



AGENDA

California Avocado Commission Board of Directors Meeting

Meeting Information

Date: August 17, 2023

Time: 8:00 a.m.

Location: Hilton Pasadena
168 South Los Robles Ave.
Pasadena, CA 91101

Meeting materials will be posted online at least 24 hours prior to the meeting at:
<https://www.californiaavocadogrowers.com/commission/meeting-agendas-minutes>

Board Member and Alternate Attendance

Board members and alternates, please contact Cristina Wede, cwede@avocado.org or 949-341-1955, to confirm attendance no later than Wednesday, August 9, 2023.

Time	Item
8:00 a.m.	<ol style="list-style-type: none">1. Call to Order<ol style="list-style-type: none">a. Roll Call/Quorumb. Introductions2. Opportunity for Public Comment<p>Any person may address the Board at this time on any subject within the jurisdiction of the California Avocado Commission.</p>3. Consent Calendar<ol style="list-style-type: none">a. Consider approval of Board of Director's meeting minutes of June 8, 2023b. 2022-23 Financial and crop update4. Board Strategic Planning<ol style="list-style-type: none">a. CAC Management Report on Day 1 Breakout Group Discussionsb. Board Discussion - Key Learnings, Changes, New Ideas
10:15 a.m.	<ol style="list-style-type: none">5. Break - 15 Minutes

Time	Item
	6. 2023-24 Planning <ol style="list-style-type: none"> CAC Management Review of Priorities Proposed 2023-24 Objectives and Strategies 2023-24 Budget/Assessment Rate Discussion
	7. New/Other Business
12:30 p.m.	8. Adjourn Meeting

Disclosures

The times listed for each agenda item are estimated and subject to change. It is possible that some of the agenda items may not be able to be discussed prior to adjournment. Consequently, those items will be rescheduled to appear on a subsequent agenda. All meetings of the California Avocado Commission are open to the public and subject to the Bagley-Keene Open Meeting Act.

All agenda items are subject to discussion and possible action. For more information, or to make a request regarding a disability-related modification or accommodation for the meeting, please contact April Aymami at 949-341-1955, California Avocado Commission, 12 Mauchly, Suite L, Irvine, CA 92618, or via email at aaymami@avocado.org. Requests for disability-related modification or accommodation for the meeting should be made at least 48 hours prior to the meeting time. For individuals with sensory disabilities, this document is available in Braille, large print, audiocassette or computer disk. This meeting schedule notice and agenda is available on the internet at <https://www.californiaavocadogrowers.com/commission/meeting-agendas-minutes> and <http://it.cdfa.ca.gov/igov/postings/detail.aspx?type=Notices>.

If you have questions on the above agenda, please contact April Aymami at aaymami@avocado.org or 949-341-1955.

Summary Definition of Conflict of Interest

It is each member's and alternate's responsibility to determine whether they have a conflict of interest and whether they should excuse themselves from a particular discussion or vote during a meeting. To assist you in this evaluation, the following *Summary Definition of Conflict of Interest* may be helpful.

A Commission *member or employee* has a conflict of interest in a decision of the Commission if it is reasonably foreseeable that the decision will have a material effect, financial or otherwise, on the member or employee or a member of his or her immediate family that is distinguishable from its effect on all persons subject to the Commission's jurisdiction.

No Commission member or employee shall make, or participate in making, any decision in which he or she knows or should know he or she has a conflict of interest.

No Commission member or employee shall, in any way, use his or her position to influence any decision in which he or she knows or should know he or she has a conflict of interest.



BOARD ACTION

**ITEM 3.a: CONSIDER APPROVAL OF BOARD OF DIRECTORS' MEETING MINUTES
OF JUNE 8, 2023**

SUMMARY:

The minutes of the Board of Directors' regular meeting of June 8, 2023 are attached for the Board's review and approval.

FISCAL ANALYSIS:

- Not applicable

BOARD OPTIONS:

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

STAFF RECOMMENDATION:

- Approve minutes as presented

EXHIBITS / ATTACHMENTS:

- Minutes of the Board of Directors' regular meeting of June 8, 2023

**CALIFORNIA AVOCADO COMMISSION
BOARD MEETING MINUTES
June 8, 2023**

A meeting of the California Avocado Commission (CAC) Board was held on Thursday, June 8, 2023 with the following people present:

MEMBERS PRESENT

Gary Caloroso
Will Carleton
Jason Cole
John Cornell
Maureen Cottingham
Rob Grether
Jessica Hunter
Ohannes Karaoghlanian
Rachael Laenen
Daryn Miller
Michael Perricone
Peter Shore

ALTERNATES PRESENT

Connor Huser
Robert Jackson
Jamie Johnson
Hayden McIntyre
Jamie Shafer
Charley Wolk

MEMBERS ABSENT

None

ALTERNATES ABSENT

None

OFFICIALLY PRESENT

Laura Bertagnolli, *Signature Analytics*
Katie Cook, *USDA*
Brittany Ferrant, *MediaHub*
Ben Kardokus, *CDFA*
Kim Kurata, *Kurata Communications*
Matt Schraut, *Fusion*
George Soares, *Kahn, Soares & Conway*
Tim Spann, *Spann Ag*
Corinne Wood, *Moss Adams*

STAFF PRESENT

April Aymami
Zac Benedict
Angela Fraser
Ken Melban
Jeff Oberman
Terry Splane

GUESTS PRESENT

David Anderson
Carolyn Becker
Maddie Cook
David Cornell
Dan Coxe
Emiliano Escobedo
Kathleen Johnson
Danny Klittich
Gray Martin
Marji Morrow
Steven Muro
Jill Netzel
Doug O'Hara
Laura Paden
Barb Peirce
Lecia Rdzak
Joanne Robles-Swanson
Sarah Sackett
Samantha Schaitberger

ITEM #1 CALL TO ORDER

Roll Call/Quorum – Item 1.a.

Rob Grether, CAC chairman, called the meeting to order at 8:30 a.m. with a quorum present.

Introductions – Item 1.b.

April Aymami, CAC industry affairs director, announced the California Department of Food and Agriculture (CDFA) and US Department of Agriculture (USDA) representatives, CAC staff, legal counsel, agency personnel 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

David Cornell, an individual previously considered for CAC's public member position, commented that the Executive Committee was recommending only two members for the currently vacant position, and that he was not included. He stated that he had zero financial interest or any other business involvement in the avocado industry. Mr. Cornell commented that the Executive Committee believed he was not qualified for the position but asked the Board to reconsider his application.

On behalf of the Avocado Growers of California (AGC), District 2 grower Dan Coxe thanked CAC staff for their strong efforts to hear grower concerns and emphasized his position that CAC needed to continue to work hard to advocate for and engage with industry. He specifically noted

that CAC should research what could legally be done to curb the volume of imports coming from Mexico.

Joanne Robles-Swanson commented that the AGC was formed to address grower challenges and that the group wished to partner with CAC to address these issues. She specifically noted the desire to review the United States-Mexico-Canada Agreement and stated that the AGC also had ideas for marketing California avocados.

ITEM # 3 CONSENT CALENDAR

Mr. Grether introduced the consent calendar items and asked for questions or comments. With no comments on the consent calendar items, the following motion was put forward:

MOTION:

The CAC Board of Directors approves the Consent Calendar, Items 3.a through 3.e as presented.

(Cole/Perricone) MSC Unanimous

MOTION 23-6-8-1

The Consent Calendar is included in the June 2023 Board Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Items 3.a through 3.e.

ITEM #4 CONSIDER APPOINTMENT OF PRODUCER ALTERNATE MEMBERS TO FILL EXISTING VACANCIES FOR TERMS ENDING OCTOBER 31, 2023

Mr. Grether remarked that the Board was responsible for appointing individuals to fill the currently vacant Board positions and that in the past the Board had done this through an election process. He noted this could be done again, however in order to ensure the appointed individuals have majority support from the Board, as required by CAC law, he proposed clearly outlined election procedures, which was formalized in the following motion:

MOTION:

For each of the vacant Producer Alternate member seats in districts 3 and 4, the board shall appoint the candidate supported by a majority of the board in an election using the exhaustive ballot method, wherein if in a round of voting no candidate receives the majority of the votes, the candidate who has received the fewest number of votes shall be eliminated and the process shall be repeated. Votes call be cast using paper ballot or by direct message on Zoom to April Aymami.

(Laenen/Cottingham) MSC Unanimous

MOTION 23-6-8-2

District 3 Producer Alternate Member – Item 4.a.

Mr. Grether gave District 3 producer alternate candidates, Doug O'Hara and James Shafer, an opportunity to address the Board.

Mr. O'Hara referenced his candidate statement included in the Board packet, noting that he had previously served on the CAC Board as both chair and vice-chair, and felt that his experience could once again help the Commission.

Mr. Shafer provided an overview of his qualifications, noting he was a sixth-generation farmer with previous experience serving as a consultant in Washington D.C. for a firm specializing in emerging markets, and currently with a venture capital firm. He commented that he wanted to join the Board as a representative of the next generation of growers and assist in financial oversight.

Mr. Grether asked for additional nominations from the floor, and hearing none, an election for the District 3 producer alternate member seat was conducted with Doug O'Hara and James Shafer as declared candidates.

The election of District 3 candidates resulted in Mr. Shafer being declared the winner with eight votes; Mr. O'Hara received four votes. **MOTION 23-6-8-3**

District 4 Producer Alternate Member – Item 4.b.

Mr. Grether gave District 4 producer alternate candidate Hayden McIntyre an opportunity to address the Board.

Mr. McIntyre provided his background and experience in the avocado industry commenting that he brought broad representation of growing regions throughout California.

Mr. Grether asked for additional nominations from the floor, and hearing none, the following motion was offered:

MOTION:

***The CAC Board of Directors moves to appoint Hayden McIntyre as District 4 producer alternate member with term ending October 31, 2023.
(Caloroso/Perricone) MSC Unanimous*** **MOTION 23-6-8-4**

The District 3 and 4 Candidate Statements and Disclosure Forms are included in the June 2023 Board Packet and are attached to the permanent copy of these Minutes and identified as EXHIBIT A, Items 4.a and 4.b.

ITEM #5 CONSIDER RECOMMENDATION OF PUBLIC MEMBER TO FILL EXISTING VACANCY FOR TERM ENDING OCTOBER 31, 2024

Mr. Grether reported on the Public Member selection process, noting that work had been done to develop the selection process, advertise the availability of the public member position which resulted in the Executive Committee's review of interested individuals and subsequent recommendation of two individuals, Quinn Cotter and Maddie Cook, for the Board's consideration. He stated that both Ms. Cotter and Ms. Cook were attending the meeting and provided them opportunities to address the Board.

Ms. Cotter commented that she was from Ventura County and was currently working in food safety for a cooling company. She noted that she previously worked for Calavo as their food safety coordinator and had a desire to remain active in serving the agricultural industry and working with CAC. Ms. Cotter confirmed that she would be available to attend meetings in-person.

Ms. Cook stated that she was looking for opportunities to become further involved in the agricultural industry, noting that was involved with the Young Farmers & Ranchers in Fresno, as well as the County Farm Bureau. She commented that her employer, Tree Top, was very supportive of her filling the public member position on the CAC Board and that Tree Top did not have any present, or future, financial interest in the avocado industry.

Jason Cole, CAC treasurer and member of the Executive Committee, addressed comments made earlier by David Cornell during public comment. Mr. Cole stated that his remarks made during the Executive Committee review of public member candidates did not suggest that Mr. Cornell was unqualified, but rather that his experience in marketing did not add new expertise to the Board, as CAC had staff and agency personnel with this same experience.

The Board discussed Ms. Cotter and Ms. Cook with consensus that both individuals were qualified to serve as public members and would be of value to the organization. An inquiry of CDFA was made as to whether CAC could appoint both a public member and alternate public member, to which Ben Kardokus, CDFA representative, confirmed that CAC law stated that the Commission shall appoint an alternate public member.

MOTION:

The CAC Board of Directors moves to recommend to the California Department of Food and Agriculture the appointment of Quinn Cotter, as CAC public member, and Maddie Cook, as CAC alternate public member, with term ending October 31, 2024.

(Laenen/Carleton) MSC 8 Yea/1 Nay

MOTION 23-6-8-5

The Public Member Resume Submissions are included in the June 2023 Board Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 5.

ITEM #6 TREASURER'S REPORT

Consider Acceptance of 2021-22 Audited Financial Statements – Item 6.a.

Mr. Cole introduced Corinne Wood with Moss Adams, CAC's auditors, to present the results of the 2021-22 annual audit.

Ms. Wood presented an overview of the annual audit process and procedures, as well as a summary of the findings included in the report. She went into specific detail regarding the changes to the financial reports for the current year, noting that CAC had adopted and implemented GASB 87, which resulted in an entry to record lease assets and corresponding lease liabilities at October 31, 2022 and 2021 and a restatement to the 2021 financial statements for a cumulative effect of approximately \$6,000. She noted that Moss Adams did not find any material weaknesses or significant deficiencies and had issued an unmodified opinion as a result of their audit of the 2021-22 CAC financials.

MOTION:

The CAC Board of Directors moves to accept the 2021-22 Audited Financial Statements as presented.

(Hunter/Cole) MSC Unanimous

MOTION 23-6-8-6

The Draft Annual Financial Report for years ended October 31, 2022 and 2021 is included in the June 2023 Board Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 6.a.

The Moss Adams Audit Results Presentation is attached to the permanent copy of these Minutes and identified as EXHIBIT B.

Introduction of Signature Analytics – Item 6.b.

Ken Melban, CAC vice president of industry affairs and operations, introduced Laura Bertagnolli to provide an introduction and overview of CAC's new outsourced accounting firm, Signature Analytics.

Ms. Bertagnolli presented an overview of Signature Analytics, the team working on CAC's business and who they interact with on the CAC staff, a review of the first four months working with CAC and goals/tasks identified for the future. She also provided examples of the technology Signature Analytics utilized for project management, financial reporting and process documentation.

The Board discussed the financial reports included in the meeting materials, providing input on what type and format of reporting would be most appropriate and useful. It was confirmed that moving to an outsourced accounting structure had resulted in cost savings to CAC, while also strengthening the CAC team by having access to financial expertise at all levels.

The Signature Analytics Presentation is attached to the permanent copy of these Minutes as identified as Exhibit C.

Consider Approval of CAC Line of Credit – Item 6.c.

Mr. Cole referred to the write-up in the packet noting that CAC's existing line of credit was up for renewal and that the Board had directed management to work with the Finance Committee to secure a line of credit in the amount of \$3 million. CAC's current lender, Bank of the West, indicated that until the 2021-22 financial statements had been approved, they were not able to extend terms for the line of credit renewal, but that most likely CAC's current terms would be extended once again. He noted that the Finance Committee reviewed the terms of CAC's existing line of credit and directed management to confer with Signature Analytics on current credit line market norms, deferring further discussion and approval to the Board.

The Board discussed the current terms and a range of various rates provided by the Signature Analytics team. With the Bank of the West terms unable to be finalized at this time, the following motion was offered to allow management flexibility to secure a line of credit:

MOTION:

The CAC Board of Directors moves to authorize CAC management to secure a \$3 million line of credit with a rate not to exceed prime plus 1%.

(Cole/Perricone) MSC Unanimous

MOTION 23-6-8-7

The CAC Line of Credit Write-Up is included in the June 2023 Board Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 6.c.

Consider Finance Committee Recommendation on Corporate Insurance – Item 6.d.

Mr. Cole reported that the Committee had reviewed the schedule of corporate liability insurance policies as included in the Board Packet. Mr. Melban explained that CAC utilizes a third-party broker who takes each policy to market annually to identify the best carrier and rate. He noted that some of the current renewal premiums were slightly higher than the previous year, but lower than the approved budget. Mr. Cole stated that the Committee had deferred a recommendation on approval of the insurance schedule, pending further information on claims covered by the director and officers' policy, and that management had provided the requested information and the current policies were considered appropriate.

MOTION:

The CAC Board of Directors moves to approve the schedule of corporate insurance as presented.

(Hunter/Cottingham) MSC Unanimous

MOTION 23-6-8-8

The Schedule of Corporate Insurance is included in the June 2023 Board Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 6.d.

ITEM #7 2023-24 PLANNING

2022-23 Forecast Revenue and Ending Reserves – Item 7.a.

Mr. Grether reported that management had been tracking revenues and ending reserve projections in light of the lower-than-expected crop value. He noted that CAC was currently not

anticipating a detrimental impact to the ending reserve balance, but management would continue monitoring throughout the season should conditions worsen.

Board discussion turned to market conditions and U.S. supply and demand. There was concern about the volume of imported fruit continuing to put downward pressure on market pricing. Suggestions were made that CAC should look at ways to increase sales at retail, explore possible trade remedies and grow markets outside of the U.S. to relieve the pressure on the U.S. market.

Review and Discussion of CAC Priorities, Objectives and Strategies – Item 7.b.

Jeff Oberman, CAC president, provided an overview of the CAC planning process, noting that management had already begun meeting to review the existing business plan and potential changes for the coming year. Terry Splane, CAC vice president of marketing, Mr. Melban and Ms. Aymami presented objectives for Marketing, Industry Affairs and Research/Outreach, while Mr. Oberman presented new objectives for Organization and Resources. Thorough Board discussion ensued for each program area, with the following noted:

Marketing

- Have metrics for the number of meetings/touch points with retailers.
- Current CAC objective to retain or increase awareness should be reworded to “retain and increase.”
- Reword CAC objectives to include grower viability.
- Concern that nothing can be done to curb imports and that CAC will be unable to market their way out of the current problems growers are facing.

Industry Affairs

- CAC should be networking and building relationships at HAB and other industry meetings.
- Consensus to form a task force to identify and recommend potential pathways to support grower viability, including analysis of likelihood for success and potential costs.

Research and Outreach

- Support for additions to the existing objectives that would elevate the importance of grower-driven projects and education.

Organization and Resources

- Desire to have metrics and measurable deliverables to evaluate the effectiveness of all of CAC's programs.

Mr. Grether commended the Board on the thoughtful discussion and suggested that while the organization had been focused on governance in recent years, they should now engage in more of this type of strategic planning for the future.

The *2023-2024 CAC Planning Presentation* is attached to the permanent copy of these Minutes as identified as Exhibit D.

ITEM #8 MARKETING

Mr. Splane provided an overview of CAC's efforts to incorporate the California sustainability story into CAC's messaging, using an example of how approved talking points on sustainability had been used by the Today Show in a recent piece showcasing a local organic California avocado grower.

Business Impact of Bagged Avocados – Item 8.a.

Matt Schraut of Fusion Marketing presented information and statistics on bagged avocado sales drivers, including insights on trends and behaviors that led to growth during the California avocado season. A key takeaway from the data indicated that bagged avocados generated greater value for retailer total market basket. Mr. Schraut suggested that action items from these results should be focused on educating retailers and handlers on the opportunities that exist with bagged avocados and developing collaborative sales strategies to capitalize on these opportunities.

The **Bagged Avocado Sales Drivers Presentation** is attached to the permanent copy of these Minutes as identified as Exhibit E.

ITEM #9 INDUSTRY AFFAIRS

Request for CAC to Publicly Support Rainbow/Fallbrook Water Agency's Application to Change Water Suppliers and Oppose AB530 – Item 9.a.

Mr. Melban reported that CAC had received a request from growers within the Rainbow and Fallbrook water districts to come out publicly in support of their efforts to change water suppliers. Due to the time sensitive nature of this request, and need for action prior to a Local Agency Formation Commission meeting where a vote was scheduled to take place, the issue was brought to the May 31, 2023 Executive Committee meeting, where the Committee voted to issue a letter publicly supporting the Rainbow and Fallbrook change in water suppliers. In addition, the Committee also approved CAC writing another letter opposing proposed legislation (AB530) that would seek to undermine the Rainbow/Fallbrook detachment by requiring a vote of all customers within the territory of the county water authority to approve this change in water suppliers.

Mr. Melban noted that he had submitted the letter of support at the San Diego County LAFCO meeting on June 5, 2023, where the LAFCO Board directed their staff to revisit the potential cost of \$24 million to members detaching and come with a recommendation at their next meeting. He also noted that while AB530 had been scrapped, the author was currently looking for another pathway and CAC would be monitoring this issue closely.

Request for CAC to Write a Letter Opposing the BL516 Royalty Structure – Item 9.b.

Mr. Melban stated that he had received a request from CAC Board member John Cornell to write a letter to the University of California opposing the proposed royalty structure for a new cultivar, BL516, as it would result in significant expense to California growers who already invested in the development of the variety through CAC's decades-long financial support of the UC breeding program.

The Board reviewed the letter and Mr. Cornell asked that a sentence be added that calls out the specific financial impact of the proposed royalty structure which would result in royalties a hundred times high than those currently paid.

MOTION:

The CAC Board of Directors moves to approve the letter opposing the BL516 royalty structure.

(Cole/Hunter) MSC Unanimous

MOTION 23-6-8-9

The **Letter Opposing the BL516 Royalty Structure** is included in the June 2023 Board Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 9.b.

ITEM #10 PRODUCTION RESEARCH

Report of May 26, 2023 Production Research Committee Meeting – Item 10.a

Consider Approval of PRC Recommendation on Pine Tree Ranch Lease Renewal – Item 10.b.

Consider Approval of PRC Recommendation on Avocado Branch Canker Research Proposal – Item 10.c.

Dr. Tim Spann, CAC research program consultant, provided a brief overview of the recent Production Research Committee meeting, going into detail of the Committee's recommendations regarding the Pine Tree Ranch lease renewal and avocado branch canker projects.

For the Board's consideration, Dr. Spann presented the PRC's recommendation on the Pine Tree Ranch lease renewal – to accept Cal Poly's proposed terms – 5% the first year, followed by 4% each of the remaining four years, with the addition of a clause in the lease renewal agreement stating that the necessary variable frequency drive be installed by December 31, 2023, or CAC would pay \$0 monthly rent until the VFD was installed, and that CAC's grove manager would work with Cal Poly's grove manager to ensure the VFD installed serves the needs of both parties. With the Pine Tree Ranch lease expiring June 30, 2023, and the PRC's recommendation being very specific, there was concern that if Cal Poly did not agree to the terms, CAC management would be unable to continue negotiations without Board approval, therefore a motion was made to delegate authority to finalize negotiations to the Executive Committee.

MOTION:

The CAC Board of Directors moves to approve the Production Research Committee recommendation regarding the Pine Tree Ranch lease renewal, and if the terms are not accepted by Cal Poly, delegates authority to the Executive Committee to finalize negotiations for the lease renewal.

(Hunter/Perricone) MSC Unanimous

MOTION 23-6-8-10

Dr. Spann reported that the PRC had recommended approval of Dr. Khodadadi's avocado branch canker research project, with the stipulation that Dr. Spann work closely with researchers to ensure minimal duplication of work that had already been funded with other researchers, and that a pathway to registering effective fungicides be identified. The Board discussed the project and concerns about duplication of research efforts and the need to ensure a pathway for registering effective fungicides. At the conclusion of the discussion Board consensus was to table the proposal until the next meeting when a more thorough review of the proposal and deliverables could be conducted.

The Production Research Report is included in the June 2023 Board Packet and is attached to the permanent copy of these Minutes and identified as EXHIBIT A, Item 10.

ITEM # 11 CLOSED SESSION REGARDING THE APPOINTMENT, EMPLOYMENT, EVALUATION PERFORMANCE, OR DISMISSAL OF AN EMPLOYEE PURSUANT TO CALIFORNIA GOVERNMENT CODE SECTION 11126(a)

Mr. Grether reported there was no need for the Board to convene a closed session.

ITEM #12 NEW/OTHER BUSINESS

Mr. Cornell stated that he had a few items he had wanted to address but would bring them up at the next meeting instead.

ADJOURN MEETING

Mr. Grether adjourned the meeting at 12:33 p.m. The next regularly scheduled Board meeting will be held on August 17, 2023.

Respectfully submitted,

April Aymami, CAC Industry Affairs Director

I certify that the above is a true statement of the Minutes of June 8, 2023 approved by the CAC Board of Directors on August 17, 2023.

Jessica Hunter, CAC Board Secretary

EXHIBITS ATTACHED TO THE PERMANENT COPY OF THESE MINUTES

EXHIBIT A	June 2023 Board Packet
EXHIBIT B	Moss Adams Audit Results Presentation
EXHIBIT C	Signature Analytics Presentation
EXHIBIT D	2023-2024 CAC Planning Presentation
EXHIBIT E	Bagged Avocado Sales Drivers Presentation
EXHIBIT F	June 8, 2023 Board Meeting AB 2720 Roll Call Vote Tally Summary



CALIFORNIA AVOCADO COMMISSION
AB 2720 Roll Call Vote Tally Summary
To be attached to the Meeting Minutes

Meeting Name: <i>California Avocado Commission Regular Board Meeting</i>	Meeting Location: <i>Hybrid In-Person – Irvine Online - Zoom</i>	Meeting Date: <i>June 8, 2023</i>
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<i>Attendees Who Voted</i>	<u>MOTION 23-6-8-1</u>	<u>MOTION 23-6-8-2</u>	<u>DISTRICT 3 ELECTION</u>	<u>MOTION 23-6-8-4</u>	<u>MOTION 23-6-8-5</u>	<u>MOTION 23-6-8-6</u>	<u>MOTION 23-6-8-7</u>	<u>MOTION 23-6-8-8</u>	<u>MOTION 23-6-8-9</u>	<u>MOTION 23-6-8-10</u>
Michael Perricone	Yea	Yea	O'Hara	Yea	Yea	Yea	Yea	Yea	Yea	Yea
Jessica Hunter	Yea	Yea	O'Hara	Yea	Yea	Yea	Yea	Yea	Yea	Yea
Ohannes Karaoghlanian	Yea	Yea	Shafer	Yea	Nay	Did Not Vote	Yea	Yea	Yea	Yea
John Cornell	Yea	Yea	Shafer	Yea	Recused/ Did Not Vote	Yea	Yea	Yea	Yea	Yea
Rob Grether	Did Not Vote	Did Not Vote	Shafer	Did Not Vote	Did Not Vote	Did Not Vote	Did Not Vote	Did Not Vote	Did Not Vote	Did Not Vote
Maureen Cottingham	Yea	Yea	Shafer	Yea	Yea	Yea	Yea	Yea	Yea	Yea
Jason Cole	Yea	Yea	Shafer	Yea	Yea	Yea	Yea	Yea	Yea	Yea
Rachael Laenen	Yea	Yea	Shafer	Yea	Yea	Yea	Yea	Yea	Yea	Yea
Daryn Miller	Yea	Yea	Shafer	Yea	Yea	Did Not Vote	Yea	Yea	Yea	Yea
Will Carleton	Yea	Yea	Shafer	Yea	Yea	Yea	Yea	Yea	Yea	Yea
Peter Shore	Yea	Yea	O'Hara	Yea	Yea	Yea	Yea	Yea	Yea	Yea
Gary Caloroso	Yea	Yea	O'Hara	Yea	Yea	Yea	Yea	Yea	Yea	Yea
<i>Outcome</i>	Unanimous	Unanimous	8 Shafer 4 O'Hara	Unanimous	8 Yea/1 Nay	Unanimous	Unanimous	Unanimous	Unanimous	Unanimous



BOARD ACTION

ITEM 3.b: 2022-23 FINANCIAL UPDATES

SUMMARY:

Attached are monthly financial performance reports as prepared by CAC's outsourced accounting firm, Signature Analytics, for the months of May and June 2023. The reports include CAC income statements and statements of net position, including year-to-date actual versus budget comparisons.

FISCAL ANALYSIS:

- Not applicable

BOARD OPTIONS:

- Discussion item only

STAFF RECOMMENDATION:

- Not applicable

EXHIBITS / ATTACHMENTS:

- Monthly Financial Performance Reports for May and June 2023
- 2022-23 Pounds & Dollars by Variety Report (November 2022 – June 2023)



Monthly Performance Report

California Avocado Commission
May 2023



Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - YTD Actual vs. YTD

	2022/2023 (YTD)	Budget (YTD)	YTD Actual vs YTD budget (\$)	YTD Actual vs YTD budget (%)
Revenue				
Assessment Revenues				
CAC Assessment Revenue	\$1,105,451	\$2,592,439	(\$1,486,988)	-57.36%
HAB Assessment Revenue	\$1,584,312	\$2,594,900	(\$1,010,588)	-38.95%
Total Assessment Revenues	\$2,689,763	\$5,187,339	(\$2,497,576)	-48.15%
Other Revenue				
Admin & Accounting Fee Revenue (AIP)	\$35,581	\$35,581	\$0	0.00%
Pine Tree Ranch Crop Income	\$33,301	\$93,750	(\$60,449)	-64.48%
From The Grove Income	\$29,100	\$35,000	(\$5,900)	-16.86%
Interest and Other Income	\$113,827	\$48,750	\$65,077	133.49%
Merchandise Shop Income	\$10,364	\$1,000	\$9,364	936.40%
Total Other Revenue	\$222,173	\$214,081	\$8,092	3.78%
Total Revenue	\$2,911,936	\$5,401,420	(\$2,489,484)	-46.09%
Expenses				
Marketing Expenses				
Consumer Marketing	\$2,420,670	\$2,692,156	(\$271,486)	-10.08%
Merchandising	\$670,446	\$814,299	(\$143,853)	-17.67%
Food Service	\$311,049	\$337,373	(\$26,324)	-7.80%
Consumer Public Relations	\$185,204	\$207,986	(\$22,782)	-10.95%
Marketing Activities Support	\$14,500	\$14,500	\$0	0.00%
Merchandise Shop	\$13,147	\$10,000	\$3,147	31.47%
Miscellaneous Marketing Expenses	\$275,047	\$340,063	(\$65,016)	-19.12%
Total Marketing Expenses	\$3,890,063	\$4,416,376	(\$526,313)	-11.92%
Non-Marketing Expenses				
Industry Affairs & Production Research	\$369,669	\$517,567	(\$147,898)	-28.58%
Grants	\$88,571	\$0	\$88,571	-
Administration	\$1,930,025	\$1,997,408	(\$67,383)	-3.37%
Total Non-Marketing Expenses	\$2,388,265	\$2,514,975	(\$126,710)	-5.04%
Total Expenses	\$6,278,328	\$6,931,351	(\$653,023)	-9.42%
Operating Profit	(\$3,366,392)	(\$1,529,930)	(\$1,836,462)	-120.04%
Net Income	(\$3,366,392)	(\$1,529,930)	(\$1,836,462)	-120.04%

Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - YTD Actual vs. Annual Budget

	2022/2023 (YTD)	Annual Budget	YTD Actual vs Annual Budget (\$)	YTD Actual vs Annual Budget (%)
Revenue				
Assessment Revenues				
CAC Assessment Revenue	\$1,105,451	\$4,935,938	(\$3,830,487)	-77.60%
HAB Assessment Revenue	\$1,584,312	\$4,940,625	(\$3,356,313)	-67.93%
Total Assessment Revenues	\$2,689,763	\$9,876,563	(\$7,186,800)	-72.77%
Other Revenue				
Admin & Accounting Fee Revenue (AIP)	\$35,581	\$61,000	(\$25,419)	-41.67%
Grant Funding	\$0	\$400,000	(\$400,000)	-100.00%
Pine Tree Ranch Crop Income	\$33,301	\$93,750	(\$60,449)	-64.48%
From The Grove Income	\$29,100	\$70,000	(\$40,900)	-58.43%
Interest and Other Income	\$113,827	\$55,000	\$58,827	106.96%
Merchandise Shop Income	\$10,364	\$1,000	\$9,364	936.40%
Total Other Revenue	\$222,173	\$680,750	(\$458,577)	-67.36%
Total Revenue	\$2,911,936	\$10,557,313	(\$7,645,377)	-72.42%
Expenses				
Marketing Expenses				
Consumer Marketing	\$2,420,670	\$4,736,549	(\$2,315,879)	-48.89%
Merchandising	\$670,446	\$1,894,648	(\$1,224,202)	-64.61%
Food Service	\$311,049	\$725,000	(\$413,951)	-57.10%
Consumer Public Relations	\$185,204	\$345,500	(\$160,296)	-46.40%
Marketing Activities Support	\$14,500	\$64,000	(\$49,500)	-77.34%
Merchandise Shop	\$13,147	\$10,000	\$3,147	31.47%
Miscellaneous Marketing Expenses	\$275,047	\$1,004,303	(\$729,256)	-72.61%
Total Marketing Expenses	\$3,890,063	\$8,780,000	(\$4,889,937)	-55.69%
Non-Marketing Expenses				
Industry Affairs & Production Research	\$369,669	\$1,429,560	(\$1,059,891)	-74.14%
Grants	\$88,571	\$402,500	(\$313,929)	-77.99%
Administration	\$1,930,025	\$3,441,160	(\$1,511,135)	-43.91%
Total Non-Marketing Expenses	\$2,388,265	\$5,273,220	(\$2,884,955)	-54.71%
Total Expenses	\$6,278,328	\$14,053,220	(\$7,774,892)	-55.32%
Operating Profit	(\$3,366,392)	(\$3,495,907)	\$129,515	3.70%
Net Income	(\$3,366,392)	(\$3,495,907)	\$129,515	3.70%

Statement of Net Position (with Comparison to Prior Year)

	May 2023	%	May 2022	%	Variance (\$)	Variance (%)
ASSETS						
Cash & Equivalents						
CAC Cash and Short Term Investments						
Petty Cash	\$240	0.0%	\$200	0.0%	\$40	20.00%
Cash in Bank	\$770,596	7.2%	\$1,646,240	11.4%	(\$875,644)	-53.19%
Cash in Bank-LAIF & Money Market	\$6,253,004	58.0%	\$6,961,515	48.2%	(\$708,511)	-10.18%
Total CAC Cash and Short Term Investments	\$7,023,839	65.2%	\$8,607,955	59.7%	(\$1,584,115)	-18.40%
Cash in Bank, LAIF & Money Market (held for...)						
(Held for AIP)	\$643,940	6.0%	\$851,107	5.9%	(\$207,167)	-24.34%
Total Cash & Equivalents	\$7,667,779	71.2%	\$9,459,062	65.5%	(\$1,791,283)	-18.94%
Other Current Assets						
Other Current Assets						
Assessment Receivable	\$2,109,765	19.6%	\$4,568,866	31.7%	(\$2,459,101)	-53.82%
Other Receivable	\$325,535	3.0%	\$155,362	1.1%	\$170,173	109.53%
Prepays	\$170,951	1.6%	\$121,331	0.8%	\$49,620	40.90%
Merchandise Shop Inventory	\$64,056	0.6%	\$67,559	0.5%	(\$3,503)	-5.18%
Total Other Current Assets	\$2,670,307	24.8%	\$4,913,118	34.0%	(\$2,242,811)	-45.65%
Total Other Current Assets	\$2,670,307	24.8%	\$4,913,118	34.0%	(\$2,242,811)	-45.65%
Total Current Assets	\$10,338,086	96.0%	\$14,372,180	99.6%	(\$4,034,094)	-28.07%
Fixed Assets						
Furniture						
Furniture	\$187,904	1.7%	\$187,904	1.3%	\$0	0.00%
Accumulated Depreciation-Furniture	(\$177,121)	-1.6%	(\$144,773)	-1.0%	(\$32,349)	-22.34%
Total Furniture	\$10,783	0.1%	\$43,132	0.3%	(\$32,349)	-75.00%
Land Improvements						
Land Improvements	\$108,559	1.0%	\$108,559	0.8%	\$0	0.00%
Accumulated Depreciation-Land Improvem...	(\$107,381)	-1.0%	(\$93,270)	-0.6%	(\$14,111)	-15.13%
Total Land Improvements	\$1,178	0.0%	\$15,289	0.1%	(\$14,111)	-92.30%
Total Fixed Assets	\$11,961	0.1%	\$58,421	0.4%	(\$46,460)	-79.53%
Investments or Other Non-Current Assets						
Leased Assets						
Operating Leases - Net	\$401,258	3.7%	\$0	0.0%	\$401,258	-
Capital Leases - Net	\$20,968	0.2%	\$0	0.0%	\$20,968	-
Total Leased Assets	\$422,226	3.9%	\$0	0.0%	\$422,226	-
Total Investments or Other Non-Current Assets	\$422,226	3.9%	\$0	0.0%	\$422,226	-
Total Non-Current Assets	\$434,187	4.0%	\$58,421	0.4%	\$375,766	643.21%
Total Assets	\$10,772,273	100.0%	\$14,430,601	100.0%	(\$3,658,328)	-25.35%
LIABILITIES						
Accounts Payable						
Accounts Payable & Accrued Expenses						
Accounts Payable	\$986,362	9.2%	\$0	0.0%	\$986,362	-
Accrued Expenses	\$309,559	2.9%	\$459,682	3.2%	(\$150,123)	-32.66%
Total Accounts Payable & Accrued Expenses	\$1,295,921	12.0%	\$459,682	3.2%	\$836,238	181.92%
Total Accounts Payable	\$1,295,921	12.0%	\$459,682	3.2%	\$836,238	181.92%
Other Current Liabilities						
Due to AIP						
Due to AIP-Checking	\$90,485	0.8%	\$49,087	0.3%	\$41,398	84.34%
Due to AIP (MMA)	\$553,455	5.1%	\$802,021	5.6%	(\$248,565)	-30.99%
Deposit Due to CDFA/AIP	\$0	0.0%	\$18,000	0.1%	(\$18,000)	-100.00%
Total Due to AIP	\$643,940	6.0%	\$869,107	6.0%	(\$225,167)	-25.91%
Other Payable (Vacation/Payroll/Sec. 125)						
Vacation Payable - Short Term	\$149,387	1.4%	\$234,693	1.6%	(\$85,306)	-36.35%
Leases						

	May 2023	%	May 2022	%	Variance (\$)	Variance (%)
Operating Leases - Short-Term	\$141,194	1.3%	\$0	0.0%	\$141,194	-
Capital Leases - Short-Term	\$9,970	0.1%	\$0	0.0%	\$9,970	-
Total Leases	\$151,164	1.4%	\$0	0.0%	\$151,164	-
Total Other Current Liabilities	\$944,491	8.8%	\$1,103,800	7.6%	(\$159,310)	-14.43%
Total Current Liabilities	\$2,240,411	20.8%	\$1,563,482	10.8%	\$676,929	43.30%
Other Non-Current Liabilities						
Leases						
Operating Leases - Long-Term	\$273,671	2.5%	\$0	0.0%	\$273,671	-
Capital Leases - Long-Term	\$11,028	0.1%	\$0	0.0%	\$11,028	-
Total Leases	\$284,699	2.6%	\$0	0.0%	\$284,699	-
Total Other Non-Current Liabilities	\$284,699	2.6%	\$0	0.0%	\$284,699	-
Total Non-Current Liabilities	\$284,699	2.6%	\$0	0.0%	\$284,699	-
Total Liabilities	\$2,525,110	23.4%	\$1,563,482	10.8%	\$961,628	61.51%
EQUITY						
Retained Earnings						
Net Reserves-Prior Periods						
Net Reserves-Prior Periods	\$11,613,546	107.8%	\$10,412,423	72.2%	\$1,201,123	11.54%
Surplus (Deficit)-Current Period						
Surplus (Deficit)-Current Period	(\$3,366,383)	-31.3%	\$2,454,696	17.0%	(\$5,821,079)	-237.14%
Total Retained Earnings	\$8,247,163	76.6%	\$12,867,118	89.2%	(\$4,619,955)	-35.91%
Total Equity	\$8,247,163	76.6%	\$12,867,118	89.2%	(\$4,619,955)	-35.91%
Total Liabilities & Equity	\$10,772,273	100.0%	\$14,430,601	100.0%	(\$3,658,328)	-25.35%



Monthly Performance Report

California Avocado Commission
June 2023



Executive Summary

CAC Total Revenue is down to budget by \$2.5M year-to-date due to a shortfall in Assessment Revenue contributed to by a delay in the start of the season and a lower than projected year-to-date crop value.

On the expense side, Marketing expenses year-to-date accounted for \$5.2M of the total \$7.95M in expenses and were \$261K lower than budget. Both Merchandising and Consumer Marketing were lower than budget by \$146K and \$127K, respectively.

Total Administration expenses accounted for 28.3% of total spending and came in near budget. Industry Affairs & Production Research was below budget by \$171K.

Overall, the organization experienced a \$3.2M deficit as compared to a \$1M budgeted deficit. This \$2.2M variance relates primarily to the shortfall in Assessment Revenue year-to-date amidst the timing of the crop harvest and lowered crop value projection. The total crop volume is expected to come in near the 250 million pounds used in development of the budget, indicating that the current HAB assessment revenue shortfall is expected to reverse itself as the crop comes in. The CAC assessment revenue, however, is expected to come in approximately \$1.3M under budget as a result of crop value falling short of the \$1.35 per pound average price used for the FY23 budget.

The total FY23 revenue is expected to be at or near \$9.3M, as compared to the budget of \$10.6M. The current FY23 budget was approved using an estimated FY22 ending reserve balance of \$10.9M, however final audited financials report the FY22 ending reserve balance at \$11.6M, resulting in an increase to the FY23 beginning reserve balance of \$700K. With spending expected to be on-track as compared to budget, the estimated full year deficit is \$4.1M versus the budgeted deficit of \$3.5M, resulting in an estimated FY23 ending reserve balance of \$6.9M.

Crop Information

Handlers reported 89.4M pounds of California avocados harvested through May 2023 with an average price per pound of \$0.894. An estimated 57.1M pounds were harvested in June 2023 with an estimated average price per pound of \$0.928. This would bring the total harvested through June 2023 to 146.5M pounds at an average price per pound of \$0.907.

KPI Results

	RESULT		TREND
A PROFITABILITY	2022/2023 (YTD)	2021/2022 (YTD)	vs 2021/2022 (YTD)
Total Revenue	\$4,724,020	\$11,513,286	▼ -59%
Marketing Expense % *	65.3%	62.4%	▲ 3%
Administration Expense % *	28.3%	27.8%	▲ 0.4%
Surplus / (Deficit)	(\$3,224,954)	\$3,499,444	▼ (\$6,724,398)
B LIQUIDITY			
Current Ratio	4.59:1	9.65:1	▼ -5.06:1
C CASH FLOW			
Cash on Hand	\$7,310,964	\$10,482,707	▼ -30.3%

* For this metric, a result below target is favourable

	RESULT	TARGET		TREND
A PROFITABILITY	2022/2023 (YTD)			vs TARGET
Total Revenue	\$4,724,020	\$7,258,940	✗	▼ -34.9%
Marketing Expense % *	65.3%	65.9%	✓	▼ -0.5%
Administration Expense % *	28.3%	27.2%	✗	▲ 1.1%
Surplus / (Deficit)	(\$3,224,954)	(\$1,023,526)	✗	▼ -215.1%
B LIQUIDITY				
Current Ratio	4.59:1	2.00:1	✓	▲ 2.59:1
C CASH FLOW				
Cash on Hand	\$7,310,964		✓	▲

* For this metric, a result below target is favourable

Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - YTD Actual vs. YTD

	2022/2023 (YTD)	Budget (YTD)	YTD Actual vs YTD budget (\$)	YTD Actual vs YTD budget (%)
Revenue				
Assessment Revenues				
CAC Assessment Revenue	\$1,896,550	\$3,517,593	(\$1,621,043)	-46.08%
HAB Assessment Revenue	\$2,598,850	\$3,520,933	(\$922,083)	-26.19%
Total Assessment Revenues	\$4,495,400	\$7,038,526	(\$2,543,126)	-36.13%
Other Revenue				
Admin & Accounting Fee Revenue (AIP)	\$40,664	\$40,664	\$0	0.00%
Pine Tree Ranch Crop Income	\$33,776	\$93,750	(\$59,974)	-63.97%
From The Grove Income	\$29,100	\$35,000	(\$5,900)	-16.86%
Interest and Other Income	\$114,716	\$50,000	\$64,716	129.43%
Merchandise Shop Income	\$10,364	\$1,000	\$9,364	936.40%
Total Other Revenue	\$228,620	\$220,414	\$8,206	3.72%
Total Revenue	\$4,724,020	\$7,258,940	(\$2,534,920)	-34.92%
Expenses				
Marketing Expenses				
Consumer Marketing	\$3,197,372	\$3,324,526	(\$127,154)	-3.82%
Merchandising	\$873,208	\$1,019,300	(\$146,092)	-14.33%
Food Service	\$378,122	\$439,162	(\$61,040)	-13.90%
Consumer Public Relations	\$226,743	\$237,736	(\$10,993)	-4.62%
Marketing Activities Support	\$41,600	\$42,730	(\$1,130)	-2.64%
Merchandise Shop	\$13,147	\$10,000	\$3,147	31.47%
Miscellaneous Marketing Expenses	\$464,443	\$381,881	\$82,563	21.62%
Total Marketing Expenses	\$5,194,635	\$5,455,335	(\$260,700)	-4.78%
Non-Marketing Expenses				
Industry Affairs & Production Research	\$406,721	\$577,635	(\$170,914)	-29.59%
Grants	\$101,969	\$0	\$101,969	-
Administration	\$2,245,649	\$2,249,497	(\$3,848)	-0.17%
Total Non-Marketing Expenses	\$2,754,339	\$2,827,132	(\$72,793)	-2.57%
Total Expenses	\$7,948,974	\$8,282,467	(\$333,493)	-4.03%
Operating Profit	(\$3,224,954)	(\$1,023,526)	(\$2,201,428)	-215.08%
Net Income	(\$3,224,954)	(\$1,023,526)	(\$2,201,428)	-215.08%

Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - YTD Actual vs. Annual Budget

	2022/2023 (YTD)	Annual Budget	YTD Actual vs Annual Budget (\$)	YTD Actual vs Annual Budget (%)
Revenue				
Assessment Revenues				
CAC Assessment Revenue	\$1,896,550	\$4,935,938	(\$3,039,388)	-61.58%
HAB Assessment Revenue	\$2,598,850	\$4,940,625	(\$2,341,775)	-47.40%
Total Assessment Revenues	\$4,495,400	\$9,876,563	(\$5,381,163)	-54.48%
Other Revenue				
Admin & Accounting Fee Revenue (AIP)	\$40,664	\$61,000	(\$20,336)	-33.34%
Grant Funding	\$0	\$400,000	(\$400,000)	-100.00%
Pine Tree Ranch Crop Income	\$33,776	\$93,750	(\$59,974)	-63.97%
From The Grove Income	\$29,100	\$70,000	(\$40,900)	-58.43%
Interest and Other Income	\$114,716	\$55,000	\$59,716	108.57%
Merchandise Shop Income	\$10,364	\$1,000	\$9,364	936.40%
Total Other Revenue	\$228,620	\$680,750	(\$452,130)	-66.42%
Total Revenue	\$4,724,020	\$10,557,313	(\$5,833,293)	-55.25%
Expenses				
Marketing Expenses				
Consumer Marketing	\$3,197,372	\$4,736,549	(\$1,539,177)	-32.50%
Merchandising	\$873,208	\$1,894,648	(\$1,021,440)	-53.91%
Food Service	\$378,122	\$725,000	(\$346,878)	-47.85%
Consumer Public Relations	\$226,743	\$345,500	(\$118,757)	-34.37%
Marketing Activities Support	\$41,600	\$64,000	(\$22,400)	-35.00%
Merchandise Shop	\$13,147	\$10,000	\$3,147	31.47%
Miscellaneous Marketing Expenses	\$464,443	\$1,004,303	(\$539,860)	-53.75%
Total Marketing Expenses	\$5,194,635	\$8,780,000	(\$3,585,365)	-40.84%
Non-Marketing Expenses				
Industry Affairs & Production Research	\$406,721	\$1,429,560	(\$1,022,839)	-71.55%
Grants	\$101,969	\$402,500	(\$300,531)	-74.67%
Administration	\$2,245,649	\$3,441,160	(\$1,195,511)	-34.74%
Total Non-Marketing Expenses	\$2,754,339	\$5,273,220	(\$2,518,881)	-47.77%
Total Expenses	\$7,948,974	\$14,053,220	(\$6,104,246)	-43.44%
Operating Profit	(\$3,224,954)	(\$3,495,907)	\$270,953	7.75%
Net Income	(\$3,224,954)	(\$3,495,907)	\$270,953	7.75%

Statement of Net Position (with Comparison to Prior Year)

	Jun 2023	%	Jun 2022	%	Variance (\$)	Variance (%)
ASSETS						
Cash & Equivalents						
CAC Cash and Short Term Investments						
Petty Cash	\$240	0.0%	\$200	0.0%	\$40	20.00%
Cash in Bank	\$1,626,347	14.8%	\$1,898,268	12.3%	(\$271,921)	-14.32%
Cash in Bank-LAIF & Money Market	\$4,978,892	45.4%	\$7,682,823	49.6%	(\$2,703,931)	-35.19%
Total CAC Cash and Short Term Investments	\$6,605,479	60.2%	\$9,581,291	61.8%	(\$2,975,812)	-31.06%
Cash in Bank, LAIF & Money Market (held for...)						
(Held for AIP)	\$705,485	6.4%	\$901,416	5.8%	(\$195,930)	-21.74%
Total Cash & Equivalents	\$7,310,964	66.7%	\$10,482,707	67.6%	(\$3,171,742)	-30.26%
Other Current Assets						
Other Current Assets						
Assessment Receivable	\$2,658,011	24.2%	\$4,633,818	29.9%	(\$1,975,807)	-42.64%
Other Receivable	\$322,335	2.9%	\$153,032	1.0%	\$169,303	110.63%
Prepays	\$182,056	1.7%	\$104,562	0.7%	\$77,494	74.11%
Merchandise Shop Inventory	\$64,056	0.6%	\$67,061	0.4%	(\$3,005)	-4.48%
Total Other Current Assets	\$3,226,458	29.4%	\$4,958,473	32.0%	(\$1,732,016)	-34.93%
Total Other Current Assets	\$3,226,458	29.4%	\$4,958,473	32.0%	(\$1,732,016)	-34.93%
Total Current Assets	\$10,537,422	96.1%	\$15,441,180	99.6%	(\$4,903,758)	-31.76%
Fixed Assets						
Furniture						
Furniture	\$187,904	1.7%	\$187,904	1.2%	\$0	0.00%
Accumulated Depreciation-Furniture	(\$179,817)	-1.6%	(\$147,468)	-1.0%	(\$32,349)	-21.94%
Total Furniture	\$8,087	0.1%	\$40,436	0.3%	(\$32,349)	-80.00%
Land Improvements						
Land Improvements	\$108,559	1.0%	\$108,559	0.7%	\$0	0.00%
Accumulated Depreciation-Land Improvem...	(\$108,546)	-1.0%	(\$94,447)	-0.6%	(\$14,099)	-14.93%
Total Land Improvements	\$12	0.0%	\$14,112	0.1%	(\$14,099)	-99.91%
Total Fixed Assets	\$8,100	0.1%	\$54,548	0.4%	(\$46,448)	-85.15%
Investments or Other Non-Current Assets						
Leased Assets						
Operating Leases - Net	\$401,258	3.7%	\$0	0.0%	\$401,258	-
Capital Leases - Net	\$20,968	0.2%	\$0	0.0%	\$20,968	-
Total Leased Assets	\$422,226	3.8%	\$0	0.0%	\$422,226	-
Total Investments or Other Non-Current Assets	\$422,226	3.8%	\$0	0.0%	\$422,226	-
Total Non-Current Assets	\$430,326	3.9%	\$54,548	0.4%	\$375,778	688.89%
Total Assets	\$10,967,748	100.0%	\$15,495,728	100.0%	(\$4,527,980)	-29.22%
LIABILITIES						
Accounts Payable						
Accounts Payable & Accrued Expenses						
Accounts Payable	\$1,164,208	10.6%	\$145	0.0%	\$1,164,063	802,802.22%
Accrued Expenses	\$124,203	1.1%	\$445,780	2.9%	(\$321,577)	-72.14%
Total Accounts Payable & Accrued Expenses	\$1,288,411	11.7%	\$445,925	2.9%	\$842,486	188.93%
Total Accounts Payable	\$1,288,411	11.7%	\$445,925	2.9%	\$842,486	188.93%
Other Current Liabilities						
Due to AIP						
Due to AIP-Checking	\$152,030	1.4%	\$49,271	0.3%	\$102,759	208.56%
Due to AIP (MMA)	\$553,455	5.0%	\$852,145	5.5%	(\$298,690)	-35.05%
Deposit Due to CDFA/AIP	\$0	0.0%	\$18,000	0.1%	(\$18,000)	-100.00%
Total Due to AIP	\$705,485	6.4%	\$919,416	5.9%	(\$213,930)	-23.27%
Other Payable (Vacation/Payroll/Sec. 125)						
Vacation Payable - Short Term	\$149,387	1.4%	\$234,693	1.5%	(\$85,306)	-36.35%
Leases						

	Jun 2023	%	Jun 2022	%	Variance (\$)	Variance (%)
Operating Leases - Short-Term	\$141,194	1.3%	\$0	0.0%	\$141,194	-
Capital Leases - Short-Term	\$9,970	0.1%	\$0	0.0%	\$9,970	-
Total Leases	\$151,164	1.4%	\$0	0.0%	\$151,164	-
Total Other Current Liabilities	\$1,006,036	9.2%	\$1,154,108	7.4%	(\$148,073)	-12.83%
Total Current Liabilities	\$2,294,447	20.9%	\$1,600,033	10.3%	\$694,414	43.40%
Other Non-Current Liabilities						
Leases						
Operating Leases - Long-Term	\$273,671	2.5%	\$0	0.0%	\$273,671	-
Capital Leases - Long-Term	\$11,028	0.1%	\$0	0.0%	\$11,028	-
Total Leases	\$284,699	2.6%	\$0	0.0%	\$284,699	-
Total Other Non-Current Liabilities	\$284,699	2.6%	\$0	0.0%	\$284,699	-
Total Non-Current Liabilities	\$284,699	2.6%	\$0	0.0%	\$284,699	-
Total Liabilities	\$2,579,145	23.5%	\$1,600,033	10.3%	\$979,113	61.19%
EQUITY						
Retained Earnings						
Net Reserves-Prior Periods						
Net Reserves-Prior Periods	\$11,613,546	105.9%	\$10,412,423	67.2%	\$1,201,123	11.54%
Surplus (Deficit)-Current Period						
Surplus (Deficit)-Current Period	(\$3,224,943)	-29.4%	\$3,483,272	22.5%	(\$6,708,215)	-192.58%
Total Retained Earnings	\$8,388,603	76.5%	\$13,895,695	89.7%	(\$5,507,092)	-39.63%
Total Equity	\$8,388,603	76.5%	\$13,895,695	89.7%	(\$5,507,092)	-39.63%
Total Liabilities & Equity	\$10,967,748	100.0%	\$15,495,728	100.0%	(\$4,527,980)	-29.22%

CALIFORNIA AVOCADO COMMISSION POUNDS & DOLLARS BY VARIETY

November 2022 Through June 2023

Month	Hass Pounds	Lamb Pounds	Gem Pounds	Others Pounds	Total Pounds	Hass Dollars	Lamb Dollars	Gem Dollars	Others Dollars	Total Dollars	Avg \$/Lb
Nov 2022	3,388	344	0	118,842	122,574	\$9,523	\$1,443	\$	\$12,888	\$23,854	\$0.195
Dec 2022	2,110		0	53,379	55,489	\$5,730	0	\$	\$41,456	\$47,186	\$0.850
Jan 2023	139,502		0	36,353	175,855	\$124,928	0	\$	\$23,972	\$148,900	\$0.847
1st QTR	145,000	344	0	208,574	353,918	\$140,181	\$1,443	0	\$78,316	\$219,940	\$0.621
Feb 2023	1,867,042		0	60,645	1,927,687	\$1,875,560	0	\$	\$36,851	\$1,912,411	\$0.992
Mar 2023	5,522,443		55,699	27,213	5,605,355	\$5,330,346	0	\$53,520	\$17,325	\$5,401,191	\$0.964
Apr 2023	31,204,693		1,598,144	35,106	32,837,943	\$29,805,132	0	\$1,291,734	\$36,055	\$31,132,921	\$0.948
2nd QTR	38,594,178	0	1,653,843	122,964	40,370,985	\$37,011,038	0	\$1,345,254	\$90,231	\$38,446,523	\$0.952
1st Half	38,739,178	344	1,653,843	331,538	40,724,903	\$37,151,219	\$1,443	\$1,345,254	\$168,547	\$38,666,463	\$0.949
May 2023	46,831,428	2,449	1,755,758	81,002	48,670,637	\$39,886,613	\$2,819	\$1,271,481	\$65,375	\$41,226,288	\$0.847
Jun 2023	54,333,456	1,180,995	1,615,538	3,726	57,133,715	\$50,442,491	\$1,164,983	\$1,383,244	\$2,464	\$52,993,182	\$0.928
3rd QTR	101,164,884	1,183,444	3,371,296	84,728	105,804,352	\$90,329,104	\$1,167,802	\$2,654,725	\$67,839	\$94,219,470	\$0.891
2nd Half	101,164,884	1,183,444	3,371,296	84,728	105,804,352	\$90,329,104	\$1,167,802	\$2,654,725	\$67,839	\$94,219,470	\$0.891
Total	139,904,062	1,183,788	5,025,139	416,266	146,529,255	\$127,480,323	\$1,169,245	\$3,999,979	\$236,386	\$132,885,933	\$0.907
Year-to-Date % of Crop	95.48%	.81%	3.43%	.28%	100.00%	95.93%	.88%	3.01%	.18%	100.00%	
Year-to-Date Average \$/lb						\$0.911	\$0.988	\$0.796	\$0.568	\$0.907	