



AGENDA

California Avocado Commission Finance Committee Meeting

Meeting Information

Date: October 19, 2022

Time: 4:00 p.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/83319330443?pwd=UF1FejRkRlpliekVaQmdEQlpuZW5aZz09>

Conference Call Number: (669) 900-6833

Meeting ID: 833 1933 0443

Passcode: 772268

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 Friday, October 14, 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
- Rob Grether, *CAC Chairman/Finance Committee Ex-Officio*

Time	Item
------	------

- | | |
|-----------|---|
| 4:00 p.m. | 1. Call to Order <ul style="list-style-type: none">a. Roll Call/Quorumb. Introductions |
|-----------|---|
-

Time	Item
	<p>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.</p> <p>3. Consider approval of Minutes of August 17, 2022 Finance Committee Meeting</p> <p>4. Discussion and Possible Action Items</p> <ul style="list-style-type: none"> a. 2022 Internal Control Design Assessment, Moss Adams b. 2021-22 Financial Updates c. Cash Disbursement Audit d. Review 2021-22 Employer Contributions to Profit Sharing Plan e. 2022-23 Budget and Assessment Rate
5:30 p.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.



ITEM 3: Consider approval of Minutes of August 17, 2022 Finance Committee Meeting

**CALIFORNIA AVOCADO COMMISSION
FINANCE COMMITTEE MINUTES
August 17, 2022**

A web/teleconference meeting of the Finance Committee of the California Avocado Commission (CAC) was held on Wednesday, August 17, 2022 at 3:00 p.m. with the following people present:

MEMBERS PRESENT

Jason Cole, Chairman
John Cornell
John Lloyd-Butler
Kellen Newhouse
Andrew Prechtl
Rob Grether, CAC Board Chairman

MEMBERS ABSENT

none

STAFF PRESENT

Monica Arnett
April Aymami
Jan DeLyser
Ken Melban

GUESTS PRESENT

Vickie Carpenter, USDA
Ohannes Karaoghlanian
Rachael Laenen

Item #1: CALL TO ORDER

Finance Committee Chairman Jason Cole called the meeting to order at 3:01 p.m. with a quorum present.

Item #2: PUBLIC COMMENT

None

Item #3: MINUTES

The Committee reviewed the minutes from the June 23, 2022 meeting and the following motion was offered:

MOTION: *The Finance Committee approves the June 23, 2022 Finance Committee Meeting Minutes as presented. (Cornell/Prechtl) MSC Unanimous*
MOTION 22-8-17-1

Item #4A: 2021-22 FINANCIAL UPDATES

The Committee reviewed the 2021-22 Financial Statements as included in the June 23, 2022 Finance Committee Packet. Discussion ensued and the following points were made:

- Monica Arnett highlighted that revenue is continuing to trend higher than originally budgeted due to higher than anticipated pricing. CAC originally budgeted \$1.25 per pound and the season to date average through June is \$1.77 per pound and July averaging \$2.10 per pound.

- Ms. Arnett reminded the Committee that the results of the CAC grower and handler late-season crop survey indicated an updated volume estimate of 270 MM pounds, which is 30 million pounds lower than management's original estimate. Even with this reduction in volume, strong early season pricing combined with a significant beginning reserve balance will offset any potential shortages.

The 2021-22 Financial Update Packet is attached to the permanent copy of these Minutes as identified as Exhibit A.

Item #4B: CASH DISBURSEMENT AUDIT

The Committee reviewed the disbursement registers for June and July 2022 as included in the Finance Committee Meeting Packet with no significant comments to note.

Item #4D: RESERVES POLICY RECOMMENDATION

The Committee reviewed CAC's fiscal year-end operating reserves policy as included in the Finance Committee packet. Ms. Arnett commented that the reserves policy was established and approved by CAC's Board of Directors in 2016 as a recommendation by CDFA to all commodity boards and is reviewed annually by the Finance Committee in conjunction with consideration and approval of the annual budget.

Ms. Arnett explained that the targeted minimum fiscal year-end reserve balance would be equal to six months of average operating costs, or an amount not less than \$5 million dollars, and is intended to provide funding for organizational costs from the beginning of the fiscal year to first receipts of sizable assessment revenue. The calculation of average monthly operating costs includes all recurring expenses such as administrative and contracted professional services and incorporates estimated Marketing program expenses and research project costs. Additionally, the reserve balance will help mitigate the imprecise nature of production estimates made prior to the start of a season, which directly affects revenue projections, and to avoid utilizing borrowed funds from the line of credit.

After discussion the Finance Committee agreed that the current policy is reasonable and should not be adjusted for the 2022-23 fiscal year.

Item #4E: 2022-23 BUDGET AND ASSESSMENT RATE DISCUSSION

Discussion regarding the 2021-22 budget and assessment rate began with Ms. Arnett presenting CAC's current financial position and projected ending reserve balance for the 2021-22 fiscal year. The calculations presented estimated that the 2021-22 crop size would total 270 million pounds with forecasted revenue of \$14.3 million and ending reserves of \$10.6 million, assuming an average price of \$1.30 for the remainder of the season. This ending reserve balance would be \$250 thousand higher than the original 2021-22 projection, which includes \$990 thousand of unspent funds being returned to reserves.

Ms. Arnett presented a suggested assessment rate and budget for the 2022-23 fiscal year which proposed an assessment rate of 1.75% based on a 250 million pound crop at an average price of \$1.25 per pound. Projected total budgeted expenditures would be estimated at \$14.7 million with \$9.5 million allocated to the Marketing department. This level of spending would result in a 2022-23 ending reserve balance of \$7.9 million.

The Finance Committee reviewed and discussed various crop, price per pound and budget scenarios as well as revisiting the assessment rate determining that the high level of reserves should be reduced. The Committee discussion considered the current economic inflationary conditions and an elevated market along with ever-increasing grower costs. The Committee also discussed various budgeting strategies focusing on utilizing a fixed total Marketing budget per pound to determine what the overall Marketing budget should be.

The Finance Committee agreed upon a recommendation to the Board of a significantly reduced assessment rate of 1.00% for 2022-23 with the expectation that it will increase back to 1.75%, or a more historically average rate, in 2023-24. The Committee also agreed upon an overall budget of \$13 million, allocating \$7.75 million to Marketing based on a Marketing budget per pound of \$0.31 and a 250 million pound crop.

The 2022-23 Reserves Projection and Multi-Year Budget Planning document is attached to the permanent copy of these Minutes as identified as Exhibit B.

ADJOURN

Chairman Cole adjourned the meeting at 4:32 p.m.

Respectfully submitted,

Monica Arnett, Vice President of Finance and Administration

EXHIBITS ATTACHED TO THE PERMANENT COPY OF THESE MINUTES

- EXHIBIT A 2021-22 Financial Update Packet
- EXHIBIT B 2021-22 Reserves Projection and Multi-Year Budget Planning document
- EXHIBIT C August 17, 2022 Finance Committee Meeting AB 2720 Roll Call Vote Tally Summary



COMMITTEE INFORMATION

ITEM 4.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 August 31, 2022 and Statement of Revenues, Expenses & Changes in Net Position (Income Statement) for the period then ended, with comparison to prior year's figures:

	8/31/22	8/31/21
Assets		
Petty Cash	200	200
Cash in Bank—Checking Accounts	3,341,605	1,560,020
Investments (LAIF & MMA)	8,735,656	8,748,640
Subtotal CAC Cash & Investment	12,077,462	10,308,861
Cash & Investments held for AIP	938,139	993,193
Total Cash & Investment	13,015,600	11,302,053
Assessment Receivable	1,299,112	2,678,017
Other (Other Receivables, Prepaids and Fixed Assets)	216,136	321,575
Total Assets	14,484,046	14,208,371
Liabilities & Net Reserves		
Accounts Payable and Accrued Expenses	352,281	467,634
Due to AIP	938,139	993,193
Other	252,693	218,750
Total Liabilities	1,543,113	1,679,576
Total Revenues	13,984,439	10,324,842
Total Expenditures	11,409,125	12,256,510
YTD Surplus (Deficit)	2,575,314	(1,720,373)
Net Reserves-Prior Periods	10,412,423	14,342,442
Total Net Reserves	12,987,736	12,622,069
Total Liabilities & Net Reserves	14,530,849	14,301,645

Crop Statistics

Handlers reported 271.1 million pounds of California avocados were harvested through August 2022 with an average price (per pound) reported at 1.78 dollars. An estimated 2 million pounds were harvested in September 2022 with an average price (per pound) of 0.90 dollars. This would bring the total harvested through September 2022 to 273.1 million pounds at an average price (per pound) of 1.77 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 August 31, 2022
- Statement of Revenues and Expenses for the ten months ending August 31, 2022
- 2021-22 Pounds & Dollars by Variety Report (November 2021 – August 2022)
- 2021-22 U.S. Aggregate Avocado Volume by Month Chart (November 2021 – August 2022)

California Avocado Commission
Statement of Net Position
As of August 31, 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	3,341,605	23.00%	1,560,020	10.91%	1,781,585	114.20%
Cash in Bank-LAIF & Money Market	8,735,656	60.12%	8,748,640	61.17%	(12,984)	-0.15%
Total CAC Cash and Short Term Investments	12,077,462	83.12%	10,308,861	72.08%	1,768,601	17.16%
Cash in Bank, LAIF & Money Market (held for A	938,139	6.46%	993,193	6.94%	(55,054)	-5.54%
Total Cash and Short Term Investments	13,015,600	89.57%	11,302,053	79.03%	1,713,547	15.16%
Other Current Assets:						
Assessment Receivable	1,299,112	8.94%	2,678,017	18.73%	(1,378,905)	-51.49%
Other Receivable	7,585	0.05%	6,653	0.05%	932	14.01%
Prepays	96,511	0.66%	191,113	1.34%	(94,602)	-49.50%
Merchandise Shop Inventory	65,238	0.45%	30,535	0.21%	34,703	113.65%
Total Other Current Assets	1,468,446	10.11%	2,906,318	20.32%	(1,437,872)	-49.47%
Total Current Assets	14,484,046	99.68%	14,208,371	99.35%	275,675	1.94%
Fixed Assets:						
Furniture	35,045	0.24%	67,394	0.47%	(32,349)	-48.00%
Land Improvements	11,758	0.08%	25,881	0.18%	(14,123)	-54.57%
Total Fixed Assets	46,803	0.32%	93,274	0.65%	(46,472)	-49.82%
Net Fixed Assets	46,803	0.32%	93,274	0.65%	(46,472)	-49.82%
Total Assets	14,530,849	100.00%	14,301,645	100.00%	229,204	1.60%
LIABILITIES AND NET RESERVES						
Current Liabilities:						
Accounts Payable & Accrued Expenses	352,281	22.83%	467,634	27.84%	(115,352)	-24.67%
Due to AIP	938,139	60.80%	993,193	59.13%	55,054	5.54%
Other Payable (Vacation/Payroll/Sec. 125)	234,693	15.21%	200,750	11.95%	33,943	16.91%
Research Contract Payable	-	0.00%	-	0.00%	-	0.00%
Total Current Liabilities	1,525,113	98.83%	1,661,576	98.93%	(136,464)	-8.21%
Long Term Liabilities:						
Deposit Due to CDFA/AIP	18,000	1.17%	18,000	1.07%	-	0.00%
Total Long Term Liabilities	18,000	1.17%	18,000	1.07%	-	0.00%
Total Liabilities	1,543,113	100.00%	1,679,576	100.00%	(136,464)	-8.12%
Net Reserves:						
Net Reserves-Prior Periods	10,412,423	80.17%	14,342,442	113.63%	(3,930,019)	-27.40%
Surplus (Deficit)-Current Period	2,575,314	19.83%	(1,720,373)	-13.63%	4,295,686	-249.70%
Total Net Reserves	12,987,736	100.00%	12,622,069	100.00%	365,667	2.90%
Total Liabilities and Net Reserves	14,530,849	100.00%	14,301,645	100.00%	229,204	1.60%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit)
For the ten months ending August 31, 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	8,372,726	59.9%	5,513,575	52.33%	2,859,151	51.9%
HAB Assessment Revenue	5,157,452	36.9%	4,811,267	45.66%	346,185	7.2%
Subtotal Assessment Revenue	13,530,178	96.8%	10,324,842	97.99%	3,205,336	31.0%
Other Revenues						
Admin & Accounting Fee Revenue (AIP)	50,830	0.4%	50,830	0.48%	-	0.0%
Grant Funding	110,565	0.8%	-	0.00%	110,565	0.0%
Pine Tree Ranch Crop Income	208,049	1.5%	62,188	0.59%	145,861	234.5%
Interest and Other Income	71,870	0.5%	83,822	0.80%	(11,952)	-14.3%
Merch Shop Income	12,947	0.1%	14,456	0.14%	(1,509)	-10.4%
Subtotal Other Revenues	454,261	3.2%	211,296	2.01%	242,965	115.0%
Total Revenue	13,984,439	100.0%	10,536,138	100.00%	3,448,301	32.7%
Expenses						
Marketing Expenses						
Consumer Marketing	4,889,955	43.3%	5,433,475	44.61%	543,520	10.0%
Merchandising	1,429,411	12.6%	1,502,026	12.33%	72,615	4.8%
Foodservice	510,127	4.5%	536,035	4.40%	25,909	4.8%
Consumer Public Relations	693,174	6.1%	826,117	6.78%	132,943	16.1%
Consumer/Trade Living Well	126,091	1.1%	153,062	1.26%	26,971	17.6%
Marketing Activities Support	91,013	0.8%	160,577	1.32%	69,564	43.3%
Merch Shop	107,252	0.9%	76,541	0.63%	(30,710)	-40.1%
Subtotal Marketing Expenses	7,847,022	69.4%	8,687,833	71.33%	840,812	9.7%
Non-Marketing Expenses						
Industry Affairs & Production Research	522,812	4.6%	718,108	5.90%	195,295	27.2%
Grant Programs	358,475	3.2%	286,880	2.36%	(71,595)	-25.0%
Administration	2,680,816	23.7%	2,563,690	21.05%	(117,127)	-4.6%
Subtotal Non-Marketing Expenses	3,562,104	31.5%	3,568,677	29.30%	6,573	0.2%
Total Expenses	11,409,125	100.0%	12,256,510	100.00%	847,385	6.9%
Surplus (Deficit)	2,575,314	100.0%	(1,720,373)	100.00%	4,295,686	249.7%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget
For the ten months ending August 31, 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	8,372,726	59.87%	6,065,560	2,307,166	38.04%	6,398,440	1,974,286	30.86%
HAB Assessment Revenue	5,157,452	36.88%	5,660,390	(502,938)	-8.89%	5,928,750	(771,298)	-13.01%
Subtotal Assessment Revenue	13,530,178	96.75%	11,725,950	1,804,228	15.39%	12,327,190	1,202,988	9.76%
Other Revenues								
Admin & Accounting Fee Revenue (AIP)	50,830	0.36%	50,832	(2)	0.00%	61,000	(10,170)	-16.67%
Grant Funding	110,565	0.79%	-	110,565	0.00%	475,000	(364,435)	-76.72%
Pine Tree Ranch Crop Income	208,049	1.49%	112,500	95,549	84.93%	112,500	95,549	84.93%
From The Grove Income	58,100	0.42%	48,750	9,350	19.18%	65,000	(6,900)	-10.62%
Interest and Other Income	13,770	0.10%	12,500	1,270	10.16%	15,000	(1,230)	-8.20%
Merchandise Shop Income	12,947	0.09%	44,684	(31,737)	-71.03%	53,621	(40,674)	-75.85%
Subtotal Other Revenues	454,261	3.25%	269,266	184,995	68.70%	782,121	(327,860)	-41.92%
Total Revenue	13,984,439	100.00%	11,995,216	1,989,223	16.58%	13,109,311	875,128	6.68%
Expenses								
Marketing Expenses								
Consumer Marketing	4,889,955	42.86%	4,943,578	53,623	1.08%	5,375,000	485,045	9.02%
Merchandising	1,429,411	12.53%	1,568,268	138,857	8.85%	2,194,035	764,624	34.85%
Foodservice	510,127	4.47%	577,890	67,763	11.73%	772,500	262,373	33.96%
Consumer Public Relations	693,174	6.08%	675,000	(18,174)	-2.69%	785,000	91,826	11.70%
Consumer/Trade Living Well	126,091	1.11%	131,250	5,159	3.93%	145,000	18,909	13.04%
Marketing Activities Support	91,013	0.80%	90,535	(478)	-0.53%	112,500	21,487	19.10%
Merchandise Shop	107,252	0.94%	113,603	6,351	5.59%	147,330	40,078	27.20%
Subtotal Marketing Expenses	7,847,022	68.78%	8,100,123	253,102	3.12%	9,531,365	1,684,344	17.67%
Non-Marketing Expenses								
Industry Affairs & Production Research	522,812	4.58%	638,708	115,895	49.06%	1,465,412	942,600	138.62%
Grants	358,475	3.14%	341,200	(17,275)	-5.06%	475,000	116,525	24.53%
Administration	2,680,816	23.50%	2,855,784	174,968	6.13%	3,577,725	896,909	25.07%
Subtotal Non-Marketing Expenses	3,562,104	31.22%	3,835,692	273,588	7.13%	5,518,137	1,956,033	35.45%
Total Expenses	11,409,125	100.00%	11,935,815	526,689	4.41%	15,049,502	3,640,377	24.19%
Surplus (Deficit)	2,575,314	100.00%	59,401	2,515,912	4235.44%	(1,940,191)	4,515,505	232.74%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget
For the ten months ending August 31, 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	3,127,010	27.41%	3,080,000	(47,010)	-1.53%	3,200,000	72,990	2.28%
Production	155,143	1.36%	187,305	32,162	17.17%	197,305	42,162	21.37%
Online Marketing	302,964	2.66%	371,435	68,471	18.43%	411,890	108,926	26.45%
Program Administration	1,304,838	11.44%	1,304,838	-	0.00%	1,565,805	260,968	16.67%
Subtotal Consumer Advertising	4,889,955	42.86%	4,943,578	53,623	1.08%	5,375,000	485,045	9.02%
Merchandising Promotions								
Trade Relations	816,638	7.16%	867,120	50,482	5.82%	1,001,500	184,862	18.46%
Retail/Consumer Promotions	399,010	3.50%	423,750	24,740	5.84%	813,835	414,825	50.97%
Data, Research & Analysis	187,833	1.65%	249,918	62,085	24.84%	293,700	105,867	36.05%
Administration & Other	25,930	0.23%	27,480	1,550	5.64%	85,000	59,070	69.49%
Subtotal Merchandising Promoti	1,429,411	12.53%	1,568,268	138,857	8.85%	2,194,035	764,624	34.85%
Foodservice								
Media	70,415	0.62%	72,090	1,675	2.32%	79,300	8,885	11.20%
Public Relations & Collateral Materials	37,404	0.33%	51,800	14,396	27.79%	56,800	19,396	34.15%
Foodservice Events	212,780	1.87%	257,300	44,520	17.30%	279,700	66,920	23.93%
Chain Promotions	151,046	1.32%	154,000	2,954	1.92%	300,700	149,654	49.77%
Education Programs	1,460	0.01%	1,700	240	14.12%	2,000	540	27.00%
Program Administration Fees	37,021	0.32%	41,000	3,979	9.70%	54,000	16,979	31.44%
Subtotal Foodservice	510,127	4.47%	577,890	67,763	11.73%	772,500	262,373	33.96%
Consumer Public Relations								
Brand Advocates	300,060	2.63%	271,900	(28,160)	-10.36%	339,800	39,740	11.70%
Public Relations	300,523	2.63%	309,700	9,177	2.96%	321,700	21,177	6.58%
Program Administration	92,591	0.81%	93,400	809	0.87%	123,500	30,909	25.03%
Subtotal Public Relations	693,174	6.08%	675,000	(18,174)	-2.69%	785,000	91,826	11.70%
Consumer/Trade Living Well								
RDN Ambassadors	98,908	0.87%	101,950	3,042	2.98%	113,700	14,792	13.01%
Industry Partnerships	19,183	0.17%	21,300	2,117	9.94%	21,300	2,117	9.94%
Program Administration	8,000	0.07%	8,000	-	0.00%	10,000	2,000	20.00%
Subtotal Consumer/Trade Livi	126,091	1.11%	131,250	5,159	3.93%	145,000	18,909	13.04%
Marketing Activities Support								
Marketing Planning	66,013	0.58%	65,535	(478)	-0.73%	87,500	21,487	24.56%
Center for Produce Safety	-	0.00%	-	-	0.00%	-	-	0.00%
"Buy California" Marketing Campaign	25,000	0.22%	25,000	-	0.00%	25,000	-	0.00%
Festivals	-	0.00%	-	-	0.00%	-	-	0.00%
Subtotal Marketing Activities	91,013	0.80%	90,535	(478)	-0.53%	112,500	21,487	19.10%
Merchandise Shop								
Cost of Goods Sold	437	0.00%	-	(437)	0.00%	13,000	12,563	96.64%
Expenses - Variable	10,338	0.09%	16,057	5,719	35.62%	19,275	8,937	46.37%
Expenses - Fees	96,477	0.85%	97,546	1,069	1.10%	115,055	18,578	16.15%
Subtotal Merchandise Shop	107,252	0.94%	113,603	6,351	5.59%	147,330	40,078	27.20%
Subtotal Marketing Expenses	7,847,022	68.78%	8,100,123	253,102	3.12%	9,531,365	1,684,344	17.67%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget
For the ten months ending August 31, 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	33,758	0.30%	39,850	6,092	15.29%	86,500	52,742	60.97%
Crop Forecasting & Analysis	64,956	0.57%	69,613	4,656	6.69%	145,000	80,044	55.20%
Grower Database	1,555	0.01%	5,000	3,445	68.91%	5,000	3,445	68.91%
Grove ID GIS Project Dmnt	-	0.00%	-	-	0.00%	20,000	20,000	100.00%
Online Information (Grower Web Site)	8,705	0.08%	30,000	21,295	70.98%	46,000	37,295	81.08%
Publications	62,503	0.55%	63,975	1,472	2.30%	104,000	41,497	39.90%
Annual Meeting	-	0.00%	20,000	20,000	100.00%	20,000	20,000	100.00%
Annual Report	13,267	0.12%	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	20,636	0.18%	20,670	34	0.16%	65,000	44,364	68.25%
Research Program Coordination & Outrea	82,909	0.73%	83,000	91	0.11%	120,000	37,091	30.91%
Legislative & Regulatory Advocacy	10,338	0.09%	10,400	63	0.60%	125,000	114,663	91.73%
Product Registrations	-	0.00%	-	-	0.00%	4,000	4,000	100.00%
Sustainability Project	275	0.00%	275	-	0.00%	50,000	49,725	99.45%
Elections	3,236	0.03%	5,000	1,764	35.28%	10,000	6,764	67.64%
Legal Support	34,792	0.30%	32,500	(2,292)	-7.05%	40,000	5,208	13.02%
Governance Support	-	0.00%	-	-	0.00%	20,000	20,000	100.00%
Field Meetings, Seminars & Workshops	1,400	0.01%	1,400	-	0.00%	23,500	22,100	94.04%
Pine Tree Ranch Field Days	106	0.00%	1,350	1,244	92.17%	2,000	1,894	94.72%
Grower Outreach	3,922	0.03%	4,000	78	1.95%	13,500	9,578	70.95%
Coalition Dues, Sponsorship & Reports	10,550	0.09%	11,150	600	5.38%	20,000	9,450	47.25%
Grant Writing	-	0.00%	-	-	0.00%	2,500	2,500	100.00%
Travel	7,937	0.07%	30,000	22,063	73.54%	40,000	32,063	80.16%
Office Expense	5,823	0.05%	12,700	6,877	54.15%	16,500	10,677	64.71%
Committee Meeting Expense	-	0.00%	-	-	0.00%	5,000	5,000	100.00%
Demonstration Grove								
Pine Tree - Rent	20,232	0.18%	20,232	-	0.00%	24,384	4,152	17.03%
Pine Tree - Grove Management	25,917	0.23%	28,600	2,683	9.38%	40,000	14,083	35.21%
Pine Tree - Utilities	253	0.00%	4,500	4,247	94.37%	5,400	5,147	95.31%
Pine Tree - Property Tax & Insurance	1,791	0.02%	2,100	309	14.72%	2,500	709	28.37%
Pine Tree - Misc Expenses	997	0.01%	1,000	3	0.26%	5,000	4,003	80.05%
Pine Tree - Crop Harvesting	26,678	0.23%	13,700	(12,978)	-94.73%	16,200	(10,478)	-64.68%
Pine Tree - Crop Hauling	-	0.00%	-	-	0.00%	500	500	100.00%
Pine Tree - CAC Assessment	3,641	0.03%	1,669	(1,972)	-118.14%	1,969	(1,672)	-84.91%
Pine Tree - HAB Assessment	3,055	0.03%	1,910	(1,145)	-59.94%	2,250	(805)	-35.77%
Subtotal Pine Tree Demonstra	82,564	0.72%	73,711	(8,853)	-12.01%	98,203	15,639	15.93%
Subtotal Industry Affairs	449,231	3.94%	526,594	77,362	14.69%	1,118,703	669,472	59.84%
Production Research								
Proactive Mgmt of Avocado Seed and Ste	-	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 Advan	67,500	0.59%	101,250	33,750	33.33%	135,000	67,500	50.00%
Safety and Efficacy of Herbicides in Bearii	6,081	0.05%	10,864	4,783	44.03%	10,864	4,783	44.03%
Development of Chloride Mitigation Strate	-	0.00%	-	-	0.00%	74,600	74,600	100.00%
PLACEHOLDER	-	0.00%	-	-	0.00%	25,400	25,400	100.00%
Subtotal Production Research	73,581	0.64%	112,114	38,533	34.37%	346,709	273,128	78.78%
Grants								
USDA Grant-FAS MAP South Korea	186,149	1.63%	177,000	(9,149)	-5.17%	200,000	13,851	6.93%
USDA Grant-FAS MAP China	172,326	1.51%	164,200	(8,126)	-4.95%	275,000	102,674	37.34%
Subtotal Grants	358,475	3.14%	341,200	(17,275)	-5.06%	475,000	116,525	24.53%

California Avocado Commission
Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget
For the ten months ending August 31, 2022 (with Comparison to Budget)

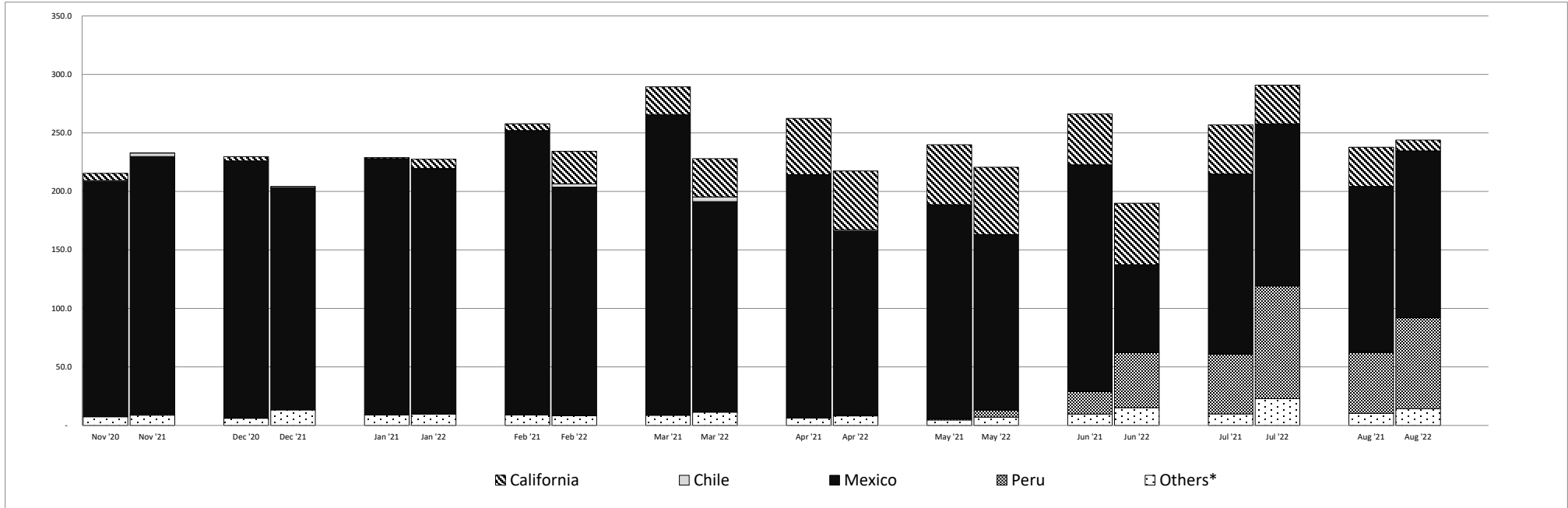
	YTD		YTD Budget	YTD Actual Vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
Administration								
Rent-Office-CAM, Ins, Prop Tax-Mauchly	118,660	1.04%	118,944	284	0.24%	142,790	24,130	16.90%
Rent-Offsite Storage	5,850	0.05%	5,908	58	0.98%	7,137	1,287	18.03%
Corporate Insurance	88,101	0.77%	98,050	9,949	10.15%	98,050	9,949	10.15%
Office Expense, Supplies & Janitorial	15,948	0.14%	22,470	6,522	29.03%	38,835	22,887	58.93%
Utilities	8,315	0.07%	13,450	5,135	38.18%	16,540	8,225	49.73%
Bank Fees	13,998	0.12%	14,125	127	0.90%	15,860	1,862	11.74%
Equip Maint. & Exp. and Capital Lease Int	16,554	0.15%	21,250	4,696	22.10%	27,600	11,046	40.02%
Telephone & Postage	14,954	0.13%	24,300	9,346	38.46%	30,410	15,456	50.83%
CPA-Financial Audits	31,120	0.27%	31,500	380	1.21%	31,500	380	1.21%
CPA-Assessment Audits	25,695	0.23%	20,738	(4,957)	-23.90%	20,738	(4,957)	-23.90%
CDFA-Fiscal and Compliance Audit	8,500	0.07%	8,715	215	2.47%	8,715	215	2.47%
California Dept. of Food & Agriculture	66,241	0.58%	66,500	259	0.39%	76,200	9,959	13.07%
U.S. Dept. of Agriculture (AMS)	38,528	0.34%	63,000	24,472	38.84%	75,600	37,072	49.04%
Legal & Other Professional	3,752	0.03%	3,800	48	1.26%	5,000	1,248	24.96%
Salaries/Wages	1,504,747	13.19%	1,575,500	70,753	4.49%	1,875,000	370,253	19.75%
Pension, Payroll Tax & Benefits	498,596	4.37%	513,398	14,802	2.88%	646,392	147,796	22.86%
Board Member District Meetings & Expen:	825	0.01%	-	(825)	0.00%	3,000	2,175	72.50%
Board Member Entertainment	-	0.00%	-	-	0.00%	2,000	2,000	100.00%
Board Member Travel, Lodging, Mileage,	4,525	0.04%	3,750	(775)	-20.67%	38,000	33,475	88.09%
Board Meeting Expenses	5,396	0.05%	26,750	21,354	79.83%	30,500	25,104	82.31%
Network Maint., Hardware, Software & Lic	44,631	0.39%	43,050	(1,581)	-3.67%	48,610	3,979	8.19%
IT Support & Consulting and Other Servic	11,753	0.10%	22,400	10,647	47.53%	55,000	43,247	78.63%
Accounting & Assessment System	8,164	0.07%	1,260	(6,904)	-547.91%	7,910	(254)	-3.21%
Administration Staff Travel	-	0.00%	7,500	7,500	100.00%	9,000	9,000	100.00%
Depreciation Expense	38,726	0.34%	38,726	(0)	0.00%	46,463	7,737	16.65%
Pension Admin & Legal	28,445	0.25%	36,050	7,605	21.10%	52,300	23,855	45.61%
Dues, Reg, Education, Recruitment & Oth	78,794	0.69%	74,650	(4,144)	-5.55%	143,575	64,781	45.12%
Temporary Help	-	0.00%	-	-	0.00%	25,000	25,000	100.00%
Subtotal Administration	2,680,816	23.50%	2,855,784	174,968	6.13%	3,577,725	896,909	25.07%
Total Expenses	11,409,125	100.00%	11,935,815	526,689	4.41%	15,049,502	3,640,377	24.19%
Surplus (Deficit)	2,575,314	100.00%	59,401	2,515,912	4235.44%	(1,940,191)	4,515,505	232.74%

CALIFORNIA AVOCADO COMMISSION POUNDS & DOLLARS BY VARIETY

November 2021 Through August 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	66,695	3,582	0	73,789	144,066	\$96,359	\$6,113	\$	\$102,366	\$204,838	\$1.422
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	7,722,469	3,582	0	297,085	8,023,136	\$12,168,695	\$6,113	0	\$254,984	\$12,429,792	\$1.549
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	32,232,723		466,366	28,785	32,727,874	\$49,531,316	0	\$894,602	\$14,620	\$50,440,538	\$1.541
Apr 2022	48,477,509	8	1,846,498	84,069	50,408,084	\$83,068,347	\$42	\$3,755,235	\$137,442	\$86,961,066	\$1.725
2nd QTR	108,320,090	8	2,319,678	188,105	110,827,881	\$176,237,026	\$42	\$4,653,342	\$197,487	\$181,087,897	\$1.634
1st Half	116,042,559	3,590	2,319,678	485,190	118,851,017	\$188,405,721	\$6,155	\$4,653,342	\$452,471	\$193,517,689	\$1.628
May 2022	55,596,453		1,993,131	2,973	57,592,557	\$101,801,603	0	\$2,695,941	\$8,312	\$104,505,856	\$1.815
Jun 2022	50,114,554	1,542,147	610,748	201,087	52,468,536	\$105,761,623	\$2,330,548	\$1,305,230	\$286,492	\$109,683,893	\$2.090
Jul 2022	27,448,005	5,213,097	57,512	263,874	32,982,488	\$51,124,437	\$12,558,087	\$121,663	\$262,049	\$64,066,236	\$1.942
3rd QTR	133,159,012	6,755,244	2,661,391	467,934	143,043,581	\$258,687,663	\$14,888,635	\$4,122,834	\$556,853	\$278,255,985	\$1.945
Aug 2022	6,881,916	2,033,419	14,364	245,086	9,174,785	\$7,517,867	\$2,162,672	\$13,002	\$259,437	\$9,952,978	\$1.085
4th QTR	6,881,916	2,033,419	14,364	245,086	9,174,785	\$7,517,867	\$2,162,672	\$13,002	\$259,437	\$9,952,978	\$1.085
2nd Half	140,040,928	8,788,663	2,675,755	713,020	152,218,366	\$266,205,530	\$17,051,307	\$4,135,836	\$816,290	\$288,208,963	\$1.893
Total	256,083,487	8,792,253	4,995,433	1,198,210	271,069,383	\$454,611,251	\$17,057,462	\$8,789,178	\$1,268,761	\$481,726,652	\$1.777
Year-to-Date % of Crop	94.47%	3.24%	1.84%	.44%	100.00%	94.37%	3.54%	1.82%	.26%	100.00%	
Year-to-Date Average \$/lb						\$1.775	\$1.940	\$1.759	\$1.059	\$1.777	

**2021-22 FISCAL YEAR
WITH PRIOR YEAR COMPARISON
U. S. AGGREGATE AVOCADO VOLUME BY MONTH
All Varieties (million lbs.)**



	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	YTD Total	YTD Total	Total
	Nov '20	Nov '21	Dec '20	Dec '21	Jan '21	Jan '22	Feb '21	Feb '22	Mar '21	Mar '22	Apr '21	Apr '22	May '21	May '22	Jun '21	Jun '22	Jul '21	Jul '22	Aug '21	Aug '22	2020-21	2021-22	2020-21	
California	6.0	0.1	3.6	-	0.9	7.8	5.8	27.7	23.7	32.7	48.0	50.4	51.2	57.6	43.5	52.5	41.9	33.0	33.5	9.2	258.1	271.0	269.6	
Chile	1.0	3.0	-	1.0	-	0.7	-	3.0	-	4.0	-	1.0	-	-	-	-	-	-	-	-	1.0	12.7	4.0	
Mexico	201.0	220.0	220.0	190.0	219.0	209.3	243.0	195.3	257.0	180.0	208.0	157.0	183.0	150.0	194.0	75.2	154.0	138.7	142.0	142.8	2,021.0	1,658.3	2,337.0	
Peru	-	1.0	-	-	-	-	-	-	-	-	-	1.0	1.0	6.0	19.0	47.0	51.0	96.2	52.0	77.6	123.0	228.8	176.0	
Others*	7.4	8.8	6.1	13.3	9.0	9.7	9.0	8.3	8.7	11.3	6.4	8.1	4.7	7.1	9.8	15.2	9.9	22.9	10.3	14.3	81.3	119.0	100.7	
TOTAL	215.4	232.9	229.7	204.3	228.9	227.5	257.8	234.3	289.4	228.0	262.4	217.5	239.9	220.7	266.3	189.9	256.8	290.8	237.8	243.9	2,484.4	2,289.8	2,887.3	

* Others = Colombia Hass, Florida and Dominican Republic Green

** 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



FINANCE COMMITTEE MEETING, October 19, 2022

COMMITTEE INFORMATION

ITEM 4.c: CASH DISBURSEMENT AUDIT, AUGUST & SEPTEMBER 2022

Check History Report
Sorted By Vendor Number
Activity From: 8/1/2022 to 9/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
Vendor Number: ATT6 AT&T					
C	Bank of the West	031613	8/30/2022	0.05	Auto
				Vendor ATT6 Total:	0.05
Vendor Number: AGAL1 Ag Alert/C.F.B.F.					
C	Bank of the West	031614	8/30/2022	375.00	Auto
				Vendor AGAL1 Total:	375.00
Vendor Number: AGFO1 Ag. Food. Consulting AFC					
C	Bank of the West	NC1267	8/10/2022	5,500.00	Manual
C	Bank of the West	NC1299	9/22/2022	5,500.00	Manual
				Vendor AGFO1 Total:	11,000.00
Vendor Number: AMCL1 Amber Clue					
C	Bank of the West	E06237	9/15/2022	255.00	
C	Bank of the West	E06269	9/22/2022	238.00	
				Vendor AMCL1 Total:	493.00
Vendor Number: AMCO1 AMAZON					
C	Bank of the West	NC1273	8/15/2022	1,288.18	Manual
C	Bank of the West	NC1288	9/8/2022	1,013.85	Manual
				Vendor AMCO1 Total:	2,302.03
Vendor Number: AMEX1 American Express					
C	Bank of the West	NC1270	8/12/2022	14,540.57	Manual
C	Bank of the West	NC1295	9/19/2022	8,800.34	Manual
				Vendor AMEX1 Total:	23,340.91
Vendor Number: ANSA1 Anderson Food Sales/Marketing					
C	Bank of the West	E06159	8/10/2022	7,000.00	
C	Bank of the West	E06238	9/15/2022	7,000.00	
				Vendor ANSA1 Total:	14,000.00
Vendor Number: ARNEM1 Monica Arnett					
C	Bank of the West	E06160	8/10/2022	146.30	
C	Bank of the West	E06213	8/30/2022	121.58	
				Vendor ARNEM1 Total:	267.88
Vendor Number: ARRO1 Ready Refresh by Nestle					
C	Bank of the West	E06205	8/24/2022	20.00	
C	Bank of the West	E06239	9/15/2022	20.00	
				Vendor ARRO1 Total:	40.00
Vendor Number: ATT3 AT&T Mobility					
C	Bank of the West	NC1284	8/29/2022	114.48	Manual
C	Bank of the West	NC1302	9/27/2022	114.48	Manual
				Vendor ATT3 Total:	228.96
Vendor Number: AVMA1 Avocado Marketing Services Inc					
C	Bank of the West	E06161	8/10/2022	40.00	
C	Bank of the West	E06214	8/30/2022	225.00	
C	Bank of the West	E06240	9/15/2022	40.00	
C	Bank of the West	E06279	9/29/2022	225.00	
				Vendor AVMA1 Total:	530.00
Vendor Number: AYMAA1 April Aymami					
C	Bank of the West	E06162	8/10/2022	282.13	
C	Bank of the West	E06193	8/17/2022	91.00	
C	Bank of the West	E06241	9/15/2022	25.00	
C	Bank of the West	E06270	9/22/2022	656.64	
				Vendor AYMAA1 Total:	1,054.77
Vendor Number: BARO1 Ballard, Rosenberg, Golper, Sav					
C	Bank of the West	E06242	9/15/2022	2,523.50	

Check History Report
Sorted By Vendor Number
Activity From: 8/1/2022 to 9/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
				Vendor BARO1 Total:	2,523.50
Vendor Number: BAWE1 Bank of the West					
C	Bank of the West	NC1278	8/22/2022	652.37	Manual
C	Bank of the West	NC1297	9/20/2022	567.42	Manual
				Vendor BAWE1 Total:	1,219.79
Vendor Number: BECKC1 CL Marketing LLC					
C	Bank of the West	E06163	8/10/2022	12,000.00	
C	Bank of the West	E06243	9/15/2022	14,000.00	
				Vendor BECKC1 Total:	26,000.00
Vendor Number: BEMA1 Beneficial Maintenance Service					
C	Bank of the West	E06215	8/30/2022	446.00	
C	Bank of the West	E06244	9/15/2022	1,290.23	
				Vendor BEMA1 Total:	1,736.23
Vendor Number: BENEZ1 Zachary Benedict					
C	Bank of the West	E06164	8/10/2022	25.00	
C	Bank of the West	E06216	8/30/2022	66.50	
C	Bank of the West	E06245	9/15/2022	25.00	
C	Bank of the West	E06280	9/29/2022	1,559.69	
				Vendor BENEZ1 Total:	1,676.19
Vendor Number: BOTA1 Bonnie Taub-Dix					
C	Bank of the West	E06206	8/24/2022	2,500.00	
				Vendor BOTA1 Total:	2,500.00
Vendor Number: BUCA1 Buy California Mktng Agreeemnt					
C	Bank of the West	E06191	8/10/2022	12,500.00	
				Vendor BUCA1 Total:	12,500.00
Vendor Number: CAAV3 California Avocado Society					
C	Bank of the West	031615	8/30/2022	1,000.00	Auto
				Vendor CAAV3 Total:	1,000.00
Vendor Number: CACA1 Canyon Catering					
C	Bank of the West	031616	8/30/2022	1,354.68	Auto
				Vendor CACA1 Total:	1,354.68
Vendor Number: CAPO1 Cal Poly Pomona Foundation					
C	Bank of the West	E06217	8/30/2022	2,076.00	
				Vendor CAPO1 Total:	2,076.00
Vendor Number: CARLW1 Will Carleton					
C	Bank of the West	031617	8/30/2022	362.29	Auto
				Vendor CARLW1 Total:	362.29
Vendor Number: CBE1 Cell Business Equipment					
C	Bank of the West	E06218	8/30/2022	467.20	
				Vendor CBE1 Total:	467.20
Vendor Number: CBE2 Cell Business Equipment					
C	Bank of the West	E06219	8/30/2022	554.91	
				Vendor CBE2 Total:	554.91
Vendor Number: CBEO1 CBE Office Solutions					
C	Bank of the West	E06165	8/10/2022	33.89	
C	Bank of the West	E06246	9/15/2022	149.97	
				Vendor CBEO1 Total:	183.86
Vendor Number: COXC1 Cox Business					
C	Bank of the West	NC1276	8/18/2022	1,325.49	Manual
C	Bank of the West	NC1294	9/19/2022	1,325.49	Manual
				Vendor COXC1 Total:	2,650.98

Check History Report
Sorted By Vendor Number
Activity From: 8/1/2022 to 9/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
Vendor Number: CRUZD1 David Cruz					
C	Bank of the West	E06166	8/10/2022	1,226.33	
C	Bank of the West	E06220	8/30/2022	655.10	
C	Bank of the West	E06247	9/15/2022	108.82	
Vendor CRUZD1 Total:				<u>1,990.25</u>	
Vendor Number: CSUN1 California State University Northridge					
C	Bank of the West	E06207	8/24/2022	540.00	
C	Bank of the West	E06271	9/22/2022	480.00	
Vendor CSUN1 Total:				<u>1,020.00</u>	
Vendor Number: DADE1 Data Designers					
C	Bank of the West	E06167	8/10/2022	1,005.00	
Vendor DADE1 Total:				<u>1,005.00</u>	
Vendor Number: DELL2 Dell Business Credit					
C	Bank of the West	031618	8/30/2022	17.00	Auto
Vendor DELL2 Total:				<u>17.00</u>	
Vendor Number: DELYJ1 Jan DeLyser					
C	Bank of the West	E06168	8/10/2022	25.00	
C	Bank of the West	E06221	8/30/2022	1,113.86	
C	Bank of the West	E06248	9/15/2022	25.00	
C	Bank of the West	E06272	9/22/2022	102.99	
Vendor DELYJ1 Total:				<u>1,266.85</u>	
Vendor Number: DEOF3 CDFA Cashier					
C	Bank of the West	031619	8/30/2022	12,655.08	Auto
Vendor DEOF3 Total:				<u>12,655.08</u>	
Vendor Number: DETA1 Del Taco					
C	Bank of the West	NC1268	8/10/2022	20,000.00	Manual
Vendor DETA1 Total:				<u>20,000.00</u>	
Vendor Number: DICO1 Dillon Companies					
C	Bank of the West	031620	8/30/2022	5,000.00	Auto
Vendor DICO1 Total:				<u>5,000.00</u>	
Vendor Number: DOMC1 Douglas-McCarty Insurance					
C	Bank of the West	E06169	8/10/2022	16,306.50	
C	Bank of the West	E06222	8/30/2022	16,306.50	
Vendor DOMC1 Total:				<u>32,613.00</u>	
Vendor Number: DRSO1 Dronkes Solution					
C	Bank of the West	E06208	8/24/2022	4,500.00	
Vendor DRSO1 Total:				<u>4,500.00</u>	
Vendor Number: ENGLJ1 Jill S. England					
C	Bank of the West	E06170	8/10/2022	90.00	
C	Bank of the West	E06249	9/15/2022	965.00	
Vendor ENGLJ1 Total:				<u>1,055.00</u>	
Vendor Number: EXOP1 Exhibit Options					
C	Bank of the West	E06192	8/10/2022	31,250.83	
Vendor EXOP1 Total:				<u>31,250.83</u>	
Vendor Number: EXSP1 Extra Space Storage					
C	Bank of the West	031621	8/30/2022	8,431.90	Auto
Vendor EXSP1 Total:				<u>8,431.90</u>	
Vendor Number: FEEX1 FedEx					
C	Bank of the West	NC1283	8/26/2022	1,023.80	Manual
Vendor FEEX1 Total:				<u>1,023.80</u>	
Vendor Number: FOGI1 Forte Gifts, LLC					
C	Bank of the West	E06194	8/17/2022	920.00	

Check History Report
Sorted By Vendor Number
Activity From: 8/1/2022 to 9/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
				Vendor FOGI1 Total:	920.00
Vendor Number: FOW1 Fox Weather, LLC					
C	Bank of the West	E06195	8/17/2022	110.00	
C	Bank of the West	E06273	9/22/2022	110.00	
				Vendor FOW1 Total:	220.00
Vendor Number: FRASA1 Angela Fraser					
C	Bank of the West	E06171	8/10/2022	25.00	
C	Bank of the West	E06209	8/24/2022	708.78	
C	Bank of the West	E06250	9/15/2022	25.00	
				Vendor FRASA1 Total:	758.78
Vendor Number: FRON1 Frontier Communications Corp.					
C	Bank of the West	NC1274	8/16/2022	297.58	Manual
C	Bank of the West	NC1293	9/16/2022	312.71	Manual
				Vendor FRON1 Total:	610.29
Vendor Number: FRPR2 Fresh Produce & Floral Council					
C	Bank of the West	E06172	8/10/2022	80.00	
				Vendor FRPR2 Total:	80.00
Vendor Number: GDRG1 The GDR Group, Inc.					
C	Bank of the West	E06173	8/10/2022	3,369.69	
C	Bank of the West	E06251	9/15/2022	3,269.70	
C	Bank of the West	E06274	9/22/2022	378.13	
				Vendor GDRG1 Total:	7,017.52
Vendor Number: GING1 GINGERROOT LLC					
C	Bank of the West	E06174	8/10/2022	1,460.00	
C	Bank of the West	E06252	9/15/2022	2,080.00	
				Vendor GING1 Total:	3,540.00
Vendor Number: GOHA1 Golin Harris					
C	Bank of the West	E06175	8/10/2022	14,800.00	
C	Bank of the West	E06196	8/17/2022	47,877.25	
C	Bank of the West	E06253	9/15/2022	10,560.00	
C	Bank of the West	E06275	9/22/2022	41,775.00	
				Vendor GOHA1 Total:	115,012.25
Vendor Number: GRETR1 Robert Grether					
C	Bank of the West	E06210	8/24/2022	295.31	
				Vendor GRETR1 Total:	295.31
Vendor Number: HART1 The Hartford					
C	Bank of the West	031622	8/30/2022	1,053.60	Auto
				Vendor HART1 Total:	1,053.60
Vendor Number: INFR2 International Fresh Produce Association					
C	Bank of the West	031623	8/30/2022	7,500.00	Auto
C	Bank of the West	E06176	8/10/2022	2,500.00	
				Vendor INFR2 Total:	10,000.00
Vendor Number: INPA1 International Paper Company					
C	Bank of the West	E06177	8/10/2022	19,539.19	
				Vendor INPA1 Total:	19,539.19
Vendor Number: INRE1 Information Resources, Inc.					
C	Bank of the West	E06254	9/15/2022	17,008.00	
				Vendor INRE1 Total:	17,008.00
Vendor Number: INRI1 INR Inc.					
C	Bank of the West	NC1269	8/10/2022	12,000.00	Manual
C	Bank of the West	NC1300	9/22/2022	12,000.00	Manual
				Vendor INRI1 Total:	24,000.00

Check History Report
Sorted By Vendor Number
Activity From: 8/1/2022 to 9/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
Vendor Number: INYO1 Inmar -You Tech, LLC					
C	Bank of the West	E06223	8/30/2022	217.36	
				Vendor INYO1 Total:	217.36
Vendor Number: IRR11 Irvine Ranch Water District					
C	Bank of the West	NC1282	8/25/2022	48.96	Manual
C	Bank of the West	NC1301	9/26/2022	47.43	Manual
				Vendor IRR11 Total:	96.39
Vendor Number: JOH11 KNJPR LLC					
C	Bank of the West	E06224	8/30/2022	9,125.00	
C	Bank of the West	E06281	9/29/2022	9,125.00	
				Vendor JOH11 Total:	18,250.00
Vendor Number: KAS01 Kahn, Soares & Conway					
C	Bank of the West	E06178	8/10/2022	7,217.50	
C	Bank of the West	E06255	9/15/2022	9,050.00	
				Vendor KAS01 Total:	16,267.50
Vendor Number: KIER1 Stacia Kierulff					
C	Bank of the West	E06179	8/10/2022	25.00	
C	Bank of the West	E06256	9/15/2022	25.00	
				Vendor KIER1 Total:	50.00
Vendor Number: KRR11 Kroger RASC 092					
C	Bank of the West	E06282	9/29/2022	19,644.56	
				Vendor KRR11 Total:	19,644.56
Vendor Number: KUCO1 Kurata Communications LLC					
C	Bank of the West	E06225	8/30/2022	55,433.24	
C	Bank of the West	E06283	9/29/2022	42,635.80	
				Vendor KUCO1 Total:	98,069.04
Vendor Number: LACA1 Laguna Canyon Group, LLC					
C	Bank of the West	E06226	8/30/2022	11,895.19	
				Vendor LACA1 Total:	11,895.19
Vendor Number: LAER1 Rachael Laenen					
C	Bank of the West	E06227	8/30/2022	268.12	
C	Bank of the West	E06257	9/15/2022	181.39	
				Vendor LAER1 Total:	449.51
Vendor Number: MAEX1 Matrex Exhibits, Inc					
C	Bank of the West	E06197	8/17/2022	254.88	
				Vendor MAEX1 Total:	254.88
Vendor Number: MAF11 Quadient Leasing USA					
C	Bank of the West	E06228	8/30/2022	351.85	
				Vendor MAF11 Total:	351.85
Vendor Number: MAG11 Macias Gini & O'Connell LLP					
C	Bank of the West	E06198	8/17/2022	5,941.25	
				Vendor MAG11 Total:	5,941.25
Vendor Number: MAIN1 Market Insight LLC dba Fusion					
C	Bank of the West	E06229	8/30/2022	67,566.44	
C	Bank of the West	E06276	9/22/2022	3,000.00	
C	Bank of the West	E06284	9/29/2022	56,902.04	
				Vendor MAIN1 Total:	127,468.48
Vendor Number: MARM1 Miriam Martinez					
C	Bank of the West	031624	8/30/2022	25.00	Auto
				Vendor MARM1 Total:	25.00
Vendor Number: MELBK1 Kenneth Melban					
C	Bank of the West	E06180	8/10/2022	25.00	

Check History Report
Sorted By Vendor Number
Activity From: 8/1/2022 to 9/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E06277	9/22/2022	1,734.90	
				Vendor MELBK1 Total:	1,759.90
Vendor Number: MGRE1 MG Restaurants, Inc.					
C	Bank of the West	E06181	8/10/2022	1,600.00	
				Vendor MGRE1 Total:	1,600.00
Vendor Number: MOHH1 Hooman Mohammadpour					
C	Bank of the West	E06258	9/15/2022	675.00	
				Vendor MOHH1 Total:	675.00
Vendor Number: MULL1 MullenLowe U.S.,Inc.					
C	Bank of the West	E06182	8/10/2022	810,534.69	
C	Bank of the West	E06199	8/17/2022	147,987.49	
C	Bank of the West	E06259	9/15/2022	160,746.00	
				Vendor MULL1 Total:	1,119,268.18
Vendor Number: MUVE1 Museum of Ventura County					
C	Bank of the West	031612	8/24/2022	975.00	Auto
				Vendor MUVE1 Total:	975.00
Vendor Number: NAFI1 Naturally Fit, LLC					
C	Bank of the West	E06260	9/15/2022	2,750.00	
				Vendor NAFI1 Total:	2,750.00
Vendor Number: NOGR1 Northwest Grocers					
C	Bank of the West	031631	8/30/2022	3,000.00	Auto
C	Bank of the West	E06230	8/30/2022	3,000.00	
C	Bank of the West	EO0623	8/30/2022	3,000.00	Manual
				Vendor NOGR1 Total:	3,000.00
Vendor Number: OFEX1 The Office Express / Foodja					
C	Bank of the West	E06200	8/17/2022	296.13	
C	Bank of the West	E06261	9/15/2022	192.15	
				Vendor OFEX1 Total:	488.28
Vendor Number: PADEL1 Paden PR LLC					
C	Bank of the West	E06231	8/30/2022	9,125.00	
C	Bank of the West	E06285	9/29/2022	9,125.00	
				Vendor PADEL1 Total:	18,250.00
Vendor Number: PANE1 Paychex of New York LLC					
C	Bank of the West	NC1271	8/15/2022	167.00	Manual
C	Bank of the West	NC1277	8/19/2022	114.00	Manual
C	Bank of the West	NC1285	8/31/2022	167.00	Manual
C	Bank of the West	NC1287	9/2/2022	201.00	Manual
C	Bank of the West	NC1290	9/15/2022	161.80	Manual
C	Bank of the West	NC1296	9/20/2022	114.00	Manual
C	Bank of the West	NC1303	9/30/2022	161.80	Manual
				Vendor PANE1 Total:	1,086.60
Vendor Number: PAPR1 V Media LLC					
C	Bank of the West	E06262	9/15/2022	4,302.06	
				Vendor PAPR1 Total:	4,302.06
Vendor Number: PRBU1 Priority Workforce					
C	Bank of the West	E06201	8/17/2022	139.73	
				Vendor PRBU1 Total:	139.73
Vendor Number: PRLI1 Provident Life & Accident Ins.					
C	Bank of the West	031625	8/30/2022	93.54	Auto
				Vendor PRLI1 Total:	93.54
Vendor Number: PRMC1 Promotion Management Center					
C	Bank of the West	E06183	8/10/2022	90.58	

Check History Report
Sorted By Vendor Number
Activity From: 8/1/2022 to 9/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E06232	8/30/2022	3,486.06	
C	Bank of the West	E06263	9/15/2022	103.60	
Vendor PRMC1 Total:				3,680.24	
Vendor Number: QUMA1 Quality Maintenance, Inc.					
C	Bank of the West	E06211	8/24/2022	325.00	
Vendor QUMA1 Total:				325.00	
Vendor Number: RASU1 Raley's					
C	Bank of the West	031626	8/30/2022	241.41	Auto
Vendor RASU1 Total:				241.41	
Vendor Number: ROMO1 Rockwell Morrow					
C	Bank of the West	E06233	8/30/2022	10,800.00	
C	Bank of the West	E06286	9/29/2022	10,800.00	
Vendor ROMO1 Total:				21,600.00	
Vendor Number: SAWE1 Sam's West, Inc.					
C	Bank of the West	E06212	8/24/2022	50,000.00	
Vendor SAWE1 Total:				50,000.00	
Vendor Number: SERV1 Leaseweb USA, Inc.					
C	Bank of the West	E06184	8/10/2022	141.40	
C	Bank of the West	E06264	9/15/2022	141.40	
Vendor SERV1 Total:				282.80	
Vendor Number: SHBE1 Shanghai Beauty Commune Pub Relations Consulting					
C	Bank of the West	NC1266	8/10/2022	5,200.00	Manual
Vendor SHBE1 Total:				5,200.00	
Vendor Number: SOCA1 Southern California Edison					
C	Bank of the West	NC1265	8/10/2022	1,567.05	Manual
C	Bank of the West	NC1289	9/8/2022	1,657.89	Manual
Vendor SOCA1 Total:				3,224.94	
Vendor Number: SOPA1 Somis Pacific Agricultural Management, Inc					
C	Bank of the West	E06202	8/17/2022	1,899.30	
C	Bank of the West	E06265	9/15/2022	2,790.53	
Vendor SOPA1 Total:				4,689.83	
Vendor Number: SPAG1 Spann Ag Research & Consulting, LLC					
C	Bank of the West	E06185	8/10/2022	10,909.23	
C	Bank of the West	E06266	9/15/2022	8,000.00	
Vendor SPAG1 Total:				18,909.23	
Vendor Number: STBU2 Staples Business Credit					
C	Bank of the West	031627	8/30/2022	52.13	Auto
Vendor STBU2 Total:				52.13	
Vendor Number: STOU1 Stand Out Promotions					
C	Bank of the West	E06267	9/15/2022	7,672.50	
Vendor STOU1 Total:				7,672.50	
Vendor Number: SWTE1 SWK Technologies, Inc.					
C	Bank of the West	E06186	8/10/2022	7,140.64	
Vendor SWTE1 Total:				7,140.64	
Vendor Number: TAEN1 Tate Enterprises, LLC.					
C	Bank of the West	E06234	8/30/2022	1,020.00	
Vendor TAEN1 Total:				1,020.00	
Vendor Number: TELD1 Teldata Enterprise Networks					
C	Bank of the West	E06187	8/10/2022	1,399.95	
Vendor TELD1 Total:				1,399.95	
Vendor Number: THFR1 The Fresh Market, Inc					

Check History Report
Sorted By Vendor Number
Activity From: 8/1/2022 to 9/30/2022

California Avocado Commission (CAC)

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	031628	8/30/2022	2,400.00	Auto
				Vendor THFR1 Total:	2,400.00
Vendor Number: THRE1 The Retirement Plan Company					
C	Bank of the West	NC1272	8/15/2022	3,771.45	Manual
C	Bank of the West	NC1280	8/24/2022	378.04	Manual
C	Bank of the West	NC1281	8/24/2022	609.56	Manual
C	Bank of the West	NC1286	8/31/2022	3,757.15	Manual
C	Bank of the West	NC1291	9/15/2022	2,903.15	Manual
C	Bank of the West	NC1304	9/30/2022	2,888.85	Manual
				Vendor THRE1 Total:	14,308.20
Vendor Number: UCRE1 U.C. Regents					
C	Bank of the West	E06287	9/29/2022	33,750.00	
				Vendor UCRE1 Total:	33,750.00
Vendor Number: UNLI1 Unum Life Insurance					
C	Bank of the West	031629	8/30/2022	557.85	Auto
				Vendor UNLI1 Total:	557.85
Vendor Number: USDA1 USDA Agricultural Mktg Svc					
C	Bank of the West	NC1279	8/24/2022	6,499.97	Manual
C	Bank of the West	NC1298	9/22/2022	3,765.04	Manual
				Vendor USDA1 Total:	10,265.01
Vendor Number: VERZ1 Verizon Wireless					
C	Bank of the West	NC1275	8/17/2022	296.49	Manual
C	Bank of the West	NC1292	9/16/2022	296.49	Manual
				Vendor VERZ1 Total:	592.98
Vendor Number: VNIM1 VNT IMEX, Inc					
C	Bank of the West	E06188	8/10/2022	2,764.30	
C	Bank of the West	E06278	9/22/2022	1,536.00	
				Vendor VNIM1 Total:	4,300.30
Vendor Number: WAMA1 Wal-Mart Stores, Inc.					
C	Bank of the West	E06203	8/17/2022	44,680.08	
C	Bank of the West	E06235	8/30/2022	50,619.46	
				Vendor WAMA1 Total:	95,299.54
Vendor Number: WECO1 West Coast Energy					
C	Bank of the West	031630	8/30/2022	572.00	Auto
				Vendor WECO1 Total:	572.00
Vendor Number: WEDEC1 Cristina Wede					
C	Bank of the West	E06189	8/10/2022	4,513.00	
C	Bank of the West	E06268	9/15/2022	25.00	
				Vendor WEDEC1 Total:	4,538.00
Vendor Number: WEP A2 West Pak Avocado					
C	Bank of the West	E06190	8/10/2022	105.50	
C	Bank of the West	E06204	8/17/2022	26.00	
C	Bank of the West	E06236	8/30/2022	24.00	
				Vendor WEP A2 Total:	155.50
				Report Total:	<u><u>2,177,869.23</u></u>