 12 Mauchly, Suite L, Irvine, CA 92618, or via email at aaymami@avocado.org. Requests for disability-related modification or accommodation for the meeting should be made at least 48 hours prior to the meeting time. For individuals with sensory disabilities, this document is available in Braille, large print, audiocassette or computer disk. This meeting schedule notice and agenda is available on the internet at <https://www.californiaavocadogrowers.com/commission/meeting-agendas-minutes> and <http://it.cdfa.ca.gov/igov/postings/detail.aspx?type=Notices>.

If you have questions on the above agenda, please contact Monica Arnett at marnett@avocado.org or 949-341-1955.

Summary Definition of Conflict of Interest

It is each member's and alternate's responsibility to determine whether they have a conflict of interest and whether they should excuse themselves from a particular discussion or vote during a meeting. To assist you in this evaluation, the following *Summary Definition of Conflict of Interest* may be helpful.

A Commission *member or employee* has a conflict of interest in a decision of the Commission if it is reasonably foreseeable that the decision will have a material effect, financial or otherwise, on the member or employee or a member of his or her immediate family that is distinguishable from its effect on all persons subject to the Commission's jurisdiction.

No Commission member or employee shall make, or participate in making, any decision in which he or she knows or should know he or she has a conflict of interest.

No Commission member or employee shall, in any way, use his or her position to influence any decision in which he or she knows or should know he or she has a conflict of interest.

Respectfully submitted,

Monica Arnett, Vice President of Finance & Administration

EXHIBITS ATTACHED TO THE PERMANENT COPY OF THESE MINUTES

- EXHIBIT A 2020-21 Financial Update Packet
- EXHIBIT B 2020-21 LOE for the Financial Statement Audit and LOE for the CDFA
Fiscal and Compliance Assessment
- EXHIBIT C CAC 2021-21 Budget
- EXHIBIT D October 11, 2021 Finance Committee Meeting AB 2720 Roll Call Vote
Tally Summary



COMMITTEE INFORMATION

ITEM 3.B: 2021-22 FINANCIAL & CROP UPDATE

SUMMARY:

Financial Position and Operational Indicators

The following are highlights taken from the Commission's Statement of Net Position (Balance Sheet & Reserves) as of April 30, 2022 and Statement of Revenues, Expenses & Changes in Net Position (Income Statement) for the period then ended, with comparison to prior year's figures:

	4/30/22	4/30/21
Assets		
Petty Cash	\$200	\$200
Cash in Bank—Checking Accounts	1,099,119	421,185
Investments (LAIF & MMA)	7,035,259	9,917,540
Subtotal CAC Cash & Investment	8,134,578	10,338,925
Cash & Investments held for AIP	781,375	734,287
Total Cash & Investment	8,915,953	11,073,211
Assessment Receivable	3,272,028	3,074,059
Other (Other Receivables, Prepaids and Fixed Assets)	417,547	275,286
Total Assets	12,605,528	14,422,556
Liabilities & Net Reserves		
Accounts Payable and Accrued Expenses	381,688	727,115
Due to AIP	781,375	734,287
Other	252,693	221,399
Total Liabilities	1,415,756	1,682,801
Total Revenues	5,653,828	4,164,899
Total Expenditures	4,876,479	5,767,586
YTD Surplus (Deficit)	777,350	(1,602,686)
Net Reserves-Prior Periods	10,412,423	14,342,442
Total Net Reserves	11,189,772	12,739,755
Total Liabilities & Net Reserves	\$12,605,528	\$14,422,556

Crop Statistics

Handlers reported 68.2 million pounds of California avocados were harvested through March 2022 with an average price (per pound) reported at 1.56 dollars. An estimated 49.4 million pounds were harvested in April 2022 with an average price (per pound) of 1.80 dollars. This would bring the total harvested through April 2022 to 117.6 million pounds at an average price (per pound) of 1.66 dollars.

The attached year-to-date 2021-22 U.S. Aggregate Avocado Volume by Month Chart shows the actual crop volume for all countries of origin with prior year comparison.

FISCAL ANALYSIS:

- Not applicable

COMMITTEE OPTIONS:

- Discussion item only

STAFF RECOMMENDATION:

- Not applicable

EXHIBITS / ATTACHMENTS:

- Balance Sheet and Reserves as of April 30, 2022
- Statement of Revenues and Expenses for the six months ending April 30, 2022
- 2021-22 Pounds & Dollars by Variety Report (November 2021 – March 2022)
- 2021-22 U.S. Aggregate Avocado Volume by Month Chart (November 2021 – March 2022)

California Avocado Commission
Statement of Net Position
As of April 30, 2022 (with Comparison to Prior Year)

	Current Year		Prior Year		Variance	
	Balance	%	Balance	%	Amount	%
ASSETS						
Cash and Short Term Investments:						
Petty Cash	200	0.00%	200	0.00%	-	0.00%
Cash in Bank	1,099,119	8.72%	421,185	2.92%	677,934	160.96%
Cash in Bank-LAIF & Money Market	7,035,259	55.81%	9,917,540	68.76%	(2,882,281)	-29.06%
Total CAC Cash and Short Term Investme	8,134,578	64.53%	10,338,925	71.69%	(2,204,347)	-21.32%
Cash in Bank, LAIF & Money Market (held for /	781,375	6.20%	734,287	5.09%	47,088	6.41%
Total Cash and Short Term Investments	8,915,953	70.73%	11,073,211	76.78%	(2,157,258)	-19.48%
Other Current Assets:						
Assessment Receivable	3,272,028	25.96%	3,074,059	21.31%	197,969	6.44%
Other Receivable	161,520	1.28%	30,623	0.21%	130,897	427.44%
Prepays	125,466	1.00%	105,363	0.73%	20,104	19.08%
Merchandise Shop Inventory	68,267	0.54%	30,535	0.21%	37,732	123.57%
Total Other Current Assets	3,627,281	28.78%	3,240,580	22.47%	386,702	11.93%
Total Current Assets	12,543,235	99.51%	14,313,791	99.25%	(1,770,556)	-12.37%
Fixed Assets:						
Furniture	45,828	0.36%	78,176	0.54%	(32,349)	-41.38%
Software	-	0.00%	-	0.00%	-	#DIV/0!
Land Improvements	16,466	0.13%	30,588	0.21%	(14,123)	-46.17%
Total Fixed Assets	62,293	0.49%	108,765	0.75%	(46,472)	-42.73%
Net Fixed Assets	62,293	0.49%	108,765	0.75%	(46,472)	-42.73%
Total Assets	12,605,528	100.00%	14,422,556	100.00%	(1,817,028)	-12.60%
LIABILITIES AND NET RESERVES						
Current Liabilities:						
Accounts Payable & Accrued Expenses	381,688	26.96%	727,115	43.21%	(345,427)	-47.51%
Due to AIP	781,375	55.19%	734,287	43.63%	(47,088)	-6.41%
Other Payable (Vacation/Payroll/Sec. 125)	234,693	16.58%	200,205	11.90%	34,488	17.23%
Research Contract Payable	-	0.00%	3,194	0.19%	(3,194)	0.00%
Total Current Liabilities	1,397,755	98.73%	1,664,800	98.93%	(267,045)	-16.04%
Long Term Liabilities:						
Deposit Due to CDFA/AIP	18,000	1.27%	18,000	1.07%	-	0.00%
Total Long Term Liabilities	18,000	1.27%	18,000	1.07%	-	0.00%
Total Liabilities	1,415,755	100.00%	1,682,800	100.00%	(267,045)	-15.87%
Net Reserves:						
Net Reserves-Prior Periods	10,412,423	93.05%	14,342,442	112.58%	(3,930,019)	-27.40%
Surplus (Deficit)-Current Period	777,350	6.95%	(1,602,686)	-12.58%	2,380,036	-148.50%
Total Net Reserves	11,189,772	100.00%	12,739,755	100.00%	(1,549,983)	-12.17%
Total Liabilities and Net Reserves	12,605,528	100.00%	14,422,556	100.00%	(1,817,028)	-12.60%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit)
For the six months ending April 30, 2022 (with Comparison to Prior Year)

	2021/2022		2020/2021		Current Year Vs Prior Year	
	Actual	%	Actual	%	Var-Fav(Unfav)	% of Change
Revenues						
Assessment Revenues						
CAC Assessment Revenue	3,303,694	58.4%	2,169,401	52.09%	1,134,293	52.3%
HAB Assessment Revenue	2,262,356	40.0%	1,894,362	45.48%	367,995	19.4%
Subtotal Assessment Revenue	5,566,050	98.4%	4,063,762	97.57%	1,502,288	37.0%
Other Revenues						
Admin & Accounting Fee Revenue (AIP)	30,498	0.5%	30,498	0.73%	-	0.0%
Grant Funding	-	0.0%	-	0.00%	-	0.0%
Pine Tree Ranch Crop Income	-	0.0%	-	0.00%	-	0.0%
Interest and Other Income	49,623	0.9%	58,771	1.41%	(9,149)	-15.6%
Merch Shop Income	7,657	0.1%	11,867	0.28%	(4,210)	-35.5%
Subtotal Other Revenues	87,778	1.6%	101,137	2.43%	(13,359)	-13.2%
Total Revenue	5,653,828	100.0%	4,164,899	100.00%	1,488,929	35.7%
Expenses						
Marketing Expenses						
Consumer Marketing	1,360,821	28.4%	2,144,409	37.65%	783,587	36.5%
Merchandising	576,894	12.0%	681,665	11.97%	104,771	15.4%
Foodservice	217,622	4.5%	208,015	3.65%	(9,607)	-4.6%
Consumer Public Relations	375,958	7.8%	408,518	7.17%	32,560	8.0%
Consumer/Trade Living Well	83,774	1.7%	91,672	1.61%	7,898	8.6%
Marketing Activities Support	36,213	0.8%	86,756	1.52%	50,543	58.3%
Merch Shop	81,133	1.7%	72,229	1.27%	(8,905)	-12.3%
Subtotal Marketing Expenses	2,732,415	57.0%	3,693,263	64.85%	960,848	26.0%
Non-Marketing Expenses						
Industry Affairs & Production Research	320,233	6.7%	460,713	8.09%	140,479	30.5%
Grant Programs	150,153	3.1%	23,166	0.41%	(126,987)	-548.2%
Administration	1,673,678	34.9%	1,590,444	27.93%	(83,234)	-5.2%
Subtotal Non-Marketing Expenses	2,144,064	44.7%	2,074,323	36.42%	(69,741)	-3.4%
Total Expenses	4,876,479	100.0%	5,767,586	100.00%	891,107	15.5%
Surplus (Deficit)	777,350	100.0%	(1,602,686)	100.00%	2,380,036	148.5%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget
For the six months ending April 30, 2022 (with Comparison to Budget)

	YTD		YTD Budget	YTD Actual Vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
Revenues								
Assessment Revenues								
CAC Assessment Revenue	3,303,694	58.43%	1,690,140	1,613,554	95.47%	6,398,440	(3,094,746)	-48.37%
HAB Assessment Revenue	2,262,356	40.01%	1,742,100	520,256	29.86%	5,928,750	(3,666,394)	-61.84%
Subtotal Assessment Revenue	5,566,050	98.45%	3,432,240	2,133,810	62.17%	12,327,190	(6,761,140)	-54.85%
Other Revenues								
Admin & Accounting Fee Revenue (AIP)	30,498	0.54%	30,498	-	0.00%	61,000	(30,502)	-50.00%
Grant Funding	-	0.00%	-	-	0.00%	475,000	(475,000)	-100.00%
Pine Tree Ranch Crop Income	-	0.00%	-	-	0.00%	112,500	(112,500)	-100.00%
From The Grove Income	41,250	0.73%	32,500	8,750	26.92%	65,000	(23,750)	-36.54%
Interest and Other Income	8,373	0.15%	7,500	873	11.64%	15,000	(6,627)	-44.18%
Merchandise Shop Income	7,657	0.14%	26,811	(19,153)	-71.44%	53,621	(45,963)	-85.72%
Subtotal Other Revenues	87,778	1.55%	97,309	(9,531)	-9.79%	782,121	(694,343)	-88.78%
Total Revenue	5,653,828	100.00%	3,529,549	2,124,280	60.19%	13,109,311	(7,455,482)	-56.87%
Expenses								
Marketing Expenses								
Consumer Marketing	1,360,821	27.91%	2,221,341	860,520	38.74%	5,375,000	4,014,179	74.68%
Merchandising	576,894	11.83%	729,414	152,520	20.91%	2,194,035	1,617,141	73.71%
Foodservice	217,622	4.46%	240,405	22,783	9.48%	772,500	554,878	71.83%
Consumer Public Relations	375,958	7.71%	413,250	37,292	9.02%	785,000	409,042	52.11%
Consumer/Trade Living Well	83,774	1.72%	79,500	(4,274)	-5.38%	145,000	61,226	42.23%
Marketing Activities Support	36,213	0.74%	36,450	237	0.65%	112,500	76,287	67.81%
Merchandise Shop	81,133	1.66%	92,154	11,021	11.96%	147,330	66,197	44.93%
Subtotal Marketing Expenses	2,732,415	56.03%	3,812,514	1,080,099	28.33%	9,531,365	6,798,950	71.33%
Non-Marketing Expenses								
Industry Affairs & Production Research	320,233	6.57%	393,479	73,245	20.71%	1,465,412	1,145,179	163.45%
Grants	150,153	3.08%	150,200	47	0.03%	475,000	324,847	68.39%
Administration	1,673,678	34.32%	1,812,288	138,610	7.65%	3,577,725	1,904,047	53.22%
Subtotal Non-Marketing Expenses	2,144,064	43.97%	2,355,967	211,903	8.99%	5,518,137	3,374,073	61.15%
Total Expenses	4,876,479	100.00%	6,168,480	1,292,002	20.95%	15,049,502	10,173,023	67.60%
Surplus (Deficit)	777,350	100.00%	(2,638,932)	3,416,281	-129.46%	(1,940,191)	2,717,541	140.07%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget
For the six months ending April 30, 2022 (with Comparison to Budget)

	YTD		YTD Budget	YTD Actual Vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
Consumer Advertising								
Media	311,410	6.39%	1,006,666	695,256	69.07%	3,200,000	2,888,590	90.27%
Production	108,917	2.23%	167,305	58,388	34.90%	197,305	88,388	44.80%
Online Marketing	157,591	3.23%	264,468	106,877	40.41%	411,890	254,299	61.74%
Program Administration	782,903	16.05%	782,903	-	0.00%	1,565,805	782,903	50.00%
Subtotal Consumer Advertising	1,360,821	27.91%	2,221,341	860,520	38.74%	5,375,000	4,014,179	74.68%
Merchandising Promotions								
Trade Relations	409,204	8.39%	513,020	103,816	20.24%	1,001,500	592,296	59.14%
Retail/Consumer Promotions	62,914	1.29%	71,850	8,936	12.44%	813,835	750,921	92.27%
Data, Research & Analysis	94,425	1.94%	132,084	37,659	28.51%	293,700	199,275	67.85%
Administration & Other	10,351	0.21%	12,460	2,109	16.92%	85,000	74,649	87.82%
Subtotal Merchandising Promotions	576,894	11.83%	729,414	152,520	20.91%	2,194,035	1,617,141	73.71%
Foodservice								
Media	38,780	0.80%	26,155	(12,625)	-48.27%	79,300	40,520	51.10%
Public Relations & Collateral Materials	14,610	0.30%	20,050	5,440	27.13%	56,800	42,190	74.28%
Foodservice Events	80,286	1.65%	96,300	16,014	16.63%	279,700	199,414	71.30%
Chain Promotions	69,735	1.43%	84,000	14,265	16.98%	300,700	230,965	76.81%
Education Programs	700	0.01%	900	200	22.22%	2,000	1,300	65.00%
Program Administration Fees	13,510	0.28%	13,000	(510)	-3.93%	54,000	40,490	74.98%
Subtotal Foodservice	217,622	4.46%	240,405	22,783	9.48%	772,500	554,878	71.83%
Consumer Public Relations								
Brand Advocates	114,841	2.35%	162,350	47,509	29.26%	339,800	224,959	66.20%
Public Relations	209,861	4.30%	199,700	(10,161)	-5.09%	321,700	111,839	34.76%
Program Administration	51,256	1.05%	51,200	(56)	-0.11%	123,500	72,244	58.50%
Subtotal Public Relations	375,958	7.71%	413,250	37,292	9.02%	785,000	409,042	52.11%
Consumer/Trade Living Well								
RDN Ambassadors	59,791	1.23%	59,700	(91)	-0.15%	113,700	53,909	47.41%
Industry Partnerships	19,183	0.39%	15,000	(4,183)	-27.89%	21,300	2,117	9.94%
Program Administration	4,800	0.10%	4,800	-	0.00%	10,000	5,200	52.00%
Subtotal Consumer/Trade Living Well	83,774	1.72%	79,500	(4,274)	-5.38%	145,000	61,226	42.23%
Marketing Activities Support								
Marketing Planning	23,713	0.49%	23,950	237	0.99%	87,500	63,787	72.90%
Center for Produce Safety	-	0.00%	-	-	0.00%	-	-	0.00%
"Buy California" Marketing Campaign	12,500	0.26%	12,500	-	0.00%	25,000	12,500	0.00%
Festivals	-	0.00%	-	-	0.00%	-	-	0.00%
Subtotal Marketing Activities Support	36,213	0.74%	36,450	237	0.65%	112,500	76,287	67.81%
Merchandise Shop								
Cost of Goods Sold	(3,085)	-0.06%	-	3,085	0.00%	13,000	16,085	123.73%
Expenses - Variable	7,101	0.15%	9,627	2,526	26.23%	19,275	12,174	63.16%
Expenses - Fees	77,117	1.58%	82,527	5,410	6.56%	115,055	37,938	32.97%
Subtotal Merchandise Shop	81,133	1.66%	92,154	11,021	11.96%	147,330	66,197	44.93%
Subtotal Marketing Expenses	2,732,415	56.03%	3,812,514	1,080,099	28.33%	9,531,365	6,798,950	71.33%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget
For the six months ending April 30, 2022 (with Comparison to Budget)

	YTD		YTD Budget	YTD Actual Vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
Industry Affairs								
AMRIC Operation	30,173	0.62%	21,250	(8,923)	-41.99%	86,500	56,327	65.12%
Crop Forecasting & Analysis	60,939	1.25%	62,913	1,974	3.14%	145,000	84,061	57.97%
Grower Database	985	0.02%	5,000	4,015	80.31%	5,000	4,015	80.31%
Grove ID GIS Project Dmnt	-	0.00%	-	-	0.00%	20,000	20,000	100.00%
Online Information (Grower Web Site)	6,458	0.13%	20,200	13,742	68.03%	46,000	39,542	85.96%
Publications	43,688	0.90%	43,410	(278)	-0.64%	104,000	60,312	57.99%
Annual Meeting	-	0.00%	20,000	20,000	100.00%	20,000	20,000	100.00%
Annual Report	13,267	0.27%	12,000	(1,267)	-10.56%	12,000	(1,267)	-10.56%
Water Issues	-	0.00%	-	-	0.00%	25,000	25,000	100.00%
Field/Technical Support	15,318	0.31%	15,320	2	0.02%	65,000	49,682	76.43%
Research Program Coordination & Outre	48,000	0.98%	48,000	-	0.00%	120,000	72,000	60.00%
Legislative & Regulatory Advocacy	2,838	0.06%	3,000	163	5.42%	125,000	122,163	97.73%
Product Registrations	-	0.00%	-	-	0.00%	4,000	4,000	100.00%
Sustainability Project	225	0.00%	250	25	10.00%	50,000	49,775	99.55%
Elections	-	0.00%	1,000	1,000	100.00%	10,000	10,000	100.00%
Legal Support	10,644	0.22%	19,500	8,856	45.42%	40,000	29,356	73.39%
Governance Support	-	0.00%	-	-	0.00%	20,000	20,000	100.00%
Field Meetings, Seminars & Workshops	-	0.00%	-	-	0.00%	23,500	23,500	100.00%
Pine Tree Ranch Field Days	-	0.00%	675	675	100.00%	2,000	2,000	100.00%
Grower Outreach	3,509	0.07%	3,600	91	2.52%	13,500	9,991	74.00%
Coalition Dues, Sponsorship & Reports	8,240	0.17%	8,990	750	8.34%	20,000	11,760	58.80%
Grant Writing	-	0.00%	-	-	0.00%	2,500	2,500	100.00%
Travel	3,501	0.07%	18,000	14,499	80.55%	40,000	36,499	91.25%
Office Expense	5,223	0.11%	8,900	3,677	41.31%	16,500	11,277	68.34%
Committee Meeting Expense	-	0.00%	-	-	0.00%	5,000	5,000	100.00%
Demonstration Grove								
Pine Tree - Rent	12,060	0.25%	12,060	-	0.00%	24,384	12,324	50.54%
Pine Tree - Grove Management	13,119	0.27%	15,800	2,681	16.97%	40,000	26,881	67.20%
Pine Tree - Utilities	(44)	0.00%	2,700	2,744	101.64%	5,400	5,444	100.82%
Pine Tree - Property Tax & Insurance	(625)	-0.01%	1,260	1,885	149.57%	2,500	3,125	124.98%
Pine Tree - Misc Expenses	997	0.02%	1,000	3	0.26%	5,000	4,003	80.05%
Pine Tree - Crop Harvesting	1,887	0.04%	7,000	5,113	73.04%	16,200	14,313	88.35%
Pine Tree - Crop Hauling	-	0.00%	-	-	0.00%	500	500	100.00%
Pine Tree - CAC Assessment	-	0.00%	850	850	100.00%	1,969	1,969	100.00%
Pine Tree - HAB Assessment	-	0.00%	970	970	100.00%	2,250	2,250	100.00%
Subtotal Pine Tree Demonstrati	27,395	0.56%	41,640	14,245	34.21%	98,203	70,808	72.10%
Subtotal Industry Affairs	280,402	5.75%	353,648	73,245	20.71%	1,118,703	838,301	74.94%
Production Research								
Proactive Mgmt of Avocado Seed and St	-	0.00%	-	-	0.00%	50,000	50,000	100.00%
Phenology and Ecology of Avocado Lace	-	0.00%	-	-	0.00%	50,845	50,845	100.00%
Commercial-Scale Field Testing of Advai	33,750	0.69%	33,750	-	0.00%	135,000	101,250	75.00%
Safety and Efficacy of Herbicides in Bear	6,081	0.12%	6,081	-	0.00%	10,864	4,783	44.03%
Development of Chloride Mitigation Strat	-	0.00%	-	-	0.00%	74,600	74,600	100.00%
PLACEHOLDER	-	0.00%	-	-	0.00%	25,400	25,400	100.00%
Subtotal Production Research	39,831	0.82%	39,831	-	0.00%	346,709	306,878	88.51%
Grants								
USDA Grant-FAS MAP South Korea	12,000	0.25%	12,000	-	0.00%	200,000	188,000	94.00%
USDA Grant-FAS MAP China	138,153	2.83%	138,200	47	0.03%	275,000	136,847	49.76%
Subtotal Grants	150,153	3.08%	150,200	47	0.03%	475,000	324,847	68.39%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget
For the six months ending April 30, 2022 (with Comparison to Budget)

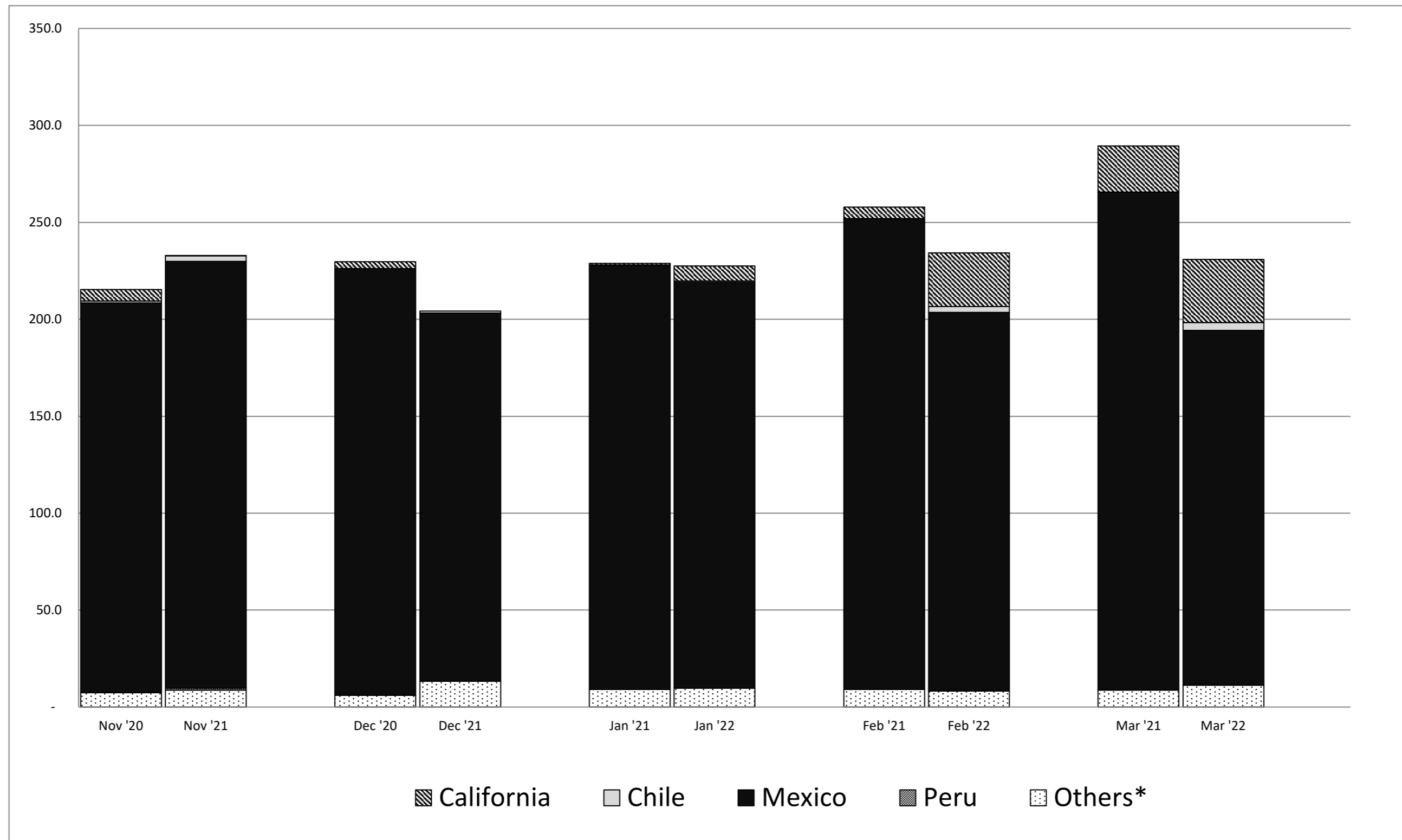
	YTD		YTD Budget	YTD Actual Vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
Administration								
Rent-Office-CAM, Ins, Prop Tax-Mauchly	71,079	1.46%	71,251	172	0.24%	142,790	71,711	50.22%
Rent-Offsite Storage	3,510	0.07%	3,510	-	0.00%	7,137	3,627	50.82%
Corporate Insurance	87,013	1.78%	98,050	11,037	11.26%	98,050	11,037	11.26%
Office Expense, Supplies & Janitorial	8,334	0.17%	13,650	5,316	38.94%	38,835	30,501	78.54%
Utilities	4,168	0.09%	6,270	2,102	33.53%	16,540	12,372	74.80%
Bank Fees	8,397	0.17%	8,405	8	0.10%	15,860	7,463	47.06%
Equip Maint. & Exp. and Capital Lease Ir	8,596	0.18%	13,050	4,454	34.13%	27,600	19,004	68.86%
Telephone & Postage	9,021	0.18%	14,580	5,559	38.13%	30,410	21,389	70.34%
CPA-Financial Audits	31,120	0.64%	31,500	380	1.21%	31,500	380	1.21%
CPA-Assessment Audits	1,255	0.03%	1,300	45	3.46%	20,738	19,483	93.95%
CDFA-Fiscal and Compliance Audit	8,500	0.17%	8,715	215	2.47%	8,715	215	2.47%
California Dept. of Food & Agriculture	37,021	0.76%	38,100	1,079	2.83%	76,200	39,179	51.42%
U.S. Dept. of Agriculture (AMS)	19,844	0.41%	37,800	17,956	47.50%	75,600	55,756	73.75%
Legal & Other Professional	3,566	0.07%	3,600	34	0.94%	5,000	1,434	28.68%
Salaries/Wages	892,409	18.30%	937,500	45,091	4.81%	1,875,000	982,591	52.40%
Pension, Payroll Tax & Benefits	333,114	6.83%	343,260	10,146	2.96%	646,392	313,278	48.47%
Board Member District Meetings & Experi	-	0.00%	-	-	0.00%	3,000	3,000	100.00%
Board Member Entertainment	-	0.00%	-	-	0.00%	2,000	2,000	100.00%
Board Member Travel, Lodging, Mileage	-	0.00%	-	-	0.00%	38,000	38,000	100.00%
Board Meeting Expenses	642	0.01%	19,250	18,608	96.66%	30,500	29,858	97.89%
Network Maint., Hardware, Software & Li	27,172	0.56%	27,910	738	2.65%	48,610	21,438	44.10%
IT Support & Consulting and Other Servi	7,393	0.15%	13,440	6,047	44.99%	55,000	47,607	86.56%
Accounting & Assessment System	380	0.01%	1,260	880	69.84%	7,910	7,530	95.20%
Administration Staff Travel	-	0.00%	4,500	4,500	100.00%	9,000	9,000	100.00%
Depreciation Expense	23,236	0.48%	23,237	1	0.01%	46,463	23,227	49.99%
Pension Admin & Legal	18,587	0.38%	22,800	4,213	18.48%	52,300	33,713	64.46%
Dues, Reg, Education, Recruitment & Ot	69,321	1.42%	69,350	29	0.04%	143,575	74,254	51.72%
Temporary Help	-	0.00%	-	-	0.00%	25,000	25,000	100.00%
Subtotal Administration	1,673,678	34.32%	1,812,288	138,610	7.65%	3,577,725	1,904,047	53.22%
Total Expenses	4,876,479	100.00%	6,168,480	1,292,002	20.95%	15,049,502	10,173,023	67.60%
Surplus (Deficit)	777,350	100.00%	(2,638,932)	3,416,281	-129.46%	(1,940,191)	2,717,541	140.07%

CALIFORNIA AVOCADO COMMISSION POUNDS & DOLLARS BY VARIETY

November 2021 Through March 2022

Month	Hass Pounds	Lamb Pounds	Gem Pounds	Others Pounds	Total Pounds	Hass Dollars	Lamb Dollars	Gem Dollars	Others Dollars	Total Dollars	Avg \$/Lb
Nov 2021	25,432	3,582	0	73,789	102,803	\$35,115	\$6,113	\$	\$102,366	\$143,594	\$1.397
Dec 2021	8,018		0	26,052	34,070	\$15,742	0	\$	\$20,361	\$36,103	\$1.060
Jan 2022	7,647,756		0	197,244	7,845,000	\$12,056,594	0	\$	\$132,257	\$12,188,851	\$1.554
1st QTR	7,681,206	3,582	0	297,085	7,981,873	\$12,107,451	\$6,113	0	\$254,984	\$12,368,548	\$1.550
Feb 2022	27,609,858		6,814	75,251	27,691,923	\$43,637,363	0	\$3,505	\$45,425	\$43,686,293	\$1.578
Mar 2022	32,067,702		466,366	28,785	32,562,853	\$49,219,954	0	\$894,602	\$14,620	\$50,129,176	\$1.539
2nd QTR	59,677,560	0	473,180	104,036	60,254,776	\$92,857,317	0	\$898,107	\$60,045	\$93,815,469	\$1.557
1st Half	67,358,766	3,582	473,180	401,121	68,236,649	\$104,964,768	\$6,113	\$898,107	\$315,029	\$106,184,017	\$1.556
Total	67,358,766	3,582	473,180	401,121	68,236,649	\$104,964,768	\$6,113	\$898,107	\$315,029	\$106,184,017	\$1.556
Year-to-Date % of Crop	98.71%	.01%	.69%	.59%	100.00%	98.85%	.01%	.85%	.30%	100.00%	
Year-to-Date Average \$/lb						\$1.558	\$1.707	\$1.898	\$0.785	\$1.556	

**2020-21 FISCAL YEAR
WITH PRIOR YEAR COMPARISON
U. S. AGGREGATE AVOCADO VOLUME BY MONTH
All Varieties (million lbs.)**



	Actual Nov '20	Actual Nov '21	Actual Dec '20	Actual Dec '21	Actual Jan '21	Actual Jan '22	Actual Feb '21	Actual Feb '22	Actual Mar '21	Actual Mar '22	YTD Total 2020-21	YTD Total 2021-22	Total 2020-21
California	6.0	0.1	3.6	-	0.9	7.8	5.8	27.7	23.7	32.6	40.0	68.2	269.6
Chile	1.0	3.0	-	1.0	-	0.7	-	3.0	-	4.0	1.0	11.7	4.0
Mexico	201.0	220.0	220.0	190.0	219.0	209.3	243.0	195.3	257.0	183.0	1,140.0	997.6	2,337.0
Peru	-	1.0	-	-	-	-	-	-	-	-	-	1.0	176.0
Others*	7.4	8.8	6.1	13.3	9.0	9.7	9.0	8.3	8.7	11.3	40.2	51.4	100.7
TOTAL	215.4	232.9	229.7	204.3	228.9	227.5	257.8	234.3	289.4	230.9	1,221.2	1,129.9	2,887.3

* Others = Florida and Dominican Republic
** California is not final as of this report date

Source(s): CA = California Avocado Commission
Chile = Hass Avocado Board
Mexico = Hass Avocado Board
Peru = Hass Avocado Board
Others = USDA AMS and FATUS databases

California Avocado Commission
Merch Shop Profit & Loss Statement - Actual vs. Budget
For the six months ending April 30, 2022 (with Comparison to Budget)

	MTD		YTD		YTD Budget	YTD Actual vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
Sales Revenue										
47101-00-000 All Roads Lead to Avocados Classic T-Shirt	30	4.6%	180	2.4%	696	(516)	-74.1%	1,392	(1,212)	-87.07%
47102-00-000 Avocado Toast Brunch T-Shirt	64	9.9%	64	0.8%	816	(752)	-92.2%	1,632	(1,568)	-96.08%
47103-00-000 All Roads Lead to Avocados V-Neck T-Shirt	-	0.0%	32	0.4%	205	(173)	-84.4%	410	(378)	-92.19%
47104-00-000 Grove Tour Band Tank	-	0.0%	90	1.2%	151	(61)	-40.5%	302	(212)	-70.24%
47105-00-000 California Flag T-Shirt	-	0.0%	240	3.1%	936	(696)	-74.4%	1,872	(1,632)	-87.18%
47106-00-000 California Colors Long-Sleeved Tee	-	0.0%	44	-1.4%	1,100	(1,056)	-96.0%	2,200	(2,156)	-98.00%
47107-00-000 California Creativi-Tee Shirt	-	0.0%	84	-2.7%	700	(616)	-88.0%	1,400	(1,316)	-94.00%
47201-00-000 California Dreamin' Hoodie	-	0.0%	440	5.7%	2,288	(1,848)	-80.8%	4,576	(4,136)	-90.38%
47202-00-000 California Lovin' Crew Neck Sweatshirt	-	0.0%	196	2.6%	1,137	(941)	-82.8%	2,274	(2,078)	-91.38%
47203-00-000 California's Best Friends Sweatshirt	138	21.3%	621	8.1%	1,725	(1,104)	-64.0%	3,450	(2,829)	-82.00%
47204-00-000 California Wonder Hoodie	-	0.0%	-	0.0%	2,720	(2,720)	-100.0%	5,440	(5,440)	-100.00%
47205-00-000 California Wonder Sweatpants	-	0.0%	138	1.8%	1,625	(1,487)	-91.5%	3,250	(3,112)	-95.75%
47301-00-000 Avocatote Canvas Bag	-	0.0%	1,088	14.2%	490	598	122.2%	979	109	11.11%
47302-00-000 Duffle Bag	-	0.0%	-	0.0%	232	(232)	-100.0%	464	(464)	-100.00%
47303-00-000 California Avocado Carry-All Pouch	10	1.5%	40	0.5%	1,275	(1,235)	-96.9%	2,550	(2,510)	-98.43%
47401-00-000 Avocados Forever Socks	-	0.0%	205	2.7%	300	(95)	-31.7%	600	(395)	-65.83%
47402-00-000 A State-Ment Piece Dad Hat	68	10.5%	578	7.5%	1,251	(673)	-53.8%	2,502	(1,924)	-76.90%
47403-00-000 The Best Avocados Under the Sun Beach Towel	-	0.0%	-	0.0%	756	(756)	-100.0%	1,512	(1,512)	-100.00%
47404-00-000 Magnet	-	0.0%	25	0.3%	68	(43)	-63.2%	136	(111)	-81.61%
47405-00-000 Stickers	5	0.8%	80	1.0%	152	(72)	-47.4%	304	(224)	-73.68%
47407-00-000 California's Best Friends Mug	48	7.4%	288	3.8%	600	(312)	-52.0%	1,200	(912)	-76.00%
47408-00-000 California Waves Beach Towel	-	0.0%	48	0.6%	1,128	(1,080)	-95.7%	2,256	(2,208)	-97.87%
47409-00-000 A California Tasteful Apron	-	0.0%	114	1.5%	950	(836)	-88.0%	1,900	(1,786)	-94.00%
47410-00-000 Avocados Rad Hat	-	0.0%	-	0.0%	-	-	0.0%	-	-	0.00%
47411-00-000 Avomazing Sticker Pack	-	0.0%	5	0.1%	150	(145)	-96.7%	300	(295)	-98.33%
47412-00-000 Avo Head	-	0.0%	682	8.9%	1,473	(791)	-53.7%	2,945	(2,263)	-76.84%
47413-00-000 Baby Pit Pillow	150	23.2%	1,125	14.7%	1,725	(600)	-34.8%	3,450	(2,325)	-67.39%
47501-00-000 California Colors Poster	-	0.0%	90	1.2%	94	(4)	-4.0%	188	(98)	-52.00%
47502-00-000 California Creativity Poster	-	0.0%	-	0.0%	94	(94)	-100.0%	188	(188)	-100.00%
47503-00-000 California Drives Poster	-	0.0%	-	0.0%	94	(94)	-100.0%	188	(188)	-100.00%
47504-00-000 California Hope Poster	-	0.0%	-	0.0%	94	(94)	-100.0%	188	(188)	-100.00%
47505-00-000 California Best Friends Poster	-	0.0%	-	0.0%	94	(94)	-100.0%	188	(188)	-100.00%
47506-00-000 California Taste Poster	-	0.0%	-	0.0%	94	(94)	-100.0%	188	(188)	-100.00%
47507-00-000 California Waves Poster	-	0.0%	30	0.4%	94	(64)	-68.0%	188	(158)	-84.00%
47508-00-000 California Wonder Poster	-	0.0%	-	0.0%	94	(94)	-100.0%	188	(188)	-100.00%
47990-00-000 Sales Discounts	-	0.0%	(392)	-5.1%	(3,000)	2,609	-87.0%	(6,000)	5,609	-93.48%
Total Sales Revenue	513	79.2%	6,136	80.1%	22,398	(16,263)	-72.6%	44,796	(38,661)	-86.30%
47700-00-000 Shipping Revenue	114	17.6%	1,101	14.4%	2,912	(1,811)	-62.2%	5,823	(4,723)	-81.10%
47900-00-000 Sales Tax Revenue	21	3.2%	421	5.5%	1,501	(1,080)	-71.9%	3,001	(2,580)	-85.97%
TOTAL REVENUE	648	100.0%	7,657	100.0%	26,811	(19,153)	-71.4%	53,621	(45,963)	-85.72%
Cost of Goods Sold										
57101-00-000 All Roads Lead to Avocados Classic T-Shirt	16	4.7%	97	-3.1%	-	(97)	0.0%	-	(97)	#DIV/0!
57102-00-000 Avocado Toast Brunch T-Shirt	32	9.4%	32	-1.0%	-	(32)	0.0%	-	(32)	#DIV/0!
57103-00-000 All Roads Lead to Avocados V-Neck T-Shirt	-	0.0%	18	-0.6%	-	(18)	0.0%	-	(18)	#DIV/0!
57104-00-000 Grove Tour Band Tank	-	0.0%	84	-2.7%	-	(84)	0.0%	-	(84)	#DIV/0!
57105-00-000 California Flag T-Shirt	-	0.0%	129	-4.2%	-	(129)	0.0%	-	(129)	#DIV/0!
57106-00-000 California Colors Long-Sleeved Tee	-	0.0%	70	-2.3%	-	(70)	0.0%	-	(70)	#DIV/0!
57107-00-000 California Creativi-Tee Shirt	-	0.0%	63	-2.0%	-	(63)	0.0%	-	(63)	#DIV/0!
57201-00-000 California Dreamin' Hoodie	-	0.0%	368	-11.9%	-	(368)	0.0%	-	(368)	#DIV/0!
57202-00-000 California Lovin' Crew Neck Sweatshirt	-	0.0%	148	-4.8%	-	(148)	0.0%	-	(148)	#DIV/0!
57203-00-000 California's Best Friends Sweatshirt	109	31.7%	763	-24.7%	-	(763)	0.0%	-	(763)	#DIV/0!
57204-00-000 California Wonder Hoodie	-	0.0%	-	0.0%	-	-	0.0%	-	-	0.00%
57205-00-000 California Wonder Sweatpants	-	0.0%	107	-3.5%	-	(107)	0.0%	-	(107)	#DIV/0!
57301-00-000 Avocatote Canvas Bag	-	0.0%	575	-18.6%	-	(575)	0.0%	-	(575)	#DIV/0!
57302-00-000 Duffle Bag	-	0.0%	-	0.0%	-	-	0.0%	-	-	0.00%
57303-00-000 California Avocado Carry-All Pouch	5	1.5%	21	-0.7%	-	(21)	0.0%	-	(21)	#DIV/0!
57401-00-000 Avocados Forever Socks	-	0.0%	128	-4.1%	-	(128)	0.0%	-	(128)	#DIV/0!
57402-00-000 A State-Ment Piece Dad Hat	48	13.9%	405	-13.1%	-	(405)	0.0%	-	(405)	#DIV/0!
57403-00-000 The Best Avocados Under the Sun Beach Towel	-	0.0%	-	0.0%	-	-	0.0%	-	-	0.00%
57404-00-000 Magnet	-	0.0%	9	-0.3%	-	(9)	0.0%	-	(9)	#DIV/0!
57405-00-000 Stickers	2	0.7%	22	-0.7%	-	(22)	0.0%	-	(22)	#DIV/0!
57407-00-000 California's Best Friends Mug	33	9.6%	199	-6.4%	-	(199)	0.0%	-	(199)	#DIV/0!
57408-00-000 California Waves Beach Towel	-	0.0%	34	-1.1%	-	(34)	0.0%	-	(34)	#DIV/0!
57409-00-000 A California Tasteful Apron	-	0.0%	67	-2.2%	-	(67)	0.0%	-	(67)	#DIV/0!
57410-00-000 Avocados Rad Hat	-	0.0%	-	0.0%	-	-	0.0%	-	-	0.00%
57411-00-000 Avomazing Sticker Pack	-	0.0%	27	-0.9%	-	(27)	0.0%	-	(27)	#DIV/0!
57412-00-000 Avo Head	-	0.0%	550	-17.8%	-	(550)	0.0%	-	(550)	#DIV/0!
57413-00-000 Baby Pit Pillow	98	28.6%	737	-23.9%	-	(737)	0.0%	-	(737)	#DIV/0!
57501-00-000 California Colors Poster	-	0.0%	-	0.0%	-	-	0.0%	-	-	0.00%
57502-00-000 California Creativity Poster	-	0.0%	18	-0.6%	-	(18)	0.0%	-	(18)	#DIV/0!
57503-00-000 California Drives Poster	-	0.0%	35	-1.1%	-	(35)	0.0%	-	(35)	#DIV/0!
57504-00-000 California Hope Poster	-	0.0%	-	0.0%	-	-	0.0%	-	-	0.00%
57505-00-000 California Best Friends Poster	-	0.0%	18	-0.6%	-	(18)	0.0%	-	(18)	#DIV/0!
57506-00-000 California Taste Poster	-	0.0%	-	0.0%	-	-	0.0%	-	-	0.00%
57507-00-000 California Waves Poster	-	0.0%	18	-0.6%	-	(18)	0.0%	-	(18)	#DIV/0!
57508-00-000 California Wonder Poster	-	0.0%	-	0.0%	-	-	0.0%	-	-	0.00%
57600-00-000 Procurement	-	0.0%	350	0.4%	-	(350)	0.0%	13,000	12,650	97.31%
57990-00-000 Cost Variance	-	0.0%	(8,175)	265.0%	-	8,175	0.0%	-	8,175	#DIV/0!
Total Cost of Goods Sold	344	100.0%	(3,085)	-897.2%	-	3,085	0.0%	13,000	16,085	123.73%
Gross Profit	304	46.9%	10,743	140.3%	26,811	(16,068)	-59.9%	40,621	(29,878)	-73.55%

EXPENSES

Expenses - Variable											
57700-00-000	Shipping Costs-Outbound Freight	126	3.0%	1,983	2.4%	2,910	927	31.9%	5,824	3,841	65.96%
57705-00-000	Shipping Costs-Inbound Freight	-	0.0%	1,782	2.1%	1,248	(534)	-42.8%	2,500	718	28.74%
57710-00-301	Order Processing - PMC	423	9.9%	2,183	2.6%	2,250	67	3.0%	4,500	2,317	51.49%
57720-00-301	Customer Service - PMC	10	0.2%	189	0.2%	252	63	25.1%	508	319	62.82%
57730-00-000	Credit Card Fees	29	0.7%	415	0.5%	1,268	853	67.3%	2,540	2,125	83.65%
57900-00-000	Sales Tax Expense	21	0.5%	550	0.7%	1,699	1,149	67.6%	3,403	2,853	83.83%
Total Expenses - Variable		609	14.3%	7,101	8.4%	9,627	2,526	26.2%	19,275	12,174	63.16%
Expenses - Fees											
57801-00-073	Program Fee - Mullen	-	0.0%	60,000	71.2%	60,000	-	0.0%	60,000	-	0.00%
57801-00-301	Inventory Management Fee - PMC	800	18.8%	4,800	5.7%	5,087	287	5.6%	10,175	5,375	52.83%
57801-00-303	Shopify Platform Monthly Advance Fee	349	8.2%	1,745	2.1%	2,440	695	28.5%	4,880	3,135	64.24%
57810-00-073	Merch Shop Product Listing Ads - Mullen	2,500	58.7%	10,556	12.5%	15,000	4,444	29.6%	25,000	14,444	57.78%
57820-00-000	Merch Shop Photography & Support	-	0.0%	16	0.0%	-	(16)	0.0%	15,000	14,984	99.89%
Total Expenses - Fees		3,649	85.7%	77,117	91.6%	82,527	5,410	6.6%	115,055	37,938	32.97%
TOTAL EXPENSES		4,258	100.0%	84,219	100.0%	92,154	7,935	8.6%	134,330	50,111	37.30%
Net Income		(3,954)	100.0%	(73,476)	100.0%	(65,343)	(8,133)	12.4%	(93,709)	20,233	21.59%



FINANCE COMMITTEE MEETING, May 19, 2022

COMMITTEE INFORMATION

ITEM 4.B: CASH DISBURSEMENT AUDIT, October 2021 thru April 2022

Check History Report
Sorted By Vendor Name
Activity From: 10/1/2021 to 4/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
Vendor Number: 0001099 1099 Pro, Inc.					
C	Bank of the West	031532	1/25/2022	355.80	Auto
C	Bank of the West	031545	2/28/2022	45.00	Auto
Vendor 1099 Pro, Inc. Total:				<u>400.80</u>	
Vendor Number: ROIN1 1Roof Intl Inc.					
C	Bank of the West	E05745	2/16/2022	1,830.91	
C	Bank of the West	E05799	3/9/2022	1,758.46	
C	Bank of the West	E05863	4/13/2022	2,587.85	
Vendor 1Roof Intl Inc. Total:				<u>6,177.22</u>	
Vendor Number: AGAL1 Ag Alert/C.F.B.F.					
C	Bank of the West	031546	2/28/2022	3,137.35	Auto
Vendor Ag Alert/C.F.B.F. Total:				<u>3,137.35</u>	
Vendor Number: AGFO1 Ag. Food. Consulting AFC					
C	Bank of the West	NC1056	10/6/2021	5,500.00	Manual
C	Bank of the West	NC1070	10/20/2021	48,625.00	Manual
C	Bank of the West	NC1095	11/30/2021	34,675.00	Manual
C	Bank of the West	NC1118	1/5/2022	30,450.00	Manual
C	Bank of the West	NC1160	3/2/2022	5,500.00	Manual
C	Bank of the West	NC1177	4/7/2022	5,500.00	Manual
Vendor Ag. Food. Consulting AFC Total:				<u>130,250.00</u>	
Vendor Number: ALER1 Alert 360					
C	Bank of the West	031547	2/28/2022	117.00	Auto
C	Bank of the West	031564	4/27/2022	117.00	Auto
Vendor Alert 360 Total:				<u>234.00</u>	
Vendor Number: ALFO1 Alliance for Food and Farming					
C	Bank of the West	031533	1/25/2022	15,000.00	Auto
Vendor Alliance for Food and Farming Total:				<u>15,000.00</u>	
Vendor Number: AMCO1 AMAZON					
C	Bank of the West	NC1059	10/12/2021	1,224.61	Manual
C	Bank of the West	NC1080	11/12/2021	931.23	Manual
C	Bank of the West	NC1099	12/8/2021	592.17	Manual
C	Bank of the West	NC1139	2/7/2022	228.27	Manual
C	Bank of the West	NC1161	3/9/2022	1,017.98	Manual
C	Bank of the West	NC1182	4/13/2022	833.17	Manual
Vendor AMAZON Total:				<u>4,827.43</u>	
Vendor Number: AMEX1 American Express					
C	Bank of the West	NC1058	10/12/2021	17,677.60	Manual
C	Bank of the West	NC1081	11/12/2021	9,047.76	Manual
C	Bank of the West	NC1103	12/13/2021	2,303.69	Manual
C	Bank of the West	NC1126	1/18/2022	1,007.48	Manual
C	Bank of the West	NC1142	2/11/2022	1,702.34	Manual
C	Bank of the West	NC1167	3/17/2022	698.85	Manual
C	Bank of the West	NC1180	4/12/2022	4,627.99	Manual
Vendor American Express Total:				<u>37,065.71</u>	
Vendor Number: ANSA1 Anderson Food Sales/Marketing					
C	Bank of the West	E05457	10/13/2021	6,500.00	
C	Bank of the West	E05533	11/10/2021	6,500.00	
C	Bank of the West	E05579	12/8/2021	6,500.00	
C	Bank of the West	E05668	1/19/2022	7,200.00	
C	Bank of the West	E05730	2/16/2022	7,200.00	
C	Bank of the West	E05769	3/2/2022	7,200.00	
C	Bank of the West	E05819	4/7/2022	8,500.00	
Vendor Anderson Food Sales/Marketing Total:				<u>49,600.00</u>	

Check History Report
Sorted By Vendor Name
Activity From: 10/1/2021 to 4/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
Vendor Number: FRASA1 Angela Fraser					
C	Bank of the West	E05445	10/6/2021	25.00	
C	Bank of the West	E05544	11/10/2021	310.19	
C	Bank of the West	E05594	12/8/2021	25.00	
C	Bank of the West	E05652	1/5/2022	25.00	
C	Bank of the West	E05703	2/2/2022	250.00	
C	Bank of the West	E05719	2/7/2022	275.00	
C	Bank of the West	E05789	3/9/2022	25.00	
C	Bank of the West	E05822	3/23/2022	1,895.62	
C	Bank of the West	E05834	4/7/2022	25.00	
Vendor Angela Fraser Total:				2,855.81	
Vendor Number: AYMAA1 April Aymami					
C	Bank of the West	E05435	10/6/2021	25.00	
C	Bank of the West	E05458	10/13/2021	89.58	
C	Bank of the West	E05478	10/20/2021	12.65	
C	Bank of the West	E05535	11/10/2021	114.58	
C	Bank of the West	E05582	12/8/2021	25.00	
C	Bank of the West	E05608	12/15/2021	89.58	
C	Bank of the West	E05643	1/5/2022	25.00	
C	Bank of the West	E05669	1/19/2022	89.54	
C	Bank of the West	E05712	2/7/2022	38.07	
C	Bank of the West	E05731	2/16/2022	89.53	
C	Bank of the West	E05781	3/9/2022	25.00	
C	Bank of the West	E05802	3/16/2022	92.06	
C	Bank of the West	E05822	4/7/2022	138.13	
C	Bank of the West	E05882	4/27/2022	89.48	
Vendor April Aymami Total:				943.20	
Vendor Number: ATT6 AT&T					
C	Bank of the West	031515	11/30/2021	0.05	Auto
Vendor AT&T Total:				0.05	
Vendor Number: ATT3 AT&T Mobility					
C	Bank of the West	031516	11/30/2021	114.48	Auto
C	Bank of the West	031516	11/30/2021	114.48-	Reversal
C	Bank of the West	NC1073	10/28/2021	114.48	Manual
C	Bank of the West	NC1091	11/29/2021	114.48	Manual
C	Bank of the West	NC1113	12/28/2021	114.48	Manual
C	Bank of the West	NC1133	1/27/2022	114.48	Manual
C	Bank of the West	NC1157	2/28/2022	114.48	Manual
C	Bank of the West	NC1174	3/28/2022	114.48	Manual
C	Bank of the West	NC1194	4/27/2022	114.48	Manual
Vendor AT&T Mobility Total:				801.36	
Vendor Number: AVMA1 Avocado Marketing Services Inc					
C	Bank of the West	E05434	10/6/2021	40.00	
C	Bank of the West	E05516	10/27/2021	265.00	
C	Bank of the West	E05562	11/30/2021	225.00	
C	Bank of the West	E05581	12/8/2021	40.00	
C	Bank of the West	E05628	12/29/2021	225.00	
C	Bank of the West	E05642	1/5/2022	40.00	
C	Bank of the West	E05682	1/25/2022	225.00	
C	Bank of the West	E05711	2/7/2022	40.00	
C	Bank of the West	E05749	2/23/2022	225.00	
C	Bank of the West	E05780	3/9/2022	40.00	
C	Bank of the West	E05819	3/23/2022	225.00	
C	Bank of the West	E05821	4/7/2022	40.00	

Check History Report
Sorted By Vendor Name
Activity From: 10/1/2021 to 4/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E05881	4/27/2022	225.00	
Vendor Avocado Marketing Services Inc Total:				1,855.00	
Vendor Number: BARO1 Ballard, Rosenberg, Golper, Sav					
C	Bank of the West	E05459	10/13/2021	139.50	
C	Bank of the West	E05557	11/17/2021	186.00	
C	Bank of the West	E05732	2/16/2022	501.50	
C	Bank of the West	E05803	3/16/2022	2,464.50	
Vendor Ballard, Rosenberg, Golper, Sav Total:				3,291.50	
Vendor Number: BAWE1 Bank of the West					
C	Bank of the West	NC1069	10/20/2021	849.33	Manual
C	Bank of the West	NC1088	11/22/2021	492.39	Manual
C	Bank of the West	NC1088	11/22/2021	492.39-	Reversal
C	Bank of the West	NC1088	11/22/2021	865.17	Manual
C	Bank of the West	NC1107	12/20/2021	778.18	Manual
C	Bank of the West	NC1131	1/20/2022	693.46	Manual
C	Bank of the West	NC1152	2/22/2022	726.60	Manual
C	Bank of the West	NC1170	3/21/2022	850.70	Manual
C	Bank of the West	NC1192	4/20/2022	832.64	Manual
Vendor Bank of the West Total:				5,596.08	
Vendor Number: BEMA1 Beneficial Maintenance Service					
C	Bank of the West	E05437	10/6/2021	367.00	
C	Bank of the West	E05515	11/3/2021	367.00	
C	Bank of the West	E05585	12/8/2021	367.00	
C	Bank of the West	E05646	1/5/2022	446.00	
C	Bank of the West	E05714	2/7/2022	446.00	
C	Bank of the West	E05772	3/2/2022	446.00	
C	Bank of the West	E05825	4/7/2022	446.00	
Vendor Beneficial Maintenance Service Total:				2,885.00	
Vendor Number: BOTA1 Bonnie Taub-Dix					
C	Bank of the West	E05479	10/20/2021	3,100.00	
C	Bank of the West	E05715	2/7/2022	2,000.00	
C	Bank of the West	E05865	4/20/2022	2,000.00	
Vendor Bonnie Taub-Dix Total:				7,100.00	
Vendor Number: BOYD1 Boyden California					
C	Bank of the West	001148	2/16/2022	33,333.00	Manual
C	Bank of the West	NC1094	11/30/2021	33,333.00	Manual
Vendor Boyden California Total:				66,666.00	
Vendor Number: BRFA1 Bristol Farms					
C	Bank of the West	E05856	4/13/2022	3,500.00	
Vendor Bristol Farms Total:				3,500.00	
Vendor Number: BRNU1 Brokaw Nursery					
C	Bank of the West	E05439	10/6/2021	8,132.50	
Vendor Brokaw Nursery Total:				8,132.50	
Vendor Number: BRBR1 Brown & Brown of California					
C	Bank of the West	NC1141	2/10/2022	53,716.48	Manual
Vendor Brown & Brown of California Total:				53,716.48	
Vendor Number: BUCA1 Buy California Mktng Agreemnt					
C	Bank of the West	031548	2/28/2022	12,500.00	Auto
Vendor Buy California Mktng Agreemnt Total:				12,500.00	
Vendor Number: CAPO1 Cal Poly Pomona Foundation					
C	Bank of the West	E05517	10/27/2021	2,010.00	
C	Bank of the West	E05563	11/30/2021	2,010.00	
C	Bank of the West	E05587	12/8/2021	1,330.30	

Check History Report
Sorted By Vendor Name
Activity From: 10/1/2021 to 4/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E05629	12/29/2021	2,010.00	
C	Bank of the West	E05683	1/25/2022	2,010.00	
C	Bank of the West	E05764	2/28/2022	2,010.00	
C	Bank of the West	E05820	3/23/2022	2,010.00	
C	Bank of the West	E05883	4/27/2022	2,010.00	
Vendor Cal Poly Pomona Foundation Total:				15,400.30	
Vendor Number: CAEX1 Cal. Agric. Export Council					
C	Bank of the West	E05480	10/20/2021	43,454.80	
Vendor Cal. Agric. Export Council Total:				43,454.80	
Vendor Number: CAAV3 California Avocado Society					
C	Bank of the West	031565	4/27/2022	2,000.00	Auto
Vendor California Avocado Society Total:				2,000.00	
Vendor Number: CASP1 California Specialty					
C	Bank of the West	031549	2/28/2022	1,000.00	Auto
Vendor California Specialty Total:				1,000.00	
Vendor Number: CSUN1 California State University Northridge					
C	Bank of the West	E05464	10/13/2021	260.00	
C	Bank of the West	E05521	10/27/2021	240.00	
C	Bank of the West	E05773	3/2/2022	480.00	
Vendor California State University Northridge Total:				980.00	
Vendor Number: CBEO1 CBE Office Solutions					
C	Bank of the West	E05440	10/6/2021	17.97	
C	Bank of the West	E05516	11/3/2021	88.70	
C	Bank of the West	E05589	12/8/2021	126.99	
C	Bank of the West	E05647	1/5/2022	25.90	
C	Bank of the West	E05700	2/2/2022	28.66	
C	Bank of the West	E05784	3/9/2022	66.60	
C	Bank of the West	E05828	4/7/2022	111.68	
Vendor CBE Office Solutions Total:				466.50	
Vendor Number: DEOF3 CDFA Cashier					
C	Bank of the West	031518	11/30/2021	5,636.95	Auto
C	Bank of the West	031536	1/25/2022	5,661.45	Auto
C	Bank of the West	031551	2/28/2022	12,332.99	Auto
C	Bank of the West	031567	4/27/2022	13,526.97	Auto
Vendor CDFA Cashier Total:				37,158.36	
Vendor Number: CBE1 Cell Business Equipment					
C	Bank of the West	E05518	10/27/2021	536.60	
C	Bank of the West	E05564	11/30/2021	536.60	
C	Bank of the West	E05670	1/19/2022	536.60	
C	Bank of the West	E05684	1/25/2022	536.60	
C	Bank of the West	E05750	2/23/2022	536.60	
C	Bank of the West	E05827	4/7/2022	470.00	
C	Bank of the West	E05884	4/27/2022	536.60	
Vendor Cell Business Equipment Total:				3,689.60	
Vendor Number: CBE2 Cell Business Equipment					
C	Bank of the West	E05519	10/27/2021	1,281.38	
C	Bank of the West	E05565	11/30/2021	1,316.38	
C	Bank of the West	E05588	12/8/2021	589.91	
C	Bank of the West	E05885	4/27/2022	938.26	
Vendor Cell Business Equipment Total:				4,125.93	
Vendor Number: CHPU1 Champ Publishing					
C	Bank of the West	E05462	10/13/2021	12,144.00	
C	Bank of the West	E05671	1/19/2022	12,032.00	

Check History Report
Sorted By Vendor Name
Activity From: 10/1/2021 to 4/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E05829	4/7/2022	13,735.00	
				Vendor Champ Publishing Total:	37,911.00
Vendor Number: CICA1 Citi Cards					
C	Bank of the West	NC1063	10/15/2021	429.13	Manual
C	Bank of the West	NC1084	11/16/2021	36.07	Manual
C	Bank of the West	NC1125	1/18/2022	377.11	Manual
				Vendor Citi Cards Total:	842.31
Vendor Number: CIHO1 City of Hope FIC					
C	Bank of the West	E05685	1/25/2022	1,000.00	
				Vendor City of Hope FIC Total:	1,000.00
Vendor Number: BECKC1 CL Marketing LLC					
C	Bank of the West	E05460	10/13/2021	10,000.00	
C	Bank of the West	E05514	11/3/2021	10,000.00	
C	Bank of the West	E05583	12/8/2021	10,000.00	
C	Bank of the West	E05644	1/5/2022	10,000.00	
C	Bank of the West	E05733	2/16/2022	10,000.00	
C	Bank of the West	E05782	3/9/2022	12,000.00	
C	Bank of the West	E05823	4/7/2022	12,000.00	
				Vendor CL Marketing LLC Total:	74,000.00
Vendor Number: CMAB1 CMAB					
C	Bank of the West	031504	10/27/2021	781.63	Auto
				Vendor CMAB Total:	781.63
Vendor Number: COAM1 Conference America					
C	Bank of the West	E05610	12/15/2021	12.84	
C	Bank of the West	E05664	1/12/2022	26.45	
C	Bank of the West	E05672	1/19/2022	18.28	
C	Bank of the West	E05686	1/25/2022	13.13	
C	Bank of the West	E05734	2/16/2022	28.86	
C	Bank of the West	E05857	4/13/2022	10.08	
				Vendor Conference America Total:	109.64
Vendor Number: COXC1 Cox Business					
C	Bank of the West	NC1067	10/20/2021	1,321.25	Manual
C	Bank of the West	NC1087	11/19/2021	1,316.72	Manual
C	Bank of the West	NC1108	12/20/2021	1,316.72	Manual
C	Bank of the West	NC1129	1/19/2022	1,316.72	Manual
C	Bank of the West	NC1150	2/18/2022	1,310.14	Manual
C	Bank of the West	NC1171	3/21/2022	1,312.34	Manual
C	Bank of the West	NC1189	4/19/2022	1,312.34	Manual
				Vendor Cox Business Total:	9,206.23
Vendor Number: WEDEC1 Cristina Wede					
C	Bank of the West	E05456	10/6/2021	25.00	
C	Bank of the West	E05488	10/20/2021	484.07	
C	Bank of the West	E05556	11/10/2021	25.00	
C	Bank of the West	E05560	11/17/2021	2,321.07	
C	Bank of the West	E05606	12/8/2021	25.00	
C	Bank of the West	E05662	1/5/2022	25.00	
C	Bank of the West	E05709	2/2/2022	1,320.45	
C	Bank of the West	E05729	2/7/2022	25.00	
C	Bank of the West	E05757	2/23/2022	1,340.00	
C	Bank of the West	E05801	3/9/2022	25.00	
C	Bank of the West	E05853	4/7/2022	25.00	
				Vendor Cristina Wede Total:	5,640.59
Vendor Number: DADE1 Data Designers					

Check History Report
Sorted By Vendor Name
Activity From: 10/1/2021 to 4/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E05442	10/6/2021	13,300.00	
C	Bank of the West	E05517	11/3/2021	13,300.00	
C	Bank of the West	E05591	12/8/2021	4,980.00	
C	Bank of the West	E05665	1/12/2022	6,040.00	
C	Bank of the West	E05717	2/7/2022	9,175.00	
C	Bank of the West	E05786	3/9/2022	7,227.50	
C	Bank of the West	E05831	4/7/2022	3,705.00	
Vendor Data Designers Total:				57,727.50	
Vendor Number: CRUZD1 David Cruz					
C	Bank of the West	E05441	10/6/2021	1,554.75	
C	Bank of the West	E05463	10/13/2021	741.65	
C	Bank of the West	E05520	10/27/2021	44.97	
C	Bank of the West	E05538	11/10/2021	25.00	
C	Bank of the West	E05590	12/8/2021	25.00	
C	Bank of the West	E05648	1/5/2022	25.00	
C	Bank of the West	E05716	2/7/2022	25.00	
C	Bank of the West	E05735	2/16/2022	8.51	
C	Bank of the West	E05785	3/9/2022	25.00	
C	Bank of the West	E05830	4/7/2022	395.96	
Vendor David Cruz Total:				2,870.84	
Vendor Number: DELL2 Dell Business Credit					
C	Bank of the West	031505	10/27/2021	4,031.96	Auto
C	Bank of the West	031517	11/30/2021	2,050.51	Auto
C	Bank of the West	031528	12/21/2021	1,991.39	Auto
C	Bank of the West	031528	12/21/2021	1,991.39-	Reversal
C	Bank of the West	031528	12/21/2021	1,991.39	Manual
C	Bank of the West	031535	1/25/2022	2,253.87	Auto
C	Bank of the West	031550	2/28/2022	130.30	Auto
C	Bank of the West	031566	4/27/2022	2,961.49	Auto
Vendor Dell Business Credit Total:				13,419.52	
Vendor Number: TOOD1 Dennis Tootelian					
C	Bank of the West	031513	10/27/2021	14,500.00	Auto
Vendor Dennis Tootelian Total:				14,500.00	
Vendor Number: DENN1 Denny's, Inc.					
C	Bank of the West	E05522	10/27/2021	26,100.00	
Vendor Denny's, Inc. Total:				26,100.00	
Vendor Number: DGF11 DG Fulfillment					
C	Bank of the West	E05466	10/13/2021	1,549.00	
C	Bank of the West	E05540	11/10/2021	2,196.50	
C	Bank of the West	E05619	12/21/2021	1,503.25	
C	Bank of the West	E05687	1/25/2022	1,513.00	
Vendor DG Fulfillment Total:				6,761.75	
Vendor Number: DOMC1 Douglas-McCarty Insurance					
C	Bank of the West	E05444	10/6/2021	17,849.66	
C	Bank of the West	E05519	11/3/2021	17,903.43	
C	Bank of the West	E05566	11/30/2021	17,903.43	
C	Bank of the West	E05650	1/5/2022	18,770.38	
C	Bank of the West	E05701	2/2/2022	18,770.38	
C	Bank of the West	E05788	3/9/2022	18,614.95	
C	Bank of the West	E05833	4/7/2022	18,771.07	
Vendor Douglas-McCarty Insurance Total:				128,583.30	
Vendor Number: DRLI1 Driver's License Guide Company					
C	Bank of the West	031557	3/25/2022	35.10	Auto

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Vendor Driver's License Guide Company Total:				35.10	
Vendor Number: DRBO1 Dropbox, Inc.					
C	Bank of the West	E05467	10/13/2021	1,592.30	
Vendor Dropbox, Inc. Total:				1,592.30	
Vendor Number: DWVA1 Dwight Valley Photography					
C	Bank of the West	E05541	11/10/2021	1,500.00	
C	Bank of the West	E05620	12/21/2021	1,000.00	
Vendor Dwight Valley Photography Total:				2,500.00	
Vendor Number: EDSA1 Edge Nor Cal Sales & Marketing					
C	Bank of the West	E05542	11/10/2021	3,745.00	
Vendor Edge Nor Cal Sales & Marketing Total:				3,745.00	
Vendor Number: EHAG1 Ehwawon Agricultural Co. Ltd					
C	Bank of the West	NC1115	12/29/2021	380.00	Manual
Vendor Ehwawon Agricultural Co. Ltd Total:				380.00	
Vendor Number: FEEX1 FedEx					
C	Bank of the West	NC1072	10/22/2021	1,538.81	Manual
C	Bank of the West	NC1079	11/12/2021	451.78	Manual
C	Bank of the West	NC1109	12/17/2021	653.37	Manual
C	Bank of the West	NC1132	1/21/2022	519.42	Manual
C	Bank of the West	NC1156	2/25/2022	343.25	Manual
C	Bank of the West	NC1173	3/25/2022	428.46	Manual
Vendor FedEx Total:				3,935.09	
Vendor Number: FIFU1 Fireman's Fund Insurance Co					
C	Bank of the West	NC1137	2/3/2022	2,700.00	Manual
C	Bank of the West	NC1138	2/3/2022	25,103.00	Manual
Vendor Fireman's Fund Insurance Co Total:				27,803.00	
Vendor Number: FIDE1 Fishhook Development LLC					
C	Bank of the West	E05543	11/10/2021	382.50	
Vendor Fishhook Development LLC Total:				382.50	
Vendor Number: FOW1 Fox Weather, LLC					
C	Bank of the West	E05481	10/20/2021	110.00	
C	Bank of the West	E05558	11/17/2021	110.00	
C	Bank of the West	E05621	12/21/2021	110.00	
C	Bank of the West	E05673	1/19/2022	110.00	
C	Bank of the West	E05765	2/28/2022	110.00	
C	Bank of the West	E05821	3/23/2022	110.00	
C	Bank of the West	E05866	4/20/2022	110.00	
Vendor Fox Weather, LLC Total:				770.00	
Vendor Number: FRPR2 Fresh Produce & Floral Council					
C	Bank of the West	E05736	2/16/2022	695.00	
C	Bank of the West	E05790	3/9/2022	1,950.00	
Vendor Fresh Produce & Floral Council Total:				2,645.00	
Vendor Number: FRON1 Frontier Communications Corp.					
C	Bank of the West	NC1066	10/19/2021	292.36	Manual
C	Bank of the West	NC1085	11/16/2021	290.32	Manual
C	Bank of the West	NC1112	12/17/2021	290.31	Manual
C	Bank of the West	NC1127	1/19/2022	290.30	Manual
C	Bank of the West	NC1146	2/16/2022	287.98	Manual
C	Bank of the West	NC1169	3/21/2022	289.24	Manual
C	Bank of the West	NC1188	4/18/2022	289.18	Manual
Vendor Frontier Communications Corp. Total:				2,029.69	
Vendor Number: GNEI1 G.Neil					

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C	Bank of the West	031569	4/27/2022	96.96	Auto
				Vendor G.Neil Total:	96.96
Vendor Number: GELI1 Genworth Life and Annuity					
C	Bank of the West	031568	4/27/2022	900.00	Auto
				Vendor Genworth Life and Annuity Total:	900.00
Vendor Number: GING1 GINGERROOT LLC					
C	Bank of the West	E05446	10/6/2021	2,220.00	
C	Bank of the West	E05521	11/3/2021	3,880.00	
C	Bank of the West	E05596	12/8/2021	1,960.00	
C	Bank of the West	E05654	1/5/2022	2,820.00	
C	Bank of the West	E05738	2/16/2022	3,380.00	
C	Bank of the West	E05792	3/9/2022	3,240.00	
C	Bank of the West	E05836	4/7/2022	1,400.00	
				Vendor GINGERROOT LLC Total:	18,900.00
Vendor Number: GOHA1 Golin Harris					
C	Bank of the West	E05482	10/20/2021	54,898.75	
C	Bank of the West	E05524	10/27/2021	2,692.35	
C	Bank of the West	E05545	11/10/2021	28,063.75	
C	Bank of the West	E05613	12/15/2021	34,616.25	
C	Bank of the West	E05674	1/19/2022	34,471.25	
C	Bank of the West	E05739	2/16/2022	44,620.00	
C	Bank of the West	E05775	3/2/2022	6,028.00	
C	Bank of the West	E05806	3/16/2022	66,880.04	
C	Bank of the West	E05823	3/23/2022	12,909.38	
C	Bank of the West	E05837	4/7/2022	8,234.99	
C	Bank of the West	E05858	4/13/2022	178.81	
C	Bank of the West	E05867	4/20/2022	80,158.68	
				Vendor Golin Harris Total:	373,752.25
Vendor Number: GOCR3 Gorgeously Green, Inc.					
C	Bank of the West	E05523	10/27/2021	3,500.00	
				Vendor Gorgeously Green, Inc. Total:	3,500.00
Vendor Number: CABH1 Hector Cabrera Pinot					
C	Bank of the West	031503	10/27/2021	100.00	Auto
				Vendor Hector Cabrera Pinot Total:	100.00
Vendor Number: MOHH1 Hooman Mohammadpour					
C	Bank of the West	E05797	3/9/2022	750.00	
C	Bank of the West	E05844	4/7/2022	600.00	
				Vendor Hooman Mohammadpour Total:	1,350.00
Vendor Number: HYVE1 HY-VEE, INC.					
C	Bank of the West	031507	10/27/2021	10,000.00	Auto
C	Bank of the West	031507	10/27/2021	10,000.00	Reversal
C	Bank of the West	031558	3/25/2022	7,000.00	Auto
C	Bank of the West	031570	4/27/2022	10,000.00	Auto
				Vendor HY-VEE, INC. Total:	17,000.00
Vendor Number: I2NE1 i2b Networks					
C	Bank of the West	031529	12/21/2021	579.18	Auto
				Vendor i2b Networks Total:	579.18
Vendor Number: INDI2 Inclusive Digital, LLC					
C	Bank of the West	NC1098	12/1/2021	5,545.00	Manual
				Vendor Inclusive Digital, LLC Total:	5,545.00
Vendor Number: INFR1 Index Fresh					
C	Bank of the West	E05568	11/30/2021	517.65	

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Vendor Index Fresh Total:				517.65	
Vendor Number: INRE1 Information Resources, Inc.					
C	Bank of the West	E05740	2/16/2022	17,008.00	
C	Bank of the West	E05824	3/23/2022	17,008.00	
Vendor Information Resources, Inc. Total:				34,016.00	
Vendor Number: INYO1 Inmar -You Tech, LLC					
C	Bank of the West	E05522	11/3/2021	2,094.56	
Vendor Inmar -You Tech, LLC Total:				2,094.56	
Vendor Number: INRI1 INR Inc.					
C	Bank of the West	NC1071	10/20/2021	11,668.00	Manual
C	Bank of the West	NC1179	4/7/2022	12,000.00	Manual
Vendor INR Inc. Total:				23,668.00	
Vendor Number: INFR2 International Fresh Produce Association					
C	Bank of the West	E05838	4/7/2022	1,800.00	
Vendor International Fresh Produce Association Total:				1,800.00	
Vendor Number: IRR11 Irvine Ranch Water District					
C	Bank of the West	NC1074	10/28/2021	45.82	Manual
C	Bank of the West	NC1090	11/24/2021	40.87	Manual
C	Bank of the West	NC1110	12/23/2021	40.26	Manual
C	Bank of the West	NC1134	1/28/2022	49.98	Manual
C	Bank of the West	NC1153	2/23/2022	36.10	Manual
C	Bank of the West	NC1172	3/24/2022	44.37	Manual
C	Bank of the West	NC1193	4/26/2022	52.92	Manual
Vendor Irvine Ranch Water District Total:				310.32	
Vendor Number: ISP21 ISP2, Inc					
C	Bank of the West	E05483	10/20/2021	3,950.00	
Vendor ISP2, Inc Total:				3,950.00	
Vendor Number: DELYJ1 Jan DeLyser					
C	Bank of the West	E05443	10/6/2021	25.00	
C	Bank of the West	E05465	10/13/2021	70.13	
C	Bank of the West	E05518	11/3/2021	70.07	
C	Bank of the West	E05539	11/10/2021	25.00	
C	Bank of the West	E05592	12/8/2021	25.00	
C	Bank of the West	E05611	12/15/2021	108.56	
C	Bank of the West	E05649	1/5/2022	25.00	
C	Bank of the West	E05718	2/7/2022	165.06	
C	Bank of the West	E05787	3/9/2022	25.00	
C	Bank of the West	E05804	3/16/2022	70.00	
C	Bank of the West	E05832	4/7/2022	95.00	
Vendor Jan DeLyser Total:				703.82	
Vendor Number: ENGLJ1 Jill S. England					
C	Bank of the West	E05593	12/8/2021	125.00	
C	Bank of the West	E05651	1/5/2022	650.00	
C	Bank of the West	E05702	2/2/2022	270.00	
C	Bank of the West	E05774	3/2/2022	30.00	
Vendor Jill S. England Total:				1,075.00	
Vendor Number: JOCO1 Johnson Controls Security Solutions, LLC					
C	Bank of the West	031538	1/25/2022	965.13	Auto
C	Bank of the West	NC1191	4/20/2022	965.13	Manual
Vendor Johnson Controls Security Solutions, LLC Total:				1,930.26	
Vendor Number: KASO1 Kahn, Soares & Conway					
C	Bank of the West	E05469	10/13/2021	1,977.50	
C	Bank of the West	E05546	11/10/2021	4,589.38	

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C	Bank of the West	E05597	12/8/2021	1,562.50	
C	Bank of the West	E05666	1/12/2022	951.88	
C	Bank of the West	E05721	2/7/2022	2,484.37	
C	Bank of the West	E05793	3/9/2022	1,138.76	
C	Bank of the West	E05839	4/7/2022	3,130.00	
Vendor Kahn, Soares & Conway Total:				15,834.39	
Vendor Number: MELBK1 Kenneth Melban					
C	Bank of the West	E05449	10/6/2021	25.00	
C	Bank of the West	E05549	11/10/2021	25.00	
C	Bank of the West	E05559	11/17/2021	210.00	
C	Bank of the West	E05599	12/8/2021	25.00	
C	Bank of the West	E05623	12/21/2021	1,634.22	
C	Bank of the West	E05656	1/5/2022	25.00	
C	Bank of the West	E05705	2/2/2022	2,526.71	
C	Bank of the West	E05724	2/7/2022	25.00	
C	Bank of the West	E05754	2/23/2022	105.00	
C	Bank of the West	E05796	3/9/2022	25.00	
C	Bank of the West	E05843	4/7/2022	25.00	
C	Bank of the West	E05859	4/13/2022	804.04	
Vendor Kenneth Melban Total:				5,454.97	
Vendor Number: JOHNK1 KNJPR LLC					
C	Bank of the West	E05525	10/27/2021	12,700.00	
C	Bank of the West	E05569	11/30/2021	13,200.00	
C	Bank of the West	E05630	12/29/2021	9,225.00	
C	Bank of the West	E05688	1/25/2022	9,125.00	
C	Bank of the West	E05751	2/23/2022	9,125.00	
C	Bank of the West	E05825	3/23/2022	10,250.00	
C	Bank of the West	E05886	4/27/2022	10,250.00	
Vendor KNJPR LLC Total:				73,875.00	
Vendor Number: KRRA1 Kroger RASC 092					
C	Bank of the West	E05548	11/10/2021	35,394.68	
Vendor Kroger RASC 092 Total:				35,394.68	
Vendor Number: KUCO1 Kurata Communications LLC					
C	Bank of the West	E05527	10/27/2021	109,156.12	
C	Bank of the West	E05570	11/30/2021	51,541.40	
C	Bank of the West	E05631	12/29/2021	10,500.55	
C	Bank of the West	E05689	1/25/2022	11,163.73	
C	Bank of the West	E05752	2/23/2022	44,400.55	
C	Bank of the West	E05826	3/23/2022	71,565.55	
C	Bank of the West	E05887	4/27/2022	68,056.91	
Vendor Kurata Communications LLC Total:				366,384.81	
Vendor Number: LACA1 Laguna Canyon Group, LLC					
C	Bank of the West	E05528	10/27/2021	11,603.09	
C	Bank of the West	E05571	11/30/2021	11,895.19	
C	Bank of the West	E05632	12/29/2021	11,895.19	
C	Bank of the West	E05690	1/25/2022	11,895.19	
C	Bank of the West	E05766	2/28/2022	11,895.19	
C	Bank of the West	E05827	3/23/2022	11,895.19	
C	Bank of the West	E05888	4/27/2022	11,895.19	
Vendor Laguna Canyon Group, LLC Total:				82,974.23	
Vendor Number: LAIQ1 Land IQ, LLC					
C	Bank of the West	E05448	10/6/2021	18,000.00	
C	Bank of the West	E05484	10/20/2021	42,100.00	
C	Bank of the West	E05523	11/3/2021	15,250.00	

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C	Bank of the West	E05741	2/16/2022	52,612.50	
				Vendor Land IQ, LLC Total:	127,962.50
Vendor Number: RUCED1 Law Offices of Edward M.Ruckert					
C	Bank of the West	E05873	4/20/2022	1,800.00	
				Vendor Law Offices of Edward M.Ruckert Total:	1,800.00
Vendor Number: SERV1 Leaseweb USA, Inc.					
C	Bank of the West	E05453	10/6/2021	135.96	
C	Bank of the West	E05528	11/3/2021	135.96	
C	Bank of the West	E05603	12/8/2021	135.96	
C	Bank of the West	E05660	1/5/2022	135.96	
C	Bank of the West	E05728	2/7/2022	1,193.20	
C	Bank of the West	E05800	3/9/2022	138.72	
C	Bank of the West	E05848	4/7/2022	239.52	
				Vendor Leaseweb USA, Inc. Total:	2,115.28
Vendor Number: MAGI1 Macias Gini & O'Connell LLP					
C	Bank of the West	E05676	1/19/2022	12,828.00	
C	Bank of the West	E05723	2/7/2022	25,927.00	
C	Bank of the West	E05795	3/9/2022	2,000.00	
				Vendor Macias Gini & O'Connell LLP Total:	40,755.00
Vendor Number: MAIN1 Market Insight LLC dba Fusion					
C	Bank of the West	E05531	10/27/2021	64,705.21	
C	Bank of the West	E05572	11/30/2021	31,238.44	
C	Bank of the West	E05633	12/29/2021	16,157.25	
C	Bank of the West	E05692	1/25/2022	26,415.86	
C	Bank of the West	E05753	2/23/2022	63,038.16	
C	Bank of the West	E05828	3/23/2022	23,068.21	
C	Bank of the West	E05889	4/27/2022	70,018.68	
				Vendor Market Insight LLC dba Fusion Total:	294,641.81
Vendor Number: MAEX1 Matrex Exhibits, Inc					
C	Bank of the West	E05485	10/20/2021	7,784.00	
C	Bank of the West	E05529	10/27/2021	398.76	
C	Bank of the West	E05691	1/25/2022	254.88	
				Vendor Matrex Exhibits, Inc Total:	8,437.64
Vendor Number: MCW11 McDermott, Will & Emery LLP					
C	Bank of the West	E05842	4/7/2022	1,037.50	
				Vendor McDermott, Will & Emery LLP Total:	1,037.50
Vendor Number: MARM1 Miriam Martinez					
C	Bank of the West	031508	10/27/2021	25.00	Auto
C	Bank of the West	031520	11/30/2021	189.28	Auto
C	Bank of the West	031530	12/21/2021	25.00	Auto
C	Bank of the West	031539	1/25/2022	25.00	Auto
C	Bank of the West	031553	2/28/2022	25.00	Auto
C	Bank of the West	031559	3/25/2022	25.00	Auto
C	Bank of the West	031571	4/27/2022	25.00	Auto
				Vendor Miriam Martinez Total:	339.28
Vendor Number: ARNEM1 Monica Arnett					
C	Bank of the West	E05432	10/6/2021	25.00	
C	Bank of the West	E05514	10/27/2021	131.04	
C	Bank of the West	E05534	11/10/2021	25.00	
C	Bank of the West	E05561	11/30/2021	150.00	
C	Bank of the West	E05580	12/8/2021	25.00	
C	Bank of the West	E05627	12/29/2021	130.97	
C	Bank of the West	E05641	1/5/2022	25.00	

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C	Bank of the West	E05699	2/2/2022	130.90	
C	Bank of the West	E05710	2/7/2022	25.00	
C	Bank of the West	E05770	3/2/2022	130.92	
C	Bank of the West	E05779	3/9/2022	25.00	
C	Bank of the West	E05820	4/7/2022	155.92	
C	Bank of the West	E05880	4/27/2022	130.89	
Vendor Monica Arnett Total:				<u>1,110.64</u>	
Vendor Number: MULL1 MullenLowe U.S.,Inc.					
C	Bank of the West	E05470	10/13/2021	82,372.17	
C	Bank of the West	E05486	10/20/2021	80,000.00	
C	Bank of the West	E05524	11/3/2021	16,746.63	
C	Bank of the West	E05600	12/8/2021	13,095.46	
C	Bank of the West	E05614	12/15/2021	130,483.75	
C	Bank of the West	E05624	12/21/2021	270,563.85	
C	Bank of the West	E05677	1/19/2022	151,323.13	
C	Bank of the West	E05706	2/2/2022	17,370.67	
C	Bank of the West	E05742	2/16/2022	175,130.13	
C	Bank of the West	E05776	3/2/2022	41,165.28	
C	Bank of the West	E05807	3/16/2022	200,564.28	
C	Bank of the West	E05829	3/23/2022	5,182.14	
C	Bank of the West	E05845	4/7/2022	264,642.24	
C	Bank of the West	E05869	4/20/2022	152,900.94	
Vendor MullenLowe U.S.,Inc. Total:				<u>1,601,540.67</u>	
Vendor Number: MUPE1 Musick, Peeler & Garrett LLP					
C	Bank of the West	031509	10/27/2021	1,350.00	Auto
C	Bank of the West	031521	11/30/2021	3,030.00	Auto
C	Bank of the West	E05634	12/29/2021	211.00	
C	Bank of the West	E05707	2/2/2022	210.00	
Vendor Musick, Peeler & Garrett LLP Total:				<u>4,801.00</u>	
Vendor Number: MVNU1 MV Nutrition					
C	Bank of the West	E05743	2/16/2022	2,000.00	
C	Bank of the West	E05860	4/13/2022	5,000.00	
Vendor MV Nutrition Total:				<u>7,000.00</u>	
Vendor Number: NAFI1 Naturally Fit, LLC					
C	Bank of the West	E05635	12/29/2021	999.90	
Vendor Naturally Fit, LLC Total:				<u>999.90</u>	
Vendor Number: NESE1 New Seasons Market					
C	Bank of the West	031510	10/27/2021	7,500.00	Auto
Vendor New Seasons Market Total:				<u>7,500.00</u>	
Vendor Number: NOBA1 Noel Barnhurst Photographer					
C	Bank of the West	E05487	10/20/2021	500.00	
C	Bank of the West	E05846	4/7/2022	12,350.00	
Vendor Noel Barnhurst Photographer Total:				<u>12,850.00</u>	
Vendor Number: NOGR1 Northwest Grocers					
C	Bank of the West	E05471	10/13/2021	3,000.00	
Vendor Northwest Grocers Total:				<u>3,000.00</u>	
Vendor Number: NUMA1 Nugget Market, Inc					
C	Bank of the West	E05450	10/6/2021	7,500.00	
Vendor Nugget Market, Inc Total:				<u>7,500.00</u>	
Vendor Number: ONTI1 On Time Messenger Service					
C	Bank of the West	E05525	11/3/2021	222.29	
C	Bank of the West	E05870	4/20/2022	350.86	
Vendor On Time Messenger Service Total:				<u>573.15</u>	

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Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
Vendor Number: OPBA1 Optum Bank, Inc.					
C	Bank of the West	NC1119	1/7/2022	58,400.00	Manual
				Vendor Optum Bank, Inc. Total:	58,400.00
Vendor Number: PADEL1 Paden PR LLC					
C	Bank of the West	E05532	10/27/2021	12,700.00	
C	Bank of the West	E05573	11/30/2021	13,200.00	
C	Bank of the West	E05636	12/29/2021	9,225.00	
C	Bank of the West	E05693	1/25/2022	9,125.00	
C	Bank of the West	E05725	2/7/2022	9,125.00	
C	Bank of the West	E05830	3/23/2022	10,250.00	
C	Bank of the West	E05890	4/27/2022	10,250.00	
				Vendor Paden PR LLC Total:	73,875.00
Vendor Number: PANE1 Paychex of New York LLC					
C	Bank of the West	NC1064	10/15/2021	161.80	Manual
C	Bank of the West	NC1068	10/20/2021	115.50	Manual
C	Bank of the West	NC1076	10/29/2021	161.80	Manual
C	Bank of the West	NC1082	11/15/2021	161.80	Manual
C	Bank of the West	NC1089	11/23/2021	115.50	Manual
C	Bank of the West	NC1096	12/1/2021	221.80	Manual
C	Bank of the West	NC1104	12/15/2021	161.80	Manual
C	Bank of the West	NC1106	12/20/2021	115.50	Manual
C	Bank of the West	NC1116	1/3/2022	161.80	Manual
C	Bank of the West	NC1121	1/14/2022	334.55	Manual
C	Bank of the West	NC1130	1/20/2022	115.50	Manual
C	Bank of the West	NC1135	1/31/2022	161.80	Manual
C	Bank of the West	NC1144	2/15/2022	161.80	Manual
C	Bank of the West	NC1151	2/22/2022	115.50	Manual
C	Bank of the West	NC1158	3/1/2022	221.80	Manual
C	Bank of the West	NC1164	3/15/2022	161.80	Manual
C	Bank of the West	NC1168	3/21/2022	115.50	Manual
C	Bank of the West	NC1176	3/31/2022	161.80	Manual
C	Bank of the West	NC1185	4/15/2022	161.80	Manual
C	Bank of the West	NC1190	4/20/2022	115.50	Manual
C	Bank of the West	NC1195	4/29/2022	161.80	Manual
				Vendor Paychex of New York LLC Total:	3,366.45
Vendor Number: PLPI1 Plate to Pixel					
C	Bank of the West	E05808	3/16/2022	4,726.82	
				Vendor Plate to Pixel Total:	4,726.82
Vendor Number: PRNA1 Principal					
C	Bank of the West	031555	2/28/2022	163.78	Auto
				Vendor Principal Total:	163.78
Vendor Number: PRBU1 Priority Workforce					
C	Bank of the West	E05452	10/6/2021	186.30	
C	Bank of the West	E05472	10/13/2021	155.25	
C	Bank of the West	E05526	11/3/2021	642.39	
C	Bank of the West	E05533	10/27/2021	652.74	
C	Bank of the West	E05550	11/10/2021	915.63	
C	Bank of the West	E05601	12/8/2021	124.20	
C	Bank of the West	E05625	12/21/2021	376.74	
C	Bank of the West	E05658	1/5/2022	405.72	
C	Bank of the West	E05694	1/25/2022	869.40	
C	Bank of the West	E05726	2/7/2022	341.55	
C	Bank of the West	E05767	2/28/2022	419.18	
C	Bank of the West	E05798	3/9/2022	463.68	

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Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E05831	3/23/2022	341.55	
C	Bank of the West	E05847	4/7/2022	403.65	
C	Bank of the West	E05872	4/20/2022	248.40	
Vendor Priority Workforce Total:				<u>6,546.38</u>	
Vendor Number: PRBE1 Produce for Better Health					
C	Bank of the West	E05615	12/15/2021	15,000.00	
Vendor Produce for Better Health Total:				<u>15,000.00</u>	
Vendor Number: PRMA1 Produce Marketing Association					
C	Bank of the West	E05616	12/15/2021	12,085.00	
Vendor Produce Marketing Association Total:				<u>12,085.00</u>	
Vendor Number: PRMC1 Promotion Management Center					
C	Bank of the West	E05473	10/13/2021	6,130.84	
C	Bank of the West	E05551	11/10/2021	3,913.87	
C	Bank of the West	E05626	12/21/2021	3,152.50	
C	Bank of the West	E05659	1/5/2022	607.34	
C	Bank of the West	E05678	1/19/2022	2,266.06	
C	Bank of the West	E05744	2/16/2022	445.40	
C	Bank of the West	E05809	3/16/2022	116.75	
C	Bank of the West	E05861	4/13/2022	147.13	
Vendor Promotion Management Center Total:				<u>16,779.89</u>	
Vendor Number: PRL11 Provident Life & Accident Ins.					
C	Bank of the West	031511	10/27/2021	204.84	Auto
C	Bank of the West	031522	11/30/2021	204.84	Auto
C	Bank of the West	031531	12/21/2021	204.84	Auto
C	Bank of the West	031540	1/25/2022	204.84	Auto
C	Bank of the West	031554	2/28/2022	204.84	Auto
C	Bank of the West	031560	3/25/2022	204.84	Auto
C	Bank of the West	031572	4/27/2022	204.84	Auto
Vendor Provident Life & Accident Ins. Total:				<u>1,433.88</u>	
Vendor Number: PUCO1 Puget Consumers Co-Op					
C	Bank of the West	E05474	10/13/2021	5,000.00	
C	Bank of the West	E05527	11/3/2021	4,500.00	
Vendor Puget Consumers Co-Op Total:				<u>9,500.00</u>	
Vendor Number: MAFI1 Quadient Leasing USA					
C	Bank of the West	E05530	10/27/2021	565.27	
C	Bank of the West	E05675	1/19/2022	500.00	
C	Bank of the West	E05704	2/2/2022	293.79	
C	Bank of the West	E05841	4/7/2022	87.42	
Vendor Quadient Leasing USA Total:				<u>1,446.48</u>	
Vendor Number: QUMA1 Quality Maintenance, Inc.					
C	Bank of the West	E05534	10/27/2021	300.00	
C	Bank of the West	E05602	12/8/2021	650.00	
C	Bank of the West	E05679	1/19/2022	325.00	
C	Bank of the West	E05727	2/7/2022	404.68	
C	Bank of the West	E05862	4/13/2022	378.77	
C	Bank of the West	E05891	4/27/2022	325.00	
Vendor Quality Maintenance, Inc. Total:				<u>2,383.45</u>	
Vendor Number: RASU1 Raley's					
C	Bank of the West	031523	11/30/2021	15,000.00	Auto
Vendor Raley's Total:				<u>15,000.00</u>	
Vendor Number: ARRO1 Ready Refresh by Nestle					
C	Bank of the West	E05433	10/6/2021	76.49	
C	Bank of the West	E05515	10/27/2021	132.42	

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C	Bank of the West	E05771	3/2/2022	49.25	
				Vendor Ready Refresh by Nestle Total:	258.16
Vendor Number: GRETR1 Robert Grether					
C	Bank of the West	E05868	4/20/2022	341.53	
				Vendor Robert Grether Total:	341.53
Vendor Number: ROMO1 Rockwell Morrow					
C	Bank of the West	E05535	10/27/2021	10,014.53	
C	Bank of the West	E05575	11/30/2021	10,262.15	
C	Bank of the West	E05637	12/29/2021	10,700.00	
C	Bank of the West	E05695	1/25/2022	11,175.00	
C	Bank of the West	E05755	2/23/2022	10,800.00	
C	Bank of the West	E05832	3/23/2022	10,800.00	
C	Bank of the West	E05892	4/27/2022	11,350.00	
				Vendor Rockwell Morrow Total:	75,101.68
Vendor Number: SAWA1 Safeway, Inc.					
C	Bank of the West	031524	11/30/2021	20,000.00	Auto
				Vendor Safeway, Inc. Total:	20,000.00
Vendor Number: SAPA2 Santa Paula Police Department					
C	Bank of the West	031541	1/25/2022	19.00	Auto
				Vendor Santa Paula Police Department Total:	19.00
Vendor Number: SFML1 SFM, LLC					
C	Bank of the West	E05475	10/13/2021	40,000.00	
				Vendor SFM, LLC Total:	40,000.00
Vendor Number: SHBE1 Shanghai Beauty Commune Pub Relations Consulting					
C	Bank of the West	NC1055	10/6/2021	7,000.00	Manual
C	Bank of the West	NC1078	11/10/2021	7,000.00	Manual
C	Bank of the West	NC1100	12/8/2021	7,000.00	Manual
C	Bank of the West	NC1117	1/5/2022	7,000.00	Manual
C	Bank of the West	NC1162	3/9/2022	5,203.00	Manual
C	Bank of the West	NC1178	4/7/2022	5,200.00	Manual
				Vendor Shanghai Beauty Commune Pub Relations Consulting Total:	38,403.00
Vendor Number: SHSS1 Shaw's Simple Swaps					
C	Bank of the West	E05746	2/16/2022	2,000.00	
C	Bank of the West	E05874	4/20/2022	3,300.00	
				Vendor Shaw's Simple Swaps Total:	5,300.00
Vendor Number: SHPU1 Shelby Publishing Company, Inc.					
C	Bank of the West	031561	3/25/2022	132.43	Auto
				Vendor Shelby Publishing Company, Inc. Total:	132.43
Vendor Number: SMIN1 Smart Investor					
C	Bank of the West	E05454	10/6/2021	7,122.70	
C	Bank of the West	E05667	1/12/2022	7,714.97	
C	Bank of the West	E05849	4/7/2022	7,492.08	
				Vendor Smart Investor Total:	22,329.75
Vendor Number: SOPA1 Somis Pacific Agricultural Management, Inc					
C	Bank of the West	E05476	10/13/2021	3,396.16	
C	Bank of the West	E05552	11/10/2021	4,912.79	
C	Bank of the West	E05604	12/8/2021	2,659.53	
C	Bank of the West	E05696	1/25/2022	1,641.30	
C	Bank of the West	E05747	2/16/2022	1,039.96	
C	Bank of the West	E05833	3/23/2022	4,403.33	
C	Bank of the West	E05875	4/20/2022	2,579.27	
				Vendor Somis Pacific Agricultural Management, Inc Total:	20,632.34

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Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
Vendor Number: SOCA1 Southern California Edison					
C	Bank of the West	NC1057	10/8/2021	1,456.55	Manual
C	Bank of the West	NC1077	11/10/2021	1,192.50	Manual
C	Bank of the West	NC1102	12/9/2021	813.74	Manual
C	Bank of the West	NC1120	1/7/2022	798.75	Manual
C	Bank of the West	NC1140	2/10/2022	953.79	Manual
C	Bank of the West	NC1163	3/10/2022	827.00	Manual
C	Bank of the West	NC1181	4/13/2022	824.80	Manual
Vendor Southern California Edison Total:				6,867.13	
Vendor Number: SPAG1 Spann Ag Research & Consulting, LLC					
C	Bank of the West	E05529	11/3/2021	8,000.00	
C	Bank of the West	E05605	12/8/2021	8,000.00	
C	Bank of the West	E05661	1/5/2022	8,000.00	
C	Bank of the West	E05708	2/2/2022	8,000.00	
C	Bank of the West	E05777	3/2/2022	8,000.00	
C	Bank of the West	E05850	4/7/2022	8,000.00	
Vendor Spann Ag Research & Consulting, LLC Total:				48,000.00	
Vendor Number: KIERS1 Stacia Kierulff					
C	Bank of the West	E05447	10/6/2021	25.00	
C	Bank of the West	E05526	10/27/2021	117.11	
C	Bank of the West	E05547	11/10/2021	25.00	
C	Bank of the West	E05598	12/8/2021	25.00	
C	Bank of the West	E05655	1/5/2022	25.00	
C	Bank of the West	E05722	2/7/2022	25.00	
C	Bank of the West	E05794	3/9/2022	25.00	
C	Bank of the West	E05840	4/7/2022	25.00	
Vendor Stacia Kierulff Total:				292.11	
Vendor Number: STKA1 Stacy Kaiser, Kadan Entertainment					
C	Bank of the West	031562	3/25/2022	600.00	Auto
Vendor Stacy Kaiser, Kadan Entertainment Total:				600.00	
Vendor Number: STOU1 Stand Out Promotions					
C	Bank of the West	E05638	12/29/2021	2,091.10	
C	Bank of the West	E05748	2/16/2022	2,690.00	
Vendor Stand Out Promotions Total:				4,781.10	
Vendor Number: STBU2 Staples Business Credit					
C	Bank of the West	031542	1/25/2022	307.55	Auto
C	Bank of the West	031573	4/27/2022	454.54	Auto
Vendor Staples Business Credit Total:				762.09	
Vendor Number: STBR1 Stater Bros. Markets					
C	Bank of the West	031525	11/30/2021	7,000.00	Auto
C	Bank of the West	031526	11/30/2021	3,000.00	Auto
Vendor Stater Bros. Markets Total:				10,000.00	
Vendor Number: SUPR2 Sundance Press					
C	Bank of the West	E05477	10/13/2021	7,152.58	
C	Bank of the West	E05680	1/19/2022	7,095.42	
C	Bank of the West	E05851	4/7/2022	12,398.78	
Vendor Sundance Press Total:				26,646.78	
Vendor Number: SUME1 Supermercado Mi Tierra, LLC					
C	Bank of the West	031512	10/27/2021	3,500.00	Auto
Vendor Supermercado Mi Tierra, LLC Total:				3,500.00	
Vendor Number: TAEN1 Tate Enterprises, LLC.					
C	Bank of the West	E05536	10/27/2021	1,000.00	
C	Bank of the West	E05576	11/30/2021	1,000.00	

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C	Bank of the West	E05639	12/29/2021	1,000.00	
C	Bank of the West	E05697	1/25/2022	1,000.00	
C	Bank of the West	E05768	2/28/2022	1,000.00	
C	Bank of the West	E05834	3/23/2022	1,000.00	
C	Bank of the West	E05893	4/27/2022	1,020.00	
Vendor Tate Enterprises, LLC. Total:				7,020.00	
Vendor Number: TEWA1 Temra Wald Consulting, Inc.					
C	Bank of the West	E05617	12/15/2021	12,809.00	
Vendor Temra Wald Consulting, Inc. Total:				12,809.00	
Vendor Number: GDRG1 The GDR Group, Inc.					
C	Bank of the West	E05468	10/13/2021	3,939.29	
C	Bank of the West	E05520	11/3/2021	3,255.80	
C	Bank of the West	E05567	11/30/2021	1,394.99	
C	Bank of the West	E05595	12/8/2021	3,255.80	
C	Bank of the West	E05612	12/15/2021	2,797.81	
C	Bank of the West	E05622	12/21/2021	260.63	
C	Bank of the West	E05653	1/5/2022	3,258.00	
C	Bank of the West	E05720	2/7/2022	3,326.40	
C	Bank of the West	E05737	2/16/2022	557.06	
C	Bank of the West	E05791	3/9/2022	3,471.10	
C	Bank of the West	E05805	3/16/2022	602.07	
C	Bank of the West	E05835	4/7/2022	3,370.40	
Vendor The GDR Group, Inc. Total:				29,489.35	
Vendor Number: HART1 The Hartford					
C	Bank of the West	031506	10/27/2021	2,455.20	Auto
C	Bank of the West	031519	11/30/2021	1,227.60	Auto
C	Bank of the West	031537	1/25/2022	1,478.00	Auto
C	Bank of the West	031537	1/25/2022	1,478.00	Reversal
C	Bank of the West	031552	2/28/2022	1,993.80	Auto
C	Bank of the West	NC1149	2/18/2022	1,513.00	Manual
Vendor The Hartford Total:				7,189.60	
Vendor Number: THHU1 The Huntington Library					
C	Bank of the West	E05530	11/3/2021	29,328.00	
Vendor The Huntington Library Total:				29,328.00	
Vendor Number: THRE1 The Retirement Plan Company					
C	Bank of the West	NC1060	10/12/2021	710.78	Manual
C	Bank of the West	NC1061	10/12/2021	391.95	Manual
C	Bank of the West	NC1062	10/15/2021	4,591.35	Manual
C	Bank of the West	NC1075	10/29/2021	4,604.95	Manual
C	Bank of the West	NC1083	11/15/2021	4,518.55	Manual
C	Bank of the West	NC1092	11/30/2021	396.10	Manual
C	Bank of the West	NC1093	11/30/2021	724.03	Manual
C	Bank of the West	NC1097	12/1/2021	5,004.95	Manual
C	Bank of the West	NC1101	12/9/2021	181,754.15	Manual
C	Bank of the West	NC1105	12/15/2021	5,022.95	Manual
C	Bank of the West	NC1114	12/31/2021	5,009.35	Manual
C	Bank of the West	NC1122	1/14/2022	17,124.45	Manual
C	Bank of the West	NC1123	1/14/2022	397.08	Manual
C	Bank of the West	NC1124	1/14/2022	735.82	Manual
C	Bank of the West	NC1136	1/31/2022	2,524.45	Manual
C	Bank of the West	NC1145	2/15/2022	1,683.89	Manual
C	Bank of the West	NC1154	2/24/2022	396.91	Manual
C	Bank of the West	NC1155	2/24/2022	728.89	Manual
C	Bank of the West	NC1159	3/1/2022	2,524.45	Manual

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C	Bank of the West	NC1165	3/15/2022	2,497.25	Manual
C	Bank of the West	NC1175	3/31/2022	2,524.45	Manual
C	Bank of the West	NC1183	4/13/2022	396.49	Manual
C	Bank of the West	NC1184	4/13/2022	724.86	Manual
C	Bank of the West	NC1186	4/15/2022	3,085.85	Manual
C	Bank of the West	NC1196	4/29/2022	3,657.15	Manual
Vendor The Retirement Plan Company Total:				<u>251,731.10</u>	
Vendor Number: SPANT1 Timothy Spann					
C	Bank of the West	E05455	10/6/2021	8,000.00	
Vendor Timothy Spann Total:				<u>8,000.00</u>	
Vendor Number: BELLT1 Tom Bellamore					
C	Bank of the West	E05436	10/6/2021	25.00	
C	Bank of the West	E05461	10/13/2021	88.18	
C	Bank of the West	E05536	11/10/2021	113.18	
C	Bank of the West	E05584	12/8/2021	25.00	
C	Bank of the West	E05609	12/15/2021	88.18	
C	Bank of the West	E05645	1/5/2022	25.00	
C	Bank of the West	E05663	1/12/2022	88.11	
C	Bank of the West	E05713	2/7/2022	25.00	
C	Bank of the West	E05783	3/9/2022	201.34	
C	Bank of the West	E05824	4/7/2022	25.00	
C	Bank of the West	E05855	4/13/2022	88.14	
Vendor Tom Bellamore Total:				<u>792.13</u>	
Vendor Number: TRAV1 Travelers					
C	Bank of the West	031543	1/25/2022	4,029.00	Auto
C	Bank of the West	031543	1/25/2022	4,029.00	Reversal
C	Bank of the West	NC1143	2/14/2022	4,039.00	Manual
Vendor Travelers Total:				<u>4,039.00</u>	
Vendor Number: UCRE1 U.C. Regents					
C	Bank of the West	E05537	10/27/2021	21,590.00	
C	Bank of the West	E05554	11/10/2021	50,000.00	
C	Bank of the West	E05555	11/10/2021	23,600.00	
C	Bank of the West	E05577	11/30/2021	28,750.00	
C	Bank of the West	E05640	12/29/2021	4,914.00	
C	Bank of the West	E05810	3/16/2022	33,750.00	
C	Bank of the West	E05876	4/20/2022	18,790.00	
C	Bank of the West	E05877	4/20/2022	7,011.00	
C	Bank of the West	E05878	4/20/2022	6,081.00	
Vendor U.C. Regents Total:				<u>194,486.00</u>	
Vendor Number: UCDA1 University of California Davis					
C	Bank of the West	E05553	11/10/2021	16,924.00	
Vendor University of California Davis Total:				<u>16,924.00</u>	
Vendor Number: UNLI1 Unum Life Insurance					
C	Bank of the West	031514	10/27/2021	246.86	Auto
C	Bank of the West	031527	11/30/2021	493.72	Auto
C	Bank of the West	031544	1/25/2022	246.86	Auto
C	Bank of the West	031556	2/28/2022	246.86	Auto
C	Bank of the West	031563	3/25/2022	246.86	Auto
C	Bank of the West	031574	4/27/2022	246.86	Auto
Vendor Unum Life Insurance Total:				<u>1,728.02</u>	
Vendor Number: USDA1 USDA Agricultural Mktg Svc					
C	Bank of the West	E05531	11/3/2021	8,800.82	
C	Bank of the West	E05538	10/27/2021	1,041.71	

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C	Bank of the West	E05698	1/25/2022	9,534.46	
C	Bank of the West	E05756	2/23/2022	3,551.94	
C	Bank of the West	E05852	4/7/2022	3,543.40	
C	Bank of the West	E05894	4/27/2022	3,214.18	
Vendor USDA Agricultural Mktg Svc Total:				29,686.51	
Vendor Number: USPS1 USPS/ Irvine Main Office					
C	Bank of the West	E05578	11/30/2021	265.00	
Vendor USPS/ Irvine Main Office Total:				265.00	
Vendor Number: PAPR1 V Media LLC					
C	Bank of the West	E05451	10/6/2021	4,369.59	
C	Bank of the West	E05574	11/30/2021	2,990.06	
C	Bank of the West	E05657	1/5/2022	808.13	
C	Bank of the West	E05871	4/20/2022	3,172.68	
Vendor V Media LLC Total:				11,340.46	
Vendor Number: VERZ1 Verizon Wireless					
C	Bank of the West	NC1065	10/18/2021	355.93	Manual
C	Bank of the West	NC1086	11/17/2021	355.67	Manual
C	Bank of the West	NC1111	12/16/2021	307.28	Manual
C	Bank of the West	NC1128	1/19/2022	330.67	Manual
C	Bank of the West	NC1147	2/16/2022	355.45	Manual
C	Bank of the West	NC1166	3/16/2022	1,764.97	Manual
C	Bank of the West	NC1187	4/18/2022	285.43	Manual
Vendor Verizon Wireless Total:				3,755.40	
Vendor Number: WEPA2 West Pak Avocado					
C	Bank of the West	E05532	11/3/2021	55.00	
C	Bank of the West	E05607	12/8/2021	24.00	
C	Bank of the West	E05618	12/15/2021	70.00	
C	Bank of the West	E05681	1/19/2022	24.00	
C	Bank of the West	E05758	2/23/2022	38.00	
C	Bank of the West	E05778	3/2/2022	193.75	
C	Bank of the West	E05835	3/23/2022	201.75	
C	Bank of the West	E05854	4/7/2022	68.00	
C	Bank of the West	E05864	4/13/2022	508.00	
C	Bank of the West	E05879	4/20/2022	72.00	
C	Bank of the West	E05895	4/27/2022	556.00	
Vendor West Pak Avocado Total:				1,810.50	
Vendor Number: AROW1 Whitney Aronoff					
C	Bank of the West	031534	1/25/2022	783.18	Auto
Vendor Whitney Aronoff Total:				783.18	
Vendor Number: BENEZ1 Zachary Benedict					
C	Bank of the West	E05438	10/6/2021	25.00	
C	Bank of the West	E05537	11/10/2021	25.00	
C	Bank of the West	E05586	12/8/2021	25.00	
C	Bank of the West	E05826	4/7/2022	25.00	
Vendor Zachary Benedict Total:				100.00	
Report Total:				5,301,705.90	



ITEM 4.C: CONSIDER APPROVAL OF CORPORATE INSURANCE

SUMMARY:

As part of its fiduciary role, the Board is required to ensure that CAC is adequately insured against various liabilities and potential losses. The Finance Committee is tasked to review CAC's schedule of corporate insurance for the current year and bring its recommendation for approval to the Board.

The 2021-22 schedule of insurance is very similar to prior year's schedule, and management believes that it provides CAC with adequate coverage against potential liability and loss. In addition to coverage provided in previous years, management has included a cyber liability insurance policy that would provide coverage in the event of a data breach involving sensitive customer information in connection with the launch of selling CAC ecommerce merchandise.

FISCAL ANALYSIS:

The total premium for all CAC corporate liability insurance policies is estimated to be \$89,199 which is \$1,110 higher than prior year and \$8,851 lower than budget.

COMMITTEE OPTIONS:

- Accept management's recommendation on CAC's corporate insurance
- Modify CAC's corporate insurance portfolio or coverage amounts
- Direct management to obtain more information or modify the corporate insurance information
- Take no action

STAFF RECOMMENDATION:

- Management recommends that the Finance Committee approves the current schedule of insurance.

EXHIBITS / ATTACHMENTS:

- Premium comparison 2021-22 vs. 2020-21
- CAC's current schedule of corporate insurance

**CALIFORNIA AVOCADO COMMISSION
CORPORATE INSURANCE PREMIUMS
PREMIUM COMPARISON – 2021-22 vs. 2020-21**

	2021-22	2020-21	Difference Over (Under)
BUDGET	\$ 98,050	\$ 89,000	\$ -

ACTUAL

Commercial General Liability – Property, Auto (Fireman’s Fund Co)	\$ 19,014	\$ 18,341	\$ 673
Umbrella Liability (Fireman’s Fund Co)	\$ 6,079	\$ 5,654	\$ 425
Crime Liability (Travelers Casualty & Surety)	\$ 4,029	\$ 4,029	\$ -
Travel Accident (Hartford Life & Accident Co)	\$ 1,478	\$ 1,443	\$ 35
Directors & Officers Coverage (Great American Insurance Co)	\$ 38,477	\$ 37,064	\$ 1,413
Employed Lawyers Professional Liability (Federal Insurance Co)	\$ -	\$ 2,372	\$ (2,372)
Fiduciary Liability (U.S. Specialty Insurance Co)	\$ 2,488	\$ 2,370	\$ 118
Errors & Omissions / Professional Liability-Media (Lloyd’s of London)	\$ 12,748	\$ 11,930	\$ 818
Foreign Package (Fireman's Fund Co)	\$ 2,700	\$ 2,700	\$ -
Cyber Liability (HSB Specialty Insurance Co)	\$ 2,186	\$ 2,186	\$ -
Total	\$ 89,199	\$ 88,089	\$ 1,110

Over (Under) Budget	\$ 8,851	\$ (911)	
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**California Avocado Commission
Schedule of Insurance
2022-2023**

Company & Policy No.	Policy Period	Coverage Limits	Type of Coverage	Premium
		<u>COMMERCIAL PACKAGE</u>		\$ 19,024.00
Fireman's Fund Insurance Co.(Allianz) Pol. # USC010873220 A.M.. Best Rating: A+ XV	1/1/22 to 1/1/23	Loc # Locations: 1 12 Mauchly, Bldg L, Irvine, CA. 92618 2 326 State Pace, Escondido, CA. 92029 3 27537 Commerce Center Dr, Suite 103, Temecula, CA. 92590 4 15875 Laguna Canyon Rd., Irvine, CA. 92618 5 705 E. Main Street, Suite A, Santa Paula, CA. 93060 6 19455 E. Telegraph Rd., Santa Paula, CA. 93060 (Liability only)		
		PROPERTY: \$ 509,900 Blanket Personal Property (Loc 1-5) Replacement Cost, No-coinsurance \$ 165,000 Unnamed Location Coverage (Fulfillment Center) Included Equipment Breakdown \$ 250,000 Blanket Business Income 180 day Extended Period of Indemnity Deductible(s): \$ 1,000 Property 24 Hours Business Income		
		EQSL: \$ 796,600 Location#1-Blanket \$ 116,500 Location #2-Blanket \$ 18,000 Location #3-Blanket \$ 250,000 Location #4-Blanket Deductible(s): 5% Property Damage (\$10k min) 72 Hours Business Income Waiting Period		
		INLAND MARINE: \$ 358,650 Scheduled Equipment (Display booths, banners & tools @ Loc 1) Deductible: \$ 500 Scheduled Equipment		

Company & Policy No.	Policy Period	Coverage Limits	Type of Coverage	Premium
			<u>GENERAL LIABILITY</u>	
		\$ 2,000,000	General Aggregate Limit	
		\$ 2,000,000	Products/Compl. Operations Aggregate Limit	
		\$ 1,000,000	Each Occurrence Limit	
		\$ 1,000,000	Personal & Advertising Injury Limit - Any one person or organization	
		\$ 100,000	Damage to Premises Rented to you Limit - Any one premises	
		\$ 5,000	Medical Expense Limit (Any One Person)	
		\$ 1,000,000	Employee Benefit Liability, Each Employee	
		\$ 2,000,000	Employee Benefit Liability, Aggregate	
			<u>BUSINESS AUTOMOBILE:</u>	
		\$ 1,000,000	Hired and Non Owned Auto Liability Hired Auto Physical Damage Applies \$50 Comp Ded/\$250Coll Ded.	
			<u>FOREIGN PACKAGE</u>	\$ 2,700.00
Fireman's Fund Insurance	1/1/22		<u>International General liability</u>	
Pol. # USC015181220	to	\$ 2,000,000	General Aggregate Limit	
A.M.. Best Rating: A+ XV	1/1/23	\$ 2,000,000	Products/Compl. Operations Aggregate Limit	
		\$ 1,000,000	Each Occurrence Limit	
		\$ 1,000,000	Personal & Advertising Injury Limit - Any one person or organization	
		\$ 50,000	Damage to Premises Rented to you Limit - Any one premises	
		\$ 5,000	Medical Expense Limit (Any One Person)	
		\$ 1,000,000	Employee Benefit Liability, Each Employee	
		\$ 2,000,000	Employee Benefit Liability, Aggregate	
			<u>International Business Auto</u>	
		\$ 1,000,000	Hired or Non-owned Auto Liability	
		\$ 10,000	Medical payments-Each Person	
		\$ 10,000	Medical payment-Each Accident	
			<u>INTERNATIONAL FOREIGN VOLUNTARY WORKERS COMPENSATION AND EMPLOYERS LIABILITY</u>	
		\$ 1,000,000	Bodily Injury, Each Accident	
		\$ 1,000,000	Bodily Injury by Disease, Policy Limit	
		\$ 1,000,000	Bodily Injury By Disease, Each Employee	
		\$ 250,000	Repatriation Expense	
			Foreign Voluntary Workers Compensation Benefits applicable according to the laws of the states, providences, territories or countries (US Nationals - State of Hire; 3rd Party National - Country of Origin)	

Company & Policy No.	Policy Period	Coverage Limits	Type of Coverage	Premium
<u>UMBRELLA</u>				
Fireman's Fund Insurance Company Pol.#USC02186322U A.M.. Best Rating: A+ XV	1/1/22 to 1/1/23	\$ 5,000,000 NIL	Each Occurrence & Aggregate Self Insured Retention, (SIR)	\$ 6,079.00
<u>Underlying Coverages:</u>				
Commercial General Liability-Fireman's Fund Automobile Liability-Fireman's Fund International GL, Auto and WC Liability-Fireman's Fund Employers Liability-Hartford Casualty				
<u>DIRECTORS & OFFICERS / EMPLOYMENT PRACTICES LIABILITY</u>				
Great American Insurance Company Pol. #EPP9427767 A.M.. Best Rating: A+ XV	1/1/22 to 1/1/23	\$ 5,000,000 \$ 150,000 \$ 10,000 \$ - \$ 25,000	Aggregate Limit Fair Labor Standard Act Defense Sub-limit Pending and Prior Litigation Date: 3/11/1987 Donor Data Loss Crisis Fund Sub-limit Retention(s): D&O - Each Claim Each EPLI Claim	\$ 38,477.00
<u>LAWYERS PROFESSIONAL LIABILITY</u>				
<u>MEDIA LIABILITY (Cyber carved out as of 5/29/20)</u>				
Lloyd's of London Pol. #CR167881 A.M.. Best Rating: A XV	1/1/22 to 1/1/23	\$ 1,000,000 \$ 1,000,000 12-1-2011 \$ 25,000	Limit of Liability Per Claim Aggregate Retro Date Retention	\$ 11,834.00 fees - \$914.48
<u>FIDUCIARY LIABILITY</u>				
U.S. Specialty Insurance Company Pol. #U72253006 A.M.. Best Rating: A++ XV	1/1/22 to 1/1/23	\$ 1,000,000 \$ 2,500	Each claim and in the Aggregate Deductible: Each Claim including Defense	\$ 2,488.00

Company & Policy No.	Policy Period	Coverage Limits	Type of Coverage	Premium
<u>TRAVEL ACCIDENT</u>				
Hartford Life and Accident Insurance Company	1/1/22	\$ 100,000	Accidental Death and Dismemberment	\$ 1,478.00
Pol. #ETB200507	to	\$ 500,000	Aggregate Limitation	
A.M.. Best Rating: A XV	1/1/23			
<u>CRIME</u>				
Travelers Casualty and Surety	1/1/20	\$ 1,000,000	Employee Theft	\$ 12,135.00 Billed Annually - \$4,029
Pol. #105727123	to	\$ 1,000,000	ERISA Fidelity Coverage	
A.M.. Best Rating: A++ XV	1/1/23	\$ 1,000,000	Premises Coverage	
		\$ 1,000,000	In Transit Coverage	
		\$ 1,000,000	Forgery or Alteration Coverage	
		\$ 1,000,000	Computer Fraud Coverage	
		\$ 1,000,000	Funds Transfer Fraud Coverage	
		\$ 1,000,000	Money Orders & Counterfeit Currency Fraud Coverage	
		\$ 100,000	Data Restoration Expense	
		\$ 1,000,000	Personal Accounts Forgery or Alteration	
		\$ 5,000	Claim Expense	
		\$ 5,000	Deductible(s): All items with the exception of ERISA and Claims Expense which are NIL	
<u>Cyber</u>				
HSB Specialty Ins. Co.	5/29/21	\$ 1,000,000	Information Privacy/Network Security/Bus Interruption/ Cyber Extortion/ Social Eng/	\$ 2,117.00 fees - \$68.80
Pol. #660472202	to	\$ 1,000,000	Policy Aggregate	
A.M.. Best Rating: A++ X	5/29/22	\$ 5,000	Retention(s):	



FINANCE COMMITTEE MEETING, May 19, 2022

COMMITTEE INFORMATION

ITEM 5.D: REVIEW OF 2021-22 CONTRACTS OVER \$25,000

No	Vendor Name	Effective Date	Total Contract Amount	Current Year Fees	Expenses	Program Costs	Termination Date	Brief Explanation
1	Ag Food Consulting	3/1/2021	\$ 152,250.00	\$ 152,250.00			12/31/2021	Serve as the primary representative of the California avocado industry for trade servicing, marketing, and market communications.
2	Anderson Food Sales and Marketing	11/1/2021	\$ 88,000.00	\$ 88,000.00	\$ -		10/31/2022	Retail Marketing Director - Texas, Midwest, Southwest, and Corporate Accounts: Develop and maintain relationships between key retail accounts and the Commission, communicate Commission's consumer advertising, promotion and public relations activities to key accounts within the designated territories, with the objective of securing tie-in activities by individual retailers.
3	Beauty Commune Public Relations Consultancy Limited	4/1/2021	\$ 114,199.00	\$ 114,199.00			12/31/2021	Develop and coordinate a public relations project to establish and manage social media platform, develop social media content, assist in producing California avocado promotional campaign materials and conduct PR events in the China market.
4	Beauty Commune Public Relations Consultancy Limited	2/1/2022	\$ 127,017.00	\$ 57,203.00		\$ 69,814.00	12/31/2022	Federal funding under the California Agricultural Export Council (CAEC) to facilitate international market development activities
5	Boyden	11/25/2021	\$ 110,000.00	\$ 100,000.00	\$ 10,000.00			Assist in the recruitment of candidates to fill CAC's President and CEO position
6	Cal Poly Pomona Foundation	7/1/2013	\$ 204,120.00	\$1,664 for Nov-June, \$1,722 for July-Oct			6/30/2023	Single Tenant Lease from Cal Poly Pomona Foundation for Pine Tree Ranch in Santa Paula
7	CDFA	7/1/2021	\$ 252,985.00	Revenue due to CDFA			6/30/2022	CAC will provide CDFA with funding for the California Avocado Inspection Program (AIP) under the authority of the Food and Agriculture Code.

No	Vendor Name	Effective Date	Total Contract Amount	Current Year Fees	Expenses	Program Costs	Termination Date	Brief Explanation
8	Champ Publishing	11/1/2021	\$ 56,300.00	\$ 56,300.00			10/31/2022	Produce four quarterly From the Grove magazine issues and one Annual Report From the Grove issue including editorial content, advertisements, layout and production.
9	CL Marketing (Carolyn Becker)	11/1/2021	\$ 144,000.00	\$ 144,000.00	\$ -		10/31/2022	Retail Marketing Director - Northwest, Southwest, Colorado & Utah: develop & maintain relationships between key retail accounts and communicate the Commissions consumer advertising, promotions, and public relations activities to key accounts within the designated territories, with the objective of securing tie-in activities by individual retailers.
10	Creative Legal Solutions (Jill England)	11/1/2021	\$250/300 per hour	\$250 per hour (2021) \$300 per hour (2022_			10/31/2022	Advise and represent CAC in connection with the following services: handling of transactional matters, providing counsel on corporate governance and operational matters, and other projects as assigned by CAC.
11	GingerRoot	11/1/2021	\$ 46,500.00	\$80 per hour	\$ -		10/31/2022	Provide research, strategy, consulting, and writing services pertaining to grower communication.
12	Golin International, Inc.	11/1/2021	\$ 785,000.00	\$ 545,000.00	\$ 6,300.00	\$ 233,700.00	10/31/2022	Provide general management of public relations programs, news bureau, nutrition communication, and program administration services to the commission.
13	INR PR Consulting Group Inc	3/11/2022	\$ 213,890.00	\$ 36,000.00		\$ 177,890.00	8/31/2022	Providing representation in South Korea to develop and coordinate promotional activities for California Avocados in the South Korea market.
14	International Fresh Produce Association (IFPA)	1/1/2022	\$ 37,500.00	\$ 37,500.00			12/31/2022	2022 Terms of Sponsorship Agreement
15	KNJPR LLC	11/1/2021	\$ 115,350.00	\$ 115,350.00	\$ -		10/31/2022	Position California Avocados as a premium product in order to optimize value through retail communications and outreach, nutrition newsletter, responsive communications, sponsorships, and grove tours.
16	Kurata Communications	11/1/2021	\$ 772,500.00	\$ 341,150.00	\$ 4,000.00	\$ 427,350.00	10/31/2022	General management and implementation of Foodservice Program services including advertising, public relations, chain promotions, culinary education and account management.

No	Vendor Name	Effective Date	Total Contract Amount	Current Year Fees	Expenses	Program Costs	Termination Date	Brief Explanation
17	Land IQ	2/1/2022	\$ 137,225.00	\$ 137,225.00			10/31/2022	Provide avocado acreage mapping, crop estimating tools and GIS portal hosting and maintenance services.
18	Market Insight, LLC, dba Fusion Marketing	11/1/2021	\$ 607,000.00	\$ 333,500.00	\$ 1,500.00	\$ 272,000.00	10/31/2022	Provide retail trade advertising, support and POS materials, retail category development and related data-driven projects/services.
19	MullenLowe	11/1/2021	\$ 5,435,130.00	\$ 1,953,745.00	\$ 20,000.00	\$ 3,461,385.00	10/31/2022	Provide advertising and marketing communication, website, information technology, on-line marketing, social media and blog services.
20	KNJPR LLC	11/1/2021	\$ 115,350.00	\$ 115,350.00	\$ -		10/31/2022	Position California Avocados as a premium product in order to optimize value through retail communications and outreach, nutrition newsletter, responsive communications, sponsorships, and grove tours.
21	Rockwell Morrow	11/1/2021	\$ 139,500.00	\$ 139,500.00	\$ -		10/31/2022	Provide marketing support, strategic planning and special projects to facilitate planning and program execution.
22	Sierra Pacific Farms (Somis Pacific Ag Management)	1/1/2021	\$ 35,215.00	\$ 1,584.00		\$ 33,631.00	12/31/2021	Oversee the day-to-day agricultural operations in accordance with accepted agricultural practices in Ventura County, California on the 11-acre property known as Pine Tree Ranch.
23	Sierra Pacific Farms (Somis Pacific Ag Management)	1/1/2022	\$ 38,139.00	\$ 1,584.00		\$ 36,555.00	12/31/2022	Oversee the day-to-day agricultural operations in accordance with accepted agricultural practices in Ventura County, California on the 11-acre property known as Pine Tree Ranch.
24	Spann Ag Research & Consulting LLC	7/1/2021	\$ 116,000.00	\$ 96,000.00	\$ 20,000.00		6/30/2022	Manage the CAC-funded research program, author FTG magazine articles & GreenSheet messages, manage Pine Tree Ranch activities, etc
25	Water Illumination Inc	2/1/2022	\$ 74,600.00	\$ 74,600.00			1/31/2023	Research Project 65321: Provide research services relative to the development of a white paper reviewing chloride mitigation technologies and developing a list of technologies that could potentially be field tested in the future.

No	Vendor Name	Effective Date	Total Contract Amount	Current Year Fees	Expenses	Program Costs	Termination Date	Brief Explanation
26	UC Riverside	11/1/2021	Total 3 years = \$181,091	\$ 50,845.00			10/31/2024	Hoddle research project: Phenology and Ecology of Avocado Lace Bug in Southern California
27	UC Riverside	11/1/2019	Total 3 years = \$350,000	\$ 135,000.00			10/31/2022	Manosalva research project: Commercial-scale field testing and potential release of five elite advanced rootstocks.
28	UC Riverside	11/1/2019	Total 3 years = \$101,441	\$ 9,262.00			3/31/2022	Travis Bean research project: Safety and efficacy of Herbicides in Bearing Avocado Groves.
29	UC Riverside	11/1/2019	Total 3 years = \$101,441	\$ 10,864.00			3/31/2022	Travis Bean research project: Safety and efficacy of Herbicides in Bearing Avocado Groves AMENDMENT
30	UC Riverside	11/1/2019	Total 3 years = \$101,441	\$ 10,864.00			3/31/2022	Travis Bean research project: Safety and efficacy of Herbicides in Bearing Avocado Groves AMENDMENT 3
31	UC Riverside	11/1/2019	Total 3 years = \$101,441	\$ 10,864.00			10/31/2022	Travis Bean research project: Safety and efficacy of Herbicides in Bearing Avocado Groves AMENDMENT 4
32	UC Riverside	1/1/2020	Total 3 years = \$150,000	\$ 50,000.00			10/31/2022	Hoddle research project: Proactive Management of Avocado Seed and Stem Feeding Weevils.