## CALIFORNIA PRUNE BOARD 2023/24 BUDGET

| Balance from previous marketing season:         \$1,172,085           Generic MAP Funding         2,358,887           EMP Funding         475,506           Cher Income         10,000           Assessments - Salable Tonnage         80,000           Rate per ton         76,50           Amount         6,120,000           TOTAL INCOME         \$10,189,645           EXPENDITURES         Personnel Costs           Salaries and Wages         \$816,000           Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses         14,000           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Feepaires & Maintenance         5,000           Rent         56,500           Repaires & Maintenance         5,000           Stateige Planning         2,500           Travel - Employees         50,                   | INCOME                                  | 2023/24<br>ADOPTED<br>BUDGET |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|------------------------------|
| Generic MAP Funding         2,358,887           EMP Funding         53,167           TASC Funding         475,506           Other Income         10,000           Assessments - Salable Tonnage         80,000           Rate per ton         76,50           Amount         6,120,000           TOTAL INCOME         \$ 10,189,645           EXPENDITURES         Personnel Costs           Salaries and Wages         \$ 816,000           Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,550           Travel - Employees         50,000           Travel - Employees         50,000                                                    | Balance from previous marketing season: | \$ 1.172.085                 |
| EMP Funding         53,167           TASC Funding         475,506           Other Income         10,000           Assessments - Salable Tonnage         80,000           Amount         6,120,000           TOTAL INCOME         \$ 10,189,645           EXPENDITURES         Sersonnel Costs           Salaries and Wages         \$ 816,000           Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses         14,000           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Repairs & Maintenance         56,500           Repairs & Maintenance         56,500           Repairs & Maintenance         16,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000                          | · · · · · · · · · · · · · · · · · · ·   | . , ,                        |
| TASC Funding         475,506           Other Income         10,000           Assessments - Salable Tonnage         80,000           Rate per ton         76.50           Amount         6,120,000           TOTAL INCOME         \$ 10,189,645           EXPENDITURES         ***           Personnel Costs         \$ 816,000           Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses         14,000           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           T                                              | <u> </u>                                |                              |
| Other Income         10,000           Assessments - Salable Tonnage Rate per ton Amount         6,120,000           TOTAL INCOME         \$ 10,189,645           EXPENDITURES         ***           Personnel Costs         ***           Salaries and Wages         \$ 816,000           Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses         14,000           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Ret         56,500           Repairs & Maintenance         5,000           Retar         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Employees         50,000                          | 3                                       | •                            |
| Assessments - Salable Tonnage<br>Rate per ton<br>Amount         80,000           Amount<br>TOTAL INCOME         16,120,000           EXPENDITURES         \$ 10,189,645           Personnel Costs         \$ 816,000           Salaries and Wages         \$ 816,000           Employee Benefits         136,000           Retirement Expenses         110,750           Total Personnel Costs         1,062,750           Operating Expenses         14,000           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         50,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Plannin | <u> </u>                                |                              |
| Rate per ton Amount         76.50 (a) (20,000)           TOTAL INCOME         \$ 10,189,645           EXPENDITURES           Personnel Costs         816,000           Salaries and Wages         \$ 816,000           Employee Benefits         136,000           Retirement Expense         110,750           Operating Expenses         1           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Repairs & Maintenance         5,000           Ret         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production                                     |                                         |                              |
| Amount TOTAL INCOME                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <del>_</del>                            |                              |
| EXPENDITURES           Personnel Costs         816,000           Salaries and Wages         \$ 816,000           Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses         14,000           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           TASC Expense         475,506           <                                              | •                                       |                              |
| EXPENDITURES           Personnel Costs         \$ 816,000           Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses         14,000           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         50,000           Rent         56,500           Repairs & Maintenance         50,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         116,000           Mutrition Research Coord.         116,000     <                             |                                         |                              |
| Personnel Costs         \$ 816,000           Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         50,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         116,000           Nutrition Research Coord.         116,000           Nutrition Research Coord.                                      | TOTAL INCOME                            | \$ 10,189,645                |
| Salaries and Wages         \$ 816,000           Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         116,000           Nutrition Research         77                                        |                                         |                              |
| Employee Benefits         136,000           Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         154,000           Production Research Coord.         116,000           Nutrition Research Coord.         116,000           Mutrition Research                                      |                                         |                              |
| Retirement Expense         110,750           Total Personnel Costs         1,062,750           Operating Expenses         14,000           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Repairs & Maintenance         50,000           Repairs & Maintenance         50,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Employees         50,000           Travel - Employees         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         116,000           Nutrition Research         771,000           Public Relations                        | ——————————————————————————————————————  | \$ 816,000                   |
| Total Personnel Costs         1,062,750           Operating Expenses         14,000           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research Coord.         116,000           Marketing In-House         330,000           Sampling         20,000                               |                                         | ·                            |
| Operating Expenses           Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         154,000           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000                                           | Retirement Expense                      | 110,750                      |
| Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000     <                           | Total Personnel Costs                   | 1,062,750                    |
| Office Supply & Expense         14,000           Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000     <                           | Operating Expenses                      |                              |
| Audit Fees         29,150           Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887                                         |                                         | 14 000                       |
| Consulting Services         10,000           Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167                                                 |                                         | •                            |
| Professional Dev., Dues & Subs.         10,000           Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         154,000           Production Research Coord.         116,000           Nutrition Research Coord.         116,000           Nutrition Research Coord.         116,000           Nutrition Research Plance         330,000           Sampling         20,000           Export Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53                      |                                         |                              |
| Bank Fees         7,000           Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         154,000           Production Research Coord.         116,000           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges                                              |                                         |                              |
| Equipment Rental         8,700           Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         154,000           Production Research Coord.         116,000           Nutrition Research Coord.         116,000           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges                            |                                         | •                            |
| Capital Expenses         20,000           Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research Coord.         154,000           Production Research Coord.         116,000           Nutrition Research Coord.         116,000           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges           Marketing Branch         70,000 <td></td> <td>•</td>      |                                         | •                            |
| Telephone Expense         7,000           Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges           Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-B                                       |                                         | 8,700                        |
| Postage & Messenger         5,000           Rent         56,500           Repairs & Maintenance         5,000           Stationery & Printing         2,500           Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges           Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESE                                       | Capital Expenses                        | 20,000                       |
| Rent       56,500         Repairs & Maintenance       5,000         Stationery & Printing       2,500         Travel - Employees       50,000         Travel - Members       35,000         Insurance       16,000         Government and Issues Mgmt.       163,000         Strategic Planning       -         Production Research Coord.       154,000         Production Research       470,000         TASC Expense       475,506         Nutrition Research Coord.       116,000         Nutrition Research       771,000         Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                  | Telephone Expense                       | 7,000                        |
| Repairs & Maintenance       5,000         Stationery & Printing       2,500         Travel - Employees       50,000         Travel - Members       35,000         Insurance       16,000         Government and Issues Mgmt.       163,000         Strategic Planning       -         Production Research Coord.       154,000         Production Research       470,000         TASC Expense       475,506         Nutrition Research Coord.       116,000         Nutrition Research       771,000         Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                            | Postage & Messenger                     | 5,000                        |
| Stationery & Printing       2,500         Travel - Employees       50,000         Travel - Members       35,000         Insurance       16,000         Government and Issues Mgmt.       163,000         Strategic Planning       -         Production Research Coord.       154,000         Production Research Coord.       470,000         TASC Expense       475,506         Nutrition Research Coord.       116,000         Nutrition Research       771,000         Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                               | Rent                                    | 56,500                       |
| Stationery & Printing       2,500         Travel - Employees       50,000         Travel - Members       35,000         Insurance       16,000         Government and Issues Mgmt.       163,000         Strategic Planning       -         Production Research Coord.       154,000         Production Research Coord.       470,000         TASC Expense       475,506         Nutrition Research Coord.       116,000         Nutrition Research       771,000         Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                               | Repairs & Maintenance                   | 5,000                        |
| Travel - Employees         50,000           Travel - Members         35,000           Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges           Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                        | Stationery & Printing                   | 2,500                        |
| Travel - Members       35,000         Insurance       16,000         Government and Issues Mgmt.       163,000         Strategic Planning       -         Production Research Coord.       154,000         Production Research       470,000         TASC Expense       475,506         Nutrition Research Coord.       116,000         Nutrition Research       771,000         Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                        |                                         | 50,000                       |
| Insurance         16,000           Government and Issues Mgmt.         163,000           Strategic Planning         -           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges           Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                              |                                         |                              |
| Government and Issues Mgmt.       163,000         Strategic Planning       -         Production Research Coord.       154,000         Production Research       470,000         TASC Expense       475,506         Nutrition Research Coord.       116,000         Nutrition Research       771,000         Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                                                                                             |                                         | •                            |
| Strategic Planning         -           Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges           Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                                                                                                                       | Government and Issues Momt.             | •                            |
| Production Research Coord.         154,000           Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges           Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                                                                                                                                                              | 3                                       | -                            |
| Production Research         470,000           TASC Expense         475,506           Nutrition Research Coord.         116,000           Nutrition Research         771,000           Public Relations         1,139,000           Marketing In-House         330,000           Sampling         20,000           Export Market Development         1,867,000           Generic MAP         2,358,887           EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges           Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                         | 154 000                      |
| TASC Expense       475,506         Nutrition Research Coord.       116,000         Nutrition Research       771,000         Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                         |                              |
| Nutrition Research Coord.       116,000         Nutrition Research       771,000         Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                         |                              |
| Nutrition Research       771,000         Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                         | •                            |
| Public Relations       1,139,000         Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                         | •                            |
| Marketing In-House       330,000         Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                         |                              |
| Sampling       20,000         Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                         |                              |
| Export Market Development       1,867,000         Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges       70,000         Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | · · · · · · · · · · · · · · · · · · ·   |                              |
| Generic MAP       2,358,887         EMP       53,167         Total Operating Expenses       8,193,410         Departmental Charges       Marketing Branch       70,000         Attorney General       -         TOTAL EXPENDITURES       9,326,160         CREDIT-BACK RESERVE       750,000         RESERVE FOR CONTINGENCIES       113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                         |                              |
| EMP         53,167           Total Operating Expenses         8,193,410           Departmental Charges         Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | ·                                       |                              |
| Total Operating Expenses         8,193,410           Departmental Charges         70,000           Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Generic MAP                             |                              |
| Departmental Charges           Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | EMP                                     | 53,167                       |
| Marketing Branch         70,000           Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Total Operating Expenses                | 8,193,410                    |
| Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <u>Departmental Charges</u>             |                              |
| Attorney General         -           TOTAL EXPENDITURES         9,326,160           CREDIT-BACK RESERVE         750,000           RESERVE FOR CONTINGENCIES         113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Marketing Branch                        | 70,000                       |
| CREDIT-BACK RESERVE 750,000 RESERVE FOR CONTINGENCIES 113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                         | <u> </u>                     |
| RESERVE FOR CONTINGENCIES 113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | TOTAL EXPENDITURES                      |                              |
| RESERVE FOR CONTINGENCIES 113,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | CREDIT-BACK RESERVE                     | 750,000                      |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | RESERVE FOR CONTINGENCIES               |                              |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | TOTAL BUDGET                            |                              |