

# Raisin Administrative Committee

Analysis Report  
August 1, 2006



February 2007

Mission	<p>The Raisin Administrative Committee’s (RAC) function is to administer the Raisin Marketing Order, make recommendations to the U.S. Department of Agriculture for programs pursuant to the Marketing Order and recommend amendments to the Order and the rules and regulations applicable thereto. The Committee employs a staff to implement, administer, evaluate and verify compliance with approved programs and perform the daily operations of the RAC. All recommendations of the Committee must be reviewed and approved by the Secretary of the U.S. Department of Agriculture (USDA) and the Secretary of Agriculture is also responsible for continuous oversight of the RAC’s operations.</p>
Authority	<p>The declared policy of the Congress in enacting the Agricultural Marketing Agreement Act of 1937 (The Act), among other things, was, “to establish and maintain such orderly marketing conditions....as will provide, in the interests of producers and consumers, an orderly flow of the supply thereof to market throughout its normal marketing season to avoid unreasonable fluctuations in supplies and prices.” And “to establish and maintain....such minimum standards of quality and maturity and such grading and inspection requirements....as will effectuate such orderly marketing of such agricultural commodities as will be in the public interest.”</p>
Background	<p>Pursuant to the authority of the Act, Part 989 was established by the Secretary of Agriculture to Regulate the Handling of Raisins Produced from Grapes Grown in California. Under the provisions of this Marketing Order, the raisin industry has implemented “minimum grade</p>

Background  
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and condition standards” for both natural condition and processed raisins and a reserve pool provision designed to allocate each year’s raisin production to enhance market and price stability.

Before the industry could implement the Raisin Marketing Order, approval by referendum of 67% of voting raisin producers, by number and by volume, had to be obtained as required by the “Act”. Several amendments have been made to the Order since being established, and approval by referendum was obtained by a similar majority vote.

RAC

The Raisin Administrative Committee (Committee) is an elected body of 47 member representatives and 47 alternate members consisting of 35 growers and 10 packers from the raisin industry, 1 public member, and 1 member representing the largest cooperative bargaining association. The Committee is responsible for the establishment of policy for the raisin industry within the legal framework of the Marketing Order.

The Marketing Order requires the reporting and documentation of the handling of all raisins produced from grapes grown in California, verification of the quality of all raisins and provides other “tools” that the industry can use in order to insure the most advantageous disposition of such raisins. The Marketing Order requires surveillance by USDA Inspection Service from the time non-California raisins are received, through processing and final disposition.

The Committee is charged with the

RAC  
Cont'd: responsibility of overseeing the operations and performing functions necessary to implement the policies of the industry. These functions include computing the annual Trade Demand in August of each year and recommending preliminary reserve pool percentages prior to October 5 with final percentages before February 15. The Committee accomplishes this by employing a President, who in turn, is responsible for providing staff necessary to perform these functions. The Committee has oversight responsibility of the President and staff.

Staffing The RAC staff is made up of 16 salaried and hourly employees. The responsibility of the staff includes: the receipt of proper documentation and verification of information required under the Marketing Order, and administration of the various programs established by the Committee. Through a Memorandum of Understanding, the RAC shares management, and some staff resources with the California Raisin Marketing Board.

The general functions of the staff include:

1. Operations
2. Accounting
3. Finance/Reserve Pool
4. Export Programs
5. Compliance

Operations Operation's functions include receipt and review of documentation for growers' deliveries and verification of the packers' proper reporting. The fiscal period used by the industry is the crop year beginning August 1 and ending July 31. Packers submit weekly

Operations  
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reports of raisin receipts accompanied by substantiating documentation for each lot of raisins delivered by individual growers. These documents include the name of the grower, the varietal type, and the weight of each lot which is then entered into the RAC computer grower database program. Inspection of the individual lots of raisins is performed by the USDA Inspection Service and the results of those inspections are electronically transmitted to the RAC office. The data is verified and downloaded into a grower database program. The verification process of these records is accomplished by the computer matching the information input from the packers' reports with the data submitted by the USDA Inspection Service. Discrepancies identified by the computer from the matching of these records are investigated and the proper correction made.

The documentation of deliveries, on an individual grower basis, establishes the database on which most other functions are based. This includes: the accountability of all raisin deliveries, responsibility of packers' administrative assessments, packers' reserve pool obligations and the basis upon which the RAC staff can distribute reserve pool equity to the grower.

The Marketing Order provides for an assessment on the "Free Tonnage" acquired by each packer to support the operations of the RAC. Generally, the cost of operations is shared with the reserve pool on an equal basis. In the absence of a reserve, all costs are covered through the assessment.

Operations  
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Based upon the reported acquisitions of deliveries and the establishment of the reserve pool percentages for each crop year, "Operations" must provide the industry with accountability of the tonnage held in the reserve pool. The staff is charged with the responsibility of accounting for tonnage set-aside as reserve pool raisins. A CPA firm performs an outside third party audit to verify and confirm grower tonnage. Staff representatives monitor the physical existence of the raisins and verify the proper tonnage is being held at each packer's location. The reserve obligation varies throughout its existence. During delivery season, each individual packer's obligation changes on a weekly basis as tonnage is acquired. Throughout the duration of the pool, sales from the reserve pool reduce the packer's obligations as "releases" are issued to reduce the packer's responsibility, until his entire reserve pool obligation has been exhausted. Staff is responsible for allocation of reserve tonnage sold to packers for free tonnage use, as specified by the Marketing Order.

Each year the industry computes the "Trade Demand" based upon the prior year's shipment of "Free Tonnage" raisins. Included in the Free Tonnage shipments are all domestic shipments and shipments to all export markets. Packers purchase the free tonnage at prices negotiated with producers. However, export sales must meet the pressures of world price competition that is historically below the producer's negotiated free tonnage price. This has made it necessary to provide packers, who sell into the export market, a way to reduce their cost of raisins purchased

Operations  
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from growers at free tonnage prices. This cost reduction has been provided through utilizing reserve pool tonnage to blend the price to an export level established by the Committee. The program created to do this is called "The Export Replacement Program". This program has used several methods to provide the packer with an unprocessed raisin price for export sales. Originally, reserve pool raisins were sold to packers at \$100 per ton in a quantity that would blend their raw product cost to a Committee established export cost-level. A half-raisins/half-cash method was adopted for a period and a cash adjustment program has also been utilized. The Committee may change the method periodically depending upon the assets available in the reserve pool.

The Export Program provides a viable market for California Raisins and has grown to equal 50% of domestic sales. The inclusion of this export tonnage in the Trade Demand provides the producer with a higher return upon initial delivery to the packer.

The Committee recommends the terms and conditions and pricing for an "Export Replacement Offer" (ERO). These offers generally run from October to October. The Committee can recommend ERO's for any specific period of time. To participate in an ERO, a packer processes and exports free tonnage raisins, submits required export documentation and the reserve payment, if applicable. The terms and conditions allow the packer up to 120 days from the "ocean on board" date to provide documentation. Once this documentation is verified, the reserve

Operations  
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tonnage is released or cash adjustment applicable is made to the packer.

In order to qualify for replacement for an export sale, packers must submit documentation substantiating the exportation of free tonnage raisins. This documentation includes a truck bill of lading, showing movement from the plant to the port; the original ocean on-board bill of lading; USDA Certification; and a proper application. All documents must be verified by the RAC before the packer receives reimbursement. Compliance staff provides a continuous audit of packer documentation for verification purposes.

Another "tool" provided for in the Marketing Order is the "Raisin Diversion Program (RDP)." Each year, before the end of November, the Order requires the Committee to review supply data and the status of the reserve pool to determine if an excessive volume of tonnage is on hand. If it is determined that the volume of raisins in the reserve pool exceed all projected requirements for sale, the Committee may announce a Raisin Diversion Program "RDP". This program allows growers who produced raisins in the current crop year to apply for the program. The grower must take measures (normally spur pruning or vine removal) to ensure no grapes are produced on the production unit accepted into the program that year. Following verification, the RAC will issue a certificate in the subsequent crop year for raisins equal to the grower's prior year's raisin production. This certificate may be sold to any packer in the same manner the grower would sell his actual production and

Operations  
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the packer, in turn, presents the certificate to the RAC and is provided with reserve raisins in lieu of the grower's production.

Under the Marketing Order, the RAC is responsible for providing packers compensation for containers in which to hold the reserve pool raisins held beyond the crop year in which acquired. The industry has an inventory of approximately 177,000 raisin bins, which are available to packers in lieu of compensation. RAC bins are not available to growers directly.

Bins not needed to hold the reserve are available to packers to rent for the season. Bin rental revenue is used to maintain and repair bins that have been damaged. Staff has been charged with the responsibility of rental, accountability, maintenance and repair, and providing packers with the necessary containers to hold their carried-over reserve.

Packers must submit monthly reports to maintain accountability of RAC bins. Currently, bins that are in need of repair are being centrally inventoried.

As part of the reporting requirements established by the Marketing Order, packers must report their shipments of raisins each month and inventory status at least annually or more often, if so requested. The information is accumulated by staff and published as industry statistics. Industry statistics are accumulated and published on a comparative basis at various times throughout the crop year. These statistics are also used in developing the annual Marketing Policy Report

Operations  
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and are utilized by the industry to develop future policies as well as a compliance tool.

The RAC provides the industry with several means of communication. There is a statistical phone line (559-265-7311) to inform the growers as to when meetings will be held, grower payments made, as well as current acquisition and shipment report information.

The RAC also periodically publishes a grower newsletter, "Raisin Industry News", which is delivered to over 3,500 growers.

The RAC maintains a Raisin Industry Home Page on the World Wide Web ([www.raisins.org](http://www.raisins.org)). The Home Page contains weekly acquisitions, monthly shipments, the annual Marketing Policy, the latest Raisin Industry Newsletter and meeting notices, as well as member names, packer names, industry history and other statistical data. In addition, staff is available from 8:00 a.m. – 5:00 p.m. during the workweek to individually address industry questions or concerns.

Accounting

Accounting is responsible for keeping the Committee informed as to the financial status of all accounts, administrative and reserve pools so that they can make informed decisions. The accounting for the reserve pool involves receiving individual packer reports detailing raisins acquired from growers. This becomes the basis for each packer's reserve pool obligation. As reserve raisins are sold from offers made pursuant to the provisions of the Order, accounting prepares invoices, collects the money and issues the releases. The release is a document issued by the RAC

Accounting  
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office that authorizes a packer to reduce his reserve pool holdings.

The Marketing Order provides various opportunities to market the raisins held in the reserve pool. Sales to packers for free tonnage usage such as the 10+10 sales, the Export Replacement Offer (when raisins are used), and the "Ten Month Provision" are means to provide raisins into normal market outlets. Reserve raisins are also available to supply government contracts for various programs, for industry donations and for the Raisin Diversion Program. In the event of a national emergency, crop failure or other emergency situations, raisins can be released for free usage. The Marketing Order limits the existence of any uncommitted reserve pool raisins to ten months after the end of the crop year.

Funds generated from reserve pool sales programs, net of costs, become the growers' equity and are disbursed directly to each producer of record for that crop. Prior to the establishment of a reserve pool, projected costs related to the reserve pool are reviewed and approved by the Committee and the Secretary of Agriculture. Indirect costs include administrative costs, such as rent, salaries, supplies, equipment, etc. Direct costs include reimbursing packers for receiving, handling, storage; inspection; insurance; bin replacement and other related costs, which are generally made on a per-ton basis. These are determined by the volume of raisins in the reserve pool until disposition is completed. The Merchandising Incentive Program (MIP) and the Industry Market Promotion Fund

Accounting  
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(IMPF) are export program costs also charged to the Reserve.

Each crop's direct expenses are identified and charged directly to that reserve pool. The cost of the export program is generally tied to the crop year whenever possible. Due to the variation in reserve pool sizes the amount of money generated from the reserve sales varies and may not be adequate to support the export program for a full year. The Committee continuously reviews the cash position of the reserve pools and as per the established policy, ensures that the export program is funded. This funding effort can cause the identity of costs to vary from year to year with a single reserve pool being charged with more or less than one year of expenses. The export program is an important tool used by the industry to sell raisins that are in excess of domestic needs.

Accounting prepares an "Administrative Budget" which is recommended by the Committee, approved by the Secretary of Agriculture and published in the Federal Register. The budget is the basis for establishing the rate of assessment that is charged to packers for each ton of "free tonnage" raisins acquired. The "Administrative and Reserve Pool Budgets" each represent approximately half of the costs of administering the overall program excluding the cash adjustment costs and reserve pool direct costs.

The projected volume of "Free Tonnage" together with the existence of a reserve pool determines the rate of Assessment each year.

Accounting  
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General and Administrative expenses (G&A) are divided between the Administrative fund and the Reserve Pool fund on an equal basis. If a reserve pool is not established, the assessment to handlers for that year is increased accordingly. In recent years the assessment rate has ranged from \$6.50 per ton to \$11.00 per ton depending on the existence of a reserve pool.

Assessments collected in excess of the amount expended are refunded each year to packers either as a credit to the next year's assessment or in cash.

Finance

The funds generated by the disposition of the reserve pool must be managed for the mutual benefit of the industry and its grower equity holders. All funds handled by the RAC are considered "Public Funds" even though they are generated totally from the raisin industry. Because they are considered "Public Funds", the investment of these funds is restricted by the Federal Government. The restrictions include assurance that all funds are fully collateralized by any financial institution that handles RAC funds, and that any investment vehicle meets the criteria for investing "Public Funds." It is the responsibility of staff to make sure that the investment of these funds is made within these guidelines. All money held by the RAC is monitored on a daily basis. Investments are made in accordance with Federal guidelines in order to maximize the return to the growers. Funds are invested in U.S. Government securities allowing the greatest liquidity with the shortest period of investment. Both reserve pool funds and administrative funds are invested with the

Finance  
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earnings being credited to the appropriate fund. Growers and the packers benefit from investments and earn the highest possible rate of returns for government securities. Numerous safeguards and compliance audits are utilized to protect the funds.

During the years that the Cash-Back program is used to support the export replacement program, a large amount of cash is held and managed by the Committee. These funds are usually generated with the sale of reserve raisins and are expended over a longer period of time. This cash is invested and earns interest on behalf of the growers to help offset reserve pool expenses.

Export

Over the past 5 years, export sales have accounted for 36% of all California raisins shipped. This 36% is essential in creating the high trade demand and setting the amount of free tonnage available.

IMPF:  
(Industry Market  
Promotion Fund)

IMPF Program is a grower-paid advertising/promotion program for buyers/importers on a per-ton dollar basis. This program involves Asian markets only and is used as a portion of the matching funds for the Federal Market Access Program (MAP).

However, in these countries the promotional funds earned by each importer must be used to advertise/promote the California raisin brand they import. Guidelines have been developed which the importer must meet to be eligible for the promotional funds earned. These guidelines include a time period during

IMFP  
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which eligible advertising/promotion must occur. The importer must receive prior approval for each activity, conduct the activity, pay for its cost and submit paid documentation, which is then reimbursed with funds from reserve pool income.

Using packer-supplied "export documents", an importer earns promotional funds for the raisins imported from California raisin packers. The shipping "documents" are received by the RAC and compiled by: importer, packer and pack style. The funds are accumulated for a 12-month period and a second year is provided for expenditures. RAC tracks the accrual and expenditure of the IMPF funds.

California raisin packers work with their importers on a regular basis to utilize these funds. Representatives also review the actual activity and expenses related to the activity.

Annually approximately \$1.5 million is earned and expended for the advertising/promotion program. The program year for earning funds is February 1 through January 31. The IMPF program is reviewed and approved by the Committee and USDA for each program year.

MIP  
(Merchandising  
Incentive Program)

The MIP is a grower-paid cash-incentive program based upon minimum tonnage, and in some instances, market share of California raisins established by the Committee. The criteria is established each program year and applies to Natural Seedless raisins exported from February 1 through January 31. The cash incentive is earned by the importer when the program criteria has been met. The MIP is

MIP Cont'd: for Asian markets only.

Association Fee: In selected Asian markets, the Committee encouraged local importers to form a non-profit association to work together and exchange information. The informal association meets at agreed-upon frequency to review progress and plan methods to increase total country imports of California raisins. As an incentive to encourage these meetings, the RAC has agreed to pay meeting expenses when announced to the importer's association membership and a local RAC representative is included. The "Association Fee" earned ranges between \$5.00 and \$15.00 per ton for documented imports. Receipts and minutes of meetings are required to support reimbursement. An association fee budget ceiling is established each crop year.

MAP (Market Access Program): On an annual basis, the Foreign Agricultural Service (FAS) USDA announces promotional funds will be available to industries that desire funding to promote agriculture commodities and agree to follow the requirements provided by FAS. FAS utilizes the industry's marketing plan that contains information about the Raisin industry, analysis of U.S. and world market situation, shipment history, as well as shipment goals in granting federal funds. A broad activity plan and proposed budget is included for each country. The RAC establishes performance goals for each market, and at the end of our year, measures the results and then reports back to FAS the findings. The marketing program is a 12-month program that follows the industry's crop year. The Reserve Sales and Marketing Subcommittee, with approval from the

MAP Cont'd:

Committee, assigns a country budget and implementation begins. The raisin industry has participated and received federal funding to promote California raisins in selected export markets. The amount of FAS funds received is approximately \$2M annually. The funds are used for both generic and branded activities. Additionally, the raisin industry contributes 120% of that amount in either cash or services to support the government funds received.

Export

The RAC has six (6) contracted representative offices that cover key world markets. The offices are located in United Kingdom, Japan, Singapore, Hong Kong/China, Korea and Taiwan. These offices oversee and implement the various RAC export marketing programs. The offices also provide market surveillance and report market changes and trends monthly to the RAC. Administration cost of approximately \$825,000 is divided between the "Administrative" and "Reserve Pool" funds. Their individual contract agreements cover total cost for staff and travel.

Throughout the marketing year, monthly reporting is required from each representative, accounting for marketing fund expenditures and administration of policy established by the Committee. An annual evaluation is conducted to determine the effectiveness, efficiency and value of RAC marketing programs. All marketing fund expenditures are documented and are audited within the RAC and an outside accounting firm.

Implementation of RAC export programs involves working with representatives

Export  
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who provide us with a marketing concept. The Fresno office reviews the concept and after consultation, once again with the representative, the activity is approved. The representative takes full responsibility of ensuring that the activity takes place as approved. After completion of the activity, the representative collects all supporting documentation from the activity and forwards it to Fresno with an activity report. The report provides detailed information as to the implementation and final outcome of the activity. The RAC accounting staff reviews the invoices and prepares payment reimbursement to the vendor or participant in the activity. On a monthly basis invoices paid by RAC to vendors or raisin packers conducting a branded activity are submitted to FAS for reimbursement to the RAC or brand owner.

Following each marketing year, RAC submits to FAS a complete evaluation of our entire program, which details how we spent the funds and the results of those expenditures. By this time, the procedure for another marketing year has begun. The industry has tracked the effect of raisin export shipments when providing marketing funds for export promotion and cash incentive. The current grower market value for exported California raisins is now approximately \$125.0M annually.

Assurance that all parties regulated by the Order follow its rules and requirements is the goal of Compliance. Compliance has an internal part: the President and the Director of Compliance ensuring the Committee and staff are complying with the regulations and

Compliance  
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policies. Compliance has an external part: Handlers must comply with provisions of the Order by obtaining inspections, paying assessments, holding reserve obligations and by submission of accurate and timely reports. Information provided by handlers must be treated confidentially.

The Committee and the President must ensure staff follows the Marketing Order policy and regulations. An annual "Compliance Plan" is submitted to the U. S. Department of Agriculture outlining the strategies, resources and activities for the upcoming crop year. Almost all activities staff performs have some sort of compliance implication. Staff provides regulatory responsibility information through mailings, guidebooks, training sessions, and during on-site visits to handler locations. Staff checks handler reports for completeness, accuracy and timeliness. Staff invoices and monitors receipt of handler assessments. Staff reconciles handler acquisition information to reports of inspection. Staff verifies exports with ocean on-board bills of lading. Staff monitors handler's storage of raisins to satisfy their reserve pool obligation. Staff verifies producer's compliance with the requirements of the Raisin Diversion Program (RDP). Staff maintains a liaison with USDA Inspection Service to assure that all raisins handlers receive from producers are inspected, all processed raisins are inspected prior to shipment, and all non-California raisins are properly identified and maintained under surveillance until disposed of by the handler. USDA Inspection Service, as well as third party, surveillance measures are incorporated into the overall compliance program.

Compliance  
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The Director of Compliance is responsible for implementing the Compliance Plan. He performs audits within the RAC office to assure that procedures are followed and that reports are received on a timely basis. Handler audits verify the accuracy of the information submitted by handlers. The Director of Compliance has the responsibility of auditing employee's expense reports and reviewing all bank statements.

Compliance sometimes involves implementing corrective action when a party regulated by the Order violates its provisions or programs. Discrepancies or alleged violations reported by others or found through internal reviews and audits are thoroughly investigated. Usually, only counseling or training is needed to bring the violator into compliance. When a flagrant and intentional violation to gain unfair advantage is verified and documented, it is reported to the Secretary of Agriculture's Marketing Service that has the ability to pursue legal remedies.

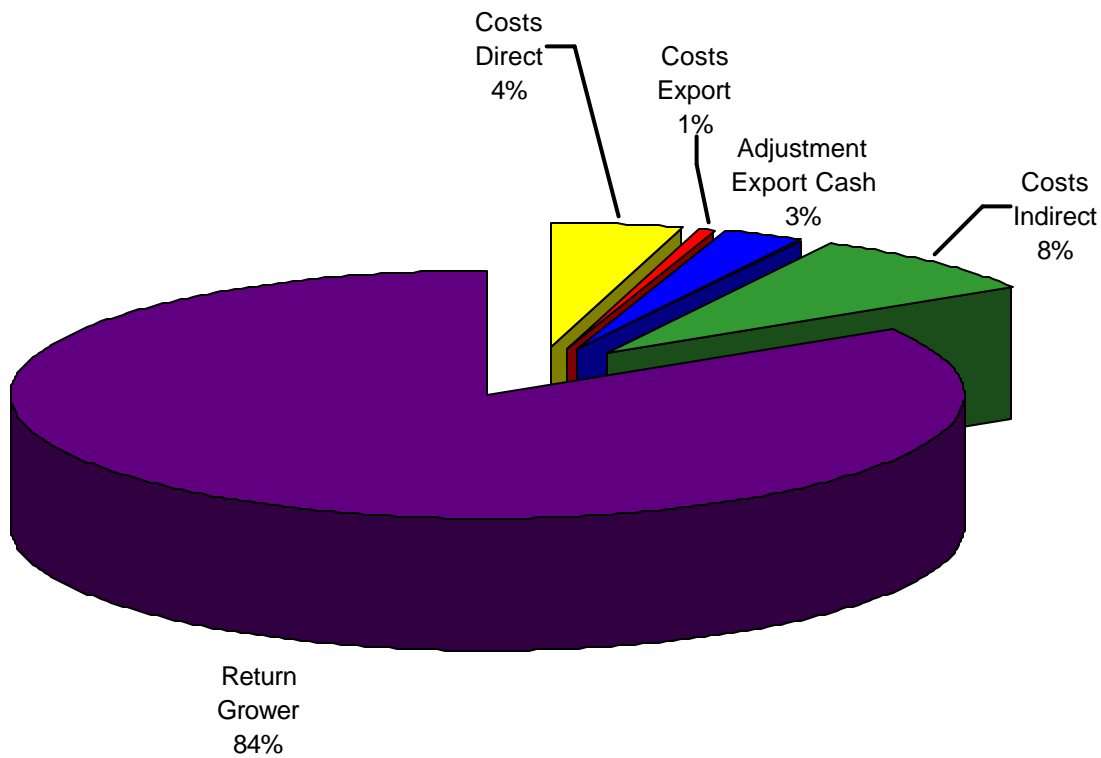
## RAC - Natural Seedless Raisins

### 2001/2002 - 2005/2006 Total Computed Cash Return To Growers

	2001/2002	2002/2003 @ 7/31/06	2003/2004 @ 7/31/06	2004/2005	2005/2006 @ 7/31/06
Gross Revenue					
Free Tonnage @ \$880	\$209,190,643				
Reserve Tonnage	60,724,123				
Free Tonnage @ \$745		\$153,205,749			
Reserve Tonnage		123,391,374			
Free Tonnage @ \$810			\$168,321,888		
Reserve Tonnage			114,471,852		
Free Tonnage @ \$1,210				\$320,954,920	
Reserve Tonnage				-	
Free Tonnage @ \$1,210					\$318,567,530
Reserve Tonnage					10,851,004
Computed Gross Revenue	\$269,914,766	\$276,597,123	\$282,793,740	\$320,954,920	\$329,418,534
Direct Costs:	12,884,319	16,416,870	9,863,547	-	5,158,599
Storage & Fumigation					
Inspection Fees					
Raisin & Bin Insurance					
Raisin Transfers & Bin Costs					
Export Costs:	2,115,291	9,663,005	8,718,268	-	6,731,581
Advertising & Promotion					
Incentive Programs					
Administrative Costs					
Export Cash Adjustment	7,974,218	57,425,123	73,563,515	-	-
Indirect Costs:	867,565	956,662	1,026,949	-	634,692
Salaries & Payroll Taxes					
Insurance					
Rent					
Equipment Purchase/Lease					
Other Office Costs					
Total Reserve Pool Costs	\$ 23,841,393	\$ 84,461,660	\$ 93,172,279	\$ -	\$ 12,524,872
Net Grower Return	\$ 246,073,373	\$ 192,135,463	\$ 189,621,461	\$ 320,954,920	\$ 316,893,662
Tonnage Produced	377,328	388,010	296,864	265,252	319,126
Free Tonnage Percentage	63%	53%	70%	100%	82.5%

## RAC - Natural Seedless Raisins 2001/2002 Industry Revenue/Costs

Gross Revenue	Direct Costs	Export Costs	Export Cash Adjustment	Indirect Costs	Grower Return
\$ 269,914,766	\$ 12,884,319	\$ 2,115,291	\$ 7,974,218	\$ 23,841,393	\$ 246,073,373



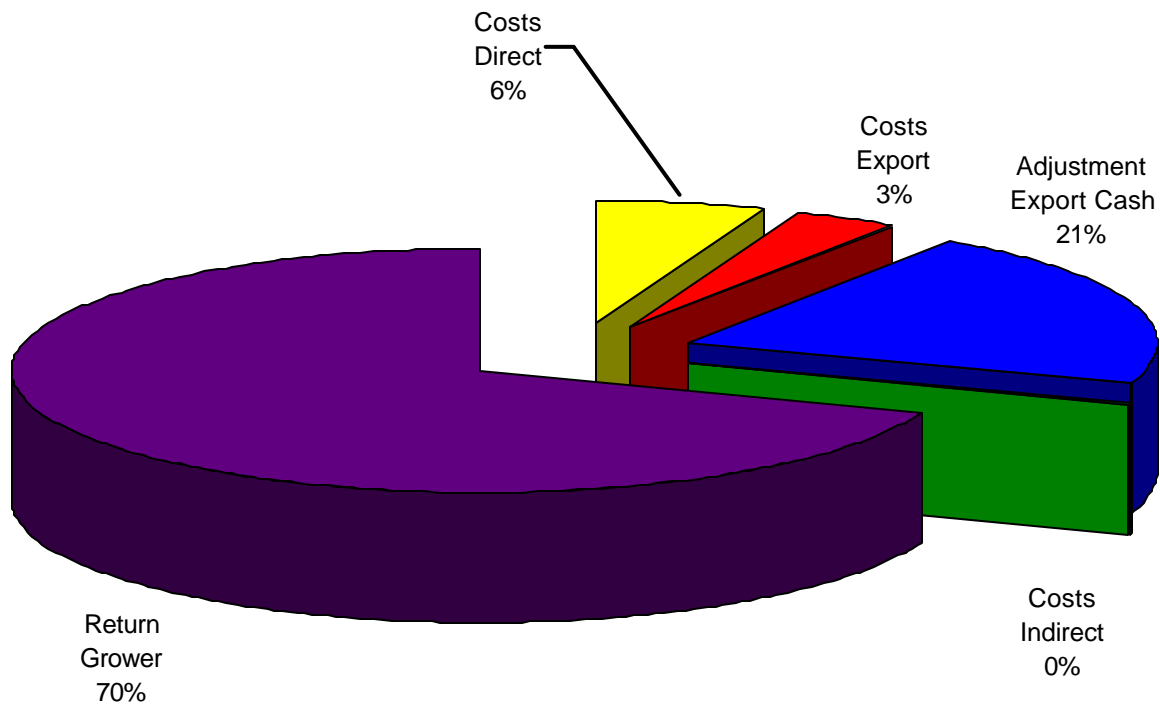
Total Natural Seedless Production = 377,328 Tons

Estimated return to grower per ton on 100% of production = \$651

Reserve pool closed.

RAC - Natural Seedless Raisins  
2002/2003 Industry Revenue/Costs @ 7/31/2006

Gross Revenue	Direct Costs	Export Costs	Export Cash Adjustment	Indirect Costs	Grower Return
\$ 276,597,123	\$ 16,416,870	\$ 9,663,005	\$ 57,425,123	\$ 867,565	\$ 192,135,463



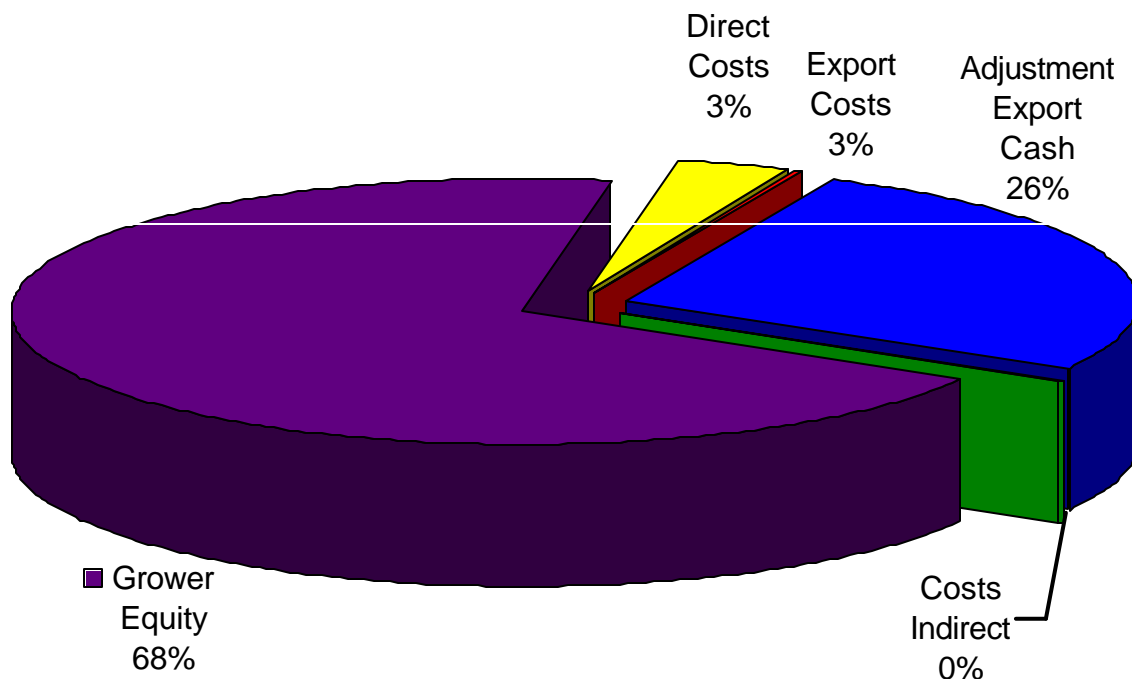
Total Natural Seedless Production = 381,010 Tons

Pool open with 0 tons remaining.

Reserve payments to grower of \$96.35 per ton on 100% have been made to date.

**RAC - Natural Seedless Raisins**  
**2003/2004 Industry Revenue/Costs @ 7/31/2006**

Gross Revenue	Direct Costs	Export Costs	Export Cash Adjustment	Indirect Costs	Grower Return
\$ 3,000,000	\$ 9,863,547	\$ 500,000	\$ 73,563,515	\$ 1,026,949	\$ 189,621,461



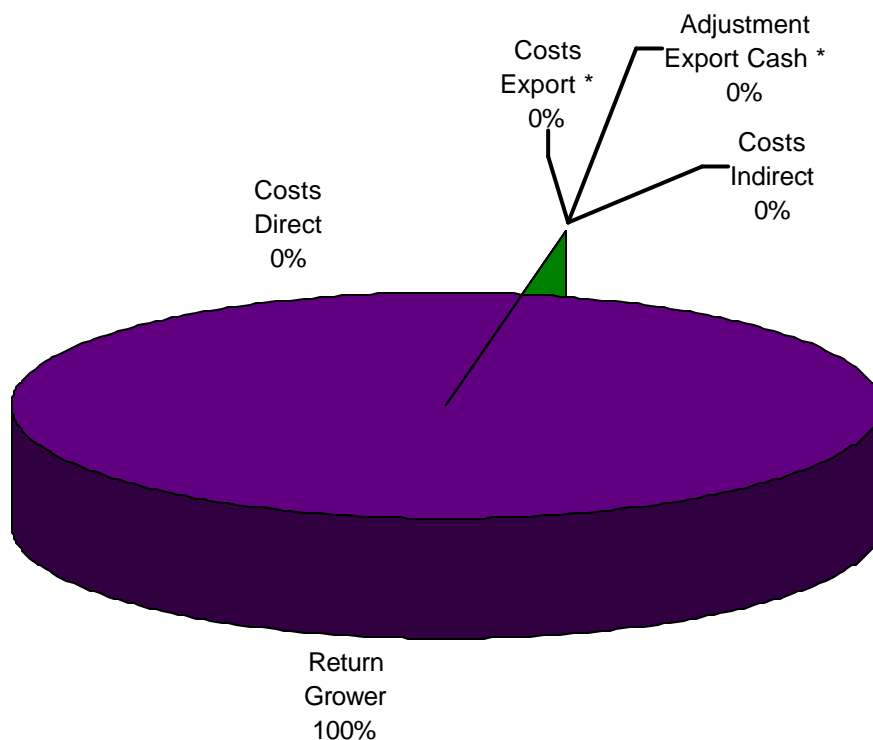
Total Natural Seedless Production = 296,864 Tons

Pool open with 0 tons remaining.

No grower reserve payments made to date.

## RAC - Natural Seedless Raisins 2004/2005 Industry Revenue/Costs

Gross Revenue	Direct Costs	Export *	Export Cash *	Indirect Costs	Grower Return
\$ 320,954,920	-	-	-	-	\$ 320,954,920



Total Natural Seedless Production = 265,252 Tons

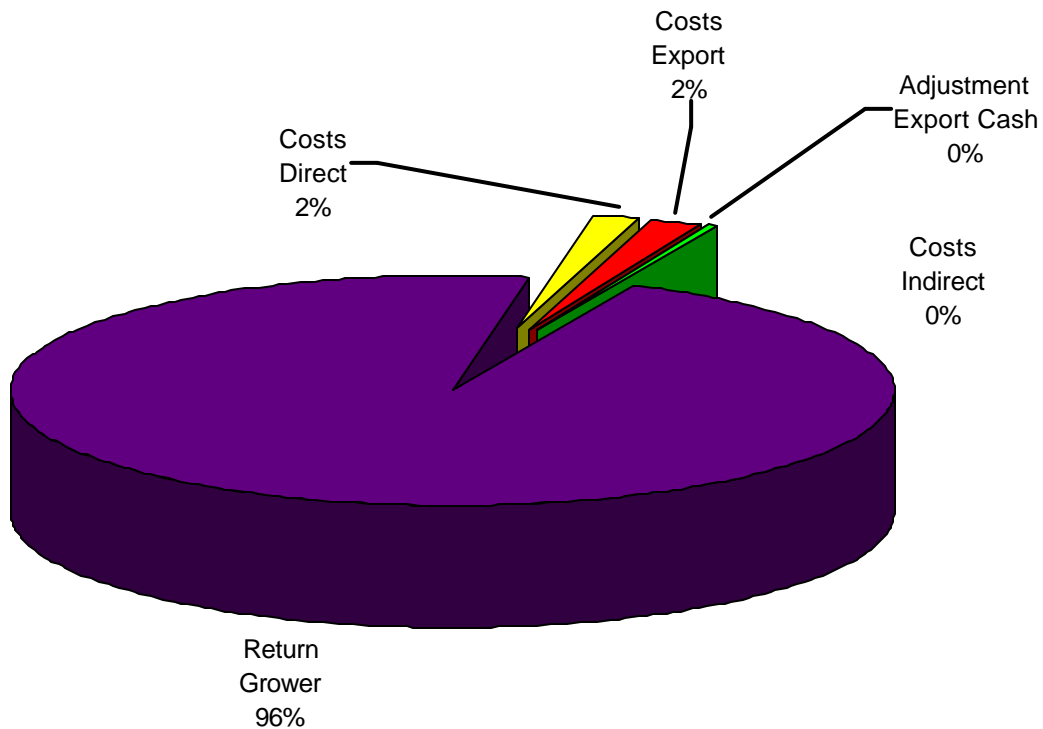
Return to grower per ton on 100% of production = \$1,210

No reserve pool, crop was 100% free.

\* Export Costs shared by the 2002-03 and 2003-04 Reserve Pools

RAC - Natural Seedless Raisins  
2005/2006 Industry Revenue/Costs @ 7/31/06

Gross Revenue	Direct Costs	Export Costs	Export Cash Adjustment	Indirect Costs	Grower Return
\$ 329,418,534	\$ 5,158,599	\$ 6,731,581	\$ -	\$ 634,692	\$ 316,893,662



Total Natural Seedless Production = 319,126 Tons

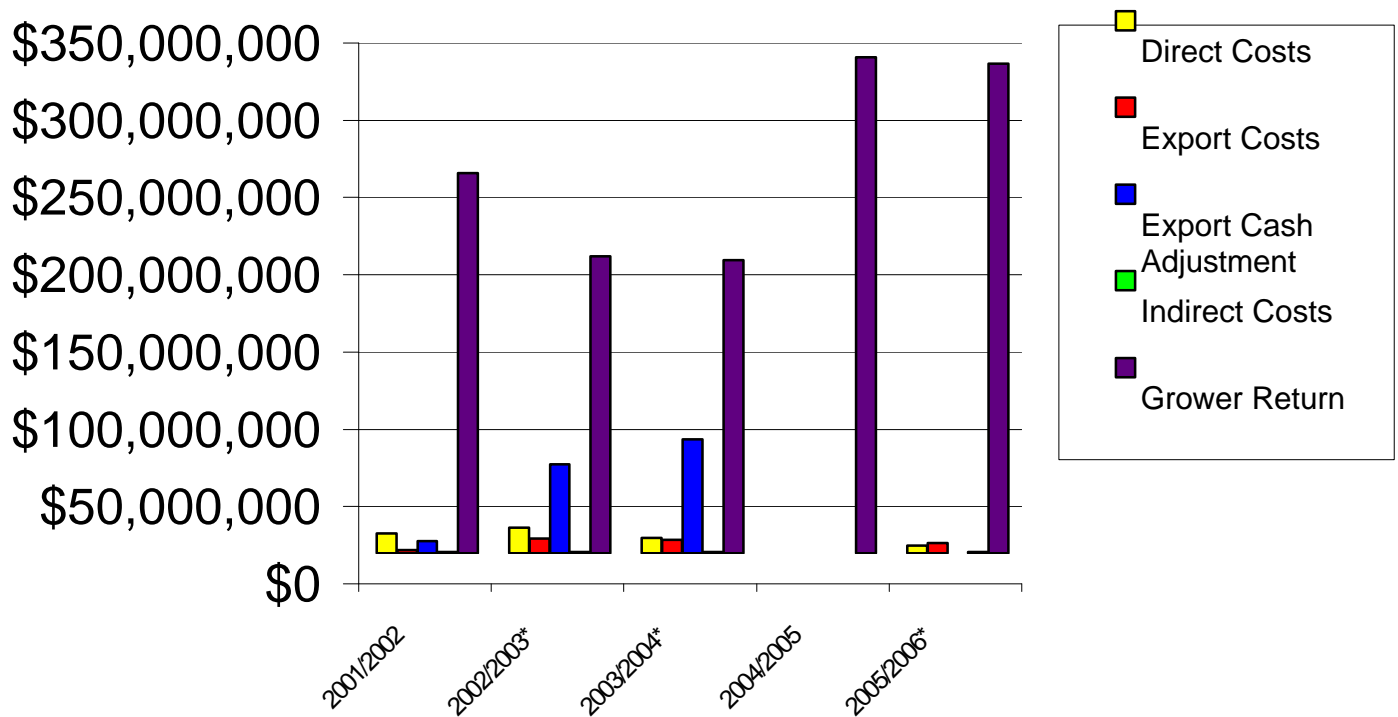
Pool open with 49,494 tons remaining.

No grower reserve payments made to date.

## RAC - Natural Seedless Raisins 2001/2002 - 2005/2006 Industry Revenue/Costs

	Gross Revenue	Direct Costs	Export Costs	Export Cash Adjustment	Indirect Costs	Grower Return
2001/2002	\$269,914,766	\$12,884,319	\$2,115,291	\$7,974,218	\$867,565	\$246,073,373
2002/2003*	\$276,597,123	\$16,416,870	\$9,663,005	\$57,425,123	\$956,662	\$192,135,463
2003/2004*	\$282,793,740	\$9,863,547	\$8,718,268	\$73,563,515	\$1,026,949	\$189,621,461
2004/2005	\$320,954,920	\$0	\$0	\$0	\$0	\$320,954,920
2005/2006*	\$329,418,534	\$5,158,599	\$6,731,581	\$0	\$634,692	\$316,893,662

\* @ 7/31/2006



**THE RAISIN ADMINISTRATIVE COMMITTEE - ADMINISTRATIVE FUND**

**ACTUAL RECAP FROM 2001/2002 - 2005/2006**

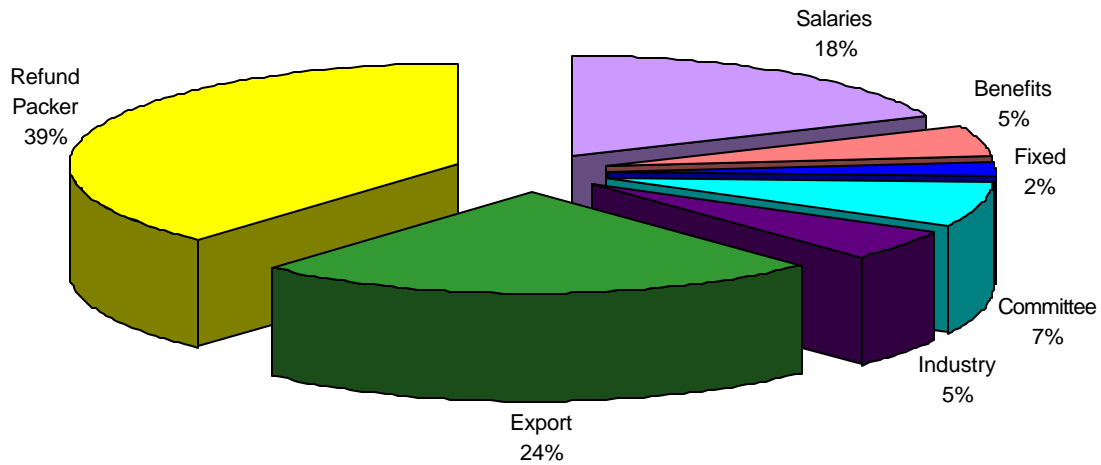
(1)

	July 31, 2002	July 31, 2003	July 31, 2004	July 31, 2005	July 31, 2006
Assessments	2,288,382	2,709,295	2,431,694	4,070,332	2,486,837
Interest	14,202	12,062	12,752	40,258	100,626
Miscellaneous	5,829	202	17,486	2,372	7,110
Reimbursement-Branded Export					
<b>Total Revenue</b>	\$ 2,308,413	\$ 2,721,559	\$ 2,461,932	\$ 4,112,962	\$ 2,594,573
Salaries	569,364	347,326	419,260	841,056	441,352
CRMB Salary Reimb.	(181,072)	(70,797)	(65,400)	(134,050)	(59,309)
Payroll Taxes	33,639	26,255	29,822	53,667	30,461
<b>Total Salaries</b>	\$ 421,931	\$ 302,784	\$ 383,682	\$ 760,673	\$ 412,504
Employee Retirement Plan	41,109	23,428	18,330	66,664	34,502
Health Insurance	77,192	60,308	62,467	128,039	79,503
<b>Total Benefits</b>	\$ 118,301	\$ 83,736	\$ 80,797	\$ 194,703	\$ 114,005
<b>Fixed - Office Rent</b>	\$ 52,092	\$ 53,041	\$ 53,478	\$ 98,689	\$ 78,686
Insurance & Bonds	28,974	39,104	50,563	95,085	53,231
Office Supplies	24,712	14,912	22,821	24,211	17,639
Postage	16,917	19,712	21,576	18,344	16,682
Repair & Maintenance	6,438	5,691	5,797	9,245	6,192
Telephone	11,638	7,138	8,556	12,194	7,762
Miscellaneous Expenses	22,322	27,607	10,698	30,753	22,342
Professional Fees	-	-	879	1,369	-
Printing	1,542	608	476	779	113
Software & Programming	4,578	3,382	4,660	11,151	10,900
Equipment Purchases & Leases	47,608	27,618	20,865	43,279	43,560
Audit Fees	5,700	5,938	5,900	6,000	10,000
Legal Counsel	11,049	945	1,548	56,299	2,430
CRMB Equip. & Lease Reimb.	(16,773)	(17,440)	(20,252)	(4,959)	(8,552)
<b>Total Committee Expense</b>	\$ 164,705	\$ 135,215	\$ 134,087	\$ 303,750	\$ 182,299
Memberships & Surveys	38,469	750	1,945	1,256	1,994
Research Projects	2,608	-	-	77,000	16,000
Bad Debt	-	-	-	5,576	-
Committee Meeting Expense	3,310	3,818	1,056	6,584	6,850
Industry Brochure	9,608	-	-	-	-
Compliance	30,854	31,598	82,539	84,913	33,732
Consulting	3,750	8,165	48,748	27,432	20,107
Travel, office personnel	17,486	7,729	4,483	4,587	8,625
Travel, committee	11,494	23,677	19,664	44,148	21,830
<b>Total Industry Expense</b>	\$ 117,579	\$ 75,737	\$ 158,435	\$ 251,496	\$ 109,138
JDFIA Meeting Expense	40,086	36,420	37,973	67,634	39,002
Export Program - Travel	47,135	73,980	85,417	26,968	50,382
Export Program - Foreign Adm.	389,379	418,219	452,451	484,331	449,753
Export Program - Trade Activities	70,003	110,661	195,718	63,700	128,645
<b>Total Export</b>	\$ 546,603	\$ 639,280	\$ 771,559	\$ 642,633	\$ 667,782
<b>Total Expense</b>	\$ 1,421,211	\$ 1,289,793	\$ 1,582,038	\$ 2,251,944	\$ 1,564,414
<b>Returned To Packers</b>	\$ 887,202	\$ 1,431,766	\$ 879,894	\$ 1,861,018	\$ 1,030,159
<b>Assessable Tons</b>	352,059	338,662	303,961	370,030	331,578
<b>Budgeted Tons</b>	320,000	239,000	250,000	275,000	275,000
<b>Assessment Rate</b>	\$6.50	\$8.00	\$8.00	\$11.00	\$7.50
<b>Cost Per Actual Ton</b>	\$4.55	\$4.02	\$5.42	\$6.45	\$4.90
<b>Cost Per Budgeted Ton</b>	\$4.44	\$5.40	\$6.33	\$8.19	\$5.69

(1) No Reserve Pool in 2004/2005 to share Administrative Costs. Handler assessments increased to cover cc

## 2001/2002 Administrative Fund Allocation of Total Revenue

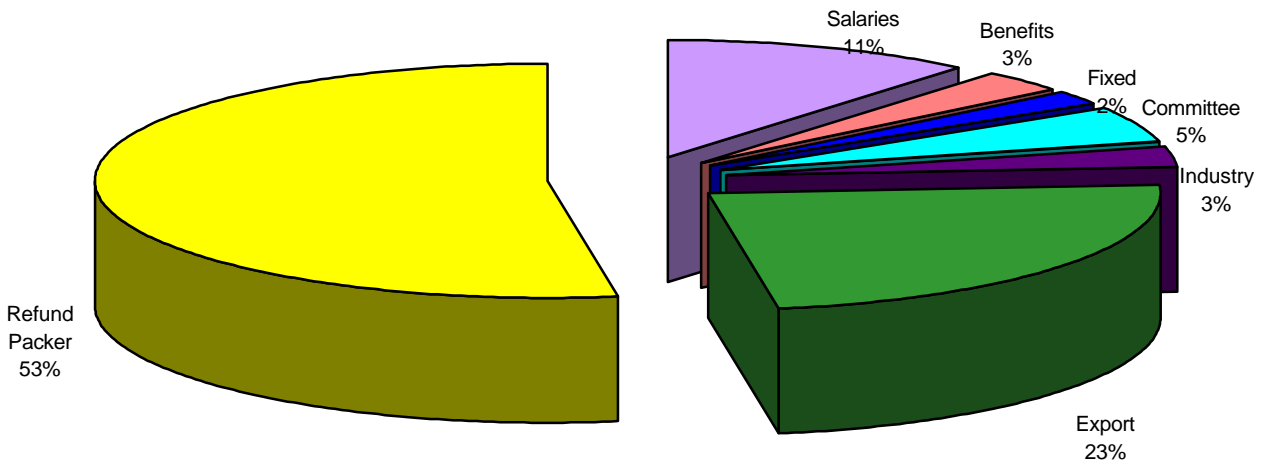
Total Revenue	Salaries	Benefits	Fixed	Committee	Industry	Export	Packer Refund
\$ 2,308,413	\$ 421,931	\$ 118,301	\$ 52,092	\$ 164,705	\$ 117,579	\$ 546,603	\$ 887,202



Budgeted Assessment Rate = \$6.50 on 320,000 Tons  
 Expenses = \$4.44 on 320,000 Budgeted Tons  
 Actual Cost = \$4.60 on 352,059 Actual Tons

## 2002/2003 Administrative Fund Allocation of Total Revenue

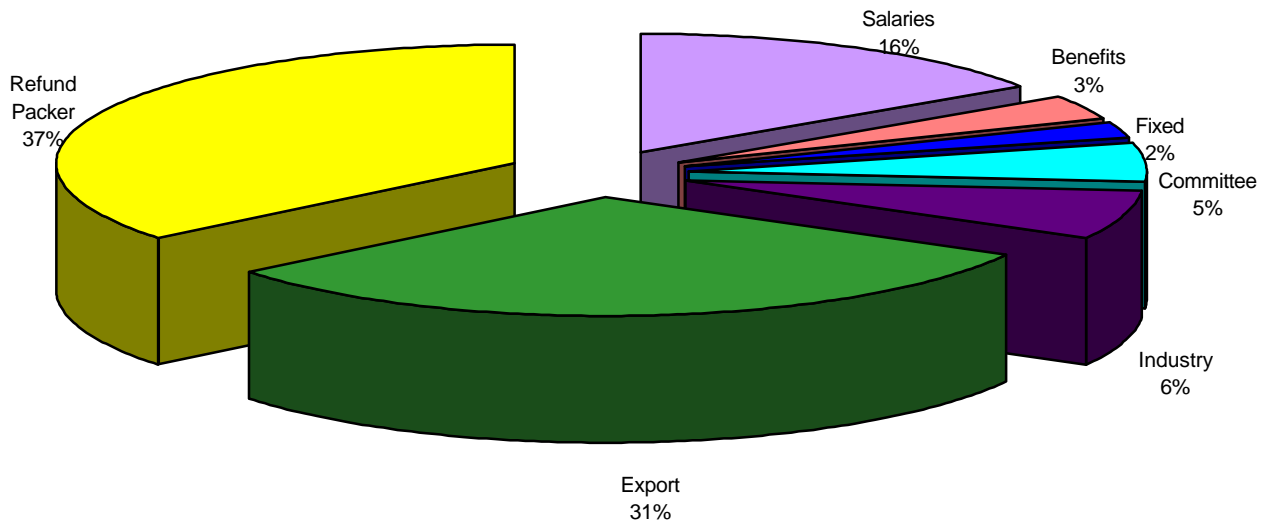
Total Revenue	Salaries	Benefits	Fixed	Committee	Industry	Export	Packer Refund
\$ 2,721,559	\$ 302,784	\$ 83,736	\$ 53,041	\$ 135,215	\$ 75,737	\$ 639,280	\$ 1,431,766



Budgeted Assessment Rate = \$8.00 on 239,000 Tons  
 Expenses = \$5.40 on 239,000 Budgeted Tons  
 Actual Cost = \$4.07 on 338,662 Actual Tons

## 2003/2004 Administrative Fund Allocation of Total Revenue

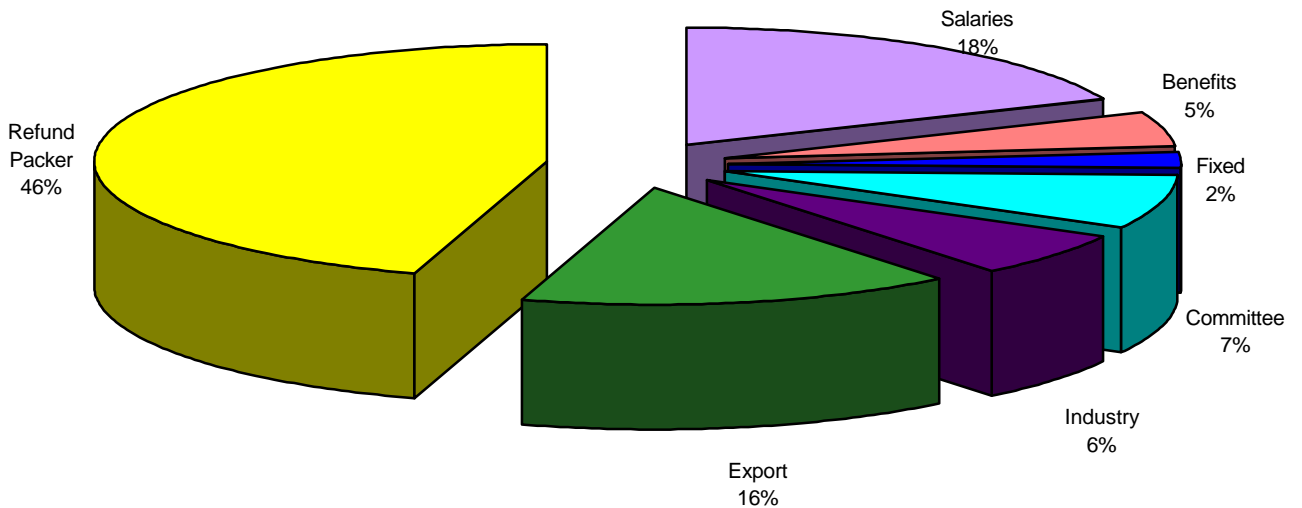
Total Revenue	Salaries	Benefits	Fixed	Committee	Industry	Export	Packer Refund
\$ 2,461,932	\$ 383,682	\$ 80,797	\$ 53,478	\$ 134,087	\$ 158,435	\$ 771,559	\$ 879,894



Budgeted Assessment Rate = \$8.00 on 250,000 Tons  
 Expenses = \$6.33 on 250,000 Budgeted Tons  
 Actual Cost = \$5.49 on 303,961 Actual Tons

## 2004/2005 Administrative Fund Allocation of Total Revenue

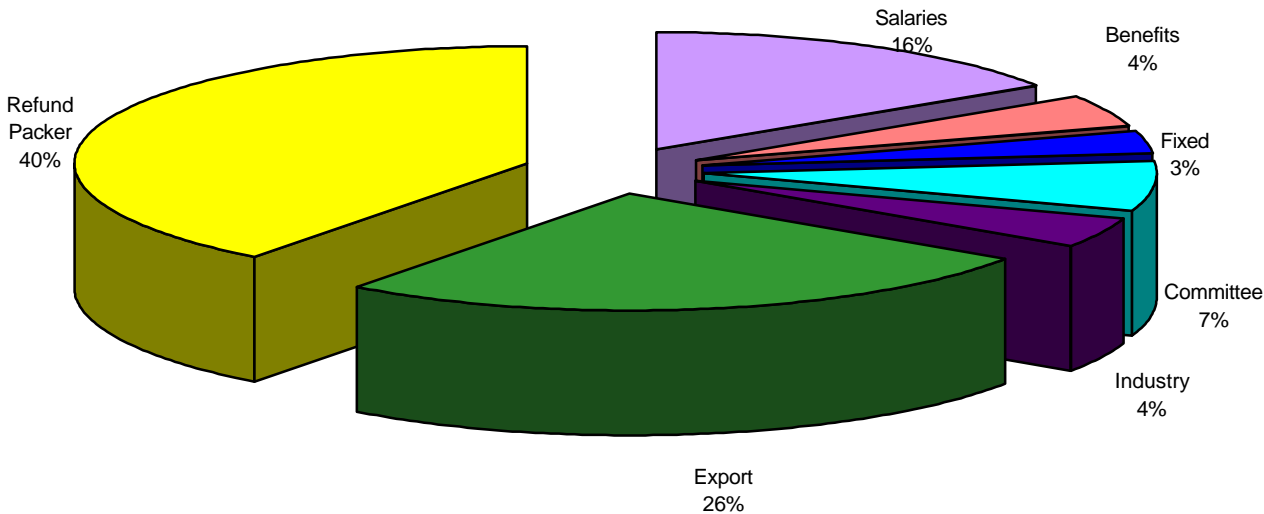
Total Revenue	Salaries	Benefits	Fixed	Committee	Industry	Export	Packer Refund
\$ 4,112,962	\$ 760,673	\$ 194,703	\$ 98,689	\$ 303,750	\$ 251,496	\$ 642,633	\$ 1,861,018



Budgeted Assessment Rate = \$11.00 on 275,000 Tons  
 Expenses = \$8.69 on 275,000 Budgeted Tons  
 Actual Cost = \$6.49 on 370,030 Actual Tons  
 There was no Natural Reserve Pool in the 2004-2005 to Share Expenses

## 2005/2006 Administrative Fund Allocation of Total Revenue

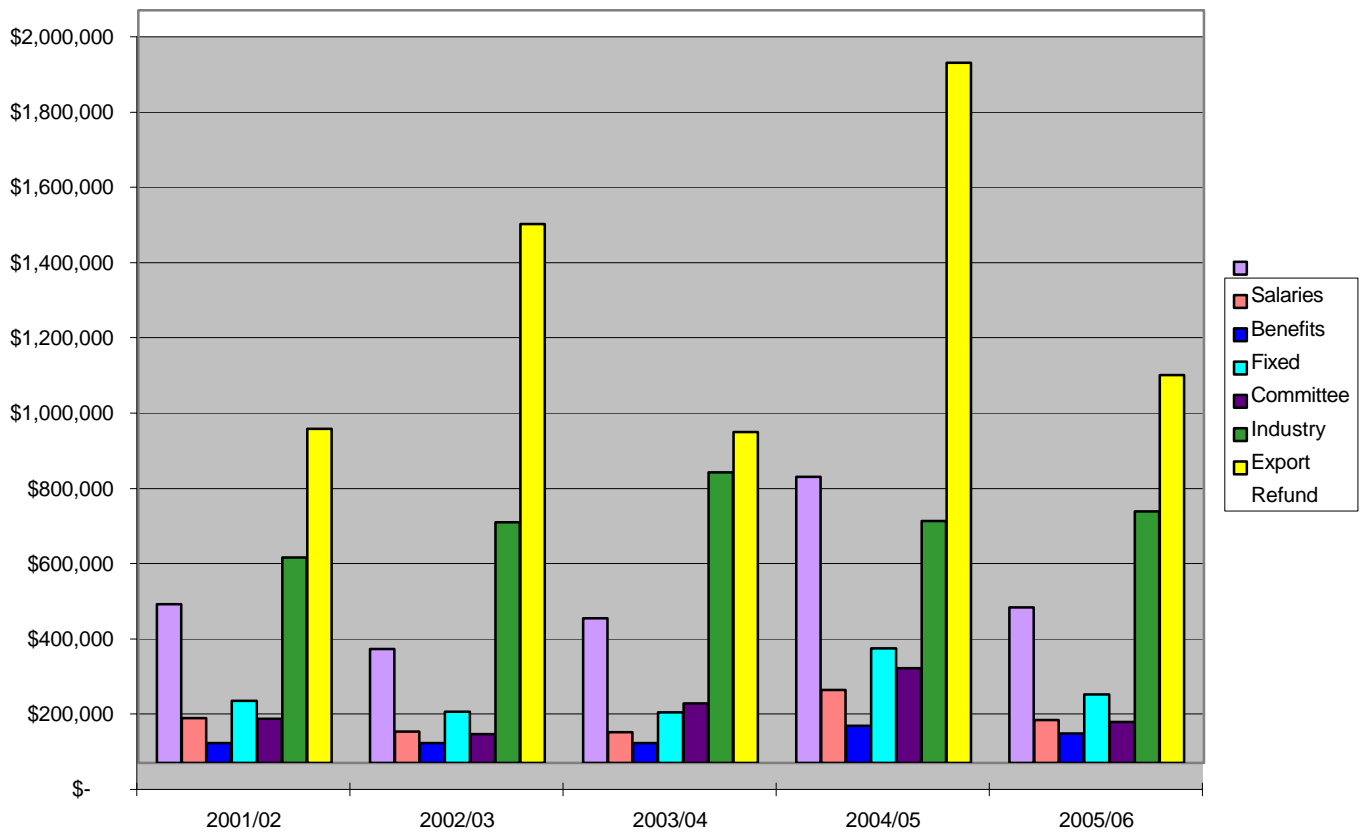
Total Revenue	Salaries	Benefits	Fixed	Committee	Industry	Export	Packer Refund
\$ 2,594,573	\$ 412,504	\$ 114,005	\$ 78,686	\$ 182,299	\$ 109,138	\$ 667,782	\$ 1,030,159



Budgeted Assessment Rate = \$7.50 on 275,000 Tons  
 Expenses = \$5.69 on 275,000 Budgeted Tons  
 Actual Cost = \$4.92 on 331,578 Actual Tons

## RAC Administrative Fund Allocation of Total Revenue 2001/2002 - 2005/2006

	Salaries	Benefits	Fixed	Committee	Industry	Export	Packer Refund
2001/02	\$ 421,931	\$ 118,301	\$ 52,092	\$ 164,705	\$ 117,579	\$ 546,603	\$ 887,202
2002/03	\$ 302,784	\$ 83,736	\$ 53,041	\$ 135,215	\$ 75,737	\$ 639,280	\$ 1,431,766
2003/04	\$ 383,682	\$ 80,797	\$ 53,478	\$ 134,087	\$ 158,435	\$ 771,559	\$ 879,894
2004/05	\$ 760,673	\$ 194,703	\$ 98,689	\$ 303,750	\$ 251,496	\$ 642,633	\$ 1,861,018
2005/06	\$ 412,504	\$ 114,005	\$ 78,686	\$ 182,299	\$ 109,138	\$ 667,782	\$ 1,030,159

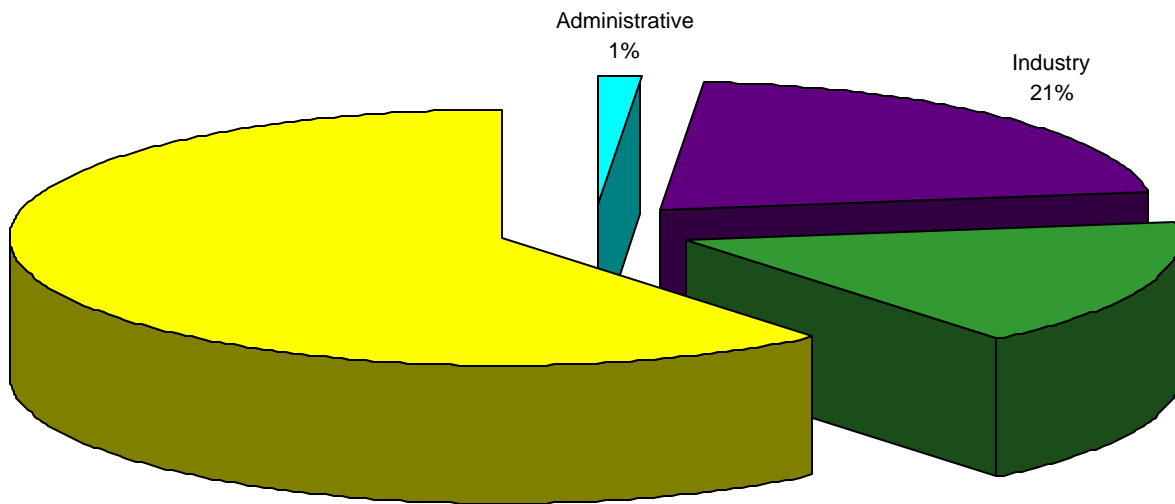


**THE RAISIN ADMINISTRATIVE COMMITTEE - RESERVE POOL**  
**ACTUAL RECAP FROM 2001/2002 -2005/2006**

	2001/2002	2002/2003 @ 7/31/2006	2003/2004 @ 7/31/2006	2004/2005	2005/2006 @ 7/31/2006
<b>Reserve Tonnage (sb tons)</b>					
Natural Seedless	139,569	182,365	89,057	-	55,847
Other Seedless	1,922	-	-	-	-
<b>TOTAL</b>	<b>141,491</b>	<b>182,365</b>	<b>89,057</b>	<b>-</b>	<b>55,847</b>
Sales	60,094,884	118,541,365	111,242,849	-	8,263,662
FAS Revenue	-	4,321,335	1,615,047	-	2,250,743
Interest	172,350	488,789	1,389,475	-	3,759
Bin Rental	-	10,600	970	-	332,840
Unused Promotional & Assn. Funds	456,885	-	222,593	-	-
Miscellaneous	4	29,285	918	-	-
<b>TOTAL REVENUE</b>	<b>60,724,123</b>	<b>123,391,374</b>	<b>114,471,852</b>	<b>-</b>	<b>10,851,004</b>
Salaries	481,883	489,816	499,325	-	348,195
CRMB Salary Reimbursement	(99,455)	(64,377)	(82,166)	-	(41,518)
Payroll Taxes	35,720	36,153	35,906	-	25,677
<b>Total Salaries</b>	<b>418,148</b>	<b>461,592</b>	<b>453,065</b>	<b>-</b>	<b>332,354</b>
Employee Retirement Plan	30,142	42,663	44,317	-	18,789
Health Insurance	114,382	133,928	140,301	-	88,483
<b>Total Benefits</b>	<b>144,524</b>	<b>176,591</b>	<b>184,618</b>	<b>-</b>	<b>107,272</b>
<b>Fixed - Office Rent</b>	<b>52,092</b>	<b>53,163</b>	<b>55,753</b>	<b>-</b>	<b>50,552</b>
Insurance & Bonds	112,952	127,059	148,087	-	25,871
Office Supplies	9,107	11,495	10,393	-	14,510
Postage	15,271	20,626	21,731	-	12,540
Repairs & Maintenance	8,159	4,949	6,097	-	4,479
Telephone	10,768	6,909	8,635	-	4,534
Printing	10,874	924	168	-	113
Software & Programming	4,700	3,636	4,835	-	5,789
Miscellaneous Expenses	17,906	32,476	9,614	-	14,441
Equipment Purchases & Leases	24,243	25,907	29,007	-	33,896
Audit Fees	29,352	30,442	92,672	-	32,000
Legal Counsel	9,469	893	2,274	-	2,430
CRMB Equip & Lease Reimburse	-	-	-	-	(6,089)
<b>Total Committee Expense</b>	<b>252,801</b>	<b>265,316</b>	<b>333,513</b>	<b>-</b>	<b>144,514</b>
<b>TOTAL ADMINISTRATIVE</b>	<b>867,565</b>	<b>956,662</b>	<b>1,026,949</b>	<b>-</b>	<b>634,692</b>
Memberships & Surveys	643	1,983	828	-	17,929
Research Projects	2,608	-	-	-	-
Committee Meeting Expense	2,731	2,902	1,371	-	1,905
Raisin Diversion Program	99,752	40,673	-	-	-
Bank Charges	8,720	28,819	17,304	-	-
Compliance	32,494	32,979	104,446	-	32,457
Consulting	3,750	9,614	67,857	-	17,833
Repairs, Storage and Hauling - Bins	766,686	183,288	857,836	-	385,632
Interest Expense	16,376	35,020	136,504	-	274,863
Travel, office personnel	24,825	33,671	22,407	-	16,529
Receiving, Handling & Storage	7,634,903	10,229,843	5,823,286	-	2,568,598
Inspection Fees	1,301,888	1,658,209	818,509	-	726,071
Handler Bin Allowance	2,988,943	4,159,869	2,013,199	-	1,116,782
<b>Total Industry Expense</b>	<b>12,884,319</b>	<b>16,416,870</b>	<b>9,863,547</b>	<b>-</b>	<b>5,158,599</b>
JDFIA Meeting Expense	38,836	30,429	43,898	-	39,002
Export Program - Travel	-	46,718	82,451	-	49,582
Export Program - Foreign Admin.	564,205	442,451	1,022,579	-	373,000
Export Program - FAS	-	4,321,335	1,615,047	-	2,250,743
Export Program - Trade Activity	-	119,691	638,619	-	113,578
Export Cash-Back Program	7,974,218	57,425,123	73,563,515	-	-
Japan Incentive Program	521,235	464,115	1,716,660	-	990,068
Asean Incentive Program	116,610	118,350	290,310	-	196,140
Philippines Incentive Program	34,050	46,380	82,200	-	64,050
HK/China Incentive Program	56,205	248,355	85,800	-	148,080
Taiwan Incentive Program	88,096	150,880	239,284	-	157,710
Korea Incentive Program	80,460	110,530	186,030	-	139,800
Asean Association Fees	12,852	69,925	47,097	-	47,690
HK/China Association Fees	10,228	35,458	51,301	-	46,734
Korea Association Fees	4,904	-	-	-	-
Taiwan Association Fees	6,471	28,624	22,706	-	18,919
Japan Promotional Funds	321,892	2,182,111	1,586,644	-	1,164,026
Asean Promotional Funds	77,112	419,551	282,583	-	286,142
Korea Promotional Funds	39,239	208,733	149,443	-	139,373
Taiwan Promotional Funds	71,209	372,116	296,470	-	245,951
Hong Kong/China Promotional Funds	34,104	118,194	171,738	-	154,670
Philippines Promotional Funds	37,583	129,059	107,408	-	106,323
<b>Total Export</b>	<b>10,089,509</b>	<b>67,088,128</b>	<b>82,281,783</b>	<b>-</b>	<b>6,731,581</b>
<b>TOTAL EXPENSE</b>	<b>23,841,393</b>	<b>84,461,660</b>	<b>93,172,279</b>	<b>-</b>	<b>12,524,872</b>
<b>Returned to Grower</b>	<b>36,882,730</b>	<b>38,929,714</b>	<b>21,299,573</b>	<b>-</b>	<b>(1,673,868)</b>

2001/2002 Reserve Pool  
Allocation of Total Revenue  
(Includes Natural Seedless & Other Seedless)

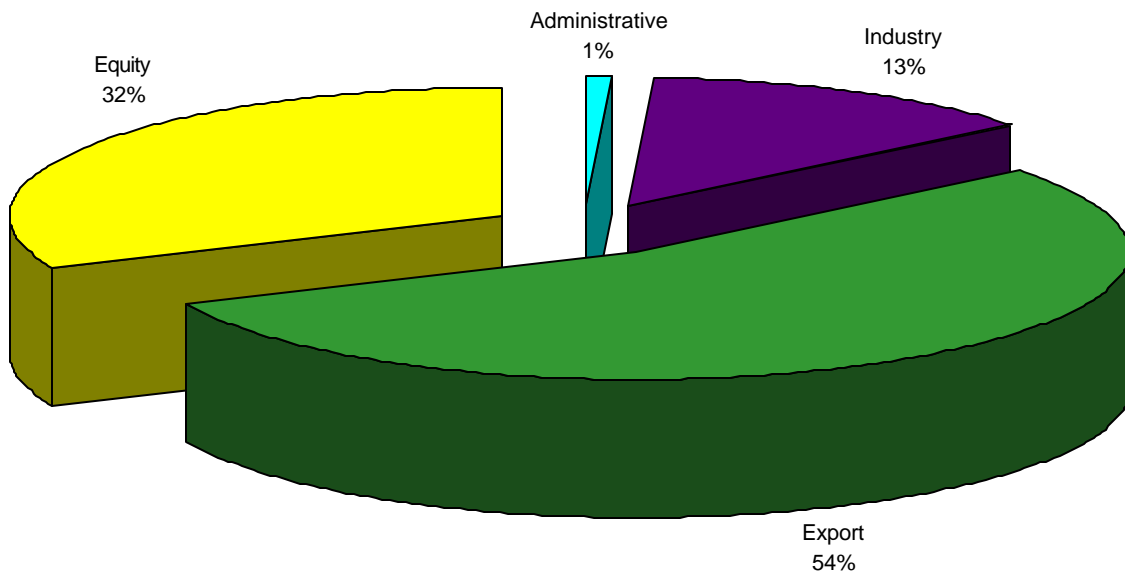
Total Revenue	Administrative	Industry	Export	Grower Equity Pmt
\$60,724,123	\$867,565	\$12,884,319	\$10,089,509	\$36,882,730



Reserve Pool is closed and all equity distributed to growers.

2002/2003 Reserve Pool @ 7/31/2006  
 Allocation of Total Revenue  
 (Natural Seedless)

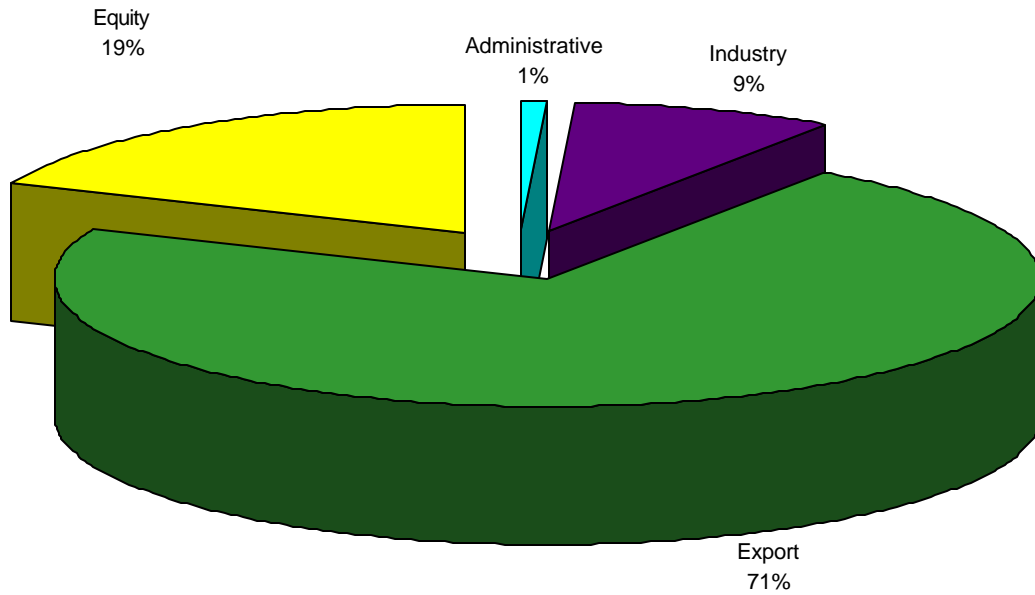
Total Revenue	Administrative	Industry	Export	Equity
\$123,391,374	\$956,662	\$16,416,870	\$67,088,128	\$38,929,714



Reserve Pool is open. No reserve remaining.  
 Audit Subcommittee must meet to review all pools and determine availability of funds for distribution.  
 Grower payments totalling \$37,334,107 have been made to date.

2003/2004 Reserve Pool @ 7/31/2006  
 Allocation of Total Revenue  
 (Natural Seedless)

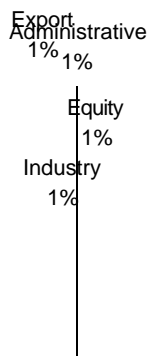
Total Revenue	Administrative	Industry	Export	Equity
\$114,471,852	\$1,026,949	\$9,863,547	\$82,281,783	\$21,299,573



Reserve Pool is open. No reserve remaining.  
 Audit Subcommittee must meet to review all pools and determine availability of funds for distribution.  
 No grower payments made to date.

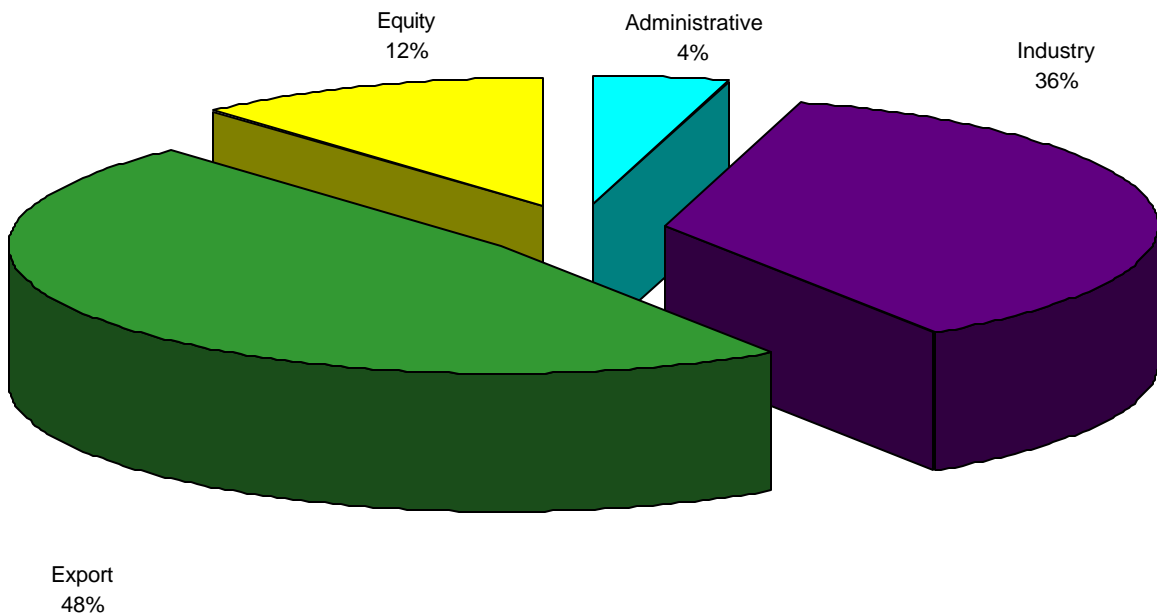
2004/2005 Reserve Pool  
Allocation of Total Revenue  
(No Reserve Pools, All 100% Free)

Total Revenue	Administrative	Industry	Export	Equity
\$0	\$0	\$0	\$0	\$0



2005/2006 Reserve Pool @ 7/31/2006  
 Allocation of Total Revenue  
 (Natural Seedless)

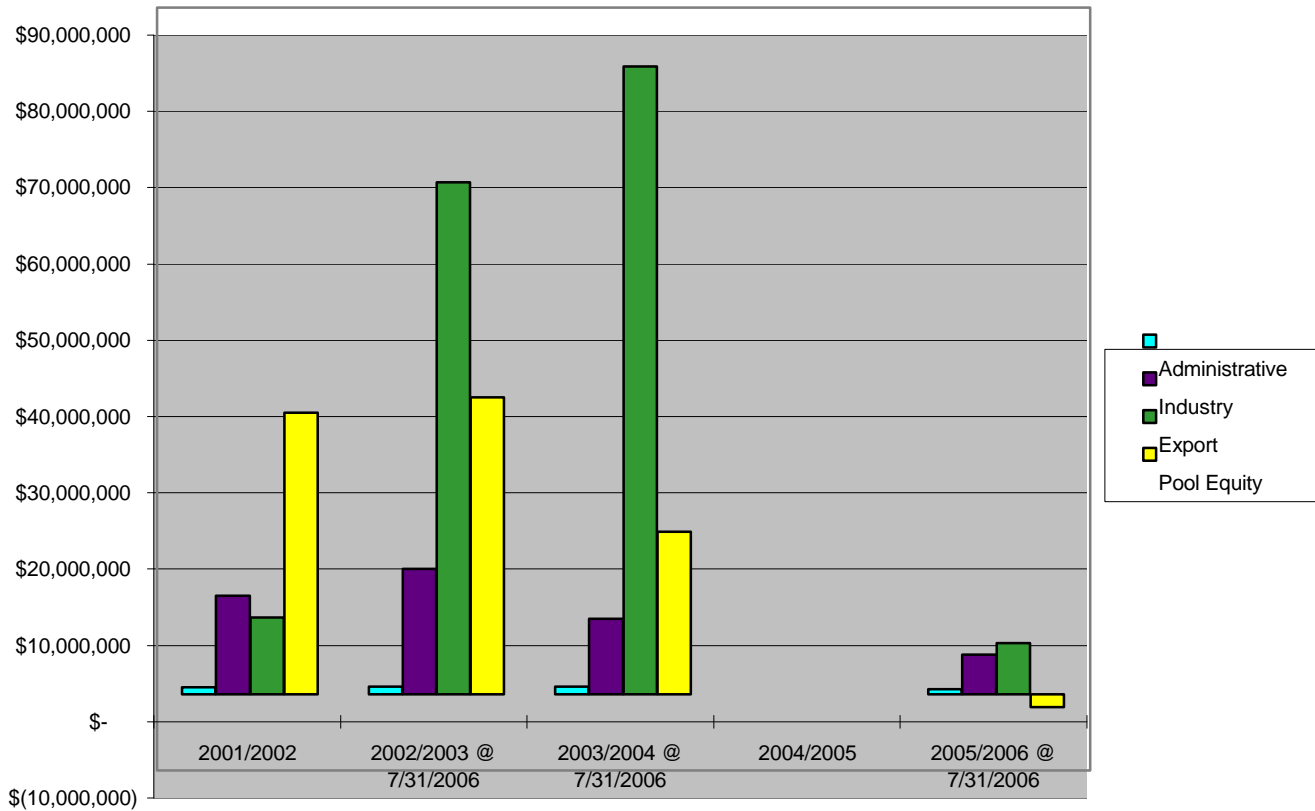
Total Revenue	Administrative	Industry	Export	Equity
\$10,851,004	\$634,692	\$5,158,599	\$6,731,581	(\$1,673,868)



Natural Seedless pool is open with 49,529 tons remaining.  
 Graph not accurate as it cannot show negative equity.

## RAC Reserve Pool Allocation of Total Revenue 2001/2002 - 2005/2006

	Administrative	Industry	Export	Pool Equity
2001/2002	\$ 867,565	\$ 12,884,319	\$ 10,089,509	\$ 36,882,730
2002/2003 @ 7/31/2006	\$ 956,662	\$ 16,416,870	\$ 67,088,128	\$ 38,929,714
2003/2004 @ 7/31/2006	\$ 1,026,949	\$ 9,863,547	\$ 82,281,783	\$ 21,299,573
2004/2005	\$ -	\$ -	\$ -	\$ -
2005/2006 @ 7/31/2006	\$ 634,692	\$ 5,158,599	\$ 6,731,581	\$ (1,673,868)



## RAISIN ADMINISTRATIVE COMMITTEE AUGUST CALENDAR

	1st & 2nd Weeks					3rd Week					4th Week					5th Week							
	1	2	3	6	7	8	9	10	13	14	15	16	17	20	21	22	23	24	27	28	29	30	31
Record and deposit cash receipts as needed																							
Enter in Acquisitions (Scale Tags)																							
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday				X						X						X					X		
Gather RAC-20 and 21's Create/Distribute Shipment Report – due by 7 <sup>th</sup> of each month										X													
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report – most reports due by 7 <sup>th</sup> of each month										X													
Collect Bin Control (RAC-9) Create/Distribute Internal Report – due by the 7 <sup>th</sup> of each month										X													
Create schedule for year-end audit																							
Post/Reconcile General Ledger Create Financial Statements										X	-----												
Accounts Payable Checks/Wires				(1-3)												X	-----						
Cash Back Releases Checks Issued every other week											X											X	
Calculate additional RHS/IF Reimbursement Due Packers through July 31st										X	X	X	X										
MAP Program begins																							Through 7/31
Bin Rental Agreements due (by 7th)										X													
Set trade demand (on or before 15th)											X												
Final Acquisition Report for prior year (end of August or beginning of September)																							
After Finals - Invoice packers for Free Tonnage through 7/31 (assessments)																X	-----						
Diversion Program: Verify grower's deliveries with packer's deliveries reported																							
Review cash-flow projections																							
OMB - every 3 years update/revise all RAC forms																							

## RAISIN ADMINISTRATIVE COMMITTEE SEPTEMBER CALENDAR

	1st Week					2nd Week					3rd Week					4th Week						
	3	4	5	6	7	10	11	12	13	14	17	18	19	20	21	24	25	26	27	28		
Record and deposit cash receipts as needed																						
Enter in Acquisitions (Scale Tags)																						
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday			X					X					X						X			
Gather RAC-20 and 21's Create/Distribute Shipment Report – due by the 7 <sup>th</sup> of each month		X																				
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report – most reports due by 7 <sup>th</sup> of each month		X																				
Collect Bin Control (RAC-9) Create/Distribute Internal Report – due by 7 <sup>th</sup> each month		X																				
Post/Reconcile General Ledger Create Financial Statements	X	-----				-----								-----	X							
Year-end audit																						
Accounts Payable Checks/Wires	(1-3)							X	-----			X										
Cash Back Releases Checks Issued every other week				X									X									
Preliminary Marketing Policy																		X	X	X	X	X
MAP Success Story in D.C.		X																				
Final MAP invoices received for previous year																		X	X	X	X	X
Start preparation of evaluation of MAP Program																		X	X	X	X	X
Export Newsletter																		X	X	X	X	X
Begin Preliminary Percentages Process (by RAC meeting date)																						
If Diversion Program--Begin preparing diversion certificates																						
Review cash-flow projections																						

## RAISIN ADMINISTRATIVE COMMITTEE OCTOBER CALENDAR

	1st Week					2nd Week					3rd Week					4th & 5th Weeks							
	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26	29	30	31
Record and deposit cash receipts as needed																							
Enter in Acquisitions (Scale Tags)																							
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday			X					X					X							X			
Gather RAC-20 and 21's Create/Distribute Shipment Report – due by 7 <sup>th</sup> of each month				X																			
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report – most reports due by 7 <sup>th</sup> of each month				X																			
Collect Bin Control (RAC-9) Create/Distribute Internal Report – due by 7 <sup>th</sup> of each month				X																			
Post/Reconcile General Ledger Create Financial Statements				X	-----					-----													-----X
Accounts Payable Checks/Wires				(1-3)						X	-----												-----X
Cash Back Releases Checks Issued every other week					X									X									
Review final audit																							
Preliminary Percentages must be set by Oct. 5 <sup>th</sup>			X																				
Diversion certificates to be issued not before Oct. 5 <sup>th</sup>			X																				
Export Subcommittee set new terms and conditions for ERO by early October																							
Packers quarterly reports due 10/31 (8/1 – 10/31)																							
Final Marketing Policy sent to Secretary																							
Create/distribute grower newsletter																							
Review cash-flow projections																							
Evaluation of previous year MAP Program due to FAS																							X X X X X
Continued preparation of evaluation of MAP Program	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X

## RAISIN ADMINISTRATIVE COMMITTEE NOVEMBER CALENDAR

	1st & 2nd Weeks					3rd Week					4th Week					5th Week				
	1	2				12	13	14	15	16	19	20	21	22	23	26	27	28	29	30
	5	6	7	8	9															
Record and deposit cash receipts as needed																				
Enter in Acquisitions (Scale Tags)																				
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday		X					X					X					X			
Gather RAC-20 and 21's Create/Distribute Shipment Report – due by the 7 <sup>th</sup> of each month						X														
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report – most reports due by 7 <sup>th</sup> of each month						X														
Collect Bin Control (RAC-9) Create/Distribute Internal Report – due by 7 <sup>th</sup> of each month						X														
Post/Reconcile General Ledger Create Financial Statements						X	-----								-----X					
Accounts Payable Checks/Wires	(1-3)								X--						-----X					
Cash Back Releases Checks Issued every other week			X										X							
RAC determines whether or not to have RDP for next season (if applicable, by Nov. 30 distribute instruction newsletter & application.)																				
Balance quarterly reports 10//31																				
Upon USDA approval, mail assessment invoices to packers for free tonnage 8/1-10/31											X	-----			X					
Invoice packers for Bin Rental						X	-----			X										
Audit Subcommittee to review 1st quarter statements																X	X	X	X	X
Review cash-flow projections																				
Preparation of end-of-year report MAP Program																X	X	X	X	X
																X	X			

## RAISIN ADMINISTRATIVE COMMITTEE DECEMBER CALENDAR

	1st Week					2nd Week					3rd Week					4th & 5th Weeks					
	3	4	5	6	7	10	11	12	13	14	17	18	19	20	21	24	25	26	27	28	31
Record and deposit cash receipts as needed																					
Enter in Acquisitions (Scale Tags)																					
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday			X					X					X						X		
Gather RAC-20 and 21's Create/Distribute Shipment Report – due by 7 <sup>th</sup> of each month		X																			
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report – most reports due by 7 <sup>th</sup> of each month		X																			
Collect Bin Control (RAC-9) Create/Distribute Internal Report – due by 7 <sup>th</sup> of each month		X																			
Post/Reconcile General Ledger Create Financial Statements					X-	-----					-----				X						
Accounts Payable Checks/Wires	(1-3)								X-----		X										
Cash Back Releases Checks Issued every other week			X						X											X	
Calculate additional RHS Reimbursement Due Packers through November 30						X-----			X												
Continue balancing scale tags with grower reports																					
Diversion certificates need to be redeemed by the 15th (reconcile - all redeemed have been reported as acquired by packers, if applicable)																					
Producers must file applications to participate in RDP for next season by 12/20, (if applicable)																					
Discuss with Export Subcommittee new programs (MIP), (IMPF) (2/1-1/31) (ERO)																					
Export Newsletter																				X-----	X
Review cash-flow projections																					
Preparation of end-of-year report for MAP Program	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X

## RAISIN ADMINISTRATIVE COMMITTEE JANUARY CALENDAR

	1st Week				2nd Week					3rd Week					4th & 5th Weeks								
	1	2	3	4	7	8	9	10	11	14	15	16	17	18	21	22	23	24	25	28	29	30	31
Record and deposit cash receipts as needed																							
Enter in Acquisitions (Scale Tags)																							
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday		X				X					X					X							
Gather RAC-20 and 21's Create/Distribute Shipment Report – due by the 7 <sup>th</sup> of each month				X																			
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report – most reports due by 7 <sup>th</sup> of each month				X																			
Collect Bin Control (RAC-9) Create/Distribute Internal Report – due by 7 <sup>th</sup> of each month				X																			
Post/Reconcile General Ledger Create Financial Statements			X	-----					-----		X												
Accounts Payable Checks/Wires	(1-3)							X	X		X												
Cash Back Releases Checks Issued every other week								X														X	
Make recommendation from Export Subcommittee to RAC for new programs (MIP), (IMPF) - RAC meeting								X															
By 1/15 increase, if necessary, tonnage for RDP									X														
End-of-year report due for MAP Program											X	-----										-----	X
Final FAS claim due for MAP – 2 <sup>nd</sup> week						X	-----	X															
Packers quarterly reports due by 1/31 (11/1 – 1/31)																							1/31
Stop accrual for previous IMPF, MIP & Association Fees on 1/31																							1/31
Stop payment for past IMPF 1/31																							1/31
Create/distribute grower newsletter																							
Packer free tonnage physical inventory due 1/31(RAC 50 & 51)																							1/31
Review cash-flow projections																							
Write UES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X

## RAISIN ADMINISTRATIVE COMMITTEE FEBRUARY CALENDAR

	1st & 2nd Weeks 1 4 5 6 7 8	3rd Week 11 12 13 14 15	4th Week 18 19 20 21 22	5th Week 25 26 27 28
Record and deposit cash receipts as needed				
Enter in Acquisitions (Scale Tags)				
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday	X	X	X	X
Gather RAC-20 and 21's Create/Distribute Shipment Report – due by the 7 <sup>th</sup> of each month		X		
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report – most reports due by 7 <sup>th</sup> of each month		X		
Collect Bin Control (RAC-9) Create/Distribute Internal Report – due by 7 <sup>th</sup> of each month		X		
Post/Reconcile General Ledger Create Financial Statements		X-----	-----X	
Accounts Payable Checks/Wires	X X X	X	-----X	
Cash Back Releases Checks Issued every other week		X		X
Calculate RHS/IF Reimbursement Due Packers through 1/31		X-----X		
Invoice packers for free tonnage thru 1/31	X---	----- X		
Set interim percentages (before 15th)		X-----	X	
Final percentages to Secretary by the 15th			X	
Balance quarterlys (11/1-1/31) then balance with accounting				(end of Feb./early March)
Begin accrual for current IMPF, MIP & Association Fees (2/1 – 1/31)				
Audit - review 2nd quarter statements			X-----	-----X
Review cash-flow projections				
Receive/ analyze free-tonnage physical inventory as of 1/31				

## RAISIN ADMINISTRATIVE COMMITTEE MARCH CALENDAR

	1st & 2nd Weeks					3rd Week					4th Week					5th Week					
	1	4	5	6	7	8	11	12	13	14	15	18	19	20	21	22	25	26	27	28	29
Record and deposit cash receipts as needed																					
Enter in Acquisitions (Scale Tags)																					
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday			X						X					X					X		
Gather RAC-20 and 21's Create/Distribute Shipment Report due by the 7 <sup>th</sup> of each month							X														
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report - most reports due by 7 <sup>th</sup> of each month							X														
Collect Bin Control (RAC-9) Create/Distribute Internal Report - due by 7 <sup>th</sup> of each month							X														
Post/Reconcile General Ledger Create Financial Statements										X-				-----X							
Accounts Payable Checks/Wires	X	X	X																		
Cash Back Releases Checks Issued every other week									X											X	
Calculate additional RHS Reimbursement Due Packers through February 28	X	-----									-----X										
Export Subcommittee discusses MAP Application	X	-----	X																		
Export Newsletter																	X	-----	X		
Continue balancing scale tags with grower reports																					
Review cash-flow projections																					
Write MAP UES Application	X	-----					X	-----				-----					-----				
MAP UES Application Due last week																	X	X	X	X	X

## RAISIN ADMINISTRATIVE COMMITTEE APRIL CALENDAR

	1 <sup>st</sup> Week					2 <sup>nd</sup> Week					3 <sup>rd</sup> Week					4 <sup>th</sup> & 5 <sup>th</sup> Weeks				
	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26
Record and deposit cash receipts as needed																				
Enter in Acquisitions (Scale Tags)																				
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday			X					X					X					X		
Gather RAC-20 and 21's Create/Distribute Shipment Report - due by 7 <sup>th</sup> of each month	X																			
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report - most reports due by 7 <sup>th</sup> of each month	X																			
Collect Bin Control (RAC-9) Create/Distribute Internal Report - due by 7 <sup>th</sup> of each month	X																			
Post/Reconcile General Ledger Create Financial Statements		X	-----				-----						-----	X						
Accounts Payable Checks/Wires	X	X	X				X	X	X											
Cash Back Releases Checks Issued every other week	X												X							
Packers quarterly reports due 4/30 (2/1 - 4/30)																				X
Grower Newsletter																				
Start <u>Final</u> clean up before year-end on RAC 1's & scale tags																				
Review cash-flow projections																				
Request free tonnage physical inventory as of 4/30 (RAC 50)																				

## RAISIN ADMINISTRATIVE COMMITTEE MAY CALENDAR

	1st & 2nd Weeks					3rd Week					4th Week					5th Week				
	1	2	3			13	14	15	16	17	20	21	22	23	24	27	28	29	30	31
	6	7	8	9	10															
Record and deposit cash receipts as needed																				
Enter in Acquisitions (Scale Tags)																				
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday		X					X					X					X			
Gather RAC-20 and 21's Create/Distribute Shipment Report - due by 7 <sup>th</sup> of each month					X															
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report - most reports due by 7 <sup>th</sup> of each month					X															
Collect Bin Control (RAC-9) Create/Distribute Internal Report - due by 7 <sup>th</sup> of each month					X															
Post/Reconcile General Ledger Create Financial Statements						X	-----					-----							X	
Accounts Payable Checks/Wires		(1-3)									X	-----	X							
Cash Back Releases Checks Issued every other week				X									X							
Calculate RHS/IF Reimbursement Due Packers through April 30				X	--		-----	X												
Invoice packers for free tonnage thru 4/30		X	-----	X																
Balance scale tags with RAC-1's, accounting and file (2/1-4/30)																				
RAC-50 Physical Inventory of Free Tonnage - thru May 31st (receive/analyze)																				
Begin MIP paying process - work with packers to reconcile bill of ladings																			Until second week in July	
By June 1st, to participate in RDP, applicant must remove vines (if applicable)																				
Audit - Review 3rd quarter statements																				
Review cash-flow projections																				
Check for possible 100% sale																				

## RAISIN ADMINISTRATIVE COMMITTEE JUNE CALENDAR

	1st Week				2nd Week					3rd Week					4th Week					
	3 7	4	5	6	10	11	12	13	14	17	18	19	20	21	24	25	26	27	28	
Record and deposit cash receipts as needed																				
Enter in Acquisitions (Scale Tags)																				
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday		X				X					X					X				
Gather RAC-20 and 21's Create/Distribute Shipment Report – due by 7 <sup>th</sup> of each month						X														
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report – most reports due by 7 <sup>th</sup> of each month						X														
Collect Bin Control (RAC-9) Create/Distribute Internal Report – due by 7 <sup>th</sup> of each month						X														
Post/Reconcile General Ledger Create Financial Statements						X	-----												X	
Accounts Payable Checks/Wires		(1-3)									X	-----							X	
Cash Back Releases Checks Issued every other week		X									X									
Calculate additional RHS Reimbursement Due Packers through May 31st						X	-----		X											
Vines must be removed for RDP - 6/1 (if applicable)																				
Begin physical verification for RDP (if applicable)																				
Export Newsletter																		X	-----	X
Make 100% offer																				
Audit letters – mail Baker, Peterson & Franklin letter verifying grower tonnage to grower		X	-----		X															
Start preparing budget for next season																				
Review cash-flow projections																				
FAS notifies MAP allocation	X	X	X	X	X															

## RAISIN ADMINISTRATIVE COMMITTEE JULY CALENDAR

	1 <sup>st</sup> Week					2 <sup>nd</sup> Week					3 <sup>rd</sup> Week					4 <sup>th</sup> & 5 <sup>th</sup> Weeks							
	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26	29	30	31
Record and deposit cash receipts as needed																							
Enter in Acquisitions (Scale Tags)																							
Gather RAC-1 and 30's Create/Distribute Acquisition Report every Wednesday			X					X					X						X				
Gather RAC-20 and 21's Create/Distribute Shipment Report – due by 7 <sup>th</sup> of each month			X																				
Gather RAC-6,28,28A,32,500 & 501 Create Internal Report – most reports due by 7 <sup>th</sup> of each month			X																				
Collect Bin Control (RAC-9) Create/Distribute Internal Report – due by 7 <sup>th</sup> of each month			X																				
Post/Reconcile General Ledger Create Financial Statements			X	-----				-----					-----	X									
Accounts Payable Checks/Wires	(1-3)							(14 <sup>th</sup> -18 <sup>th</sup> )															
Cash Back Releases Checks Issued every other week				X					X											X			
Call packers for acquisition totals by grower (08/1-7/31)																							X
Balance scale tags for year/produce year-end reports (8/1 thru 7/31)																							
Continue verification of RDP (if applicable)																							
End of MAP marketing year																		X	X	X	X	X	
Board approves MAP allocation	X	X	X	X	X																		
Brand Applications for MAP sent to packers	X	X	X	X	X																		
Year-end physical inventory (RAC-50 & 51)																							
RAC-5 completed by packer for new crop year																							
Revise Compliance Plan																							
Compute bin tare for new crop year																							
Dehydrator applications due																							
Make final MIP payments for previous program																							X
Grower Newsletter																							
Review cash-flow projections																							

**SCHEDULE OF POOL PAYMENTS - JANUARY 1993 TO PRESENT**

At at July 31, 2006

<b>PAYMENT DATE</b>	<b>VARIETY</b>	<b>CROP YEAR</b>	<b>PAYMENT NUMBER</b>	<b>PER TON</b>	<b>RETURN ON POOL</b>
1/14/1993	NATURAL SEEDLESS	1991	1	\$100.00	
3/16/1993	NATURAL SEEDLESS	1991	2	\$70.00	
8/23/1993	NATURAL SEEDLESS	1991	3	\$68.10	\$238.10
11/30/1993	NATURAL SEEDLESS	1992	1	\$80.00	
2/3/1994	NATURAL SEEDLESS	1992	2	\$170.00	
6/7/1994	NATURAL SEEDLESS	1992	3	\$30.54	\$280.54
9/2/1994	NATURAL SEEDLESS	1993	1	\$70.00	
8/16/1995	NATURAL SEEDLESS	1993	2	\$20.00	
2/14/1996	NATURAL SEEDLESS	1993	3	\$101.92	\$191.92
3/13/1996	NATURAL SEEDLESS	1994	1	\$50.00	
6/26/1996	NATURAL SEEDLESS	1994	2	\$45.00	
10/23/1996	NATURAL SEEDLESS	1994	3	\$57.48	\$152.48
4/28/1995	OTHER SEEDLESS	1994	1	\$150.00	
9/15/1995	OTHER SEEDLESS	1994	2	\$300.00	
6/26/1996	OTHER SEEDLESS	1994	3	\$200.00	
10/23/1996	OTHER SEEDLESS	1994	4	\$161.45	\$811.45
8/31/1995	ZANTE CURRANTS	1994	1	\$70.00	
1/17/1996	ZANTE CURRANTS	1994	2	\$130.00	
10/23/1996	ZANTE CURRANTS	1994	3	\$34.27	\$234.27
1/23/1997	NATURAL SEEDLESS	1995	1	\$150.00	
4/24/1997	NATURAL SEEDLESS	1995	2	\$150.00	
7/24/1997	NATURAL SEEDLESS	1995	3	\$132.35	\$432.35
6/26/1996	OTHER SEEDLESS	1995	1	\$200.00	
1/22/1997	OTHER SEEDLESS	1995	2	\$574.73	\$774.73
6/26/1996	ZANTE CURRANTS	1995	1	\$40.00	
10/23/1996	ZANTE CURRANTS	1995	2	\$82.80	\$122.80
6/24/1998	ZANTE CURRANTS	1997	1	\$175.00	
6/24/1999	ZANTE CURRANTS	1997	2	\$90.00	
7/12/2000	ZANTE CURRANTS	1997	3	\$99.43	\$364.43
8/27/1998	NATURAL SEEDLESS	1997	1	\$75.00	
3/4/1999	NATURAL SEEDLESS	1997	2	\$220.59	
9/29/2000	NATURAL SEEDLESS	1997	3	\$61.41	\$357.00
7/12/2000	ZANTE CURRANTS	1998	1	\$93.54	\$93.54
8/15/2001	ZANTE CURRANTS	1999	1	\$324.78	\$324.78

**SCHEDULE OF POOL PAYMENTS - JANUARY 1993 TO PRESENT**

<b>PAYMENT DATE</b>	<b>VARIETY</b>	<b>CROP YEAR</b>	<b>PAYMENT NUMBER</b>	<b>PER TON/POOL</b>	<b>RETURN ON POOL</b>
9/7/2001	NATURAL SEEDLESS	2000	1	\$43.00	
11/26/2001	NATURAL SEEDLESS	2000	2	\$100.00	
1/31/2002	NATURAL SEEDLESS	2000	3	\$82.00	
12/6/2002	NATURAL SEEDLESS	2000	4	\$40.00	
4/15/2003	NATURAL SEEDLESS	2000	5	\$29.23	\$294.23
12/6/2002	ZANTE CURRANTS	2000	1	\$106.73	\$106.73
2/5/2003	OTHER SEEDLESS	2001	1	\$300.00	
12/12/2003	OTHER SEEDLESS	2001	2	\$201.40	\$501.40
4/4/2003	NATURAL SEEDLESS	2001	1	\$125.00	
6/26/2003	NATURAL SEEDLESS	2001	2	\$90.00	
12/12/2003	NATURAL SEEDLESS	2001	3	\$45.92	\$260.92
4/23/2004	NATURAL SEEDLESS	2002	1	\$85.00	
6/20/2004	NATURAL SEEDLESS	2002	2	\$120.00	* \$205.00
5/28/2004	ZANTE CURRANTS	2002	1	\$490.04	\$490.04

**\* Pool Still Open.**

## NATURAL (SUN-DRIED) SEEDLESS RAISIN PRICES

As at July 31,2006

YEAR	FREE TONNAGE	RESERVE	WEIGHTED AVERAGE PRICE
1979-80	71% @ \$1,150.00	29% @ \$1,184.00	\$ 1,159.89
1980-81	67% @ 1,200.00	33% @ \$1,099.00	\$ 1,166.67
1981-82	80% @ \$1,275.00	20% @ \$1,051.59	\$ 1,230.32
1982-83	100% @ \$1,300.00	N/A	\$ 1,300.00
1983-84	37.5% @ \$1,300.00	62.5% @ \$136.67	\$ 572.92
1984-85	61% @ \$700.00	39% @ \$415.12	\$ 588.90
1985-86	59% @ \$810.00	41% @ \$281.57	\$ 593.34
1986-87	66% @ \$885.00	34% @ \$491.57	\$ 751.23
1987-88	67% @ \$951.00	33% @ \$533.30	\$ 813.16
1988-89	70% @ \$1,025.00	30% @ \$663.50	\$ 916.55
1989-90	73% @ \$1,115.00	27% @ \$641.04	\$ 987.03
1990-91	69% @ \$1,115.00	31% @ \$353.91	\$ 879.06
1991-92	79% @ \$1,155.00	21% @ \$238.10	\$ 962.45
1992-93	71% @ \$1,155.00	29% @ \$280.54	\$ 901.41
1993-94	74% @ \$1,155.00	26% @ \$191.92	\$ 904.60
1994-95	77% @ \$1,160.00	23% @ \$152.48	\$ 928.27
1995-96	79% @ \$1,160.00	21% @ \$432.35	\$ 1,007.19
1996-97	86% @ \$1,220.00	* 14% @ \$0	\$ 1,050.00
1997-98	66% @ \$1,250.00	34% @ \$357.00	\$ 946.38
1998-99	100% @ \$1,290.00	N/A	\$ 1,290.00
1999-00	85% @ \$1,425.00	* 15% @ \$0	\$ 1,211.25
2000-01	53% @ \$877.50	47% @ \$294.23	\$ 590.44
2001-2002	63% @ \$880.00	37% @ \$260.92	\$ 650.94
2002-2003	53% @ \$745.00	** 47% @ \$205.00	\$ 491.20
2003-2004	70% @ \$810.00	** 30% @ \$0	\$ 567.00
2004-2005	100% @ \$1,210.00	N/A	\$ 1,210.00
2005-2006	82.5% @ \$1,210.00	** 17.5% @ \$0	\$ 998.25

\* Pool closed. No reserve pool equity payments were made.

\*\* Pool open as of report date. Any future payments to be determined by the Audit Subcommittee.