

3QFY23-24 Balance Sheet



Balance Sheet

	<u>As of Mar 31, 2024</u>	<u>As of Dec 31, 2023</u>
ASSETS		
Current Assets		
1000 Umpqua Bank Checking	1,288,394.75	333,723.24
1050 Umpqua Bank Money Market	549,058.01	549,044.32
Total Bank Accounts	<u>1,837,452.76</u>	<u>882,767.56</u>
Total Accounts Receivable	<u>123,341.18</u>	<u>12,216.16</u>
Total Current Assets	<u>1,960,793.94</u>	<u>894,983.72</u>
Total Other Assets	<u>8,550.00</u>	<u>0.00</u>
TOTAL ASSETS	<u>1,969,343.94</u>	<u>894,983.72</u>
LIABILITIES AND EQUITY		
Liabilities		
Total Current Liabilities	<u>265,784.71</u>	<u>167,798.15</u>
Total Liabilities	<u>265,784.71</u>	<u>167,798.15</u>
Equity		
3000 Opening Bal Equity	13,492.81	13,492.81
3900 Retained Earnings	1,260,442.18	1,260,442.18
Net Income	429,624.24	(546,749.42)
Total Equity	<u>1,703,559.23</u>	<u>727,185.57</u>
TOTAL LIABILITIES AND EQUITY	<u>1,969,343.94</u>	<u>894,983.72</u>

Profit & Loss Statement

	Budget FY23-24 vDec2023	Actual thru 3Q FY23-24	Budget Earned thru 3Q FY23-24	Variance - YTD Actual less Budget Earned	FY 23-24 Year End Forecast (as of June 6)	Variance Year End Forecast vs Budget	FY 22-23 Actual
Income							
4100 Grape Assessment (\$25/ton)	1,872,572.00	2,189,985.27	1,772,572.00	417,413.27	2,310,000.00	23.4%	1,885,949.97
4200 Wine Tax (2c/gal)	328,725.00	237,455.25	246,543.75	(9,088.50)	310,000.00	-5.7%	305,341.97
4305 Marketing Participation Revenue		650.00		650.00	650.00		
Total 4330 Export Participation Revenue	0.00	4,600.00	0.00	4,600.00	4,600.00		0.00
Total 4300 Program Revenue	0.00	5,250.00	0.00	5,250.00	5,250.00		0.00
4310 Symposium Revenue	326,250.00	321,435.00	326,250.00	(4,815.00)	321,435.00	-1.5%	268,860.40
Total 4500 Other Income	50.00	41.37	37.53	3.84	55.00	10.0%	54.90
Total 4600 Grant Revenue	7,500.00	7,500.00	7,500.00		7,500.00	0.0%	119,750.00
Total 4690 HB 5006 Funds							55,956.00
Total Income	2,535,097.00	2,761,666.89	2,352,903.28	408,763.61	2,954,240.00	16.5%	2,635,913.24
Expenses							
1R000 Research.							
Total R100 Vit & Ecological Research	410,000.00	253,095.00	338,700.03	(85,605.03)	329,060.00	-19.7%	345,456.61
Total R800 Research. Administration	12,000.00	14,101.74	9,000.00	5,101.74	14,101.74	17.5%	3,091.26
R900 Research.Employee Compensation	56,071.00	40,509.74	42,053.22	(1,543.48)	56,071.00	0.0%	51,228.69
Total 1R000 Research.	478,071.00	307,706.48	389,753.25	(82,046.77)	399,232.74	-16.5%	399,776.56
2E000 Industry Education.							
Total E100 Symposium	326,250.00	296,992.59	326,250.00	(29,257.41)	296,992.59	-9.0%	284,780.58
Total E200 Education Projects	9,000.00	3,000.00	9,000.00	(6,000.00)	3,000.00	-66.7%	74,750.00
Total E800 Education.Administration	25,000.00	9,351.27	17,500.00	(8,148.73)	15,440.08	-38.2%	11,668.96
E900 Education.Employee Compensation	163,565.00	120,288.72	122,673.78	(2,385.06)	163,565.00	0.0%	160,302.56
Total 2E000 Industry Education.	523,815.00	429,632.58	475,423.78	(45,791.20)	478,997.67	-8.6%	531,502.10
3M000 Marketing.							
Total 1B000 Brand Equity & Brand Identity	15,000.00	15,645.49	11,250.00	4,395.49	15,645.49	4.3%	15,557.98
2T000 Tourism							
Total M101 Oregon Wine Month	150,000.00	40,786.69	85,000.00	(44,213.31)	135,000.00	-10.0%	65,639.82
M102 Wines Fly Free	10,000.00	16,106.87	7,499.97	8,606.90	16,106.87	61.1%	485.00
M108 Bounty & Vine	10,000.00	10,926.25	10,000.00	926.25	10,926.25	9.3%	
M205 Wine Guide	15,000.00	11,000.00	11,250.00	(250.00)	11,000.00	-26.7%	38,684.95
T102 Content Development (includ. photog, Travel OR)	25,000.00	24,161.73	22,500.00	1,661.73	24,161.73	-3.4%	1,913.70
Total 2T000 Tourism	210,000.00	102,981.54	136,249.97	(33,268.43)	197,194.85	-6.1%	106,723.47
3X000 Market Expansion							
Total 1000 International Marketing	170,000.00	163,882.11	143,750.00	20,132.11	179,881.56	5.8%	140,443.49
M104 Other Programs	5,000.00		5,000.00	(5,000.00)		-100.0%	
M105 Trade Events - Texsom	14,000.00	14,502.71	14,000.00	502.71	14,502.71	3.6%	13,009.69
M107 Trade Organization Sponsorship	10,000.00	3,000.00	10,000.00	(7,000.00)	8,000.00	-20.0%	6,205.42
M109 Domestic Trade Tasting/Education	10,000.00		5,000.00	(5,000.00)		-100.0%	
M201 Resource Studio	15,000.00	7,963.51	11,250.00	(3,286.49)	8,086.88	-46.1%	230.40
Total X103 Trade Education Tools & Events	54,000.00	25,466.22	45,250.00	(19,783.78)	30,589.59	-43.4%	19,445.51
Total 3X000 Market Expansion	224,000.00	189,348.33	189,000.00	348.33	210,471.15	-6.0%	159,889.00
4C000 Communications							
Total C100 Media Relations	126,500.00	91,665.36	85,875.03	5,790.33	114,670.28	-9.4%	75,543.61
C200 Media Analytics	10,115.00	10,200.00	7,586.28	2,613.72	10,200.00	0.8%	10,176.89
Total C800 Comm.Administration	7,900.00	5,053.36	5,924.97	(871.61)	5,289.36	-33.0%	671.22
C900 Comm.Employee Compensation	73,925.00	20,174.28	55,443.78	(35,269.50)	30,000.00	-59.4%	103,659.06
Total 4C000 Communications	218,440.00	127,093.00	154,830.06	(27,737.06)	160,159.64	-26.7%	190,050.78
Total M200 Marketing Collateral							10,000.00
Total M800 Marketing Administration	27,000.00	17,340.42	20,250.00	(2,909.58)	23,983.50	-11.2%	11,475.42
M900 Marketing.Employee Compensation	297,380.00	218,743.56	223,035.03	(4,291.47)	297,380.00	0.0%	272,336.18
Total 3M000 Marketing.	1,011,820.00	688,775.49	749,615.09	(60,839.60)	927,755.78	-8.3%	766,032.83
4K000 Knowledge & Insights.							
Total M300 Marketing Research	49,950.00	16,294.27	36,875.03	(20,580.76)	22,769.27	-54.4%	775.00
R200 Industry Research							
R201 Ag Census	82,265.00	78,845.33	82,265.00	(3,419.67)	78,845.33	-4.2%	62,472.50
R202 Economic Impact	20,000.00	21,940.00	20,000.00	1,940.00	21,940.00	9.7%	13,750.00
R203 Misc. Studies	8,750.00		4,250.00	(4,250.00)		-100.0%	
Total R200 Industry Research	111,015.00	100,785.33	106,515.00	(5,729.67)	100,785.33	-9.2%	76,222.50
zK900 Knowledge & Insights Compensation	32,557.00	24,370.32	24,417.72	(47.40)	32,557.00	0.0%	22,415.31
Total 4K000 Knowledge & Insights.	193,522.00	141,449.92	167,807.75	(26,357.83)	156,111.60	-19.3%	99,412.81
5L000 Leadership & Partnership							
Total G200 Industry Contributions	15,000.00	7,000.00	11,250.00	(4,250.00)	12,000.00	-20.0%	25,422.17
L100 Regional Meetings (including external stakeholders)							
G600 Industry Relations							
G601 Subscriptions	35,000.00	22,602.45	26,250.03	(3,647.58)	35,000.00	0.0%	35,110.72
G602 Administration/Annual Report	5,000.00	6,222.50	5,000.00	1,222.50	6,222.50	24.5%	4,108.75
G603 Strategic Planning	40,000.00		10,000.00	(10,000.00)		-100.0%	
G604 Industry Website Platform Upgrade	4,000.00	2,543.75	4,000.00	(1,456.25)	2,543.75	-36.4%	
G605 DEI Leadership-Infrastructure	8,400.00	1,200.00	8,400.00	(7,200.00)	1,200.00	-85.7%	

3QFY23-24 P&L Budget vs Act



Total G600 Industry Relations	92,400.00	32,568.70	53,650.03	(21,081.33)	44,966.25	-51.3%	39,219.47
Total L800 Leadership & Partnership Administration	6,000.00	3,033.69	4,500.00	(1,466.31)	3,275.13	-45.4%	1,691.95
L900 Leadership & Partnership.Employee Compensation	100,159.00	70,771.15	75,119.22	(4,348.07)	95,000.00	-5.2%	97,825.53
Total 5L000 Leadership & Partnership	216,059.00	113,373.54	146,394.22	(33,020.68)	155,241.38	-28.1%	164,159.12
6G000 General & Admin							
Total G100 Board Administration	25,300.00	19,612.07	22,800.00	(3,187.93)	23,933.48	-5.4%	4,687.75
Total G300 Consultants	10,000.00	8,000.00	10,000.00	(2,000.00)	10,000.00	0.0%	0.00
Total G500 Office Administration	53,000.00	40,568.04	39,749.94	818.10	51,500.00	-2.8%	46,790.40
Total G800 Staff Administration	142,500.00	135,014.77	99,374.97	35,639.80	165,299.34	16.0%	85,598.64
G900 Employee Compensation.G&A	516,451.00	448,977.57	424,854.40	24,123.17	550,000.00	6.5%	395,532.29
G999 Accrued PTO Balances	70,000.00		52,499.97	(52,499.97)	27,000.00	-61.4%	77,000.00
Total 6G000 General & Admin	817,251.00	652,172.45	649,279.28	2,893.17	827,732.82	1.3%	609,609.08
Total 8000 General & Administrative	0.00	(814.69)	0.00	(814.69)	0.00		0.00
Total Expenses	3,240,538.00	2,332,295.77	2,578,273.37	(245,977.60)	2,945,071.99	-9.1%	2,570,492.50
Net Income	(705,441.00)	429,371.12	(225,370.09)	654,741.21	9,168.01		65,420.74
Beginning Balance		1,267,129.00			1,267,129.00		1,215,593.00
Ending Balance		561,688.00			1,276,297.01		1,281,013.74
Reserve Goal (30% of 3 yr Avg Grape Assessment)		561,771.60			624,242.00		568,490.00
Surplus/Deficit after Reserve Goal		(83.60)			652,055.01		712,523.74
Total Compensation		1,240,108.00			1,224,573.00	-1.3%	1,103,299.62