

An aerial photograph of a vineyard in Oregon during the golden hour of sunset. The sun is low on the horizon, casting a warm, golden glow over the landscape. The vineyard rows are visible, interspersed with patches of forest. The overall scene is peaceful and scenic.

oregon
wine BOARD

FY26-27 Budget Development

February 2026

AGENDA

- **2025-2030 Strategic Plan**
- **OWB Budget Process**
- **Revenue & Programming Spends**
- **Detailed Budget Review**

Our Guiding Principles

Mission

Empower and unite Oregon's wine community through marketing, research and education for the advancement of our world-class wines.

Vision

We envision a sustainable Oregon wine industry that is globally recognized for its leadership, craftsmanship, and commitment to excellence.

Equity

The Oregon Wine Board is committed to perpetuating a culture of active listening that creates opportunities for engagement ensuring our programs and resources benefit growers and producers of all sizes and regions.

Values

Stewardship

We responsibly manage resources to serve the long-term interests of the industry

Leadership

We lead with vision, courage, and a commitment to elevate Oregon wine

Integrity

We operate with honesty, transparency and accountability

Inclusivity

We create space for all voices and value diverse perspectives

Responsiveness

We listen actively and aim to respond with urgency and purpose

Perseverance

We stay the course through challenges, always striving for progress

Our Strategic Pillars

Marketing that Breaks Through

- The Oregon Wine Board's marketing strategy is grounded in a bold, high-impact approach to raising awareness and demand for Oregon wine.

Research and Education that Empowers

- Research and education initiatives aim to strengthen the industry's ability to make informed decisions, build resilience, and sustain Oregon's global wine quality reputation.

Communication that Connects

- The Oregon Wine Board will lead with clarity, consistency, and credibility as the trusted voice of the Oregon wine industry.

Operational Excellence that Delivers

- The Oregon Wine Board is dedicated to maintaining a strong, flexible organization grounded in transparent, well-documented processes across fiscal, operational, and human resource management.

OWB Budget Process

- Proposed budgets are presented at public forums and at our Industry Partnership Committee meetings for input.
- OWB Finance Committee reviews all budgets and financials; the Board approves in public meetings.
- OWB has two budget cycles for each fiscal year

Feb-March

Development of the budget for required April 1 submission to Business Oregon. Does not allow for insights into current growing season or production levels.

July-August

Budget revision allows for insights into crop and production plans providing early forecasting of potential Grape Assessment revenue.



Oregon Wine Board Budget and Reporting Process.

How Agricultural, Revenue Lag, & Oversight Shape Budgeting

JULY 2025 – JUNE 2027 BIENNIUM

OWB BUDGET ANNUAL PROCESS

JAN-FEB

- Post proposed budget
- Hold public budget forums
- Finalize proposed budget

MARCH-APRIL

- Board approves budget
- April 1 – Budget due to Business Oregon

MAY-JUNE

- Forecast fiscal year end
- Revise budget for upcoming fiscal year
- June 30 – End of Fiscal Year

JULY

- July 1 - Start of Fiscal Year
- Post proposed budget revisions
- Hold public budget forums

AUGUST

- Board approves budget updates

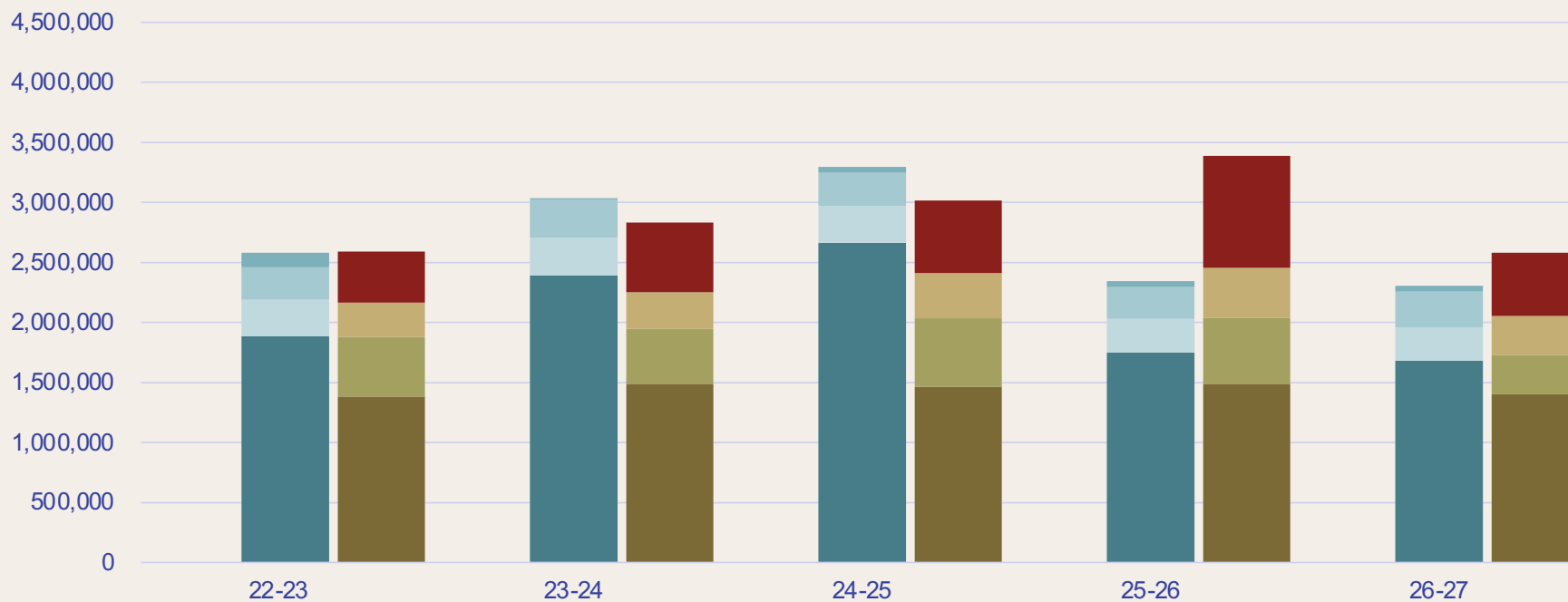
Finance Committee Reviews All Budgets & Financials and Board Approves

	2025						2026						2027										
	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY
BUDGET APPROVAL	★						★				★						★						
GRAPE ASSESSMENT PAYMENTS			2024 Harvest Payments ~50%				2025 Harvest Payments						2026 Harvest Payments ~50%										
BIENNIUM STATE REPORTING	Biennium Review		Financial Review				SIBA Report Due April 1 to LFO for previous Biennium						LFO submits SIBA Reports to Legislative committees										
GROWING SEASON	Ripening		Harvest				Bud Break		Bloom		Ripening		Harvest				Bud Break		Bloom				
ENVIRONMENTAL RISKS	Heat Wave		Wild Fire				Frost		Disease Pressure		Heat Wave		Wild Fire				Frost		Disease Pressure				

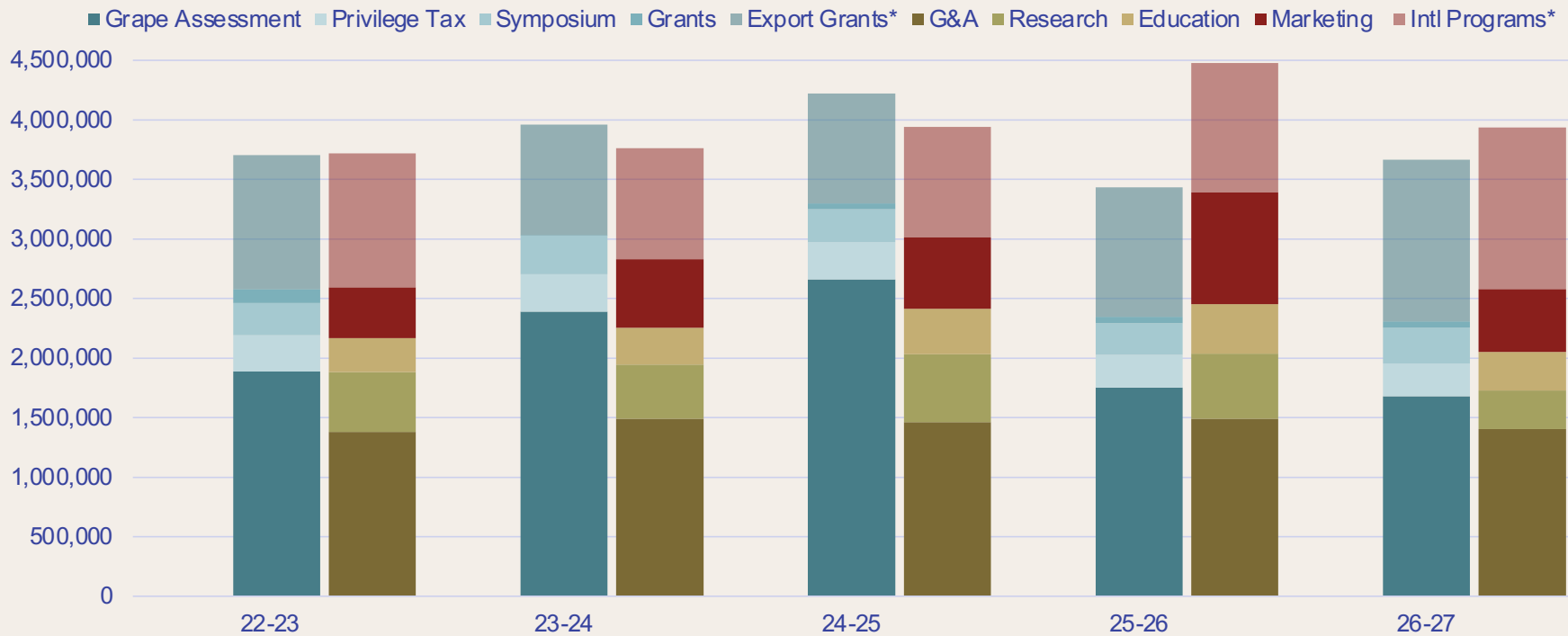
SIBA - Semi-Independent State Agency
LFO - Legislative Fiscal Office

OWB Revenue vs Programming + G&A Expenditures

■ Grape Assessment ■ Privilege Tax ■ Symposium ■ Grants ■ G&A ■ Research ■ Education ■ Marketing

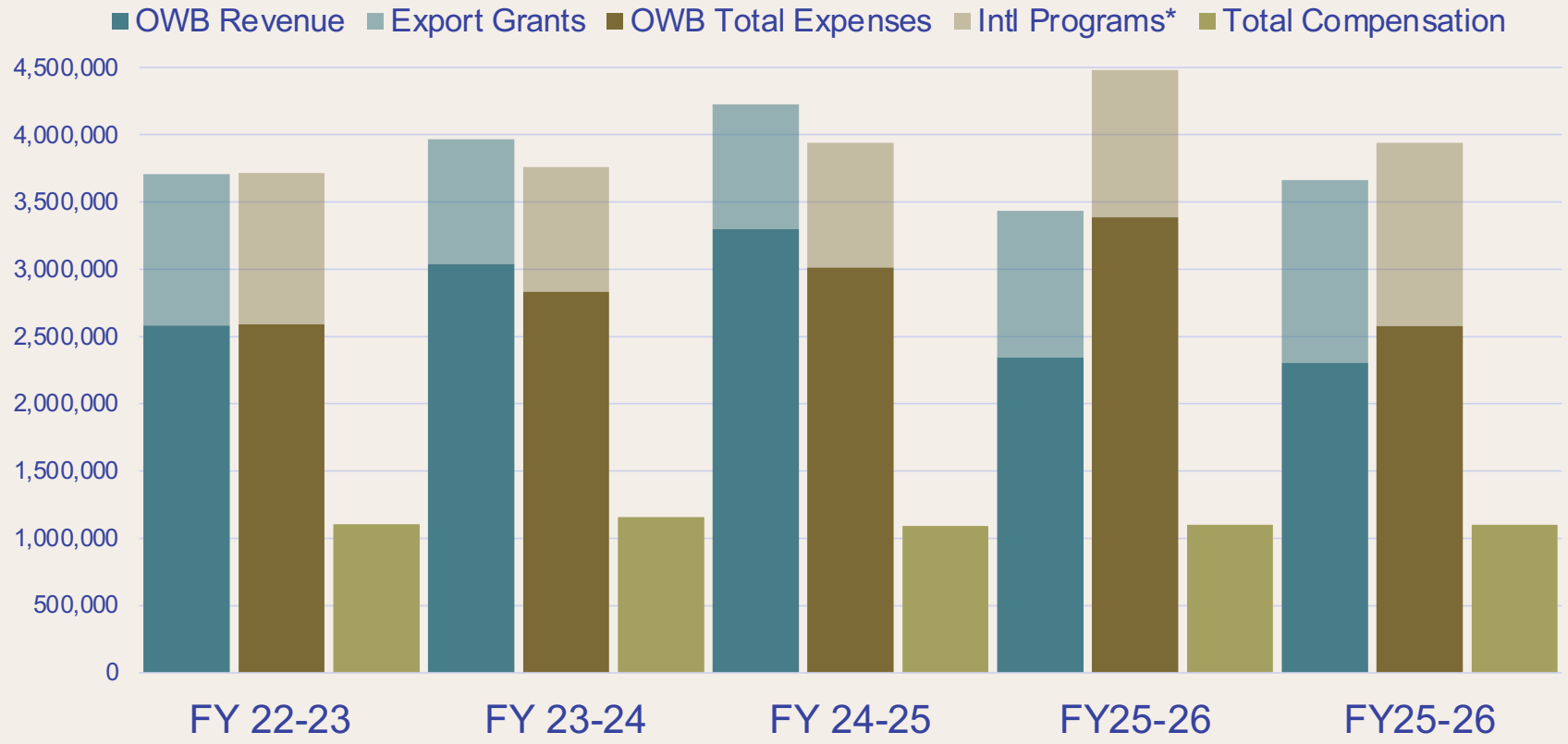


OWB Revenue + Export Grants* vs Programming + G&A Expenditures



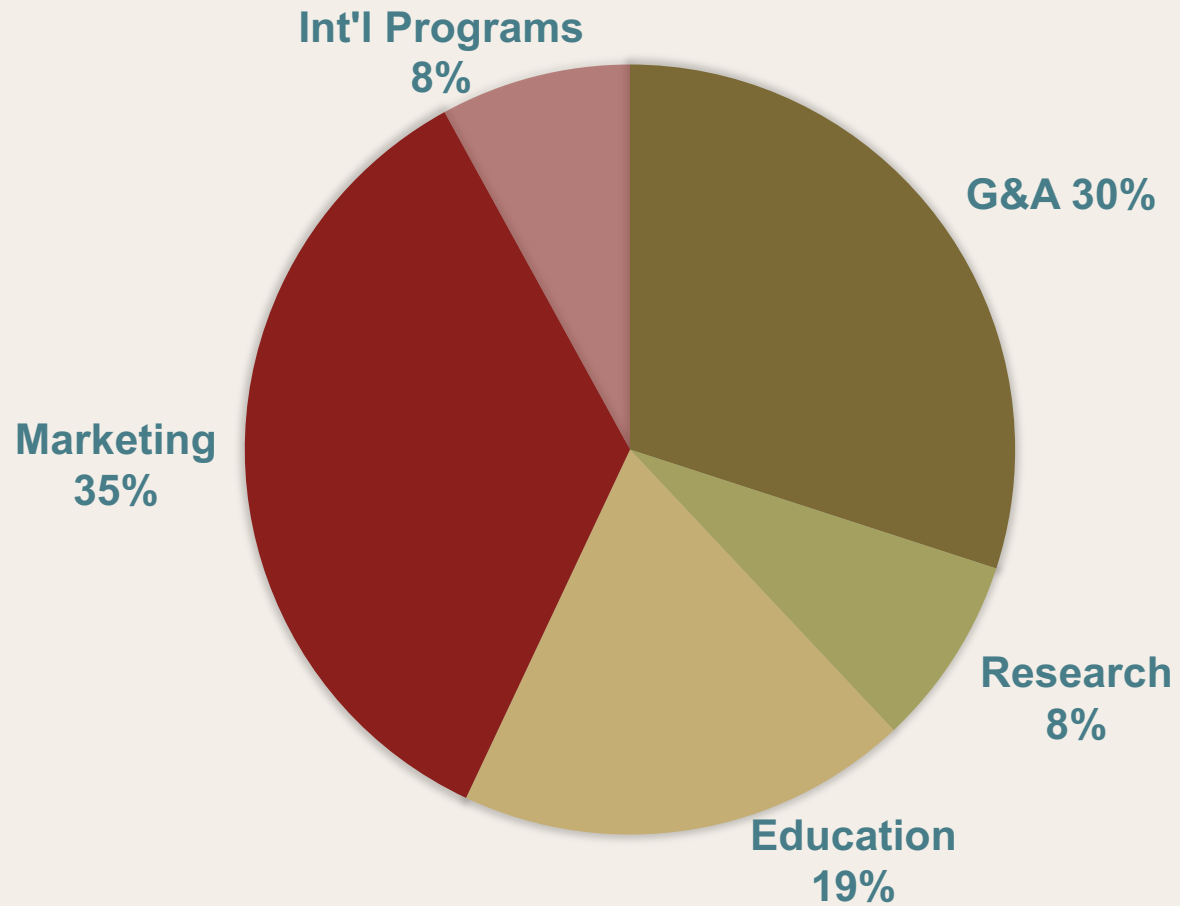
***Export Grants and Intl Programs are not part of OWB Financials; funds managed by the Northwest Wine Coalition. OWB supports these programs via a small budget and staff support.**

Compensation



FY26-27 Total Compensation ~ 48% of OWB Revenue; 30% of Total Supported Revenue
 FY26-27 Total Compensation ~ 42% of OWB Expenses; 28% of Total Supported Expenses

~ % of Compensation Spend by Program Area



Approach to Draft Budget

- This budget has been developed following direction of the Finance Committee in conjunction with our program directors to deliver strategic programming.
- This budget runs a deficit and will use 20-25% of reserve funds
- Input to this budget will be reviewed by the Finance Committee along with forward looking P&Ls to determine appropriate target spend of reserves during FY26-27

Revenue Assumptions

- Grape assessment will be down 10-20% from 2025. 2025 Grape Assessments are best estimates based on available information from OLCC at this time.
- Privilege Tax will continue to decrease in FY26-27.
- Symposium Revenue offsets Symposium Expenses
- Assumes one WCLP Grant

Expense Assumptions

- FY26-27 expenses will exceed revenue. Overage will be covered by reserve funds.