

Balance Sheet

	As of Mar 31, 2025	As of Dec 31, 2024 (PP)
ASSETS		
Current Assets		
Bank Accounts		
1000 Umpqua Bank Checking	1,519,653.84	985,293.14
1050 Umpqua Bank Money Market	632,611.28	632,595.68
Total Bank Accounts	2,152,265.12	1,617,888.82
Accounts Receivable		
1200 Accounts Receivable	189,328.93	125,061.70
Total Accounts Receivable	189,328.93	125,061.70
Total Current Assets	2,341,594.05	1,742,950.52
Other Assets		
1250 Prepaid Expenses	17,335.73	7,800.11
1260 Security Deposit	11,869.02	11,869.02
Right-of-Use Asset	146,145.84	
Total Other Assets	175,350.59	19,669.13
TOTAL ASSETS	2,516,944.64	1,762,619.65
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable	85,268.47	52,937.31
2050 Grants Payable	12,400.00	12,400.00
Accrued Expenses	2,770.00	6,660.00
Total Accounts Payable	100,438.47	71,997.31
Total Credit Cards	36,638.47	11,740.67
Other Current Liabilities		
Total 2101 Payroll Liabilities	38,957.86	42,512.80
Total Other Current Liabilities	38,957.86	42,512.80
Total Current Liabilities	176,034.80	126,250.78
Long-Term Liabilities		
Right-of-Use Liability	146,605.19	
Total Long-Term Liabilities	146,605.19	0.00
Total Liabilities	322,639.99	126,250.78
Equity		
3000 Opening Bal Equity	13,492.81	13,492.81
3900 Retained Earnings	1,490,390.90	1,490,390.90
Net Income	690,420.94	132,485.16
Total Equity	2,194,304.65	1,636,368.87
TOTAL LIABILITIES AND EQUITY	2,516,944.64	1,762,619.65

	Q1 FY24-25 Actuals	Q2 FY24-25 Actuals	Q3 FY24-25 Actuals	YTD Actuals (Q1-Q3)	YTD Budget Earned (Q1-Q3)	FY24-25 Forecast Total (as of 6.5.25)	Budget FY24-25 v2024.12	FY24-25 Forecast v Budget
Income								
4100 Grape Assessment (\$25/ton)	955,342.56	173,159.17	1,205,142.90	2,333,644.63	1,929,900.00	2,500,000	2,106,000	394,000
4200 Wine Tax (2c/gal)	93,333.82	72,761.41	76,943.71	243,038.94	238,600.00	309,700	309,700	0
4300 Program Revenue				0.00	0.00	0	0	0
4305 Marketing Participation Revenue				0.00	0.00	0	0	0
Total 4300 Program Revenue	0.00	0.00	0.00	0.00	0.00	0	0	0
4310 Symposium Revenue		52,160.00	223,949.50	276,109.50	330,000.00	276,110	330,000	(53,891)
4500 Other Income				0.00	0.00	0	0	0
4510 Interest Revenue	15.79	15.94	15.60	47.33	41.22	63	55	8
Total 4500 Other Income	15.79	15.94	15.60	47.33	41.22	63	55	8
4600 Grant Revenue				0.00	0.00	0	0	0
4632 Wine Country License Plate		50,000.00		50,000.00	0.00	50,000	50,000	0
Total 4600 Grant Revenue	0.00	50,000.00	0.00	50,000.00	0.00	50,000	50,000	0
Sales	0.00		0.00	0.00	0.00	0	0	0
Total Income	1,048,692.17	348,096.52	1,506,051.71	2,902,840.40	2,498,541.22	3,135,872	2,795,755	340,117
Gross Profit	1,048,692.17	348,096.52	1,506,051.71	2,902,840.40	2,498,541.22	3,135,872	2,795,755	340,117
Expenses								
1R000 Research.				0.00	0.00	0	0	0
R100 Vit & Enological Research				0.00	0.00	0	0	0
R101 Grants.	193,375.50		96,687.75	290,063.25	290,063.25	386,751	386,751	0
R104 Grant Management/Administration	10,291.49			10,291.49	16,000.00	16,231	16,000	231
Total R100 Vit & Enological Research	203,666.99	0.00	96,687.75	300,354.74	306,063.25	402,982	402,751	231
R800 Research. Administration				0.00	0.00	0	0	0
R803 Research.Mtg &Travel		14.00	191.24	205.24	0.00	625	0	625
R804 NWCSFR Contribution		3,300.00	2,342.29	5,642.29	9,000.00	8,229	9,000	(771)
Total R800 Research. Administration	0.00	3,314.00	2,533.53	5,847.53	9,000.00	8,854	9,000	(146)
R900 Research.Employee Compensation	10,800.14	25,378.91	32,805.23	68,984.28	52,499.97	101,984	70,000	31,984
Total 1R000 Research.	214,467.13	28,692.91	132,026.51	375,186.55	367,563.22	513,820	481,751	32,069
2E000 Industry Education.								
E100 Symposium				0.00	0.00	0	0	0
E101 Audio/Visual			58,375.00	58,375.00	56,500.00	58,375	56,500	1,875
E102 Soiree				0.00	0.00	0	0	0
E103 Facility	8,550.00	285.00	67,082.28	75,917.28	75,000.00	75,917	75,000	917
E104 Food and Beverage		28,845.00	8,565.99	37,410.99	40,000.00	37,411	40,000	(2,589)
E105 Materials, Fees, Misc		4,110.42	24,883.68	28,994.10	40,000.00	28,994	40,000	(11,006)
E108 Spanish Translation			7,382.50	7,382.50	10,000.00	7,383	10,000	(2,618)
E109 Speakers			30,875.37	30,875.37	44,500.00	30,875	44,500	(13,625)
E112 Marketing			2,625.99	2,625.99	6,000.00	2,626	6,000	(3,374)
E113 Event Management Contractor	18,637.50	18,637.50	19,536.68	56,811.68	58,000.00	56,812	58,000	(1,188)

	Q1 FY24-25	Q2 FY24-25	Q3 FY24-25	YTD Actuals	YTD Budget	FY24-25	Budget FY24-25	FY24-25 Forecast
	Actuals	Actuals	Actuals	(Q1-Q3)	Earned (Q1-Q3)	Forecast Total (as of 6.5.25)	v2024.12	v Budget
Total E100 Symposium	27,187.50	51,877.92	219,327.49	298,392.91	330,000.00	298,393	330,000	(31,607)
E200 Education Projects				0.00	0.00	0	0	0
E201 Misc Workshops				0.00	7,499.97	0	10,000	(10,000)
E202 DTC/ Workshop				0.00	7,499.97	0	10,000	(10,000)
E205 Community Benchmark				0.00	0.00	0	0	0
Total E200 Education Projects	0.00	0.00	0.00	0.00	14,999.94	0	20,000	(20,000)
E700 Education.Consulting Services	21,000.00	31,500.00	27,500.00	80,000.00	80,000.00	80,000	80,000	0
E800 Education.Administration				0.00	0.00	0	0	0
E803 Education.Employee Development	174.10		265.43	439.53	0.00	440	0	440
E804 Education.Mtg &Travel Expense	2,107.47	105.46	369.21	2,582.14	9,000.00	3,719	12,000	(8,281)
Total E800 Education.Administration	2,281.57	105.46	634.64	3,021.67	9,000.00	4,159	12,000	(7,841)
E900 Education.Employee Compensation	25,468.79	23,732.52	29,782.82	78,984.13	112,500.00	108,984	150,000	(41,016)
Total 2E000 Industry Education.	75,937.86	107,215.90	277,244.95	460,398.71	546,499.94	491,536	592,000	(100,464)
3M000 Marketing.				0.00	0.00	0	0	0
1B000 Brand Equity & Brand Identity				0.00	0.00	0	0	0
B100 Agency Fees (brand identity creative)			485.37	485.37	0.00	485	0	485
B101 Consumer Website Concept/Design/Maintenance				0.00	2,250.00	0	3,000	(3,000)
B106 Social Media Contractor			6,194.00	6,194.00	18,000.00	24,194	24,000	194
B107 Digital Advertising	1,820.13	2,119.52	1,823.03	5,762.68	11,999.97	6,370	16,000	(9,630)
Total 1B000 Brand Equity & Brand Identity	1,820.13	2,119.52	8,502.40	12,442.05	32,249.97	31,049	43,000	(11,951)
2T000 Tourism				0.00	0.00	0	0	0
M101 Oregon Wine Month				0.00	0.00	0	0	0
M101.01 OWM - Trade Programming	739.90	319.00	2,100.00	3,158.90	24,000.00	30,000	30,000	0
M101.02 OWM - Creative and Project Mngmt		656.25	1,812.50	2,468.75	4,500.00	7,500	7,500	0
M101.03 OWM - POS Printing & Distribution				0.00	16,250.00	32,500	32,500	0
M101.04 OWM - Media Plan & Mngmt			20,000.00	20,000.00	40,000.00	50,000	50,000	0
M101.05 OWM - Digital Promotion				0.00	6,000.00	20,000	20,000	0
M101.06 OWM - Merchandising Support			5,199.00	5,199.00	0.00	20,000	20,000	0
Total M101 Oregon Wine Month	739.90	975.25	29,111.50	30,826.65	90,750.00	160,000	160,000	0
M102 Wines Fly Free	1,380.00	5,884.33	31.25	7,295.58	4,000.00	7,796	5,000	2,796
M108 Bounty & Vine	2,500.00	2,899.34	2,506.09	7,905.43	35,000.00	8,605	35,000	(26,395)
M205 Wine Guide	1,086.83	5,823.59	1,939.09	8,849.51	7,000.00	37,450	50,000	(12,550)
T102 Content Development (includ. photog, Travel OR)		46,052.56	10,500.00	56,552.56	75,000.00	80,553	75,000	5,553
Total 2T000 Tourism	5,706.73	61,635.07	44,087.93	111,429.73	211,750.00	294,403	325,000	(30,597)
3X000 Market Expansion				0.00	0.00	0	0	0
I000 International Marketing				0.00	0.00	0	0	0
I101 Northwest Wine Coalition	65,200.00	4,200.00	2,400.00	71,800.00	75,000.00	74,200	75,000	(800)
I102 Non-Reimbursable Event Cost	279.91	20.40	4,213.75	4,514.06	7,499.97	8,014	10,000	(1,986)
I103 Reimbursed Expenses	27,068.07	(26,570.93)	57,349.55	57,846.69	0.00	0	0	0

	Q1 FY24-25 Actuals	Q2 FY24-25 Actuals	Q3 FY24-25 Actuals	YTD Actuals (Q1-Q3)	YTD Budget Earned (Q1-Q3)	FY24-25 Forecast Total (as of 6.5.25)	Budget FY24-25 v2024.12	FY24-25 Forecast v Budget
1103.01 Billable Shipping, Freight & Delivery	(8,818.34)		8,761.36	(56.98)	0.00	(57)	0	(57)
Total 1103 Reimbursed Expenses	18,249.73	(26,570.93)	66,110.91	57,789.71	0.00	(57)	0	(57)
1900 Logistics & Admin Consultants	12,600.00	12,600.00	14,600.00	39,800.00	52,499.97	52,400	70,000	(17,600)
Total 1000 International Marketing	96,329.64	(9,750.53)	87,324.66	173,903.77	134,999.94	134,557	155,000	(20,443)
X101 Resource Studio + Website Platform Upgrade				0.00	0.00	0	0	0
X103 Trade Education Tools & Events				0.00	0.00	0	0	0
M105 Trade Events - Texsom	12,049.88	451.25	598.42	13,099.55	20,000.00	13,100	20,000	(6,900)
M106 Marketing Events SCBG				0.00	0.00	25,000	10,000	15,000
M201 Resource Studio	6.88	7,924.59	9.16	7,940.63	7,500.00	7,943	7,500	443
Total X103 Trade Education Tools & Events	12,056.76	8,375.84	607.58	21,040.18	27,500.00	46,042	37,500	8,542
Total 3X000 Market Expansion	108,386.40	(1,374.69)	87,932.24	194,943.95	162,499.94	180,600	192,500	(11,900)
4C000 Communications				0.00	0.00	0	0	0
C100 Media Relations				0.00	0.00	0	0	0
C100.01 MR - Cross Border Tour				0.00	3,750.03	0	5,000	(5,000)
C100.02 MR - Shoulder Season Media Tours				0.00	10,000.00	0	20,000	(20,000)
C100.03 MR - Association Opportunities				0.00	11,250.00	0	15,000	(15,000)
C100.04 MR - Critical Reviewer Coordination	620.14		7,088.75	7,708.89	10,000.00	19,709	20,000	(291)
C100.05 MR - Wine Sample Shipments				0.00	2,250.00	0	3,000	(3,000)
C100.06 MR - Media Hosting & Briefings			1,222.22	1,222.22	9,000.00	1,222	12,000	(10,778)
C100.07 MR - Other Programming/Consultants				0.00	0.00	8,000	0	8,000
Total C100 Media Relations	620.14	0.00	8,310.97	8,931.11	46,250.03	28,931	75,000	(46,069)
C200 Media Analytics	10,200.00			10,200.00	10,200.00	10,200	10,200	0
C800 Comm.Administration				0.00	0.00	0	0	0
C801 Subs & Pubs	773.99	957.00	453.90	2,184.89	2,999.97	2,985	4,000	(1,015)
C802 Comm.Collateral & Materials	(180.00)			(180.00)	1,500.03	(180)	2,000	(2,180)
C804 Comm.Mtg & Travel	1,717.59	412.91	376.93	2,507.43	6,000.03	4,507	8,000	(3,493)
Total C800 Comm.Administration	2,311.58	1,369.91	830.83	4,512.32	10,500.03	7,312	14,000	(6,688)
C900 Comm.Employee Compensation	35,925.84	38,641.72	37,829.24	112,396.80	116,250.03	137,397	155,000	(17,603)
Total 4C000 Communications	49,057.56	40,011.63	46,971.04	136,040.23	183,200.09	183,840	254,200	(70,360)
M800 Marketing.Administration				0.00	0.00	0	0	0
M801 Marketing.Committee Meetings	250.00			250.00	2,250.00	250	3,000	(2,750)
M802 Marketing.Collateral & Mtls	1,950.08		4,267.98	6,218.06	7,499.97	6,218	10,000	(3,782)
M803 Marketing.Employee Development			81.88	81.88	0.00	82	0	82
M804 Marketing.Mtg & Travel	5,204.13	542.68	416.00	6,162.81	9,000.00	8,163	12,000	(3,837)
Total M800 Marketing.Administration	7,404.21	542.68	4,765.86	12,712.75	18,749.97	14,713	25,000	(10,287)
M900 Marketing.Employee Compensation	51,473.09	52,780.45	39,612.29	143,865.83	333,749.97	189,866	445,000	(255,134)
Total 3M000 Marketing	223,848.12	155,714.66	231,871.76	611,434.54	942,199.94	894,471	1,284,700	(390,229)
4K000 Knowledge & Insights.				0.00	0.00	0	0	0
M300 Marketing Research				0.00	0.00	0	0	0

	Q1 FY24-25 Actuals	Q2 FY24-25 Actuals	Q3 FY24-25 Actuals	YTD Actuals (Q1-Q3)	YTD Budget Earned (Q1-Q3)	FY24-25 Forecast Total (as of 6.5.25)	Budget FY24-25 v2024.12	FY24-25 Forecast v Budget
M301 Marketing Research	75.00	75.00		150.00	20,000.00	150	50,000	(49,850)
M302 Nielsen Data				0.00	7,500.00	6,250	15,000	(8,750)
M304 Wine Market Council	5,000.00			5,000.00	5,000.00	5,000	5,000	0
M305 Community Benchmark	23,511.60			23,511.60	23,512.00	23,512	23,512	(0)
Total M300 Marketing Research	28,586.60	75.00	0.00	28,661.60	56,012.00	34,912	93,512	(58,600)
R200 Industry Research				0.00	0.00	0	0	0
R201 Ag Census		40,500.00	42,051.83	82,551.83	85,000.00	127,552	130,000	(2,448)
R203 Misc. Studies				0.00	0.00	0	0	0
R204 Salary Survey		1,000.00	2,907.09	3,907.09	2,800.00	3,907	5,000	(1,093)
Total R200 Industry Research	0.00	41,500.00	44,958.92	86,458.92	87,800.00	131,459	135,000	(3,541)
zK900 Knowledge & Insights Compensation	9,486.51	23,464.02	26,711.07	59,661.60	41,249.97	86,662	55,000	31,662
Total 4K000 Knowledge & Insights.	38,073.11	65,039.02	71,669.99	174,782.12	185,061.97	253,032	283,512	(30,480)
5L000 Leadership & Partnership				0.00	0.00	0	0	0
G200 Industry Contributions				0.00	0.00	0	0	0
G201 Misc Industry Contributions		0.00	19,033.15	19,033.15	7,000.00	27,533	14,000	13,533
G202 Industry WCLP Grant				0.00	22,500.00	7,500	45,000	(37,500)
Total G200 Industry Contributions	0.00	0.00	19,033.15	19,033.15	29,500.00	35,033	59,000	(23,967)
L103 Program Contributions				0.00	0.00	0	0	0
G600 Industry Relations				0.00	0.00	0	0	0
G601 Subscriptions	8,623.62	7,791.53	10,144.70	26,559.85	22,500.00	36,560	30,000	6,560
G602 Administration/Annual Report		1,050.00		1,050.00	3,750.03	1,050	5,000	(3,950)
G603 Strategic Planning			21,845.17	21,845.17	40,000.00	61,845	60,000	1,845
G604 Industry Website Platform Upgrade				0.00	5,000.00	0	10,000	(10,000)
G605 DEI Leadership-Infrastructure				0.00	0.00	0	0	0
G606 Profit Calculator				0.00	3,000.00	3,000	3,000	0
Total G600 Industry Relations	8,623.62	8,841.53	31,989.87	49,455.02	74,250.03	102,455	108,000	(5,545)
Total L103 Program Contributions	8,623.62	8,841.53	31,989.87	49,455.02	74,250.03	102,455	108,000	(5,545)
L800 Leadership & Partnership Administration				0.00	0.00	0	0	0
L804 Partnership.Mtg &Travel				0.00	2,500.00	0	5,500	(5,500)
Total L800 Leadership & Partnership Administration	0.00	0.00	0.00	0.00	2,500.00	0	5,500	(5,500)
L900 Leadership & Partnership.Employee Compensation	13,676.30	15,637.56	17,427.81	46,741.67	48,750.03	64,242	65,000	(758)
Total 5L000 Leadership & Partnership	22,299.92	24,479.09	68,450.83	115,229.84	155,000.06	201,730	237,500	(35,770)
6G000 General & Admin				0.00	0.00	0	0	0
G100 Board Administration				0.00	0.00	0	0	0
G101 Meetings.Board	3,404.55	1,045.00		4,449.55	11,000.00	9,450	16,000	(6,550)
G102 Travel Expense.Board	4,950.45	6,012.14		10,962.59	8,500.00	14,963	10,000	4,963
G103 Board Director Compensation	1,328.00	356.00	890.00	2,574.00	7,500.00	3,774	10,000	(6,226)
Total G100 Board Administration	9,683.00	7,413.14	890.00	17,986.14	27,000.00	28,186	36,000	(7,814)
G500 Office Administration				0.00	0.00	0	0	0

	Q1 FY24-25 Actuals	Q2 FY24-25 Actuals	Q3 FY24-25 Actuals	YTD Actuals (Q1-Q3)	YTD Budget Earned (Q1-Q3)	FY24-25 Forecast Total (as of 6.5.25)	Budget FY24-25 v2024.12	FY24-25 Forecast v Budget
G501 Rent	5,966.25	6,899.70	11,085.90	23,951.85	56,250.00	42,952	75,000	(32,048)
G501.1 Tenant Rent Expense			416.00	416.00	0.00	1,916	0	1,916
Total G501 Rent	5,966.25	6,899.70	11,501.90	24,367.85	56,250.00	44,868	75,000	(30,132)
G502 Equipment/Furniture/Maintenance	13,904.65	10,191.93	22,115.75	46,212.33	32,500.00	66,212	55,000	11,212
G503 Postage/Supplies/Fees	6,614.47	2,196.82	5,408.12	14,219.41	11,999.97	16,219	16,000	219
G504 Telephone/Internet Fees	624.48	2,255.50	5,354.44	8,234.42	11,999.97	11,234	16,000	(4,766)
Total G500 Office Administration	27,109.85	21,543.95	44,380.21	93,034.01	112,749.94	138,534	162,000	(23,466)
G800 Staff Administration				0.00	0.00	0	0	0
G802 Employee Development.G&A			81.88	81.88	6,000.03	382	8,000	(7,618)
G803 Mtg &Travel.G&A	3,342.31	4,094.36	6,571.47	14,008.14	37,500.03	21,008	50,000	(28,992)
G804 Temp & Contract Support	5,504.92	7,919.03	8,510.00	21,933.95	22,500.00	29,934	30,000	(66)
G805 Legal Fees	4,372.50	3,190.00	9,967.10	17,529.60	15,000.03	32,530	20,000	12,530
Total G800 Staff Administration	13,219.73	15,203.39	25,130.45	53,553.57	81,000.09	83,854	108,000	(24,146)
G900 Employee Compensation.G&A	114,139.29	100,223.46	96,551.23	310,913.98	307,500.03	410,914	410,000	914
G901 Employee Retirement Allocation				0.00	0.00	0	0	0
G999 Accrued PTO Balances				0.00	29,999.97	49,000	40,000	9,000
Total 6G000 General & Admin	164,151.87	144,383.94	166,951.89	475,487.70	558,250.03	710,488	756,000	(45,512)
8000 General & Administrative				0.00	0.00	0	0	0
8200 Employee Compensation				0.00	0.00	0	0	0
8210 Salaries and Wages	0.00	0.00	0.00	0.00	0.00	0	0	0
8230 Payroll tax	0.00			0.00	0.00	0	0	0
Total 8200 Employee Compensation	0.00	0.00	0.00	0.00	0.00	0	0	0
8600 Misc. Administration				0.00	0.00	0	0	0
8680 Miscellaneous		0.00	(100.00)	(100.00)	0.00	(100)	0	(100)
Total 8600 Misc. Administration	0.00	0.00	(100.00)	(100.00)	0.00	(100)	0	(100)
Total 8000 General & Administrative	0.00	0.00	(100.00)	(100.00)	0.00	(100)	0	(100)
Total Expenses	738,778.01	525,525.52	948,115.93	2,212,419.46	2,754,575.16	3,064,976	3,635,463	(570,487)
Net Operating Income	309,914.16	(177,429.00)	557,935.78	690,420.94	(256,033.94)	70,896	(839,708)	910,604
Net Income	309,914.16	(177,429.00)	557,935.78	690,420.94	(256,033.94)	70,896	(839,708)	910,604
Beginning Balance						1,474,484	0	
Ending Balance						1,545,380	0	
Reserve Goal (30% of 3 yr Avg Grape Assessment)						677,578	0	
Surplus/Deficit after Reserve Goal						867,802	0	
Total Compensation						1,100,048	1,350,000	(249,952)