

California Wheat Commission Office 1240 Commerce Ave. Suite A, Woodland, CA 95776 Executive Committee Meeting April 13, 2018 (3:00 p.m.)

Conference Call Attendance

Access Number Participant: = +1 408-638-0968 (US Toll) or +1 646-558-8656 (US Toll)

Participant Passcode/Meeting ID: 466 870 1284

Join by Link: https://zoom.us/j/4668701284

		<u>Call In</u>	Attending
1.	Steve Windh	Yes	
2.	Bill Cruickshank		Yes
3.	Ron Rubin	Yes	



Executive Committee Meeting Notice

Sent and posted March 30, 2018

Via Teleconference Call DATE: TIME: ACCESS NUMBER: PASSCODE/ Meeting ID: Or Join with the link: LOCATION:

Friday, April 13, 2018 03:00 P.M. +1 408 638 0968 (US Toll) or +1 646 558 8656 (US Toll) 466 870 1284 https://zoom.us/j/4668701284 1240 Commerce Ave. Suite A Woodland, CA 95776

Board Members wishing to participate in the meeting <u>VIA TELECONFERENCE CALL</u> must notify Crystal Sandoval via email to (<u>csandoval@californiawheat.org</u>) or by Fax to (530) 661-1332 at least 24 hours prior to the listed meeting. **Failure to do so will disqualify you from participation.**

AGENDA

- I. Call to order/ Roll call/ Establish Quorum
- II. Public Comments
- III. Approval of Agenda
- IV. FY 17/18 Financials
- V. FY 18/19 Budget Proposal
- VI. Other Commission Meeting Agenda Items
 - a. 2018 Election Process / Nominating Committee
 - b. Other Administrative Issues
- VII. Public comments
- VIII. Adjourn

All agenda items are subject to discussion and possible action. All interested parties are invited to attend the meeting. Time will be allowed for members of the public to make comments on each agenda item (up to 2 minutes). To make a request for more information, or to make a request regarding a disability-related modification or accommodations for the meeting, please contact Crystal Sandoval at 530-661-1292, or 1240 Commerce Ave., Ste. A Woodland, CA 95776, or via email at <u>csandoval@californiawheat.org</u> Requests for disability-related modification or accommodation for the meeting should be made at least 48 hours prior to the meeting time. This notice and agenda are available on the Internet at <u>www.californiawheat.org</u>

CALIFORNIA WHEAT COMMISSION FY 17/18 Income / Expense as of 3/31/18

	FY 2016/17 ACTUAL \$.075/cwt	FY 2017/18 APPROVED <i>8/30/2017</i> \$.075/cwt	FY 2017/18 92% of FY (as of 03/31/18) \$.075/cwt	% of Budget	FY 2017/18 PROJECTED End of FY 17/18 \$.075/cwt
INCOME:					
401. ASSESSMENTS	\$765,850	\$700,000	\$569,490	81%	\$600,000
402. INTEREST	\$4,063	\$4,000	\$6,114	153%	\$4,752
403. OTHER INCOME	\$5,106	\$100	\$100	100%	\$100
407. LABORATORY					
CROP QUALITY	\$6,635	\$8,000	\$12,310	154%	\$12,310
LABORATORY ANALYSIS (+Training)	\$90,017	\$135,000	\$109,664	81%	\$115,000
405. REFUNDS	\$0	(\$20,000)	(\$15,064)	75%	(\$15,064)
TOTAL INCOME	\$871,671	\$827,100	\$682,615	83%	\$717,098
EXPENSES: GENERAL & ADMINISTRATIVE					
501. SALARIES	\$192,299	\$238,398	\$201,302	84%	\$238,398
502. STAFF EXPENSE	\$2,772	\$3,000	\$3,121	104%	\$3,121
503. OFFICE EXPENSE	\$8,104	\$11,600	\$7,558	65%	\$8,000
504. OFFICE SERVICES	\$8,691	\$10,700	\$9,554	89%	\$10,000
506. INSURANCE	\$12,315	\$16,520	\$11,201	68%	\$14,000
508. PROFESSIONAL SERVICES	\$18,012	\$19,000	\$13,279	70%	\$13,500
509. CDFA	\$17,803	\$19,000	\$17,417	92%	\$19,000
513. COMM MTGS	\$4,847	\$6,182	\$4,466	72%	\$6,000
516. CONDOMINIUM FEES	\$4,047	\$4,100	\$3,710	90%	\$4,100
521. Building Maintenance	\$547	\$10,000	\$9,702	97%	\$9,702
TOTAL G&A EXPENSES	\$269,435	\$338,500	\$281,310	83%	\$325,821
RESEARCH 601.RESEARCH CONTRACTS	\$284,275	\$330,000	\$328,333	99%	\$328,333

CALIFORNIA WHEAT COMMISSION FY 16/17 Income / Expense as of 3/31/17

MARKET DEVELOPMENT/OUTREACH 53,614 \$3,550 \$2,903 82% 510. CAWG CONTRACT \$18,000 \$20,000 \$21,000 \$20,000 \$21,000 \$20,000 \$21,000 \$20,000 \$21,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,0	AC	APP CTUAL 8/3		FY 2017/18 92% of FY (as of 03/31/18)	% of Budget	FY 2017/18 PROJECTED End of FY 17/18
505. INFORMATION/MEMBERSHIP \$3,614 \$3,550 \$2,903 82% 510. CAWG CONTRACT \$18,000 \$20,000 \$20,000 100% 512. COMM EXPENSE \$6,570 \$6,000 \$6,415 107% 600. TECHNICAL SERVICES \$3,269 \$4,500 \$4,749 106% 602. PUBLICATIONS \$700 \$1,500 \$4,953 330% 603. TRADE TEAMS \$815 \$1,500 \$4,953 330% 604. MARKET DEVELOPMENT \$13,009 \$10,000 \$9,307 93% 605. USWA \$22,5638 \$18,950 \$19,950 105% 621. WHEAT VARIETY SURVEY \$3,936 \$4,000 \$2,018 50% 624. OUTREACH \$13,889 \$10,000 \$10,078 101% TOTAL MARKET DEVELOPMENT \$89,440 \$80,000 \$81,766 102% LABORATORY 617. LABORATORY \$11,613,14 \$113,081 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$143,027 \$143,481 \$123,790 86% OF		75/CWT \$.07	/5/CWT	\$.075/cwt		\$.075/cwt
510. CAWG CONTRACT \$18,000 \$20,000 \$20,000 100% 512. COMM EXPENSE \$6,570 \$6,000 \$6,415 107% 600. TECHNICAL SERVICES \$3,269 \$4,500 \$4,953 330% 603. TRADE TEAMS \$700 \$1,500 \$4,953 330% 604. MARKET DEVELOPMENT \$13,009 \$10,000 \$9,307 93% 603. USWA \$25,638 \$18,950 \$19,950 105% 621. WHEAT VARIETY SURVEY \$3,336 \$4,000 \$2,018 50% 624. OUTREACH \$13,889 \$10,000 \$10,078 101% TOTAL MARKET DEVELOPMENT \$89,440 \$80,000 \$81,766 102% LABORATORY 617. LABORATORY \$143,027 \$143,481 \$123,790 86% OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$12,000 \$8,043 62% 525. Depreciation Expenses \$15,873 \$22.92 \$23.92 \$23.92 \$23.93		¢2 614	¢2 550	¢2.002	070/	\$3,000
512. COMM EXPENSE \$6,570 \$6,000 \$6,415 107% 600. TECHNICAL SERVICES \$3,269 \$4,500 \$4,749 106% 602. PUBLICATIONS \$700 \$1,500 \$4,953 330% 603. TRADE TEAMS \$815 \$1,500 \$1,394 93% 604. MARKET DEVELOPMENT \$13,009 \$10,000 \$9,307 93% 605. USWA \$25,638 \$18,950 \$19,950 105% 621. WHEAT VARIETY SURVEY \$3,396 \$4,000 \$2,018 50% 622. OUTRACH \$13,889 \$10,000 \$10,078 101% TOTAL MARKET DEVELOPMENT \$89,440 \$80,000 \$81,766 102% LABORATORY 617. LABORATORY \$143,027 \$143,481 \$123,790 86% OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$13,000 \$8,043 67% TOTAL CAPITAL EXPENSE \$0 \$13,000 \$8,043 62% 525. Depreciation				. ,		
600. TECHNICAL SERVICES \$3,269 \$4,500 \$4,749 106% 602. PUBLICATIONS \$700 \$1,500 \$4,953 330% 603. TRADE TEAMS \$815 \$1,500 \$51,394 93% 604. MARKET DEVELOPMENT \$13,009 \$10,000 \$9,307 93% 605. USWA \$22,638 \$18,950 \$10,950 105% 621. WHEAT VARIETY SURVEY \$3,936 \$4,000 \$2,018 50% 624. OUTREACH \$13,889 \$10,000 \$10,078 101% TOTAL MARKET DEVELOPMENT \$89,440 \$80,000 \$81,766 102% LABORATORY 617. LABORATORY 617. LABORATORY 617. LABORATORY 617. LABORATORY 617. LAB \$113,027 \$143,481 \$123,790 86% OPERATING EXPENSE \$13,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$1,000 \$0 % 626. Reimbursed Expenses <						\$20,000
602. PUBLICATIONS \$700 \$1,500 \$4,953 330% 603. TRADE TEAMS \$815 \$1,500 \$1,394 93% 604. MARKET DEVELOPMENT \$13,009 \$10,000 \$9,307 93% 605. USWA \$25,638 \$18,950 \$19,950 105% 621. WHEAT VARIETY SURVEY \$3,936 \$2,018 50% 624. OUTREACH \$13,889 \$10,000 \$10,078 101% TOTAL MARKET DEVELOPMENT \$89,440 \$80,000 \$81,766 102% LABORATORY 617. LABORATORY \$143,027 \$143,481 \$123,790 86% OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$1,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 62% \$25.873 \$25.08,043 62% \$25.28,043 62% \$25.29,02 \$8,043 62% \$25.29,02 \$8,040,225	-					\$6,500
603. TRADE TEAMS \$815 \$1,500 \$1,394 93% 604. MARKET DEVELOPMENT \$13,009 \$10,000 \$9,307 93% 605. USWA \$25,638 \$18,950 \$19,950 105% 621. WHEAT VARIETY SURVEY \$3,936 \$4,000 \$2,018 50% 624. OUTREACH \$13,889 \$10,000 \$10,767 101% TOTAL MARKET DEVELOPMENT \$89,440 \$80,000 \$81,766 102% LABORATORY 617. LABORATORY \$143,027 \$143,481 \$123,790 86% OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$115,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$1,000 \$0 0% GARATORY \$0 \$12,000 \$8,043 62% \$25.00 \$8,043 62% 526. Reimbursed Expenses \$15,873 \$29.8ad Debt \$5,361 \$25.0epreciation Expenses \$15,873 TOTAL EXPENSES \$840,225 \$943,481						\$4,749
604. MARKET DEVELOPMENT \$13,009 \$10,000 \$9,307 93% 605. USWA \$25,638 \$18,950 \$19,950 105% 621. WHEAT VARIETY SURVEY \$3,936 \$4,000 \$2,018 50% 624. OUTREACH \$13,889 \$10,000 \$10,078 101% TOTAL MARKET DEVELOPMENT \$89,440 \$80,000 \$81,766 102% LABORATORY 617. LABORATORY 5143,027 \$143,481 \$123,790 86% SALARIES \$143,027 \$143,481 \$123,790 86% OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$1,000 \$0 % 626. Reimbursed Expenses \$\$473) \$29 Bad Debt \$5,361 \$25 \$25 \$943,481 \$851,057 90% NET INCOME \$31,447 \$\$116,381) \$\$168,443) 145% \$\$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 \$\$165,726) Net Cash by Investing A		•				\$4,953
605. USWA \$25,638 \$18,950 \$19,950 105% 621. WHEAT VARIETY SURVEY \$3,936 \$4,000 \$2,018 50% 624. OUTREACH \$13,889 \$10,000 \$10,078 101% TOTAL MARKET DEVELOPMENT \$89,440 \$80,000 \$81,766 102% LABORATORY 617. LABORATORY \$123,790 86% 02% SALARIES \$143,027 \$143,481 \$123,790 86% OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$1,000 \$0 % OFFICE \$0 \$1,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 62% 526. Reimbursed Expenses \$15,873 \$12,000 \$8,043 62% \$25 \$943,481 \$851,057 90% NET INCOME \$31,447 \$\$116,381) \$\$168,443) 145% \$\$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 \$165,726)	-	•				\$1,394
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624. OUTREACH \$13,889 \$10,000 \$10,078 101% TOTAL MARKET DEVELOPMENT \$89,440 \$80,000 \$81,766 102% LABORATORY 617. LABORATORY \$143,481 \$123,790 86% OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$1,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 62% OTHER 626. CAPITAL EXPENSE \$0 \$13,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 62% S26. Reimbursed Expenses \$(\$473) \$29.8ad Debt \$5,361 \$25.28,73 707AL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 \$\$16,381) \$\$168,443) 145% \$\$ Adjustments to reconcile Net Income \$29,231 0 0 0 0 0 0 0 0						\$19,950
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LABORATORY 617. LABORATORY SALARIES \$143,027 \$143,481 \$123,790 86% OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$1,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 67% TOTAL CAPITAL EXPENSE \$0 \$13,000 \$8,043 62% 526. Reimbursed Expenses (\$473) 529. Bad Debt \$5,361 525. Depreciation Expenses \$15,873 TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 (\$116,381) (\$168,443) 145% (\$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 (\$165,726) 0 Net Cash by Operating Activities \$9,231 0 0 0 0 0 Net Cash Increase for Period \$45,101 (\$165,726) 5 Changes In Net position: 5 5 5 5 5 5						\$10,000
617. LABORATORY SALARIES \$143,027 \$143,481 \$123,790 86% OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE \$0 \$1,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 67% TOTAL CAPITAL EXPENSE \$0 \$13,000 \$8,043 62% 526. Reimbursed Expenses \$473) \$29. Bad Debt \$5,361 \$252. Depreciation Expenses \$15,873 TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 (\$116,381) (\$168,443) 145% \$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 \$(\$165,726) \$ Net Cash by Investing Activities \$9,231 0 \$ \$ \$ Net Cash horease for Period \$45,101 \$(\$165,726) \$ \$ \$ Changes In Net position: \$45,101 \$45,101 \$ \$ \$ \$ </th <th>DEVELOPMENT</th> <th>\$89,440</th> <th>\$80,000</th> <th>\$81,766</th> <th>102%</th> <th>\$82,564</th>	DEVELOPMENT	\$89,440	\$80,000	\$81,766	102%	\$82,564
OPERATING EXPENSE \$33,286 \$38,500 \$27,814 72% TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE 0 \$1,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 67% TOTAL CAPITAL EXPENSE \$0 \$13,000 \$8,043 62% 526. Reimbursed Expenses \$(\$473) 529. Bad Debt \$5,361 525. Depreciation Expenses \$151,873 TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 \$(\$116,381) \$(\$168,443) 145% \$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 \$(\$165,726) Net Cash hy Investing Activities \$9,231 0 Net Cash Increase for Period \$45,101 \$(\$165,726) Changes In Net position: \$45,101 \$(\$165,726)	ORY					
TOTAL LAB \$176,314 \$181,981 \$151,605 83% OTHER 626. CAPITAL EXPENSE OFFICE \$0 \$1,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 67% TOTAL CAPITAL EXPENSE \$0 \$13,000 \$8,043 62% 526. Reimbursed Expenses (\$473) \$29. Bad Debt \$5,361 529. Bad Debt \$15,873 \$943,481 \$851,057 90% NET INCOME \$31,447 (\$116,381) (\$168,443) 145% (\$ Adjustments to reconcile Net Income \$35,870 (\$165,726) \$9,231 0 Net Cash by Operating Activities \$9,231 0 \$45,101 (\$165,726) Changes In Net position: \$45,101 (\$165,726) \$45,001 \$165,726)	\$	\$143,027 \$	\$143,481	\$123,790	86%	\$135,000
OTHER 626. CAPITAL EXPENSE \$0 \$1,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 67% TOTAL CAPITAL EXPENSE \$0 \$13,000 \$8,043 62% 526. Reimbursed Expenses \$473) 529. Bad Debt \$5,361 525. Depreciation Expenses \$15,873 525. Depreciation Expenses \$15,873 TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 \$16,381) \$168,443) 145% \$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 \$165,726) \$ Net Cash by Investing Activities \$9,231 0 \$ \$ Net Cash Increase for Period \$45,101 \$165,726) \$ Changes In Net position: \$ \$ \$ \$	IG EXPENSE	\$33,286	\$38,500	\$27,814	72%	\$30,000
626. CAPITAL EXPENSE OFFICE \$0 \$1,000 \$0 0% LABORATORY \$0 \$12,000 \$8,043 67% TOTAL CAPITAL EXPENSE \$0 \$13,000 \$8,043 62% 526. Reimbursed Expenses (\$473) 529. Bad Debt \$5,361 525. Depreciation Expenses \$15,873 TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 (\$116,381) (\$168,443) 145% (\$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 (\$165,726) 0 Net Cash by Investing Activities \$9,231 0 0 0 0 Net Cash Increase for Period \$45,101 (\$165,726) 0 0 0 Changes In Net position: \$45,101 \$165,726) 0 0 0 0	\$	\$176,314	\$181,981	\$151,605	83%	\$165,000
TOTAL CAPITAL EXPENSE \$0 \$13,000 \$8,043 62% 526. Reimbursed Expenses (\$473) 529. Bad Debt \$5,361 525. Depreciation Expenses \$15,873 TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 (\$116,381) (\$168,443) 145% (\$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 (\$165,726) 0 Net Cash by Investing Activities \$9,231 0 0 0 Net Cash Increase for Period \$45,101 (\$165,726) Changes In Net position:	EXPENSE	\$0	\$1,000	\$0	0%	\$0
526. Reimbursed Expenses (\$473) 529. Bad Debt \$5,361 525. Depreciation Expenses \$15,873 TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 (\$116,381) (\$168,443) 145% (\$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 (\$165,726) 0 Net Cash by Investing Activities \$9,231 0 0 0 Net Cash Increase for Period \$45,101 (\$165,726) 0 Changes In Net position:	ORY	\$0	\$12,000	\$8,043	67%	\$8,043
529. Bad Debt \$5,361 525. Depreciation Expenses \$15,873 TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 (\$116,381) (\$168,443) 145% (\$ Adjustments to reconcile Net Income \$35,870 (\$165,726) (\$ Net Cash by Operating Activities \$9,231 0 0 0 Net Cash by Investing Activities \$9,231 0 0 Net Cash Increase for Period \$45,101 (\$165,726) 0 Changes In Net position: \$ \$ \$ \$	XPENSE	\$0	\$13,000	\$8,043	62%	\$8,043
525. Depreciation Expenses \$15,873 TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 (\$116,381) (\$168,443) 145% (\$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 (\$165,726) 0 Net Cash by Investing Activities \$9,231 0 0 0 Net Cash Increase for Period \$45,101 (\$165,726) 0 0 Changes In Net position: U U U U U U U	sed Expenses	(\$473)				
TOTAL EXPENSES \$840,225 \$943,481 \$851,057 90% NET INCOME \$31,447 (\$116,381) (\$168,443) 145% (\$ Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 (\$165,726) (\$ Net Cash by Investing Activities \$9,231 0 0 (\$ Net Cash Increase for Period \$45,101 (\$165,726) 0 (\$ Changes In Net position: \$ <th< td=""><td>t</td><td>\$5,361</td><td></td><td></td><td></td><td></td></th<>	t	\$5,361				
NET INCOME\$31,447(\$116,381)(\$168,443)145%(\$Adjustments to reconcile Net Income Net Cash by Operating Activities\$35,870(\$165,726)**Net Cash by Investing Activities\$9,23100*Net Cash Increase for Period\$45,101(\$165,726)**Changes In Net position:						
Adjustments to reconcile Net Income Net Cash by Operating Activities \$35,870 (\$165,726) Net Cash by Investing Activities \$9,231 0 Net Cash Increase for Period \$45,101 (\$165,726) Changes In Net position:	\$	\$840,225	\$943,481	\$851,057	90%	\$909,761
Net Cash by Operating Activities\$35,870(\$165,726)Net Cash by Investing Activities\$9,2310Net Cash Increase for Period\$45,101(\$165,726)Changes In Net position:	\$3	31,447 (\$1	16,381)	(\$168,443)	145%	(\$192,663)
Net Cash Increase for Period \$45,101 (\$165,726) Changes In Net position:		\$35,870		(\$165,726)		
Net Cash Increase for Period \$45,101 (\$165,726) Changes In Net position:	Cash by Investing Activities	\$9,231		0		
•				(\$165,726)		
•	let position:					
Net Position, Beginning of Year \$621,026 \$600,729 \$600,729 \$	•	821,628 \$	866,729	\$866,729		\$866,729
					-	\$674,065

California Wheat Commission Cash Flow Statement 5/1/2017 to 3/31/2018

NET INCOME/EXPENSE	\$	(168,442.52)			
Adjustments to reconcile Net Income to net cash provided:					
By Operations:					
Assessments Receivable Customer Invoices (receivables) Prepaid Contracts Prepaid Expenses Accounts Payable Pension Payable	\$\$\$\$\$	12,325.41 4,884.19 (666.33) 12,099.49 (3,095.34) (22,830.97)			
NET CASH INCREASE/DECREASE AS OF 3 (Net Income +/- adjustments)	8/31/	17	\$ (142,895.10)	-	
The Cash Flow Statement accounts for actual cash flows in and of FY Income/Expense report, then adjustments are made on the Ca BEGINNING CASH (as of 5/01/2017)	sh Flo	w Statement to accou			n the <i>current</i>
Edward Jones CD Edward Jones MM RVCTY-MM Tri Counties Bank MM Tri Counties Bank Checking	\$ \$ \$ \$	560,000.00 1,295.06 153,267.78 150,567.86 1,598.00			
TOTAL OF BEGINNING CASH			 \$866,728.70	-	
TOTAL CASH as of 11/30/2016 (Net cash provided by activities + beginning cash)				\$	701,002.63
CASH ON HAND (as of 3/31/2017)					
Edward Jones CD Edward Jones MM RVCTY-MM Tri Counties Bank MM Tri Counties Bank Checking	\$\$\$\$	513,000.00 742.32 153,463.80 26,060.07 7,736.44			
TOTAL CASH AND BANK ACCOUN	ΓS				\$701,002.63

CERTIFICATES OF DEPOSIT

MATURITY DATE	BANK	TERM	INTEREST RATE	VALUE
EDWARD JONES				
05/30/18	Bank Hapoalim BM	6 MO	1.40	\$ 100,000.00
09/14/18	State Bank	6 MO	1.70	\$ 206,000.00
12/28/2018	Bank of Birmingham	9 MO	1.90	\$ 207,000.00
	(Interest paid at intervals into money market)			\$ 513,000.00

MONEY MARKET ACCOUNTS

BANK	RATE	
Edward Jones MM	0.01	\$ 742.32
River City Bank MM	0.15	\$ 153,463.80
TriCounties Bank MM	0.18	\$ 26,060.07
		\$ 180,266.19

TOTAL

\$693,266.19

Updated 3/31/18

CALIFORNIA WHEAT COMMISSION - FY 18/19 BUDGET PROPOSAL

	FY 2016/17	FY 2017/18 APPROVED	FY 2017/18 PROJECTED	FY 2018/19 PROPOSED
	100% of FY	8/30/2017	End of FY 17/18	BUDGET
	\$.075/cwt	\$.075/cwt	\$.075/cwt	\$.075/cwt
INCOME:	<i></i>	<i></i>	<i><i><i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,<i>q</i>,</i></i>	<i></i>
401. ASSESSMENTS	\$765,850	\$700,000	\$600,000	\$600,000
402. INTEREST	\$4,063	\$4,000	\$4,752	\$4,000
403. OTHER INCOME	\$5,106	\$100	\$100	\$100
407. LABORATORY				
CROP QUALITY	\$6,635	\$8,000	\$12,310	\$10,000
LABORATORY ANALYSIS (+Training)	\$90,017	\$135,000	\$115,000	\$125,000
405. REFUNDS	\$0	(\$20,000)	(\$15,064)	(\$10,000)
TOTAL INCOME	\$871,671	\$827,100	\$717,098	\$729,100
EXPENSES:				
GENERAL & ADMINISTRATIVE				
501. SALARIES	\$192,299	\$238,398	\$238,398	\$245,000
502. STAFF EXPENSE	\$2,772	\$3,000	\$3,121	\$3,000
503. OFFICE EXPENSE	\$8,104	\$11,600	\$8,000	\$8,000
504. OFFICE SERVICES	\$8,691	\$10,700	\$10,000	\$10,000
506. INSURANCE	\$12,315	\$16,520	\$14,000	\$15,000
508. PROFESSIONAL SERVICES	\$18,012	\$19,000	\$13,500	\$18,250
509. CDFA	\$17,803	\$19,000	\$19,000	\$19,125
513. COMM MTGS	\$4,847	\$6,182	\$6,000	\$6,000
516. CONDOMINIUM FEES	\$4,047	\$4,100	\$4,100	\$4,100
521. Building Maintenance	\$547	\$10,000	\$9,702	\$1,000
TOTAL G&A EXPENSES	\$269,435	\$338,500	\$325,821	\$329,475
RESEARCH	haa	4000	1000 C	4000 000
601.RESEARCH CONTRACTS	\$284,275	\$330,000	\$328 <i>,</i> 333	\$335,000

CALIFORNIA WHEAT COMMISSION - FY 18/19 BUDGET PROPOSAL

	FY 2016/17 100% of FY	FY 2017/18 APPROVED 8/30/2017	FY 2017/18 PROJECTED End of FY 17/18	FY 2018/19 PROPOSED BUDGET
MARKET DEVELOPMENT/OUTREACH	\$.075/cwt	\$.075/cwt	\$.075/cwt	\$.075/cwt
505. INFORMATION/MEMBERSHIP	\$3,614	\$3,550	\$3,000	\$3,500
510. CAWG CONTRACT	\$18,000	\$20,000	\$20,000	\$20,000
512. COMM EXPENSE	\$18,000 \$6,570	\$6,000	\$6,500	\$20,000
600. TECHNICAL SERVICES	\$3,269	\$4,500	\$4,749	\$4,500
602. PUBLICATIONS	\$3,209	\$4,500	\$4,953	\$4,000
602. FOBLICATIONS 603. TRADE TEAMS	\$700 \$815	\$1,500	\$4,955 \$1,394	\$4,000 \$1,500
	•			
604. MARKET DEVELOPMENT	\$13,009	\$10,000	\$10,000	\$12,000
605. USWA	\$25,638	\$18,950	\$19,950	\$18,000
621. WHEAT VARIETY SURVEY	\$3,936	\$4,000	\$2,018	\$4,000
624. OUTREACH	\$13,889	\$10,000	\$10,000	\$12,000
TOTAL MARKET DEVELOPMENT	\$89,440	\$80,000	\$82,564	\$86,000
LABORATORY				
617. LABORATORY				
SALARIES	\$143,027	\$143,481	\$135,000	\$150,000
OPERATING EXPENSE	\$33,286	\$38,500	\$30,000	\$40,000
TOTAL LAB	\$176,314	\$181,981	\$165,000	\$190,000
OTHER				
626. CAPITAL EXPENSE				
OFFICE	\$0	\$1,000	\$0	\$1,000
	\$0 \$0			\$1,000 \$8,500
	\$0 \$0	\$12,000	\$8,043	
TOTAL CAPITAL EXPENSE	ŞU	\$13,000	\$8,043	\$9,500
526. Reimbursed Expenses	(\$473)			
529. Bad Debt	\$5,361			
525. Depreciation Expenses	\$15,873			
TOTAL EXPENSES	\$840,225	\$943,481	\$909,761	\$949,975
NET INCOME	\$31,447	(\$116,381)	(\$192,663)	(\$220,875)
Adjustments to reconcile Net Income	625 070			
Net Cash by Operating Activities	\$35,870			
Net Cash by Investing Activities Net Cash Increase for Period	\$9,231 \$45,101			
	\$45,101			
Changes In Net position:	4004 000			Ac=
Net Position, Beginning of Year	\$821,628	\$866,729	\$866,729	\$674,065
Net Position, End of Year	\$866,729	\$750,348	\$674,065	\$453,190
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INCOME					FY 17/18	
•	ment revenue is based on projecte of \$1.5/ton (\$.075/cwt). This is ma	•		\$	600,000	
402: Interest Interest from Savings accounts, Money Market Accounts and CDs. <i>Lower reserves will mean lower interest.</i>						
403. Miscellane	ous Income				\$100.00	
407: Laboratory	Income					
• • •	mbursement from USW and AZ				\$10,000	
•	rvices for commercial customers				\$120,000 \$5,000	
Other lab income Lab services for	Research for FY 16/17 (not billed)	\$ 91,555			\$ 5,000	
405: Refunds	FY 18/19 (\$.075/cwt)* 1.68%]			-\$10,000	
History:	FY 17/18 (\$.075/cwt) 2.65%		4 40/			
	FY 16/17 (\$.075/cwt) 0% FY 15/16 (\$.075/cwt) 0.3%	FY 06/07 (\$.04/cwt) FY 05/06 (\$.04/cwt)				
	FY 14/15 (\$.06/cwt) 0.9%	FY 04/05 (\$.04/cwt				
	FY 13/14 (\$.05/cwt) 2.7%	FY 03/04 (\$.04/cwt				
	FY 12/13 (\$.05/cwt) 3.6%	FY02/03 (\$.04/cwt)				
	FY 11/12 (\$.05/cwt) 2.8%	FY01/02* (\$.04/cwt				
	FY 10/11 (\$.05/cwt) 5.3%	FY00/01 (\$.03/cwt)				
	FY 09/10 (\$.05/cwt) 2.3% FY 08/09 (\$.05/cwt) 4.3%	FY99/00 (\$.03/cwt) FY 98/99 (\$.03/cwt)				
	FY 07/08 (\$.05/cwt) 4.3%	FY 98/99 (\$.03/cwt FY97/98 (\$.03/cwt				

*Projected refunds percent for FY 18/19.

Total Income

EXPENSES

GENERAL & ADMINISTRATIVE

G&A expenses are largely fixed, absent and new staff changes.

501. Salaries <i>This figure needs salary recommendations a</i> Claudia Carter Hired as Executive Director - Isabel Alvarado Promoted as Operations Ma Crystal Sandoval Hired as Office Assistant -	June 2016 anager - May 2016	\$245,000
502. Staff Expenses Additional staff training and associated trave	el exp.	\$3,000
503. Office Expenses Postage, commissioner elections, office sup Office Supplies Postage Printing <u>Commissioner Elections, Increase postage a</u> Non-Capitalized equipment Bank Fees	\$3,000 \$600 \$300	\$8,000
 504. Office Services Office equipment maintenance, equipment maintenance agreements, telephone, fax, ja Mail Permits fees (Permits 51 and 81) Janitorial Rent/ Main Cont. (Postage machine, water, Telephone/Fax/e-mail Utilities 521. Building Maintenance / Repairs 	nitorial and utilities, mail permits. \$500 \$1,700	\$10,000
506. Insurance State Fund Workers Compensation	Estimate \$5,000	\$15,000
AIG Life Insurance Companies Business Travel Accident Insurance - covers Commissioners and staff	\$100	
<u>Travelers Insurance</u> Fidelity Policy (Crime)	\$700	
<u>CNA</u> Directors & Officers Liability	\$4,050	

Great American General Liability, Commercial Property and Hired Auto Liability	\$4,300
Allowance for rate increases	\$850
508. Professional Services -Annual Audit & support -Damore, Hamric & Schneider, In -Computer Support -Attorney: Update Procedures, Form 700 advice <i>handler audits/proposing three audits (\$914/audit)</i>	\$18,250 nc. \$10,500 \$500 \$4,500 \$2,750
 509. CDFA CWC share of Marketing Department's overhead, time spectra constant CDFA expenses related to election <i>Proposed increase - Referendum year</i> 513. Commission Meetings Three board meetings @ \$2060/meeting. 	-
516: Condominium Fees Covers annual condo fees, paid quarterly. Includes Admi Insurance, Landscaping, Repairs, Taxes, Alarm Monitorir	.
SUBTOTAL FO	DR G&A \$329,475
RESEARCH 601. Research This item is reported as the cash commitment to research	
UC Breeding program \$198,000 and UC Testing \$137,000. Fur Comm on April 16th.	ther discussion by Research
MARKET DEVELOPMENT/ OUTREACH	
505. Memberships / Information Memberships, subscriptions, technical books or special in export data collection. Memberships:	\$3,500 formation. Includes on-line news services,
California Farm Bureau, Tortilla Industry Association, CA California Grain & Feed Association, Bread Bakers Guild AmazonPrime	
Subscriptions (Milling&Baking Magazine, Carbonite, Mich Internet / Website Hosting Other - California Chamber of Commerce, other related e	\$1,000

Contracted services from the California Association of Wheat Growers.

512. Commissioner Expense Travel expenses for Commissioners to attend USW	and ot	\$6,500 her meetings
 600. Technical Services Costs to run the various crop quality programs incluing Imperial expense to collect and grade samples, post Durum - samples collected through Inspection HWW - HRW Crop Quality - Handler samples UCCE Tulare will provide support 	stage. P n statior	resent program includes:
602. Publications Crop Quality reports for HRW, HWW & Desert Dury Certified Seed Guide Note: Will print more Crop Quality Reports to distrib		\$4,000 \$3,500 \$500 ndustry: Handlers, growers, and millers.
603. Trade Teams USW have sent information about a Chilean Trade	Team v	risit to CA
604. Market Development Travel related to domestic/international market Dev	elopme	\$12,000 nt.
605. US Wheat Associates		\$18,000
This will approximately represent 1/4 membership- CWC	is Contr	ibuting Member at this level.
History – US Wheat Membership (FY is July 1 - 、	June 30))
2017 ¼ membership 18,950	2005 1	∕₂ membership 46,145
2016 ¼ membership 24,950	2004	1/4 membership 24,534
2015 ¼ membership 44,915	2003	1/4 membership 28,522
2014 Full membership 123,784	2002	1/4 membership 27,960
2013 Full membership 122,200 + 2,000	2001	1/2 membership 55,221
2012 Full membership 124,100 + 2,000	2000	³ ⁄ ₄ membership 86,927
2011 Full membership 104,500	1999	¾ membership 89,123
2010 Full membership 93,700	1998	¾ membership 87,140
2009 Full membership 84,700 + 5,000	1997	Full membership 107,240
2008 ¼ membership 22,250	1996	Full membership 109,819
2007 < ¼ membership 20,000	1995	Full membership 110,449
2006 ¼ membership 23,076	1994	Full membership 113,039
621. Wheat Variety Survey Maintaining paper survey		\$4,000
624. Outreach Outreach to industry including Farm Bureau, CGFA	, Field [\$12,000 \$12,000 \$12,000 \$12,000

Outreach to the Milling industry PNW, AACCI Spring and Annual Meetings, Durum Quality event Category also includes travel to events, hosting visitors, and small sponsorships.

SUBTOTAL FOR MARKET DEVELOPMENT/O	\$86,000		
LABORATORY			
617A: Salaries - Laboratory Teng Vang - Lab Manager Alejandra Andrade Hired as Lab Assistant - Jar Four Summer Students	ary 2017		\$150,000
617B: Operating Exp Laboratory			\$40,000
Staff Expense Equipment Main. (Outside Services and Routine Maintenance (Janitorial) Postage Rental & Maintenance Agreements Subscriptions/ Memberships(AACCI, PNW) Supplies Non capital equipment and Misc. Utilities 617E: LAB MANAGER	\$ Main. Parts)	200 14,500 3,500 300 800 1,200 10,000 1,000 7,000 38,500 1,500	
SUBT	\$190,000		
OTHER 626. Capital Expense			
Office \$1 Laboratory \$2,	000 00		\$1,000 \$8,500
TOTAL EXPENSES			\$949,975
			\$ (220,875)

CWC Reserve Policy/Options

3-year moving average of Budget for FY18/19

									3 y	/ear average					
									of 16/17, 15/16,		25% of 3-		35% of 3 year		Cash at end of
	FY 17/*	18	FY16	6/17	FY1	15/16	FY	14/15		& 14/15	yea	r average	i	average	4/30/2017
Total Budgeted Income		827,100	\$	677,100	\$	877,100	\$	640,100	\$	731,433	\$	182,858	\$	256,002	
Total Budgeted Expenses	\$	943,481	\$	894,360	\$	979,942	\$	1,093,328	\$	989,210	\$	247,303	\$	346,224	
Total Budgeted Net Income	\$	(116,381.00)		(217,260.00)		(102,842.00)		(453,228.00)							
Actual Income				871,671.00	\$	929,533.00	\$	693,142.00	\$	831,449	\$	207,862	\$	291,007	
Actual Expenses				840,225.00	\$	914,127.00	\$	1,091,008.00	\$	948,453	\$	237,113	\$	331,959	\$ 866,729.00
Actual Net Income				31,446.00		15,406.00		(397,866.00)							

EXCERPT of December 4, 2007 minutes:

A discussion on an "adequate" amount of cash reserves took place. Reserves of ~\$200,000 have been considered a "good" number; however they have been as low as \$25,000 in earlier years.

September 10, 2015 meeting

Commissioners reviewed and clarified its reserve policy from 2007 to read: Year-end reserves shall be a minimum of 25% of a 3-year moving average of actual expenses, subject to the discretion of the Executive Committee. Further, a committee was formed to discuss different budget scenarios to be presented for further discussion at the December meeting.