

**CALIFORNIA AVOCADO COMMISSION**  
**2017-18 PROJECTION & BUDGET**  
**WITH COMPARISON TO 2016-17**

ACCT CODE	REVENUES:	2017-18 vs. 2016-17						COMMENT
		2017-18 PROJECTION		2016-17 AMENDMENT #1		INCREASE (DECREASE)	PERCENT CHANGE	
40001	CAC Assessment Revenue	\$9,250,313	54.2%	\$5,060,000	53.0%	\$4,190,313	82.81%	Assessment rate 2.30%, crop size 375 MM lbs, price \$1.10
40011	HAB 85% Rebate Assessment Revenue	\$7,410,938	43.4%	\$3,952,500	41.4%	\$3,458,438	87.50%	
	<b>Subtotal Assessment Revenues</b>	<b>\$16,661,250</b>	<b>97.6%</b>	<b>\$9,012,500</b>	<b>94.4%</b>	<b>\$7,648,750</b>	<b>84.87%</b>	
42001	Administration & Accounting Fee Revenue (AIP)	\$61,000	0.4%	\$61,000	0.6%	\$0	0.00%	
46010	Grant Funding	\$240,983	1.4%	\$396,016	4.1%	(\$155,033)	-39.15%	
48001	Interest Income	\$15,000	0.1%	\$14,400	0.2%	\$600	4.17%	
48009	Other Income	\$97,000	0.6%	\$65,000	0.7%	\$32,000	49.23%	
	<b>Subtotal Other Revenues</b>	<b>\$413,983</b>	<b>2.4%</b>	<b>\$536,416</b>	<b>5.6%</b>	<b>(\$122,433)</b>	<b>-22.82%</b>	
	<b>Total Revenues</b>	<b>\$17,075,233</b>	<b>100.0%</b>	<b>\$9,548,916</b>	<b>100.0%</b>	<b>\$7,526,317</b>	<b>78.82%</b>	

  

ACCT CODE	EXPENDITURES: Marketing Programs	2017-18 vs. 2016-17						COMMENT
		2017-18 PROJECTION		2016-17 AMENDMENT #1		INCREASE (DECREASE)	PERCENT CHANGE	
51000 & 55000	Consumer Marketing	\$6,045,098	38.8%	\$4,636,980	36.0%	\$1,408,118	30.37%	
54000	Consumer Public Relations	\$1,150,000	7.4%	\$524,500	4.1%	\$625,500	119.26%	
54000	Consumer Registered Dietitian Nutritionist Program	\$122,000	0.8%	\$88,750	0.7%	\$33,250	37.46%	
52000	Merchandising Promotions	\$2,152,277	13.8%	\$1,516,270	11.8%	\$636,007	41.95%	
53000	Foodservice	\$934,000	6.0%	\$684,000	5.3%	\$250,000	36.55%	
59000	Marketing Activities Support	\$96,625	0.6%	\$259,500	2.0%	(\$162,875)	-62.76%	
	<b>Subtotal Marketing Programs</b>	<b>\$10,500,000</b>	<b>67.4%</b>	<b>\$7,710,000</b>	<b>59.8%</b>	<b>\$2,790,000</b>	<b>36.19%</b>	
	<b>EXPENDITURES: Non-Marketing Programs</b>							
65000	Industry Affairs & Production Research	\$1,473,340	9.5%	\$1,407,514	10.9%	\$65,826	4.68%	
66010	Grant Programs	\$240,983	1.5%	\$396,016	3.1%	(\$155,033)	-39.15%	
70000	Administration	\$3,367,654	21.6%	\$3,374,151	26.2%	(\$6,497)	-0.19%	
	<b>Subtotal Non-Marketing Programs</b>	<b>\$5,081,977</b>	<b>32.6%</b>	<b>\$5,177,681</b>	<b>40.2%</b>	<b>(\$95,704)</b>	<b>-1.85%</b>	
	<b>Total Expenditures</b>	<b>\$15,581,977</b>	<b>100.0%</b>	<b>\$12,887,681</b>	<b>100.0%</b>	<b>\$2,694,296</b>	<b>20.91%</b>	
	<b>Excess Of Revenues Over (Under) Expenditures</b>	<b>\$1,493,256</b>	<b>8.7%</b>	<b>(\$3,338,765)</b>	<b>-35.0%</b>	<b>\$4,832,021</b>	<b>-144.72%</b>	
	<b>Beginning Reserves - Nov. 1</b>	\$7,295,567		\$10,634,332		(\$3,338,765)	-31.40%	
	<b>Estimated Ending Reserves - Oct. 31</b>	<b>\$8,788,823</b>		<b>\$7,295,567</b>		<b>\$1,493,256</b>	<b>20.47%</b>	

**CALIFORNIA AVOCADO COMMISSION  
2017-18 PROJECTION & BUDGET  
WITH COMPARISON TO 2016-17**

Department: Marketing

ACCT CODE	DEPT/ACTIVITY	2017-18 vs. 2016-17						COMMENT
		2017-18 PROJECTION		2016-17 AMENDMENT #1		INCREASE (DECREASE)	PERCENT CHANGE	
<b><u>Consumer Marketing:</u></b>								
51001	Media	\$3,200,000	30.5%	\$2,635,855	34.2%	\$564,145	21.40%	
51002	Production	\$456,500	4.3%	\$308,000	4.0%	\$148,500	48.21%	
55XXX	Online Marketing	\$729,000	6.9%	\$723,125	9.4%	\$5,875	0.81%	
51801 & 57002	Program Administration	\$1,659,598	15.8%	\$970,000	12.6%	\$689,598	71.09%	
<b>Consumer Marketing Subtotal</b>		<b>\$6,045,098</b>	<b>57.6%</b>	<b>\$4,636,980</b>	<b>60.1%</b>	<b>\$1,408,118</b>	<b>30.37%</b>	
<b><u>Consumer Public Relations:</u></b>								
5400X & 5420X	Brand Advocates	\$230,000	2.2%	\$126,500	1.6%	\$103,500	81.82%	
5400X & 5410X	Public Relations	\$832,000	7.9%	\$318,000	4.1%	\$514,000	161.64%	
5480X	Program Administration	\$88,000	0.8%	\$80,000	1.0%	\$8,000	10.00%	
<b>Consumer Public Relations Subtotal</b>		<b>\$1,150,000</b>	<b>11.0%</b>	<b>\$524,500</b>	<b>6.8%</b>	<b>\$625,500</b>	<b>119.26%</b>	
<b><u>Consumer Registered Dietitian Nutritionist Program:</u></b>								
54206	RDN Ambassadors	\$96,250	0.9%	\$65,000	0.8%	\$31,250	48.08%	
54201	Industry Partnerships	\$14,750	0.1%	\$14,750	0.2%	\$0	0.00%	
54802	Program Administration	\$11,000	0.1%	\$9,000	0.1%	\$2,000	22.22%	
<b>Consumer Registered Dietitian Nutritionist Subtotal</b>		<b>\$122,000</b>	<b>1.2%</b>	<b>\$88,750</b>	<b>1.2%</b>	<b>\$33,250</b>	<b>37.46%</b>	
<b><u>Merchandising:</u></b>								
520XX	Trade Relations	\$1,049,071	10.0%	\$669,265	8.7%	\$379,806	56.75%	
521XX & 523XX	Retail & Consumer Promotions	\$576,000	5.5%	\$421,475	5.5%	\$154,525	36.66%	
522XX	Data, Research & Analysis	\$402,206	3.8%	\$300,530	3.9%	\$101,676	33.83%	
524XX	Administration & Other	\$125,000	1.2%	\$125,000	1.6%	\$0	0.00%	
<b>Merchandising Subtotal</b>		<b>\$2,152,277</b>	<b>20.5%</b>	<b>\$1,516,270</b>	<b>19.7%</b>	<b>\$636,007</b>	<b>41.95%</b>	
<b><u>Foodservice:</u></b>								
53001	Media	\$128,000	1.2%	\$19,000	0.2%	\$109,000	573.68%	
53101	Public Relations & Collateral Materials	\$70,000	0.7%	\$54,000	0.7%	\$16,000	29.63%	
53103	Foodservice Events	\$330,000	3.1%	\$245,000	3.2%	\$85,000	34.69%	
53104	Chain Promotions	\$350,000	3.3%	\$310,000	4.0%	\$40,000	12.90%	
53105	Education Programs	\$2,000	0.0%	\$2,000	0.0%	\$0	0.00%	
5380X	Program Administration	\$54,000	0.5%	\$54,000	0.7%	\$0	0.00%	
<b>Foodservice Subtotal</b>		<b>\$934,000</b>	<b>8.9%</b>	<b>\$684,000</b>	<b>8.9%</b>	<b>\$250,000</b>	<b>36.55%</b>	
<b><u>Marketing Activities Support:</u></b>								
51803	Marketing Planning	\$57,625	0.5%	\$222,000	2.9%	(\$164,375)	-74.04%	
51005	Center for Produce Safety	\$25,000	0.2%	\$25,000	0.3%	\$0	0.00%	
580XX	Festivals	\$14,000	0.1%	\$12,500	0.2%	\$1,500	12.00%	
<b>Marketing Activities Support Subtotal</b>		<b>\$96,625</b>	<b>0.9%</b>	<b>\$259,500</b>	<b>3.4%</b>	<b>(\$162,875)</b>	<b>-62.76%</b>	
<b>Total Marketing</b>		<b>\$10,500,000</b>	<b>100.0%</b>	<b>\$7,710,000</b>	<b>100.0%</b>	<b>\$2,790,000</b>	<b>36.19%</b>	

**CALIFORNIA AVOCADO COMMISSION**  
**2017-18 PROJECTION & BUDGET**  
**WITH COMPARISON TO 2016-17**

Department: Industry Affairs & Production Research

ACCT CODE	DEPT/ACTIVITY	2017-18		2016-17		2017-18 vs. 2016-17		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
<b><u>Industry Statistics And Information:</u></b>								
64001	AMRIC Operation	\$70,000	7.0%	\$68,200	9.0%	\$1,800	2.64%	
64002	Crop Forecasting and Analysis	\$100,000	10.0%	\$53,600	7.0%	\$46,400	86.57%	
64003	Grower Database	\$12,000	1.2%	\$11,800	1.6%	\$200	1.69%	
64004	Grove Database System	\$53,000	5.3%	\$25,300	3.3%	\$27,700	109.49%	
	<b>Industry Statistics And Information Subtotal</b>	<b>\$235,000</b>	<b>23.4%</b>	<b>\$158,900</b>	<b>20.9%</b>	<b>\$76,100</b>	<b>47.89%</b>	
<b><u>Grower Communications:</u></b>								
64101	Field Meetings, Seminars & Workshops	\$0	0.0%	\$7,500	1.0%	(\$7,500)	-100.00%	
64104	Educational Outreach	\$0	0.0%	\$7,500	1.0%	(\$7,500)	-100.00%	
64105	Online Information	\$30,000	3.0%	\$28,000	3.7%	\$2,000	7.14%	
64106	Publications	\$125,000	12.5%	\$109,000	14.3%	\$16,000	14.68%	
64107	Annual Meeting	\$21,000	2.1%	\$20,000	2.6%	\$1,000	5.00%	
64108	Annual Report	\$24,000	2.4%	\$22,500	3.0%	\$1,500	6.67%	
	<b>Grower Communications Subtotal</b>	<b>\$200,000</b>	<b>19.9%</b>	<b>\$194,500</b>	<b>25.6%</b>	<b>\$5,500</b>	<b>2.83%</b>	
<b><u>Issues Management:</u></b>								
64201	Water Issues	\$20,000	2.0%	\$20,000	2.6%	\$0	0.00%	
64202	Field/Technical Support	\$65,000	6.5%	\$65,000	8.5%	\$0	0.00%	
64206	Legislative & Regulatory Advocacy	\$50,000	5.0%	\$50,000	6.6%	\$0	0.00%	
64208	Product Registrations	\$4,000	0.4%	\$0	0.0%	\$4,000	100.00%	
64211	Sustainability Project	\$50,000	5.0%	\$0	0.0%	\$50,000	100.00%	
	<b>Issues Management Subtotal</b>	<b>\$189,000</b>	<b>18.8%</b>	<b>\$135,000</b>	<b>17.7%</b>	<b>\$54,000</b>	<b>40.00%</b>	
<b><u>Legal/Governance:</u></b>								
64301	Elections	\$10,000	1.0%	\$10,000	1.3%	\$0	0.00%	
64302	Legal Support	\$30,000	3.0%	\$30,000	3.9%	\$0	0.00%	
64303	Governance Support	\$25,000	2.5%	\$20,000	2.6%	\$5,000	25.00%	
	<b>Legal/Governance Subtotal</b>	<b>\$65,000</b>	<b>6.5%</b>	<b>\$60,000</b>	<b>7.9%</b>	<b>\$5,000</b>	<b>8.33%</b>	
<b><u>Demonstration Grove:</u></b>								
64401	Pine Tree - Rent	\$21,400	2.1%	\$20,720	2.7%	\$680	3.28%	
64402	Pine Tree - Grove Management	\$52,000	5.2%	\$52,000	6.8%	\$0	0.00%	
64403	Pine Tree - Utilities	\$5,400	0.5%	\$5,280	0.7%	\$120	2.27%	
64404	Pine Tree - Property Tax & Insurance	\$2,500	0.2%	\$2,520	0.3%	(\$20)	-0.79%	
64405	Pine Tree - Improvements & Misc Expenses	\$15,000	1.5%	\$24,480	3.2%	(\$9,480)	-38.73%	
64406 - 64409	Pine Tree - Harvesting, Hauling, CAC & HAB Assessments	\$5,105	0.5%	\$0	0.0%	\$5,105	100.00%	
	<b>Demonstration Grove Subtotal</b>	<b>\$101,405</b>	<b>10.1%</b>	<b>\$105,000</b>	<b>13.8%</b>	<b>(\$3,595)</b>	<b>-3.42%</b>	
<b><u>Education &amp; Outreach</u></b>								
64501	Field Meetings, Seminars & Workshops	\$27,000	2.7%	\$0	0.0%	\$27,000	100.00%	
64502	Pine Tree Ranch Field Days	\$6,000	0.6%	\$0	0.0%	\$6,000	100.00%	
64503	Grower Outreach	\$8,000	0.8%	\$0	0.0%	\$8,000	100.00%	
	<b>Education &amp; Outreach Subtotal</b>	<b>\$41,000</b>	<b>4.1%</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$41,000</b>	<b>100.00%</b>	
<b><u>Other:</u></b>								
64801	Dues, Sponsorships, Registrations & Reports	\$44,000	4.4%	\$13,250	1.7%	\$30,750	232.08%	
64802	Grant Writing	\$2,500	0.2%	\$2,500	0.3%	\$0	0.00%	
64803	Travel	\$90,000	9.0%	\$60,000	7.9%	\$30,000	50.00%	
64804	Office Expense	\$31,000	3.1%	\$26,500	3.5%	\$4,500	16.98%	
64805	Committee Meeting Expense	\$5,000	0.5%	\$5,000	0.7%	\$0	0.00%	
	<b>Other Industry Affairs Subtotal</b>	<b>\$172,500</b>	<b>17.2%</b>	<b>\$107,250</b>	<b>14.1%</b>	<b>\$65,250</b>	<b>60.84%</b>	
	<b>Total Industry Affairs</b>	<b>\$1,003,905</b>	<b>100.0%</b>	<b>\$760,650</b>	<b>100.0%</b>	<b>\$243,255</b>	<b>31.98%</b>	

**CALIFORNIA AVOCADO COMMISSION**  
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**WITH COMPARISON TO 2016-17**

**Department: Industry Affairs & Production Research**

ACCT CODE	DEPT/ ACTIVITY	2017-18		2016-17		2017-18 vs. 2016-17		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
<b><u>Pest &amp; Disease Projects:</u></b>								
65124	PSHB Biocontrol Agents from SE Asia - Stouthamer	\$0	0.0%	\$70,000	10.8%	(\$70,000)	-100.00%	
65125	Risk Assessment & Epidemiology of PSHB in Commercial Groves	\$0	0.0%	\$34,945	5.4%	(\$34,945)	-100.00%	
65126	Branch Canker Situation Assessment	\$10,000	2.1%	\$0	0.0%	\$10,000	100.00%	
<b>Pest &amp; Disease Project Subtotal</b>		<b>\$10,000</b>	<b>2.1%</b>	<b>\$104,945</b>	<b>16.2%</b>	<b>(\$94,945)</b>	<b>-90.47%</b>	
<b><u>Breeding, Varieties, Genetics Projects:</u></b>								
65211	Development of New Rootstock Varieties Resistant to P. Cinnamomi & Salinity	\$400,576	85.3%	\$407,289	63.0%	(\$6,713)	-1.65%	
65212	Maintaining Germplasm Collections – Persea Species & Advanced Scion Lines	\$58,859	12.5%	\$55,630	8.6%	\$3,229	5.80%	
<b>Breeding, Varieties, Genetics Projects Subtotal</b>		<b>\$459,435</b>	<b>97.9%</b>	<b>\$462,919</b>	<b>71.6%</b>	<b>(\$3,484)</b>	<b>-0.75%</b>	
<b><u>Cultural Management Projects:</u></b>								
65308	Decision Support for Avocado Production & Fruit Quality - Crowley	\$0	0.0%	\$74,000	11.4%	(\$74,000)	-100.00%	
65310	Improvement of Yield with New Grower Education - Bender	\$0	0.0%	\$5,000	0.8%	(\$5,000)	-100.00%	
<b>Cultural Management Projects Subtotal</b>		<b>\$0</b>	<b>0.0%</b>	<b>\$79,000</b>	<b>12.2%</b>	<b>(\$79,000)</b>	<b>-100.00%</b>	
<b>Total Production Research</b>		<b>\$469,435</b>	<b>100.0%</b>	<b>\$646,864</b>	<b>100.0%</b>	<b>(\$177,429)</b>	<b>-27.43%</b>	

**Department: Grant Programs**

ACCT CODE	DEPT/ ACTIVITY	2017-18		2016-17		2017-18 vs. 2016-17		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
66011-81	CDFA Grant-Pine Tree Ranch	\$22,500	9.3%	\$59,578	15.0%	(\$37,078)	-62.23%	
66013-85	USDA Grant-PSHB Monitoring & Outreach	\$114,835	47.7%	\$112,890	28.5%	\$1,945	1.72%	
66014-86	USDA Grant-TASC Program 2016-05	\$14,312	5.9%	\$14,312	3.6%	\$0	0.00%	
66016-88	USDA Grant-TASC Program 2016-09	\$24,336	10.1%	\$24,336	6.1%	\$0	0.00%	
66017-89	USDA Grant-EMP	\$0	0.0%	\$84,900	21.4%	(\$84,900)	-100.00%	
66018-82	CDFA Grant-Web-Based Decision Support Tools	\$65,000	27.0%	\$100,000	25.3%	(\$35,000)	-35.00%	
<b>Total Grant Programs</b>		<b>\$240,983</b>	<b>100.0%</b>	<b>\$396,016</b>	<b>100.0%</b>	<b>(\$155,033)</b>	<b>-39.15%</b>	

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WITH COMPARISON TO 2016-17**

**Department: Administration**

ACCT CODE	DEPT/ ACTIVITY	2017-18		2016-17		2017-18 vs. 2016-17		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
<b><u>Office Expense:</u></b>								
71101 & 71102	Office Rent & Property Tax	\$92,836	2.8%	\$96,790	2.9%	(\$3,954)	-4.09%	
71104	Offsite Storage	\$6,693	0.2%	\$6,693	0.2%	\$0	0.00%	
71111	Corporate Insurance	\$86,300	2.6%	\$84,100	2.5%	\$2,200	2.62%	
71121 - 71123	Office Expense, Supplies & Janitorial	\$33,004	1.0%	\$63,400	1.9%	(\$30,396)	-47.94%	
71131	Utilities	\$16,390	0.5%	\$17,140	0.5%	(\$750)	-4.38%	
71141	Bank & Payroll Fees	\$14,010	0.4%	\$12,210	0.4%	\$1,800	14.74%	
71151	Equipment Maintenance & Expense	\$27,615	0.8%	\$27,274	0.8%	\$341	1.25%	
71161 - 71181	Telephone, Cell Phone, Postage & Courier Service	\$34,690	1.0%	\$33,690	1.0%	\$1,000	2.97%	
	<b>Office Expense Subtotal</b>	<b>\$311,538</b>	<b>9.3%</b>	<b>\$341,297</b>	<b>10.1%</b>	<b>(\$29,759)</b>	<b>-8.72%</b>	
<b><u>Professional Fees:</u></b>								
71201	CPA-Financial Audits	\$26,800	0.8%	\$26,250	0.8%	\$550	2.10%	
71203	CPA-Assessment Audits	\$17,850	0.5%	\$17,850	0.5%	\$0	0.00%	
71207	CDFA Fiscal and Compliance Audit	\$7,500	0.2%	\$7,350	0.2%	\$150	2.04%	
71211	CDFA Charges	\$72,600	2.2%	\$72,600	2.2%	\$0	0.00%	
71221	USDA-AMS Charges	\$66,000	2.0%	\$66,000	2.0%	\$0	0.00%	
71231 - 71235	Legal & Other Professional	\$5,000	0.1%	\$5,000	0.1%	\$0	0.00%	
78301	Pension Admin & Legal	\$35,100	1.0%	\$46,150	1.4%	(\$11,050)	-23.94%	
	<b>Professional Fees Subtotal</b>	<b>\$230,850</b>	<b>6.9%</b>	<b>\$241,200</b>	<b>7.1%</b>	<b>(\$10,350)</b>	<b>-4.29%</b>	
<b><u>Personnel Expenses:</u></b>								
71301	Salaries/Wages	\$1,847,790	54.9%	\$1,842,930	54.6%	\$4,860	0.26%	
71311 - 71331	Pension, Payroll Tax & Benefits	\$710,331	21.1%	\$692,844	20.5%	\$17,487	2.52%	
	<b>Personnel Expenses Subtotal</b>	<b>\$2,558,121</b>	<b>76.0%</b>	<b>\$2,535,774</b>	<b>75.2%</b>	<b>\$22,347</b>	<b>0.88%</b>	
<b><u>Commissioner Expenses:</u></b>								
71401	District Meetings & Expenses	\$3,000	0.1%	\$3,000	0.1%	\$0	0.00%	
71402 & 71403	Travel, Lodging, Mileage, Meals & Entertainment	\$40,000	1.2%	\$46,000	1.4%	(\$6,000)	-13.04%	
71404	Board Meeting Expenses	\$27,250	0.8%	\$27,250	0.8%	\$0	0.00%	
	<b>Commissioner Expenses Subtotal</b>	<b>\$70,250</b>	<b>2.1%</b>	<b>\$76,250</b>	<b>2.3%</b>	<b>(\$6,000)</b>	<b>-7.87%</b>	
<b><u>Information Technology:</u></b>								
73001 & 73002	Network Maint., Hardware, Software & Licenses	\$67,045	2.0%	\$48,130	1.4%	\$18,915	39.30%	
73003 & 73005	IT Support, Consulting & IT Service	\$43,350	1.3%	\$43,450	1.3%	(\$100)	-0.23%	
73004	Accounting & Assessment System	\$19,750	0.6%	\$27,350	0.8%	(\$7,600)	-27.79%	
	<b>Information Technology Subtotal</b>	<b>\$130,145</b>	<b>3.9%</b>	<b>\$118,930</b>	<b>3.5%</b>	<b>\$11,215</b>	<b>9.43%</b>	
<b><u>Depreciation, Interest &amp; Other Admin:</u></b>								
78101	Admin Staff Travel	\$9,000	0.3%	\$9,000	0.3%	\$0	0.00%	
78201	Depreciation Expense	\$14,400	0.4%	\$8,400	0.2%	\$6,000	71.43%	
78401 - 78501	Dues & Reg., Education, Training, Recruitment, Other	\$18,350	0.5%	\$18,300	0.5%	\$50	0.27%	
78601	Temporary Help	\$25,000	0.7%	\$25,000	0.7%	\$0	0.00%	
	<b>Depreciation, Interest &amp; Other Admin Subtotal</b>	<b>\$66,750</b>	<b>2.0%</b>	<b>\$60,700</b>	<b>1.8%</b>	<b>\$6,050</b>	<b>9.97%</b>	
	<b>Total Administration</b>	<b>\$3,367,654</b>	<b>100.0%</b>	<b>\$3,374,151</b>	<b>100.0%</b>	<b>(\$6,497)</b>	<b>-0.19%</b>	