

U.S. Highbush Blueberry Council
Profit & Loss Budget vs. Actual
January through December 2006

EXHIBIT #3	Jan - Dec 06	Budget	\$ Over Budget	% of Budget
Income				
400.00 - INCOME				
400.01 - DOMESTIC CROP ASSESSMENTS	1,422,175.03	1,388,520.00	33,655.03	102.42%
400.02 - FOREIGN CROP ASSESSMENTS				
400.05 - UNKNOWN FOREIGN COUNTRY	513,947.67	400,000.00	113,947.67	128.49%
400.02 - FOREIGN CROP ASSESSMENTS - Other	-31,346.40			
Total 400.02 - FOREIGN CROP ASSESSMENTS	482,601.27	400,000.00	82,601.27	120.65%
400.00 - INCOME - Other	30.00			
Total 400.00 - INCOME	1,904,806.30	1,788,520.00	116,286.30	106.5%
400.10 - INTEREST INCOME	40,781.54			
400.20 - LATE FEE INCOME	1,989.62			
400.25 - USDA MAP REIMBURSEMENT	259,778.00	132,511.00	127,267.00	196.04%
Total Income	2,207,355.46	1,921,031.00	286,324.46	114.91%
Expense				
500.00 - MARKET PROMOTION AND PUBLICITY				
500.10 - CONSUMER/FOOD SERVICE PUBLICITY	550,800.00	551,000.00	-200.00	99.96%
500.20 - FOOD MANUFACTURER PUBLICITY	236,249.99	250,000.00	-13,750.01	94.5%
500.30 - USDA/MAP EXPORT PROGRAM USHBC	33,533.74	50,000.00	-16,466.26	67.07%
500.40 - USDA/MAP ALLOCATION (USDA \$)	248,278.50	166,499.00	81,779.50	149.12%
500.50 - MAGAZINE ADVERTISING	132,482.24	140,000.00	-7,517.76	94.63%
500.60 - MARKET RESEARCH ALLOCATION	-18,855.63	0.00	-18,855.63	100.0%
500.65 - BERRY SEMINAR SPONSORSHIP	0.00	0.00	0.00	0.0%
500.70 - RESERVE (Health Research Pub)	46,500.00	171,353.00	-124,853.00	27.14%
Total 500.00 - MARKET PROMOTION AND PUBLICITY	1,228,988.84	1,328,852.00	-99,863.16	92.49%
550.00 - RESEARCH				
550.10 - USDA/HNRCA TUFTS 3 YEAR STUDY	25,532.00	28,898.00	-3,366.00	88.35%
550.11 - AGRI-FOOD CANADA STUDY	0.00	0.00	0.00	0.0%
550.12 - MICHIGAN STATE UNIV. STUDY	11,521.28	11,713.00	-191.72	98.36%
550.13 - JOHN HOPKINS UNIV. (CABO)	35,000.00	35,000.00	0.00	100.0%
550.14 - PENN STATE UNIV.(DEMIRCI)	25,000.00	25,000.00	0.00	100.0%
550.15 - OKLAHOMA STATE UNIV.(ARJMANDI)	40,121.00	40,121.00	0.00	100.0%
550.16 - USDA/HNRCA BOSTON (MILBURY)	52,709.46	47,486.00	5,223.46	111.0%
550.17 - DALHOUSIE UNIVERSITY(TREMBLAY)	100,243.08	43,153.00	57,090.08	232.3%
550.18 - LOUISIANA STATE UNIV.(LOSSO)	25,000.00	25,000.00	0.00	100.0%
550.19 - LOYOLA UNIVERSITY (McGuire)	0.00	38,308.00	-38,308.00	0.0%
550.20 - RESEARCH RESERVE	71,307.13	102,307.00	-30,999.87	69.7%
550.30 - BLUEBERRY RESEARCH BANK	22,290.74	11,000.00	11,290.74	202.64%
550.40 - RESEARCHER TRAVEL	0.00	5,000.00	-5,000.00	0.0%
550.50 - META ANALYSIS	0.00	0.00	0.00	0.0%
550.60 - RESEARCH ADMINISTRATOR	21,298.94	24,000.00	-2,701.06	88.75%
550.70 - SPONSORSHIPS	2,500.00	2,500.00	0.00	100.0%
Total 550.00 - RESEARCH	432,523.63	439,486.00	-6,962.37	98.42%
600.00 - INDUSTRY RELATIONS				
600.10 - INDUSTRY RELATIONS ACTIVITIES	22,369.53	35,000.00	-12,630.47	63.91%
600.20 - USHBC EVALUATION	0.00	0.00	0.00	0.0%
600.25 - BLUEBERRY ACREAGE STUDY	15,540.00	15,000.00	540.00	103.6%
600.26 - PROFESSIONAL MEMBERSHIPS	1,965.00	2,000.00	-35.00	98.25%
600.30 - INDUSTRY RELATIONS RESERVE	0.00	35,000.00	-35,000.00	0.0%
Total 600.00 - INDUSTRY RELATIONS	39,874.53	87,000.00	-47,125.47	45.83%
650.00 - USHBC PROGRAM FEES				
650.10 - USDA IMPLEMENTATION REIMBURSE	0.00	28,154.00	-28,154.00	0.0%
650.20 - USDA AMS ADMINISTRATION FEE	79,536.00	76,000.00	3,536.00	104.65%
650.30 - US OFFICE GENERAL COUNSEL FEE	582.25	1,400.00	-817.75	41.59%
650.40 - US CUSTOMS FEE	0.00	0.00	0.00	0.0%
650.45 - USHBC REFERENDUM	50,000.00	50,000.00	0.00	100.0%
650.50 - NABC RESOURCES & SERVICE FEE	50,000.00	50,000.00	0.00	100.0%

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Total 650.00 - USHBC PROGRAM FEES

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180,118.25	205,554.00	-25,435.75	87.63%

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	<u>Jan - Dec 06</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
700.00 - GENERAL EXPENSES				
700.10 - CALYX NEWSLETTER	0.00	0.00	0.00	0.0%
700.20 - PRESENTATIONS/SAMPLES	0.00	475.00	-475.00	0.0%
700.30 - OFFICE RENT	26,265.00	26,350.00	-85.00	99.68%
700.40 - OFFICE INSURANCE/TAXES	637.50	1,020.00	-382.50	62.5%
700.50 - SUBSCRIPTIONS	2,827.75	2,970.00	-142.25	95.21%
700.60 - PRINTING	9,196.90	13,050.00	-3,853.10	70.47%
700.70 - OFFICE SUPPLIES	5,613.10	5,525.00	88.10	101.6%
700.80 - PHONE/FAX	3,967.45	5,100.00	-1,132.55	77.79%
700.90 - EQUIPMENT REPAIRS/MAINTENANCE	98.74	3,500.00	-3,401.26	2.82%
700.100 - EQUIPMENT RENTAL	3,662.10	4,000.00	-337.90	91.55%
700.110 - POSTAGE/SHIPMENT	11,938.70	12,750.00	-811.30	93.64%
700.120 - AUTO ALLOWANCE	5,850.00	5,850.00	0.00	100.0%
700.130 - BANK CHARGES	159.89	300.00	-140.11	53.3%
700.140 - OFFICERS LIABILITY INSURANCE	2,700.00	3,050.00	-350.00	88.53%
700.145 - BONDING INSURANCE	-9.83	750.00	-759.83	-1.31%
700.150 - COMMODITY COALITION INITIATIVE	1,980.00	2,000.00	-20.00	99.0%
700.160 - RESERVE	0.00	0.00	0.00	0.0%
Total 700.00 - GENERAL EXPENSES	74,887.30	86,690.00	-11,802.70	86.39%
800.00 - ADMINISTRATION EXPENSES				
800.10 - SALARIES, INSURANCE, BENEFITS, TAXES	213,379.34	220,645.00	-7,265.66	96.71%
800.110 - CALIFORNIA WORKER'S COMP	2,217.45	4,250.00	-2,032.55	52.18%
800.120 - BOOKKEEPING SERVICE	13,300.08	13,300.00	0.08	100.0%
800.130 - LEGAL/AUDIT FEES	7,350.00	8,400.00	-1,050.00	87.5%
800.140 - DEPRECIATION	2,064.07	0.00	2,064.07	100.0%
800.150 - ADMINISTRATIVE RESERVE	0.00	0.00	0.00	0.0%
Total 800.00 - ADMINISTRATION EXPENSES	238,310.94	246,595.00	-8,284.06	96.64%
850.00 - TRAVEL AND MEETING EXPENSES				
850.10 - EXECUTIVE DIRECTOR TRAVEL	11,202.37	16,000.00	-4,797.63	70.02%
850.15 - ADMINISTRATIVE STAFF TRAVEL	4,439.46	3,000.00	1,439.46	147.98%
850.20 - OFFICER/MEMBER TRAVEL	70,632.01	48,000.00	22,632.01	147.15%
850.30 - MEETINGS	9,919.80	18,000.00	-8,080.20	55.11%
Total 850.00 - TRAVEL AND MEETING EXPENSES	96,193.64	85,000.00	11,193.64	113.17%
900.10 - UNALLOCATED RESERVE	0.00	270,000.00	-270,000.00	0.0%
Total Expense	2,290,897.13	2,749,177.00	-458,279.87	83.33%
Net Income	-83,541.67	-828,146.00	744,604.33	10.09%
CASH FLOW				
BEGINNING CASH 12/31/05	2,157,542.74			
SOURCE OF FUNDS				
REVENUES	2,207,355.46			
ACCOUNTS RECEIVABLE	10,677.47			
ACCOUNTS PAYABLE	134,268.85			
DEFERRED CROP ASSESSMENTS	134,468.15			
DEPRECIATION	1,036.92			
SUSPENSE	0.00			
APPLICATION OF FUNDS				
EXPENSES	2,290,897.13			
ACCOUNTS RECEIVABLE	0.00			
PROMOTIONAL MATERIALS	18,855.63			
ACCOUNTS PAYABLE	0.00			
DEFERRED CROP ASSESSMENTS	0.00			
USDA IMPLEMENTATION DUE	28,154.00	28,154.00	0.00	
ENDING CASH 12/31/06	2,307,442.83	2,777,331.00		

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