



AGENDA

California Avocado Commission Finance Committee Meeting

Meeting Information

Date: February 18, 2025

Time: 8:30 a.m.

Location: Hybrid Meeting

Physical Meeting Location:
Ventura County Farm Bureau
5156 McGrath St
Ventura, CA 93003

Web/Teleconference URL:

<https://californiaavocado.zoom.us/j/88235068681?pwd=S2yq26q1vVrDmdWvrZ7Q42CaLCiVhG.1>

Conference Call Number: (669) 900-6833

Meeting ID: 882 3506 8681

Passcode: 941502

Meeting materials will be posted online at least 24 hours prior to the meeting at:

<https://www.californiaavocadogrowers.com/commission/industry-calendar>

Committee Member Attendance

As of Friday, February 14, 2025, the following Committee members have advised the Commission they will participate in this meeting:

Maureen Cottingham
John Haskett
Al Stehly

Time	Item
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- | | |
|-----------|---|
| 8:30 a.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. Consent Calendar</p> <p>a. Consider approval of Finance Committee meeting minutes of October 9, 2024</p> <p>4. Consider recommendation to Board for acceptance of 2023-24 audited financial statements</p> <p>5. Consider approval of staff recommendation on new banking partner</p> <p>6. Discussion Items</p> <p>a. Update on transition of accounting functions back to in-house CAC staff</p> <p>b. 2024-25 Financial Updates</p> <p>c. Cash Disbursement Audit</p>
9:30 a.m.	7. 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 April Aymami at aaymami@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.



COMMITTEE ACTION

ITEM 3.a: CONSIDER APPROVAL OF MINUTES OF OCTOBER 9, 2024 FINANCE COMMITTEE MEETING

SUMMARY:

The minutes of the Finance Committee meeting of October 9, 2024 are attached for the Committee's review and approval.

FISCAL ANALYSIS:

- Not applicable

COMMITTEE OPTIONS:

- Adopt minutes as presented
- Amend minutes
- Take no action

STAFF RECOMMENDATION:

- Approve minutes as presented

EXHIBITS / ATTACHMENTS:

- Minutes of the Finance Committee meeting of October 9, 2024

**CALIFORNIA AVOCADO COMMISSION
FINANCE COMMITTEE MINUTES
October 9, 2024**

A meeting of the Finance Committee of the California Avocado Commission (CAC) was held on October 9, 2024 at 1:00 p.m. with the following people present:

Members Present

Maureen Cottingham, Chair
Andrew Prechtl
Jamie Shafer
Jason Cole, *Ex-officio*

Staff Present

April Aymami
Ken Melban
Terry Splane

Members Absent

Will Carleton

Guests Present

John Berns
Jennifer Bantle
Vickie Carpenter, *USDA*
Ohannes Karaoghlanian
Rachael Laenen
Owen McCollum, *Signature Analytics*
Duane Urquhart

Item #1 Call to Order

Roll Call/Quorum – Item 1.a.

Maureen Cottingham, Finance Committee chair, called the meeting to order at 1:05 p.m. with a quorum present.

Introductions – Item 1.b.

April Aymami, CAC director of industry affairs and operations, introduced the US Department of Agriculture (USDA) representative, CAC staff and known guests participating in the meeting. She asked for all other guests to announce themselves and recorded all participants in attendance.

Item #2 Opportunity for Public Comment

There was no public comment.

Item #3 Consent Calendar

Consider approval of Finance Committee meeting minutes of July 30, 2024 – Item 3.a.

Ms. Cottingham asked for a motion to approve the July meeting minutes, to which Committee member Jamie Shafer moved for approval, however the motion died due to a lack of a second.

Motion:

The Finance Committee approves the July 30, 2024 Finance Committee Meeting Minutes as presented.

(Shafer/No Second) Motion died due to lack of a second

Ms. Cottingham stated the July meeting minutes would be added to a future agenda for approval.

The July 30, 2024 Meeting Minutes are included in the October 2024 Finance Committee Packet and are attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 3.a.

Item #4 Discussion and Possible Action Items

2023-24 Financial Updates – Item 4.a.

Ms. Cottingham asked for questions regarding the financial report provided in the Committee packet, which covered year-to-date activity through August 31, 2024. Ms. Aymami provided a general overview, highlighting revenue exceeding budget by \$8.7 million as a result of larger crop volume at higher than budgeted pricing. She noted crop volume was nearly 345 million pounds at an average price of \$1.44 per pound.

The 2023-24 Financial Updates – Period Ending August 31, 2024 are included in the August 2024 Finance Committee Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 4.a.

Cash Disbursements Audit – Item 4.b.

The Committee reviewed the cash disbursement listings for the months of July and August 2024. There were no questions or comments from the Committee.

The Cash Disbursement Audit, July and August 2024 is included in the October 2024 Finance Committee Packet and identified as EXHIBIT A, Item 4.b.

Auditor's Letters of Engagement for 2023-24 financial audit – Item 4.c.

Ms. Aymami presented the letters of engagement from Moss Adams for 2023-24 financial audit services. She noted that the letters had no substantive changes from the prior year and covered CAC's annual financial audit, CDFA compliance audit and required USDA compliance examination.

MOTION:

The Finance Committee approves the Auditor's Letters of Engagement for 2023-24 financial audit services as presented.

(Prechtl/Shaffer) MSC Unanimous

MOTION 24-10-9-1

The Auditor's Letters of Engagement for 2023-24 financial audit are included in the October 2024 Finance Committee Packet and identified as EXHIBIT A, Item 4.c.

2023-24 Profit Sharing Plan Contributions – Item 4.d.

Ms. Cottingham stated that as treasurer, she serves as one of the trustees of CAC's retirement plan, along with Ken Melban, CAC vice president of industry affairs and operations, and Ms. Aymami. She noted that the trustees met with Tracy Gunter with Edelman Financial, CAC's retirement investment manager, who provided market updates, investment option performance, a report on investment fiduciary scoring and investments currently on the watchlist. Ms. Cottingham reported that she has the responsibility of reviewing CAC's annual profit sharing contributions for employees to ensure compliance with the plan, which she had done with Stacia Kierulff, CAC human resources manager, and that all contributions were in accordance with the Commission's plan.

Review of CAC Reserves Policy – Item 4.e.

Mr. Melban presented CAC's current reserve policy and commented that the Finance Committee had been delegated the authority by the Board to annual review the policy to determine if modifications are needed based on CAC's current and projected financial position. He stated that management's recommendation was to maintain the existing policy. The Committee discussed the reserve policy with consensus that the current reserve policy provides adequate resources for Commission operations and that no change was warranted at this time.

The CAC Reserves Policy is included in the October 2024 Finance Committee Packet and identified as EXHIBIT A, Item 4.e.

Financial Institution Review – Item 4.f.

Bank Changes – Item 4.f.i

Ms. Aymami reported that in September 2023 Bank of the West, CAC's previous bank, merged with Bank of Montreal (BMO), and while management has attempted to work with BMO to update and obtain the best services for CAC, BMO has continued to be unresponsive and underperform on just the basic level of services. As such, Ms. Aymami indicated that management would like to conduct a review of financial institutions and recommends finding a new banking partner.

The Committee discussed and agreed that CAC should look for a new banking partner that was able to better service the needs of CAC's day-to-day operations, as well as provide a better return on CAC's reserves. There was discussion about bank changes requiring approval from the full Board, and in the essence of time, Ms. Cottingham would request the Board consider delegating this authority to the Finance Committee.

Line of Credit – Item 4.f.ii

Ms. Aymami stated that CAC's existing line of credit was set to mature in early December 2024, however because CAC is considering changing banks, management does not recommend renewing the current line of credit with BMO and instead wait until a new financial institution had been selected. The Committee was in agreement with this recommendation.

2024-25 Budget and Assessment Rate – Item 4.g.

Mr. Melban reported that at the August meeting, the CAC Board had tentatively approved a zero percent assessment. However, during the September district meeting in Ventura, growers expressed a desire for stability in the assessment rate and rather than zero percent, would prefer a one cent per pound assessment over multiple years. Jason Cole, CAC chairman, stated that the Board would discuss at their meeting, but that he personally supports a one cent per pound assessment to allow for more stability.

The Committee discussed the two scenarios, with support for stability in the assessment rate and also to ensure CAC has a non-restricted assessment source to fund programs outside of marketing. Management reported on historical and future assessment analysis indicated a CAC assessment rate of 1.5 - 2.5 cents per pound would be required to fund CAC programs. Ms. Cottingham asked the Committee for a recommendation, to which Committee members were not at a point that they felt comfortable making a formal motion or recommendation and deferred to Board discussion and final action on the 2024-25 assessment rate.

ADJOURN

Ms. Cottingham adjourned the meeting at 2:02 p.m.
Respectfully submitted,

April Aymami, Director of Industry Affairs and Operations

EXHIBITS ATTACHED TO THE PERMANENT COPY OF THESE MINUTES

Exhibit A October 2024 Finance Committee Packet
Exhibit B October 9, 2024 Finance Committee Meeting AB 2720 Roll Call Vote Tally Summary



CALIFORNIA AVOCADO COMMISSION
AB 2720 Roll Call Vote Tally Summary

To be attached to the Meeting Minutes

Meeting Name: <i>Finance Committee Meeting</i>	Meeting Location: <i>Hybrid Meeting In-person (Irvine) Online (Zoom)</i>	Meeting Date: <i>October 9, 2024</i>
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<i>Attendees Who Voted</i>	<i><u>MOTION</u></i> <i><u>24-10-9-1</u></i>
Maureen Cottingham	Did Not Vote
Andrew Prechtl	Yea
Jamie Shafer	Yea
<i>Outcome</i>	Unanimous



COMMITTEE ACTION

ITEM 4: Consider recommendation to Board for acceptance of 2023-24 audited financial statements

SUMMARY:

Moss Adams has completed its audit of CAC's financial statements for the fiscal year ended October 31, 2024 and has prepared a draft report on the audited financial statements for Committee and Board consideration.

FISCAL ANALYSIS:

- Not applicable

COMMITTEE OPTIONS:

- Recommend the Board accept the CAC 2023-24 Audited Financial Statements as presented
- Recommend the Board does not accept the CAC 2023-24 Audited Financial Statements as presented
- Take no action

STAFF RECOMMENDATION:

- Recommend the Board accept the CAC 2023-24 Audited Financial Statements as presented

EXHIBITS / ATTACHMENTS:

- Draft Annual Financial Report for the years ended October 31, 2024 and 2023

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Report of Independent Auditors and Financial Statements with
Supplementary Information

California Avocado Commission

October 31, 2024 and 2023

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Report of Independent Auditors

The Board of Directors
California Avocado Commission

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of the California Avocado Commission as of and for the years ended October 31, 2024 and 2023, and the related notes to the financial statements, which collectively comprise the California Avocado Commission's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the financial position of the California Avocado Commission as of October 31, 2024 and 2023, and the changes in its financial position and its cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America (GAAP).

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the California Avocado Commission and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with GAAP, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the California Avocado Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance, and therefore, is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the basic financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we

Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the California Avocado Commission's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the California Avocado Commission's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

U.S. GAAP require that the management's discussion and analysis on pages 5 through 9 be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with GAAS, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Supplementary Information

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the California Avocado Commission’s basic financial statements. The budgetary comparison schedule, combining statement of revenues, expenses, and changes in net position, and the schedule of restricted marketing program expenses (Supplementary Schedules) are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with GAAS. In our opinion, the supplementary schedules are fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated _____, 2025, on our consideration of California Avocado Commission’s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of California Avocado Commission’s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering California Avocado Commission’s internal control over financial reporting and compliance.

Irvine, California
_____, 2025

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Management's Discussion and Analysis (Unaudited)

California Avocado Commission Management's Discussion and Analysis Years Ended October 31, 2024 and 2023

Introduction

Management's Discussion and Analysis (MD&A) provides an overview and analysis of the financial activities of the California Avocado Commission (the Commission) for the years ended October 31, 2024 and 2023. It has been prepared by management and is required supplementary information to the financial statements. Please read it in conjunction with the financial statements identified in the accompanying table of contents.

Financial Highlights

- The Commission's 2024 assets exceeded its liabilities as of October 31, 2024, by \$16,089,300 (total net position). This amount increased \$8,663,346, or 117% from the 2023 amount of \$7,425,954.
- Net position restricted for marketing at the end of fiscal year 2024 increased \$1,145,055 to \$4,096,170, or 39% from the 2023 amount of \$2,951,115. This amount made up 25% of total net position.
- Unrestricted net position at the end of fiscal year 2024 increased \$7,518,291 to \$11,993,130, or 168% from the 2023 amount of \$4,474,839. This amount made up 75% of total net position.
- The Commission's 2023 assets exceeded its liabilities as of October 31, 2023, by \$7,425,954 (total net position). This amount decreased \$4,187,595, or 36% from the 2022 amount of \$11,613,549.
- Net position restricted for marketing at the end of fiscal year 2023 decreased \$1,183,496 to \$2,951,115, or 29% from the 2022 amount of \$4,134,611. This amount made up 40% of total net position.
- Unrestricted net position at the end of fiscal year 2023 decreased \$2,978,677 to \$4,474,839, or 40% from the 2022 amount of \$7,453,516. This amount made up 60% of total net position.

Overview of the Financial Statements

This MD&A is intended to serve as an introduction to the Commission's financial report. The Commission's financial report includes three financial statements: Statements of Net Position; Statements of Revenues, Expenses, and Changes in Net Position; and Statements of Cash Flows. The Commission's financial statements also include notes to the financial statements. Financial statements are designed to present a broad overview of the financial data for the Commission, in a manner similar to a private-sector business.

The *Statements of Net Position* present information on all assets and liabilities of the Commission, using the accrual basis of accounting, with the difference reported as net position. Over time, increases or decreases in net position may serve as a useful indicator of the current financial condition of the Commission.

**California Avocado Commission
Management's Discussion and Analysis
Years Ended October 31, 2024 and 2023**

The *Statements of Revenues, Expenses, and Changes in Net Position* present information showing how the Commission's net position varied during the most recent fiscal year. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of related cash flows.

The *Statements of Cash Flows* present changes in cash and cash equivalents resulting from operating, noncapital financing, capital financing, and investing activities.

The notes to the financial statements provide additional information that is essential to a full understanding of the information provided in the financial statements.

Other Information

In addition to the MD&A, the financial statements also present the following supplementary information: Budgetary Comparison Schedule; Combining Statement of Revenues, Expenses, and Changes in Net Position (broken down by Restricted and Unrestricted); and Schedule of Program Expenses (Restricted). Also included in the financial statements is the Independent Auditor's Report in accordance with *Government Auditing Standards*.

Contacting the Commission's Financial Management

This financial report is designed to provide a general overview of the Commission's finances and to show the Commission's accountability for the money it receives. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to California Avocado Commission, 12 Mauchly, Suite L, Irvine, California 92618; phone number: 949-341-1955.

Financial Analysis

Comparative data for the prior year ended October 31, 2023, has been presented in the accompanying financial statements (including MD&A) to facilitate financial analysis for the current year ended October 31, 2024. A comparative analysis of fiscal year 2023 with fiscal year 2022 is also presented in the MD&A.

**California Avocado Commission
Management's Discussion and Analysis
Years Ended October 31, 2024 and 2023**

Statements of Net Position

	<u>2024</u>	<u>2023</u>	<u>2022</u>
Current assets	\$ 18,053,903	\$ 9,104,558	\$ 13,457,580
Capital assets, net	<u>253,236</u>	<u>288,634</u>	<u>461,285</u>
Total assets	<u>18,307,139</u>	<u>9,393,192</u>	<u>13,918,865</u>
Current liabilities	2,116,669	1,808,843	1,955,954
Noncurrent liabilities	<u>101,170</u>	<u>158,395</u>	<u>349,362</u>
Total liabilities	<u>2,217,839</u>	<u>1,967,238</u>	<u>2,305,316</u>
Net position			
Net investment in capital assets	-	-	25,422
Restricted for marketing	4,096,170	2,951,115	4,134,611
Unrestricted	<u>11,993,130</u>	<u>4,474,839</u>	<u>7,453,516</u>
Total net position	<u>\$ 16,089,300</u>	<u>\$ 7,425,954</u>	<u>\$ 11,613,549</u>

As noted earlier, net position may serve over time as a useful indicator of the Commission's financial position. The largest portion of the Commission's assets are current assets consisting primarily of cash and cash equivalents, restricted cash, receivables, and fiduciary cash amounts held for the Avocado Inspection Program (the AIP).

Current assets at the end of fiscal year 2024 totaled \$18,053,903 and represented 99% of total assets. Current assets increased \$8,949,345 from the prior year amount of \$9,104,558. This increase is due to higher total cash and cash equivalents at year end due to an increase in the assessment rate from 1.5% to 2.25%, coupled with increased production volume and value, leading to an increase in assessment revenue. Total current assets cover current liabilities 8.5 times, indicating good liquidity.

Current assets at the end of fiscal year 2023 totaled \$9,104,558 and represented 97% of total assets. 2023 current assets decreased \$4,353,022 from the 2022 year amount of \$13,457,580. This decrease was due to lower total cash and cash equivalents at year end due to a reduction in the assessment rate of a quarter percent, coupled with lower production volume, leading to a decrease in assessment revenue. Total current assets covered current liabilities 5.0 times, also indicating good liquidity.

**California Avocado Commission
Management's Discussion and Analysis
Years Ended October 31, 2024 and 2023**

The Commission's liabilities primarily consist of current liabilities including accounts payable, accrued liabilities, deposits due, and current amounts due for lease liabilities and compensated absences, and fiduciary liability amounts held for AIP. Liabilities at the end of fiscal year 2024 totaled \$2,217,839, increasing from a balance of \$1,967,238 in 2023. This increase was due higher non-marketing obligations owed to vendors and increase in the fiduciary balance held for AIP. Liabilities at the end of fiscal year 2023 totaled \$1,967,238, decreasing from a balance of \$2,305,316 in 2022.

Net position consists of three categories: net investment in capital assets, restricted for marketing, and unrestricted. Net investment in capital assets represents the Commission's capital assets and right-of-use (ROU) assets net of accumulated depreciation and amortization and outstanding principal balances of debt attributable to the acquisition, construction, lease commitment, or improvement of those assets.

At the end of fiscal years 2024 and 2023, the Commission had no net investment in capital assets decreasing from the 2022 year amount of \$25,422. This decrease is due to the depreciation and amortization of capital assets and ROU assets.

Restricted net position for marketing activities is subject to imposed restrictions by federal statutes governing their use. Restricted net position totaled \$4,096,170 at the end of 2024, increasing \$1,145,055 from the prior year amount of \$2,951,115, and decreasing \$1,183,496 between 2022 and 2023. Restricted net position represented approximately 25% and 40% of total net position or the years ended October 31, 2024 and 2023, respectively.

Unrestricted net position available for future activities at the end of fiscal year 2024 totaled \$11,993,130, increasing \$7,518,291 from the prior year amount of \$4,474,839. Unrestricted net position available for future activities at the end of fiscal year 2023 totaled \$4,474,839, decreasing \$2,978,677 from the 2022 amount of \$7,453,516.

Statements of Revenues, Expenses, and Changes in Net Position

	<u>2024</u>	<u>2023</u>	<u>2022</u>
Operating revenues	\$ 18,877,783	\$ 8,072,696	\$ 13,862,474
Operating expenses	<u>10,580,653</u>	<u>12,734,002</u>	<u>13,390,230</u>
Operating income (loss)	<u>8,297,130</u>	<u>(4,661,306)</u>	<u>472,244</u>
Nonoperating revenues	<u>366,216</u>	<u>473,711</u>	<u>734,786</u>
Change in net position	<u>8,663,346</u>	<u>(4,187,595)</u>	<u>1,207,030</u>
Net position, beginning of year	<u>7,425,954</u>	<u>11,613,549</u>	<u>10,406,519</u>
Net position, end of year	<u><u>\$ 16,089,300</u></u>	<u><u>\$ 7,425,954</u></u>	<u><u>\$ 11,613,549</u></u>

**California Avocado Commission
Management's Discussion and Analysis
Years Ended October 31, 2024 and 2023**

Operating revenues totaled \$18,877,783 in 2024, increasing \$10,805,087 or 134% from \$8,072,696 earned in 2023. This increase is due to an increase in assessment revenue received due to an increase in the assessment rate of a three quarters of a percent, coupled with increased production volume; 364 million pounds were reported in 2024 as compared to 233 million pounds in 2023. The majority of operating revenue consisted of assessment revenue, totaling \$18,816,783 (or 99.7% of total operating revenues). The remaining portion (0.3%) was from administrative and accounting fees of \$61,000.

Operating revenues totaled \$8,072,696 in 2023, decreasing \$5,789,778 or 42% from \$13,862,474 earned in 2022. This increase is due to an increase in assessment revenue received due to a reduction in the assessment rate of a quarter percent, coupled with lower production volume and value; 233 million pounds were reported in 2024 as compared to 276 million pounds in 2023. The majority of operating revenue consisted of assessment revenue, totaling \$8,001,336 (or 99.1% of total operating revenues). The remaining portion (0.9%) was from administrative and accounting fees generated from the AIP of \$60,996 and online merchandise sales of \$10,364.

Operating expenses totaled \$10,575,627 in 2024, decreasing \$2,158,375 or 17% from \$12,734,002 in 2023. This decrease was due to a reduction in marketing expenditures in response to anticipated crop volume. Operating expenses totaled \$12,734,002 in 2023, decreasing \$656,228 or 5% from \$13,390,230 in 2022. This increase is primarily due to decreased activities in marketing programs in 2023.

At the end of the fiscal year 2024, the Commission reported an ending net position of \$16,089,300, an increase of \$8,653,896 from the prior year amount of \$7,425,954. This was due to an increase in assessment revenue received from a larger than anticipated total crop volume at higher than budgeted value, which lead to operating revenue exceeding expenses.

At the end of the fiscal year 2023, the Commission reported an ending net position of \$7,425,954, a decrease of \$4,187,595 from the prior year amount of \$11,613,549. This was due to lower production volume and value, as well as operating expenses exceeding operating revenue with the intent of decreasing the Commission's year-end cash balance.

Capital Assets

The Commission had no net investments in capital assets as of October 31, 2024. This represents no change from the prior year 2023. The Commission had no net investment in capital assets of as of October 31, 2023, decreasing from the 2022 amount of \$25,422 (net of accumulated depreciation and amortization). The decrease represents the depreciation and amortization of capital assets and ROU assets during the respective fiscal year. All capital assets were fully depreciated as of October 31, 2023 and because lease liabilities exceeded ROU assets the difference is reflected in unrestricted net position.

Long-Term Liabilities

At the end of fiscal year 2024, the Commission's long-term liability which consisted of lease liabilities that amounted to \$101,170, a decrease of \$57,225 from the prior year balance of \$158,395. This decrease is due to payments made toward existing leases.

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Financial Statements

California Avocado Commission
Statements of Net Position
October 31, 2024 and 2023

	2024	2023
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 11,984,759	\$ 4,797,137
Assessments receivable	126,010	37,938
Other receivables	392,764	270,924
Prepaid expenses and deposits	31,480	38,835
Fiduciary cash and cash equivalents, amounts held for AIP	894,519	767,673
Restricted		
Cash and cash equivalents	4,192,841	2,341,414
Assessments receivable	431,530	850,637
Total current assets	18,053,903	9,104,558
NONCURRENT ASSETS		
Capital assets being amortized, net	253,236	288,634
Total assets	18,307,139	9,393,192
LIABILITIES AND NET POSITION		
CURRENT LIABILITIES		
Accounts payable and accrued liabilities	465,869	538,837
Accounts payable and accrued liabilities, payable from restricted assets	528,201	240,936
Fiduciary liabilities, amounts held for AIP	894,519	767,673
Lease liabilities, due within one year	164,445	144,153
Compensated absences, due within one year	63,635	117,244
Total current liabilities	2,116,669	1,808,843
NONCURRENT LIABILITIES		
Lease liabilities, due in more than one year	101,170	158,395
Total noncurrent liabilities	101,170	158,395
Total liabilities	2,217,839	1,967,238
NET POSITION		
Restricted for marketing	4,096,170	2,951,115
Unrestricted	11,993,130	4,474,839
Net position	\$ 16,089,300	\$ 7,425,954

See accompanying notes.

California Avocado Commission
Statements of Revenues, Expenses, and Changes in Net Position
Years Ended October 31, 2024 and 2023

	2024	2023
OPERATING REVENUES		
Assessment revenue	\$ 11,632,609	\$ 3,494,156
HAB rebate assessment revenue (restricted)	7,184,174	4,507,180
Administrative and accounting fees	61,000	60,996
Other operating revenues	-	10,364
Total operating revenues	18,877,783	8,072,696
OPERATING EXPENSES		
Marketing	6,653,134	8,106,456
Nonmarketing programs	1,085,267	1,299,998
Administration	2,842,252	3,327,548
Total operating expenses	10,580,653	12,734,002
Operating income (loss)	8,297,130	(4,661,306)
NONOPERATING REVENUES (EXPENSES)		
Interest income	12,820	14,081
Interest expense	(5,060)	(2,152)
Grant income	131,461	261,056
Other income	226,995	200,726
Total nonoperating revenues, net	366,216	473,711
Change in net position	8,663,346	(4,187,595)
NET POSITION, beginning of year	7,425,954	11,613,549
NET POSITION, end of year	\$ 16,089,300	\$ 7,425,954

See accompanying notes.

California Avocado Commission
Statements of Cash Flows
Years Ended October 31, 2024 and 2023

	2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from customers	\$ 18,789,711	\$ 8,049,652
Cash payments to suppliers for goods and services	(8,234,505)	(10,304,056)
Cash payments to employees for services	(1,554,905)	(3,033,391)
Net cash from (used in) operating activities	9,000,301	(5,287,795)
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES		
Proceeds from grants	-	340,977
Other income	236,616	165,534
Net cash from non-capital financing activities	236,616	506,511
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
Principal paid on leases	(78,782)	(172,236)
Interest paid on leases	(5,060)	(2,152)
Net cash used in capital and related financing activities	(83,842)	(174,388)
CASH FLOWS FROM INVESTING ACTIVITIES		
Interest received on demand deposits and LAIF	12,820	14,081
NET CHANGE IN CASH AND CASH EQUIVALENTS	9,165,895	(4,941,591)
CASH AND CASH EQUIVALENTS and restricted cash, beginning of year	7,906,224	12,847,815
CASH AND CASH EQUIVALENTS and restricted cash, end of year	\$ 17,072,119	\$ 7,906,224
RECONCILIATION OF OPERATING INCOME (LOSS) TO NET CASH FROM OPERATING ACTIVITIES		
Operating income (loss)	\$ 8,297,130	\$ (4,661,306)
ADJUSTMENTS TO RECONCILE OPERATING INCOME (LOSS) TO NET CASH FROM OPERATING ACTIVITIES		
Depreciation and amortization expense	77,247	211,572
Changes in assets and liabilities		
Decrease (increase) in assessments receivable	331,035	(727,983)
Decrease (increase) in prepaid expenses and deposits	7,355	12,629
Decrease (increase) in inventory	-	64,056
(Decrease) in accounts payable and accrued liabilities	214,297	43,714
(Decrease) increase in accounts payable and fiduciary liabilities	126,846	(180,691)
(Decrease) increase in compensated absences	(53,609)	(49,786)
Net cash from operating activities	\$ 9,000,301	\$ (5,287,795)

See accompanying notes.

California Avocado Commission

Notes to Financial Statements

Note 1 – Summary of Significant Accounting Policies

The following is a summary of the significant accounting policies followed by the California Avocado Commission (the Commission):

Activities of the Commission – The Commission is authorized under California law to engage in programs of advertising, promotion, marketing research, and production research related to the sale of California grown avocados. The Commission is authorized to levy an assessment against producers of avocados for the purposes of carrying out its programs. The assessment for the years ended October 31, 2024 and 2023, was 2.25% and 1.50% of the gross revenues received by producers, respectively. The Commission also receives 85% of the assessments collected by the Federal Hass Avocado Board (HAB) on Hass avocados produced in California and sold in the United States, which is restricted for use on marketing activities. HAB is authorized under the United States Department of Agriculture (USDA) to manage research and marketing throughout the United States.

The Commission's Board of Directors is composed of no fewer than eight and no more than ten producer members who do not handle avocados through the same legal entity under which they were elected as a producer member of the Commission, two handler members, and one public member.

Measurement focus, basis of accounting, and financial statement presentation – The Commission operates as an enterprise activity. An enterprise fund accounts for operations that are financed and operated in a manner similar to private business enterprises, where the intent of the Board of Directors is that the costs (expenses, including depreciation) of providing services to the industry on a continuing basis be financed or recovered primarily through assessment revenues.

Enterprise funds distinguish operating revenues and expenses from nonoperating items. Operating revenues and expenses generally result from providing services and producing and delivering goods in connection with an enterprise fund's principal ongoing operations. The principal operating revenues of the Commission are assessment revenues and administrative and accounting fees. Operating expenses for enterprise funds include the cost of marketing programs, production research, industry affairs and administrative expenses, including depreciation on capital assets. All revenues and expenses not meeting this definition are reported as nonoperating revenues and expenses.

Basis of accounting refers to when revenues and expenses are recognized in the accounts and reported in the financial statements. Enterprise funds are accounted for on the flow of economic resources measurement focus, and use the accrual basis of accounting, whereby revenues are recognized when earned, and expenses are recognized when incurred, regardless of the timing of related cash flows.

When both restricted and unrestricted resources are available for use for marketing, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed.

Assets, liabilities, and net position

Cash equivalents – For purposes of the statements of cash flows, the Commission considers cash and funds invested in the Local Agency Investment Fund (LAIF) of the state of California (the State) for both restricted and unrestricted funds to be cash equivalents. Additionally, investments with original maturities of three months or less at the time of purchase are considered cash equivalents.

California Avocado Commission Notes to Financial Statements

Receivables – No allowance for uncollectible accounts has been recorded for the years ended October 31, 2024 and 2023. Management has evaluated the accounts and believes they are all collectible. Management evaluates all accounts receivable, and if it is determined that they are uncollectible, they are written off directly as a bad debt expense.

Capital assets – Capital assets consist of furniture, office equipment, leasehold improvements, software, and land improvements. The Commission capitalizes assets with values of \$10,000 or more and useful lives of greater than one year. Capital assets are valued at cost, or estimated historical cost, if actual historical cost is not available. Maintenance and repairs are charged to operations in the period incurred. Contributed assets are recorded at acquisition value on the date donated. Capital assets acquired through lease obligations are valued at the present value of future lease payments at the date acquired. Capital assets are depreciated on the straight-line basis, using the following asset lives:

Asset Category	Years
Furniture	5
Office equipment	3
Leasehold improvements	5 (or term of lease, whichever is less)
Software	3
Land improvements	Remaining term of the property lease

Leases – The Commission, as a lessee, recognizes a lease liability and an intangible ROU asset at the commencement of a lease, unless the lease is considered a short-term lease or transfer of ownership of the underlying assets. ROU lease assets are measured based on the net present value of the payment, using the Commission’s weighted-average cost of capital, which approximates the Commission’s incremental borrowing rate. Remeasurement of a lease liability occurs when there is a change in the lease term and/or other changes that are likely to have a significant impact to the lease liability.

The Commission calculates the amortization of the discount on the lease liability and reports that amount as outflow of resources in that period. Payments are allocated first to accrued interest liability and then to the lease liability. Variable lease payments based on the usage of the underlying assets are not included in the lease liability calculations and are recognized as outflows of resources in the periods on which the obligations for the payments are incurred.

Compensated absences – Commission employees may carry over accrued but unused vacation from one year to the next, but accrual may not exceed 1.5 times an employee’s annual accrual rate. Once an employee reaches their maximum accrual, they will stop accruing vacation until their balance falls below the established maximum. Upon termination, employees are paid for all accrued but unused vacation at their current rate of pay.

Compensated absences include accrued vacation that is available to employees in future years, either as time off or in cash (upon leaving the employment of the Commission). All compensated absences are accrued when incurred.

Estimates – The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results may differ from such estimates.

California Avocado Commission Notes to Financial Statements

Fiduciary and restricted assets – Fiduciary assets are held for the AIP and are off-set by fiduciary liabilities. Restricted assets are restricted for marketing-related activities and are subject to restrictions imposed by federal statute governing their use.

Net position – Net position represents the difference between assets less liabilities. The net investment in capital assets component of net position consists of capital assets, net of accumulated depreciation and amortization, reduced by the outstanding balances of lease liabilities, bonds, mortgages, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets, if any. Net investment in capital assets excludes debt attributable to the unspent related debt proceeds amount. There was no outstanding debt related to capital assets at October 31, 2024 and 2023.

Net position is reported as restricted when there are limitations imposed on their use through external restrictions imposed by creditors, grantors, or laws or regulations of other governments. At October 31, 2024 and 2023, the Commission had restricted net position in the amounts of \$4,096,170 and \$2,951,115, respectively, for marketing-related activities.

The unrestricted component of net position is the net amount of the assets and liabilities that are not included in the determination of net investment in capital assets or the restricted component of net position.

Note 2 – Detailed Notes on Assets and Liabilities

Cash and cash equivalents – Cash and cash equivalents consisted of the following at October 31:

	2024	2023
Petty cash	\$ -	\$ 240
Demand deposits	17,060,901	7,895,414
LAIF	11,218	10,570
Total cash and cash equivalents	\$ 17,072,119	\$ 7,906,224

LAIF – The Commission is a voluntary participant in the Local Agency Investment Fund (LAIF) which is regulated by California Government Code (CGC) Section 16429 under the oversight of the Treasurer of the State. The fair value of the Commission’s investment in this pool is reported in the accompanying financial statements at amounts based upon the Commission’s pro rata share of the fair value provided by LAIF for the entire LAIF portfolio (in relation to the amortized cost of that portfolio). The balance available for withdrawal is based on the accounting records maintained by LAIF, which are recorded on an amortized cost basis. The Commission considers its investments in the LAIF pool to be a demand deposit account (cash and cash equivalent) where funds may be withdrawn and deposited at any time without prior notice or penalty.

California Avocado Commission Notes to Financial Statements

Fair value measurement and application – GASB Statement No. 72, *Fair Value Measurement and Application*, sets forth the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The three levels of the fair value hierarchy are described below:

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Commission has the ability to access.

Level 2 – Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets in inactive markets; inputs other than quoted prices that are observable for the asset or liability; or inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Deposits in an external government investment pool, such as LAIF, are not subject to reporting within the level hierarchy.

Investments authorized by the CGC and the Commission's investment policy – The Commission adopted CGC Section 16430 and the USDA Directive 2210.2 as its investment policy. The table below identifies the investment types that are authorized under CGC Section 16430, as well as certain provisions of CGC Section 16430 and USDA Directive 2210.2 that address interest rate risk and concentration of credit risk.

Authorized Investment Type	Maximum Maturity	Maximum Percentage of Portfolio	Maximum Investment in One Issuer
State Bonds and Notes	1 year	None	None
U.S. Treasury Obligations	1 year	None	None
U.S. Agency Securities	1 year	None	None
Bank Loans	1 year	None	None
Student Loan Notes	1 year	None	None
Obligations issued for Reconstruction and Development	1 year	None	None
Negotiable Certificates of Deposits	1 year	30%	None
Banker's Acceptances	180 days	40%	None
Commercial Paper	270 days	25%	10%
Corporate Bonds and Notes	1 year	None	None
LAIF	N/A	None	\$75 million

California Avocado Commission

Notes to Financial Statements

Disclosures relating to interest rate risk – Interest rate risk is the risk that changes in market interest rates will adversely affect the fair value of an investment. Generally, the longer the maturity of an investment, the greater the sensitivity of its fair value to changes in market interest rates. Information about the sensitivity of the fair values of the Commission’s investments to market interest rate fluctuations is provided by the following table that shows the Commission’s investments by maturity:

	Remaining Maturity 12 Months or Less	
	2024	2023
LAIF	\$ 11,218	\$ 10,570

Disclosures relating to credit risk – Generally, credit risk is the risk that an issuer of an investment will not fulfill its obligation to the holder of the investment. This is measured by the assignment of a rating by a nationally recognized statistical rating organization. LAIF does not have a rating provided by a nationally recognized statistical rating organization.

Concentration of credit risk – The investment policy of the Commission contains no limitations on the amount that can be invested in any one issuer beyond that stipulated by the CGC 16430. The Commission had no investments in any one issuer (other than external investment pools) that represented 5% or more of total Commission investments at October 31, 2024 and 2023.

Custodial credit risk – Custodial credit risk for deposits is the risk that, in the event of the failure of a depository financial institution, a government will not be able to recover its deposits or will not be able to recover collateral securities that are in the possession of an outside party. The custodial credit risk for investments is the risk that, in the event of the failure of the counterparty (e.g., broker-dealer) to a transaction, a government will not be able to recover the value of its investments or collateral securities that are in the possession of another party. The first \$250,000 of the bank balance was covered by the Federal Deposit Insurance Corporation (FDIC). The remaining balance was collateralized at 100% of the total amount deposited by the Commission in accordance with federal regulations set by the USDA.

With respect to investments, custodial credit risk generally applies only to direct investments in marketable securities. Custodial credit risk does not apply to a local government’s indirect investment in securities through the use of mutual funds or government investment pools (such as LAIF).

California Avocado Commission
Notes to Financial Statements

Capital Assets

	November 1, 2023	Additions	Deletions	October 31, 2024
Capital assets, being depreciated				
Furniture	\$ 187,904	\$ -	\$ (161,744)	\$ 26,160
Office equipment	61,002	-	-	61,002
Software	15,022	-	-	15,022
Land improvements	108,559	-	-	108,559
Total capital assets, being depreciated	<u>372,487</u>	<u>-</u>	<u>(161,744)</u>	<u>210,743</u>
Less accumulated depreciation for				
Furniture	187,904	-	(161,744)	26,160
Office equipment	61,002	-	-	61,002
Software	15,022	-	-	15,022
Land improvements	108,559	-	-	108,559
Total accumulated depreciation	<u>372,487</u>	<u>-</u>	<u>(161,744)</u>	<u>210,743</u>
Capital ROU assets, being amortized				
Buildings	711,121	41,849	-	752,970
Equipment	30,633	-	-	30,633
Total capital ROU assets, being amortized	<u>741,754</u>	<u>41,849</u>	<u>-</u>	<u>783,603</u>
Less accumulated amortization for				
Buildings	423,796	66,442	-	490,238
Equipment	29,324	10,805	-	40,129
Total accumulated amortization	<u>453,120</u>	<u>77,247</u>	<u>-</u>	<u>530,367</u>
Capital and ROU assets, net of depreciation and amortization	<u>\$ 288,634</u>	<u>\$ (35,398)</u>	<u>\$ -</u>	<u>\$ 253,236</u>

California Avocado Commission
Notes to Financial Statements

	November 1, 2022	Additions	Deletions	October 31, 2023
Capital assets, being depreciated				
Furniture	\$ 187,904	\$ -	\$ -	\$ 187,904
Office equipment	61,002	-	-	61,002
Software	15,022	-	-	15,022
Land improvements	108,559	-	-	108,559
Total capital assets, being depreciated	<u>372,487</u>	<u>-</u>	<u>-</u>	<u>372,487</u>
Less accumulated depreciation for				
Furniture	158,251	29,653	-	187,904
Office equipment	61,002	-	-	61,002
Software	15,022	-	-	15,022
Land improvements	99,154	9,405	-	108,559
Total accumulated depreciation	<u>333,429</u>	<u>39,058</u>	<u>-</u>	<u>372,487</u>
Capital ROU assets, being amortized				
Buildings	699,397	11,724	-	711,121
Equipment	45,843	27,197	(42,407)	30,633
Total capital assets, being amortized	<u>745,240</u>	<u>38,921</u>	<u>(42,407)</u>	<u>741,754</u>
Less accumulated amortization for				
Buildings	298,140	125,656	-	423,796
Equipment	24,873	46,858	(42,407)	29,324
Total accumulated amortization	<u>323,013</u>	<u>172,514</u>	<u>(42,407)</u>	<u>453,120</u>
Capital and ROU assets, net of depreciation and amortization	<u>\$ 461,285</u>	<u>\$ (172,651)</u>	<u>\$ -</u>	<u>\$ 288,634</u>

Depreciation expense \$39,058 for the year ended October 31, 2023. There was no depreciation expense for the year ended October 31, 2024. Amortization expense was \$77,247 and \$172,514 for the years ended October 31, 2024 and 2023, respectively.

California Avocado Commission Notes to Financial Statements

Long-Term Liabilities

	November 1, 2023	Additions	Deletions	October 31, 2024	Amount Due within One Year
Compensated absences	\$ 117,244	\$ -	\$ (53,609)	\$ 63,635	\$ 63,635
Lease liabilities	302,548	41,849	(78,782)	265,615	164,445
	<u>\$ 419,792</u>	<u>\$ 41,849</u>	<u>\$ (132,391)</u>	<u>\$ 329,250</u>	<u>\$ 228,080</u>

	November 1, 2022	Additions	Deletions	October 31, 2023	Amount Due within One Year
Compensated absences	\$ 167,030	\$ 140,840	\$ (190,626)	\$ 117,244	\$ 117,244
Lease liabilities	435,863	38,921	(172,236)	302,548	144,153
	<u>\$ 602,893</u>	<u>\$ 179,761</u>	<u>\$ (362,862)</u>	<u>\$ 419,792</u>	<u>\$ 261,397</u>

Lease liabilities – The Commission recognizes a ROU asset and lease liability for all non-short-term leases (contracts of 12 months or less). At the time of commencement or conversion of a lease, the Commission includes all possible extension periods that are deemed to be reasonably certain given all available information in the term of a lease. Unless explicitly stated in the lease agreement, a discount rate is used to calculate the initial lease ROU asset and liability. Variable payments based on the future performance of the lessor or the Commission or usage of the underlying asset are not included in the measurement of lease assets or liabilities. For the fiscal years ended October 31, 2024 and 2023, all Commission leases were based on fixed payments and did not have variable payment components. For the fiscal years ended October 31, 2024 and 2023, the Commission did not have to remeasure any lease liabilities due to (1) early termination of a lease; (2) reduction in the monthly lease payment; or (3) change in the discount rate.

In November 2009, the Commission entered into a lease agreement for the current office space located in city of Irvine, California, under a five-year lease ended November 30, 2014, which was extended to November 30, 2025. The lease agreement does not contain other renewal periods and management will evaluate extension of the lease closer to its term date. During the years ended October 31, 2024 and 2023, the Commission paid \$130,043 and \$125,895, respectively for use of the space. The Commission used an incremental borrowing rate of 0.38% as of November 1, 2020, as the discount rate in establishing the initial asset and liability. Subsequent to the 2022 fiscal year end, this office space experienced significant damage due to flooding from a burst pipe, repairs of which were primarily covered by the lessor and/or insurance. No impairments to the remaining asset or liability balance were assessed as a result of this coverage. Certain rent payments were abated by the landlord for the period the space was not available to carry out operations.

California Avocado Commission

Notes to Financial Statements

On July 1, 2013, the Commission entered into a lease agreement for its Pine Tree Ranch location in the city of Santa Paula, California, under a ten-year lease which ended on June 30, 2023. The original lease allowed for an option to extend for two five-year periods based on the current market rental value of the property at the time of commencement of the option. A short-term renewal was executed in the interim until negotiations concluded and the new term ending March 31, 2029 commenced on April 1, 2024. During the years ended October 31, 2024 and 2023, the Commission paid approximately \$24,905 and \$24,900, respectively for rent including rent paid for a garage on the property for \$100 a month.

The Commission has entered into agreements to lease various printers, scanners, and a postage machine. The average term for each lease is three years with total payments of approximately \$1,500 per month. Some agreements allow for continuation of payments until the equipment is returned. None of the terms guarantee a buy-out of the asset. The Commission used the risk-free rates from the U.S. Treasury ranging from 0.16% to 0.20% as of November 1, 2020, as the discount rate in establishing the initial asset and liability. Two of the lease arrangements were entered into during the year ended October 31, 2024. For those leases the Commission used the risk-free rates ranging from 3.88% to 4.22%.

Future principal and interest payments to be made under these leases for each of the next three years are as follows:

	Principal	Interest	Total
Years Ending October 31,			
2025	\$ 164,379	\$ 5,775	\$ 170,154
2026	37,067	4,033	41,100
2027	24,818	2,740	27,558
2028	39,351	1,442	40,793
	\$ 265,615	\$ 13,990	\$ 279,605

Note 3 – Other Information

Avocado Inspection Program – During February 1986, the Commission contracted with the State Department of Food and Agriculture to administer the AIP for the State. Since the Commission is, in substance, an agent for the State, fiduciary cash and cash equivalents, amounts held for the AIP, are offset by fiduciary liabilities, amounts held for the AIP. As of October 31, 2024 and 2023, \$894,519 and \$767,673, respectively, was held by the Commission for the AIP.

On October 10, 2012, the Commission entered into a lease agreement on behalf of the AIP for office space within the city of Escondido, California, under a three-year lease ended September 30, 2015. The Commission has executed multiple-year extensions since 2015, with the most recent extended to September 30, 2025. The Commission also entered into a lease agreement on behalf of the AIP for office space within the city of Santa Paula, California, on May 1, 2013 under a three-year lease ended April 30, 2016. The Commission has executed multiple-year lease extensions since 2016, with the most recent extended to April 30, 2027.

During the years ended October 31, 2024 and 2023, the payments made totaled \$33,857 and \$32,440, respectively, for AIP office rent, exclusive of operating expenses.

California Avocado Commission

Notes to Financial Statements

Line of credit – On March 8, 2011, the Commission obtained a revolving line of credit from Bank of the West, in the amount of \$3,000,000, with a variable interest rate at prime rate plus 0.5% and a floor of 4.0%. The line of credit matured on May 29, 2023. In February 2024, a new line of credit was entered into with BMO Bank in the amount of \$3,000,000 that matured in December 2024 and was not renewed. This new line of credit accrued interest at a variable rate set at the prime rate plus 4.0%. At October 31, 2024 and 2023, there was no outstanding balance due on the line of credit.

Risk management – *Insurance Programs of the Commission* – The Commission's coverage is as follows:

Commercial general liability – insured by Fireman's Fund Insurance – General aggregate coverage of \$2,000,000 and \$1,000,000 for each occurrence.

Automobile liability – insured by Fireman's Fund Insurance – Coverage is \$1,000,000 per bodily injury or property damage, subject to a \$300 deductible.

Crime liability – insured by Travelers Casualty and Surety – Coverage is \$1,000,000, subject to a \$5,000 deductible.

Umbrella liability – insured by Fireman's Fund Insurance – General aggregate coverage of \$5,000,000 and \$5,000,000 for each occurrence.

Travel accident liability – insured by Hartford Life Insurance Company – Coverage is \$100,000 per person and \$500,000 per aggregate limit.

Directors and officers liability and employment practices liability – insured by Great American Insurance Company – Coverage is \$5,000,000 aggregate limit, with a \$25,000 retention.

Fiduciary liability – insured by U.S. Specialty Insurance Company – Coverage is \$1,000,000 each claim and in aggregate, subject to a \$2,500 deductible.

Media content/network security and privacy – insured by Lloyds of London – Coverage is \$1,000,000 each claim and in aggregate, with a \$25,000 self-insurance retention for each loss.

Foreign liability – insured by ACE American Insurance Company – General aggregate coverage of \$2,000,000 and \$1,000,000 for each occurrence.

International business auto – insured by ACE American Insurance Company – Coverage is \$1,000,000 hired or non-owned auto liability and \$50,000 medical payment each person/accident.

International foreign voluntary workers' compensation and employer liability – insured by ACE American Insurance Company – Coverage is \$1,000,000 per occurrence.

Workers' compensation coverage – insured by Employers Preferred Insurance Company – Coverage is \$1,000,000 per occurrence.

Cyber – insured by At-Bay Specialty Insurance Company – Coverage is \$1,000,000 per occurrence with a \$5,000 self-insurance retention.

California Avocado Commission Notes to Financial Statements

Adequacy of protection – During the past three fiscal (claims) years, none of the above programs of protection have had settlements or judgments that exceeded insured coverage. There have been no significant changes in insurance coverage during fiscal year 2024.

Employee retirement plans – The Board of Directors of the Commission implemented a defined contribution plan, California Avocado Commission Profit Sharing Plan (PSP), administered by “The Retirement Plan Company,” for eligible Commission employees effective November 1, 2000. The Commission’s payroll for the employees eligible to participate in the PSP for the plan year ended October 31, 2024, was \$1,230,386. Total payroll for the employees eligible to participate in the PSP for the plan year ended October 31, 2023, was \$1,053,430. Total contributions for the years ended October 31, 2024 and 2023, were \$123,039 and \$105,343, respectively.

The Commission may make annual contributions to the PSP, with each eligible employee receiving an allocation of 10% of compensation. In addition, the PSP allows for the Commission to establish an additional amount, if any, to be contributed and allocated on behalf of certain designated employees. The PSP stipulates that the Internal Revenue Service Code, Section 415, shall govern limitations on annual PSP contributions, which were \$66,000 for the plan year ended October 31, 2024, and \$61,000 for the plan year ended October 31, 2023. To receive an allocation, each employee must meet a minimum service requirement of one year and must be credited with at least 1,000 hours of service.

Concentration of revenue sources – Approximately 98% of the Commission’s assessment revenue is derived from ten handlers for the year ended October 31, 2024.

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Supplementary Information

California Avocado Commission
Budgetary Comparison Schedule
Year Ended October 31, 2024
(with Comparative Actual Totals for the Year Ended October 31, 2023)

	Budget	Actual	Variance Favorable (Unfavorable)	2023 Actual
REVENUES				
Assessment revenue	\$ 5,045,625	\$ 11,632,609	\$ 6,586,984	\$ 3,494,156
HAB rebate assessment revenue (restricted)	3,952,500	7,184,174	3,231,674	4,507,180
Administrative and accounting fees	61,000	61,000	-	60,996
Interest income	6,000	7,760	1,760	11,929
Grant revenue	300,000	131,461	(168,539)	261,056
Merchandise Shop revenue	-	-	-	10,364
Other income	135,000	226,995	91,995	200,726
Total revenues	9,500,125	19,243,999	9,743,874	8,546,407
EXPENSES				
Marketing				
Consumer marketing	3,615,000	3,682,135	(67,135)	4,637,963
Merchandising	2,481,000	2,127,186	353,814	2,138,416
Foodservice	537,500	495,361	42,139	659,402
Consumer/Trade Living Well	-	-	-	85,494
Consumer public relations	192,500	189,749	2,751	461,128
Merchandise Shop	-	-	-	13,146
Marketing activities support	177,500	158,703	18,797	110,907
Total marketing	7,003,500	6,653,134	350,366	8,106,456
Non-marketing programs				
Industry affairs	1,211,475	714,127	497,348	778,458
Production research	273,679	239,679	34,000	285,609
Grant expenses	300,000	131,461	168,539	235,931
Total non-marketing programs	1,785,154	1,085,267	699,887	1,299,998
Administration				
Administration	2,732,402	2,594,960	137,442	2,989,795
Information systems	134,937	88,008	46,929	132,834
Depreciation/Amortization	-	159,284	(159,284)	204,919
Total administration	2,867,339	2,842,252	25,087	3,327,548
Total expenses	11,655,993	10,580,653	1,075,340	12,734,002
Change in net position	(2,155,868)	8,663,346	10,819,214	(4,187,595)
NET POSITION, beginning of year	7,425,954	7,425,954	-	11,613,549
NET POSITION, ending of year	\$ 5,270,086	\$ 16,089,300	\$ 10,819,214	\$ 7,425,954

California Avocado Commission
Note to Supplementary Information
October 31, 2024 and 2023

Note 1 – Budgetary Information

Budgets and budgetary accounting – Each year, the California Avocado Commission (the Commission) adopts a budget that provides for its general operations. Budgets are prepared on the accrual basis of accounting. Department heads are responsible for preparing and presenting their departmental budgets. Each department head is required to meet with the President and Vice President of Industry Affairs and Operations of the Commission to review each line item. The overall combined budget is prepared by the President and Vice President of Industry Affairs and Operations of the Commission and presented to the Board of Directors. Line-item transfers do not need Board of Directors approval. Any increases in a department’s budget must be approved by the Board of Directors.

California Avocado Commission
Combining Statement of Revenues, Expenses, and Changes in Net Position
Year Ended October 31, 2024

	Restricted	Unrestricted	Total
OPERATING REVENUES			
Assessment revenue	\$ -	\$ 11,632,609	\$ 11,632,609
HAB rebate assessment revenue (restricted)	7,184,174	-	7,184,174
Administrative and marketing fees	-	61,000	61,000
Total operating revenues	<u>7,184,174</u>	<u>11,693,609</u>	<u>18,877,783</u>
OPERATING EXPENSES			
Marketing	6,042,441	610,693	6,653,134
Nonmarketing programs	-	1,085,267	1,085,267
Administration	-	2,842,252	2,842,252
Total operating expenses	<u>6,042,441</u>	<u>4,538,212</u>	<u>10,580,653</u>
Operating income	<u>1,141,733</u>	<u>7,155,397</u>	<u>8,297,130</u>
NONOPERATING REVENUES (EXPENSES)			
Interest income	3,322	9,498	12,820
Interest expense	-	(5,060)	(5,060)
Grant income	-	131,461	131,461
Other income	-	226,995	226,995
Total nonoperating revenues, net	<u>3,322</u>	<u>362,894</u>	<u>366,216</u>
Change in net position	1,145,055	7,518,291	8,663,346
NET POSITION, beginning of year	<u>2,951,115</u>	<u>4,474,839</u>	<u>7,425,954</u>
NET POSITION, ending of year	<u>\$ 4,096,170</u>	<u>\$ 11,993,130</u>	<u>\$ 16,089,300</u>

California Avocado Commission
Schedule of Restricted Marketing Program Expenses
Year Ended October 31, 2024

	Restricted	Budget
Marketing programs		
Media	\$ 2,077,784	\$ 2,177,500
Account administration	275,836	190,000
Online marketing	447,477	410,000
Consumer marketing - retail	843,537	800,000
Subtotal consumer advertising	3,644,634	3,577,500
Consumer public relations	24,926	25,000
Local media outreach, pitching, experiential & reporting	56,959	52,500
Brand advocates	4,212	115,000
Subtotal consumer public relations	86,097	192,500
Marketing/planning meetings	134,143	132,500
Subtotal marketing activities	134,143	132,500
Trade relations	514,316	510,300
Retail promotions	999,432	1,447,500
Data, research, and analysis	113,596	111,000
Administration and other	71,752	66,000
Subtotal trade - retail	1,699,096	2,134,800
Education program	1,860	2,000
Public relations and collateral materials	66,409	83,700
Program administration	47,789	44,500
Foodservice events	173,000	164,100
Chain promotions	189,413	223,600
Subtotal foodservice	478,471	517,900
Total marketing	6,042,441	6,555,200
Total program expenses	\$ 6,042,441	\$ 6,555,200

Report of Independent Auditors on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

The Board of Directors
California Avocado Commission

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the California Avocado Commission as of and for the year ended October 31, 2024, and the related notes to the financial statements, which collectively comprise the California Avocado Commission's basic financial statements, and have issued our report thereon dated _____, 2025.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the California Avocado Commission's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the California Avocado Commission's internal control. Accordingly, we do not express an opinion on the effectiveness of the California Avocado Commission's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the California Avocado Commission's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Irvine, California
_____, 2025



COMMITTEE ACTION

ITEM 5: Consider approval of staff recommendation on new banking partner

SUMMARY:

At the October 9, 2024 Finance Committee meeting CAC management reported that in September 2023 Bank of the West, CAC’s previous bank, merged with Bank of Montreal (BMO), and while management had attempted to work with BMO to update and obtain the best services for CAC, BMO continued to be unresponsive and underperform on the basic level of services. At that time, management indicated they would like to conduct a review of financial institutions to secure a new banking partner, to which the Committee agreed. In the essence of time, Finance Committee Chair Cottingham requested the Board delegate the authority to approve bank account changes to the Finance Committee, which was approved at the CAC Board’s October 10, 2024 meeting.

CAC management has secured proposals from two banks, Western Alliance Bank and Wells Fargo, for services related to CAC’s day-to-day operations, as well as investment solutions. Below is a summary comparing the proposals CAC received, in addition to CAC’s current structure with BMO:

	BMO	WAB	WF
Monthly Service Charges	\$ 1,457.33	\$ 765.74	\$ 2,708.47
Earnings Credit Rate	0.38%	0.40%	1.40%
Earnings Credit Amount Earned	\$ 1,457.33	\$ 82.19	\$ 2,708.47
Offered Reserve Rate	0.20%	3.23%	0.68%
Offered Reserve Amount Earned	\$1,780.51	\$42,474.37	\$ 6,770.80
Insured Deposit Fees	N/A	0.033%	N/A
Insured Deposit Fee Amount	\$ -	\$ 5,144.44	\$ -
Monthly Net Profit/Loss	\$1,780.51	\$36,646.38	\$6,770.80

Based on the proposals submitted, as well as interactions with the teams at these financial institutions, it is management’s recommendation to select Western Alliance Bank as CAC’s new banking partner. We have invited the WAB team to present at the Finance Committee next week, and they will be prepared to answer any questions the Committee may have.

FISCAL ANALYSIS:

- Detail provided in the table above

COMMITTEE OPTIONS:

- Approve management's recommendation
- Direct staff to solicit additional proposals and/or information
- Take no action

STAFF RECOMMENDATION:

- Management recommends the selection of Western Alliance Bank as CAC's new banking partner

EXHIBITS / ATTACHMENTS:

- None



COMMITTEE INFORMATION

ITEM 6.b: 2024-25 FINANCIAL UPDATES

SUMMARY:

Attached are CAC's financial statements through the month ending December 31, 2024 as prepared by management. The reports include CAC statement of financial position, statement of activity and year-to-date actual versus budget comparisons.

FISCAL ANALYSIS:

- Not applicable

COMMITTEE OPTIONS:

- Discussion item only

STAFF RECOMMENDATION:

- Not applicable

EXHIBITS / ATTACHMENTS:

- Financial Statements through the month ending December 31, 2024
- 2024-25 Pounds & Dollars by Variety Report (November 2024 through December 2024)

California Avocado Commission

Statement of Financial Position

As of December 31, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
10001-000 Petty Cash	0.00
10010-000 BMO Checking (5241) - CAC	4,962,219.18
10110-000 BMO Money Market (5407) - CAC	10,512,532.50
10210-000 Cash - LAIF - CAC	11,194.94
Total Bank Accounts	\$15,485,946.62
Accounts Receivable	
12901-000 Misc Receivables (A/R)	16,147.90
Total Accounts Receivable	\$16,147.90
Other Current Assets	
11001-000 CAC Assessment Receivable	200.00
11002-000 HAB Assessment Receivable	0.00
12004-000 Due from Avocado Inspection Program	736.37
12701-000 Grant Receivable	131,461.19
12801-000 Voluntary Life Benefit Receivable	0.00
13001-000 Prepaid Deposits	11,352.50
13002-000 Prepaid Expenses	77,013.97
Misc Receivable (old non-AR)	0.00
Total Other Current Assets	\$220,764.03
Total Current Assets	\$15,722,858.55
Fixed Assets	
15001-000 Furniture	26,160.00
15002-000 Accumulated Depreciation-Furniture	-26,160.00
15101-000 Office Equipment	61,002.24
15102-000 Accumulated Depreciation-Office Equip.	-61,002.24
15301-000 Software	15,021.62
15302-000 Accumulated Depreciation-Software	-15,021.62
15401-000 Land Improvements	108,558.63
15402-000 Accumulated Depreciation-Land Improvements	-108,558.63
Total Fixed Assets	\$0.00
Other Assets	
16001-000 Mauchly Office Lease	634,984.73
16002-000 Mauchly Amortization	-520,489.08
16003-000 Pine Tree Lease	117,984.95
16004-000 Pine Tree Amortization	-17,697.76
16101-000 Quadiant Capital Lease	3,435.74
16102-000 Quadiant Amortization	-2,907.18
16103-000 CBE 2020 Sharp Capital Lease	0.00
16104-000 CBE 2020 Sharp Amortization	0.00
16105-000 CBE 2022 Sharp Capital Lease	13,543.55
16106-000 CBE 2022 Sharp Amortization	-7,480.35
16107-000 CBE 2020 Ricoh Capital Lease	0.00

	TOTAL
16108-000 CBE 2020 Ricoh Amortization	0.00
16109-000 CBE 2022 Ricoh Capital Lease	13,652.62
16110-000 CBE 2022 Ricoh Amortization	-8,343.27
17000-000 Merchandise Shop Inventory	0.00
Total Other Assets	\$226,683.95
TOTAL ASSETS	\$15,949,542.50
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20001-000 Accounts Payable (A/P)	316,245.32
Total Accounts Payable	\$316,245.32
Other Current Liabilities	
20002-000 Accounts Payable - Clearing	0.00
20009-000 Miscellaneous Payable	0.00
20101-000 Accrued Expenses	111,488.01
21011-000 Section 125 Payable	0.00
21021-000 Vacation Payable - Short Term	63,635.49
21031-000 Deferred Compensation Payable	0.00
24001-000 ST Lease Liability - LACA1	122,546.32
24002-000 ST Lease Liability - CAPO1	20,661.23
24101-000 ST Lease Liability - MAF11	547.81
24102-000 ST Lease Liability - CBE 2020 Sharp	0.00
24103-000 ST Lease Liability - CBE 2022 Sharp	5,364.87
24104-000 ST Lease Liability - CBE 2020 Ricoh	0.00
24105-000 ST Lease Liability - CBE 2022 Ricoh	4,743.87
Total Other Current Liabilities	\$328,987.60
Total Current Liabilities	\$645,232.92
Long-Term Liabilities	
28011-000 LT Lease Liability - CAPO1	83,088.76
28110-000 LT Lease Liability - MAF11	0.00
28111-000 LT Lease Liability - LACA1	0.00
28112-000 LT Lease Liability - CBE 2022 Sharp	914.52
28114-000 LT Lease Liability - CBE 2022 Ricoh	772.74
Total Long-Term Liabilities	\$84,776.02
Total Liabilities	\$730,008.94
Equity	
32000-000 Retained Earnings	13,095,466.33
32010-000 Net Assets	0.00
32011-000 Net Assets-Restricted for Marketing	3,829,020.20
32012-000 Net Assets-Invested in Leased Assets	-135,026.88
32013-000 Net Assets-Unrestricted	-700,162.66
Total 32010-000 Net Assets	2,993,830.66
Net Revenue	-869,763.43
Total Equity	\$15,219,533.56
TOTAL LIABILITIES AND EQUITY	\$15,949,542.50

California Avocado Commission

Statement of Activity

November - December, 2024

	RESTRICTED	UNRESTRICTED	TOTAL
Revenue			
40001-000 CAC Assessment Revenue-Current Year		443.67	\$443.67
40002-000 CAC Assessment Revenue-Prior Year		8.12	\$8.12
40011-000 HAB Rebate Assess. Revenue-Current Year	0.00		\$0.00
40012-000 HAB Rebate Assess. Revenue-Prior Year	0.00		\$0.00
48001-000 Interest Income		3,480.23	\$3,480.23
48003-000 Other - Pine Tree Ranch Crop Income		29.66	\$29.66
48009-000 Other Income - Misc		150.00	\$150.00
Total Revenue	\$0.00	\$4,111.68	\$4,111.68
GROSS PROFIT	\$0.00	\$4,111.68	\$4,111.68
Expenditures			
50000-000 Marketing			\$0.00
51000-000 Consumer Marketing			\$0.00
51001-072 Media Planning & Buying-Curious Plot	9,965.00		\$9,965.00
51002-072 Creative Strategy, Content & Production-Curious Plot	21,728.25		\$21,728.25
51004-072 Consumer Marketing-Retail-Curious Plot	4,825.00	10,553.77	\$15,378.77
51801-072 Account Administration-Curious Plot	38,391.25	92.50	\$38,483.75
54001-072 Consumer PR-Curious Plot	14,080.00		\$14,080.00
55101-072 Consumer Email Marketing-Curious Plot	21,401.25		\$21,401.25
55103-072 Social Media & Content Marketing-Curious Plot		22,626.24	\$22,626.24
Total 51000-000 Consumer Marketing	110,390.75	33,272.51	\$143,663.26
52000-000 Trade - Retail			\$0.00
52000-001 Trade Relations			\$0.00
52002-066 Trade Advertising-Production-Fusion	3,228.96		\$3,228.96
52022-000 Dues	2,379.10		\$2,379.10
52042-000 Conventions		11.39	\$11.39
52052-081 Program Admin/Strategy/Planning-PJ/PR	2,857.20		\$2,857.20
52055-081 Key Account Marketing Communications-Fees-PJ/PR		50,976.40	\$50,976.40
52058-081 Retailer/Immersive Experiences-Expenses-PJ/PR	4,285.72		\$4,285.72
52071-075 Key Account Coverage-TX/MW/SE-Anderson	19,166.00		\$19,166.00
52075-013 Key Account Coverage-SW/NW-Becker	28,000.00		\$28,000.00
Total 52000-001 Trade Relations	59,916.98	50,987.79	\$110,904.77
52010-000 Retail & Consumer Promotions			\$0.00
52016-000 Recipe Development	0.00		\$0.00
52124-000 Retail Performance Programs-Retail Promotions	0.00		\$0.00
52125-000 Retail Brand Awareness Programs	-45,000.00		\$ -45,000.00
52128-066 Retail Trade Promotions-Fusion	8,982.78		\$8,982.78
52303-000 Storage/Fulfillment	2,290.00		\$2,290.00
Total 52010-000 Retail & Consumer Promotions	-33,727.22		\$ -33,727.22
52200-000 Data, Research & Analysis			\$0.00
52204-066 Data Analysis & Retail Research-FUSION		22,714.81	\$22,714.81
52206-086 Inventory Reporting-AVMA		450.00	\$450.00
52211-066 California Avocado Market Analysis-Fusion	10,938.97		\$10,938.97
52213-066 Retail Support, Consultation, Planning, Program & Data Admin-Fusion	5,588.84		\$5,588.84

	RESTRICTED	UNRESTRICTED	TOTAL
Total 52200-000 Data, Research & Analysis	16,527.81	23,164.81	\$39,692.62
52400-000 Administration & Other			\$0.00
52140-098 Grower Communications-GingerRoot		1,180.00	\$1,180.00
52401-004 Travel Expenses - Splane	337.20		\$337.20
52401-019 Travel Expenses - Marketing Staff	241.96		\$241.96
52411-000 Office Expenses - Marketing	2,599.18	196.62	\$2,795.80
Total 52400-000 Administration & Other	3,178.34	1,376.62	\$4,554.96
Total 52000-000 Trade - Retail	45,895.91	75,529.22	\$121,425.13
53000-000 Trade - Foodservice			\$0.00
53001-070 Media-KC	750.00		\$750.00
53002-070 Production-KC	13,032.04		\$13,032.04
53101-070 Public Relations-KC	12,194.54		\$12,194.54
53103-070 Foodservice Events-KC	858.01		\$858.01
53104-070 Chain Promotions-KC	750.00	2,850.00	\$3,600.00
53105-070 Culinary Education Program-KC	200.00		\$200.00
53801-070 Program Administration Fees-KC	9,500.00		\$9,500.00
53802-070 Program Administration Expenses-KC	736.55		\$736.55
Total 53000-000 Trade - Foodservice	38,021.14	2,850.00	\$40,871.14
59000-000 Marketing Activities Support			\$0.00
51803-067 Marketing Planning/Special Projects-RoMo		11,000.00	\$11,000.00
51805-000 Marketing Personnel Expense	116,849.22		\$116,849.22
Total 59000-000 Marketing Activities Support	116,849.22	11,000.00	\$127,849.22
Total 50000-000 Marketing	311,157.02	122,651.73	\$433,808.75
64000-000 Industry Affairs			\$0.00
64000-001 Industry Statistics and Information			\$0.00
64001-000 AMRIC Operation		685.86	\$685.86
64001-130 AMRIC Operation-Hooman Mohammadpour		1,800.00	\$1,800.00
64002-104 Crop Forecasting And Analysis-Land IQ		38,287.50	\$38,287.50
64004-104 Grove ID GIS Project Dmnt-Land IQ		1,546.25	\$1,546.25
Total 64000-001 Industry Statistics and Information		42,319.61	\$42,319.61
64100-000 Grower Communications			\$0.00
64105-000 Online Information		160.64	\$160.64
64105-098 Online Information-GingerRoot		1,900.00	\$1,900.00
64106-000 Publications		115.90	\$115.90
64106-085 Publications-Fox Wthr		220.00	\$220.00
64106-098 Publications-GingerRoot		1,120.00	\$1,120.00
64106-118 Publications-Champ		18.26	\$18.26
64108-098 Annual Report-GingerRoot		120.00	\$120.00
Total 64100-000 Grower Communications		3,654.80	\$3,654.80
64200-000 Issues Management			\$0.00
64204-000 Research Program Coordination & Outreach		17,901.82	\$17,901.82
64206-000 Legislative & Regulatory Advocacy		46,812.50	\$46,812.50
Total 64200-000 Issues Management		64,714.32	\$64,714.32
64300-000 Legal & Governance			\$0.00
64302-000 Legal Support		27,299.00	\$27,299.00
Total 64300-000 Legal & Governance		27,299.00	\$27,299.00
64400-000 Demonstration Grove			\$0.00
64401-000 Pine Tree - Rent		0.00	\$0.00
64402-000 Pine Tree - Grove Management		5,169.57	\$5,169.57

	RESTRICTED	UNRESTRICTED	TOTAL
64403-000 Pine Tree - Utilities		-1,747.41	\$ -1,747.41
64404-000 Pine Tree - Property Tax & Insurance		96.63	\$96.63
Total 64400-000 Demonstration Grove		3,518.79	\$3,518.79
64500-000 Education & Outreach			\$0.00
64502-000 Pine Tree Ranch Field Days		100.08	\$100.08
Total 64500-000 Education & Outreach		100.08	\$100.08
64800-000 Other Industry Affairs			\$0.00
64801-000 Coalition Dues, Sponsorships , Registrations & Rep		10,000.00	\$10,000.00
64801-086 Industry Reports-AVMA		80.00	\$80.00
64803-000 Travel Expenses - Industry Affairs		1,937.22	\$1,937.22
64804-000 Office Expenses - Industry Affairs		109.94	\$109.94
64901-000 Misc IA Exps (Theft Reward)		5.53	\$5.53
Total 64800-000 Other Industry Affairs		12,132.69	\$12,132.69
Total 64000-000 Industry Affairs		153,739.29	\$153,739.29
65000-000 Production Research			\$0.00
65200-000 Breeding, Varieties & Genetics			\$0.00
65216-000 Commercial-Scale Field Testing of Advanced Rootstock		0.00	\$0.00
Total 65200-000 Breeding, Varieties & Genetics		0.00	\$0.00
Total 65000-000 Production Research		0.00	\$0.00
66010-000 Grant Programs			\$0.00
66015-000 Export Marketing			\$0.00
66021-000 USDA Grant - FAS MAP China		39,787.99	\$39,787.99
Total 66015-000 Export Marketing		39,787.99	\$39,787.99
Total 66010-000 Grant Programs		39,787.99	\$39,787.99
70000-000 Operations			\$0.00
71100-000 Office Expense			\$0.00
71101-000 Office Rent - CAC Mauchly, Irvine		0.00	\$0.00
71102-000 Rent-CAM, Ins, Prop Tax		5,218.74	\$5,218.74
71104-000 Rent-Offsite Storage		1,660.00	\$1,660.00
71111-000 Insurance-Liability		6,545.20	\$6,545.20
71121-000 Office Expenses - Operations		659.76	\$659.76
71122-000 Office Supplies		68.57	\$68.57
71123-000 Janitorial		1,101.87	\$1,101.87
71131-000 Office Utilities		1,652.13	\$1,652.13
71141-000 Bank & Payroll Fees		989.96	\$989.96
71151-000 Equipment Maintenance & Expense		1,461.11	\$1,461.11
71161-000 Telephone		1,368.90	\$1,368.90
71162-000 Employee Communication Expense		2,400.00	\$2,400.00
Total 71100-000 Office Expense		23,126.24	\$23,126.24
71200-000 Professional Fees			\$0.00
71203-000 CPA-Assessment Audits		0.00	\$0.00
71211-000 Calif. Department of Food & Ag.-CDFA		12,476.21	\$12,476.21
71221-000 Dept. of Ag-USDA/AMS		9,448.33	\$9,448.33
71236-000 Outsourced Accounting		21,649.98	\$21,649.98
78301-000 Pension Adm & Legal		1,853.92	\$1,853.92
Total 71200-000 Professional Fees		45,428.44	\$45,428.44
71300-000 Personnel Expenses			\$0.00
71301-000 Salaries/Wages			\$0.00
71302-000 Salaries/Wages - IA & Ops		90,635.49	\$90,635.49

	RESTRICTED	UNRESTRICTED	TOTAL
71303-000 Salaries/Wages - Marketing		15,974.10	\$15,974.10
Total 71301-000 Salaries/Wages		106,609.59	\$106,609.59
71311-000 Pension Expense			\$0.00
71312-000 Pension Expense - IA & Ops		10,048.68	\$10,048.68
71313-000 Pension Expense - Marketing		1,774.90	\$1,774.90
Total 71311-000 Pension Expense		11,823.58	\$11,823.58
71321-000 Payroll Tax & Work Comp			\$0.00
71322-000 Payroll Tax & Work Comp - IA & Ops		4,458.33	\$4,458.33
71323-000 Payroll Tax & Work Comp - Marketing		867.27	\$867.27
Total 71321-000 Payroll Tax & Work Comp		5,325.60	\$5,325.60
71331-000 Benefits		0.00	\$0.00
71332-000 Benefits - IA & Ops		13,719.06	\$13,719.06
71333-000 Benefits - Marketing		2,241.98	\$2,241.98
Total 71331-000 Benefits		15,961.04	\$15,961.04
Total 71300-000 Personnel Expenses		139,719.81	\$139,719.81
71400-000 Commissioner Expenses			\$0.00
71403-000 Travel Expenses - Board Members		30.55	\$30.55
71404-000 Board Meeting Expenses		881.39	\$881.39
Total 71400-000 Commissioner Expenses		911.94	\$911.94
73000-000 Information Technology			\$0.00
73001-000 Network Maintenance		2,880.79	\$2,880.79
73002-000 Network Hardware, Software & Licenses		583.97	\$583.97
73003-000 IT Support & Consulting		3,015.50	\$3,015.50
73004-000 Accounting & Assessment System		1,577.62	\$1,577.62
73005-000 IT Services		1,640.00	\$1,640.00
Total 73000-000 Information Technology		9,697.88	\$9,697.88
78000-000 Depreciation, Interest & Other Operations			\$0.00
79001-000 Amortization Expense		26,551.07	\$26,551.07
79100-000 Interest Expense		1,103.70	\$1,103.70
Total 78000-000 Depreciation, Interest & Other Operations		27,654.77	\$27,654.77
Total 70000-000 Operations		246,539.08	\$246,539.08
Total Expenditures	\$311,157.02	\$562,718.09	\$873,875.11
NET OPERATING REVENUE	\$ -311,157.02	\$ -558,606.41	\$ -869,763.43
NET REVENUE	\$ -311,157.02	\$ -558,606.41	\$ -869,763.43

California Avocado Commission
Budget vs. Actuals - CAC FY25 Budget Amend #1
November - December, 2024

	Restricted				Unrestricted				TOTAL			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Revenue												
40001-000 CAC Assessment Revenue-Current Year		0.00	0.00		443.67	430.00	13.67	103.18%	443.67	430.00	13.67	103.18%
40002-000 CAC Assessment Revenue-Prior Year		0.00	0.00		8.12	0.00	8.12		8.12	0.00	8.12	
40011-000 HAB Rebate Assess. Revenue-Current Year	0.00	800.00	-800.00	0.00%		0.00	0.00		0.00	800.00	-800.00	0.00%
42001-000 Accounting/Administration Fee Revenue (AIP)		0.00	0.00			10,166.00	-10,166.00	0.00%	0.00	10,166.00	-10,166.00	0.00%
48001-000 Interest Income		0.00	0.00		3,480.23	1,000.00	2,480.23	348.02%	3,480.23	1,000.00	2,480.23	348.02%
48003-000 Other - Pine Tree Ranch Crop Income		0.00	0.00		29.66	0.00	29.66		29.66	0.00	29.66	
48009-000 Other Income - Misc			0.00		150.00	0.00	150.00		150.00	0.00	150.00	
Total Revenue	\$ 0.00	\$ 800.00	-\$ 800.00	0.00%	\$ 4,111.68	\$ 11,596.00	-\$ 7,484.32	35.46%	\$ 4,111.68	\$ 12,396.00	-\$ 8,284.32	33.17%
Gross Profit	\$ 0.00	\$ 800.00	-\$ 800.00	0.00%	\$ 4,111.68	\$ 11,596.00	-\$ 7,484.32	35.46%	\$ 4,111.68	\$ 12,396.00	-\$ 8,284.32	33.17%
Expenditures												
50000-000 Marketing			0.00			0.00	0.00		0.00	0.00	0.00	
51000-000 Consumer Marketing			0.00			0.00	0.00		0.00	0.00	0.00	
51001-072 Media Planning & Buying-Curious Plot	9,965.00	10,000.00	-35.00	99.65%		0.00	0.00		9,965.00	10,000.00	-35.00	99.65%
51002-072 Creative Strategy, Content & Production-Curious Plot	21,728.25	35,000.00	-13,271.75	62.08%		0.00	0.00		21,728.25	35,000.00	-13,271.75	62.08%
51004-072 Consumer Marketing-Retail-Curious Plot	4,825.00	11,000.00	-6,175.00	43.86%	10,553.77	27,500.00	-16,946.23	38.38%	15,378.77	38,500.00	-23,121.23	39.94%
51801-072 Account Administration-Curious Plot	38,391.25	35,000.00	3,391.25	109.69%	92.50	0.00	92.50		38,483.75	35,000.00	3,483.75	109.95%
54001-072 Consumer PR-Curious Plot	14,080.00	31,250.00	-17,170.00	45.06%		0.00	0.00		14,080.00	31,250.00	-17,170.00	45.06%
55101-072 Consumer Email Marketing-Curious Plot	21,401.25	39,260.00	-17,858.75	54.51%		0.00	0.00		21,401.25	39,260.00	-17,858.75	54.51%
55103-072 Social Media & Content Marketing-Curious Plot			0.00		22,626.24	22,000.00	626.24	102.85%	22,626.24	22,000.00	626.24	102.85%
Total 51000-000 Consumer Marketing	\$ 110,390.75	\$ 161,510.00	-\$ 51,119.25	68.35%	\$ 33,272.51	\$ 49,500.00	-\$ 16,227.49	67.22%	\$ 143,663.26	\$ 211,010.00	-\$ 67,346.74	68.08%
52000-000 Trade - Retail			0.00			0.00	0.00		0.00	0.00	0.00	
52000-001 Trade Relations			0.00				0.00		0.00	0.00	0.00	
52002-066 Trade Advertising-Production-Fusion	3,228.96	13,700.00	-10,471.04	23.57%		0.00	0.00		3,228.96	13,700.00	-10,471.04	23.57%
52022-000 Dues	2,379.10	0.00	2,379.10			0.00	0.00		2,379.10	0.00	2,379.10	
52042-000 Conventions		0.00	0.00		11.39	0.00	11.39		11.39	0.00	11.39	
52052-081 Program Admin/Strategy/Planning-PJ/PR	2,857.20	2,858.00	-0.80	99.97%		0.00	0.00		2,857.20	2,858.00	-0.80	99.97%
52055-081 Key Account Marketing Communications-Fees-PJ/PR			0.00		50,976.40	50,976.00	0.40	100.00%	50,976.40	50,976.00	0.40	100.00%
52058-000 Retailer/Immersive Experiences-Expenses		4,286.00	-4,286.00	0.00%		0.00	0.00		0.00	4,286.00	-4,286.00	0.00%
52058-081 Retailer/Immersive Experiences-Expenses-PJ/PR	4,285.72	4,286.00	-0.28	99.99%		0.00	0.00		4,285.72	4,286.00	-0.28	99.99%
52071-075 Key Account Coverage-TX/MW/SE-Anderson	19,166.00	19,166.00	0.00	100.00%		0.00	0.00		19,166.00	19,166.00	0.00	100.00%
52075-013 Key Account Coverage-SW/NW-Becker	28,000.00	28,000.00	0.00	100.00%		0.00	0.00		28,000.00	28,000.00	0.00	100.00%
Total 52000-001 Trade Relations	\$ 59,916.98	\$ 72,296.00	-\$ 12,379.02	82.88%	\$ 50,987.79	\$ 50,976.00	\$ 11.79	100.02%	\$ 110,904.77	\$ 123,272.00	-\$ 12,367.23	89.97%
52010-000 Retail & Consumer Promotions			0.00				0.00		0.00	0.00	0.00	
52125-000 Retail Brand Awareness Programs	-45,000.00	0.00	-45,000.00			0.00	0.00		-45,000.00	0.00	-45,000.00	
52128-066 Retail Trade Promotions-Fusion	8,982.78	8,700.00	282.78	103.25%			0.00		8,982.78	8,700.00	282.78	103.25%
52303-000 Storage/Fulfillment	2,290.00	2,400.00	-110.00	95.42%		0.00	0.00		2,290.00	2,400.00	-110.00	95.42%
Total 52010-000 Retail & Consumer Promotions	-\$ 33,727.22	\$ 11,100.00	-\$ 44,827.22	-303.85%	\$ 0.00	\$ 0.00	\$ 0.00		-\$ 33,727.22	\$ 11,100.00	-\$ 44,827.22	-303.85%
52200-000 Data, Research & Analysis			0.00				0.00		0.00	0.00	0.00	
52202-000 Retail POS Scan Data-Circana			0.00			15,500.00	-15,500.00	0.00%	0.00	15,500.00	-15,500.00	0.00%
52204-066 Data Analysis & Retail Research-FUSION			0.00		22,714.81	3,800.00	18,914.81	597.76%	22,714.81	3,800.00	18,914.81	597.76%
52206-086 Inventory Reporting-AVMA			0.00		450.00	450.00	0.00	100.00%	450.00	450.00	0.00	100.00%
52211-066 California Avocado Market Analysis-Fusion	10,938.97	11,600.00	-661.03	94.30%		0.00	0.00		10,938.97	11,600.00	-661.03	94.30%
52213-066 Retail Support, Consultation, Planning, Program & Data Admin-Fusion	5,588.84	3,900.00	1,688.84	143.30%		0.00	0.00		5,588.84	3,900.00	1,688.84	143.30%
Total 52200-000 Data, Research & Analysis	\$ 16,527.81	\$ 15,500.00	\$ 1,027.81	106.63%	\$ 23,164.81	\$ 19,750.00	\$ 3,414.81	117.29%	\$ 39,692.62	\$ 35,250.00	\$ 4,442.62	112.60%

**California Avocado Commission
Budget vs. Actuals - CAC FY25 Budget Amend #1
November - December, 2024**

	Restricted				Unrestricted				TOTAL			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
52400-000 Administration & Other			0.00				0.00		0.00	0.00	0.00	
52140-098 Grower Communications-GingerRoot			0.00		1,180.00	1,140.00	40.00	103.51%	1,180.00	1,140.00	40.00	103.51%
52401-004 Travel Expenses - Splane	337.20	500.00	-162.80	67.44%			0.00		337.20	500.00	-162.80	67.44%
52401-019 Travel Expenses - Marketing Staff	241.96	1,600.00	-1,358.04	15.12%			0.00		241.96	1,600.00	-1,358.04	15.12%
52411-000 Office Expenses - Marketing	2,599.18	1,000.00	1,599.18	259.92%	196.62	0.00	196.62		2,795.80	1,000.00	1,795.80	279.58%
Total 52400-000 Administration & Other	\$ 3,178.34	\$ 3,100.00	\$ 78.34	102.53%	\$ 1,376.62	\$ 1,140.00	\$ 236.62	120.76%	\$ 4,554.96	\$ 4,240.00	\$ 314.96	107.43%
Total 52000-000 Trade - Retail	\$ 45,895.91	\$ 101,996.00	-\$ 56,100.09	45.00%	\$ 75,529.22	\$ 71,866.00	\$ 3,663.22	105.10%	\$ 121,425.13	\$ 173,862.00	-\$ 52,436.87	69.84%
53000-000 Trade - Foodservice			0.00				0.00		0.00	0.00	0.00	
53001-070 Media-KC	750.00	1,500.00	-750.00	50.00%			0.00		750.00	1,500.00	-750.00	50.00%
53002-070 Production-KC	13,032.04	17,100.00	-4,067.96	76.21%			0.00		13,032.04	17,100.00	-4,067.96	76.21%
53101-070 Public Relations-KC	12,194.54	25,800.00	-13,605.46	47.27%		0.00	0.00		12,194.54	25,800.00	-13,605.46	47.27%
53103-070 Foodservice Events-KC	858.01	23,000.00	-22,141.99	3.73%		0.00	0.00		858.01	23,000.00	-22,141.99	3.73%
53104-070 Chain Promotions-KC	750.00	0.00	750.00		2,850.00	7,000.00	-4,150.00	40.71%	3,600.00	7,000.00	-3,400.00	51.43%
53105-070 Culinary Education Program-KC	200.00	300.00	-100.00	66.67%		0.00	0.00		200.00	300.00	-100.00	66.67%
53801-070 Program Administration Fees-KC	9,500.00	6,400.00	3,100.00	148.44%		0.00	0.00		9,500.00	6,400.00	3,100.00	148.44%
53802-070 Program Administration Expenses-KC	736.55	500.00	236.55	147.31%		0.00	0.00		736.55	500.00	236.55	147.31%
Total 53000-000 Trade - Foodservice	\$ 38,021.14	\$ 74,600.00	-\$ 36,578.86	50.97%	\$ 2,850.00	\$ 7,000.00	-\$ 4,150.00	40.71%	\$ 40,871.14	\$ 81,600.00	-\$ 40,728.86	50.09%
59000-000 Marketing Activities Support			0.00				0.00		0.00	0.00	0.00	
51003-000 Buy California Marketing Agreement		4,168.00	-4,168.00	0.00%		0.00	0.00		0.00	4,168.00	-4,168.00	0.00%
51803-067 Marketing Planning/Special Projects-RoMo		0.00	0.00		11,000.00	11,000.00	0.00	100.00%	11,000.00	11,000.00	0.00	100.00%
51805-000 Marketing Personnel Expense	116,849.22	132,000.00	-15,150.78	88.52%			0.00		116,849.22	132,000.00	-15,150.78	88.52%
Total 59000-000 Marketing Activities Support	\$ 116,849.22	\$ 136,168.00	-\$ 19,318.78	85.81%	\$ 11,000.00	\$ 11,000.00	\$ 0.00	100.00%	\$ 127,849.22	\$ 147,168.00	-\$ 19,318.78	86.87%
Total 50000-000 Marketing	\$ 311,157.02	\$ 474,274.00	-\$ 163,116.98	65.61%	\$ 122,651.73	\$ 139,366.00	-\$ 16,714.27	88.01%	\$ 433,808.75	\$ 613,640.00	-\$ 179,831.25	70.69%
64000-000 Industry Affairs			0.00				0.00		0.00	0.00	0.00	
64000-001 Industry Statistics and Information		0.00	0.00				0.00		0.00	0.00	0.00	
64001-000 AMRIC Operation		0.00	0.00		685.86	600.00	85.86	114.31%	685.86	600.00	85.86	114.31%
64001-130 AMRIC Operation-Hooman Mohammadpour		0.00	0.00		1,800.00	2,000.00	-200.00	90.00%	1,800.00	2,000.00	-200.00	90.00%
64002-104 Crop Forecasting And Analysis-Land IQ		0.00	0.00		38,287.50	38,288.00	-0.50	100.00%	38,287.50	38,288.00	-0.50	100.00%
64004-104 Grove ID GIS Project Dmnt-Land IQ		0.00	0.00		1,546.25	0.00	1,546.25		1,546.25	0.00	1,546.25	
Total 64000-001 Industry Statistics and Information	\$ 0.00	\$ 0.00	\$ 0.00		\$ 42,319.61	\$ 40,888.00	\$ 1,431.61	103.50%	\$ 42,319.61	\$ 40,888.00	\$ 1,431.61	103.50%
64100-000 Grower Communications		0.00	0.00				0.00		0.00	0.00	0.00	
64105-000 Online Information		0.00	0.00		160.64	200.00	-39.36	80.32%	160.64	200.00	-39.36	80.32%
64105-098 Online Information-GingerRoot		0.00	0.00		1,900.00	3,300.00	-1,400.00	57.58%	1,900.00	3,300.00	-1,400.00	57.58%
64106-000 Publications		0.00	0.00		115.90	200.00	-84.10	57.95%	115.90	200.00	-84.10	57.95%
64106-085 Publications-Fox Wthr		0.00	0.00		220.00	220.00	0.00	100.00%	220.00	220.00	0.00	100.00%
64106-098 Publications-GingerRoot		0.00	0.00		1,120.00	2,500.00	-1,380.00	44.80%	1,120.00	2,500.00	-1,380.00	44.80%
64106-118 Publications-Champ		0.00	0.00		18.26	0.00	18.26		18.26	0.00	18.26	
64108-098 Annual Report-GingerRoot		0.00	0.00		120.00	0.00	120.00		120.00	0.00	120.00	
Total 64100-000 Grower Communications	\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,654.80	\$ 6,420.00	-\$ 2,765.20	56.93%	\$ 3,654.80	\$ 6,420.00	-\$ 2,765.20	56.93%
64200-000 Issues Management			0.00				0.00		0.00	0.00	0.00	
64204-000 Research Program Coordination & Outreach		0.00	0.00		17,901.82	18,000.00	-98.18	99.45%	17,901.82	18,000.00	-98.18	99.45%
64206-000 Legislative & Regulatory Advocacy		0.00	0.00		46,812.50	47,000.00	-187.50	99.60%	46,812.50	47,000.00	-187.50	99.60%
Total 64200-000 Issues Management	\$ 0.00	\$ 0.00	\$ 0.00		\$ 64,714.32	\$ 65,000.00	-\$ 285.68	99.56%	\$ 64,714.32	\$ 65,000.00	-\$ 285.68	99.56%
64300-000 Legal & Governance			0.00				0.00		0.00	0.00	0.00	
64302-000 Legal Support		0.00	0.00		27,299.00	25,000.00	2,299.00	109.20%	27,299.00	25,000.00	2,299.00	109.20%
Total 64300-000 Legal & Governance	\$ 0.00	\$ 0.00	\$ 0.00		\$ 27,299.00	\$ 25,000.00	\$ 2,299.00	109.20%	\$ 27,299.00	\$ 25,000.00	\$ 2,299.00	109.20%

**California Avocado Commission
Budget vs. Actuals - CAC FY25 Budget Amend #1
November - December, 2024**

	Restricted				Unrestricted				TOTAL			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
64400-000 Demonstration Grove			0.00				0.00		0.00	0.00	0.00	
64401-000 Pine Tree - Rent		0.00	0.00		0.00	4,150.00	-4,150.00	0.00%	0.00	4,150.00	-4,150.00	0.00%
64402-000 Pine Tree - Grove Management		0.00	0.00		5,169.57	3,000.00	2,169.57	172.32%	5,169.57	3,000.00	2,169.57	172.32%
64403-000 Pine Tree - Utilities		0.00	0.00		-1,747.41	900.00	-2,647.41	-194.16%	-1,747.41	900.00	-2,647.41	-194.16%
64404-000 Pine Tree - Property Tax & Insurance		0.00	0.00		96.63	426.00	-329.37	22.68%	96.63	426.00	-329.37	22.68%
Total 64400-000 Demonstration Grove	\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,518.79	\$ 8,476.00	-\$ 4,957.21	41.51%	\$ 3,518.79	\$ 8,476.00	-\$ 4,957.21	41.51%
64500-000 Education & Outreach			0.00				0.00		0.00	0.00	0.00	
64502-000 Pine Tree Ranch Field Days		0.00	0.00		100.08	100.00	0.08	100.08%	100.08	100.00	0.08	100.08%
Total 64500-000 Education & Outreach	\$ 0.00	\$ 0.00	\$ 0.00		\$ 100.08	\$ 100.00	\$ 0.08	100.08%	\$ 100.08	\$ 100.00	\$ 0.08	100.08%
64800-000 Other Industry Affairs			0.00				0.00		0.00	0.00	0.00	
64801-000 Coalition Dues, Sponsorships , Registrations & Rep		0.00	0.00		10,000.00	12,500.00	-2,500.00	80.00%	10,000.00	12,500.00	-2,500.00	80.00%
64801-086 Industry Reports-AVMA		0.00	0.00		80.00	80.00	0.00	100.00%	80.00	80.00	0.00	100.00%
64803-000 Travel Expenses - Industry Affairs		0.00	0.00		1,937.22	7,500.00	-5,562.78	25.83%	1,937.22	7,500.00	-5,562.78	25.83%
64804-000 Office Expenses - Industry Affairs		0.00	0.00		109.94	420.00	-310.06	26.18%	109.94	420.00	-310.06	26.18%
64901-000 Misc IA Exps (Theft Reward)		0.00	0.00		5.53	100.00	-94.47	5.53%	5.53	100.00	-94.47	5.53%
Total 64800-000 Other Industry Affairs	\$ 0.00	\$ 0.00	\$ 0.00		\$ 12,132.69	\$ 20,600.00	-\$ 8,467.31	58.90%	\$ 12,132.69	\$ 20,600.00	-\$ 8,467.31	58.90%
Total 64000-000 Industry Affairs	\$ 0.00	\$ 0.00	\$ 0.00		\$ 153,739.29	\$ 166,484.00	-\$ 12,744.71	92.34%	\$ 153,739.29	\$ 166,484.00	-\$ 12,744.71	92.34%
66010-000 Grant Programs			0.00				0.00		0.00	0.00	0.00	
66015-000 Export Marketing			0.00				0.00		0.00	0.00	0.00	
66021-000 USDA Grant - FAS MAP China		0.00	0.00		39,787.99	0.00	39,787.99		39,787.99	0.00	39,787.99	
Total 66015-000 Export Marketing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 39,787.99	\$ 0.00	\$ 39,787.99		\$ 39,787.99	\$ 0.00	\$ 39,787.99	
Total 66010-000 Grant Programs	\$ 0.00	\$ 0.00	\$ 0.00		\$ 39,787.99	\$ 0.00	\$ 39,787.99		\$ 39,787.99	\$ 0.00	\$ 39,787.99	
70000-000 Operations			0.00				0.00		0.00	0.00	0.00	
71100-000 Office Expense			0.00				0.00		0.00	0.00	0.00	
71101-000 Office Rent - CAC Mauchly, Irvine		0.00	0.00		0.00	1,207.00	-1,207.00	0.00%	0.00	1,207.00	-1,207.00	0.00%
71102-000 Rent-CAM, Ins, Prop Tax		0.00	0.00		5,218.74	4,400.00	818.74	118.61%	5,218.74	4,400.00	818.74	118.61%
71104-000 Rent-Offsite Storage		0.00	0.00		1,660.00	1,660.00	0.00	100.00%	1,660.00	1,660.00	0.00	100.00%
71111-000 Insurance-Liability		0.00	0.00		6,545.20	16,830.00	-10,284.80	38.89%	6,545.20	16,830.00	-10,284.80	38.89%
71121-000 Office Expenses - Operations		0.00	0.00		659.76	500.00	159.76	131.95%	659.76	500.00	159.76	131.95%
71122-000 Office Supplies		0.00	0.00		68.57	500.00	-431.43	13.71%	68.57	500.00	-431.43	13.71%
71123-000 Janitorial		0.00	0.00		1,101.87	1,125.00	-23.13	97.94%	1,101.87	1,125.00	-23.13	97.94%
71131-000 Office Utilities		0.00	0.00		1,652.13	1,910.00	-257.87	86.50%	1,652.13	1,910.00	-257.87	86.50%
71141-000 Bank & Payroll Fees		0.00	0.00		989.96	1,322.00	-332.04	74.88%	989.96	1,322.00	-332.04	74.88%
71151-000 Equipment Maintenance & Expense		0.00	0.00		1,461.11	960.00	501.11	152.20%	1,461.11	960.00	501.11	152.20%
71161-000 Telephone		0.00	0.00		1,368.90	1,400.00	-31.10	97.78%	1,368.90	1,400.00	-31.10	97.78%
71162-000 Employee Communication Expense		0.00	0.00		2,400.00	2,400.00	0.00	100.00%	2,400.00	2,400.00	0.00	100.00%
71181-000 Postage & Courier Service		0.00	0.00			550.00	-550.00	0.00%	0.00	550.00	-550.00	0.00%
Total 71100-000 Office Expense	\$ 0.00	\$ 0.00	\$ 0.00		\$ 23,126.24	\$ 34,764.00	-\$ 11,637.76	66.52%	\$ 23,126.24	\$ 34,764.00	-\$ 11,637.76	66.52%
71200-000 Professional Fees			0.00				0.00		0.00	0.00	0.00	
71203-000 CPA-Assessment Audits		0.00	0.00		0.00	27,500.00	-27,500.00	0.00%	0.00	27,500.00	-27,500.00	0.00%
71211-000 Calif. Department of Food & Ag.-CDFA		0.00	0.00		12,476.21	15,000.00	-2,523.79	83.17%	12,476.21	15,000.00	-2,523.79	83.17%
71221-000 Dept. of Ag-USDA/AMS		0.00	0.00		9,448.33	10,500.00	-1,051.67	89.98%	9,448.33	10,500.00	-1,051.67	89.98%
71236-000 Outsourced Accounting		0.00	0.00		21,649.98	17,500.00	4,149.98	123.71%	21,649.98	17,500.00	4,149.98	123.71%
78301-000 Pension Adm & Legal		0.00	0.00		1,853.92	2,010.00	-156.08	92.23%	1,853.92	2,010.00	-156.08	92.23%
Total 71200-000 Professional Fees	\$ 0.00	\$ 0.00	\$ 0.00		\$ 45,428.44	\$ 72,510.00	-\$ 27,081.56	62.65%	\$ 45,428.44	\$ 72,510.00	-\$ 27,081.56	62.65%
71300-000 Personnel Expenses			0.00				0.00		0.00	0.00	0.00	
71301-000 Salaries/Wages		0.00	0.00				0.00		0.00	0.00	0.00	

California Avocado Commission
Budget vs. Actuals - CAC FY25 Budget Amend #1
November - December, 2024

	Restricted				Unrestricted				TOTAL			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
71302-000 Salaries/Wages - IA & Ops		0.00	0.00		90,635.49	100,700.00	-10,064.51	90.01%	90,635.49	100,700.00	-10,064.51	90.01%
71303-000 Salaries/Wages - Marketing		0.00	0.00		15,974.10	17,748.00	-1,773.90	90.01%	15,974.10	17,748.00	-1,773.90	90.01%
Total 71301-000 Salaries/Wages	\$ 0.00	\$ 0.00	\$ 0.00		\$ 106,609.59	\$ 118,448.00	-\$ 11,838.41	90.01%	\$ 106,609.59	\$ 118,448.00	-\$ 11,838.41	90.01%
71311-000 Pension Expense		0.00	0.00				0.00		0.00	0.00	0.00	
71312-000 Pension Expense - IA & Ops		0.00	0.00		10,048.68	10,070.00	-21.32	99.79%	10,048.68	10,070.00	-21.32	99.79%
71313-000 Pension Expense - Marketing		0.00	0.00		1,774.90	1,774.00	0.90	100.05%	1,774.90	1,774.00	0.90	100.05%
Total 71311-000 Pension Expense	\$ 0.00	\$ 0.00	\$ 0.00		\$ 11,823.58	\$ 11,844.00	-\$ 20.42	99.83%	\$ 11,823.58	\$ 11,844.00	-\$ 20.42	99.83%
71321-000 Payroll Tax & Work Comp		0.00	0.00				0.00		0.00	0.00	0.00	
71322-000 Payroll Tax & Work Comp - IA & Ops		0.00	0.00		4,458.33	7,874.00	-3,415.67	56.62%	4,458.33	7,874.00	-3,415.67	56.62%
71323-000 Payroll Tax & Work Comp - Marketing		0.00	0.00		867.27	1,338.00	-470.73	64.82%	867.27	1,338.00	-470.73	64.82%
Total 71321-000 Payroll Tax & Work Comp	\$ 0.00	\$ 0.00	\$ 0.00		\$ 5,325.60	\$ 9,212.00	-\$ 3,886.40	57.81%	\$ 5,325.60	\$ 9,212.00	-\$ 3,886.40	57.81%
71331-000 Benefits		0.00	0.00		0.00		0.00		0.00	0.00	0.00	
71332-000 Benefits - IA & Ops		0.00	0.00		13,719.06	15,758.00	-2,038.94	87.06%	13,719.06	15,758.00	-2,038.94	87.06%
71333-000 Benefits - Marketing		0.00	0.00		2,241.98	2,490.00	-248.02	90.04%	2,241.98	2,490.00	-248.02	90.04%
Total 71331-000 Benefits	\$ 0.00	\$ 0.00	\$ 0.00		\$ 15,961.04	\$ 18,248.00	-\$ 2,286.96	87.47%	\$ 15,961.04	\$ 18,248.00	-\$ 2,286.96	87.47%
Total 71300-000 Personnel Expenses	\$ 0.00	\$ 0.00	\$ 0.00		\$ 139,719.81	\$ 157,752.00	-\$ 18,032.19	88.57%	\$ 139,719.81	\$ 157,752.00	-\$ 18,032.19	88.57%
71400-000 Commissioner Expenses			0.00				0.00		0.00	0.00	0.00	
71403-000 Travel Expenses - Board Members		0.00	0.00		30.55	10,000.00	-9,969.45	0.31%	30.55	10,000.00	-9,969.45	0.31%
71404-000 Board Meeting Expenses		0.00	0.00		881.39	2,000.00	-1,118.61	44.07%	881.39	2,000.00	-1,118.61	44.07%
Total 71400-000 Commissioner Expenses	\$ 0.00	\$ 0.00	\$ 0.00		\$ 911.94	\$ 12,000.00	-\$ 11,088.06	7.60%	\$ 911.94	\$ 12,000.00	-\$ 11,088.06	7.60%
73000-000 Information Technology			0.00				0.00		0.00	0.00	0.00	
73001-000 Network Maintenance		0.00	0.00		2,880.79	4,000.00	-1,119.21	72.02%	2,880.79	4,000.00	-1,119.21	72.02%
73002-000 Network Hardware, Software & Licenses		0.00	0.00		583.97	680.00	-96.03	85.88%	583.97	680.00	-96.03	85.88%
73003-000 IT Support & Consulting		0.00	0.00		3,015.50	15,519.00	-12,503.50	19.43%	3,015.50	15,519.00	-12,503.50	19.43%
73004-000 Accounting & Assessment System		0.00	0.00		1,577.62	600.00	977.62	262.94%	1,577.62	600.00	977.62	262.94%
73005-000 IT Services		0.00	0.00		1,640.00	1,640.00	0.00	100.00%	1,640.00	1,640.00	0.00	100.00%
Total 73000-000 Information Technology	\$ 0.00	\$ 0.00	\$ 0.00		\$ 9,697.88	\$ 22,439.00	-\$ 12,741.12	43.22%	\$ 9,697.88	\$ 22,439.00	-\$ 12,741.12	43.22%
78000-000 Depreciation, Interest & Other Operations			0.00				0.00		0.00	0.00	0.00	
79001-000 Amortization Expense		0.00	0.00		26,551.07	26,560.00	-8.93	99.97%	26,551.07	26,560.00	-8.93	99.97%
79100-000 Interest Expense		0.00	0.00		1,103.70	1,102.00	1.70	100.15%	1,103.70	1,102.00	1.70	100.15%
Total 78000-000 Depreciation, Interest & Other Operations	\$ 0.00	\$ 0.00	\$ 0.00		\$ 27,654.77	\$ 27,662.00	-\$ 7.23	99.97%	\$ 27,654.77	\$ 27,662.00	-\$ 7.23	99.97%
Total 70000-000 Operations	\$ 0.00	\$ 0.00	\$ 0.00		\$ 246,539.08	\$ 327,127.00	-\$ 80,587.92	75.36%	\$ 246,539.08	\$ 327,127.00	-\$ 80,587.92	75.36%
Total Expenditures	\$ 311,157.02	\$ 474,274.00	-\$ 163,116.98	65.61%	\$ 562,718.09	\$ 632,977.00	-\$ 70,258.91	88.90%	\$ 873,875.11	\$ 1,107,251.00	-\$ 233,375.89	78.92%
Net Operating Revenue	-\$ 311,157.02	-\$ 473,474.00	\$ 162,316.98	65.72%	-\$ 558,606.41	-\$ 621,381.00	\$ 62,774.59	89.90%	-\$ 869,763.43	-\$ 1,094,855.00	\$ 225,091.57	79.44%
Net Revenue	-\$ 311,157.02	-\$ 473,474.00	\$ 162,316.98	65.72%	-\$ 558,606.41	-\$ 621,381.00	\$ 62,774.59	89.90%	-\$ 869,763.43	-\$ 1,094,855.00	\$ 225,091.57	79.44%

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CALIFORNIA AVOCADO COMMISSION POUNDS & DOLLARS BY VARIETY

November 2024 Through December 2024

Month	Hass Pounds	Lamb Pounds	Gem Pounds	Others Pounds	Total Pounds	Hass Dollars	Lamb Dollars	Gem Dollars	Others Dollars	Total Dollars	Avg \$/Lb
Nov 2024	48,362	228	0	16,819	65,409	\$39,957	\$1,021	\$	\$16,097	\$57,075	\$0.873
Dec 2024	2,097		0	28,523	30,620	\$6,629	0	\$	\$23,158	\$29,787	\$0.973
1st QTR	50,459	228	0	45,342	96,029	\$46,586	\$1,021	0	\$39,255	\$86,862	\$0.905
1st Half	50,459	228	0	45,342	96,029	\$46,586	\$1,021	0	\$39,255	\$86,862	\$0.905
Total	50,459	228	0	45,342	96,029	\$46,586	\$1,021	0	\$39,255	\$86,862	\$0.905
Year-to-Date % of Crop	52.55%	.24%	.00%	47.22%	100.00%	53.63%	1.18%	.00%	45.19%	100.00%	
Year-to-Date Average \$/lb						\$0.923	\$4.478	\$0.000	\$0.866	\$0.905	



COMMITTEE INFORMATION

ITEM 6.c: CASH DISBURSEMENT AUDIT

SUMMARY:

Attached are the monthly payment history reports for the months of September through December 2024.

FISCAL ANALYSIS:

- Not applicable

BOARD OPTIONS:

- Discussion item only

STAFF RECOMMENDATION:

- Not applicable

EXHIBITS / ATTACHMENTS:

- Payment History Reports for September through December 2024

Check Detail by Vendor Report

California Avocado Commission

September 1-December 31, 2024

Name	Date	Num	Check amount
Ag. Food. Consulting AFC	09/06/2024	C-00008052	-4,000.00
Ag. Food. Consulting AFC	10/21/2024	C-00008168	-4,000.00
Ag. Food. Consulting AFC	11/15/2024	C-00008256	-4,000.00
Ag. Food. Consulting AFC	12/18/2024	C-00008337	-4,000.00
Ag. Food. Consulting AFC Total			-16,000.00
Albertsons Companies, Inc.	09/03/2024	C-00008049	-39,006.00
Albertsons Companies, Inc.	09/03/2024	C-00008050	-6,000.00
Albertsons Companies, Inc.	09/10/2024	C-00008066	-25,000.00
Albertsons Companies, Inc.	09/10/2024	C-00008067	-25,000.00
Albertsons Companies, Inc.	10/31/2024	C-00008228	-5,000.00
Albertsons Companies, Inc.	11/08/2024	C-00008232	-19,959.23
Albertsons Companies, Inc. Total			-119,965.23
Amazon Business	09/23/2024	C-00008082	-349.03
Amazon Business	10/21/2024	C-00008169	-404.83
Amazon Business	11/18/2024	C-00008259	-20.30
Amazon Business	12/18/2024	C-00008338	-303.47
Amazon Business Total			-1,077.63
American Express	09/06/2024	C-00008053	-16,553.27
American Express	10/11/2024	C-00008148	-3,610.24
American Express	11/08/2024	C-00008231	-5,962.01
American Express	12/06/2024	C-00008309	-3,044.74
American Express Total			-29,170.26
Anderson Food Sales/Marketing	09/27/2024	C-00008103	-272.30
Anderson Food Sales/Marketing	10/07/2024	C-00008128	-16,600.00
Anderson Food Sales/Marketing	11/21/2024	C-00008275	-7,026.13
Anderson Food Sales/Marketing	12/18/2024	C-00008339	-9,583.00
Anderson Food Sales/Marketing Total			-33,481.43
Anthem Blue Cross	12/31/2024	C-00008375	-13,552.58
Anthem Blue Cross Total			-13,552.58
April Aymami	09/27/2024	C-00008104	-909.73
April Aymami	10/24/2024	C-00008196	-1,071.12
April Aymami	11/08/2024	C-00008252	-889.26
April Aymami	12/30/2024	C-00008362	-328.13
April Aymami Total			-3,198.24
Avocado Marketing Services Inc	09/27/2024	C-00008105	-265.00
Avocado Marketing Services Inc	10/30/2024	C-00008207	-265.00
Avocado Marketing Services Inc	12/18/2024	C-00008340	-265.00
Avocado Marketing Services Inc Total			-795.00
Ballard Partners, Inc.	12/06/2024	C-00008310	-12,500.00
Ballard Partners, Inc. Total			-12,500.00
Beneficial Maintenance Services	09/23/2024	C-00008083	-617.71
Beneficial Maintenance Services	10/21/2024	C-00008170	-687.20
Beneficial Maintenance Services	11/21/2024	C-00008276	-474.00
Beneficial Maintenance Services	12/18/2024	C-00008341	-474.00
Beneficial Maintenance Services	12/30/2024	C-00008363	-153.87
Beneficial Maintenance Services Total			-2,406.78

Check Detail by Vendor Report

California Avocado Commission

September 1-December 31, 2024

Name	Date	Num	Check amount
Cal Poly Corporation dba Cal Poly Partners	10/11/2024	C-00008149	-5,323.25
Cal Poly Corporation dba Cal Poly Partners	11/18/2024	C-00008260	-3,488.50
Cal Poly Corporation dba Cal Poly Partners Total			-8,811.75
Cal Poly Pomona Foundation	10/07/2024	C-00008129	-2,075.00
Cal Poly Pomona Foundation	10/11/2024	C-00008150	-6,972.73
Cal Poly Pomona Foundation	11/08/2024	C-00008233	-2,075.00
Cal Poly Pomona Foundation	12/06/2024	C-00008311	-2,075.00
Cal Poly Pomona Foundation	12/30/2024	C-00008364	-184.47
Cal Poly Pomona Foundation Total			-13,382.20
Cal. Agric. Export Council	09/27/2024	C-00008106	-18,300.00
Cal. Agric. Export Council Total			-18,300.00
California State University Northridge	12/06/2024	C-00008312	-170.00
California State University Northridge Total			-170.00
CBE Office Solutions	09/06/2024	C-00008054	-23.63
CBE Office Solutions	09/27/2024	C-00008107	-5.49
CBE Office Solutions	10/11/2024	C-00008151	-26.33
CBE Office Solutions	10/24/2024	C-00008197	-38.37
CBE Office Solutions	11/08/2024	C-00008234	-39.03
CBE Office Solutions	11/21/2024	C-00008277	-2.05
CBE Office Solutions	12/16/2024	C-00008330	-33.56
CBE Office Solutions	12/30/2024	C-00008365	-14.96
CBE Office Solutions Total			-183.42
CDFA Cashier	09/03/2024	C-00008047	-6,618.10
CDFA Cashier	10/31/2024	C-00008226	-5,255.54
CDFA Cashier Total			-11,873.64
Cell Business Equipment CBE1	09/06/2024	C-00008055	-518.98
Cell Business Equipment CBE1	09/27/2024	C-00008108	-102.19
Cell Business Equipment CBE1	10/07/2024	C-00008130	-518.51
Cell Business Equipment CBE1	11/08/2024	C-00008235	-560.87
Cell Business Equipment CBE1	12/06/2024	C-00008313	-1,009.50
Cell Business Equipment CBE1 Total			-2,710.05
Cell Business Equipment CBE2	09/06/2024	C-00008056	-523.50
Cell Business Equipment CBE2	10/11/2024	C-00008152	-434.23
Cell Business Equipment CBE2	11/08/2024	C-00008236	-434.23
Cell Business Equipment CBE2	12/06/2024	C-00008314	-434.23
Cell Business Equipment CBE2 Total			-1,826.19
Champ Publishing	09/13/2024	C-00008069	-9,660.00
Champ Publishing	12/06/2024	C-00008315	-9,710.00
Champ Publishing Total			-19,370.00
CITRIN COOPERMAN ADVISORS	12/06/2024	C-00008316	-13,128.73
CITRIN COOPERMAN ADVISORS Total			-13,128.73
City of Irvine	10/25/2024	C-00008205	-4.00
City of Irvine Total			-4.00
CL Marketing LLC	09/23/2024	C-00008084	-13,140.40
CL Marketing LLC	10/11/2024	C-00008153	-12,500.00
CL Marketing LLC	11/21/2024	C-00008278	-12,226.13
CL Marketing LLC	12/18/2024	C-00008342	-14,000.00
CL Marketing LLC Total			-51,866.53
Costco Wholesale	11/18/2024	C-00008261	-67,494.00
Costco Wholesale Total			-67,494.00

Check Detail by Vendor Report

California Avocado Commission

September 1-December 31, 2024

Name	Date	Num	Check amount
Curious Plot	09/23/2024	C-00008085	-537,553.15
Curious Plot	10/21/2024	C-00008171	-257,230.18
Curious Plot	11/21/2024	C-00008279	-198,863.94
Curious Plot	12/18/2024	C-00008343	-80,604.35
Curious Plot Total			-1,074,251.62
Daryn Miller	10/30/2024	C-00008208	-575.24
Daryn Miller Total			-575.24
David Cruz	10/11/2024	C-00008154	-3,668.90
David Cruz	10/30/2024	C-00008209	-2,321.46
David Cruz	11/08/2024	C-00008237	-4,569.52
David Cruz Total			-10,559.88
Del Rey Avocado	12/18/2024	C-00008344	-85.00
Del Rey Avocado Total			-85.00
Denny's, Inc.	11/08/2024	C-00008238	-25,300.00
Denny's, Inc. Total			-25,300.00
DJ's California Catering, Inc	12/31/2024	C-00008376	-4,517.53
DJ's California Catering, Inc Total			-4,517.53
DocuSign, Inc.	11/21/2024	C-00008280	-2,574.00
DocuSign, Inc. Total			-2,574.00
Douglas-McCarty Insurance	09/06/2024	C-00008057	-14,492.23
Douglas-McCarty Insurance	10/07/2024	C-00008131	-14,492.23
Douglas-McCarty Insurance	11/08/2024	C-00008239	-14,492.23
Douglas-McCarty Insurance	12/18/2024	C-00008345	-14,492.23
Douglas-McCarty Insurance Total			-57,968.92
Dropbox, Inc.	10/30/2024	C-00008210	-1,910.76
Dropbox, Inc. Total			-1,910.76
Edelman Financial Engines, LLC	11/18/2024	C-00008262	-5,247.10
Edelman Financial Engines, LLC Total			-5,247.10
Enterprise Rent-A-Car	10/21/2024	C-00008172	-661.73
Enterprise Rent-A-Car Total			-661.73
EVERGREEN NURSERY	09/13/2024	C-00008070	-500.00
EVERGREEN NURSERY Total			-500.00
Exhibit Options	09/27/2024	C-00008109	-32,455.80
Exhibit Options Total			-32,455.80
FedEx	09/09/2024	C-00008065	-149.58
FedEx	09/24/2024	C-00008099	-814.36
FedEx	10/02/2024	C-00008127	-206.81
FedEx	10/07/2024	C-00008142	-118.14
FedEx	10/14/2024	C-00008162	-146.66
FedEx	10/21/2024	C-00008190	-121.61
FedEx	10/24/2024	C-00008204	-55.88
FedEx	11/01/2024	C-00008229	-364.00
FedEx	11/12/2024	C-00008253	-83.20
FedEx	11/21/2024	C-00008299	-157.84
FedEx	12/06/2024	C-00008325	-29.34
FedEx	12/16/2024	C-00008334	-16.92
FedEx	12/18/2024	C-00008356	-54.13
FedEx	12/30/2024	C-00008372	-96.00
FedEx Total			-2,414.47

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Foley & Lardner LLP	12/30/2024	C-00008366	-8,000.00
Foley & Lardner LLP Total			-8,000.00
Fox Weather, LLC	10/07/2024	C-00008132	-110.00
Fox Weather, LLC	10/30/2024	C-00008211	-110.00
Fox Weather, LLC	12/06/2024	C-00008317	-110.00
Fox Weather, LLC	12/30/2024	C-00008367	-110.00
Fox Weather, LLC Total			-440.00
GINGERROOT LLC	09/23/2024	C-00008086	-3,640.00
GINGERROOT LLC	10/21/2024	C-00008173	-2,960.00
GINGERROOT LLC	11/21/2024	C-00008281	-3,560.00
GINGERROOT LLC	12/18/2024	C-00008346	-2,340.00
GINGERROOT LLC Total			-12,500.00
Gourmet Demonstration Services, Inc.	10/07/2024	C-00008133	-6,650.79
Gourmet Demonstration Services, Inc. Total			-6,650.79
Hass Avocado Board.	10/07/2024	C-00008134	-2,220.00
Hass Avocado Board. Total			-2,220.00
H-E-B LP	10/30/2024	C-00008212	-45,000.00
H-E-B LP Total			-45,000.00
Herman Chan	09/13/2024	C-00008071	-25,500.00
Herman Chan	11/18/2024	C-00008263	-25,500.00
Herman Chan Total			-51,000.00
Hooman Mohammadpour	09/23/2024	C-00008087	-900.00
Hooman Mohammadpour	10/21/2024	C-00008174	-1,125.00
Hooman Mohammadpour	11/21/2024	C-00008282	-900.00
Hooman Mohammadpour	12/06/2024	C-00008318	-1,500.00
Hooman Mohammadpour Total			-4,425.00
Index Fresh	09/27/2024	C-00008110	-202.00
Index Fresh Total			-202.00
Inmar -You Tech, LLC	09/27/2024	C-00008111	-2,150.56
Inmar -You Tech, LLC	10/30/2024	C-00008213	-9,141.04
Inmar -You Tech, LLC	11/08/2024	C-00008240	-501.84
Inmar -You Tech, LLC Total			-11,793.44
INR Inc.	11/15/2024	C-00008257	-6,033.33
INR Inc. Total			-6,033.33
International Fresh Produce Association	11/21/2024	C-00008283	-14,395.00
International Fresh Produce Association Total			-14,395.00
Irvine Ranch Water District	09/25/2024	C-00008100	-64.90
Irvine Ranch Water District	10/24/2024	C-00008195	-55.47
Irvine Ranch Water District	11/26/2024	C-00008302	-58.48
Irvine Ranch Water District	12/27/2024	C-00008361	-61.13
Irvine Ranch Water District Total			-239.98
Jason Cole	10/07/2024	C-00008135	-1,308.51
Jason Cole	10/24/2024	C-00008198	-399.67
Jason Cole	11/08/2024	C-00008241	-1,811.63
Jason Cole Total			-3,519.81
Jimboy's North America, LLC	09/23/2024	C-00008098	-2,650.00
Jimboy's North America, LLC Total			-2,650.00
John Berns	11/18/2024	C-00008264	-1,854.78
John Berns Total			-1,854.78

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Johnson Controls Security Solutions, LLC	09/27/2024	C-00008112	-1,288.90
Johnson Controls Security Solutions, LLC	12/18/2024	C-00008347	-1,288.90
Johnson Controls Security Solutions, LLC Total			-2,577.80
Kahn, Soares & Conway	10/07/2024	C-00008136	-17,780.00
Kahn, Soares & Conway	10/21/2024	C-00008175	-12,340.00
Kahn, Soares & Conway	11/21/2024	C-00008284	-10,500.00
Kahn, Soares & Conway	12/18/2024	C-00008348	-9,925.00
Kahn, Soares & Conway Total			-50,545.00
Kathleen Norris Johnson	09/23/2024	C-00008088	-8,285.00
Kathleen Norris Johnson	10/21/2024	C-00008176	-8,285.00
Kathleen Norris Johnson	11/21/2024	C-00008285	-8,285.00
Kathleen Norris Johnson	12/18/2024	C-00008349	-14,529.90
Kathleen Norris Johnson Total			-39,384.90
Kenneth Melban	09/13/2024	C-00008072	-907.08
Kenneth Melban	10/11/2024	C-00008155	-850.27
Kenneth Melban	11/08/2024	C-00008242	-4,341.72
Kenneth Melban	11/21/2024	C-00008286	-1,235.27
Kenneth Melban Total			-7,334.34
KME System, LLC	11/08/2024	C-00008243	-3,153.00
KME System, LLC	12/16/2024	C-00008331	-3,041.00
KME System, LLC Total			-6,194.00
Kroger RASC 092	11/18/2024	C-00008265	-3,372.56
Kroger RASC 092 Total			-3,372.56
Kurata Communications LLC	09/23/2024	C-00008089	-62,021.71
Kurata Communications LLC	10/21/2024	C-00008177	-26,527.35
Kurata Communications LLC	11/21/2024	C-00008287	-49,238.22
Kurata Communications LLC	12/30/2024	C-00008368	-39,900.00
Kurata Communications LLC Total			-177,687.28
Laguna Canyon Group, LLC	10/07/2024	C-00008137	-13,475.49
Laguna Canyon Group, LLC	11/08/2024	C-00008244	-13,475.49
Laguna Canyon Group, LLC	12/06/2024	C-00008319	-13,767.59
Laguna Canyon Group, LLC Total			-40,718.57
Land IQ, LLC	10/11/2024	C-00008156	-46,425.00
Land IQ, LLC	10/24/2024	C-00008199	-445.00
Land IQ, LLC	12/18/2024	C-00008350	-1,546.25
Land IQ, LLC Total			-48,416.25
Laura Rice Paden	09/23/2024	C-00008090	-8,285.00
Laura Rice Paden	10/21/2024	C-00008178	-8,285.00
Laura Rice Paden	11/21/2024	C-00008288	-8,285.00
Laura Rice Paden	12/18/2024	C-00008351	-14,529.90
Laura Rice Paden Total			-39,384.90
Law Offices of Edward M.Ruckert	11/18/2024	C-00008266	-2,250.00
Law Offices of Edward M.Ruckert Total			-2,250.00
Leaseweb USA, Inc.	09/06/2024	C-00008058	-79.47
Leaseweb USA, Inc.	10/07/2024	C-00008138	-80.32
Leaseweb USA, Inc.	11/08/2024	C-00008245	-80.32
Leaseweb USA, Inc.	12/06/2024	C-00008320	-80.32
Leaseweb USA, Inc. Total			-320.43
Lew Parks	12/17/2024	C-00008336	-80.85
Lew Parks Total			-80.85

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Lori Small	10/08/2024	C-00008139	-702.23
Lori Small	10/14/2024	C-00008161	-702.23
Lori Small	10/30/2024	C-00008214	-909.02
Lori Small Total			-2,313.48
Mandlik & Rhodes Information Systems	09/27/2024	C-00008113	-95.33
Mandlik & Rhodes Information Systems	10/11/2024	C-00008157	-570.00
Mandlik & Rhodes Information Systems	11/18/2024	C-00008267	-495.00
Mandlik & Rhodes Information Systems Total			-1,160.33
Marie Reginato	09/27/2024	C-00008114	-6,000.00
Marie Reginato Total			-6,000.00
Market Insight LLC dba Fusion	09/27/2024	C-00008115	-9,421.56
Market Insight LLC dba Fusion	10/21/2024	C-00008179	-4,891.46
Market Insight LLC dba Fusion	11/21/2024	C-00008289	-17,695.60
Market Insight LLC dba Fusion	12/18/2024	C-00008352	-20,220.98
Market Insight LLC dba Fusion Total			-52,229.60
Maureen Cottingham	09/06/2024	C-00008059	-78.26
Maureen Cottingham	10/30/2024	C-00008215	-374.45
Maureen Cottingham Total			-452.71
McDermott, Will & Emery LLP	10/30/2024	C-00008216	-7,850.00
McDermott, Will & Emery LLP	12/06/2024	C-00008321	-4,050.00
McDermott, Will & Emery LLP Total			-11,900.00
Minor Crop Farmer Alliance	10/22/2024	C-00008193	-2,500.00
Minor Crop Farmer Alliance Total			-2,500.00
Mollie Stone's Markets	10/31/2024	C-00008225	-3,000.00
Mollie Stone's Markets Total			-3,000.00
Moss Adams, LLP	10/21/2024	C-00008180	-5,250.00
Moss Adams, LLP Total			-5,250.00
MTQ Logistics Inc	09/27/2024	C-00008116	-1,145.00
MTQ Logistics Inc	10/30/2024	C-00008217	-1,171.85
MTQ Logistics Inc	11/21/2024	C-00008290	-1,176.80
MTQ Logistics Inc	12/30/2024	C-00008369	-1,145.00
MTQ Logistics Inc Total			-4,638.65
Museum of Ventura County	12/09/2024	C-00008326	-1,220.00
Museum of Ventura County Total			-1,220.00
Musick, Peeler & Garrett LLP	09/13/2024	C-00008073	-3,630.00
Musick, Peeler & Garrett LLP	10/21/2024	C-00008181	-990.00
Musick, Peeler & Garrett LLP	11/18/2024	C-00008268	-792.00
Musick, Peeler & Garrett LLP	11/21/2024	C-00008291	-3,738.40
Musick, Peeler & Garrett LLP Total			-9,150.40
New Seasons Market	10/08/2024	C-00008144	-7,500.00
New Seasons Market Total			-7,500.00
Noel Barnhurst Photographer	11/21/2024	C-00008292	-25,850.00
Noel Barnhurst Photographer Total			-25,850.00
North Carolina State University	10/30/2024	C-00008218	-32,500.00
North Carolina State University Total			-32,500.00
Northwest Grocers	09/13/2024	C-00008074	-7,500.00
Northwest Grocers Total			-7,500.00
NYSKO PRODUCTS LLC	11/08/2024	C-00008246	-21,080.00
NYSKO PRODUCTS LLC	11/21/2024	C-00008293	-4,333.56
NYSKO PRODUCTS LLC Total			-25,413.56

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Ohannes Karaoghlanian	11/12/2024	C-00008254	-363.27
Ohannes Karaoghlanian Total			-363.27
Optum Bank, Inc.	10/02/2024	C-00008126	-14,525.00
Optum Bank, Inc. Total			-14,525.00
Parcel Quest	10/21/2024	C-00008182	-2,399.00
Parcel Quest Total			-2,399.00
Paychex of New York LLC	09/13/2024	C-00008068	-191.99
Paychex of New York LLC	09/20/2024	C-00008081	-111.00
Paychex of New York LLC	09/30/2024	C-00008123	-191.99
Paychex of New York LLC	10/15/2024	C-00008164	-261.99
Paychex of New York LLC	10/15/2024	C-00008165	-261.99
Paychex of New York LLC	10/21/2024	C-00008191	-111.00
Paychex of New York LLC	10/31/2024	C-00008223	-191.99
Paychex of New York LLC	11/15/2024	C-00008255	-191.99
Paychex of New York LLC	11/20/2024	C-00008274	-111.00
Paychex of New York LLC	11/29/2024	C-00008303	-191.99
Paychex of New York LLC	12/13/2024	C-00008327	-191.99
Paychex of New York LLC	12/20/2024	C-00008359	-111.00
Paychex of New York LLC	12/31/2024	C-00008373	-191.99
Paychex of New York LLC Total			-2,311.91
Provident Life & Accident Ins.	09/23/2024	C-00008091	-40.60
Provident Life & Accident Ins.	10/24/2024	C-00008200	-40.60
Provident Life & Accident Ins.	11/21/2024	C-00008294	-40.60
Provident Life & Accident Ins.	12/16/2024	C-00008332	-40.60
Provident Life & Accident Ins. Total			-162.40
Puget Consumers Co-Op	09/13/2024	C-00008075	-3,750.00
Puget Consumers Co-Op	09/23/2024	C-00008092	-5,000.00
Puget Consumers Co-Op Total			-8,750.00
Quadient Leasing USA	11/08/2024	C-00008247	-75.19
Quadient Leasing USA	11/18/2024	C-00008269	-294.19
Quadient Leasing USA Total			-369.38
Raley's	09/25/2024	C-00008101	-25,000.00
Raley's Total			-25,000.00
Ready Refresh by Nestle	09/27/2024	C-00008122	-245.86
Ready Refresh by Nestle	10/28/2024	C-00008206	-55.85
Ready Refresh by Nestle	11/29/2024	C-00008304	-104.74
Ready Refresh by Nestle Total			-406.45
Regents of the University of California	11/08/2024	C-00008248	-30,572.00
Regents of the University of California Total			-30,572.00
Robert Grether	12/18/2024	C-00008353	-30.55
Robert Grether Total			-30.55
Rockwell Morrow	09/23/2024	C-00008093	-10,750.00
Rockwell Morrow	10/21/2024	C-00008183	-10,750.00
Rockwell Morrow	11/21/2024	C-00008295	-12,125.00
Rockwell Morrow	12/18/2024	C-00008354	-5,500.00
Rockwell Morrow Total			-39,125.00
Sam's Club	09/27/2024	C-00008117	-49,999.99
Sam's Club Total			-49,999.99
San Luis Obispo County	09/03/2024	C-00008051	-100.00
San Luis Obispo County Total			-100.00
Save Mart Supermarkets	10/22/2024	C-00008192	-7,500.00
Save Mart Supermarkets Total			-7,500.00

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Sierra Pacific Farms, Inc.	09/13/2024	C-00008076	-2,064.39
Sierra Pacific Farms, Inc.	10/21/2024	C-00008184	-4,905.14
Sierra Pacific Farms, Inc.	11/08/2024	C-00008249	-2,205.00
Sierra Pacific Farms, Inc.	12/16/2024	C-00008333	-2,403.01
Sierra Pacific Farms, Inc. Total			-11,577.54
Signature Analytics, LLC	09/06/2024	C-00008060	-5,550.75
Signature Analytics, LLC	09/23/2024	C-00008094	-6,581.59
Signature Analytics, LLC	10/07/2024	C-00008140	-7,271.57
Signature Analytics, LLC	10/21/2024	C-00008185	-8,793.24
Signature Analytics, LLC	11/08/2024	C-00008250	-5,962.40
Signature Analytics, LLC Total			-34,159.55
South Coast Winery Resort & Sp	12/31/2024	C-00008377	-4,776.30
South Coast Winery Resort & Sp Total			-4,776.30
Southern California Edison	09/03/2024	C-00008046	-2,289.69
Southern California Edison	10/02/2024	C-00008125	-2,635.91
Southern California Edison	11/05/2024	C-00008230	-1,256.05
Southern California Edison	12/04/2024	C-00008308	-874.50
Southern California Edison Total			-7,056.15
Spann Ag Research & Consulting, LLC	09/23/2024	C-00008095	-8,000.00
Spann Ag Research & Consulting, LLC	10/21/2024	C-00008186	-8,000.00
Spann Ag Research & Consulting, LLC	11/21/2024	C-00008297	-8,000.00
Spann Ag Research & Consulting, LLC	12/18/2024	C-00008355	-9,901.82
Spann Ag Research & Consulting, LLC Total			-33,901.82
Specialty Crop Farm Bill Alliance	12/06/2024	C-00008322	-10,000.00
Specialty Crop Farm Bill Alliance Total			-10,000.00
Sprouts Farmers Market	10/22/2024	C-00008194	-46,464.11
Sprouts Farmers Market Total			-46,464.11
Stacia Kierulff	09/23/2024	C-00008096	-206.07
Stacia Kierulff Total			-206.07
Stand Out Promotions	11/18/2024	C-00008270	-6,427.65
Stand Out Promotions Total			-6,427.65
Staples	09/13/2024	C-00008077	-90.80
Staples	10/21/2024	C-00008187	-162.15
Staples	10/24/2024	C-00008201	-281.98
Staples	11/18/2024	C-00008271	-355.32
Staples Total			-890.25
Stater Bros. Markets	09/03/2024	C-00008048	-13,000.00
Stater Bros. Markets Total			-13,000.00
Sundance Press	09/06/2024	C-00008061	-5,683.66
Sundance Press	12/06/2024	C-00008323	-5,630.32
Sundance Press Total			-11,313.98
Supermercado Mi Tierra, LLC	10/08/2024	C-00008145	-5,000.00
Supermercado Mi Tierra, LLC Total			-5,000.00
Temra Wald Consulting, Inc.	10/11/2024	C-00008158	-12,375.00
Temra Wald Consulting, Inc. Total			-12,375.00
Terry Splane	09/27/2024	C-00008118	-352.19
Terry Splane	10/30/2024	C-00008219	-1,456.03
Terry Splane	12/06/2024	C-00008324	-337.20
Terry Splane Total			-2,145.42
The Fresh Market, Inc	10/15/2024	C-00008163	-3,000.00
The Fresh Market, Inc	11/22/2024	C-00008301	-2,500.00
The Fresh Market, Inc Total			-5,500.00

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The GDR Group, Inc.	09/06/2024	C-00008062	-1,139.64
The GDR Group, Inc.	09/27/2024	C-00008119	-918.98
The GDR Group, Inc.	10/07/2024	C-00008141	-1,139.64
The GDR Group, Inc.	10/24/2024	C-00008202	-905.19
The GDR Group, Inc.	10/30/2024	C-00008220	-135.00
The GDR Group, Inc.	11/21/2024	C-00008296	-2,061.71
The GDR Group, Inc.	12/30/2024	C-00008370	-934.08
The GDR Group, Inc. Total			-7,234.24
The Hartford	12/19/2024	C-00008358	-1,443.00
The Hartford Total			-1,443.00
The Office Express / Foodja	10/11/2024	C-00008159	-843.67
The Office Express / Foodja	10/24/2024	C-00008203	-553.19
The Office Express / Foodja	11/18/2024	C-00008272	-646.49
The Office Express / Foodja Total			-2,043.35
Trailblazer Promotions	09/27/2024	C-00008120	-1,392.58
Trailblazer Promotions Total			-1,392.58
U.C. Regents	10/08/2024	C-00008143	-22,407.00
U.C. Regents	11/22/2024	C-00008300	-22,407.00
U.C. Regents Total			-44,814.00
U.S. The Retirement Plan Company (Matrix Trust)	09/13/2024	C-00008079	-3,627.99
U.S. The Retirement Plan Company (Matrix Trust)	09/30/2024	C-00008124	-3,612.54
U.S. The Retirement Plan Company (Matrix Trust)	10/10/2024	C-00008146	-417.43
U.S. The Retirement Plan Company (Matrix Trust)	10/10/2024	C-00008147	-499.64
U.S. The Retirement Plan Company (Matrix Trust)	10/16/2024	C-00008166	-3,612.54
U.S. The Retirement Plan Company (Matrix Trust)	10/31/2024	C-00008224	-3,151.14
U.S. The Retirement Plan Company (Matrix Trust)	11/15/2024	C-00008258	-4,590.01
U.S. The Retirement Plan Company (Matrix Trust)	11/29/2024	C-00008305	-498.25
U.S. The Retirement Plan Company (Matrix Trust)	11/29/2024	C-00008306	-422.92
U.S. The Retirement Plan Company (Matrix Trust)	11/29/2024	C-00008307	-4,592.48
U.S. The Retirement Plan Company (Matrix Trust)	12/13/2024	C-00008328	-4,592.47
U.S. The Retirement Plan Company (Matrix Trust)	12/18/2024	C-00008357	-121,276.46
U.S. The Retirement Plan Company (Matrix Trust)	12/24/2024	C-00008360	-1,762.19
U.S. The Retirement Plan Company (Matrix Trust)	12/31/2024	C-00008374	-4,592.47
U.S. The Retirement Plan Company (Matrix Trust) Total			-157,248.53
University of California Davis	11/08/2024	C-00008251	-33,526.00
University of California Davis Total			-33,526.00
US Agricultural Export Development Council	10/31/2024	C-00008227	-1,125.00
US Agricultural Export Development Council Total			-1,125.00
USDA Agricultural Mktg Svc	10/11/2024	C-00008160	-3,972.14
USDA Agricultural Mktg Svc	10/30/2024	C-00008221	-1,054.54
USDA Agricultural Mktg Svc	11/21/2024	C-00008298	-5,118.27
USDA Agricultural Mktg Svc Total			-10,144.95
V Media LLC	10/21/2024	C-00008188	-5,543.34
V Media LLC Total			-5,543.34
Verve Cloud, Inc.	09/16/2024	C-00008080	-1,502.29
Verve Cloud, Inc.	10/16/2024	C-00008167	-1,504.45
Verve Cloud, Inc.	11/18/2024	C-00008273	-1,504.45
Verve Cloud, Inc.	12/16/2024	C-00008329	-1,504.45
Verve Cloud, Inc. Total			-6,015.64
West Coast Energy	09/25/2024	C-00008102	-272.00
West Coast Energy	12/17/2024	C-00008335	-272.00
West Coast Energy Total			-544.00

Check Detail by Vendor Report

California Avocado Commission

September 1-December 31, 2024

Name	Date	Num	Check amount
West Pak Avocado - Vendor	09/06/2024	C-00008063	-136.00
West Pak Avocado - Vendor	09/13/2024	C-00008078	-30.00
West Pak Avocado - Vendor	10/21/2024	C-00008189	-60.00
West Pak Avocado - Vendor Total			-226.00
Whisper of Yum, LLC	09/06/2024	C-00008064	-10,200.00
Whisper of Yum, LLC Total			-10,200.00
Will Carleton	09/23/2024	C-00008097	-495.76
Will Carleton Total			-495.76
Zachary Benedict	09/27/2024	C-00008121	-396.20
Zachary Benedict	10/30/2024	C-00008222	-1,648.89
Zachary Benedict	12/30/2024	C-00008371	-241.96
Zachary Benedict Total			-2,287.05