



**Agriculture
and Markets**

Apple Marketing Order Board Meeting

June 14, 2024

Kathy Hochul
Governor

Richard A. Ball
Commissioner

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Agenda

- Welcome, Board Member Introductions and Reports
- Adoption of 2024 Board Minutes & Handbook
- Marketing Order Administration Updates
- Proposal Presentations
- Proposals Discussion
- Board Motions
- NYAA 23-24 Review



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Board Member Introductions
and Reports



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AMO Handbook & Meeting
Minutes Review



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Administrator Updates



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Contract Status Update

- The contract between NYAA and ESD for \$1,552,519.50 became fully executed on January 4, 2024
- The first three quarterly payments to NYAA totaling \$1,154,173 have been wired.
- Approval to release the Q4 payment to NYAA was sent to ESD on May 6 and they are processing for payment.



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Financial Report and Collections

- Cash on hand as of June 11, 2024: \$1,296,422 vs. June 11, 2023: \$321,648;
 - Cash on hand after final contractual and administrative payments will be \$855,000
- Assessment income year-to-date(July 1, 2023-June 11, 2024): \$2,047,837
- Assessment income prior year period(July 1, 2022-June 11, 2023): \$1,959,844
 - Assessment income increased \$88,000, a 4.5% increase Year over Year
- The six-year average for total annual assessments is \$1,985,629
 - Current collections are 103% of this average with a couple weeks left in the fiscal year.
- The 2023-2024 Apple Marketing Order Budget was \$1,630,145.
 - Year to Date assessment income (\$2.0mil) has fully funded the budget with surplus available to carryover into fiscal year 2024-25.
- Current Q4 income is \$372,282 compared to the 5-year average of Q4 receipts of \$503,000.
- Additionally, over \$100,000 was brought in from the 2022 crop-year audit



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Budget Funds Forecast for July 1, 2024-June 30, 2025

Current Cash Balance		\$ 1,296,422	
23-24FY Remaining Contractual Obligations		\$ (388,130)	
23-24FY Remaining Administrative Costs		\$ (51,554)	
23-24FY Remaining Assessment Income		\$ -	
Projected Cash Balance and Carryover July 1, 2024			\$ 856,738
Estimated Receipts During 7/1/2024 - 6/30/2025:			
2024 Crop Year Assessments		\$ 1,500,000	
Estimated Crop Loss due to adverse events			
Income from Prior Years' Assessments		\$ 450,000	
Interest		\$ 500	
Total Estimated Receipts			\$ 1,950,500
Projected Available Funds			\$ 2,807,238
Estimated Expenses:			
AMO RFP Awardees		\$ 2,250,000	
Administration (5 Percent)		\$ 112,500	
Total Expenses			\$ 2,362,500
Projected Cash Balance June 30, 2025			\$ 444,738



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Proposal Presentations



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Proposal Discussion



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Board Motions



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Next Steps

- AGM will work with the selected vendors to submit their proposals and budgets to ESD for contract execution.
- Periodic progress reports that are submitted to AGM from the vendors will be forwarded to Board members.



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The slide features a central blue horizontal band with the text "NYAA 23-24 Review" in white. Below this band, in the bottom right corner, is the logo for the New York State Department of Agriculture and Markets. The logo includes a stylized outline of New York State, the text "NEW YORK STATE OF OPPORTUNITY.", and the words "Agriculture and Markets".