

## Almond Board of California

### FY2016/17 BOD Approved Budget and FY 2015/16 Actual - Summary

Revenue & Expense	FY 2015/16 Actual & Budget			FY16/17 Final BOD Approved Budget		FY16/17 BOD Approved Budget vs. FY2015/16 Budget		FY16/17 BOD Approved Budget vs. FY2015/16 Actual Expenses		
	Description	Actual A	Budget B	Actual / Budget %	Budget C	% of Total Budget	\$ Change D = (C - B)	% Change (D / B) %	\$ Change E = (C - A)	% Change (E / A) %
Gross Assessed Weight	1,886,537,065	1,800,000,000	104.8%	2,050,000,000			250,000,000	13.9%	163,462,935	8.7%
2% Loss and Exempt	(37,730,741)	(36,000,000)	104.8%	(41,000,000)			(5,000,000)	13.9%	(3,269,259)	8.7%
Net Assessed Weight	1,848,806,324	1,764,000,000	104.8%	2,009,000,000			245,000,000	13.9%	160,193,676	8.7%
<b>Revenue</b>										
Administration Assessment Revenue	\$ 22,183,850	\$ 21,168,000	104.8%	\$ 32,144,000	44.1%		\$ 10,976,000	51.9%	\$ 9,960,150	44.9%
CB Advertising Assessment Revenue	\$ 33,275,917	\$ 31,752,000	104.8%	\$ 48,216,000	66.2%		\$ 16,464,000	51.9%	\$ 14,940,083	44.9%
CB Claims Reimbursed	\$ (7,645,727)	\$ (7,938,000)	96.3%	\$ (12,054,000)	-16.5%		\$ (4,116,000)	51.9%	\$ (4,408,273)	57.7%
Organic Exemption	\$ (44,384)	\$ (132,300)	33.5%	\$ (200,900)	-0.3%		\$ (68,600)	51.9%	\$ (156,516)	352.6%
Interest & Penalty Income-Assessment	\$ 11,427	\$ 30,000	38.1%	\$ 20,000	0.0%		\$ (10,000)	-33.3%	\$ 8,573	75.0%
Interest & Penalty Income-Investment & Other	\$ 13,633	\$ 15,000	90.9%	\$ 10,000	0.0%		\$ (5,000)	-33.3%	\$ (3,633)	-26.6%
Annual Industry Conference Income	\$ 1,090,825	\$ 1,171,500	93.1%	\$ 1,193,160	1.6%		\$ 21,660	1.8%	\$ 102,335	9.4%
Miscellaneous Income	\$ 57,071	\$ 10,000	0.0%	\$ 45,000	0.1%		\$ 35,000	0.0%	\$ (12,071)	0.0%
UES Reimbursement Program	\$ 3,733,626	\$ 3,500,000	106.7%	\$ 3,500,000	4.8%		\$ -	0.0%	\$ (233,626)	-6.3%
<b>Total Revenue</b>	\$ 52,676,239	\$ 49,576,200	106.3%	\$ 72,873,260	100.0%		\$ 23,297,060	47.0%	\$ 20,197,021	38.3%
<b>Departmental Expense</b>										
BOD AIM Initiatives	\$ 1,185,701	\$ 1,440,000	82.3%	\$ 1,000,000	1.3%		\$ (440,000)	-30.6%	\$ (185,701)	-15.7%
Reputation Management	\$ 1,805,022	\$ 1,826,350	98.8%	\$ 2,000,000	2.6%		\$ 173,650	9.5%	\$ 194,978	10.8%
Crop of Choice Initiatives	\$ -	\$ -	0.0%	\$ 5,625,000	7.3%		\$ 5,625,000	0.0%	\$ 5,625,000	0.0%
Nut of Choice Initiatives	\$ -	\$ -	0.0%	\$ -	0.0%		\$ -	0.0%	\$ -	0.0%
Administration	\$ 7,380,221	\$ 7,904,000	93.4%	\$ 8,469,583	11.0%		\$ 565,583	7.2%	\$ 1,089,362	14.8%
Production Research	\$ 1,813,180	\$ 1,843,331	98.4%	\$ 1,873,331	2.4%		\$ 30,000	1.6%	\$ 60,151	3.3%
Environmental Research	\$ 943,159	\$ 1,039,790	90.7%	\$ 1,039,790	1.4%		\$ -	0.0%	\$ 96,631	10.2%
Scientific Affairs/Nutrition	\$ 1,502,276	\$ 1,640,000	91.6%	\$ 3,140,000	4.1%		\$ 1,500,000	91.5%	\$ 1,637,724	109.0%
Global Market Development	\$ 37,504,285	\$ 38,643,756	97.1%	\$ 47,802,089	62.2%		\$ 9,158,333	23.7%	\$ 10,297,804	21.5%
Technical & Regulatory Affairs	\$ 702,494	\$ 1,045,500	67.2%	\$ 1,045,500	1.4%		\$ -	0.0%	\$ 343,006	48.8%
Industry Services	\$ 2,269,068	\$ 2,436,220	93.1%	\$ 3,604,510	4.7%		\$ 1,168,290	48.0%	\$ 1,335,442	58.9%
Almond Quality & Food Safety	\$ 695,953	\$ 790,800	88.0%	\$ 790,800	1.0%		\$ -	0.0%	\$ 94,847	13.6%
Corporate Technology	\$ 479,278	\$ 389,229	123.1%	\$ 469,900	0.6%		\$ 80,671	20.7%	\$ (9,378)	-2.0%
<b>Total Departmental Expense</b>	\$ 56,280,637	\$ 58,998,976	95.4%	\$ 76,860,502	100.0%		\$ 17,861,526	30.3%	\$ 20,579,866	36.6%
Net Income (Loss) from Operations	\$ (3,604,398)	\$ (9,422,776)	38.3%	\$ (3,987,242)			\$ 5,435,535		\$ (382,844)	
<b>Fixed Assets</b>										
Vehicles	\$ 35,506	\$ -	0.0%	\$ 60,000	13.7%		\$ 60,000	0.0%	\$ 24,494	69.0%
Office Equipment	\$ -	\$ 10,000	0.0%	\$ 10,000	2.3%		\$ -	0.0%	\$ 10,000	0.0%
Tenant Improvements	\$ -	\$ -	0.0%	\$ 10,000	2.3%		\$ 10,000	0.0%	\$ 10,000	0.0%
Computers & Software	\$ 470,644	\$ 374,667	125.6%	\$ 329,240	75.0%		\$ (45,427)	-12.1%	\$ (141,404)	-30.0%
Furniture & Fixtures	\$ 13,379	\$ 10,000	133.8%	\$ 30,000	6.8%		\$ 20,000	200.0%	\$ 16,621	124.2%
<b>Total Fixed Assets</b>	\$ 519,528	\$ 394,667	131.6%	\$ 439,240	100.0%		\$ 44,573	11.3%	\$ (80,288)	-15.5%
<b>Net Income (Loss)</b>	\$ (4,123,926)	\$ (9,817,443)	42.0%	\$ (4,426,482)			\$ 5,390,962	-54.9%	\$ (302,556)	7.3%
Add Back Depreciation Expense	\$ 281,150	\$ 425,000	66.2%	\$ 380,000			\$ (45,000)	-10.6%	\$ 98,850	35.2%
Reserves/Carry forward - Beginning	\$ 22,096,063	\$ 22,096,063	100.0%	\$ 18,253,288			\$ (3,842,775)	-17.4%	\$ (3,842,775)	-17.4%
<b>BOD App'd Reserves/Carry forward - Ending</b>	\$ 18,253,288	\$ 12,703,620	143.7%	\$ 14,206,807			\$ 1,503,186	11.8%	\$ (4,046,481)	-22.2%