CALIFORNIA PRUNE BOARD 2023/24 BUDGET UPDATE

INCOME	YEAR TO DATE JAN. 31	ANNUAL BUDGET 2023/24	PROJECTED 2023/24	
Balance from previous marketing season: Generic MAP Funding	\$ 1,172,085 1,104,258	\$ 1,172,085 2,358,887	\$ 1,172,085 2,358,887	
EMP Funding	31,330	53,167	13,855 (1)	
TASC Funding	274,586	475,506	475,506	
Assessment Audits	8,644	-	13,390	
Other Income	17,749	10,000	28,000	
Assessments - Salable Tonnage	85,599	80,000	90,000 (2)	
Rate per ton	76.50	76.50	76.50	
Amount	6,548,324	6,120,000	6,885,000	
TOTAL INCOME	\$ 9,156,976	\$ 10,189,645	\$ 10,946,723	
EXPENDITURES	YEAR TO DATE JAN. 31	ANNUAL BUDGET 2023/24	PROJECTED 2023/24	PROJECTED % OF BUDGET
Personnel Costs				
Salaries and Wages	\$ 408,565	\$ 816,000	\$ 844,500	103%
Employee Benefits	64,725	136,000	139,300	102%
Retirement Expense	53,415	110,750	110,975	100%
Total Personnel Costs	526,705	1,062,750	1,094,775	103% (3)
Operating Expenses				
Office Supply & Expense	6,977	14,000	14,000	100%
Audit Fees	29,150	29,150	29,150	100%
Consulting Services Professional Dev., Dues & Subs.	1,417 1,430	10,000	3,000 10,700	30% 107%
Bank Fees	2,587	10,000 7,000	6,900	99%
Equipment Rental	4,684	8,700	8,830	101%
Capital Expenses	16,072	20,000	20,000	100%
Telephone Expense	4,728	7,000	10,150	145% (4)
Postage & Messenger	3,782	5,000	5,000	100%
Rent	27,846	56,500	55,800	99%
Repairs & Maintenance	1,080	5,000	4,500	90%
Stationery & Printing	948	2,500	1,600	64%
Travel - Employees	21,988	50,000	52,000	104%
Travel - Members	21,671	35,000	40,000	114%
Insurance	8,485	16,000	16,250	102%
Government and Issues Mgmt.	63,130	163,000	157,000	96%
Production Research Coord.	76,149	154,000	154,500	100%
Production Research	76,099	470,000	507,113	108% (3)
TASC Expense	274,586	475,506 446,000	475,506	100% 90%
Nutrition Research Coord. Nutrition Research	53,318 29,382	116,000 771,000	104,000 771,000	100%
Public Relations	696,521	1,139,000	1,139,000	100%
Marketing In-House	174,889	330,000	330,000	100%
Sampling	47	20,000	20,000	100%
Export Market Development	645,523	1,867,000	1,882,000	101%
Generic MAP	1,104,258	2,358,887	2,358,887	100%
EMP	31,330	53,167	13,855	26% (1)
Bad Debt	1,143		1,143	#DIV/0!
Total Operating Expenses	3,379,220	8,193,410	8,191,884	100%
<u>Departmental Charges</u>				
Marketing Branch Attorney General	15,583 	70,000 	68,000	97%
TOTAL EXPENDITURES	3,921,508	9,326,160	9,354,659	100%
CREDIT-BACK RESERVE	1,703	750,000	650,000 (5)	
RESERVE FOR CONTINGENCIES	5,233,765	113,485	942,064	
TOTAL BUDGET	\$ 9,156,976	\$ 10,189,645	\$ 10,946,723	
	Reserve	1.1%	9.4%	

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Footnotes:

- (1) The activities approved in the Emerging Markets Program grant for Mexico have concluded this year under budget. A second EMP grant for \$415,000 for further activities in Mexico will commence in August 2024.
- (2) Based on historical reporting of tonnage in Q3 and Q4, it is estimated that 90-93k tons is a possible range of the total 2023 crop.
- (3) A budget amendment is being proposed to cover additional expenditures. More details can be found in the 2023/24 Proposed Revised Budget.
- (4) Budget was set to cover Comcast services for the office and cell services for the Executive Director. However, in California, Labor Code 2802 requires employers to reimburse workers for all reasonable expenses necessary for doing their jobs. This includes reimbursing employees for any business-required use of their personal cell phones. Due to the extensive use of personal cell phones for business, a stipend is now being provided to employees to cover this use.
- (5) Processor participation in the credit-back program can vary significantly from year to year. The reserve is set conservatively based on this. It is anticipated that \$650,000 in credit-back claims will be paid this year.