



# AGENDA

## California Avocado Commission Finance Committee Meeting

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### Meeting Information

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**Date:** September 30, 2025

**Time:** 2:00 p.m.

**Location:** Hybrid Meeting

**Physical Meeting Location:**  
United Water Conservation District  
1701 Lombard St  
Oxnard, CA 93030

**Web/Teleconference URL:**

<https://californiaavocado.zoom.us/j/85280109259?pwd=5rGUbowGv7kVxgy0EKcQsVBp2ucQlb.1>

**Conference Call Number:** (669) 900-6833

**Meeting ID:** 852 8010 9259

**Passcode:** 077407

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

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

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### Committee Member Attendance

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As of Friday, September 25, 2025, the following Committee members have advised the Commission they will participate in this meeting:

Maureen Cottingham  
John Haskett  
Jamie Shafer  
Al Stehly

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Time	Item
2:00 p.m.	1. Call to Order <ul style="list-style-type: none"><li>a. Roll Call/Quorum</li><li>b. Introductions</li></ul>

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Time	Item
	<p><b>2. Opportunity for Public Comment</b> Any person may address the Board at this time on any subject within the jurisdiction of the California Avocado Commission.</p> <p><b>3. Consent Calendar</b> a. Consider approval of Finance Committee meeting minutes of July 24, 2025</p> <p><b>4. Discussion and Possible Action Items</b> a. 2024-25 Financial Updates b. Cash Disbursement Audit c. Auditor's Letters of Engagement for 2024-25 financial audit d. Terms for Line of Credit e. 2024-25 Profit Sharing Plan Contributions f. Review of CAC Reserves Policy g. 2025-26 Budget and Assessment Rate</p>
4:00 p.m.	<b>5. Adjourn Meeting</b>

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## Disclosures

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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](mailto: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](mailto:aaymami@avocado.org) or 949-341-1955.

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## Summary Definition of Conflict of Interest

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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 Finance Committee meeting minutes of July 24, 2025**

**SUMMARY:**

The minutes of the Finance Committee meeting of July 24, 2025 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 July 24, 2025

**CALIFORNIA AVOCADO COMMISSION  
FINANCE COMMITTEE MINUTES  
July 24, 2025**

A meeting of the Finance Committee of the California Avocado Commission (CAC) was held on July 24, 2025 at 2:00 p.m. with the following people present:

**Members Present**

Maureen Cottingham, Chair  
John Haskett  
Jamie Shafer  
Jason Cole, *Ex-officio*

**Staff Present**

April Aymami  
Ken Melban  
Terry Splane

**Officially Present**

Vickie Carpenter, *USDA*

**Members Absent**

Al Stehly

**Guests Present**

John Berns  
Will Carleton  
Rob Grether

**Item #1 Call to Order**

**Roll Call/Quorum – Item 1.a.**

Maureen Cottingham, Finance Committee chair, called the meeting to order at 2:07 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 May 6, 2025 – Item 3.a**

Ms. Cottingham asked for a motion to approve the Consent Calendar.

**Motion:**

***The Finance Committee approves the Consent Calendar as presented.***

***(Haskett/Shafer) MSC Unanimous***

**MOTION 25-7-24-1**

The Consent Calendar is included in the July 2025 Finance Committee Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 3.a and Item 3.b.

**Item #4 Discussion and Possible Action Items**

**Update on transition to Western Alliance Bank – Item 4.a.**

Ms. Aymami provided an update on the transition to Western Alliance Bank, stating that all accounts, including investment sweep and money market, and lockboxes had been set up and were functioning properly. She noted that with the current level of reserves, CAC was expecting over 20,000 a month in interest income.

**Cash Disbursements Audit – Item 4.b.**

The Committee reviewed the cash disbursement listings for the months of March through April 2025. There was a question regarding the vendor McDermott, Will & Emery, which management confirmed was CAC's legal counsel, Carolyn Gleason, on trade issues in Washington D.C. There were no additional questions or comments from the Committee.

The Cash Disbursement Audit, March through April 2025 is included in the July 2025 Finance Committee Packet and identified as EXHIBIT A, Item 4.b.

Review of contracts over \$25,000 – Item 4.c.

The Committee reviewed the listing of CAC contracts over \$25,000. Ms. Aymami provided an explanation of CAC's management of the Avocado Inspection Program, noting that AIP did not have its own EIN/TIN, therefore all contracts entered into on behalf of AIP were CAC contracts and reported on the contract listing with an "AIP" notation.

The Listing of CAC Contracts over \$25,000 is included in the July 2025 Finance Committee Packet and identified as EXHIBIT A, Item 4.c.

2024-25 Financial & Crop Updates – Item 4.d.

Ms. Cottingham reviewed the financials provided in the Committee packet, which covered year-to-date activity through April 2025.

Ms. Aymami provided an update on the current crop volume, reporting the expected crop size was closer to 320 million pounds. She presented the financial implications resulting from the reduction in expected volume, along with anticipated year-end unspent funds, resulting in an estimated year-end reserve balance of \$10.6 million.

The 2024-25 Financial Updates – Period Ending April 2025 are included in the July 2025 Finance Committee Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 4.d.

The CAC 2024-24 Reserve Projections worksheet is included in the July 2025 Finance Committee Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT B.

2025-26 Budget & Assessment Rate discussion – Item 4.e.

Management and the Committee discussed historical CAC budgets and total marketing spend, as well as the historical consumer vs. trade distribution of the marketing budget. In response to discussion regarding consumer vs. trade distribution, Terry Splane, CAC vice president of marketing, stated that CAC can scale spending with trade based on crop size, but when spending is scaled back from consumer marketing, CAC has seen preference slide. He commented that he felt that CAC was well positioned with trade with the current spend, however he was more concerned with consumer preference and protecting the California Avocado brand.

Ken Melban, CAC president, asked the Committee to consider CAC's historical marketing spend, which had ranged from 2.8-3.4 cents per pound, and discuss how much CAC should be spending on marketing. He noted that CAC receives approximately 2.125 cents per pound from the Hass Avocado Board 85% rebate, which must be used solely for marketing, so any amount for marketing above this would directly impact the CAC assessment rate.

The Committee discussed the value of CAC's marketing programs, return on investment and potential damage to the brand by limiting the marketing investment. There was a recommendation that CAC take a longer range view and consider a different measure of success through alpha/beta testing. Mr. Splane stated he would explore how this testing could work and felt the information gathered from this type of testing could be very valuable for CAC.

At the conclusion of discussion, Mr. Melban stated that at this point in time, CAC would move forward with development of a draft marketing budget based on 3 cents per pound. There also was consensus from the Committee that it was difficult to make a recommendation to increase the CAC assessment until further information was available regarding CAC's year-end financial position. Ms. Cottingham stated that the Committee would have the opportunity to discuss this further at the next meeting in September.

### **ADJOURN**

Ms. Cottingham adjourned the meeting at 3:47 p.m.

Respectfully submitted,

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April Aymami, Director of Industry Affairs and Operations

### **EXHIBITS ATTACHED TO THE PERMANENT COPY OF THESE MINUTES**

Exhibit A      July 2025 Finance Committee Packet  
Exhibit B      CAC 2024-24 Reserve Projections Worksheet  
Exhibit C      July 24, 2025 Finance Committee Meeting AB 2720 Roll Call Vote Tally Summary



**EXHIBIT C**

## **CALIFORNIA AVOCADO COMMISSION**

### **AB 2720 Roll Call Vote Tally Summary**

*To be attached to the Meeting Minutes*

<b>Meeting Name:</b> <i>Finance Committee Meeting</i>	<b>Meeting Location:</b> <i>Hybrid Meeting In-person (Oxnard) Online (Zoom)</i>	<b>Meeting Date:</b> <i>July 24, 2025</i>
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<b><i>Attendees Who Voted</i></b>	<b><u>MOTION</u> <u>25-7-24-1</u></b>
Maureen Cottingham	Did Not Vote
John Haskett	Yea
Jamie Shafer	Yea
<b><i>Outcome</i></b>	<b>Unanimous</b>



## **COMMITTEE INFORMATION**

### **ITEM 4.a:      2024-25 Financial Updates**

#### **SUMMARY:**

Attached are CAC's financial statements through the month ending July 31, 2025 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:**

- CAC Finance Committee Monthly Reports through the month ending July 31, 2025





**FINANCE  
COMMITTEE  
MONTHLY REPORTS  
JULY 2025**



**Quarterly Statement of  
Activity Q1, Q2 & Q3  
November 2024 - July 2025**

California Avocado Commission																
Budget vs. Actuals: CAC FY25 Budget Amend #2 by Class - FY25 P&L Classes																
November 2024 - July 2025																
	NOV 2024 - JAN 2025				FEB - APR, 2025				MAY - JUL, 2025				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	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	66,428.51	1,540.00	64,888.51	4,313.54 %	458,235.20	385,460.00	72,775.20	118.88 %	722,344.48	1,182,000.00	-459,655.52	61.11 %	\$1,247,008.19	\$1,569,000.00	\$ -321,991.81	79.48 %
40002-000 CAC Assessment Revenue-Prior Year	-202.47	0.00	-202.47		811.58	0.00	811.58			0.00	0.00		\$609.11	\$0.00	\$609.11	0.00%
40005-000 Penalties-Current Year		0.00	0.00			0.00	0.00		0.74	0.00	0.74		\$0.74	\$0.00	\$0.74	0.00%
40011-000 HAB Rebate Assess. Revenue-Current Year	262,085.43	4,000.00	258,085.43	6,552.14 %	1,774,868.70	1,566,000.00	208,868.70	113.34 %	2,639,481.51	4,800,000.00	-	54.99 %	\$4,676,435.64	\$6,370,000.00	\$ -1,693,564.36	73.41 %
40012-000 HAB Rebate Assess. Revenue-Prior Year	0.00	0.00	0.00			0.00	0.00		-4,761.19	0.00	-4,761.19		\$ -4,761.19	\$0.00	\$ -4,761.19	0.00%
42001-000 Accounting/Administration Fee Revenue (AIP)		15,249.00	-15,249.00		23,333.32	15,249.00	8,084.32	153.02 %	17,499.99	15,249.00	2,250.99	114.76 %	\$40,833.31	\$45,747.00	\$ -4,913.69	89.26 %
48001-000 Interest Income	5,396.12	1,500.00	3,896.12	359.74 %	5,253.17	1,500.00	3,753.17	350.21 %	30,416.65	1,500.00	28,916.65	2,027.78 %	\$41,065.94	\$4,500.00	\$36,565.94	912.58 %
48003-000 Other - Pine Tree Ranch Crop Income	29.66	0.00	29.66			62,500.00	-62,500.00		453,794.97	62,500.00	391,294.97	726.07 %	\$453,824.63	\$125,000.00	\$328,824.63	363.06 %
48009-000 Other Income - Misc	150.00	0.00	150.00		2,250.00	0.00	2,250.00		738.05	0.00	738.05		\$3,138.05	\$0.00	\$3,138.05	0.00%
48009-118 Other Income - From the Grove	5,600.00	15,000.00	-9,400.00	37.33 %	30,700.00	15,000.00	15,700.00	204.67 %		15,000.00	-15,000.00		\$36,300.00	\$45,000.00	\$ -8,700.00	80.67 %
Total Revenue	\$339,487.25	\$37,289.00	\$302,198.25	910.42 %	\$2,295,451.97	\$2,045,709.00	\$249,742.97	112.21 %	\$3,859,515.20	\$6,076,249.00	\$ -2,216,733.80	63.52 %	\$6,494,454.42	\$8,159,247.00	\$ -1,664,792.58	79.60 %
GROSS PROFIT	\$339,487.25	\$37,289.00	\$302,198.25	910.42 %	\$2,295,451.97	\$2,045,709.00	\$249,742.97	112.21 %	\$3,859,515.20	\$6,076,249.00	\$ -2,216,733.80	63.52 %	\$6,494,454.42	\$8,159,247.00	\$ -1,664,792.58	79.60 %
Expenditures																
50000-000 Marketing		0.00	0.00			0.00	0.00			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		\$0.00	\$0.00	\$0.00	0.00%
51001-072 Media Planning & Buying-Curious Plot	95,278.75	25,000.00	70,278.75	381.12 %	142,849.05	115,000.00	27,849.05	124.22 %	1,064,130.72	1,330,000.00	-265,869.28	80.01 %	\$1,302,258.52	\$1,470,000.00	\$ -167,741.48	88.59 %
51002-072 Creative Strategy, Content & Production-Curious Plot	65,747.00	145,000.00	-79,253.00	45.34 %	432,189.00	389,000.00	43,189.00	111.10 %	132,414.85	157,600.00	-25,185.15	84.02 %	\$630,350.85	\$691,600.00	\$ -61,249.15	91.14 %
51004-072 Consumer Marketing-Retail-Curious Plot	36,043.77	59,000.00	-22,956.23	61.09 %	139,281.05	284,400.00	-145,118.95	48.97 %	860,234.73	625,500.00	234,734.73	137.53 %	\$1,035,559.55	\$968,900.00	\$66,659.55	106.88 %
51801-072 Account Administration-Curious Plot	60,782.50	82,500.00	-21,717.50	73.68 %	113,391.25	82,500.00	30,891.25	137.44 %	90,369.96	87,500.00	2,869.96	103.28 %	\$264,543.71	\$252,500.00	\$12,043.71	104.77 %
52113-000 Photo Shoots		0.00	0.00			34,000.00	-34,000.00			0.00	0.00		\$0.00	\$34,000.00	\$ -34,000.00	0.00%
54001-072 Consumer PR-Curious Plot	28,833.75	70,875.00	-42,041.25	40.68 %	208,630.14	232,375.00	-23,744.86	89.78 %	141,286.44	128,375.00	12,911.44	110.06 %	\$378,750.33	\$431,625.00	\$ -52,874.67	87.75 %
55101-072 Consumer Email Marketing-Curious Plot	32,923.75	47,220.00	-14,296.25	69.72 %	57,530.44	37,960.00	19,570.44	151.56 %	48,926.20	45,000.00	3,926.20	108.72 %	\$139,380.39	\$130,180.00	\$9,200.39	107.07 %
55103-072 Social Media & Content Marketing-Curious Plot	42,478.10	32,000.00	10,478.10	132.74 %	142,035.88	148,500.00	-6,464.12	95.65 %	229,817.59	285,000.00	-55,182.41	80.64 %	\$414,331.57	\$465,500.00	\$ -51,168.43	89.01 %
57002-000 Consumer Research		0.00	0.00			0.00	0.00		27,000.00	0.00	27,000.00		\$27,000.00	\$0.00	\$27,000.00	0.00%
Total 51000-000 Consumer Marketing	362,087.62	461,595.00	-99,507.38	78.44 %	1,235,906.81	1,323,735.00	-87,828.19	93.37 %	2,594,180.49	2,658,975.00	-64,794.51	97.56 %	\$4,192,174.92	\$4,444,305.00	\$ -252,130.08	94.33 %
52000-000 Trade - Retail		0.00	0.00			0.00	0.00			0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
52000-001 Trade Relations													\$0.00	\$0.00	\$0.00	0.00%
52001-066 Trade Advertising-Media-Fusion		0.00	0.00		39,052.93	56,600.00	-17,547.07	69.00 %	77,629.42	62,300.00	15,329.42	124.61 %	\$116,682.35	\$118,900.00	\$ -2,217.65	98.13 %
52002-066 Trade Advertising-Production-Fusion	14,617.14	26,200.00	-11,582.86	55.79 %	13,776.32	3,400.00	10,376.32	405.19 %		0.00	0.00		\$28,393.46	\$29,600.00	\$ -1,206.54	95.92 %
52015-000 Trade PR Expenses		0.00	0.00		6,939.96	10,000.00	-3,060.04	69.40 %		0.00	0.00		\$6,939.96	\$10,000.00	\$ -3,060.04	69.40 %
52022-000 Dues	4,273.68	13,890.00	-9,616.32	30.77 %	3,598.74	0.00	3,598.74		3,598.74	0.00	3,598.74		\$11,471.16	\$13,890.00	\$ -2,418.84	82.59 %
52024-000 Sponsorships-Southern California Locations		0.00	0.00			2,500.00	-2,500.00			170.00	-170.00		\$0.00	\$2,670.00	\$ -2,670.00	0.00%
52042-000 Conventions	11.39	0.00	11.39		18,250.00	30,000.00	-11,750.00	60.83 %		0.00	0.00		\$18,261.39	\$30,000.00	\$ -11,738.61	60.87 %
52052-081 Program Admin/Strategy/Planning-PJ/PR	4,285.76	4,287.00	-1.24	99.97 %	3,571.40	4,285.00	-713.60	83.35 %	9,428.56	9,428.00	0.56	100.01 %	\$17,285.72	\$18,000.00	\$ -714.28	96.03 %
52055-081 Key Account Marketing Communications-Fees-PJ/PR	76,464.46	76,464.00	0.46	100.00 %	76,464.18	76,464.00	0.18	100.00 %	72,921.38	72,922.00	-0.62	100.00 %	\$225,850.02	\$225,850.00	\$0.02	100.00 %
52058-000 Retailer/Immersive Experiences-Expenses		6,429.00	-6,429.00			6,429.00	-6,429.00			2,142.00	-2,142.00		\$0.00	\$15,000.00	\$ -15,000.00	0.00%
52058-081 Retailer/Immersive Experiences-Expenses-PJ/PR	6,428.58	6,429.00	-0.42	99.99 %	7,519.57	6,429.00	1,090.57	116.96 %	2,142.83	2,142.00	0.83	100.04 %	\$16,090.98	\$15,000.00	\$1,090.98	107.27 %
52071-075 Key Account Coverage-TX/MW/SE-Anderson	28,749.00	28,749.00	0.00	100.00 %	28,749.00	28,749.00	0.00	100.00 %	29,533.08	28,759.00	774.08	102.69 %	\$87,031.08	\$86,257.00	\$774.08	100.90 %
52075-013 Key Account Coverage-SW/NW-Becker	42,000.00	42,000.00	0.00	100.00 %	42,000.00	42,000.00	0.00	100.00 %	42,409.08	42,000.00	409.08	100.97 %	\$126,409.08	\$126,000.00	\$409.08	100.32 %
Total 52000-001 Trade Relations	176,830.01	204,448.00	-27,617.99	86.49 %	239,922.10	266,856.00	-26,933.90	89.91 %	237,663.09	219,863.00	17,800.09	108.10 %	\$654,415.20	\$691,167.00	\$ -36,751.80	94.68 %
52010-000 Retail & Consumer Promotions													\$0.00	\$0.00	\$0.00	0.00%
52124-000 Retail Performance Programs-Retail Promotions	0.00	0.00	0.00		58,941.02	510,000.00	-451,058.98	11.56 %	354,986.66	565,000.00	-210,013.34	62.83 %	\$413,927.68	\$1,075,000.00	\$ -661,072.32	38.50 %
52125-000 Retail Brand Awareness Programs	-5,338.86	0.00	-5,338.86		14,000.00	403,000.00	-389,000.00	3.47 %	187,360.00	50,000.00	137,360.00	374.72 %	\$196,021.14	\$453,000.00	\$ -256,978.86	43.27 %
52128-066 Retail Trade Promotions-Fusion	13,924.14	13,950.00	-25.86	99.81 %	12,665.87	8,500.00	4,165.87	149.01 %	2,152.85	6,000.00	-3,847.15	35.88 %	\$28,742.86	\$28,450.00	\$292.86	101.03 %
52129-000 Retailer Social Media Advertising Support		0.00	0.00		500.00	12,000.00	-11,500.00	4.17 %	8,000.00	24,000.00	-16,000.00	33.33 %	\$8,500.00	\$36,000.00	\$ -27,500.00	23.61 %
52131-000 Retail Merchandising Services (POS Placement)		0.00	0.00			150,000.00	-150,000.00		4,000.00	0.00	4,000.00		\$4,000.00	\$150,000.00	\$ -146,000.00	2.67 %
52132-000 Retail Identity Programs-Display Bins		0.00	0.00		90,000.00	25,000.00	65,000.00	360.00 %		65,000.00	-65,000.00		\$90,000.00	\$90,000.00	\$0.00	100.00 %

California Avocado Commission																
Budget vs. Actuals: CAC FY25 Budget Amend #2 by Class - FY25 P&L Classes																
November 2024 - July 2025																
	NOV 2024 - JAN 2025				FEB - APR, 2025				MAY - JUL, 2025				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
52301-000 Premiums		0.00	0.00			0.00	0.00		4,747.24	0.00	4,747.24		\$4,747.24	\$0.00	\$4,747.24	0.00%
52302-000 POS Materials		0.00	0.00			0.00	0.00		8,175.00	0.00	8,175.00		\$8,175.00	\$0.00	\$8,175.00	0.00%
52303-000 Storage/Fulfillment	3,740.41	3,600.00	140.41	103.90 %	7,788.12	8,000.00	-211.88	97.35 %	13,499.22	14,000.00	-500.78	96.42 %	\$25,027.75	\$25,600.00	\$ -572.25	97.76 %
<b>Total 52010-000 Retail &amp; Consumer Promotions</b>	<b>12,325.69</b>	<b>17,550.00</b>	<b>-5,224.31</b>	<b>70.23 %</b>	<b>183,895.01</b>	<b>1,116,500.00</b>	<b>-932,604.99</b>	<b>16.47 %</b>	<b>582,920.97</b>	<b>724,000.00</b>	<b>-141,079.03</b>	<b>80.51 %</b>	<b>\$779,141.67</b>	<b>\$1,858,050.00</b>	<b>\$ -1,078,908.33</b>	<b>41.93 %</b>
52200-000 Data, Research & Analysis													\$0.00	\$0.00	\$0.00	0.00%
52202-000 Retail POS Scan Data-Circana		15,500.00	-15,500.00		33,015.50	15,500.00	17,515.50	213.00 %	16,507.75	15,500.00	1,007.75	106.50 %	\$49,523.25	\$46,500.00	\$3,023.25	106.50 %
52204-066 Data Analysis & Retail Research-FUSION	50,950.21	24,800.00	26,150.21	205.44 %	16,146.70	45,200.00	-29,053.30	35.72 %	21,325.39	18,200.00	3,125.39	117.17 %	\$88,422.30	\$88,200.00	\$222.30	100.25 %
52206-086 Inventory Reporting-AVMA	675.00	675.00	0.00	100.00 %	675.00	675.00	0.00	100.00 %	675.00	675.00	0.00	100.00 %	\$2,025.00	\$2,025.00	\$0.00	100.00 %
52211-066 California Avocado Market Analysis-Fusion	21,185.58	17,200.00	3,985.58	123.17 %	25,051.79	30,400.00	-5,348.21	82.41 %	275.65	0.00	275.65		\$46,513.02	\$47,600.00	\$ -1,086.98	97.72 %
52213-066 Retail Support, Consultation, Planning, Program & Data Admin-Fusion	6,176.66	4,900.00	1,276.66	126.05 %	5,674.67	15,800.00	-10,125.33	35.92 %	26,666.79	26,300.00	366.79	101.39 %	\$38,518.12	\$47,000.00	\$ -8,481.88	81.95 %
<b>Total 52200-000 Data, Research &amp; Analysis</b>	<b>78,987.45</b>	<b>63,075.00</b>	<b>15,912.45</b>	<b>125.23 %</b>	<b>80,563.66</b>	<b>107,575.00</b>	<b>-27,011.34</b>	<b>74.89 %</b>	<b>65,450.58</b>	<b>60,675.00</b>	<b>4,775.58</b>	<b>107.87 %</b>	<b>\$225,001.69</b>	<b>\$231,325.00</b>	<b>\$ -6,323.31</b>	<b>97.27 %</b>
52400-000 Administration & Other													\$0.00	\$0.00	\$0.00	0.00%
52140-098 Grower Communications-GingerRoot	1,340.00	1,520.00	-180.00	88.16 %	1,600.00	2,240.00	-640.00	71.43 %	3,140.00	3,080.00	60.00	101.95 %	\$6,080.00	\$6,840.00	\$ -760.00	88.89 %
52401-004 Travel Expenses - Splane	337.20	600.00	-262.80	56.20 %	1,009.79	1,300.00	-290.21	77.68 %	3,874.27	3,100.00	774.27	124.98 %	\$5,221.26	\$5,000.00	\$221.26	104.43 %
52401-019 Travel Expenses - Marketing Staff	2,115.95	1,700.00	415.95	124.47 %	6,633.65	4,000.00	2,633.65	165.84 %	6,540.40	6,000.00	540.40	109.01 %	\$15,290.00	\$11,700.00	\$3,590.00	130.68 %
52411-000 Office Expenses - Marketing	4,586.50	2,000.00	2,586.50	229.33 %	3,810.93	4,500.00	-689.07	84.69 %	2,459.68	7,500.00	-5,040.32	32.80 %	\$10,857.11	\$14,000.00	\$ -3,142.89	77.55 %
<b>Total 52400-000 Administration &amp; Other</b>	<b>8,379.65</b>	<b>5,820.00</b>	<b>2,559.65</b>	<b>143.98 %</b>	<b>13,054.37</b>	<b>12,040.00</b>	<b>1,014.37</b>	<b>108.43 %</b>	<b>16,014.35</b>	<b>19,680.00</b>	<b>-3,665.65</b>	<b>81.37 %</b>	<b>\$37,448.37</b>	<b>\$37,540.00</b>	<b>\$ -91.63</b>	<b>99.76 %</b>
<b>Total 52000-000 Trade - Retail</b>	<b>276,522.80</b>	<b>290,893.00</b>	<b>-14,370.20</b>	<b>95.06 %</b>	<b>517,435.14</b>	<b>1,502,971.00</b>	<b>-985,535.86</b>	<b>34.43 %</b>	<b>902,048.99</b>	<b>1,024,218.00</b>	<b>-122,169.01</b>	<b>88.07 %</b>	<b>\$1,696,006.93</b>	<b>\$2,818,082.00</b>	<b>\$ -1,122,075.07</b>	<b>60.18 %</b>
53000-000 Trade - Foodservice													\$0.00	\$0.00	\$0.00	0.00%
53001-070 Media-KC	1,550.00	2,500.00	-950.00	62.00 %	17,090.00	26,798.00	-9,708.00	63.77 %	32,022.42	31,080.00	942.42	103.03 %	\$50,662.42	\$60,378.00	\$ -9,715.58	83.91 %
53002-070 Production-KC	14,082.04	19,900.00	-5,817.96	70.76 %	12,075.00	3,100.00	8,975.00	389.52 %	4,250.00	0.00	4,250.00		\$30,407.04	\$23,000.00	\$7,407.04	132.20 %
53101-070 Public Relations-KC	20,275.14	31,000.00	-10,724.86	65.40 %	24,564.02	22,800.00	1,764.02	107.74 %	15,847.81	37,500.00	-21,652.19	42.26 %	\$60,686.97	\$91,300.00	\$ -30,613.03	66.47 %
53103-070 Foodservice Events-KC	27,068.50	25,000.00	2,068.50	108.27 %	13,739.88	62,650.00	-48,910.12	21.93 %	58,246.75	52,650.00	5,596.75	110.63 %	\$99,055.13	\$140,300.00	\$ -41,244.87	70.60 %
53104-070 Chain Promotions-KC	12,703.55	13,400.00	-696.45	94.80 %	83,836.89	45,000.00	38,836.89	186.30 %	76,913.12	45,400.00	31,513.12	169.41 %	\$173,453.56	\$103,800.00	\$69,653.56	167.10 %
53105-070 Culinary Education Program-KC	300.00	450.00	-150.00	66.67 %	450.00	450.00	0.00	100.00 %	560.00	600.00	-40.00	93.33 %	\$1,310.00	\$1,500.00	\$ -190.00	87.33 %
53801-070 Program Administration Fees-KC	11,150.00	7,400.00	3,750.00	150.68 %	3,550.00	1,300.00	2,250.00	273.08 %	15,450.00	20,400.00	-4,950.00	75.74 %	\$30,150.00	\$29,100.00	\$1,050.00	103.61 %
53802-070 Program Administration Expenses-KC	741.66	500.00	241.66	148.33 %	5.84	0.00	5.84		522.33	1,000.00	-477.67	52.23 %	\$1,269.83	\$1,500.00	\$ -230.17	84.66 %
<b>Total 53000-000 Trade - Foodservice</b>	<b>87,870.89</b>	<b>100,150.00</b>	<b>-12,279.11</b>	<b>87.74 %</b>	<b>155,311.63</b>	<b>162,098.00</b>	<b>-6,786.37</b>	<b>95.81 %</b>	<b>203,812.43</b>	<b>188,630.00</b>	<b>15,182.43</b>	<b>108.05 %</b>	<b>\$446,994.95</b>	<b>\$450,878.00</b>	<b>\$ -3,883.05</b>	<b>99.14 %</b>
59000-000 Marketing Activities Support													\$0.00	\$0.00	\$0.00	0.00%
51003-000 Buy California Marketing Agreement	2,083.33	6,251.00	-4,167.67	33.33 %	6,249.99	6,249.00	0.99	100.02 %	6,249.99	6,249.00	0.99	100.02 %	\$14,583.31	\$18,749.00	\$ -4,165.69	77.78 %
51803-000 Marketing/Planning		0.00	0.00			0.00	0.00		942.97	500.00	442.97	188.59 %	\$942.97	\$500.00	\$442.97	188.59 %
51803-067 Marketing Planning/Special Projects-RoMo	16,500.00	16,500.00	0.00	100.00 %	16,500.00	16,500.00	0.00	100.00 %	16,500.00	16,500.00	0.00	100.00 %	\$49,500.00	\$49,500.00	\$0.00	100.00 %
51805-000 Marketing Personnel Expense	193,163.59	223,000.00	-29,836.41	86.62 %	209,757.07	204,000.00	5,757.07	102.82 %	199,268.82	204,000.00	-4,731.18	97.68 %	\$602,189.48	\$631,000.00	\$ -28,810.52	95.43 %
52134-000 Export Program		0.00	0.00		15,000.00	10,000.00	5,000.00	150.00 %		5,000.00	-5,000.00		\$15,000.00	\$15,000.00	\$0.00	100.00 %
<b>Total 59000-000 Marketing Activities Support</b>	<b>211,746.92</b>	<b>245,751.00</b>	<b>-34,004.08</b>	<b>86.16 %</b>	<b>247,507.06</b>	<b>236,749.00</b>	<b>10,758.06</b>	<b>104.54 %</b>	<b>222,961.78</b>	<b>232,249.00</b>	<b>-9,287.22</b>	<b>96.00 %</b>	<b>\$682,215.76</b>	<b>\$714,749.00</b>	<b>\$ -32,533.24</b>	<b>95.45 %</b>
<b>Total 50000-000 Marketing</b>	<b>938,228.23</b>	<b>1,098,389.00</b>	<b>-160,160.77</b>	<b>85.42 %</b>	<b>2,156,160.64</b>	<b>3,225,553.00</b>	<b>-1,069,392.36</b>	<b>66.85 %</b>	<b>3,923,003.69</b>	<b>4,104,072.00</b>	<b>-181,068.31</b>	<b>95.59 %</b>	<b>\$7,017,392.56</b>	<b>\$8,428,014.00</b>	<b>\$ -1,410,621.44</b>	<b>83.26 %</b>
64000-000 Industry Affairs													\$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		\$0.00	\$0.00	\$0.00	0.00%
64001-000 AMRIC Operation	1,032.49	900.00	132.49	114.72 %	671.71	900.00	-228.29	74.63 %	744.37	900.00	-155.63	82.71 %	\$2,448.57	\$2,700.00	\$ -251.43	90.69 %
64001-130 AMRIC Operation-Hooman Mohammadpour	2,700.00	3,000.00	-300.00	90.00 %	3,946.79	3,000.00	946.79	131.56 %	3,939.66	3,000.00	939.66	131.32 %	\$10,586.45	\$9,000.00	\$1,586.45	117.63 %
64002-000 Crop Forecasting and Analysis		0.00	0.00		3,764.62	5,000.00	-1,235.38	75.29 %		0.00	0.00		\$3,764.62	\$5,000.00	\$ -1,235.38	75.29 %
64002-104 Crop Forecasting And Analysis-Land IQ	38,287.50	38,288.00	-0.50	100.00 %		0.00	0.00			0.00	0.00		\$38,287.50	\$38,288.00	\$ -0.50	100.00 %
64003-000 Grower Database		0.00	0.00			1,500.00	-1,500.00			0.00	0.00		\$0.00	\$1,500.00	\$ -1,500.00	0.00%
64004-104 Grove ID GIS Project Dmnt-Land IQ	1,546.25	0.00	1,546.25			0.00	0.00			0.00	0.00		\$1,546.25	\$0.00	\$1,546.25	0.00%
<b>Total 64000-001 Industry Statistics and Information</b>	<b>43,566.24</b>	<b>42,188.00</b>	<b>1,378.24</b>	<b>103.27 %</b>	<b>8,383.12</b>	<b>10,400.00</b>	<b>-2,016.88</b>	<b>80.61 %</b>	<b>4,684.03</b>	<b>3,900.00</b>	<b>784.03</b>	<b>120.10 %</b>	<b>\$56,633.39</b>	<b>\$56,488.00</b>	<b>\$145.39</b>	<b>100.26 %</b>
64100-000 Grower Communications		0.00	0.00			0.00	0.00			0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
64105-000 Online Information	252.04	300.00	-47.96	84.01 %	1,505.60	1,500.00	5.60	100.37 %	120.97	300.00	-179.03	40.32 %	\$1,878.61	\$2,100.00	\$ -221.39	89.46 %
64105-098 Online Information-GingerRoot	4,580.00	4,950.00	-370.00	92.53 %	1,720.00	4,950.00	-3,230.00	34.75 %	1,640.00	4,950.00	-3,310.00	33.13 %	\$7,940.00	\$14,850.00	\$ -6,910.00	53.47 %
64105-099 Online Information-Fishhook		0.00	0.00		5,000.00	0.00	5,000.00			0.00	0.00		\$5,000.00	\$0.00	\$5,000.00	0.00%
64106-000 Publications	173.85	300.00	-126.15	57.95 %	173.85	300.00	-126.15	57.95 %	115.90	300.00	-184.10	38.63 %	\$463.60	\$900.00	\$ -436.40	51.51 %

California Avocado Commission																
Budget vs. Actuals: CAC FY25 Budget Amend #2 by Class - FY25 P&L Classes																
November 2024 - July 2025																
	NOV 2024 - JAN 2025				FEB - APR, 2025				MAY - JUL, 2025				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
64106-067 Publications-ROMO	375.00	750.00	-375.00	50.00 %	375.00	750.00	-375.00	50.00 %	375.00	750.00	-375.00	50.00 %	\$1,125.00	\$2,250.00	\$ -1,125.00	50.00 %
64106-085 Publications-Fox Wthr	330.00	330.00	0.00	100.00 %	330.00	330.00	0.00	100.00 %	330.00	330.00	0.00	100.00 %	\$990.00	\$990.00	\$0.00	100.00 %
64106-098 Publications-GingerRoot	2,060.00	3,750.00	-1,690.00	54.93 %	1,980.00	3,750.00	-1,770.00	52.80 %	1,700.00	3,750.00	-2,050.00	45.33 %	\$5,740.00	\$11,250.00	\$ -5,510.00	51.02 %
64106-118 Publications-Champ	18.26	18,000.00	-17,981.74	0.10 %	32,167.72	18,000.00	14,167.72	178.71 %	16,548.44	18,000.00	-1,451.56	91.94 %	\$48,734.42	\$54,000.00	\$ -5,265.58	90.25 %
64107-000 Annual Meeting		0.00	0.00		14,228.38	15,000.00	-771.62	94.86 %		0.00	0.00		\$14,228.38	\$15,000.00	\$ -771.62	94.86 %
64108-000 Annual Report		0.00	0.00			9,000.00	-9,000.00			0.00	0.00		\$0.00	\$9,000.00	\$ -9,000.00	0.00%
64108-098 Annual Report-GingerRoot	120.00	2,500.00	-2,380.00	4.80 %	1,600.00	5,500.00	-3,900.00	29.09 %	1,840.00	0.00	1,840.00		\$3,560.00	\$8,000.00	\$ -4,440.00	44.50 %
<b>Total 64100-000 Grower Communications</b>	<b>7,909.15</b>	<b>30,880.00</b>	<b>-22,970.85</b>	<b>25.61 %</b>	<b>59,080.55</b>	<b>59,080.00</b>	<b>0.55</b>	<b>100.00 %</b>	<b>22,670.31</b>	<b>28,380.00</b>	<b>-5,709.69</b>	<b>79.88 %</b>	<b>\$89,660.01</b>	<b>\$118,340.00</b>	<b>\$ -28,679.99</b>	<b>75.76 %</b>
64200-000 Issues Management													\$0.00	\$0.00	\$0.00	0.00%
64204-000 Research Program Coordination & Outreach	25,901.82	26,000.00	-98.18	99.62 %	27,519.50	28,000.00	-480.50	98.28 %	27,050.31	28,000.00	-949.69	96.61 %	\$80,471.63	\$82,000.00	\$ -1,528.37	98.14 %
64206-000 Legislative & Regulatory Advocacy	71,812.50	82,000.00	-10,187.50	87.58 %	101,993.25	105,000.00	-3,006.75	97.14 %	135,264.74	105,000.00	30,264.74	128.82 %	\$309,070.49	\$292,000.00	\$17,070.49	105.85 %
<b>Total 64200-000 Issues Management</b>	<b>97,714.32</b>	<b>108,000.00</b>	<b>-10,285.68</b>	<b>90.48 %</b>	<b>129,512.75</b>	<b>133,000.00</b>	<b>-3,487.25</b>	<b>97.38 %</b>	<b>162,315.05</b>	<b>133,000.00</b>	<b>29,315.05</b>	<b>122.04 %</b>	<b>\$389,542.12</b>	<b>\$374,000.00</b>	<b>\$15,542.12</b>	<b>104.16 %</b>
64300-000 Legal & Governance													\$0.00	\$0.00	\$0.00	0.00%
64301-000 Elections		1,000.00	-1,000.00		918.29	0.00	918.29		3,348.96	4,500.00	-1,151.04	74.42 %	\$4,267.25	\$5,500.00	\$ -1,232.75	77.59 %
64302-000 Legal Support	45,534.00	37,500.00	8,034.00	121.42 %	34,568.50	37,500.00	-2,931.50	92.18 %	46,278.00	37,500.00	8,778.00	123.41 %	\$126,380.50	\$112,500.00	\$13,880.50	112.34 %
64303-000 Governance Support	4,529.11	5,000.00	-470.89	90.58 %		3,000.00	-3,000.00			2,000.00	-2,000.00		\$4,529.11	\$10,000.00	\$ -5,470.89	45.29 %
<b>Total 64300-000 Legal &amp; Governance</b>	<b>50,063.11</b>	<b>43,500.00</b>	<b>6,563.11</b>	<b>115.09 %</b>	<b>35,486.79</b>	<b>40,500.00</b>	<b>-5,013.21</b>	<b>87.62 %</b>	<b>49,626.96</b>	<b>44,000.00</b>	<b>5,626.96</b>	<b>112.79 %</b>	<b>\$135,176.86</b>	<b>\$128,000.00</b>	<b>\$7,176.86</b>	<b>105.61 %</b>
64400-000 Demonstration Grove													\$0.00	\$0.00	\$0.00	0.00%
64401-000 Pine Tree - Rent	0.00	6,225.00	-6,225.00	0.00 %	-83.00	6,225.00	-6,308.00	-1.33 %	83.00	6,225.00	-6,142.00	1.33 %	\$0.00	\$18,675.00	\$ -18,675.00	0.00 %
64402-000 Pine Tree - Grove Management	7,747.75	6,333.00	1,414.75	122.34 %	7,906.92	9,999.00	-2,092.08	79.08 %	52,409.80	25,669.00	26,740.80	204.18 %	\$68,064.47	\$42,001.00	\$26,063.47	162.05 %
64403-000 Pine Tree - Utilities	-1,747.41	1,350.00	-3,097.41	-129.44 %	889.53	1,350.00	-460.47	65.89 %	111.99	1,350.00	-1,238.01	8.30 %	\$ -745.89	\$4,050.00	\$ -4,795.89	-18.42 %
64404-000 Pine Tree - Property Tax & Insurance	96.63	639.00	-542.37	15.12 %	1,784.32	639.00	1,145.32	279.24 %	237.70	639.00	-401.30	37.20 %	\$2,118.65	\$1,917.00	\$201.65	110.52 %
64405-000 Pine Tree - Miscellaneous Expense		0.00	0.00		740.00	0.00	740.00		0.00	0.00	0.00		\$740.00	\$0.00	\$740.00	0.00%
64406-000 Pine Tree - Crop Harvesting		0.00	0.00		11,890.94	25,000.00	-13,109.06	47.56 %	35,394.67	0.00	35,394.67		\$47,285.61	\$25,000.00	\$22,285.61	189.14 %
64408-000 Pine Tree - CAC Assessment		0.00	0.00			1,000.00	-1,000.00		1,145.11	0.00	1,145.11		\$1,145.11	\$1,000.00	\$145.11	114.51 %
64409-000 Pine Tree - HAB Assessment		0.00	0.00			2,500.00	-2,500.00		5,681.93	0.00	5,681.93		\$5,681.93	\$2,500.00	\$3,181.93	227.28 %
<b>Total 64400-000 Demonstration Grove</b>	<b>6,096.97</b>	<b>14,547.00</b>	<b>-8,450.03</b>	<b>41.91 %</b>	<b>23,128.71</b>	<b>46,713.00</b>	<b>-23,584.29</b>	<b>49.51 %</b>	<b>95,064.20</b>	<b>33,883.00</b>	<b>61,181.20</b>	<b>280.57 %</b>	<b>\$124,289.88</b>	<b>\$95,143.00</b>	<b>\$29,146.88</b>	<b>130.63 %</b>
64500-000 Education & Outreach													\$0.00	\$0.00	\$0.00	0.00%
64502-000 Pine Tree Ranch Field Days	838.22	700.00	138.22	119.75 %		700.00	-700.00		453.39	600.00	-146.61	75.57 %	\$1,291.61	\$2,000.00	\$ -708.39	64.58 %
64503-000 Grower Outreach		0.00	0.00		212.00	0.00	212.00			0.00	0.00		\$212.00	\$0.00	\$212.00	0.00%
<b>Total 64500-000 Education &amp; Outreach</b>	<b>838.22</b>	<b>700.00</b>	<b>138.22</b>	<b>119.75 %</b>	<b>212.00</b>	<b>700.00</b>	<b>-488.00</b>	<b>30.29 %</b>	<b>453.39</b>	<b>600.00</b>	<b>-146.61</b>	<b>75.57 %</b>	<b>\$1,503.61</b>	<b>\$2,000.00</b>	<b>\$ -496.39</b>	<b>75.18 %</b>
64800-000 Other Industry Affairs													\$0.00	\$0.00	\$0.00	0.00%
64801-000 Coalition Dues, Sponsorships , Registrations & Rep	22,000.00	25,000.00	-3,000.00	88.00 %	2,500.00	4,000.00	-1,500.00	62.50 %	7,400.00	2,000.00	5,400.00	370.00 %	\$31,900.00	\$31,000.00	\$900.00	102.90 %
64801-086 Industry Reports-AVMA	120.00	120.00	0.00	100.00 %	120.00	120.00	0.00	100.00 %	120.00	120.00	0.00	100.00 %	\$360.00	\$360.00	\$0.00	100.00 %
64803-000 Travel Expenses - Industry Affairs	2,284.93	11,250.00	-8,965.07	20.31 %	6,620.07	11,250.00	-4,629.93	58.85 %	11,709.03	11,250.00	459.03	104.08 %	\$20,614.03	\$33,750.00	\$ -13,135.97	61.08 %
64804-000 Office Expenses - Industry Affairs	164.91	630.00	-465.09	26.18 %	1,027.29	630.00	397.29	163.06 %	649.42	630.00	19.42	103.08 %	\$1,841.62	\$1,890.00	\$ -48.38	97.44 %
64901-000 Misc IA Exps (Theft Reward)	25.48	100.00	-74.52	25.48 %	68.00	0.00	68.00		3,097.03	3,100.00	-2.97	99.90 %	\$3,190.51	\$3,200.00	\$ -9.49	99.70 %
<b>Total 64800-000 Other Industry Affairs</b>	<b>24,595.32</b>	<b>37,100.00</b>	<b>-12,504.68</b>	<b>66.29 %</b>	<b>10,335.36</b>	<b>16,000.00</b>	<b>-5,664.64</b>	<b>64.60 %</b>	<b>22,975.48</b>	<b>17,100.00</b>	<b>5,875.48</b>	<b>134.36 %</b>	<b>\$57,906.16</b>	<b>\$70,200.00</b>	<b>\$ -12,293.84</b>	<b>82.49 %</b>
<b>Total 64000-000 Industry Affairs</b>	<b>230,783.33</b>	<b>276,915.00</b>	<b>-46,131.67</b>	<b>83.34 %</b>	<b>266,139.28</b>	<b>306,393.00</b>	<b>-40,253.72</b>	<b>86.86 %</b>	<b>357,789.42</b>	<b>260,863.00</b>	<b>96,926.42</b>	<b>137.16 %</b>	<b>\$854,712.03</b>	<b>\$844,171.00</b>	<b>\$10,541.03</b>	<b>101.25 %</b>
65000-000 Production Research													\$0.00	\$0.00	\$0.00	0.00%
65200-000 Breeding, Varieties & Genetics													\$0.00	\$0.00	\$0.00	0.00%
65216-000 Commercial-Scale Field Testing of Advanced Rootstock	22,407.00	22,407.00	0.00	100.00 %	22,407.00	22,407.00	0.00	100.00 %		22,407.00	-22,407.00		\$44,814.00	\$67,221.00	\$ -22,407.00	66.67 %
65217-000 CAL POLY - Commercial-scale field testing and potential release of five elite advanced rootstocks	3,419.00	3,419.00	0.00	100.00 %	-1,612.35	3,419.00	-5,031.35	-47.16 %	3,149.00	3,419.00	-270.00	92.10 %	\$4,955.65	\$10,257.00	\$ -5,301.35	48.31 %
<b>Total 65200-000 Breeding, Varieties &amp; Genetics</b>	<b>25,826.00</b>	<b>25,826.00</b>	<b>0.00</b>	<b>100.00 %</b>	<b>20,794.65</b>	<b>25,826.00</b>	<b>-5,031.35</b>	<b>80.52 %</b>	<b>3,149.00</b>	<b>25,826.00</b>	<b>-22,677.00</b>	<b>12.19 %</b>	<b>\$49,769.65</b>	<b>\$77,478.00</b>	<b>\$ -27,708.35</b>	<b>64.24 %</b>
65300-000 Cultural Management													\$0.00	\$0.00	\$0.00	0.00%
65323-000 Develop tools and info on crop water use		0.00	0.00			27,802.00	-27,802.00		27,802.00	0.00	27,802.00		\$27,802.00	\$27,802.00	\$0.00	100.00 %
65325-000 Artificial Pollination Research		0.00	0.00			0.00	0.00		31,360.00	31,360.00	0.00	100.00 %	\$31,360.00	\$31,360.00	\$0.00	100.00 %
<b>Total 65300-000 Cultural Management</b>		<b>0.00</b>	<b>0.00</b>			<b>27,802.00</b>	<b>-27,802.00</b>		<b>59,162.00</b>	<b>31,360.00</b>	<b>27,802.00</b>	<b>188.65 %</b>	<b>\$59,162.00</b>	<b>\$59,162.00</b>	<b>\$0.00</b>	<b>100.00 %</b>
65400-000 Industry Research Support													\$0.00	\$0.00	\$0.00	0.00%

California Avocado Commission																
Budget vs. Actuals: CAC FY25 Budget Amend #2 by Class - FY25 P&L Classes																
November 2024 - July 2025																
	NOV 2024 - JAN 2025				FEB - APR, 2025				MAY - JUL, 2025				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
65403-000 FFAR Fellow Sponsor - Landesman		0.00	0.00			0.00	0.00		32,500.00	0.00	32,500.00		\$32,500.00	\$0.00	\$32,500.00	0.00%
<b>Total 65400-000 Industry Research Support</b>		<b>0.00</b>	<b>0.00</b>			<b>0.00</b>	<b>0.00</b>		<b>32,500.00</b>	<b>0.00</b>	<b>32,500.00</b>		<b>\$32,500.00</b>	<b>\$0.00</b>	<b>\$32,500.00</b>	<b>0.00%</b>
<b>Total 65000-000 Production Research</b>	<b>25,826.00</b>	<b>25,826.00</b>	<b>0.00</b>	<b>100.00 %</b>	<b>20,794.65</b>	<b>53,628.00</b>	<b>-32,833.35</b>	<b>38.78 %</b>	<b>94,811.00</b>	<b>57,186.00</b>	<b>37,625.00</b>	<b>165.79 %</b>	<b>\$141,431.65</b>	<b>\$136,640.00</b>	<b>\$4,791.65</b>	<b>103.51 %</b>
66010-000 Grant Programs													\$0.00	\$0.00	\$0.00	0.00%
66015-000 Export Marketing													\$0.00	\$0.00	\$0.00	0.00%
66022-000 USDA Grant - FAS MAP China/North Asia		0.00	0.00		17,800.00	0.00	17,800.00		97,990.57	0.00	97,990.57		\$115,790.57	\$0.00	\$115,790.57	0.00%
<b>Total 66015-000 Export Marketing</b>		<b>0.00</b>	<b>0.00</b>		<b>17,800.00</b>	<b>0.00</b>	<b>17,800.00</b>		<b>97,990.57</b>	<b>0.00</b>	<b>97,990.57</b>		<b>\$115,790.57</b>	<b>\$0.00</b>	<b>\$115,790.57</b>	<b>0.00%</b>
<b>Total 66010-000 Grant Programs</b>		<b>0.00</b>	<b>0.00</b>		<b>17,800.00</b>	<b>0.00</b>	<b>17,800.00</b>		<b>97,990.57</b>	<b>0.00</b>	<b>97,990.57</b>		<b>\$115,790.57</b>	<b>\$0.00</b>	<b>\$115,790.57</b>	<b>0.00%</b>
70000-000 Operations													\$0.00	\$0.00	\$0.00	0.00%
71100-000 Office Expense													\$0.00	\$0.00	\$0.00	0.00%
71101-000 Office Rent - CAC Mauchly, Irvine	0.00	1,956.00	-1,956.00	0.00 %	0.00	2,247.00	-2,247.00	0.00 %	0.00	2,247.00	-2,247.00	0.00 %	\$0.00	\$6,450.00	\$ -6,450.00	0.00 %
71102-000 Rent-CAM, Ins, Prop Tax	7,971.73	6,600.00	1,371.73	120.78 %	8,258.97	6,600.00	1,658.97	125.14 %	8,258.97	6,600.00	1,658.97	125.14 %	\$24,489.67	\$19,800.00	\$4,689.67	123.69 %
71104-000 Rent-Offsite Storage	2,490.00	2,490.00	0.00	100.00 %	2,490.00	2,490.00	0.00	100.00 %	2,515.00	2,560.00	-45.00	98.24 %	\$7,495.00	\$7,540.00	\$ -45.00	99.40 %
71111-000 Insurance-Liability	14,415.83	25,245.00	-10,829.17	57.10 %	23,611.89	25,245.00	-1,633.11	93.53 %	23,611.89	25,245.00	-1,633.11	93.53 %	\$61,639.61	\$75,735.00	\$ -14,095.39	81.39 %
71121-000 Office Expenses - Operations	751.73	1,250.00	-498.27	60.14 %	2,014.07	1,250.00	764.07	161.13 %	1,661.15	1,250.00	411.15	132.89 %	\$4,426.95	\$3,750.00	\$676.95	118.05 %
71122-000 Office Supplies	187.41	750.00	-562.59	24.99 %	789.93	750.00	39.93	105.32 %	86.46	750.00	-663.54	11.53 %	\$1,063.80	\$2,250.00	\$ -1,186.20	47.28 %
71123-000 Janitorial	1,590.87	1,625.00	-34.13	97.90 %	1,467.00	2,125.00	-658.00	69.04 %	1,467.00	1,625.00	-158.00	90.28 %	\$4,524.87	\$5,375.00	\$ -850.13	84.18 %
71131-000 Office Utilities	2,592.63	2,965.00	-372.37	87.44 %	2,341.68	2,505.00	-163.32	93.48 %	2,844.44	5,065.00	-2,220.56	56.16 %	\$7,778.75	\$10,535.00	\$ -2,756.25	73.84 %
71141-000 Bank & Payroll Fees	1,681.44	1,983.00	-301.56	84.79 %	2,755.85	1,983.00	772.85	138.97 %	2,983.42	1,983.00	1,000.42	150.45 %	\$7,420.71	\$5,949.00	\$1,471.71	124.74 %
71151-000 Equipment Maintenance & Expense	2,184.87	1,440.00	744.87	151.73 %	1,288.71	1,440.00	-151.29	89.49 %	2,021.43	1,440.00	581.43	140.38 %	\$5,495.01	\$4,320.00	\$1,175.01	127.20 %
71161-000 Telephone	2,054.58	2,100.00	-45.42	97.84 %	2,057.32	2,100.00	-42.68	97.97 %	2,029.98	2,100.00	-70.02	96.67 %	\$6,141.88	\$6,300.00	\$ -158.12	97.49 %
71162-000 Employee Communication Expense	3,600.00	3,600.00	0.00	100.00 %	3,225.00	3,600.00	-375.00	89.58 %	3,450.00	3,600.00	-150.00	95.83 %	\$10,275.00	\$10,800.00	\$ -525.00	95.14 %
71181-000 Postage & Courier Service		575.00	-575.00		1.10	75.00	-73.90	1.47 %	274.18	75.00	199.18	365.57 %	\$275.28	\$725.00	\$ -449.72	37.97 %
<b>Total 71100-000 Office Expense</b>	<b>39,521.09</b>	<b>52,579.00</b>	<b>-13,057.91</b>	<b>75.17 %</b>	<b>50,301.52</b>	<b>52,410.00</b>	<b>-2,108.48</b>	<b>95.98 %</b>	<b>51,203.92</b>	<b>54,540.00</b>	<b>-3,336.08</b>	<b>93.88 %</b>	<b>\$141,026.53</b>	<b>\$159,529.00</b>	<b>\$ -18,502.47</b>	<b>88.40 %</b>
71200-000 Professional Fees													\$0.00	\$0.00	\$0.00	0.00%
71201-000 CPA-Financial Audits		0.00	0.00			40,000.00	-40,000.00		41,200.00	0.00	41,200.00		\$41,200.00	\$40,000.00	\$1,200.00	103.00 %
71203-000 CPA-Assessment Audits	0.00	27,500.00	-27,500.00	0.00 %		0.00	0.00			28,875.00	-28,875.00		\$0.00	\$56,375.00	\$ -56,375.00	0.00 %
71207-000 CDFA Fiscal and Compliance Audit		0.00	0.00			9,925.00	-9,925.00		10,290.00	0.00	10,290.00		\$10,290.00	\$9,925.00	\$365.00	103.68 %
71211-000 Calif. Department of Food & Ag.-CDFA	18,823.03	22,500.00	-3,676.97	83.66 %	20,901.90	22,500.00	-1,598.10	92.90 %	20,868.08	22,500.00	-1,631.92	92.75 %	\$60,593.01	\$67,500.00	\$ -6,906.99	89.77 %
71221-000 Dept. of Ag-USDA/AMS	7,833.20	15,750.00	-7,916.80	49.73 %	9,731.20	15,750.00	-6,018.80	61.79 %	15,740.76	15,750.00	-9.24	99.94 %	\$33,305.16	\$47,250.00	\$ -13,944.84	70.49 %
71235-000 Legal-Ballard/Rosenberg-Labor Issues		0.00	0.00		2,542.50	0.00	2,542.50		4,068.00	6,750.00	-2,682.00	60.27 %	\$6,610.50	\$6,750.00	\$ -139.50	97.93 %
71236-000 Outsourced Accounting	21,649.98	26,250.00	-4,600.02	82.48 %		26,250.00	-26,250.00			26,250.00	-26,250.00		\$21,649.98	\$78,750.00	\$ -57,100.02	27.49 %
78301-000 Pension Adm & Legal	7,187.16	8,405.00	-1,217.84	85.51 %	5,943.48	8,405.00	-2,461.52	70.71 %	6,225.37	8,405.00	-2,179.63	74.07 %	\$19,356.01	\$25,215.00	\$ -5,858.99	76.76 %
<b>Total 71200-000 Professional Fees</b>	<b>55,493.37</b>	<b>100,405.00</b>	<b>-44,911.63</b>	<b>55.27 %</b>	<b>39,119.08</b>	<b>122,830.00</b>	<b>-83,710.92</b>	<b>31.85 %</b>	<b>98,392.21</b>	<b>108,530.00</b>	<b>-10,137.79</b>	<b>90.66 %</b>	<b>\$193,004.66</b>	<b>\$331,765.00</b>	<b>\$ -138,760.34</b>	<b>58.18 %</b>
71300-000 Personnel Expenses													\$0.00	\$0.00	\$0.00	0.00%
71301-000 Salaries/Wages		0.00	0.00			0.00	0.00			0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
71302-000 Salaries/Wages - IA & Ops	147,828.53	153,070.00	-5,241.47	96.58 %	166,667.78	157,110.00	9,557.78	106.08 %	166,146.17	157,110.00	9,036.17	105.75 %	\$480,642.48	\$467,290.00	\$13,352.48	102.86 %
71303-000 Salaries/Wages - Marketing	29,390.62	26,978.00	2,412.62	108.94 %	16,432.94	27,690.00	-11,257.06	59.35 %	25,655.63	27,690.00	-2,034.37	92.65 %	\$71,479.19	\$82,358.00	\$ -10,878.81	86.79 %
<b>Total 71301-000 Salaries/Wages</b>	<b>177,219.15</b>	<b>180,048.00</b>	<b>-2,828.85</b>	<b>98.43 %</b>	<b>183,100.72</b>	<b>184,800.00</b>	<b>-1,699.28</b>	<b>99.08 %</b>	<b>191,801.80</b>	<b>184,800.00</b>	<b>7,001.80</b>	<b>103.79 %</b>	<b>\$552,121.67</b>	<b>\$549,648.00</b>	<b>\$2,473.67</b>	<b>100.45 %</b>
71311-000 Pension Expense		0.00	0.00			0.00	0.00			0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
71312-000 Pension Expense - IA & Ops	15,308.14	15,307.00	1.14	100.01 %	15,914.83	15,711.00	203.83	101.30 %	14,774.31	15,711.00	-936.69	94.04 %	\$45,997.28	\$46,729.00	\$ -731.72	98.43 %
71313-000 Pension Expense - Marketing	2,704.60	2,697.00	7.60	100.28 %	2,366.60	2,769.00	-402.40	85.47 %	2,282.10	2,769.00	-486.90	82.42 %	\$7,353.30	\$8,235.00	\$ -881.70	89.29 %
<b>Total 71311-000 Pension Expense</b>	<b>18,012.74</b>	<b>18,004.00</b>	<b>8.74</b>	<b>100.05 %</b>	<b>18,281.43</b>	<b>18,480.00</b>	<b>-198.57</b>	<b>98.93 %</b>	<b>17,056.41</b>	<b>18,480.00</b>	<b>-1,423.59</b>	<b>92.30 %</b>	<b>\$53,350.58</b>	<b>\$54,964.00</b>	<b>\$ -1,613.42</b>	<b>97.06 %</b>
71321-000 Payroll Tax & Work Comp		0.00	0.00			0.00	0.00			0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
71322-000 Payroll Tax & Work Comp - IA & Ops	10,346.52	11,811.00	-1,464.48	87.60 %	12,666.68	11,811.00	855.68	107.24 %	12,818.60	11,811.00	1,007.60	108.53 %	\$35,831.80	\$35,433.00	\$398.80	101.13 %
71323-000 Payroll Tax & Work Comp - Marketing	1,858.71	2,007.00	-148.29	92.61 %	2,587.31	2,007.00	580.31	128.91 %	2,486.23	2,007.00	479.23	123.88 %	\$6,932.25	\$6,021.00	\$911.25	115.13 %
<b>Total 71321-000 Payroll Tax &amp; Work Comp</b>	<b>12,205.23</b>	<b>13,818.00</b>	<b>-1,612.77</b>	<b>88.33 %</b>	<b>15,253.99</b>	<b>13,818.00</b>	<b>1,435.99</b>	<b>110.39 %</b>	<b>15,304.83</b>	<b>13,818.00</b>	<b>1,486.83</b>	<b>110.76 %</b>	<b>\$42,764.05</b>	<b>\$41,454.00</b>	<b>\$1,310.05</b>	<b>103.16 %</b>
71331-000 Benefits		0.00	0.00			0.00	0.00			0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
71332-000 Benefits - IA & Ops	29,449.51	54,637.00	-25,187.49	53.90 %	30,991.35	23,637.00	7,354.35	131.11 %	30,091.35	23,637.00	6,454.35	127.31 %	\$90,532.21	\$101,911.00	\$ -11,378.79	88.83 %
71333-000 Benefits - Marketing	4,491.09	7,800.00	-3,308.91	57.58 %	4,072.45	3,735.00	337.45	109.03 %	4,413.09	3,735.00	678.09	118.16 %	\$12,976.63	\$15,270.00	\$ -2,293.37	84.98 %
<b>Total 71331-000 Benefits</b>	<b>33,940.60</b>	<b>62,437.00</b>	<b>-28,496.40</b>	<b>54.36 %</b>	<b>35,063.80</b>	<b>27,372.00</b>	<b>7,691.80</b>	<b>128.10 %</b>	<b>34,504.44</b>	<b>27,372.00</b>	<b>7,132.44</b>	<b>126.06 %</b>	<b>\$103,508.84</b>	<b>\$117,181.00</b>	<b>\$ -13,672.16</b>	<b>88.33 %</b>
<b>Total 71300-000 Personnel Expenses</b>	<b>241,377.72</b>	<b>274,307.00</b>	<b>-32,929.28</b>	<b>88.00 %</b>	<b>251,699.94</b>	<b>244,470.00</b>	<b>7,229.94</b>	<b>102.96 %</b>	<b>258,667.48</b>	<b>244,470.00</b>	<b>14,197.48</b>	<b>105.81 %</b>	<b>\$751,745.14</b>	<b>\$763,247.00</b>	<b>\$ -11,501.86</b>	<b>98.49 %</b>
71400-000 Commissioner Expenses													\$0.00	\$0.00	\$0.00	0.00%

California Avocado Commission

Budget vs. Actuals: CAC FY25 Budget Amend #2 by Class - FY25 P&L Classes  
November 2024 - July 2025

	NOV 2024 - JAN 2025				FEB - APR, 2025				MAY - JUL, 2025				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
71403-000 Travel Expenses - Board Members	30.55	10,000.00	-9,969.45	0.31 %	1,345.41	10,000.00	-8,654.59	13.45 %	3,039.52	10,000.00	-6,960.48	30.40 %	\$4,415.48	\$30,000.00	\$ -25,584.52	14.72 %
71404-000 Board Meeting Expenses	881.39	3,250.00	-2,368.61	27.12 %	7,361.08	13,000.00	-5,638.92	56.62 %	11,241.67	2,000.00	9,241.67	562.08 %	\$19,484.14	\$18,250.00	\$1,234.14	106.76 %
71405-000 HAB BOLD Participation		0.00	0.00		4,544.04	0.00	4,544.04		1,848.30	6,500.00	-4,651.70	28.44 %	\$6,392.34	\$6,500.00	\$ -107.66	98.34 %
Total 71400-000 Commissioner Expenses	911.94	13,250.00	-12,338.06	6.88 %	13,250.53	23,000.00	-9,749.47	57.61 %	16,129.49	18,500.00	-2,370.51	87.19 %	\$30,291.96	\$54,750.00	\$ -24,458.04	55.33 %
73000-000 Information Technology													\$0.00	\$0.00	\$0.00	0.00%
73001-000 Network Maintenance	4,601.56	6,000.00	-1,398.44	76.69 %	2,093.53	6,000.00	-3,906.47	34.89 %	3,251.90	6,000.00	-2,748.10	54.20 %	\$9,946.99	\$18,000.00	\$ -8,053.01	55.26 %
73002-000 Network Hardware, Software & Licenses	857.97	1,020.00	-162.03	84.11 %	918.45	1,020.00	-101.55	90.04 %	636.70	1,096.00	-459.30	58.09 %	\$2,413.12	\$3,136.00	\$ -722.88	76.95 %
73003-000 IT Support & Consulting	6,008.50	19,202.00	-13,193.50	31.29 %	8,979.00	11,049.00	-2,070.00	81.27 %	6,422.00	11,049.00	-4,627.00	58.12 %	\$21,409.50	\$41,300.00	\$ -19,890.50	51.84 %
73004-000 Accounting & Assessment System	2,113.62	1,300.00	813.62	162.59 %	2,043.34	900.00	1,143.34	227.04 %	1,495.43	900.00	595.43	166.16 %	\$5,652.39	\$3,100.00	\$2,552.39	182.34 %
73005-000 IT Services	2,460.00	2,460.00	0.00	100.00 %	2,460.00	2,460.00	0.00	100.00 %	2,460.00	2,460.00	0.00	100.00 %	\$7,380.00	\$7,380.00	\$0.00	100.00 %
Total 73000-000 Information Technology	16,041.65	29,982.00	-13,940.35	53.50 %	16,494.32	21,429.00	-4,934.68	76.97 %	14,266.03	21,505.00	-7,238.97	66.34 %	\$46,802.00	\$72,916.00	\$ -26,114.00	64.19 %
78000-000 Depreciation, Interest & Other Operations													\$0.00	\$0.00	\$0.00	0.00%
78101-000 Travel Expenses - Operations		0.00	0.00		1,144.92	500.00	644.92	228.98 %	800.70	1,500.00	-699.30	53.38 %	\$1,945.62	\$2,000.00	\$ -54.38	97.28 %
78401-000 Membership Dues & Registration		0.00	0.00			0.00	0.00		299.00	0.00	299.00		\$299.00	\$0.00	\$299.00	0.00%
78501-000 Dues, Education, Training, Recruitment & Other	195.70	0.00	195.70		16,929.00	8,500.00	8,429.00	199.16 %	1,235.99	0.00	1,235.99		\$18,360.69	\$8,500.00	\$9,860.69	216.01 %
79001-000 Amortization Expense	39,826.58	39,839.00	-12.42	99.97 %	39,826.60	39,837.00	-10.40	99.97 %	39,738.52	39,837.00	-98.48	99.75 %	\$119,391.70	\$119,513.00	\$ -121.30	99.90 %
79100-000 Interest Expense	1,634.31	1,633.00	1.31	100.08 %	1,507.30	1,509.00	-1.70	99.89 %	1,380.69	1,381.00	-0.31	99.98 %	\$4,522.30	\$4,523.00	\$ -0.70	99.98 %
Total 78000-000 Depreciation, Interest & Other Operations	41,656.59	41,472.00	184.59	100.45 %	59,407.82	50,346.00	9,061.82	118.00 %	43,454.90	42,718.00	736.90	101.73 %	\$144,519.31	\$134,536.00	\$9,983.31	107.42 %
Total 70000-000 Operations	395,002.36	511,995.00	-116,992.64	77.15 %	430,273.21	514,485.00	-84,211.79	83.63 %	482,114.03	490,263.00	-8,148.97	98.34 %	\$1,307,389.60	\$1,516,743.00	\$ -209,353.40	86.20 %
Total Expenditures	\$1,589,839.92	\$1,913,125.00	\$ -323,285.08	83.10 %	\$2,891,167.78	\$4,100,059.00	\$ -1,208,891.22	70.52 %	\$4,955,708.71	\$4,912,384.00	\$43,324.71	100.88 %	\$9,436,716.41	\$10,925,568.00	\$ -1,488,851.59	86.37 %
NET OPERATING REVENUE	\$ -1,250,352.67	\$ -1,875,836.00	\$625,483.33	66.66 %	\$ -595,715.81	\$ -2,054,350.00	\$1,458,634.19	29.00 %	\$ -1,096,193.51	\$1,163,865.00	\$ -2,260,058.51	-94.19 %	\$ -2,942,261.99	\$ -2,766,321.00	\$ -175,940.99	106.36 %
NET REVENUE	\$ -1,250,352.67	\$ -1,875,836.00	\$625,483.33	66.66 %	\$ -595,715.81	\$ -2,054,350.00	\$1,458,634.19	29.00 %	\$ -1,096,193.51	\$1,163,865.00	\$ -2,260,058.51	-94.19 %	\$ -2,942,261.99	\$ -2,766,321.00	\$ -175,940.99	106.36 %





**YTD Statement of Financial Position  
vs. Same Period Prior Year  
November 2024 - July 2025**



# Statement of Financial Position

## California Avocado Commission

As of July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	AS OF JULY 31, 2025	AS OF JULY 31, 2024 (PY)	% CHANGE (PY)
<b>Assets</b>			
Current Assets			
Bank Accounts			
10001-000 Petty Cash (deleted)		240.00	-100.0 %
10010-000 BMO Checking (5241) - CAC	4,159,313.93	3,517,923.76	18.23 %
10015-000 WAB Checking (4129) - CAC	250,000.00		
10110-000 BMO Money Market (5407) - CAC	21.93	6,504,113.88	-100.0 %
10115-000 WAB Money Market (6144) - 85% Restricted	-10.00		
10210-000 Cash - LAIF - CAC	11,575.39	11,063.74	4.62 %
10215-000 WAB ICS Sweep Account	8,438,039.95		
<b>Total for Bank Accounts</b>	<b>\$12,858,941.20</b>	<b>\$10,033,341.38</b>	<b>28.16 %</b>
Accounts Receivable			
12901-000 Misc Receivables (A/R)	9,850.00	15,000.00	-34.33 %
<b>Total for Accounts Receivable</b>	<b>\$9,850.00</b>	<b>\$15,000.00</b>	<b>-34.33 %</b>
Other Current Assets			
11001-000 CAC Assessment Receivable	211,400.00	2,490,500.00	-91.51 %
11002-000 HAB Assessment Receivable	1,649,000.00	2,613,200.00	-36.9 %
12004-000 Due from Avocado Inspection Program	1,272.25	3,105.64	-59.03 %
12701-000 Grant Receivable	131,461.19	235,930.60	-44.28 %
12801-000 Voluntary Life Benefit Receivable			
13001-000 Prepaid Deposits	11,352.50	11,352.50	0.0 %
13002-000 Prepaid Expenses	137,555.04	58,467.86	135.27 %
Misc Receivable (old non-AR)			
<b>Total for Other Current Assets</b>	<b>\$2,142,040.98</b>	<b>\$5,412,556.60</b>	<b>-60.42 %</b>
<b>Total for Current Assets</b>	<b>\$15,010,832.18</b>	<b>\$15,460,897.98</b>	<b>-2.91 %</b>
Fixed Assets			
15001-000 Furniture	26,160.00	26,160.00	0.0 %
15002-000 Accumulated Depreciation-Furniture	-26,160.00	-26,160.00	0.0 %
15101-000 Office Equipment	61,002.24	61,002.24	0.0 %
15102-000 Accumulated Depreciation-Office Equip.	-61,002.24	-61,002.24	0.0 %
15301-000 Software	15,021.62	15,021.62	0.0 %
15302-000 Accumulated Depreciation-Software	-15,021.62	-15,021.62	0.0 %
15401-000 Land Improvements	108,558.63	108,558.63	0.0 %
15402-000 Accumulated Depreciation-Land Improvements	-108,558.63	-108,558.63	0.0 %
<b>Total for Fixed Assets</b>	<b>0</b>	<b>0</b>	
Other Assets			
16001-000 Mauchly Office Lease	634,984.73	634,984.73	0.0 %
16002-000 Mauchly Amortization	-593,349.93	-468,445.62	-26.66 %

# Statement of Financial Position

## California Avocado Commission

As of July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	AS OF JULY 31, 2025	AS OF JULY 31, 2024 (PY)	% CHANGE (PY)
16003-000 Pine Tree Lease	117,984.95	117,984.95	0.0 %
16004-000 Pine Tree Amortization	-31,462.67	-7,865.68	-300.0 %
16101-000 Quadient Capital Lease	3,435.74	3,435.74	0.0 %
16102-000 Quadient Amortization	-3,435.77	-2,466.71	-39.29 %
16103-000 CBE 2020 Sharp Capital Lease			
16104-000 CBE 2020 Sharp Amortization			
16105-000 CBE 2022 Sharp Capital Lease	13,543.55	13,543.55	0.0 %
16106-000 CBE 2022 Sharp Amortization	-10,511.95	-5,314.90	-97.78 %
16107-000 CBE 2020 Ricoh Capital Lease			
16108-000 CBE 2020 Ricoh Amortization			
16109-000 CBE 2022 Ricoh Capital Lease	13,652.62	13,652.62	0.0 %
16110-000 CBE 2022 Ricoh Amortization	-10,997.95	-6,447.07	-70.59 %
17000-000 Merchandise Shop Inventory			
<b>Total for Other Assets</b>	<b>\$133,843.32</b>	<b>\$293,061.61</b>	<b>-54.33 %</b>
<b>Total for Assets</b>	<b>\$15,144,675.50</b>	<b>\$15,753,959.59</b>	<b>-3.87 %</b>
<b>Liabilities and Equity</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
20001-000 Accounts Payable (A/P)	1,632,106.13	1,125,029.56	45.07 %
<b>Total for Accounts Payable</b>	<b>\$1,632,106.13</b>	<b>\$1,125,029.56</b>	<b>45.07 %</b>
Credit Cards			
Other Current Liabilities			
20002-000 Accounts Payable - Clearing			
20009-000 Miscellaneous Payable			
20101-000 Accrued Expenses	195,267.12	225,542.62	-13.42 %
21011-000 Section 125 Payable			
21021-000 Vacation Payable - Short Term	69,841.16	59,801.26	16.79 %
21031-000 Deferred Compensation Payable			
24001-000 ST Lease Liability - LACA1	44,611.69	132,328.73	-66.29 %
24002-000 ST Lease Liability - CAPO1	21,924.61	14,576.30	50.41 %
24101-000 ST Lease Liability - MAFI1		998.86	-100.0 %
24102-000 ST Lease Liability - CBE 2020 Sharp			
24103-000 ST Lease Liability - CBE 2022 Sharp	3,175.17	5,278.97	-39.85 %
24104-000 ST Lease Liability - CBE 2020 Ricoh			
24105-000 ST Lease Liability - CBE 2022 Ricoh	2,791.51	4,743.87	-41.16 %
<b>Total for Other Current Liabilities</b>	<b>\$337,611.26</b>	<b>\$443,270.61</b>	<b>-23.84 %</b>
<b>Total for Current Liabilities</b>	<b>\$1,969,717.39</b>	<b>\$1,568,300.17</b>	<b>25.6 %</b>

# Statement of Financial Position

## California Avocado Commission

As of July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	AS OF JULY 31, 2025	AS OF JULY 31, 2024 (PY)	% CHANGE (PY)
Long-term Liabilities			
28011-000 LT Lease Liability - CAPO1	70,013.40	97,152.95	-27.93 %
28110-000 LT Lease Liability - MAFI1			
28111-000 LT Lease Liability - LACA1		44,611.68	-100.0 %
28112-000 LT Lease Liability - CBE 2022 Sharp		3,175.18	-100.0 %
28114-000 LT Lease Liability - CBE 2022 Ricoh		2,676.36	-100.0 %
<b>Total for Long-term Liabilities</b>	<b>\$70,013.40</b>	<b>\$147,616.17</b>	<b>-52.57 %</b>
<b>Total for Liabilities</b>	<b>\$2,039,730.79</b>	<b>\$1,715,916.34</b>	<b>18.87 %</b>
Equity			
32010-000 Net Assets	0	0	
32011-000 Net Assets-Restricted for Marketing	2,242,969.68	2,951,115.45	-24.0 %
32012-000 Net Assets-Invested in Leased Assets	-206,466.59	42,715.21	-583.36 %
32013-000 Net Assets-Unrestricted	957,327.57		
<b>Total for 32010-000 Net Assets</b>	<b>\$2,993,830.66</b>	<b>\$2,993,830.66</b>	<b>0.0 %</b>
32000-000 Retained Earnings	13,095,466.33	4,441,572.17	194.84 %
Net Income	-2,984,352.28	6,602,640.42	-145.2 %
<b>Total for Equity</b>	<b>\$13,104,944.71</b>	<b>\$14,038,043.25</b>	<b>-6.65 %</b>
<b>Total for Liabilities and Equity</b>	<b>\$15,144,675.50</b>	<b>\$15,753,959.59</b>	<b>-3.87 %</b>



**Current Month Statement of Activity  
vs. Same Period Prior Year  
July 2025**

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

July 1-31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	JUL 1 - JUL 31 2025	JUL 1 - JUL 31 2024 (PY)	% CHANGE (PY)
Income			
40001-000 CAC Assessment Revenue-Current Year	281,961.76	3,381,337.10	-91.66 %
40005-000 Penalties-Current Year	0.74		
40011-000 HAB Rebate Assess. Revenue-Current Year	778,974.64	951,046.40	-18.09 %
48001-000 Interest Income	23,241.47	1,211.38	1818.59 %
48003-000 Other - Pine Tree Ranch Crop Income	7,527.10		
<b>Total for Income</b>	<b>\$1,091,705.71</b>	<b>\$4,333,594.88</b>	<b>-74.81 %</b>
Cost of Goods Sold			
<b>Gross Profit</b>	<b>\$1,091,705.71</b>	<b>\$4,333,594.88</b>	<b>-74.81 %</b>
Expenses			
50000-000 Marketing	0	0	
51000-000 Consumer Marketing	0	0	
51001-072 Media Planning & Buying-Curious Plot	467,731.84	389,516.05	20.08 %
51002-000 Production	54.73	330.16	-83.42 %
51002-072 Creative Strategy, Content & Production-Curious Plot	17,966.58	123,429.16	-85.44 %
51004-072 Consumer Marketing-Retail-Curious Plot	520,389.71	191,402.98	171.88 %
51801-072 Account Administration-Curious Plot	21,431.25	15,341.25	39.7 %
54001-072 Consumer PR-Curious Plot	68,897.66		
55101-000 Email Content	10.11		
55101-072 Consumer Email Marketing-Curious Plot	15,052.50	11,091.25	35.72 %
55103-072 Social Media & Content Marketing-Curious Plot	89,450.08	47,404.32	88.7 %
57002-000 Consumer Research	27,000.00	25,125.00	7.46 %
52113-000 Photo Shoots		305.80	-100.0 %
<b>Total for 51000-000 Consumer Marketing</b>	<b>\$1,227,984.46</b>	<b>\$803,945.97</b>	<b>52.74 %</b>
52000-000 Trade - Retail	0	0	
52000-001 Trade Relations	0	0	
52001-066 Trade Advertising-Media-Fusion	18,170.59	18,247.00	-0.42 %
52022-000 Dues	1,199.58	57.92	1971.1 %
52052-081 Program Admin/Strategy/Planning-PJ/PR	4,000.00	1,125.00	255.56 %
52055-081 Key Account Marketing Communications-Fees-PJ/PR	23,716.66	12,285.00	93.05 %
52071-075 Key Account Coverage-TX/MW/SE-Anderson	9,583.00		
52075-013 Key Account Coverage-SW/NW-Becker	14,000.00	12,500.00	12.0 %
52024-000 Sponsorships-Southern California Locations		1,295.00	-100.0 %
52042-000 Conventions		1,131.67	-100.0 %

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

July 1-31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	JUL 1 - JUL 31 2025	JUL 1 - JUL 31 2024 (PY)	% CHANGE (PY)
<b>Total for 52000-001 Trade Relations</b>	<b>\$70,669.83</b>	<b>\$46,641.59</b>	<b>51.52 %</b>
52010-000 Retail & Consumer Promotions	0	0	
52124-000 Retail Performance Programs-Retail Promotions	112,967.30	51,649.73	118.72 %
52125-000 Retail Brand Awareness Programs	89,655.44	18,928.67	373.65 %
52128-066 Retail Trade Promotions-Fusion	203.50		
52129-000 Retailer Social Media Advertising Support	8,000.00	4,500.00	77.78 %
52131-000 Retail Merchandising Services (POS Placement)	4,000.00		
52301-000 Premiums	993.01		
52303-000 Storage/Fulfillment	928.74	1,107.82	-16.17 %
54205-000 Retail Content Development-CAC (deleted)		16,400.00	-100.0 %
<b>Total for 52010-000 Retail &amp; Consumer Promotions</b>	<b>\$216,747.99</b>	<b>\$92,586.22</b>	<b>134.1 %</b>
52200-000 Data, Research & Analysis	0	0	
52204-066 Data Analysis & Retail Research-FUSION	7,074.61	8,096.97	-12.63 %
52206-086 Inventory Reporting-AVMA	225.00	225.00	0.0 %
52213-066 Retail Support, Consultation, Planning, Program & Data Admin-Fusion	6,020.50	3,860.02	55.97 %
52211-066 California Avocado Market Analysis-Fusion			
<b>Total for 52200-000 Data, Research &amp; Analysis</b>	<b>\$13,320.11</b>	<b>\$12,181.99</b>	<b>9.34 %</b>
52400-000 Administration & Other	0	0	
52140-098 Grower Communications-GingerRoot	1,320.00	780.00	69.23 %
52411-000 Office Expenses - Marketing	482.00	1,375.83	-64.97 %
52401-000 Travel Expenses - Marketing (deleted)		6,667.88	-100.0 %
<b>Total for 52400-000 Administration &amp; Other</b>	<b>\$1,802.00</b>	<b>\$8,823.71</b>	<b>-79.58 %</b>
<b>Total for 52000-000 Trade - Retail</b>	<b>\$302,539.93</b>	<b>\$160,233.51</b>	<b>88.81 %</b>
53000-000 Trade - Foodservice	0	0	
53001-070 Media-KC	21,538.37		
53002-070 Production-KC	150.00		
53101-070 Public Relations-KC	1,550.00	3,090.00	-49.84 %
53103-070 Foodservice Events-KC	9,012.96	33,383.11	-73.0 %
53104-070 Chain Promotions-KC	41,411.73	27,447.57	50.88 %
53105-070 Culinary Education Program-KC	150.00	50.00	200.0 %
53801-070 Program Administration Fees-KC	5,900.00	4,450.00	32.58 %
53802-070 Program Administration Expenses-KC	1.56	0.68	129.41 %
53103-000 Foodservice Events (deleted)		202.40	-100.0 %
53104-000 Chain Promotions (deleted)		-2,648.07	100.0 %
<b>Total for 53000-000 Trade - Foodservice</b>	<b>\$79,714.62</b>	<b>\$65,975.69</b>	<b>20.82 %</b>

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

July 1-31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	JUL 1 - JUL 31 2025	JUL 1 - JUL 31 2024 (PY)	% CHANGE (PY)
59000-000 Marketing Activities Support	0	0	
51003-000 Buy California Marketing Agreement	2,083.33		
51803-067 Marketing Planning/Special Projects-RoMo	5,500.00	10,750.00	-48.84 %
51805-000 Marketing Personnel Expense	70,309.12		
54001-000 Artisan Chef Program			
54201-000 Industry Organization Partnerships-Expenses		202.13	-100.0 %
<b>Total for 59000-000 Marketing Activities Support</b>	<b>\$77,892.45</b>	<b>\$10,952.13</b>	<b>611.21 %</b>
54000-000 Consumer Public Relations (deleted)	0	0	
54102-000 Local Media Outreach/Pitching/Experiential & Reporting (deleted)			
54102-072 Local Media Outreach/Pitching/Experiential & Reporting (Cision) (PR)- Curious Plot (deleted)		383.25	-100.0 %
54206-000 Brand Advocates (deleted)		17,798.66	-100.0 %
<b>Total for 54000-000 Consumer Public Relations (deleted)</b>	<b>0</b>	<b>\$18,181.91</b>	<b>-100.0 %</b>
<b>Total for 50000-000 Marketing</b>	<b>\$1,688,131.46</b>	<b>\$1,059,289.21</b>	<b>59.36 %</b>
64000-000 Industry Affairs	0	0	
64000-001 Industry Statistics and Information	0	0	
64001-000 AMRIC Operation	339.76	89.95	277.72 %
64001-130 AMRIC Operation-Hooman Mohammadpour	1,200.00	1,125.00	6.67 %
<b>Total for 64000-001 Industry Statistics and Information</b>	<b>\$1,539.76</b>	<b>\$1,214.95</b>	<b>26.73 %</b>
64100-000 Grower Communications	0	0	
64105-000 Online Information	10.44	79.47	-86.86 %
64105-098 Online Information-GingerRoot	460.00	1,200.00	-61.67 %
64106-000 Publications	57.95	57.95	0.0 %
64106-085 Publications-Fox Wthr	110.00	110.00	0.0 %
64106-098 Publications-GingerRoot	440.00	960.00	-54.17 %
64106-118 Publications-Champ	16,491.96		
64106-067 Publications-ROMO		375.00	-100.0 %
<b>Total for 64100-000 Grower Communications</b>	<b>\$17,570.35</b>	<b>\$2,782.42</b>	<b>531.48 %</b>
64200-000 Issues Management	0	0	
64204-000 Research Program Coordination & Outreach	8,000.00	8,000.00	0.0 %
64206-000 Legislative & Regulatory Advocacy	45,816.14	12,197.97	275.6 %
64202-000 Field/Technical Support		1,500.00	-100.0 %
64211-000 Sustainability Project			
<b>Total for 64200-000 Issues Management</b>	<b>\$53,816.14</b>	<b>\$21,697.97</b>	<b>148.02 %</b>
64300-000 Legal & Governance	0	0	
64301-000 Elections	3,348.96	3,933.96	-14.87 %
64302-000 Legal Support	14,800.50	16,905.00	-12.45 %
<b>Total for 64300-000 Legal &amp; Governance</b>	<b>\$18,149.46</b>	<b>\$20,838.96</b>	<b>-12.91 %</b>

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

July 1-31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	JUL 1 - JUL 31 2025	JUL 1 - JUL 31 2024 (PY)	% CHANGE (PY)
64400-000 Demonstration Grove	0	0	
64401-000 Pine Tree - Rent			
64402-000 Pine Tree - Grove Management	44,643.41	5,380.17	729.78 %
64405-000 Pine Tree - Miscellaneous Expense	-31,299.87		
64408-000 Pine Tree - CAC Assessment	18.69		
64409-000 Pine Tree - HAB Assessment	92.73		
<b>Total for 64400-000 Demonstration Grove</b>	<b>\$13,454.96</b>	<b>\$5,380.17</b>	<b>150.08 %</b>
64800-000 Other Industry Affairs	0	0	
64801-000 Coalition Dues, Sponsorships , Registrations & Rep	6,000.00		
64801-086 Industry Reports-AVMA	40.00	40.00	0.0 %
64803-000 Travel Expenses - Industry Affairs	2,406.85	696.13	245.75 %
64804-000 Office Expenses - Industry Affairs	20.04	109.97	-81.78 %
64901-000 Misc IA Exps (Theft Reward)	33.00	92.29	-64.24 %
<b>Total for 64800-000 Other Industry Affairs</b>	<b>\$8,499.89</b>	<b>\$938.39</b>	<b>805.8 %</b>
<b>Total for 64000-000 Industry Affairs</b>	<b>\$113,030.56</b>	<b>\$52,852.86</b>	<b>113.86 %</b>
65000-000 Production Research	0	0	
65200-000 Breeding, Varieties & Genetics	0	0	
65217-000 CAL POLY - Commercial-scale field testing and potential release of five elite advanced rootstocks	3,419.00		
<b>Total for 65200-000 Breeding, Varieties &amp; Genetics</b>	<b>\$3,419.00</b>	<b>0</b>	
65400-000 Industry Research Support	0	0	
65403-000 FFAR Fellow Sponsor - Landesman	32,500.00		
<b>Total for 65400-000 Industry Research Support</b>	<b>\$32,500.00</b>	<b>0</b>	
65300-000 Cultural Management	0	0	
65323-000 Develop tools and info on crop water use		33,527.00	-100.0 %
<b>Total for 65300-000 Cultural Management</b>	<b>0</b>	<b>\$33,527.00</b>	<b>-100.0 %</b>
<b>Total for 65000-000 Production Research</b>	<b>\$35,919.00</b>	<b>\$33,527.00</b>	<b>7.13 %</b>
66010-000 Grant Programs	0	0	
66015-000 Export Marketing	0	0	
66022-000 USDA Grant - FAS MAP China/North Asia	7,500.00		
66020-000 USDA Grant - FAS MAP Korea (deleted)		1,783.80	-100.0 %
66021-000 USDA Grant - FAS MAP China (deleted)		10,800.00	-100.0 %
<b>Total for 66015-000 Export Marketing</b>	<b>\$7,500.00</b>	<b>\$12,583.80</b>	<b>-40.4 %</b>
<b>Total for 66010-000 Grant Programs</b>	<b>\$7,500.00</b>	<b>\$12,583.80</b>	<b>-40.4 %</b>



# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

July 1-31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	JUL 1 - JUL 31 2025	JUL 1 - JUL 31 2024 (PY)	% CHANGE (PY)
70000-000 Operations	0	0	
71100-000 Office Expense	0	0	
71101-000 Office Rent - CAC Mauchly, Irvine		-0.01	100.0 %
71102-000 Rent-CAM, Ins, Prop Tax	2,752.99	2,609.37	5.5 %
71104-000 Rent-Offsite Storage	855.00	830.00	3.01 %
71111-000 Insurance-Liability	7,870.63	2,551.08	208.52 %
71121-000 Office Expenses - Operations	884.92	121.56	627.97 %
71122-000 Office Supplies	50.00	180.07	-72.23 %
71123-000 Janitorial	489.00	579.02	-15.55 %
71131-000 Office Utilities	1,403.80	1,961.02	-28.41 %
71141-000 Bank & Payroll Fees	1,314.67	765.60	71.72 %
71151-000 Equipment Maintenance & Expense	619.43	497.66	24.47 %
71161-000 Telephone	674.45	740.35	-8.9 %
71162-000 Employee Communication Expense	1,200.00	1,200.00	0.0 %
71181-000 Postage & Courier Service	74.18	15.42	381.06 %
<b>Total for 71100-000 Office Expense</b>	<b>\$18,189.07</b>	<b>\$12,051.14</b>	<b>50.93 %</b>
71200-000 Professional Fees	0	0	
71211-000 Calif. Department of Food & Ag.-CDFA	6,871.96	6,671.15	3.01 %
71221-000 Dept. of Ag-USDA/AMS	5,966.21	8,221.29	-27.43 %
71235-000 Legal-Ballard/Rosenberg-Labor Issues	113.00		
78301-000 Pension Adm & Legal	4,333.91	5,799.14	-25.27 %
71201-000 CPA-Financial Audits		-9,922.00	100.0 %
71207-000 CDFA Fiscal and Compliance Audit		9,922.00	-100.0 %
71236-000 Outsourced Accounting		14,649.25	-100.0 %
<b>Total for 71200-000 Professional Fees</b>	<b>\$17,285.08</b>	<b>\$35,340.83</b>	<b>-51.09 %</b>
71300-000 Personnel Expenses	0	0	
71301-000 Salaries/Wages	0	0	
71302-000 Salaries/Wages - IA & Ops	60,689.83	49,645.07	22.25 %
71303-000 Salaries/Wages - Marketing	7,821.32	63,794.45	-87.74 %
<b>Total for 71301-000 Salaries/Wages</b>	<b>\$68,511.15</b>	<b>\$113,439.52</b>	<b>-39.61 %</b>
71311-000 Pension Expense	0	0	
71312-000 Pension Expense - IA & Ops	4,967.80	5,057.22	-1.77 %
71313-000 Pension Expense - Marketing	760.70	4,791.34	-84.12 %
<b>Total for 71311-000 Pension Expense</b>	<b>\$5,728.50</b>	<b>\$9,848.56</b>	<b>-41.83 %</b>
71321-000 Payroll Tax & Work Comp	0	0	
71322-000 Payroll Tax & Work Comp - IA & Ops	4,447.51	2,305.81	92.88 %
71323-000 Payroll Tax & Work Comp - Marketing	795.85	4,427.12	-82.02 %

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

July 1-31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	JUL 1 - JUL 31 2025	JUL 1 - JUL 31 2024 (PY)	% CHANGE (PY)
<b>Total for 71321-000 Payroll Tax &amp; Work Comp</b>	<b>\$5,243.36</b>	<b>\$6,732.93</b>	<b>-22.12 %</b>
71331-000 Benefits	0	0	
71332-000 Benefits - IA & Ops	15,730.45	14,609.53	7.67 %
71333-000 Benefits - Marketing	2,428.51	13,993.30	-82.65 %
<b>Total for 71331-000 Benefits</b>	<b>\$18,158.96</b>	<b>\$28,602.83</b>	<b>-36.51 %</b>
<b>Total for 71300-000 Personnel Expenses</b>	<b>\$97,641.97</b>	<b>\$158,623.84</b>	<b>-38.44 %</b>
71400-000 Commissioner Expenses	0	0	
71404-000 Board Meeting Expenses	485.77		
71405-000 HAB BOLD Participation		839.03	-100.0 %
<b>Total for 71400-000 Commissioner Expenses</b>	<b>\$485.77</b>	<b>\$839.03</b>	<b>-42.1 %</b>
73000-000 Information Technology	0	0	
73001-000 Network Maintenance	1,091.94	1,921.75	-43.18 %
73002-000 Network Hardware, Software & Licenses	296.70	865.00	-65.7 %
73003-000 IT Support & Consulting	825.00	22.50	3566.67 %
73004-000 Accounting & Assessment System	476.81		
73005-000 IT Services	820.00	820.00	0.0 %
<b>Total for 73000-000 Information Technology</b>	<b>\$3,510.45</b>	<b>\$3,629.25</b>	<b>-3.27 %</b>
78000-000 Depreciation, Interest & Other Operations	0	0	
78101-000 Travel Expenses - Operations	132.86		
78401-000 Membership Dues & Registration	299.00		
78501-000 Dues, Education, Training, Recruitment & Other	501.76		
79001-000 Amortization Expense	13,187.44	13,275.55	-0.66 %
79100-000 Interest Expense	446.00	611.97	-27.12 %
<b>Total for 78000-000 Depreciation, Interest &amp; Other Operations</b>	<b>\$14,567.06</b>	<b>\$13,887.52</b>	<b>4.89 %</b>
<b>Total for 70000-000 Operations</b>	<b>\$151,679.40</b>	<b>\$224,371.61</b>	<b>-32.4 %</b>
<b>Total for Expenses</b>	<b>\$1,996,260.42</b>	<b>\$1,382,624.48</b>	<b>44.38 %</b>
<b>Net Operating Income</b>	<b>-\$904,554.71</b>	<b>\$2,950,970.40</b>	<b>-130.65 %</b>
Other Income			
Other Expenses			
<b>Net Other Income</b>	<b>0</b>	<b>0</b>	
<b>Net Income</b>	<b>-\$904,554.71</b>	<b>\$2,950,970.40</b>	<b>-130.65 %</b>



**YTD Statement of Activity  
vs. Same Period Prior Year  
November 2024 - July 2025**

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

November 1, 2024-July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	NOV 1 2024 - JUL 31 2025	NOV 1 2023 - JUL 31 2024 (PY)	% CHANGE (PY)
Income			
40001-000 CAC Assessment Revenue-Current Year	1,247,008.19	8,728,068.55	-85.71 %
40002-000 CAC Assessment Revenue-Prior Year	609.11	1,220.75	-50.1 %
40005-000 Penalties-Current Year	0.74		
40011-000 HAB Rebate Assess. Revenue-Current Year	4,676,435.64	4,814,950.02	-2.88 %
40012-000 HAB Rebate Assess. Revenue-Prior Year	-4,761.19	-3,023.59	-57.47 %
42001-000 Accounting/Administration Fee Revenue (AIP)	40,833.31	25,415.00	60.67 %
48001-000 Interest Income	41,065.94	7,737.80	430.72 %
48003-000 Other - Pine Tree Ranch Crop Income	453,824.63	121,979.13	272.05 %
48009-000 Other Income - Misc	3,138.05	47.36	6525.95 %
48009-118 Other Income - From the Grove	36,300.00	33,700.49	7.71 %
<b>Total for Income</b>	<b>\$6,494,454.42</b>	<b>\$13,730,095.51</b>	<b>-52.7 %</b>
Cost of Goods Sold			
<b>Gross Profit</b>	<b>\$6,494,454.42</b>	<b>\$13,730,095.51</b>	<b>-52.7 %</b>
Expenses			
50000-000 Marketing	0	0	
51000-000 Consumer Marketing	0	0	
51001-072 Media Planning & Buying-Curious Plot	1,302,258.52	1,018,606.89	27.85 %
51002-000 Production	1,323.31	3,038.47	-56.45 %
51002-072 Creative Strategy, Content & Production-Curious Plot	630,350.85	432,607.18	45.71 %
51004-072 Consumer Marketing-Retail-Curious Plot	1,035,559.55	685,875.99	50.98 %
51801-072 Account Administration-Curious Plot	264,543.71	186,577.32	41.79 %
54001-072 Consumer PR-Curious Plot	378,750.33	24,926.25	1419.48 %
55101-000 Email Content	10.11	703.54	-98.56 %
55101-072 Consumer Email Marketing-Curious Plot	139,380.39	100,019.70	39.35 %
55103-072 Social Media & Content Marketing-Curious Plot	414,331.57	233,046.90	77.79 %
57002-000 Consumer Research	27,000.00	25,125.00	7.46 %
52113-000 Photo Shoots		2,393.24	-100.0 %
<b>Total for 51000-000 Consumer Marketing</b>	<b>\$4,193,508.34</b>	<b>\$2,712,920.48</b>	<b>54.58 %</b>

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

November 1, 2024-July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	NOV 1 2024 - JUL 31 2025	NOV 1 2023 - JUL 31 2024 (PY)	% CHANGE (PY)
52000-000 Trade - Retail	0	0	
52000-001 Trade Relations	0	0	
52001-066 Trade Advertising-Media-Fusion	116,682.35	112,380.00	3.83 %
52002-066 Trade Advertising-Production-Fusion	28,393.46	35,752.00	-20.58 %
52015-000 Trade PR Expenses	6,939.96		
52022-000 Dues	11,471.16	21,595.46	-46.88 %
52042-000 Conventions	18,261.39	19,873.23	-8.11 %
52052-081 Program Admin/Strategy/Planning-PJ/PR	17,285.72	17,875.00	-3.3 %
52055-081 Key Account Marketing Communications-Fees-PJ/PR	226,564.30	131,005.00	72.94 %
52058-081 Retailer/Immersive Experiences-Expenses-PJ/PR	16,090.98		
52071-075 Key Account Coverage-TX/MW/SE-Anderson	87,031.08	63,400.00	37.27 %
52075-013 Key Account Coverage-SW/NW-Becker	126,409.08	112,500.00	12.36 %
52024-000 Sponsorships-Southern California Locations		4,865.00	-100.0 %
52043-000 Booth Storage (deleted)		303.75	-100.0 %
52053-081 Retail Communications - Retail Resources-Fees-PJ/PR		8,000.00	-100.0 %
<b>Total for 52000-001 Trade Relations</b>	<b>\$655,129.48</b>	<b>\$527,549.44</b>	<b>24.18 %</b>
52010-000 Retail & Consumer Promotions	0	0	
52016-000 Recipe Development			
52124-000 Retail Performance Programs-Retail Promotions	413,927.68	165,034.94	150.81 %
52125-000 Retail Brand Awareness Programs	196,021.14	122,692.83	59.77 %
52128-066 Retail Trade Promotions-Fusion	28,742.86		
52129-000 Retailer Social Media Advertising Support	8,500.00	5,500.00	54.55 %
52131-000 Retail Merchandising Services (POS Placement)	4,000.00		
52132-000 Retail Identity Programs-Display Bins	90,000.00	46,674.00	92.83 %
52301-000 Premiums	4,747.24	2,920.03	62.58 %
52302-000 POS Materials	8,175.00		
52303-000 Storage/Fulfillment	25,027.75	22,824.87	9.65 %
54205-000 Retail Content Development-CAC (deleted)		33,155.58	-100.0 %
<b>Total for 52010-000 Retail &amp; Consumer Promotions</b>	<b>\$779,141.67</b>	<b>\$398,802.25</b>	<b>95.37 %</b>
52200-000 Data, Research & Analysis	0	0	
52202-000 Retail POS Scan Data-Circana	49,523.25	49,523.25	0.0 %
52204-066 Data Analysis & Retail Research-FUSION	88,422.30	71,781.13	23.18 %
52206-086 Inventory Reporting-AVMA	2,025.00	2,025.00	0.0 %
52211-066 California Avocado Market Analysis-Fusion	46,513.02	47,588.47	-2.26 %
52213-066 Retail Support, Consultation, Planning, Program & Data Admin-Fusion	38,518.12	48,265.78	-20.2 %

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

November 1, 2024-July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	NOV 1 2024 - JUL 31 2025	NOV 1 2023 - JUL 31 2024 (PY)	% CHANGE (PY)
<b>Total for 52200-000 Data, Research &amp; Analysis</b>	<b>\$225,001.69</b>	<b>\$219,183.63</b>	<b>2.65 %</b>
52400-000 Administration & Other	0	0	
52140-098 Grower Communications-GingerRoot	6,080.00	3,760.00	61.7 %
52401-004 Travel Expenses - Splane	5,221.26		
52401-019 Travel Expenses - Marketing Staff	15,544.60		
52411-000 Office Expenses - Marketing	10,857.11	14,525.87	-25.26 %
52401-000 Travel Expenses - Marketing (deleted)		27,255.69	-100.0 %
<b>Total for 52400-000 Administration &amp; Other</b>	<b>\$37,702.97</b>	<b>\$45,541.56</b>	<b>-17.21 %</b>
<b>Total for 52000-000 Trade - Retail</b>	<b>\$1,696,975.81</b>	<b>\$1,191,076.88</b>	<b>42.47 %</b>
53000-000 Trade - Foodservice	0	0	
53001-070 Media-KC	50,662.42		
53002-070 Production-KC	30,407.04		
53101-070 Public Relations-KC	60,686.97	51,771.49	17.22 %
53103-070 Foodservice Events-KC	99,055.13	136,740.34	-27.56 %
53104-070 Chain Promotions-KC	173,453.56	86,247.57	101.11 %
53105-070 Culinary Education Program-KC	1,310.00	1,160.00	12.93 %
53801-070 Program Administration Fees-KC	30,150.00	30,350.00	-0.66 %
53802-070 Program Administration Expenses-KC	1,269.83	1,139.01	11.49 %
53103-000 Foodservice Events (deleted)		979.08	-100.0 %
53104-000 Chain Promotions (deleted)			
<b>Total for 53000-000 Trade - Foodservice</b>	<b>\$446,994.95</b>	<b>\$308,387.49</b>	<b>44.95 %</b>
59000-000 Marketing Activities Support	0	0	
51003-000 Buy California Marketing Agreement	14,583.31		
51803-000 Marketing/Planning	942.97	1,928.43	-51.1 %
51803-067 Marketing Planning/Special Projects-RoMo	49,500.00	98,965.00	-49.98 %
51805-000 Marketing Personnel Expense	602,189.48		
52134-000 Export Program	15,000.00	6,260.00	139.62 %
54001-000 Artisan Chef Program			
54201-000 Industry Organization Partnerships-Expenses		515.14	-100.0 %
<b>Total for 59000-000 Marketing Activities Support</b>	<b>\$682,215.76</b>	<b>\$107,668.57</b>	<b>533.63 %</b>
54000-000 Consumer Public Relations (deleted)	0	0	
54102-000 Local Media Outreach/Pitching/Experiential & Reporting (deleted)		2,529.66	-100.0 %
54102-072 Local Media Outreach/Pitching/Experiential & Reporting (Cision) (PR)-Curious Plot (deleted)		55,958.44	-100.0 %
54206-000 Brand Advocates (deleted)		79,977.10	-100.0 %
<b>Total for 54000-000 Consumer Public Relations (deleted)</b>	<b>0</b>	<b>\$138,465.20</b>	<b>-100.0 %</b>
<b>Total for 50000-000 Marketing</b>	<b>\$7,019,694.86</b>	<b>\$4,458,518.62</b>	<b>57.44 %</b>

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

November 1, 2024-July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	NOV 1 2024 - JUL 31 2025	NOV 1 2023 - JUL 31 2024 (PY)	% CHANGE (PY)
64000-000 Industry Affairs	0	0	
64000-001 Industry Statistics and Information	0	0	
64001-000 AMRIC Operation	2,448.57	1,108.61	120.87 %
64001-130 AMRIC Operation-Hooman Mohammadpour	10,586.45	8,700.00	21.68 %
64002-000 Crop Forecasting and Analysis	3,764.62	3,618.85	4.03 %
64002-104 Crop Forecasting And Analysis-Land IQ	38,287.50	37,175.00	2.99 %
64004-104 Grove ID GIS Project Dmnt-Land IQ	1,546.25		
<b>Total for 64000-001 Industry Statistics and Information</b>	<b>\$56,633.39</b>	<b>\$50,602.46</b>	<b>11.92 %</b>
64100-000 Grower Communications	0	0	
64105-000 Online Information	1,878.61	1,919.21	-2.12 %
64105-098 Online Information-GingerRoot	7,940.00	12,000.00	-33.83 %
64105-099 Online Information-Fishhook	5,000.00		
64106-000 Publications	463.60	779.99	-40.56 %
64106-067 Publications-ROMO	1,125.00	1,125.00	0.0 %
64106-085 Publications-Fox Wthr	990.00	990.00	0.0 %
64106-098 Publications-GingerRoot	5,740.00	6,940.00	-17.29 %
64106-118 Publications-Champ	48,734.42	32,670.78	49.17 %
64107-000 Annual Meeting	14,228.38	12,649.39	12.48 %
64108-098 Annual Report-GingerRoot	3,560.00	2,060.00	72.82 %
<b>Total for 64100-000 Grower Communications</b>	<b>\$89,660.01</b>	<b>\$71,134.37</b>	<b>26.04 %</b>
64200-000 Issues Management	0	0	
64204-000 Research Program Coordination & Outreach	80,471.63	76,381.73	5.35 %
64206-000 Legislative & Regulatory Advocacy	309,070.49	37,924.22	714.97 %
64201-000 Water Issues			
64202-000 Field/Technical Support		42,698.13	-100.0 %
64211-000 Sustainability Project		2,212.00	-100.0 %
<b>Total for 64200-000 Issues Management</b>	<b>\$389,542.12</b>	<b>\$159,216.08</b>	<b>144.66 %</b>
64300-000 Legal & Governance	0	0	
64301-000 Elections	4,267.25	4,764.09	-10.43 %
64302-000 Legal Support	126,380.50	107,772.57	17.27 %
64303-000 Governance Support	4,529.11		
<b>Total for 64300-000 Legal &amp; Governance</b>	<b>\$135,176.86</b>	<b>\$112,536.66</b>	<b>20.12 %</b>

# MEC Statement of Activity vs. Prior Year

## California Avocado Commission

November 1, 2024-July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	NOV 1 2024 - JUL 31 2025	NOV 1 2023 - JUL 31 2024 (PY)	% CHANGE (PY)
64400-000 Demonstration Grove	0	0	
64401-000 Pine Tree - Rent		500.00	-100.0 %
64402-000 Pine Tree - Grove Management	68,064.47	21,690.95	213.79 %
64403-000 Pine Tree - Utilities	-745.89	-3,259.78	77.12 %
64404-000 Pine Tree - Property Tax & Insurance	2,118.65	2,371.80	-10.67 %
64405-000 Pine Tree - Miscellaneous Expense	740.00	1,174.75	-37.01 %
64406-000 Pine Tree - Crop Harvesting	47,285.61	23,997.71	97.04 %
64408-000 Pine Tree - CAC Assessment	1,145.11		
64409-000 Pine Tree - HAB Assessment	5,681.93		
<b>Total for 64400-000 Demonstration Grove</b>	<b>\$124,289.88</b>	<b>\$46,475.43</b>	<b>167.43 %</b>
64500-000 Education & Outreach	0	0	
64502-000 Pine Tree Ranch Field Days	1,291.61	837.40	54.24 %
64503-000 Grower Outreach	212.00		
64501-000 Field Meetings, Seminars & Workshops		932.00	-100.0 %
<b>Total for 64500-000 Education &amp; Outreach</b>	<b>\$1,503.61</b>	<b>\$1,769.40</b>	<b>-15.02 %</b>
64800-000 Other Industry Affairs	0	0	
64801-000 Coalition Dues, Sponsorships , Registrations & Rep	31,900.00	18,650.00	71.05 %
64801-086 Industry Reports-AVMA	360.00	320.00	12.5 %
64803-000 Travel Expenses - Industry Affairs	20,614.03	13,430.81	53.48 %
64804-000 Office Expenses - Industry Affairs	1,841.62	842.75	118.53 %
64901-000 Misc IA Exps (Theft Reward)	3,190.51	3,737.55	-14.64 %
<b>Total for 64800-000 Other Industry Affairs</b>	<b>\$57,906.16</b>	<b>\$36,981.11</b>	<b>56.58 %</b>
<b>Total for 64000-000 Industry Affairs</b>	<b>\$854,712.03</b>	<b>\$478,715.51</b>	<b>78.54 %</b>
65000-000 Production Research	0	0	
65200-000 Breeding, Varieties & Genetics	0	0	
65216-000 Commercial-Scale Field Testing of Advanced Rootstock	44,814.00	44,814.00	0.0 %
65217-000 CAL POLY - Commercial-scale field testing and potential release of five elite advanced rootstocks	4,955.65	1,145.39	332.66 %
<b>Total for 65200-000 Breeding, Varieties &amp; Genetics</b>	<b>\$49,769.65</b>	<b>\$45,959.39</b>	<b>8.29 %</b>
65300-000 Cultural Management	0	0	
65323-000 Develop tools and info on crop water use	27,802.00	33,527.00	-17.08 %
65324-000 Adapting a User-friendly Online Irrigation Calculator for Avocados			
65325-000 Artificial Pollination Research	31,360.00		
<b>Total for 65300-000 Cultural Management</b>	<b>\$59,162.00</b>	<b>\$33,527.00</b>	<b>76.46 %</b>
65400-000 Industry Research Support	0	0	
65403-000 FFAR Fellow Sponsor - Landesman	32,500.00		
<b>Total for 65400-000 Industry Research Support</b>	<b>\$32,500.00</b>	<b>0</b>	
<b>Total for 65000-000 Production Research</b>	<b>\$141,431.65</b>	<b>\$79,486.39</b>	<b>77.93 %</b>



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	NOV 1 2024 - JUL 31 2025	NOV 1 2023 - JUL 31 2024 (PY)	% CHANGE (PY)
66010-000 Grant Programs	0	0	
66015-000 Export Marketing	0	0	
66021-000 USDA Grant - FAS MAP China (deleted)	8,000.00	63,365.13	-87.37 %
66022-000 USDA Grant - FAS MAP China/North Asia	115,790.57		
66020-000 USDA Grant - FAS MAP Korea (deleted)		45,062.73	-100.0 %
<b>Total for 66015-000 Export Marketing</b>	<b>\$123,790.57</b>	<b>\$108,427.86</b>	<b>14.17 %</b>
66100-000 Unreimbursed Grant Receivables	31,787.99		
<b>Total for 66010-000 Grant Programs</b>	<b>\$155,578.56</b>	<b>\$108,427.86</b>	<b>43.49 %</b>
70000-000 Operations	0	0	
71100-000 Office Expense	0	0	
71101-000 Office Rent - CAC Mauchly, Irvine		-0.02	100.0 %
71102-000 Rent-CAM, Ins, Prop Tax	24,489.67	22,598.81	8.37 %
71104-000 Rent-Offsite Storage	7,495.00	6,101.20	22.84 %
71111-000 Insurance-Liability	61,639.61	84,336.29	-26.91 %
71121-000 Office Expenses - Operations	4,426.95	1,638.91	170.12 %
71122-000 Office Supplies	1,063.80	1,891.63	-43.76 %
71123-000 Janitorial	4,524.87	4,512.75	0.27 %
71131-000 Office Utilities	7,778.75	9,003.91	-13.61 %
71141-000 Bank & Payroll Fees	7,420.71	7,516.07	-1.27 %
71151-000 Equipment Maintenance & Expense	5,495.01	4,580.20	19.97 %
71161-000 Telephone	6,141.88	6,127.50	0.23 %
71162-000 Employee Communication Expense	10,275.00	10,800.00	-4.86 %
71181-000 Postage & Courier Service	275.28	870.06	-68.36 %
<b>Total for 71100-000 Office Expense</b>	<b>\$141,026.53</b>	<b>\$159,977.31</b>	<b>-11.85 %</b>
71200-000 Professional Fees	0	0	
71201-000 CPA-Financial Audits	41,200.00	37,800.00	8.99 %
71203-000 CPA-Assessment Audits			
71207-000 CDFA Fiscal and Compliance Audit	10,290.00	9,922.00	3.71 %
71211-000 Calif. Department of Food & Ag.-CDFA	60,593.01	60,219.20	0.62 %
71221-000 Dept. of Ag-USDA/AMS	33,305.16	42,808.43	-22.2 %
71235-000 Legal-Ballard/Rosenberg-Labor Issues	6,610.50	540.00	1124.17 %
71236-000 Outsourced Accounting	21,649.98	138,946.91	-84.42 %
78301-000 Pension Adm & Legal	19,356.01	18,852.78	2.67 %
71299-000 Other Professional Expense			
<b>Total for 71200-000 Professional Fees</b>	<b>\$193,004.66</b>	<b>\$309,089.32</b>	<b>-37.56 %</b>
71300-000 Personnel Expenses	0	0	
71301-000 Salaries/Wages	0	0	
71302-000 Salaries/Wages - IA & Ops	480,642.48	454,533.62	5.74 %
71303-000 Salaries/Wages - Marketing	71,479.19	526,464.35	-86.42 %

# MEC Statement of Activity vs. Prior Year

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DISTRIBUTION ACCOUNT	TOTAL		
	NOV 1 2024 - JUL 31 2025	NOV 1 2023 - JUL 31 2024 (PY)	% CHANGE (PY)
<b>Total for 71301-000 Salaries/Wages</b>	<b>\$552,121.67</b>	<b>\$980,997.97</b>	<b>-43.72 %</b>
71311-000 Pension Expense	0	0	
71312-000 Pension Expense - IA & Ops	45,997.28	51,303.95	-10.34 %
71313-000 Pension Expense - Marketing	7,353.30	30,282.45	-75.72 %
<b>Total for 71311-000 Pension Expense</b>	<b>\$53,350.58</b>	<b>\$81,586.40</b>	<b>-34.61 %</b>
71321-000 Payroll Tax & Work Comp	0	0	
71322-000 Payroll Tax & Work Comp - IA & Ops	35,831.80	36,975.66	-3.09 %
71323-000 Payroll Tax & Work Comp - Marketing	6,932.25	41,251.04	-83.19 %
<b>Total for 71321-000 Payroll Tax &amp; Work Comp</b>	<b>\$42,764.05</b>	<b>\$78,226.70</b>	<b>-45.33 %</b>
71331-000 Benefits	0	0	
71332-000 Benefits - IA & Ops	90,532.21	84,980.75	6.53 %
71333-000 Benefits - Marketing	12,976.63	84,950.15	-84.72 %
<b>Total for 71331-000 Benefits</b>	<b>\$103,508.84</b>	<b>\$169,930.90</b>	<b>-39.09 %</b>
<b>Total for 71300-000 Personnel Expenses</b>	<b>\$751,745.14</b>	<b>\$1,310,741.97</b>	<b>-42.65 %</b>
71400-000 Commissioner Expenses	0	0	
71403-000 Travel Expenses - Board Members	4,415.48	5,569.36	-20.72 %
71404-000 Board Meeting Expenses	19,484.14	13,669.16	42.54 %
71405-000 HAB BOLD Participation	6,392.34	2,782.51	129.73 %
71402-000 Entertainment			
<b>Total for 71400-000 Commissioner Expenses</b>	<b>\$30,291.96</b>	<b>\$22,021.03</b>	<b>37.56 %</b>
73000-000 Information Technology	0	0	
73001-000 Network Maintenance	9,946.99	25,500.33	-60.99 %
73002-000 Network Hardware, Software & Licenses	2,413.12	17,892.25	-86.51 %
73003-000 IT Support & Consulting	21,409.50	12,091.19	77.07 %
73004-000 Accounting & Assessment System	5,652.39	14,727.54	-61.62 %
73005-000 IT Services	7,380.00	5,987.50	23.26 %
<b>Total for 73000-000 Information Technology</b>	<b>\$46,802.00</b>	<b>\$76,198.81</b>	<b>-38.58 %</b>
78000-000 Depreciation, Interest & Other Operations	0	0	
78101-000 Travel Expenses - Operations	1,945.62	1,118.52	73.95 %
78401-000 Membership Dues & Registration	299.00	264.00	13.26 %
78501-000 Dues, Education, Training, Recruitment & Other	18,360.69	132.50	13757.12 %
79001-000 Amortization Expense	119,391.70	119,457.24	-0.05 %
79100-000 Interest Expense	4,522.30	3,306.01	36.79 %
<b>Total for 78000-000 Depreciation, Interest &amp; Other Operations</b>	<b>\$144,519.31</b>	<b>\$124,278.27</b>	<b>16.29 %</b>
<b>Total for 70000-000 Operations</b>	<b>\$1,307,389.60</b>	<b>\$2,002,306.71</b>	<b>-34.71 %</b>
<b>Total for Expenses</b>	<b>\$9,478,806.70</b>	<b>\$7,127,455.09</b>	<b>32.99 %</b>
<b>Net Operating Income</b>	<b>-\$2,984,352.28</b>	<b>\$6,602,640.42</b>	<b>-145.2 %</b>
Other Income			

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California Avocado Commission

November 1, 2024-July 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	NOV 1 2024 - JUL 31 2025	NOV 1 2023 - JUL 31 2024 (PY)	% CHANGE (PY)
Other Expenses			
Net Other Income	0	0	
Net Income	-\$2,984,352.28	\$6,602,640.42	-145.2 %



**YTD Actual  
vs. YTD Budget  
November 2024 - July 2025**

# California Avocado Commission

## YTD Actuals vs YTD Budget

November 2024 - July 2025

	ACTUAL	TOTAL		
		BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
40001-000 CAC Assessment Revenue-Current Year	1,247,008.19	1,569,000.00	-321,991.81	79.48 %
40002-000 CAC Assessment Revenue-Prior Year	609.11	0.00	609.11	
40005-000 Penalties-Current Year	0.74	0.00	0.74	
40011-000 HAB Rebate Assess. Revenue-Current Year	4,676,435.64	6,370,000.00	-	73.41 %
			1,693,564.36	
40012-000 HAB Rebate Assess. Revenue-Prior Year	-4,761.19	0.00	-4,761.19	
42001-000 Accounting/Administration Fee Revenue (AIP)	40,833.31	45,747.00	-4,913.69	89.26 %
48001-000 Interest Income	41,065.94	4,500.00	36,565.94	912.58 %
48003-000 Other - Pine Tree Ranch Crop Income	453,824.63	125,000.00	328,824.63	363.06 %
48009-000 Other Income - Misc	3,138.05	0.00	3,138.05	
48009-118 Other Income - From the Grove	36,300.00	45,000.00	-8,700.00	80.67 %
<b>Total Revenue</b>	<b>\$6,494,454.42</b>	<b>\$8,159,247.00</b>	<b>\$ -</b>	<b>79.60 %</b>
			<b>1,664,792.58</b>	
GROSS PROFIT	<b>\$6,494,454.42</b>	<b>\$8,159,247.00</b>	<b>\$ -</b>	<b>79.60 %</b>
			<b>1,664,792.58</b>	
Expenditures				
50000-000 Marketing		0.00	0.00	
51000-000 Consumer Marketing		0.00	0.00	
51001-072 Media Planning & Buying-Curious Plot	1,302,258.52	1,470,000.00	-167,741.48	88.59 %
51002-000 Production	1,323.31	0.00	1,323.31	
51002-072 Creative Strategy, Content & Production-Curious Plot	630,350.85	691,600.00	-61,249.15	91.14 %
51004-072 Consumer Marketing-Retail-Curious Plot	1,035,559.55	968,900.00	66,659.55	106.88 %
51801-072 Account Administration-Curious Plot	264,543.71	252,500.00	12,043.71	104.77 %
52113-000 Photo Shoots		34,000.00	-34,000.00	
54001-072 Consumer PR-Curious Plot	378,750.33	431,625.00	-52,874.67	87.75 %
55101-000 Email Content	10.11	0.00	10.11	
55101-072 Consumer Email Marketing-Curious Plot	139,380.39	130,180.00	9,200.39	107.07 %
55103-072 Social Media & Content Marketing-Curious Plot	414,331.57	465,500.00	-51,168.43	89.01 %
57002-000 Consumer Research	27,000.00	0.00	27,000.00	
<b>Total 51000-000 Consumer Marketing</b>	<b>4,193,508.34</b>	<b>4,444,305.00</b>	<b>-250,796.66</b>	<b>94.36 %</b>
52000-000 Trade - Retail		0.00	0.00	
52000-001 Trade Relations				
52001-066 Trade Advertising-Media-Fusion	116,682.35	118,900.00	-2,217.65	98.13 %
52002-066 Trade Advertising-Production-Fusion	28,393.46	29,600.00	-1,206.54	95.92 %
52015-000 Trade PR Expenses	6,939.96	10,000.00	-3,060.04	69.40 %
52022-000 Dues	11,471.16	13,890.00	-2,418.84	82.59 %
52024-000 Sponsorships-Southern California Locations		2,670.00	-2,670.00	

# California Avocado Commission

## YTD Actuals vs YTD Budget

November 2024 - July 2025

	ACTUAL	TOTAL		
		BUDGET	OVER BUDGET	% OF BUDGET
52042-000 Conventions	18,261.39	30,000.00	-11,738.61	60.87 %
52052-081 Program Admin/Strategy/Planning-PJ/PR	17,285.72	18,000.00	-714.28	96.03 %
52055-081 Key Account Marketing Communications-Fees-PJ/PR	226,564.30	225,850.00	714.30	100.32 %
52058-000 Retailer/Immersive Experiences-Expenses		15,000.00	-15,000.00	
52058-081 Retailer/Immersive Experiences-Expenses-PJ/PR	16,090.98	15,000.00	1,090.98	107.27 %
52071-075 Key Account Coverage-TX/MW/SE-Anderson	87,031.08	86,257.00	774.08	100.90 %
52075-013 Key Account Coverage-SW/NW-Becker	126,409.08	126,000.00	409.08	100.32 %
<b>Total 52000-001 Trade Relations</b>	<b>655,129.48</b>	<b>691,167.00</b>	<b>-36,037.52</b>	<b>94.79 %</b>
52010-000 Retail & Consumer Promotions				
52124-000 Retail Performance Programs-Retail Promotions	413,927.68	1,075,000.00	-661,072.32	38.50 %
52125-000 Retail Brand Awareness Programs	196,021.14	453,000.00	-256,978.86	43.27 %
52128-066 Retail Trade Promotions-Fusion	28,742.86	28,450.00	292.86	101.03 %
52129-000 Retailer Social Media Advertising Support	8,500.00	36,000.00	-27,500.00	23.61 %
52131-000 Retail Merchandising Services (POS Placement)	4,000.00	150,000.00	-146,000.00	2.67 %
52132-000 Retail Identity Programs-Display Bins	90,000.00	90,000.00	0.00	100.00 %
52301-000 Premiums	4,747.24	0.00	4,747.24	
52302-000 POS Materials	8,175.00	0.00	8,175.00	
52303-000 Storage/Fulfillment	25,027.75	25,600.00	-572.25	97.76 %
<b>Total 52010-000 Retail &amp; Consumer Promotions</b>	<b>779,141.67</b>	<b>1,858,050.00</b>	<b>-1,078,908.33</b>	<b>41.93 %</b>
52200-000 Data, Research & Analysis				
52202-000 Retail POS Scan Data-Circana	49,523.25	46,500.00	3,023.25	106.50 %
52204-066 Data Analysis & Retail Research-FUSION	88,422.30	88,200.00	222.30	100.25 %
52206-086 Inventory Reporting-AVMA	2,025.00	2,025.00	0.00	100.00 %
52211-066 California Avocado Market Analysis-Fusion	46,513.02	47,600.00	-1,086.98	97.72 %
52213-066 Retail Support, Consultation, Planning, Program & Data Admin-Fusion	38,518.12	47,000.00	-8,481.88	81.95 %
<b>Total 52200-000 Data, Research &amp; Analysis</b>	<b>225,001.69</b>	<b>231,325.00</b>	<b>-6,323.31</b>	<b>97.27 %</b>
52400-000 Administration & Other				
52140-098 Grower Communications-GingerRoot	6,080.00	6,840.00	-760.00	88.89 %
52401-004 Travel Expenses - Splane	5,221.26	5,000.00	221.26	104.43 %
52401-019 Travel Expenses - Marketing Staff	15,544.60	11,700.00	3,844.60	132.86 %
52411-000 Office Expenses - Marketing	10,857.11	14,000.00	-3,142.89	77.55 %

# California Avocado Commission

## YTD Actuals vs YTD Budget

November 2024 - July 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total 52400-000 Administration &amp; Other</b>	<b>37,702.97</b>	<b>37,540.00</b>	<b>162.97</b>	<b>100.43 %</b>
<b>Total 52000-000 Trade - Retail</b>	<b>1,696,975.81</b>	<b>2,818,082.00</b>	<b>- 1,121,106.19</b>	<b>60.22 %</b>
53000-000 Trade - Foodservice				
53001-070 Media-KC	50,662.42	60,378.00	-9,715.58	83.91 %
53002-070 Production-KC	30,407.04	23,000.00	7,407.04	132.20 %
53101-070 Public Relations-KC	60,686.97	91,300.00	-30,613.03	66.47 %
53103-070 Foodservice Events-KC	99,055.13	140,300.00	-41,244.87	70.60 %
53104-070 Chain Promotions-KC	173,453.56	103,800.00	69,653.56	167.10 %
53105-070 Culinary Education Program-KC	1,310.00	1,500.00	-190.00	87.33 %
53801-070 Program Administration Fees-KC	30,150.00	29,100.00	1,050.00	103.61 %
53802-070 Program Administration Expenses-KC	1,269.83	1,500.00	-230.17	84.66 %
<b>Total 53000-000 Trade - Foodservice</b>	<b>446,994.95</b>	<b>450,878.00</b>	<b>-3,883.05</b>	<b>99.14 %</b>
59000-000 Marketing Activities Support				
51003-000 Buy California Marketing Agreement	14,583.31	18,749.00	-4,165.69	77.78 %
51803-000 Marketing/Planning	942.97	500.00	442.97	188.59 %
51803-067 Marketing Planning/Special Projects-RoMo	49,500.00	49,500.00	0.00	100.00 %
51805-000 Marketing Personnel Expense	602,189.48	631,000.00	-28,810.52	95.43 %
52134-000 Export Program	15,000.00	15,000.00	0.00	100.00 %
<b>Total 59000-000 Marketing Activities Support</b>	<b>682,215.76</b>	<b>714,749.00</b>	<b>-32,533.24</b>	<b>95.45 %</b>
<b>Total 50000-000 Marketing</b>	<b>7,019,694.86</b>	<b>8,428,014.00</b>	<b>- 1,408,319.14</b>	<b>83.29 %</b>
64000-000 Industry Affairs				
64000-001 Industry Statistics and Information		0.00	0.00	
64001-000 AMRIC Operation	2,448.57	2,700.00	-251.43	90.69 %
64001-130 AMRIC Operation-Hooman Mohammadpour	10,586.45	9,000.00	1,586.45	117.63 %
64002-000 Crop Forecasting and Analysis	3,764.62	5,000.00	-1,235.38	75.29 %
64002-104 Crop Forecasting And Analysis-Land IQ	38,287.50	38,288.00	-0.50	100.00 %
64003-000 Grower Database		1,500.00	-1,500.00	
64004-104 Grove ID GIS Project Dmmt-Land IQ	1,546.25	0.00	1,546.25	
<b>Total 64000-001 Industry Statistics and Information</b>	<b>56,633.39</b>	<b>56,488.00</b>	<b>145.39</b>	<b>100.26 %</b>
64100-000 Grower Communications		0.00	0.00	
64105-000 Online Information	1,878.61	2,100.00	-221.39	89.46 %

# California Avocado Commission

## YTD Actuals vs YTD Budget

November 2024 - July 2025

	ACTUAL	TOTAL		
		BUDGET	OVER BUDGET	% OF BUDGET
64105-098 Online Information-GingerRoot	7,940.00	14,850.00	-6,910.00	53.47 %
64105-099 Online Information-Fishhook	5,000.00	0.00	5,000.00	
64106-000 Publications	463.60	900.00	-436.40	51.51 %
64106-067 Publications-ROMO	1,125.00	2,250.00	-1,125.00	50.00 %
64106-085 Publications-Fox Wthr	990.00	990.00	0.00	100.00 %
64106-098 Publications-GingerRoot	5,740.00	11,250.00	-5,510.00	51.02 %
64106-118 Publications-Champ	48,734.42	54,000.00	-5,265.58	90.25 %
64107-000 Annual Meeting	14,228.38	15,000.00	-771.62	94.86 %
64108-000 Annual Report		9,000.00	-9,000.00	
64108-098 Annual Report-GingerRoot	3,560.00	8,000.00	-4,440.00	44.50 %
<b>Total 64100-000 Grower Communications</b>	<b>89,660.01</b>	<b>118,340.00</b>	<b>-28,679.99</b>	<b>75.76 %</b>
64200-000 Issues Management				
64204-000 Research Program Coordination & Outreach	80,471.63	82,000.00	-1,528.37	98.14 %
64206-000 Legislative & Regulatory Advocacy	309,070.49	292,000.00	17,070.49	105.85 %
<b>Total 64200-000 Issues Management</b>	<b>389,542.12</b>	<b>374,000.00</b>	<b>15,542.12</b>	<b>104.16 %</b>
64300-000 Legal & Governance				
64301-000 Elections	4,267.25	5,500.00	-1,232.75	77.59 %
64302-000 Legal Support	126,380.50	112,500.00	13,880.50	112.34 %
64303-000 Governance Support	4,529.11	10,000.00	-5,470.89	45.29 %
<b>Total 64300-000 Legal &amp; Governance</b>	<b>135,176.86</b>	<b>128,000.00</b>	<b>7,176.86</b>	<b>105.61 %</b>
64400-000 Demonstration Grove				
64401-000 Pine Tree - Rent	0.00	18,675.00	-18,675.00	0.00 %
64402-000 Pine Tree - Grove Management	68,064.47	42,001.00	26,063.47	162.05 %
64403-000 Pine Tree - Utilities	-745.89	4,050.00	-4,795.89	-18.42 %
64404-000 Pine Tree - Property Tax & Insurance	2,118.65	1,917.00	201.65	110.52 %
64405-000 Pine Tree - Miscellaneous Expense	740.00	0.00	740.00	
64406-000 Pine Tree - Crop Harvesting	47,285.61	25,000.00	22,285.61	189.14 %
64408-000 Pine Tree - CAC Assessment	1,145.11	1,000.00	145.11	114.51 %
64409-000 Pine Tree - HAB Assessment	5,681.93	2,500.00	3,181.93	227.28 %
<b>Total 64400-000 Demonstration Grove</b>	<b>124,289.88</b>	<b>95,143.00</b>	<b>29,146.88</b>	<b>130.63 %</b>
64500-000 Education & Outreach				
64502-000 Pine Tree Ranch Field Days	1,291.61	2,000.00	-708.39	64.58 %



# California Avocado Commission

## YTD Actuals vs YTD Budget

November 2024 - July 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
64503-000 Grower Outreach	212.00	0.00	212.00	
<b>Total 64500-000 Education &amp; Outreach</b>	<b>1,503.61</b>	<b>2,000.00</b>	<b>-496.39</b>	<b>75.18 %</b>
64800-000 Other Industry Affairs				
64801-000 Coalition Dues, Sponsorships , Registrations & Rep	31,900.00	31,000.00	900.00	102.90 %
64801-086 Industry Reports-AVMA	360.00	360.00	0.00	100.00 %
64803-000 Travel Expenses - Industry Affairs	20,614.03	33,750.00	-13,135.97	61.08 %
64804-000 Office Expenses - Industry Affairs	1,841.62	1,890.00	-48.38	97.44 %
64901-000 Misc IA Exps (Theft Reward)	3,190.51	3,200.00	-9.49	99.70 %
<b>Total 64800-000 Other Industry Affairs</b>	<b>57,906.16</b>	<b>70,200.00</b>	<b>-12,293.84</b>	<b>82.49 %</b>
<b>Total 64000-000 Industry Affairs</b>	<b>854,712.03</b>	<b>844,171.00</b>	<b>10,541.03</b>	<b>101.25 %</b>
65000-000 Production Research				
65200-000 Breeding, Varieties & Genetics				
65216-000 Commercial-Scale Field Testing of Advanced Rootstock	44,814.00	67,221.00	-22,407.00	66.67 %
65217-000 CAL POLY - Commercial-scale field testing and potential release of five elite advanced rootstocks	4,955.65	10,257.00	-5,301.35	48.31 %
<b>Total 65200-000 Breeding, Varieties &amp; Genetics</b>	<b>49,769.65</b>	<b>77,478.00</b>	<b>-27,708.35</b>	<b>64.24 %</b>
65300-000 Cultural Management				
65323-000 Develop tools and info on crop water use	27,802.00	27,802.00	0.00	100.00 %
65325-000 Artificial Pollination Research	31,360.00	31,360.00	0.00	100.00 %
<b>Total 65300-000 Cultural Management</b>	<b>59,162.00</b>	<b>59,162.00</b>	<b>0.00</b>	<b>100.00 %</b>
65400-000 Industry Research Support				
65403-000 FFAR Fellow Sponsor - Landesman	32,500.00	0.00	32,500.00	
<b>Total 65400-000 Industry Research Support</b>	<b>32,500.00</b>	<b>0.00</b>	<b>32,500.00</b>	
<b>Total 65000-000 Production Research</b>	<b>141,431.65</b>	<b>136,640.00</b>	<b>4,791.65</b>	<b>103.51 %</b>
66010-000 Grant Programs				
66015-000 Export Marketing				
66021-000 USDA Grant - FAS MAP China (deleted)	8,000.00	0.00	8,000.00	
66022-000 USDA Grant - FAS MAP China/North Asia	115,790.57	0.00	115,790.57	
<b>Total 66015-000 Export Marketing</b>	<b>123,790.57</b>	<b>0.00</b>	<b>123,790.57</b>	
66100-000 Unreimbursed Grant Receivables	31,787.99		31,787.99	
<b>Total 66010-000 Grant Programs</b>	<b>155,578.56</b>	<b>0.00</b>	<b>155,578.56</b>	
70000-000 Operations				
71100-000 Office Expense				
71101-000 Office Rent - CAC Mauchly, Irvine	0.00	6,450.00	-6,450.00	0.00 %
71102-000 Rent-CAM, Ins, Prop Tax	24,489.67	19,800.00	4,689.67	123.69 %

# California Avocado Commission

## YTD Actuals vs YTD Budget

November 2024 - July 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
				%
71104-000 Rent-Offsite Storage	7,495.00	7,540.00	-45.00	99.40 %
71111-000 Insurance-Liability	61,639.61	75,735.00	-14,095.39	81.39 %
71121-000 Office Expenses - Operations	4,426.95	3,750.00	676.95	118.05 %
				%
71122-000 Office Supplies	1,063.80	2,250.00	-1,186.20	47.28 %
71123-000 Janitorial	4,524.87	5,375.00	-850.13	84.18 %
71131-000 Office Utilities	7,778.75	10,535.00	-2,756.25	73.84 %
71141-000 Bank & Payroll Fees	7,420.71	5,949.00	1,471.71	124.74 %
				%
71151-000 Equipment Maintenance & Expense	5,495.01	4,320.00	1,175.01	127.20 %
				%
71161-000 Telephone	6,141.88	6,300.00	-158.12	97.49 %
71162-000 Employee Communication Expense	10,275.00	10,800.00	-525.00	95.14 %
71181-000 Postage & Courier Service	275.28	725.00	-449.72	37.97 %
<b>Total 71100-000 Office Expense</b>	<b>141,026.53</b>	<b>159,529.00</b>	<b>-18,502.47</b>	<b>88.40 %</b>
71200-000 Professional Fees				
71201-000 CPA-Financial Audits	41,200.00	40,000.00	1,200.00	103.00 %
				%
71203-000 CPA-Assessment Audits	0.00	56,375.00	-56,375.00	0.00 %
71207-000 CDFA Fiscal and Compliance Audit	10,290.00	9,925.00	365.00	103.68 %
				%
71211-000 Calif. Department of Food & Ag.-CDFA	60,593.01	67,500.00	-6,906.99	89.77 %
71221-000 Dept. of Ag-USDA/AMS	33,305.16	47,250.00	-13,944.84	70.49 %
71235-000 Legal-Ballard/Rosenberg-Labor Issues	6,610.50	6,750.00	-139.50	97.93 %
71236-000 Outsourced Accounting	21,649.98	78,750.00	-57,100.02	27.49 %
78301-000 Pension Adm & Legal	19,356.01	25,215.00	-5,858.99	76.76 %
<b>Total 71200-000 Professional Fees</b>	<b>193,004.66</b>	<b>331,765.00</b>	<b>-138,760.34</b>	<b>58.18 %</b>
71300-000 Personnel Expenses				
71301-000 Salaries/Wages		0.00	0.00	
71302-000 Salaries/Wages - IA & Ops	480,642.48	467,290.00	13,352.48	102.86 %
				%
71303-000 Salaries/Wages - Marketing	71,479.19	82,358.00	-10,878.81	86.79 %
<b>Total 71301-000 Salaries/Wages</b>	<b>552,121.67</b>	<b>549,648.00</b>	<b>2,473.67</b>	<b>100.45 %</b>
				%
71311-000 Pension Expense		0.00	0.00	
71312-000 Pension Expense - IA & Ops	45,997.28	46,729.00	-731.72	98.43 %
71313-000 Pension Expense - Marketing	7,353.30	8,235.00	-881.70	89.29 %
<b>Total 71311-000 Pension Expense</b>	<b>53,350.58</b>	<b>54,964.00</b>	<b>-1,613.42</b>	<b>97.06 %</b>
71321-000 Payroll Tax & Work Comp		0.00	0.00	
71322-000 Payroll Tax & Work Comp - IA & Ops	35,831.80	35,433.00	398.80	101.13 %
				%
71323-000 Payroll Tax & Work Comp - Marketing	6,932.25	6,021.00	911.25	115.13 %

# California Avocado Commission

## YTD Actuals vs YTD Budget

November 2024 - July 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
				%
<b>Total 71321-000 Payroll Tax &amp; Work Comp</b>	<b>42,764.05</b>	<b>41,454.00</b>	<b>1,310.05</b>	<b>103.16 %</b>
71331-000 Benefits	0.00	0.00	0.00	
71332-000 Benefits - IA & Ops	90,532.21	101,911.00	-11,378.79	88.83 %
71333-000 Benefits - Marketing	12,976.63	15,270.00	-2,293.37	84.98 %
<b>Total 71331-000 Benefits</b>	<b>103,508.84</b>	<b>117,181.00</b>	<b>-13,672.16</b>	<b>88.33 %</b>
<b>Total 71300-000 Personnel Expenses</b>	<b>751,745.14</b>	<b>763,247.00</b>	<b>-11,501.86</b>	<b>98.49 %</b>
71400-000 Commissioner Expenses				
71403-000 Travel Expenses - Board Members	4,415.48	30,000.00	-25,584.52	14.72 %
71404-000 Board Meeting Expenses	19,484.14	18,250.00	1,234.14	106.76 %
71405-000 HAB BOLD Participation	6,392.34	6,500.00	-107.66	98.34 %
<b>Total 71400-000 Commissioner Expenses</b>	<b>30,291.96</b>	<b>54,750.00</b>	<b>-24,458.04</b>	<b>55.33 %</b>
73000-000 Information Technology				
73001-000 Network Maintenance	9,946.99	18,000.00	-8,053.01	55.26 %
73002-000 Network Hardware, Software & Licenses	2,413.12	3,136.00	-722.88	76.95 %
73003-000 IT Support & Consulting	21,409.50	41,300.00	-19,890.50	51.84 %
73004-000 Accounting & Assessment System	5,652.39	3,100.00	2,552.39	182.34 %
73005-000 IT Services	7,380.00	7,380.00	0.00	100.00 %
<b>Total 73000-000 Information Technology</b>	<b>46,802.00</b>	<b>72,916.00</b>	<b>-26,114.00</b>	<b>64.19 %</b>
78000-000 Depreciation, Interest & Other Operations				
78101-000 Travel Expenses - Operations	1,945.62	2,000.00	-54.38	97.28 %
78401-000 Membership Dues & Registration	299.00	0.00	299.00	
78501-000 Dues, Education, Training, Recruitment & Other	18,360.69	8,500.00	9,860.69	216.01 %
79001-000 Amortization Expense	119,391.70	119,513.00	-121.30	99.90 %
79100-000 Interest Expense	4,522.30	4,523.00	-0.70	99.98 %
<b>Total 78000-000 Depreciation, Interest &amp; Other Operations</b>	<b>144,519.31</b>	<b>134,536.00</b>	<b>9,983.31</b>	<b>107.42 %</b>
<b>Total 70000-000 Operations</b>	<b>1,307,389.60</b>	<b>1,516,743.00</b>	<b>-209,353.40</b>	<b>86.20 %</b>
<b>Total Expenditures</b>	<b>\$9,478,806.70</b>	<b>\$10,925,568.00</b>	<b>\$ - 1,446,761.30</b>	<b>86.76 %</b>
NET OPERATING REVENUE	\$ -	\$ -	\$ -	107.88 %
	2,984,352.28	2,766,321.00	218,031.28	%
NET REVENUE	\$ -	\$ -	\$ -	107.88 %
	2,984,352.28	2,766,321.00	218,031.28	%



**YTD Actual  
vs. Total Annual Budget  
November 2024 - October 2025**

**California Avocado Commission**  
**YTD Actuals vs Total Annual Budget**  
**November 2024 - October 2025**

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>				
40001-000 CAC Assessment Revenue-Current Year	1,247,008.19	1,950,000.00	-702,991.81	63.95%
40002-000 CAC Assessment Revenue-Prior Year	609.11	0.00	609.11	
40005-000 Penalties-Current Year	0.74	0.00	0.74	
40011-000 HAB Rebate Assess. Revenue-Current Year	4,676,435.64	7,905,000.00	-3,228,564.36	59.16%
40012-000 HAB Rebate Assess. Revenue-Prior Year	-4,761.19	0.00	-4,761.19	
42001-000 Accounting/Administration Fee Revenue (AIP)	40,833.31	61,000.00	-20,166.69	66.94%
46000-000 Grant Funding			0.00	
46022-000 USDA Grant - FAS MAP China/North Asia - Revenue		250,000.00	-250,000.00	0.00%
<b>Total 46000-000 Grant Funding</b>	<b>\$ 0.00</b>	<b>\$ 250,000.00</b>	<b>-\$ 250,000.00</b>	<b>0.00%</b>
48001-000 Interest Income	41,065.94	6,000.00	35,065.94	684.43%
48003-000 Other - Pine Tree Ranch Crop Income	453,824.63	125,000.00	328,824.63	363.06%
48009-000 Other Income - Misc	3,138.05	15,000.00	-11,861.95	20.92%
48009-118 Other Income - From the Grove	36,300.00	60,000.00	-23,700.00	60.50%
<b>Total Revenue</b>	<b>\$ 6,494,454.42</b>	<b>\$ 10,372,000.00</b>	<b>-\$ 3,877,545.58</b>	<b>62.62%</b>
<b>Gross Profit</b>	<b>\$ 6,494,454.42</b>	<b>\$ 10,372,000.00</b>	<b>-\$ 3,877,545.58</b>	<b>62.62%</b>
<b>Expenditures</b>				
50000-000 Marketing		0.00	0.00	
51000-000 Consumer Marketing		0.00	0.00	
51001-072 Media Planning & Buying-Curious Plot	1,302,258.52	2,175,000.00	-872,741.48	59.87%
51002-000 Production	1,323.31	0.00	1,323.31	
51002-072 Creative Strategy, Content & Production-Curious Plot	630,350.85	741,600.00	-111,249.15	85.00%
51004-072 Consumer Marketing-Retail-Curious Plot	1,035,559.55	1,201,900.00	-166,340.45	86.16%
51801-072 Account Administration-Curious Plot	264,543.71	335,000.00	-70,456.29	78.97%
52113-000 Photo Shoots		34,000.00	-34,000.00	0.00%
54001-072 Consumer PR-Curious Plot	378,750.33	458,000.00	-79,249.67	82.70%
55101-000 Email Content	10.11	0.00	10.11	
55101-072 Consumer Email Marketing-Curious Plot	139,380.39	161,100.00	-21,719.61	86.52%
55103-072 Social Media & Content Marketing-Curious Plot	414,331.57	625,500.00	-211,168.43	66.24%
57002-000 Consumer Research	27,000.00	40,500.00	-13,500.00	66.67%
<b>Total 51000-000 Consumer Marketing</b>	<b>\$ 4,193,508.34</b>	<b>\$ 5,772,600.00</b>	<b>-\$ 1,579,091.66</b>	<b>72.65%</b>
52000-000 Trade - Retail		0.00	0.00	
52000-001 Trade Relations			0.00	
52001-066 Trade Advertising-Media-Fusion	116,682.35	140,000.00	-23,317.65	83.34%
52002-066 Trade Advertising-Production-Fusion	28,393.46	29,600.00	-1,206.54	95.92%
52015-000 Trade PR Expenses	6,939.96	10,000.00	-3,060.04	69.40%
52022-000 Dues	11,471.16	13,890.00	-2,418.84	82.59%
52024-000 Sponsorships-Southern California Locations		4,760.00	-4,760.00	0.00%
52042-000 Conventions	18,261.39	77,000.00	-58,738.61	23.72%
52052-081 Program Admin/Strategy/Planning-PJ/PR	17,285.72	30,000.00	-12,714.28	57.62%
52055-081 Key Account Marketing Communications-Fees-PJ/PR	226,564.30	297,000.00	-70,435.70	76.28%
52058-000 Retailer/Immersive Experiences-Expenses		15,000.00	-15,000.00	0.00%
52058-081 Retailer/Immersive Experiences-Expenses-PJ/PR	16,090.98	15,000.00	1,090.98	107.27%
52071-075 Key Account Coverage-TX/MW/SE-Anderson	87,031.08	115,000.00	-27,968.92	75.68%
52075-013 Key Account Coverage-SW/NW-Becker	126,409.08	168,000.00	-41,590.92	75.24%
<b>Total 52000-001 Trade Relations</b>	<b>\$ 655,129.48</b>	<b>\$ 915,250.00</b>	<b>-\$ 260,120.52</b>	<b>71.58%</b>
52010-000 Retail & Consumer Promotions			0.00	
52016-000 Recipe Development	0.00	5,000.00	-5,000.00	0.00%
52124-000 Retail Performance Programs-Retail Promotions	413,927.68	1,550,000.00	-1,136,072.32	26.71%
52125-000 Retail Brand Awareness Programs	196,021.14	453,000.00	-256,978.86	43.27%
52128-066 Retail Trade Promotions-Fusion	28,742.86	29,450.00	-707.14	97.60%
52129-000 Retailer Social Media Advertising Support	8,500.00	40,000.00	-31,500.00	21.25%
52131-000 Retail Merchandising Services (POS Placement)	4,000.00	150,000.00	-146,000.00	2.67%
52132-000 Retail Identity Programs-Display Bins	90,000.00	90,000.00	0.00	100.00%
52301-000 Premiums	4,747.24	5,000.00	-252.76	94.94%
52302-000 POS Materials	8,175.00	5,000.00	3,175.00	163.50%
52303-000 Storage/Fulfillment	25,027.75	35,000.00	-9,972.25	71.51%
<b>Total 52010-000 Retail &amp; Consumer Promotions</b>	<b>\$ 779,141.67</b>	<b>\$ 2,362,450.00</b>	<b>-\$ 1,583,308.33</b>	<b>32.98%</b>
52200-000 Data, Research & Analysis			0.00	
52202-000 Retail POS Scan Data-Circana	49,523.25	62,000.00	-12,476.75	79.88%
52204-066 Data Analysis & Retail Research-FUSION	88,422.30	96,500.00	-8,077.70	91.63%
52206-086 Inventory Reporting-AVMA	2,025.00	2,700.00	-675.00	75.00%
52211-066 California Avocado Market Analysis-Fusion	46,513.02	54,500.00	-7,986.98	85.34%
52213-066 Retail Support, Consultation, Planning, Program & Data Admin-Fusion	38,518.12	56,500.00	-17,981.88	68.17%
<b>Total 52200-000 Data, Research &amp; Analysis</b>	<b>\$ 225,001.69</b>	<b>\$ 272,200.00</b>	<b>-\$ 47,198.31</b>	<b>82.66%</b>

**California Avocado Commission**  
**YTD Actuals vs Total Annual Budget**  
**November 2024 - October 2025**

	Total			
	Actual	Budget	over Budget	% of Budget
52400-000 Administration & Other			0.00	
52140-098 Grower Communications-GingerRoot	6,080.00	11,000.00	-4,920.00	55.27%
52401-004 Travel Expenses - Splane	5,221.26	7,500.00	-2,278.74	69.62%
52401-019 Travel Expenses - Marketing Staff	15,544.60	17,500.00	-1,955.40	88.83%
52411-000 Office Expenses - Marketing	10,857.11	30,000.00	-19,142.89	36.19%
Total 52400-000 Administration & Other	\$ 37,702.97	\$ 66,000.00	-\$ 28,297.03	57.13%
Total 52000-000 Trade - Retail	\$ 1,696,975.81	\$ 3,615,900.00	-\$ 1,918,924.19	46.93%
53000-000 Trade - Foodservice			0.00	
53001-070 Media-KC	50,662.42	64,400.00	-13,737.58	78.67%
53002-070 Production-KC	30,407.04	23,000.00	7,407.04	132.20%
53101-070 Public Relations-KC	60,686.97	102,300.00	-41,613.03	59.32%
53103-070 Foodservice Events-KC	99,055.13	213,800.00	-114,744.87	46.33%
53104-070 Chain Promotions-KC	173,453.56	275,000.00	-101,546.44	63.07%
53105-070 Culinary Education Program-KC	1,310.00	2,000.00	-690.00	65.50%
53801-070 Program Administration Fees-KC	30,150.00	42,900.00	-12,750.00	70.28%
53802-070 Program Administration Expenses-KC	1,269.83	1,600.00	-330.17	79.36%
Total 53000-000 Trade - Foodservice	\$ 446,994.95	\$ 725,000.00	-\$ 278,005.05	61.65%
59000-000 Marketing Activities Support			0.00	
51003-000 Buy California Marketing Agreement	14,583.31	25,000.00	-10,416.69	58.33%
51803-000 Marketing/Planning	942.97	500.00	442.97	188.59%
51803-067 Marketing Planning/Special Projects-RoMo	49,500.00	66,000.00	-16,500.00	75.00%
51805-000 Marketing Personnel Expense	602,189.48	835,000.00	-232,810.52	72.12%
52134-000 Export Program	15,000.00	45,000.00	-30,000.00	33.33%
Total 59000-000 Marketing Activities Support	\$ 682,215.76	\$ 971,500.00	-\$ 289,284.24	70.22%
Total 50000-000 Marketing	\$ 7,019,694.86	\$ 11,085,000.00	-\$ 4,065,305.14	63.33%
64000-000 Industry Affairs			0.00	
64000-001 Industry Statistics and Information		0.00	0.00	
64001-000 AMRIC Operation	2,448.57	7,300.00	-4,851.43	33.54%
64001-130 AMRIC Operation-Hooman Mohammadpour	10,586.45	12,000.00	-1,413.55	88.22%
64002-000 Crop Forecasting and Analysis	3,764.62	5,000.00	-1,235.38	75.29%
64002-104 Crop Forecasting And Analysis-Land IQ	38,287.50	78,750.00	-40,462.50	48.62%
64003-000 Grower Database		1,500.00	-1,500.00	0.00%
64004-000 Grove ID GIS Project Dmnt		1,975.00	-1,975.00	0.00%
64004-104 Grove ID GIS Project Dmnt-Land IQ	1,546.25	9,525.00	-7,978.75	16.23%
Total 64000-001 Industry Statistics and Information	\$ 56,633.39	\$ 116,050.00	-\$ 59,416.61	48.80%
64100-000 Grower Communications		0.00	0.00	
64105-000 Online Information	1,878.61	6,000.00	-4,121.39	31.31%
64105-098 Online Information-GingerRoot	7,940.00	20,000.00	-12,060.00	39.70%
64105-099 Online Information-Fishhook	5,000.00	5,000.00	0.00	100.00%
64106-000 Publications	463.60	17,100.00	-16,636.40	2.71%
64106-067 Publications-ROMO	1,125.00	3,000.00	-1,875.00	37.50%
64106-085 Publications-Fox Wthr	990.00	1,400.00	-410.00	70.71%
64106-098 Publications-GingerRoot	5,740.00	15,000.00	-9,260.00	38.27%
64106-118 Publications-Champ	48,734.42	72,000.00	-23,265.58	67.69%
64107-000 Annual Meeting	14,228.38	15,000.00	-771.62	94.86%
64108-000 Annual Report		9,000.00	-9,000.00	0.00%
64108-098 Annual Report-GingerRoot	3,560.00	8,000.00	-4,440.00	44.50%
Total 64100-000 Grower Communications	\$ 89,660.01	\$ 171,500.00	-\$ 81,839.99	52.28%
64200-000 Issues Management			0.00	
64201-000 Water Issues		100,000.00	-100,000.00	0.00%
64202-000 Field/Technical Support		100,000.00	-100,000.00	0.00%
64204-000 Research Program Coordination & Outreach	80,471.63	120,000.00	-39,528.37	67.06%
64206-000 Legislative & Regulatory Advocacy	309,070.49	400,000.00	-90,929.51	77.27%
64208-000 Product Registrations		5,000.00	-5,000.00	0.00%
64211-000 Sustainability Project		50,000.00	-50,000.00	0.00%
Total 64200-000 Issues Management	\$ 389,542.12	\$ 775,000.00	-\$ 385,457.88	50.26%
64300-000 Legal & Governance			0.00	
64301-000 Elections	4,267.25	10,000.00	-5,732.75	42.67%
64302-000 Legal Support	126,380.50	150,000.00	-23,619.50	84.25%
64303-000 Governance Support	4,529.11	10,000.00	-5,470.89	45.29%
Total 64300-000 Legal & Governance	\$ 135,176.86	\$ 170,000.00	-\$ 34,823.14	79.52%

**California Avocado Commission**  
**YTD Actuals vs Total Annual Budget**  
**November 2024 - October 2025**

	Total			
	Actual	Budget	over Budget	% of Budget
<b>64400-000 Demonstration Grove</b>			0.00	
64401-000 Pine Tree - Rent	0.00	24,900.00	-24,900.00	0.00%
64402-000 Pine Tree - Grove Management	68,064.47	52,000.00	16,064.47	130.89%
64403-000 Pine Tree - Utilities	-745.89	5,400.00	-6,145.89	-13.81%
64404-000 Pine Tree - Property Tax & Insurance	2,118.65	2,550.00	-431.35	83.08%
64405-000 Pine Tree - Miscellaneous Expense	740.00	5,000.00	-4,260.00	14.80%
64406-000 Pine Tree - Crop Harvesting	47,285.61	25,000.00	22,285.61	189.14%
64408-000 Pine Tree - CAC Assessment	1,145.11	1,000.00	145.11	114.51%
64409-000 Pine Tree - HAB Assessment	5,681.93	2,500.00	3,181.93	227.28%
<b>Total 64400-000 Demonstration Grove</b>	<b>\$ 124,289.88</b>	<b>\$ 118,350.00</b>	<b>\$ 5,939.88</b>	<b>105.02%</b>
<b>64500-000 Education &amp; Outreach</b>			0.00	
64501-000 Field Meetings, Seminars & Workshops		15,000.00	-15,000.00	0.00%
64502-000 Pine Tree Ranch Field Days	1,291.61	2,000.00	-708.39	64.58%
64503-000 Grower Outreach	212.00	3,000.00	-2,788.00	7.07%
<b>Total 64500-000 Education &amp; Outreach</b>	<b>\$ 1,503.61</b>	<b>\$ 20,000.00</b>	<b>-\$ 18,496.39</b>	<b>7.52%</b>
<b>64800-000 Other Industry Affairs</b>			0.00	
64801-000 Coalition Dues, Sponsorships , Registrations & Rep	31,900.00	39,520.00	-7,620.00	80.72%
64801-086 Industry Reports-AVMA	360.00	480.00	-120.00	75.00%
64802-000 Grant Writing		2,500.00	-2,500.00	0.00%
64803-000 Travel Expenses - Industry Affairs	20,614.03	60,000.00	-39,385.97	34.36%
64804-000 Office Expenses - Industry Affairs	1,841.62	7,500.00	-5,658.38	24.55%
64805-000 Committee Meeting Expense		5,000.00	-5,000.00	0.00%
64901-000 Misc IA Exps (Theft Reward)	3,190.51	15,000.00	-11,809.49	21.27%
<b>Total 64800-000 Other Industry Affairs</b>	<b>\$ 57,906.16</b>	<b>\$ 130,000.00</b>	<b>-\$ 72,093.84</b>	<b>44.54%</b>
<b>Total 64000-000 Industry Affairs</b>	<b>\$ 854,712.03</b>	<b>\$ 1,500,900.00</b>	<b>-\$ 646,187.97</b>	<b>56.95%</b>
<b>65000-000 Production Research</b>			0.00	
65100-000 Pest & Disease			0.00	
65132-000 Surveys for avocado fruit feeding insect pests in Guatemala		94,093.00	-94,093.00	0.00%
65133-000 Chemical Synthesis and Field Evaluation of an Enantiopure (+)-Grandisol		63,000.00	-63,000.00	0.00%
65134-000 A pesticide resistance monitoring program for avocado thrips		9,411.00	-9,411.00	0.00%
<b>Total 65100-000 Pest &amp; Disease</b>	<b>\$ 0.00</b>	<b>\$ 166,504.00</b>	<b>-\$ 166,504.00</b>	<b>0.00%</b>
65200-000 Breeding, Varieties & Genetics			0.00	
65216-000 Commercial-Scale Field Testing of Advanced Rootstock	44,814.00	89,628.00	-44,814.00	50.00%
65217-000 CAL POLY Commercial scale field testing and potential release of five elite advanced rootstocks	4,955.65	16,773.00	-11,817.35	29.55%
<b>Total 65200-000 Breeding, Varieties &amp; Genetics</b>	<b>\$ 49,769.65</b>	<b>\$ 106,401.00</b>	<b>-\$ 56,631.35</b>	<b>46.78%</b>
65300-000 Cultural Management			0.00	
65323-000 Develop tools and info on crop water use	27,802.00	55,603.00	-27,801.00	50.00%
65325-000 Artificial Pollination Research	31,360.00	62,719.00	-31,359.00	50.00%
65326-000 Addressing the relationship between soil characteristics and soil salinity in CA avocado groves		47,590.00	-47,590.00	0.00%
<b>Total 65300-000 Cultural Management</b>	<b>\$ 59,162.00</b>	<b>\$ 165,912.00</b>	<b>-\$ 106,750.00</b>	<b>35.66%</b>
65400-000 Industry Research Support			0.00	
65403-000 FFAR Fellow Sponsor - Landesman	32,500.00	32,500.00	0.00	100.00%
<b>Total 65400-000 Industry Research Support</b>	<b>\$ 32,500.00</b>	<b>\$ 32,500.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
<b>Total 65000-000 Production Research</b>	<b>\$ 141,431.65</b>	<b>\$ 471,317.00</b>	<b>-\$ 329,885.35</b>	<b>30.01%</b>
<b>66010-000 Grant Programs</b>			0.00	
66015-000 Export Marketing			0.00	
66021-000 USDA Grant - FAS MAP China (deleted)	8,000.00	0.00	8,000.00	
66022-000 USDA Grant - FAS MAP China/North Asia	115,790.57	250,000.00	-134,209.43	46.32%
<b>Total 66015-000 Export Marketing</b>	<b>\$ 123,790.57</b>	<b>\$ 250,000.00</b>	<b>-\$ 126,209.43</b>	<b>49.52%</b>
66100-000 Unreimbursed Grant Receivables	31,787.99		31,787.99	
<b>Total 66010-000 Grant Programs</b>	<b>\$ 155,578.56</b>	<b>\$ 250,000.00</b>	<b>-\$ 94,421.44</b>	<b>62.23%</b>
<b>70000-000 Operations</b>			0.00	
71100-000 Office Expense			0.00	
71101-000 Office Rent - CAC Mauchly, Irvine	0.00	8,702.00	-8,702.00	0.00%
71102-000 Rent-CAM, Ins, Prop Tax	24,489.67	26,430.00	-1,940.33	92.66%
71104-000 Rent-Offsite Storage	7,495.00	10,240.00	-2,745.00	73.19%
71111-000 Insurance-Liability	61,639.61	101,960.00	-40,320.39	60.45%
71121-000 Office Expenses - Operations	4,426.95	18,850.00	-14,423.05	23.49%
71122-000 Office Supplies	1,063.80	3,000.00	-1,936.20	35.46%
71123-000 Janitorial	4,524.87	9,500.00	-4,975.13	47.63%
71131-000 Office Utilities	7,778.75	14,700.00	-6,921.25	52.92%
71141-000 Bank & Payroll Fees	7,420.71	8,500.00	-1,079.29	87.30%

**California Avocado Commission**  
**YTD Actuals vs Total Annual Budget**  
**November 2024 - October 2025**

	Total			
	Actual	Budget	over Budget	% of Budget
71151-000 Equipment Maintenance & Expense	5,495.01	7,760.00	-2,264.99	70.81%
71161-000 Telephone	6,141.88	8,400.00	-2,258.12	73.12%
71162-000 Employee Communication Expense	10,275.00	14,400.00	-4,125.00	71.35%
71181-000 Postage & Courier Service	275.28	2,000.00	-1,724.72	13.76%
Total 71100-000 Office Expense	<b>\$ 141,026.53</b>	<b>\$ 234,442.00</b>	<b>-\$ 93,415.47</b>	<b>60.15%</b>
71200-000 Professional Fees			0.00	
71201-000 CPA-Financial Audits	41,200.00	40,000.00	1,200.00	103.00%
71203-000 CPA-Assessment Audits	0.00	56,375.00	-56,375.00	0.00%
71207-000 CDFA Fiscal and Compliance Audit	10,290.00	9,925.00	365.00	103.68%
71211-000 Calif. Department of Food & Ag.-CDFA	60,593.01	90,000.00	-29,406.99	67.33%
71221-000 Dept. of Ag-USDA/AMS	33,305.16	63,000.00	-29,694.84	52.87%
71235-000 Legal-Ballard/Rosenberg-Labor Issues	6,610.50	7,500.00	-889.50	88.14%
71236-000 Outsourced Accounting	21,649.98	107,500.00	-85,850.02	20.14%
71299-000 Other Professional Expense		2,500.00	-2,500.00	0.00%
78301-000 Pension Adm & Legal	19,356.01	38,620.00	-19,263.99	50.12%
Total 71200-000 Professional Fees	<b>\$ 193,004.66</b>	<b>\$ 415,420.00</b>	<b>-\$ 222,415.34</b>	<b>46.46%</b>
71300-000 Personnel Expenses			0.00	
71301-000 Salaries/Wages		0.00	0.00	
71302-000 Salaries/Wages - IA & Ops	480,642.48	624,400.00	-143,757.52	76.98%
71303-000 Salaries/Wages - Marketing	71,479.19	110,043.00	-38,563.81	64.96%
Total 71301-000 Salaries/Wages	<b>\$ 552,121.67</b>	<b>\$ 734,443.00</b>	<b>-\$ 182,321.33</b>	<b>75.18%</b>
71311-000 Pension Expense		0.00	0.00	
71312-000 Pension Expense - IA & Ops	45,997.28	62,440.00	-16,442.72	73.67%
71313-000 Pension Expense - Marketing	7,353.30	11,005.00	-3,651.70	66.82%
Total 71311-000 Pension Expense	<b>\$ 53,350.58</b>	<b>\$ 73,445.00</b>	<b>-\$ 20,094.42</b>	<b>72.64%</b>
71321-000 Payroll Tax & Work Comp		0.00	0.00	
71322-000 Payroll Tax & Work Comp - IA & Ops	35,831.80	46,440.00	-10,608.20	77.16%
71323-000 Payroll Tax & Work Comp - Marketing	6,932.25	8,028.00	-1,095.75	86.35%
Total 71321-000 Payroll Tax & Work Comp	<b>\$ 42,764.05</b>	<b>\$ 54,468.00</b>	<b>-\$ 11,703.95</b>	<b>78.51%</b>
71331-000 Benefits	0.00	0.00	0.00	
71332-000 Benefits - IA & Ops	90,532.21	127,550.00	-37,017.79	70.98%
71333-000 Benefits - Marketing	12,976.63	19,007.00	-6,030.37	68.27%
Total 71331-000 Benefits	<b>\$ 103,508.84</b>	<b>\$ 146,557.00</b>	<b>-\$ 43,048.16</b>	<b>70.63%</b>
Total 71300-000 Personnel Expenses	<b>\$ 751,745.14</b>	<b>\$ 1,008,913.00</b>	<b>-\$ 257,167.86</b>	<b>74.51%</b>
71400-000 Commissioner Expenses			0.00	
71401-000 District Meetings & Expenses		5,000.00	-5,000.00	0.00%
71402-000 Entertainment		2,000.00	-2,000.00	0.00%
71403-000 Travel Expenses - Board Members	4,415.48	56,000.00	-51,584.52	7.88%
71404-000 Board Meeting Expenses	19,484.14	22,250.00	-2,765.86	87.57%
71405-000 HAB BOLD Participation	6,392.34	10,000.00	-3,607.66	63.92%
71406-000 District Designated Funds		100,000.00	-100,000.00	0.00%
Total 71400-000 Commissioner Expenses	<b>\$ 30,291.96</b>	<b>\$ 195,250.00</b>	<b>-\$ 164,958.04</b>	<b>15.51%</b>
73000-000 Information Technology			0.00	
73001-000 Network Maintenance	9,946.99	27,000.00	-17,053.01	36.84%
73002-000 Network Hardware, Software & Licenses	2,413.12	8,806.00	-6,392.88	27.40%
73003-000 IT Support & Consulting	21,409.50	58,354.00	-36,944.50	36.69%
73004-000 Accounting & Assessment System	5,652.39	6,000.00	-347.61	94.21%
73005-000 IT Services	7,380.00	9,840.00	-2,460.00	75.00%
Total 73000-000 Information Technology	<b>\$ 46,802.00</b>	<b>\$ 110,000.00</b>	<b>-\$ 63,198.00</b>	<b>42.55%</b>
78000-000 Depreciation, Interest & Other Operations			0.00	
78101-000 Travel Expenses - Operations	1,945.62	5,000.00	-3,054.38	38.91%
78401-000 Membership Dues & Registration	299.00	2,675.00	-2,376.00	11.18%
78501-000 Dues, Education, Training, Recruitment & Other	18,360.69	8,500.00	9,860.69	216.01%
78601-000 Temporary Help		5,000.00	-5,000.00	0.00%
79001-000 Amortization Expense	119,391.70	159,352.00	-39,960.30	74.92%
79100-000 Interest Expense	4,522.30	5,776.00	-1,253.70	78.29%
Total 78000-000 Depreciation, Interest & Other Operations	<b>\$ 144,519.31</b>	<b>\$ 186,303.00</b>	<b>-\$ 41,783.69</b>	<b>77.57%</b>
Total 70000-000 Operations	<b>\$ 1,307,389.60</b>	<b>\$ 2,150,328.00</b>	<b>-\$ 842,938.40</b>	<b>60.80%</b>
Total Expenditures	<b>\$ 9,478,806.70</b>	<b>\$ 15,457,545.00</b>	<b>-\$ 5,978,738.30</b>	<b>61.32%</b>
Net Operating Revenue	<b>-\$ 2,984,352.28</b>	<b>-\$ 5,085,545.00</b>	<b>\$ 2,101,192.72</b>	<b>58.68%</b>
Net Revenue	<b>-\$ 2,984,352.28</b>	<b>-\$ 5,085,545.00</b>	<b>\$ 2,101,192.72</b>	<b>58.68%</b>





**CAC Pounds and Dollars by Variety  
Based on Handler Assessment Reports  
November 2024 - July 2025**

CALIFORNIA AVOCADO COMMISSION  
POUNDS & DOLLARS BY VARIETY

November 2024 Through July 2025

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
Jan 2025	12,581,100	1,220	272	111,504	12,694,096	\$22,556,149	\$1,504	\$408	\$119,992	\$22,678,053	\$1.787
1st QTR	12,631,559	1,448	272	156,846	12,790,125	\$22,602,735	\$2,525	\$408	\$159,247	\$22,764,915	\$1.780
Feb 2025	11,609,298		0	35,752	11,645,050	\$18,712,383	0	\$	\$26,762	\$18,739,145	\$1.609
Mar 2025	24,795,763		206,453	65,139	25,067,355	\$44,292,037	0	\$386,425	\$38,767	\$44,717,229	\$1.784
Apr 2025	57,823,166		2,544,886	9,698	60,377,750	\$100,145,853	0	\$4,385,231	\$21,140	\$104,552,224	\$1.732
2nd QTR	94,228,227	0	2,751,339	110,589	97,090,155	\$163,150,273	0	\$4,771,656	\$86,669	\$168,008,598	\$1.730
1st Half	106,859,786	1,448	2,751,611	267,435	109,880,280	\$185,753,008	\$2,525	\$4,772,064	\$245,916	\$190,773,513	\$1.736
May 2025	56,537,918		3,042,647	12,040	59,592,605	\$85,678,560	0	\$5,231,259	\$19,396	\$90,929,215	\$1.526
Jun 2025	47,514,863	1,396,168	1,894,372	140,712	50,946,115	\$65,903,516	\$1,933,109	\$3,036,036	\$99,051	\$70,971,712	\$1.393
Jul 2025	34,769,044	3,177,478	294,706	491,874	38,733,102	\$46,914,764	\$4,166,017	\$320,137	\$549,453	\$51,950,371	\$1.341
3rd QTR	138,821,825	4,573,646	5,231,725	644,626	149,271,822	\$198,496,840	\$6,099,126	\$8,587,432	\$667,900	\$213,851,298	\$1.433
2nd Half	138,821,825	4,573,646	5,231,725	644,626	149,271,822	\$198,496,840	\$6,099,126	\$8,587,432	\$667,900	\$213,851,298	\$1.433
Total	245,681,611	4,575,094	7,983,336	912,061	259,152,102	\$384,249,848	\$6,101,651	\$13,359,496	\$913,816	\$404,624,811	\$1.561
Year-to-Date % of Crop	94.80%	1.77%	3.08%	.35%	100.00%	94.96%	1.51%	3.30%	.23%	100.00%	
Year-to-Date Average \$/lb						\$1.564	\$1.334	\$1.673	\$1.002	\$1.561	



## **COMMITTEE INFORMATION**

### **ITEM 4.b:      Cash Disbursement Audit**

#### **SUMMARY:**

Attached are the monthly payment history reports for the months of May through July 2025.

#### **FISCAL ANALYSIS:**

- Not applicable

#### **BOARD OPTIONS:**

- Discussion item only

#### **STAFF RECOMMENDATION:**

- Not applicable

#### **EXHIBITS / ATTACHMENTS:**

- Check Detail by Vendor Report for May through July 2025

# CAC Check Detail Report

## California Avocado Commission

May 1-July 31, 2025

Name	Num	Date	Amount
AccuSourceHR, Inc	C-00008779	06/20/2025	\$ 404.24
AccuSourceHR, Inc	W-00000027	07/18/2025	\$ 69.93
<b>AccuSourceHR, Inc Total</b>			<b>\$ 474.17</b>
Ag. Food. Consulting AFC	C-00008778	06/20/2025	\$ 7,500.00
Ag. Food. Consulting AFC	W-00000026	07/18/2025	\$ 7,500.00
<b>Ag. Food. Consulting AFC Total</b>			<b>\$ 15,000.00</b>
Amazon Business	C-00008780	06/20/2025	\$ 376.05
Amazon Business	W-00000028	07/18/2025	\$ 353.23
<b>Amazon Business Total</b>			<b>\$ 729.28</b>
American Express	C-00008672	05/09/2025	\$ 1,188.62
American Express	C-00008764	06/13/2025	\$ 7,228.75
American Express	W-00000007	07/11/2025	\$ 10,668.71
<b>American Express Total</b>			<b>\$ 19,086.08</b>
Anderson Food Sales/Marketing	C-00008708	05/28/2025	\$ 9,583.00
Anderson Food Sales/Marketing	C-00008781	06/20/2025	\$ 9,583.00
Anderson Food Sales/Marketing	W-00000029	07/18/2025	\$ 9,958.00
<b>Anderson Food Sales/Marketing Total</b>			<b>\$ 29,124.00</b>
April Aymami	C-00008674	05/09/2025	\$ 121.46
April Aymami	C-00008709	05/28/2025	\$ 482.63
April Aymami	W-00000008	07/11/2025	\$ 322.22
April Aymami	W-00000053	07/31/2025	\$ 384.39
<b>April Aymami Total</b>			<b>\$ 1,310.70</b>
Avocado Marketing Services Inc	C-00008651	05/02/2025	\$ 265.00
Avocado Marketing Services Inc	C-00008710	05/28/2025	\$ 265.00
Avocado Marketing Services Inc	C-00008817	07/03/2025	\$ 265.00
Avocado Marketing Services Inc	W-00000054	07/31/2025	\$ 265.00
<b>Avocado Marketing Services Inc Total</b>			<b>\$ 1,060.00</b>
Ballard Partners, Inc.	C-00008711	05/28/2025	\$ 25,000.00
Ballard Partners, Inc.	C-00008782	06/20/2025	\$ 25,000.00
Ballard Partners, Inc.	W-00000030	07/18/2025	\$ 25,000.00
<b>Ballard Partners, Inc. Total</b>			<b>\$ 75,000.00</b>
Ballard, Rosenberg,Golper, Sav	C-00008652	05/02/2025	\$ 56.50
Ballard, Rosenberg,Golper, Sav	W-00000009	07/11/2025	\$ 565.00
Ballard, Rosenberg,Golper, Sav	W-00000055	07/31/2025	\$ 3,390.00
<b>Ballard, Rosenberg,Golper, Sav Total</b>			<b>\$ 4,011.50</b>
Beneficial Maintenance Services	C-00008712	05/28/2025	\$ 489.00
Beneficial Maintenance Services	C-00008783	06/20/2025	\$ 489.00
Beneficial Maintenance Services	W-00000031	07/18/2025	\$ 489.00
<b>Beneficial Maintenance Services Total</b>			<b>\$ 1,467.00</b>
Bristol Farms	W-00000032	07/18/2025	\$ 4,500.00
<b>Bristol Farms Total</b>			<b>\$ 4,500.00</b>
Bryce Becker	W-00000056	07/31/2025	\$ 4,000.00
<b>Bryce Becker Total</b>			<b>\$ 4,000.00</b>
Buckhorn Enterprises, LLC	W-00000057	07/31/2025	\$ 1,350.00
<b>Buckhorn Enterprises, LLC Total</b>			<b>\$ 1,350.00</b>

# CAC Check Detail Report

## California Avocado Commission

May 1-July 31, 2025

Name	Num	Date	Amount
Calavo Growers, Inc.	C-00008765	06/13/2025	\$ 1,048.60
Calavo Growers, Inc.	W-00000033	07/18/2025	\$ 96.70
<b>Calavo Growers, Inc. Total</b>			<b>\$ 1,145.30</b>
California Avocado Society	C-00008713	05/28/2025	\$ 1,000.00
<b>California Avocado Society Total</b>			<b>\$ 1,000.00</b>
California Specialty Crops Council	C-00008703	05/16/2025	\$ 1,000.00
California Specialty Crops Council	W-00000022	07/11/2025	\$ 6,000.00
<b>California Specialty Crops Council Total</b>			<b>\$ 7,000.00</b>
Cal Poly Corporation dba Cal Poly Partners	C-00008818	07/03/2025	\$ 3,149.00
<b>Cal Poly Corporation dba Cal Poly Partners Total</b>			<b>\$ 3,149.00</b>
Cal Poly Pomona Foundation	C-00008653	05/02/2025	\$ 2,241.00
Cal Poly Pomona Foundation	C-00008761	06/09/2025	\$ 2,158.00
Cal Poly Pomona Foundation	C-00008819	07/03/2025	\$ 2,158.00
<b>Cal Poly Pomona Foundation Total</b>			<b>\$ 6,557.00</b>
CASCIA FILMS LLC	C-00008714	05/28/2025	\$ 1,500.00
<b>CASCIA FILMS LLC Total</b>			<b>\$ 1,500.00</b>
CBE Office Solutions	C-00008715	05/28/2025	\$ 0.68
CBE Office Solutions	C-00008745	06/09/2025	\$ 71.24
CBE Office Solutions	C-00008784	06/20/2025	\$ 23.54
CBE Office Solutions	W-00000010	07/11/2025	\$ 74.62
CBE Office Solutions	W-00000058	07/31/2025	\$ 1.01
<b>CBE Office Solutions Total</b>			<b>\$ 171.09</b>
CDFA Cashier	C-00008671	05/06/2025	\$ 6,622.10
CDFA Cashier	W-00000005	07/03/2025	\$ 7,240.18
<b>CDFA Cashier Total</b>			<b>\$ 13,862.28</b>
Cell Business Equipment CBE1	C-00008654	05/02/2025	\$ 518.51
Cell Business Equipment CBE1	C-00008746	06/09/2025	\$ 518.51
Cell Business Equipment CBE1	C-00008820	07/03/2025	\$ 518.51
<b>Cell Business Equipment CBE1 Total</b>			<b>\$ 1,555.53</b>
Cell Business Equipment CBE2	C-00008675	05/09/2025	\$ 434.23
Cell Business Equipment CBE2	C-00008747	06/09/2025	\$ 434.23
Cell Business Equipment CBE2	W-00000011	07/11/2025	\$ 434.23
<b>Cell Business Equipment CBE2 Total</b>			<b>\$ 1,302.69</b>
Champ Publishing	C-00008655	05/02/2025	\$ 10,620.00
<b>Champ Publishing Total</b>			<b>\$ 10,620.00</b>
Circana	C-00008716	05/28/2025	\$ 16,507.75
<b>Circana Total</b>			<b>\$ 16,507.75</b>
CL Marketing LLC	C-00008717	05/28/2025	\$ 14,000.00
CL Marketing LLC	C-00008785	06/20/2025	\$ 14,000.00
CL Marketing LLC	W-00000034	07/18/2025	\$ 14,000.00
<b>CL Marketing LLC Total</b>			<b>\$ 42,000.00</b>
Club Demonstration Services, Inc.	C-00008741	06/03/2025	\$ 8,128.98
<b>Club Demonstration Services, Inc. Total</b>			<b>\$ 8,128.98</b>
Conference America	C-00008766	06/13/2025	\$ 48.28
<b>Conference America Total</b>			<b>\$ 48.28</b>

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Name	Num	Date	Amount
Costco Wholesale	C-00008767	06/13/2025	\$ 115,686.00
<b>Costco Wholesale Total</b>			<b>\$ 115,686.00</b>
Cristina Wede	C-00008768	06/13/2025	\$ 53.20
Cristina Wede	W-00000059	07/31/2025	\$ 45.92
<b>Cristina Wede Total</b>			<b>\$ 99.12</b>
Curious Plot	C-00008718	05/28/2025	\$ 451,776.24
Curious Plot	C-00008786	06/20/2025	\$ 644,900.98
Curious Plot	W-00000060	07/31/2025	\$ 719,239.43
<b>Curious Plot Total</b>			<b>\$ 1,815,916.65</b>
Del Rey Avocado	C-00008656	05/02/2025	\$ 2,904.00
Del Rey Avocado	C-00008676	05/09/2025	\$ 1,430.00
Del Rey Avocado	C-00008693	05/16/2025	\$ 1,254.00
<b>Del Rey Avocado Total</b>			<b>\$ 5,588.00</b>
Douglas-McCarty Insurance	C-00008657	05/02/2025	\$ 14,210.12
Douglas-McCarty Insurance	C-00008748	06/09/2025	\$ 14,210.12
Douglas-McCarty Insurance	C-00008821	07/03/2025	\$ 15,279.94
<b>Douglas-McCarty Insurance Total</b>			<b>\$ 43,700.18</b>
Dwight Valley Photography	C-00008666	05/02/2025	\$ 1,500.00
<b>Dwight Valley Photography Total</b>			<b>\$ 1,500.00</b>
Edelman Financial Engines, LLC	C-00008749	06/09/2025	\$ 4,029.87
<b>Edelman Financial Engines, LLC Total</b>			<b>\$ 4,029.87</b>
Enterprise Rent-A-Car	C-00008719	05/28/2025	\$ 524.70
Enterprise Rent-A-Car	C-00008787	06/20/2025	\$ 244.94
Enterprise Rent-A-Car	W-00000035	07/18/2025	\$ 903.73
<b>Enterprise Rent-A-Car Total</b>			<b>\$ 1,673.37</b>
Erik's DeliCafe Franchises, Inc	W-00000012	07/11/2025	\$ 2,300.00
<b>Erik's DeliCafe Franchises, Inc Total</b>			<b>\$ 2,300.00</b>
Extra Space Storage	W-00000052	07/22/2025	\$ 855.00
<b>Extra Space Storage Total</b>			<b>\$ 855.00</b>
Fallbrook Public Utility District	C-00008736	05/29/2025	\$ 100.00
<b>Fallbrook Public Utility District Total</b>			<b>\$ 100.00</b>
Farm Bureau of Ventura County	C-00008702	05/16/2025	\$ 500.00
<b>Farm Bureau of Ventura County Total</b>			<b>\$ 500.00</b>
FedEx	C-00008667	05/05/2025	\$ 1,574.61
FedEx	C-00008687	05/09/2025	\$ 74.69
FedEx	C-00008735	05/29/2025	\$ 2,165.88
FedEx	C-00008762	06/09/2025	\$ 189.51
FedEx	C-00008810	07/01/2025	\$ 1,911.01
FedEx	W-00000003	07/03/2025	\$ 357.37
FedEx	W-00000020	07/11/2025	\$ 586.68
<b>FedEx Total</b>			<b>\$ 6,859.75</b>
Fence Factory Rentals	C-00008743	06/06/2025	\$ 453.39
<b>Fence Factory Rentals Total</b>			<b>\$ 453.39</b>
Fire Safety First	W-00000021	07/11/2025	\$ 343.62
<b>Fire Safety First Total</b>			<b>\$ 343.62</b>

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Name	Num	Date	Amount
Fox Weather, LLC	C-00008658	05/02/2025	\$ 110.00
Fox Weather, LLC	C-00008750	06/09/2025	\$ 110.00
Fox Weather, LLC	C-00008788	06/20/2025	\$ 110.00
Fox Weather, LLC	W-00000061	07/31/2025	\$ 110.00
<b>Fox Weather, LLC Total</b>			<b>\$ 440.00</b>
Genworth Life and Annuity	C-00008670	05/06/2025	\$ 900.00
<b>Genworth Life and Annuity Total</b>			<b>\$ 900.00</b>
GINGERROOT LLC	C-00008720	05/28/2025	\$ 2,040.00
GINGERROOT LLC	C-00008789	06/20/2025	\$ 2,100.00
GINGERROOT LLC	W-00000036	07/18/2025	\$ 4,000.00
<b>GINGERROOT LLC Total</b>			<b>\$ 8,140.00</b>
Gourmet Demonstration Services, Inc.	W-00000013	07/11/2025	\$ 9,705.06
<b>Gourmet Demonstration Services, Inc. Total</b>			<b>\$ 9,705.06</b>
Herman Els	W-00000002	07/03/2025	\$ 1,031.29
<b>Herman Els Total</b>			<b>\$ 1,031.29</b>
Hilton Garden Inn Oxnard/Camarillo	C-00008775	06/13/2025	\$ 2,465.00
<b>Hilton Garden Inn Oxnard/Camarillo Total</b>			<b>\$ 2,465.00</b>
Hooman Mohammadpour	C-00008721	05/28/2025	\$ 1,200.00
Hooman Mohammadpour	C-00008790	06/20/2025	\$ 1,200.00
Hooman Mohammadpour	W-00000037	07/18/2025	\$ 1,200.00
<b>Hooman Mohammadpour Total</b>			<b>\$ 3,600.00</b>
HR Direct	C-00008669	05/06/2025	\$ 104.10
HR Direct	C-00008688	05/09/2025	\$ 17.35
HR Direct	C-00008812	07/01/2025	\$ 17.35
<b>HR Direct Total</b>			<b>\$ 138.80</b>
Inmar -You Tech, LLC	C-00008822	07/03/2025	\$ 9,037.12
Inmar -You Tech, LLC	W-00000062	07/31/2025	\$ 1,965.92
<b>Inmar -You Tech, LLC Total</b>			<b>\$ 11,003.04</b>
INR Inc.	C-00008650	05/02/2025	\$ 6,250.00
INR Inc.	C-00008673	05/09/2025	\$ 11,550.00
INR Inc.	C-00008692	05/16/2025	\$ 9,130.00
INR Inc.	C-00008734	05/28/2025	\$ 6,000.00
INR Inc.	C-00008744	06/09/2025	\$ 49,500.00
INR Inc.	C-00008816	07/02/2025	\$ 10,860.57
<b>INR Inc. Total</b>			<b>\$ 93,290.57</b>
International Paper Company	C-00008694	05/16/2025	\$ 128,200.15
<b>International Paper Company Total</b>			<b>\$ 128,200.15</b>
Irvine Ranch Water District	C-00008705	05/27/2025	\$ 56.59
Irvine Ranch Water District	C-00008807	06/25/2025	\$ 60.36
<b>Irvine Ranch Water District Total</b>			<b>\$ 116.95</b>
Jill S. England	C-00008659	05/02/2025	\$ 1,280.00
Jill S. England	C-00008823	07/03/2025	\$ 120.00
<b>Jill S. England Total</b>			<b>\$ 1,400.00</b>
Johnson Controls Security Solutions, LLC	C-00008824	07/03/2025	\$ 1,288.90
<b>Johnson Controls Security Solutions, LLC Total</b>			<b>\$ 1,288.90</b>

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Name	Num	Date	Amount
Kahn, Soares & Conway	C-00008722	05/28/2025	\$ 8,210.00
Kahn, Soares & Conway	C-00008791	06/20/2025	\$ 17,902.00
Kahn, Soares & Conway	W-00000038	07/18/2025	\$ 13,092.50
<b>Kahn, Soares &amp; Conway Total</b>			<b>\$ 39,204.50</b>
Kathleen Norris Johnson	C-00008723	05/28/2025	\$ 14,529.74
Kathleen Norris Johnson	C-00008792	06/20/2025	\$ 14,529.73
Kathleen Norris Johnson	W-00000039	07/18/2025	\$ 13,858.33
<b>Kathleen Norris Johnson Total</b>			<b>\$ 42,917.80</b>
Kenneth Melban	C-00008769	06/13/2025	\$ 2,360.38
Kenneth Melban	C-00008793	06/20/2025	\$ 3,620.49
Kenneth Melban	W-00000063	07/31/2025	\$ 3,516.79
<b>Kenneth Melban Total</b>			<b>\$ 9,497.66</b>
KME System, LLC	C-00008660	05/02/2025	\$ 590.84
KME System, LLC	C-00008677	05/09/2025	\$ 4,110.23
KME System, LLC	C-00008751	06/09/2025	\$ 2,646.00
KME System, LLC	C-00008794	06/20/2025	\$ 1,090.73
KME System, LLC	C-00008825	07/03/2025	\$ 867.00
<b>KME System, LLC Total</b>			<b>\$ 9,304.80</b>
Kurata Communications LLC	C-00008724	05/28/2025	\$ 90,854.60
Kurata Communications LLC	C-00008795	06/20/2025	\$ 71,427.29
Kurata Communications LLC	W-00000040	07/18/2025	\$ 21,535.95
<b>Kurata Communications LLC Total</b>			<b>\$ 183,817.84</b>
Laguna Canyon Group, LLC	C-00008661	05/02/2025	\$ 13,911.21
Laguna Canyon Group, LLC	C-00008752	06/09/2025	\$ 13,911.21
Laguna Canyon Group, LLC	C-00008826	07/03/2025	\$ 13,911.21
<b>Laguna Canyon Group, LLC Total</b>			<b>\$ 41,733.63</b>
Laura Rice Paden	C-00008725	05/28/2025	\$ 14,529.73
Laura Rice Paden	C-00008796	06/20/2025	\$ 14,529.72
Laura Rice Paden	W-00000041	07/18/2025	\$ 13,858.33
<b>Laura Rice Paden Total</b>			<b>\$ 42,917.78</b>
Leaseweb USA, Inc.	C-00008726	05/28/2025	\$ 88.42
Leaseweb USA, Inc.	C-00008753	06/09/2025	\$ 11.67
<b>Leaseweb USA, Inc. Total</b>			<b>\$ 100.09</b>
Lori Small	C-00008662	05/02/2025	\$ 1,275.88
Lori Small	C-00008797	06/20/2025	\$ 1,610.72
Lori Small	C-00008827	07/03/2025	\$ 702.27
<b>Lori Small Total</b>			<b>\$ 3,588.87</b>
Market Insight LLC dba Fusion	C-00008727	05/28/2025	\$ 42,079.61
Market Insight LLC dba Fusion	C-00008798	06/20/2025	\$ 59,806.41
Market Insight LLC dba Fusion	W-00000042	07/18/2025	\$ 36,774.49
<b>Market Insight LLC dba Fusion Total</b>			<b>\$ 138,660.51</b>
McDermott, Will & Emery LLP	C-00008678	05/09/2025	\$ 6,300.00
McDermott, Will & Emery LLP	C-00008799	06/20/2025	\$ 3,600.00
McDermott, Will & Emery LLP	W-00000043	07/18/2025	\$ 600.00
<b>McDermott, Will &amp; Emery LLP Total</b>			<b>\$ 10,500.00</b>



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Name	Num	Date	Amount
MG Restaurants, Inc.	W-00000064	07/31/2025	\$ 2,250.00
<b>MG Restaurants, Inc. Total</b>			<b>\$ 2,250.00</b>
Modern Press	C-00008679	05/09/2025	\$ 8,175.00
<b>Modern Press Total</b>			<b>\$ 8,175.00</b>
Moss Adams, LLP	C-00008754	06/09/2025	\$ 51,490.00
<b>Moss Adams, LLP Total</b>			<b>\$ 51,490.00</b>
MTQ Logistics Inc	C-00008680	05/09/2025	\$ 1,993.90
MTQ Logistics Inc	C-00008755	06/09/2025	\$ 2,740.45
MTQ Logistics Inc	W-00000044	07/18/2025	\$ 8,895.84
MTQ Logistics Inc	W-00000065	07/31/2025	\$ 3,257.20
<b>MTQ Logistics Inc Total</b>			<b>\$ 16,887.39</b>
North Carolina State University	W-00000066	07/31/2025	\$ 32,500.00
<b>North Carolina State University Total</b>			<b>\$ 32,500.00</b>
Nugget Market, Inc	W-00000067	07/31/2025	\$ 18,000.00
<b>Nugget Market, Inc Total</b>			<b>\$ 18,000.00</b>
Ohannes Karaoghlanian	C-00008814	07/01/2025	\$ 68.84
<b>Ohannes Karaoghlanian Total</b>			<b>\$ 68.84</b>
On Tour 24/7 Staffing Inc	C-00008728	05/28/2025	\$ 11,667.78
On Tour 24/7 Staffing Inc	W-00000068	07/31/2025	\$ 5,505.33
<b>On Tour 24/7 Staffing Inc Total</b>			<b>\$ 17,173.11</b>
Optum Bank, Inc.	C-00008811	07/01/2025	\$ 17,100.00
<b>Optum Bank, Inc. Total</b>			<b>\$ 17,100.00</b>
Paychex of New York LLC	C-00008690	05/15/2025	\$ 204.14
Paychex of New York LLC	C-00008704	05/20/2025	\$ 111.00
Paychex of New York LLC	C-00008738	05/30/2025	\$ 204.14
Paychex of New York LLC	C-00008777	06/20/2025	\$ 118.50
Paychex of New York LLC	C-00008809	06/30/2025	\$ 124.28
Paychex of New York LLC	W-00000019	07/11/2025	\$ 168.60
Paychex of New York LLC	W-00000024	07/15/2025	\$ 187.14
Paychex of New York LLC	C-00008834	07/21/2025	\$ 117.00
Paychex of New York LLC	W-00000078	07/31/2025	\$ 187.14
<b>Paychex of New York LLC Total</b>			<b>\$ 1,421.94</b>
Praetorian Public Relations	C-00008681	05/09/2025	\$ 10,000.00
Praetorian Public Relations	C-00008695	05/16/2025	\$ 15,000.00
Praetorian Public Relations	C-00008800	06/20/2025	\$ 15,000.00
Praetorian Public Relations	W-00000045	07/18/2025	\$ 15,000.00
<b>Praetorian Public Relations Total</b>			<b>\$ 55,000.00</b>
Provident Life & Accident Ins.	C-00008682	05/09/2025	\$ 40.60
Provident Life & Accident Ins.	C-00008770	06/13/2025	\$ 40.60
Provident Life & Accident Ins.	W-00000014	07/11/2025	\$ 40.60
<b>Provident Life &amp; Accident Ins. Total</b>			<b>\$ 121.80</b>
Quadient Finance USA, Inc.	W-00000004	07/03/2025	\$ 200.00
<b>Quadient Finance USA, Inc. Total</b>			<b>\$ 200.00</b>
Quadient Leasing USA	C-00008696	05/16/2025	\$ 294.19
Quadient Leasing USA	C-00008828	07/03/2025	\$ 444.80
<b>Quadient Leasing USA Total</b>			<b>\$ 738.99</b>

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Name	Num	Date	Amount
Raley's	C-00008697	05/16/2025	\$ 14,000.00
<b>Raley's Total</b>			<b>\$ 14,000.00</b>
Robert Grether	C-00008729	05/28/2025	\$ 32.52
<b>Robert Grether Total</b>			<b>\$ 32.52</b>
Rockwell Morrow	C-00008730	05/28/2025	\$ 5,500.00
Rockwell Morrow	C-00008801	06/20/2025	\$ 5,500.00
Rockwell Morrow	W-00000046	07/18/2025	\$ 5,875.00
<b>Rockwell Morrow Total</b>			<b>\$ 16,875.00</b>
Roxford Produce International, LLC.	W-00000047	07/18/2025	\$ 10,000.00
<b>Roxford Produce International, LLC. Total</b>			<b>\$ 10,000.00</b>
Sam's Club	W-00000069	07/31/2025	\$ 150,000.00
<b>Sam's Club Total</b>			<b>\$ 150,000.00</b>
San Luis Obispo County	C-00008737	05/29/2025	\$ 100.00
<b>San Luis Obispo County Total</b>			<b>\$ 100.00</b>
Sierra Pacific Farms, Inc.	C-00008731	05/28/2025	\$ 14,407.75
Sierra Pacific Farms, Inc.	C-00008802	06/20/2025	\$ 8,730.61
Sierra Pacific Farms, Inc.	W-00000015	07/11/2025	\$ 34,241.00
<b>Sierra Pacific Farms, Inc. Total</b>			<b>\$ 57,379.36</b>
Source4	W-00000070	07/31/2025	\$ 700.40
<b>Source4 Total</b>			<b>\$ 700.40</b>
Southern California Edison	C-00008668	05/05/2025	\$ 586.81
Southern California Edison	C-00008740	06/03/2025	\$ 629.97
Southern California Edison	C-00008815	07/02/2025	\$ 883.23
<b>Southern California Edison Total</b>			<b>\$ 2,100.01</b>
Spann Ag Research & Consulting, LLC	C-00008732	05/28/2025	\$ 8,000.00
Spann Ag Research & Consulting, LLC	C-00008803	06/20/2025	\$ 10,813.53
Spann Ag Research & Consulting, LLC	W-00000048	07/18/2025	\$ 8,000.00
<b>Spann Ag Research &amp; Consulting, LLC Total</b>			<b>\$ 26,813.53</b>
Stacia Kierulff	C-00008756	06/09/2025	\$ 141.08
Stacia Kierulff	W-00000071	07/31/2025	\$ 86.94
<b>Stacia Kierulff Total</b>			<b>\$ 228.02</b>
Stand Out Promotions	C-00008771	06/13/2025	\$ 3,754.23
Stand Out Promotions	W-00000072	07/31/2025	\$ 993.01
<b>Stand Out Promotions Total</b>			<b>\$ 4,747.24</b>
Staples	C-00008698	05/16/2025	\$ 261.91
Staples	W-00000049	07/18/2025	\$ 36.46
<b>Staples Total</b>			<b>\$ 298.37</b>
Sundance Press	C-00008699	05/16/2025	\$ 6,129.20
Sundance Press	W-00000073	07/31/2025	\$ 6,221.96
<b>Sundance Press Total</b>			<b>\$ 12,351.16</b>
Super King Market	W-00000051	07/18/2025	\$ 15,000.00
<b>Super King Market Total</b>			<b>\$ 15,000.00</b>
SurveyMonkey Inc.	C-00008683	05/09/2025	\$ 900.00
<b>SurveyMonkey Inc. Total</b>			<b>\$ 900.00</b>

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Name	Num	Date	Amount
Terry Splane	C-00008772	06/13/2025	\$ 2,876.50
Terry Splane	W-00000016	07/11/2025	\$ 280.89
<b>Terry Splane Total</b>			<b>\$ 3,157.39</b>
The Fresh Market, Inc	C-00008813	07/01/2025	\$ 7,000.00
The Fresh Market, Inc	W-00000006	07/03/2025	\$ 7,000.00
<b>The Fresh Market, Inc Total</b>			<b>\$ 14,000.00</b>
The Office Express / Foodja	C-00008757	06/09/2025	\$ 942.97
<b>The Office Express / Foodja Total</b>			<b>\$ 942.97</b>
Thomas Browne	W-00000001	07/03/2025	\$ 817.01
<b>Thomas Browne Total</b>			<b>\$ 817.01</b>
U.C. Regents	C-00008742	06/06/2025	\$ 22,407.00
<b>U.C. Regents Total</b>			<b>\$ 22,407.00</b>
University of California Davis	C-00008804	06/20/2025	\$ 27,802.00
<b>University of California Davis Total</b>			<b>\$ 27,802.00</b>
USDA Agricultural Mktg Svc	C-00008700	05/16/2025	\$ 3,988.73
USDA Agricultural Mktg Svc	C-00008758	06/09/2025	\$ 2,692.14
USDA Agricultural Mktg Svc	W-00000017	07/11/2025	\$ 3,082.42
<b>USDA Agricultural Mktg Svc Total</b>			<b>\$ 9,763.29</b>
U.S. The Retirement Plan Company (Matrix Trust)	C-00008689	05/15/2025	\$ 2,744.73
U.S. The Retirement Plan Company (Matrix Trust)	C-00008706	05/28/2025	\$ 451.16
U.S. The Retirement Plan Company (Matrix Trust)	C-00008707	05/28/2025	\$ 487.57
U.S. The Retirement Plan Company (Matrix Trust)	C-00008739	05/30/2025	\$ 2,762.05
U.S. The Retirement Plan Company (Matrix Trust)	C-00008763	06/13/2025	\$ 3,019.19
U.S. The Retirement Plan Company (Matrix Trust)	C-00008808	06/30/2025	\$ 3,014.66
U.S. The Retirement Plan Company (Matrix Trust)	C-00008831	07/09/2025	\$ 461.82
U.S. The Retirement Plan Company (Matrix Trust)	C-00008832	07/09/2025	\$ 490.91
U.S. The Retirement Plan Company (Matrix Trust)	W-00000023	07/15/2025	\$ 3,014.66
U.S. The Retirement Plan Company (Matrix Trust)	W-00000077	07/31/2025	\$ 3,014.66
<b>U.S. The Retirement Plan Company (Matrix Trust)</b>			
<b>Total</b>			<b>\$ 19,461.41</b>
Verve Cloud, Inc.	C-00008691	05/16/2025	\$ 1,503.86
Verve Cloud, Inc.	C-00008776	06/16/2025	\$ 1,491.67
Verve Cloud, Inc.	C-00008825	07/16/2025	\$ 1,494.45
<b>Verve Cloud, Inc. Total</b>			<b>\$ 4,489.98</b>
V Media LLC	C-00008663	05/02/2025	\$ 2,230.00
V Media LLC	C-00008684	05/09/2025	\$ 501.04
V Media LLC	C-00008733	05/28/2025	\$ 2,990.06
V Media LLC	C-00008829	07/03/2025	\$ 332.50
V Media LLC	W-00000074	07/31/2025	\$ 3,645.27
<b>V Media LLC Total</b>			<b>\$ 9,698.87</b>
Western Alliance Bank		06/18/2025	\$ 10.00
Western Alliance Bank		06/18/2025	\$ (10.00)
Western Alliance Bank		06/30/2025	\$ 10.00
Western Alliance Bank		06/30/2025	\$ (10.00)
<b>Western Alliance Bank Total</b>			<b>\$ -</b>

**CAC Check Detail Report**  
**California Avocado Commission**

May 1-July 31, 2025

Name	Num	Date	Amount
Western Growers Association	C-00008774	06/13/2025	\$ 400.00
<b>Western Growers Association Total</b>			<b>\$ 400.00</b>
Western United States Agricultural Trade	C-00008686	05/09/2025	\$ 15,000.00
<b>Western United States Agricultural Trade Association Total</b>			<b>\$ 15,000.00</b>
Westmark Group, LLC	C-00008665	05/02/2025	\$ 8,000.00
<b>Westmark Group, LLC Total</b>			<b>\$ 8,000.00</b>
West Pak Avocado - Vendor	C-00008664	05/02/2025	\$ 260.75
West Pak Avocado - Vendor	C-00008685	05/09/2025	\$ 66.50
West Pak Avocado - Vendor	C-00008701	05/16/2025	\$ 1,146.50
West Pak Avocado - Vendor	C-00008759	06/09/2025	\$ 133.00
West Pak Avocado - Vendor	C-00008773	06/13/2025	\$ 506.00
West Pak Avocado - Vendor	C-00008805	06/20/2025	\$ 148.25
West Pak Avocado - Vendor	C-00008830	07/03/2025	\$ 123.00
West Pak Avocado - Vendor	W-00000018	07/11/2025	\$ 148.25
West Pak Avocado - Vendor	W-00000050	07/18/2025	\$ 32.50
West Pak Avocado - Vendor	W-00000075	07/31/2025	\$ 455.75
<b>West Pak Avocado - Vendor Total</b>			<b>\$ 3,020.50</b>
Zachary Benedict	C-00008760	06/09/2025	\$ 745.40
Zachary Benedict	C-00008806	06/20/2025	\$ 1,423.42
<b>Zachary Benedict Total</b>			<b>\$ 2,168.82</b>
<b>Grand Total</b>			<b>\$ 3,729,010.74</b>
<b>TOTAL</b>			<b>\$ 3,729,010.74</b>



## **COMMITTEE ACTION**

### **ITEM 4.c: AUDITOR'S LETTERS OF ENGAGEMENT FOR 2024-25 FINANCIAL AUDIT**

#### **SUMMARY:**

The Letter of Engagement (LOE) for the 2024-25 Financial Statement Audit Service from Baker Tilly US, LLP (formerly Moss Adams) is attached here for Committee review. The LOE confirms the understanding between the Commission and Baker Tilly regarding the services and deliverables that Baker Tilly will provide, the audit objectives to be achieved, schedule and timing of testwork, and fees for services to be performed. The LOE includes audit services only where an opinion is rendered on the financial statements. Baker Tilly will conduct the audit in accordance with auditing standards generally accepted in the U.S. and also with standards applicable to financial audits contained in Government Auditing Standards issued by the Comptroller General of the United States.

In conjunction with the Financial Statement Audit, the U.S. Department of Agriculture (USDA) requests that that Baker Tilly examine whether the Commission complied with the requirements of Section V.D. of the Guidelines for Agricultural Marketing Service (AMS) Oversight of Commodity Research and Promotion Programs, dated January 2020, for the year ended October 31, 2025.

In addition to the annual Financial Statement Audit, the Commission will engage Baker Tilly to perform a fiscal and compliance assessment for fiscal year 2024-25. This is a requirement set by the California Department of Food and Agriculture (CDFA) in 2009 which aims to assess the Commission's compliance with its General Rules for Travel and Other Expenditures. The LOE for 2024-25 CDFA Fiscal and Compliance Assessment from Baker Tilly also is attached for Committee review.

#### **FISCAL ANALYSIS:**

- If the Committee accepts the Baker Tilly LOEs for the financial statement audit, USDA AMS compliance examination and CDFA compliance assessment, the cost would be approximately \$53,750

#### **COMMITTEE OPTIONS:**

- Accept the Baker Tilly LOEs for 2024-25 Financial Statement Audit & Fiscal and Compliance Assessment.
- Seek a different audit/accounting firm to perform the required services

#### **STAFF RECOMMENDATION:**

- Accept the LOEs as presented

**EXHIBITS / ATTACHMENTS:**

- Letter of Engagement for 2024-25 Financial Statement Audit Services from Baker Tilly
- Letter of Engagement for Examination of Commission Compliance with USDA AMS Guidelines
- Letter of Engagement for 2024-25 CDFA Fiscal and Compliance Assessment Services from Baker Tilly

Baker Tilly US, LLP  
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Irvine, CA 92614  
United States of America

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F: +1 (949) 221 4001

[bakertilly.com](http://bakertilly.com)

September 30, 2025

Mr. Ken Melban  
Vice President, Industry Affairs and Operations  
California Avocado Commission  
12 Mauchly, Suite L  
Irvine, California 92618

Re: Audit and Nonattest Services

Dear Ken:

Thank you for the opportunity to provide services to California Avocado Commission. This engagement letter ("Engagement Letter") and the attached Professional Services Agreement, which is incorporated by this reference (collectively, the "Agreement"), confirm our acceptance and understanding of the terms and objectives of our engagement, and limitations of the services that Baker Tilly US, LLP ("Firm," "we," "us," and "our") will provide to California Avocado Commission ("you," "your," and "Commission").

### **Scope of Services – Audit**

You have requested that we audit the Commission's financial statements, which comprise the statement of net position as of October 31, 2025, and the related statement of revenue, expenses, and changes in net position and statement of cash flows for the year then ended, and the related notes to the financial statements. We will also report on whether the budgetary comparison schedule, combining statement of revenues, expenses and changes in net position, and schedule of program expense, presented as supplementary information, are fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

Accounting standards generally accepted in the United States of America provide for certain required supplementary information ("RSI"), such as management's discussion and analysis, to supplement the basic financial statements. Such information, 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. As part of our engagement, we will apply certain limited procedures to Government's RSI in accordance with auditing standards generally accepted in the United States of America. We will not express an opinion or provide assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide assurance. The following RSI will be subjected to certain limited procedures, but will not be audited:

- 1) Management's discussion and analysis

### **Scope of Services and Limitations – Nonattest**

We will provide the Commission with the following nonattest services:

- 1) Assist you in drafting the financial statements and related footnotes as of and for the year ended October 31, 2025.

Our professional standards require that we remain independent with respect to our attest clients, including those situations where we also provide nonattest services such as those identified in the preceding paragraphs. As a result, Commission management must accept the responsibilities set forth below related to this engagement:

- Assume all management responsibilities.
- Oversee the service, by designating an individual, preferably within senior management, who possesses suitable skill, knowledge, and/or experience to oversee our nonattest services. The individual is not required to possess the expertise to perform or reperform the services.
- Evaluate the adequacy and results of the nonattest services performed.
- Accept responsibility for the results of the nonattest services performed.

It is our understanding that April Aymami, CAC Industry Affairs Director, has been designated by the Commission to oversee the nonattest services and that in the opinion of the Commission is qualified to oversee our nonattest services as outlined above. If any issues or concerns in this area arise during the course of our engagement, we will discuss them with you prior to continuing with the engagement.

### **Timing**

Matt Parsons is responsible for supervising the engagement and authorizing the signing of the report. We expect to begin our audit in December 2025, complete fieldwork in January 2026. As we reach the conclusion of the audit, we will coordinate with you the date the audited financial statements will be available for issuance. You understand that (1) you will be required to consider subsequent events through the date the financial statements are available for issuance, (2) you will disclose in the notes to the financial statements the date through which subsequent events have been considered, and (3) the subsequent event date disclosed in the footnotes will not be earlier than the date of the management representation letter and the date of the report of independent auditors.

Our scheduling depends on your completion of the year-end closing and adjusting process prior to our arrival to begin the fieldwork. We may experience delays in completing our services due to your staff's unavailability or delays in your closing and adjusting process. You understand our fees are subject to adjustment if we experience these delays in completing our services.

### **Fees**

We estimate that our fees for the services will be \$40,950 and we will seek your approval for any budget overrun.



In addition to fees, we will charge you for expenses. Our invoices include a flat expense charge, calculated as five percent (5%) of fees, to cover expenses such as copying costs, postage, administrative billable time, report processing fees, filing fees, and technology expenses. Travel expenses and client meals/entertainment expenses subject to your pre-approval will be billed separately and are not included in the 5% charge.

Our ability to provide services in accordance with our estimated fees depends on the quality, timeliness, and accuracy of the Commission's records, and, for example, the number of general ledger adjustments required as a result of our work. To assist you in this process, we will provide you with a Client Audit Preparation Schedule that identifies the key work you will need to perform in preparation for the audit. We will also need your accounting staff to be readily available during the engagement to respond in a timely manner to our requests. Lack of preparation, poor records, general ledger adjustments, and/or untimely assistance will result in an increase of our fees.

### **Reporting**

We will issue a written report upon completion of our audit of the Commission's financial statements. Our report will be addressed to the Board of Directors of the Commission. We cannot provide assurance that an unmodified opinion will be expressed. Circumstances may arise in which it is necessary for us to modify our opinion, add an emphasis-of-matter or other-matter paragraph(s), or withdraw from the engagement. Our services will be concluded upon delivery to you of our report on your financial statements for the year ended October 31, 2025.

### **Other Information in an Annual Report with Audited Financial Statements**

It is our understanding that the Commission's annual report will contain, accompany, or incorporate by reference the financial statements and our auditor's report thereon. We further understand that the Commission plans to issue such documents on or before April 2026. You agree to provide the final version of the document(s) comprising the annual report as soon as it is available. If some or all of the documents will not be available until after the date of the auditor's report on the financial statements, we will request a written representation from management at the conclusion of the audit that asserts the final version of the annual report will be provided to us when available, and prior to issuance by the Commission.

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We appreciate the opportunity to be of service to you. If you agree with the terms of our engagement as set forth in the Agreement, please sign the enclosed copy of this letter and return it to us with the Professional Services Agreement.

Very truly yours,

*Baker Tilly US, LLP*

Enclosures

**Accepted and Agreed:**

This Engagement Letter and the attached Professional Services Agreement set forth the entire understanding of California Avocado Commission with respect to this engagement and the services to be provided by the Firm:

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Client: #869393  
v. 06/04/2025

## **PROFESSIONAL SERVICES AGREEMENT**

### **Audit and Nonattest Services - Government Auditing Standards Version (no compliance audit)**

This Professional Services Agreement (the "PSA") together with the Engagement Letter, which is hereby incorporated by reference, represents the entire agreement (the "Agreement") relating to services that the Firm will provide to the Commission. Any undefined terms in this PSA shall have the same meaning as set forth in the Engagement Letter.

#### **Objectives of the Audit**

The objectives of our audit 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 opinion. 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 auditing standards generally accepted in the United States of America (U.S. GAAS) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and 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 financial statements.

The objectives also include reporting on the following:

- Internal control related to the financial statements and compliance with the provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a material effect on the financial statements as required by Government Auditing Standards.

The report on internal control and compliance will include a statement that the purpose of the report is solely to describe the scope of testing of internal control over financial reporting and compliance and the result of that testing, and not to provide an opinion on the effectiveness of the entity's internal control over financial reporting or on compliance, that the report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control over financial reporting and compliance, and, accordingly, it is not suitable for any other purpose.

The objectives of our audit are also to evaluate the presentation of the supplementary information in relation to the financial statements as a whole and report on whether the supplementary information is fairly stated, in all material respects, in relation to the financial statements as a whole.

#### **The Auditor's Responsibility**

We will conduct our audit in accordance with U.S. GAAS and the standards for financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. As part of an audit conducted in accordance with U.S. GAAS, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.
- 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 Commission's internal control or to identify deficiencies in the design or operation of internal control. However, we will communicate to you in writing concerning any significant deficiencies or material weaknesses in internal control relevant to the audit of the financial statements that we have identified during the audit.
- 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, including the disclosure, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation
- Conclude, based on the audit evidence obtained, whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time

The supplementary information will be subject to certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves.

If our opinion on the financial statements is other than unmodified, we will discuss the reasons with you in advance. If, for any reason, we are unable to complete the audit or are unable to form or have not formed an opinion, we may decline to express an opinion or to issue a report as a result of this engagement.

#### **Procedures and Limitations**

Our procedures may include tests of documentary evidence supporting the transactions recorded in the accounts, tests of the physical existence of inventories, and direct confirmation of certain receivables and certain other assets, liabilities and

transaction details by correspondence with selected customers, creditors, and financial institutions. We may also request written representations from your attorneys as part of the engagement, and they may bill you for responding to this inquiry. At the conclusion of our audit, we will require certain written representations from management about the financial statements and supplementary information and related matters. Management's failure to provide representations to our satisfaction will preclude us from issuing our report.

An audit includes examining evidence, on a test basis, supporting the amounts and disclosures in the financial statements. Therefore, our audit will involve judgment about the number of transactions to be examined and the areas to be tested. Material misstatements may include errors, fraudulent financial reporting, misappropriation of assets, or noncompliance with the provisions of laws, regulations, contracts, and grant agreements that are attributable to the entity or to acts by management or employees acting on behalf of the entity that may have a direct financial statement impact. Pursuant to *Government Auditing Standards*, we will not provide reasonable assurance of detecting abuse.

Because of the inherent limitations of an audit, together with the inherent limitations of internal control, an unavoidable risk exists that some material misstatements and noncompliance may not be detected, even though the audit is properly planned and performed in accordance with U.S. GAAS and *Government Auditing Standards*. An audit is not designed to detect immaterial misstatements or noncompliance with the provisions of laws, regulations, contracts, and grant agreements that do not have a direct and material effect on the financial statements. However, we will inform you of any material errors, fraudulent financial reporting, misappropriation of assets, and noncompliance with the provisions of laws, regulations, contracts and grant agreements that come to our attention, unless clearly inconsequential. We will also inform you of any other conditions or other matters involving internal control, if any, as required by *Government Auditing Standards*. Our responsibility as auditors is limited to the period covered by our audit and does not extend to any time period for which we are not engaged as auditors.

We may assist management in the preparation of the Commission's financial statements and supplementary information. Regardless of any assistance we may render, all information included in the financial statements and supplementary information remains the representation of management. We may issue a preliminary draft of the financial statements and supplementary information to you for your review. Any preliminary draft financial statements and supplementary information should not be relied upon, reproduced or otherwise distributed without the written permission of the Firm.

### **Management's Responsibility**

As a condition of our engagement, management acknowledges and understands that management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America. We may advise management about appropriate accounting principles and their application and may assist in the preparation of your financial statements, but management remains responsible for the financial statements. Management also acknowledges and understands that management is responsible 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 error or fraud. This responsibility includes the maintenance of adequate records, the selection and application of accounting principles, and the safeguarding of assets. You are responsible for informing us about all known or suspected fraud affecting the Commission involving: (a) management, (b) employees who have significant roles in internal control, and (c) others where the fraud could have a material effect on the financial statements. You are responsible for informing us of your knowledge of any allegations of fraud or suspected fraud affecting the Commission received in communications from employees, former employees, regulators or others.

Management is responsible for adjusting the financial statements to correct material misstatements and for confirming to us in the management representation letter that the effects of any uncorrected misstatements aggregated by us during the current engagement and pertaining to the latest period presented are immaterial, both individually and in the aggregate, to the financial statements as a whole.

Management is responsible for establishing and maintaining internal control over compliance with the provisions of laws, regulations, contracts, and grant agreements, and for identifying and ensuring that you comply with such provisions. Management is also responsible for addressing the audit findings and recommendations, establishing and maintaining a process to track the status of such findings and recommendations, and taking timely and appropriate steps to remedy any fraud and noncompliance with the provisions of laws, regulations, contracts, and grant agreements or abuse that we may report.

Management is responsible for making all financial records and related information available to us and for the accuracy and completeness of that information. Management agrees that as a condition of our engagement, management will provide us with:

- access to all information of which management is aware that is relevant to the preparation and fair presentation of the financial statements, whether obtained from within or outside of the general and subsidiary ledgers (including all information relevant to the preparation and fair presentation of disclosures), such as records, documentation, and other matters;
- additional information that we may request from management for the purpose of the audit; and
- unrestricted access to persons within the Commission from whom we determine it necessary to obtain audit evidence.

### **Management's Responsibility to Notify Us of Affiliates**

Our professional standards require that we remain independent of the Commission as well as any "affiliate" of the Commission. Professional standards define an affiliate as follows:

- a fund, component unit, fiduciary activity or entity that the Commission is required to include or disclose, and is included or disclosed in its basic financial statements, in accordance with generally accepted accounting principles (U.S. GAAP);
- a fund, component unit, fiduciary activity or entity that the Commission is required to include or disclosed in its basic financial statements in accordance with U.S. GAAP, which is material to the Commission but which the Commission has elected to exclude, and for which the Commission has more than minimal influence over the entity's accounting or financial reporting process;
- an investment in an investee held by the Commission or an affiliate of the Commission, where the Commission or affiliate controls the investee, excluding equity interests in entities whose sole purpose is to directly enhance the Commission's ability to provide government services;
- an investment in an investee held by the Commission or an affiliate of the Commission, where the Commission or affiliate has significant influence over the investee and for which the investment is material to the Commission's financial statements, excluding equity interests in entities whose sole purpose is to directly enhance the Commission's ability to provide government services

In order to fulfill our mutual responsibility to maintain auditor independence, you agree to notify the Firm of any known affiliate relationships, to the best of your knowledge and belief. Additionally, you agree to inform the Firm of any known services provided or relationships between affiliates of the Commission and the Firm or any of its employees or personnel.

### **Management's Responsibility for Supplementary Information**

Management is responsible for the preparation of the supplementary information in accordance with the applicable criteria. Management agrees to include the auditor's report on the supplementary information in any document that contains the supplementary information and that indicates that we have reported on such supplementary information. Management is responsible to present the supplementary information with the audited financial statements or, if the supplementary information will not be presented with the audited financial statements, to make the audited financial statements readily available to the intended users of the supplementary information no later than the date of issuance by the entity of the supplementary information and the auditor's report thereon. For purposes of this Agreement, audited financial statements are deemed to be readily available if a third party user can obtain the audited financial statements without any further action by management. For example, financial statements on your Web site may be considered readily available, but being available upon request is not considered readily available.

### **Other Information Included in an Annual Report**

When financial or nonfinancial information, other than financial statements and the auditor's report thereon, is included in an entity's annual report, management is responsible for that other information. Management is also responsible for providing the document(s) that comprise the annual report to us as soon as it is available.

Our opinion on the financial statements does not cover the other information, and we do not express an opinion or any form of assurance thereon. Our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the audited financial statements. If we identify that a material inconsistency or misstatement of the other information exists, we will discuss it with you; if it is not resolved U.S. GAAS requires us to take appropriate action.

### **Key Audit Matters**

U.S. GAAS does not require the communication of key audit matters in the audit report unless engaged to do so. You have not engaged us to report on key audit matters, and the Agreement does not contemplate the Firm providing any such services. You agree we are under no obligation to communicate key audit matters in the auditor's report.

If you request to engage the Firm to communicate key audit matters in the auditor's report, before accepting the engagement we would discuss with you the additional fees to provide any such services, and the impact to the timeline for completing the audit.

### **Dissemination of Financial Statements**

Our report on the financial statements must be associated only with the financial statements that were the subject of our engagement. You may make copies of our report, but only if the entire financial statements (including related footnotes and supplementary information, as appropriate) are reproduced and distributed with our report. You agree not to reproduce or associate our report with any other financial statements, or portions thereof, that are not the subject of this engagement.

### **Offering of Securities**

This Agreement does not contemplate the Firm providing any services in connection with the offering of securities, whether registered or exempt from registration, and the Firm will charge additional fees to provide any such services. You agree not to incorporate or reference our report in a private placement or other offering of your equity or debt securities without our express written permission. You further agree we are under no obligation to reissue our report or provide written permission for the use of our report at a later date in connection with an offering of securities, the issuance of debt instruments, or for any other circumstance. We will determine, at our sole discretion, whether we will reissue our report or provide written permission for the use of our report only after we have conducted any procedures we deem necessary in the circumstances. You agree to provide us with adequate time to review documents where (a) our report is requested to be reissued, (b) our report is included in the offering document or referred to therein, or (c) reference to our firm is expected to be made. If we decide to reissue our report or provide written permission to the use of our report, you agree that the Firm will be included on each distribution of draft offering materials and we will receive a complete set of final documents. If we decide not to reissue our report or withhold our written permission to use our report, you may be required to engage another firm to audit periods covered by our audit reports, and that firm will likely bill you for its services. While the successor auditor may request access to our engagement documentation for those periods, we are under no obligation to permit such access.

### **Changes in Professional or Accounting Standards**

To the extent that future federal, state, or professional rule-making activities require modification of our audit approach, procedures, scope of work, etc., we will advise you of such changes and the impact on our fee estimate. If we are unable to agree on the additional fees, if any, that may be required to implement any new accounting and auditing standards that are required to be adopted and applied as part of our engagement, we may terminate this Agreement as provided herein, regardless of the stage of completion.

### **Representations of Management**

During the course of our engagement, we may request information and explanations from management regarding, among other matters, the Commission's operations, internal control, future plans, specific transactions, and accounting systems and procedures. At the conclusion of our engagement, we will require, as a precondition to the issuance of our report, that management provide us with a written representation letter confirming some or all of the representations made during the engagement. The procedures that we will perform in our engagement will be heavily influenced by the representations that we receive from management. Accordingly, false representations could cause us to expend unnecessary efforts or could cause a material error or fraud to go undetected by our procedures. In view of the foregoing, you agree that we will not be responsible for any misstatements in the Commission's financial statements and supplementary information that we fail to detect as a result of false or misleading representations, whether oral or written, that are made to us by the Commission's management. While we may assist management in the preparation of the representation letter, it is management's responsibility to carefully review and understand the representations made therein.

In addition, because our failure to detect material misstatements could cause others relying upon our audit report to incur damages, the Commission further agrees to indemnify and hold us harmless from any liability and all costs (including legal fees) that we may incur in connection with claims based upon our failure to detect material misstatements in the Commission's financial statements and supplementary information resulting in whole or in part from knowingly false or misleading representations made to us by any member of the Commission's management.

### **Fees and Expenses**

The Commission acknowledges that the following circumstances will result in an increase of our fees:

- Failure to prepare for the audit as evidenced by accounts and records that have not been subject to normal year-end closing and reconciliation procedures;
- Failure to complete the audit preparation work by the applicable due dates;
- Significant unanticipated transactions, audit issues, or other such circumstances;
- Delays causing scheduling changes or disruption of fieldwork;
- After audit or post fieldwork circumstances requiring revisions to work previously completed or delays in resolution of issues that extend the period of time necessary to complete the audit;
- Issues with the prior audit firm, prior year account balances or report disclosures that impact the current year engagement; and
- An excessive number of audit adjustments.

We will endeavor to advise you in the event these circumstances occur, however we may be unable to determine the impact on the estimated fee until the conclusion of the engagement. We will bill any additional amounts based on the experience of the individuals involved and the amount of work performed.

Billings are due upon presentation and become delinquent if not paid within 30 days of the invoice date. Any past due fee under this Agreement shall bear interest at the highest rate allowed by law on any unpaid balance. In addition to fees, you may be billed for expenses and any applicable sales and gross receipts tax. Direct expenses may be charged based on out-of-pocket expenditures, per diem allotments, and mileage reimbursements, depending on the nature of the expense. Indirect expenses, such as processing time and technology expenses, may be passed through at our estimated cost and may be billed as a flat charge or a percentage of fees. If we elect to suspend our engagement for nonpayment, we may not resume our work until the account is paid in full. If we elect to terminate our services for nonpayment, or as otherwise provided in this Agreement, our engagement will be deemed to have been completed upon written notification of termination, even if we have not completed our work. You will be obligated to compensate us for fees earned for services rendered and to reimburse us for expenses. You acknowledge and agree that in the event we stop work or terminate this Agreement as a result of your failure to pay on a timely basis for services rendered by the Firm as provided in this Agreement, or if we terminate this Agreement for any other reason, we shall not be liable to you for any damages that occur as a result of our ceasing to render services.

### **Commission Information**

All information provided by you or on your behalf ("Commission Information") will be accurate and complete. You represent the provision of Commission Information to us will not infringe any intellectual property, privacy, proprietary, or other third-party rights. You also represent that you have obtained all necessary consents and have provided all necessary notifications to the extent required by applicable law in connection with the provision of Commission Information to us. The Firm will use at least the same degree of care to protect the confidentiality of Commission Information as it employs in maintaining in confidence its own confidential information of a similar nature, but in no event less than a reasonable degree of care. The Firm will not disclose Commission Information to any third party without your consent, except we may disclose Commission Information: (1) as required by law or regulation, or to respond to governmental inquiries, or in accordance with applicable professional standards or rules, or in connection with litigation or arbitration pertaining hereto; (2) to the extent such information (i) is or becomes publicly available other than as the result of a disclosure in breach hereof, (ii) becomes available to the Firm on a nonconfidential basis from a source that the Firm believes is not prohibited from disclosing such information to the Firm, or (iii) is already known by the Firm without any obligation of confidentiality with respect thereto; (3) to contractors providing administrative, infrastructure, and other support services to the Firm and subcontractors providing services in connection with this engagement, in each case, whether located within or outside of the United States, provided that such contractors and subcontractors have agreed to be bound by confidentiality obligations related to Commission Information; or (4) as otherwise permitted under this Agreement. This paragraph replaces and supersedes any prior confidentiality or non-disclosure agreements entered into by the Firm or its affiliates with respect to Commission Information.

### **Data Privacy and Security**

To the extent the Services require the Firm to receive personal data or personal information from Commission, the Firm may process, and engage subcontractors to assist with processing, any personal data or personal information, as those terms are defined in applicable privacy laws, and such processing shall be in accordance with the requirements of the applicable privacy laws relevant to the processing in providing Services hereunder, including Services performed to meet the business purposes of the Commission, such as the Firm's tax, advisory, and other consulting services. Applicable privacy laws may include any local, state, federal or international laws, standards, guidelines, policies or regulations



governing the collection, use, disclosure, sharing or other processing of personal data or personal information with which the Firm or its clients must comply. Such privacy laws may include (i) the EU General Data Protection Regulation 2016/679 (GDPR); (ii) the California Consumer Privacy Act of 2018 (CCPA); and/or (iii) other laws regulating marketing communications, requiring security breach notification, imposing minimum security requirements, requiring the secure disposal of records, and other similar requirements applicable to the processing of personal data or personal information. The Firm is acting as a Service Provider/Data Processor, as those terms are defined respectively under the CCPA/GDPR, in relation to Commission personal data and personal information. As a Service Provider/Data Processor processing personal data or personal information on behalf of Commission, the Firm shall, unless otherwise permitted by applicable privacy law, (a) follow Commission instructions; (b) not sell personal data or personal information collected from the Commission or share the personal data or personal information for purposes of targeted advertising; (c) process personal data or personal information solely for purposes related to the Commission's engagement and not for the Firm's own commercial purposes; and (d) cooperate with and provide reasonable assistance to Commission to ensure compliance with applicable privacy laws. Commission is responsible for notifying the Firm of any applicable privacy laws the personal data or personal information provided to the Firm is subject to, and Commission represents and warrants it has all necessary authority (including any legally required consent from individuals) to transfer such information and authorize the Firm to process such information in connection with the Services described herein. Commission further understands the Firm, Baker Tilly Advisory Group, LP and Moss Adams Advisory Group, LP and their affiliated entities (collectively, the "Firm Entities") may coprocess Commission data as necessary to perform the Services, pursuant to the alternative practice structure in place among the entities, and by executing this Agreement, you hereby consent to the sharing of Commission data, Commission files, workpapers and work product with such Firm Entities. Baker Tilly Advisory Group, LP maintains custody of client files for the Firm. The Firm Entities are bound by the same confidentiality obligations as the Firm. The Firm is responsible for notifying Commission if the Firm becomes aware that it can no longer comply with any applicable privacy law and, upon such notice, shall permit Commission to take reasonable and appropriate steps to remediate personal data or personal information processing. Commission agrees that the Firm Entities have the right to utilize Commission data to improve internal processes and procedures and to generate aggregated/deidentified data from the data provided by Commission to be used for the Firm Entities' business purposes and with the outputs owned by the Firm Entities. For clarity, the Firm Entities will only disclose aggregated/deidentified data in a form that does not identify Commission, Commission employees, or any other individual or business entity and that is stripped of all persistent identifiers. Commission is not responsible for the Firm Entities' use of aggregated/deidentified data.

The Firm has established information security related operational requirements that support the achievement of our information security commitments, relevant information security related laws and regulations and other information security related system requirements. Such requirements are documented in the Firm's policies and procedures. Information security policies have been implemented that define our approach to how systems and data are protected. Commission is responsible for providing timely written notification to the Firm of any additions, changes or removals of access for Commission personnel to the Firm provided systems or applications. If Commission becomes aware of any known or suspected information security or privacy related incidents or breaches related to this Agreement, Commission should timely notify the Firm via email at [dataprotectionofficer@bakertilly.com](mailto:dataprotectionofficer@bakertilly.com).

### **Subpoena or Other Release of Documents**

As a result of our services to you, we may be required or requested to provide information or documents to you or a third-party in connection with governmental regulations or activities, or a legal, arbitration or administrative proceeding (including a grand jury investigation), in which we are not a party. You may, within the time permitted for our firm to respond to any request, initiate such legal action as you deem appropriate to protect information from discovery. If you take no action within the time permitted for us to respond or if your action does not result in a judicial order protecting us from supplying requested information, we will construe your inaction or failure as consent to comply with the request. Our efforts in complying with such requests or demands will be deemed a part of this engagement and we shall be entitled to additional compensation for our time and reimbursement for our out-of-pocket expenditures (including legal fees) in complying with such request or demand.

Pursuant to authority given by law or regulation, we may be requested to make certain engagement documentation available to an applicable entity with oversight responsibilities for the audit or its designee, a federal agency providing direct or indirect funding, or the U.S. Government Accountability Office for purposes of a quality review of the audit, to resolve audit findings, or to carry out oversight responsibilities. We will notify you of any such request. If requested, access to such engagement documentation will be provided under the supervision of the Firm personnel. Furthermore, upon request, we may provide photocopies of selected engagement documentation to the aforementioned parties. These parties may intend, or decide, to distribute the photocopies or information contained therein to others, including other governmental agencies.



### **Document Retention Policy**

At the conclusion of this engagement, we will return to you all original records you supplied to us. Your Commission records are the primary records for your operations and comprise the backup and support for the results of this engagement. Our records and files, including our engagement documentation whether kept on paper or electronic media, are our property and are not a substitute for your own records. Our firm policy calls for us to destroy our engagement files and all pertinent engagement documentation after a retention period of seven years (or longer, if required by law or regulation), after which time these items will no longer be available. We are under no obligation to notify you regarding the destruction of our records. We reserve the right to modify the retention period without notifying you. Catastrophic events or physical deterioration may result in our firm's records being unavailable before the expiration of the above retention period.

Except as set forth above, you agree that the Firm may destroy paper originals and copies of any documents, including, without limitation, correspondence, agreements, and representation letters, and retain only digital images thereof.

### **Use of Electronic Communication**

In the interest of facilitating our services to you, we may communicate by facsimile transmission or send electronic mail over the Internet. Such communications may include information that is confidential. We employ measures in the use of electronic communications designed to provide reasonable assurance that data security is maintained. While we will use our best efforts to keep such communications secure in accordance with our obligations under applicable laws and professional standards, you recognize and accept we have no control over the unauthorized interception of these communications once they have been sent. Unless you issue specific instructions to do otherwise, we will assume you consent to our use of electronic communications to your representatives and other use of these electronic devices during the term of this Agreement as we deem appropriate.

### **Enforceability**

In the event that any portion of this Agreement is deemed invalid or unenforceable, said finding shall not operate to invalidate the remainder of this Agreement.

### **Entire Agreement**

This Professional Services Agreement and Engagement Letter constitute the entire agreement and understanding between the Firm and the Commission. The Commission agrees that in entering into this Agreement it is not relying and has not relied upon any oral or other representations, promise or statement made by anyone which is not set forth herein.

In the event the parties fail to enter into a new Agreement for each subsequent calendar year in which the Firm provides services to the Commission, the terms and conditions of this PSA shall continue in force until such time as the parties execute a new written agreement or terminate their relationship, whichever occurs first.

### **Use of the Firm's Name**

The Commission may not use any of the Firm's or its affiliates' names, trademarks, service marks or logos in connection with the services contemplated by this Agreement or otherwise without the prior written permission of the Firm, which permission may be withheld for any or no reason and may be subject to certain conditions.

### **Use of Nonlicensed Personnel**

Certain engagement personnel who are not licensed as certified public accountants may provide services during this engagement.

### **Resolution of Disagreements**

In the unlikely event that differences concerning services, fees, this Agreement or any services subsequently provided to Commission by the Firm should arise ("Dispute(s)") that are not resolved by mutual agreement, both parties agree to attempt in good faith to settle the Dispute by mediation administered by the American Arbitration Association (AAA) under its mediation rules for professional accounting and related services disputes before resorting to litigation or any other disputeresolution procedure. Each party shall bear their own expenses from mediation, and the parties shall share equally in the mediator's fees and expenses.

If mediation does not settle the Dispute, then the parties agree that the Dispute shall be settled by binding arbitration to be initiated by the party seeking damages or other permitted relief in any form (the "Claimant"). The arbitration proceeding shall take place in the city in which the Firm office providing the services in Dispute is located, unless the parties mutually agree to a different location. The proceeding shall be governed by the provisions of the Federal Arbitration Act (FAA) and will proceed in accordance with the Arbitration Rules for Professional Accounting and Related Disputes of the AAA (the "Rules") as amended and effective February 1, 2015, except that no prehearing discovery shall be permitted unless specifically authorized by the arbitrator. Any issue concerning the extent to which the Dispute is subject to arbitration, or concerning the applicability, interpretation, or enforceability of any of these procedures, shall be governed by the FAA and

resolved by the arbitrators. The arbitration will be conducted before a panel of three (3) arbitrators, with experience in accounting and auditing matters or resolving accounting and auditing matters. In the thirty (30) days after the arbitration is initiated, the parties shall attempt to mutually agree on the three (3) arbitrators, including one arbitrator who will serve as chair of the panel, and all of whom may be selected from AAA, JAMS, the Center for Public Resources, or any other internationally or nationally-recognized organization mutually agreed upon by the parties. If the parties cannot agree on a panel of three (3) arbitrators within the thirty (30) day period, the three (3) arbitrators shall be selected according to Rules A-16(a) and (b) of the Rules except that the AAA shall send an identical list of fifteen (15) names to the parties to the arbitration. The arbitrator shall have no authority to award nonmonetary or equitable relief and will not have the right to award punitive damages or statutory awards. Furthermore, in no event shall the arbitrator have power to make an award that would be inconsistent with this Agreement or any amount that could not be made or imposed by a court deciding the matter in the same jurisdiction. The award of the arbitration shall be in writing and shall be accompanied by a wellreasoned opinion. The award issued by the arbitrator may be confirmed in a judgment by any federal or state court of competent jurisdiction. Discovery shall be permitted in arbitration only to the extent, if any, expressly authorized by the arbitrators upon a showing of substantial need. Each party shall be responsible for their own costs associated with the arbitration, except that the costs of the arbitrators shall be equally divided by the parties. Both parties agree and acknowledge that they are each giving up the right to have any Dispute heard in a court of law before a judge and a jury, as well as any appeal. The arbitration proceeding and all information disclosed during the arbitration shall be maintained as confidential, except as may be required for disclosure to professional or regulatory bodies or in a related confidential arbitration. The arbitrators shall apply the limitations period that would be applied by a court deciding the matter in the same jurisdiction, including the contractual limitations set forth in this Agreement, and shall have no power to decide the Dispute in any manner not consistent with such limitations period. The arbitrators shall be empowered to interpret the applicable statutes of limitations subject to the choice of law provision set forth herein.

However, in the event of a receivership or delinquency proceeding commenced against the Commission, the mediation or arbitration agreement may operate at the option of the Department of Justice or may be disavowed by the statutory receiver.

### **Limitations**

IN NO EVENT WILL EITHER PARTY BE LIABLE TO THE OTHER FOR ANY SPECIAL, INDIRECT, INCIDENTAL, OR CONSEQUENTIAL DAMAGES IN CONNECTION WITH OR OTHERWISE ARISING OUT OF THIS AGREEMENT, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR EXEMPLARY OR PUNITIVE DAMAGES ARISING OUT OF OR RELATED TO THIS AGREEMENT.

THE LIABILITY (INCLUDING ATTORNEY'S FEES AND ALL OTHER COSTS) OF THE FIRM AND ITS PRESENT OR FORMER PARTNERS, PRINCIPALS, AGENTS OR EMPLOYEES RELATED TO ANY CLAIM FOR DAMAGES RELATING TO THE SERVICES PERFORMED UNDER THIS AGREEMENT SHALL NOT EXCEED THE FEES PAID TO THE FIRM FOR THE PORTION OF THE WORK TO WHICH THE CLAIM RELATES, EXCEPT TO THE EXTENT FINALLY DETERMINED TO HAVE RESULTED FROM THE WILLFUL MISCONDUCT OR FRAUDULENT BEHAVIOR OF THE FIRM RELATING TO SUCH SERVICES. THIS LIMITATION OF LIABILITY IS INTENDED TO APPLY TO THE FULL EXTENT ALLOWED BY LAW, REGARDLESS OF THE GROUNDS OR NATURE OF ANY CLAIM ASSERTED, INCLUDING THE NEGLIGENCE OF EITHER PARTY.

EACH PARTY FURTHER AGREES THAT ANY LEGAL PROCEEDINGS ARISING OUT OF OR RELATED TO THIS AGREEMENT MUST BE COMMENCED WITHIN ONE (1) YEAR AFTER THE CAUSE OF ACTION ARISES.

### **Termination**

This Agreement may be terminated by either party, with or without cause, upon ten (10) days' written notice. In such event, we will stop providing services hereunder except on work, mutually agreed upon in writing, necessary to carry out such termination. In the event of termination: (a) you shall pay us for services provided and expenses incurred through the effective date of termination, (b) we will provide you with all finished reports that we have prepared pursuant to this Agreement, (c) neither party shall be liable to the other for any damages that occur as a result of our ceasing to render services, and (d) we will require any new accounting firm that you may retain to execute access letters satisfactory to the Firm prior to reviewing our files.

### **Hiring of Employees**

Any offer of employment to members of the audit team prior to issuance of our report may impair our independence, and as a result, may result in our inability to complete the engagement and issue a report.

**No Legal Advice Provided**

The services performed under this Agreement do not include the provision of legal advice and the Firm makes no representations regarding questions of legal interpretation. You should consult with your attorneys with respect to any legal matters or items that require legal interpretation under federal, state or other type of law or regulation.

**Governing Law**

This Agreement shall be governed by and construed in accordance with the laws of the state of Illinois, without giving effect to the provisions relating to conflict of laws.

**Alternative Practice Structure: Baker Tilly International**

Baker Tilly US, LLP and Baker Tilly Advisory Group, LP and its subsidiary entities provide professional services through an alternative practice structure in accordance with the AICPA Code of Professional Conduct and applicable laws, regulations and professional standards. Baker Tilly US, LLP is a licensed independent CPA firm that provides attest services to clients. Baker Tilly Advisory Group, LP and its subsidiary entities provide tax and business advisory services to their clients. Baker Tilly Advisory Group, LP and its subsidiary entities are not licensed CPA firms.

Baker Tilly Advisory Group, LP and its subsidiaries and Baker Tilly US, LLP, trading as Baker Tilly, are independent members of Baker Tilly International. Baker Tilly International Limited is an English Commission. Baker Tilly International provides no professional services to clients. Each member firm is a separate and independent legal entity and each describes itself as such. Baker Tilly Advisory Group, LP and Baker Tilly US, LLP are not Baker Tilly International's agents and do not have the authority to bind Baker Tilly International or act on Baker Tilly International's behalf. None of Baker Tilly International, Baker Tilly Advisory Group, LP, Baker Tilly US, LLP, nor any of the other member firms of Baker Tilly International has any liability for each other's acts or omissions. The name Baker Tilly and its associated logo is used under license from Baker Tilly International Limited.

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September 30, 2025

Mr. Ken Melban  
Vice President, Industry Affairs and Operations  
California Avocado Commission  
12 Mauchly, Suite L  
Irvine, California 92618

Re: Examination Services

Dear Ken:

Thank you for the opportunity to provide services to the California Avocado Commission. This engagement letter ("Engagement Letter") and the attached Professional Services Agreement, which is incorporated by this reference (collectively, the "Agreement"), confirm our understanding of the terms and objectives of our engagement, and limitations of the services that Baker Tilly US, LLP ("Firm," "we," "us," and "our") will provide to California Avocado Commission ("you," "your," and "Commission").

### **Scope of Services – Examination**

We will examine the Commission management's assertion that the Commission complied with the compliance requirements ("Subject Matter") of Section V.D. of the *Guidelines for Agricultural Marketing Service (AMS) Oversight of Commodity Research and Promotion Programs* (the "Criteria"), dated January 2020 for the year ended October 31, 2025 (the "Assertion"). The specified compliance requirements are as follows:

1. No funds were used for the purpose of influencing governmental policy or action, per 7 U.S.C. Section 7804(k) of the Hass Avocado Promotion, Research, and Information Act (Act) related to the use of assessments for the purpose of influencing legislation, as the term is defined in Section 4911(d) of the Internal Revenue Code and Title 26 of the United States Code.
2. The Commission's investment policy is in compliance with the AMS investment policy, as stated in the Guidelines, Appendix 3 – Directive 2210.2 "Investment of Public Funds" dated November 3, 2023.
3. Funds are used only for projects and other expenses authorized in a budget approved by the United States Department of Agriculture (USDA), per Section II of the Guidelines for AMS Oversight of Commodity Research And Promotion Programs (Guidelines).
4. Funds are used only in accordance with the rules, regulations and policies of the Act, the Guidelines, and the Hass Avocado Promotion, Research, and Information Order.
5. No violations of the Act, Order or Guidelines for Research and Development Program.

6. Complied with the allowability provisions of the *Code of Federal Regulations (7 CFR Part 1219) – Hass Avocado Promotion, Research, and Information Order*.
7. Complied with Section 7804 subsection B part (8) of the Hass Avocado Promotion, Research and Information Act and Section 1219.2 subsection (b) of the Hass Avocado Promotion, Research and Information Order.
8. Expended assessment funds for purposes authorized by the Hass Avocado Promotion, Research and Information Act and Order.

Our examination will be conducted in accordance with the attestation standards established by the American Institute of Certified Public Accountants and those contained in *Government Auditing Standards*. Accordingly, it will include tests of your records and other procedures we consider necessary to enable us to express an opinion in a written report about whether the Assertion is fairly stated, in all material respects. If, for any reason, we are unable to complete the examination, we will not issue a report as a result of this engagement.

Because of the inherent limitations of an examination engagement, together with the inherent limitation of internal control, an unavoidable risk exists that some material misstatements may not be detected, even though the examination is properly planned and performed in accordance with attestation standards.

Our report will include a sentence indicating that the purpose of the report is solely to express an opinion on Commission management's assertion that the Commission complied with the Guidelines for the year ended October 31, 2025 and is not suitable for any other purpose.

As a condition of our engagement, Commission management acknowledges and understands that it is responsible for the preparation and fair presentation of the Assertion and the accuracy and completeness of that information. Commission management agrees that as a condition of our engagement Commission management will provide us with:

- Access to all information of which Commission management is aware that is relevant to the measurement, evaluation or disclosure of the Assertion;
- Access to additional information that we may request from Commission management for the purpose of the engagement; and
- Unrestricted access to persons within the appropriate parties from whom we determine it necessary to obtain evidence.

We may advise you about appropriate Criteria or assist in the development of the Assertion, but the responsibility for the Assertion remains with you.

At the conclusion of our engagement, we will require a representation letter from management that, among other things, will confirm management's responsibility for the Assertion.

### **Timing**

Matt Parsons is responsible for supervising the engagement and authorizing the signing of our report. We expect to begin fieldwork in December 2025 and issue our report in January 2026. If unforeseen difficulties occur which make meeting the January 31, 2026 date improbable, we will inform you immediately. Our ability to meet these targets will be dependent, in part, on the level of preparation and cooperation by your staff.

Our scheduling is based on your completion of fulfilling our request necessary to complete the examination. Efficient use of our staff benefits both you and the Firm, allowing for timely completion of our work. We may experience delays in completing our services due to your staff's unavailability or delays in fulfilling our requests. We will work with you to coordinate completion of our work, realizing that any such delays will also delay completion of our work and the delivery of our work product. You understand our fees are subject to adjustment if we experience delays in completing our services. Our services will be concluded upon delivery to you of our examination report.

### **Fees**

The fees for these procedures have been included in a separate engagement letter.

The fee estimate is based on anticipated cooperation from your personnel, the expectation that the Commission's records will be in good order, and the assumption that unexpected circumstances will not be encountered during the completion of the examination. If we find that significant additional time is likely to be necessary, we will attempt to discuss it with you and arrive at a new fee estimate before we incur significant additional fees or expenses.

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We appreciate the opportunity to be of service to you. If you agree with the terms of our engagement as set forth in this Agreement, please sign the enclosed copy of this Engagement Letter and return it to us with the Professional Services Agreement.

Very truly yours,

A handwritten signature in black ink that reads "Baker Tilly US, LLP".

Enclosures

**Accepted and Agreed:**

This Engagement Letter and the attached Professional Services Agreement set forth the entire understanding of California Avocado Commission with respect to this engagement and the services to be provided by the Firm:

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Client: # 869393  
v. 06/04/2025

## **PROFESSIONAL SERVICES AGREEMENT**

### **Examination Services**

This Professional Services Agreement (the “PSA”) together with the Engagement Letter, which is hereby incorporated by reference, represents the entire agreement (the “Agreement”) relating to services to be provided to the Commission by the Firm. Any undefined terms in this PSA shall have the same meaning as set forth in the Engagement Letter.

#### **Objective of the Examination**

The objective of our examination is the expression of an opinion as stated in the Engagement Letter. Our examination will be conducted in accordance with the standards described in the Engagement Letter and will include tests of your records and other procedures we consider necessary to enable us to express such an opinion. We cannot provide assurance that an unmodified opinion will be expressed. Circumstances may arise in which it is necessary for us to modify our opinion. If our opinion is other than unmodified, we will discuss the reasons with you in advance. If, for any reason, we are unable to complete the examination or are unable to form or have not formed an opinion, we may decline to express an opinion or may withdraw from this engagement.

#### **Procedures and Limitations**

An examination includes examining evidence on a test basis and cannot be relied upon to disclose all material errors, or known or suspected fraud or noncompliance with laws or regulations or internal control deficiencies that may exist. Therefore, our examination will involve judgment about the number of transactions to be examined and the areas to be tested. Also, we will plan and perform the examination to obtain reasonable, but not absolute, assurance about whether the Assertion is fairly stated, in all material respects. A risk exists that we may not detect material misstatements because: (a) an examination is designed to provide reasonable, but not absolute, assurance the Assertion is fairly presented in all material respects, (b) we will not perform a detailed examination of all transactions as such is cost prohibitive, and (c) an examination is not designed to detect immaterial misstatements or violations of laws or governmental regulations that do not have a direct and material effect on the Assertion. However, we will inform you of any material errors, known or suspected fraud and noncompliance with laws or regulations, internal control deficiencies identified during the engagement, and uncorrected misstatements that come to our attention, unless clearly inconsequential. Our responsibility is limited to the period covered by our examination and does not extend to any time period for which we are not engaged as examiners.

#### **Changes in Professional or Accounting Standards**

To the extent that future federal, state, or professional rule-making activities require modification of our examination approach, procedures, scope of work, etc., we will advise you of such changes and the impact on our fee estimate. If we are unable to agree on the additional fees, if any, that may be required to implement any new accounting and examination standards that are required to be adopted and applied as part of our engagement, we may terminate this Agreement as provided herein, regardless of the stage of completion.

#### **Representations of Management**

During the course of our engagement, we may request information and explanations from management regarding, among other matters, the Commission’s operations, internal control, future plans, specific transactions, and accounting systems and procedures. At the conclusion of our engagement, we will require, as a precondition to the issuance of our report, that management provide us with a written representation letter confirming some or all of the representations made during the engagement. The procedures we will perform in our engagement will be heavily influenced by the representations that we receive from management. While we may assist management in the preparation of the representation letter, it is management’s responsibility to carefully review and understand the representations made therein.

#### **Fees and Expenses**

Billings are due upon presentation and become delinquent if not paid within 30 days of the invoice date. Any past due fee under this Agreement shall bear interest at the highest rate allowed by law on any unpaid balance. In addition to fees, you may be billed for expenses and any applicable sales and gross receipts tax. Direct expenses may be charged based on out-of-pocket expenditures, per diem allotments, and mileage reimbursements, depending on the nature of the expense. Indirect expenses, such as processing time and technology expenses, may be passed through at our estimated cost and may be billed as a flat charge or a percentage of fees. If we elect to suspend our engagement for nonpayment, we may not resume our work until the account is paid in full. If we elect to terminate our services for nonpayment, or as otherwise provided in this Agreement, our engagement will be deemed to have been completed upon written notification of termination, even if we have not completed our work. You will be obligated to compensate us for fees earned for services



rendered and to reimburse us for expenses. You acknowledge and agree that in the event we stop work or terminate this Agreement as a result of your failure to pay on a timely basis for services rendered by the Firm as provided in this Agreement, or if we terminate this Agreement for any other reason, we shall not be liable to you for any damages that occur as a result of our ceasing to render services.

### **Commission Information**

All information provided by you or on your behalf ("Commission Information") will be accurate and complete. You represent the provision of Commission Information to us will not infringe any intellectual property, privacy, proprietary, or other third-party rights. You also represent that you have obtained all necessary consents and have provided all necessary notifications to the extent required by applicable law in connection with the provision of Commission Information to us. The Firm will use at least the same degree of care to protect the confidentiality of Commission Information as it employs in maintaining in confidence its own confidential information of a similar nature, but in no event less than a reasonable degree of care. The Firm will not disclose Commission Information to any third party without your consent, except we may disclose Commission Information: (1) as required by law or regulation, or to respond to governmental inquiries, or in accordance with applicable professional standards or rules, or in connection with litigation or arbitration pertaining hereto; (2) to the extent such information (i) is or becomes publicly available other than as the result of a disclosure in breach hereof, (ii) becomes available to the Firm on a nonconfidential basis from a source that the Firm believes is not prohibited from disclosing such information to the Firm, or (iii) is already known by the Firm without any obligation of confidentiality with respect thereto; (3) to contractors providing administrative, infrastructure, and other support services to the Firm and subcontractors providing services in connection with this engagement, in each case, whether located within or outside of the United States, provided that such contractors and subcontractors have agreed to be bound by confidentiality obligations related to Commission Information; or (4) as otherwise permitted under this Agreement. This paragraph replaces and supersedes any prior confidentiality or non-disclosure agreements entered into by the Firm or its affiliates with respect to Commission Information.

### **Data Privacy and Security**

To the extent the Services require the Firm to receive personal data or personal information from Commission, the Firm may process, and engage subcontractors to assist with processing, any personal data or personal information, as those terms are defined in applicable privacy laws, and such processing shall be in accordance with the requirements of the applicable privacy laws relevant to the processing in providing Services hereunder, including Services performed to meet the business purposes of the Commission, such as the Firm's tax, advisory, and other consulting services. Applicable privacy laws may include any local, state, federal or international laws, standards, guidelines, policies or regulations governing the collection, use, disclosure, sharing or other processing of personal data or personal information with which the Firm or its clients must comply. Such privacy laws may include (i) the EU General Data Protection Regulation 2016/679 (GDPR); (ii) the California Consumer Privacy Act of 2018 (CCPA); and/or (iii) other laws regulating marketing communications, requiring security breach notification, imposing minimum security requirements, requiring the secure disposal of records, and other similar requirements applicable to the processing of personal data or personal information. The Firm is acting as a Service Provider/Data Processor, as those terms are defined respectively under the CCPA/GDPR, in relation to Commission personal data and personal information. As a Service Provider/Data Processor processing personal data or personal information on behalf of Commission, the Firm shall, unless otherwise permitted by applicable privacy law, (a) follow Commission instructions; (b) not sell personal data or personal information collected from the Commission or share the personal data or personal information for purposes of targeted advertising; (c) process personal data or personal information solely for purposes related to the Commission's engagement and not for the Firm's own commercial purposes; and (d) cooperate with and provide reasonable assistance to Commission to ensure compliance with applicable privacy laws. Commission is responsible for notifying the Firm of any applicable privacy laws the personal data or personal information provided to the Firm is subject to, and Commission represents and warrants it has all necessary authority (including any legally required consent from individuals) to transfer such information and authorize the Firm to process such information in connection with the Services described herein. Commission further understands the Firm, Baker Tilly Advisory Group, LP and Moss Adams Advisory Group, LP and their affiliated entities (collectively, the "Firm Entities") may co-process Commission data as necessary to perform the Services, pursuant to the alternative practice structure in place among the entities, and by executing this Agreement, you hereby consent to the sharing of Commission data, Commission files, workpapers and work product with such Firm Entities. Baker Tilly Advisory Group, LP maintains custody of client files for the Firm. The Firm Entities are bound by the same confidentiality obligations as the Firm. The Firm is responsible for

notifying Commission if the Firm becomes aware that it can no longer comply with any applicable privacy law and, upon such notice, shall permit Commission to take reasonable and appropriate steps to remediate personal data or personal information processing. Commission agrees that the Firm Entities have the right to utilize Commission data to improve internal processes and procedures and to generate aggregated/de-identified data from the data provided by Commission to be used for the Firm Entities' business purposes and with the outputs owned by the Firm Entities. For clarity, the Firm Entities will only disclose aggregated/de-identified data in a form that does not identify Commission, Commission employees, or any other individual or business entity and that is stripped of all persistent identifiers. Commission is not responsible for the Firm Entities' use of aggregated/de-identified data.

The Firm has established information security related operational requirements that support the achievement of our information security commitments, relevant information security related laws and regulations and other information security related system requirements. Such requirements are documented in the Firm's policies and procedures. Information security policies have been implemented that define our approach to how systems and data are protected. Commission is responsible for providing timely written notification to the Firm of any additions, changes or removals of access for Commission personnel to the Firm provided systems or applications. If Commission becomes aware of any known or suspected information security or privacy related incidents or breaches related to this Agreement, Commission should timely notify the Firm via email at [dataprotectionofficer@bakertilly.com](mailto:dataprotectionofficer@bakertilly.com).

### **Subpoena or Other Release of Documents**

As a result of our services to you, we may be required or requested to provide information or documents to you or a third-party in connection with governmental regulations or activities, or a legal, arbitration or administrative proceeding (including a grand jury investigation), in which we are not a party. You may, within the time permitted for our firm to respond to any request, initiate such legal action as you deem appropriate to protect information from discovery. If you take no action within the time permitted for us to respond or if your action does not result in a judicial order protecting us from supplying requested information, we will construe your inaction or failure as consent to comply with the request. Our efforts in complying with such requests or demands will be deemed a part of this engagement and we shall be entitled to additional compensation for our time and reimbursement for our out-of-pocket expenditures (including legal fees) in complying with such request or demand.

### **Document Retention Policy**

At the conclusion of this engagement, we will return to you all original records you supplied to us. Your Commission records are the primary records for your operations and comprise the backup and support for the results of this engagement. Our records and files, including our engagement documentation whether kept on paper or electronic media, are our property and are not a substitute for your own records. Our firm policy calls for us to destroy our engagement files and all pertinent engagement documentation after a retention period of seven years (or longer, if required by law or regulation), after which time these items will no longer be available. We are under no obligation to notify you regarding the destruction of our records. We reserve the right to modify the retention period without notifying you. Catastrophic events or physical deterioration may result in our firm's records being unavailable before the expiration of the above retention period.

Except as set forth above, you agree that the Firm may destroy paper originals and copies of any documents, including, without limitation, correspondence, agreements, and representation letters, and retain only digital images thereof.

### **Use of Electronic Communication**

In the interest of facilitating our services to you, we may communicate by facsimile transmission or send electronic mail over the Internet. Such communications may include information that is confidential. We employ measures in the use of electronic communications designed to provide reasonable assurance that data security is maintained. While we will use our best efforts to keep such communications secure in accordance with our obligations under applicable laws and professional standards, you recognize and accept we have no control over the unauthorized interception of these communications once they have been sent. Unless you issue specific instructions to do otherwise, we will assume you consent to our use of electronic communications to your representatives and other use of these electronic devices during the term of this Agreement as we deem appropriate.

**Enforceability**

In the event that any portion of this Agreement is deemed invalid or unenforceable, said finding shall not operate to invalidate the remainder of this Agreement.

**Entire Agreement**

This Professional Services Agreement and Engagement Letter constitute the entire agreement and understanding between the Firm and the Commission. The Commission agrees that in entering into this Agreement it is not relying and has not relied upon any oral or other representations, promise or statement made by anyone which is not set forth herein.

**Use of the Firm's Name**

The Commission may not use any of the Firm's or its affiliates' names, trademarks, service marks or logos in connection with the services contemplated by this Agreement or otherwise without the prior written permission of the Firm, which permission may be withheld for any or no reason and may be subject to certain conditions.

**Resolution of Disagreements**

In the unlikely event that differences concerning services, fees, this Agreement or any services subsequently provided to Commission by the Firm should arise ("Dispute(s)") that are not resolved by mutual agreement, both parties agree to attempt in good faith to settle the Dispute by mediation administered by the American Arbitration Association (AAA) under its mediation rules for professional accounting and related services disputes before resorting to litigation or any other dispute-resolution procedure. Each party shall bear their own expenses from mediation, and the parties shall share equally in the mediator's fees and expenses.

If mediation does not settle the Dispute, then the parties agree that the Dispute shall be settled by binding arbitration to be initiated by the party seeking damages or other permitted relief in any form (the "Claimant"). The arbitration proceeding shall take place in the city in which the Firm office providing the services in Dispute is located, unless the parties mutually agree to a different location. The proceeding shall be governed by the provisions of the Federal Arbitration Act (FAA) and will proceed in accordance with the Arbitration Rules for Professional Accounting and Related Disputes of the AAA (the "Rules") as amended and effective February 1, 2015, except that no prehearing discovery shall be permitted unless specifically authorized by the arbitrator. Any issue concerning the extent to which the Dispute is subject to arbitration, or concerning the applicability, interpretation, or enforceability of any of these procedures, shall be governed by the FAA and resolved by the arbitrators. The arbitration will be conducted before a panel of three (3) arbitrators, with experience in accounting and auditing matters or resolving accounting and auditing matters. In the thirty (30) days after the arbitration is initiated, the parties shall attempt to mutually agree on the three (3) arbitrators, including one arbitrator who will serve as chair of the panel, and all of whom may be selected from AAA, JAMS, the Center for Public Resources, or any other internationally or nationally-recognized organization mutually agreed upon by the parties. If the parties cannot agree on a panel of three (3) arbitrators within the thirty (30) day period, the three (3) arbitrators shall be selected according to Rules A-16(a) and (b) of the Rules except that the AAA shall send an identical list of fifteen (15) names to the parties to the arbitration. The arbitrator shall have no authority to award nonmonetary or equitable relief and will not have the right to award punitive damages or statutory awards. Furthermore, in no event shall the arbitrator have power to make an award that would be inconsistent with this Agreement or any amount that could not be made or imposed by a court deciding the matter in the same jurisdiction. The award of the arbitration shall be in writing and shall be accompanied by a well-reasoned opinion. The award issued by the arbitrator may be confirmed in a judgment by any federal or state court of competent jurisdiction. Discovery shall be permitted in arbitration only to the extent, if any, expressly authorized by the arbitrators upon a showing of substantial need. Each party shall be responsible for their own costs associated with the arbitration, except that the costs of the arbitrators shall be equally divided by the parties. Both parties agree and acknowledge that they are each giving up the right to have any Dispute heard in a court of law before a judge and a jury, as well as any appeal. The arbitration proceeding and all information disclosed during the arbitration shall be maintained as confidential, except as may be required for disclosure to professional or regulatory bodies or in a related confidential arbitration. The arbitrators shall apply the limitations period that would be applied by a court deciding the matter in the same jurisdiction, including the contractual limitations set forth in this Agreement, and shall have no power to decide the Dispute in any manner not consistent with such limitations period. The arbitrators shall be empowered to interpret the applicable statutes of limitations subject to the choice of law provision set forth herein.

However, in the event of a receivership or delinquency proceeding commenced against the Commission, the mediation or arbitration agreement may operate at the option of the Department of Justice or may be disavowed by the statutory receiver.

### **Limitations**

IN NO EVENT WILL EITHER PARTY BE LIABLE TO THE OTHER FOR ANY SPECIAL, INDIRECT, INCIDENTAL, OR CONSEQUENTIAL DAMAGES IN CONNECTION WITH OR OTHERWISE ARISING OUT OF THIS AGREEMENT, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR EXEMPLARY OR PUNITIVE DAMAGES ARISING OUT OF OR RELATED TO THIS AGREEMENT.

THE LIABILITY (INCLUDING ATTORNEY'S FEES AND ALL OTHER COSTS) OF THE FIRM AND ITS PRESENT OR FORMER PARTNERS, PRINCIPALS, AGENTS OR EMPLOYEES RELATED TO ANY CLAIM FOR DAMAGES RELATING TO THE SERVICES PERFORMED UNDER THIS AGREEMENT SHALL NOT EXCEED THE FEES PAID TO THE FIRM FOR THE PORTION OF THE WORK TO WHICH THE CLAIM RELATES, EXCEPT TO THE EXTENT FINALLY DETERMINED TO HAVE RESULTED FROM THE WILLFUL MISCONDUCT OR FRAUDULENT BEHAVIOR OF THE FIRM RELATING TO SUCH SERVICES. THIS LIMITATION OF LIABILITY IS INTENDED TO APPLY TO THE FULL EXTENT ALLOWED BY LAW, REGARDLESS OF THE GROUNDS OR NATURE OF ANY CLAIM ASSERTED, INCLUDING THE NEGLIGENCE OF EITHER PARTY.

EACH PARTY FURTHER AGREES THAT ANY LEGAL PROCEEDINGS ARISING OUT OF OR RELATED TO THIS AGREEMENT MUST BE COMMENCED WITHIN ONE (1) YEAR AFTER THE CAUSE OF ACTION ARISES.

### **Termination**

This Agreement may be terminated by any party, with or without cause, upon ten (10) days' written notice. In such event, we will stop providing services hereunder except on work, mutually agreed upon in writing, necessary to carry out such termination. In the event of termination: (a) you shall pay us for services provided and expenses incurred through the effective date of termination, (b) we will provide you with all finished reports that we have prepared pursuant to this Agreement, and (c) neither party shall be liable to the other for any damages that occur as a result of our ceasing to render services.

### **Use of Nonlicensed Personnel**

Certain engagement personnel who are not licensed as certified public accountants may provide services during this engagement.

### **Hiring of Employees**

Any offer of employment to members of the engagement team prior to issuance of our report may impair our independence and as a result, may result in our inability to complete the engagement and issue a report.

### **No Legal Advice Provided**

The services performed under this Agreement do not include the provision of legal advice and the Firm makes no representations regarding questions of legal interpretation. You should consult with your attorneys with respect to any legal matters or items that require legal interpretation under federal, state or other type of law or regulation.

### **Governing Law**

This Agreement shall be governed by and construed in accordance with the laws of the state of Illinois, without giving effect to the provisions relating to conflict of laws.

### **Alternative Practice Structure: Baker Tilly International**

Baker Tilly US, LLP and Baker Tilly Advisory Group, LP and its subsidiary entities provide professional services through an alternative practice structure in accordance with the AICPA Code of Professional Conduct and applicable laws, regulations and professional standards. Baker Tilly US, LLP is a licensed independent CPA firm that provides attest services to clients. Baker Tilly Advisory Group, LP and its subsidiary entities provide tax and business advisory services to their clients. Baker Tilly Advisory Group, LP and its subsidiary entities are not licensed CPA firms.

Baker Tilly Advisory Group, LP and its subsidiaries and Baker Tilly US, LLP, trading as Baker Tilly, are independent members of Baker Tilly International. Baker Tilly International Limited is an English Commission. Baker Tilly International provides no professional services to clients. Each member firm is a separate and independent legal entity and each describes itself as such. Baker Tilly Advisory Group, LP and Baker Tilly US, LLP are not Baker Tilly International's agents and do not have the authority to bind Baker Tilly International or act on Baker Tilly International's behalf. None of Baker Tilly International, Baker Tilly Advisory Group, LP, Baker Tilly US, LLP, nor any of the other member firms of Baker Tilly International has any liability for each other's acts or omissions. The name Baker Tilly and its associated logo is used under license from Baker Tilly International Limited.

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[bakertilly.com](http://bakertilly.com)

September 30, 2025

Mr. Ken Melban  
Vice President, Industry Affairs and Operations  
California Avocado Commission  
12 Mauchly, Suite L  
Irvine, California 92618

Dear Ken:

This engagement letter (the “Engagement Letter”), the attached Schedule of Agreed-Upon Procedures (the “Schedule”), and the attached Professional Services Agreement (collectively, the “Agreement”) confirm our understanding of the terms and objectives of our engagement, and limitations of the services that Baker Tilly US, LLP (“Firm,” “we,” “us,” and “our”) will provide to California Avocado Commission (“you,” “your,” and “Commission”). This engagement is solely to assist you and the California Department of Food and Agriculture (CDFA) (“Intended User”) in evaluating the Commission’s compliance with the *CDFA Accounting Guidelines and General Rules*, (the “Guidelines”) effective June 1, 2025, and the Commission’s internal policies and procedures for the year ended October 31, 2025. Collectively, the Commission and Intended User shall be referred to as the “Users.”

### **Scope of Services and Limitations**

In this engagement, we will apply the agreed-upon procedures listed in the Schedule to the accounting records (the “Subject Matter”) of the Commission as of and for the year ended October 31, 2025. The procedures performed may not address all the items of interest to a user of the report and may not meet the needs of all users of the report and, as such, users are responsible for determining whether the procedures performed are appropriate for their purposes. Moreover, we have no obligation to perform any procedures beyond those listed in the Schedule. You may specify changes to the scope or nature of the agreed-upon procedures. If this occurs, we will either amend the Schedule to address the change in agreed-upon procedures, or our report will reflect the changes.

The Commission acknowledges that (i) it is responsible for agreeing to the procedures to be performed by the Firm, (ii) it has, in fact, agreed to the procedures set forth in the Schedule, and (iii) the agreed-upon procedures are appropriate to meet the intended purpose of the engagement.

We require the California Department of Food and Agriculture to agree to the procedures and acknowledge that the procedures performed are appropriate for their purposes.

We will not evaluate the agreed-upon procedures to determine if they are appropriate to meet the intended purpose of the engagement. Consequently, we make no representation regarding the appropriateness of the agreed-upon procedures either for the purpose of this engagement or for any other purpose.

When we complete our work, we will issue a report setting forth the agreed-upon procedures and our findings. Our report will contain a paragraph indicating that had we performed additional procedures, other matters might have come to our attention that would have been reported to you. Our report will include a sentence indicating that the report is intended solely for the use of the Users and should not be used by anyone other than the Users.

This engagement is performed pursuant to the Guidelines.

Our engagement to apply the agreed-upon procedures will be performed in accordance with the attestation standards established by *Government Auditing Standards*. If, for any reason, we are unable to complete the agreed-upon procedures, we will either describe any restrictions on the performance of the agreed-upon procedures in our report, or we will not issue a report. Because the agreed-upon procedures do not constitute an examination or review, we will not express an opinion or conclusion on the Subject Matter.

At the conclusion of our engagement, we will require a representation letter from the Commission. The representation letter will confirm, among other things, management's agreement that the procedures performed were appropriate to meet the intended purpose of the engagement.

### **Timing**

Matt Parsons is responsible for supervising the engagement and authorizing the signing of our report. We expect to begin performing the agreed-upon procedures in December 2025 and expect to complete fieldwork in January 2026. As we reach the conclusion of the agreed-upon procedures we will coordinate with you the date the report will be available for issuance.

Our scheduling is based on your completion of the accounting records necessary to complete the procedures. Efficient use of our staff benefits both you and the Firm, allowing for timely completion of our work. We may experience delays in completing our services due to delays in the accounting records necessary to complete the procedures. We will work with you to coordinate completion of our work, realizing that any such delays will also delay completion of our work and the delivery of our report. You understand our fees are subject to adjustment if we experience these delays in completing our services. Our services will be concluded upon delivery to you of our report on these agreed-upon procedures.

### **Fees**

We estimate that our fees for these services will be \$10,250. You will also be billed for expenses.

The fee estimate is based on anticipated cooperation from your personnel, the expectation that the records will be in good order, and the assumption that unexpected circumstances will not be encountered during the completion of the agreed-upon procedures. If we find that significant additional time is likely to be necessary, we will attempt to discuss it with you and arrive at a new fee estimate before we incur significant additional fees or expenses.

In addition to fees, we will charge you for expenses. Our invoices include a flat expense charge, calculated as five percent (5%) of fees, to cover expenses such as copying costs, postage, administrative billable time, report processing fees, filing fees, and technology expenses. Travel expenses and client meals/entertainment expenses will be billed separately and are not included in the 5% charge.

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This Engagement Letter, the Schedule, and the attached Professional Services Agreement constitute the entire Agreement and understanding between the Firm and the Commission. The Commission agrees that, in entering into this Agreement, it is not and has not relied upon any oral or other representation, promise or statement made by anyone which is not set forth herein.

We appreciate the opportunity to be of service to you. If you agree with the terms of our engagement as set forth in this Agreement, please sign the enclosed copy of this Engagement Letter and return it to us with the Schedule and Professional Services Agreement.

Very truly yours,

A handwritten signature in cursive script that reads "Baker Tilly US, LLP".

Enclosures

**Accepted and Agreed:**

This Engagement Letter, the attached Schedule, and the attached Professional Services Agreement set forth the entire understanding of the Commission with respect to this engagement and the services to be provided by the Firm:

**By California Avocado Commission:**

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Client: #869393  
v. 06/04/2025



## **PROFESSIONAL SERVICES AGREEMENT**

### **Agreed Upon Procedures**

This Professional Services Agreement (the “PSA”) together with the Schedule and the Engagement Letter, which are hereby incorporated by reference, represents the entire agreement (the “Agreement”) relating to services to be provided to the Commission by the Firm. Any undefined terms in this PSA shall have the same meaning as set forth in the Engagement Letter.

#### **Fees and Expenses**

Billings are due upon presentation and become delinquent if not paid within 30 days of the invoice date. Any past due fee under this Agreement shall bear interest at the highest rate allowed by law on any unpaid balance. In addition to fees, you may be billed for expenses and any applicable sales and gross receipts tax. Direct expenses may be charged based on out-of-pocket expenditures, per diem allotments, and mileage reimbursements, depending on the nature of the expense. Indirect expenses, such as processing time and technology expenses, may be passed through at our estimated cost and may be billed as a flat charge or a percentage of fees. If we elect to suspend our engagement for nonpayment, we may not resume our work until the account is paid in full. If we elect to terminate our services for nonpayment, or as otherwise provided in this Agreement, our engagement will be deemed to have been completed upon written notification of termination, even if we have not completed our work. The Commission will be obligated to compensate us for fees earned for services rendered and to reimburse us for expenses. The Commission acknowledges and agrees that in the event we stop work or terminate this Agreement as a result of the Commission's failure to pay on a timely basis for services rendered by the Firm as provided in this Agreement, or if we terminate this Agreement for any other reason, we shall not be liable for any damages that occur as a result of our ceasing to render services.

#### **Restricted Use Report**

Our report is a restricted use report and may be distributed only to the Users. The Users may not disclose or distribute our report to any third parties without our prior written consent. You agree to indemnify and hold harmless the Firm and its personnel from any and all claims, liabilities, costs and expenses (including, without limitation, reasonable attorney fees) arising from the unauthorized distribution of our report or its content by the Users, or any third party who obtains the report or access to its contents either directly or indirectly from the Users.

#### **Release and Indemnification**

Because of the importance of oral and written management representations to an effective engagement, you agree to release and indemnify the Firm and its personnel from any and all claims, liabilities, costs and expenses attributable to any knowing misrepresentation by management.

#### **Commission Information**

All information provided by you or on your behalf (“Commission Information”) will be accurate and complete. You represent the provision of Commission Information to us will not infringe any intellectual property, privacy, proprietary, or other third-party rights. You also represent that you have obtained all necessary consents and have provided all necessary notifications to the extent required by applicable law in connection with the provision of Commission Information to us. The Firm will use at least the same degree of care to protect the confidentiality of Commission Information as it employs in maintaining in confidence its own confidential information of a similar nature, but in no event less than a reasonable degree of care. The Firm will not disclose Commission Information to any third party without your consent, except we may disclose Commission Information: (1) as required by law or regulation, or to respond to governmental inquiries, or in accordance with applicable professional standards or rules, or in connection with litigation or arbitration pertaining hereto; (2) to the extent such information (i) is or becomes publicly available other than as the result of a disclosure in breach hereof, (ii) becomes available to the Firm on a nonconfidential basis from a source that the Firm believes is not prohibited from disclosing such information to the Firm, or (iii) is already known by the Firm without any obligation of confidentiality with respect thereto; (3) to contractors providing administrative, infrastructure, and other support services to the Firm and subcontractors providing services in connection with this engagement, in each case, whether located within or outside of the United States, provided that such contractors and subcontractors have agreed to be bound by confidentiality obligations related to Commission Information; or (4) as otherwise permitted under this Agreement. This paragraph replaces and supersedes any prior confidentiality or non-disclosure agreements entered into by the Firm or its affiliates with respect to Commission Information.

## **Data Privacy and Security**

To the extent the Services require the Firm to receive personal data or personal information from Commission, the Firm may process, and engage subcontractors to assist with processing, any personal data or personal information, as those terms are defined in applicable privacy laws, and such processing shall be in accordance with the requirements of the applicable privacy laws relevant to the processing in providing Services hereunder, including Services performed to meet the business purposes of the Commission, such as the Firm's tax, advisory, and other consulting services. Applicable privacy laws may include any local, state, federal or international laws, standards, guidelines, policies or regulations governing the collection, use, disclosure, sharing or other processing of personal data or personal information with which the Firm or its clients must comply. Such privacy laws may include (i) the EU General Data Protection Regulation 2016/679 (GDPR); (ii) the California Consumer Privacy Act of 2018 (CCPA); and/or (iii) other laws regulating marketing communications, requiring security breach notification, imposing minimum security requirements, requiring the secure disposal of records, and other similar requirements applicable to the processing of personal data or personal information. The Firm is acting as a Service Provider/Data Processor, as those terms are defined respectively under the CCPA/GDPR, in relation to Commission personal data and personal information. As a Service Provider/Data Processor processing personal data or personal information on behalf of Commission, the Firm shall, unless otherwise permitted by applicable privacy law, (a) follow Commission instructions; (b) not sell personal data or personal information collected from the Commission or share the personal data or personal information for purposes of targeted advertising; (c) process personal data or personal information solely for purposes related to the Commission's engagement and not for the Firm's own commercial purposes; and (d) cooperate with and provide reasonable assistance to Commission to ensure compliance with applicable privacy laws. Commission is responsible for notifying the Firm of any applicable privacy laws the personal data or personal information provided to the Firm is subject to, and Commission represents and warrants it has all necessary authority (including any legally required consent from individuals) to transfer such information and authorize the Firm to process such information in connection with the Services described herein. Commission further understands the Firm, Baker Tilly Advisory Group, LP and Moss Adams Advisory Group, LP and their affiliated entities (collectively, the "Firm Entities") may co-process Commission data as necessary to perform the Services, pursuant to the alternative practice structure in place among the entities, and by executing this Agreement, you hereby consent to the sharing of Commission data, Commission files, workpapers and work product with such Firm Entities. Baker Tilly Advisory Group, LP maintains custody of client files for the Firm. The Firm Entities are bound by the same confidentiality obligations as the Firm. The Firm is responsible for notifying Commission if the Firm becomes aware that it can no longer comply with any applicable privacy law and, upon such notice, shall permit Commission to take reasonable and appropriate steps to remediate personal data or personal information processing. Commission agrees that the Firm Entities have the right to utilize Commission data to improve internal processes and procedures and to generate aggregated/de-identified data from the data provided by Commission to be used for the Firm Entities' business purposes and with the outputs owned by the Firm Entities. For clarity, the Firm Entities will only disclose aggregated/de-identified data in a form that does not identify Commission, Commission employees, or any other individual or business entity and that is stripped of all persistent identifiers. Commission is not responsible for the Firm Entities' use of aggregated/de-identified data.

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## **Subpoena or Other Release of Documents**

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### **Use of the Firm's Name**

The Users may not use any of the Firm's or its affiliates' names, trademarks, service marks or logos in connection with the services contemplated by this Agreement or otherwise without the prior written permission of the Firm, which permission may be withheld for any or no reason and may be subject to certain conditions.

### **Resolution of Disagreements**

In the unlikely event that differences concerning services, fees, this Agreement or any services subsequently provided to Commission by the Firm should arise ("Dispute(s)") that are not resolved by mutual agreement, both parties agree to attempt in good faith to settle the Dispute by mediation administered by the American Arbitration Association (AAA) under its mediation rules for professional accounting and related services disputes before resorting to litigation or any other dispute-resolution procedure. Each party shall bear their own expenses from mediation, and the parties shall share equally in the mediator's fees and expenses.

If mediation does not settle the Dispute, then the parties agree that the Dispute shall be settled by binding arbitration to be initiated by the party seeking damages or other permitted relief in any form (the "Claimant"). The arbitration proceeding shall take place in the city in which the Firm office providing the services in Dispute is located, unless the parties mutually agree to a different location. The proceeding shall be governed by the provisions of the Federal Arbitration Act (FAA) and will proceed in accordance with the Arbitration Rules for Professional Accounting and Related Disputes of the AAA (the "Rules") as amended and effective February 1, 2015, except that no prehearing discovery shall be permitted unless specifically authorized by the arbitrator. Any issue concerning the extent to which the Dispute is subject to arbitration, or concerning the applicability, interpretation, or enforceability of any of these procedures, shall be governed by the FAA and resolved by the arbitrators. The arbitration will be conducted before a panel of three (3) arbitrators, with experience in accounting and auditing matters or resolving accounting and auditing matters. In the thirty (30) days after the arbitration is initiated, the parties shall attempt to mutually agree on the three (3) arbitrators, including one arbitrator who will serve as chair of the panel, and all of whom may be selected from AAA, JAMS, the Center for Public Resources, or any other internationally or nationally-recognized organization mutually agreed upon by the parties. If the parties cannot agree on a panel of three (3) arbitrators within the thirty (30) day period, the three (3) arbitrators shall be selected according to Rules A-16(a) and (b) of the Rules except that the AAA shall send an identical list of fifteen (15) names to the parties to the arbitration. The arbitrator shall have no authority to award nonmonetary or equitable relief and will not have the right to award punitive damages or statutory awards. Furthermore, in no event shall the arbitrator have power to make an award that would be inconsistent with this Agreement or any amount that could not be made or imposed by a court deciding the matter in the same jurisdiction. The award of the arbitration shall be in writing and shall be accompanied by a well-reasoned opinion. The award issued by the arbitrator may be confirmed in a judgment by any federal or state court of competent jurisdiction. Discovery shall be permitted in arbitration only to the extent, if any, expressly authorized by the arbitrators upon a showing of substantial need. Each party shall be responsible for their own costs associated with the arbitration, except that the costs of the arbitrators shall be equally divided by the parties. Both parties agree and acknowledge that they are each giving up the right to have any Dispute heard in a court of law before a judge and a jury, as well as any appeal. The arbitration proceeding and all information disclosed during the arbitration shall be maintained as confidential, except as may be required for disclosure to professional or regulatory bodies or in a related confidential arbitration. The arbitrators shall apply the limitations period that would be applied by a court deciding the matter in the same jurisdiction, including the contractual limitations set forth in this Agreement, and shall have no power to decide the Dispute in any manner not consistent with such limitations period. The arbitrators shall be empowered to interpret the applicable statutes of limitations subject to the choice of law provision set forth herein.

However, in the event of a receivership or delinquency proceeding commenced against the Commission, the mediation or arbitration agreement may operate at the option of the Department of Justice or may be disavowed by the statutory receiver.

### **Limitations**

IN NO EVENT WILL EITHER PARTY BE LIABLE TO THE OTHER FOR ANY SPECIAL, INDIRECT, INCIDENTAL, OR CONSEQUENTIAL DAMAGES IN CONNECTION WITH OR OTHERWISE ARISING OUT OF THIS AGREEMENT, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR EXEMPLARY OR PUNITIVE DAMAGES ARISING OUT OF OR RELATED TO THIS AGREEMENT.

THE LIABILITY (INCLUDING ATTORNEY'S FEES AND ALL OTHER COSTS) OF THE FIRM AND ITS PRESENT OR FORMER PARTNERS, PRINCIPALS, AGENTS OR EMPLOYEES RELATED TO ANY CLAIM FOR DAMAGES RELATING TO THE SERVICES PERFORMED UNDER THIS AGREEMENT SHALL NOT EXCEED THE FEES PAID TO THE FIRM FOR THE PORTION OF THE WORK TO WHICH THE CLAIM RELATES, EXCEPT TO THE EXTENT FINALLY DETERMINED TO HAVE RESULTED FROM THE WILLFUL MISCONDUCT OR FRAUDULENT BEHAVIOR OF THE FIRM RELATING TO SUCH SERVICES. THIS LIMITATION OF LIABILITY IS INTENDED TO APPLY TO THE FULL EXTENT ALLOWED BY LAW, REGARDLESS OF THE GROUNDS OR NATURE OF ANY CLAIM ASSERTED, INCLUDING THE NEGLIGENCE OF EITHER PARTY.

EACH PARTY FURTHER AGREES THAT ANY LEGAL PROCEEDINGS ARISING OUT OF OR RELATED TO THIS AGREEMENT MUST BE COMMENCED WITHIN ONE (1) YEAR AFTER THE CAUSE OF ACTION ARISES.

### **Termination**

This Agreement may be terminated by either party, with or without cause, upon ten (10) days' written notice. In such event, we will stop providing services hereunder except on work, mutually agreed upon in writing, necessary to carry out such termination. In the event of termination: (a) you shall pay us for services provided and expenses incurred through the effective date of termination, (b) we will provide you with all finished reports that we have prepared pursuant to this Agreement, (c) neither party shall be liable to the other for any damages that occur as a result of our ceasing to render services.

### **Use of Nonlicensed Personnel**

Certain engagement personnel who are not licensed as certified public accountants may provide services during this engagement.

### **Hiring of Employees**

Any offer of employment to members of the engagement team prior to issuance of our report may impair our independence, and as a result, may result in our inability to complete the engagement and issue a report.

### **Regulatory Access to Documentation**

The documents created or incorporated into our documentation for this engagement are the property of the Firm and constitute confidential information. However, we may be requested to make certain engagement related documents available to regulatory agencies pursuant to authority given to them by law or regulation. If requested and in our opinion a response is required by law, access to such engagement related documents will be provided under the supervision of the Firm personnel. Furthermore, upon request, we may provide photocopies of selected engagement related documents to regulatory agencies. The regulatory agencies may intend, or decide, to distribute the photocopies or information contained therein to others, including other government agencies.

### **No Legal Advice Provided**

The services performed under this Agreement do not include the provision of legal advice and the Firm makes no representations regarding questions of legal interpretation. You should consult with your attorneys with respect to any legal matters or items that require legal interpretation under federal, state or other type of law or regulation.

### **Governing Law**

This Agreement shall be governed by and construed in accordance with the laws of the state of Illinois, without giving effect to the provisions relating to conflict of laws.

### **Alternative Practice Structure: Baker Tilly International**

Baker Tilly US, LLP and Baker Tilly Advisory Group, LP and its subsidiary entities provide professional services through an alternative practice structure in accordance with the AICPA Code of Professional Conduct and applicable laws, regulations and professional standards. Baker Tilly US, LLP is a licensed independent CPA firm that provides attest services to clients. Baker Tilly Advisory Group, LP and its subsidiary entities provide tax and business advisory services to their clients. Baker Tilly Advisory Group, LP and its subsidiary entities are not licensed CPA firms.

Baker Tilly Advisory Group, LP and its subsidiaries and Baker Tilly US, LLP, trading as Baker Tilly, are independent members of Baker Tilly International. Baker Tilly International Limited is an English company. Baker Tilly International provides no professional services to clients. Each member firm is a separate and independent legal entity and each describes itself as such. Baker Tilly Advisory Group, LP and Baker Tilly US, LLP are not Baker Tilly International's agents and do not have the authority to bind Baker Tilly International or act on Baker Tilly International's behalf. None of Baker Tilly International, Baker Tilly Advisory Group, LP, Baker Tilly US, LLP, nor any of the other member firms of Baker Tilly International has any liability for each other's acts or omissions. The name Baker Tilly and its associated logo is used under license from Baker Tilly International Limited.

## **SCHEDULE OF AGREED – UPON PROCEDURES**

### **Procedure 1:**

Obtain the Commission's written policies and procedures for expenditures and the *CDFA Accounting Guidelines and General Rules*, effective June 1, 2025. Obtain from the Commission a listing of all transactions recorded for the year ended October 31, 2025 to the following general ledger accounts: travel and lodging; meals and entertainment; employee use of program-owned vehicles; financial transactions between entities; and contracts. Select a random sample of sixty transactions and perform the following:

- For any transactions that were for the purchase of goods valued at or over \$5,000 request procurement records from the Commission and observe whether at least three bids were obtained by the Commission before selecting a vendor and report any exceptions. For any vendor selected by the Commission that is not the lowest bidder, request documentation from the Commission explaining the reasons for the acceptance of the chosen bid and report any exceptions.
- Request invoices for each transaction selection that resulted in a disbursement by the Commission and perform the following:
  - Agree the name of the addressee on the invoice to that of the Commission.
  - Agree date references on the face of the invoice to the period of November 1, 2024 through October 31, 2025.
  - Compare the code number for the budget account to the code number the transaction was recorded.
  - Agree the amount of the invoice to the amount paid per the disbursement.
  - For any invoices with handwritten or typewritten billheads observe whether the invoice was signed by the vendor or person furnishing the supplies or services.
  - Report on any exceptions.
- For all disbursements selected obtain the journal entries and supporting documentation (e.g. invoices). Review the support provided to determine if the disbursement was for lending, extensions of credit, or gifting to an individual, municipal, or other corporation and if it was, include the amount and description of the disbursement in the report on agreed-upon procedures.
- For any disbursements that include an itemization of alcohol perform the following:
  - Recalculate that total alcoholic charges for entertainment did not exceed \$30 per person.
  - Compare that alcoholic purchases by Commissioners while traveling did not exceed 2 beverages per meal and in total did not exceed reimbursable meal allowances as defined in subpart 1.5.1 of Section 6.0 of the Commission's Internal Control Policies and Procedures Revision Number 1.5 with an effective date of May 15, 2024.
  - Report on any exceptions.

- For any disbursements that resulted in the purchase of personalized mementos such as flowers or plaques agree totals did not exceed \$250 per occasion and compare the business purpose to that of an extraordinary event as defined in section 4.5 of the *CDFA Accounting Guidelines and General Rules*, effective June 1, 2025, and report on any exceptions.
- For any travel, entertainment, and related expense selection compare supporting documentation provided by the Commission to that permitted by Section V of the *CDFA Accounting Guidelines and General Rules*, effective June 1, 2025. Report any exceptions of charges exceeding limits as outlined in that Section, missing receipts, unauthorized transactions, or authorization that did not align with the levels outlined in that Section.

**Procedure 2:**

Inquire with Commission management whether the Commission owns or leases any vehicles. If so, compare that the values of personal use of Commission-owned or leased vehicles are reported as income as reported on the respective employee's W-2.

**Procedure 3:**

If Commission staff and office resources are also dedicated to managing other entities on behalf of assessment payers for the period of November 1, 2024 to October 31, 2025 perform the following:

- Inquire with Commission management of the identity and mission of each ancillary organization and include management's response in the report on agreed-upon procedures.
- Inquire of management if a separate general ledger of transactions has been used for the ancillary organization from the Commission's own marketing program records and include management's response in the report on agreed-upon procedures.
- Inquire with Commission management if a memorandum of understanding (MOU) exists between the marketing program and ancillary organizations to share administrative costs and include management's response in the report on agreed-upon procedures.
- Haphazardly select one financial transaction that was prorated between the two parties and recalculate the proration based on the terms of the memorandum of understanding.
- Inquire with Commission management whether there are conflicts of interest that exist between management and the ancillary organizations and include management's response in the report on agreed-upon procedures.

**Procedure 4:**

Obtain the Commission's policies and procedures for purchasing and contracts. Obtain from the Commission a list of contracts executed during the year ended October 31, 2025. Select a random sample of five contracts to note that contracts were made in accordance with the Accounting Guidelines for Contracts and Section IV, *Purchases and Invoices*, of the *CDFA Accounting Guidelines and General Rules*, effective June 1, 2025.

**Procedure 5:**

Obtain the Commission's adopted written policies and procedures for contracts and note in our report on the application of agreed-upon procedures if such policy exists as required by *CDFA Accounting Guidelines and General Rules*, effective June 1, 2025.



## **COMMITTEE ACTION**

### **ITEM 4.d: TERMS FOR LINE OF CREDIT**

#### **SUMMARY:**

CAC has maintained access to a line of credit for more than twenty years, which most recently was secured for \$3 million. During the recent transition from BMO Bank to Western Alliance Bank, the term of CAC's existing line of credit with BMO matured and was not extended. As part of the annual budgeting process, management prepares cash flow and ending reserves projections for each fiscal year based on CAC's historical cash flow pattern and projected timing of crop volume and corresponding revenue. While the current 2024-25 reserves balance and cash flow projections for 2025-26 do not indicate a need for the line of credit to be utilized, often times it is easier to secure a line of credit when it is not needed. CAC has received proposed line of credit terms from Western Alliance Bank, a summary of which can be found under the fiscal analysis below. Additional details will be provided during the Committee meeting. at a rate of Secured Overnight Financing Rate (SOFR) + 3.25% for

#### **FISCAL ANALYSIS:**

- Rate of Secured Overnight Financing Rate (SOFR) + 3.25%. WAB's standard "unused" fee has been eliminated, in light of the deposits CAC keeps with the bank. Upfront/origination fees of 30 bps (\$9k) would be required for a two-year commitment, i.e. 15bps per year.

#### **COMMITTEE OPTIONS:**

- Recommend the CAC Board accept the Western Alliance Bank line of credit terms
- Request revised terms from Western Alliance Bank
- Direct management to seek additional line of credit options

#### **STAFF RECOMMENDATION:**

- Management recommends that CAC secure a line of credit as a matter of prudent business practice, however defers to the Committee's judgment on the terms proposed by Western Alliance Bank

#### **EXHIBITS / ATTACHMENTS:**

- N/A





## COMMITTEE INFORMATION

### **ITEM 4.e:**      **REVIEW OF RESERVES POLICY**

#### **SUMMARY:**

CAC's current Policy on Cash Reserves Balance (Reserves Policy) was approved by the Board of Directors at the March 17, 2016 meeting and authority was delegated by the Board to the Finance Committee to review and adjust annually in conjunction with consideration and approval of the annual budget.

The reserve balance is intended to provide funding for organizational costs from the beginning of the fiscal year to first receipts of sizable assessment revenue. Additionally, the reserve balance can be utilized for unforeseen opportunities that arise during the year, to mitigate the imprecise nature of production estimates made prior to the start of a season, which directly affects revenue projections, to respond to crises that may occur during the year, and to avoid utilizing borrowed funds.

CAC's Reserves Policy has a targeted minimum fiscal year-end reserve balance equal to six months of average operating costs, or an amount not less than five million dollars. Upon review of the 2025-26 cash flow projections, management believes the current policy provides sufficient reserves throughout the year and therefore no revision to the policy is recommended.

#### **FISCAL ANALYSIS:**

- Not applicable

#### **COMMITTEE OPTIONS:**

- Revise the CAC Reserves Policy
- Take no action

#### **STAFF RECOMMENDATION:**

- Take no action, maintaining CAC's existing Reserves Policy

#### **EXHIBITS / ATTACHMENTS:**

- CAC Reserves Policy, Approved 3-17-2016

### **POLICY ON CASH RESERVES BALANCE**

The purpose of the California Avocado Commission's Reserves Policy is to ensure the stability of the mission, programs, and ongoing operations of the organization. It is intended to provide a source of internal funds to support organizational priorities included within strategic and operational plans.

The target minimum fiscal year-end Operating Reserve balance is equal to six months of average operating costs, or an amount not less than five million dollars. The calculation of average monthly operating costs includes all recurring expenses such as administrative and contracted professional services, and also incorporates estimated Marketing program expenses and research project costs.

The Reserve balance is intended to provide funding for organizational costs from the beginning of the fiscal year to first receipts of assessment revenue. Additionally, the reserve balance can be utilized for unforeseen opportunities that arise during the year, to mitigate the imprecise nature of production estimates made prior to the start of a season, which directly affects revenue projections, to respond to crises that may occur during the year, and to avoid utilizing borrowed funds from the line of credit.

The amount of the Operating Reserve target minimum will be adjusted each year in conjunction with approval of the annual budget and will be reviewed by the Finance Committee and Board of Directors.