

A photograph of a white plastic crate filled with numerous green pears. The pears are of various sizes and are piled together. A dark green leaf is visible in the upper left corner. The crate has a white plastic mesh side. The text is overlaid on the top half of the image.

California Pear Advisory Board Board of Directors Meeting

**June 16, 2016
Courtland, CA**

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.

CALIFORNIA PEAR ADVISORY BOARD

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

MEETING NOTICE

Thursday, June 16, 2016

**Greene and Hemly
Hemly Home – Downstairs before Pear BBQ
11300 State Highway 160
Courtland, CA 95615
Phone: (916) 775-1379
9:30am – 11:30am**

AGENDA

- I. Call to Order
- II. Roll Call/Introductions
- III. Approval of April 12, 2016 Meeting Minutes
- IV. Public Comments
- V. Election Results
 - Seating of the 2016 Board
 - Election of Chairman, Vice Chairman and Members at Large
- VI. 2016 Estimates
 - Bartlett Estimate
 - Variety Estimate
- VII. 2016 Budget and Assessment Rate
 - 2015-16 Budget/End of Year Estimates
 - 2016-17 Assessment Rate
 - 2016-17 Budget
 - 2015 Audit
 - Line of Credit
 - Inter- Budgetary Transfers

Board action may be taken on any of the above items

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- VIII. Research/Pest Management
 - Research Update
 - CSCC Tour
 - Product Updates
 - Post-Harvest Position at UC Davis
- IX. Tool Box/Public Relations Update
 - Communications/Messaging
 - Farm to Fork
 - Social Media
 - Targeted Programs
- X. Export Promotion/Trade Policy
 - Export Program Update
 - Reverse Trade Missions
 - Trade Issues
- XI. Other Business
- XII. Adjourn

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>.

Board action may be taken on any of the above items

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CALIFORNIA PEAR ADVISORY BOARD

EARLY DISTRICT

TERM EXPIRES

John Callis, Courtland	4/30/17
Patrick Archibeque	4/30/19
Richard Elliot, Courtland	4/30/19
Topher Chan, Courtland	4/30/18
Matthew Hemly, Courtland	4/30/18
Mark Lubich, Courtland	4/30/18

Alternate:

Eric Smith	4/30/17
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LATE DISTRICT

TERM EXPIRES

Steve Johnson, Ukiah	4/30/17
Dan Thortnon, Potter Valley	4/30/17
Pat Scully, Finley	4/30/19
Chris Ruddick, Ukiah	4/30/19

Alternate:

David Thiessen, Finley	4/30/17
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MEMBERS AT LARGE

TERM EXPIRES

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

CPAB Committees – 2016/17

Research Committee

John Callis, Chair
Andy Scully
Diane Henderson
Jeff McCormack
Randy Ruddick
Doug Hemly
Brock Zoller

(Postharvest Research is also sent to shippers for input)

PPMRF

Pat McCaa Chair
Doug Hemly Vice Chair
Michel Copeland Treasure
Bob McClain Pres.
Adam Stacy
Broc Zoller
Mike Hildreth
Bill Oldham
Peter Johnson

Marketing/Promotion Committee

Kyle Persky - Chair
Virginia Hemly Chabarra
Larelle Miller
David Thiessen

Management Committee

Pat Scully-Chair
Matthew Hemly
John Callis
Richard Elliot
Steve Johnson

**MINUTES
CALIFORNIA PEAR ADVISORY BOARD MEETING**

April 12, 2016
Sacramento, California

- I. Vice Chairman Matthew Hemly called the meeting of the California Pear Advisory Board to order at 9:00 a.m.

- II. **Roll Call** – There was a quorum.

Members in attendance:

Matthew Hemly
John Callis
Dan Thornton
Mark Lubich
Chris Ruddick

Kyle Persky
Stephen Johnson
Wendy Buckley-Stokes
Pat Scully

Members Absent:

Richard Elliot
Chiles Wilson

Patrick Archibeque
David Weiss

Other Attendees:

David Hillis, CDFA Marketing Branch
Kassie Frasier, BCI
Doug Hemly, Greene and Hemly
Paul Wilson, Rivermaid
Chris Zanobini, CPAB

Bob McClain, CPAB
Holly Klein, TCD
Mike Isola, Rivermaid
Kyle Persky, Rivermaid

III. Introductions

Introductions were made from the floor.

IV. Approval of December 9, 2015 Meeting Minutes

It was moved, seconded, and unanimously approved to adopt the minutes for the December 16, 2014 meeting (15-12)

V. Board Elections

Chris Zanobini indicated that the nomination letter and forms were sent out in February and that nominations were due by the end of the day March 31, 2016. There are two open seats in the both districts and the alternate position in both districts. The following individuals have been nominated to run for board seats.

Early District

Patrick Archibeque
Richard Elliot
Eric Smith

Late District

Pat Scully
David Thiessen
Chris Ruddick

Ballots were mailed the first week of April

VI. Research and Field Directors Report

Bob McClain indicated that the research committee along with PPMRF met on February 11, 2016 to review and decide on research proposals for the 2016/17 season. Mr. McClain reported that the committee discussed a number of items including increased charge for UC Research overhead, how do we prioritize how much we spend on research, what is the threshold for research funding, best practices for smart fresh and making sure that we have the next generation of growers involved in the discussions.

Mr. McClain reported that the research committee recommends research funding in the amount of \$182,625, (A list of the projects and budget is attached to these minutes.)

It was moved, seconded, and unanimously approved to adopt the recommendation of the research committee to fund research in the amount of \$182,625. (15-13)

Mr. McClain provided a brief report on Kusamin, the California Specialty Crops Council and asked if there was interest in another Sustainability Survey.

VII. Export Marketing Program

Kassie Frasier from Bryant Christie presented the proposed export promotion program. Major markets are Canada and Mexico with secondary markets in Central America, Columbia, Brazil, India and Hong Kong. There is a reverse trade mission planned for Central America.

(A copy of the Export Program Budget is attached to these minutes)

It was moved, seconded, and unanimously approved to accept the export program and budget as presented with a total budget of \$598,823(15-14)

VIII. CPAB Marketing and Promotions Plan

Marilyn Dolan, TCD, presented the proposed marketing and promotions plan for the upcoming year. The program will continue to build on CPAB's communications platforms and incorporating social media, farm to fork, the international blogger conference, BCRF as well as an event in Lake County for a total budget of \$94,000.

Chris Zanobini indicated that it was the desire of the committee to continue with the Costco Farm to Table promotion. There was discussion by the board if it was better to do the magazine promotion or to support sampling. It was agreed that the shippers would inquire with Costco to gage the opinion of the produce buyer. In addition a plan for a targeted promotion with Kroger was discussed. Kroger is one of the few chains that has multiple divisions and that all shippers did business with. A targeted program with Kroger would have positive impacts on the whole industry. It was recommended that CPAB engage with a merchandiser if possible and that we move forward with Costco and Kroger based on feedback received with a total budget of \$135,000.

It was recommended to the board that the program be approved as presented.

It was moved, seconded, and unanimously approved to accept the Marketing and Promotions program/plan as presented with a total budget of \$94,000 for PR, Social Media and Events and \$135,000 for targeted retail activities (15-15)

IX. Budget Review and Approval

The 2015/16 projected year end budget was reviewed by Chris Zanobini.

X. Other Business

There was a roundtable discussion about crop status and outlook as well as northwest inventories and imports

The next meeting will be held in conjunction with the Pear BBQ in June.

XI. Adjourn

The meeting was adjourned at 11:45.

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 April 12, 2016.

Chris A Zanobini
Executive Director

2016 California Pear Research

No.	Proposal/Title	Budget Request	CPAB Amount	PPMRE Amount
Entomology				
1	Climate Change and its Impact on Predicting Codling Moth Emergence - Alan Knight, USDA-ARS Wapato, WA	12,000		12,000
2	Phenology and Distribution of Brown Marmorated Stink Bugs in California Pear Orchards - Rachel Elkins, UCCE Lake and Mendocino, Chuck Ingels, UCCE Sacramento; Bob Van Steenwyk, UC Berkeley; Lucia Varela, UC IPM North Coast	16,023		16,023
	Subtotal:	28,023		28,023
Plant Pathology				
3	Evaluation of New Bactericides for Control of Fireblight of Pear Caused by <i>Erwinia amylovora</i> - Jim Adaskaveg, UC Riverside	18,000		18,000
4	Detection of Fungicide Resistance in Population of <i>Venturia pirina</i> in California Pear Orchards - Doug Gubler, UC Davis	16,612		16,612
5	Comparison of Products and Timings for Control of Fire Blight - Chuck Ingels, UCCE Sacramento	15,274		15,274
	Subtotal:	49,886		49,886
Orchard Systems				
6	Rootstocks and Orchard Systems for European Pears - Rachel Elkins, UCCE Lake County	17,973	17,973	
7	Website in Support of the Pear Genomics Research Group - Carlos Crisosto, UC Fruit and Nut Research and Information Center: http://ucanr.edu/sites/peargenomics/	1,500	1,500	
8	Development of Marker-Based Breeding Technologies for Pear Improvement; Montanari Post-Doc Position - David Neale, UC Davis	50,000	50,000	
8	Marker-based Breeding for Pear - Neale, Montanari, UCD; Troggio (FEM Italy); Durel (INRA, France); Chagne (PFR New Zealand)	83,000.00	53,000.00	30,000
	Subtotal:	152,473	122,473	30,000
Postharvest				
10	Predicting Ripening and Postharvest Quality of 'Bartlett' Pears (NIR, Near Infrared) - Beth Mitcham, UC Davis	45,457	45,457	
11	Using Molecular Tools to Predict Ripening Capacity and Response to Smartfresh™ of 'Bartlett' Pears - Beth Mitcham, UC Davis	11,945	11,945	
	Subtotal:	57,402	57,402	
	Farm Advisor Research Travel	3,000	1,500	1,500
	Printing and Web Page Costs Associated with Research	2,500	1,250	1,250
	Totals:	293,264	182,625	110,559

2015 CA Pear Production Research Totals:
2014 CA Pear Production Research Totals:
2013 CA Pear Production Research Totals:

268,060
284,529
272,095

164,213
197,138
191,545

103,847
87,341
80,551

**California Pear Advisory Board
2016-17 Proposed Budget
(Updated April 4, 2016)**

	Brazil	CPAB	MAP	Total	Market Total
M15GXBR001	Representation and Communication	\$ -	\$ -	\$ -	
M15GXBR002	Promotional Support (Emerging Markets Funds)	\$ -	\$ 15,000	\$ 15,000	\$ 15,000
	Canada	CPAB	MAP	Total	
M15GXCA001	Trade Communication/Representation/Travel	\$ 20,000	\$ 60,000	\$ 80,000	
M15GXCA002	Technical Assistance	\$ -	\$ 7,000	\$ 7,000	
M15GXCA003	Trade Show	\$ 7,500	\$ 7,500	\$ 15,000	
M15GXCA004	Cooperative Promotions		\$ 130,000	\$ 130,000	
M15GXCA005	Consumer Research		\$ 7,500	\$ 7,500	
M15GXCA006	tasteUs! Foodservice Promotions		\$ -	\$ -	
M15GXCA007	tasteUS! Consumer Focus		\$ -	\$ -	
	taste US! GBI	\$ 5,000	\$ -	\$ 5,000	\$ 244,500
	Central America	CPAB	MAP	Total	
M15GXCEN01	Representation	\$ 5,000	\$ 4,000	\$ 9,000	
M15GXCEN02	Promotional Support	\$ 4,000	\$ 25,000	\$ 29,000	\$ 38,000
	Colombia	CPAB	MAP	Total	
M15GXCL001	Representation/Communication	\$ 1,000	\$ 5,000	\$ 6,000	
M15GXCL002	Technical Assistance	\$ -	\$ -	\$ -	
M15GXCL003	Promotional Support	\$ 1,000	\$ 19,000	\$ 20,000	\$ 26,000
	Ecuador	CPAB	MAP	Total	
M15GXEC001	Representative	\$ -	\$ -	\$ -	
M15GXEC002	Technical Assistance	\$ -	\$ -	\$ -	
M15GXEC003	Promotional Support	\$ -	\$ -	\$ -	\$ -
	Hong Kong	CPAB	MAP	Total	
M15GXHK001	Representation	\$ -	\$ -	\$ -	
M15GXHK002	Promotional Support	\$ -	\$ 15,000	\$ 15,000	\$ 15,000
	India	CPAB	MAP	Total	
M15GXIN001	Representation	\$ -	\$ 20,000	\$ 20,000	
M15GXIN002	Technical Assistance	\$ -	\$ -	\$ -	
M15GXIN003	Promotional Support	\$ -	\$ 15,000	\$ 15,000	\$ 35,000
	Mexico	CPAB	MAP	Total	
M15GXM001	Retainer Fee	\$ -	\$ 40,000	\$ 40,000	
M15GXM001	Trade Communication, Travel, & Expenses	\$ 3,814	\$ 500	\$ 4,314	
M15GXM002	Technical Support & Merchandising	\$ 8,500	\$ 15,000	\$ 23,500	
M15GXM003	Trade shows: ANTAD, Retailer Shows	\$ 5,500	\$ 7,000	\$ 12,500	
M15GXM004	Wholesale Promotion	\$ 2,000	\$ 9,000	\$ 11,000	
M15GXM005	Retail/Consumer Promotion	\$ 6,686	\$ 107,723	\$ 114,409	
M15GXM006	Produce Analytic Information	\$ -	\$ 19,600	\$ 19,600	\$ 225,323
	Miscellaneous	CPAB	MAP	Total	
	Total	\$70,000	\$528,823	\$598,823	
	GBI Activity	CPAB	GBI	Total	
	California Grown in Mexico				



CALIFORNIA
P E A R
Advisory Board

June 6, 2016

CALIFORNIA PEAR GROWER CROP ESTIMATING TEAMS

Dear Pear Grower:

It's time to estimate the 2016 California pear crop. District Grower Crop Estimating Teams have been appointed by the California Pear Advisory Board (see Attachment A). In addition, the Board has appointed ex officio members of the estimating teams. Attachment B shows 2015 fresh production by variety. Attachment C is a 2016 Bartlett Estimates worksheet for your use with historical data from 2011 to 2015. Please note that the fresh estimates are calculated and displayed in 36-lb. tight-fill cartons.

The surveys must be made prior to June 13, 2016 and the team chairperson should phone, fax or email estimates to the CPAB office no later than 12:00 noon on that day. This information will be reviewed at the June 16, 2016 meeting of the Pear Advisory Board.

All pears anticipated for a commercial market, including fermented and juice outlets, should be taken into account. Also, information concerning unusual crop conditions (hail and frost damage) should be accumulated and passed along to this office.

Sincerely,

Chris Zanobini
Executive Director

cc: Pear Advisory Board Members
David Hillis, CDFA Marketing Branch

Attachments

2016 BARTLETT & FALL PEAR GROWER CROP ESTIMATING TEAMS

EARLY DISTRICT

Sacramento - San Joaquin- Upper Sacramento Valley

Chuck Baker, Chair
Chris Frieders
Mark Lubich
Matthew Hemly
Robert Arceo
Bob McClain
Richard Elliot
Topher Chan
John Callis

LATE DISTRICT

Lake

Pat Scully, Chair
E. A. Rohner
Diane Henderson
Brent Holdenried
Larry Rogers
David Weiss
Greg Rohner
Ken Barr
Broc Zoller
Bob McClain

Mendocino

Pete Johnson, Chair
Larry Thornton
Pat Scully
Randy Ruddick
Bob McClain

CALIFORNIA BARTLETT PEARS ESTIMATE 2016

	2011		2012		2013		2014		2015 Final		2016 Estimate		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	1,924,847	100,203	1,372,348	110,129	1,646,352	94,409	1,349,271	93,775	1,012,143			
Lake	37,766	1,138,488	35,245	1,100,843	37,053	980,732	28,348	846,133	38,659	782,254			
Mendocino	24,425	310,133	23,537	279,443	25,830	346,820	19,577	283,217	24,726	236,832			
TOTAL:	192,273	3,373,268	158,985	2,752,634	173,012	2,982,904	142,334	2,458,621	157,160	2,031,229	0	0	

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	146	257	588	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	73,228	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	15,359
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 BARTLETT PEARS ESTIMATE 2016

	2011		2012		2013		2014		2015 Final		2016 Estimate		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	
5 River District (Sacramento/Upper Sacramento)	130,082	1,924,647	100,203	1,372,348	110,129	1,646,352	94,408	1,348,271	93,775	1,012,143	92,500	1,050,000	7/5
Lake	37,766	1,138,486	35,245	1,100,843	37,053	989,732	28,348	846,133	38,659	782,254	33,000	700,000	7/28
Mendocino	24,425	310,133	23,537	279,443	25,830	346,820	19,577	263,217	24,726	236,832	21,000	250,000	7/25
TOTAL:	192,273	3,373,266	158,985	2,752,634	173,012	2,982,904	142,334	2,458,621	157,160	2,031,229	146,500	2,000,000	

California Pear - 2016 Fresh Estimate

Please report fresh estimate in 36 pound TFE - This information will be used for the 2016 fresh estimate

	River	Mendocino	Lake	Total
Sunsprites	17500			17500
Starkcrimson	35400	8500	13000	56900
Other Red	21500	700	7500	29700
Bartlett	1050000	250000	700000	2000000
Golden Russet Bosc	225000	10000	35000	270000
Bosc	10000	38000	12000	60000
Cornice	6750		6500	13250
Seckel	3420			3420
Forelle	5000	1200	1600	7800
French Butter	5500		300	5800
Taylors Gold	0			0
Other	10000			10000
TOTAL				2474370

California Pear Utilization 1990 - 2016

	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	2016 Est			
Cannery	98,139	103,979	96,052	106,948	90,244	112,699	103,000			
Fresh Bartlett	51,714	60,719	49,597	53,734	44,255	36,562	36,000			
Fresh Other	13,714	20,223	16,074	14,445	10,077	12,888	8,539			
Processed Other	13,395	14,748	15,924	12,468	7,835	7,899	7,500			
Total Tons	176,962	199,669	177,647	187,595	152,411	170,048	155,039			
Bartletts Cartons	2,873,000	3,373,278	2,755,389	2,985,222	2,458,611	2,031,229	2,000,000			
Bartlett Tons	163,248	179,446	161,573	173,150	142,334	157,160	146,500			

**2016
Crop Assumptions**

06/15/16

Bartletts	Total Tons	Fresh Pack	Fresh Tons	Fresh %
<i>River</i>	92,500	1,050,000	18,900	20%
<i>Lake</i>	33,000	700,000	12,600	38%
<i>Mendocino</i>	21,000	250,000	4,500	21%
Total	146,500	2,000,000	36,000	
Total Crop	156,500			
Bartletts	146,500			
Other	10,000			
Organic				

Fresh Rate \$ 0.20

ASSESSMENT WORKSHEET	Quantity	Assessment Rate	Total
Fresh in 36 lb TFE	2,474,370	\$ 0.20	\$ 494,874.00
<i>Bartlett</i>	2,000,000	\$ 0.20	\$ 400,000.00
<i>Sunsprite</i>	17,500	\$ 0.20	\$ 3,500.00
<i>Starkcrimson</i>	56,900	\$ 0.20	\$ 11,380.00
<i>Other Red</i>	29,700	\$ 0.20	\$ 5,940.00
<i>Bosc</i>	60,000	\$ 0.20	\$ 12,000.00
<i>Golden Russet Bosc</i>	270,000	\$ 0.20	\$ 54,000.00
<i>Comice</i>	13,250	\$ 0.20	\$ 2,650.00
<i>Seckel</i>	3,420	\$ 0.20	\$ 684.00
<i>Forelle</i>	7,800	\$ 0.20	\$ 1,560.00
<i>French Butter</i>	5,800	\$ 0.20	\$ 1,160.00
<i>Organic Bartlett</i>	-	\$ 0.20	\$ -
<i>Organic Other</i>	-	\$ 0.20	\$ -
<i>Organic Bosc</i>	-	\$ 0.20	\$ -
<i>Other</i>	10,000	\$ 0.20	\$ 2,000.00
Processed in Tons - (2000lbs/ton)			\$ 449,000.00
<i>Processed - California</i>	103,000	\$ 4.25	\$ 437,750.00
<i>Processed - Northwest</i>	-	\$ 1.50	\$ -
<i>Processed - Other</i>	7,500	\$ 1.50	\$ 11,250.00
Total Bartlett (Tons)	146,500		
Total Other (Tons)	8,539		
Total Organic (Tons)	-		
Grand Total	155,039		\$ 943,874.00

California Pear Advisory Board
2016-17 Proposed Budget

		A	B	C	D	E	F
CODE	Carry In	May 31, 2014 YE 265,263.00	May 31 2016 YE 165,719.24	2015-16 Approved Budget 139,321.65	2015-16 as of May 31, 2016 174,555.24	2015-16 YE Projection 174,555.24	2016-17 Proposed Budget 186,571.74
	INCOME						
3010	Fresh	\$ 541,306.24	\$ 583,637.00	\$ 520,965.00	\$ 499,904.80	\$ 499,904.80	\$ 494,874.00
3020	Processed-California	\$ 371,693.00	\$ 403,047.00	\$ 467,500.00	\$ 478,972.37	\$ 478,972.37	\$ 437,750.00
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	\$ 7,923.01	\$ 11,250.00
3060	MAP Grant	558,859.00	550,947.00	468,842.00	334,156.20	468,842.00	528,823.00
3065	GBI		-		145,034.20	260,000.00	-
3070	Interest	224.00	445.00		294.41	300.00	300.00
3080	Other Income	20,474.00	2,382.00	2,500.00	14,609.97	14,609.97	-
	NET INCOME	1,505,745.24	1,548,106.00	1,471,957.00	1,480,894.96	1,730,552.15	1,472,997.00
	TOTAL INCOME	1,771,008.24	1,713,825.24	1,611,278.65	1,655,450.20	1,905,107.39	1,659,568.74
	EXPENSES						
5110	ADMINISTRATION	325,000.00	325,000.00	325,000.00	325,000.00	325,000.00	325,000.00
5165	INSURANCE	6,422.00	6,531.00	6,500.00	5,805.00	5,805.00	6,500.00
5180	INTEREST	100.00	1,562.00	1,562.13	2,470.00	2,470.00	1,500.00
5365	MARKETING BRANCH	16,012.00	17,789.00	17,000.00	14,731.12	17,000.00	17,000.00
5200	TRAVEL	22,459.00	21,664.00	15,000.00	16,716.37	16,716.37	15,000.00
5250	MEETINGS	12,961.00	3,120.00	5,000.00	1,780.64	2,500.00	5,000.00
5360	AUDIT	10,400.00	-	12,000.00	31,200.00	31,200.00	12,000.00
5370	ANNUAL REPORT						
5355	INDUSTRY GROUPS	12,590.00	14,035.00	25,000.00	8,200.00	17,500.00	20,000.00
5700	WEBSITE	15,647.00	4,500.00	2,000.00	450.00	450.00	1,000.00
5400	RESEARCH	196,912.00	261,306.00	200,000.00	121,674.65	200,000.00	185,000.00
	CONTINGENCY	6,999.00	1,839.00	5,000.00	-	-	-
	MARKETING	962,636.00	855,343.00	833,842.00	959,883.50	1,084,894.28	935,623.00
5630	Processed Export						
5600	Processed Domestic						
5640	Industry Toolbox	160,967.00	210,775.00	226,000.00	206,968.80	206,968.80	259,000.00
	Promotions	60,000.00	83,018.31	60,000.00	60,556.98	60,556.98	110,000.00
	Public Relations/	33,528.87	63,556.69	75,000.00	64,563.30	64,563.30	70,000.00
	Trade Shows	25,438.13	25,000.00	20,000.00	17,579.37	17,579.37	20,000.00
	Support Materials	6,000.00	3,200.00	10,000.00	3,269.15	3,269.15	10,000.00
	Food Safety	-	-	25,000.00	25,000.00	25,000.00	25,000.00
	General Agency	36,000.00	36,000.00	36,000.00	36,000.00	36,000.00	24,000.00
5660	Fresh Export	801,669.00	644,568.00	607,842.00	752,914.70	877,925.48	676,623.00
	Program	531,088.02	578,792.81	543,842.00	543,880.50	545,125.48	603,823.00
5662	Canada	265,000.00	287,461.52	245,500.00	180,963.79	245,500.00	244,500.00
5663	Mexico	200,000.00	223,305.24	203,000.00	234,556.16	203,000.00	225,323.00
5665	Brazil	25,000.00	13,225.20	19,342.00	-	19,342.00	15,000.00
	Central America		24,042.30	31,000.00	60,303.25	31,000.00	38,000.00
	Columbia			20,000.00	20,000.00	20,000.00	26,000.00
	Hong Kong			20,000.00	15,782.00	20,000.00	15,000.00
5664	Other	18,559.62	25,480.64	-	21,991.82	-	35,000.00
	Miscellaneous	18,528.40		-	-	-	-
5668	Program Travel	4,000.00	5,277.91	5,000.00	6,283.48	6,283.48	5,000.00
5669	BCMA-GBI	206,580.88	1,775.19		145,034.20	260,000.00	-
5670	Program Administration	64,000.00	64,000.00	64,000.00	64,000.00	72,800.00	72,800.00
5801	ISSUES MANAGEMENT	12,500.00	26,261.00	20,000.00	12,101.36	15,000.00	10,000.00
5900	Bad Debt Expense	-	-	-	-	-	-
5999	Suspense	4,651.00	320.00	-	60.00	-	-
	TOTAL EXPENSES	1,605,289.00	1,539,270.00	1,467,904.13	1,500,072.64	1,718,535.65	1,533,623.00
	CARRY FORWARD/BALANCE	165,719.24	174,555.24	143,374.52	155,377.56	186,571.74	125,945.74

Updated 06/15/16

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>176,396</u>

Net Position

Invested in capital assets	41,363
Unrestricted	<u>118,152</u>
Total Net Position	<u>159,515</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>196,893</u>
Cash Flows From Investing Activities	
Reinvested interest	(445)
Net Cash Used by Investing Activities	<u>(445)</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>
Net Increase in Cash and Cash Equivalents	196,448
Cash and Cash Equivalents at Beginning of Period	<u>(16,668)</u>
Cash and Cash Equivalents at End of Period	<u><u>\$ 179,780</u></u>
 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			2013 - 2014
	Budget	Actual	Variance Favorable (Unfavorable)	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	\$ 550,947
Total Expenditures of Federal Awards			<u>\$ 550,947</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:

\$ 300,000

Auditee qualified as low-risk auditee?

☐ yes ☒ no

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.

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Keith C. Rood, CPA

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www.cpataxadvice.com



California Pear Advisory Board Export Marketing Program

Bryant Christie Inc.



BRYANT CHRISTIE INC.

URGENT

Presentation Overview

- MAP Funding Overview
- 2016 Export Budget Recommendations
 - Primary Markets
 - Emerging Markets
- 2016 Export Budget Summary





MAP Funding Overview



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

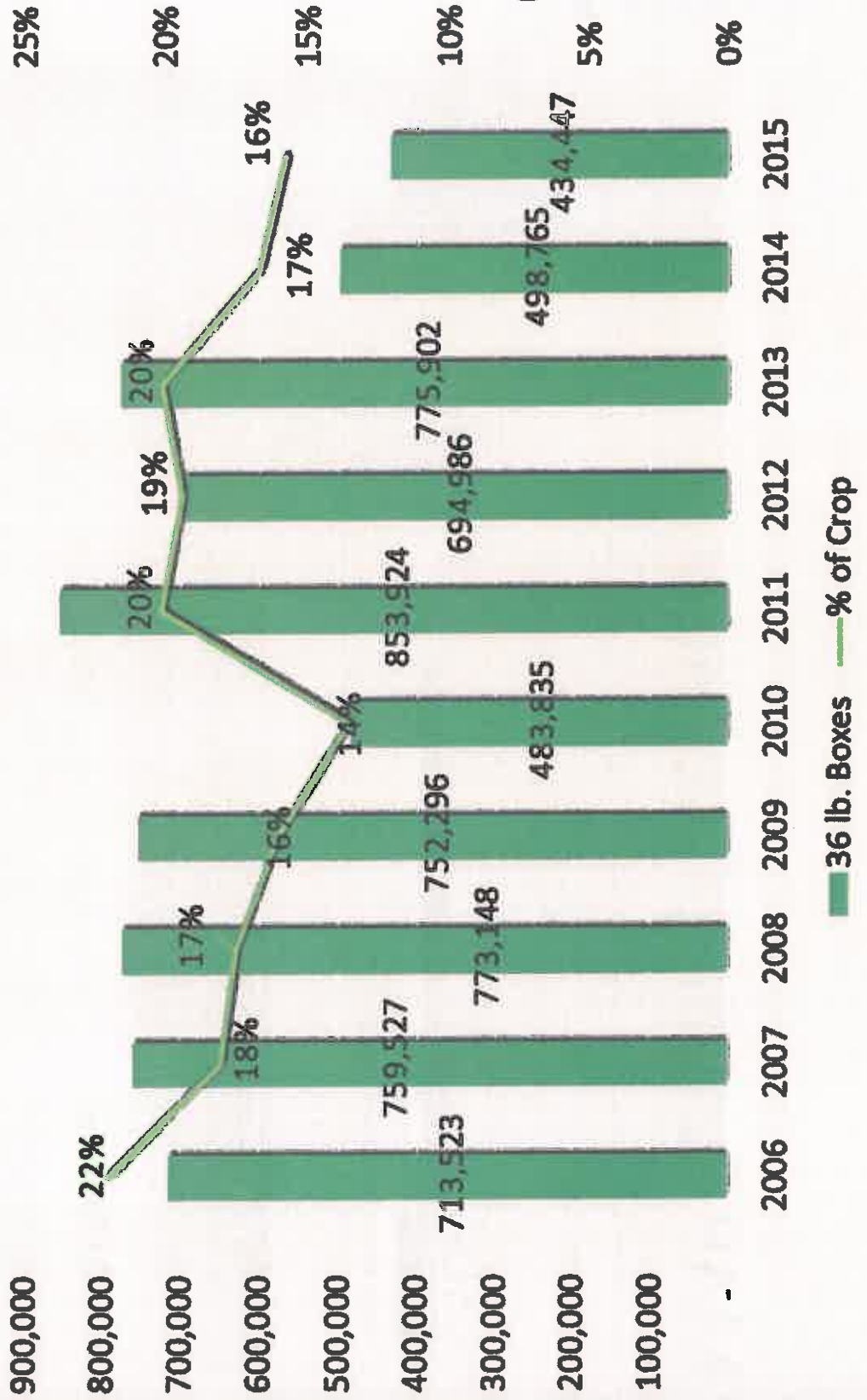


- 2015/16 (\$260,000) and 2016/17 (\$300,000) New Colombia Campaign GBI

URGENT

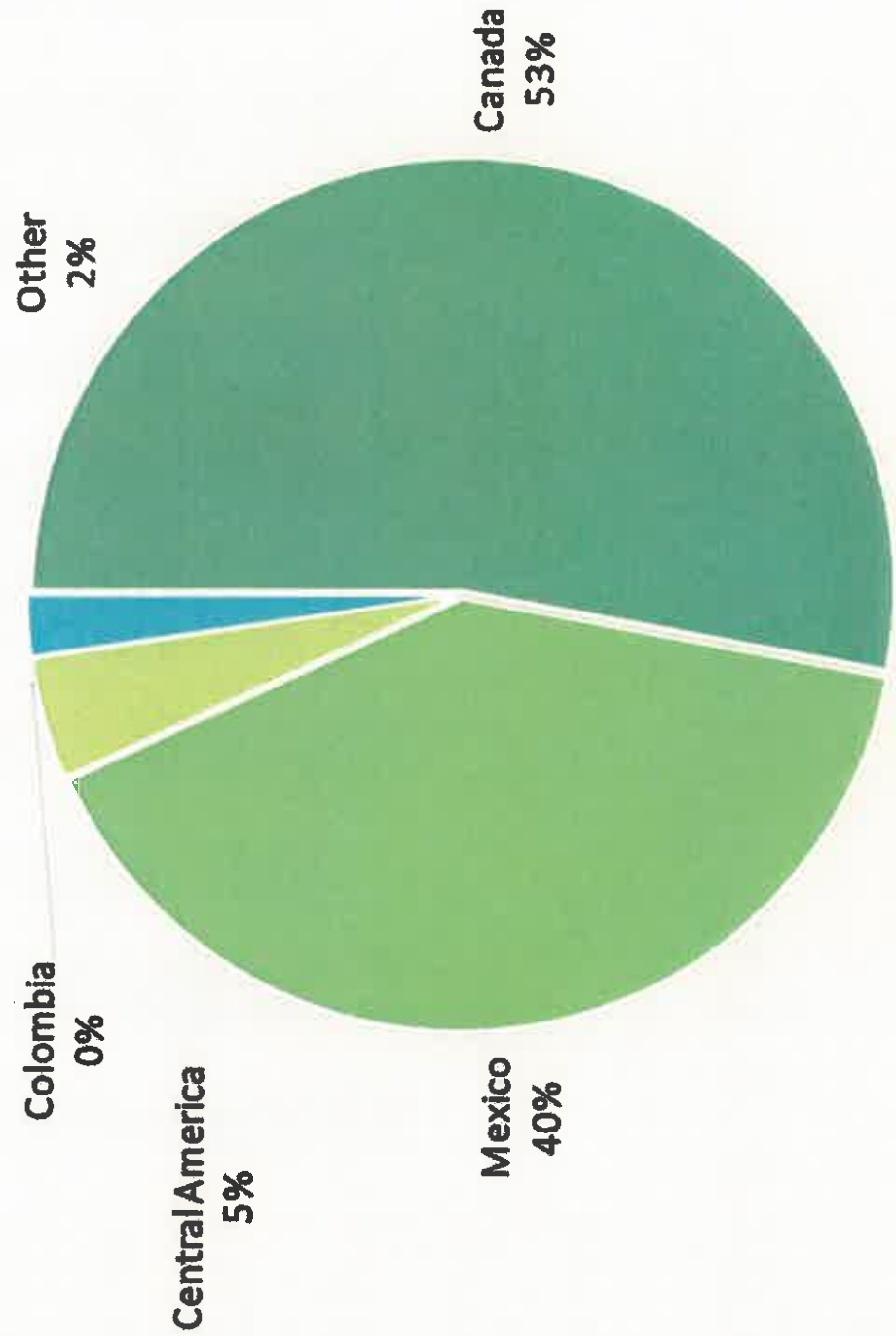


CPAB Total Export History

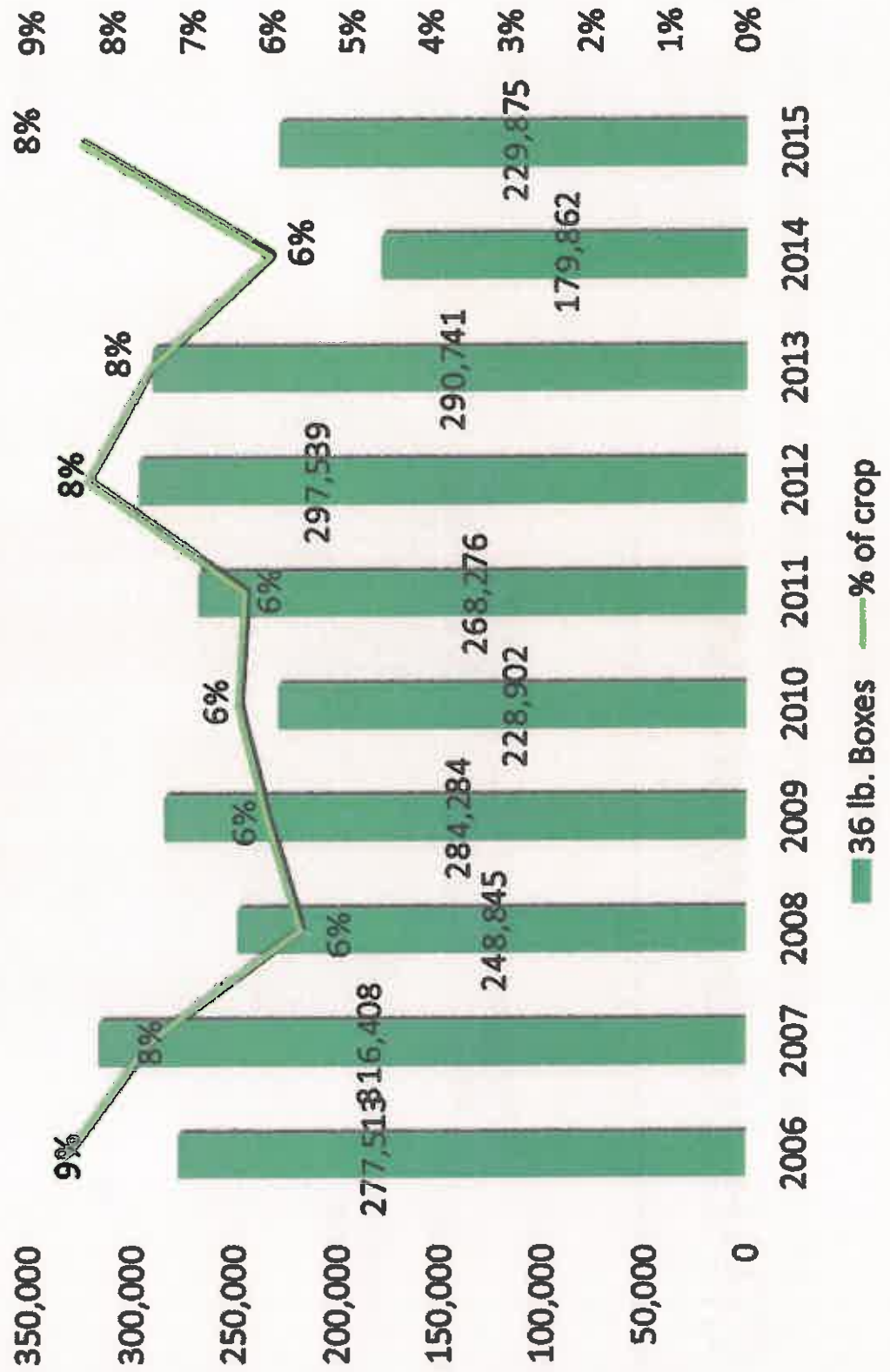


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CPAB 2015 Export Markets



Canada Export History





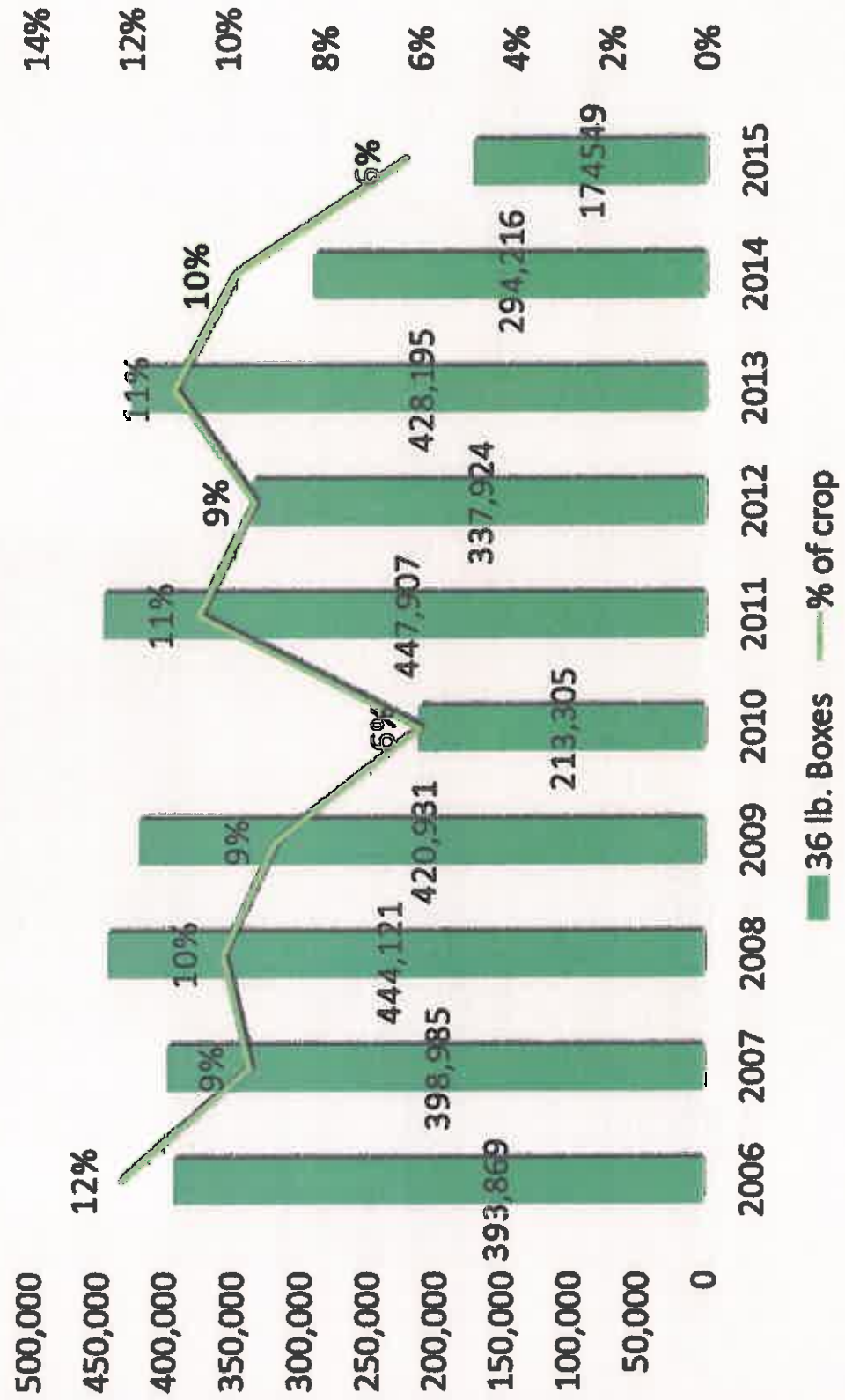
Canada Budget

Canada	2015 Budget	2016 Recommendation
Trade Communication/ Representation/ Travel	\$80,000	\$80,000
Technical Assistance	\$0	\$7,000
Trade Show	\$15,000	\$15,000
Cooperative Promotions	\$148,000	\$130,000
Consumer Research	\$7,500	\$7,500
Total	\$240,500	\$244,500



URGENT

Mexico Export History





Mexico Budget

Mexico	2015 Budget	2015 Recommendation
Retainer Fee	\$40,000	\$40,000
Trade Communication, Travel, & Expenses	\$8,000	\$4,314
Technical Support & Merchandising	\$23,500	\$23,500
Trade shows: ANTAD, Retailer Shows	\$12,500	\$12,500
Wholesale Promotion	\$9,000	\$11,000
Retail/Consumer Promotion	\$93,000	\$114,409
Produce Analytic Information	\$17,000	\$19,600
Total	\$203,000	\$225,323

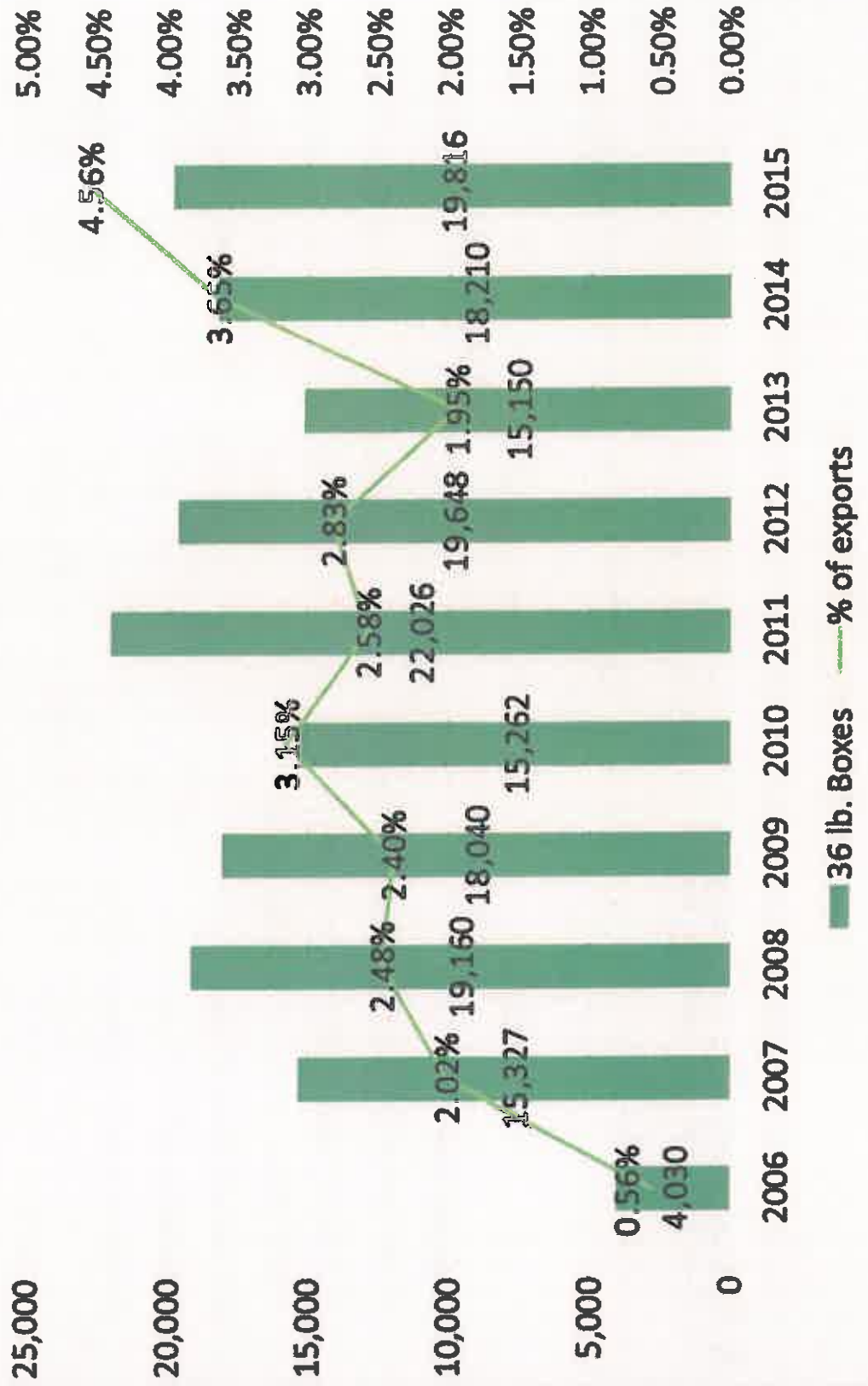
- Additional funds for promotions (to include new materials) and PAI

URGENT



CALIFORNIA
TRADE
CENTER
ADVISING BOARD

CPAB Emerging Markets: Central America

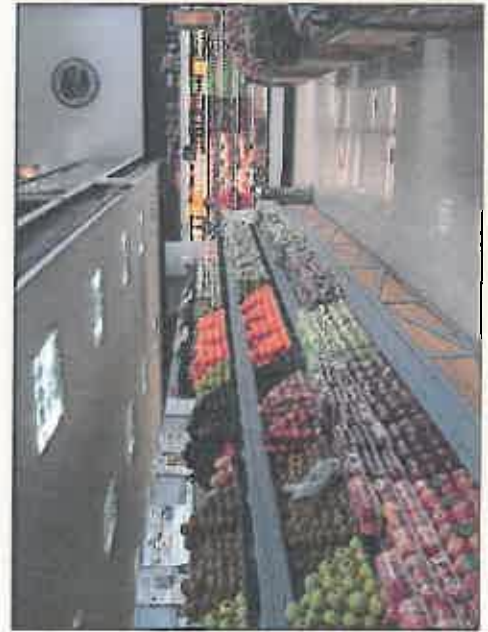


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Central America Budget

Activity	2015 Budget	2016 Recommendation
Representation	\$9,000	\$9,000
Promotional support	\$26,000	\$29,000
Total:	\$35,000	\$38,000

- Additional funds for promotions
- Discussion: trade/market visits prior to season?



URGENT

CPAB Emerging Markets: Hong Kong

Activity	2015 Budget	2016 Recommendation
Representation	\$5,000	\$0
Promotional support	\$15,000	\$15,000
Total:	\$20,000	\$15,000

- Trade mission to Hong Kong and China in May 2015
- Challenges: distance and price



URGENT



CPAB Emerging Markets: Colombia

Activity	2016 Recommendation
Representation	\$6,000
Promotional support	\$20,000
Total:	\$26,000

- Cities: Bogota, Cali, Medellin
- Trade communications and in-store sampling



URGENT

SaborUSA GBI in Colombia

- \$260,000 (2015/16) GBI focusing on all US agriculture
- Awarded \$300,000 for 2016/17
- 17 program participants
- Activities:
 - Public relations
 - Website
 - Smartphone application
 - Television channel



URGENT

CPAB Emerging Markets: India

Activity	2016 Recommendation
Representation	\$20,000
Promotional support	\$15,000
Total:	\$35,000

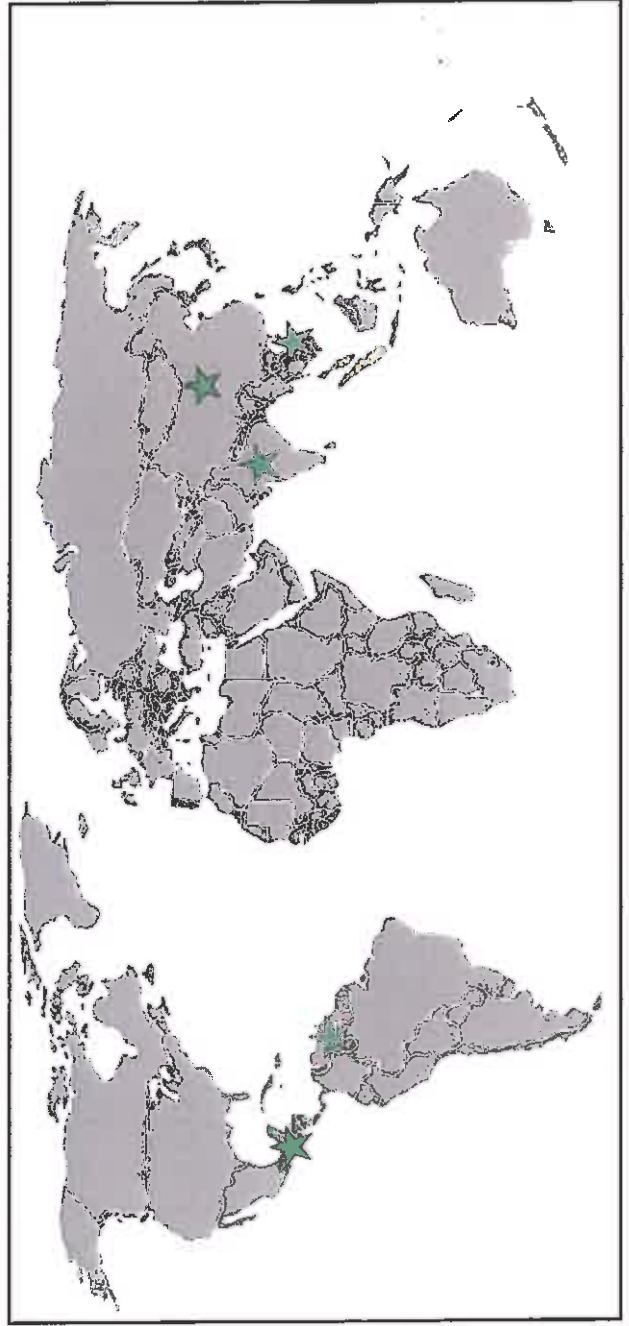
- Promotions conducted at Metro Cash & Carry
- Cities reached: Delhi, Mumbai, Bangalore, Hyderabad
- One billion population with emerging middle class
- Discussion: in-country representation



URGENT

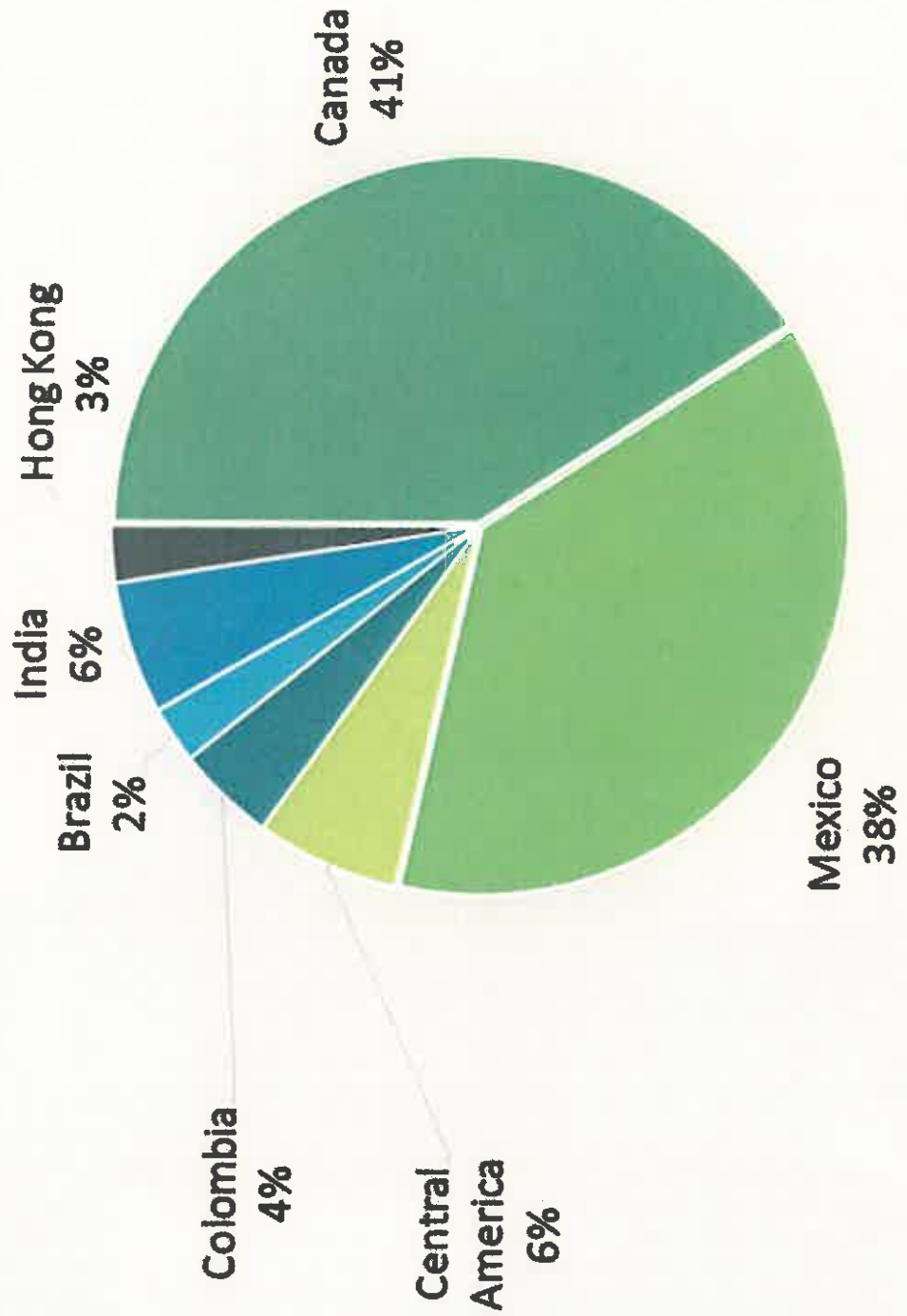
Emerging Markets Budget

Market	2016 Recommendation
India	\$35,000
Hong Kong/China	\$15,000
Ecuador and Colombia	\$26,000
Contingency Fund	\$15,000
Total:	\$91,000

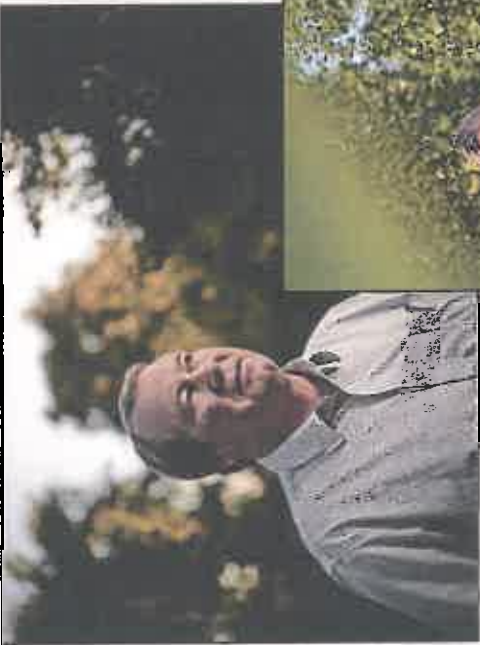


URGENT

2016 Budget Recommendation Summary



Thank You

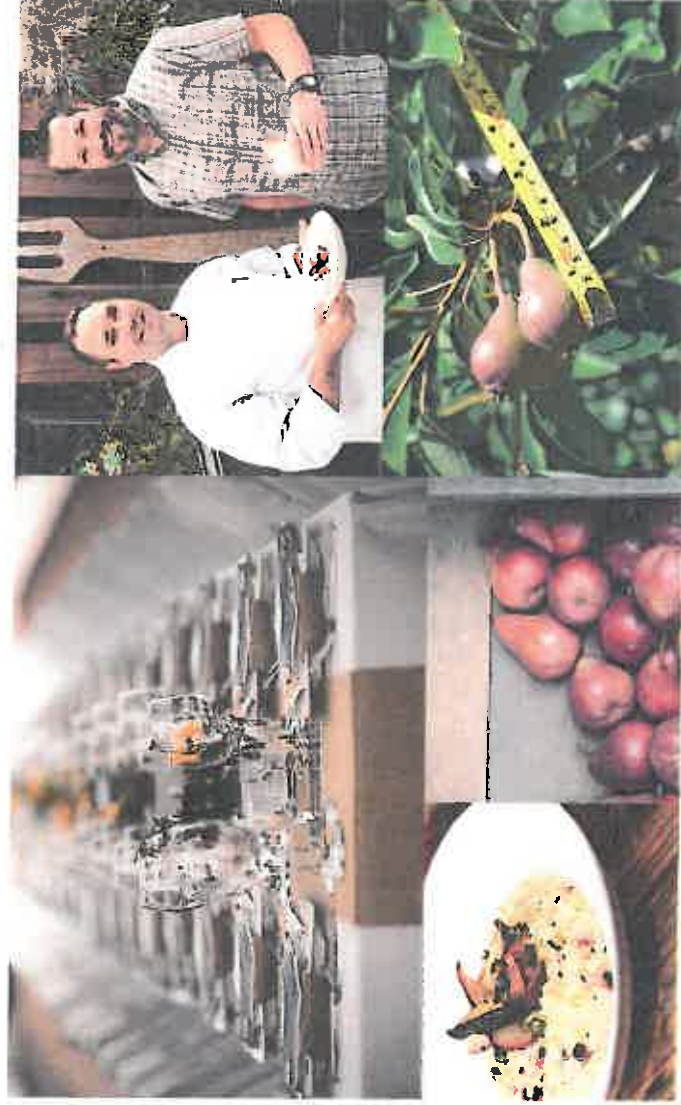


	Brazil	CPAB	MAP	Total	Market Total
M15GXBR001	Representation and Communication	\$ -	\$ -	\$ -	
M15GXBR002	Promotional Support (Emerging Markets Funds)	\$ -	\$ 15,000	\$ 15,000	\$ 15,000
	Canada	CPAB	MAP	Total	
M15GXCA001	Trade Communication/Representation/Travel	\$ 20,000	\$ 60,000	\$ 80,000	
M15GXCA002	Technical Assistance	\$ -	\$ 7,000	\$ 7,000	
M15GXCA003	Trade Show	\$ 7,500	\$ 7,500	\$ 15,000	
M15GXCA004	Cooperative Promotions		\$ 130,000	\$ 130,000	
M15GXCA005	Consumer Research		\$ 7,500	\$ 7,500	
M15GXCA006	tasteUs! Foodservice Promotions		\$ -	\$ -	
M15GXCA007	tasteUS! Consumer Focus		\$ -	\$ -	
	taste US! GBI	\$ 5,000	\$ -	\$ 5,000	\$ 244,500
	Central America	CPAB	MAP	Total	
M15GXCE001	Representation	\$ 5,000	\$ 4,000	\$ 9,000	
M15GXCE002	Promotional Support	\$ 4,000	\$ 25,000	\$ 29,000	\$ 38,000
	Colombia	CPAB	MAP	Total	
M15GXCL001	Representation/Communication	\$ 1,000	\$ 5,000	\$ 6,000	
M15GXCL002	Technical Assistance	\$ -	\$ -	\$ -	
M15GXCL003	Promotional Support	\$ 1,000	\$ 19,000	\$ 20,000	\$ 26,000
	Ecuador	CPAB	MAP	Total	
M15GXEC001	Representative	\$ -	\$ -	\$ -	
M15GXEC002	Technical Assistance	\$ -	\$ -	\$ -	
M15GXEC003	Promotional Support	\$ -	\$ -	\$ -	\$ -
	Hong Kong	CPAB	MAP	Total	
M15GXHK001	Representation	\$ -	\$ -	\$ -	
M15GXHK002	Promotional Support	\$ -	\$ 15,000	\$ 15,000	\$ 15,000
	India	CPAB	MAP	Total	
M15GXIN001	Representation	\$ -	\$ 20,000	\$ 20,000	
M15GXIN002	Technical Assistance	\$ -	\$ -	\$ -	
M15GXIN003	Promotional Support	\$ -	\$ 15,000	\$ 15,000	\$ 35,000
	Mexico	CPAB	MAP	Total	
M15GXMX001	Retainer Fee	\$ -	\$ 40,000	\$ 40,000	
M15GXMX001	Trade Communication, Travel, & Expenses	\$ 3,814	\$ 500	\$ 4,314	
M15GXMX002	Technical Support & Merchandising	\$ 8,500	\$ 15,000	\$ 23,500	
M15GXMX003	Trade shows: ANTAD, Retailer Shows	\$ 5,500	\$ 7,000	\$ 12,500	
M15GXMX004	Wholesale Promotion	\$ 2,000	\$ 9,000	\$ 11,000	
M15GXMX005	Retail/Consumer Promotion	\$ 6,686	\$ 107,723	\$ 114,409	
M15GXMX006	Produce Analytic Information	\$ -	\$ 19,600	\$ 19,600	\$ 225,323
	Miscellaneous	CPAB	MAP	Total	
	Total	\$70,000	\$528,823	\$598,823	
	GBI Activity	CPAB	GBI	Total	
	California Grown in Mexico				

California Pear Advisory Board

2016/17

Public Relations/Social Media



June 16, 2016



Objective:

Create consumer interest and 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.



2016/17 Tactics

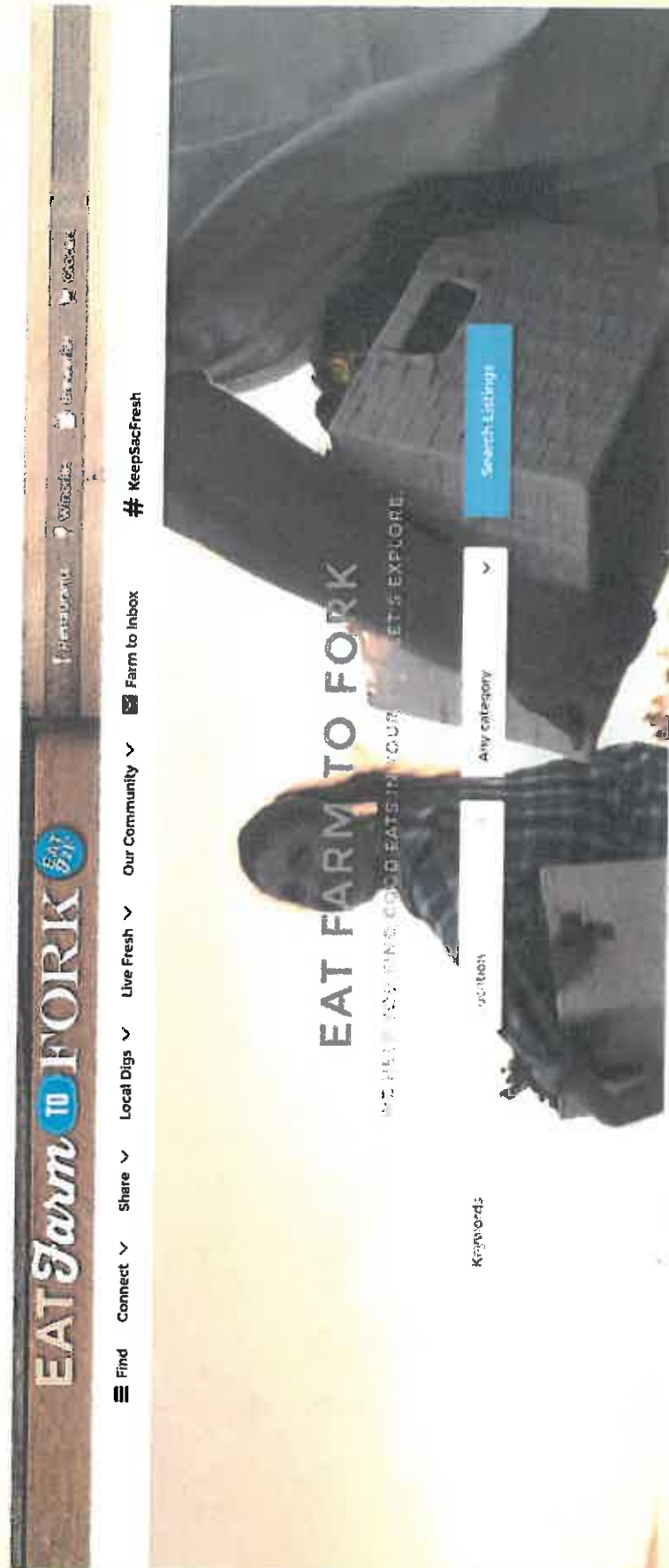
1. Leverage Farm-to-Fork Relationship
2. Build Social Media Audience
3. Partner with California Grown
4. Target Food Bloggers



#1. Leverage Farm-to-Fork Relationship

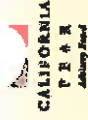


www.eatfarmtofork.com



Eat Farm-to-Fork Promotional Package

- 257 radio spots/85 per month for July, Aug, Sept on 6 Entercom radio stations
- Promotions on eatfarmtofork.com
- 3 Direct Email campaigns
- Feature in August newsletter
- Featured Recipe on the Cook-It-Yourself recipe page
- \$10,000



#2. Build Social Media Audience

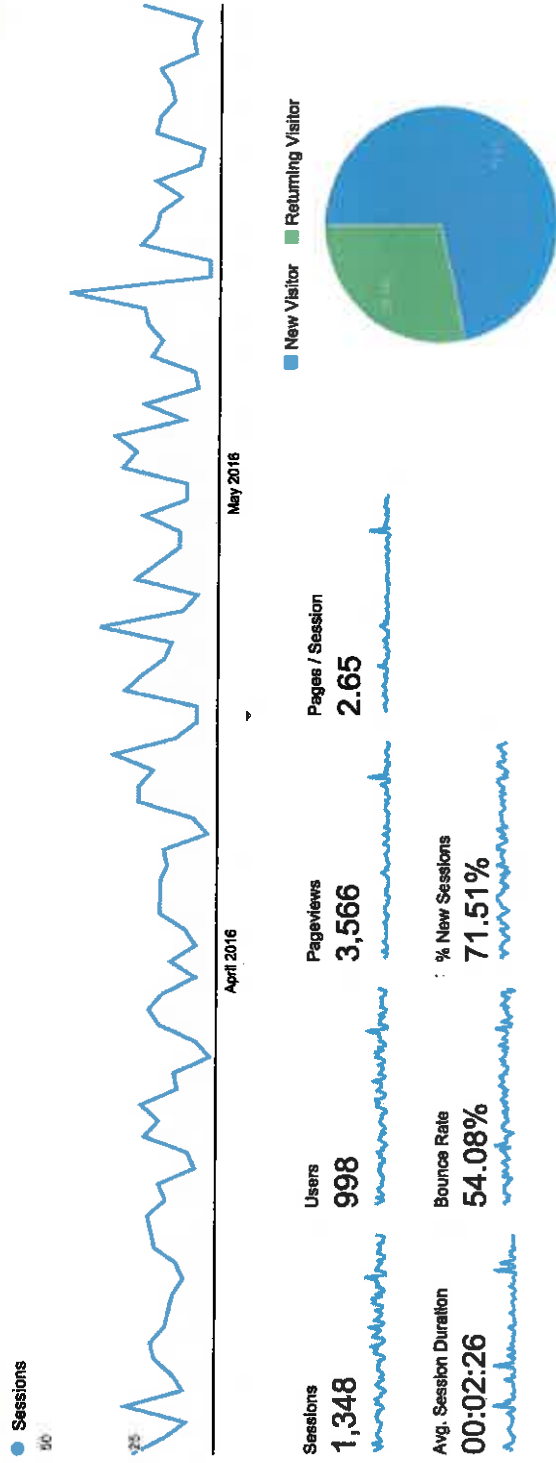


- Create California pear fans.
- Engage consumers in social media channels.
- Drive visits to our website.
- Build on-line database (newsletter)



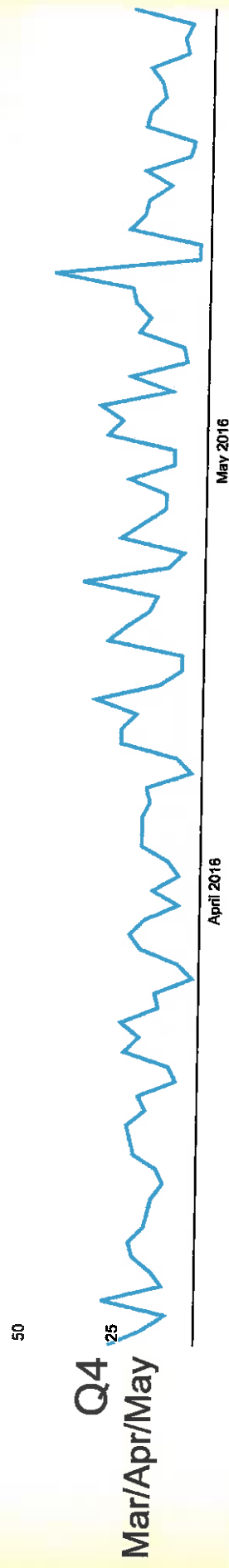
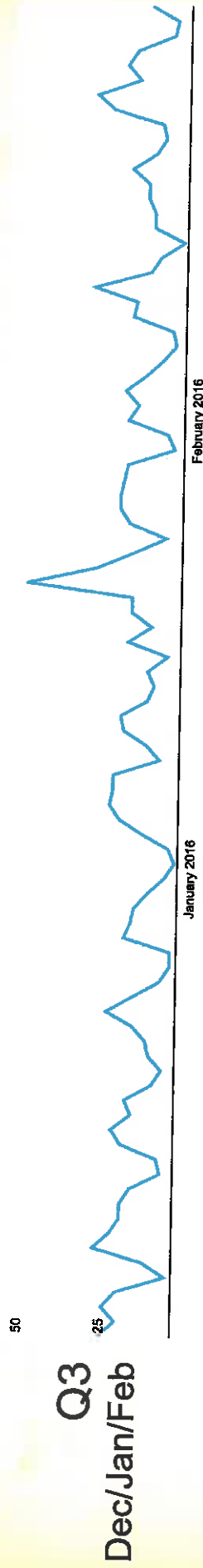
Website Sessions

March 2016 – May 2016



Visitor Sessions	Q1	Q2	Q3	Q4
Total sessions	4,454	3,519	1,172	1,348
Avg. sessions/day	48	39	13	15
Avg. pages viewed/session	3.30	2.51	2.69	2.65
Avg. time on site/session	3:07	2:11	2:37	2:23

Website Analytics



- Q3 - January 21- spike in traffic from Facebook
 - post about CA farmers with link to artisan farmers page.
- Q4 - May 13- spike in traffic from Facebook
 - post about CA farmers and sustainable farming with link to artisan farmers page.

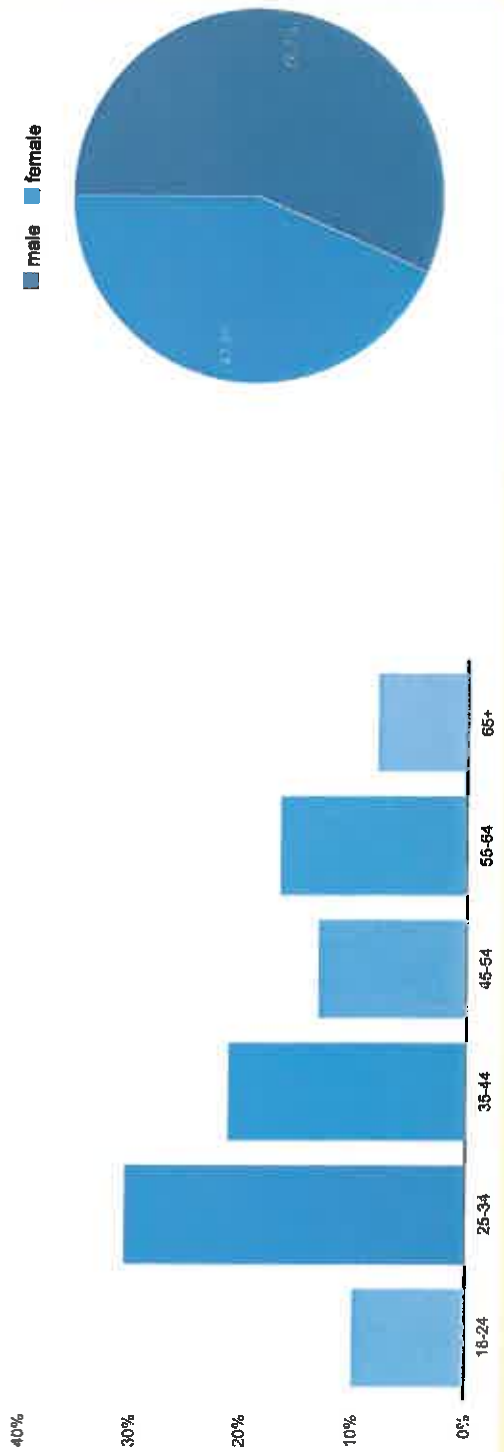


Who is our Audience?

Geographical Demographics – Mar thru May 2016



Age 40.88% of total sessions Gender



What are they looking at?

Top Visited Pages – March thru May 2016

Webpage	Total Views
Homepage	1,391
Contact	172
Artisan Farmers	155
Marketing Resources	144
Our Fruit-Varieties/Availability	104
About the Pear Board	93
Recipes	90
Recipes-Dinner	84
Sustainability	79
Research	74



Channels & Referring Sites

Top Referral Sources – Mar thru May 2016

Source	Sessions	New Users	Bounce Rate	Pages/Session	Avg. Duration
Facebook (PC)	48	29%	44%	2.7	2:43
Facebook (mobile)	38	92%	66%	2.1	1:01
David Lebovitz	17	100%	76%	1.8	0:20
WSU	15	87%	67%	1.8	1:00
Stillwater Orchards	13	100%	38%	3.4	1:55
Foodista	12	75%	58%	1.9	0:56
Twitter	10	80%	80%	1.6	1:15

Channels

Source	Sessions	New Users	Bounce Rate	Pages/Session	Avg. Duration
Organic Search	508	83%	50%	2.6	2:61
Direct	471	51%	50%	3.1	4:06
Referral	265	91%	68%	2.0	0:46
Social	104	61%	56%	2.3	1:49

Facebook

Start of Q1: 2,965
followers

	Q1	Q2	Q3	Q4	Total
Followers	+339	+135	+30	+33	3,486
Impressions	53,487	28,336	33,109	38,282	153,214
Engagements	2,830	1,960	987	1,068	6,845
Total Posts	64	71	30	31	196

Most popular post:



California Pears

Published by Holly Kibbey · May 12 · 99

Your California pear farmers take sustainability very seriously; they understand they're growing healthy food for a global community.
<http://www.calpear.com/sustainability/>
California Grown #CApears



2,831 people reached

Like

Comment

Share



Colleen Honea, Frank Herrera and 76 others

1 share

Top Comments ·



Twitter

January 2015:
744 followers

	Q1	Q2	Q3	Q4	Total
Followers	N/A	N/A	+122	+35	1,010
Impressions	16.8k	20.6k	10.2k	12.5k	60.1k
Engagement	316	248	66	115	745
Total Posts	60	77	31	30	198



Most popular posts in Q3:

- California Pears** @Cal_Pear · Mar 16
Happy **#CalAgDay**! Today we celebrate CA's bountiful harvest & dedicated farmers! [ow.ly/ZvEEK](https://www.youtube.com/watch?v=ZvEEKpCAGROWN) **#CAGROWN** [pic.twitter.com/NLRGnbA41H](https://www.youtube.com/watch?v=ZvEEKpCAGROWN)
- California Pears** @Cal_Pear · May 16
We have so much love for **#CApear** trees, some of which have been around for 100 years or more! **#LoveATreeDay** **#CAGROWN** [pic.twitter.com/GlbDwo8Huk](https://www.youtube.com/watch?v=ZvEEKpCAGROWN)

Impressions	Engagements	Engagement Rate
1,184	11	0.9%
907	17	1.9%

2016 Social Media Plan

- Enhanced posting during the months of July, Aug, Sept
- Maintenance program for the remainder of the year.
- In-Season Themes:
 - July = It's pear harvest time! Meet local growers.
 - Aug = Engage with local restaurants.
 - Sept = Cook it Yourself – featured Farm to Fork recipe.
- Modest advertising budget in July, Aug, September
- Coordinate with Eat Farm to Fork.
- Enhance our own Farm to Fork page



#3. Partner with California Grown

- Pear box giveaway on Facebook
- One box per week July through Sept
- Boosted posts.



Farmers are Rockstars!

- CA Grown and Visit CA
- \$1 million campaign
- Mid-July Launch
- Time Inc. digital
 - Food & Wine
 - Travel & Leisure
 - Sunset
 - Real Simple
 - Cooking Light



#4. Target Food Bloggers

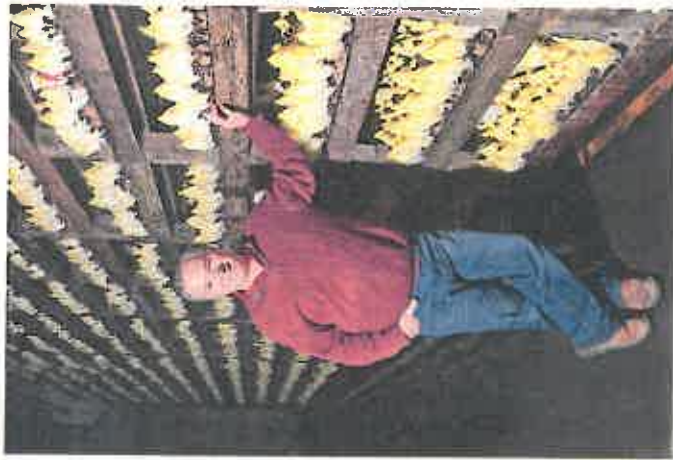


Premier Sponsor
Tour for 50 food bloggers
July 29
Farm-to-Fork Adventure through Historic
Sacramento Delta



Itinerary

8 a.m. California Endive



David J. Elliott & Son
Stillwater Orchards



Noon - Lunch on the riverbank



★ Photo Contest

Taste of Sacramento Culinary Fair

Friday, July 29th

5:30 to 7:30



Sponsorships



Do we create a new farm table event in Lake County?



Budget

Oversight and implementation of all program activities	= \$24,000
Monthly retainer = \$4,000 (June, July, August, Sept)	
Maintenance = \$1,000 per month x 8	
Social Media Management/Promotion	= \$32,000
Monthly fee = \$3,000 (July, Aug, September)	
Promotional Dollars = \$5,000	
Maintenance = \$2,000 per month x 9	
Farm-to-Fork Sponsorship	= \$ 5,000
Eat Farm to Fork Promotional Package	= \$10,000*
Pear Box Giveaway	= \$ 1,000
Website Updates	= \$ 5,000
Food Blogger Conference	= \$ 7,000
Breast Cancer Research Foundation	= \$10,000
	\$94,000



THANK YOU!



San Francisco Chronicle
SUNDAY, APRIL 10, 2016

Travel

Lake County

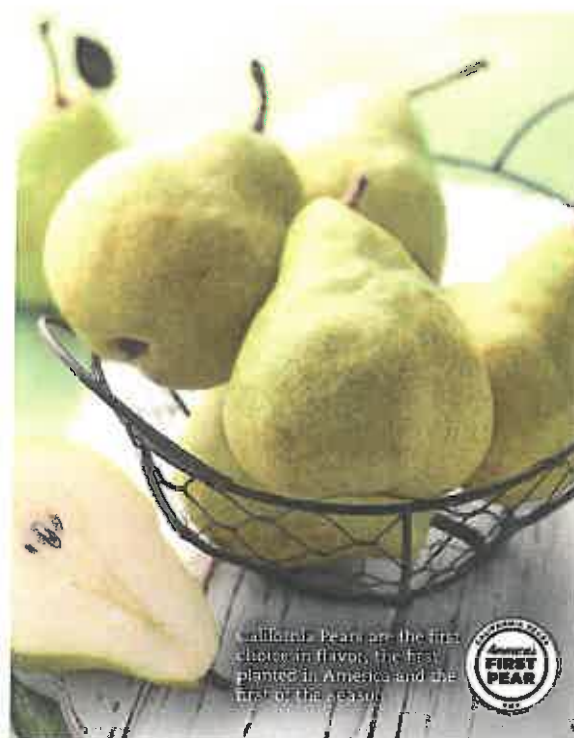
Lake County Pears from the Family Tree

California pears are special. Maybe that's because
both the pear trees—and the families that
lovingly care for them—took
root here generations ago.
And now our growers
are passing on the
tradition to the
next generation.



CALIFORNIA
PEARS

Buy locally grown pears at your grocery store this
summer. Visit us in person or at calpear.com.



1 **BEFORE THE STATE OF CALIFORNIA**

2 **DEPARTMENT OF FOOD AND AGRICULTURE**

3 In the Matter of appointing Members and) **Order appointing Members and Alternates to the**
4 alternates to the California Pear Advisory) **California Pear Advisory Board for the term of**
5 Board based on nominations received.) **office starting immediately and continuing through**
6) **terms as specified.**

6 **WHEREAS**, the California Department of Food and Agriculture (Department), acting pursuant to
7 and by virtue of the authority vested in it by the provisions of the California Marketing Act (Act), being
8 Chapter 1 of Part 2, Division 21 of the Food and Agricultural Code (Section 58601 et seq.), issued the
9 "California Pear Marketing Program" (Program), which became effective March 9, 1992, and incorporates
10 amendments through June 6, 2012, and

11 **WHEREAS**, Article II of said Program provides for the establishment, membership, and term of
12 office of members and alternate members of the Pear Advisory Board (Board), the administrative body
13 established to assist the Department with the administration of the Program, and

14 **WHEREAS**, Article II of said Program also provides that each year the term of office of one-third of
15 the Board membership expires on April 30, and

16 **WHEREAS**, the Board's current nomination procedures, established in Article II of said Program,
17 stipulate that every year following receipt of nominations, a preference vote is to be conducted among
18 California pear growers to fill producer member and alternate producer member positions with terms expiring,
19 and
20

21 **WHEREAS**, the Board's nomination procedures also stipulate that those individuals receiving the
22 highest votes are to be considered by the Department for appointment to producer member and alternate
23 producer member positions, and

24 **WHEREAS**, Article II of said Program further stipulates that when making seat allocations the
25 Department shall also take into consideration geographic location to ensure that not less than three (3)
26 members from District 1 represent Sacramento County, not less than two (2) members from District 2
27 represent Lake County, and not less than two (2) members of District 2 represent Mendocino County, and

1 **WHEREAS**, a preference vote to replace the individuals with expiring terms of office has been
2 conducted, and

3 **WHEREAS**, after tallying the preference votes received the Department determined that the
4 individuals listed herein received the highest and second highest number of votes, and

5 **WHEREAS**, the results of the preference vote meet the Program's criteria regarding geographic
6 location of producers' operations;

7 **NOW THEREFORE**, the California Department of Food and Agriculture, acting pursuant to and
8 by virtue of the authority vested in it by said Act and said Program, does hereby appoint the following
9 individuals as members for terms that begin immediately and continue through April 30, 2019:


District 1 – Producer Members	District 2 – Producer Members
Patrick Archibeque - Lodi (Replaces Chiles Wilson)	Patrick Scully – Lakeport (Reappointed)
Richard Elliot - Courtland (Reappointed)	Chris Ruddick – Ukiah (Reappointed)

16 It is further ordered that the following individuals be appointed as alternate members for terms beginning
17 immediately and continuing through April 30, 2016.

District 1 – Alternate Member	District 2 – Alternate Member
Eric Smith – Wheatland (Replaces Patrick Archibeque)	David Thiessen – Finely (Reappointed)

21 The appointments made herein shall continue until their successors have been appointed and have
22 qualified.

24 **DATED: May 31, 2016**



**ROBERT MAXIE, Chief
Marketing Branch**

26 2016 0525 (2016 0531) 2911



2016 California Specialty Crops Tour

Monday, July 18, 2016 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 7 pm	Tricia Blattler, TCFB

Tuesday, July 19, 2016 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	
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	Drones – Another tool for Ag	Derek Celedon
1:30 PM	Parlier	Irrigation 101	Jim Ayars
2:15 PM	Parlier	Water Coalition Situation	Parry Klassen
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 20, 2016 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	Garlic, Onions, Westside Water Situation	Dave Anderson & Bob Ehn
9:00 AM	Coalinga	Sequoia Packing	Christian Marrione
9:30 AM	Coalinga	Pepper Production	Glen Fischer
12:00 PM	King City Area	Lunch @ King City Park	Glen Fischer
1:15 PM	Soledad	Carrot Production & Research Needs	Mike Thorp & Steve Koike
2:00 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 21, 2016 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
11:15 AM	Los Banos	Melon Production & Food Safety Program	Steve Wilson – Steve Patricio
12:00 PM	Los Banos	Lunch	
12:30 PM	Los Banos	Honey Bees and Pollination	Gene Brandi
1:00 PM	Los Banos	Leave for Walnut Grove	
2:45 PM	Delta area	IPM, in Pears and Cherries	Robert Arceo–Chuck Ingels–Bob McClain
3:30 PM	Delta area	Vertebrate pests and control	Roger Baldwin, UC Davis
4:30 PM	Sacramento	Arrive Sacramento – Holiday Inn/Amtrak	Arrive Sacramento no later than 4:30 PM
4:45 PM	Sacramento	Arrive at Farm Bureau	

QUESTION 1

1 What are the best ways for farmers, PCAs and commodity groups to communicate the pest management issues of specialty crops to agency personnel (USEPA, DPR, CDFA, RWQCB, Air Resources, NRCS?)?

QUESTION 2

2 Given diminishing resources of research and cooperative extension personnel, suggest ways in which commodities should refine partnerships and direct resources within agencies and/or universities and colleges...

QUESTION 3

3 What are the top 3 problem issues of specialty crop agriculture (in CA?)? How should these be addressed?

QUESTION 4

4 How can communication at the ag/urban interface be improved?

QUESTION 5

5 What are five ways in which the farming community can improve coordination with agencies to address environmental quality issues related to specialty crop production (USEPA, DPR, CDFA, RWQCB, Air Resources, NRCS?)?

QUESTION 6

6 What are the major misconceptions about agriculture held by the general public? Suggest five specific ways to address.

QUESTION 7

7 Compare and contrast issues facing specialty crops versus major crops (corn, wheat, soybeans, etc.).

QUESTION 8

8 How does a globalized economy impact pest management issues and decisions?

QUESTION 9

9 Do natural resources conservation and pest management fit together? How? Any examples you can think of?

QUESTION 10

10 California and much of the southwest is currently under severe drought conditions. It has happened before and will happen again. What can be done to help reduce the impact of water shortages?



Commodity Coffee Summary (CLA, June 13, 2016)

EU Pesticide Regulation: The Next Big SPS Barrier by Craig Thorn, DTB Associates

Regulation under development by the European Commission (Commission) increasingly is based on hazard assessment, with little consideration of exposure to any chemical. In Regulation 1107/2009, the Commission made significant changes to its regulation of chemicals and for seven categories, established a hazard-based approach to assessment for human health safety. Six categories of chemicals were defined under a harmonized classification system, but the seventh, endocrine disruptors, was added with the intention that the Commission would develop criteria for this category.

A risk-based approach to human health and environmental risk assessment is the approach taken by the U.S. regulatory agencies. This risk-based approach evaluates the hazard from the chemical as well as any exposure to it. In the European Union, the Commission supports a hazard-based approach that takes into account only the intrinsic properties of a chemical, with no consideration of potency, exposure, or beneficial effects. Any compound that is categorized as an endocrine disruptor in the EU, when applied to a raw commodity, will be subject to significant trade barriers including rejection of the commodity due to EU application of a default threshold for presence of such chemicals. This impact could be imposed on agricultural commodity exports (and potentially prepared foods), including for animal feed.

Within the category of endocrine disruptor, at least 69 compounds have been identified that likely would be adversely affected, depending on the specific criteria chosen by the Commission. We recognize the potential trade issues identified as WTO/Sanitary and Phytosanitary effects, and also are concerned about the time and resources needed to oppose an EU regulation based on hazard only.

On Wednesday, June 15, we anticipate the European Commission publishing the outcomes of years of deliberation on criteria for identifying endocrine disruptors- when these criteria are made public, we then will know the level of potential adverse trade impact on US exports to the EU. We encourage stakeholders to reach out to appropriate legislators to inform about this concern- and be prepared for further discussions and recommendations for next steps.

PLEASE HELP US ADVOCATE FOR A NEW POSTHARVEST SPECIALIST!

In light of the recent losses to our team of Postharvest Specialists, we are very excited that our department has submitted a proposal for a new position, "Cooperative Extension Specialist in Postharvest Quality."

This Specialist position will be responsible for statewide leadership in advanced quality management systems for perishable horticultural foods. Innovative integration of the principles of horticultural production with postharvest biology would transect scales-of-production, import and export markets, and international initiatives which include sensory and nutritive quality and the critical issue of reducing food loss.

These requests for positions are highly competitive statewide, and we need your support to advocate for filling this position next year!

Please write your comments in support of this new postharvest position by July 11, 2016 using the following link. Scroll to the bottom of the page and add your comments. Thank you very much for your support!



Link to comments form from:

<http://ucanr.edu/postharvestposition>

:

UC Davis Postharvest Technology Center
(530) 752-6951 • postharvest@ucdavis.edu
<http://postharvest.ucdavis.edu>



Interpera 2017

Planning Committee: Jacques Dasque, Luciano Trentini, Pauline Panegos, Amit Dhingra, Stefano Musacchi, Bob McClain, Chris Zanobini, Bob Gix, Kevin Moffitt

Where: Wenatchee, WA USA - Wenatchee Confluence Technology Center (Hotel block at the Comfort Suites next door)

When: June 15 – 16 2017

Budget: \$39,000

Attendee entrance fee expected to be \$100 to \$120 for the translations, the technical visits the gala dinner and the coffee breaks etc. Possible attendance of 20 to 30 people from outside of the US. Perhaps 50 growers and researchers from the US?)

Topics:

June 15th Morning Session 09.00 - Noon

Varieties and root stock

- New variety development around the world – panel of 4 -5 presenters 15 – 20 minutes each with questions at the end
 - Ask presenters to address specifics such as:
 1. What markets are being targeted
 2. What makes the offering special (What are its parents)
 3. Is it best eaten crisp or ripened
 4. Harvest timing compared to Bartlett/Williams (a world standard)
 5. Storage life
 6. Fruit size (without thinning)
 7. Yield
 8. Best climates - or climate the variety was developed in
 9. Any test markets planted or results?
 10. Is it a club variety or a per tree royalty variety?
 11. Resistance i.e. fireblight, scuffing, Mite, psylla
 12. Consumer acceptance
- Overview and future of high density planting - EU yields per acre, density per acre, returns for land
 - Effects of high density planning on worldwide production
- Harvest mechanization
- Integrated pest management successes

Afternoon Session 13.30 – 17.00

Consumer and Trade

- MCP- best practices and effects on consumer satisfaction
- How to increase consumption – marketing success stories
 - Fresh cut pears
 - Ripening to increase consumption
 - Social media use to increase consumer awareness (Farm to fork - social media where the fruit comes from)
- Who are the pear consumers around the world?
 - Export trade flows
 1. Potential new markets, fading old markets
- Health studies and benefits

June 16th Field Trip

- Orchard tour
- Packing House Tour
- Ripening Rooms?

Possible sponsors

Post harvest suppliers = strong supporters (concentrated investment).

Pace - Agro Fresh – Deco - Also include Major refrigeration suppliers

Packers: Stemilt/Rainier/Oneonta/Chelan Fresh/Washington Fruit are a few that come to mind. (They probably all have private farm to fork presentations)

Crunch Pack and other sliced companies, canners

Paper suppliers, box makers, nurseries

Banking industry (Who are the key players?)

Farm Suppliers Wilber Ellis – Chamberlin – NWW – GS Long Others?

Major product manufactures; Dow - Syngenta – Nichino – Bayer – Valent - Others?

(Nurseries \$1,000, AgroFresh & Pace \$5,000)

Apple and Pear Australia Limited (APAL) > Market development > Marketing > Hailstorm Heroes pear campaign

Hailstorm Heroes pear campaign

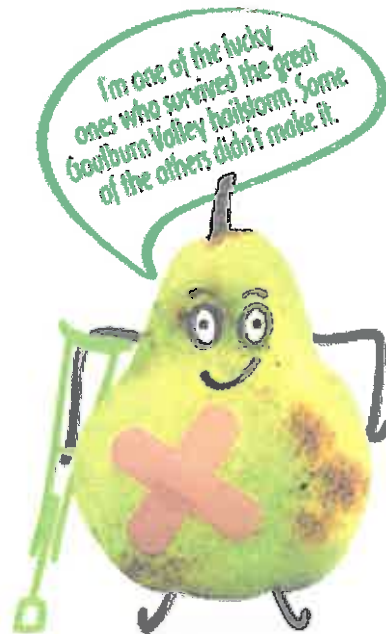
Posted on March 3, 2016

APAL has developed a new pear campaign that encompasses two Hailstorm Heroes pear characters to help promote fruit that may have been superficially affected during two hailstorms in Victoria last year when the pears were growing.



GURU PEAR

**Storm damaged pears still taste great.
Supporting our growers now
is good karma.**



BATTLER PEAR

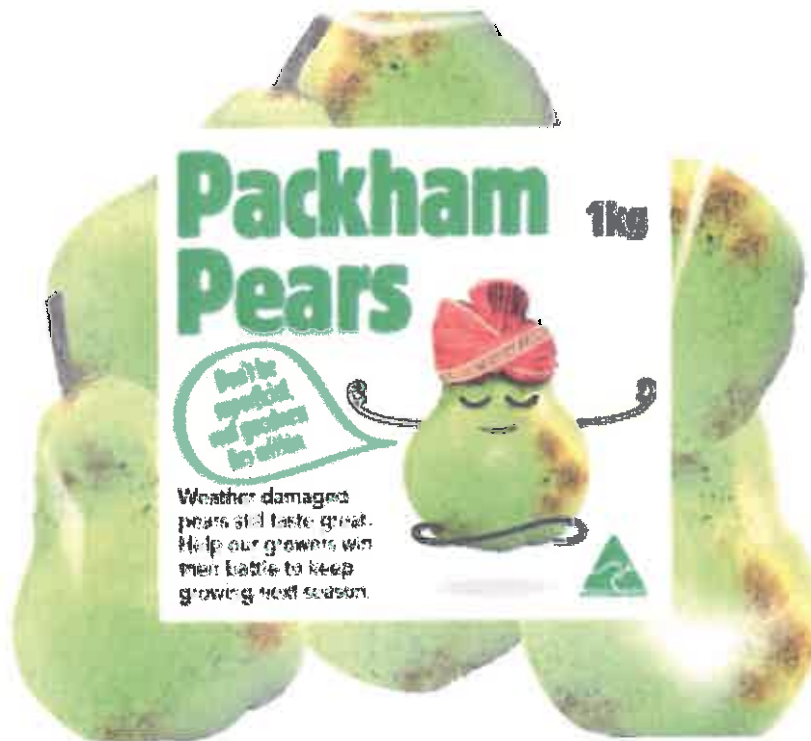
**Weather damaged pears still taste great.
Help our growers win their battle
to keep growing next season.**

Guru Pear and Battler Pear – part of the Hailstorm Heroes pear campaign.

Between November and December 2015, APAL managed a range of short-term marketing projects whilst Horticulture Australia Innovation Ltd (Hort Innovation) secured a new dedicated person to manage the apple and pear marketing program. During that time APAL developed a full pear campaign targeting the following key message pillars: health and nutrition; snacking; versatility; product attributes; and provenance. The campaign comes to life with pear characters who each tell a story.

In addition to the core campaign, APAL developed two unique characters, Guru Pear and Battler Pear that are part of our Hailstorm Heroes team. These characters aim to tell the story of the hail storms that hit the Goulburn Valley and encourage customers to buy hail-affected fruit. All the creative work has been completed under APAL's management and shared with pear growers in the Goulburn Valley.

Hort Innovation has now appointed **Lisa Troy** as the new **Marketing Manager for apples and pears** and the execution of this campaign now sits with **Horticulture Innovation Australia Ltd**. APAL is still available for media interview about the Hailstorm Heroes pear campaign and can provide graphics on request.



Packaging example using the Hailstorm Hero Battler Pear.

Acknowledgement

This work was funded by Horticulture Innovation Australia Ltd using the apple and pear industry levy funds from growers and matching funds from the Australian Government.

Tools & Resources

Keyword

CPAB Pear Import Report
2016 Import Season
May 18, 2016

Country of Origin	Arrival Date	US Port of Entry	Number of 18 Kilo Cartons
ARGENTINA	2/27/2016	Wilmington (Delaware)	334,000
ARGENTINA	2/27/2016	Philadelphia - Camden	7,000
ARGENTINA	3/5/2016	Philadelphia - Camden	9,750
ARGENTINA	3/5/2016	Los Angeles - Long Beach	1,250
ARGENTINA	3/12/2016	Neward - Elizabeth (NJ)	1,500
ARGENTINA	3/12/2016	Los Angeles - Long Beach	2,750
ARGENTINA	3/12/2016	Philadelphia - Camden	44,750
ARGENTINA	3/12/2016	Los Angeles - Long Beach	35,500
ARGENTINA	3/19/2016	Los Angeles - Long Beach	41,250
ARGENTINA	3/19/2016	Philadelphia - Camden	1,000
ARGENTINA	3/19/2016	Wilmington (Delaware)	310,250
ARGENTINA	3/19/2016	Los Angeles - Long Beach	1,250
ARGENTINA	3/26/2016	Los Angeles - Long Beach	32,750
ARGENTINA	3/26/2016	Philadelphia - Camden	68,000
ARGENTINA	3/26/2016	Wilmington (Delaware)	293,750
ARGENTINA	3/26/2016	Seattle - Tacoma	2,750
ARGENTINA	4/9/2016	Los Angeles - Long Beach	11,500
ARGENTINA	4/2/2016	Los Angeles - Long Beach	9,500
ARGENTINA	4/2/2016	Philadelphia - Camden	1,250
ARGENTINA	4/9/2016	Houston	1,250
ARGENTINA	4/9/2016	Los Angeles - Long Beach	11,500
ARGENTINA	4/16/2016	Los Angeles - Long Beach	1,250
ARGENTINA	4/16/2016	Houston	3,750
ARGENTINA	4/16/2016	Philadelphia - Camden	1,750
ARGENTINA	4/16/2016	Los Angeles - Long Beach	22,000
ARGENTINA	4/16/2016	Seattle - Tacoma	1,250
ARGENTINA	4/23/2016	Wilmington (Delaware)	304,250
ARGENTINA	4/23/2016	Philadelphia - Camden	1,750
ARGENTINA	4/23/2016	Los Angeles - Long Beach	6,500
ARGENTINA	4/30/2016	Philadelphia - Camden	45,500
ARGENTINA	4/30/2016	Houston	1,000
ARGENTINA	4/30/2016	Seattle - Tacoma	5,500
ARGENTINA	4/30/2016	Los Angeles - Long Beach	25,250
ARGENTINA	4/30/2016	Philadelphia - Camden	45,500
ARGENTINA	5/7/2016	Seattle - Tacoma	2,750
ARGENTINA	5/7/2016	Neward - Elizabeth (NJ)	1,250
ARGENTINA	5/7/2016	Los Angeles - Long Beach	6,250
ARGENTINA	5/7/2016	Houston	1,500
ARGENTINA	5/14/2016	Los Angeles - Long Beach	7,750
ARGENTINA	5/14/2016	Wilmington (Delaware)	200,500
ARGENTINA	5/14/2016	San Juan (Puerto Rico)	2,500
ARGENTINA	5/14/2016	Houston	1,250
		Argentina Subtotal	1,911,500

CPAB Pear Import Report
2016 Import Season
May 18, 2016

Country of Origin	Arrival Date	US Port of Entry	Number of 18 Kilo Cartons
		2015 Season YTD	1,525,750
CHILE	1/29/2016	Philadelphia - Camden	3,500
CHILE	1/29/2016	Philadelphia - Camden	1,250
CHILE	2/1/2016	Philadelphia - Camden	1,500
CHILE	2/1/2016	Philadelphia - Camden	2,500
CHILE	2/2/2016	Los Angeles - Long Beach	9,500
CHILE	2/4/2016	Los Angeles - Long Beach	15,000
CHILE	2/5/2016	Philadelphia - Camden	11,500
CHILE	2/12/2016	Los Angeles - Long Beach	15,250
CHILE	2/12/2016	Wilmington (Delaware)	1,250
CHILE	2/13/2016	Philadelphia - Camden	7,500
CHILE	2/14/2016	Philadelphia - Camden	20,500
CHILE	2/17/2016	Wilmington (Delaware)	5,750
CHILE	2/18/2016	Philadelphia - Camden	13,500
CHILE	2/20/2016	Philadelphia - Camden	4,000
CHILE	2/21/2016	Philadelphia - Camden	3,750
CHILE	2/15/2016	Philadelphia - Camden	12,250
CHILE	2/24/2016	Los Angeles - Long Beach	1,250
CHILE	2/27/2016	Los Angeles - Long Beach	13,500
CHILE	2/28/2016	Philadelphia - Camden	12,000
CHILE	2/29/2016	Los Angeles - Long Beach	19,250
CHILE	2/29/2016	Wilmington (Delaware)	3,250
CHILE	2/27/2016	Newark - Elizabeth (NJ)	2,750
CHILE	2/28/2016	Philadelphia - Camden	12,000
CHILE	2/29/2016	Wilmington (Delaware)	3,250
CHILE	3/3/2016	Los Angeles - Long Beach	32,000
CHILE	3/3/2016	Philadelphia - Camden	1,500
CHILE	3/5/2016	Philadelphia - Camden	500
CHILE	3/6/2016	Philadelphia - Camden	5,500
CHILE	3/8/2016	Philadelphia - Camden	1,250
CHILE	3/9/2016	Wilmington (Delaware)	2,500
CHILE	3/10/2016	Los Angeles - Long Beach	6,500
CHILE	3/10/2016	Los Angeles - Long Beach	6,500
CHILE	3/13/2016	Philadelphia - Camden	9,000
CHILE	3/14/2016	Wilmington (Delaware)	2,250
CHILE	3/14/2016	South Florida/Tampa	1,250
CHILE	3/15/2016	Los Angeles - Long Beach	14,500
CHILE	3/16/2016	Philadelphia - Camden	1,250
CHILE	3/17/2016	Los Angeles - Long Beach	4,750
CHILE	3/19/2016	Philadelphia - Camden	1,500
CHILE	3/21/2016	Los Angeles - Long Beach	2,750
CHILE	3/22/2016	Wilmington (Delaware)	2,250
CHILE	3/22/2016	Philadelphia - Camden	1,250
CHILE	3/22/2016	Wilmington (Delaware)	2,250
CHILE	3/23/2016	Philadelphia - Camden	1,250

CPAB Pear Import Report
2016 Import Season
May 18, 2016

Country of Origin	Arrival Date	US Port of Entry	Number of 18 Kilo Cartons
CHILE	3/24/2016	Wilmington (Delaware)	3,250
CHILE	3/24/2016	Los Angeles - Long Beach	3,750
CHILE	3/25/2016	Los Angeles - Long Beach	5,750
CHILE	3/25/2016	Brooklyn (NYC)	1,250
CHILE	3/27/2016	Philadelphia - Camden	2,500
CHILE	3/27/2016	Philadelphia - Camden	20,250
CHILE	3/28/2016	Los Angeles - Long Beach	9,500
CHILE	3/30/2016	Los Angeles - Long Beach	3,250
CHILE	3/31/2016	Los Angeles - Long Beach	4,750
CHILE	4/3/2016	Wilmington (Delaware)	1,250
CHILE	4/4/2016	Philadelphia - Camden	1,250
CHILE	4/4/2016	Philadelphia - Camden	21,250
CHILE	4/5/2016	Philadelphia - Camden	5,000
CHILE	4/5/2016	Philadelphia - Camden	5,500
CHILE	4/7/2016	Los Angeles - Long Beach	14,250
CHILE	4/7/2016	Brooklyn (NYC)	1,250
CHILE	4/8/2016	Los Angeles - Long Beach	1,750
CHILE	4/10/2016	Wilmington (Delaware)	1,250
CHILE	4/10/2016	Philadelphia - Camden	4,000
CHILE	4/10/2016	Philadelphia - Camden	24,500
CHILE	4/12/2016	Philadelphia - Camden	2,500
CHILE	4/12/2016	Los Angeles - Long Beach	5,250
CHILE	4/12/2016	Philadelphia - Camden	1,500
CHILE	4/13/2016	Los Angeles - Long Beach	4,250
CHILE	4/16/2016	Los Angeles - Long Beach	3,500
CHILE	4/17/2016	Philadelphia - Camden	7,750
CHILE	4/17/2016	Philadelphia - Camden	24,250
CHILE	4/21/2016	Los Angeles - Long Beach	8,500
CHILE	4/24/2016	Philadelphia - Camden	6,250
CHILE	4/24/2016	Philadelphia - Camden	30,000
CHILE	4/16/2016	Los Angeles - Long Beach	6,250
CHILE	4/17/2016	Philadelphia - Camden	7,750
CHILE	4/17/2016	Philadelphia - Camden	24,250
CHILE	4/21/2016	Wilmington (Delaware)	1,000
CHILE	4/23/2016	San Juan (Puerto Rico)	5,000
CHILE	4/24/2016	Philadelphia - Camden	6,250
CHILE	4/24/2016	Philadelphia - Camden	30,000
CHILE	4/26/2016	Los Angeles - Long Beach	6,250
CHILE	4/27/2016	Los Angeles - Long Beach	25,250
CHILE	4/27/2016	San Juan (Puerto Rico)	3,000
CHILE	5/1/2016	Philadelphia - Camden	750
CHILE	5/1/2016	Philadelphia - Camden	17,750
CHILE	5/1/2016	Los Angeles - Long Beach	1,250
CHILE	5/3/2016	Seattle - Tacoma	2,750
CHILE	5/3/2016	Philadelphia - Camden	1,500
CHILE	5/3/2016	Los Angeles - Long Beach	16,000
CHILE	5/3/2016	Philadelphia - Camden	1,500

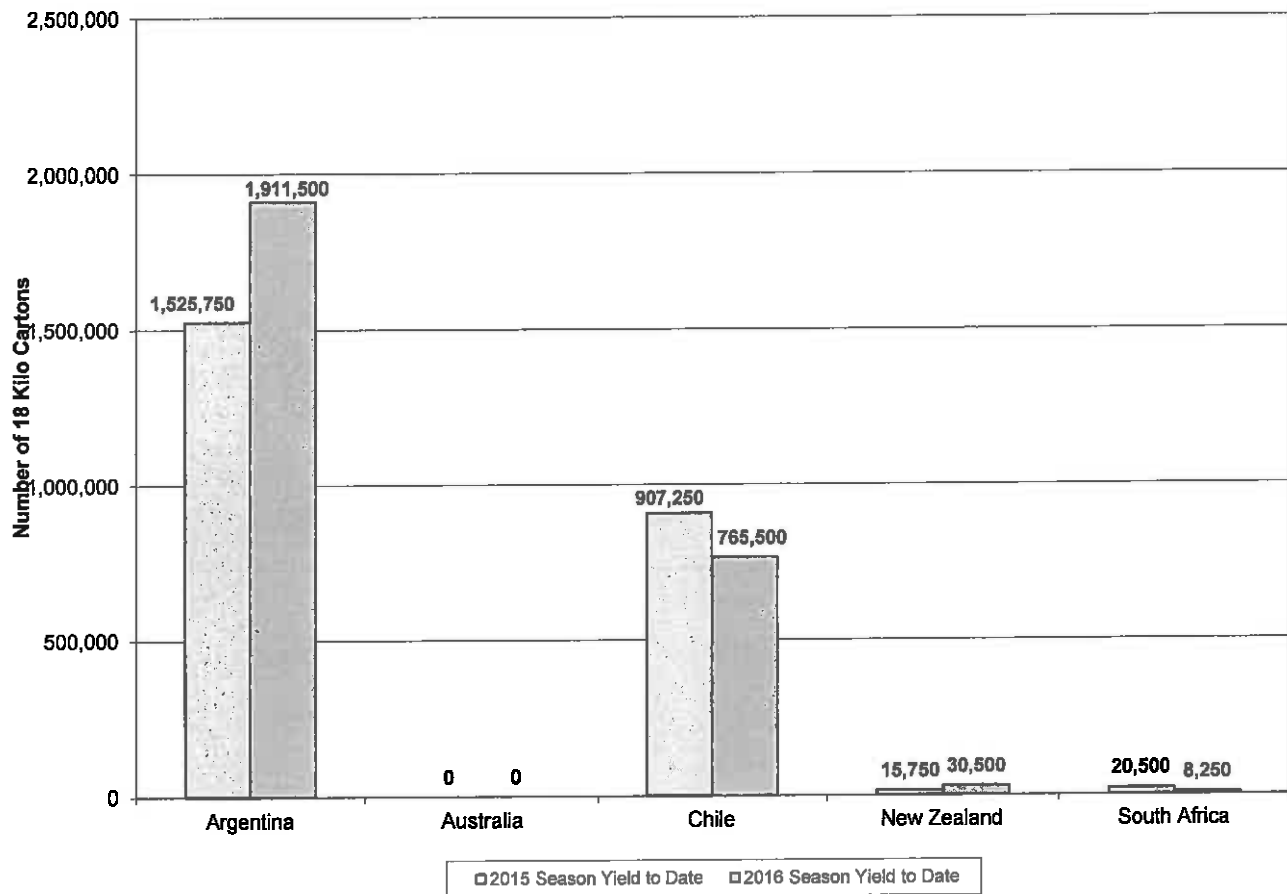
CPAB Pear Import Report
2016 Import Season
May 18, 2016

Country of Origin	Arrival Date	US Port of Entry	Number of 18 Kilo Cartons
CHILE	5/5/2016	Los Angeles - Long Beach	3,500
CHILE	5/5/2016	Brooklyn (NYC)	1,250
CHILE	5/5/2016	San Juan (Puerto Rico)	3,000
CHILE	5/6/2016	San Juan (Puerto Rico)	250
CHILE	5/8/2016	Philadelphia - Camden	2,500
CHILE	5/8/2016	Philadelphia - Camden	23,500
CHILE	5/10/2016	Los Angeles - Long Beach	12,750
CHILE	5/10/2016	Seattle - Tacoma	1,250
CHILE	5/11/2016	Los Angeles - Long Beach	1,500
CHILE	5/12/2016	Brooklyn (NYC)	1,250
CHILE	5/13/2016	San Juan (Puerto Rico)	1,250
CHILE	5/15/2016	Philadelphia - Camden	2,750
CHILE	5/15/2016	San Juan (Puerto Rico)	2,500
CHILE	5/15/2016	Philadelphia - Camden	26,250
		Chile Subtotal	765,500
		2015 Season YTD	907,250
NEW ZEALAND	3/26/2016	Los Angeles - Long Beach	2,500
NEW ZEALAND	3/26/2016	Houston	1,000
NEW ZEALAND	4/9/2016	Houston	1,250
NEW ZEALAND	4/16/2016	Los Angeles - Long Beach	1,000
NEW ZEALAND	4/16/2016	Philadelphia - Camden	1,000
NEW ZEALAND	4/23/2016	Los Angeles - Long Beach	1,000
NEW ZEALAND	4/30/2016	Seattle - Tacoma	2,500
NEW ZEALAND	4/30/2016	Los Angeles - Long Beach	2,000
NEW ZEALAND	5/7/2016	Los Angeles - Long Beach	4,500
NEW ZEALAND	5/7/2016	Philadelphia - Camden	13,250
NEW ZEALAND	5/14/2016	Los Angeles - Long Beach	500
		New Zealand Subtotal	30,500
		2015 Season YTD	15,750
SOUTH AFRICA	2/27/2016	Newark - Elizabeth (NJ)	2,750
SOUTH AFRICA	2/27/2016	Newark - Elizabeth (NJ)	1,500
SOUTH AFRICA	3/12/2016	Newark - Elizabeth (NJ)	1,250
SOUTH AFRICA	3/26/2016	Newark - Elizabeth (NJ)	1,250
SOUTH AFRICA	4/30/2016	Newark - Elizabeth (NJ)	1,500
		South Africa Subtotal	8,250
		2015 Season YTD	20,500
		Australia Subtotal	0
		2015 Season YTD	0
		2016 Season YTD	2,715,750

CPAB Pear Import Report
2016 Import Season
May 18, 2016

Country of Origin	Arrival Date	US Port of Entry	Number of 18 Kilo Cartons
		2015 Season YTD	2,469,250

**CPAB Pear Import Report
2016 Import Season
May 18, 2016**



Bryant Christie Inc.

Crop Movement Overview

Combined Report #19 (June 3, 2016)

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 Moved To Date						Percent Moved To Date					
	<u>2015-16</u> <u>June 3</u>	<u>2014-15</u> <u>June 5</u>	<u>2013-14</u> <u>June 6</u>	<u>2012-13</u> <u>June 7</u>	<u>2011-12</u> <u>June 8</u>	<u>2010-11</u> <u>June 10</u>	<u>2015-16</u> <u>June 3</u>	<u>2014-15</u> <u>June 5</u>	<u>2013-14</u> <u>June 6</u>	<u>2012-13</u> <u>June 7</u>	<u>2011-12</u> <u>June 8</u>	<u>2010-11</u> <u>June 10</u>
Bartlett	4,013,172	4,690,297	4,778,176	4,580,462	3,897,056	3,673,247	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Red Bartlett	72,602	110,868	98,663	103,589	83,797	67,305	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
S/F Reds	281,227	314,472	336,907	313,281	265,811	242,205	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Sub Total	4,367,001	5,115,637	5,213,746	4,997,332	4,246,664	3,982,757	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Anjou	9,025,485	9,991,566	10,834,141	9,643,445	10,499,403	8,972,146	93.32%	89.84%	93.55%	94.37%	92.08%	88.75%
Bosc	3,021,962	2,893,238	3,228,630	2,776,140	3,408,179	2,315,770	99.38%	99.98%	100.00%	99.84%	99.77%	100.00%
Comice	193,203	235,868	273,438	207,558	274,761	216,813	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Seckel	41,111	52,827	45,665	50,638	58,266	56,041	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Reds	957,156	994,663	1,060,414	1,028,803	909,630	897,256	99.55%	91.60%	97.02%	99.62%	94.23%	94.87%
Other	136,860	185,187	184,739	207,528	180,086	176,370	99.98%	99.98%	100.00%	100.00%	100.00%	100.00%
Sub Total	13,375,777	14,353,349	15,627,027	13,914,112	15,330,325	12,634,396	95.24%	92.15%	95.25%	95.98%	94.07%	91.42%

	Volume Remaining						CROP					
	<u>2015-16</u>	<u>2014-15</u>	<u>2013-14</u>	<u>2012-13</u>	<u>2011-12</u>	<u>2010-11</u>	<u>2015-16</u>	<u>2014-15</u>	<u>2013-14</u>	<u>2012-13</u>	<u>2011-12</u>	<u>2010-11</u>
Bartlett	0	0	0	0	0	0	4,013,172	4,690,297	4,778,176	4,580,462	3,897,056	3,673,247
Red Bartlett	0	0	0	0	0	0	72,602	110,868	98,663	103,589	83,797	67,305
S/F Reds	0	0	0	0	0	0	281,227	314,472	336,907	313,281	265,811	242,205
Sub Total	0	0	0	0	0	0	4,367,001	5,115,637	5,213,746	4,997,332	4,246,664	3,982,757
Anjou	645,817	1,130,350	746,422	574,801	903,415	1,136,887	9,671,302	11,121,916	11,580,563	10,218,246	11,402,818	10,109,033
Bosc	18,929	689	50	4,432	7,938	0	3,040,881	2,893,927	3,228,680	2,780,572	3,416,117	2,315,770
Comice	0	0	0	0	0	0	193,203	235,868	273,438	207,558	274,761	216,813
Seckel	0	0	0	0	0	0	41,111	52,827	45,665	50,638	58,266	56,041
Reds	4,317	91,248	32,522	3,933	55,707	48,553	961,473	1,085,911	1,092,936	1,032,736	965,337	945,808
Other	30	32	0	0	0	0	136,890	185,219	184,739	207,528	180,086	176,370
Sub Total	669,093	1,222,319	778,994	583,166	967,060	1,185,440	14,044,870	15,575,668	16,406,021	14,497,278	16,297,385	13,819,836

Total Crop	18,411,871	20,691,305	21,619,767	19,494,610	20,544,049	17,802,593						
Total Moved	17,742,778	19,468,986	20,840,773	18,911,444	19,576,989	16,617,153						
Total Remaining	669,093	1,222,319	778,994	583,166	967,060	1,185,440						
Percent Moved	96.37%	94.09%	96.40%	97.01%	95.29%	93.34%						

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

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Report No. 19
As of
June 3, 2016

All Districts As of 6/3/2016

	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)	9,671,302	3,040,891	193,203	961,473	178,001	14,044,870	15,575,668	4,013,172	4,367,001	18,411,871	20,691,305
Loose (equiv. packed boxes)	0	0	0	0	0	0	73,027	0	0	0	73,027
Packout To Date	9,671,302	3,040,891	193,203	961,473	178,001	14,044,870	15,502,641	4,013,172	4,367,001	18,411,871	20,618,278
C.A. (included in above)	3,621,650	1,240,222	0	324,895	6,280	5,193,047	5,481,614	1,335,860	1,351,232	6,544,279	6,777,773
Shipped:											
Off Shore	1,110,739	120,133	3,607	189,546	10,559	1,434,584	1,895,450	28,653	75,231	1,509,815	1,987,284
Brazil	25,312	379	0	1,019	376	27,086	17,114	101,279	101,869	128,955	148,872
Mexico	2,289,152	227,739	13,389	37,755	11,361	2,579,396	2,934,935	135,306	146,579	2,725,975	3,131,902
Canada	327,957	277,694	2,204	37,749	8,380	653,984	677,319	697,197	717,038	1,371,022	1,554,438
Domestic	5,272,325	2,396,017	174,003	691,087	147,295	8,680,727	8,828,531	3,050,737	3,326,284	12,007,011	12,646,490
TOTAL Shipped	9,025,485	3,021,962	193,203	957,156	177,971	13,375,777	14,353,349	4,013,172	4,367,001	17,742,778	19,468,986
C.A. Shipped (Included in above)	3,358,284	1,225,726	0	324,661	6,280	4,914,951	4,753,395	1,335,860	1,351,232	6,266,183	6,049,554
TOTAL % SHIPPED	93.32%	99.38%	100.00%	99.55%	99.98%	95.24%	92.15%	100.00%	100.00%	96.37%	94.09%
TOTAL AVAILABLE	645,817	18,929	0	4,317	30	669,093	1,222,319	0	0	669,093	1,222,319

All figures in Standard Box Equivalents (44#)

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

<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	78,292	3,799,424	4,899,733	893,853	9,671,302	11,121,916
Loose in equiv. std boxes	0	0	0	0	0	44,732
Packout to Date	78,292	3,799,424	4,899,733	893,853	9,671,302	11,077,184
C.A. Storage (included above)	0	2,061,818	1,399,733	160,099	3,621,650	3,988,801
Shipped Offshore	33,612	505,846	516,396	54,885	1,110,739	1,521,580
Shipped Brazil	0	20,048	5,264	0	25,312	16,722
Shipped Mexico	27,906	1,073,325	1,163,324	24,597	2,289,152	2,681,309
Shipped Canada	0	111,463	143,923	72,571	327,957	344,309
Shipped Domestic	16,774	2,049,198	2,474,801	731,552	5,272,325	5,427,646
Total Shipped	78,292	3,759,880	4,303,708	883,605	9,025,485	9,991,566
C.A. Shipped	0	2,022,274	1,175,911	160,099	3,358,284	3,353,517
Total % Shipped	100.00%	98.96%	87.84%	98.85%	93.32%	89.84%
Available	0	39,544	596,025	10,248	645,817	1,130,350

<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	383,081	1,071,538	1,011,701	574,571	3,040,891	2,893,927
Loose in equiv. std boxes	0	0	0	0	0	0
Packout to Date	383,081	1,071,538	1,011,701	574,571	3,040,891	2,893,927
C.A. Storage (included above)	165,530	690,318	297,019	87,355	1,240,222	1,065,931
Shipped Offshore	27,557	47,053	35,395	10,128	120,133	125,478
Shipped Brazil	0	211	168	0	379	280
Shipped Mexico	75,746	75,652	66,230	10,111	227,739	194,922
Shipped Canada	35,886	86,112	101,254	54,442	277,694	270,872
Shipped Domestic	243,892	857,391	797,518	497,216	2,396,017	2,301,686
Total Shipped	383,081	1,066,419	1,000,565	571,897	3,021,962	2,893,238
C.A. Shipped	165,530	685,199	288,883	86,114	1,225,726	1,065,506
Total % Shipped	100.00%	99.52%	98.90%	99.53%	99.38%	99.98%
Available	0	5,119	11,136	2,674	18,929	689

<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	67,487	113,288	9,936	2,492	193,203	235,868
Loose in equiv. std boxes	0	0	0	0	0	0
Packout to Date	67,487	113,288	9,936	2,492	193,203	235,868
C.A. Storage (included above)	0	0	0	0	0	0
Shipped Offshore	0	3,246	361	0	3,607	1,257
Shipped Brazil	0	0	0	0	0	0
Shipped Mexico	9,506	3,099	0	784	13,389	17,117
Shipped Canada	153	1,985	66	0	2,204	1,925
Shipped Domestic	57,828	104,958	9,509	1,708	174,003	215,569
Total Shipped	67,487	113,288	9,936	2,492	193,203	235,868
C.A. Shipped	0	0	0	0	0	0
Total % Shipped	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Available	0	0	0	0	0	0

<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	30,914	518,316	272,183	140,060	961,473	1,085,911
Loose in equiv. ad boxes	0	0	0	0	0	28,295
Packout to Date	30,914	518,316	272,183	140,060	961,473	1,057,616
C.A. Storage (included above)	0	300,651	14,044	10,200	324,895	426,882
Shipped Offshore	7,378	124,223	48,335	9,610	189,546	221,409
Shipped Brazil	0	683	336	0	1,019	0
Shipped Mexico	3,857	25,821	7,368	709	37,755	34,295
Shipped Canada	584	21,591	10,959	4,615	37,749	45,969
Shipped Domestic	19,095	345,764	201,102	125,126	691,087	692,990
Total Shipped	30,914	518,082	268,100	140,060	957,156	994,663
C.A. Shipped	0	300,417	14,044	10,200	324,661	334,372
Total % Shipped	100.00%	99.95%	98.50%	100.00%	99.55%	91.60%
Available	0	234	4,083	0	4,317	91,248

<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	38,257	0	5,352	45,107	78,452
Loose in equiv. ad boxes	0	0	0	0	0	0
Packout to Date	1,498	38,257	0	5,352	45,107	78,452
C.A. Storage (included above)	0	0	0	0	0	0
Shipped Offshore	0	847	0	0	847	2,777
Shipped Brazil	0	264	0	0	264	0
Shipped Mexico	0	891	0	0	891	1,828
Shipped Canada	89	5,922	0	866	6,877	10,708
Shipped Domestic	1,409	30,333	0	4,486	36,228	63,135
Total Shipped	1,498	38,257	0	5,352	45,107	78,448
C.A. Shipped	0	0	0	0	0	0
Total % Shipped	100.00%	100.00%	0.00%	100.00%	100.00%	99.99%
Available	0	0	0	0	0	4

<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	679	45,372	0	46,051	59,034
Loose in equiv. std boxes		0	0	0	0	0	0
Packout to Date		0	679	45,372	0	46,051	59,034
C.A. Storage (included above)		0	0	0	0	0	0
Shipped Offshore		0	0	510	0	510	36
Shipped Brazil		0	0	112	0	112	112
Shipped Mexico		0	0	1,677	0	1,677	1,610
Shipped Canada		0	0	348	0	348	1,474
Shipped Domestic		0	679	42,725	0	43,404	55,802
Total Shipped		0	679	45,372	0	46,051	59,034
C.A. Shipped		0	0	0	0	0	0
Total % Shipped		0.00%	100.00%	100.00%	0.00%	100.00%	100.00%
Available		0	0	0	0	0	0

<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		11,281	21,643	1,431	6,756	41,111	52,827
Loose in equiv. std boxes		0	0	0	0	0	0
Packout to Date		11,281	21,643	1,431	6,756	41,111	52,827
C.A. Storage (included above)		0	0	0	955	955	0
Shipped Offshore		165	505	0	0	670	140
Shipped Brazil		0	0	0	0	0	0
Shipped Mexico		2,987	933	0	0	3,920	2,911
Shipped Canada		225	886	18	26	1,155	860
Shipped Domestic		7,904	19,319	1,413	6,730	35,366	48,916
Total Shipped		11,281	21,643	1,431	6,756	41,111	52,827
C.A. Shipped		0	0	0	955	955	0
Total % Shipped		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Available		0	0	0	0	0	0

<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		15,860	8,190	9,439	12,243	45,732	47,733
Loose in equiv. std boxes		0	0	0	0	0	0
Packout to Date		15,860	8,190	9,439	12,243	45,732	47,733
C.A. Storage (included above)		0	0	0	5,325	5,325	0
Shipped Offshore		4,228	2,968	1,336	0	8,532	22,773
Shipped Brazil		0	0	0	0	0	0
Shipped Mexico		1,592	3,281	0	0	4,873	943
Shipped Canada		0	0	0	0	0	1,202
Shipped Domestic		10,040	1,941	8,103	12,213	32,297	22,787
Total Shipped		15,860	8,190	9,439	12,213	45,702	47,705
C.A. Shipped		0	0	0	5,325	5,325	0
Total % Shipped		100.00%	100.00%	100.00%	99.75%	99.93%	99.94%
Available		0	0	0	30	30	28

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

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

Summer/Fall Crop Report
as of
June 3, 2016

GREEN BARTLETT	Medford	Mid-Columbia	Wenatchee	Yakima	TOTAL	2014-15
Projected Total Packout	87,100	1,324,932	2,075,162	525,978	4,013,172	4,690,297
Loose in equiv. and boxes	0	0	0	0	0	0
Packout to Date	87,100	1,324,932	2,075,162	525,978	4,013,172	4,690,297
C.A. Storage (included above)	0	749,163	566,897	19,800	1,335,860	1,282,503
Shipped Offshore	1,869	13,731	12,612	441	28,653	47,351
Shipped Brazil	0	64,515	36,764	0	101,279	129,896
Shipped Mexico	16,066	40,219	72,923	6,098	135,306	179,252
Shipped Canada	10,963	241,754	373,221	71,259	697,197	842,426
Shipped Domestic	58,202	964,713	1,579,642	448,180	3,050,737	3,491,372
Total Shipped	87,100	1,324,932	2,075,162	525,978	4,013,172	4,690,297
C.A. Shipped	0	749,163	566,897	19,800	1,335,860	1,282,503
Total % Shipped	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Available	0	0	0	0	0	0

RED BARTLETT*	Medford	Mid-Columbia	Wenatchee	Yakima	TOTAL	2014-15
Projected Total Packout	0	2,231	66,072	4,299	72,602	110,868
Loose in equiv. and boxes	0	0	0	0	0	0
Packout to Date	0	2,231	66,072	4,299	72,602	110,868
C.A. Storage (included above)	0	0	8,835	0	8,835	13,656
Shipped Offshore	0	0	1,949	0	1,949	427
Shipped Brazil	0	0	588	0	588	1,862
Shipped Mexico	0	0	1,053	0	1,053	4,613
Shipped Canada	0	139	3,946	42	4,127	7,552
Shipped Domestic	0	2,092	58,536	4,257	64,885	96,414
Total Shipped	0	2,231	66,072	4,299	72,602	110,868
C.A. Shipped	0	0	8,835	0	8,835	13,656
Total % Shipped	0.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Available	0	0	0	0	0	0

*Red Bartlett includes Red Sensation, Red Red, Red Gold, Canal, Early Red and Texas

STARKIMSON **	Medford	Mid-Columbia	Wenatchee	Yakima	TOTAL	2014-15
Projected Total Packout	15,819	136,105	123,610	5,693	281,227	314,472
Loose in equiv. and boxes	0	0	0	0	0	0
Packout to Date	15,819	136,105	123,610	5,693	281,227	314,472
C.A. Storage (included above)	0	6,081	456	0	6,537	0
Shipped Offshore	153	36,301	8,134	41	44,629	44,056
Shipped Brazil	0	2	0	2	4	0
Shipped Mexico	496	4,717	5,007	0	10,220	13,102
Shipped Canada	0	9,574	5,960	180	15,714	27,141
Shipped Domestic	15,170	85,511	104,509	5,472	210,662	250,173
Total Shipped	15,819	136,105	123,610	5,693	281,227	314,472
C.A. Shipped	0	6,081	456	0	6,537	0
Total % Shipped	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Available	0	0	0	0	0	0

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

<u>TOTALS</u>		<u>Green</u>	<u>Red</u>	<u>Bartlett</u>	<u>Starkinson</u>	<u>GRAND</u>	<u>2014-15</u>
		<u>Bartlett</u>	<u>Bartlett*</u>	<u>Sub-Total</u>	<u>**</u>	<u>TOTAL</u>	
Projected Total Packout		4,013,172	72,602	4,085,774	281,227	4,367,001	5,115,637
Loose in equiv. std boxes	0	0	0	0	0	0	0
Packout to Date		4,013,172	72,602	4,085,774	281,227	4,367,001	5,115,637
C.A. Storage (included above)		1,335,860	8,835	1,344,695	6,537	1,351,232	1,296,159
Shipped Offshore		28,653	1,949	30,602	44,629	75,231	91,834
Shipped Brazil		101,279	588	101,867	2	101,869	131,758
Shipped Mexico		135,306	1,035	136,359	10,220	146,579	196,967
Shipped Canada		697,197	4,127	701,324	15,714	717,038	877,119
Shipped Domestic		3,050,737	64,885	3,115,622	210,662	3,326,284	3,817,959
Total Shipped		4,013,172	72,602	4,085,774	281,227	4,367,001	5,115,637
C.A. Shipped		1,335,860	8,835	1,344,695	6,537	1,351,232	1,296,159
Total % Shipped		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Available	0	0	0	0	0	0	0

Equivalent Standard Boxes

OREGON & WASHINGTON SUMMER/FALL SHIPMENTS

		12-13		13-14		14-15		15-16	
		<u>Shipments</u>	<u>Shipments</u>	<u>Shipments</u>	<u>Shipments</u>	<u>Shipments</u>	<u>Shipments</u>	<u>Shipments</u>	<u>Shipments</u>
<u>Week Ending</u>							<u>Week Ending</u>		
14 - Aug		18,580	52,479	89,993	107,480		14 - Aug		107,480
21 - Aug		87,323	87,250	148,670	139,001		21 - Aug		139,001
28 - Aug		157,735	186,454	179,595	131,143		28 - Aug		131,143
4 - Sep		181,899	245,032	209,234	180,995		4 - Sep		180,995
11 - Sep		280,130	255,655	220,629	185,248		11 - Sep		185,248
18 - Sep		332,966	266,291	254,905	219,441		18 - Sep		219,441
25 - Sep		316,466	307,575	248,202	239,326		25 - Sep		239,326
2 - Oct		304,019	238,492	277,180	221,107		2 - Oct		221,107
9 - Oct		279,611	269,491	304,558	272,474		9 - Oct		272,474
16 - Oct		283,452	336,728	295,477	372,443		16 - Oct		372,443
23 - Oct		306,913	316,851	296,009	239,714		23 - Oct		239,714
30 - Oct		238,324	268,215	363,799	272,244		30 - Oct		272,244
6 - Nov		273,699	270,395	280,402	238,296		6 - Nov		238,296
13 - Nov		215,155	278,948	273,661	221,753		13 - Nov		221,753
20 - Nov		212,096	212,826	204,553	178,408		20 - Nov		178,408
27 - Nov		197,189	181,562	147,146	122,324		27 - Nov		122,324
4 - Dec		198,104	146,005	174,357	160,283		4 - Dec		160,283
11 - Dec		171,560	167,818	179,401	131,959		11 - Dec		131,959
18 - Dec		122,213	140,841	130,455	98,674		18 - Dec		98,674
25 - Dec		86,661	101,603	88,523	87,075		25 - Dec		87,075
1 - Jan		88,628	95,143	121,205	85,083		1 - Jan		85,083
8 - Jan		128,203	161,152	151,283	113,022		8 - Jan		113,022
15 - Jan		122,437	146,668	137,421	109,000		15 - Jan		109,000
22 - Jan		88,201	104,061	92,944	89,817		22 - Jan		89,817
29 - Jan		104,809	129,330	66,965	56,282		29 - Jan		56,282
5 - Feb		75,715	75,829	56,293	38,902		5 - Feb		38,902
12 - Feb		58,445	91,082	56,861	24,031		12 - Feb		24,031
19 - Feb		30,656	42,874	24,077	7,880		19 - Feb		7,880
26 - Feb		23,580	30,068	22,134	3,016		26 - Feb		3,016
4 - Mar		12,563	7,028	19,705	600		4 - Mar		600
total to date		4,997,332	5,213,746	5,115,637	4,367,001		total to date		4,367,001

COMPARATIVE MOVEMENT OF WINTER PEARS AND SUMMER/FALL PEARS

*Canada is included with Domestic, not export

2015-16 SEASON

	Canada & Domestic	*Export	Total
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
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	50,942	493,581
TOTAL	765,570	367,352	1,132,922
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	9,562	4,448	14,010
Summer/Fall	563,547	48,610	612,157
TOTAL	981,718	345,146	1,326,864
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	7,557	5,600	13,157
Summer/Fall	483,916	26,624	510,540
TOTAL	994,936	348,869	1,343,805
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

2014-15 SEASON

	Canada & Domestic	*Export	Total
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
9/27/2014 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
10/11/2014 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	525,542	61,944	591,486
TOTAL	920,594	382,039	1,302,633
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
11/8/2014 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

COMPARATIVE MOVEMENT OF WINTER PEARS AND SUMMER/FALL PEARS

*Canada is included with Domestic, not export

2015-16 SEASON				2014-15 SEASON			
		Canada & Domestic				Canada & Domestic	
		*Export	Total			*Export	Total
11/21/2015 TO 12/4/2015				11/22/2014 TO 12/5/2014			
Anjou	319,829	198,331	518,160	Anjou	318,029	270,240	588,269
Bosc	154,219	27,277	181,496	Bosc	163,806	38,474	202,280
Comice	30,331	443	30,774	Comice	30,814	168	30,982
Concorde	11,899	48	11,947	Concorde	7,315	533	7,848
Red Anjou	55,087	29,552	84,639	Red Anjou	50,858	21,482	72,340
Misc WP	8,927	1,909	10,836	Misc WP	10,122	313	10,435
Summer/Fall	279,134	3,473	282,607	Summer/Fall	314,960	6,543	321,503
TOTAL	859,426	261,033	1,120,459	TOTAL	895,904	337,753	1,233,657
12/5/2015 TO 12/18/2015				12/6/2014 TO 12/19/2014			
Anjou	325,981	206,691	532,672	Anjou	360,323	277,286	637,609
Bosc	193,368	18,388	211,756	Bosc	197,751	27,112	224,863
Comice	21,432	1,230	22,662	Comice	26,044	2,234	28,278
Concorde	3,973	1	3,974	Concorde	6,734	195	6,929
Red Anjou	55,131	19,022	74,153	Red Anjou	56,053	18,517	74,570
Misc WP	4,980	1,575	6,555	Misc WP	4,423	493	4,916
Summer/Fall	228,408	2,205	230,613	Summer/Fall	305,217	4,639	309,856
TOTAL	833,273	249,112	1,082,385	TOTAL	956,545	330,476	1,287,021
12/19/2015 TO 1/1/2016				12/20/2014 TO 1/2/2015			
Anjou	242,559	138,154	380,713	Anjou	264,500	145,646	410,146
Bosc	135,192	11,029	146,221	Bosc	135,180	10,365	145,545
Comice	11,837	87	11,924	Comice	16,306	41	16,347
Concorde	1,384	131	1,515	Concorde	1,242	196	1,438
Red Anjou	45,097	10,272	55,369	Red Anjou	37,129	17,030	54,159
Misc WP	1,908	0	1,908	Misc WP	1,437	495	1,932
Summer/Fall	171,884	274	172,158	Summer/Fall	209,119	609	209,728
TOTAL	609,861	159,947	769,808	TOTAL	664,913	174,382	839,295
1/2/2016 TO 1/15/2016				1/3/2015 TO 1/16/2015			
Anjou	425,751	157,042	582,793	Anjou	462,593	244,788	707,381
Bosc	217,120	22,122	239,242	Bosc	241,398	14,734	256,132
Comice	15,516	2,470	17,986	Comice	14,063	1,037	15,100
Concorde	780	1,307	2,087	Concorde	5,127	0	5,127
Red Anjou	77,193	5,234	82,427	Red Anjou	70,213	16,720	86,933
Misc WP	4,054	1,607	5,661	Misc WP	2,633	229	2,862
Summer/Fall	222,016	6	222,022	Summer/Fall	285,905	2,799	288,704
TOTAL	962,430	189,788	1,152,218	TOTAL	1,081,932	280,307	1,362,239
1/16/2016 TO 1/29/2016				1/17/2015 TO 1/30/2015			
Anjou	413,810	147,109	560,919	Anjou	405,875	226,495	632,370
Bosc	203,091	25,727	228,818	Bosc	195,693	12,722	208,415
Comice	6,034	2,916	8,950	Comice	19,336	1,737	21,073
Concorde	159	0	159	Concorde	1,590	112	1,702
Red Anjou	52,416	7,139	59,555	Red Anjou	55,463	7,400	62,863
Misc WP	2,469	0	2,469	Misc WP	3,601	270	3,871
Summer/Fall	144,519	1,580	146,099	Summer/Fall	158,277	1,632	159,909
TOTAL	822,498	184,471	1,006,969	TOTAL	839,835	250,368	1,090,203

COMPARATIVE MOVEMENT OF WINTER PEARS AND SUMMER/FALL PEARS

*Canada is included with Domestic, not export

2015-16 SEASON				2014-15 SEASON			
Canada & Domestic		*Export	Total	Canada & Domestic		*Export	Total
1/30/2016 TO 2/12/2016				1/31/2015 TO 2/13/2015			
Anjou	411,012	172,140	583,152	Anjou	385,215	223,121	608,336
Bosc	231,800	35,314	267,114	Bosc	183,789	18,801	202,590
Comice	615	1,990	2,605	Comice	6,409	84	6,493
Concorde	43	0	43	Concorde	0	0	0
Red Anjou	53,294	5,336	58,630	Red Anjou	53,880	8,456	62,336
Misc WP	2,697	0	2,697	Misc WP	881	38	919
Summer/Fall	62,627	306	62,933	Summer/Fall	111,917	1,237	113,154
TOTAL	762,088	215,086	977,174	TOTAL	742,091	251,737	993,828
2/13/2016 TO 2/26/2016				2/14/2015 TO 2/27/2015			
Anjou	377,234	135,000	512,234	Anjou	339,988	176,840	516,828
Bosc	202,283	19,780	222,063	Bosc	163,736	13,158	176,894
Comice	518	779	1,297	Comice	3,785	43	3,828
Concorde	0	0	0	Concorde	0	0	0
Red Anjou	38,345	8,317	46,662	Red Anjou	48,236	10,711	58,947
Misc WP	1,161	0	1,161	Misc WP	898	0	898
Summer/Fall	10,896	0	10,896	Summer/Fall	45,868	343	46,211
TOTAL	630,437	163,876	794,313	TOTAL	602,511	201,095	803,606
2/27/2016 TO 3/11/2016				2/28/2015 TO 3/13/2015			
Anjou	340,608	158,064	498,672	Anjou	368,544	192,029	560,573
Bosc	172,153	20,676	192,829	Bosc	176,361	14,596	190,957
Comice	1,380	0	1,380	Comice	6,279	0	6,279
Concorde	92	0	92	Concorde	0	0	0
Red Anjou	48,778	5,127	53,905	Red Anjou	44,507	17,007	61,514
Misc WP	107	0	107	Misc WP	1,443	38	1,481
Summer/Fall	600	0	600	Summer/Fall	14,708	4,997	19,705
TOTAL	563,718	183,867	747,585	TOTAL	611,842	228,667	840,509
3/12/2016 TO 3/25/2016				3/14/2015 TO 3/27/2015			
Anjou	287,421	127,106	414,527	Anjou	304,648	165,229	469,877
Bosc	123,741	8,641	132,382	Bosc	137,736	12,491	150,227
Comice	0	0	0	Comice	2,247	0	2,247
Concorde	0	0	0	Concorde	0	0	0
Red Anjou	31,795	4,764	36,559	Red Anjou	45,576	10,367	55,943
Misc WP	37	0	37	Misc WP	1,152	0	1,152
Summer/Fall	0	0	0	Summer/Fall	0	0	0
TOTAL	442,994	140,511	583,505	TOTAL	491,359	188,087	679,446
3/26/2016 TO 4/8/2016				3/28/2015 TO 4/10/2015			
Anjou	262,186	116,804	378,990	Anjou	281,317	201,976	483,293
Bosc	112,643	8,390	121,033	Bosc	104,825	7,901	112,726
Comice	0	0	0	Comice	1,487	0	1,487
Concorde	0	0	0	Concorde	0	0	0
Red Anjou	31,916	4,419	36,335	Red Anjou	37,146	9,892	47,038
Misc WP	63	0	63	Misc WP	1,396	0	1,396
Summer/Fall	0	0	0	Summer/Fall	0	0	0
TOTAL	406,808	129,613	536,421	TOTAL	426,171	219,769	645,940

COMPARATIVE MOVEMENT OF WINTER PEARS AND SUMMER/FALL PEARS

As of 6/3/2016

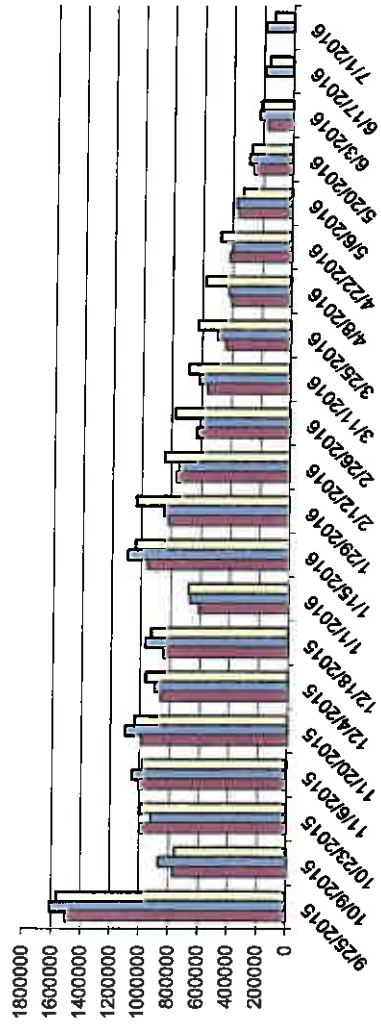
*Canada is included with Domestic, not export

2015-16 SEASON				2014-15 SEASON			
Canada & Domestic		*Export	Total	Canada & Domestic		*Export	Total
4/9/2016 TO 4/22/2016				4/11/2015 TO 4/24/2015			
Anjou	284,620	146,162	430,782	Anjou	286,840	165,199	452,039
Bosc	100,796	15,651	116,447	Bosc	67,546	16,461	84,007
Comice	0	0	0	Comice	0	0	0
Concorde	0	0	0	Concorde	0	0	0
Red Anjou	36,718	1,430	38,148	Red Anjou	45,183	1,770	46,953
Misc WP	64	0	64	Misc WP	1,775	0	1,775
Summer/Fall	0	0	0	Summer/Fall	0	0	0
TOTAL	422,198	163,243	585,441	TOTAL	401,344	183,430	584,774
4/23/2016 TO 5/6/2016				4/25/2015 TO 5/8/2015			
Anjou	258,348	117,191	375,539	Anjou	298,400	196,751	495,151
Bosc	84,792	12,769	97,561	Bosc	39,374	12,773	52,147
Comice	0	0	0	Comice	0	0	0
Concorde	0	0	0	Concorde	0	0	0
Red Anjou	22,048	2,764	24,812	Red Anjou	40,398	2,311	42,709
Misc WP	55	0	55	Misc WP	0	0	0
Summer/Fall	0	0	0	Summer/Fall	0	0	0
TOTAL	365,243	132,724	497,967	TOTAL	378,172	211,835	590,007
5/7/2016 TO 5/20/2016				5/9/2015 TO 5/22/2015			
Anjou	202,457	98,958	301,415	Anjou	228,142	142,809	370,951
Bosc	42,652	10,799	53,451	Bosc	28,115	4,372	32,487
Comice	0	0	0	Comice	0	0	0
Concorde	0	0	0	Concorde	0	0	0
Red Anjou	13,735	992	14,727	Red Anjou	32,854	4,763	37,617
Misc WP	1,394	0	1,394	Misc WP	0	0	0
Summer/Fall	0	0	0	Summer/Fall	0	0	0
TOTAL	260,238	110,749	370,987	TOTAL	289,111	151,944	441,055
5/21/2016 TO 6/3/2016				5/23/2015 TO 6/5/2015			
Anjou	141,433	93,308	234,741	Anjou	178,307	107,068	285,375
Bosc	25,823	4,703	30,526	Bosc	13,814	1,933	15,747
Comice	0	0	0	Comice	0	0	0
Concorde	0	0	0	Concorde	0	0	0
Red Anjou	4,795	1,035	5,830	Red Anjou	29,703	2,763	32,466
Misc WP	0	0	0	Misc WP	0	0	0
Summer/Fall	0	0	0	Summer/Fall	0	0	0
TOTAL	172,051	99,046	271,097	TOTAL	221,824	111,764	333,588
TOTAL TO DATE				TOTAL TO DATE:			
Anjou	5,600,282	3,425,203	9,025,485	Anjou	5,771,955	4,219,611	9,991,566
Bosc	2,673,711	348,251	3,021,962	Bosc	2,572,558	320,680	2,893,238
Comice	176,207	16,996	193,203	Comice	217,494	18,374	235,868
Concorde	43,752	2,299	46,051	Concorde	57,276	1,758	59,034
Red Anjou	728,836	228,320	957,156	Red Anjou	738,959	255,704	994,663
Misc WP	111,923	19,997	131,920	Misc WP	147,608	31,372	178,980
Summer/Fall	4,043,322	323,679	4,367,001	Summer/Fall	4,695,078	420,559	5,115,637
TOTAL	13,378,033	4,364,745	17,742,778	TOTAL	14,200,928	5,268,058	19,468,986

	2010-2011 10-Jun-2011	2011-2012 08-Jun-2012	2012-2013 07-Jun-2013	2013-2014 06-Jun-2014	2014-2015 05-Jun-2015	Five Year Average	2015-2016 03-Jun-2016
Packout	17,802,593	20,544,049	19,494,610	21,619,767	20,691,305	20,030,464	18,411,871
Moved	16,617,153	19,590,787	18,915,876	20,840,773	19,468,986	19,086,715	17,742,778
Available	1,185,440	953,262	578,734	778,994	1,222,319	943,749	669,093
Percent Moved	93.34%	95.36%	97.03%	96.40%	94.09%	95.29%	96.37%
Percent Available	6.66%	4.64%	2.97%	3.60%	5.91%	4.71%	3.63%
Pears Imported	3,684,979	2,958,922	3,527,464	3,078,570	3,095,629	3,269,112	2,654,120
2012-2013							2015-2016
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
843,342	470,184	873,866	475,042	785,959	430,982	817,386	464,397
994,000	426,615	925,716	382,933	917,044	454,639	961,295	448,511
1,008,265	445,994	1,047,631	342,405	968,391	451,685	1,012,849	401,508
836,350	454,009	1,096,305	338,071	882,758	455,991	1,065,492	419,190
1,089,113	437,767	902,009	338,149	1,010,187	393,639	932,215	363,187
841,113	361,662	963,707	331,260	862,573	343,231	945,321	347,843
625,651	208,261	669,771	174,583	665,373	217,789	675,709	222,068
955,005	302,228	1,089,112	280,798	967,845	292,324	1,063,069	298,041
886,112	285,648	846,332	250,410	872,819	284,588	940,296	317,491
814,448	239,961	747,638	251,821	769,227	251,871	796,147	273,707
596,242	218,839	605,538	201,725	646,085	215,763	690,137	234,676
583,713	220,014	615,325	228,794	600,588	231,461	651,724	243,666
448,007	251,740	492,293	188,152	515,433	213,763	560,333	192,284
379,649	172,451	426,228	219,769	458,197	187,620	501,870	227,769
362,500	167,666	401,352	183,430	417,096	164,497	439,167	172,102
300,965	112,168	378,182	211,835	357,274	146,995	354,465	171,254
282,270	118,541	289,111	151,944	295,320	147,559	280,892	148,679
197,139	121,467	221,824	111,764	231,055	132,052	215,472	128,975
Subtotal	5,508,259	14,200,928	5,268,058	13,546,793	5,539,904	14,490,225	5,664,646
143,574	97,823	185,929	136,637	184,518	111,747	173,302	126,059
89,734	28,854	184,732	133,635	138,142	100,938	158,155	108,780
Subtotal	5,634,936	14,571,589	5,538,330	13,869,453	5,752,589	14,821,682	5,899,485
13,640,925	5,634,936	14,571,589	5,538,330	13,869,453	5,752,589	14,821,682	5,899,485
13,640,925	5,634,936	14,571,589	5,538,330	13,869,453	5,752,589	14,821,682	5,899,485

FRESH PEAR MOVEMENT Domestic & Canada

Domestic & Canada



Export (w/o Canada)

