

**USHBC FINANCE COMMITTEE
MEETING MINUTES
February 28, 2008**

Interim USHBC Finance Committee Chairman Doug Kraemer called the meeting of the USHBC Finance Committee to order at 2:00pm on Thursday, February 28, 2008. Roll call showed committee members Ron Bodtke, Beverlee DeJonge, Lorrie Merker, Paul Macrie, Mark Hurst and Dave Arena (substituting for Art Galletta) in attendance. Also present at the meeting, held at the Pan Pacific Hotel in Vancouver, British Columbia, were USHBC Vice Chairman Bob Carini, USDA representative Rafael Manzoni and USHBC staff members Mark Villata, Mary Nezbeth and Terry Bowles.

The first order of business was a report on the recently completed 2007 USHBC audit. Chairman Kraemer asked Terry Bowles to provide an update on the report from the audit firm of *Tate, Propp, Beggs and Sugimoto*. Audit reports were distributed to committee members and Bowles noted that the USHBC had once again received a "clean audit". USHBC total assets are at \$2,560,843 as of December 31, 2007 compared to \$2,397,959 at the same point the previous year. Revenue totals \$2,398,891 as of December 31, 2007, which is slightly above the total of \$2,207,356 the previous year. Expenses as of December 31, 2007 total \$2,480,132 versus \$2,290,898 the previous year. Bowles then reviewed the notes from the auditors to the financial statements and asked for any questions. Ron Bodtke asked if there had been any adjustments to the fee the USHBC pays to the NABC to administer the program. It was noted that the current fee structure has been in place the past few years. Lorrie Merker suggested that at the next meeting the NABC provide updates on their fees and services. She also requested that future audit reports be distributed to USHBC Finance Committee members at least one week prior to their meeting. Merker then moved, with a second from Beverlee DeJonge, to accept the 2007 audit report. The motion carried. Copies of the audit will be sent to USHBC members and alternates following this meeting.

The next agenda item was an assessment collection update and review of current cash position. Bowles provided the final report on 2006 domestic assessment collections noting that the USHBC collected \$1,528,979 on the 2006 crop representing over 254.8 million pounds. During calendar year 2007 the USHBC collected \$596,227 in import assessments representing over 99.3 million pounds (see Exhibit #1). Based on these figures, the USHBC collected on 95% of the 2006 domestic crop (see Exhibit #2).

Bowles then reviewed the USHBC balance sheet as of December 31, 2007 which shows \$2,483,159 in the USHBC bank account, +\$175,716 higher than the total at the same time the prior year. The report shows assets are up approximately 7% and liabilities are up nearly 14% over the previous year (see Exhibit #3). The committee then reviewed budgeted versus actual expenditures for 2007, which shows that the USHBC spent a total of \$2,480,132 this past year out of a total budget of \$2,867,365. Income for 2007 was +\$214,722 greater than anticipated. Market Promotion expenditures came in +\$16,537 higher than budget primarily due to the update of the USHBC Crisis Management Plan this season. Research came in +\$9,533 over budget mainly due to added work and travel by the USHBC research administrator. The Industry Relations category came in -\$10,729 under budget; USHBC Program Fees came in at budget and General Expenses were -\$19,303 less than anticipated. Administration was also -\$10,568 under budget as were

Travel and Meeting Expenditures, which came in -\$5,993 under budget (see Exhibit #4). The committee then reviewed marketing versus administrative expenditures for 2007. Bowles reported that out of total expenditures of \$2,480,132 the funding allocated to marketing totaled \$2,226,492 (90%) while administrative expenditures totaled \$251,640 (10%) which means the USHBC continues to meet the USDA requirements of no more than 15% of expenditures allocated to administration (see Exhibit #5).

The committee then reviewed 2007 domestic crop collections to date. Bowles reported that the USHBC had collected a total of \$1,556,808 in 2007 domestic assessments through January 31, 2008. Based on revised crop figures reported by the North American Blueberry Council earlier this morning, this total represents collections on 92% of this past year's crop (see Exhibit #6). Staff will be conducting audits of assessment receipts with particular attention to California, Washington, Indiana, Alabama, Arkansas, Florida, Georgia, Mississippi, Texas and New York to determine why collections were significantly below crop production levels.

Based on cash in the bank as of January 31, 2008 and projected import assessments of \$650,000 in calendar year 2008, the USHBC should have a total of \$2,968,811 in funds available for 2008. Doug Krahmer asked if the import assessment estimate of \$650,000 is still a reasonable figure and it was the consensus of the committee that the Council should meet and possibly exceed this projection. Given this level of income, the Committee next discussed possible modifications to the currently approved 2008 USHBC budget.

Mark Villata noted that given the request made by the Research Committee at our last Council meeting in October for an additional \$100,000 allocation, and additional budget adjustments, an additional \$110,660 should be added to the current budget bringing the 2008 budget to a total of \$2,966,211. With these modifications the Research category would be increased from \$285,500 to \$387,500, the Industry Relations category would increase from \$44,500 to \$45,000; the General Expense category would increase from \$84,226 to \$84,686, and the Travel and Meeting Expenses category would increase from \$102,860 to \$110,560 (see Exhibit #7). The committee reviewed suggested budget modifications and after discussion Ron Bodtke moved, with a second from Beverlee DeJonge, to recommend the revised 2008 USHBC budget totaling \$2,966,211 as detailed in Exhibit #8. The motion carried.

The meeting then moved on to other business. Lorrie Merker noted that the internal audit of the USHBC office has yet to be completed but is planned to be completed within the next sixty days. Merker will conduct the audit and it was agreed that Doug Krahmer will accompany her on this trip. The committee also discussed the need to establish an ethics policy for use by our auditors. Bowles was asked to discuss what information the auditors would need in this policy statement and Merker and Krahmer will also discuss this ethics policy with the auditors during their upcoming internal audit visit.

There being no further business Chairman Krahmer adjourned the USHBC Finance Committee meeting at approximately 4.00pm.

EXHIBIT #1

U.S. Highbush Blueberry Council
Assessment Collections 2007
Based on 2006 Domestic Crop
Import Based on 2007 Amount Collected From
01/01/07 to 12/31/07
Final Report

DOMESTIC	Pounds	Tons	Amount
ALABAMA	94,599	47	568
ARKANSAS	351,671	176	2,110
CALIFORNIA	9,498,976	4,749	56,994
CONNECTICUT	202,970	101	1,218
DELAWARE	0	0	0
FLORIDA	6,603,981	3,302	39,624
GEORGIA	21,274,697	10,637	127,648
ILLINOIS	1,080,015	540	6,480
INDIANA	1,494,526	747	8,967
KENTUCKY	3,500	2	21
LOUISIANA	563,363	282	3,380
MASSACHUSETTS	20,500	10	123
MAINE	4,251	2	26
MARYLAND	19,200	10	115
MICHIGAN	88,946,181	44,473	533,677
MINNESOTA	12,942	6	78
MISSOURI	26,798	13	161
MISSISSIPPI	2,484,981	1,242	14,910
NORTH CAROLINA	23,871,134	11,936	143,227
NEW JERSEY	46,957,432	23,479	281,758
NEW YORK	280,449	140	1,683
OHIO	137,440	69	825
OKLAHOMA	8,556	4	51
OREGON	34,562,804	17,281	207,377
PENNSYLVANIA	4,031	2	24
RHODE ISLAND	15,000	8	90
SOUTH CAROLINA	104,674	52	628
TENNESSEE	194,626	97	1,168
TEXAS	541,910	271	3,251
VERMONT	29,015	15	174
WASHINGTON	15,332,649	7,666	91,996
WEST VIRGINIA	8,867	4	53
WISCONSIN	95,995	48	576
TOTAL	254,827,735	127,414	1,528,979
FOREIGN			
CANADA	1,138,225	569	6,829
ARGENTINA			
CHILE			
CHINA			
COSTA RICA			
HONDURAS			
MEXICO			
NEW ZEALAND			
NETHERLANDS			
FOREIGN CROP	98,233,000	49,117	589,398
IMPORT TOTAL	99,371,225	49,686	596,227
TOTAL DOMESTIC AND FOREIGN	354,198,960	177,100	2,125,207

**MONEY RECEIVED BUT CAN NOT
DETERMINE COUNTRY OF ORIGIN**

TABLE 1A

U.S. Highbush Blueberry Council
 Projected 2006 Crop Assessments to Fund 2007 Program Final Report

	2006 CROP PRODUCTION * (1000'S LBS)	INCOME \$12 TON (006 LB)	% EXPECTED TO BE COLLECTED	PROJECTED COLLECTION	2006 COLLECTED 1000'S LBS	INCOME \$12 TON (006 LB)	% OF COLLECTION REALIZED	% OF CROP COLLECTED
DOMESTIC STATE								
WESTERN REGION								
CALIFORNIA	10,000	\$60,000	95%	\$57,000	9,499	\$56,994	100%	95%
OREGON	34,000	\$204,000	100%	\$204,000	34,563	\$207,378	102%	102%
WASHINGTON	18,200	\$109,200	80%	\$87,360	15,333	\$91,998	105%	84%
SUBTOTAL	62,200	\$373,200	93%	\$348,360	59,395	\$356,370	102%	95%
MIDWEST REGION								
ILLINOIS	600	\$3,600	100%	\$3,600	1,080	\$6,480	180%	180%
INDIANA	3,500	\$21,000	70%	\$14,700	1,495	\$8,970	61%	43%
MICHIGAN	88,000	\$528,000	95%	\$501,600	88,946	\$533,676	106%	101%
OTHERS-1	300	\$1,800	80%	\$1,440	273	\$1,638	114%	91%
SUBTOTAL	92,400	\$554,400	94%	\$521,340	91,794	\$550,764	106%	99%
SOUTHERN REGION								
ALABAMA	300	\$1,800	50%	\$900	95	\$570	63%	32%
ARKANSAS	1,600	\$9,600	50%	\$4,800	352	\$2,112	44%	22%
FLORIDA	6,200	\$37,200	100%	\$37,200	6,604	\$39,624	107%	107%
GEORGIA	21,500	\$129,000	95%	\$122,550	21,275	\$127,650	104%	99%
LOUISIANA	500	\$3,000	70%	\$2,100	563	\$3,378	161%	113%
MISSISSIPPI	4,500	\$27,000	70%	\$18,900	2,485	\$14,910	79%	55%
NORTH CAROLINA	25,500	\$153,000	100%	\$153,000	23,871	\$143,226	94%	94%
TEXAS	1,500	\$9,000	50%	\$4,500	542	\$3,252	72%	36%
OTHERS-2	300	\$1,800	80%	\$1,440	320	\$1,920	133%	107%
SUBTOTAL	61,900	\$371,400	93%	\$345,390	56,107	\$336,642	97%	91%
NORTHEAST REGION								
NEW JERSEY	50,000	\$300,000	95%	\$285,000	46,957	\$281,742	99%	94%
NEW YORK	2,000	\$12,000	25%	\$3,000	280	\$1,680	56%	14%
OTHERS-3	300	\$1,800	50%	\$900	295	\$1,770	197%	98%
SUBTOTAL	52,300	\$313,800	92%	\$288,900	47,532	\$285,192	99%	91%
DOMESTIC TOTAL	268,800	\$1,612,800	93%	\$1,503,990	254,828	\$1,528,968	102%	95%
YEAR 2007 IMPORTS					2007 IMPORTS			
IMPORTS **	91,667	\$550,000	100%	\$550,000	96,095	\$576,571	105%	105%
GRAND TOTAL	360,467	\$2,162,800	95%	\$2,053,990	350,923	\$2,105,539	103%	97%

1 MINNESOTA, MISSOURI, OHIO, WISCONSIN
 2 OKLAHOMA, SOUTH CAROLINA, WEST VIRGINIA, TENNESSEE, KENTUCKY
 3 CONNECTICUT, MASSACHUSETTS, MAINE, MARYLAND
 PENNSYLVANIA, RHODE ISLAND, VERMONT

* NABC STATISTICAL REPORT MAY 2007

** PROJECTED 2007 CALENDAR YEAR IMPORT COLLECTIONS BASED ON HISTORIC CUSTOMS COLLECTIONS AND PROJECTED 2007 CROP SIZE (CANADA, CHILE, ARGENTINA, NEW ZEALAND)

TABLE 2

EXHIBIT #2

EXHIBIT #3**U.S. Highbush Blueberry Council****Balance Sheet**

As of December 31, 2007

	<u>Dec 31, 07</u>	<u>Dec 31, 06</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
100.00 · EL DORADO SAVINGS BANK	38,673.30	39,632.50	-959.20	-2.42%
105.00 · EL DORADO SAVINGS CD	328,377.20	0.00	328,377.20	100.0%
110.00 · SAVINGS ACCOUNT	2,116,009.11	2,267,710.33	-151,701.22	-6.69%
115.00 · PETTY CASH	100.00	100.00	0.00	0.0%
Total Checking/Savings	<u>2,483,159.61</u>	<u>2,307,442.83</u>	<u>175,716.78</u>	<u>7.62%</u>
Accounts Receivable				
120.00 · ACCOUNTS RECEIVABLE	1,911.73	4,833.78	-2,922.05	-60.45%
120.10 · ACCOUNTS RECEIVABLE IMPORT	61,071.12	57,235.24	3,835.88	6.7%
Total Accounts Receivable	<u>62,982.85</u>	<u>62,069.02</u>	<u>913.83</u>	<u>1.47%</u>
Other Current Assets				
145.00 · PROMOTIONAL MATERIAL	14,701.00	27,712.61	-13,011.61	-46.95%
Total Other Current Assets	<u>14,701.00</u>	<u>27,712.61</u>	<u>-13,011.61</u>	<u>-46.95%</u>
Total Current Assets	<u>2,560,843.46</u>	<u>2,397,224.46</u>	<u>163,619.00</u>	<u>6.83%</u>
Fixed Assets				
130.00 · OFFICE EQUIPMENT	5,184.46	5,184.46	0.00	0.0%
131.00 · ACCUMULATED DEPRECIATION	-5,184.46	-4,450.12	-734.34	16.5%
Total Fixed Assets	<u>0.00</u>	<u>734.34</u>	<u>-734.34</u>	<u>-100.0%</u>
TOTAL ASSETS	<u><u>2,560,843.46</u></u>	<u><u>2,397,958.80</u></u>	<u><u>162,884.66</u></u>	<u><u>6.79%</u></u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
200.00 · ACCOUNTS PAYABLE	472,960.07	267,932.24	205,027.83	76.52%
Total Accounts Payable	<u>472,960.07</u>	<u>267,932.24</u>	<u>205,027.83</u>	<u>76.52%</u>
Other Current Liabilities				
205.00 · DEFERRED CROP ASSESSMENT REV.	1,559,193.64	1,520,096.78	39,096.86	2.57%
Total Other Current Liabilities	<u>1,559,193.64</u>	<u>1,520,096.78</u>	<u>39,096.86</u>	<u>2.57%</u>
Total Current Liabilities	<u>2,032,153.71</u>	<u>1,788,029.02</u>	<u>244,124.69</u>	<u>13.65%</u>
Total Liabilities	<u>2,032,153.71</u>	<u>1,788,029.02</u>	<u>244,124.69</u>	<u>13.65%</u>
Equity				
390.00 · RETAINED EARNINGS	609,929.78	693,471.45	-83,541.67	-12.05%
Net Income	-81,240.03	-83,541.67	2,301.64	-2.76%
Total Equity	<u>528,689.75</u>	<u>609,929.78</u>	<u>-81,240.03</u>	<u>-13.32%</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,560,843.46</u></u>	<u><u>2,397,958.80</u></u>	<u><u>162,884.66</u></u>	<u><u>6.79%</u></u>

EXHIBIT #4

**U.S. Highbush Blueberry Council
Profit & Loss Budget vs. Actual
January through December 2007**

	<u>Jan - Dec 07</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
400.00 · INCOME				
400.01 · DOMESTIC CROP ASSESSMENTS	1,528,072.53	1,455,240.00	72,832.53	105.01%
400.02 · FOREIGN CROP ASSESSMENTS				
400.05 UNKNOWN FOREIGN COUNTRY	576,570.59	550,000.00	26,570.59	104.83%
Total 400.02 · FOREIGN CROP ASSESSMENTS	576,570.59	550,000.00	26,570.59	104.83%
400.00 INCOME - Other	15.00			
Total 400.00 · INCOME	2,104,658.12	2,005,240.00	99,418.12	104.96%
400.09 · REFUNDS OF CROP ASSESSMENTS	-317.81			
400.10 · INTEREST INCOME				
400.11 INTEREST INCOME CD	28,377.20			
400.12 INTEREST INCOME GENERAL	278.52			
400.13 INTEREST INCOME SAVINGS	27,429.18			
400.14 INTEREST FOR LATE CROP PAYMENTS	497.07			
Total 400.10 INTEREST INCOME	56,581.97			
400.20 · LATE FEE INCOME	1,916.75			
400.25 · USDA MAP REIMBURSEMENT	136,047.00	128,930.00	7,117.00	105.52%
400.30 · OTHER INCOME	50,006.00	50,000.00	6.00	100.01%
400.35 · DESIGNATED PROMOTION INCOME	50,000.00			
Total Income	2,398,892.03	2,184,170.00	214,722.03	109.83%
Expense				
500.00 · MARKET PROMOTION AND PUBLICITY				
500.10 CONSUMER/FOOD SERVICE PUBLICITY	734,517.91	680,000.00	54,517.91	108.02%
500.20 FOOD MANUFACTURER PUBLICITY	299,500.01	262,000.00	37,500.01	114.31%
500.30 USDA/MAP EXPORT PROGRAM USHBC	64,536.76	50,000.00	14,536.76	129.07%
500.40 USDA/MAP ALLOCATION (USDA \$)	121,144.49	128,930.00	-7,785.51	93.96%
500.50 MAGAZINE ADVERTISING	121,546.52	123,000.00	-1,453.48	98.82%
500.60 MARKET RESEARCH ALLOCATION	32,260.05	15,000.00	17,260.05	215.07%
500.65 BERRY SEMINAR SPONSORSHIP	15,000.00	15,000.00	0.00	100.00%
500.66 PBH CHILDREN'S HEALTH CAMPAIGN	10,000.00	10,000.00	0.00	100.00%
500.70 RESERVE (Health Research Pub)	49,961.47	148,000.00	-98,038.53	33.76%
Total 500.00 · MARKET PROMOTION AND PUBLICITY	1,448,467.21	1,431,930.00	16,537.21	101.16%
550.00 · RESEARCH				
550.10 USDA/HNRCA TUFTS 3 YEAR STUDY	25,532.00	26,000.00	-468.00	98.2%
550.11 · AGRI-FOOD CANADA STUDY	0.00	0.00	0.00	0.0%
550.12 · MICHIGAN STATE UNIV. STUDY	0.00	0.00	0.00	0.0%
550.121 · OKLAHOMA STATE UNIV (Basu)	42,105.94	41,747.00	358.94	100.86%
550.13 · JOHN HOPKINS UNIV (CABO)	0.00	0.00	0.00	0.0%
550.14 · PENN STATE UNIV (DEMIRCI)	0.00	0.00	0.00	0.0%
550.141 · TUFTS UNIVERSITY (Oblin)	44,200.00	44,200.00	0.00	100.0%
550.15 · OKLAHOMA STATE UNIV (ARJMANDI)	-0.82	0.00	-0.82	100.0%
550.16 · USDA/HNRCA BOSTON (MILBURY)	0.00	0.00	0.00	0.0%
550.17 · DALHOUSIE UNIVERSITY (TREMBLAY)	0.00	0.00	0.00	0.0%
550.18 · LOUISIANA STATE UNIV (LOSSO)	21,000.00	21,000.00	0.00	100.0%
550.19 · LOYOLA UNIVERSITY (McGuire)	54,010.57	54,000.00	10.57	100.02%
550.191 · UNIV OF MICHIGAN (Boiling)	43,210.00	43,210.00	0.00	100.0%
550.20 · RESEARCH RESERVE	186,771.07	170,843.00	15,928.07	109.32%
550.30 · BLUEBERRY RESEARCH BANK	6,077.53	15,000.00	-8,922.47	40.52%
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	34,127.58	24,000.00	10,127.58	142.2%
550.70 · SPONSORSHIPS	0.00	2,500.00	-2,500.00	0.0%
Total 550.00 · RESEARCH	457,033.87	447,500.00	9,533.87	102.13%
600.00 · INDUSTRY RELATIONS				
600.10 · INDUSTRY RELATIONS ACTIVITIES	22,500.42	25,000.00	-2,499.58	90.0%
600.20 · USHBC EVALUATION	0.00	0.00	0.00	0.0%
600.25 · BLUEBERRY ACREAGE STUDY	15,000.00	16,000.00	-1,000.00	93.75%
600.26 · ASSOCIATION MEMBERSHIPS	4,520.00	4,500.00	20.00	100.44%
600.27 · INTERNATIONAL VACCINIUM CONF	5,000.00	10,000.00	-5,000.00	50.0%
600.30 · INDUSTRY RELATIONS RESERVE	250.00	2,500.00	-2,250.00	10.0%
Total 600.00 · INDUSTRY RELATIONS	47,270.42	58,000.00	-10,729.58	81.5%
610.00 · FOOD SAFETY	449.75	50,000.00	-49,550.25	0.9%
650.00 · USHBC PROGRAM FEES				
650.10 · USDA IMPLEMENTATION REIMBURSE	0.00	0.00	0.00	0.0%
650.20 · USDA AMS ADMINISTRATION FEE	76,300.94	76,000.00	300.94	100.4%

EXHIBIT #4

**U.S. Highbush Blueberry Council
Profit & Loss Budget vs. Actual
January through December 2007**

	<u>Jan - Dec 07</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
650 30 US OFFICE GENERAL COUNSEL FEE	761 67	1 400 00	-638 33	54 41%
650 50 NABC RESOURCES & SERVICE FEE	50,000.00	50,000.00	0.00	100 0%
Total 650.00 USHBC PROGRAM FEES	127 062 61	127 400 00	-337 39	99 74%
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	28,041.46	27,625 00	416 46	101 51%
700 40 OFFICE INSURANCE/TAXES	637 50	1 020 00	-382 50	62 5%
700 50 SUBSCRIPTIONS	1,418 41	2 970 00	-1 551 59	47 76%
700.60 PRINTING	3,648 22	12 150 00	-8 501 78	30 03%
700 70 OFFICE SUPPLIES	3 152 90	5 525 00	-2 372 10	57 07%
700.80 PHONE/FAX	5,638 48	5 865 00	-226 52	96 14%
700.90 EQUIPMENT REPAIRS/MAINTENANCE	1 899 06	2 975 00	-1 075 94	63 83%
700.100 EQUIPMENT RENTAL	4 837 13	4 675 00	162 13	103 47%
700 110 POSTAGE/SHIPMENT	11 568 18	14 025 00	-2 456 82	82 48%
700 120 AUTO ALLOWANCE	5 850 00	5 850 00	0 00	100 0%
700 130 BANK CHARGES	135 07	306 00	-170 93	44 14%
700 140 OFFICERS LIABILITY INSURANCE	2 743 20	3,000 00	-256 80	91 44%
700.145 BONDING INSURANCE	667 73	750 00	-62 27	91 7%
700.150 COMMODITY COALITION INITIATIVE	0 00	1 500 00	-1 500 00	0 0%
700.160 RESERVE	0.00	850.00	-850.00	0.0%
Total 700 00 GENERAL EXPENSES	70 257 34	89 561 00	-19 303 66	78 45%
800.00 ADMINISTRATION EXPENSES				
800 10 SALARIES, P/R TAXES, BENEFITS, INSURANCE	211 029 38	221 703 00	-10 673 62	95 19%
800 110 CALIFORNIA WORKER'S COMP	1 842 60	4 250 00	-2 407 40	43 36%
800.120 BOOKKEEPING SERVICE	13 650 00	13 650 00	0 00	100 0%
800.130 LEGAL/AUDIT FEES	10 103 96	8 400 00	1 703 96	120 29%
800.140 DEPRECIATION	1 538 42	0 00	1 538 42	100 0%
800.150 ADMINISTRATIVE RESERVE	119.93	850.00	-730.07	14.11%
Total 800 00 ADMINISTRATION EXPENSES	238 284 29	248 853 00	-10 568 71	95 75%
850.00 TRAVEL AND MEETING EXPENSES				
850 10 EXECUTIVE DIRECTOR TRAVEL	13 180 39	15 300 00	-2 119 61	86 15%
850 15 ADMINISTRATIVE STAFF TRAVEL	2 592 65	4 000 00	-1 407 35	64 82%
850.20 OFFICER/MEMBER TRAVEL	50 579 16	60 000 00	-9 420 84	84 3%
850.30 MEETINGS	24 954 37	18 000 00	6 954 37	138 64%
850.00 TRAVEL AND MEETING EXPENSES - Other	0.00	0.00	0.00	0.0%
Total 850 00 TRAVEL AND MEETING EXPENSES	91 306 57	97 300 00	-5 993 43	93 84%
900.00 ALLOCATED RESERVE	0.00	316,821.00	-316,821.00	0.0%
Total Expense	2,480,132.06	2,667,365.00	-387,232.94	86.5%
Net Income	-81,240.03	-683,195.00	601,954.97	11.89%

Cash Flow

BEGINNING CASH 12/31/06 2 307 442 83

SOURCE OF FUNDS

REVENUES 2 398 892 03
 ACCOUNTS RECEIVABLE 0 00
 ACCOUNTS PAYABLE 205 027 83
 DEFERRED CROP ASSESSMENTS 39 096 86
 DEPRECIATION 734 34
 PROMOTIONAL MATERIALS 13 011 61

APPLICATION OF FUNDS

EXPENSES 2 480 132 06
 ACCOUNTS RECEIVABLE 913 83
 PROMOTIONAL MATERIALS 0 00
 ACCOUNTS PAYABLE 0 00
 DEFERRED CROP ASSESSMENTS 0 00
 USDA IMPLEMENTATION DUE 0 00

ENDING CASH 12/31/07 2 483 159 61

TABLE 4-A

EXHIBIT #5

**U.S. Highbush Blueberry Council Marketing/Administrative Actual to Budget
Jan. 01, 2007 to Dec. 31, 2007**

2007		Jan-Dec 2007								
Expense	USHBC Budget	Market % of Total Budget	Admin % of Total Budget	USHBC Marketing Budget	USHBC Admin Budget	Actual Expenses	Marketing Expense Allocation	% of Marketing Budget	Admin Expense Allocation	% of Admin Budget
500.00 - MARKET PROMOTION AND PUBLICITY										
500.10 - CONSUMER/FOOD SERVICE PIR	680,000	100.00%	0.00%	680,000	0	734,518	734,518	108.02%	0	0.00%
500.20 - FOOD MANUFACTURER PUBLICITY	262,000	100.00%	0.00%	262,000	0	299,500	299,500	114.31%	0	0.00%
500.30 - USDA/INMAP EXPORT PROGRAM (USHBC)	50,000	100.00%	0.00%	50,000	0	64,537	64,537	129.07%	0	0.00%
500.40 - USDA/INMAP ALLOCATION (USDA \$)	128,930	100.00%	0.00%	128,930	0	121,144	121,144	93.95%	0	0.00%
500.50 - MAGAZINE ADVERTISING	123,000	100.00%	0.00%	123,000	0	121,547	121,547	98.82%	0	0.00%
500.60 - MARKETING RESEARCH ALLOCATION	15,000	100.00%	0.00%	15,000	0	32,260	32,260	215.07%	0	0.00%
500.65 - BERRY SEMINAR SPONSORSHIP	15,000	100.00%	0.00%	15,000	0	15,000	15,000	100.00%	0	0.00%
500.65 - PIR CHILDREN'S HEALTH CAMPAIGN	10,000	100.00%	0.00%	10,000	0	10,000	10,000	100.00%	0	0.00%
500.70 - RESERVE (Health Research Pub)	148,000	100.00%	0.00%	148,000	0	49,961	49,961	33.76%	0	0.00%
Total 500.00 - MARKET PROMOTION AND PUBLICITY	1,431,930	100.00%	0.00%	1,431,930	0	1,448,467	1,448,467	101.15%	0	0.00%
550.00 - RESEARCH										
550.10 - USDA/HRGA TUFTS 3 YEAR STUDY (JOSEPH)	26,000	100.00%	0.00%	26,000	0	25,532	25,532	98.20%	0	0.00%
550.11 - AGRIFOOD CANADA STUDY(KALT)	0	100.00%	0.00%	0	0	0	0	0.00%	0	0.00%
550.12 - MICHIGAN STATE UNIV. STUDY(TOOD)	0	100.00%	0.00%	0	0	0	0	0.00%	0	0.00%
550.124 - MICHIGAN STATE UNIV. (Basu)	41,747	100.00%	0.00%	41,747	0	42,106	42,106	100.86%	0	0.00%
550.13 - JOHN HOPKINS UNIV.(CABO)	0	100.00%	0.00%	0	0	0	0	0.00%	0	0.00%
550.14 - PEN STATE UNIV.(DEMRC)	0	100.00%	0.00%	0	0	0	0	0.00%	0	0.00%
550.141 - TUFTS UNIVERSITY (Olin)	44,200	100.00%	0.00%	44,200	0	44,200	44,200	100.00%	0	0.00%
550.15 - OKLAHOMA STATE UNIV.(ARJMANDI)	0	100.00%	0.00%	0	0	-1	-1	0.00%	0	0.00%
550.16 - USDA/HRGA BOSTON(MILBURY)	0	100.00%	0.00%	0	0	0	0	0.00%	0	0.00%
550.17 - DALHOUSIE UNIVERSITY (TREMBLAY)	0	100.00%	0.00%	0	0	0	0	0.00%	0	0.00%
550.18 - LOUISIANA STATE UNIV.(LOSSO)	21,000	100.00%	0.00%	21,000	0	21,000	21,000	100.00%	0	0.00%
550.19 - LOYOLA UNIVERSITY (McGuire)	54,000	100.00%	0.00%	54,000	0	54,011	54,011	100.02%	0	0.00%
550.191 - UNIV OF MICHIGAN (Boiling)	43,210	100.00%	0.00%	43,210	0	43,210	43,210	100.00%	0	0.00%
550.20 - RESEARCH RESERVE	170,843	100.00%	0.00%	170,843	0	186,771	186,771	109.32%	0	0.00%
550.30 - BLUEBERRY RESEARCH BANK	15,000	100.00%	0.00%	15,000	0	6,078	6,078	40.52%	0	0.00%
550.40 - RESEARCHER TRAVEL	5,000	100.00%	0.00%	5,000	0	0	0	0.00%	0	0.00%
550.50 - META ANALYSIS	0	100.00%	0.00%	0	0	0	0	0.00%	0	0.00%
550.60 - RESEARCH ADMINISTRATOR	24,000	100.00%	0.00%	24,000	0	34,128	34,128	142.20%	0	0.00%
550.70 - SPONSORSHIPS	2,500	100.00%	0.00%	2,500	0	0	0	0.00%	0	0.00%
Total 550.00 - RESEARCH	447,500	100.00%	0.00%	447,500	0	457,034	457,034	102.13%	0	0.00%
600.00 - INDUSTRY RELATIONS										
600.10 - INDUSTRY RELATIONS ACTIVITIES	25,000	80.00%	20.00%	20,000	5,000	22,500	18,000	0.00%	4,500	90.00%
600.20 - USHBC EVALUATION	0	0.00%	100.00%	0	0	0	0	0.00%	0	0.00%
600.25 - BLUEBERRY ACREAGE STUDY	16,000	100.00%	0.00%	16,000	0	15,000	15,000	0.00%	0	0.00%
600.26 - PROFESSIONAL MEMBERSHIPS	4,500	80.00%	20.00%	3,600	900	4,520	3,616	0.00%	904	100.44%
600.27 - INTERNATIONAL VACCINIUM CONFERENCE	10,000	100.00%	0.00%	10,000	0	5,000	5,000	0.00%	0	0.00%
600.30 - INDUSTRY RELATION RESERVE	2,500	80.00%	20.00%	2,000	500	250	200	0.00%	50	10.00%
Total 600.00 - INDUSTRY RELATIONS	58,000	88.97%	11.03%	51,600	6,400	47,270	41,816	0.00%	5,454	85.22%
610.00 - FOOD SAFETY										
610.00 - FOOD SAFETY	50,000	100.00%	0.00%	50,000	0	450	450	0.00%	0	0.00%
650.00 - USHBC PROGRAM FEES										
650.10 - USDA IMPLEMENTATION REIMBURSEMENT	0	0.00%	100.00%	0	0	0	0	0.00%	0	0.00%
650.20 - USDA AMS ADMINISTRATION FEE	76,000	0.00%	100.00%	0	76,000	76,301	76,301	0.00%	76,301	100.40%
650.30 - US OFFICE GENERAL COUNSEL FEE	1,400	0.00%	100.00%	0	1,400	762	0	0.00%	762	54.41%
650.40 - US CUSTOMS FEE	0	0.00%	100.00%	0	0	0	0	0.00%	0	0.00%
650.45 - USHBC REFERENDUM	0	0.00%	100.00%	0	0	0	0	0.00%	0	0.00%
650.50 - RABC RESOURCES & SERVICE FEE	50,000	25.00%	75.00%	12,500	37,500	50,000	12,500	0.00%	37,500	100.00%
Total 650.00 - USACBC PROGRAM FEES	127,400	9.81%	90.19%	12,500	114,900	127,063	12,500	0.00%	114,563	99.71%

EXHIBIT #5

**U.S. Highbush Blueberry Council Marketing/Administrative Actual to Budget
Jan. 01, 2007 to Dec. 31, 2007**

	0	50.00%	50.00%	0	0	0	0	0.00%	0	0.00%
700.00 - GENERAL EXPENSES										
700.10 - CALYX NEWSLETTER	475	100.00%	0.00%	475	0	0	0	0.00%	0	0.00%
700.20 - PRESENTATIONS/SAMPLES	27,625	50.00%	50.00%	13,813	13,813	28,041	14,021	101.51%	14,021	101.51%
700.30 - OFFICE RENT	1,020	0.00%	100.00%	0	1,020	638	0	0.00%	638	62.50%
700.40 - OFFICE INSURANCE/TAXES	2,970	100.00%	0.00%	2,970	0	1,418	1,418	47.76%	0	0.00%
700.50 - SUBSCRIPTIONS	12,150	50.00%	50.00%	6,075	6,075	3,648	1,824	30.03%	1,824	30.03%
700.60 - PRINTING	5,525	50.00%	50.00%	2,763	2,763	3,153	1,576	57.07%	1,576	57.07%
700.70 - OFFICE SUPPLIES	5,865	75.00%	25.00%	4,399	1,466	5,638	4,229	96.14%	1,410	96.14%
700.80 - PHONE/FAX	2,975	75.00%	25.00%	2,231	744	1,899	1,424	0.00%	475	63.83%
700.90 - EQUIPMENT REPAIRS/MAINTENANCE	4,675	75.00%	25.00%	3,506	1,169	4,837	3,628	103.47%	1,209	103.47%
700.100 - EQUIPMENT RENTAL	14,025	75.00%	25.00%	10,519	3,506	11,568	8,676	82.48%	2,892	82.48%
700.110 - POSTAGE/SHIPMENT	5,850	85.00%	15.00%	4,973	878	5,850	4,973	0.00%	878	100.00%
700.120 - AUTO ALLOWANCE	306	0.00%	100.00%	0	306	135	0	0.00%	135	44.14%
700.130 - BANK CHARGES	3,000	0.00%	100.00%	0	3,000	2,743	0	0.00%	2,743	91.44%
700.140 - OFFICERS LIABILITY INSURANCE	750	0.00%	100.00%	0	750	688	0	0.00%	688	91.70%
700.145 BONDING INSURANCE	1,500	50.00%	50.00%	750	750	0	0	0.00%	0	0.00%
700.150 COMMODITY COALITION INITIATIVE	850	0.00%	100.00%	0	850	0	0	0.00%	0	0.00%
700.160 GENERAL EXPENSE RESERVE										
Total 700.00 - GENERAL EXPENSES	89,561	58.59%	41.41%	52,473	37,089	70,257	41,769	79.60%	28,488	76.81%
800.00 - ADMINISTRATION EXPENSES										
800.10 - SALARIES, BENEFITS, PIR TAXES, INSURANCE	221,703	71.00%	29.41%	156,502	65,203	211,029	151,363	96.72%	59,666	91.51%
800.110 - CALIFORNIA WORKER'S COMP	4,250	0.00%	100.00%	0	4,250	1,843	0	0.00%	1,843	43.36%
800.120 - BOOKKEEPING SERVICE	13,650	15.00%	85.00%	2,048	11,603	13,650	2,048	0.00%	11,603	100.00%
800.130 - LEGAL/AUDIT FEES	8,400	0.00%	100.00%	0	8,400	10,104	0	0.00%	10,104	120.29%
800.140 DEPRECIATION	0	0.00%	100.00%	0	0	1,538	0	0.00%	1,538	0.00%
800.150 ADMINISTRATIVE RESERVE	850	0.00%	100.00%	0	850	120	0	0.00%	120	14.11%
Total 800.00 - ADMINISTRATION EXPENSES	248,853	63.71%	36.29%	158,550	90,306	238,284	153,411	96.76%	84,874	93.99%
850.00 - TRAVEL AND MEETING EXPENSES										
850.10 - EXECUTIVE DIRECTOR TRAVEL	15,300	80.00%	20.00%	12,240	3,060	13,180	10,544	86.15%	2,636	86.15%
850.15 ADMINISTRATIVE STAFF TRAVEL	4,000	80.00%	20.00%	3,200	800	2,593	2,074	64.82%	519	64.82%
850.20 - OFFICER/MEMBER TRAVEL	60,000	80.00%	20.00%	48,000	12,000	50,579	40,463	0.00%	10,116	84.30%
850.30 - MEETINGS	18,000	80.00%	20.00%	14,400	3,600	24,954	19,963	0.00%	4,991	138.64%
Total 850.00 - TRAVEL AND MEETING EXPENSES	97,300	80.00%	20.00%	77,840	19,460	91,307	73,045	93.84%	18,261	93.84%
900.00 - UNCOMMITTED RESERVE										
900.10 UNALLOCATED RESERVE	316,821	100.00%	0.00%	316,821	0	0	0	0.00%	0	0.00%
Total Expense	2,867,365	90.65%	9.35%	2,589,213	268,154	2,460,132	2,228,492	85.74%	251,640	93.84%

TABLE 5-A

	Actual	Budget
USHEC Revenue	2,498,892	1,788,520
Administration	251,640	268,154
Less USDA AMS Admin Fee	-76,301	-76,000
Less US General Counsel Fee	-762	-1,400
Less US Customs Fee	0	0
Less Referendum Fee	0	0
Total	174,577	190,754
Administration Percent	6.99%	10.67%

**U.S. Highbush Blueberry Council
 Projected 2007 Crop Assessments to Fund 2008 Program vs Collections to January 31, 2008**

	2007 CROP PRODUCTION * (1000'S LBS)	INCOME \$12 TON (006 LB)	% EXPECTED TO BE COLLECTED	PROJECTED COLLECTION	2007 COLLECTED 1000'S LBS	INCOME \$12 TON (006 LB)	% OF COLLECTION REALIZED	% OF CROP COLLECTED
DOMESTIC STATE								
WESTERN REGION								
CALIFORNIA	16,500	\$99,000	95%	\$94,050	14,404	\$86,424	92%	87%
OREGON	44,600	\$267,600	100%	\$267,600	43,469	\$260,814	97%	97%
WASHINGTON	28,500	\$171,000	80%	\$136,800	23,816	\$142,896	104%	84%
SUBTOTAL	89,600	\$537,600	93%	\$498,450	81,689	\$490,134	98%	91%
MIDWEST REGION								
ILLINOIS	500	\$3,000	100%	\$3,000	849	\$5,094	170%	170%
INDIANA	1,400	\$8,400	70%	\$5,880	1,009	\$6,054	103%	72%
MICHIGAN	91,200	\$547,200	95%	\$519,840	91,217	\$547,302	105%	100%
OTHERS-1	500	\$3,000	80%	\$2,400	267	\$1,602	67%	53%
SUBTOTAL	93,600	\$561,600	95%	\$531,120	93,342	\$560,052	105%	100%
SOUTHERN REGION								
ALABAMA	300	\$1,800	50%	\$900	32	\$192	21%	11%
ARKANSAS	1,500	\$9,000	50%	\$4,500	0	\$0	0%	0%
FLORIDA	7,100	\$42,600	100%	\$42,600	6,161	\$36,966	87%	87%
GEORGIA	11,000	\$66,000	95%	\$62,700	9,046	\$54,276	87%	82%
LOUISIANA	500	\$3,000	70%	\$2,100	1,075	\$6,450	307%	215%
MISSISSIPPI	9,500	\$57,000	70%	\$39,900	4,695	\$28,170	71%	49%
NORTH CAROLINA	14,800	\$88,800	100%	\$88,800	15,488	\$92,928	105%	105%
TEXAS	1,500	\$9,000	50%	\$4,500	1,556	\$9,336	207%	104%
OTHERS-2	300	\$1,800	80%	\$1,440	99	\$594	41%	33%
SUBTOTAL	46,500	\$279,000	89%	\$247,440	38,152	\$228,912	93%	82%
NORTHEAST REGION								
NEW JERSEY	50,000	\$300,000	95%	\$285,000	45,742	\$274,452	96%	91%
NEW YORK	2,300	\$13,800	25%	\$3,450	215	\$1,290	37%	9%
OTHERS-3	300	\$1,800	50%	\$900	328	\$1,968	219%	109%
SUBTOTAL	52,600	\$315,600	92%	\$289,350	46,285	\$277,710	96%	88%
DOMESTIC TOTAL	282,300	\$1,693,800	92%	\$1,566,360	259,468	\$1,556,808	99%	92%
YEAR 2008 IMPORTS					2008 IMPORTS THROUGH JANUARY			
IMPORTS **	108,333	\$650,000	100%	\$650,000	21,110	\$126,661	19%	19%
GRAND TOTAL	390,633	\$2,343,800	95%	\$2,216,360	280,578	\$1,683,469	76%	72%

1 MINNESOTA MISSOURI, OHIO, WISCONSIN
 2 OKLAHOMA, SOUTH CAROLINA, WEST VIRGINIA, TENNESSEE, KENTUCKY
 3 CONNECTICUT, MASSACHUSETTS, MAINE,
 PENNSYLVANIA, RHODE ISLAND, VERMONT

* NABC FINAL CROP ESTIMATE FEBRUARY 28, 2008

** PROJECTED 2008 CALENDAR YEAR IMPORT COLLECTIONS BASED ON HISTORIC CUSTOMS COLLECTIONS AND PROJECTED 2008 CROP SIZE (CANADA, CHILE, ARGENTINA, NEW ZEALAND)

TABLE 6

EXHIBIT #7

PROPOSED REVISIONS TO 2008 USHBC BUDGET

February 28, 2008

	2008	2008	2008
	USHBC BUDGET	PROPOSED BUDGET REVISIONS	CHANGE
Expense			
500.00 · MARKET PROMOTION AND PUBLICITY			
500.10 · CONSUMER/FOOD SERVICE PUBLICITY	675,000	675,000	0
500.20 · FOOD MANUFACTURER PUBLICITY	285,000	285,000	0
500.30 · USDA/MAP EXPORT PROGRAM (USHBC \$)	175,000	175,000	0
500.40 · USDA/MAP ALLOCATION (USDA \$)	0	0	0
500.50 · MAGAZINE ADVERTISING	150,000	150,000	0
500.60 · MARKET RESEARCH/STRATEGIC PLAN	45,000	45,000	0
500.65 · BERRY SEMINAR SPONSORSHIP	0	0	0
500.66 · PBH CHILDREN'S HEALTH CAMPAIGN	10,000	10,000	0
500.67 · DESIGNATED PROMOTION (CHILE DONATION)	100,000	100,000	0
500.70 · RESERVE	135,000	135,000	0
Total 500.00 · MARKET PROMOTION AND PUBLICITY	1,575,000	1,575,000	0
550.00 · RESEARCH			
550.10 · USDA/HNRCA TUFTS 3 YEAR STUDY (Joseph)	26,000	26,000	0
550.121 · OKLAHOMA STATE UNIVERSITY (BASU)	0	0	0
550.13 · JOHN HOPKINS UNIV. (Cabo)	0	0	0
550.141 · TUFTS UNIVERSITY (OBIN)	0	0	0
550.16 · USDA/HNRCA Boston (Milbury)	0	0	0
550.17 · DALHOUSIE UNIVERSITY (Tremblay)	0	0	0
550.18 · LOUISIANA STATE UNIV (Losso)	0	0	0
550.19 · LOYOLA UNIVERSITY (McGuire)	0	0	0
550.191 · UNIVERSITY OF MICHIGAN (BOLLING)	0	0	0
550.20 · RESEARCH RESERVE	200,000	300,000	100,000
550.30 · BLUEBERRY RESEARCH BANK	28,000	28,000	0
550.40 · RESEARCHER TRAVEL	5,000	5,000	0
550.60 · RESEARCH ADMINISTRATOR	24,000	26,000	2,000
550.70 · SPONSORSHIPS	2,500	2,500	0
Total 550.00 · RESEARCH	285,500	387,500	102,000
600.00 · INDUSTRY RELATIONS			
600.10 · INDUSTRY RELATIONS ACTIVITIES	25,000	25,000	0
600.20 · USHBC EVALUATION	0	0	0
600.25 · BLUEBERRY ACREAGE STUDY	0	0	0
600.26 · ASSOCIATION MEMBERSHIPS	4,500	5,000	500
600.27 · INTERNATIONAL VACCINIUM CONFERENCE	0	0	0
600.28 · INTERNATIONAL BLUEBERRY GROWER MEETING	10,000	10,000	0
600.30 · INDUSTRY RELATIONS RESERVE	5,000	5,000	0
Total 600.00 · INDUSTRY RELATIONS	44,500	45,000	500
610.10 · FOOD SAFETY RESERVE	75,000	75,000	0
650.00 · USHBC PROGRAM FEES			
650.10 · USDA IMPLEMENTATION REIMBURSEMENT	0	0	0
650.20 · USDA AMS ADMINISTRATION FEE	80,000	80,000	0
650.30 · US OFFICE GENERAL COUNSEL FEE	1,000	1,000	0
650.40 · US CUSTOMS FEE	0	0	0
650.50 · NABC RESOURCES & SERVICE FEE	50,000	50,000	0
Total 650.00 · USHBC PROGRAM FEES	131,000	131,000	0
700.00 · GENERAL EXPENSES			
700.10 · CALYX NEWSLETTER	0	0	0
700.20 · PRESENTATIONS/SAMPLES	475	475	0
700.30 · OFFICE RENT	29,325	29,325	0
700.40 · OFFICE INSURANCE/TAXES	850	850	0
700.50 · SUBSCRIPTIONS	2,640	2,640	0
700.60 · PRINTING	8,800	8,000	-800
700.70 · OFFICE SUPPLIES	4,930	4,930	0

EXHIBIT #7

PROPOSED REVISIONS TO 2008 USHBC BUDGET

February 28, 2008

	2008	2008	2008
	USHBC BUDGET	PROPOSED BUDGET REVISIONS	CHANGE
700 80 · PHONE/FAX	5,550	6,000	450
700 90 · EQUIPMENT/REPAIRS/MAINTENANCE	2,300	2,300	0
700 100 · EQUIPMENT RENTAL	4,675	5,000	325
700 110 · POSTAGE/SHIPMENT	12,015	12,500	485
700 120 · AUTO ALLOWANCE	5,850	5,850	0
700 130 · BANK CHARGES	216	216	0
700 140 · OFFICERS LIABILITY INSURANCE	3,000	3,000	0
700 145 · BONDING INSURANCE	750	750	0
700.150 · COMMODITY COALITION INITIATIVE	2,000	2,000	0
700 155 · NCAE MEMBERSHIP	0	0	0
700 156 · PROJECT FRESH START	0	0	0
700 157 · NBCI MEMBERSHIP	0	0	0
700 160 · GENERAL EXPENSES RESERVE	850	850	0
Total 700 00 · GENERAL EXPENSES	84,226	84,686	460
800 00 · ADMINISTRATION EXPENSES			
800 10 · SALARIES, TAXES, INSURANCE BENEFITS	239,967	239,967	0
800 110 · CALIFORNIA WORKER'S COMP	4,250	4,250	0
800 120 · BOOKKEEPING SERVICE	14,350	14,350	0
800.130 · LEGAL/AUDIT FEES	14,000	14,000	0
800 135 · LEGISLATIVE REPRESENTATION	0	0	0
800 140 · DEPRECIATION	0	0	0
800 150 · ADMINISTRATIVE RESERVE	850	850	0
800 160 · FEDERAL TAXES	0	0	0
Total 800 00 · ADMINISTRATION EXPENSES	273,417	273,417	0
850 00 · TRAVEL AND MEETING EXPENSES			
850.10 · EXECUTIVE DIRECTOR TRAVEL	15,300	16,000	700
850.15 · ADMINISTRATIVE STAFF TRAVEL	3,560	3,560	0
850.20 · OFFICER/MEMBER TRAVEL	66,000	66,000	0
850.30 · MEETINGS	18,000	25,000	7,000
Total 850 00 · TRAVEL AND MEETING EXPENSES	102,860	110,560	7,700
900 00 · UNCOMMITTED RESERVE	284,048	284,048	0
Total Expense	2,855,551	2,966,211	110,660

TABLE 12-A

EXHIBIT #8**RECOMMENDED 2008 USHBC BUDGET
FEBRUARY 28, 2008**

	<u>2008</u>
	<u>COMMITTEE</u>
	<u>RECOMMENDED</u>
	<u>USHBC</u>
	<u>BUDGET</u>
Expense	
500.00 · MARKET PROMOTION AND PUBLICITY	
500.10 · CONSUMER/FOOD SERVICE PUBLICITY	675,000
500.20 · FOOD MANUFACTURER PUBLICITY	285,000
500.30 · USDA/MAP EXPORT PROGRAM (USHBC \$)	175,000
500.40 · USDA/MAP ALLOCATION (USDA \$)	0
500.50 · MAGAZINE ADVERTISING	150,000
500.60 · MARKET RESEARCH/STRATEGIC PLAN	45,000
500.65 · BERRY SEMINAR SPONSORSHIP	0
500.66 · PBH CHILDREN'S HEALTH CAMPAIGN	10,000
500.67 · DESIGNATED PROMOTION (CHILE DONATION)	100,000
500.70 · RESERVE	135,000
Total 500.00 · MARKET PROMOTION AND PUBLICITY	<u>1,575,000</u>
550.00 · RESEARCH	
550.10 · USDA/HNRCA TUFTS 3 YEAR STUDY (Joseph)	26,000
550.121 · OKLAHOMA STATE UNIVERSITY (BASU)	0
550.13 · JOHN HOPKINS UNIV. (Cabo)	0
550.141 · TUFTS UNIVERSITY (OBIN)	0
550.16 · USDA/HNRCA Boston (Milbury)	0
550.17 · DALHOUSIE UNIVERSITY (Tremblay)	0
550.18 · LOUISIANA STATE UNIV. (Losso)	0
550.19 · LOYOLA UNIVERSITY (McGuire)	0
550.191 · UNIVERSITY OF MICHIGAN (BOLLING)	0
550.20 · RESEARCH RESERVE	300,000
550.30 · BLUEBERRY RESEARCH BANK	28,000
550.40 · RESEARCHER TRAVEL	5,000
550.60 · RESEARCH ADMINISTRATOR	26,000
550.70 · SPONSORHSIPS	2,500
Total 550.00 · RESEARCH	<u>387,500</u>
600.00 · INDUSTRY RELATIONS	
600.10 · INDUSTRY RELATIONS ACTIVITIES	25,000
600.20 · USHBC EVALUATION	0
600.25 · BLUEBERRY ACREAGE STUDY	0
600.26 · ASSOCIATION MEMBERSHIPS	5,000
600.27 · INTERNATIONAL VACCINIUM CONFERENCE	0
600.28 · INTERNATIONAL BLUEBERRY GROWER MEETING	10,000
600.30 · INDUSTRY RELATIONS RESERVE	5,000
Total 600.00 · INDUSTRY RELATIONS	<u>45,000</u>
610.10 · FOOD SAFETY RESERVE	<u>75,000</u>
650.00 · USHBC PROGRAM FEES	
650.10 · USDA IMPLEMENTATION REIMBURSEMENT	0
650.20 · USDA AMS ADMINISTRATION FEE	80,000
650.30 · US OFFICE GENERAL COUNSEL FEE	1,000
650.40 · US CUSTOMS FEE	0

EXHIBIT #8**RECOMMENDED 2008 USHBC BUDGET
FEBRUARY 28, 2008**

650.50 · NABC RESOURCES & SERVICE FEE	50,000
Total 650.00 · USHBC PROGRAM FEES	<u>131,000</u>
700.00 · GENERAL EXPENSES	
700.10 · CALYX NEWSLETTER	0
700.20 · PRESENTATIONS/SAMPLES	475
700.30 · OFFICE RENT	29,325
700.40 · OFFICE INSURANCE/TAXES	850
700.50 · SUBSCRIPTIONS	2,640
700.60 · PRINTING	8,000
700.70 · OFFICE SUPPLIES	4,930
700.80 · PHONE/FAX	6,000
700.90 · EQUIPMENT/REPAIRS/MAINTENANCE	2,300
700.100 · EQUIPMENT RENTAL	5,000
700.110 · POSTAGE/SHIPMENT	12,500
700.120 · AUTO ALLOWANCE	5,850
700.130 · BANK CHARGES	216
700.140 · OFFICERS LIABILITY INSURANCE	3,000
700.145 · BONDING INSURANCE	750
700.150 · COMMODITY COALITION INITIATIVE	2,000
700.155 · NCAE MEMBERSHIP	0
700.156 · PROJECT FRESH START	0
700.157 · NBCI MEMBERSHIP	0
700.160 · GENERAL EXPENSES RESERVE	850
Total 700.00 · GENERAL EXPENSES	<u>84,686</u>
800.00 · ADMINISTRATION EXPENSES	
800.10 · SALARIES, TAXES, INSURANCE BENEFITS	239,967
800.110 · CALIFORNIA WORKER'S COMP	4,250
800.120 · BOOKKEEPING SERVICE	14,350
800.130 · LEGAL/AUDIT FEES	14,000
800.135 · LEGISLATIVE REPRESENTATION	0
800.140 · DEPRECIATION	0
800.150 · ADMINISTRATIVE RESERVE	850
800.160 · FEDERAL TAXES	0
Total 800.00 · ADMINISTRATION EXPENSES	<u>273,417</u>
850.00 · TRAVEL AND MEETING EXPENSES	
850.10 · EXECUTIVE DIRECTOR TRAVEL	16,000
850.15 · ADMINISTRATIVE STAFF TRAVEL	3,560
850.20 · OFFICER/MEMBER TRAVEL	66,000
850.30 · MEETINGS	25,000
Total 850.00 · TRAVEL AND MEETING EXPENSES	<u>110,560</u>
900.00 · UNCOMMITTED RESERVE	284,048
Total Expense	<u>2,966,211</u>

TABLE 12-A