



# AGENDA

## California Avocado Commission Finance Committee Meeting

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### Meeting Information

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**Date:** August 17, 2022

**Time:** 3:00 p.m.

**Location:** Hybrid Meeting

**Physical Meeting Location:**  
California Avocado Commission  
12 Mauchly, Suite L  
Irvine, CA 92618

**Web/Teleconference URL:**

<https://californiaavocado.zoom.us/j/88409604040?pwd=NnAxbXpFd3JKbUxYL1ZJR1F1cDN4QT09>

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

**Meeting ID:** 884 0960 4040

**Passcode:** 696287

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

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### Committee Member Attendance

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As of Thursday, August 11, 2022, the following individuals have advised the Commission that they will participate in this meeting either in person or via Zoom:

- Jason Cole, *Finance Committee Chairman*
- John Cornell
- John Lloyd-Butler
- Kellen Newhouse
- Andrew Prechtl
- Rob Grether, *CAC Chairman/Finance Committee Ex-Officio*

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<b>Time</b>	<b>Item</b>
3:00 p.m.	<b>1. Call to Order</b> a. Roll Call/Quorum
3:05 p.m.	<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.
3:10 p.m.	<b>3. Consider approval of Minutes of June 23, 2022 Finance Committee Meeting</b>
3:15 p.m.	<b>4. Discussion Items</b> a. 2021-22 Financial and Crop Updates b. Cash Disbursement Audit c. Reserves Policy Recommendation d. 2022-23 Preliminary Budget and Assessment Rate Discussion
4:30 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 Monica Arnett at [marnett@avocado.org](mailto:marnett@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 :      CONSIDER APPROVAL OF JUNE 23, 2022 FINANCE COMMITTEE MEETING MINUTES**

**CALIFORNIA AVOCADO COMMISSION  
FINANCE COMMITTEE MINUTES  
June 23, 2022**

A hybrid in-person and web/teleconference meeting of the Finance Committee of the California Avocado Commission (CAC) was held on Thursday, June 23, 2022 at 2:30 p.m. with the following people present:

**MEMBERS PRESENT**

Jason Cole  
John Cornell  
John Lloyd Butler  
Kellen Newhouse  
Andrew Prechtl  
Robert Grether, CAC Board Chairman

**MEMBERS ABSENT**

None

**STAFF PRESENT**

Monica Arnett  
April Aymami  
Jan DeLyser  
Ken Melban

**GUESTS PRESENT**

Vicki Carpenter, USDA  
Staci Buss  
Marji Morrow

**Item #1: CALL TO ORDER**

Finance Committee Chairman Jason Cole called the meeting to order at 2:32 p.m. with a quorum present.

**Item #2: PUBLIC COMMENT**

None

**Item #3: MINUTES**

The Committee reviewed the minutes from the May 19, 2022 meeting and the following motion was offered:

**MOTION:      *The Finance Committee approves the May 19, 2022 Finance Committee Meeting Minutes as presented. (Cornell/Lloyd Butler)*  
*MSC Unanimous***

**MOTION 22-6-23-1**

#### **Item #4A: CASH DISBURSEMENT AUDIT**

The Committee reviewed the disbursement register for May 2022 as included in the Finance Committee packet with no significant comments to note.

#### **Item #4B: MERCHANDISE SHOP FINANCIAL REVIEW**

Jan DeLyser shared a presentation on the Merchandise Shop program's business plan objectives, directives, and opportunities as approved by the CAC Board in 2020. The fiscal year 2020, 2021, 2022 actual investment and expenses were displayed along with the May 2022 inventory balance and the estimated monthly staff time allocated to the program. Ms. DeLyser then shared the breakeven sales to cost potential along with key accomplishments and value opportunities of the Merchandise Shop, concluding with a recommendation to continue support activities to optimistically increase sales and continue to leverage the merchandise and influencers as an extension of the overall Marketing campaign.

After discussion, the Committee concluded that monitoring of the Merchandise Shop would continue and its overall strategy and potential would be reviewed when CAC's business plan is presented.

*The CAC Merchandise Shop Original E-Commerce Proposal, Financial Comparison, and Recommendation presentation is attached to the permanent copy of these Minutes as identified as Exhibit A.*

#### **Item #4C: 2021-22 FINANCIAL UPDATES**

The Committee reviewed the 2021-22 Financial Statements as included in the June 23, 2022 Finance Committee Packet. Discussion ensued and the following points were made:

- Monica Arnett highlighted that revenue is continuing to trend higher than originally budgeted due to higher than anticipated pricing. CAC originally budgeted \$1.25 per pound and the season to date average through April is \$1.62 per pound.
- Ms. Arnett reminded the Committee that the results of the CAC grower and handler mid-season crop survey indicated an updated volume estimate of 286 MM pounds, which is 14 million pounds lower than management's original estimate. Even with this reduction, ending reserves would only decrease by \$400k instead of the \$1.8 million originally anticipated.

*The 2021-22 Financial Update Packet is attached to the permanent copy of these Minutes as identified as Exhibit B.*

#### **Item #4D: 2022-23 PRELIMINARY CROP AND BUDGET DISCUSSION**

The Committee discussed and reviewed various crop volume, price, and budget scenarios for the 2022-23 fiscal year. The Committee also discussed how the overall annual budget strategy and process is conducted by CAC management and how it could be more effectively and intentionally accomplished.

**ADJOURN**

Chairman Cole adjourned the meeting at 4:30 p.m.

Respectfully submitted,

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Monica Arnett, Vice President of Finance & Administration

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

- EXHIBIT A CAC Merchandise Shop Original E-Commerce Proposal, Financial Comparison, and Recommendation presentation
- EXHIBIT B 2021-22 Financial Update Packet
- EXHIBIT C June 23, 2022 Finance Committee Meeting AB 2720 Roll Call Vote Tally Summary



**COMMITTEE INFORMATION**

**ITEM 4.A: 2021-22 FINANCIAL & CROP UPDATE**

**SUMMARY:**

**Financial Position and Operational Indicators**

The following are highlights taken from the Commission’s Statement of Net Position (Balance Sheet & Reserves) as of June 30, 2022 and Statement of Revenues, Expenses & Changes in Net Position (Income Statement) for the period then ended, with comparison to prior year’s figures:

	<b>6/30/22</b>	<b>6/30/21</b>
<b>Assets</b>		
Petty Cash	\$200	\$200
Cash in Bank–Checking Accounts	1,898,268	1,610,954
Investments (LAIF & MMA)	7,682,823	8,420,577
<b>Subtotal CAC Cash &amp; Investment</b>	<b>9,581,291</b>	<b>10,031,731</b>
Cash & Investments held for AIP	901,416	826,383
<b>Total Cash &amp; Investment</b>	<b>10,482,707</b>	<b>10,858,114</b>
Assessment Receivable	4,610,542	3,210,445
Other (Other Receivables, Prepaids and Fixed Assets)	402,479	272,829
<b>Total Assets</b>	<b>15,495,728</b>	<b>14,341,388</b>
<b>Liabilities &amp; Net Reserves</b>		
Accounts Payable and Accrued Expenses	445,925	655,011
Due to AIP	901,416	826,383
Other	252,692	221,398
<b>Total Liabilities</b>	<b>1,600,033</b>	<b>1,702,792</b>
Total Revenues	11,513,286	7,498,529
Total Expenditures	8,030,014	9,202,375
<b>YTD Surplus (Deficit)</b>	<b>3,483,272</b>	<b>(1,703,846)</b>
Net Reserves-Prior Periods	10,412,423	14,342,442
<b>Total Net Reserves</b>	<b>13,895,695</b>	<b>12,638,596</b>
<b>Total Liabilities &amp; Net Reserves</b>	<b>\$15,495,728</b>	<b>\$14,341,388</b>

**Crop Statistics**

Handlers reported 176.4 million pounds of California avocados were harvested through May 2022 with an average price (per pound) reported at 1.69 dollars. An estimated 34.1 million pounds were harvested in June 2022 with an average price (per pound) of 2.04 dollars. This would bring the total harvested through June 2022 to 210.5 million pounds at an average price (per pound) of 1.75 dollars.

The attached year-to-date 2021-22 U.S. Aggregate Avocado Volume by Month Chart shows the actual crop volume for all countries of origin with prior year comparison.

**FISCAL ANALYSIS:**

- Not applicable

**COMMITTEE OPTIONS:**

- Discussion item only

**STAFF RECOMMENDATION:**

- Not applicable

**EXHIBITS / ATTACHMENTS:**

- Balance Sheet and Reserves as of June 30, 2022
- Statement of Revenues and Expenses for the eight months ending June 30, 2022
- 2021-22 Pounds & Dollars by Variety Report (November 2021 – May 2022)
- 2021-22 U.S. Aggregate Avocado Volume by Month Chart (November 2021 – May 2022)



**California Avocado Commission**  
**Statement of Net Position**  
As of June 30, 2022 (with Comparison to Prior Year)

	Current Year		Prior Year		Variance	
	Balance	%	Balance	%	Amount	%
<b>ASSETS</b>						
<b>Cash and Short Term Investments:</b>						
Petty Cash	200	0.00%	200	0.00%	-	0.00%
Cash in Bank	1,898,268	12.25%	1,610,954	11.23%	287,314	17.84%
Cash in Bank-LAIF & Money Market	7,682,823	49.58%	8,420,577	58.72%	(737,754)	-8.76%
<b>Total CAC Cash and Short Term Investments</b>	<b>9,581,291</b>	<b>61.83%</b>	<b>10,031,731</b>	<b>69.95%</b>	<b>(450,440)</b>	<b>-4.49%</b>
Cash in Bank, LAIF & Money Market (held for A	901,416	5.82%	826,383	5.76%	75,033	9.08%
<b>Total Cash and Short Term Investments</b>	<b>10,482,707</b>	<b>67.65%</b>	<b>10,858,114</b>	<b>75.71%</b>	<b>(375,407)</b>	<b>-3.46%</b>
<b>Other Current Assets:</b>						
Assessment Receivable	4,610,542	29.75%	3,210,445	22.39%	1,400,096	43.61%
Other Receivable	176,308	1.14%	4,030	0.03%	172,279	4275.40%
Prepays	104,562	0.67%	137,245	0.96%	(32,683)	-23.81%
Merchandise Shop Inventory	67,061	0.43%	30,535	0.21%	36,526	119.62%
<b>Total Other Current Assets</b>	<b>4,958,473</b>	<b>32.00%</b>	<b>3,382,255</b>	<b>23.58%</b>	<b>1,576,218</b>	<b>46.60%</b>
<b>Total Current Assets</b>	<b>15,441,180</b>	<b>99.65%</b>	<b>14,240,369</b>	<b>99.30%</b>	<b>1,200,811</b>	<b>8.43%</b>
<b>Fixed Assets:</b>						
Furniture	40,436	0.26%	72,785	0.51%	(32,349)	-44.44%
Land Improvements	14,112	0.09%	28,235	0.20%	(14,123)	-50.02%
<b>Total Fixed Assets</b>	<b>54,548</b>	<b>0.35%</b>	<b>101,020</b>	<b>0.70%</b>	<b>(46,472)</b>	<b>-46.00%</b>
<b>Net Fixed Assets</b>	<b>54,548</b>	<b>0.35%</b>	<b>101,020</b>	<b>0.70%</b>	<b>(46,472)</b>	<b>-46.00%</b>
<b>Total Assets</b>	<b>15,495,728</b>	<b>100.00%</b>	<b>14,341,388</b>	<b>100.00%</b>	<b>1,154,339</b>	<b>8.05%</b>
<b>LIABILITIES AND NET RESERVES</b>						
<b>Current Liabilities:</b>						
Accounts Payable & Accrued Expenses	445,925	27.87%	655,011	38.47%	(209,086)	-31.92%
Due to AIP	901,416	56.34%	826,383	48.53%	(75,033)	-9.08%
Other Payable (Vacation/Payroll/Sec. 125)	234,693	14.67%	200,205	11.76%	34,488	17.23%
Research Contract Payable	-	0.00%	3,194	0.19%	(3,194)	0.00%
<b>Total Current Liabilities</b>	<b>1,582,033</b>	<b>98.88%</b>	<b>1,684,792</b>	<b>98.94%</b>	<b>(102,759)</b>	<b>-6.10%</b>
<b>Long Term Liabilities:</b>						
Deposit Due to CDFA/AIP	18,000	1.12%	18,000	1.06%	-	0.00%
<b>Total Long Term Liabilities</b>	<b>18,000</b>	<b>1.12%</b>	<b>18,000</b>	<b>1.06%</b>	<b>-</b>	<b>0.00%</b>
<b>Total Liabilities</b>	<b>1,600,033</b>	<b>100.00%</b>	<b>1,702,792</b>	<b>100.00%</b>	<b>(102,759)</b>	<b>-6.03%</b>
<b>Net Reserves:</b>						
Net Reserves-Prior Periods	10,412,423	74.93%	14,342,442	113.48%	(3,930,019)	-27.40%
Surplus (Deficit)-Current Period	3,483,272	25.07%	(1,703,846)	-13.48%	5,187,117	-304.44%
<b>Total Net Reserves</b>	<b>13,895,695</b>	<b>100.00%</b>	<b>12,638,596</b>	<b>100.00%</b>	<b>1,257,099</b>	<b>9.95%</b>
<b>Total Liabilities and Net Reserves</b>	<b>15,495,728</b>	<b>100.00%</b>	<b>14,341,388</b>	<b>100.00%</b>	<b>1,154,339</b>	<b>8.05%</b>

**California Avocado Commission**  
**Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit)**  
For the eight months ending June 30, 2022 (with Comparison to Prior Year)

	2021/2022		2020/2021		Current Year Vs Prior Year	
	Actual	%	Actual	%	Var-Fav(Unfav)	% of Change
<b>Revenues</b>						
<b>Assessment Revenues</b>						
CAC Assessment Revenue	6,995,536	60.8%	3,872,907	51.65%	3,122,629	80.6%
HAB Assessment Revenue	4,206,995	36.5%	3,450,784	46.02%	756,210	21.9%
<b>Subtotal Assessment Revenue</b>	<b>11,202,530</b>	<b>97.3%</b>	<b>7,323,691</b>	<b>97.67%</b>	<b>3,878,839</b>	<b>53.0%</b>
<b>Other Revenues</b>						
Admin & Accounting Fee Revenue (AIP)	40,664	0.4%	40,664	0.54%	-	0.0%
Grant Funding	-	0.0%	-	0.00%	-	0.0%
Pine Tree Ranch Crop Income	208,049	1.8%	58,905	0.79%	149,144	253.2%
Interest and Other Income	52,187	0.5%	61,809	0.82%	(9,622)	-15.6%
Merch Shop Income	9,856	0.1%	13,459	0.18%	(3,604)	-26.8%
<b>Subtotal Other Revenues</b>	<b>310,755</b>	<b>2.7%</b>	<b>174,838</b>	<b>2.33%</b>	<b>135,918</b>	<b>77.7%</b>
<b>Total Revenue</b>	<b>11,513,286</b>	<b>100.0%</b>	<b>7,498,529</b>	<b>100.00%</b>	<b>4,014,757</b>	<b>53.5%</b>
<b>Expenses</b>						
<b>Marketing Expenses</b>						
Consumer Marketing	2,932,569	37.0%	3,714,832	40.70%	782,263	21.1%
Merchandising	886,973	11.2%	1,229,538	13.47%	342,565	27.9%
Foodservice	345,656	4.4%	354,851	3.89%	9,195	2.6%
Consumer Public Relations	579,069	7.3%	682,492	7.48%	103,424	15.2%
Consumer/Trade Living Well	104,841	1.3%	124,322	1.36%	19,482	15.7%
Marketing Activities Support	70,613	0.9%	139,951	1.53%	69,338	49.5%
Merch Shop	93,688	1.2%	74,457	0.82%	(19,231)	-25.8%
<b>Subtotal Marketing Expenses</b>	<b>5,013,409</b>	<b>63.2%</b>	<b>6,320,444</b>	<b>69.24%</b>	<b>1,307,035</b>	<b>20.7%</b>
<b>Non-Marketing Expenses</b>						
Industry Affairs & Production Research	462,924	5.8%	596,236	6.53%	133,311	22.4%
Grant Programs	325,075	4.1%	203,845	2.23%	(121,230)	-59.5%
Administration	2,228,605	28.1%	2,081,850	22.81%	(146,755)	-7.0%
<b>Subtotal Non-Marketing Expenses</b>	<b>3,016,605</b>	<b>38.0%</b>	<b>2,881,930</b>	<b>31.57%</b>	<b>(134,675)</b>	<b>-4.7%</b>
<b>Total Expenses</b>	<b>8,030,014</b>	<b>100.0%</b>	<b>9,202,374</b>	<b>100.00%</b>	<b>1,172,361</b>	<b>12.7%</b>
<b>Surplus (Deficit)</b>	<b>3,483,272</b>	<b>100.0%</b>	<b>(1,703,846)</b>	<b>100.00%</b>	<b>5,187,117</b>	<b>304.4%</b>

**California Avocado Commission**  
**Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget**  
**For the eight months ending June 30, 2022 (with Comparison to Budget)**

	YTD		YTD Budget	YTD Actual Vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
<b>Revenues</b>								
<b>Assessment Revenues</b>								
CAC Assessment Revenue	6,995,536	60.76%	3,923,570	3,071,966	78.30%	6,398,440	597,096	9.33%
HAB Assessment Revenue	4,206,995	36.54%	3,930,530	276,465	7.03%	5,928,750	(1,721,755)	-29.04%
<b>Subtotal Assessment Revenue</b>	<b>11,202,530</b>	<b>97.30%</b>	<b>7,854,100</b>	<b>3,348,430</b>	<b>42.63%</b>	<b>12,327,190</b>	<b>(1,124,660)</b>	<b>-9.12%</b>
<b>Other Revenues</b>								
Admin & Accounting Fee Revenue (AIP)	40,664	0.35%	40,664	-	0.00%	61,000	(20,336)	-33.34%
Grant Funding	-	0.00%	-	-	0.00%	475,000	(475,000)	-100.00%
Pine Tree Ranch Crop Income	208,049	1.81%	112,500	95,549	84.93%	112,500	95,549	84.93%
From The Grove Income	41,250	0.36%	32,500	8,750	26.92%	65,000	(23,750)	-36.54%
Interest and Other Income	10,937	0.09%	10,000	937	9.37%	15,000	(4,063)	-27.09%
Merchandise Shop Income	9,856	0.09%	35,747	(25,892)	-72.43%	53,621	(43,765)	-81.62%
<b>Subtotal Other Revenues</b>	<b>310,755</b>	<b>2.70%</b>	<b>231,411</b>	<b>79,344</b>	<b>34.29%</b>	<b>782,121</b>	<b>(471,365)</b>	<b>-60.27%</b>
<b>Total Revenue</b>	<b>11,513,286</b>	<b>100.00%</b>	<b>8,085,511</b>	<b>3,427,774</b>	<b>42.39%</b>	<b>13,109,311</b>	<b>(1,596,025)</b>	<b>-12.17%</b>
<b>Expenses</b>								
<b>Marketing Expenses</b>								
Consumer Marketing	2,932,569	36.52%	3,692,132	759,563	20.57%	5,375,000	2,442,431	45.44%
Merchandising	886,973	11.05%	1,025,162	138,189	13.48%	2,194,035	1,307,062	59.57%
Foodservice	345,656	4.30%	370,720	25,064	6.76%	772,500	426,844	55.25%
Consumer Public Relations	579,069	7.21%	564,750	(14,319)	-2.54%	785,000	205,931	26.23%
Consumer/Trade Living Well	104,841	1.31%	107,750	2,909	2.70%	145,000	40,159	27.70%
Marketing Activities Support	70,613	0.88%	69,935	(678)	-0.97%	112,500	41,887	37.23%
Merchandise Shop	93,688	1.17%	102,875	9,187	8.93%	147,330	53,642	36.41%
<b>Subtotal Marketing Expenses</b>	<b>5,013,409</b>	<b>62.43%</b>	<b>5,933,324</b>	<b>919,915</b>	<b>15.50%</b>	<b>9,531,365</b>	<b>4,517,956</b>	<b>47.40%</b>
<b>Non-Marketing Expenses</b>								
Industry Affairs & Production Research	462,924	5.76%	512,703	49,778	11.34%	1,465,412	1,002,488	143.97%
Grants	325,075	4.05%	341,200	16,125	4.73%	475,000	149,925	31.56%
Administration	2,228,605	27.75%	2,361,327	132,722	5.62%	3,577,725	1,349,120	37.71%
<b>Subtotal Non-Marketing Expense</b>	<b>3,016,605</b>	<b>37.57%</b>	<b>3,215,230</b>	<b>198,625</b>	<b>6.18%</b>	<b>5,518,137</b>	<b>2,501,532</b>	<b>45.33%</b>
<b>Total Expenses</b>	<b>8,030,014</b>	<b>100.00%</b>	<b>9,148,554</b>	<b>1,118,540</b>	<b>12.23%</b>	<b>15,049,502</b>	<b>7,019,488</b>	<b>46.64%</b>
<b>Surplus (Deficit)</b>	<b>3,483,272</b>	<b>100.00%</b>	<b>(1,063,042)</b>	<b>4,546,314</b>	<b>-427.67%</b>	<b>(1,940,191)</b>	<b>5,423,463</b>	<b>279.53%</b>

**California Avocado Commission**  
**Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget**  
**For the eight months ending June 30, 2022 (with Comparison to Budget)**

	YTD		YTD Budget	YTD Actual Vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
<b>Consumer Advertising</b>								
Media	1,532,751	19.09%	2,153,332	620,581	28.82%	3,200,000	1,667,249	52.10%
Production	149,882	1.87%	177,305	27,423	15.47%	197,305	47,423	24.04%
Online Marketing	206,066	2.57%	317,625	111,559	35.12%	411,890	205,824	49.97%
Program Administration	1,043,870	13.00%	1,043,870	-	0.00%	1,565,805	521,935	33.33%
<b>Subtotal Consumer Advertising</b>	<b>2,932,569</b>	<b>36.52%</b>	<b>3,692,132</b>	<b>759,563</b>	<b>20.57%</b>	<b>5,375,000</b>	<b>2,442,431</b>	<b>45.44%</b>
<b>Merchandising Promotions</b>								
Trade Relations	629,215	7.84%	724,920	95,705	13.20%	1,001,500	372,285	37.17%
Retail/Consumer Promotions	98,281	1.22%	99,500	1,219	1.22%	813,835	715,554	87.92%
Data, Research & Analysis	144,826	1.80%	182,702	37,876	20.73%	293,700	148,874	50.69%
Administration & Other	14,652	0.18%	18,040	3,388	18.78%	85,000	70,348	82.76%
<b>Subtotal Merchandising Promoti</b>	<b>886,973</b>	<b>11.05%</b>	<b>1,025,162</b>	<b>138,189</b>	<b>13.48%</b>	<b>2,194,035</b>	<b>1,307,062</b>	<b>59.57%</b>
<b>Foodservice</b>								
Media	63,545	0.79%	59,470	(4,075)	-6.85%	79,300	15,755	19.87%
Public Relations & Collateral Materials	31,720	0.40%	32,050	330	1.03%	56,800	25,080	44.15%
Foodservice Events	122,895	1.53%	144,800	21,905	15.13%	279,700	156,805	56.06%
Chain Promotions	104,518	1.30%	109,000	4,483	4.11%	300,700	196,183	65.24%
Education Programs	1,260	0.02%	1,400	140	10.00%	2,000	740	37.00%
Program Administration Fees	21,718	0.27%	24,000	2,282	9.51%	54,000	32,282	59.78%
<b>Subtotal Foodservice</b>	<b>345,656</b>	<b>4.30%</b>	<b>370,720</b>	<b>25,064</b>	<b>6.76%</b>	<b>772,500</b>	<b>426,844</b>	<b>55.25%</b>
<b>Consumer Public Relations</b>								
Brand Advocates	231,442	2.88%	213,250	(18,192)	-8.53%	339,800	108,358	31.89%
Public Relations	279,546	3.48%	285,700	6,154	2.15%	321,700	42,154	13.10%
Program Administration	68,081	0.85%	65,800	(2,281)	-3.47%	123,500	55,419	44.87%
<b>Subtotal Public Relations</b>	<b>579,069</b>	<b>7.21%</b>	<b>564,750</b>	<b>(14,319)</b>	<b>-2.54%</b>	<b>785,000</b>	<b>205,931</b>	<b>26.23%</b>
<b>Consumer/Trade Living Well</b>								
RDN Ambassadors	79,258	0.99%	80,050	792	0.99%	113,700	34,442	30.29%
Industry Partnerships	19,183	0.24%	21,300	2,117	9.94%	21,300	2,117	9.94%
Program Administration	6,400	0.08%	6,400	-	0.00%	10,000	3,600	36.00%
<b>Subtotal Consumer/Trade Livi</b>	<b>104,841</b>	<b>1.31%</b>	<b>107,750</b>	<b>2,909</b>	<b>2.70%</b>	<b>145,000</b>	<b>40,159</b>	<b>27.70%</b>
<b>Marketing Activities Support</b>								
Marketing Planning	58,113	0.72%	57,435	(678)	-1.18%	87,500	29,387	33.59%
Center for Produce Safety	-	0.00%	-	-	0.00%	-	-	0.00%
"Buy California" Marketing Campaign	12,500	0.16%	12,500	-	0.00%	25,000	12,500	0.00%
Festivals	-	0.00%	-	-	0.00%	-	-	0.00%
<b>Subtotal Marketing Activities :</b>	<b>70,613</b>	<b>0.88%</b>	<b>69,935</b>	<b>(678)</b>	<b>-0.97%</b>	<b>112,500</b>	<b>41,887</b>	<b>37.23%</b>
<b>Merchandise Shop</b>								
Cost of Goods Sold	(1,879)	-0.02%	-	1,879	0.00%	13,000	14,879	114.45%
Expenses - Variable	8,587	0.11%	12,839	4,252	33.12%	19,275	10,688	55.45%
Expenses - Fees	86,981	1.08%	90,036	3,056	3.39%	115,055	28,074	24.40%
<b>Subtotal Merchandise Shop</b>	<b>93,688</b>	<b>1.17%</b>	<b>102,875</b>	<b>9,187</b>	<b>8.93%</b>	<b>147,330</b>	<b>53,642</b>	<b>36.41%</b>
<b>Subtotal Marketing Expenses</b>	<b>5,013,409</b>	<b>62.43%</b>	<b>5,933,324</b>	<b>919,915</b>	<b>15.50%</b>	<b>9,531,365</b>	<b>4,517,956</b>	<b>47.40%</b>

**California Avocado Commission**  
**Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget**  
**For the eight months ending June 30, 2022 (with Comparison to Budget)**

	YTD		YTD Budget	YTD Actual Vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
<b>Industry Affairs</b>								
AMRIC Operation	32,474	0.40%	34,750	2,276	6.55%	86,500	54,026	62.46%
Crop Forecasting & Analysis	64,394	0.80%	69,613	5,219	7.50%	145,000	80,606	55.59%
Grower Database	985	0.01%	5,000	4,015	80.31%	5,000	4,015	80.31%
Grove ID GIS Project Dmnt	-	0.00%	-	-	0.00%	20,000	20,000	100.00%
Online Information (Grower Web Site)	7,626	0.09%	25,100	17,474	69.62%	46,000	38,374	83.42%
Publications	61,693	0.77%	46,755	(14,938)	-31.95%	104,000	42,307	40.68%
Annual Meeting	-	0.00%	20,000	20,000	100.00%	20,000	20,000	100.00%
Annual Report	13,267	0.17%	12,000	(1,267)	-10.56%	12,000	(1,267)	-10.56%
Water Issues	-	0.00%	-	-	0.00%	25,000	25,000	100.00%
Field/Technical Support	20,636	0.26%	20,670	34	0.16%	65,000	44,364	68.25%
Research Program Coordination & Outrea	64,000	0.80%	64,000	-	0.00%	120,000	56,000	46.67%
Legislative & Regulatory Advocacy	2,838	0.04%	3,000	163	5.42%	125,000	122,163	97.73%
Product Registrations	-	0.00%	-	-	0.00%	4,000	4,000	100.00%
Sustainability Project	225	0.00%	250	25	10.00%	50,000	49,775	99.55%
Elections	-	0.00%	1,000	1,000	100.00%	10,000	10,000	100.00%
Legal Support	24,273	0.30%	26,000	1,727	6.64%	40,000	15,727	39.32%
Governance Support	-	0.00%	-	-	0.00%	20,000	20,000	100.00%
Field Meetings, Seminars & Workshops	-	0.00%	-	-	0.00%	23,500	23,500	100.00%
Pine Tree Ranch Field Days	-	0.00%	675	675	100.00%	2,000	2,000	100.00%
Grower Outreach	3,509	0.04%	3,600	91	2.52%	13,500	9,991	74.00%
Coalition Dues, Sponsorship & Reports	9,470	0.12%	10,070	600	5.96%	20,000	10,530	52.65%
Grant Writing	-	0.00%	-	-	0.00%	2,500	2,500	100.00%
Travel	6,922	0.09%	24,000	17,078	71.16%	40,000	33,078	82.70%
Office Expense	5,223	0.07%	10,800	5,577	51.64%	16,500	11,277	68.34%
Committee Meeting Expense	-	0.00%	-	-	0.00%	5,000	5,000	100.00%
<b>Demonstration Grove</b>								
Pine Tree - Rent	16,080	0.20%	16,080	-	0.00%	24,384	8,304	34.06%
Pine Tree - Grove Management	21,227	0.26%	22,200	973	4.38%	40,000	18,773	46.93%
Pine Tree - Utilities	212	0.00%	3,600	3,388	94.12%	5,400	5,188	96.08%
Pine Tree - Property Tax & Insurance	(81)	0.00%	1,680	1,761	104.85%	2,500	2,581	103.26%
Pine Tree - Misc Expenses	997	0.01%	1,000	3	0.26%	5,000	4,003	80.05%
Pine Tree - Crop Harvesting	26,678	0.33%	13,700	(12,978)	-94.73%	16,200	(10,478)	-64.68%
Pine Tree - Crop Hauling	-	0.00%	-	-	0.00%	500	500	100.00%
Pine Tree - CAC Assessment	3,641	0.05%	1,669	(1,972)	-118.14%	1,969	(1,672)	-84.91%
Pine Tree - HAB Assessment	3,055	0.04%	1,910	(1,145)	-59.94%	2,250	(805)	-35.77%
<b>Subtotal Pine Tree Demonstra</b>	<b>71,808</b>	<b>0.89%</b>	<b>61,839</b>	<b>(9,969)</b>	<b>-16.12%</b>	<b>98,203</b>	<b>26,395</b>	<b>26.88%</b>
<b>Subtotal Industry Affairs</b>	<b>389,343</b>	<b>4.85%</b>	<b>439,122</b>	<b>49,778</b>	<b>11.34%</b>	<b>1,118,703</b>	<b>729,360</b>	<b>65.20%</b>
<b>Production Research</b>								
Proactive Mgmt of Avocado Seed and Str	-	0.00%	-	-	0.00%	50,000	50,000	100.00%
Phenology and Ecology of Avocado Lace	-	0.00%	-	-	0.00%	50,845	50,845	100.00%
Commercial-Scale Field Testing of Advan	67,500	0.84%	67,500	-	0.00%	135,000	67,500	50.00%
Safety and Efficacy of Herbicides in Beari	6,081	0.08%	6,081	-	0.00%	10,864	4,783	44.03%
Development of Chloride Mitigation Strate	-	0.00%	-	-	0.00%	74,600	74,600	100.00%
PLACEHOLDER	-	0.00%	-	-	0.00%	25,400	25,400	100.00%
<b>Subtotal Production Research</b>	<b>73,581</b>	<b>0.92%</b>	<b>73,581</b>	<b>-</b>	<b>0.00%</b>	<b>346,709</b>	<b>273,128</b>	<b>78.78%</b>
<b>Grants</b>								
USDA Grant-FAS MAP South Korea	174,149	2.17%	177,000	2,851	1.61%	200,000	25,851	12.93%
USDA Grant-FAS MAP China	150,926	1.88%	164,200	13,274	8.08%	275,000	124,074	45.12%
<b>Subtotal Grants</b>	<b>325,075</b>	<b>4.05%</b>	<b>341,200</b>	<b>16,125</b>	<b>4.73%</b>	<b>475,000</b>	<b>149,925</b>	<b>31.56%</b>

**California Avocado Commission**  
**Statement of Revenues, Expenses & Changes in Net Position (Surplus/Deficit) - Actual vs. Budget**  
**For the eight months ending June 30, 2022 (with Comparison to Budget)**

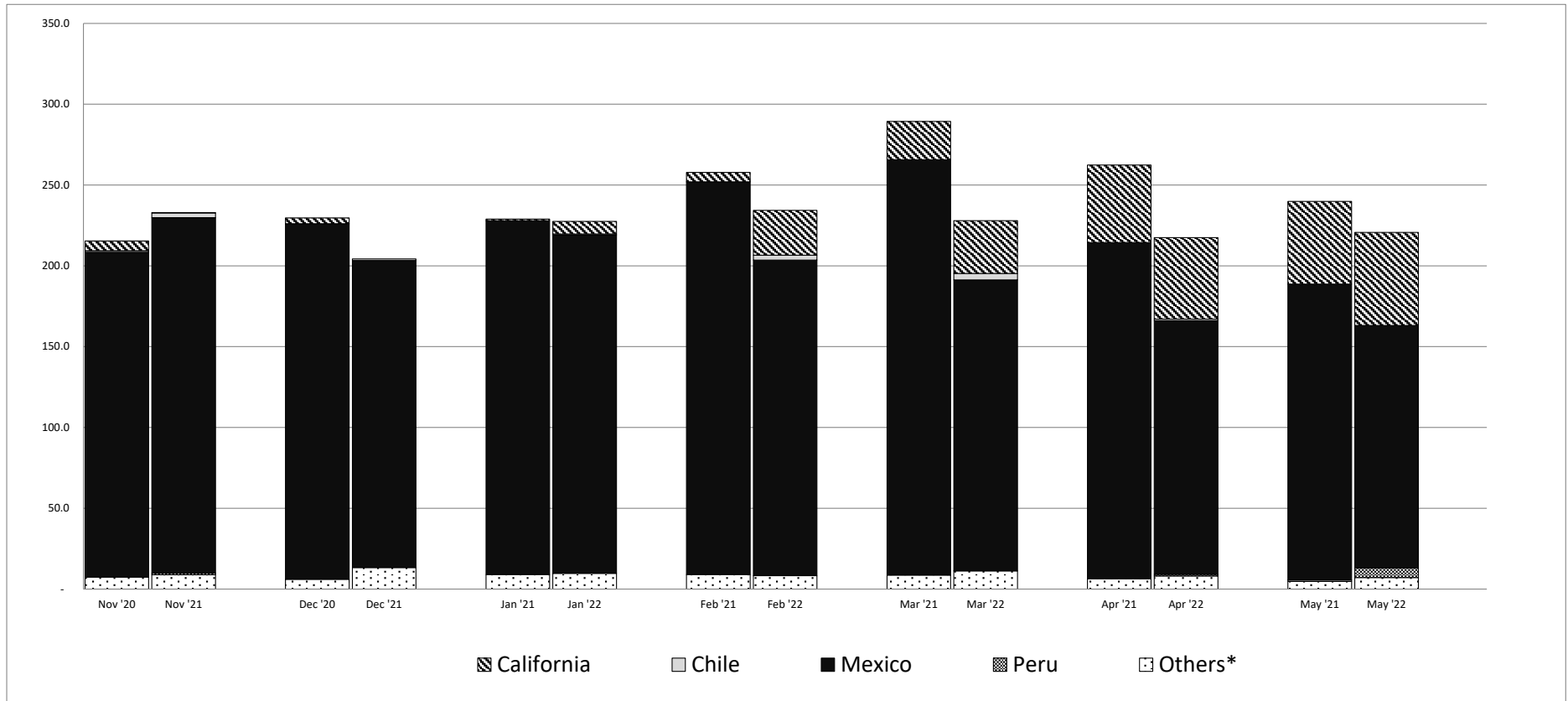
	YTD		YTD Budget	YTD Actual Vs YTD Budget		Annual Budget	YTD Actual Vs Annual Budget	
	Actual	%		Var-Fav(Unfav)	% of Budget		Var-Fav(Unfav)	% of Budget
<b>Administration</b>								
Rent-Office-CAM, Ins, Prop Tax-Mauchly	94,869	1.18%	95,098	229	0.24%	142,790	47,921	33.56%
Rent-Offsite Storage	4,680	0.06%	4,680	-	0.00%	7,137	2,457	34.43%
Corporate Insurance	88,101	1.10%	98,050	9,949	10.15%	98,050	9,949	10.15%
Office Expense, Supplies & Janitorial	12,446	0.15%	18,660	6,214	33.30%	38,835	26,389	67.95%
Utilities	5,821	0.07%	9,360	3,539	37.81%	16,540	10,719	64.81%
Bank Fees	11,504	0.14%	11,065	(439)	-3.97%	15,860	4,356	27.47%
Equip Maint. & Exp. and Capital Lease In	13,294	0.17%	17,750	4,456	25.11%	27,600	14,306	51.83%
Telephone & Postage	11,953	0.15%	19,440	7,487	38.51%	30,410	18,457	60.69%
CPA-Financial Audits	31,120	0.39%	31,500	380	1.21%	31,500	380	1.21%
CPA-Assessment Audits	1,255	0.02%	20,738	19,483	93.95%	20,738	19,483	93.95%
CDFA-Fiscal and Compliance Audit	8,500	0.11%	8,715	215	2.47%	8,715	215	2.47%
California Dept. of Food & Agriculture	53,586	0.67%	53,800	214	0.40%	76,200	22,614	29.68%
U.S. Dept. of Agriculture (AMS)	27,028	0.34%	50,400	23,372	46.37%	75,600	48,572	64.25%
Legal & Other Professional	3,752	0.05%	3,800	48	1.26%	5,000	1,248	24.96%
Salaries/Wages	1,261,298	15.71%	1,263,000	1,702	0.13%	1,875,000	613,702	32.73%
Pension, Payroll Tax & Benefits	422,418	5.26%	438,080	15,662	3.58%	646,392	223,974	34.65%
Board Member District Meetings & Expen	-	0.00%	-	-	0.00%	3,000	3,000	100.00%
Board Member Entertainment	-	0.00%	-	-	0.00%	2,000	2,000	100.00%
Board Member Travel, Lodging, Mileage,	2,740	0.03%	3,000	260	8.68%	38,000	35,260	92.79%
Board Meeting Expenses	3,811	0.05%	23,000	19,189	83.43%	30,500	26,689	87.50%
Network Maint., Hardware, Software & Lic	34,864	0.43%	35,230	366	1.04%	48,610	13,746	28.28%
IT Support & Consulting and Other Servic	9,573	0.12%	17,920	8,347	46.58%	55,000	45,427	82.59%
Accounting & Assessment System	1,023	0.01%	1,260	237	18.81%	7,910	6,887	87.07%
Administration Staff Travel	-	0.00%	6,000	6,000	100.00%	9,000	9,000	100.00%
Depreciation Expense	30,981	0.39%	30,981	(0)	0.00%	46,463	15,482	33.32%
Pension Admin & Legal	19,684	0.25%	25,150	5,466	21.74%	52,300	32,616	62.36%
Dues, Reg, Education, Recruitment & Otr	74,306	0.93%	74,650	344	0.46%	143,575	69,269	48.25%
Temporary Help	-	0.00%	-	-	0.00%	25,000	25,000	100.00%
<b>Subtotal Administration</b>	<b>2,228,605</b>	<b>27.75%</b>	<b>2,361,327</b>	<b>132,722</b>	<b>5.62%</b>	<b>3,577,725</b>	<b>1,349,120</b>	<b>37.71%</b>
<b>Total Expenses</b>	<b>8,030,014</b>	<b>100.00%</b>	<b>9,148,554</b>	<b>1,118,540</b>	<b>12.23%</b>	<b>15,049,502</b>	<b>7,019,488</b>	<b>46.64%</b>
<b>Surplus (Deficit)</b>	<b>3,483,272</b>	<b>100.00%</b>	<b>(1,063,042)</b>	<b>4,546,314</b>	<b>-427.67%</b>	<b>(1,940,191)</b>	<b>5,423,463</b>	<b>279.53%</b>

## CALIFORNIA AVOCADO COMMISSION POUNDS & DOLLARS BY VARIETY

November 2021 Through May 2022

Month	Hass Pounds	Lamb Pounds	Gem Pounds	Others Pounds	Total Pounds	Hass Dollars	Lamb Dollars	Gem Dollars	Others Dollars	Total Dollars	Avg \$/Lb
Nov 2021	25,432	3,582	0	73,789	102,803	\$35,115	\$6,113	\$	\$102,366	\$143,594	\$1.397
Dec 2021	8,018		0	26,052	34,070	\$15,742	0	\$	\$20,361	\$36,103	\$1.060
Jan 2022	7,647,756		0	197,244	7,845,000	\$12,056,594	0	\$	\$132,257	\$12,188,851	\$1.554
<b>1st QTR</b>	<b>7,681,206</b>	<b>3,582</b>	<b>0</b>	<b>297,085</b>	<b>7,981,873</b>	<b>\$12,107,451</b>	<b>\$6,113</b>	<b>0</b>	<b>\$254,984</b>	<b>\$12,368,548</b>	<b>\$1.550</b>
Feb 2022	27,609,858		6,814	75,251	27,691,923	\$43,637,363	0	\$3,505	\$45,425	\$43,686,293	\$1.578
Mar 2022	32,232,723		466,366	28,785	32,727,874	\$49,531,316	0	\$894,602	\$14,620	\$50,440,538	\$1.541
Apr 2022	48,477,509	8	1,846,498	84,069	50,408,084	\$83,068,347	\$42	\$3,755,235	\$137,442	\$86,961,066	\$1.725
<b>2nd QTR</b>	<b>108,320,090</b>	<b>8</b>	<b>2,319,678</b>	<b>188,105</b>	<b>110,827,881</b>	<b>\$176,237,026</b>	<b>\$42</b>	<b>\$4,653,342</b>	<b>\$197,487</b>	<b>\$181,087,897</b>	<b>\$1.634</b>
<b>1st Half</b>	<b>116,001,296</b>	<b>3,590</b>	<b>2,319,678</b>	<b>485,190</b>	<b>118,809,754</b>	<b>\$188,344,477</b>	<b>\$6,155</b>	<b>\$4,653,342</b>	<b>\$452,471</b>	<b>\$193,456,445</b>	<b>\$1.628</b>
May 2022	55,596,453		1,993,131	2,973	57,592,557	\$101,801,603	0	\$2,695,941	\$8,312	\$104,505,856	\$1.815
<b>3rd QTR</b>	<b>55,596,453</b>	<b>0</b>	<b>1,993,131</b>	<b>2,973</b>	<b>57,592,557</b>	<b>\$101,801,603</b>	<b>0</b>	<b>\$2,695,941</b>	<b>\$8,312</b>	<b>\$104,505,856</b>	<b>\$1.815</b>
<b>2nd Half</b>	<b>55,596,453</b>	<b>0</b>	<b>1,993,131</b>	<b>2,973</b>	<b>57,592,557</b>	<b>\$101,801,603</b>	<b>0</b>	<b>\$2,695,941</b>	<b>\$8,312</b>	<b>\$104,505,856</b>	<b>\$1.815</b>
<b>Total</b>	<b>171,597,749</b>	<b>3,590</b>	<b>4,312,809</b>	<b>488,163</b>	<b>176,402,311</b>	<b>\$290,146,080</b>	<b>\$6,155</b>	<b>\$7,349,283</b>	<b>\$460,783</b>	<b>\$297,962,301</b>	<b>\$1.689</b>
Year-to-Date % of Crop	97.28%	.00%	2.44%	.28%	100.00%	97.38%	.00%	2.47%	.15%	100.00%	
Year-to-Date Average \$/lb						\$1.691	\$1.714	\$1.704	\$0.944	\$1.689	

**2021-22 FISCAL YEAR  
WITH PRIOR YEAR COMPARISON  
U. S. AGGREGATE AVOCADO VOLUME BY MONTH  
All Varieties (million lbs.)**



	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	YTD Total	YTD Total	Total
	Nov '20	Nov '21	Dec '20	Dec '21	Jan '21	Jan '22	Feb '21	Feb '22	Mar '21	Mar '22	Apr '21	Apr '22	May '21	May '22	2020-21	2021-22	
California	6.0	0.1	3.6	-	0.9	7.8	5.8	27.7	23.7	32.7	48.0	50.4	51.2	57.6	139.2	176.3	269.6
Chile	1.0	3.0	-	1.0	-	0.7	-	3.0	-	4.0	-	1.0	-	-	1.0	12.7	4.0
Mexico	201.0	220.0	220.0	190.0	219.0	209.3	243.0	195.3	257.0	180.0	208.0	157.0	183.0	150.0	1,531.0	1,301.6	2,337.0
Peru	-	1.0	-	-	-	-	-	-	-	-	-	1.0	1.0	6.0	1.0	8.0	176.0
Others*	7.4	8.8	6.1	13.3	9.0	9.7	9.0	8.3	8.7	11.3	6.4	8.1	4.7	7.1	51.3	66.6	100.7
<b>TOTAL</b>	<b>215.4</b>	<b>232.9</b>	<b>229.7</b>	<b>204.3</b>	<b>228.9</b>	<b>227.5</b>	<b>257.8</b>	<b>234.3</b>	<b>289.4</b>	<b>228.0</b>	<b>262.4</b>	<b>217.5</b>	<b>239.9</b>	<b>220.7</b>	<b>1,723.5</b>	<b>1,565.2</b>	<b>2,887.3</b>

\* Others = Florida and Dominican Republic  
\*\* California is not final as of this report date

Source(s): CA = California Avocado Commission  
Chile = Hass Avocado Board  
Mexico = Hass Avocado Board  
Peru = Hass Avocado Board  
Others = USDA AMS and FATUS databases





**FINANCE COMMITTEE MEETING, August 17, 2022**

**COMMITTEE INFORMATION**

**ITEM 4.B: CASH DISBURSEMENT AUDIT, June & July 2022**

**Check History Report**  
**Sorted By Vendor Number**  
**Activity From: 6/1/2022 to 7/31/2022**

**California Avocado Commission (CAC)**

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
<b>Vendor Number: ***Void Check***</b>					
C	Bank of the West	031587	6/29/2022		
C	Bank of the West	031588	6/29/2022		
<b>Vendor Total:</b>				<u>0.00</u>	
<b>Vendor Number: ATT6 AT&amp;T</b>					
C	Bank of the West	031589	6/29/2022	0.01	Auto
C	Bank of the West	031589	6/29/2022	0.01-	Reversal
C	Bank of the West	031589	6/29/2022	0.01	Auto
<b>Vendor ATT6 Total:</b>				<u>0.01</u>	
<b>Vendor Number: AGFO1 Ag. Food. Consulting AFC</b>					
C	Bank of the West	NC1228	6/8/2022	5,500.00	Manual
C	Bank of the West	NC1248	7/14/2022	5,500.00	Manual
<b>Vendor AGFO1 Total:</b>				<u>11,000.00</u>	
<b>Vendor Number: ALBE1 Albertsons Companies, LLC</b>					
C	Bank of the West	031607	7/27/2022	9,375.50	Auto
<b>Vendor ALBE1 Total:</b>				<u>9,375.50</u>	
<b>Vendor Number: AMCO1 AMAZON</b>					
C	Bank of the West	NC1229	6/8/2022	1,854.07	Manual
C	Bank of the West	NC1255	7/18/2022	1,210.28	Manual
<b>Vendor AMCO1 Total:</b>				<u>3,064.35</u>	
<b>Vendor Number: AMEX1 American Express</b>					
C	Bank of the West	NC1231	6/14/2022	4,897.61	Manual
C	Bank of the West	NC1251	7/15/2022	13,353.56	Manual
<b>Vendor AMEX1 Total:</b>				<u>18,251.17</u>	
<b>Vendor Number: ANSA1 Anderson Food Sales/Marketing</b>					
C	Bank of the West	E05987	6/8/2022	7,200.00	
C	Bank of the West	E06090	7/14/2022	7,200.00	
<b>Vendor ANSA1 Total:</b>				<u>14,400.00</u>	
<b>Vendor Number: ARNEM1 Monica Arnett</b>					
C	Bank of the West	E05988	6/8/2022	25.00	
C	Bank of the West	E06069	6/29/2022	115.89	
C	Bank of the West	E06069	6/29/2022	115.89-	
C	Bank of the West	E06069	6/29/2022	115.89	
C	Bank of the West	E06091	7/14/2022	25.00	
<b>Vendor ARNEM1 Total:</b>				<u>165.89</u>	
<b>Vendor Number: ARRO1 Ready Refresh by Nestle</b>					
C	Bank of the West	E06123	7/20/2022	98.22	
<b>Vendor ARRO1 Total:</b>				<u>98.22</u>	
<b>Vendor Number: ATT3 AT&amp;T Mobility</b>					
C	Bank of the West	NC1242	6/28/2022	114.48	Manual
C	Bank of the West	NC1260	7/27/2022	114.48	Manual
<b>Vendor ATT3 Total:</b>				<u>228.96</u>	
<b>Vendor Number: AVMA1 Avocado Marketing Services Inc</b>					
C	Bank of the West	E05989	6/8/2022	265.00	
C	Bank of the West	E06092	7/14/2022	40.00	
C	Bank of the West	E06134	7/27/2022	225.00	
<b>Vendor AVMA1 Total:</b>				<u>530.00</u>	
<b>Vendor Number: AYMAA1 April Aymami</b>					
C	Bank of the West	E05990	6/8/2022	25.00	
C	Bank of the West	E06015	6/17/2022	91.00	
C	Bank of the West	E06093	7/14/2022	116.00	
<b>Vendor AYMAA1 Total:</b>				<u>232.00</u>	

**Check History Report**  
**Sorted By Vendor Number**  
**Activity From: 6/1/2022 to 7/31/2022**

**California Avocado Commission (CAC)**

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
<b>Vendor Number: BAWE1 Bank of the West</b>					
C	Bank of the West	NC1240	6/21/2022	953.39	Manual
C	Bank of the West	NC1256	7/20/2022	904.69	Manual
<b>Vendor BAWE1 Total:</b>				<u>1,858.08</u>	
<b>Vendor Number: BECKC1 CL Marketing LLC</b>					
C	Bank of the West	E05991	6/8/2022	12,000.00	
C	Bank of the West	E06094	7/14/2022	12,000.00	
<b>Vendor BECKC1 Total:</b>				<u>24,000.00</u>	
<b>Vendor Number: BEMA1 Beneficial Maintenance Service</b>					
C	Bank of the West	E05992	6/8/2022	446.00	
C	Bank of the West	E06082	7/5/2022	446.00	
<b>Vendor BEMA1 Total:</b>				<u>892.00</u>	
<b>Vendor Number: BENEZ1 Zachary Benedict</b>					
C	Bank of the West	E05993	6/8/2022	25.00	
C	Bank of the West	E06095	7/14/2022	25.00	
<b>Vendor BENEZ1 Total:</b>				<u>50.00</u>	
<b>Vendor Number: BOTA1 Bonnie Taub-Dix</b>					
C	Bank of the West	E06026	6/22/2022	2,500.00	
<b>Vendor BOTA1 Total:</b>				<u>2,500.00</u>	
<b>Vendor Number: BOYD1 Boyden California</b>					
C	Bank of the West	NC1236	6/17/2022	2,219.56	Manual
<b>Vendor BOYD1 Total:</b>				<u>2,219.56</u>	
<b>Vendor Number: BRBR1 Brown &amp; Brown of California</b>					
C	Bank of the West	NC1225	6/7/2022	1,090.22	Manual
<b>Vendor BRBR1 Total:</b>				<u>1,090.22</u>	
<b>Vendor Number: BUEN1 Buckhorn Enterprises, LLC</b>					
C	Bank of the West	031590	6/29/2022	950.00	Auto
C	Bank of the West	031590	6/29/2022	950.00-	Reversal
C	Bank of the West	031590	6/29/2022	950.00	Auto
<b>Vendor BUEN1 Total:</b>				<u>950.00</u>	
<b>Vendor Number: CAGR2 Calavo Growers, Inc.</b>					
C	Bank of the West	E06016	6/17/2022	150.62	
<b>Vendor CAGR2 Total:</b>				<u>150.62</u>	
<b>Vendor Number: CALG1 Gary Caloroso</b>					
C	Bank of the West	031591	6/29/2022	142.74	Auto
C	Bank of the West	031591	6/29/2022	142.74-	Reversal
C	Bank of the West	031591	6/29/2022	142.74	Auto
C	Bank of the West	031591	6/29/2022	142.74-	Reversal
<b>Vendor CALG1 Total:</b>				<u>0.00</u>	
<b>Vendor Number: CAMPA1 Adam Campbell</b>					
C	Bank of the West	031592	6/29/2022	1,186.99	Auto
C	Bank of the West	031592	6/29/2022	1,186.99-	Reversal
C	Bank of the West	031592	6/29/2022	1,186.99	Auto
<b>Vendor CAMPA1 Total:</b>				<u>1,186.99</u>	
<b>Vendor Number: CAPO1 Cal Poly Pomona Foundation</b>					
C	Bank of the West	E06070	6/29/2022	426.30	
C	Bank of the West	E06070	6/29/2022	426.30-	
C	Bank of the West	E06070	6/29/2022	426.30	
C	Bank of the West	E06071	6/29/2022	2,076.00	
C	Bank of the West	E06071	6/29/2022	2,076.00-	
C	Bank of the West	E06071	6/29/2022	2,076.00	
C	Bank of the West	E06135	7/27/2022	1,913.59	

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**California Avocado Commission (CAC)**

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E06136	7/27/2022	2,076.00	
				<b>Vendor CAPO1 Total:</b>	6,491.89
<b>Vendor Number: CARLW1 Will Carleton</b>					
C	Bank of the West	031593	6/29/2022	457.55	Auto
C	Bank of the West	031593	6/29/2022	457.55-	Reversal
C	Bank of the West	031593	6/29/2022	457.55	Auto
C	Bank of the West	031608	7/27/2022	450.57	Auto
				<b>Vendor CARLW1 Total:</b>	908.12
<b>Vendor Number: CBE1 Cell Business Equipment</b>					
C	Bank of the West	E06072	6/29/2022	536.60	
C	Bank of the West	E06072	6/29/2022	536.60-	
C	Bank of the West	E06072	6/29/2022	536.60	
C	Bank of the West	E06137	7/27/2022	602.92	
				<b>Vendor CBE1 Total:</b>	1,139.52
<b>Vendor Number: CBE2 Cell Business Equipment</b>					
C	Bank of the West	E06073	6/29/2022	1,179.82	
C	Bank of the West	E06073	6/29/2022	1,179.82-	
C	Bank of the West	E06073	6/29/2022	1,179.82	
C	Bank of the West	E06138	7/27/2022	1,179.82	
				<b>Vendor CBE2 Total:</b>	2,359.64
<b>Vendor Number: CBEO1 CBE Office Solutions</b>					
C	Bank of the West	E06096	7/14/2022	69.40	
				<b>Vendor CBEO1 Total:</b>	69.40
<b>Vendor Number: CHPU1 Champ Publishing</b>					
C	Bank of the West	E06097	7/14/2022	10,420.00	
				<b>Vendor CHPU1 Total:</b>	10,420.00
<b>Vendor Number: CORNJ1 John Cornell</b>					
C	Bank of the West	031594	6/29/2022	308.37	Auto
C	Bank of the West	031594	6/29/2022	308.37-	Reversal
C	Bank of the West	031594	6/29/2022	308.37	Auto
				<b>Vendor CORNJ1 Total:</b>	308.37
<b>Vendor Number: COXC1 Cox Business</b>					
C	Bank of the West	NC1238	6/21/2022	1,309.97	Manual
C	Bank of the West	NC1253	7/19/2022	1,309.97	Manual
				<b>Vendor COXC1 Total:</b>	2,619.94
<b>Vendor Number: CRUZD1 David Cruz</b>					
C	Bank of the West	E05994	6/8/2022	25.00	
C	Bank of the West	E06098	7/14/2022	25.00	
C	Bank of the West	E06124	7/20/2022	1,302.94	
C	Bank of the West	E06139	7/27/2022	923.78	
				<b>Vendor CRUZD1 Total:</b>	2,276.72
<b>Vendor Number: DADE1 Data Designers</b>					
C	Bank of the West	E06099	7/14/2022	4,630.00	
				<b>Vendor DADE1 Total:</b>	4,630.00
<b>Vendor Number: DELL2 Dell Business Credit</b>					
C	Bank of the West	031595	6/29/2022	39.00	Auto
C	Bank of the West	031595	6/29/2022	39.00-	Reversal
C	Bank of the West	031595	6/29/2022	39.00	Auto
				<b>Vendor DELL2 Total:</b>	39.00
<b>Vendor Number: DELYJ1 Jan DeLyster</b>					
C	Bank of the West	E05995	6/8/2022	25.00	
C	Bank of the West	E06017	6/17/2022	69.97	

**Check History Report**  
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**California Avocado Commission (CAC)**

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E06100	7/14/2022	25.00	
				<b>Vendor DELYJ1 Total:</b>	119.97
<b>Vendor Number: DEOF3 CDFA Cashier</b>					
C	Bank of the West	031596	6/29/2022	6,440.18	Auto
C	Bank of the West	031596	6/29/2022	6,440.18-	Reversal
C	Bank of the West	031596	6/29/2022	6,440.18	Auto
				<b>Vendor DEOF3 Total:</b>	6,440.18
<b>Vendor Number: DOMC1 Douglas-McCarty Insurance</b>					
C	Bank of the West	E05979	6/1/2022	18,744.82	
C	Bank of the West	E06083	7/5/2022	16,306.50	
				<b>Vendor DOMC1 Total:</b>	35,051.32
<b>Vendor Number: DWVA1 Dwight Valley Photography</b>					
C	Bank of the West	E05980	6/1/2022	1,500.00	
				<b>Vendor DWVA1 Total:</b>	1,500.00
<b>Vendor Number: ERDE1 Erik's DeliCafe Franchises, Inc</b>					
C	Bank of the West	E06074	6/29/2022	2,050.00	
C	Bank of the West	E06074	6/29/2022	2,050.00-	
C	Bank of the West	E06074	6/29/2022	2,050.00	
				<b>Vendor ERDE1 Total:</b>	2,050.00
<b>Vendor Number: FEEX1 FedEx</b>					
C	Bank of the West	NC1239	6/21/2022	1,310.24	Manual
C	Bank of the West	NC1262	7/27/2022	1,698.47	Manual
				<b>Vendor FEEX1 Total:</b>	3,008.71
<b>Vendor Number: FOW1 Fox Weather, LLC</b>					
C	Bank of the West	E06018	6/17/2022	110.00	
C	Bank of the West	E06125	7/20/2022	110.00	
				<b>Vendor FOW1 Total:</b>	220.00
<b>Vendor Number: FRASA1 Angela Fraser</b>					
C	Bank of the West	E05981	6/1/2022	1,836.38	
C	Bank of the West	E05996	6/8/2022	25.00	
C	Bank of the West	E06101	7/14/2022	25.00	
				<b>Vendor FRASA1 Total:</b>	1,886.38
<b>Vendor Number: FRON1 Frontier Communications Corp.</b>					
C	Bank of the West	NC1235	6/16/2022	291.31	Manual
C	Bank of the West	NC1252	7/19/2022	291.27	Manual
				<b>Vendor FRON1 Total:</b>	582.58
<b>Vendor Number: FRPR2 Fresh Produce &amp; Floral Council</b>					
C	Bank of the West	E06140	7/27/2022	1,950.00	
				<b>Vendor FRPR2 Total:</b>	1,950.00
<b>Vendor Number: GDRG1 The GDR Group, Inc.</b>					
C	Bank of the West	E05997	6/8/2022	3,370.40	
C	Bank of the West	E06084	7/5/2022	3,269.70	
C	Bank of the West	E06141	7/27/2022	822.08	
				<b>Vendor GDRG1 Total:</b>	7,462.18
<b>Vendor Number: GIAG1 Giumarra Companies</b>					
C	Bank of the West	E06102	7/14/2022	142.74	
				<b>Vendor GIAG1 Total:</b>	142.74
<b>Vendor Number: GING1 GINGERROOT LLC</b>					
C	Bank of the West	E05998	6/8/2022	1,940.00	
C	Bank of the West	E06103	7/14/2022	1,800.00	
				<b>Vendor GING1 Total:</b>	3,740.00
<b>Vendor Number: GOHA1 Golin Harris</b>					

**Check History Report**  
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**California Avocado Commission (CAC)**

Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	E06019	6/17/2022	12,500.00	
C	Bank of the West	E06027	6/22/2022	77,715.50	
C	Bank of the West	E06075	6/29/2022	11,400.00	
C	Bank of the West	E06075	6/29/2022	11,400.00-	
C	Bank of the West	E06075	6/29/2022	11,400.00	
C	Bank of the West	E06085	7/5/2022	40,196.00	
C	Bank of the West	E06104	7/14/2022	11,585.92	
C	Bank of the West	E06126	7/20/2022	7,400.00	
C	Bank of the West	E06142	7/27/2022	48,442.60	
<b>Vendor GOHA1 Total:</b>				<u>209,240.02</u>	
<b>Vendor Number: GRETR1 Robert Grether</b>					
C	Bank of the West	E06105	7/14/2022	409.12	
<b>Vendor GRETR1 Total:</b>				<u>409.12</u>	
<b>Vendor Number: I2NE1 i2b Networks</b>					
C	Bank of the West	031597	6/29/2022	579.18	Auto
C	Bank of the West	031597	6/29/2022	579.18-	Reversal
C	Bank of the West	031597	6/29/2022	579.18	Auto
<b>Vendor I2NE1 Total:</b>				<u>579.18</u>	
<b>Vendor Number: INFR1 Index Fresh</b>					
C	Bank of the West	E06143	7/27/2022	259.00	
<b>Vendor INFR1 Total:</b>				<u>259.00</u>	
<b>Vendor Number: INPA1 International Paper Company</b>					
C	Bank of the West	E06106	7/14/2022	13,619.30	
C	Bank of the West	E06144	7/27/2022	1,712.34	
<b>Vendor INPA1 Total:</b>				<u>15,331.64</u>	
<b>Vendor Number: INRE1 Information Resources, Inc.</b>					
C	Bank of the West	E05982	6/1/2022	17,008.00	
<b>Vendor INRE1 Total:</b>				<u>17,008.00</u>	
<b>Vendor Number: INRI1 INR Inc.</b>					
C	Bank of the West	NC1222	6/1/2022	22,334.00	Manual
C	Bank of the West	NC1227	6/8/2022	5,811.48	Manual
<b>Vendor INRI1 Total:</b>				<u>28,145.48</u>	
<b>Vendor Number: INYO1 Inmar -You Tech, LLC</b>					
C	Bank of the West	E06086	7/5/2022	13,073.92	
C	Bank of the West	E06145	7/27/2022	7,821.20	
<b>Vendor INYO1 Total:</b>				<u>20,895.12</u>	
<b>Vendor Number: IRR11 Irvine Ranch Water District</b>					
C	Bank of the West	NC1241	6/27/2022	44.37	Manual
C	Bank of the West	NC1259	7/27/2022	46.79	Manual
<b>Vendor IRR11 Total:</b>				<u>91.16</u>	
<b>Vendor Number: JOCO1 Johnson Controls Security Solutions, LLC</b>					
C	Bank of the West	031598	6/29/2022	1,037.52	Auto
C	Bank of the West	031598	6/29/2022	1,037.52-	Reversal
C	Bank of the West	031598	6/29/2022	1,037.52	Auto
<b>Vendor JOCO1 Total:</b>				<u>1,037.52</u>	
<b>Vendor Number: JOHNK1 KNJPR LLC</b>					
C	Bank of the West	E05999	6/8/2022	10,250.00	
C	Bank of the West	E06146	7/27/2022	10,250.00	
<b>Vendor JOHNK1 Total:</b>				<u>20,500.00</u>	
<b>Vendor Number: KASO1 Kahn, Soares &amp; Conway</b>					
C	Bank of the West	E06000	6/8/2022	10,883.00	
C	Bank of the West	E06107	7/14/2022	2,015.63	

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Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
				<b>Vendor KASO1 Total:</b>	12,898.63
<b>Vendor Number: KIERS1 Stacia Kierulff</b>					
C	Bank of the West	E06001	6/8/2022	25.00	
C	Bank of the West	E06108	7/14/2022	25.00	
				<b>Vendor KIERS1 Total:</b>	50.00
<b>Vendor Number: KUCO1 Kurata Communications LLC</b>					
C	Bank of the West	E06020	6/17/2022	64,812.96	
C	Bank of the West	E06147	7/27/2022	47,051.80	
				<b>Vendor KUCO1 Total:</b>	111,864.76
<b>Vendor Number: LACA1 Laguna Canyon Group, LLC</b>					
C	Bank of the West	E06076	6/29/2022	11,895.19	
C	Bank of the West	E06076	6/29/2022	11,895.19-	
C	Bank of the West	E06076	6/29/2022	11,895.19	
C	Bank of the West	E06148	7/27/2022	11,895.19	
				<b>Vendor LACA1 Total:</b>	23,790.38
<b>Vendor Number: MAGI1 Macias Gini &amp; O'Connell LLP</b>					
C	Bank of the West	E06109	7/14/2022	18,498.58	
				<b>Vendor MAGI1 Total:</b>	18,498.58
<b>Vendor Number: MAIN1 Market Insight LLC dba Fusion</b>					
C	Bank of the West	E06021	6/17/2022	71,084.68	
C	Bank of the West	E06149	7/27/2022	95,132.16	
				<b>Vendor MAIN1 Total:</b>	166,216.84
<b>Vendor Number: MARM1 Miriam Martinez</b>					
C	Bank of the West	031599	6/29/2022	25.00	Auto
C	Bank of the West	031599	6/29/2022	25.00-	Reversal
C	Bank of the West	031599	6/29/2022	25.00	Auto
C	Bank of the West	031609	7/27/2022	25.00	Auto
				<b>Vendor MARM1 Total:</b>	50.00
<b>Vendor Number: MELBK1 Kenneth Melban</b>					
C	Bank of the West	E06002	6/8/2022	25.00	
C	Bank of the West	E06110	7/14/2022	25.00	
C	Bank of the West	E06150	7/27/2022	1,073.55	
				<b>Vendor MELBK1 Total:</b>	1,123.55
<b>Vendor Number: MOHH1 Hooman Mohammadpour</b>					
C	Bank of the West	E06003	6/8/2022	375.00	
C	Bank of the West	E06111	7/14/2022	450.00	
				<b>Vendor MOHH1 Total:</b>	825.00
<b>Vendor Number: MOST1 Mollie Stone's Markets</b>					
C	Bank of the West	031600	6/29/2022	500.00	Auto
C	Bank of the West	031600	6/29/2022	500.00-	Reversal
C	Bank of the West	031600	6/29/2022	500.00	Auto
				<b>Vendor MOST1 Total:</b>	500.00
<b>Vendor Number: MULL1 MullenLowe U.S.,Inc.</b>					
C	Bank of the West	E06004	6/8/2022	704,699.38	
C	Bank of the West	E06022	6/17/2022	181,259.35	
C	Bank of the West	E06127	7/20/2022	1,004,002.62	
				<b>Vendor MULL1 Total:</b>	1,889,961.35
<b>Vendor Number: MUPE1 Musick, Peeler &amp; Garrett LLP</b>					
C	Bank of the West	E06087	7/5/2022	231.00	
				<b>Vendor MUPE1 Total:</b>	231.00
<b>Vendor Number: MVNU1 MV Nutrition</b>					
C	Bank of the West	E06128	7/20/2022	4,000.00	

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Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
<b>Vendor MVNU1 Total:</b>				4,000.00	
<b>Vendor Number: NAFI1 Naturally Fit, LLC</b>					
C	Bank of the West	E06151	7/27/2022	2,750.00	
<b>Vendor NAFI1 Total:</b>				2,750.00	
<b>Vendor Number: NORE1 Norm's Restaurants, LLC</b>					
C	Bank of the West	E06112	7/14/2022	1,800.00	
<b>Vendor NORE1 Total:</b>				1,800.00	
<b>Vendor Number: OFEX1 The Office Express / Foodja</b>					
C	Bank of the West	E05983	6/1/2022	274.68	
<b>Vendor OFEX1 Total:</b>				274.68	
<b>Vendor Number: OFSO1 Office Solutions</b>					
C	Bank of the West	E06005	6/8/2022	78.80	
<b>Vendor OFSO1 Total:</b>				78.80	
<b>Vendor Number: PADEL1 Paden PR LLC</b>					
C	Bank of the West	E06006	6/8/2022	10,250.00	
C	Bank of the West	E06152	7/27/2022	10,250.00	
<b>Vendor PADEL1 Total:</b>				20,500.00	
<b>Vendor Number: PANE1 Paychex of New York LLC</b>					
C	Bank of the West	NC1223	6/2/2022	230.45	Manual
C	Bank of the West	NC1223	6/2/2022	230.45-	Reversal
C	Bank of the West	NC1223	6/1/2022	230.45	Manual
C	Bank of the West	NC1224	6/2/2022	201.00	Manual
C	Bank of the West	NC1232	6/15/2022	167.00	Manual
C	Bank of the West	NC1237	6/21/2022	115.50	Manual
C	Bank of the West	NC1243	6/30/2022	167.00	Manual
C	Bank of the West	NC1249	7/15/2022	167.00	Manual
C	Bank of the West	NC1257	7/20/2022	114.00	Manual
C	Bank of the West	NC1263	7/29/2022	167.00	Manual
<b>Vendor PANE1 Total:</b>				1,328.95	
<b>Vendor Number: PAPR1 V Media LLC</b>					
C	Bank of the West	E06129	7/20/2022	2,860.96	
<b>Vendor PAPR1 Total:</b>				2,860.96	
<b>Vendor Number: PRBU1 Priority Workforce</b>					
C	Bank of the West	E05984	6/1/2022	403.65	
C	Bank of the West	E06113	7/14/2022	212.18	
C	Bank of the West	E06130	7/20/2022	155.25	
<b>Vendor PRBU1 Total:</b>				771.08	
<b>Vendor Number: PRLI1 Provident Life &amp; Accident Ins.</b>					
C	Bank of the West	031601	6/29/2022	204.84	Auto
C	Bank of the West	031601	6/29/2022	204.84-	Reversal
C	Bank of the West	031601	6/29/2022	204.84	Auto
<b>Vendor PRLI1 Total:</b>				204.84	
<b>Vendor Number: PRMC1 Promotion Management Center</b>					
C	Bank of the West	E06007	6/8/2022	325.39	
C	Bank of the West	E06131	7/20/2022	561.36	
<b>Vendor PRMC1 Total:</b>				886.75	
<b>Vendor Number: PRUD1 Prudential</b>					
C	Bank of the West	031610	7/27/2022	2,535.00	Auto
<b>Vendor PRUD1 Total:</b>				2,535.00	
<b>Vendor Number: QUMA1 Quality Maintenance, Inc.</b>					
C	Bank of the West	E06008	6/8/2022	325.00	
C	Bank of the West	E06114	7/14/2022	325.00	



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				<b>Vendor QUMA1 Total:</b>	650.00
<b>Vendor Number:</b> ROBC1 Cindy Roberts					
C	Bank of the West	031602	6/29/2022	133.12	Auto
C	Bank of the West	031602	6/29/2022	133.12-	Reversal
C	Bank of the West	031602	6/29/2022	133.12	Auto
				<b>Vendor ROBC1 Total:</b>	133.12
<b>Vendor Number:</b> ROFR1 Robeks Franchise Corporation					
C	Bank of the West	E06132	7/20/2022	3,000.00	
				<b>Vendor ROFR1 Total:</b>	3,000.00
<b>Vendor Number:</b> ROIN1 1Roof Intl Inc.					
C	Bank of the West	E06009	6/8/2022	854.00	
C	Bank of the West	E06153	7/27/2022	3,192.96	
				<b>Vendor ROIN1 Total:</b>	4,046.96
<b>Vendor Number:</b> ROMO1 Rockwell Morrow					
C	Bank of the West	E06010	6/8/2022	10,750.00	
C	Bank of the West	E06154	7/27/2022	11,125.00	
				<b>Vendor ROMO1 Total:</b>	21,875.00
<b>Vendor Number:</b> ROSJ1 John A Roskos					
C	Bank of the West	031603	6/29/2022	115.68	Auto
C	Bank of the West	031603	6/29/2022	115.68-	Reversal
C	Bank of the West	031603	6/29/2022	115.68	Auto
				<b>Vendor ROSJ1 Total:</b>	115.68
<b>Vendor Number:</b> SERV1 Leaseweb USA, Inc.					
C	Bank of the West	E06011	6/8/2022	153.12	
C	Bank of the West	E06115	7/14/2022	141.40	
				<b>Vendor SERV1 Total:</b>	294.52
<b>Vendor Number:</b> SFML1 SFM, LLC					
C	Bank of the West	E06155	7/27/2022	30,000.00	
				<b>Vendor SFML1 Total:</b>	30,000.00
<b>Vendor Number:</b> SHBE1 Shanghai Beauty Commune Pub Relations Consulting					
C	Bank of the West	NC1226	6/8/2022	5,200.00	Manual
C	Bank of the West	NC1258	7/20/2022	5,200.00	Manual
				<b>Vendor SHBE1 Total:</b>	10,400.00
<b>Vendor Number:</b> SHSS1 Shaw's Simple Swaps					
C	Bank of the West	E06133	7/20/2022	950.00	
				<b>Vendor SHSS1 Total:</b>	950.00
<b>Vendor Number:</b> SMIN1 Smart Investor					
C	Bank of the West	E06088	7/5/2022	6,692.42	
				<b>Vendor SMIN1 Total:</b>	6,692.42
<b>Vendor Number:</b> SOCA1 Southern California Edison					
C	Bank of the West	NC1230	6/9/2022	852.12	Manual
C	Bank of the West	NC1247	7/13/2022	1,053.57	Manual
				<b>Vendor SOCA1 Total:</b>	1,905.69
<b>Vendor Number:</b> SOPA1 Somis Pacific Agricultural Management, Inc					
C	Bank of the West	E06023	6/17/2022	4,601.22	
C	Bank of the West	E06116	7/14/2022	3,506.12	
				<b>Vendor SOPA1 Total:</b>	8,107.34
<b>Vendor Number:</b> SPAG1 Spann Ag Research & Consulting, LLC					
C	Bank of the West	E06012	6/8/2022	8,000.00	
C	Bank of the West	E06117	7/14/2022	8,000.00	
				<b>Vendor SPAG1 Total:</b>	16,000.00
<b>Vendor Number:</b> STBU2 Staples Business Credit					

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Bank Code	Description	Check Number	Check Date	Check Amount	Check Type
C	Bank of the West	031604	6/29/2022	86.59	Auto
C	Bank of the West	031604	6/29/2022	86.59-	Reversal
C	Bank of the West	031604	6/29/2022	86.59	Auto
C	Bank of the West	031611	7/27/2022	52.13	Auto
<b>Vendor STBU2 Total:</b>				<u>138.72</u>	
<b>Vendor Number: SUDU1 Super Duper Burgers</b>					
C	Bank of the West	E06118	7/14/2022	1,400.00	
<b>Vendor SUDU1 Total:</b>				<u>1,400.00</u>	
<b>Vendor Number: SUPR2 Sundance Press</b>					
C	Bank of the West	E06119	7/14/2022	6,002.73	
<b>Vendor SUPR2 Total:</b>				<u>6,002.73</u>	
<b>Vendor Number: TAEN1 Tate Enterprises, LLC.</b>					
C	Bank of the West	E06077	6/29/2022	1,020.00	
C	Bank of the West	E06077	6/29/2022	1,020.00-	
C	Bank of the West	E06077	6/29/2022	1,020.00	
C	Bank of the West	E06156	7/27/2022	1,020.00	
<b>Vendor TAEN1 Total:</b>				<u>2,040.00</u>	
<b>Vendor Number: TEWA1 Temra Wald Consulting, Inc.</b>					
C	Bank of the West	E06078	6/29/2022	26,500.00	
C	Bank of the West	E06078	6/29/2022	26,500.00-	
C	Bank of the West	E06078	6/29/2022	26,500.00	
<b>Vendor TEWA1 Total:</b>				<u>26,500.00</u>	
<b>Vendor Number: THFL1 The Flame Broiler, Inc.</b>					
C	Bank of the West	E06079	6/29/2022	5,650.00	
C	Bank of the West	E06079	6/29/2022	5,650.00-	
C	Bank of the West	E06079	6/29/2022	5,650.00	
<b>Vendor THFL1 Total:</b>				<u>5,650.00</u>	
<b>Vendor Number: THRE1 The Retirement Plan Company</b>					
C	Bank of the West	NC1233	6/15/2022	3,671.45	Manual
C	Bank of the West	NC1244	6/30/2022	3,642.85	Manual
C	Bank of the West	NC1245	7/11/2022	389.67	Manual
C	Bank of the West	NC1246	7/11/2022	691.38	Manual
C	Bank of the West	NC1250	7/15/2022	3,742.85	Manual
C	Bank of the West	NC1264	7/29/2022	3,757.15	Manual
<b>Vendor THRE1 Total:</b>				<u>15,895.35</u>	
<b>Vendor Number: TRED1 Doug Treloar</b>					
C	Bank of the West	031605	6/29/2022	10.29	Auto
C	Bank of the West	031605	6/29/2022	10.29-	Reversal
C	Bank of the West	031605	6/29/2022	10.29	Auto
<b>Vendor TRED1 Total:</b>				<u>10.29</u>	
<b>Vendor Number: UCRE1 U.C. Regents</b>					
C	Bank of the West	E06024	6/17/2022	21,589.00	
C	Bank of the West	E06028	6/22/2022	33,750.00	
<b>Vendor UCRE1 Total:</b>				<u>55,339.00</u>	
<b>Vendor Number: UNLI1 Unum Life Insurance</b>					
C	Bank of the West	031606	6/29/2022	246.86	Auto
C	Bank of the West	031606	6/29/2022	246.86-	Reversal
C	Bank of the West	031606	6/29/2022	246.86	Auto
<b>Vendor UNLI1 Total:</b>				<u>246.86</u>	
<b>Vendor Number: USDA1 USDA Agricultural Mktg Svc</b>					
C	Bank of the West	E06025	6/17/2022	4,985.88	
C	Bank of the West	NC1261	7/27/2022	3,854.21	Manual

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				<b>Vendor USDA1 Total:</b>	8,840.09
<b>Vendor Number: USPS1 USPS/ Irvine Main Office</b>					
C	Bank of the West	E06120	7/14/2022	825.00	
				<b>Vendor USPS1 Total:</b>	825.00
<b>Vendor Number: VERZ1 Verizon Wireless</b>					
C	Bank of the West	NC1234	6/16/2022	285.35	Manual
C	Bank of the West	NC1254	7/18/2022	296.00	Manual
				<b>Vendor VERZ1 Total:</b>	581.35
<b>Vendor Number: WAFI1 Wahoo's Fish Taco</b>					
C	Bank of the West	E06080	6/29/2022	2,850.00	
C	Bank of the West	E06080	6/29/2022	2,850.00-	
C	Bank of the West	E06080	6/29/2022	2,850.00	
				<b>Vendor WAFI1 Total:</b>	2,850.00
<b>Vendor Number: WAMA1 Wal-Mart Stores, Inc.</b>					
C	Bank of the West	E06157	7/27/2022	4,700.93	
				<b>Vendor WAMA1 Total:</b>	4,700.93
<b>Vendor Number: WEDEC1 Cristina Wede</b>					
C	Bank of the West	E06013	6/8/2022	25.00	
C	Bank of the West	E06121	7/14/2022	25.00	
				<b>Vendor WEDEC1 Total:</b>	50.00
<b>Vendor Number: WEGR1 Western Growers Association</b>					
C	Bank of the West	E05985	6/1/2022	400.00	
				<b>Vendor WEGR1 Total:</b>	400.00
<b>Vendor Number: WEPA2 West Pak Avocado</b>					
C	Bank of the West	E05986	6/1/2022	160.00	
C	Bank of the West	E06014	6/8/2022	158.00	
C	Bank of the West	E06029	6/22/2022	117.00	
C	Bank of the West	E06081	6/29/2022	128.00	
C	Bank of the West	E06081	6/29/2022	128.00-	
C	Bank of the West	E06081	6/29/2022	128.00	
C	Bank of the West	E06089	7/5/2022	135.00	
C	Bank of the West	E06122	7/14/2022	198.00	
				<b>Vendor WEPA2 Total:</b>	896.00
<b>Vendor Number: ZOV11 Zoom Video Communications, Inc.</b>					
C	Bank of the West	E06158	7/27/2022	3,399.00	
				<b>Vendor ZOV11 Total:</b>	3,399.00
				<b>Report Total:</b>	<u><u>3,005,093.67</u></u>