

ZANOBINI

California Pear Advisory Board Board of Directors Meeting

December 9, 2015
Sacramento, CA

CPAB Board Meeting – December 9, 2015 – Sign in Sheet

Name

Company

John Callis

Rivermaid

Doug Henry

Greene and Henry

Dan Thornton

Thornton Pear Ranch Inc.

Stephen Johnson

Johnson Ranch

Pat Scully

Scully Packing

Mark Zick

Cal. Bart

David Thiesse

David Elliot & Son

Richard Elliot

David J Elliot & Son

Roxann Bramlage

roxann.bramlage@cdfa.ca.gov

Theresa Stewart

CDFA Theresa.Stewart@CDFA.CA.GOV

Aaron Smith

Dee Monte Foods

Brian Lawson

Tree Top Inc.

ATOMIC TOROSIAN

Crown Jewels Produce

1 to 6 - Courtland
Chan Family Holiday Party

CPAB Board Meeting – December 9, 2015 – Sign in Sheet

Name	Company
Aimee Darville	CPAB
Holly Klein	The Communications Dept.
Kassie Fraser	Bryant Christie
James Christie	BCI
Kyle Persky	Scully Packing
Mike Isok	Rivermaid Trading
Paul Wilson	RIVERMAID
Chiles	Rivermaid
Patrick Archibegue	Rivermaid
SARA MONTANARI	UC DAVIS
Ken Berger	CPAB
Bob McClain	CPAB
Matt Henry	Greene & Henry
David Hillis	CDFA
Brian Machado	Rivermaid

Mission

To provide programs, services and representation that deliver value to the California pear industry.

Vision

CPAB will be the leader of the industry, identifying and pursuing opportunities for growth, efficiency, increased value and long-term viability.

Values

We take an industry-wide, district free approach to maximizing profits for the entire California pear crop.

We are “fair minded” to the industry as a whole.

We believe in providing the quality and service our customers demand.

We believe in taking a long-term approach.

We strive to create realistic, innovative solutions to issues affecting the pear industry.

We believe in accountability and measuring success.

Cider?

CALIFORNIA PEAR ADVISORY BOARD

1521 "I" Street ■ Sacramento, CA 95814-2016 ■ Phone: 916 / 441-0432 ■ Fax: 916 / 446-1063

MEETING NOTICE

December 9, 2015
California Farm Bureau Federation
First Floor Conference Room
2300 River Plaza Drive
Sacramento, CA 95833
Phone: (916) 561-5500

9:00 a.m. - Noon

AGENDA

- | | |
|--|----------|
| I. Call to Order | 9:00 am |
| II. Roll Call | 9:05 am |
| III. Introductions | 9:10 am |
| IV. Approval of June 12, 2015 Meeting Minutes | 9:15 am |
| V. Crop and Budget Report | 9:20am |
| ■ Crop Review | |
| ■ 2015 Projections/Forecast | |
| ■ Budget Review | |
| ■ 2014/15 Year End Audit Report | |
| VI. Research and Field Director Report | 9:30 |
| • Growing tools update - Kusamin | |
| • Research priorities and upcoming meetings | |
| • California Specialty Crop Tour | |
| • California Specialty Crop Council Activities | |
| • Prop GS | |
| VII. Introduction and Presentation by Sara Montanari | 10:00 am |
| • Marker Based Breeding Technologies | |
| • Roundtable discussion | |

Action may be taken on any of the above items

*(Tolerance
for Listeria)*

VIII. Center for Produce Safety – Bonnie Fernandez Fenaroli

10:30am

- About the Center for Produce Safety
- Listeria and Other Study Areas

IX. CPAB Export and Trade Program

11:00 am

- 2015 Program Report
- 2016 Funding and Activities
 - ✓ CPAB MAP Program
 - ✓ GBI – Mexico
 - ✓ GBI – Colombia
- Trade Policy/Market Access – Update on TPP
- Other

(legislation in omnibus)
Cool Mexico
1st Bill
[Repeal COOL]
Canada
11:25 am
no pears

X. CPAB Public Relations/Website/Social Media

- Report on the communications efforts during the July, August, September timeframe including Pear Month, Farm-to-Fork month, the site re-design and re-launch, our bridge dinner, the restaurant recipe contest, pear box giveaway, consumer newsletter launch, and pears at Savor
- BCRF support
- Costco Magazine
- PMA Recap
- Farming Near Schools – Outreach Plan
- 2016 Activities and Plans
- CA Grown Update

25K Chets/Pat Scully (12)

XI. Other Business

11:50 pm

XII. Adjourn

Noon

The CPAB prohibits discrimination in its programs on the basis of race, color, national origin, sex, religion, age, disability and marital or familial status. Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact Chris Zanobini at 916-441-0432.

The California Pear Advisory Board meetings comply with the Bagley-Keene Open Meetings Act that allows for public comment on all agenda items. For further information related to this agenda, please contact the CPAB Office at 916-441-0432.

A copy of this meeting notice can be found at
<http://www.calpear.com>.

Action may be taken on any of the above items

CALIFORNIA PEAR ADVISORY BOARD

EARLY DISTRICT

TERM EXPIRES

✓ John Callis, Courtland	4/30/17
✓ Chiles Wilson, Lodi	4/30/16
✓ Richard Elliot, Courtland	4/30/16
✓ Mark Lubich, Courtland	4/30/16
✓ Topher Chan, Courtland	4/30/18
✓ Matthew Hemly, Courtland	4/30/18
✓ Mark Lubich, Courtland	4/30/18

Alternate:

✓ Patrick Archibeque	4/30/16
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LATE DISTRICT

TERM EXPIRES

✓ Steve Johnson, Ukiah	4/30/17
✓ Dan Thorton, Potter Valley	4/30/17
✓ Pat Scully, Finley	4/30/16
✓ Chris Ruddick, Ukiah	4/30/16

Alternate:

✓ Kyle Persky, Finley	4/30/16
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MEMBERS AT LARGE

TERM EXPIRES

✓ David Weiss, Kelseyville	4/30/16
✓ Wendy Buckley Stokes, Walnut Grove	4/30/16

**MINUTES
CALIFORNIA PEAR ADVISORY BOARD MEETING**

June 12, 2015
Courtland, California

- I. Chairman Matthew Hemly called the meeting of the California Pear Advisory Board (CPAB) to order at 9:30 a.m.
- II. **Roll Call/Introductions** – Introductions were made from the floor. A quorum was established.

Members in attendance:

Matthew Hemly
John Callis
Dan Thornton
~~Patrick Archibeque~~
Mark Lubich
Richard Elliot
David Weiss
Kyle Persky

Chiles Wilson
Chris Ruddick
Stephen Johnson

Members Absent:

Wendy Buckley-Stokes
Patrick Archibeque
Topher Chan
Pat Scully

~~Patrick Archibeque~~

Other Attendees:

Kathy Diaz, CDFA Marketing Branch
Michelle Copeland, PCP
Steve Freeman, PCP
Alex Wilson, Rivermaid
David Thiessen, David Elliot & Son
Doug Hemly, Greene and Hemly
Aaron Smith, Del Monte
Aimee Darville, CPAB
Holly Klein, TCD

James Christie, Bryant Christie
Virginia Chabra, Green and Hemly
Dan Wienke, Tree Top
Michelle Paul, Bryant Christie
Marilyn Dolan, TCD
Chris Zanobini, CPAB
Bob McClain CPAB

III. Approval of March 31, 2015 Meeting Minutes

It was moved, seconded, and unanimously approved to adopt the minutes as presented. {15-01}

IV. Board Election Results

Chris Zanobini reported on the CPAB election results. Current Members at Large are David Weiss and Wendy Buckley Stokes.

A motion was made, seconded and unanimously approve to select David Weiss and Wendy Buckley Stokes as Members at Large. {15-02}

V. Seating of the 2014 Board

Current chair is Matthew Hemly and Vice Chair is Chris Ruddick. It was recommended to reelect the current slate of offices.

It was moved, seconded, and unanimously approved to accept the slate of officers as presented. {15-03}

VI. 2015 Estimates

Chris Zanobini reported on the 2015 Bartlett and Variety estimates. Thorough discussion ensued and Bartlett estimates and start dates were set at:

- River: 98,000 tons – July 7th
- Lake: 37,000 tons- July 24
- Mendocino: 24,500 tons- July 21

Total Bartlett Estimate of 159,500 tons.

Cannery estimate is 110,000 tons

Northwest is 500 tons

Other is 7,600

Variety Tonnage is 10,697

Total Fresh Estimate of: 2,894,250 boxes which includes 2,300,000 Bartlett's.

It was moved, seconded, and unanimously approved to accept the crop estimates and start dates as revised. {15-04}

VII. 2015 Budget and Assessment Rate

Chris Zanobini gave a financial report and reviewed both the budget to year-end as well as the 2015-16 proposed budget.

It was also agreed that the assessment rate would be set at \$0.18 (eighteen cents) for each 36 pound TFE box of fresh pears and \$4.25 for each ton of California Cannery. Other rates would remain the same.

It was moved, seconded, and unanimously approved to accept the revised budget and an assessment rate of \$.18/box for fresh and \$4.25/ton for processing. {15-06}

It was moved, seconded, and unanimously approved to continue the \$300,000 line of credit with First Northern Bank and to allow the executive director to make inter item budget transfers {15-07}

Chris Zanobini reviewed the audit and indicated that there were three recommendations by the auditor.

- 1) A member of the board should review and sign the monthly bank reconciliation
- 2) The board member signing checks should also sign the expense invoice
- 3) CPAB will establish a procurement procedures policy.

It was established that John Callis would review and sign the bank reconciliation.

It was moved, seconded, and unanimously approved to accept management recommendations in the 2014 audit. {15-08}

VIII. Research/Pest Management

Bob McClain indicated that there was a excellent opportunity to have a post doc work with David Neal on the Pear Genotyping project. The post doc would work for two years if CPAB approved the funding of \$60,000 per year. Mr. McClain reported that a number of projects would be completed next research cycle and the additional funding would be freed within the research budget. Chris Zanobini indicated that he included the funding for the first year in the current budget research line item.

Staff has already committed to this effort but only after thoroughly vetting the opportunity with the research committee members and a variety of board members.

It was moved, seconded, and unanimously approved to provide the funding for the post doc. {15-09}

IX. Tool Box/Public Relations Update

Marilyn Dolan reported on the Industry Tool Box and Public Relations Activities.

X. Export Promotion/Trade Policy

Michelle Paul reported on export activities

XI. Other Business

There was no other business

XII. Adjourn

Chairman Matthew Hemly adjourned the meeting of the California Pear Advisory Board at 11:30 a.m.

I, Chris Zanobini do hereby certify that, to the best of my knowledge, the foregoing is a true and correct copy of the minutes of the California Advisory Board meeting held on June 12, 2015.

Chris A Zanobini
Executive Director

2015 Crop Assumptions

06/11/15

Bartletts	Total Tons	Fresh Pack	Fresh Tons	Fresh %
<i>River</i>	98,000	1,300,000	23,400	24%
<i>Lake</i>	37,000	750,000	13,500	36%
<i>Mendocino</i>	24,500	250,000	4,500	18%
Total	159,500	2,300,000		
Total Crop	170,197			
Bartletts	159,500			
Other	10,697			
Organic	-			

Fresh Rate \$ 0.18

ASSESSMENT WORKSHEET	Quantity	Rate	Assessment	Total
Fresh in 36 lb TFE	2,894,250	\$ 0.18	\$	520,965.00
<i>Bartlett</i>	<i>2,300,000</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>414,000.00</i>
<i>Sunsprites</i>	<i>24,000</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>4,320.00</i>
<i>Starkcrimson</i>	<i>76,800</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>13,824.00</i>
<i>Other Red</i>	<i>33,250</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>5,985.00</i>
<i>Bosc</i>	<i>55,100</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>9,918.00</i>
<i>Golden Russet Bosc</i>	<i>366,960</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>66,052.80</i>
<i>Comice</i>	<i>16,000</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>2,880.00</i>
<i>Seckel</i>	<i>5,250</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>945.00</i>
<i>Forelle</i>	<i>7,700</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>1,386.00</i>
<i>French Butter</i>	<i>5,190</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>934.20</i>
<i>Organic Bartlett</i>		<i>\$ 0.18</i>	<i>\$</i>	
<i>Organic Other</i>		<i>\$ 0.18</i>	<i>\$</i>	
<i>Organic Bosc</i>		<i>\$ 0.18</i>	<i>\$</i>	
<i>Other</i>	<i>4,000</i>	<i>\$ 0.18</i>	<i>\$</i>	<i>720.00</i>
Processed in Tons - (2000lbs/ton)			\$	479,650.00
<i>Processed - California</i>	<i>110,000</i>	<i>\$ 4.25</i>	<i>\$</i>	<i>467,500.00</i>
<i>Processed - Northwest</i>	<i>500</i>	<i>\$ 1.50</i>	<i>\$</i>	<i>750.00</i>
<i>Processed - Other</i>	<i>7,600</i>	<i>\$ 1.50</i>	<i>\$</i>	<i>11,400.00</i>
Total Bartlett (Tons)	159,500			
Total Other (Tons)	10,697			
Total Organic (Tons)	-			
Grand Total	170,197		\$	1,000,615.00

California Pear Advisory Board
2014-15 Budget and 2015/16 Proposed Working Budget

		C	A	B	C	D	E
		May 31, 2014 YE	2014-15 approved	2014-15 As of May	2014-15 YE	2015-16 Proposed	
CODE	Carry In	265,263.00	June 12, 2014	30, 2015	Projection	Budget	
			165,719.24	165,719.24	165,719.24	139,321.65	
	INCOME						
3010	Fresh	\$ 541,306.24	\$ 597,371.40	\$ 583,637.26	\$ 584,951.19	\$ 520,965.00	
3020	Processed-California	\$ 371,693.00	\$ 446,200.00	\$ 403,047.54	\$ 403,047.54	\$ 467,500.00	
3025	Processed-Northwest	\$ 1,266.00	\$ 820.50	\$ 105.71	\$ 105.71	\$ 750.00	
3030	Other Pears	\$ 11,923.00	\$ 7,500.00	\$ 7,542.61	\$ 7,542.61	\$ 11,400.00	
3060	MAP Grant	558,859.00	469,279.00	501,827.50	501,827.50	468,842.00	
3065	GBI			49,119.38	49,119.38	260,000.00	
3070	Interest	224.00	150.00	-			
3080	Other Income	20,474.00	5,000.00	2,381.66	3,355.20	2,500.00	
	NET INCOME	1,505,745.24	1,526,320.90	1,547,661.66	1,549,949.13	1,731,957.00	
	TOTAL INCOME	1,771,008.24	1,692,040.14	1,713,380.90	1,715,668.37	1,871,278.65	
	EXPENSES						
5110	ADMINISTRATION	325,000.00	325,000.00	325,000.00	325,000.00	325,000.00	
5165	INSURANCE	6,422.00	6,500.00	6,500.00	6,500.00	6,500.00	
5180	INTEREST	100.00	1,000.00	1,562.13	1,562.13	1,562.13	
5365	MARKETING BRANCH	16,012.00	17,000.00	10,600.43	17,000.00	17,000.00	
5200	TRAVEL	22,459.00	18,500.00	19,172.17	19,172.17	15,000.00	
5250	MEETINGS	12,961.00	6,000.00	3,029.73	5,000.00	5,000.00	
5380	AUDIT	10,400.00	12,000.00	12,000.00	12,000.00	12,000.00	
5370	ANNUAL REPORT						
5355	INDUSTRY GROUPS	12,590.00	35,000.00	14,035.00	25,000.00	25,000.00	
5700	WEBSITE	15,647.00	2,000.00	4,500.00	4,500.00	2,000.00	
5400	RESEARCH	196,912.00	201,895.00	241,554.40	241,554.00	200,000.00	
	CONTINGENCY	6,999.00	20,000.00	-	-	5,000.00	
	MARKETING	962,636.00	834,279.00	873,228.01	894,027.88	833,842.00	
5630	Processed Export						
5600	Processed Domestic						
5640	Industry Toolbox	160,967.00	171,000.00	202,756.69	202,756.69	226,000.00	
	Promotions	60,000.00	60,000.00	75,000.00	75,000.00	60,000.00	
	Public Relations/Tool Box	33,528.87	50,000.00	63,556.69	63,556.69	75,000.00	
	Trade Shows	25,436.13	20,000.00	25,000.00	25,000.00	20,000.00	
	Support Materials	6,000.00	5,000.00	3,200.00	3,200.00	10,000.00	
	Food Safety	-	-	-	-	25,000.00	
	General Agency Fees	36,000.00	36,000.00	36,000.00	36,000.00	36,000.00	
5660	Fresh Export	801,669.00	663,279.00	670,471.32	691,271.19	607,842.00	
	Program	631,088.02	599,279.00	578,151.94	578,151.81	543,842.00	
5662	Canada	265,000.00	250,000.00	267,461.52	267,461.52	245,500.00	
5663	Mexico	200,000.00	210,000.00	223,305.24	223,305.24	203,000.00	
5665	Brazil	25,000.00	-	13,225.20	13,225.20	19,342.00	
	Central America			24,042.43	24,042.30	31,000.00	
	Columbia					20,000.00	
	Hong Kong					20,000.00	
5664	Other	18,559.62	92,500.00	25,480.64	25,480.64		
	Miscellaneous	18,528.40	41,779.00	-			
5668	Program Travel	4,000.00	5,000.00	4,636.91	4,636.91	5,000.00	
5669	BCMA-GBI	206,580.88		49,119.38	49,119.38	260,000.00	
5670	Program Administration	64,000.00	64,000.00	43,200.00	64,000.00	64,000.00	
5801	ISSUES MANAGEMENT	12,500.00	20,000.00	23,530.54	23,530.54	20,000.00	
5900	Bad Debt Expense	-	-	-	-	-	
5999	Suspense	4,651.00	-	1,044.50	1,500.00		
	TOTAL EXPENSES	1,605,288.00	1,499,174.00	1,535,756.91	1,576,346.72	1,727,904.13	
	CARRY FORWARD/BALANCE	165,719.24	192,866.14	177,823.99	139,321.65	143,374.52	

CALIFORNIA BARTLETT PEARS ESTIMATE 2015

	2011		2012		2013		2014		2015 Estimate		2015 Final		STARTING DATES
	TONS	36# T/F	TONS	36# T/F	TONS	36# T/F	TONS	36# T/F	TONS	36# T/F	TONS	36# T/F	
River District (Sacramento/Upper Sacramento)	130,082	1,924,647	100,203	1,372,348	110,129	1,646,352	94,409	1,349,271	98,000	1,300,000	93,775	1,012,143	7/7
Lake	37,786	1,138,486	35,245	1,100,843	37,053	989,732	28,348	846,133	37,000	750,000	38,659	782,254	7/24
Mendocino	24,425	310,133	23,537	279,443	25,830	346,820	19,577	263,217	24,500	250,000	24,726	236,832	7/21
TOTAL:	192,273	3,373,266	158,985	2,752,634	173,012	2,982,904	142,334	2,458,621	159,500	2,300,000	157,160	2,031,229	

California Pear Advisory Board
2015 Shipment Report
Reported in 36 Pound Equivalents

Size	River Bartlett	Mendocino Bartlett	Lake Bartlett	Sunsprite	Starkcrimson	Golden Bosc	Bosc	Comice	French Butter	Seckel	Other Reds	Other
60	3,377	0	8,044	0	2,018	19,532	19	834	148	257	568	1,043
70	147,450	32,055	138,115	1,677	8,578	44,054	13,245	4,261	333	331	5,789	1,635
80	183,331	42,774	159,146	2,600	8,906	76,970	10,711	5,575	323	301	4,923	2,119
90	198,181	51,759	150,732	1,948	12,330	77,009	15,084	3,513	514	407	5,347	2,460
100	195,861	41,081	131,663	2,915	10,180	76,043	13,472	2,543	453	560	4,236	2,258
110	128,671	26,184	86,391	1,760	14,167	73,226	9,899	333	279	155	3,073	1,679
120	95,495	23,999	63,113	2,452	9,957	62,294	8,320	779	436	227	278	1,693
135	48,182	14,701	37,033	1,852	6,881	33,126	6,134	29	256	98	24	1,004
150	8,037	4,279	6,072	1,891	2,594	12,077	2,054	0	43	92	6	1,034
165	3,558	0	1,945	0	0	5,384	1,763	0	0	217	0	434
TOTALS	1,012,143	236,832	782,254	17,095	75,611	479,715	80,701	17,867	2,783	2,645	24,244	15,369
Organic shipments included in above totals	35,547	10,544	35,673	0	0	29,167	8,187	0	0	0	2,234	0
												121,352

California Pear Advisory Board
2015 Shipment by Destination Report

Reported in 36 Pound Equivalents

DESTINATION	River Bartlett	Mendocino Bartlett	Lake Bartlett	Sunsprite	Starkcrimson	Golden Bosc	Bosc	Comice	French Butter	Seckel	Other Reds	Other
Domestic	811,433	204,448	696,886	10,815	61,822	391,225	76,605	17,262	2,675	2,431	22,532	14,788
Canada	139,471	4,356	40,431	709	5,759	35,877	1,526	350	61	0	764	571
Mexico	55,477	26,929	43,625	5,771	4,505	36,123	1,381	255	47	164	272	0
Brazil	0	0	0	0	0	0	0	0	0	0	0	0
Central America	2,939	0	272	0	2,285	13,481	281	0	0	46	512	0
Colombia	0	0	0	0	109	109	0	0	0	0	0	0
Other	2,823	1,099	1,060	0	1,131	2,900	908	0	0	4	64	0
TOTALS	1,012,143	236,832	762,254	17,095	75,611	479,715	80,701	17,867	2,783	2,645	24,244	15,359
												2,747,249

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California Pear Utilization 1990 - 2015

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Cannery	201599	192262	201238	193860	199331	138058	172386	177709	186645	186510
Fresh Bartlett	73,916	70,201	62,177	59,522	86,881	59,034	76,163	65,579	50,633	82,597
Fresh Other										
Processed Other	36,142	34,375	50,340	32,368	43,931	48,469	36,991	36,267	36,462	39,810
Total Tons	311,657	296,838	313,755	285,750	330,143	245,561	285,540	279,555	273,740	308,917
Bartletts Cartons	4,106,444	3,900,056	3,454,278	3,306,778	4,826,722	3,279,667	4,231,278	3,643,278	2,812,944	4,588,722
Bartlett Tons	311,657	296,838	313,755	285,750	330,143	245,561	285,540	279,555	273,740	308,917

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Cannery	150996	147671	145265	133429	133699	103,699	116,442	122,822	117,576	116,170
Fresh Bartlett	79,554	65,256	74,198	62,096	67,937	58,446	46,298	64,447	67,893	68,266
Fresh Other								10,953	11,796	16,279
Processed Other	34,708	25,050	20,000	20,875	20,742	14,864	21,059	14,982	19,340	14,971
Total Tons	265,258	237,977	239,463	216,400	222,378	177,009	183,799	213,204	216,605	215,686
Bartletts Cartons	4,419,667	3,625,333	4,122,111	3,449,778	3,774,278	3,247,000	2,572,111	3,580,383	3,771,833	3,792,556
Bartlett Tons	265,258	237,977	239,463	216,400	222,378	177,009	183,799	202,251	204,809	199,407

	2010	2011	2012	2013	2014	2015 Est
Cannery	98,139	103,979	96,052	106,948	90,244	112,699
Fresh Bartlett	51,714	60,719	49,597	53,734	44,255	36,562
Fresh Other	13,714	20,223	16,074	14,445	10,077	12,888
Processed Other	13,395	14,748	15,924	12,468	7,835	7,899
Total Tons	176,962	199,669	177,647	187,595	152,411	170,048
Bartletts Cartons	2,873,000	3,373,278	2,755,389	2,985,222	2,458,611	2,031,229
Bartlett Tons	163,248	179,446	161,573	173,150	142,334	157,160

**2015
Crop Assumptions**

12/04/15

Bartletts	Total Tons	Fresh Pack	Fresh Tons	Fresh %
<i>River</i>	93,775	1,012,143	18,219	19%
<i>Lake</i>	38,659	782,254	14,081	36%
<i>Mendocino</i>	24,726	236,832	4,263	17%
Total	157,160	2,031,229		
Total Crop	170,048			
Bartletts	157,160			
Other	12,888			
Organic				

Fresh Rate \$ 0.18

ASSESSMENT WORKSHEET	Quantity	Assessment Rate	Total
Fresh In 36 lb TFE	2,747,249	\$ 0.18	\$ 494,504.82
<i>Bartlett</i>	2,031,229	\$ 0.18	\$ 365,621.22
<i>Sunsprite</i>	17,095	\$ 0.18	\$ 3,077.10
<i>Starkcrimson</i>	75,611	\$ 0.18	\$ 13,609.98
<i>Other Red</i>	24,244	\$ 0.18	\$ 4,363.92
<i>Bosc</i>	80,701	\$ 0.18	\$ 14,526.18
<i>Golden Russet Bosc</i>	479,715	\$ 0.18	\$ 86,348.70
<i>Comice</i>	17,867	\$ 0.18	\$ 3,216.06
<i>Seckel</i>	2,645	\$ 0.18	\$ 476.10
<i>Forelle</i>	-	\$ 0.18	\$ -
<i>French Butter</i>	2,783	\$ 0.18	\$ 500.94
<i>Organic Bartlett</i>		\$ 0.18	\$ -
<i>Organic Other</i>		\$ 0.18	\$ -
<i>Organic Bosc</i>		\$ 0.18	\$ -
<i>Other</i>	15,359	\$ 0.18	\$ 2,764.62
Processed In Tons - (2000lbs/ton)			\$ 490,819.25
<i>Processed - California</i>	112,699	\$ 4.25	\$ 478,970.75
<i>Processed - Northwest</i>		\$ 1.50	\$ -
<i>Processed - Other</i>	7,899	\$ 1.50	\$ 11,848.50
Total Bartlett (Tons)	157,160		
Total Other (Tons)	12,888		
Total Organic (Tons)			
Grand Total	170,048		\$ 985,324.07

California Pear Advisory Board
2014-15 Budget

CODE	Carry In	A		B		C		D		E	
		May 31, 2014 YE		2014-15 YE		2015-16 Approved		2015-16 Budget as		2015-16 YE	
		265,263.00		166,719.24		139,321.65		167,036.78		167,036.78	
	INCOME										
3010	Fresh	\$	541,306.24	\$	583,637.00	\$	520,965.00	\$	494,504.82	\$	494,795.88
3020	Processed-California	\$	371,693.00	\$	403,047.54	\$	467,500.00	\$	478,970.75	\$	478,972.37
3025	Processed-Northwest	\$	1,266.00	\$	105.71	\$	750.00	\$	-	\$	-
3030	Other Pears	\$	11,923.00	\$	7,542.29	\$	11,400.00	\$	7,923.01	\$	11,848.50
3060	MAP Grant		558,859.00		550,947.00		468,842.00		55,338.80		468,842.00
3065	GBI		-		-		260,000.00		-		260,000.00
3070	Interest		224.00		445.00		-		-		-
3080	Other Income		20,474.00		2,382.00		2,500.00		14,522.57		14,522.57
	NET INCOME		1,505,745.24		1,548,106.54		1,731,967.00		1,061,259.95		1,728,981.32
	TOTAL INCOME		1,771,008.24		1,713,825.78		1,871,278.65		1,218,296.73		1,896,017.10
	EXPENSES										
5110	ADMINISTRATION		325,000.00		325,000.00		325,000.00		162,499.98		325,000.00
5165	INSURANCE		6,422.00		6,531.00		6,500.00		-		6,500.00
5180	INTEREST		100.00		1,562.00		1,562.13		1,562.13		1,562.13
5365	MARKETING BRANCH		16,012.00		17,789.00		17,000.00		7,028.14		17,000.00
5200	TRAVEL		22,459.00		21,664.00		15,000.00		4,248.74		15,000.00
5250	MEETINGS		12,961.00		3,120.00		5,000.00		132.53		5,000.00
5360	AUDIT		10,400.00		-		12,000.00		15,600.00		27,600.00
5370	ANNUAL REPORT		-		-		-		-		-
5355	INDUSTRY GROUPS		12,580.00		26,035.00		25,000.00		2,600.00		25,000.00
5700	WEBSITE		15,647.00		4,500.00		2,000.00		370.00		1,000.00
5400	RESEARCH		196,912.00		261,306.00		200,000.00		59,984.87		200,000.00
	CONTINGENCY		6,999.00		-		5,000.00		-		-
	MARKETING		962,636.00		854,702.00		833,842.00		377,879.50		798,655.85
5630	Processed Export		-		-		-		-		-
5600	Processed Domestic		-		-		-		-		-
5640	Industry Toolbox		160,967.00		210,775.00		228,000.00		131,200.20		195,813.85
	Promotions		60,000.00		83,018.31		60,000.00		60,556.88		95,000.00
	Public Relations/Tool		33,528.87		63,556.69		75,000.00		44,813.85		44,813.85
	Trade Shows		25,438.13		25,000.00		20,000.00		5,579.37		15,000.00
	Support Materials		6,000.00		3,200.00		10,000.00		2,250.00		5,000.00
	Food Safety		-		-		25,000.00		-		-
	General Agency Fees		36,000.00		36,000.00		36,000.00		18,000.00		36,000.00
5660	Fresh Export		801,669.00		643,927.00		607,842.00		246,679.30		602,842.00
	Program		531,088.02		578,151.81		543,842.00		216,345.95		538,842.00
5662	Canada		285,000.00		287,461.52		245,500.00		69,344.41		245,500.00
5663	Mexico		200,000.00		223,305.24		203,000.00		116,303.55		203,000.00
5665	Brazil		25,000.00		13,225.20		19,342.00		28,859.76		19,342.00
	Central America		-		24,042.30		31,000.00		1,838.23		31,000.00
	Columbia		-		-		20,000.00		-		20,000.00
	Hong Kong		-		-		20,000.00		-		20,000.00
5664	Other		18,559.62		25,480.64		-		-		-
	Miscellaneous		18,528.40		-		-		-		-
5668	Program Travel		4,000.00		4,636.91		5,000.00		-		-
5669	BCMA-GBI		206,580.98		1,775.19		260,000.00		(12,500.00)		260,000.00
5670	Program Administration		64,000.00		64,000.00		64,000.00		30,333.35		64,000.00
5801	ISSUES MANAGEMENT		12,500.00		24,261.00		20,000.00		5,400.00		15,000.00
5900	Bad Debt Expense		-		-		-		-		-
5999	Suspense		4,651.00		320.00		-		-		-
	TOTAL EXPENSES		1,605,289.00		1,546,790.00		1,727,904.13		624,805.89		1,697,317.98
	CARRY FORWARD/BALANCE		166,719.24		167,035.78		143,374.52		593,489.84		198,699.12

CALIFORNIA PEAR ADVISORY BOARD

Reported in 36 pound equivalents

Includes all Packouts and Shipments Reported through: Wednesday, October 21, 2015

(Lake balance includes 1,549 organic)

FRUIT SIZE	RIVER BARTLETT			MENDOCINO BARTLETT			LAKE BARTLETT		
	INVENTORY	SHIPPED	CURRENT BALANCE	INVENTORY	SHIPPED	CURRENT BALANCE	INVENTORY	SHIPPED	CURRENT BALANCE
60	2,611	2,611	0	0	0	0	360	262	98
70	142,308	142,298	10	37,359	37,359	0	150,521	147,512	3,009
80	181,202	181,277	-75	37,584	37,583	1	169,864	170,295	-431
90	196,818	196,780	38	46,352	46,315	37	154,943	146,184	8,759
100	193,528	193,476	52	44,241	43,079	1,162	133,850	124,388	9,462
110	132,787	132,713	74	28,952	22,066	6,886	81,293	82,599	-1,306
120	99,435	99,186	249	25,227	24,062	1,165	54,156	55,755	-1,599
135	46,080	46,083	-3	13,777	13,707	70	32,060	34,431	-2,371
150	7,168	7,124	44	4,279	4,030	249	5,069	5,069	0
165	3,369	3,369	0	0	0	0	1,952	1,417	535
TOTAL	1,005,306	1,004,917	389	237,771	228,231	9,540	784,068	767,912	16,156

(Golden Bosc balance includes 1,992 organic)

FRUIT SIZE	SUNSPRITE			STARKCRIMSON			GOLDEN BOSCO		
	INVENTORY	SHIPPED	CURRENT BALANCE	INVENTORY	SHIPPED	CURRENT BALANCE	INVENTORY	SHIPPED	CURRENT BALANCE
60	0	0	0	2,873	2,012	861	9,249	8,507	742
70	1,677	1,677	0	8,579	8,596	-17	56,012	46,488	9,524
80	2,600	2,600	0	8,993	8,993	0	79,941	73,633	6,308
90	1,948	1,948	0	12,466	12,137	329	78,063	67,872	10,191
100	2,915	2,915	0	10,538	10,548	-10	77,156	70,621	6,535
110	1,760	1,760	0	14,485	14,098	387	73,292	70,809	2,483
120	2,452	2,452	0	9,637	9,653	-16	60,975	55,910	5,065
135	1,852	1,852	0	6,990	6,389	601	31,788	28,134	3,654
150	1,891	1,891	0	2,874	1,856	1,218	11,765	9,777	1,988
165	0	0	0	0	0	0	5,390	4,918	472
TOTAL	17,095	17,095	0	77,435	74,082	3,353	483,631	436,669	46,962

(Bosc balance includes 2,800 organic)

(Other Reds balance includes 206 organic)

FRUIT SIZE	BOSC			COMICE			OTHER REDS		
	INVENTORY	SHIPPED	CURRENT BALANCE	INVENTORY	SHIPPED	CURRENT BALANCE	INVENTORY	SHIPPED	CURRENT BALANCE
60	19	19	0	872	980	-108	604	516	88
70	13,602	12,178	1,424	3,965	3,590	375	6,016	5,856	160
80	10,962	9,291	1,671	5,142	5,220	-78	4,901	4,764	137
90	15,865	13,118	2,747	3,261	3,300	-39	5,351	5,230	121
100	14,678	14,147	531	2,367	1,941	426	4,333	4,122	211
110	10,054	9,743	311	348	342	6	3,080	2,703	377
120	9,131	7,873	1,258	809	492	317	280	263	17
135	6,137	6,122	15	29	29	0	24	0	24
150	2,134	1,878	256	0	0	0	12	0	12
165	1,488	1,423	65	0	0	0	0	0	0
TOTAL	84,070	75,792	8,278	16,793	15,894	899	24,601	23,454	1,147

FRUIT SIZE	FRENCH BUTTER			SECKEL			OTHER		
	INVENTORY	SHIPPED	CURRENT BALANCE	INVENTORY	SHIPPED	CURRENT BALANCE	INVENTORY	SHIPPED	CURRENT BALANCE
60	146	146	0	257	166	91	1,084	457	627
70	334	326	8	366	366	0	1,729	1,616	113
80	330	329	1	368	368	0	2,473	1,328	1,145
90	515	515	0	486	475	11	2,878	1,467	1,411
100	483	481	2	678	647	31	2,682	1,399	1,283
110	281	280	1	156	210	-54	2,202	1,031	1,171
120	454	454	0	153	116	37	1,755	1,070	685
135	256	251	5	264	196	68	1,395	923	472
150	320	78	242	92	82	10	1,035	465	570
165	0	0	0	153	157	-4	427	427	0
TOTAL	3,119	2,860	259	2,993	2,803	190	17,660	10,183	7,477

ALL VARIETIES				
	INVENTORY	SHIPPED	CURRENT BALANCE	PERCENT REMAINING
River Bartlett	1,005,306	1,004,917	389	0.04%
Mend. Bartlett	237,771	228,231	9,540	4%
Lake Bartlett	784,068	767,912	16,156	2%
Sunspite	17,095	17,095	0	0%
Starkcrimson	77,435	74,082	3,353	4%
Golden Bosc	483,631	436,669	46,962	10%
Bosc	84,070	75,792	8,278	10%
Comice	16,793	15,894	899	5%
Other Reds	24,601	23,454	1,147	5%
French Butter	3,119	2,860	259	8%
Seckel	2,993	2,803	190	6%
Other	17,660	10,183	7,477	42%
TOTAL	2,754,542	2,659,892	94,650	3%

California Pear Advisory Board
Shipment Report by Destination
Includes Shipments through 10/21/2015
Reported in 36 Pound Equivalents

DESTINATION	River Bartlett	Mendocino Bartlett	Lake Bartlett	Sunsprite	Starkcrimson	Golden Bosc	Bosc	Comice	French Butter	Seckel	Other Reds	Other
Domestic	806,638	198,432	685,944	10,615	60,445	358,980	71,693	15,291	2,637	2,616	20,841	9,705
Canada	138,539	4,780	38,229	709	5,729	32,507	0	350	176	0	1,305	478
Mexico	56,208	27,009	43,397	5,771	4,560	32,282	3,818	253	47	141	596	0
Brazil	0	0	0	0	0	0	0	0	0	0	0	0
Central America	2,882	0	272	0	1,924	9,263	281	0	0	46	511	0
Colombia	0	0	0	0	0	0	0	0	0	0	0	0
Other	2,670	0	70	0	1,423	3,637	0	0	0	0	201	0
TOTALS	1,004,917	228,231	767,912	17,095	74,082	436,669	75,792	15,884	2,860	2,803	23,454	10,183
	<i>Includes 34,945 organic</i>	<i>Includes 10,614 organic</i>	<i>Includes 33,621 organic</i>			<i>Includes 27,584 organic</i>	<i>Includes 7,940 organic</i>				<i>Includes 2,032 organic</i>	

BARTLETT DAILY PACKOUT REPORT



Friday, August 21, 2015 Preliminary Final Report

Fresh	36lb TFE		Cars		Tons		Estimate	
	Daily	To Date	Daily	To Date	Daily	To Date	TFE	Tons
River	-	1,034,257	-	1,149	-	18,617	1,300,000	23,400
Lake	1,465	745,010	2	828	26	13,410	750,000	13,500
Mendo	-	287,372	-	319	-	5,173	250,000	4,500
Total	1,465	2,066,639	2	2,296	26	37,200	2,300,000	41,400

Processed	Cannery A		Cannery B		Other		Total		Estimate
	Daily	To Date	Daily	To Date	Daily	To Date	Daily	To Date	
River	-	67,896	-	5,181	0	3,207	-	76,284	74,600
Lake	103	22,444	-	-	25	2,805	128	25,249	23,500
Mendo	-	17,157	-	509	21	1,887	21	19,553	20,000
Total	103	107,497	-	5,690	46	7,899	149	121,086	118,100

Grand Total	Daily	To Date	Estimate
River	-	94,901	98,000
Lake	154	38,659	37,000
Mendo	21	24,726	24,500
Total	175	158,286	159,500

CALIFORNIA PEAR ADVISORY BOARD

AUDITED FINANCIAL STATEMENTS
For the Year Ended May 31, 2015

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KEITH C. ROOD, CERTIFIED PUBLIC ACCOUNTANT

Independent Audit Report

To the Board of Directors
California Pear Advisory Board
1521 I Street
Sacramento, CA 95814

I have audited the accompanying financial statements of the enterprise activities of California Pear Advisory Board, as of and for the year ended May 31, 2015, and the related notes to the financial statements, which collectively comprise the Board's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, I express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Opinion

In my opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the enterprise activities of the California Pear Advisory Board, as of May 31, 2015, and the respective changes in financial position and, cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

These financial statements are special-purpose regulatory presentations for the California Department of Food and Agriculture; therefore, the financial statements do not include management's discussion and analysis.

Supplementary Information

Budgetary Comparison Schedule

I have applied certain limited procedures to the budgetary comparison schedule in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to my inquiries, the basic financial statements, and other knowledge I obtained during my audit of the basic financial statements. I do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Schedule of Expenditures of Federal Awards

My audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In my opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required

Government Auditing Standards

In accordance with *Government Auditing Standards*, I have also issued my report dated December 4, 2015, on my consideration of California Pear Advisory Board's internal control over financial reporting and on my tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of my testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering California Pear Advisory Board's internal control over financial reporting and compliance.

California Department of Food & Agriculture

In accordance with the Manual for Performing Agreed Upon Procedures for California Agricultural Marketing Programs, I have also issued my report dated December 4, 2015 in evaluating California Pear Advisory Board's compliance with the California Department of Food & Agriculture *Accounting Guidelines and General Rules, Effective October 1, 2009 With Amendments Effective January 1, 2011*.



Keith C. Rood
Certified Public Accountant
Sacramento, CA

December 4, 2015

CALIFORNIA PEAR ADVISORY BOARD
Statement of Net Position
May 31, 2015

Assets

Current Assets

Cash	\$ 179,780
Certificate of deposit	111,804
Prepaid expenses	<u>2,964</u>
Total Current Assets	<u><u>294,548</u></u>

Fixed Assets

Office furniture and equipment (net of depreciation)	<u>41,363</u>
Total Assets	<u><u>\$ 335,911</u></u>

Liabilities and Net Position

Current Liabilities

Accounts payable	<u>\$ 176,396</u>
Total Current Liabilities	<u><u>176,396</u></u>

Net Position

Invested in capital assets	41,363
Unrestricted	<u>118,152</u>
Total Net Position	<u><u>159,515</u></u>
Total Liabilities and Net Position	<u><u>\$ 335,911</u></u>

See accompanying notes and independent accountant's audit report.

CALIFORNIA PEAR ADVISORY BOARD
Statement of Revenues, Expenses, and Change in Fund Net Position
For the Year Ended May 31, 2015

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Operating Revenues			
Fresh Pears	\$ 593,662	\$ -	\$ 593,662
Assessment refund	(10,025)		(10,025)
Processed - California	403,047		403,047
Processed - other	7,648		7,648
MAP grants		550,947	550,947
Interest	445		445
Other income	2,382		2,382
Net assets released from restrictions	550,947	(550,947)	-
Total Operating Revenues	<u>1,548,106</u>	<u>-</u>	<u>1,548,106</u>
Operating Expenses			
Administration	325,000		325,000
Office supplies	3,839		3,839
Insurance	6,531		6,531
Interest	1,562		1,562
Depreciation	7,520		7,520
Marketing branch	17,789		17,789
Travel	21,664		21,664
Meetings	3,120		3,120
Industry groups	14,035		14,035
Website	4,500		4,500
Research	261,306		261,306
Industry toolbox	210,775		210,775
Promotion - fresh export	644,568		644,568
Issues management	24,261		24,261
Suspense and miscellaneous	320		320
Total Operating Expenses	<u>1,546,790</u>	<u>-</u>	<u>1,546,790</u>
Change in Net Position	1,316	-	1,316
Net Position at Beginning of Period	<u>158,199</u>		<u>158,199</u>
Net Position at End of Period	<u>\$ 159,515</u>	<u>\$ -</u>	<u>\$ 159,515</u>

See accompanying notes and independent accountant's audit report.

CALIFORNIA PEAR ADVISORY BOARD
Statement of Cash Flows
For the Year Ended May 31, 2015

Cash Flows From Operating Activities

Cash received from producers	\$ 1,004,358
Cash received from MAP and GBI fund grants	663,722
Cash received from other sources	9,741
Interest received	445
Cash paid to suppliers and vendors	(1,481,373)
Net Cash Provided by Operating Activities	<u><u>196,893</u></u>

Cash Flows From Investing Activities

Reinvested interest	(445)
Net Cash Used by Investing Activities	<u><u>(445)</u></u>

Cash Flows From Financing Activities

Advances from First Northern Bank of Dixon line of credit	158,000
Payments to First Northern Bank of Dixon line of credit	(158,000)
Net Cash Used by Financing Activities	<u><u>-</u></u>

Net Increase in Cash and Cash Equivalents 196,448

Cash and Cash Equivalents at Beginning of Period (16,668)

Cash and Cash Equivalents at End of Period \$ 179,780

**Reconciliation of Change in Net Position to
Net Cash Provided by Operating Activities:**

Change in Net Position	\$ 1,316
Adjustments:	
Depreciation	7,520
Decrease in accounts receivable	119,383
Increase in prepaid expenses	(2,964)
Increase in accounts payable	71,638
Net Cash Provided by Operating Activities	<u><u>\$ 196,893</u></u>

See accompanying notes and independent accountant's audit report.

CALIFORNIA PEAR ADVISORY BOARD
Notes to Financial Statements
For the Year Ended May 31, 2015

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This summary of significant accounting policies of California Pear Advisory Board is presented to assist in understanding the Board's financial statements.

Activities of the Organization

The California Pear Advisory Board (Board) is a nontaxable instrumentality of the State of California Department of Food and Agriculture (Department) Marketing Branch established on March 9, 1992 under Chapter 1, Part 2, Division 21 of the California Food and Agricultural Code. The Board represents producers of all western-type pears produced in California which are marketed in fresh or processed forms. The Board's mission is to aggressively advance the interests of California pear growers. The Board facilitates this by establishing quality control standards, inspection requirements, research and sales promotion and market development. The Board shall consist of up to 12 members to assist in the administration of this program.

Basis of Accounting

The Board is a proprietary fund and operates as an enterprise activity. This fund type applies all applicable pronouncements of the Financial Accounting Standards Board (FASB) issued on or before November 30, 1989 that are not in conflict with applicable Governmental Accounting Standards Board (GASB) pronouncements. An enterprise fund accounts for operations that are financed and operated in a manner similar to private business enterprises, where the intent of the Board of Directors is that the costs of providing services to the industry on a continuing basis be financed or recovered primarily through assessment revenues.

The financial statements of the organization have been prepared on the accrual basis.

Revenues are reported as increases in unrestricted net position unless use of the related asset is limited by third-party restrictions. Expenses are reported as decreases in unrestricted net position.

Fund Balance Disclosure

The Board implemented the provisions of GASB Statement No. 54, *Fund Balance Reporting and Governmental Fund Type Definitions* (GASBS No. 54) in 2011, as required. The purpose of GASB 54 is to improve the consistency and usefulness of the fund balance information to the financial user. The statement establishes fund balance classifications that comprise a hierarchy based primarily on the extent to which the organization is bound to honor constraints on the specific purpose for which amounts in the funds can be spent.

Proprietary Fund Financial Statements - The Board classifies net position in the proprietary fund financial statements as follows:

Net Investment in Capital Assets includes the organization's capital assets (net of accumulated depreciation) reduced by the outstanding balances of bonds, mortgages, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets.

Restricted Net Position includes assets that have third-party (statutory, bond covenant, or granting agency) limitations on their use. As of May 31, 2015, the organization had no restricted net position.

Unrestricted Net Position includes unrestricted liquid assets.

Cash and Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents consist of cash on hand and highly liquid investments with original or remaining maturities of three months or less at the time of purchase.

See accompanying independent accountant's audit report.

CALIFORNIA PEAR ADVISORY BOARD
Notes to Financial Statements
For the Year Ended May 31, 2015

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Receivables

All receivables are recorded at carrying amount and are expected to be realized in cash within a year. Management uses the direct write-off method.

Investments

Investments are stated at fair value.

Concentration of credit risk

The Board has invested in short-term (less than one year) interest bearing accounts. Financial instruments that potentially subject the Board to concentrations of credit risk included cash and cash equivalents and a certificate of deposit. As of May 31, 2015 the California Pear Advisory Board's cash and the certificate of deposit were \$67,677 in excess of the insured limits under the Federal Deposit Insurance Corporation.

Investment risks

Investment securities are exposed to various risks, such as interest rate, market and credit risk. The Board has a formal investment policy that is reviewed periodically.

Fixed Assets

Office furniture and equipment is recorded at cost and depreciated over their estimated useful lives, between 7 and 10 years, using the straight-line method.

Operating and Non-operating Revenues

Operating revenues are those revenues that are generated from ongoing operations. The principal operating revenues are assessments and grants. Operating expenses are those expenses that are essential to the ongoing operations, including the cost of services, administrative expenses and depreciation on fixed assets. All other revenues and expenses are reported as non-operating revenues and expenses.

Current liabilities

Current liabilities include accounts and grants payable. They are obligations whose liquidation is reasonably expected to require the use of existing resources properly classifiable as current assets.

Revenue Recognition

Assessment revenue is recognized in the period collected by intermediary entities (processors or handlers), based on assessment reports filed by these entities. The Department shall verify that proper payment has been made by the processors or handlers for and on behalf of producers. The assessment rate was \$0.19 per 36 pound equivalent carton for the year ended May 31, 2015. Assessment revenue for the year ended May 31, 2015 are based on assessments filed for the marketing year June 1, 2014-May 31, 2015 respectively and is recognized when reports are submitted. This is the point at which such assessments are measurable and available as net current assets. This rate is within the range established by the California Department of Food and Agriculture.

See accompanying independent accountant's audit report.

CALIFORNIA PEAR ADVISORY BOARD
Notes to Financial Statements
For the Year Ended May 31, 2015

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Budgetary Data

Each year the Board adopts a budget which provides for its general operations. Budgets are prepared on the accrual basis of accounting.

Use of Estimates

In preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

NOTE 2 – FIXED ASSETS

Fixed assets consists of the following:

	Balance at 5/31/2014	Additions	Dispositions	Balance at 5/31/2015
Office furniture and equipment	\$ 80,323	\$ -	\$ -	\$ 80,323
Less accumulated depreciaiton	(31,440)	(7,520)		(38,960)
	<u>\$ 48,883</u>	<u>\$ (7,520)</u>	<u>\$ -</u>	<u>\$ 41,363</u>

NOTE 3 – RESERVES

To provide adequate carryover funds to ensure a smooth and continuous operation of the Board until new crop year assessments are received, it is the Board's policy to maintain a minimum reserve no greater than 20% of the budget. As of May 31, 2015 the Board's reserves were at \$159,515.

NOTE 4 – LINE OF CREDIT

The Food and Agricultural Code provides authorization for the Board to borrow money when necessary. The Board established a \$200,000 line of credit in 1995 and increased the line to \$300,000 in 2006 which is renewed on an annual basis. The line of credit had a \$0.00 balance as of May 31, 2015.

NOTE 5 – RELATED PARTY TRANSACTION

The Board entered into an agreement with Ag Association Management Services, Inc. (AAMSI) for necessary administration, program and support services and office facilities. Chris Zanobini, the executive director of CPAB is also the owner of Ag Association Management Services, Inc. AAMSI shall provide administration and staffing to meet the current Board program needs, including but not limited to promotion and marketing, research, issues management, pesticide advocacy and collection and dissemination of industry statistical information. Travel, lodging and meals for the Board business trips shall be reimbursed to AAMSI according to the Board's established policy. One employee of AAMSI, who is not a registered lobbyist, will be designated by the CGFA Chief Executive to serve as the Board Manager. The Board agrees to pay an administrative services fee of \$325,000 to AAMSI during the period June 1, 2014 through May 31, 2015. As of May 31, 2015 California Pear Advisory Board has \$13,091 in the accounts payable balance due to AAMSI.

See accompanying independent accountant's audit report.

CALIFORNIA PEAR ADVISORY BOARD
Notes to Financial Statements
For the Year Ended May 31, 2015

NOTE 6 – REFERENDUM VOTE

The Department of Food and Agriculture of the State of California, acting pursuant to and by virtue of the authority vested in it by the provisions of the California Marketing Act, being Chapter 1 of Part 2, Division 21 of the Food and Agricultural Code shall conduct a referendum of producers of California pears every fifth year to determine if the Marketing Order shall be continued or terminated. The Department conducted the referendum vote of California pear producers during the period of February 6, 2012 through March 6, 2012. The Board has been approved to continue another five years through May 31, 2017. The referendum results are presented below:

Percentage of producers that submitted valid ballots	48.84%
Percentage of producers who voted in favor of continuation	95.24%
Percentage of volume represented by producers voting in favor of continuation	97.35%

See accompanying independent accountant's audit report.

SUPPLEMENTARY INFORMATION

CALIFORNIA PEAR ADVISORY BOARD
Budgetary Comparison Schedule
For the Year Ended May 31, 2015

	2014 - 2015			
	Budget	Actual	Variance Favorable (Unfavorable)	2013 - 2014 Actual
Operating Revenue				
Fresh Pears	\$ 597,371	\$ 593,662	\$ (3,709)	\$ 541,306
Assessment refund		(10,025)	(10,025)	(35,918)
Processed - California	446,200	403,047	(43,153)	407,612
Processed - other	8,321	7,648	(673)	13,188
MAP grant	469,279	550,947	81,668	558,859
Interest	150	445	295	224
Other income	5,000	2,382	(2,618)	20,474
Total Operating Revenue	<u>1,526,321</u>	<u>1,548,106</u>	<u>21,785</u>	<u>1,505,745</u>
Operating Expenses				
Administration	325,000	325,000		325,000
Office supplies		3,839	(3,839)	7,339
Insurance	6,500	6,531	(31)	6,422
Interest	1,000	1,562	(562)	100
Depreciation		7,520	(7,520)	7,520
Marketing branch	17,000	17,789	(789)	16,012
Travel	18,500	21,664	(3,164)	22,459
Meetings	6,000	3,120	2,880	12,961
Audit & compliance	12,000		12,000	10,400
Industry groups	35,000	14,035	20,965	12,590
Website	2,000	4,500	(2,500)	15,647
Research	201,895	261,306	(59,411)	196,912
Contingency	20,000		20,000	
Inspection				6,999
Industry toolbox	171,000	210,775	(39,775)	153,628
Promotion - fresh export	663,279	644,568	18,711	801,669
Trade issues		730	(730)	
Issues management	20,000	23,531	(3,531)	12,500
Suspense	5,000	320	4,680	4,651
Total Operating Expenses	<u>1,504,174</u>	<u>1,546,790</u>	<u>(42,616)</u>	<u>1,612,809</u>
Change in Net Assets	<u>22,147</u>	<u>1,316</u>	<u>\$ (20,831)</u>	<u>(107,064)</u>
Net Position at Beginning of Period	<u>158,199</u>	<u>158,199</u>		<u>265,263</u>
Net Position at End of Period	<u>\$ 180,346</u>	<u>\$ 159,515</u>		<u>\$ 158,199</u>

See accompanying accountant's report and notes to financial statements.

CALIFORNIA PEAR ADVISORY BOARD
Schedule of Expenditures of Federal Awards
For the year ended May 31, 2015

<u>Federal CFDA Number</u>	<u>Grantor Name</u>	<u>Name of Program</u>	<u>Federal Expenditures</u>
10.601	US Department of Agriculture	Market Access Program	<u>\$ 550,947</u>
Total Expenditures of Federal Awards			<u><u>\$ 550,947</u></u>

See independent auditor's report and notes for this schedule.

CALIFORNIA PEAR ADVISORY BOARD
Notes to Schedule of Expenditures of Federal Awards
For the Year Ended May 31, 2015

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Reporting Entity

The California Pear Advisory Board (Board) Schedule of Expenditures of Federal Awards (Schedule) includes the activity of all federal award programs administered by the organization. The California Pear Advisory Board is organized under Section 58745 of the California Marketing Act, being Chapter 1, Part 2, and Division 21 of the Food and Agricultural Code of the State of California.

Basis of Presentation

The Schedule presents total federal awards expended for each individual program in accordance with OMB Circular A-133. Federal award program titles are reported as presented in the Catalog of Federal Domestic Assistance (CFDA). Federal award programs include expenditures only. The Board did not receive federal non-cash assistance and did not participate in federal insurance or loan programs.

Basis of Accounting

The expenditures for each of the federal financial assistance programs are presented in the Schedule on the accrual basis. This is the same basis the financial statements are presented. All expenditures represent reimbursement for expenses billed by a vendor.

Matching Costs

The grant agreements did not require matching funds.

NOTE 2 – RELATIONSHIP TO FEDERAL FINANCIAL REPORTS

The regulations and guidelines governing the preparation of federal financial reports vary by federal agency and among programs administered by the same agency. Accordingly, the amounts reported in the federal financial reports do not necessarily agree with the amounts reported in the accompanying Schedule which is prepared on the basis explained in Note 1.

See accompanying independent accountant's audit report.

OTHER INDEPENDENT ACCOUNTANT'S REPORTS

KEITH C. ROOD, CERTIFIED PUBLIC ACCOUNTANT

Independent Auditor's Report on Internal Control over Financial Reporting and On Compliance and Other matters based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

To the Board of Directors of
California Pear Advisory Board
Sacramento, California

I have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of California Pear Advisory Board (a state local agency), which comprise the statement of net position as of May 31, 2015, and the related statements of revenues, expenses and changes in net position, and cash flows for the year then ended, and the related notes to the financial statements, and have issued my report thereon dated December 4, 2015.

Internal Control over Financial Reporting

In planning and performing my audit of the financial statements, I considered California Pear Advisory Board's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing my opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of California Pear Advisory Board's internal control. Accordingly, I do not express an opinion on the effectiveness of the organization's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

My consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during my audit I did not identify any deficiencies in internal control that I consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether California Pear Advisory Board's financial statements are free from material misstatement, I performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of my audit, and accordingly, I do not express such an opinion. The results of my tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of my testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



Keith C. Rood
Certified Public Accountant
Sacramento, California

December 4, 2015

KEITH C. ROOD, CERTIFIED PUBLIC ACCOUNTANT

Independent Auditor's Report on Compliance for Each Major Program And on Internal Control over Compliance Required by OMB Circular A-133

To the Board of Directors of
California Pear Advisory Board
Sacramento, California

Report on Compliance for Each Major Federal Program

I have audited California Pear Advisory Board's compliance with the types of compliance requirements described in the *OMB Circular A-133 Compliance Supplement* that could have a direct and material effect on each of California Pear Advisory Board's major federal programs for the year ended May 31, 2015. California Pear Advisory Board's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs.

Auditor's Responsibility

My responsibility is to express an opinion on compliance for each of California Pear Advisory Board's major federal programs based on my audit of the types of compliance requirements referred to above. I conducted my audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Those standards and OMB Circular A-133 require that I plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about California Pear Advisory Board's compliance with those requirements and performing such other procedures as I considered necessary in the circumstances.

I believe that my audit provides a reasonable basis for my opinion on compliance for each major federal program. However, my audit does not provide a legal determination of California Pear Advisory Board's compliance.

Opinion on Each Major Federal Program

In my opinion, California Pear Advisory Board complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year end May 31, 2015.

Report on Internal Control over Compliance

Management of California Pear Advisory Board is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing my audit of compliance, I considered California Pear Advisory Board's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with OMB Circular A-133, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, I do not express an opinion on the effectiveness of California Pear Advisory Board's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

My consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. I did not identify any deficiencies in internal control over compliance that I consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of my testing of internal control over compliance and the results of that testing based on the requirements of OMB Circular A-133. Accordingly, this report is not suitable for any other purpose.



Keith C. Rood
Certified Public Accountant
Sacramento, California

December 4, 2015

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

Section I – Summary of Auditor's Results

Financial Statements

Unqualified auditor's report issued

Internal control over financial reporting:

Material weakness identified?

☐ yes ☒ no

Significant deficiencies identified?

☐ yes ☒ none reported

Noncompliance material to financial statements noted?

☐ yes ☒ no

Federal Awards

Internal control over major programs:

Material weakness identified?

☐ yes ☒ no

Significant deficiencies identified?

☐ yes ☒ none reported

Unqualified auditor's report issued on compliance for major programs

Any audit findings disclosed that are required to be reported in

accordance with Section 510(a) of OMB Circular A-133?

☐ yes ☒ no

Identification of major program:

CFDA

Number Name of Federal Program

10.601 Market Access Program

Dollar threshold used to distinguish between type A and type B programs:

Auditee qualified as low-risk auditee?

☐ yes ☒ no \$ 300,000

Section II – Financial Statement Findings

None found.

Section III – Federal Award Findings and Questioned Costs

None found.

KEITH C. ROOD, CERTIFIED PUBLIC ACCOUNTANT

INDEPENDENT ACCOUNTANT'S REPORT ON APPLYING AGREED-UPON PROCEDURES

To: Matthew Hemly, Chairman
California Pear Advisory Board

I have performed the procedures enumerated below, as specified in the Manual for Performing Agreed Upon Procedures for California Agricultural Marketing Programs, solely to assist the specific parties in evaluating California Pear Advisory Board's compliance with the California Department of Food & Agriculture (CDFA) *Accounting Guidelines and General Rules, Effective October 1, 2009 With Amendments Effective January 1, 2011*, and the Board's internal policies and procedures. Management is responsible for the Board's compliance with those requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, I make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

Agreed Upon Procedures Performed

Review the Board's compliance with the California Department of Food & Agriculture's *Accounting Guidelines and General Rules* and the program's internal written policies and procedures, for the following accounts and transactions during the year ended May 31, 2015:

- a. Account 5200 – Travel
- b. Account 5201 – Travel – Chris Zanobini
- c. Account 5204 – Travel – Bob McClain
- d. Employee use of program-owned vehicles
- e. Financial transactions between entities
- f. Contracts

Assess the Board's current internal control structure in relation to the California Department of Food & Agriculture's *Accounting Guidelines and General Rules*, focusing on the following internal control transaction cycles as defined by the CDFA:

- a. General ledger and bank reconciliation oversight
- b. Safety of property
- c. Cash receipts
- d. Cash disbursements
- e. Documentation for travel, lodging, and meals expenses

I was not engaged to, nor did I conduct an examination, the objective of which would be the expression of an opinion on compliance with the Department's Accounting Guidelines and General Rules and the Board's internal policies and procedures. Accordingly, I do not express such an opinion. Had I performed additional procedures, other matters might have come to my attention that would have been reported to you.

This report is intended solely for the information and use of the California Department of Food and Agriculture, the California Pear Advisory Board and the management of the program and is not intended to be and should not be used by anyone other than these specified parties.



Keith C. Rood
Certified Public Accountant

December 4, 2015

875 University Avenue, Sacramento, California, 95825. Telephone (916) 929-4450. Fax (916) 929-7257

Details of Procedures Performed

In order to review compliance with California Department of Food & Agriculture's *Accounting Guidelines and General Rules* and the Board's internal policies and procedures for the period of June 1, 2014 - May 31, 2015:

- a. I selected 1 out of approximately 3 transactions from general ledger Account 5200 – Travel for testing.
- b. I selected 2 out of approximately 5 transactions from general ledger Account 5201 – Travel – Chris Zanobini for testing.
- c. I selected 2 out of approximately 10 transactions from general ledger Account 5204 – Travel – Bob McClain for testing.
- d. I determined that there were no program-owned vehicles.
- e. I determined if any inappropriate financial transactions were occurring between California Pear Advisory Board and related entities by:
 - i. Reviewing financial transactions between California Pear Advisory Board and Ag Association Management Services, Inc. to determine whether they met requirements of the contract between the entities. I selected 17 transactions of approximately 25 transactions for testing.
- f. I selected 5 out of approximately 14 contracts for review and testing.

In order to assess California Pear Advisory Board's current internal control structure, I identified key controls of each cycle listed below and as described in the California Department of Food & Agriculture's *Accounting Guidelines and General Rules*, and compared the key controls to the Board's current internal control procedures. I also performed verification of each key control by selecting a sample item to confirm the process.

- a. General ledger and bank reconciliation oversight
- b. Safety of property
- c. Cash receipts
- d. Cash disbursements
- e. Travel, lodging and meals

Results of Procedures Performed

Transaction Testing

- a. Account 5200 – Travel: I noted 1 out of 1 transaction tested included evidence of official expense claim forms, proper authorization and proof of attendance. The transaction tested was for an automobile mileage reimbursement. The mileage reimbursement rate was correctly calculated and was within California Department of Food & Agriculture's *Accounting Guidelines and General Rules*.
- b. Account 5201 – Travel – Chris Zanobini: I noted 2 out of 2 transactions tested included evidence of official expense claim forms, were authorized by a Board member when signing the reimbursement check, and had proof of attendance. The 2 transactions had 27 separate invoices with all original receipts attached. Expenses were within California Department of Food & Agriculture's *Accounting Guidelines and General Rules*.
- c. Account 5204 – Travel – Bob McClain: I noted that 2 out of 2 transactions tested included evidence of official expense claim forms, proper approvals and proof of attendance. The 2 transactions had 18 separate invoices. 18 of the 18 invoices had original receipts attached. Expenses were within the California Department of Food & Agriculture's *Accounting Guidelines and General Rules*.
- d. I determined that there are no program-owned vehicles.
- e. Financial transactions between entities: I noted 17 out of the 17 transactions tested were in compliance with the terms of the contract. No findings noted.
- f. Contracts: I noted 5 of the 5 contracts tested were service contracts that had the required terms and were in compliance with California Department of Food & Agriculture's *Accounting Guidelines and General Rules*.

See Independent Accountant's Report on Applying Agreed-Upon Procedures.

Internal Control Recommendations

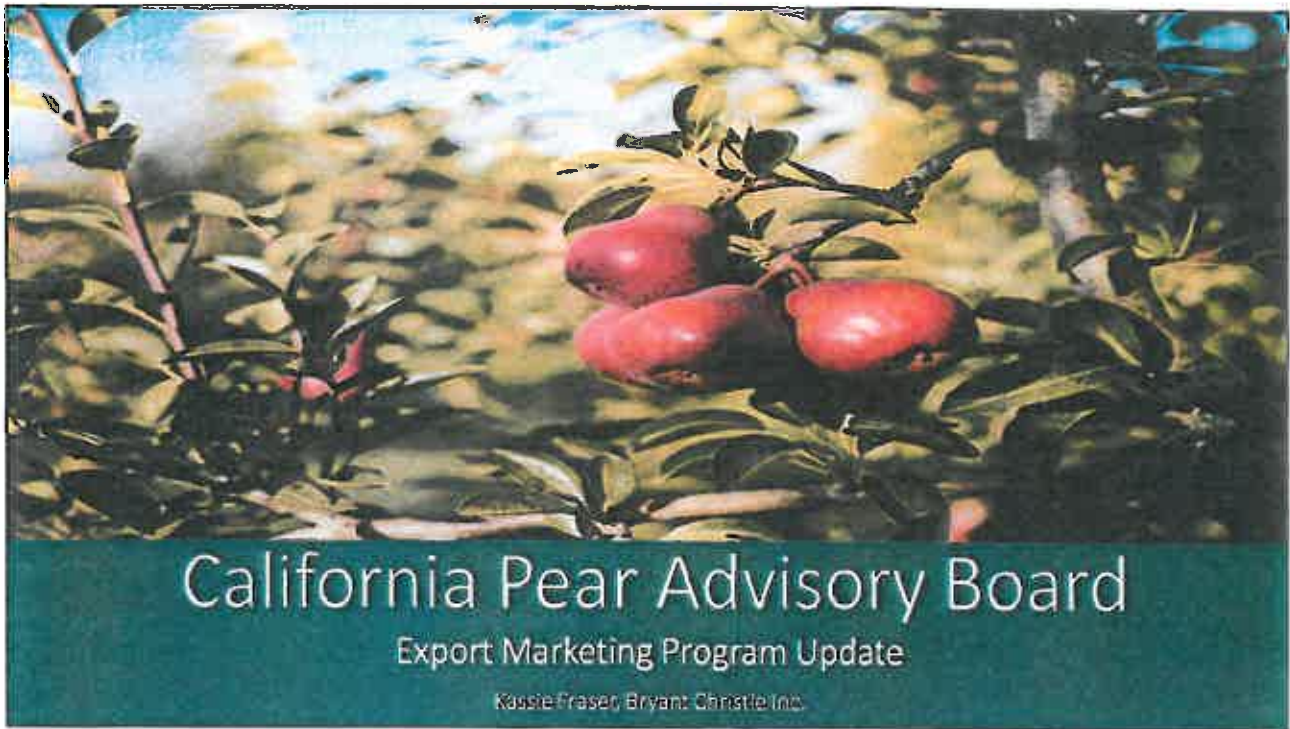
- a. General ledger and bank reconciliation oversight: No findings noted.
- b. Safety of property: No findings noted.
- c. Cash receipts: No findings noted.
- d. Cash disbursements: No findings noted.
- e. Documentation for travel, lodging and meals: No findings noted.
- f. Contracts: No findings noted.

See Independent Accountant's Report on Applying Agreed-Upon Procedures.

Keith C. Rood, CPA

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Fax (916) 929-7257

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www.cpataxadvice.com



- 1) Funding Overview
- 2) 2015 Export Statistics
- 3) Program Review
 - Primary Markets
 - Canada
 - Mexico
 - Emerging Markets
 - Central America
 - Colombia
 - India



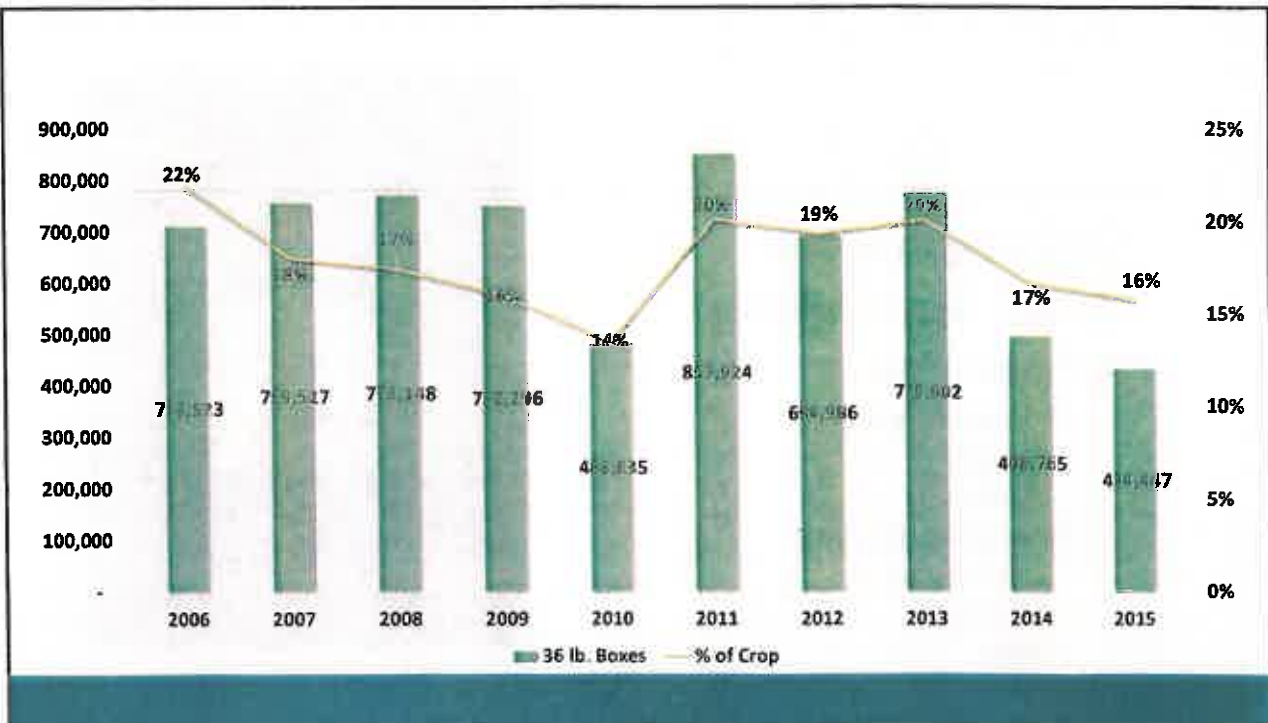
2014/15 MAP Allocation: \$469,279

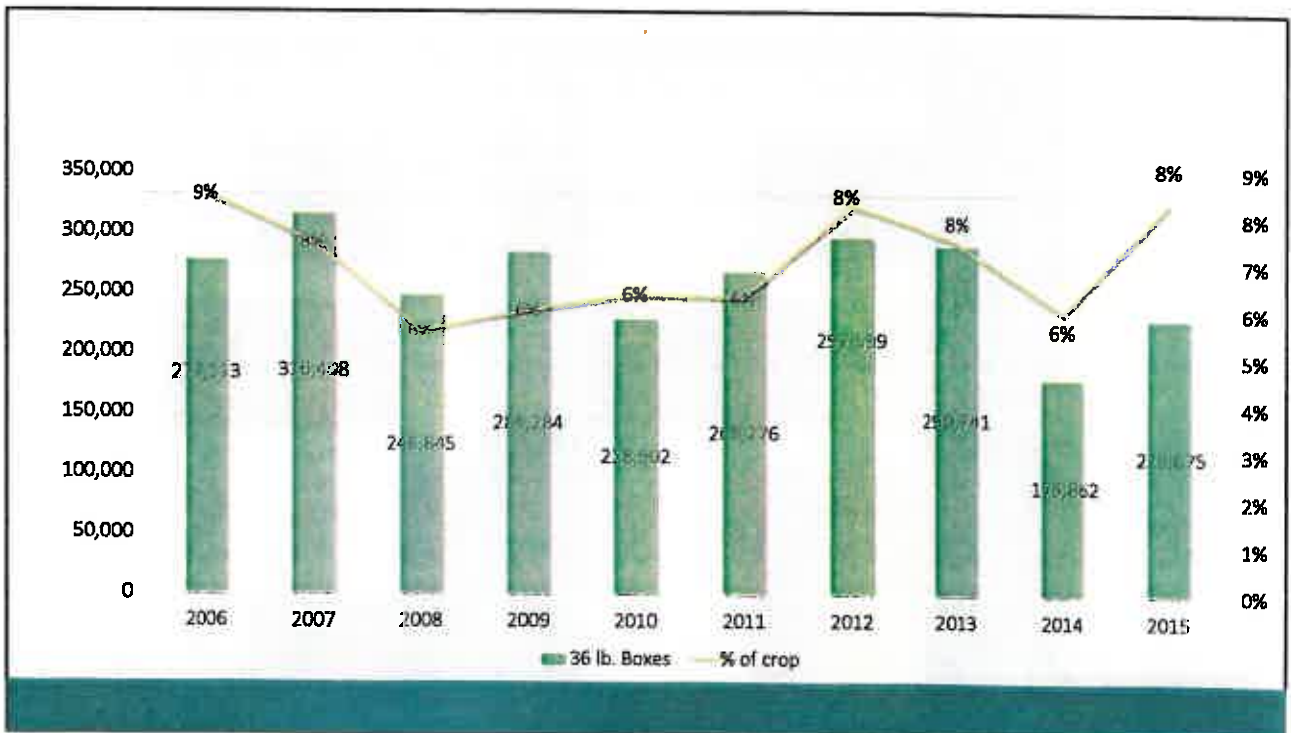
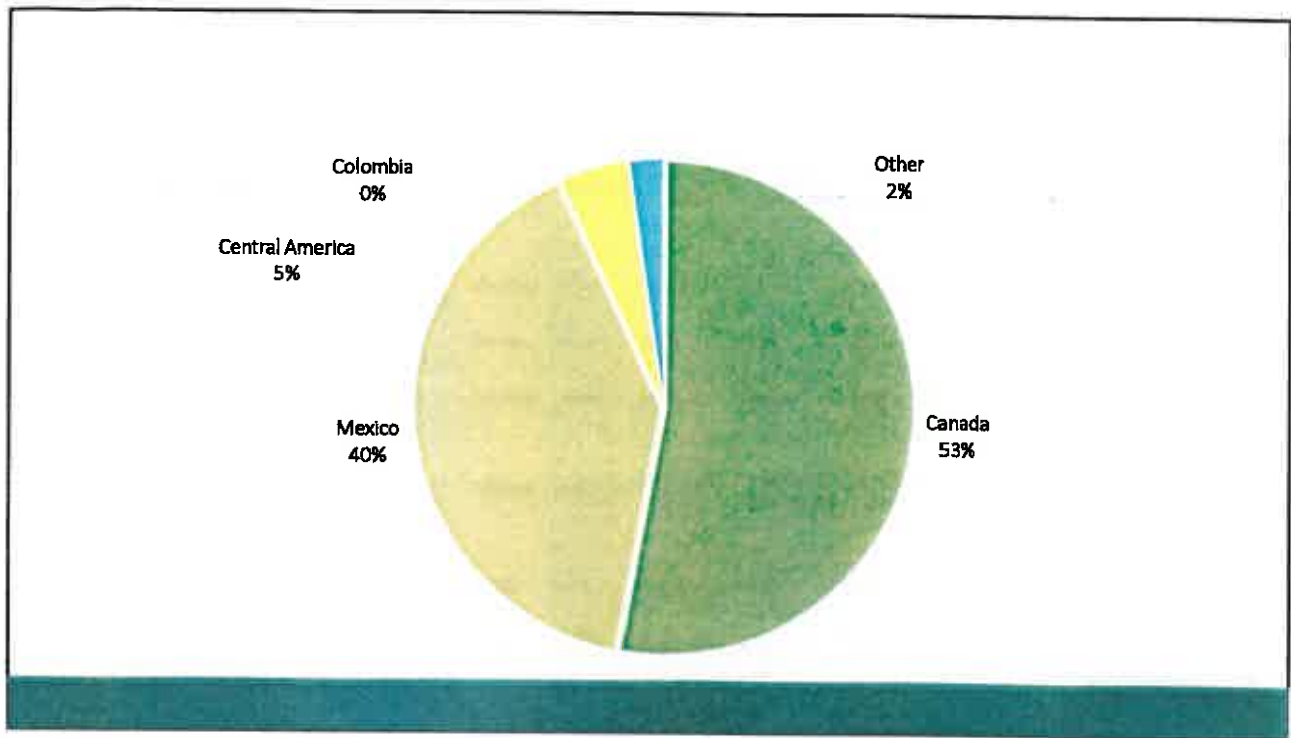
• Expenditures rate: 100%

2015/16 MAP Allocation: \$468,842

• Expenditures to date: \$170,862

Year	Allocation	% Change
2014/2015	\$469,279	29%
2015/2016	\$468,842	0%
2016/2017	\$528,823	13%





2014

DESTINATION	Bartlett & Sunsprite	Starkcrimson & Other Reds	Golden Bosc & Bosc	All Others	TOTALS
Domestic	2,037,812	85,146	356,106	30,815	2,509,879
Canada	151,515	8,855	18,901	1,609	180,880
TOTALS	2,484,529	102,143	397,062	34,697	3,018,431

Canada as a % of TOTAL:

- Green: 6%
- Red: 9%
- Gold: 5%
- Total: 6%

2015

DESTINATION	Bartlett & Sunsprite	Starkcrimson & Other Reds	Golden Bosc & Bosc	All Others	TOTALS
Domestic	1,699,629	81,287	430,673	30,249	2,241,838
Canada	180,267	7,094	32,507	1,004	220,812
TOTALS	2,018,155	97,536	512,461	31,740	2,659,892

Canada as a % of TOTAL:

- Green: 9%
- Red: 7%
- Gold: 6%
- Total: 8%

Region	2015	2014	2013	2012		2015	2014	2013	2012
Weeks in California Bartletts						California Bartlett Flyer Ads			
ONTARIO SUB-TOTALS (Avg # of Weeks)	5.0 (5.8 w/o Costco)	4.6	6.9	7.0	ONTARIO TOTAL ADS	11	8	10	10
QUEBEC SUB-TOTALS (Avg # of Weeks)	5.0	4.2	7.0	7.0	QUEBEC TOTAL ADS	8	6	14	18
WEST SUB-TOTALS (Avg # of Weeks)	5.5 / (6.6 w/o HYL,BL, Nesters)	4.6	6.9	7.0	WEST TOTAL ADS	10	10	7	7
CANADA TOTAL	5.9	4.7	6.8	6.8	CANADA TOTAL ADS	29	24	31	30



- OVERWATEA: Save-On Foods, BC/AB: 100 demo days July 31 & Aug. 1
 SOBEYS ONTARIO: 50 demo days July 31 – August 6
 LOBLAW COMPANIES: Superstores West & ON: 90 demos days Aug. 15 & 16
- 200% lift demo week vs. pre-demo week on Bartletts
 - 400% lift demo week vs. pre-demo week on Reds
 - 70% lift demo week vs. pre-demo week on Bosc
 - Combined \$60K in Calif. pear sales; 30,000 shoppers sampled
 - \$70K cost to run the program; \$0 MAP used
 - Cost to CPAB industry: \$5,000



E-BLAST – GROCERY BUSINESS MAGAZINE

- Pre-Selling of the crop to the trade via Canada's most popular trade publication – Grocery Business, appearing in the Inboxes of all 6,826 subscribers on July 6th
- Proven effective means of communicating with all key decision-makers in Canada
- A rallying cry that, when combined with industry/shipper communications and my own personalised contacts, contributed heavily to earlier start to the California deal in Canada this season

The California Bartlett harvest is on!

California Pear farmers have lovingly harvested Bartletts for generations. And it's this tradition you can taste in our new crop arriving in Canada early July.

To order, contact ken.berger@pacifica.com or 416-200-7207.

www.calpear.com | f t w

THE CALIFORNIA PEAR

LOBLAW COMPANIES

- All new procurement and category management teams for CY2015
- All good intentions upon shipper/in-country rep sell-ins, but when all was said and done, they just followed the blueprint left behind by the predecessors
- To their credit, cleaned up on and got out of Arg. Bartlett deal early
- We'll approach 2nd flight through the cycle in CY2016 with increased optimism

SOBEYS CANADA:

- Internal restructuring, particularly in the west, throughout CY2015 resulted in a decrease in the number of promotional opportunities presented and executed
- Ontario to become 'centre-of-the-universe' for shippers in CY2016 where centralisation of procurement and promotional offerings will likely occur

WALMART CANADA

- By the time our deal got started, CM was on his way out of the buying office and to another role (probably buying sofas)
- No one there to run promotional programs presented back in the spring
- No new CM named as of Dec. 1

COSTCO CANADA

- New buyer named just prior to start of season
- Strong support with lots of promises early but failed in communicating once the fruit started shipping
- 2nd flight through the cycle in CY2016 will be smoother

Happens once: bad on them



CPMA IN VANCOUVER IN 2014 WAS A BUST;



Montreal in 2015 was expected to draw a bigger crowd but didn't, attendance on the show floor and at the booth was worse

Happens twice: bad on us

[https://www.youtube.com/watch?v=W1NDt\(PHrumE#](https://www.youtube.com/watch?v=W1NDt(PHrumE#)

- FOR THE FIRST TIME IN 20+ YEARS, NO BOOTH SPACE BOOKED FOR CALGARY 2016

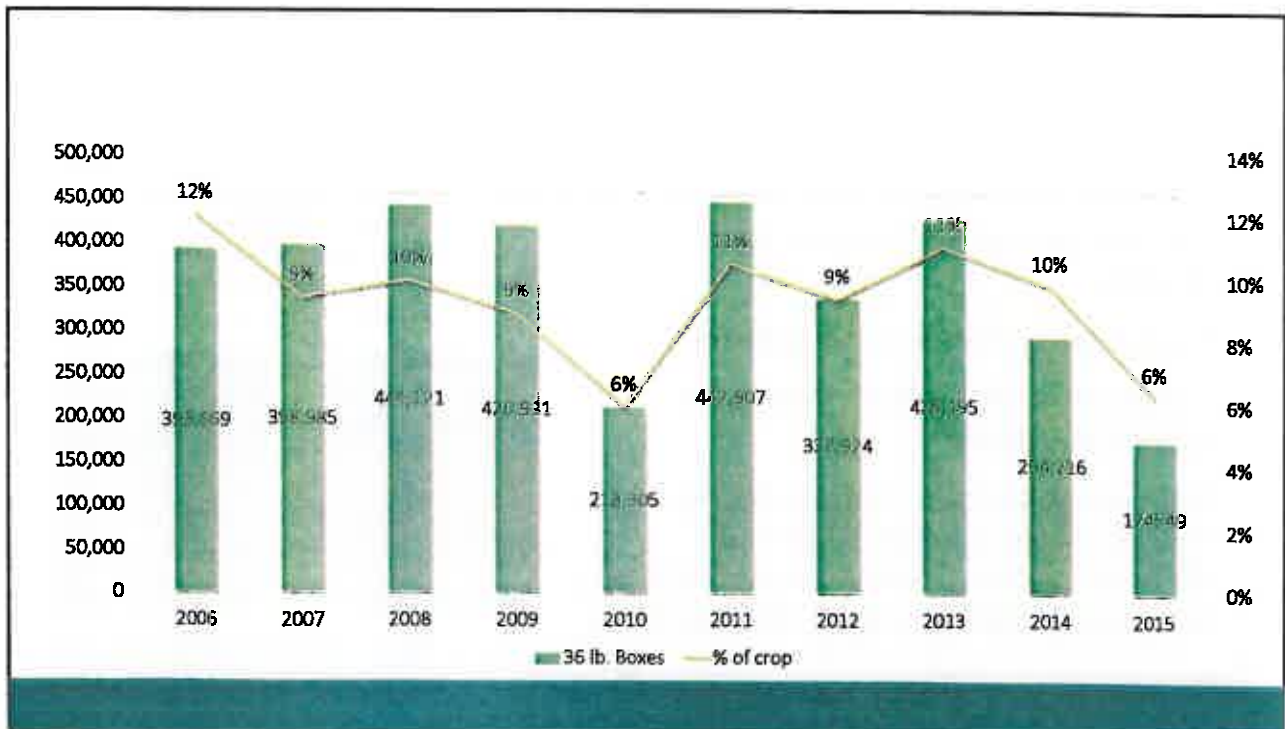


- Call from Lyse McClelland at CPMA last week:
 - *"We've had many exhibitor complaints about poor attendance at the last few shows and we are re-evaluating what we need to do to make the show attractive and productive once again to our members."*

- Jan. '16:
 - Dialogue with major shippers to Canada to select most important Canadian trade to their business and discuss targeted promotional strategies
- Feb. '16:
 - Initiate hands-on visits and promotional planning with all targeted Canadian trade, coordinated through, and potentially executed with shipper participation
- April through June '16:
 - Craft and deliver customised Promotional Agreements as negotiated with the trade, with crop/harvest projections; offshore and NW holdings
 - Work with graphics, printing on 'Demo Kit' and other required collateral materials
 - Fortune Tellers...

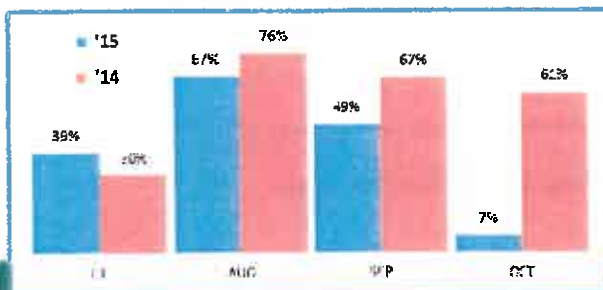


- July '16:
 - Craft and issue "they're coming" and "they're here" e-blasts for Grocery Business magazine to announce new crop
- July through end-of-season '16:
 - New initiative: request for weekly shipment reports from all major Canadian shippers to all major Canadian receivers
 - Analyse and utilise this data to approach retailers with 'spot promotions' when and where I see opportunities (increasing orders of existing skus; adding varieties where there is interest; gauging end-of-season scale-down of orders to delay transition to NW; EDLPs; ISFs; in-store rep merchandising support)
- April through June:
 - Craft and deliver customised Promotional Agreements as negotiated with the trade, with crop/harvest projections; offshore and NW holdings
 - Work with graphics, printing on 'Demo Kit' and other required collateral materials

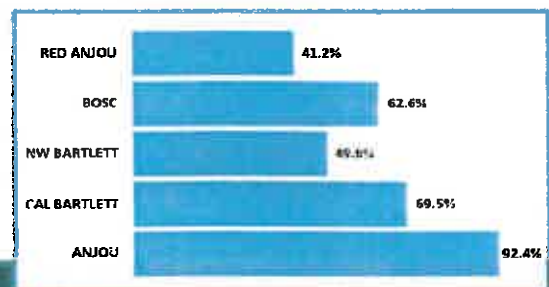


- Promotional season: July through early October
- Challenges: exchange rate and prices
- Pears from Northwest entered early

California Bartlett Pears Availability



Varieties Available



- Maintained steady sales, but lower volumes
- Challenges: prices and competition
- Decrease in isle displays, increase in showcase displays
- Retailers supported: Alsuper, Bodega Aurrera, Oxxo, Calimax, Superama, Walmart, Soriana, Smar & Final, Soriana Mercado, Smart, Ley, Super del Norte

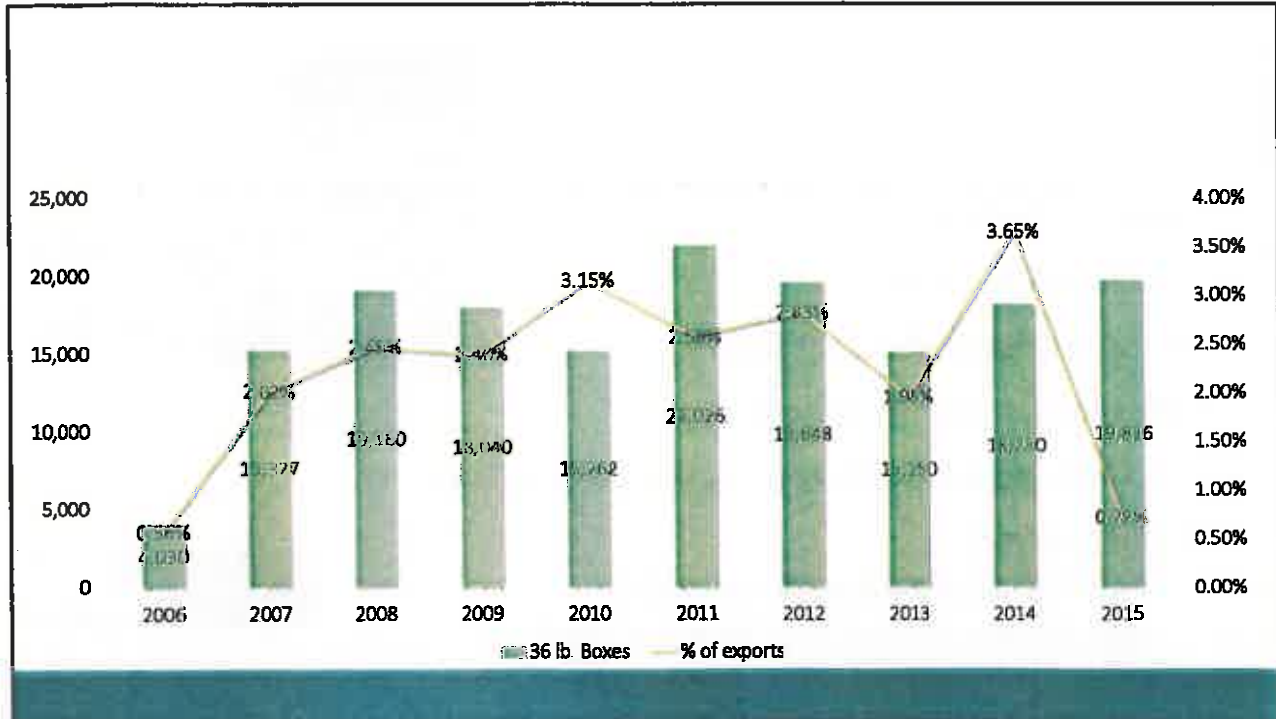
Display Locations
July to October 2015 vs. 2014

- Merchandising
- Technical seminars
- E-newsletters (4 distributed)
- Wholesale market promotions
- In-store promotions and cooking workshops
- Trade shows:
 - ANTAD in Guadalajara (March 2016)
 - Expo Chedraui in Veracruz (October 2015)



- \$200,000 GBI to promote California agriculture
- Public relations campaign with pistachios and cling peaches





- Countries: Guatemala, Costa Rica, El Salvador
- E-newsletter (beginning of season)
- Merchandising
- In-store sampling and cooking demonstrations



- Increase in-store sampling and cooking workshops
- Initiate in-store technical training to retail staff
- 2016 Trade Mission
 - Early in season (June)
 - Multiple shippers



- Cities: Bogota, Cali, Medellin
- Contracted with in-country representation
- Trade communications
- In-store sampling at Cencosud, Jumbo, Surtifruver
- Cooking demonstration



- \$260,000 GBI focusing on all US agriculture

- 17 program participants

- Activities:

- Public relations

- Website

- Smartphone application

- Television channel



Disponible en:



- Promotions conducted at Metro Cash & Carry

- Cities reached: Delhi, Mumbai, Bangalore, Hyderabad

- One billion population with emerging middle class



- Primary Markets
- Emerging Markets
 - Central America
 - Colombia
 - India
- Contingency fund
 - Ecuador
 - China/Hong Kong



Thank you



2015/16

Public Relations, Website, Social Media



December 9, 2015



CPAB Goals

Create a program to promote California pears to key audiences that;

- Is Affordable;
- Is Supportable;
- Shippers can coordinate with.



Objective:

Create consumer demand for locally grown pears.

Target:

Sacramento-area consumers, retailers, and restaurants.

Strategy:

Share information about California pears and pear farmers that generates interest in locally-grown pears.



Tactics

- Engage consumers through social media.
- Continue to grow in Farm-to-Fork program.
- Seek retailer support.
- Reinvent communications tools.
- Expand beyond Sacramento.
- Involve industry.



Involve Industry



Website Redesign

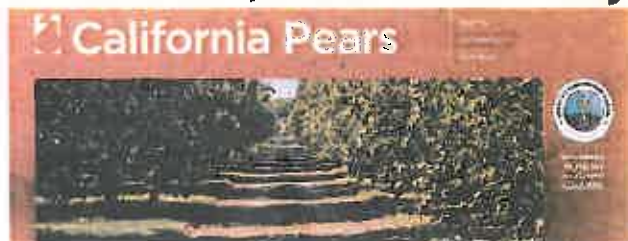


Website

- Marketing Resources - Previously "toolbox"
- Industry - includes password protected reports
- Research
- Retail & Foodservice
- International (in progress)
- Grower Profiles (more to come)
- Recipes
- Sustainability
- Fruit Facts
- Farm-to-Fork Blog
- E-Newsletter Signup



Website | Sustainability



SUSTAINABILITY

Our commitment to the environment & social responsibility

At California Pears, we are committed to responsible farming practices that protect the environment and ensure the long-term viability of our industry. We strive to be a leader in sustainable agriculture, using innovative techniques to reduce our environmental footprint and improve the lives of our growers and communities.

Environment: 9-Friendly Pear Farming



93% of California Pears are grown in California.



91% of California Pears are grown in California.



91% of California Pears are grown in California.

Our commitment to the environment & social responsibility

At California Pears, we are committed to responsible farming practices that protect the environment and ensure the long-term viability of our industry. We strive to be a leader in sustainable agriculture, using innovative techniques to reduce our environmental footprint and improve the lives of our growers and communities.

Environment: 9-Friendly Pear Farming



91% of California Pears are grown in California.

Website | Grower Profiles

- 3 grower profiles published



History

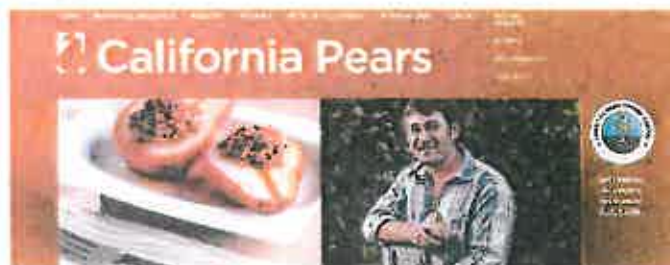
California Pears has a rich history of growing and producing pears for over 100 years. The company was founded in 1912 by John J. ...



DON PETERSON
President, California Pears

Website | Farm-to-Fork

- 14 blog posts published



CALIFORNIA PEARS AND FARM-TO-FORK

California Pears is proud to be a part of the Farm-to-Fork movement. We are committed to providing fresh, locally grown pears to our customers. ...

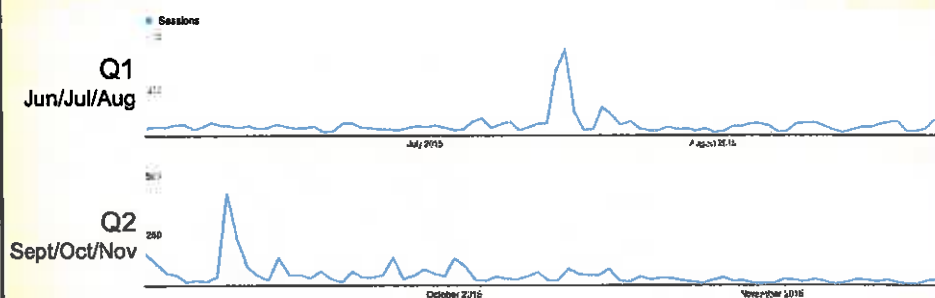


Don Peterson, President, California Pears

Website | Newsletter



Website | Analytics



- July 16 - spike in traffic from Facebook
 - post about CA pears in season and in stores with link to calpear.com.

- September 9 - spike in traffic from Facebook
 - Post about our contribution to Farm-to-Fork Guinness World Record with link to calpear.com F2F blog.



Website | Analytics

	Q1	Q2	Total
Total visitors	3,153	2,555	5,708
Avg. visitors/day	33	28	31
Avg. pages viewed	3.3	2.51	2.95
Avg. time on site	3:07	2:11	2:43

■ New Visitor ■ Returning Visitor



Website | Analytics

Top visited pages June - November

Webpage	Total Visits
Homepage	4,752
Pear Box Giveaway (F2F blog post)	1,328
E-newsletter sign-up	1,027
Christopher Chan (Grower Profile)	945
Artisan Farmers	749
Fruit Varieties & Availability	699
Recipes	674
Farm-to-Fork Blog	664
Selecting Fruit	530



Social Media Outreach

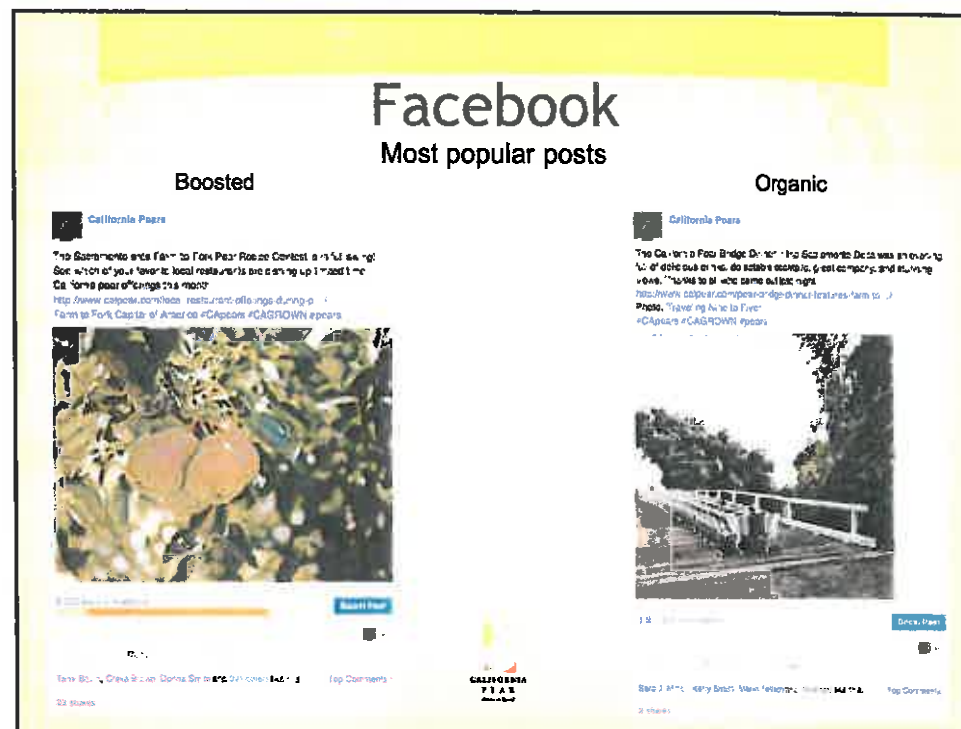
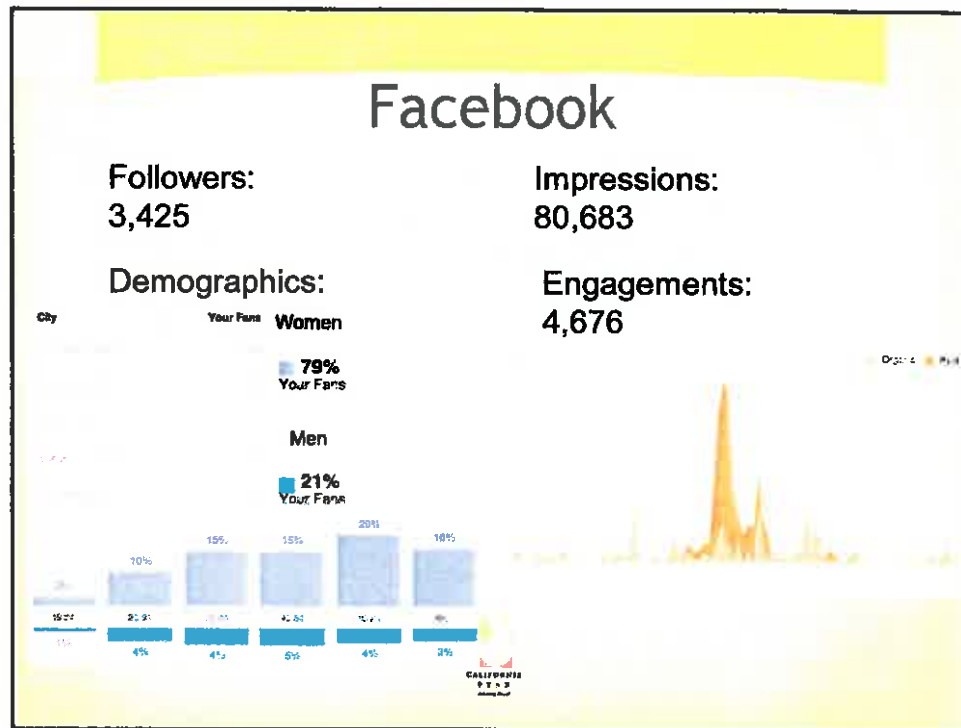


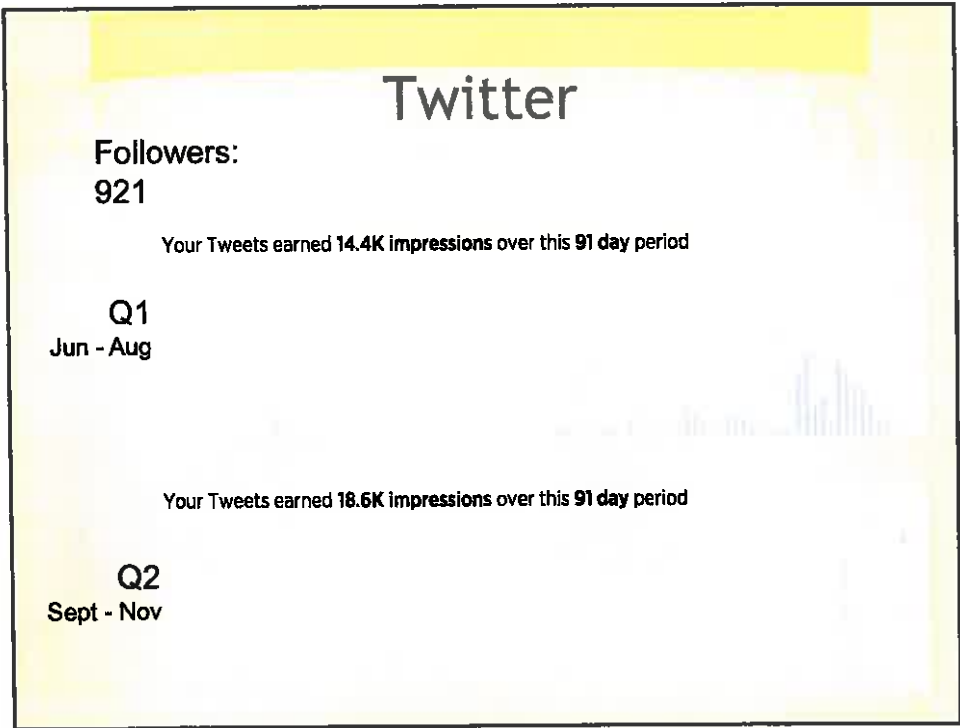
- Development of social media properties
 - Branding and messaging
 - Social campaign initiatives/targeting
- How they are evolving
 - Growth
 - Engagement



Facebook







Instagram



cal_pear [FOLLOW](#)

California Pears Pears grown in the golden state. Buy California grown pears & tag your pear pics #CApears www.calpear.com

197 posts 467 followers 307 following



Pinterest



California Pears

1,000 Pins 1,000 Followers

20
Boards



Consumer E-newsletter



- 10 newsletters sent
- 805 subscribers
- Sign-up sources:
 - Sign-up tab on website
 - Pear box giveaway
 - CAGROWN partnership



Contests | Pear Box Giveaway

- Pear Box Giveaway
- E-newsletter subscribers
- 1 winner per week
- Objective: build e-newsletter subscriber list



Contests | Photo Contest

- #LocalPearLove photo contest
- Show your love of CA pears
- Objective: partner with retail chains, get consumers into stores to buy local pears
- Prize: Tickets to Tower Bridge Dinner



Holly

Contests | Pear Recipe Contest

- Small budget, big return
- Recipe database expansion
- CA pears featured at local restaurants during height of season
- Participating Farm-to-Fork restaurants:



- | | |
|-----------------------|------------------------------|
| • Dawson's Steakhouse | • Thunder Valley Resort-Café |
| • Fat's Asian Bistro | • Taste Restaurant |
| • High Steaks | • Volcano Union Inn |
| • Hook and Ladder | • Wood'ys Grill & Bar |
| • Ten 22 | |



Contests | Pear Recipe Contest



Winner:
Brian Mizner,
Hook and Ladder
Judge's Choice:



Jay Yoon,
Dawson's, Hyatt Regency



Recipe Contest Photos



Madeloni Photography

Farm-to-Fork Kickoff

- Farm-to-Fork Stakeholder Meeting Reception
- June 15
- Hemly Estate



*please join us
16 June 2015 at 4 o'clock in the afternoon for a*
**FARM-TO-FORK
RECEPTION**
*celebrating the opening of the first ever state
of the farm-to-fork and farm-to-business program at the Hemly Estate*

*Doug & Cathy Hemly
11275 State Highway 160
Courtland, CA 95615*

Refreshments will be served.

Please RSVP to info@farmtofork.org



Guinness World Record

Largest Fresh Food Donation in 24 Hours

- Facilitated by:
Farm-to-Fork
- Donated to:
Sacramento Food Bank
- CPAB contributed:
200 pounds of pears



California Pear Bridge Dinner

- September 27
- Dead Horse Island Bridge
- Giusti's, Bogle, Sudwerk, Dawson's/Hyatt Regency, Hot Italian, Golden State Fruit
- Proceeds donated to Lake County Fire Relief Fund (\$2,100)
- Benefits
 - Any time the industry comes together creates a sense of unity and a strong voice within the community



F2F Tower Bridge Dinner Gala

- September 27th
- 1 table / 8 tickets
- 2 tickets: Owners of General Produce (recipe contest partner)
- 2 tickets: SaveMart Produce Buyer and Category Manager (retail partner)
- 2 tickets: #LocalPearLove winner
- 2 tickets: Brett & Meredith Baker (participation in #LocalPearLove)



Retail | Tie-In



Local Retail Promotions - Mixed Results

- Pre-Season Meetings with Savemart, Raley's, and General Produce
- No meetings could be arranged with Nugget, or Bay Area Chains
- Raley's and Savemart kept pears in stores into October.
- Early Sept: Savemart included Bartlett & Bosc pears in ad/sales contest.
 - Top 5 sales increases:
 - Elk Grove #605 (13%)
 - Fresno #65 (22.3%)
 - Folsom #602 (24%)
 - Santa Clara #208 (33%)
 - Pacific Grove (37.9%)

in conjunction with OK Grower



Retail | Social Media

- Social Media campaign proposed, unable to execute prior to season's end.
- Social Media contacts made at Savemart and Raley's for partnerships in the coming year.



Savor the Central Coast

- September 26-27 Santa Margarita
- 3,000 attendees
- Handed out whole Bartlett pears, Pear Feta Endive Bites, and recipe cards with pear facts to visitors
- Ramped up pear box giveaway from weekly to hourly to increase e-newsletter subscribers



Setting the Sustainable Table

- Partners:
 - CA Wine Institute
 - CA Cut Flower Commission
- Presented material:
 - CA pear farming history
 - Sustainability
 - How to tell when ripe
 - Ways to incorporate in table settings



Sponsorship

- Supported / Sponsored

- ✓ Courtland Pear Fair
- ✓ Kelseyville Pear Festival

local / Regional events

- Breast Cancer Research Fund

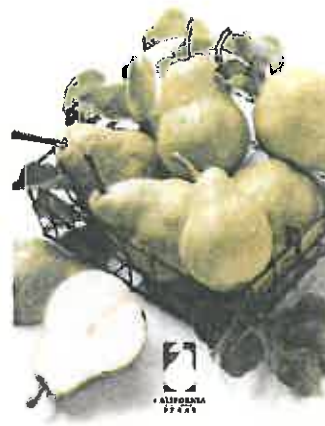
- ✓ Continued support of the breast cancer research fund (\$10k)
- ✓ Ended up in their October catalog
- ✓ Provides opportunity to our retailers
- ✓ Our primary cause-based marketing activity



Costco

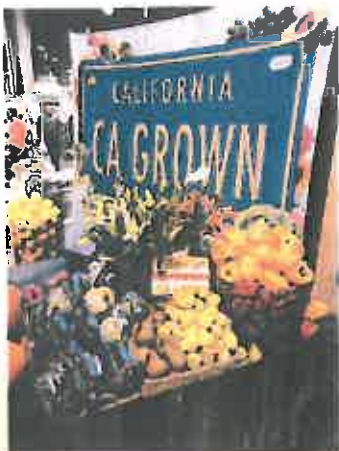
- California Pears photo ran in September magazine

next July



In conjunction with CA Grower

PMA Fresh Summit



CALIFORNIA
PEARS
Official Fruit

Finishing in 2016

- Social Media strategy for off-season
 - Scaling back
 - Less frequent posting
 - Less promotion of purchasing pears
 - More fact-based and website traffic-driving content
 - Grower profiles
 - Currently, 3 on calpear.com
 - Chuck Baker
 - Topher Chan
 - Pam Ivceovich
 - Volunteers?

CALIFORNIA
PEARS
Official Fruit

Planning for 2016 Season

- Focus on Farm-to-Fork type activities for Lake/Mendocino county.
 - We need a planning Committee!!!!
 - Farm Dinner?
- More retail support?
- School foodservice - Farm to Fork opportunity?
- Social media promotions aimed at sales increases.
 - Work to establish relationship with social media at Raleys, Savemart, others
- DPR Grant on farming near schools



Great opportunity for 2016

- International Food Blogger Conference
 - Sacramento Hyatt
 - July 29 - 31
 - 'Excursion' Sponsor
 - 50 food bloggers
 - Tour Endive Farm at Rio Vista
 - Tour of Pear Orchard harvesting
 - Lunch





Sacramento City Unified faces criticism for buying Chinese canned fruit

HIGHLIGHTS

Rep. John Garamendi 'angry' about district bypassing Buy American provisions

Distributor says school district chose cheaper imports over domestic fruit

School district says it erred, has stopped future deliveries from China



Jacob Anderson, 7, eats lunch at Oakridge Elementary School on Sept. 29, 2015. The Sacramento City Unified School District bought tens of thousands of dollars in canned peaches, pears and applesauce from China, defying a federal guideline that asks U.S. schools to serve domestic food and running counter to the district's embrace of the local farm-to-fork movement. **Autumn Payne** - apayne@sacbee.com

BY LORETTA KALB
lkalb@sacbee.com

The Sacramento City Unified School District bought tens of thousands of dollars in canned peaches, pears and applesauce from China, defying a federal guideline that asks U.S. schools to serve domestic food and running counter to the district's embrace of the local farm-to-fork movement.

The large purchase drew criticism this month from the California Canning Peach Association and Rep. John Garamendi, D-Walnut Grove, whose Northern California congressional district includes 40 percent of California's peach growers.

It also caught the attention of the U.S. Department of Agriculture, which said it will work with the district "to ensure that taxpayer dollars are being used to purchase American products" in accordance with the Buy American provision of the National School Lunch Act. The act requires school districts to buy

domestically grown and processed foods unless such items are not available domestically or cost significantly more than foreign supplies.

"My district is the center of the peach country. When I found out about it, I was angry," Garamendi said. "I jumped all over it. I said, 'How can this be? How can the Sacramento school district do such a thing?'"

He added that "Sacramento has had this very strong farm-to-fork program, and one of our biggest purchasers of produce is off buying Chinese peaches."

Last week, Garamendi sent a two-page letter to the district's nutrition services director questioning the foreign purchases with "four canned peach processing facilities within a two-hour drive of Sacramento." He said China does not take the same care for the environment, worker safety or product quality as the peach industry in California.

Sacramento City Unified spokesman Gabe Ross said in an interview last week that the purchase was a "mistake" and that the district halted future deliveries of canned foods from China.

Ross said the district is confident in the safety of the canned fruit. But, he said, the purchase was "inconsistent with our priorities and our goal to buy local products in the Sacramento region and California. We've got a great track record in the region with locally sourced foods."

Though the district will seek a new fruit contract, it plans to serve students the remainder of the Chinese fruit it has stored in its warehouse.

District records show that trustees authorized the contract with distributor Gold Star Foods of Ontario as a consent item at their Aug. 6 public meeting. As a consent item, there was no discussion or staff presentation.

Ross said the issue came to light in early November when nutrition staff at one school saw the fruit was from China. He said the district immediately looked at its options to stop future orders.

A letter from the peach association protesting the imported fruit came the same week. District board members were notified last week, Ross said.

“
**SACRAMENTO HAS HAD THIS VERY STRONG FARM-TO-FORK
PROGRAM, AND ONE OF OUR BIGGEST PURCHASERS OF PRODUCE
IS OFF BUYING CHINESE PEACHES.**

Rep. John Garamendi, D-Walnut Grove

Ross noted that the district's request to contractors specified that the fruits would be produced domestically. But by the end, the deal morphed into one for canned fruits from China. Gold Star Foods won a contract worth more than \$300,000 to provide a range of fruits and one vegetable for the 2015-16 school year. Most of the cost was for the peaches, pears and applesauce.

Sean Leer, chief executive officer for Gold Star, said Wednesday that the Sacramento contract was the first time the distribution company had submitted a bid to import products from China that are available domestically. He said the district specifically chose imported fruit products.

The company's bid outlined prices for each source, domestic and foreign. He said Gold Star sought to educate the district on the higher costs of locally grown produce.

"The lowest price usually wins the award," said Leer, whose company describes itself as the nation's leading nutritional food distributor to K-12 schools, with operations in California, Arizona and Nevada.

This time, Leer said, Gold Star won its first-ever Sacramento City Unified School District contract. In selecting Gold Star, the district specified that it wanted the less expensive peaches, pears and applesauce from China.

Ross said an individual in Sacramento City Unified's purchasing department made the decision. He said administrators are looking to add checks and balances to purchasing decisions.

Leer said he was surprised. "We would have hoped that they bought the domestic product."

According to prices in the Gold Star bid, the district agreed to pay \$110,058 for 3,900 cases of diced peaches in extra light syrup for the school year. The California-grown product, in contrast, would have cost \$152,763 for the same volume, about 39 percent more expensive.

The 500 cases of sliced Bartlett pears from China cost \$13,000 compared to the \$19,300 bid for the California product. And 2,700 cases of applesauce cost \$52,191 from China instead of \$62,856 from Washington state.

It was new ground for Gold Star, which is preparing to expand its operation to Dixon and UC Davis. The Sacramento experience aside, Leer said, "I will tell you emphatically, we're a supporter of not only local sourcing but of California agriculture."

Last week, the district said it had halted outstanding orders for the products from China. By then, the district had ordered 728 cases of canned peaches, 952 cases of pears and 896 cases of applesauce.

"It's not a question of whether (the purchase) is legal," Ross said. "It certainly was. We're confident of the safety. We're not in the business of ordering or distributing food where we have any concerns about safety. There have been no recalls."

Imported foods are subject to FDA inspection at U.S. ports of entry and are supposed to meet the same standards as food produced in the U.S., said Linda Harris, a food safety microbiologist at UC Davis.

Bob Bauer, president of the Association of Food Industries, the nation's largest representative of food importers, said the FDA can halt imports if it detects a problem through a spot check.

Sacramento County Supervisor Patrick Kennedy said he viewed the purchasing decision as a mistake. But, he said, the district has made big strides since 2010 when it launched the health foods task force, of which he was the first chairman when he was a trustee.

Since then, he said, the district tripled its budget for fruits and vegetables, bringing fresh produce from within 150 miles for 43,000 students. Today, salad bars are in every campus. More schools have gardens. And the curriculum includes healthy foods education.

Rich Hudgins, chief executive officer of the California Canning Peach Association in Sacramento, said the Sacramento district may not have violated the Buy American law, but it violated the spirit. He said the federal government does not monitor purchases that supplement foods delivered directly from the USDA.

"It's becoming the 55 mph speed limit," he said. "It's on the books. But there's no active enforcement."

Garamendi said he plans to ask all California districts for the source of their canned fruit. He wondered if others are ignoring federal guidelines.

"If they are, they should reconsider what they are doing," he said.

Leticia Garcia, the mother of two first-graders at Phoebe Hearst Elementary School in East Sacramento, said her children are accustomed to bringing their lunches, though the cafeteria menu items sound incredibly good to her.

Still, she said, a district in the heart of farm-to-fork country "can't be importing their fruit."

"The moment we go to out to import our food," she said, "we sort of break down that investment with our kids."

Loretta Kalb: 916-321-1073, @LorettaSacBee

reprints

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Mark M Markham

We spent \$100s million in China on defective steel for the Bay Bridge and Garamendi is angry because the schools saved a couple \$1000 on fruit. Get your priorities straight!

Reply	0	0
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Nancie Carter

Wow, the Feds make trade agreements, send tons of our products to China and then they don't want us to take advantage of lower costs to buy the product back? Is that what this article is stating? Our butter costs are high because the Feds sold our excess stores to other countries. Butter went from \$8.50 for four pounds to \$12.99 for the same four pounds. I think we are on a very slippery slope.

Reply	1	0
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Dawn Wolfson

Garamendi opposes the TPP

Reply	0	0
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John Krobar

Those deadbeats are getting free food and they still complain?

Reply	2	1
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Dawn Wolfson

Are the "deadbeats" who are eating the food the ones who are complaining?

Reply	0	0
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Joe Clinton

We demand you buy the higher priced domestic product!!...oh ya almost forgot..we also demand you stay within the budget!!

Reply 6 0

How Important Is Physical...



teach her P.E. students how...

By CA Lottery

SPONSORED CONTENT

How Important Is Physical Education? [Watch Now]

Childhood obesity has more than doubled over the past 30 years in America. Amber Plummer started "Girls on the Go" to

For adults with type 2 diabetes, in addition to diet and exercise

farxiga
tazodolapine

1. The first step is to identify the problem or question that needs to be answered. This involves understanding the context and the specific requirements of the task.

[Prescribing Information](#)
[Medication Guide](#)

Do not take FARXIGA™ (dapagliflozin) if you are allergic to dapagliflozin or any of the ingredients in FARXIGA. Symptoms of a serious allergic reaction to FARXIGA may include: skin rash, raised red patches on your skin (hives), swelling of the face, lips, tongue, and throat that may cause difficulty in breathing or

November XX, 2015

The Honorable Tom Vilsack
Secretary
U.S. Department of Agriculture
1400 Independence Ave, SW
Washington, DC 20250

Re: Enforcement of Buy American Provision

Dear Secretary Vilsack:

The undersigned organizations write in strong support of the Richard B. Russell National School Lunch Act's (NSLA) Buy American provision and encourage strengthening enforcement of this important requirement. This provision greatly benefits the American agricultural economy and ensures the quality of the food our Nation's children are receiving in school.

Under Section 104(d) of the William F. Goodling Child Nutrition Reauthorization Act of 1998, schools and institutions that participate in the National School Lunch Program (NSLP) and School Breakfast Program (SBP) are required to purchase domestically grown and processed foods to the maximum extent practicable. To be considered a domestic product the food must be produced and processed in the U.S. with over 51 percent of the final processed product consisting of domestic agricultural commodities. This provision applies to all funds in the food service account and is not limited to federal reimbursements.

Our organizations are deeply concerned that the Buy America Act requirements of the National School Lunch Act are not being adequately monitored and enforced. Our concerns were amplified with the Sacramento City Unified School District's recent acknowledgement that they have been purchasing canned peaches, pears and applesauce from China. Since there is currently no transparency regarding school purchases of imported products, we must assume there are many other districts throughout the country purchasing imported food products.

Given the importance of the Buy American provision, we would like to see the enforcement of this requirement become a priority for USDA. We encourage USDA to consider monitoring the procurement specifications and contractor performance. This increased accountability and enforcement will enhance compliance with the Buy America provision and ensure scenarios like the recent one in the Sacramento City Unified School District do not continue to occur.

We appreciate the Department's consideration and look forward to working with you on this pressing issue.

Sincerely,



Here is your personal update



MARKET REPORT



America's Produce Specialist

For updated prices and availability contact

GENERAL PRODUCE

916.441.6431

E-Mail: solutions@generalproduce.com



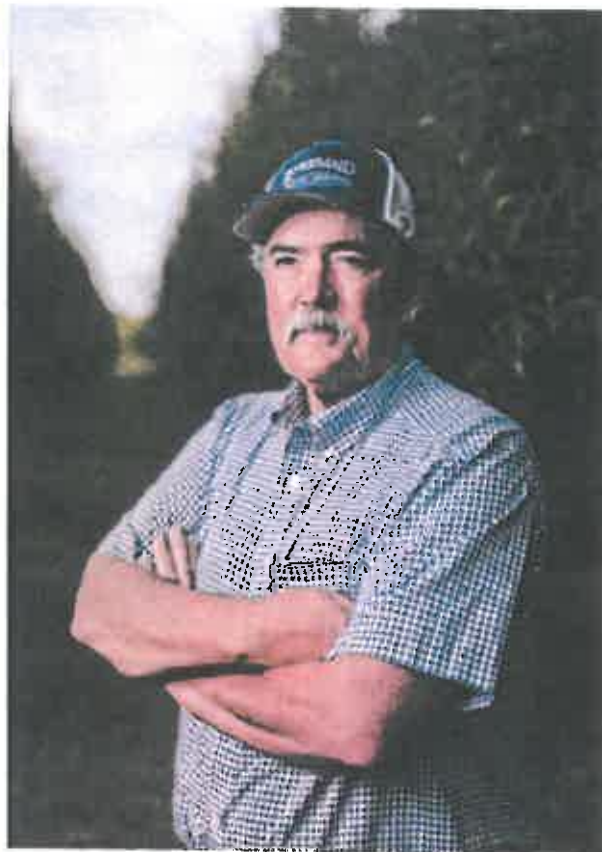
CHUCK BAKER is the **fifth generation** of his farming family to grow pears along the riverbanks of Sacramento's Delta pear district. His great, great, great grandparents purchased a piece of Delta property in 1872 for \$50. This is the same spot where Chuck, and his wife, Joy, still live and farm. His son and two grand-daughters (the 7th generation of Bakers) live just down the road. All are surrounded by a working commercial pear orchard that's over 140 years old.

Chuck still farms the original 30-acre orchard plus another 600 acres of pears for other landowners throughout the Delta. Sadly, there are far fewer acres of pears today than there were just a few years ago.

The only way pear farmers have survived is through improved production methods that have allowed them to reduce their use of fertilizers, water and, in particular, pesticides.

"We have to take better care of our trees than we used to," he said. "Pear volume tended to be cyclical with big crops coming only every other year. Now, we stay around after harvest and make sure the trees and soils are replenished with nutrients and water. This really helps to produce a good volume of fruit every year."

To say that local pear farmers lovingly care for their trees is no exaggeration. They have to. For them, sustainability is not just a trend—it's the way they farm their land, and a way of life. River pears would not have lasted this long without the care & attention they've received through five generations of farmers like Chuck Baker.



When you eat a California pear, you can thank Chuck Baker.

We do!





GENERAL PRODUCE

We Solve Your Produce Needs.

Volume 33, Week 32

Monday, August 10, 2015

LOCAL PERENNIALS

Sacramento is lucky enough to be located just next door to many small **pear farms**. Artisan farmers have been producing **sustainable** and **locally-grown pears** in the surrounding regions for multiple generations.



The proverbial cheese plate (**blue, goat, feta, gorgonzola** and **mascarpone**) for starters is a good place to dabble.

Bring in the greens like **arugula, dandelions**, or **California endive** for contrasting flavors.

Nearly all pears from California are grown in communities near Sacramento. Each year, starting in early July, pear harvests begin from the **Sacramento River Delta** growing area and then move up to neighboring **Lake** and **Mendocino counties** later in the month. Quick to follow are **mountain pears** which are harvested in the foothill growing areas of El Dorado county.

Locally grown **Bartlett pears** are plentiful during the late summer and early fall. **Bosc, comice, red** and others contribute to the varietal offerings, but those delectable **Bartletts** are the quintessential darlings that mark a shift in the calendar.

A true perennial fruit, California **Bartlett's** get sandwiched in between the *jeweled-toned* summer **plums, peaches** and **nectarines**) and the autumn favorites of **pomegranates, figs** and **persimmons**.

The door is open to *elevate the plate* with **culinary creations** using pears. Out of hand, a ripe pear adds to any lunch or snack plate. There is so much more to explore in the scrumptious realm of pears.

Partners well-suited for marriage with pears are most nuts; **pistachios, walnuts** and **almonds**.

Honey or **maple syrup** could make an appearance.

Ideally, other *available* local ingredients will contribute to the pear masterpiece. When we follow the seasonal code of availability, natural pairings occur with what is at hand.

The **California Pear Advisory Board** supports the work of Sacramento's **Farm-to-Fork** program to celebrate **farmers, chefs** and the **culinary community** that makes our region the Farm-to-Fork Capital of America.

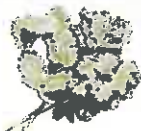
Duly noted is a **chef recipe contest** sponsored by the **CPA Board**. Several Sacramento-based chefs have submitted original dishes that will be documented through photographs and text in August. Once tasted, judged and finally awarded, the winning recipes will be shared on the **CPAB** web-site.

Company worthy **pear dishes** make **salads, snacks** **main courses** and **desserts** a reflection of what's currently great in our region.

One step ahead of the northwest season, **California grown pears** are where it's at!



Cilantro Update— This herb is in a severe **demand exceeds supply** situation. With the fiasco in Puebla-Central Mexico, coupled with harvesting gaps, supplies are not meeting strong demand. The Baja region of Mexico cannot supply enough product for the marketplace and domestically, harvesting is moderate to light. The shortage of product will continue for two weeks minimum. As shippers harvest ahead of schedule to meet demand, expect bunch sizes to become smaller.



Broccoli, Cauliflower & Celery: Broccoli is steady. Although the temperatures have been high in the growing regions, the quality is good, overall. Expect cauliflower demand to be light for the rest of the week. There are still good offers on nine counts if needed. The quality overall is good with this commodity. The Santa Maria region as well as Salinas has good production. This market is expected to get stronger by the middle of next week. Celery continues to gain strength. The Salinas Valley has lighter supplies compared to past weeks.

Lettuces: Iceberg markets are quite active this week with all suppliers. Yields are down due to warm temperatures. Growers are passing on certain acreage due to internal burn. Puffiness and insect damage are also issues with this commodity. The heat in all the growing regions have been strong. Night time temperatures continue to be in the mid to high 50's. Markets will climb daily. Leaf item yields are also being affected. Fringe burn, insects, dehydration and internal burn will be seen upon arrival. Tough time for lettuces in this current cycle.



Mixed Vegetables: Excellent kale supplies are available. Expect strong quality and availability throughout this week as well as next in all the growing regions. Italian and yellow

squash are steady/higher. Recent weather and transitions has impacted production. Current demand exceeds market supply. Quality varies throughout available lots. Western bell peppers are exhibiting some quality issues, sun scald, blemishing, and discoloration. This is industry wide in the west. Weather cooperating we should see quality improving in a couple of weeks.

Onions & Potatoes: Yellow Onion pricing has softened slightly out of California and New Mexico. This is mainly due to Washington and Idaho slowly adding product to the market place. Demand is good on red onions which has this market steady at higher levels. This will weaken in the next couple of weeks as the Pacific Northwest gets going. Quality is good.

New Crop russet harvest are underway in Idaho, Washington, Colorado, Nebraska and Wisconsin. Idaho is down to handful of shippers with storage Burbank potatoes which will finish up next week. Quality is fair on the storage Burbanks and good on the new crop Norkotah potatoes. Pricing for large sized cartons remains strong. The #2 potatoes will be short with strong pricing for the next couple months out of all growing areas.

Bakersfield will finish packing reds and golds this week. Stockton continues to pack reds, whites and golds. All three are peaking A-size and the markets are mostly steady. Premium and baker golds are limited along with #2 reds.



CALIFORNIA PEAR BISTRO SALAD

Ingredients:

8 cups assorted mixed salad greens
2 fresh California Bartlett or Comice pears, cored and sliced
1/2 red onion, sliced thinly
1/2 cup walnut halves
1/2 cup crumbled blue cheese
Balsamic vinegar
Olive oil

Method:

Line a large platter with greens. Top with pears, sliced onions and sprinkle with walnuts and crumbled cheese. Combine vinegar and oil to taste. Drizzle dressing over salad. Serve with crusty bread, if desired.

SERVES 4



FRUITS



"Back to School" snacks, lunches & meals require a shift in healthy fresh choices and product sizes. Schools, retailers and parents will focus on providing variety and flavor. Ask us what's new in the way of apples, citrus, grapes, carrots and other favorite school picks. Value added items can elevate the lunch box too!

Avocados: *California* harvest is declining and is expected to continue to decrease gently through August to season end. The Southern region is already wrapping up its harvest. Peak sizing is on 40's and 48's with very little smaller fruit. Very good demand is keeping supplies on all sizes tight. Quality and flavor are both excellent. Initial *Mexican* supplies were overstated as we move there slowly. New crop *Mexican Flora Loca* variety will have less maturity than the old crop with lower oil, brighter green color and will be slower to break. Ripe fruit could still be green in color as the skin isn't mature enough for it to darken. Color is not an indication of ripeness, yield to pressure is key to ripeness.

Berries: We have good **raspberry** availability and overall good quality in raspberries. This is an excellent time to promote fresh *California raspberries* as the current crop is in peak season!



Strawberries are in the same status as last week. Tight market, higher prices and weak fruit fraught with quality issues. Moldy, wet, bruised and small are all adjectives used to currently describe strawberries. Keep your orders "truck-to-shelf or plate" and maintain cold chain.

Overall **blueberry** volume has begun to decrease sharply. Larger packs such as 18 oz., pints and bulk packs are all becoming very scarce to non-existent. Shippers will continue to pack into smaller clamshells as the volume continues to decrease. Many of the regional areas are finishing or are packing storage fruit from their middle and late season varieties. **Blackberry** availability has improved this week and we are seeing better volumes of fruit coming on.



Citrus: This week is a transition week on **grapefruit**. The **star ruby** season is coming to a close. The first **Summer Marsh Ruby** were pick this week. Sizes will be medium to large with not too much in the way of small sizes. This summer fruit has much less interior color than the star ruby. Larger sized **Valencia oranges** remain tight. There is more demand on the smaller fruit. As schools start back in session, the deal will begin to tighten up even more.

We continue to mention *re-greening* on the **Valencias**. Take note, it is prevalent. Fruit eats well. Chilean navel re also available. **Lemon** prices have eased a little as imports flooded the market over the last couple of weeks. We have made a few changes in the price structure to stay competitive. If you are looking for some value deals on 165s and smaller please let's talk and put something together. The **lime** market has jumped up on all sizes. Growers are harvesting less than before and demand has passed the balance that had been going for several weeks.



Melons: The *West Side* is producing good volumes of **cantaloupe** on 9's, 12's and 15's currently. Demand is good. Honeydew is peaking on large size 5's and even shifting towards larger fruit.

The market is headed up on the tight market.

Watermelon markets are tight and high demand is keeping prices steady. Melons are not sizing up as farmers would like with harvest teams going for everything ready in fields to fuel demand.



Seasonal Fruits: *California Bartlett pears* continue to peak on US #1 (80-100's). Demand is steady. **Stark Crimson pears** are peaking on 35-55 count half cartons. *California Bosc pears* are peaking on smaller fruit. The quality has been good for all varieties. *Washington D'anjou pears* are still available but the supplies are tight and they are cleaning up. Most packers are limited on US #1

110s and smaller.

Peaches and nectarines continue to tighten up on the small volume fill sizes. Availability is skewed heavily to the tray pack 40's and 48's. Pricing on the large sizes has come off as the quotes on the smaller fruit has risen. Demand is increasing (for the smaller fruit) as the schools around the country get going. The **plum** market is strengthening. Demand is improving as supplies tighten up. Here too, the smaller fruit has dried up; with better availability on the larger 50's to 30's.



California Pear Update

NEWSLETTER FOR THE CALIFORNIA PEAR ADVISORY BOARD

In This Issue

Board Meeting on
December 9, 2015

Specific Issues of
Interest

General Issues of
Interest

Bayer CropScience
Produce Innovation
Award

2015-16 FPC Pear
Crop Reports:
11/27/15

Quick Links

www.calpear.com



Board Meeting on December 9, 2015

**9:00am - 2:00pm
December 9, 2015**

**California Farm Bureau
1st Floor Conference Room
2300 River Plaza Dr.
Sacramento, CA 95833**

Specific Issues of Interest

Thailand Standard on Sulphur Dioxide Fumigation of Fresh Fruits Set to Enter into Force

- On November 20, 2015, Thailand [notified](#) the World Trade Organization (WTO) that it has adopted its draft standard "[Code of Practice for Sulphur Dioxide Fumigation of Fresh Fruits.](#)" The standard, which was previously notified to the WTO in July 2014, was published in Thailand's Official Gazette on November 6, 2015 and is scheduled to enter into force on May 4, 2016.
- According to Thailand's Ministry of Agriculture and Cooperatives, the new standard will protect consumers and ensure food safety by establishing requirements to control the fumigation process for fresh fruit.

General Issues of Interest

U.S., Peru Meet for Trade Commission Meeting

- On November 12, 2015, the fifth U.S.-Peru Free Trade Commission occurred in Washington, D.C., according to a press release published by the Office of the U.S. Trade Representative (USTR). The U.S.-Peru Free Trade Commission is the primary forum for the two countries to build upon the U.S.-Peru Trade Promotion Agreement signed in 2009.
- Two-way trade between the U.S. and Peru reached \$16.1 billion in 2014 and the outlook for future growth is positive, according to the joint statement included in the USTR press release. To further promote trade expansion between the two countries, the two sides discussed the implementation of

newly-signed documents affecting Article 18.8 of the U.S.-Peru Trade Promotion Agreement. Both sides also reaffirmed their commitment to expeditiously implement the recently concluded Trans-Pacific Partnership (TPP) agreement. The next meeting of the U.S.-Peru Free Trade Commission will take place in Peru in 2016.

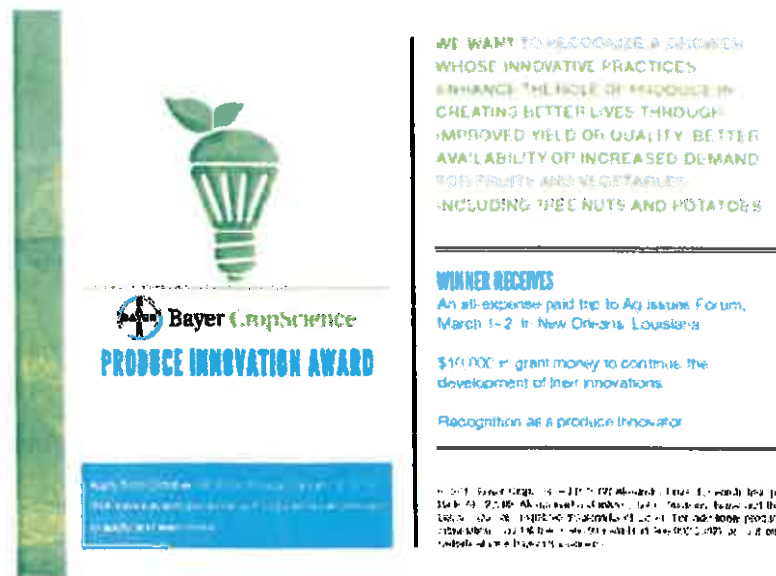
ASEAN Member Countries Establish Economic Community

- On November 21, leaders of the 10-member Association of Southeast Asian Nations (ASEAN) signed a document to formally establish the ASEAN Economic Community (AEC) effective December 31, 2015. The AEC is modelled after the economic and political integration achieved by the 28-member European Union, and aims to promote greater free trade and capital movement in the region.
- Among the expanded trade-related aspects of the AEC, ASEAN member countries are aiming to establish standardized customs procedures to ease intra-ASEAN trade. Though tariffs between ASEAN countries have been largely eliminated, many sensitive economic sectors, such as agriculture, remain protected in some ASEAN countries.
- ASEAN member countries are aiming to have new features of the AEC fully operational by 2025.

Vietnam, New Zealand Aim to Double Bilateral Trade by 2020

- During a November 15 meeting in Hanoi, Vietnam, representatives from Vietnam and New Zealand signed several agreements designed to boost bilateral trade between the two countries, according to media sources.
- The two countries agreed to expand their comprehensive partnership in scale and in depth toward a strategic partnership. New Zealand pledged to continue providing development assistance for Vietnam, particularly in the agricultural sector.
- Bilateral trade between Vietnam and New Zealand has grown approximately 20 percent annually over the past five years, reaching \$800 million in 2014. Notably, the two sides announced their intention to double bilateral trade by 2020 through a utilization of the benefits of the Trans-Pacific Partnership and other collaborative efforts.

Bayer CropScience Produce Innovation Award



The Bayer CropScience Produce Innovation Award will recognize a grower whose thinking, practices and use of technology enhance the role of produce in creating better lives. The award will spotlight innovations that:

- **Improve yield and quality** of produce to help ensure that more nutrient-rich foods are available;
- **Increase accessibility** of produce to a broader group of people; or
- **Increase demand** for produce by expanding awareness and appreciation for the health benefits of fruits and vegetables, including tree nuts and potatoes.

There currently is a great deal of discussion surrounding the nation's health, and there are many challenges regarding nutrition and produce availability among economically and culturally diverse communities. One thing is for certain: fruits and vegetables provide crucial nutrients to positively impact health and enhance lives.

The Bayer CropScience Produce Innovation Award demonstrates the power of "Science For A Better Life" by honoring a grower within the produce industry that deploys innovations in the field, across their operations, or within the supply chain to enhance the positive contribution of produce on individual lives and society overall.

Eligibility

U.S. growers or operations who receive 50% or more of their income from the production of a produce crop are eligible to apply for the award. Applicants must have conducted their innovative practice, method or ideology within at least the last 12 months and must work in one of the following six designated produce crop areas:

1. Citrus
2. Vegetable
3. Grape
4. Potato
5. Pome (e.g. apples, pears)/Stone Fruit
6. Tree Nut

Prizes include:

- An all-expense paid, week-long trip to the 2016 Ag Issues Forum in New Orleans, Louisiana, March 1 - 2, 2016, where the winner will be formally recognized;
- \$10,000 to advance their award-winning innovation or to support a project in their local community that also increases the positive contributions of produce in people's lives;
- \$2,000 Apple Store gift card to further efforts in business technology;
- And recognition as a produce innovator.

[Click here to submit an entry electronically. All entries must be submitted by January 8, 2016.](#)

[View the official contest rules here.](#)

2015-16 FPC Pear Crop Reports: 11/27/15

[2015 Summer Fall Pear Crop Report as of November 27](#)

[Organic Summer Fall Crop Report as of November 27](#)

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**RECIPE: Cucumber Ribbon
Salad with Fresh Herb
Dressing**



**How to Make Dried Plum
Puree and How to Use it**

Did you know you can [substitute
dried plum puree for butter](#) in most

Are you a cucumber lover? Us too! We appreciate that cucumbers are healthy and hearty and California grown year-round! That's right. If you can't find them seasonally, then [Windset Farms](#) comes to the rescue with their greenhouse produce! So, in the dead of Winter and you are craving fresh, local cucumbers, you are in luck!

Get the recipe [HERE!](#)

recipes? It's a pound for pound alternative that might help you keep the pounds off! With less fat and added fiber, you can indulge without all the guilt.... Here is your chance to truly enjoy Chocolate Banana Bread, Chocolate Chip Cookies, and more! So many recipes to choose from, which will be your favorite?

Get the recipe [HERE!](#)



WEEKLY GIVEAWAY: California Pear Deluxe Gift Box

California pear farmers are giving away a box of pears each week, all season long. Sign up to win a deluxe gift box featuring three California pear favorites: Bosc, Bartlett, and Stark Crimson!

Subscribe to their [e-newsletter](#), [America's First Pear Chronicle](#), to automatically

enter for your chance to win one of these boxes of California's best! In addition, you'll get insightful season updates, news about current and upcoming events, and all the delicious ins-pear-ation you could possibly hope for!

One winner will be announced each week- [subscribe today](#) and one of these delicious boxes could be yours! Good luck!

Enter [HERE!](#)

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Always in Season – That's a Wrap for 2015

Filming for the popular 2015 Food and Wine Always in Season video wrapped up in the Central Valley amongst olive and peach trees. The series, which features farmers and the food and beverage purveyors that use California's bounty covered a variety of crops from all over the state.

The Central California shoot featured peaches from Wawona Frozen Foods, peach beer from 559 Beer, Enzo Olive Oil, Houwelings tomatoes and dishes from Animal Restaurant. The Always in Season program includes an advertorial spread in both Sunset Magazine and Food and Wine magazine, sponsored social media posts, features in the publications newsletters and online advertising directing consumers to the videos.

To see the latest videos featuring peaches and peach beer, olive oil and tomatoes and Animal Restaurant click [here](#).

School District Displays CA GROWN Signage

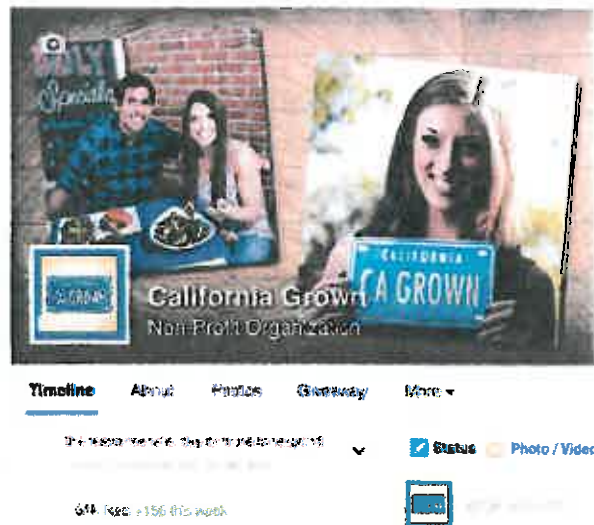
The Oakland School District's salad bars are 100 percent CA GROWN and now they have signs to proudly display that fact. The

school district reached out to Matteis asking for custom signs for their salad bars, and the CA GROWN team responded with a fun, bright design that incorporates the CA GROWN brand.



CA GROWN Fires Up On Facebook

The metrics are in, and the CA GROWN Facebook page sprang into action this Spring leaping from 13K fans in April to over 60K fans by Fall reaching 2.4 million (mostly Californian) consumers with positive messages about all things California grown.



“Our engagement has always been a strong suit on Facebook, with our fans liking, commenting and sharing our content,” said Adrienne Young, social media manager for CA GROWN. “We knew our content was resonating, we just needed to work on our reach, so we ran an online ad campaign to get more followers.” CA GROWN plans to double their following in the coming year based on the success of their current online marketing strategy.

In addition to growing their own following, CA GROWN has worked with other commodity groups and produce companies to help grow their newsletter lists, Facebook and Instagram followings. “We are always happy to work with our members to help grow their audience, or assist in their marketing objectives,” said Young. Members should contact Nick Matteis for more information on social media co-promotion opportunities.

#CAGROWN Keeps Growing

The popularity of #CAGROWN keeps on growing, with a total of 35,150 hashtags counted since the food bank donation program began last March. For each hashtag counted, a pound of food is donated to a local food bank. CA GROWN has participated in two food bank donations to date, and plans are underway for a donation at Farm to Food Bank day on December 16 in



Fresno California. The event is hosted by the Secretary of Agriculture and the California Association of Food Banks. Please take an active role in this effort and reach out to Nick Matteis at: 916-441-5302 or nmatteis@agamsi.com to schedule a donation for the December 16 media event.



Savor the Central Coast

The CA GROWN pavilion at Sunset Magazine's Savor the Central Coast was a success, drawing 10,000 consumers to an event that put California's bounty of food, wine and craft beer on display. The CA GROWN sponsorship gave member's an opportunity to have a booth and presence at the event for as little at \$750.

"We find a lot of value in this event not only for the consumer interaction, but for the relationships we develop with Sunset Magazine's editorial and marketing teams," said Kasey Cronquist, CEO and Ambassador for the California Cut Flower Commission.

The CA GROWN stage featured chefs, garden experts like Johanna Silver from Sunset Magazine and our own CA GROWN blogger Susan Phillips.

Members who took advantage of the opportunity include the Wine Institute, the California Association of Nurseries and Garden Centers, the California Sheep Commission, the California Pear Advisory Board, the California Olive Committee, the California Dried Plum Board and the California Cut Flower Commission.



CA GROWN Attends Grocers Association Strategic Conference

CA GROWN's executive director Nick Matteis and membership director Steve Burns along with board member Denise Junqueiro, executive director of the California Olive Committee, met with retailers one-on-one at the California Grocers Association's (CGA) annual Strategic Conference in Palm Springs.

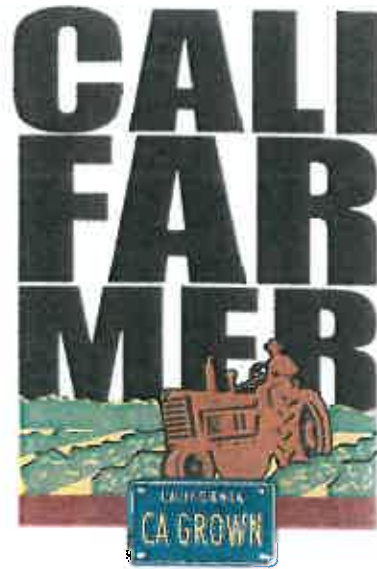
The CA GROWN team met with representatives from Ralph's Grocery Co., Grocery Outlet, Bristol Farms, Holiday/Sav-Mor Foods, Gelson's Markets, Whole Foods Market, Food 4 Less, Times Supermarkets, Costco Wholesale, Super A Foods, Raley's, Northgate Gonzales Markets, Stater Bros. Markets, Smart and Final, Albertsons/Safeway-So Cal, and Mi Pueblo Foods.

CA GROWN's activation included an advertisement in the program, signage at the conference, and a CA GROWN suite, where the team featured a mock-up CA GROWN produce display.

The purpose of the meeting was to start a dialogue about retail promotions between CA GROWN and California retailers. "Retailers responded favorably to the consumer research we provided that demonstrated a consumer preference for CA GROWN products," said Matteis. "Two retailers were interested in exploring the idea of having a CA GROWN section in the produce department, which we are pursuing through follow up meetings."

CA GROWN Moves Into Lifestyle-Wear

Everyone loves farmers, and CA GROWN has designed a new t-shirt to capture that love and appreciation. "The CALIFARMER shirt is a play on the popular California shirt featuring the state bear," said Matteis. "We introduced the shirt at Savor the Coast, and people were loving the playful design." Plans to launch an online store are underway and if successful, CA GROWN plans to introduce other clothing options.



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CALIFORNIA PEAR ADVISORY BOARD

1521 "I" Street ■ Sacramento, CA 95814 ■ Phone: 916 / 441-0432 ■ Fax: 916 / 446-1063

Pear Pest Management Research Fund

1521 I Street • Sacramento, CA 95814 • Phone (916) 441-0328 • FAX: (916) 446-1063

MEETING NOTICE

2016 Research Meeting Dates

CPAB Research Committee members will be meeting jointly with Directors of the Pear Pest Management Research Fund to discuss proposals of mutual interest. Meeting dates are as follows:

Proposal Review Meeting: Thursday, January 7 at Louis Cairo's in Williams at 9:30 AM

- CPAB & PPMRF Review Proposals and Make Recommendations for Changes in Objectives - Methods

Funding Meeting: CPAB & PPMRF Thursday, February 11 at 9:30 AM

- Western AG Equipment Center- Hutchinson Drive at UC Davis

Early District (Sacramento) Grower Research Meeting: Wednesday, February 3, 8:00 AM

- Walnut Grove Library

Late District (Mendo-Lake) Grower Research Meeting: Tuesday, February 9, 8:00 AM

- Marymount California Lakeside Campus in Lucerne on Hwy. 20



2015 California Specialty Crops Tour

Monday, July 20, 2015 Orientation Reception/Dinner (Visalia)

Times	Location	Agenda	Speakers
4:30 PM	Visalia	Reception at Comfort Suites	Comfort Suites, Visalia
5:30 PM	Visalia	Dinner and Orientation – Program concludes by 8 pm	Jim Sullins, UCCE County Director

Tuesday, July 21, 2015 Day 1 (San Joaquin Valley)

Times TBC	Location	Agenda	
6:00 AM	Visalia	Breakfast at hotel	
7:00 AM	Visalia	Depart Hotel at 7:00 am	
7:05 AM	Visalia	Citrus ACP Quarantine - HLB	Sean Hardy, CDFA & Dan Dreyer
7:35 AM	Visalia	San Joaquin Valley Agriculture Overview	San Joaquin Valley Agriculture Overview
7:50 AM	N. of Visalia	Prune Production and IPM	Rick Buckner – Gary Obenauf
9:15 AM	Reedley	Stone Fruit – Production and Processing	Wayne Brandt, Brandt Farms
10:25 AM	Selma	Raisin Production	John or Tom Chandler
11:15 AM	Parlier	Fumigation Demonstration	Tri Cal – Kraig Williams
12:00 PM	Parlier	Lunch @ USDA-ARS facility	Lunch @ USDA-ARS facility
12:45 PM	Parlier	USDA/ Agricultural Research Service Overview	Jim Throne
1:00 PM	Parlier	Vertebrate pests and control	Roger Baldwin
1:45 PM	Parlier	Irrigation 101	Jim Ayars
2:30 PM	Parlier	Water Coalition Situation	Casey Creamer
3:00 PM	Parlier	Post-Harvest Research to overcome trade barriers	Spencer Walse
4:30 PM	Arrive Visalia	Return to Hotel /Dinner on Your Own	

Wednesday, July 22, 2015 Day 2 (Visalia to Salinas)

Times TBC	Location	Agenda	
6:00 AM	Visalia	Breakfast at hotel – Luggage out to bus by 6:45 am	
7:00 AM	Visalia	Depart Comfort Suites – Depart at 7:00 am	
7:25 AM	Visalia	Water Overview – Bus Speaker	Awbrey Bettencourt
8:00 AM	Huron	Melon Production & Food Safety Program	Milas Russell, Jr
8:30 AM	Huron	Garlic, Onions, Westside Water Situation	Dave Anderson & Bob Ehn
9:30 AM	Coalinga	Sequoia Packing	Christian Marrione
10:00 AM	Coalinga	Pepper Production	Glen Fischer
12:00 PM	King City Area	Lunch @ King City Park	Saticoy Foods
1:20 PM	Soledad	Carrot Production & Research Needs	Mike Thorp
200 PM	Gonzales	Cool Season Vegetables, herbicides, labor, buffer zones, spinach processing plant, thinning machine	Mary Zischke, Mark Mason Mark McLaughlin
5:30 PM	Castroville	Dinner and Synthesis Discussion at La Scuola located in Castroville	Hosted by Grower-Shipper Association and Leafy Greens Research Board
Eve.	Salinas	Hotel check in at Laurel Inn, Salinas	

Thursday, July 23, 2015 Day 3 (Salinas to Sacramento)

Times TBC	Location	Agenda	Planning & Discussion
6:00 AM	Salinas	Breakfast at hotel – Luggage out to bus by 6:30 am	Breakfast at hotel
7:00 AM	Depart Salinas	Departure from Laurel Inn, Salinas	Departure from Laurel Inn, Salinas
7:15 AM	Salinas	Leafy Greens – harvesting and transplanting	Mary Zischke
8:30 AM	Salinas	Strawberry Production – MB alternative trial	Ian Greene & Hillary Thomas
11:15 AM	Gustine	Lunch @ Gustine Park Community Bldg.	Lunch @ Gustine Park Community Bldg.
11:45 AM	Gustine	Honey Bees and Pollination	Gene Brandt
12:20 PM	Gustine	Leave for Patterson	
1:00 PM	Patterson	Dry Bean Production	Chuck Cox
2:45 PM	Delta area	IPM, in Pears and Cherries	Robert Arceo – Bob McClain
4:00 PM	Sacramento	Arrive Sacramento – Holiday Inn/Amtrak	Arrive Sacramento no later than 4:00 PM
4:15 PM	Sacramento	Arrive at Farm Bureau	

07/09/15

2015 CA Specialty Crops Council Annual Outreach Tour Attendees

Name	Agency	Office Phone	Email
Hesham Abuelnaga	APHIS	301-851-2010	Hesham.A.Abuelnaga@aphis.usda.gov
Derek Celedon	ARS	559-596-2900	derek.celedon@ars.usda.gov
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Bob McClain	Pear Board	916-441-0432	bob@calpear.com
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Ingrid Watson	APHIS	301-851-2291	Ingrid.E.Watson@aphis.usda.gov
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FRESH PEAR COMMITTEE
4382 SE INTERNATIONAL WAY, SUITE A
MILWAUKIE OR 97222-4635

Summer/Fall Crop Report
as of
November 27, 2015

<u>GREEN BARTLETT</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	87,881	1,329,566	2,092,738	606,874	4,117,059	4,690,297
Loose in equiv. std boxes	0	127,025	32,818	96,888	256,731	164,754
Packout to Date	87,881	1,202,541	2,059,920	509,986	3,860,328	4,525,543
C.A. Storage (included above)	0	658,272	539,378	19,800	1,217,450	1,443,486
Shipped Offshore	1,869	13,085	12,604	735	28,293	46,166
Shipped Brazil	0	64,515	35,784	0	100,299	126,096
Shipped Mexico	16,066	39,063	68,770	6,098	129,997	166,954
Shipped Canada	10,963	154,572	236,966	64,579	467,080	546,487
Shipped Domestic	58,058	660,660	1,156,947	419,983	2,295,648	2,522,749
Total Shipped	86,956	931,895	1,511,071	491,395	3,021,317	3,408,452
C.A. Shipped	0	274,408	255,554	0	529,962	499,660
Total % Shipped	98.95%	70.09%	72.21%	80.97%	73.39%	72.67%
Available	925	397,671	581,667	115,479	1,095,742	1,281,845

<u>RED BARTLETT*</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	0	2,885	67,147	4,299	74,331	110,868
Loose in equiv. std boxes	0	0	0	0	0	3,816
Packout to Date	0	2,885	67,147	4,299	74,331	107,052
C.A. Storage (included above)	0	0	9,424	0	9,424	4,775
Shipped Offshore	0	0	1,949	0	1,949	196
Shipped Brazil	0	0	589	0	589	1,584
Shipped Mexico	0	0	922	0	922	2,334
Shipped Canada	0	139	2,257	42	2,438	3,107
Shipped Domestic	0	1,982	48,941	4,257	55,180	70,010
Total Shipped	0	2,121	54,658	4,299	61,078	77,231
C.A. Shipped	0	0	3,491	0	3,491	2,661
Total % Shipped	0.00%	73.52%	81.40%	100.00%	82.17%	69.66%
Available	0	764	12,489	0	13,253	33,637

*Red Bartlett includes Red Sensation, Rosi Red, Red Gold, Canal, Early Red and Tosca

<u>STARKRIMSON **</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	15,819	136,013	124,907	5,845	282,584	314,472
Loose in equiv. std boxes	0	0	0	0	0	0
Packout to Date	15,819	136,013	124,907	5,845	282,584	314,472
C.A. Storage (included above)	0	6,000	456	0	6,456	0
Shipped Offshore	153	36,240	8,134	41	44,568	44,055
Shipped Brazil	0	2	0	0	2	0
Shipped Mexico	496	4,717	5,007	0	10,220	13,102
Shipped Canada	0	9,566	5,960	180	15,706	26,908
Shipped Domestic	15,170	84,096	104,031	5,503	208,800	224,265
Total Shipped	15,819	134,621	123,132	5,724	279,296	308,330
C.A. Shipped	0	5,161	0	0	5,161	0
Total % Shipped	100.00%	98.98%	98.58%	97.93%	98.84%	98.05%
Available	0	1,392	1,775	121	3,288	6,142

**Starkrimson includes Red Blush, Red Crimson and Crimson Red.

FRESH PEAR COMMITTEE
4382 SE INTERNATIONAL WAY, SUITE A, MILWAUKIE OR 97222-4635

Summer/Fall Crop Report
as of November 27, 2015

<u>TOTALS</u>	<u>Green Bartlett</u>	<u>Red Bartlett*</u>	<u>Bartlett Sub-Total</u>	<u>Starkrimson **</u>	<u>GRAND TOTAL</u>	<u>2014-15</u>
Projected Total Packout	4,117,059	74,331	4,191,390	282,584	4,473,974	5,115,637
Loose in equiv. std boxes	256,731	0	256,731	0	256,731	168,570
Packout to Date	3,860,328	74,331	3,934,659	282,584	4,217,243	4,947,067
C.A. Storage (included above)	1,217,450	9,424	1,226,874	6,456	1,233,330	1,448,261
Shipped Offshore	28,293	1,949	30,242	44,568	74,810	90,417
Shipped Brazil	100,299	589	100,888	2	100,890	127,680
Shipped Mexico	129,997	922	130,919	10,220	141,139	182,390
Shipped Canada	467,080	2,438	469,518	15,706	485,224	576,502
Shipped Domestic	<u>2,295,648</u>	<u>55,180</u>	<u>2,350,828</u>	<u>208,800</u>	<u>2,559,628</u>	<u>2,817,024</u>
Total Shipped	3,021,317	61,078	3,082,395	279,296	3,361,691	3,794,013
C.A. Shipped	529,962	3,491	533,453	5,161	538,614	502,321
Total % Shipped	73.39%	82.17%	73.54%	98.84%	75.14%	74.17%
Available	1,095,742	13,253	1,108,995	3,288	1,112,283	1,321,624

OREGON & WASHINGTON SUMMER/FALL SHIPMENTS

Equivalent Standard Boxes

<u>Week Ending</u>	<u>12-13 Shipments</u>	<u>13-14 Shipments</u>	<u>14-15 Shipments</u>	<u>Week Ending</u>	<u>15-16 Shipments</u>
14 - Aug	18,580	52,479	89,993	14 - Aug	107,480
21 - Aug	87,323	87,250	148,670	21 - Aug	139,001
28 - Aug	157,735	186,454	179,595	28 - Aug	151,143
4 - Sep	181,899	245,032	209,234	4 - Sep	180,995
11 - Sep	280,130	255,655	220,629	11 - Sep	185,248
18 - Sep	332,966	266,291	254,905	18 - Sep	219,441
25 - Sep	316,466	307,575	248,202	25 - Sep	239,326
2 - Oct	304,019	238,492	277,180	2 - Oct	221,401
9 - Oct	279,611	269,491	304,558	9 - Oct	272,474
16 - Oct	283,452	336,728	295,477	16 - Oct	372,443
23 - Oct	306,913	316,851	296,009	23 - Oct	239,714
30 - Oct	238,324	268,215	363,799	30 - Oct	272,244
6 - Nov	273,699	270,395	280,402	6 - Nov	238,296
13 - Nov	215,155	278,948	273,661	13 - Nov	221,753
20 - Nov	212,096	212,826	204,553	20 - Nov	178,408
27 - Nov	197,189	181,562	147,146	27 - Nov	122,324
total to date	3,685,557	3,774,244	3,794,013	total to date	3,361,691
4 - Dec	198,104	146,005	174,357	4 - Dec	
11 - Dec	171,560	167,818	179,401	11 - Dec	
18 - Dec	122,213	140,841	130,455	18 - Dec	
25 - Dec	86,661	101,603	88,523	25 - Dec	
1 - Jan	88,628	95,143	121,205	1 - Jan	
8 - Jan	128,203	161,152	151,283	8 - Jan	
15 - Jan	122,437	146,668	137,421	15 - Jan	
22 - Jan	88,201	104,061	92,944	22 - Jan	
29 - Jan	104,809	129,330	66,965	29 - Jan	
5 - Feb	75,715	75,829	56,293	5 - Feb	
12 - Feb	58,445	91,082	56,861	12 - Feb	
19 - Feb	30,656	42,874	24,077	19 - Feb	
26 - Feb	23,580	30,068	22,134	26 - Feb	
4 - Mar	12,563	7,028	19,705	4 - Mar	
Season Total	4,997,332	5,213,746	5,115,637	Season Total	3,361,691

Organic Summer Fall Pears as of November 27, 2015

Standard Box Equivalents (44#) for all numbers

Varieties	Green Bartlett	Red Bartlett & Other (1) Summer / Fall	Starkrimson	Organic Summer/ Fall Total 2015-16	11/28/14 S/F Total 2014-15
Projected Total					
Packout (std. box)	255,975	27,055	31,653	314,683	417,183
Packout to Date	255,975	27,055	31,653	314,683	403,285
Total Loose (in Std. Box Equiv. 44#)	0	0	0	0	13,898
CA Storage					
(included in above)	6,848	20	0	6,868	30,827
Offshore Shipped	0	0	0	0	0
Brazil Shipped	0	147	0	147	0
Mexico Shipped	0	0	0	0	335
Canada Shipped	19,885	189	238	20,312	26,918
Domestic Shipped	235,356	25,500	30,931	291,787	355,881
Total Shipped	255,241	25,836	31,169	312,246	383,134
Shipped C.A.					
(Included in above)	6,848	20	0	6,868	5,363
Total % Shipped	99.71%	95.49%	98.47%	99.23%	91.84%
Total Available	734	1,219	484	2,437	34,049

1. Other Summer/Fall Pears include: Red Sensation, Rosi Red, Red Gold, Canal, Red Early, Tosca

Organic Summer Fall Pears as of November 27, 2015

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Varieties	Green Bartlett	2014-15 Green Bartlett	Red Bartlett & Other (1) Summer Fall	2014-15 Red Bartlett & Other (1) Summer Fall	Starkrimson	2014-15 Starkrimson	Organic Summer Fall Total 2015-16	11/28/14 S/F Total 2014-15
Total Projected								
Packout (std. box)	255,975	343,597	27,055	41,746	31,653	31,840	314,683	417,183
Packout to Date	255,975	329,699	27,055	41,746	31,653	31,840	314,683	403,285
Total Loose (in Std. Box Equiv. 44#)	0	13,898	0	0	0	0	0	13,898
CA Storage (included in above)	6,848	30,827	20	0	0	0	6,868	30,827
Offshore Shipped	0	0	0	0	0	0	0	0
Brazil Shipped	0	0	147	0	0	0	147	0
Mexico Shipped	0	0	0	335	0	0	0	335
Canada Shipped	19,885	25,341	189	1,114	238	463	20,312	26,918
Domestic Shipped	235,356	285,538	25,500	38,995	30,931	31,348	291,787	355,881
Total Shipped	255,241	310,879	25,836	40,444	31,169	31,811	312,246	383,134
Shipped C.A. (included in above)	6,848	5,363	20	0	0	0	6,868	5,363
Total % Shipped	99.71%	90.48%	95.49%	96.88%	98.47%	99.91%	99.23%	91.84%
Total Available	734	32,718	1,219	1,302	484	29	2,437	34,049

Crop Movement Overview

Combined Report #5 (November 20, 2015)

The data below reflects the percent of crop moved to date and volume remaining based on the Final Crop Report for the previous seasons.

Crop report #5	Crop Moved To Date						Percent Moved To Date					
	2015-16 Nov. 20	2014-15 Nov. 21	2013-14 Nov. 22	2012-13 Nov. 23	2011-12 Nov. 25	2010-11 Nov. 26	2015-16 Nov. 20	2014-15 Nov. 21	2013-14 Nov. 22	2012-13 Nov. 23	2011-12 Nov. 25	2010-11 Nov. 26
Bartlett	2,900,529	3,266,536	3,198,661	3,103,052	2,477,550	2,659,176	70.37%	69.64%	66.94%	67.75%	63.57%	72.39%
Red Bartlett	60,527	75,497	67,650	89,462	61,787	58,808	81.15%	68.10%	68.57%	86.36%	73.73%	87.38%
S/F Reds	278,311	304,834	326,371	295,854	246,016	239,752	98.35%	96.94%	96.87%	94.44%	92.55%	98.99%
Sub Total	3,239,367	3,646,867	3,592,682	3,488,368	2,785,353	2,957,736	72.31%	71.29%	68.91%	69.80%	65.59%	74.26%
Anjou	2,720,176	2,773,368	2,900,086	2,574,989	2,651,225	2,570,217	27.44%	24.94%	25.04%	25.20%	23.25%	25.42%
Bosc	781,023	838,221	829,995	838,303	577,114	715,112	25.13%	28.96%	25.71%	30.15%	16.89%	30.88%
Comice	95,625	103,754	91,289	85,657	85,769	107,375	50.49%	43.99%	33.39%	41.27%	31.22%	49.52%
Seckel	32,254	31,376	19,014	21,680	16,142	37,974	71.02%	59.39%	41.64%	42.81%	27.70%	67.76%
Reds	285,405	198,275	285,954	219,439	195,296	247,505	28.46%	18.26%	26.16%	21.25%	20.23%	26.17%
Other	80,139	104,269	120,478	107,100	75,899	96,485	56.22%	56.29%	65.22%	51.61%	42.15%	54.71%
Sub Total	3,994,622	4,049,263	4,246,816	3,847,168	3,601,445	3,774,668	27.74%	26.00%	25.89%	26.54%	22.10%	27.31%
CROP												
Bartlett	1,221,554	1,423,761	1,579,515	1,477,410	1,419,506	1,014,071	4,122,083	4,690,297	4,778,176	4,580,462	3,897,056	3,673,247
Red Bartlett	14,058	35,371	31,013	14,127	22,010	8,497	74,585	110,868	98,663	103,589	83,797	67,305
S/F Reds	4,657	9,638	10,536	17,427	19,795	2,453	282,968	314,472	336,907	313,281	265,811	242,205
Sub Total	1,240,269	1,468,770	1,621,064	1,508,964	1,461,311	1,025,021	4,479,636	5,115,637	5,213,746	4,997,332	4,246,664	3,982,757
Anjou	7,192,451	8,348,548	8,680,477	7,643,257	8,751,593	7,538,816	9,912,627	11,121,916	11,580,563	10,218,246	11,402,818	10,109,033
Bosc	2,326,990	2,055,706	2,398,685	1,942,269	2,839,003	1,600,658	3,108,013	2,893,927	3,228,680	2,780,572	3,416,117	2,315,770
Comice	93,779	132,114	182,149	121,901	188,992	109,438	189,404	235,868	273,438	297,558	274,761	216,813
Seckel	13,162	21,451	26,651	28,958	42,124	18,067	45,416	52,827	45,665	50,638	58,266	56,041
Reds	717,442	887,636	806,982	813,297	770,041	698,304	1,002,847	1,085,911	1,092,936	1,032,736	965,337	945,809
Other	62,399	80,950	64,261	100,428	104,187	79,885	142,538	185,219	184,739	207,528	180,086	176,370
Sub Total	10,406,223	11,526,405	12,159,205	10,650,110	12,695,940	10,045,168	14,400,845	15,575,868	16,406,021	14,497,278	16,297,385	13,819,836
Total Crop	18,880,481	20,691,305	21,619,767	19,494,610	20,544,049	17,802,593						
Total Moved	7,233,989	7,696,130	7,839,498	7,335,536	6,386,798	6,732,404						
Total Remaining	11,646,492	12,995,175	13,780,269	12,159,074	14,157,251	11,070,189						
Percent Moved	38.31%	37.19%	36.26%	37.63%	31.09%	37.82%						

FRESH PEAR COMMITTEE
4382 SE INTERNATIONAL WAY #A
MILWAUKIE, OR 97222-4635

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Report No. 5
As of
November 20, 2015

All Districts As of 11/20/2015

	Anjou	Bosc	Comice	Red Anjou	Forelle, Sec, Con, Other WP	Winter Pear TOTAL	2014-2015 Winter Pear Total	Green Bartlett	Summer/Fall TOTAL	2015-2016 NW Fresh Pear Total	2014-2015 NW Fresh Pear Total
Total Projected Packout (includes loose)	9,912,627	3,108,013	189,404	1,002,847	187,954	14,400,845	15,575,668	4,122,083	4,479,636	18,880,481	20,691,305
Loose (equiv. packed boxes)	5,399,348	1,833,561	26,439	549,374	18,413	7,827,135	8,374,164	274,538	274,538	8,101,673	8,596,472
Packout To Date	4,513,279	1,274,452	162,965	453,473	169,541	6,573,710	7,201,504	3,847,545	4,205,098	10,778,808	12,094,833
C.A. (included in above)	3,923,605	1,044,820	0	364,970	6,280	5,339,675	5,770,334	1,240,386	1,256,266	6,595,941	7,231,343
Shipped:											
Off Shore	735,119	63,217	3,565	117,225	10,108	929,234	1,062,210	28,294	74,811	1,004,045	1,152,635
Brazil	5,320	379	0	1,091	376	7,166	5,268	100,299	100,890	108,056	132,948
Mexico	672,704	43,389	3,516	4,601	2,921	727,131	678,386	129,454	140,428	867,559	858,041
Canada	69,288	56,634	1,848	7,142	5,643	140,555	150,958	438,057	456,201	596,756	704,555
Domestic	1,237,745	617,404	86,696	155,346	93,345	2,190,536	2,152,441	2,204,425	2,467,037	4,657,573	4,847,951
TOTAL Shipped	2,720,176	781,023	95,625	285,405	112,393	3,994,622	4,049,263	2,900,529	3,239,367	7,233,989	7,696,130
C.A. Shipped (Included in above)	5,880	9,266	0	4,685	1,981	21,812	9,446	474,133	482,765	504,577	418,096
TOTAL % SHIPPED	27.44%	25.13%	50.49%	28.46%	59.80%	27.74%	26.00%	70.37%	72.31%	38.31%	37.19%
TOTAL AVAILABLE	7,192,451	2,326,990	93,779	717,442	75,561	10,406,223	11,526,405	1,221,554	1,240,269	11,646,492	12,995,175

All figures in Standard Box Equivalents (44#)

** Other Winter Pears include: Packham, Taylor's Gold, Red Angelo, Red Comice

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<u>ANJOU</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	75,000	3,889,225	5,013,564	934,838	9,912,627	11,121,916
Loose in equiv. std boxes	5,992	2,499,159	2,550,070	344,127	5,399,348	6,116,149
Packout to Date	69,008	1,390,066	2,463,494	590,711	4,513,279	5,005,767
C.A. Storage (included above)	0	2,226,288	1,554,737	142,580	3,923,605	4,255,552
Shipped Offshore	19,696	358,786	312,945	43,692	735,119	873,729
Shipped Brazil	0	4,760	560	0	5,320	4,532
Shipped Mexico	18,015	330,036	306,265	18,388	672,704	605,873
Shipped Canada	0	23,859	29,138	16,291	69,288	67,872
Shipped Domestic	11,903	463,566	458,544	303,732	1,237,745	1,221,362
Total Shipped	49,614	1,181,007	1,107,452	382,103	2,720,176	2,773,368
C.A. Shipped	0	5,880	0	0	5,880	0
Total % Shipped	66.15%	30.37%	22.09%	40.87%	27.44%	24.94%
Available	25,386	2,708,218	3,906,112	552,735	7,192,451	8,348,548

<u>BOSC</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	365,482	1,072,573	1,063,779	606,179	3,108,013	2,893,927
Loose in equiv. std boxes	160,297	738,170	675,716	259,378	1,833,561	1,520,677
Packout to Date	205,185	334,403	388,063	346,801	1,274,452	1,373,250
C.A. Storage (included above)	0	648,290	331,047	65,483	1,044,820	1,016,393
Shipped Offshore	14,391	28,584	15,103	5,139	63,217	61,798
Shipped Brazil	0	211	168	0	379	49
Shipped Mexico	16,661	18,708	8,020	0	43,389	52,940
Shipped Canada	10,273	17,271	13,413	15,677	56,634	71,166
Shipped Domestic	74,739	187,601	199,034	156,030	617,404	652,268
Total Shipped	116,064	252,375	235,738	176,846	781,023	838,221
C.A. Shipped	0	9,266	0	0	9,266	9,446
Total % Shipped	31.76%	23.53%	22.16%	29.17%	25.13%	28.96%
Available	249,418	820,198	828,041	429,333	2,326,990	2,055,706

<u>COMICE</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	62,366	114,616	9,930	2,492	189,404	235,868
Loose in equiv. std boxes	6,334	20,105	0	0	26,439	31,928
Packout to Date	56,032	94,511	9,930	2,492	162,965	203,940
C.A. Storage (included above)	0	0	0	0	0	0
Shipped Offshore	0	3,204	361	0	3,565	1,257
Shipped Brazil	0	0	0	0	0	0
Shipped Mexico	1,928	804	0	784	3,516	11,773
Shipped Canada	115	1,691	42	0	1,848	1,305
Shipped Domestic	29,534	48,854	7,056	1,252	86,696	89,419
Total Shipped	31,577	54,553	7,459	2,036	95,625	103,754
C.A. Shipped	0	0	0	0	0	0
Total % Shipped	50.63%	47.60%	75.12%	81.70%	50.49%	43.99%
Available	30,789	60,063	2,471	456	93,779	132,114

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<u>RED ANJOU</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	31,083	535,790	287,606	148,368	1,002,847	1,085,911
Loose in equiv. std boxes	7,295	344,257	148,937	48,885	549,374	670,449
Packout to Date	23,788	191,533	138,669	99,483	453,473	415,462
C.A. Storage (included above)	0	302,842	51,928	10,200	364,970	498,389
Shipped Offshore	3,801	65,082	40,020	8,322	117,225	101,466
Shipped Brazil	0	683	408	0	1,091	687
Shipped Mexico	1,722	2,187	104	588	4,601	4,362
Shipped Canada	468	4,768	843	1,063	7,142	4,645
Shipped Domestic	6,396	60,762	49,717	38,471	155,346	87,115
Total Shipped	12,387	133,482	91,092	48,444	285,405	198,275
C.A. Shipped	0	4,685	0	0	4,685	0
Total % Shipped	39.85%	24.91%	31.67%	32.65%	28.46%	18.26%
Available	18,696	402,308	196,514	99,924	717,442	887,636

<u>FORELLE</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	1,498	42,194	0	5,207	48,899	78,452
Loose in equiv. std boxes	0	2,772	0	0	2,772	19,404
Packout to Date	1,498	39,422	0	5,207	46,127	59,048
C.A. Storage (included above)	0	0	0	0	0	0
Shipped Offshore	0	916	0	0	916	1,071
Shipped Brazil	0	264	0	0	264	0
Shipped Mexico	0	764	0	0	764	714
Shipped Canada	89	3,783	0	495	4,367	3,960
Shipped Domestic	1,143	21,685	0	3,215	26,043	25,015
Total Shipped	1,232	27,412	0	3,710	32,354	30,760
C.A. Shipped	0	0	0	0	0	0
Total % Shipped	82.24%	64.97%	0.00%	71.25%	66.16%	39.21%
Available	266	14,782	0	1,497	16,545	47,692

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<u>CONCORDE</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	0	684	49,201	0	49,885	59,034
Loose in equiv. std boxes	0	0	8,728	0	8,728	4,775
Packout to Date	0	684	40,473	0	41,157	54,259
C.A. Storage (included above)	0	0	0	0	0	0
Shipped Offshore	0	0	455	0	455	36
Shipped Brazil	0	0	112	0	112	0
Shipped Mexico	0	0	245	0	245	686
Shipped Canada	0	0	136	0	136	287
Shipped Domestic	0	41	25,245	0	25,286	34,981
Total Shipped	0	41	26,193	0	26,234	35,990
C.A. Shipped	0	0	0	0	0	0
Total % Shipped	0.00%	5.99%	53.24%	0.00%	52.59%	60.96%
Available	0	643	23,008	0	23,651	23,044

<u>SECKEL</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	11,436	24,613	2,526	6,841	45,416	52,827
Loose in equiv. std boxes	0	0	1,095	0	1,095	9,723
Packout to Date	11,436	24,613	1,431	6,841	44,321	43,104
C.A. Storage (included above)	0	0	0	955	955	0
Shipped Offshore	165	432	0	0	597	80
Shipped Brazil	0	0	0	0	0	0
Shipped Mexico	649	871	0	0	1,520	1,590
Shipped Canada	225	876	18	21	1,140	610
Shipped Domestic	7,213	15,244	1,413	5,127	28,997	29,096
Total Shipped	8,252	17,423	1,431	5,148	32,254	31,376
C.A. Shipped	0	0	0	303	303	0
Total % Shipped	72.16%	70.79%	56.65%	75.25%	71.02%	59.39%
Available	3,184	7,190	1,095	1,693	13,162	21,451

<u>OTHER WP's</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	17,812	8,191	3,426	14,325	43,754	47,733
Loose in equiv. std boxes	1,997	0	0	3,821	5,818	9,713
Packout to Date	15,815	8,191	3,426	10,504	37,936	46,674
C.A. Storage (included above)	0	0	0	5,325	5,325	0
Shipped Offshore	3,836	2,968	1,336	0	8,140	22,773
Shipped Brazil	0	0	0	0	0	0
Shipped Mexico	392	0	0	0	392	448
Shipped Canada	0	0	0	0	0	1,113
Shipped Domestic	4,485	900	1,663	5,971	13,019	13,185
Total Shipped	8,713	3,868	2,999	5,971	21,551	37,519
C.A. Shipped	0	0	0	1,678	1,678	0
Total % Shipped	48.92%	47.22%	87.54%	41.68%	49.25%	78.60%
Available	9,099	4,323	427	8,354	22,203	10,214

*Other Winter Pears includes Packham, Taylor's Gold, Red Angelo, Red Comice

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<u>GREEN BARTLETT</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	87,888	1,329,382	2,097,131	607,682	4,122,083	4,690,297
Loose in equiv. std boxes	0	137,065	40,585	96,888	274,538	214,681
Packout to Date	87,888	1,192,317	2,056,546	510,794	3,847,545	4,475,616
C.A. Storage (included above)	0	676,386	544,200	19,800	1,240,386	1,456,234
Shipped Offshore	1,869	13,085	12,605	735	28,294	46,167
Shipped Brazil	0	64,515	35,784	0	100,299	126,096
Shipped Mexico	16,066	39,063	68,227	6,098	129,454	164,392
Shipped Canada	10,963	142,418	221,140	63,536	438,057	524,176
Shipped Domestic	56,974	626,002	1,107,079	414,370	2,204,425	2,405,705
Total Shipped	85,872	885,083	1,444,835	484,739	2,900,529	3,266,536
C.A. Shipped	0	248,232	225,901	0	474,133	406,231
Total % Shipped	97.71%	66.58%	68.90%	79.77%	70.37%	69.64%
Available	2,016	444,299	652,296	122,943	1,221,554	1,423,761

<u>RED BARTLETT*</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	0	2,885	67,402	4,298	74,585	110,868
Loose in equiv. std boxes	0	0	0	0	0	7,627
Packout to Date	0	2,885	67,402	4,298	74,585	103,241
C.A. Storage (included above)	0	0	9,424	0	9,424	4,775
Shipped Offshore	0	0	1,949	0	1,949	203
Shipped Brazil	0	0	589	0	589	1,584
Shipped Mexico	0	0	922	0	922	2,161
Shipped Canada	0	139	2,257	42	2,438	2,876
Shipped Domestic	0	1,963	48,583	4,083	54,629	68,673
Total Shipped	0	2,102	54,300	4,125	60,527	75,497
C.A. Shipped	0	0	3,471	0	3,471	2,419
Total % Shipped	0.00%	72.86%	80.56%	95.97%	81.15%	68.10%
Available	0	783	13,102	173	14,058	35,371

*Red Bartlett includes Red Sensation, Rosi Red, Red Gold, Canal, Early Red and Tosca

<u>STARKRIMSON **</u>	<u>Medford</u>	<u>Mid-Columbia</u>	<u>Wenatchee</u>	<u>Yakima</u>	<u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	15,819	136,014	125,290	5,845	282,968	314,472
Loose in equiv. std boxes	0	0	0	0	0	0
Packout to Date	15,819	136,014	125,290	5,845	282,968	314,472
C.A. Storage (included above)	0	6,000	456	0	6,456	0
Shipped Offshore	153	36,240	8,134	41	44,568	44,055
Shipped Brazil	0	2	0	0	2	0
Shipped Mexico	496	4,717	4,839	0	10,052	13,102
Shipped Canada	0	9,566	5,960	180	15,706	26,545
Shipped Domestic	15,170	83,770	103,540	5,503	207,983	221,132
Total Shipped	15,819	134,295	122,473	5,724	278,311	304,834
C.A. Shipped	0	5,161	0	0	5,161	0
Total % Shipped	100.00%	98.74%	97.75%	97.93%	98.35%	96.94%
Available	0	1,719	2,817	121	4,657	9,638

**Starkrimson includes Red Blush, Red Crimson and Crimson Red.

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<u>TOTALS</u>	<u>Green</u> <u>Bartlett</u>	<u>Red</u> <u>Bartlett*</u>	<u>Bartlett</u> <u>Sub-Total</u>	<u>Starkrimson</u> <u>**</u>	<u>GRAND</u> <u>TOTAL</u>	<u>2014-15</u>
Projected Total Packout	4,122,083	74,585	4,196,668	282,968	4,479,636	5,115,637
Loose in equiv. std boxes	274,538	0	274,538	0	274,538	222,308
Packout to Date	3,847,545	74,585	3,922,130	282,968	4,205,098	4,893,329
C.A. Storage (included above)	1,240,386	9,424	1,249,810	6,456	1,256,266	1,461,009
Shipped Offshore	28,294	1,949	30,243	44,568	74,811	90,425
Shipped Brazil	100,299	589	100,888	2	100,890	127,680
Shipped Mexico	129,454	922	130,376	10,052	140,428	179,655
Shipped Canada	438,057	2,438	440,495	15,706	456,201	553,597
Shipped Domestic	2,204,425	54,629	2,259,054	207,983	2,467,037	2,695,510
Total Shipped	2,900,529	60,527	2,961,056	278,311	3,239,367	3,646,867
C.A. Shipped	474,133	3,471	477,604	5,161	482,765	408,650
Total % Shipped	70.37%	81.15%	70.56%	98.35%	72.31%	71.29%
Available	1,221,554	14,058	1,235,612	4,657	1,240,269	1,468,770

OREGON & WASHINGTON SUMMER/FALL SHIPMENTS

Equivalent Standard Boxes

<u>Week Ending</u>	<u>12-13</u> <u>Shipments</u>	<u>13-14</u> <u>Shipments</u>	<u>14-15</u> <u>Shipments</u>	<u>15-16</u> <u>Week Ending</u>	<u>Shipments</u>
14 - Aug	18,580	52,479	89,993	14 - Aug	107,480
21 - Aug	87,323	87,250	148,670	21 - Aug	139,001
28 - Aug	157,735	186,454	179,595	28 - Aug	151,143
4 - Sep	181,899	245,032	209,234	4 - Sep	180,995
11 - Sep	280,130	255,655	220,629	11 - Sep	185,248
18 - Sep	332,966	266,291	254,905	18 - Sep	219,441
25 - Sep	316,466	307,575	248,202	25 - Sep	239,326
2 - Oct	304,019	238,492	277,180	2 - Oct	221,401
9 - Oct	279,611	269,491	304,558	9 - Oct	272,474
16 - Oct	283,452	336,728	295,477	16 - Oct	372,443
23 - Oct	306,913	316,851	296,009	23 - Oct	239,714
30 - Oct	238,324	268,215	363,799	30 - Oct	272,244
6 - Nov	273,699	270,395	280,402	6 - Nov	238,296
13 - Nov	215,155	278,948	273,661	13 - Nov	221,753
20 - Nov	212,096	212,826	204,553	20 - Nov	178,408
total to date	3,488,368	3,592,682	3,646,867	total to date	3,239,367
27 - Nov	197,189	181,562	147,146	27 - Nov	
4 - Dec	198,104	146,005	174,357	4 - Dec	
11 - Dec	171,560	167,818	179,401	11 - Dec	
18 - Dec	122,213	140,841	130,455	18 - Dec	
25 - Dec	86,661	101,603	88,523	25 - Dec	
1 - Jan	88,628	95,143	121,205	1 - Jan	
8 - Jan	128,203	161,152	151,283	8 - Jan	
15 - Jan	122,437	146,668	137,421	15 - Jan	
22 - Jan	88,201	104,061	92,944	22 - Jan	
29 - Jan	104,809	129,330	66,965	29 - Jan	
5 - Feb	75,715	75,829	56,293	5 - Feb	
12 - Feb	58,445	91,082	56,861	12 - Feb	
19 - Feb	30,656	42,874	24,077	19 - Feb	
26 - Feb	23,580	30,068	22,134	26 - Feb	
4 - Mar	12,563	7,028	19,705	4 - Mar	
Season Total	4,997,332	5,213,746	5,115,637	Season Total	3,239,367

As of 11/20/2015

COMPARATIVE MOVEMENT OF WINTER PEARS AND SUMMER/FALL PEARS

*Canada is included with Domestic, not export

2015-16 SEASON

	<u>Canada & Domestic</u>	<u>*Export</u>	<u>Total</u>
AUG TO 9/25/2015			
Anjou	300,970	343,168	644,138
Bosc	119,886	23,330	143,216
Comice	11,100	1,643	12,743
Concorde	5,689	294	5,983
Red Anjou	13,590	7,625	21,215
Misc WP	7,509	1,414	8,923
Summer/Fall	1,035,818	186,816	1,222,634
TOTAL	1,494,562	564,290	2,058,852

2014-15 SEASON

	<u>Canada & Domestic</u>	<u>*Export</u>	<u>Total</u>
AUG TO 9/26/2014			
Anjou	293,033	352,061	645,094
Bosc	147,850	24,712	172,562
Comice	14,397	2,633	17,030
Concorde	2,646	0	2,646
Red Anjou	5,143	1,793	6,936
Misc WP	8,503	5,977	14,480
Summer/Fall	1,133,423	217,805	1,351,228
TOTAL	1,604,995	604,981	2,209,976

9/26/2015 TO 10/9/2015

Anjou	184,097	259,660	443,757
Bosc	98,652	20,126	118,778
Comice	11,840	835	12,675
Concorde	5,256	469	5,725
Red Anjou	14,476	34,553	49,029
Misc WP	8,610	767	9,377
Summer/Fall	442,639	51,236	493,875
TOTAL	765,570	367,646	1,133,216

9/27/2014 TO 10/10/2014

Anjou	195,644	317,932	513,576
Bosc	115,542	32,185	147,727
Comice	14,688	2,158	16,846
Concorde	3,538	147	3,685
Red Anjou	10,158	42,807	52,965
Misc WP	12,366	13,590	25,956
Summer/Fall	515,883	65,855	581,738
TOTAL	867,819	474,674	1,342,493

10/10/2015 TO 10/23/2015

Anjou	233,269	248,048	481,317
Bosc	126,434	18,136	144,570
Comice	17,983	273	18,256
Concorde	3,824	0	3,824
Red Anjou	27,099	25,631	52,730
Misc WP	10,665	2,193	12,858
Summer/Fall	563,547	48,610	612,157
TOTAL	982,821	342,891	1,325,712

10/11/2014 TO 10/24/2014

Anjou	235,350	278,186	513,536
Bosc	111,420	22,888	134,308
Comice	12,748	1,483	14,231
Concorde	5,967	98	6,065
Red Anjou	17,346	14,457	31,803
Misc WP	8,221	2,983	11,204
Summer/Fall	529,542	61,944	591,486
TOTAL	920,594	382,039	1,302,633

10/24/2015 TO 11/6/2015

Anjou	274,325	263,392	537,717
Bosc	151,450	22,603	174,053
Comice	19,708	1,586	21,294
Concorde	7,988	49	8,037
Red Anjou	49,992	29,015	79,007
Misc WP	8,708	5,600	14,308
Summer/Fall	483,916	26,624	510,540
TOTAL	996,087	348,869	1,344,956

10/25/2014 TO 11/7/2014

Anjou	229,291	250,631	479,922
Bosc	158,816	19,130	177,946
Comice	17,940	4,088	22,028
Concorde	11,297	184	11,481
Red Anjou	21,333	20,700	42,033
Misc WP	6,091	381	6,472
Summer/Fall	597,121	47,080	644,201
TOTAL	1,041,889	342,194	1,384,083

11/7/2015 TO 11/20/2015

Anjou	314,372	298,875	613,247
Bosc	177,616	22,790	200,406
Comice	27,913	2,744	30,657
Concorde	2,665	0	2,665
Red Anjou	57,331	26,093	83,424
Misc WP	7,664	675	8,339
Summer/Fall	397,318	2,843	400,161
TOTAL	984,879	354,020	1,338,899

11/8/2014 TO 11/21/2014

Anjou	335,916	285,324	621,240
Bosc	189,806	15,872	205,678
Comice	30,951	2,668	33,619
Concorde	11,820	293	12,113
Red Anjou	37,780	26,758	64,538
Misc WP	8,823	1,960	10,783
Summer/Fall	473,138	5,076	478,214
TOTAL	1,088,234	337,951	1,426,185

As of 11/20/2015

COMPARATIVE MOVEMENT OF WINTER PEARS AND SUMMER/FALL PEARS

*Canada is included with Domestic, not export

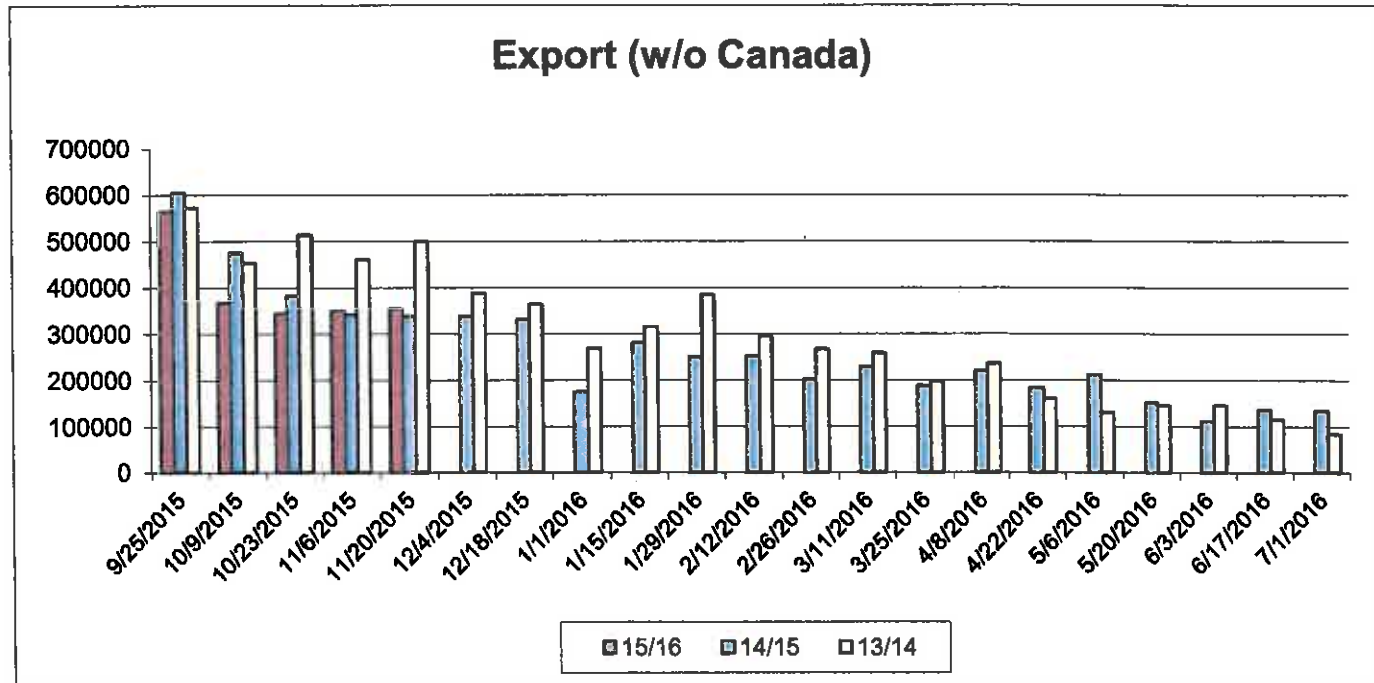
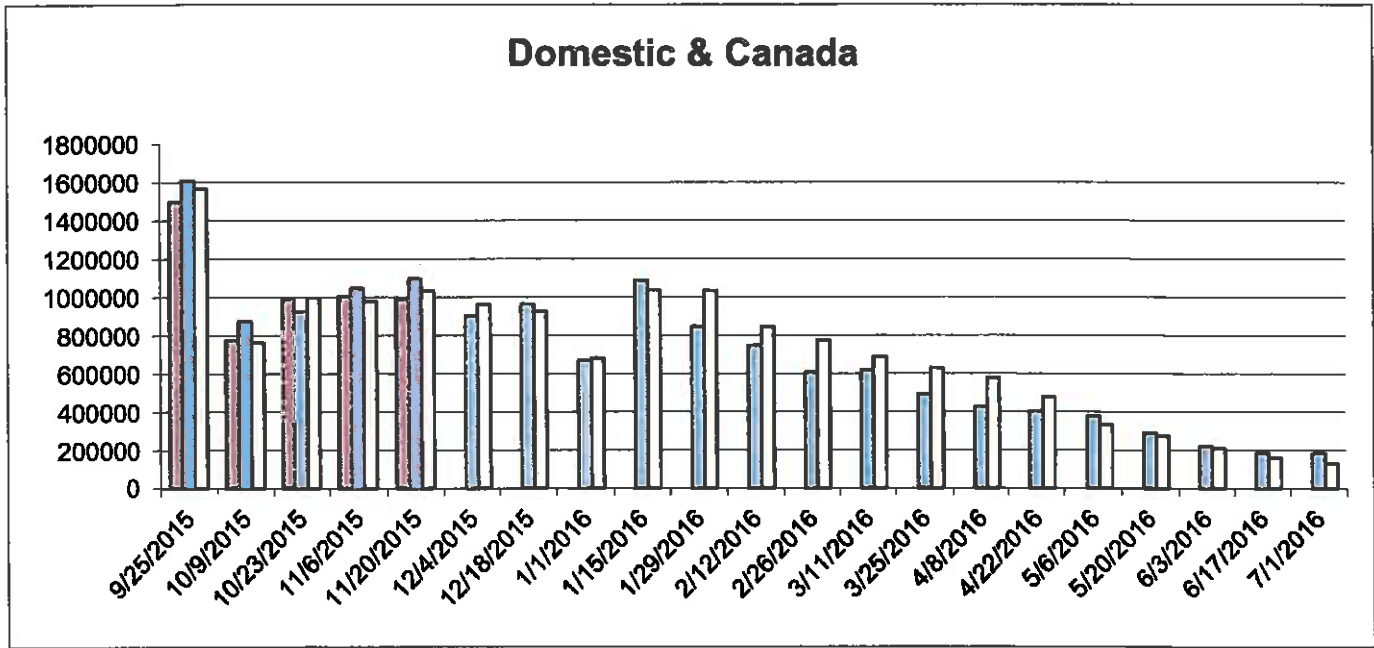
2015-16 SEASON				2014-15 SEASON			
	<u>Canada & Domestic</u>	<u>*Export</u>	<u>Total</u>		<u>Canada & Domestic</u>	<u>*Export</u>	<u>Total</u>
TOTAL TO DATE				TOTAL TO DATE:			
Anjou	1,307,033	1,413,143	2,720,176	Anjou	1,289,234	1,484,134	2,773,368
Bosc	674,038	106,985	781,023	Bosc	723,434	114,787	838,221
Comice	88,544	7,081	95,625	Comice	90,724	13,030	103,754
Concorde	25,422	812	26,234	Concorde	35,268	722	35,990
Red Anjou	162,488	122,917	285,405	Red Anjou	91,760	106,515	198,275
MiscWP	73,566	12,593	86,159	MiscWP	72,979	26,676	99,655
Summer/Fall	2,923,238	316,129	3,239,367	Summer/Fall	3,249,107	397,760	3,646,867
TOTAL	5,254,329	1,979,660	7,233,989	TOTAL	5,552,506	2,143,624	7,696,130

	2010-2011 26-Nov-2010	2011-2012 25-Nov-2011	2012-2013 23-Nov-2012	2013-2014 22-Nov-2013	2014-2015 21-Nov-2014	Five Year Average	2015-2016 20-Nov-2015
Packout	17,802,593	20,544,049	19,494,610	21,619,767	20,691,305	20,030,464	18,880,481
Moved	6,732,200	6,372,028	7,335,536	7,836,498	7,696,130	7,194,478	7,233,989
Available	11,070,393	14,172,021	12,159,074	13,783,269	12,995,175	12,835,986	11,646,492
Percent Moved	37.82%	31.02%	37.63%	36.25%	37.19%	35.92%	38.31%
Percent Available	62.18%	68.98%	62.37%	63.75%	62.81%	64.08%	61.69%

Pears Imported	3,684,979	2,958,922	3,527,464	3,078,570	3,095,629	3,269,112	
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	2012-2013		2014-2015		Five-Year Average		Two-Year Average		2015-2016	
	Canada & Domestic	Export	Canada & Domestic	Export	Canada & Domestic	Export	Canada & Domestic	Export	Canada & Domestic	Export
	1,363,733	493,044	1,608,988	605,173	1,323,569	523,455	1,586,386	589,298	1,498,033	564,577
	843,342	470,184	873,866	475,042	785,959	430,982	817,386	464,397	772,021	367,897
	994,000	426,615	925,716	382,933	917,044	454,639	961,295	448,511	989,233	343,384
	1,008,265	445,994	1,047,631	342,405	968,391	451,685	1,012,849	401,508	1,004,339	349,438
	836,350	454,009	1,096,305	338,071	882,758	455,991	1,065,492	419,190	990,703	354,364
	5,045,690	2,289,846	5,552,506	2,143,624	4,877,721	2,316,752	5,443,408	2,322,904	5,254,329	1,979,660
	1,089,113	437,767	902,009	338,149	1,010,187	393,639	932,215	363,187	0	0
	841,113	361,662	963,707	331,260	862,573	343,231	945,321	347,843	0	0
	625,651	208,261	669,771	174,583	665,373	217,789	675,709	222,068	0	0
	955,005	302,228	1,089,112	280,798	967,845	292,324	1,063,069	298,041	0	0
	886,112	285,648	846,332	250,410	872,819	284,588	940,296	317,491	0	0
	814,448	239,961	747,638	251,821	769,227	251,871	796,147	273,707	0	0
	596,242	218,839	605,538	201,725	646,085	215,763	690,137	234,676	0	0
	583,713	220,014	615,325	228,794	600,588	231,461	651,724	243,666	0	0
	448,007	251,740	492,293	188,152	515,433	213,763	560,333	192,284	0	0
	379,649	172,451	426,228	219,769	458,197	187,620	501,870	227,769	0	0
	362,500	167,666	401,352	183,430	417,096	164,497	439,167	172,102	0	0
	300,965	112,168	378,182	211,835	357,274	146,995	354,465	171,254	0	0
	282,270	118,541	289,111	151,944	295,320	147,559	280,892	148,679	0	0
	197,139	121,467	221,824	111,764	231,055	132,052	215,472	128,975	0	0
	143,574	97,823	185,929	136,637	184,518	111,747	173,302	126,059	0	0
	89,734	28,854	184,732	133,635	138,142	100,938	158,155	108,780	0	0
	13,640,925	5,634,936	14,571,589	5,538,330	13,869,453	5,752,589	14,821,682	5,899,485	5,254,329	1,979,660

FRESH PEAR MOVEMENT Domestic & Canada



Organic Pear Crop Report as of November 20, 2015

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Standard Box Equivalents (44#) for all numbers

Varieties	Anjou	Bosc	Comice	Red Anjou	Concorde	Seckel	Organic Winter Pear Total 2015-16	11/21/14 W/P Total 2014-15	Green Bartlett	Red Bartlett & Other (1) Summer / Fall	Starkinson	Organic Summer/Fall Total 2015-16	11/21/14 S/F Total 2014-15	2015-2016 Organic Pear Total	2014-2015 Organic Pear Total
Total Projected															
Packout (std. box)	397,866	237,838	3,010	47,490	15,197	1,897	703,298	703,450	256,030	27,055	31,746	314,831	421,512	1,018,129	1,124,962
Packout to Date	199,688	124,829	3,010	34,129	14,605	1,897	378,158	351,293	256,030	27,055	31,746	314,831	400,920	692,989	752,213
Total Loose (in Std. Box Equiv. 44#)	198,178	113,009	0	13,361	592	0	325,140	352,157	0	0	0	0	20,592	325,140	372,749
CA Storage (Included in above)	64,255	16,977	0	5,103	0	0	86,335	117,632	6,848	20	0	6,868	30,827	93,203	148,459
Offshore Shipped	470	264	0	0	0	0	734	2,372	0	0	0	0	0	734	2,372
Peru Shipped	0	0	0	0	0	0	0	0	0	147	0	147	0	147	0
Mexico Shipped	1,386	324	0	0	0	0	1,710	384	0	0	0	0	161	1,710	545
Canada Shipped	4,655	4,347	0	271	42	18	9,333	11,535	19,885	189	238	20,312	25,988	29,645	37,523
Domestic Shipped	126,717	71,302	2,647	17,722	9,813	1,633	229,834	224,587	235,235	25,297	30,931	291,463	347,660	521,297	572,247
Total Shipped	133,228	76,237	2,647	17,993	9,855	1,651	241,611	238,878	255,120	25,633	31,169	311,922	373,809	553,533	612,687
Shipped C.A. (Included in above)	0	0	0	0	0	0	0	0	6,848	20	0	6,868	0	6,868	0
Total % Shipped	33.49%	32.05%	87.94%	37.89%	64.85%	87.03%	34.35%	33.96%	99.64%	94.74%	98.18%	99.08%	88.68%	54.37%	54.46%
Total Available	264,638	161,601	363	29,497	5,342	246	461,687	464,572	910	1,422	577	2,909	47,703	464,596	512,275

1. Other Summer/Fall Pears include: Red Sensation, Rosi Red, Red Gold, Canal, Early Red and Tosca
2. Other Winter Pears include: Packham, Forelle, Taylor's Gold

Organic Winter Pears as of November 20, 2015

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Standard Box Equivalents (44#) for all numbers

Varieties	Anjou	2014-15 Anjou	Bosc	2014-15 Bosc	Comice	2014-15 Comice	Red Anjou	2014-15 Red Anjou	Concorde	2014-15 Concorde	Seckel	2014-15 Seckel	Organic Winter Pear Total	11/21/14 W/P Total
Total Projected														
Packout (std. box)	397,866	414,628	237,838	212,823	3,010	3,598	47,490	51,458	15,197	17,707	1,897	3,236	703,298	703,450
Packout to Date	199,688	174,121	124,829	127,623	3,010	3,198	34,129	25,408	14,605	17,707	1,897	3,236	378,158	351,293
Total Loose (in Std. Box Equiv. 44#)	198,178	240,507	113,009	85,200	0	400	13,361	26,050	592	0	0	0	325,140	352,157
CA Storage (included in above)	64,255	76,471	16,977	28,358	0	0	5,103	12,803	0	0	0	0	86,335	117,632
Offshore Shipped	470	330	264	2,042	0	0	0	0	0	0	0	0	734	2,372
Brazil Shipped	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Mexico Shipped	1,386	325	324	59	0	0	0	0	0	0	0	0	1,710	384
Canada Shipped	4,655	4,360	4,347	6,817	0	0	271	331	42	27	18	0	9,333	11,535
Domestic Shipped	126,717	117,985	71,302	83,055	2,647	2,478	17,722	10,905	9,813	7,107	1,633	3,057	229,834	224,587
Total Shipped	133,228	123,000	76,237	91,973	2,647	2,478	17,993	11,236	9,855	7,134	1,651	3,057	241,611	238,878
Shipped C.A. (included in above)	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total % Shipped	33.49%	29.67%	32.05%	43.22%	87.94%	68.87%	37.89%	21.84%	64.85%	40.29%	87.03%	94.47%	34.35%	33.96%
Total Available	264,638	291,628	161,601	120,850	363	1,120	29,497	40,222	5,342	10,573	246	179	461,687	464,572

1. Other Summer/Fall Pears include: Red Sensation, Rosi Red, Red Gold, Canal, Early Red and Tosca
2. Other Winter Pears include: Packham, Forelle, Taylor's Gold

Organic Winter Pears as of November 20, 2015

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Varieties	Green Bartlett	2014-15 Green Bartlett	Red Bartlett & Other (1) Summer Fall	2014-15 Red Bartlett & Other (1) Summer Fall	Starkrimson	2014-15 Starkrimson	Organic Summer Fall Total 2015-16	11/21/14 S/F Total 2014-15
Total Projected								
Packout (std. box)	256,030	347,209	27,055	42,463	31,746	31,840	314,831	421,512
Packout to Date	256,030	326,617	27,055	42,463	31,746	31,840	314,831	400,920
Total Loose (in Std. Box Equiv. 44#)	0	20,592	0	0	0	0	0	20,592
CA Storage (included in above)	6,848	30,827	20	0	0	0	6,868	30,827
Offshore Shipped	0	0	0	0	0	0	0	0
Brazil Shipped	0	0	147	0	0	0	147	0
Mexico Shipped	0	0	0	161	0	0	0	161
Canada Shipped	19,885	24,494	189	1,031	238	463	20,312	25,988
Domestic Shipped	235,235	278,831	25,297	37,507	30,931	31,322	291,463	347,660
Total Shipped	255,120	303,325	25,633	38,699	31,169	31,785	311,922	373,809
Shipped C.A. (included in above)	6,848	3,504	20	0	0	0	6,868	3,504
Total % Shipped	99.64%	87.36%	94.74%	91.14%	98.18%	99.83%	99.08%	88.68%
Total Available	910	43,884	1,422	3,764	577	55	2,909	47,703

