

## 2QFY23-24 Balance Sheet



### Balance Sheet

	As of Dec 31, 2023	As of Sep 30, 2023
<b>ASSETS</b>		
<b>Current Assets</b>		
1000 Umpqua Bank Checking	333,723.24	697,942.50
1050 Umpqua Bank Money Market	549,044.32	549,030.48
<b>Total Bank Accounts</b>	<b>882,767.56</b>	<b>1,246,972.98</b>
<b>Total Accounts Receivable</b>	<b>12,216.16</b>	<b>19,199.56</b>
<b>Total Current Assets</b>	<b>894,983.72</b>	<b>1,266,172.54</b>
<b>Total Other Assets</b>	<b>0.00</b>	<b>0.00</b>
<b>TOTAL ASSETS</b>	<b>894,983.72</b>	<b>1,266,172.54</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Liabilities</b>		
<b>Total Current Liabilities</b>	<b>164,132.18</b>	<b>176,736.87</b>
<b>Total Liabilities</b>	<b>164,132.18</b>	<b>176,736.87</b>
<b>Equity</b>		
3000 Opening Bal Equity	13,492.81	13,492.81
3900 Retained Earnings	1,260,442.18	1,260,442.18
<b>Net Income</b>	<b>(543,083.45)</b>	<b>(184,499.32)</b>
<b>Total Equity</b>	<b>730,851.54</b>	<b>1,089,435.67</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>894,983.72</b>	<b>1,266,172.54</b>

Profit & Loss Statement

	FY 23-24 Budget vDec2023	2Q FY 23-24 Actual	Budget Earned	Variance - YTD Actual less Budget Earned	FY 23-24 Year End Forecast (based on 2Qs)	Variance Year End Forecast vs Budget	FY 22-23 Actual
<b>Income</b>							
4100 Grape Assessment (\$25/ton)	1,872,572.00	726,449.46	936,286.00	(209,836.54)	2,000,000.00	6.8%	1,885,949.97
4200 Wine Tax (2c/gal)	328,725.00	158,202.85	164,362.50	(6,159.65)	318,500.00	-3.1%	305,341.97
<b>Total 4300 Program Revenue</b>	<b>0.00</b>	<b>5,250.00</b>	<b>0.00</b>	<b>0.00</b>	<b>5,250.00</b>		<b>0.00</b>
4310 Symposium Revenue	326,250.00	37,176.25	0.00	37,176.25	326,250.00	0.0%	268,860.40
<b>Total 4500 Other Income</b>	<b>50.00</b>	<b>27.68</b>	<b>25.00</b>	<b>0.00</b>	<b>50.00</b>	<b>0.0%</b>	<b>54.90</b>
<b>Total 4600 Grant Revenue</b>	<b>7,500.00</b>	<b>7,500.00</b>	<b>7,500.00</b>	<b>0.00</b>	<b>7,500.00</b>	<b>0.0%</b>	<b>119,750.00</b>
<b>Total 4690 HB 5006 Funds</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>		<b>55,956.00</b>
<b>Total Income</b>	<b>2,535,097.00</b>	<b>934,606.24</b>	<b>1,108,173.50</b>	<b>(178,819.94)</b>	<b>2,657,550.00</b>	<b>4.8%</b>	<b>2,635,913.24</b>
<b>Expenses</b>							
<b>1R000 Research.</b>							
<b>Total R100 Vit &amp; Enological Research</b>	<b>410,000.00</b>	<b>189,530.00</b>	<b>230,000.00</b>	<b>(40,470.00)</b>	<b>329,060.00</b>	<b>-19.7%</b>	<b>345,456.61</b>
<b>R800 Research. Administration</b>							
<b>Total R800 Research. Administration</b>	<b>12,000.00</b>	<b>5,768.41</b>	<b>6,000.00</b>	<b>(231.59)</b>	<b>15,300.00</b>	<b>27.5%</b>	<b>3,091.26</b>
<b>R900 Research.Employee Compensation</b>	<b>56,071.00</b>	<b>25,970.36</b>	<b>28,035.50</b>	<b>(2,065.14)</b>	<b>56,100.00</b>	<b>0.1%</b>	<b>51,228.69</b>
<b>Total 1R000 Research.</b>	<b>478,071.00</b>	<b>221,268.77</b>	<b>264,035.50</b>	<b>(42,766.73)</b>	<b>400,460.00</b>	<b>-16.2%</b>	<b>399,776.56</b>
<b>2E000 Industry Education.</b>							
<b>Total E100 Symposium</b>	<b>326,250.00</b>	<b>62,528.04</b>	<b>63,166.00</b>	<b>(637.96)</b>	<b>326,250.00</b>	<b>0.0%</b>	<b>284,780.58</b>
<b>Total E200 Education Projects</b>	<b>9,000.00</b>	<b>3,000.00</b>	<b>6,000.00</b>	<b>(3,000.00)</b>	<b>9,000.00</b>	<b>0.0%</b>	<b>74,750.00</b>
<b>Total E800 Education.Administration</b>	<b>25,000.00</b>	<b>7,991.55</b>	<b>12,500.00</b>	<b>(4,508.45)</b>	<b>15,050.00</b>	<b>-39.8%</b>	<b>11,668.96</b>
<b>E900 Education.Employee Compensation</b>	<b>163,565.00</b>	<b>77,950.53</b>	<b>81,782.50</b>	<b>(3,831.97)</b>	<b>166,410.00</b>	<b>1.7%</b>	<b>160,302.56</b>
<b>Total 2E000 Industry Education.</b>	<b>523,815.00</b>	<b>151,470.12</b>	<b>163,448.50</b>	<b>(11,978.38)</b>	<b>516,710.00</b>	<b>-1.4%</b>	<b>531,502.10</b>
<b>3M000 Marketing.</b>							
<b>Total 1B000 Brand Equity &amp; Brand Identity</b>	<b>35,000.00</b>	<b>21,922.82</b>	<b>17,500.00</b>	<b>4,422.82</b>	<b>37,280.00</b>	<b>6.5%</b>	<b>15,557.98</b>
<b>2T000 Tourism</b>							
<b>Total M101 Oregon Wine Month</b>	<b>150,000.00</b>	<b>16,649.72</b>	<b>16,649.72</b>	<b>0.00</b>	<b>150,000.00</b>	<b>0.0%</b>	<b>65,639.82</b>
<b>M102 Wines Fly Free</b>	<b>10,000.00</b>	<b>10,763.62</b>	<b>10,000.00</b>	<b>763.62</b>	<b>10,763.62</b>	<b>7.6%</b>	<b>485.00</b>
<b>M108 Bounty &amp; Vine</b>	<b>10,000.00</b>	<b>10,926.25</b>	<b>10,000.00</b>	<b>926.25</b>	<b>10,926.25</b>	<b>9.3%</b>	
<b>M205 Wine Guide</b>	<b>15,000.00</b>	<b>15,000.00</b>	<b>7,500.00</b>	<b>(7,500.00)</b>	<b>10,000.00</b>	<b>-33.3%</b>	<b>38,684.95</b>
<b>T102 Content Development (includ. photog, Travel OR)</b>	<b>25,000.00</b>	<b>24,161.73</b>	<b>25,000.00</b>	<b>(838.27)</b>	<b>24,161.73</b>	<b>-3.4%</b>	<b>1,913.70</b>
<b>Total 2T000 Tourism</b>	<b>210,000.00</b>	<b>62,501.32</b>	<b>69,149.72</b>	<b>(6,648.40)</b>	<b>205,851.60</b>	<b>-2.0%</b>	<b>106,723.47</b>
<b>3X000 Market Expansion</b>							
<b>Total I000 International Marketing</b>	<b>170,000.00</b>	<b>142,794.88</b>	<b>107,500.00</b>	<b>35,294.88</b>	<b>177,432.00</b>	<b>4.4%</b>	<b>140,443.49</b>
<b>M104 Other Programs</b>	<b>5,000.00</b>		<b>2,500.00</b>	<b>(2,500.00)</b>	<b>5,000.00</b>	<b>0.0%</b>	
<b>M105 Trade Events - Texsom</b>	<b>14,000.00</b>	<b>13,449.23</b>	<b>7,000.00</b>	<b>6,449.23</b>	<b>13,449.23</b>	<b>-3.9%</b>	<b>13,009.69</b>
<b>M107 Trade Organization Sponsorship</b>	<b>10,000.00</b>		<b>5,000.00</b>	<b>(5,000.00)</b>	<b>10,000.00</b>	<b>0.0%</b>	<b>6,205.42</b>
<b>M109 Domestic Trade Tasting/Education</b>	<b>10,000.00</b>		<b>5,000.00</b>	<b>(5,000.00)</b>	<b>10,000.00</b>	<b>0.0%</b>	
<b>M201 Resource Studio</b>	<b>15,000.00</b>	<b>7,008.63</b>	<b>7,500.00</b>	<b>(491.37)</b>	<b>10,000.00</b>	<b>-33.3%</b>	<b>230.40</b>
<b>Total X103 Trade Education Tools &amp; Events</b>	<b>54,000.00</b>	<b>20,457.86</b>	<b>27,000.00</b>	<b>(6,542.14)</b>	<b>48,449.23</b>	<b>-10.3%</b>	<b>19,445.51</b>
<b>Total 3X000 Market Expansion</b>	<b>224,000.00</b>	<b>163,252.74</b>	<b>134,500.00</b>	<b>28,752.74</b>	<b>225,881.23</b>	<b>0.8%</b>	<b>159,889.00</b>
<b>4C000 Communications</b>							
<b>Total C100 Media Relations</b>	<b>126,500.00</b>	<b>54,288.08</b>	<b>63,250.00</b>	<b>(8,961.92)</b>	<b>158,000.00</b>	<b>24.9%</b>	<b>75,543.61</b>
<b>C200 Media Analytics</b>	<b>10,115.00</b>	<b>10,200.00</b>	<b>10,115.00</b>	<b>85.00</b>	<b>10,200.00</b>	<b>0.8%</b>	<b>10,176.89</b>
<b>Total C800 Comm.Administration</b>	<b>7,900.00</b>	<b>2,548.76</b>	<b>3,950.00</b>	<b>(1,401.24)</b>	<b>6,400.00</b>	<b>-19.0%</b>	<b>671.22</b>
<b>C900 Comm.Employee Compensation</b>	<b>73,925.00</b>	<b>12,878.89</b>	<b>36,962.50</b>	<b>(24,083.61)</b>	<b>53,725.00</b>	<b>-27.3%</b>	<b>103,659.06</b>
<b>Total 4C000 Communications</b>	<b>218,440.00</b>	<b>79,915.73</b>	<b>114,277.50</b>	<b>(34,361.77)</b>	<b>228,325.00</b>	<b>4.5%</b>	<b>190,050.78</b>
<b>Total M200 Marketing Collateral</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>		<b>10,000.00</b>
<b>Total M800 Marketing.Administration</b>	<b>27,000.00</b>	<b>7,508.32</b>	<b>8,500.00</b>	<b>(991.68)</b>	<b>24,000.00</b>	<b>-11.1%</b>	<b>11,475.42</b>
<b>M900 Marketing.Employee Compensation</b>	<b>297,380.00</b>	<b>143,883.11</b>	<b>148,690.00</b>	<b>(4,806.89)</b>	<b>301,950.00</b>	<b>1.5%</b>	<b>272,336.18</b>
<b>Total 3M000 Marketing.</b>	<b>1,011,820.00</b>	<b>478,984.04</b>	<b>492,617.22</b>	<b>(13,633.18)</b>	<b>1,023,287.83</b>	<b>1.1%</b>	<b>766,032.83</b>
<b>4K000 Knowledge &amp; Insights.</b>							
<b>Total M300 Marketing Research</b>	<b>49,950.00</b>	<b>16,219.27</b>	<b>29,750.00</b>	<b>(13,530.73)</b>	<b>32,450.00</b>	<b>-35.0%</b>	<b>775.00</b>
<b>Total R200 Industry Research</b>	<b>111,015.00</b>	<b>46,633.00</b>	<b>55,507.50</b>	<b>(8,874.50)</b>	<b>109,265.00</b>	<b>-1.6%</b>	<b>76,222.50</b>
<b>zK900 Knowledge &amp; Insights Compensation</b>	<b>32,557.00</b>	<b>15,667.24</b>	<b>16,278.50</b>	<b>(611.26)</b>	<b>33,650.00</b>	<b>3.4%</b>	<b>22,415.31</b>
<b>Total 4K000 Knowledge &amp; Insights.</b>	<b>193,522.00</b>	<b>78,519.51</b>	<b>101,536.00</b>	<b>(23,016.49)</b>	<b>175,365.00</b>	<b>-9.4%</b>	<b>99,412.81</b>
<b>5L000 Leadership &amp; Partnership</b>							
<b>Total G200 Industry Contributions</b>	<b>15,000.00</b>	<b>3,000.00</b>	<b>7,500.00</b>	<b>(4,500.00)</b>	<b>10,000.00</b>	<b>-33.3%</b>	<b>25,422.17</b>
<b>L100 Regional Meetings (including external stakeholders)</b>	<b>2,500.00</b>		<b>1,250.00</b>	<b>(1,250.00)</b>	<b>1,000.00</b>	<b>-60.0%</b>	
<b>L103 Program Contributions</b>							
<b>Total L103 Program Contributions</b>	<b>92,400.00</b>	<b>19,219.16</b>	<b>48,700.00</b>	<b>(29,480.84)</b>	<b>62,222.50</b>	<b>-32.7%</b>	<b>39,219.47</b>
<b>L800 Leadership &amp; Partnership Administration</b>							
<b>L804 Partnership.Mtg &amp;Travel</b>	<b>6,000.00</b>	<b>1,329.12</b>	<b>3,000.00</b>	<b>(1,670.88)</b>	<b>3,000.00</b>	<b>-50.0%</b>	<b>1,661.95</b>
<b>Total L800 Leadership &amp; Partnership Administration</b>	<b>6,000.00</b>	<b>1,329.12</b>	<b>3,000.00</b>	<b>(1,670.88)</b>	<b>3,000.00</b>	<b>-50.0%</b>	<b>1,691.95</b>
<b>L900 Leadership &amp; Partnership.Employee Compensation</b>	<b>100,159.00</b>	<b>45,288.70</b>	<b>50,079.50</b>	<b>(4,790.80)</b>	<b>98,200.00</b>	<b>-2.0%</b>	<b>97,825.53</b>
<b>Total 5L000 Leadership &amp; Partnership</b>	<b>216,059.00</b>	<b>68,836.98</b>	<b>110,529.50</b>	<b>(41,692.52)</b>	<b>174,422.50</b>	<b>-19.3%</b>	<b>164,159.12</b>
<b>6G000 General &amp; Admin</b>							
<b>Total G100 Board Administration</b>	<b>25,300.00</b>	<b>14,262.94</b>	<b>12,650.00</b>	<b>1,612.94</b>	<b>28,000.00</b>	<b>10.7%</b>	<b>4,687.75</b>
<b>Total G300 Consultants</b>	<b>10,000.00</b>	<b>8,000.00</b>	<b>10,000.00</b>	<b>(2,000.00)</b>	<b>10,000.00</b>	<b>0.0%</b>	<b>0.00</b>

2QFY23-24 P&L Budget vs Actual



Total G500 Office Administration	53,000.00	30,299.74	26,500.00	3,799.74	62,000.00	17.0%	46,790.40
Total G800 Staff Administration	142,500.00	113,147.54	106,250.00	6,897.54	161,500.00	13.3%	85,598.64
G900 Employee Compensation.G&A	516,451.00	315,988.67	258,225.50	57,763.17	571,400.00	10.6%	395,532.29
G999 Accrued PTO Balances	70,000.00		35,000.00	(35,000.00)	70,000.00	0.0%	77,000.00
Total 6G000 General & Admin	817,251.00	481,698.89	448,625.50	33,073.39	902,900.00	10.5%	609,609.08
Total 8000 General & Administrative	0.00	(3,088.62)	0.00	(3,088.62)	0.00		0.00
Total Expenses	3,240,538.00	1,477,689.69	1,580,792.22	(103,102.53)	3,193,145.33	-1.5%	2,570,492.50
Net Income	(705,441.00)	(543,083.45)	(472,618.72)	(75,717.41)	(535,595.33)	-24.1%	65,420.74
Beginning Balance	1,267,129.00				1,267,129.00		1,215,593.00
Ending Balance	561,688.00				731,533.67		1,281,013.74
Reserve Goal (30% of 3 yr Avg Grape Assessment)	561,771.60				593,581.15		568,490.00
Surplus/Deficit after Reserve Goal	(83.60)				137,952.52		712,523.74
Total Compensation	1,240,108.00				1,281,435.00	3.3%	1,103,299.62