

**CALIFORNIA AVOCADO COMMISSION  
2022-23 PROJECTION & BUDGET  
WITH COMPARISON TO 2021-22**

ACCT CODE	REVENUES:	2022-23		2021-22		2022-23 vs. 2021-22		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
40001	CAC Assessment Revenue	\$4,935,938	46.9%	\$6,398,438	48.8%	(\$1,462,500)	-22.86%	Assessment rate 1.50%, crop size 250 MM lbs, price \$1.35
40011	HAB 85% Rebate Assessment Revenue	\$4,940,625	47.0%	\$5,928,750	45.2%	(\$988,125)	-16.67%	
	<b>Subtotal Assessment Revenues</b>	<b>\$9,876,563</b>	<b>93.9%</b>	<b>\$12,327,188</b>	<b>94.0%</b>	<b>(\$2,450,625)</b>	<b>-19.88%</b>	
42001	Administration & Accounting Fee Revenue (AIP)	\$61,000	0.6%	\$61,000	0.5%	\$0	0.00%	
46010	Grant Funding	\$400,000	3.8%	\$475,000	3.6%	(\$75,000)	-15.79%	
48001	Interest Income	\$15,000	0.1%	\$15,000	0.1%	\$0	0.00%	
48009	From the Grove Income	\$70,000	0.7%	\$65,000	0.5%	\$5,000	7.69%	
48003	Other Income	\$93,750	0.9%	\$112,500	0.9%	(\$18,750)	-16.67%	
47000	California Avocado Merchandise Shop Income	\$1,000	0.0%	\$53,621	0.4%	(\$52,621)	-98.14%	
	<b>Subtotal Other Revenues</b>	<b>\$640,750</b>	<b>6.1%</b>	<b>\$782,121</b>	<b>6.0%</b>	<b>(\$141,371)</b>	<b>-18.08%</b>	
	<b>Total Revenues</b>	<b>\$10,517,313</b>	<b>100.0%</b>	<b>\$13,109,309</b>	<b>100.0%</b>	<b>(\$2,591,996)</b>	<b>-19.77%</b>	

  

ACCT CODE	EXPENDITURES: Marketing Programs	2022-23		2021-22		2022-23 vs. 2021-22		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
51000 & 55000	Consumer Marketing	\$4,736,549	33.7%	\$5,375,000	35.7%	(\$638,451)	-11.88%	
54000	Consumer Public Relations	\$440,500	3.1%	\$785,000	5.2%	(\$344,500)	-43.89%	
54000	Consumer/Trade Living Well	\$88,430	0.6%	\$145,000	1.0%	(\$56,570)	-39.01%	
52000	Merchandising	\$2,416,646	17.2%	\$2,194,035	14.6%	\$222,611	10.15%	
53000	Foodservice	\$725,000	5.2%	\$772,500	5.1%	(\$47,500)	-6.15%	
59000	Marketing Activities Support	\$182,875	1.3%	\$112,500	0.7%	\$70,375	62.56%	
57000	California Avocado Merchandise Shop	\$10,000	0.1%	\$147,330	1.0%	(\$137,330)	-93.21%	
	<b>Subtotal Marketing Programs</b>	<b>\$8,600,000</b>	<b>61.2%</b>	<b>\$9,531,365</b>	<b>63.3%</b>	<b>(\$931,365)</b>	<b>-9.77%</b>	
	<b>EXPENDITURES: Non-Marketing Programs</b>							
64000 & 65000	Industry Affairs & Production Research	\$1,587,060	11.3%	\$1,465,412	9.7%	\$121,648	8.30%	
66010	Grant Programs	\$400,000	2.8%	\$475,000	3.2%	(\$75,000)	-15.79%	
70000	Administration	\$3,466,160	24.7%	\$3,577,725	23.8%	(\$111,565)	-3.12%	
	<b>Subtotal Non-Marketing Programs</b>	<b>\$5,453,220</b>	<b>38.8%</b>	<b>\$5,518,137</b>	<b>36.7%</b>	<b>(\$64,917)</b>	<b>-1.18%</b>	
	<b>Total Expenditures</b>	<b>\$14,053,220</b>	<b>100.0%</b>	<b>\$15,049,502</b>	<b>100.0%</b>	<b>(\$996,282)</b>	<b>-6.62%</b>	
	<b>Excess Of Revenues Over (Under) Expenditures</b>	<b>(\$3,535,908)</b>	<b>-33.6%</b>	<b>(\$1,940,194)</b>	<b>-14.8%</b>	<b>(\$1,595,714)</b>	<b>82.25%</b>	
	<b>Estimated Beginning Reserves - Nov. 1</b>	<b>\$10,922,229</b>		<b>\$10,412,422</b>		<b>\$509,807</b>	<b>4.90%</b>	
	<i>Estimated 2021-22 Revenue Surplus based on Actual Price/LB</i>			<i>\$1,400,000</i>				
	<i>Estimated 2021-22 Unspent Funds Returned to Reserves</i>			<i>\$1,050,000</i>				
	<b>Estimated Ending Reserves - Oct. 31</b>	<b>\$7,386,321</b>		<b>\$10,922,229</b>		<b>(\$3,535,908)</b>	<b>-32.37%</b>	

**CALIFORNIA AVOCADO COMMISSION  
2022-23 PROJECTION & BUDGET  
WITH COMPARISON TO 2021-22**

**Department: Marketing**

ACCT CODE	DEPT/ ACTIVITY	2022-23		2021-22		2022-23 vs. 2021-22		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
	<b><u>Consumer Marketing:</u></b>							
51001	Media	\$2,900,000	33.7%	\$3,200,000	33.6%	(\$300,000)	-9.38%	
51002	Production	\$125,000	1.5%	\$197,305	2.1%	(\$72,305)	-36.65%	
55XXX	Online Marketing	\$349,750	4.1%	\$411,890	4.3%	(\$62,140)	-15.09%	
51801 & 57002	Program Administration	\$1,361,799	15.8%	\$1,565,805	16.4%	(\$204,006)	-13.03%	
	<b>Consumer Marketing Subtotal</b>	<b>\$4,736,549</b>	<b>55.1%</b>	<b>\$5,375,000</b>	<b>56.4%</b>	<b>(\$638,451)</b>	<b>-11.88%</b>	
	<b><u>Consumer Public Relations:</u></b>							
5400X & 5420X	Brand Advocates	\$115,000	1.3%	\$339,800	3.6%	(\$224,800)	-66.16%	
5400X & 541XX	Public Relations	\$225,000	2.6%	\$321,700	3.4%	(\$96,700)	-30.06%	
5480X	Program Administration	\$100,500	1.2%	\$123,500	1.3%	(\$23,000)	-18.62%	
	<b>Consumer Public Relations Subtotal</b>	<b>\$440,500</b>	<b>5.1%</b>	<b>\$785,000</b>	<b>8.2%</b>	<b>(\$344,500)</b>	<b>-43.89%</b>	
	<b><u>Consumer/Trade Living Well:</u></b>							
54206	Living Well Brand Advocates	\$78,430	0.9%	\$113,700	1.2%	(\$35,270)	-31.02%	
54201	Industry Partnerships	\$0	0.0%	\$21,300	0.2%	(\$21,300)	-100.00%	
54802	Program Administration	\$10,000	0.1%	\$10,000	0.1%	\$0	0.00%	
	<b>Consumer/Trade Living Well Subtotal</b>	<b>\$88,430</b>	<b>1.0%</b>	<b>\$145,000</b>	<b>1.5%</b>	<b>(\$56,570)</b>	<b>-39.01%</b>	
	<b><u>Trade - Retail:</u></b>							
520XX	Trade Relations	\$946,530	11.0%	\$1,001,500	10.5%	(\$54,970)	-5.49%	
521XX & 523XX	Retail & Consumer Promotions	\$1,107,916	12.9%	\$813,835	8.5%	\$294,081	36.14%	
522XX	Data, Research & Analysis	\$288,700	3.4%	\$293,700	3.1%	(\$5,000)	-1.70%	
524XX	Administration & Other	\$73,500	0.9%	\$85,000	0.9%	(\$11,500)	-13.53%	
	<b>Trade - Retail Subtotal</b>	<b>\$2,416,646</b>	<b>28.1%</b>	<b>\$2,194,035</b>	<b>23.0%</b>	<b>\$222,611</b>	<b>10.15%</b>	
	<b><u>Trade - Foodservice:</u></b>							
53001	Media	\$98,800	1.1%	\$79,300	0.8%	\$19,500	24.59%	
53101	Public Relations & Collateral Materials	\$63,500	0.7%	\$56,800	0.6%	\$6,700	11.80%	
53103	Foodservice Events	\$296,500	3.4%	\$279,700	2.9%	\$16,800	6.01%	
53104	Chain Promotions	\$210,200	2.4%	\$300,700	3.2%	(\$90,500)	-30.10%	
53105	Education Programs	\$2,000	0.0%	\$2,000	0.0%	\$0	0.00%	
5380X	Program Administration	\$54,000	0.6%	\$54,000	0.6%	\$0	0.00%	
	<b>Trade - Foodservice Subtotal</b>	<b>\$725,000</b>	<b>8.4%</b>	<b>\$772,500</b>	<b>8.1%</b>	<b>(\$47,500)</b>	<b>-6.15%</b>	
	<b><u>Marketing Activities Support:</u></b>							
51803	Marketing Planning	\$157,875	1.8%	\$87,500	0.9%	\$70,375	80.43%	
51003	Buy California Marketing Agreement	\$25,000	0.3%	\$25,000	0.3%	\$0	0.00%	
	<b>Marketing Activities Support Subtotal</b>	<b>\$182,875</b>	<b>2.1%</b>	<b>\$112,500</b>	<b>1.2%</b>	<b>\$70,375</b>	<b>62.56%</b>	
	<b><u>California Avocado Merchandise Shop:</u></b>							
57XXX	Cost of Goods Sold	\$1,000	0.0%	\$13,000	0.1%	(\$12,000)	-92.31%	
577XX & 57900	Expenses - Variable	\$0	0.0%	\$19,275	0.2%	(\$19,275)	-100.00%	
5780X	Expenses - Fees	\$9,000	0.1%	\$115,055	1.2%	(\$106,055)	-92.18%	
	<b>California Avocado Merchandise Shop Subtotal</b>	<b>\$10,000</b>	<b>0.1%</b>	<b>\$147,330</b>	<b>1.5%</b>	<b>(\$137,330)</b>	<b>-93.21%</b>	
	<b>Total Marketing</b>	<b>\$8,600,000</b>	<b>100.0%</b>	<b>\$9,531,365</b>	<b>100.0%</b>	<b>(\$931,365)</b>	<b>-9.77%</b>	

**CALIFORNIA AVOCADO COMMISSION  
2022-23 PROJECTION & BUDGET  
WITH COMPARISON TO 2021-22**

Department: Industry Affairs & Production Research

ACCT CODE	DEPT/ ACTIVITY	2022-23		2021-22		2022-23 vs. 2021-22		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
	<b><u>Industry Statistics And Information:</u></b>							
64001	AMRIC Operation	\$28,000	2.2%	\$86,500	7.7%	(\$58,500)	-67.63%	
64002	Crop Forecasting and Analysis	\$124,500	9.6%	\$145,000	13.0%	(\$20,500)	-14.14%	
64003	Grower Database	\$3,000	0.2%	\$5,000	0.4%	(\$2,000)	-40.00%	
64004	Grove Identification GIS Project Development	\$17,750	1.4%	\$20,000	1.8%	(\$2,250)	-11.25%	
	<b>Industry Statistics And Information Subtotal</b>	<b>\$173,250</b>	<b>13.3%</b>	<b>\$256,500</b>	<b>22.9%</b>	<b>(\$83,250)</b>	<b>-32.46%</b>	
	<b><u>Grower Communications:</u></b>							
64105	Online Information	\$46,000	3.5%	\$46,000	4.1%	\$0	0.00%	
64106	Publications	\$112,000	8.6%	\$104,000	9.3%	\$8,000	7.69%	
64107	Annual Meeting	\$20,000	1.5%	\$20,000	1.8%	\$0	0.00%	
64108	Annual Report	\$15,000	1.2%	\$12,000	1.1%	\$3,000	25.00%	
	<b>Grower Communications Subtotal</b>	<b>\$193,000</b>	<b>14.8%</b>	<b>\$182,000</b>	<b>16.3%</b>	<b>\$11,000</b>	<b>6.04%</b>	
	<b><u>Issues Management:</u></b>							
64201	Water Issues	\$100,000	7.7%	\$25,000	2.2%	\$75,000	300.00%	
64202	Field/Technical Support	\$65,000	5.0%	\$65,000	5.8%	\$0	0.00%	
64204	Research Program Coordination & Outreach	\$135,000	10.4%	\$120,000	10.7%	\$15,000	12.50%	
64206	Legislative & Regulatory Advocacy	\$125,000	9.6%	\$125,000	11.2%	\$0	0.00%	
64208	Product Registrations	\$4,000	0.3%	\$4,000	0.4%	\$0	0.00%	
64211	Sustainability Project	\$150,000	11.5%	\$50,000	4.5%	\$100,000	200.00%	
	<b>Issues Management Subtotal</b>	<b>\$579,000</b>	<b>44.5%</b>	<b>\$389,000</b>	<b>34.8%</b>	<b>\$190,000</b>	<b>48.84%</b>	
	<b><u>Legal/Governance:</u></b>							
64301	Elections	\$10,000	0.8%	\$10,000	0.9%	\$0	0.00%	
64302	Legal Support	\$40,000	3.1%	\$40,000	3.6%	\$0	0.00%	
64303	Governance Support	\$55,000	4.2%	\$20,000	1.8%	\$35,000	175.00%	
	<b>Legal/Governance Subtotal</b>	<b>\$105,000</b>	<b>8.1%</b>	<b>\$70,000</b>	<b>6.3%</b>	<b>\$35,000</b>	<b>50.00%</b>	
	<b><u>Demonstration Grove:</u></b>							
64401	Pine Tree - Rent	\$17,008	1.3%	\$24,384	2.2%	(\$7,376)	-30.25%	
64402	Pine Tree - Grove Management	\$30,000	2.3%	\$40,000	3.6%	(\$10,000)	-25.00%	
64403	Pine Tree - Utilities	\$3,600	0.3%	\$5,400	0.5%	(\$1,800)	-33.33%	
64404	Pine Tree - Property Tax & Insurance	\$1,680	0.1%	\$2,500	0.2%	(\$820)	-32.80%	
64405	Pine Tree - Improvements & Misc Expenses	\$5,000	0.4%	\$5,000	0.4%	\$0	0.00%	
64406 - 64409	Pine Tree - Harvesting, Hauling, CAC & HAB Asses	\$16,813	1.3%	\$20,919	1.9%	(\$4,106)	-19.63%	
	<b>Demonstration Grove Subtotal</b>	<b>\$74,101</b>	<b>5.7%</b>	<b>\$98,203</b>	<b>8.8%</b>	<b>(\$24,102)</b>	<b>-24.54%</b>	
	<b><u>Education &amp; Outreach:</u></b>							
64501	Field Meetings, Seminars & Workshops	\$23,500	1.8%	\$23,500	2.1%	\$0	0.00%	
64502	Pine Tree Ranch Field Days	\$2,000	0.2%	\$2,000	0.2%	\$0	0.00%	
64503	Grower Outreach	\$13,500	1.0%	\$13,500	1.2%	\$0	0.00%	
	<b>Education &amp; Outreach Subtotal</b>	<b>\$39,000</b>	<b>3.0%</b>	<b>\$39,000</b>	<b>3.5%</b>	<b>\$0</b>	<b>0.00%</b>	
	<b><u>Other:</u></b>							
64801	Dues, Sponsorships, & Reports	\$42,600	3.3%	\$20,000	1.8%	\$22,600	113.00%	
64802	Grant Writing	\$2,500	0.2%	\$2,500	0.2%	\$0	0.00%	
64803	Travel	\$75,000	5.8%	\$40,000	3.6%	\$35,000	87.50%	
64804	Office Expense	\$13,000	1.0%	\$16,500	1.5%	(\$3,500)	-21.21%	
64805	Committee Meeting Expense	\$5,000	0.4%	\$5,000	0.4%	\$0	0.00%	
	<b>Other Industry Affairs Subtotal</b>	<b>\$138,100</b>	<b>10.6%</b>	<b>\$84,000</b>	<b>7.5%</b>	<b>\$54,100</b>	<b>64.40%</b>	
	<b>Total Industry Affairs</b>	<b>\$1,301,451</b>	<b>100.0%</b>	<b>\$1,118,703</b>	<b>100.0%</b>	<b>\$182,748</b>	<b>16.34%</b>	

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**Department: Industry Affairs & Production Research**

ACCT CODE	DEPT/ ACTIVITY	2022-23		2021-22		2022-23 vs. 2021-22		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
	<b><u>Pest &amp; Disease Projects:</u></b>							
65127	Phenology of Avocado Infection by Botryosphaeria I	\$0	0.0%	\$0	0.0%	\$0	100.00%	
65129	Proactive Management of Avocado Seed and Stem	\$0	0.0%	\$50,000	14.4%	(\$50,000)	-100.00%	
65131	Phenology and ecology of avocado lace bug in Sou	\$76,074	26.6%	\$50,845	14.7%	\$25,229	49.62%	
	<b>Pest &amp; Disease Project Subtotal</b>	<b>\$76,074</b>	<b>26.6%</b>	<b>\$100,845</b>	<b>29.1%</b>	<b>(\$24,771)</b>	<b>-24.56%</b>	
	<b><u>Breeding, Varieties, Genetics Projects:</u></b>							
65215	Commercial-Scale Field Testing and Potential Rele:	\$89,628	31.4%	\$135,000	38.9%	(\$45,372)	-33.61%	
	<b>Breeding, Varieties, Genetics Projects Subtotal</b>	<b>\$89,628</b>	<b>31.4%</b>	<b>\$135,000</b>	<b>38.9%</b>	<b>(\$45,372)</b>	<b>-33.61%</b>	
	<b><u>Cultural Management Projects:</u></b>							
65318	Opening Roads for Micropropagation of Avocado in	\$0	0.0%	\$0	0.0%	\$0	100.00%	
65319	Safety and Efficacy of Herbicides in Bearing Avocac	\$0	0.0%	\$10,864	3.1%	(\$10,864)	-100.00%	
65320	Gem Avocado Scarring Study	\$0	0.0%	\$0	0.0%	\$0	100.00%	
6532X	Chloride Mitigation Strategies	\$24,866	8.7%	\$75,000	21.6%	(\$50,134)	-66.85%	
6532X	Soil Microbial Community Enhancement	\$0	0.0%	\$25,000	7.2%	(\$25,000)	-100.00%	
6532X	Develop tools and info on crop water use	\$95,041	33.3%	\$0	0.0%	\$95,041	100.00%	
	<b>Cultural Management Projects Subtotal</b>	<b>\$119,907</b>	<b>42.0%</b>	<b>\$110,864</b>	<b>32.0%</b>	<b>\$9,043</b>	<b>8.16%</b>	
	<b>Total Production Research</b>	<b>\$285,609</b>	<b>100.0%</b>	<b>\$346,709</b>	<b>100.0%</b>	<b>(\$61,100)</b>	<b>-17.62%</b>	

**Department: Grant Programs**

ACCT CODE	DEPT/ ACTIVITY	2022-23		2021-22		2022-23 vs. 2021-22		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
66020-91	USDA Grant-FAS MAP South Korea	\$200,000	50.0%	\$200,000	42.1%	\$0	0.00%	
66021-92	USDA Grant-FAS MAP China	\$200,000	50.0%	\$275,000	57.9%	(\$75,000)	-27.27%	
	<b>Total Grant Programs</b>	<b>\$400,000</b>	<b>100.0%</b>	<b>\$475,000</b>	<b>100.0%</b>	<b>(\$75,000)</b>	<b>-15.79%</b>	

**CALIFORNIA AVOCADO COMMISSION  
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**Department: Administration**

ACCT CODE	DEPT/ ACTIVITY	2022-23		2021-22		2022-23 vs. 2021-22		COMMENT
		PROJECTION	%	AMENDMENT #1	%	INCREASE (DECREASE)	PERCENT CHANGE	
	<b><u>Office Expense:</u></b>							
71101 & 71102	Office Rent & Property Tax	\$146,295	4.2%	\$142,790	4.0%	\$3,505	2.45%	
71104	Offsite Storage	\$8,580	0.2%	\$7,137	0.2%	\$1,443	20.22%	
71111	Corporate Insurance	\$96,800	2.8%	\$98,050	2.7%	(\$1,250)	-1.27%	
71121 - 71123	Office Expense, Supplies & Janitorial	\$38,750	1.1%	\$38,835	1.1%	(\$85)	-0.22%	
71131	Utilities	\$16,600	0.5%	\$16,540	0.5%	\$60	0.36%	
71141	Bank & Payroll Fees	\$17,800	0.5%	\$15,860	0.4%	\$1,940	12.23%	
71151	Equipment Maintenance & Expense	\$28,800	0.8%	\$27,600	0.8%	\$1,200	4.35%	
71161 - 71181	Telephone, Cell Phone, Postage & Courier Service	\$28,050	0.8%	\$30,410	0.8%	(\$2,360)	-7.76%	
	<b>Office Expense Subtotal</b>	<b>\$381,675</b>	<b>11.0%</b>	<b>\$377,222</b>	<b>10.5%</b>	<b>\$4,453</b>	<b>1.18%</b>	
	<b><u>Professional Fees:</u></b>							
71201	CPA-Financial Audits	\$34,300	1.0%	\$31,500	0.9%	\$2,800	8.89%	
71203	CPA-Assessment Audits	\$28,270	0.8%	\$20,738	0.6%	\$7,532	36.32%	
71207	CDFA Fiscal and Compliance Audit	\$9,350	0.3%	\$8,715	0.2%	\$635	7.29%	
71211	CDFA Charges	\$81,960	2.4%	\$76,200	2.1%	\$5,760	7.56%	
71221	USDA-AMS Charges	\$60,000	1.7%	\$75,600	2.1%	(\$15,600)	-20.63%	
71231 - 71235	Legal & Other Professional	\$22,500	0.6%	\$5,000	0.1%	\$17,500	350.00%	
712XX	Outsourced Accounting	\$120,000	3.5%	\$0	0.0%	\$120,000	100.00%	
78301	Pension Admin & Legal	\$52,300	1.5%	\$52,300	1.5%	\$0	0.00%	
	<b>Professional Fees Subtotal</b>	<b>\$408,680</b>	<b>11.8%</b>	<b>\$270,053</b>	<b>7.5%</b>	<b>\$138,627</b>	<b>51.33%</b>	
	<b><u>Personnel Expenses:</u></b>							
71301	Salaries/Wages	\$1,695,670	48.9%	\$1,875,000	52.4%	(\$179,330)	-9.56%	
71311 - 71331	Pension, Payroll Tax & Benefits	\$595,710	17.2%	\$646,392	18.1%	(\$50,682)	-7.84%	
	<b>Personnel Expenses Subtotal</b>	<b>\$2,291,380</b>	<b>66.1%</b>	<b>\$2,521,392</b>	<b>70.5%</b>	<b>(\$230,012)</b>	<b>-9.12%</b>	
	<b><u>Commissioner Expenses:</u></b>							
71401	District Meetings & Expenses	\$5,000	0.1%	\$3,000	0.1%	\$2,000	66.67%	
71402 & 71403	Travel, Lodging, Mileage, Meals & Entertainment	\$76,425	2.2%	\$40,000	1.1%	\$36,425	91.06%	
71404	Board Meeting Expenses	\$31,000	0.9%	\$30,500	0.9%	\$500	1.64%	
714XX	HAB BOLD Participation	\$18,000	0.5%	\$0	0.0%	\$18,000	100.00%	
	<b>Commissioner Expenses Subtotal</b>	<b>\$130,425</b>	<b>3.8%</b>	<b>\$73,500</b>	<b>2.1%</b>	<b>\$56,925</b>	<b>77.45%</b>	
	<b><u>Information Technology:</u></b>							
73001 & 73002	Network Maint., Hardware, Software & Licenses	\$51,430	1.5%	\$48,610	1.4%	\$2,820	5.80%	
73003 & 73005	IT Support, Consulting & IT Service	\$55,710	1.6%	\$55,000	1.5%	\$710	1.29%	
73004	Accounting & Assessment System	\$8,850	0.3%	\$7,910	0.2%	\$940	11.88%	
	<b>Information Technology Subtotal</b>	<b>\$115,990</b>	<b>3.3%</b>	<b>\$111,520</b>	<b>3.1%</b>	<b>\$4,470</b>	<b>4.01%</b>	
	<b><u>Depreciation, Interest &amp; Other Admin:</u></b>							
78101	Admin Staff Travel	\$30,000	0.9%	\$9,000	0.3%	\$21,000	233.33%	
78201	Depreciation Expense	\$39,060	1.1%	\$46,463	1.3%	(\$7,403)	-15.93%	
78401 & 78501	Dues & Reg., Education, Training, Recruitment, Oth	\$43,950	1.3%	\$143,575	4.0%	(\$99,625)	-69.39%	
78601	Temporary Help	\$25,000	0.7%	\$25,000	0.7%	\$0	0.00%	
	<b>Depreciation, Interest &amp; Other Admin Subtotal</b>	<b>\$138,010</b>	<b>4.0%</b>	<b>\$224,038</b>	<b>6.3%</b>	<b>(\$86,028)</b>	<b>-38.40%</b>	
	<b>Total Administration</b>	<b>\$3,466,160</b>	<b>100.0%</b>	<b>\$3,577,725</b>	<b>100.0%</b>	<b>(\$111,565)</b>	<b>-3.12%</b>	