

RAISIN ADMINISTRATIVE COMMITTEE

ADMINISTERING THE FEDERAL MARKETING
AGREEMENT AND ORDER REGULATING THE
HANDLING OF CALIFORNIA RAISINS

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MINUTES OF THE RAISIN ADMINISTRATIVE COMMITTEE

March 29, 2017

Chairman Monte Schutz called the meeting of the Raisin Administrative Committee to order at 4:23 p.m. on Wednesday, March 29, 2017 in the RAC/CRMB Large Conference Room, 2445 Capitol Street, Suite 200, Fresno, California.

MEMBER

[a] Abdulian, Linda Kay
Bagdasarian, Mitch
[a] Bedrosian, Michael
Bortolussi, Jeff
Cardoza, Dwayne
Cederquist, Doug
Chooljian, Chad
Chooljian, Gerald
Coelho, Ed
[a] Crowe, Richard
[a] Cubre, Chris
[a] Envernizzi, John
Finley, John
[a] Hoff, Darren
[a] Housepian, Dennis
Jue, Jeff
[a] Kazarian, Michael
Kazarian, Ron
Kister, Steve
Kriebel, Barry
Ludtke, Willy
Marthedal, Jon
[a] Medeiros, Manuel
Mikaelian, Michael
Milinovich, Jeff*
[a] Moles, Doug*
[a] Moles, Ray
Naito, Tomo
[a] Newton, Mike
[a] Noorigian, Jeff
Peters, David
Rebensdorf, Jerry
Sahatdjian, Bill
Sahatdjian, Victor*
[a] Sahatjian, Richard
[a] Sandhu, Nindy
[a] Sangha, Mitch

ALTERNATE

VACANT
[a] Efird, Russel
[a] Bedrosian, Paul
King, Dan
[a] Rai, Jerry
[a] Lion, Frank
[a] Huber, Tim
[a] Chooljian, Michael
Olson, Brad
VACANT
VACANT
VACANT
VACANT
Rodrigues, Tim
[a] Gee, Jimmy
[a] Blayney, David
[a] Fanucchi, Edward
VACANT
Estermann, David
Bender, Braden
[a] Perry, Michael
[a] Locker, Paul
[a] Phan, Phat
[a] Bath, Gagan
[a] Boghosian, Philip*
[a] Asmar, Jane*
VACANT
[a] Moriyama, Michael
VACANT
Berekoff, Jim
[a] Penner, Pete
VACANT
[a] Roberts, Gerald
[a] Vartan, Dennis*
[a] Surabian, Kristina
Nielsen, Mike
[a] Markarian, Greg

The Raisin Administrative Committee is an Equal Opportunity Employer and Provider.

2445 Capitol Street, Suite 200 • Fresno CA 93721-2236



[a] Sarabian, Courtney
Schutz, Monte
[a] Shapazian, David
Singh, Harvey
Stark, Rick
VACANT
VACANT
VACANT
VACANT
VACANT

VACANT
[a] Huter, E.G.
[a] Cave, Don
[a] Chatha, Kuldip
Goto, Clint
[a] Jensen, William
Rocca, Randy
VACANT
VACANT
VACANT

** Will Switch Positions on May 1, 2017*

[a] = Absent

Messrs. L. Blagg, R. Lynch, Jr., and K. Cohoon, Mmes. J. De Anda, M. Jones, D. Powell, M. Stobbe, and D. Williams were present along with approximately 15 industry representatives and growers.

Ms. M. Jones was directed to call roll and establish a quorum.

APPROVAL OF MINUTES

The Chairman called for additional corrections to the minutes of the meeting on September 23, 2016, stating that the minutes were mailed with the incorrect date on the first page. Hearing no additional corrections, approved the minutes as corrected.

USDA/MANAGEMENT REPORT

Ms. M. Stobbe stated she had no report at this time.

Ms. D. Powell reported that the California Raisin Marketing Board (CRMB) will hold their Independent nominations in the RAC/CRMB offices on Wednesday, April 19, 2017. The notices will be mailed the week of April 3rd. Ms. D. Powell asked Mr. L. Blagg to report on CRMB Trade Leads.

Mr. L. Blagg stated that he received a request from CRMB Board member Ed Fanucchi that he'd like staff to develop local trade leads and forward such leads to packers. Mr. L. Blagg stated that neither the RAC or CRMB staff are allowed to make sales calls. Further RAC staff does formally process sales leads received from domestic and overseas representatives, with as much detail as can be obtained. Mr. L. Blagg stated that the RAC will continue to do so in hopes that packers will respond to potential new customers.

Ms. D. Powell stated that the Organic Exemption Applications will be due by June 30, 2017. The RAC then has 30 days to reply and accept the application.

Mr. K. Cohoon stated that handler audits are complete and that bin inventories will be scheduled with Packers.

EXECUTIVE COMMITTEE REPORT

Mr. M. Schutz reported that the Executive Committee met jointly with the CRMB Executive Committee on February 3, 2017. The Committee's discussed the need to streamline the process of

scheduling RAC meetings and it was decided that the last Wednesday of each month would be the official RAC Meeting date. If no meetings are needed, staff will notify the Committee as soon as possible to free up that day.

Mr. M. Schutz stated that every 5 years the RAC and CRMB Executive Committee's meet to review the Memorandum of Understanding (MOU) between the two entities. During the meeting the group reviewed and discussed the MOU. The CRMB approved the MOU at their meeting on February 8th, the RAC needs to approve the MOU, as well.

→ **Moved by Mr. J. Jue, seconded by Mr. M. Mikaelian to adopt the Memorandum of Understanding between the RAC and CRMB as presented (attached).**

The motion carried unanimously.

PERSONNEL SUBCOMMITTEE REPORT

Mr. M. Mikaelian reported that the Personnel Subcommittee met on February 3, 2017 where a few items were discussed, including the RAC Employee Handbook. A recommended revision to the Internal Controls Policies will be reported in the Audit Subcommittee Report.

AUDIT SUBCOMMITTEE REPORT

Mr. J. Jue reported that the Audit Subcommittee met on December 16th and reviewed the 4th Quarter Financials for period ended July 31, 2016, the Audited Financials for Fiscal Year ended July 31, 2016 from Baker, Peterson & Franklin, CPA and reviewed the 1st Quarter Financials for period ended October 31, 2016.

Mr. J. Jue continued that the Audit Subcommittee met again earlier today (3/29/17) and reviewed the 2nd Quarter Financials for period ended January 31, 2017, and reviewed and approved a revision to the Internal Control Policies reflected in the Travel & Entertainment section of the Policies. We also heard from Management that the FAS Audit from August 2016 has been closed and finalized. We discussed the General & Administrative Carryover Reserve fund and decided to keep the funds in the Carryover Reserve as authorized in the Final Rule on 7/12/16.

MARKETING SUBCOMMITTEE REPORT

Mr. G. Chooljian reported that the Marketing Subcommittee met earlier today (3/29/17) and heard reports from the Industry Video Workgroup on the industry videos for International Marketing.

Mr. G. Chooljian stated that the Industry Video was shown to the industry on 3/23/17 and a clip earlier in the Subcommittee meeting.

→ **Moved by Mr. G. Chooljian, seconded by Mr. D. Peters to recommend approval of the export market industry videos as reviewed for translation into 13 export languages for use in international marketing countries to be paid for with FAS funds. Direction was given to Management to instruct the video producers to add verbiage on the goldens that will state "sulfur dioxide (So2) is used as a preservative for color retention in golden raisins".**

The motion carried unanimously.

Discussion followed regarding having the USDA review the videos for use in the domestic market, which is already in progress and ongoing. Ms. M. Stobbe replied now that there is an interest in using these videos in the domestic markets, the videos will need to adhere to USDA marketing communication guidelines. The guidelines and USDA's initial review of the videos have been provided to RAC staff.

Mr. G. Chooljian stated that the Export Workgroup met on January 25th and discussed the success stories that were published on the FAS Website, discussed the International Dried Grape Producing Countries Conference, which at previous meetings, staff was directed to hold the meeting outside of Fresno.

- **Moved by Mr. G. Chooljian, seconded by Mr. D. Cardoza that the International Dried Grape Producing Countries Conference be held in Fresno, in October and to direct the staff to work with packers & processors to arrange visits.**

The motion carried unanimously.

Mr. G. Chooljian stated that the Export Workgroup reviewed and discussed the MAP Re-Allocation for the 2017/18 MAP year, where we requested \$4.1 million and were awarded \$2.88 million. This is 5% less than the current MAP year 2016/17 and is consistent with what other cooperators have received.

- **Moved by Mr. G. Chooljian, seconded by Mr. W. Ludtke to recommend approval of the Unified Export Strategy (UES) Re-Allocations for the 2017/2018 (July 1, 2017 to June 30, 2018) MAP year as presented by staff (attached).**

The motion carried unanimously.

Mr. G. Chooljian stated that the Export Workgroup was asked permission to prepare and submit the UES Application for the 2018/2019 MAP year.

- **Moved by Mr. G. Chooljian, seconded by Mr. J. Jue to prepare and submit the 2018/2019 Unified Export Strategy (UES) Application (July 1, 2018 to June 30, 2019) for MAP funds subject to final approval by the Export Workgroup, when completed by the International Representatives in April 2017 (attached).**

The motion carried unanimously.

Mr. G. Chooljian stated that the Export Workgroup discussed the intent to fully fund the Merchandise Incentive Program for February 1, 2017 through January 31, 2018. Mr. G. Chooljian stated that during the Marketing Subcommittee meeting it was discussed the changing of the Taiwan terms by increasing their tonnage and removing the market share requirement.

- **Moved by Mr. G. Chooljian, seconded by Mr. C. Chooljian to increase Taiwan's minimum tonnage from 2,750 to 3,600 tons @ \$24/ton with an increase of \$1.00 per every 100 tons, up to a maximum of \$30/ton and eliminating the market share for the term February 1, 2017 to January 31, 2018.**

The motion carried unanimously.

- **Moved by Mr. G. Chooljian, seconded by Mr. W. Ludtke to recommend to the Raisin Administrative Committee the intent to fully fund the Merchandise Incentive Program (MIP) for the remaining countries, from February 1, 2017 to January 31, 2018 with the same Terms & Conditions as the previous 2016/17 program, as presented (attached).**

The motion carried unanimously.

OTHER BUSINESS

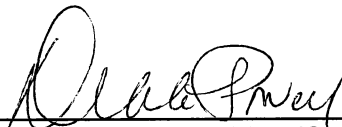
Mr. V. Sahatdjian asked if there had been any progress on the Turkish imported Organic product with the 500 ppm Sulfur. Mr. L. Blagg responded he would be working on this soon. Mr. V. Sahatdjian stated to make this a priority, as it is the worst performing category, which is down by 20%.

Chairman Schutz called for any further business, hearing none, adjourned the meeting at 4:49 p.m.

I, the undersigned, do hereby certify that I am the President/General Manager of The Raisin Administrative Committee and that the foregoing is a true and correct copy of the Minutes of the Meeting of the Raisin Administrative Committee held on March 29, 2017.

IN WITNESS THEREOF, I have hereunto set my hand this 25th day of April 2017.

DATE 4-25-17



Debbie Powell, President/General Manager
Raisin Administrative Committee

February 3, 2017

AGREEMENT

THIS AGREEMENT is entered into between the Raisin Administrative Committee (the "RAC") and the California Raisin Marketing Board (the "CRMB"), with reference to the following facts:

A. The RAC is established pursuant to section 989.26 of the Federal Marketing Order for Raisins Produced from Grapes Grown in California, 7 C.F.R. § 989.26 (the "Federal Raisin Marketing Order"), issued pursuant to the Agricultural Marketing Agreement Act of 1937, as amended, 7 U.S.C. § 601 et seq. (the "Act"). The RAC is authorized to engage in research, development and promotion projects to improve the marketing, distribution, and consumption of raisins in domestic and foreign markets. 7 C.F.R. § 989.53. The Federal Raisin Marketing Order regulates raisin "handlers." Handlers are required to pay assessments and provide certain information to the RAC. The Act requires that the RAC keep such handler information confidential, but authorizes its disclosure to State authorities if (1) the State authorities request it, (2) the information is relevant to transactions within the regulatory jurisdiction of such authorities, and (3) the State authorities agree in writing to keep the information confidential in a manner similar to that required of Federal officers and employees. 7 U.S.C. §§ 608d(2), 610. The Act also authorizes the RAC to make its facilities available to State authorities and to avail itself of the records and facilities of the State authorities.

B. The California Raisin Marketing Board (the "CRMB") was established pursuant to Division 21, Chapter 1, Part 2, of the California Food and Agriculture Code, to "conduct market development activities to improve the demand for all categories of raisin usage." The CRMB is authorized to collect assessments from every raisin "producer." State Marketing Order for California Raisins at Art. I, § A, ¶ 22. Raisin packers are required

to file reports, and to deduct assessments from the amount they pay to producers, and to remit the assessments to the CRMB. State Marketing Order for California Raisins at Art. V, § C, ¶¶ 1, 3.

C. The RAC and the CRMB desire to share their office space, equipment, and staff, and to disseminate certain information to each other.

NOW, THEREFORE, it is agreed as follows:

1. Covenants by the RAC. For and in consideration of the promises and covenants described below, the RAC hereby promises and agrees as follows:

(a) Staff and President/General Manager. The RAC agrees to the engagement by the CRMB of the RAC's President/General Manager, to administer the programs and activities of the CRMB. The RAC reserves the right to terminate the engagement of the RAC's President/General Manager to function as President/General Manager of the CRMB upon thirty (30) days written notice to the CRMB, subject to review by the United States Secretary of Agriculture (USDA) and California Department of Food and Agriculture Secretary (CDFA) and confirmation that the CRMB has designated an acceptable individual to function in the role of President/General Manager of the CRMB. The RAC further agrees to bill the CRMB a proportionate amount for the services of the President/General Manager, and other RAC staff, on a monthly basis, for the term of this agreement. This includes wages, salaries, and other related employee benefits. The RAC shall consult with the CRMB in connection with the hiring, on-going evaluation, and termination of the President/General Manager.

(b) Office Space, Equipment and Supplies. The RAC agrees to provide office space to the CRMB. The RAC further agrees to provide to the CRMB, for the term of this agreement, equipment and office supplies for use in the performance of this agreement.

(c) Disclosure of Information. The RAC agrees to provide to the CRMB, upon request, the names and contact information of raisin packers, as that term is defined in the State Marketing Order, and a list of contact information for raisin producers, as that term is defined in the State Marketing Order, and the packers'/handlers' reported raisin acquisitions and shipments, for each crop year during which this agreement is in effect.

(d) Debts and Liabilities. Neither the RAC nor the CRMB are responsible for the debts or liabilities of the other, except to the extent required under Article 7, the indemnification provision of this agreement.

2. Covenants by the CRMB. For and in consideration of the promises and covenants described below, the CRMB hereby promises and agrees as follows:

(a) President/General Manager. The CRMB agrees to engage as its President/General Manager the President/General Manager of the RAC, and to pay a proportionate share of the compensation of such employee, based upon hours of work performed on behalf of the CRMB, for the term of this agreement. Such compensation shall be agreed upon in advance by the parties and adjusted as necessary to reflect actual hours. This includes salary and other related employee benefit costs. The CRMB reserves the right to terminate the engagement of the RAC's President/General Manager to function as President/General Manager of the CRMB upon thirty (30) days written notice to the RAC, subject to review by the USDA and CDFA and confirmation that the CRMB has designated an acceptable individual to function in the role of President/General Manager of the CRMB. The CRMB agrees to participate in joint RAC and CRMB personnel subcommittee meetings to the extent that joint meetings would facilitate the resolution of personnel issues. ~~The CRMB shall engage the services of a full-time Vice President of Marketing.~~

(b) Staff and Employees. The CRMB agrees to pay for the services of the staff and other employees retained by the President/General Manager, and to pay a

proportionate share of the compensation of such staff and employees, based upon hours of work performed on behalf of the CRMB, for the term of this agreement. Such compensation shall be agreed upon in advance by the parties and adjusted as necessary to reflect actual hours. This includes wages, salaries, and other related employee benefit costs.

(c) Office Space and Equipment. The CRMB agrees to share leased office space with the RAC for use by the President/General Manager and staff on behalf of the CRMB, as mutually agreed upon by the CRMB and the RAC and to pay such rent and other expenses, including a proportionate share of the cost of office equipment, supplies, utilities, and other overhead costs for such facilities, for the term of this agreement, as described in paragraph 1(b) above.

(d) Books and Records. The CRMB agrees that its accounts and books and records shall, at all times, be kept separate and apart from the books and records of the RAC.

(e) Use of RAC Confidential Information. The CRMB warrants and agrees to use the packer information provided by the RAC pursuant to section 1.c. above solely for the purposes set forth in the State Marketing Order for California Raisins. The disclosure of packer information provided by the RAC shall be subject to the limitations set forth in the Federal and State Marketing Orders for California Raisins, except when required to comply with the provisions of the California Public Records Act, Government Code sections 6250 through 6276.48 et seq., compulsory judicial process, legislative requests for records and requests for records by law enforcement or regulatory authorities. The CRMB agrees to provide notice as soon as is practicable upon the receipt of a request, if legally permitted, and to withhold release of information received from the RAC, providing the RAC with the opportunity to object, unless immediate disclosure is legally required.

(f) Confidentiality. The CRMB agrees that all information furnished by the RAC or by the United States Secretary of Agriculture pursuant to section 8d(1) of the Act shall be kept confidential by the CRMB and its staff or employees, in the same manner as required of Federal officers and employees under the provisions of section 8d(2) of the Act, except when required to comply with the provisions of the California Public Records Act, Government Code sections 6250 through 6276.48 et seq., compulsory judicial process, legislative requests for records and requests for records by law enforcement or regulatory authorities. The CRMB agrees to provide notice as soon as is practicable upon the receipt of a request, if legally permitted, and to withhold release of information received from the RAC, providing the RAC with the opportunity to object, unless immediate disclosure is legally required. The CRMB agrees that it shall furnish to all of its Board members, staff and employees a copy of section 8d(2) of the Act, and agrees that any Board member, staff or employee who violates the provisions of that section shall be removed from office or employment, unless release of the information was otherwise legally required.

(g) Audit. The CRMB acknowledges and agrees that this agreement is subject to approval by the USDA and the CDFA, and that the CDFA may conduct periodic audits of the books and records of the CRMB.

3. Intellectual Property Rights. The RAC shall retain no property right or ownership interest in the intellectual property owned or controlled by the CRMB pursuant to this agreement.

4. Term of Agreement. This agreement shall become effective only upon approval by the USDA and the CDFA, which approval shall be evidenced by a separate, dated, document, and such document shall be attached as to this agreement and incorporated herein. Upon such approval, the agreement shall remain in effect for five years from the final date of signature, or until modified or terminated pursuant to paragraph 5 or 6 below. Any modification or termination of the agreement shall be subject to approval by the USDA and the CDFA, as described above.

5. Termination. This agreement may be terminated:

(a) by either party upon 90 days' written notice to the other;

(b) by the RAC upon 60 days' written notice to the CRMB, in the event that the United States Secretary of Agriculture terminates the Federal Raisin Marketing Order pursuant to the Act;

(c) by the CRMB upon 60 days' written notice to the RAC, in the event that the California Department of Food and Agriculture has suspended or terminated the State Marketing Order for California Raisins; or

(d) by either party for a material breach of this agreement, effective upon receipt of written notice to the breaching party, so long as the non-breaching party shall have given the breaching party written notice of the breach, and the breaching party shall not have cured the breach within 60 days' thereafter.

6. Modification. This agreement may be modified at any time by written agreement of the parties. This agreement constitutes the entire agreement between the parties in relation to the subject matter. No term or provision of this agreement may be varied, changed, modified, waived or terminated except by an instrument in writing signed by the party against whom enforcement is sought. This agreement shall be binding and shall inure to the benefit of the parties hereto and to their successors, successors in interest, assigns, trustees, officers, directors, agents, and employees. Any failure to enforce a term of this agreement shall not be deemed a waiver thereof.

7. Indemnification. The RAC agrees to indemnify and hold the CRMB harmless for any losses and damages arising out of the performance of this agreement, but only in proportion to and to the extent that such losses and damages are caused by or result from the negligent or intentional acts or omissions of the RAC. The CRMB agrees to indemnify and hold the RAC harmless for any losses and damages arising out of the performance of this agreement, but only in proportion to and to the extent that such losses and damages are caused by or result from the

negligent or intentional acts or omissions of the CRMB. The CRMB warrants and agrees that its employees and representatives shall at all times comply with all applicable State contracting codes, rules and regulations in the performance of this agreement.

8. No Use of Federal Assessment Funds. Nothing in this agreement authorizes the use of assessments collected under the Federal Raisin Marketing Order to fund any activity of the CRMB not legally authorized.

9. Influencing Government policy. No funds paid by or paid to the RAC shall be used for the purpose of attempting to influence any governmental policy or any governmental action.

10. Governing Law. This agreement shall be governed by and construed in accordance with the authorizations, limitations, rights and duties contained in the Act, the California Marketing Act of 1937, codified in the Food and Agricultural Code as Division 21, Chapter 1, Part 2, and the laws of the State of California.

11. Separability. If any provision or part of this agreement is held to be invalid or inapplicable to any person, such holding shall not affect the remaining portions of the agreement. The separability of this agreement is premised upon the ability to give meaning to the remaining portions, and to continue to carry out the purposes of this agreement.

12. Assignment. This agreement is not assignable by either party without the consent of the other.

13. Audit. The RAC agrees that the CRMB, or its designated representative, shall have the right to review and to copy any records and supporting documentation pertaining to the performance of this agreement. The RAC agrees to maintain such records for a minimum of three years.

14. Notices. A copy of any written notice required by this agreement shall be sent contemporaneously to the Chief of the Marketing Branch of the California Department of Food and

Agriculture. It shall be faxed to the Branch, to be followed by hard copy by mail, sent to the following address: Attention: Chief, CDFA Marketing Branch, 1220 N Street, Sacramento, CA 95814.

Agreement approved by RAC on _____

Agreement approved by CRMB on _____

Date

Monte Schutz, Chair
Raisin Administrative Committee

Date

Steven Spate, Chair
California Raisin Marketing Board

Date

Jeffrey Smutny, Regional Director
California Marketing Field Office
Specialty Crops Program
Agricultural Marketing Service
U.S. Department of Agriculture

Date

Bob Maxie, Chief, Marketing Branch
California Department of Food & Agriculture

Allocations by Country 2017-18

2017/18 PROGRAM - Allocations	MAP \$	RAC \$
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RAC-Managed Promotions								
JA	UK	GM	SCAN	ASEAN	CH/HK	KS	TW	MX
620,011	429,605	197,777	121,913	436,831	406,103	171,837	107,914	144,343
		69,115	7,255			23,744	36,275	33,453
				58,996	243,423			
	52,396							
280,523								

	JA	UK	GM	SCAN	ASEAN	CH/HK	KS	TW	MX	BR*+EVAL	TOTAL**
"MAP"	620,011	429,605	197,777	121,913	436,831	406,103	171,837	107,914	144,343	251,000	2,887,334
RAC	280,523	52,396	69,115	7,255	58,996	243,423	23,744	36,275	33,453	-	805,180
"MATCH"	280,523	52,396	69,115	7,255	58,996	243,423	23,744	36,275	33,453	175,000	980,180
TOTAL	900,534	482,001	266,892	129,168	495,827	649,526	195,581	144,189	177,796	426,000	3,692,514

*\$251,000 = \$175,000 Branded MAP funds, \$60,000 Evaluations, \$6,000 Audit, and \$10,000 for trademarks.

\$175,000 spent by Packers to match Branded MAP funds.

Proposed Allocations 2018-19

2018/19 PROGRAM - Proposed submission to FAS

MAP \$

RAC \$

RAC-Managed Promotions								
JA	UK	GM	SCAN	ASEAN	CH/HK	KS	TW	MX
764,400	529,550	250,450	130,550	450,450	505,750	199,650	158,550	159,650
			3,000			29,456	13,000	26,503
					337,356			
		33,480		58,996				
257,744	45,643							

	JA	UK	GM	SCAN	ASEAN	CH/HK	KS	TW	MX	BR*+EVAL	TOTAL
"MAP"	764,400	529,550	250,450	130,550	450,450	505,750	199,650	158,550	159,650	351,000	3,500,000
RAC	257,744	45,643	33,480	3,000	58,996	337,356	29,456	13,000	26,503	0	805,178
"Match"	257,744	45,643	33,480	3,000	58,996	337,356	29,456	13,000	26,503	250,000	1,055,178
TOTAL	1,022,144	575,193	283,930	133,550	509,446	843,106	229,106	171,550	186,153	601,000	4,305,178

*\$351,000 = \$250,000 Branded MAP funds, \$80,000 Evaluations, \$11,000 A-133, \$10,000 Trademarks.
 \$250,000 spent by Packers to match Branded MAP funds.

**2017 RAISIN ADMINISTRATIVE COMMITTEE
MERCHANDISE INCENTIVE PROGRAM FOR CALIFORNIA RAISINS**

Country	ASEAN	China/HK	Japan
	Brunei, Indonesia, Malaysia Singapore, Thailand, Vietnam		
Cash	2800 tons - \$25	1500 tons - \$30	22,000 tons & 80% Market
Incentive	\$2.50 for each 100 tons over 2800	\$0 for tons over 1500	Share - \$17.50 \$2.50 for each 1000 over 22,000
	Maximum - \$30	Maximum - \$30	Maximum - \$30

Country	Korea	Philippines	Taiwan
Cash	2250 tons - \$25	800 tons - \$25	2750 <u>3600</u> tons & 75% <u>Market</u>
Incentive	\$2.50 for each 250 tons over 2250	\$2.50 for each 100 tons over 800	Share - \$20 <u>24.00</u> \$1 for each 100 tons over 2750 <u>3600</u>
	Maximum - \$30	Maximum - \$30	Maximum - \$30

COUNTRY: Taiwan

PERIOD: February 1, 2017 – July 31, 2017

VARIETIES: Natural (sun-dried) Seedless

MIP: ~~\$20~~24.00 minimum to **\$30.00** maximum on RAC documented exports when;

Exports to Taiwan are ~~2,750~~3,600 **packed tons** or more during the period receive an incentive payment of ~~\$20~~24.00 **per packed ton** for each ton exported. Incentive shall be increased **\$1.00 per packed ton** for each **100 tons over ~~2,750~~3,600 tons** with a maximum incentive of **\$30.00 per ton**. Incentive funds earned by importers who are members of the TDFIA will be paid to the TDFIA. TDFIA to pro-rate cash incentives to TDFIA members. ~~To earn the maximum cash incentive, a minimum market share of 75% of California raisins must be reached. Any percentage less than 75% market share and the minimum required packed tons has been met, the cash incentive payment will be prorated.~~