

oregon wine BOARD

**Oregon Wine Board
2026 Semi-Independent Agency Report
2023-2025 Biennium**

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Section I: Copy of Financial Review

The Report of Independent Accountants issued by Baker Tilly, Exhibit 1, and supporting financial statements, Exhibits 2, 3 and 4, are in the following pages. The financial statements are also included in a separate spreadsheet, OWB_EXHIBITS.xlsx.

Discussion of Procedure Exception and Management Response

The report noted one procedure performed with exception: review and approval of bank reconciliations. Effective with the FY24-25 year-end statements, all quarterly financials include a statement of cash flows tied off to bank statements. Additionally, a spreadsheet is updated monthly tying off bank statements to reconciliations from our accounting software, QuickBooks.

Exhibit 1: Report of Independent Accountants



Report of Independent Accountants

Oregon Wine Board
Oregon Secretary of State Audits Division

We have performed the procedures enumerated below, on the accounting records noted below for the Biennium ended June 30, 2025. The Oregon Wine Board (OWB or the Board) is responsible for the accounting records noted below.

The Oregon Wine Board has agreed to and acknowledged that the procedures performed are appropriate to meet the intended purpose of assisting the Oregon Wine Board in complying with Oregon Revised Statute (ORS) 182.464. Additionally, the Oregon Secretary of State Audit Division has agreed to and acknowledged that the procedures performed are appropriate to meet their purposes. This report may not be suitable for any other purpose. The procedures performed may not address all the items of interest to a user of this report and may not meet the needs of all users of this report and, as such, users are responsible for determining whether the procedures performed are appropriate for their purposes.

The procedures we performed, and our findings are as follows:

Receiving, Recording and Reporting Transactions

1. We obtained the following list of internal controls for receiving, recording, and reporting transactions. We agreed the list of internal controls to the Board's policies and procedures with no exceptions:
 - a. All revenues received via direct deposit, ACH, or on-line credit card payments are posted into QuickBooks with accompanying documentation.
 - b. Grape Assessment, Privilege Tax: All transfers for the biennium are verified by OLCC via OWB request.
 - c. Grape Assessment, Privilege Tax: CFO tracks monthly deposits in a spreadsheet and verifies with quarterly P&L.
 - d. Symposium Program Revenue: Accounting/Bookkeeping Contractor reconciles merchant services statement monthly (during active ticket sales). CFO reconciles final ticket sales and dollar amount from event software to merchant services deposits.
 - e. The Executive Director, CFO, or appropriate Program manager emails invoices along with approval and appropriate GL Allocation to the Accounting/Bookkeeping Contractor.
 - f. CFO reviews the Accounts Payable report and verifies documentation in QuickBooks.
 - g. The CFO approves staff expense reports in Expensify. CFO expense reports are approved by the Executive Director. Executive Director expense reports are approved by the Board Chair.
 - h. The CFO reviews and approves payroll each pay period.

Baker Tilly Advisory Group, LP and Baker Tilly US, LLP, trading as Baker Tilly, are members of the global network of Baker Tilly International Ltd., the members of which are separate and independent legal entities. Baker Tilly US, LLP is a licensed CPA firm that provides assurance services to its clients. Baker Tilly Advisory Group, LP and its subsidiary entities provide tax and consulting services to their clients and are not licensed CPA firms.

- i. Non-budgeted expenditures over \$50,000 are approved by the Finance Committee.
2. We obtained a schedule from management of all accounting transactions from QuickBooks that occurred during the Biennium ended June 30, 2025, and haphazardly selected 10 transactions. We performed procedures over the items selected to obtain evidence that the control took place. The results of our procedures are included in the table below:

Transactions Selected	Revenues				Expenses				
	A	B	C	D	E	F	G	H	I
1	N/A	N/A	N/A	N/A	✓	✓	✓	N/A	N/A
2	N/A	N/A	N/A	N/A	✓	✓	N/A	N/A	N/A
3	N/A	N/A	N/A	N/A	✓	✓	N/A	N/A	N/A
4	N/A	N/A	N/A	N/A	✓	✓	N/A	N/A	N/A
5	N/A	N/A	N/A	N/A	✓	✓	✓	N/A	N/A
6	N/A	N/A	N/A	N/A	✓	✓	✓	N/A	N/A
7	✓	✓	✓	N/A	N/A	N/A	N/A	N/A	N/A
8	✓	N/A	N/A	✓	N/A	N/A	N/A	N/A	N/A
9	N/A	N/A	N/A	N/A	✓	✓	✓	N/A	N/A
10	N/A	N/A	N/A	N/A	✓	✓	N/A	✓	N/A
✓	= Procedure performed without exception								
N/A	= Control not applicable for this selection								
Control A: Revenues: Noted the transaction was entered into QuickBooks and agreed transaction to accompanying documentation.									
Control B: Revenues: Inspected Tax transfer verification by OLCC.									
Control C: Revenues: Inspected the monthly deposit spreadsheet and tied revenue to approved quarterly P&L.									
Control D: Revenues: Inspected reconciliation of the merchant services statements monthly, and reconciliation of final ticket sales.									
Control E: Expenses: Inspected invoices for evidence indicating appropriate approval and GL allocation.									
Control F: Expenses: Inspected evidence of the CFO's review of the accounts payable report.									
Control G: Expenses: Inspected expense reports and noted appropriate approval of expense reports.									
Control H: Expenses: Inspected evidence of the CFO's review and approval of payroll.									
Control I: Expenses: Inspected evidence of Finance Committee approval of non-budgeted expenditures over \$50,000.									

Cash Handling

The Oregon Wine Board did not receive cash or disburse cash during the biennium; thus, no procedures were performed over Cash Handling.

Bank Reconciliations

- 3. We confirmed bank balances with financial institutions that the Board uses as of June 30, 2025. We agreed the confirmations to the June 30, 2025, bank reconciliations without exception.

4. We obtained the following list of internal controls over bank reconciliations. We agreed the list of internal controls to the Board's policies and procedures without exception.
 - a. The Accounting/Bookkeeping Contractor reconciles bank accounts monthly.
 - b. The Accounting/Bookkeeping Contractor will review the reconciliations and investigate any checks that are outstanding over six months.
 - c. Bank reconciliations are reviewed periodically by the CFO. CFO reviews bank ending balances on a quarterly basis to align with balance sheet issued with quarterly financials.
5. We obtained a list from management of all bank reconciliations for the Biennium ended June 30, 2025, and haphazardly selected 3 reconciliations. We performed procedures over the items selected to obtain evidence that the control took place. The results of our procedures are included in the table below:

Reconciliations Selected	Control A	Control B	Control C
1	✓	N/A	☒
2	✓	N/A	☒
3	✓	N/A	☒
✓	= Procedure performed without exception		
☒	= Procedure performed with exception		
N/A	= Control not applicable for this selection		
Control A: Bank Reconciliations: Inspected account reconciliations and supporting documents.			
Control B: Bank Reconciliations: Inspected evidence of review of bank reconciliation for checks outstanding over 6 months and evidence of investigation, if any noted.			
Control C: Bank Reconciliations: Inspected the bank reconciliations for evidence indicating review and approval from the CFO.			

During our testing of Control C, we were unable to obtain evidence that bank reconciliations were periodically reviewed, or at least every quarter prior to approval of the quarterly financial statements.

6. We haphazardly selected 3 reconciling items from two of the three bank reconciliations selected in Procedure 5, as one contained no reconciling items, and agreed those items to supporting documentation without exception.

Revenues

7. We obtained the following list of internal controls over revenues. We agreed the list of internal controls to the Board's policies and procedures without exception.
 - a. All revenues received via direct deposit, ACH, or on-line credit card payments are posted into QuickBooks with accompanying documentation.
 - b. Grape Assessment, Privilege Tax: All transfers for the biennium are verified by OLCC via OWB request.
 - c. Grape Assessment, Privilege Tax: CFO tracks monthly deposits in a spreadsheet and verifies with quarterly P&L.
 - d. Symposium Program Revenue: Accounting/Bookkeeping Contractor reconciles merchant services statement monthly (during active ticket sales). CFO reconciles final ticket sales and dollar amount from event software to merchant services deposits.

8. We obtained a schedule from management of revenues during the Biennium ended June 30, 2025, and haphazardly selected 10 revenue items (4 privilege tax and 6 grape assessment tax). We performed procedures over the items selected to obtain evidence that the control took place. The results of our procedures are included in the table below:

Revenues Selected	Control A	Control B	Control C	Control D
1	✓	✓	✓	N/A
2	✓	✓	✓	N/A
3	✓	✓	✓	N/A
4	✓	✓	✓	N/A
5	✓	✓	✓	N/A
6	✓	✓	✓	N/A
7	✓	✓	✓	N/A
8	✓	✓	✓	N/A
9	✓	✓	✓	N/A
10	✓	✓	✓	N/A
✓	= Procedure performed without exception			
☒	= Procedure performed with exception			
N/A	= Control not applicable for this selection			
Control A: Revenues: Noted the transaction was entered into QuickBooks and agreed transaction to accompanying documentation.				
Control B: Revenues: Inspected biennium transfer verification by OCC and tied to revenue per the financial statements.				
Control C: Revenues: Inspected the monthly deposit spreadsheet and tied revenue to approved quarterly P&L.				
Control D: Revenues: Inspected reconciliation of the merchant services statements monthly, and reconciliation of final ticket sales.				

9. We confirmed revenue received from privilege tax and grape assessment tax during the 2023 – 2025 biennium from Oregon Liquor Control Commission and agreed the confirmation to the revenues recorded during the biennium without exception.

Expenses

10. We obtained the following list of internal controls over expenses. We agreed the list of internal controls to the Board's policies and procedures without exception.
- The Executive Director, CFO, or appropriate Program manager emails invoices along with approval and appropriate GL Allocation to the Accounting/Bookkeeping Contractor.
 - CFO reviews the Accounts Payable report and verifies documentation in QuickBooks.
 - The CFO approves staff expense reports in Expensify. CFO expense reports are approved by the Executive Director. Executive Director expense reports are approved by the Board Chair.
 - The CFO reviews and approves payroll each pay period.
 - Non-budgeted expenditures over \$50,000 are approved by the Finance Committee.

11. We obtained a schedule from management of expenses during the Biennium ended June 30, 2025, and haphazardly selected 10 expense items. We performed procedures over the items selected to determine if the internal controls identified above were followed. The results of our procedures are included in the table below:

Expenses Selected	Control A	Control B	Control C	Control D	Control E
1	✓	✓	N/A	N/A	N/A
2	✓	✓	✓	N/A	N/A
3	✓	✓	✓	N/A	N/A
4	✓	✓	N/A	N/A	N/A
5	✓	✓	✓	N/A	N/A
6	✓	✓	✓	N/A	N/A
7	✓	✓	✓	N/A	N/A
8	✓	✓	✓	N/A	N/A
9	✓	✓	✓	N/A	N/A
10	✓	✓	N/A	✓	N/A
✓	= Procedure performed without exception				
N/A	= Control not applicable for this selection				
Control A: Expenses: Inspected invoices for evidence indicating appropriate approval and GL allocation.					
Control B: Expenses: Inspected evidence of the CFO's review of the accounts payable report.					
Control C: Expenses: Inspected expense reports and noted appropriate approval of expense reports.					
Control D: Expenses: Inspected evidence of the CFO's review and approval of payroll.					
Control E: Expenses: Inspected evidence of Finance Committee approval of non-budgeted expenditures over \$50,000.					

Budget and Board Financial Reporting

12. We compared the actual revenues and expenses for the biennium ended June 30, 2025, to the budgeted amounts and noted that total actual expenditures did not exceed the maximum budgeted expenditures in the adopted budget.
13. We reviewed the budget to actual report for the Biennium ended June 30, 2025, and identified two line-items in the budget that exceeded 10% of total revenues or expenses, and noted one of the items had a variance exceeding 10% of total revenues or expenses for the biennium. The two line-items that exceeded 10% of total revenues or expenses are as follows:
- i. Grape Assessment; actual was 26.9% greater than line budget.
 - ii. Grants; actual was 10.1% less than line budget.
14. We obtained the following list of internal controls over Budgetary and Board Financial Reporting. We agreed the list of internal controls to the Board's policies and procedures without exception and reviewed 8 quarterly reports to the Board to determine compliance with the internal controls.
- a. Budget to actual P&L and balance sheet are submitted to the Executive Director and Finance Committee for review quarterly. The Board of Directors review and approve the quarterly and annual financial reports.

- b. The Board of Directors review and approve the annual budget and any subsequent revised budgets.

Budget	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 5	Quarter 6	Quarter 7	Quarter 8
Control A	✓	✓	✓	✓	✓	✓	✓	✓
Control B	✓	✓	✓	✓	✓	✓	✓	✓
✓	= Procedure performed without exception							
Control A: Budget: Inspected board meeting minutes for evidence of review and approval of the quarterly and annual financial statements.								
Control B: Budget: Inspected board meeting minutes for evidence of review and approval of the annual budget and any subsequent revised budgets.								

Financial Statements

15. We have compared the internal financial statements prepared by management for the biennium ended June 30, 2025, to the general ledger, noting no exceptions.
16. We have compared the schedules obtained for procedures 2, 8, and 11 to the internal financial statements and/or the underlying general ledger accounts used by the management to prepare the internal financial statements and agreed the schedules without exception.

We were engaged by the Oregon Wine Board to perform this agreed-upon procedures engagement and conducted our engagement in accordance with attestation standards established by the American Institute of Certified Public Accountants. We were not engaged to and did not conduct an examination or review, the objective of which would be the expression of an opinion or conclusion, respectively, on accounting records of the Oregon Wine Board for the Biennium ended June 30, 2025. Accordingly, we do not express such an opinion or conclusion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

We are required to be independent of the Oregon Wine Board and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our agreed-upon procedures engagement.

Baker Tilly US, LLP

Portland, Oregon
December 5, 2025

Exhibit 2: Supporting Financials – Budget to Actuals

	Budget FY23- 24 vDec2023	Budget FY24- 25 v2024.12	Budget FY23- 25 Biennium	Actual FY23- 24	Actual FY24- 25	Actual FY23- 25 Biennium	Actual to Budget
Income							
4100 Grape Assessment (\$25/ton)	1,672,572.00	2,100,000.00	3,678,572.00	2,388,626.04	2,680,483.90	5,069,111.94	1,671,739.94
4200 Wine Tax (3c/gal)	328,725.00	389,700.00	638,425.00	314,895.26	311,358.44	626,253.70	(32,871.38)
4300 Program Revenue			0.00			0.00	0.00
4385 Marketing Participation Revenue		0.00	0.00	650.00		650.00	650.00
4330 Export Participation Revenue			0.00			0.00	0.00
4331 ProWine			0.00	3,800.00		3,800.00	3,800.00
4334 Canada Trade Tasting			0.00	1,000.00		1,000.00	1,000.00
Total 4330 Export Participation Revenue	0.00	0.00	0.00	4,800.00	0.00	4,800.00	4,800.00
Total 4300 Program Revenue	0.00	0.00	0.00	5,250.00	0.00	5,250.00	5,250.00
4710 Symposium Revenue	326,250.00	330,000.00	656,250.00	321,650.00	270,130.58	591,780.58	(64,469.42)
4800 Other Income			0.00			0.00	0.00
4810 Interest Revenue	50.00	55.00	105.00	55.00	63.18	118.24	13.24
Total 4800 Other Income	50.00	55.00	105.00	55.00	63.18	118.24	13.24
4880 Grant Revenue			0.00			0.00	0.00
4832 Wine Country License Plate	7,590.00	80,000.00	87,590.00	7,500.00	80,000.00	87,500.00	0.00
Total 4880 Grant Revenue	7,590.00	80,000.00	87,590.00	7,500.00	80,000.00	87,500.00	0.00
Sales			0.00	0.00	0.00	0.00	0.00
Wine Collar Income (valuation)			0.00		47,796.00	47,796.00	47,796.00
Total Income	2,535,697.00	2,795,755.00	5,330,852.00	3,638,376.34	3,345,771.02	6,984,149.36	1,683,297.38
Gross Profit	2,535,697.00	2,795,755.00	5,330,852.00	3,638,376.34	3,345,771.02	6,984,149.36	1,683,297.38
Expense							
9800 Research			0.00			0.00	0.00
R100 VR & Ecological Research			0.00			0.00	0.00
R101 Grants	353,860.00	384,751.00	743,611.00	279,690.00	386,751.00	668,911.00	(74,890.00)
R101.01 Special Grant Award - Smoke Research	6,140.00		6,140.00			6,140.00	(6,140.00)
R101.02 Vine Analyzing Demonstration	50,000.00		50,000.00	50,000.00		50,000.00	0.00
Total R101 Grants	410,000.00	384,751.00	794,751.00	329,690.00	386,751.00	718,911.00	(80,940.00)
R104 Grant Management/Administration	16,000.00	16,000.00	32,000.00	16,000.00	13,368.47	29,368.47	(2,631.53)
Total R100 VR & Ecological Research	410,000.00	402,751.00	812,751.00	329,690.00	400,119.47	729,179.47	(83,571.53)
R800 Research Administration			0.00			0.00	0.00
R801 Research Committee Meetings	4,000.00		4,000.00			4,000.00	(4,000.00)
R803 Research Mtg & Travel	5,000.00		5,000.00	10,801.74	624.78	11,426.52	6,426.52
R804 MWC/SFR Contribution	3,000.00	9,000.00	12,000.00	3,300.00	6,228.92	11,528.92	(471.08)
Total R800 Research Administration	12,000.00	9,000.00	21,000.00	14,901.74	6,853.78	22,684.44	1,684.44
R900 Research Employee Compensation	56,671.00	70,000.00	126,671.00	63,206.51	99,650.73	162,857.24	26,786.24
Total 9800 Research	479,671.00	481,751.00	969,822.00	396,348.25	586,823.98	944,922.15	(64,829.95)
2500 Industry Education							
E100 Symposium							
E101 Audio/Visual	56,000.00	56,500.00	112,500.00	50,692.00	58,375.00	109,067.00	(3,433.00)
E103 Facility	64,279.00	75,000.00	139,279.00	68,516.28	75,917.28	144,434.27	6,155.27
E104 Food and Beverage	20,000.00	40,000.00	60,000.00	35,420.97	37,410.98	72,831.96	3,831.96
E105 Materials, Fees, Misc	50,195.00	40,000.00	90,195.00	36,022.06	20,994.19	60,016.16	(34,178.84)
E106 Spanish Translation	7,000.00	10,000.00	17,000.00	7,873.75	7,382.50	15,256.25	(1,643.75)
E108 Speakers	62,000.00	44,500.00	96,500.00	33,458.79	30,875.37	64,334.17	(32,165.83)
E112 Marketing	1,839.00	6,000.00	7,839.00	3,122.89	2,625.99	5,748.79	(2,090.21)
E113 Event Management Contractor	56,817.00	68,000.00	114,817.00	56,520.11	56,811.68	113,331.79	(1,485.21)
Total E100 Symposium	326,290.00	334,000.00	660,290.00	292,718.34	296,382.61	589,111.28	(69,138.71)
E200 Education Projects			0.00			0.00	0.00
E201 Misc Workshops	1,000.00	10,000.00	11,000.00			0.00	(11,000.00)
E202 DTC Workshop	5,000.00	10,000.00	15,000.00			0.00	(15,000.00)
E203 Profit Calculator Development	3,000.00		3,000.00	6,000.00		6,000.00	3,000.00
E205 Community Benchmark	0.00	0.00	0.00			0.00	0.00
Total E200 Education Projects	9,000.00	20,000.00	29,000.00	6,000.00	0.00	6,000.00	(23,000.00)
E700 Education Consulting Services		80,000.00	80,000.00		80,000.00	80,000.00	0.00
E800 Education Administration			0.00			0.00	0.00
E801 Education Committee Meetings	2,000.00		2,000.00	297.83		297.83	(1,702.17)
E802 Education Collateral & Misc			0.00	50.00		50.00	50.00
E803 Education Employee Development	5,000.00		5,000.00	120.00	439.53	559.53	(4,440.47)
E804 Education Mtg & Travel Expense	18,000.00	12,000.00	30,000.00	16,990.19	4,069.06	21,059.25	(8,940.75)
Total E800 Education Administration	25,000.00	12,000.00	37,000.00	16,827.93	4,508.59	21,336.52	(15,663.48)
E900 Education Employee Compensation	193,585.00	190,000.00	373,585.00	195,890.63	198,850.29	394,740.92	(48,825.08)
Total 2500 Industry Education	623,815.00	592,000.00	1,115,815.00	471,126.94	491,790.59	962,967.53	(152,847.47)
2800 Marketing			0.00			0.00	0.00
9800 Brand Equity & Brand Identity			0.00			0.00	0.00
B100 Agency Fees (brand identity creative)			0.00	(800.00)	485.37	(114.63)	(134.63)
B101 Consumer Website Concept/Design/Maintenance		3,000.00	3,000.00	1,637.15		1,637.15	(1,362.85)
B104 Social Media Contractor	20,000.00	24,000.00	44,000.00	18,000.00	23,123.87	41,123.87	(2,876.13)
B107 Digital Advertising	15,000.00	16,000.00	31,000.00	15,845.49	5,782.68	21,628.17	(9,371.83)
Total 9800 Brand Equity & Brand Identity	35,000.00	43,000.00	78,000.00	34,682.64	29,371.92	64,505.56	(13,494.44)
2700 Tourism			0.00			0.00	0.00

	Budget FY23- 24 vDec2023	Budget FY24- 25 v2024.12	Budget FY23- 25 Biennium	Actual FY23- 24	Actual FY24- 25	Actual FY23- 25 Biennium	Actual to Budget
M191 Oregon Wine Month			0.00			0.00	0.00
M191.01 OWM - Trade Programming	15,000.00	30,000.00	45,000.00	19,810.00	41,656.90	61,466.90	36,466.90
M191.02 OWM - Creative and Project Mgmt	15,000.00	7,500.00	22,500.00	6,443.75	6,000.00	12,443.75	(9,056.25)
M191.03 OWM - POS Printing & Distribution	25,000.00	32,500.00	57,500.00	24,709.51	12,932.95	37,642.46	(19,857.54)
M191.04 OWM - Media Plan & Mgmt	50,000.00	60,000.00	110,000.00	47,896.67	94,972.58	142,869.25	32,869.25
M191.05 OWM - Digital Promotion	15,000.00	20,000.00	35,000.00	20,414.06	6,424.39	26,838.45	(8,161.55)
M191.06 OWM - Merchandising Support	30,000.00	30,000.00	60,000.00	18,491.70	5,273.69	23,765.39	(36,234.61)
Total M191 Oregon Wine Month	160,000.00	160,000.00	310,000.00	137,766.69	127,262.54	265,029.23	(44,970.77)
M192 Wines Fly Free	10,000.00	5,000.00	15,000.00	16,196.87	7,295.58	23,492.45	6,492.45
M193 Bounty & Visa	10,000.00	35,000.00	45,000.00	10,626.25	6,025.43	16,651.68	(28,348.32)
M295 Wine Guide	15,000.00	50,000.00	65,000.00	11,000.00	39,842.64	50,842.64	(14,157.36)
T192 Content Development (Includ. photog, Travel OR)	25,000.00	75,000.00	100,000.00	24,101.73	80,552.58	104,654.31	4,754.31
Total 2T 080 Tourism	210,000.00	325,000.00	535,000.00	198,656.54	283,556.75	482,203.29	(71,496.71)
30000 Market Expansion			0.00			0.00	0.00
I000 International Marketing			0.00			0.00	0.00
I101 Northwest Wine Coalition	65,000.00	75,000.00	140,000.00	66,740.00	74,200.00	140,940.00	940.00
I102 Non-Reimbursable Event Cost	20,000.00	10,000.00	30,000.00	28,873.79	10,415.48	39,289.27	9,289.27
I103 Reimbursed Expenses			0.00	(16,223.06)	43,111.48	32,888.42	32,888.42
I103.01 Billable Shipping, Freight & Delivery			0.00	0.00	530.16	530.16	530.16
Total I103 Reimbursed Expenses	0.00	0.00	0.00	(16,223.06)	43,641.64	33,418.56	33,418.56
I106 Logistics & Admin Consultants	85,000.00	70,000.00	155,000.00	84,737.55	52,490.00	137,227.55	(17,772.45)
Total I000 International Marketing	170,000.00	155,000.00	325,000.00	176,128.38	180,657.12	350,765.46	25,765.46
X101 Resource Studio + Website Platform Upgrade	0.00	0.00	0.00			0.00	0.00
X103 Trade Education Tools & Events			0.00			0.00	0.00
M194 Other Programs	5,000.00		5,000.00	128.00		128.00	(4,872.00)
M195 Trade Events - Tassen	14,000.00	20,000.00	34,000.00	14,248.69	13,099.68	27,348.37	(6,651.63)
M196 Marketing Events SCBG	0.00	10,000.00	10,000.00		25,000.00	25,000.00	25,000.00
M197 Trade Organization Sponsorship	10,000.00		10,000.00	6,190.00		6,190.00	(3,810.00)
M198 Domestic Trade Tasting/Education	10,000.00		10,000.00			0.00	(10,000.00)
M291 Resource Studio	15,000.00	7,500.00	22,500.00	8,899.29	7,947.50	16,846.79	(5,653.21)
Total X103 Trade Education Tools & Events	54,000.00	37,500.00	91,500.00	28,656.79	46,047.05	74,703.84	(16,796.16)
Total 30000 Market Expansion	224,000.00	192,500.00	416,500.00	198,785.07	226,704.17	425,469.30	5,989.30
40000 Communications			0.00			0.00	0.00
C100 Media Relations	0.00	0.00	0.00	180.00		180.00	180.00
C100.01 MR - Cross Border Tour	12,000.00	5,000.00	17,000.00	19,940.38		19,940.38	2,940.38
C100.02 MR - Shoulder Season Media Tours	8,000.00	20,000.00	28,000.00	6,824.44		6,824.44	(11,175.56)
C100.03 MR - Association Opportunities	15,000.00	15,000.00	30,000.00			0.00	(30,000.00)
C100.04 MR - Critical Reviewer Coordination	15,000.00	20,000.00	35,000.00	25,809.72	16,792.09	42,601.81	7,301.81
C100.05 MR - Wine Sample Shipments	3,800.00	3,000.00	6,800.00	637.96		637.96	(6,162.04)
C100.06 MR - Media Hosting & Briefings	15,000.00	12,000.00	27,000.00	4,602.07	1,472.71	6,074.78	(21,495.22)
C100.07 MR - Other Programming/Consultants	50,000.00	0.00	50,000.00	57,807.50	9,380.00	67,187.50	9,647.50
Total C100 Media Relations	126,800.00	75,000.00	201,800.00	114,492.67	27,554.71	142,047.76	(59,752.24)
C200 Media Analytics	10,115.00	10,200.00	20,315.00	10,200.00		10,200.00	85.00
C800 Comm.Administration			0.00			0.00	0.00
C801 Bsns & Pubs	1,800.00	4,000.00	5,800.00	4,943.39	2,763.59	6,806.98	906.98
C802 Comm.Collateral & Materials	3,000.00	2,000.00	5,000.00	1,411.00	(183.00)	1,228.00	(1,772.00)
C804 Comm.Mtg & Travel	3,000.00	8,000.00	11,000.00	3,948.17	3,827.28	6,375.45	(4,624.55)
Total C800 Comm.Administration	7,800.00	14,000.00	21,800.00	8,499.56	6,110.87	14,610.43	(7,189.57)
C809 Comm.Employee Compensation	73,825.00	165,000.00	238,825.00	25,896.66	134,121.52	160,018.18	(78,806.82)
Total 40000 Communications	218,440.00	254,200.00	472,840.00	158,696.58	177,987.04	337,067.62	(135,772.38)
M800 Marketing Administration			0.00			0.00	0.00
M801 Marketing Committee Meetings	5,000.00	3,000.00	8,000.00	708.80	250.00	958.80	(7,041.20)
M802 Marketing Collateral & Mts	10,000.00	10,000.00	20,000.00	8,096.66	6,218.06	14,314.72	(5,685.28)
M803 Marketing Employee Development			0.00	774.70	91.88	866.58	866.58
M804 Marketing Mtg & Travel	12,000.00	12,000.00	24,000.00	10,857.80	7,372.44	18,230.24	(5,769.76)
Total M800 Marketing Administration	27,000.00	25,000.00	52,000.00	20,128.16	13,822.38	34,089.94	(17,910.06)
M809 Marketing Employee Compensation	287,380.00	445,000.00	732,380.00	292,498.45	185,343.14	477,841.59	(254,538.41)
Total 80000 Marketing	1,811,820.00	1,284,700.00	2,296,520.00	908,126.44	906,887.49	1,812,912.94	(483,607.06)
40000 Knowledge & Insights			0.00			0.00	0.00
M300 Marketing Research			0.00			0.00	0.00
M301 Marketing Research	20,000.00	50,000.00	70,000.00	369.27	150.00	519.27	(69,480.73)
M302 Nielsen Data	7,500.00	15,000.00	22,500.00			0.00	(22,500.00)
M304 Wine Market Council	5,000.00	5,000.00	10,000.00	5,000.00	5,000.00	10,000.00	0.00
M305 Community Benchmark	17,400.00	23,512.00	40,912.00	17,416.00	23,511.00	40,927.00	(9.00)
Total M300 Marketing Research	49,900.00	93,512.00	143,412.00	22,785.27	28,661.00	61,446.27	(93,511.73)
R200 Industry Research			0.00			0.00	0.00
R201 Ag Census	82,285.00	130,000.00	212,285.00	76,845.33	127,339.89	204,185.22	(7,839.78)
R202 Economic Impact	20,000.00		20,000.00	21,940.00	2,086.11	24,026.11	4,026.11
R203 Misc. Studies	8,750.00	0.00	8,750.00			0.00	(8,750.00)
R204 Salary Survey	5,000.00		5,000.00		3,907.09	3,907.09	(1,092.91)
Total R200 Industry Research	116,035.00	130,000.00	248,035.00	100,785.33	133,333.00	232,118.42	(15,916.58)

	Budget FY23-24 vDec2023	Budget FY24-25 v2024.12	Budget FY23-25 Biennium	Actual FY23-24	Actual FY24-25	Actual FY23-25 Biennium	Actual to Budget
zK90 Knowledge & Insights Compensation	32,557.00	55,000.00	87,557.00	32,495.35	84,237.00	116,732.35	29,175.35
Total 4K00 Knowledge & Insights	193,522.00	283,512.00	477,034.00	156,695.55	346,231.63	482,927.58	(74,795.42)
SL900 Leadership & Partnership			0.00			0.00	0.00
G200 Industry Contributions			0.00			0.00	0.00
G201 Misc Industry Contributions	15,000.00	14,000.00	29,000.00	10,600.00	26,884.41	37,384.41	8,384.41
G202 Industry WCLP Grant		45,000.00	45,000.00		7,800.00	7,800.00	(37,580.00)
Total G200 Industry Contributions	15,000.00	59,000.00	74,000.00	10,600.00	34,384.41	44,884.41	(39,115.59)
L100 Regional Meetings (Including external stakeholders)	2,500.00		2,500.00			0.00	(2,500.00)
L103 Program Contributions			0.00			0.00	0.00
G600 Industry Relations			0.00			0.00	0.00
G601 Subscriptions	35,000.00	30,000.00	65,000.00	30,930.88	36,221.75	67,152.63	2,152.63
G602 Administration/Annual Report	5,000.00	5,000.00	10,000.00	6,222.50	1,050.00	7,272.50	(2,727.50)
G603 Strategic Planning	40,000.00	60,000.00	100,000.00		82,193.92	82,193.92	(37,806.08)
G604 Industry Website/Platform Upgrade	4,000.00	10,000.00	14,000.00	2,543.75		2,543.75	(11,456.25)
G605 DEI Leadership-Infrastructure	8,400.00	0.00	8,400.00	1,200.00		1,200.00	(7,200.00)
G606 Profit Calculator		3,000.00	3,000.00		1,072.08	1,072.08	(1,927.92)
Total G600 Industry Relations	92,400.00	108,000.00	200,400.00	40,897.13	190,537.67	141,404.98	(58,995.26)
Total L100 Program Contributions	92,400.00	108,000.00	200,400.00	40,897.13	190,537.67	141,404.98	(58,995.26)
L800 Leadership & Partnership Administration			0.00			0.00	0.00
L804 Partnership Mtg & Travel	6,000.00	5,500.00	11,500.00	3,545.28		3,545.28	(7,954.72)
Total L800 Leadership & Partnership Administration	6,000.00	5,500.00	11,500.00	3,545.28	0.00	3,545.28	(7,954.72)
L900 Leadership & Partnership Employee Compensation	190,159.00	65,000.00	165,159.00	92,839.99	91,859.42	153,999.32	(21,160.08)
Total SL00 Leadership & Partnership	296,659.00	237,500.00	463,559.00	146,932.31	196,890.58	343,932.91	(189,736.18)
GG000 General & Admin			0.00			0.00	0.00
G100 Board Administration			0.00			0.00	0.00
G101 Meetings/Board	10,300.00	10,000.00	20,300.00	9,990.08	9,095.78	19,085.84	(7,311.14)
G102 Travel Expense/Board	5,000.00	10,000.00	15,000.00	9,897.88	14,942.43	24,740.31	9,690.31
G103 Board Director Compensation	10,000.00	10,000.00	20,000.00	5,788.00	3,494.00	9,282.00	(10,718.00)
Total G100 Board Administration	25,300.00	30,000.00	65,300.00	24,895.94	27,485.19	52,285.15	(9,045.08)
G300 Consultants			0.00			0.00	0.00
G302 Financial Review	10,000.00		10,000.00	10,000.00		10,000.00	0.00
Total G300 Consultants	10,000.00	0.00	10,000.00	10,000.00	0.00	10,000.00	0.00
G500 Office Administration			0.00			0.00	0.00
G501 Rent	0.00	75,000.00	75,000.00		30,989.53	30,989.53	(44,010.47)
G501.1 Tenant Rent Expense			0.00		1,895.00	1,895.00	1,895.00
Total G501 Rent	0.00	75,000.00	75,000.00	0.00	40,884.53	40,884.53	(34,115.47)
G502 Equipment/Furniture/Maintenance	31,000.00	65,000.00	96,000.00	25,615.09	66,947.92	82,463.01	6,463.01
G503 Postage/Supplies/Fees	16,000.00	16,000.00	32,000.00	16,421.89	17,370.00	32,791.82	791.82
G504 Telephone/Internet Fees	6,000.00	16,000.00	22,000.00	6,839.43	13,238.57	20,078.00	(1,822.00)
Total G500 Office Administration	53,000.00	162,000.00	215,000.00	47,776.41	136,492.05	186,178.46	(26,821.54)
G800 Staff Administration			0.00			0.00	0.00
G802 Employee Development/G&A	20,500.00	8,000.00	28,500.00	12,257.94	231.88	12,489.82	(36,010.18)
G803 Mtg & Travel/G&A	42,000.00	50,000.00	92,000.00	41,377.36	21,493.97	62,871.33	(29,128.67)
G804 Temp & Contract Support	70,000.00	30,000.00	100,000.00	97,852.35	26,683.95	126,036.30	26,036.30
G805 Legal Fees	10,000.00	20,000.00	30,000.00	16,942.40	23,195.39	39,243.70	9,243.70
Total G800 Staff Administration	142,500.00	108,000.00	250,500.00	167,830.05	73,695.19	241,238.15	(4,261.85)
G900 Employee Compensation/G&A	576,451.00	410,000.00	926,451.00	606,141.77	486,287.51	913,429.28	(33,021.72)
G901 Employee Retirement Allocation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
G909 Accrued PTO Balances	70,000.00	40,000.00	110,000.00		15,599.95	15,599.95	(94,400.05)
Total GG00 General & Admin	617,251.00	756,000.00	1,573,251.00	755,354.19	663,342.80	1,419,696.99	(154,554.01)
8000 General & Administrative			0.00			0.00	0.00
8200 Employee Compensation			0.00			0.00	0.00
8210 Salaries and Wages			0.00	0.00	0.00	0.00	0.00
8230 Payroll Tax			0.00	0.00	0.00	0.00	0.00
Total 8200 Employee Compensation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8800 Misc. Administration			0.00			0.00	0.00
8880 Miscellaneous			0.00		(100.00)	(100.00)	(100.00)
Total 8800 Misc. Administration	0.00	0.00	0.00	0.00	(100.00)	(100.00)	(100.00)
Total 8000 General & Administrative	0.00	0.00	0.00	0.00	(100.00)	(100.00)	(100.00)
QuickBooks Payments Fees			0.00		82.50	82.50	82.50
Total Expenses	3,340,536.00	3,035,463.00	6,376,000.00	2,871,623.08	3,013,679.32	5,884,702.40	(1,071,295.68)
Net Operating Income	(795,441.00)	(809,768.00)	(1,545,149.00)	207,355.28	332,091.79	539,446.98	2,084,595.98
Net Income	(795,441.00)	(809,768.00)	(1,545,149.00)	207,355.28	332,091.79	539,446.98	2,084,595.98

Exhibit 3: Supporting Financials – Budget to Actuals Variance Analysis

Exhibit 4: Supporting Financials - Balance Sheet

Oregon Wine Board
Balance Sheet
As of June 30, 2025 v2025.10.06

	Jul - Sep, 2023	Oct - Dec, 2023	Jan - Mar, 2024	Apr - Jun, 2024	Jul - Sep, 2024	Oct - Dec, 2024	Jan - Mar, 2025	Apr - Jun, 2025
ASSETS								
Current Assets								
Bank Accounts								
1000 Umpqua Bank Checking	697,942.60	333,723.24	1,286,394.75	952,982.69	1,199,149.75	995,293.14	1,919,693.64	783,596.46
1050 Umpqua Bank Money Market	549,038.48	549,094.32	549,058.01	549,071.73	632,079.74	632,595.98	632,611.28	900,005.27
1059 Escrow	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1090 Merchant Accounts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1091 PrePay	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 1090 Merchant Accounts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Bank Accounts	1,246,972.08	882,767.56	1,835,452.76	1,501,934.59	1,789,229.49	1,627,889.12	2,552,304.92	1,683,601.73
Accounts Receivable								
1200 Accounts Receivable	19,399.56	12,236.35	127,307.69	129,982.09	130,385.29	129,861.79	99,328.93	242,427.26
Total Accounts Receivable	19,399.56	12,236.35	127,307.69	129,982.09	130,385.29	129,861.79	99,328.93	242,427.26
Other Current Assets								
1300 Accrued Revenue 03-00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1499 Unallocated Funds	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Asset	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47,356.60
Total Other Current Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47,356.60
Total Current Assets	1,266,371.64	894,963.72	1,962,760.45	1,621,916.68	1,919,614.78	1,757,750.92	2,551,633.85	1,973,384.59
Other Assets								
1200 Reimburse Paid Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1250 Prepaid Expenses	0.00	0.00	6,898.00	6,977.29	(11,619.87)	7,808.11	17,339.73	69,094.83
1280 Security Deposit	0.00	0.00	0.00	6,919.00	6,919.82	11,899.00	11,899.00	6,811.75
Right-of-Use Asset	0.00	0.00	0.00	0.00	0.00	0.00	146,145.94	142,663.47
Total Other Assets	0.00	0.00	6,898.00	13,896.29	(4,800.05)	19,707.11	179,384.67	214,670.05
TOTAL ASSETS	1,266,371.64	894,963.72	1,969,658.45	1,635,812.97	1,914,814.73	1,777,458.03	2,731,018.52	2,188,054.64
LIABILITIES AND EQUITY								
Liabilities								
Current Liabilities								
Accounts Payable								
2000 Accounts Payable	76,361.58	66,685.06	164,898.10	79,083.97	90,229.14	52,897.31	66,268.47	87,318.71
2050 Grants Payable	0.00	0.00	0.00	12,480.00	12,430.80	12,430.00	12,430.00	12,430.80
Accrued Expenses	0.00	0.00	0.00	0.00	0.00	6,699.00	2,770.00	7,900.00
Total Accounts Payable	76,361.58	66,685.06	164,898.10	91,563.97	102,659.94	71,926.31	81,468.47	107,649.51
Credit Cards								
Credit Card 9737 AP	22,581.44	28,090.63	19,907.94	38,411.49	8,000.33	11,749.67	38,638.47	47,071.76
Total Credit Cards	22,581.44	28,090.63	19,907.94	38,411.49	8,000.33	11,749.67	38,638.47	47,071.76
Other Current Liabilities								
2101 Payroll Liabilities	4,361.24	6,181.20	5,091.90	4,237.52	6,713.78	6,671.58	4,094.04	4,299.51
2102 PSA Employee Contributions	0.00	0.00	1,009.33	299.57	(1,129.75)	(858.76)	(1,838.18)	(1,338.59)
2120 Accrued PTO Balance	77,008.00	77,008.00	77,008.00	36,500.00	36,500.00	36,500.00	36,500.00	52,099.99
Total 2101 Payroll Liabilities	81,369.24	83,189.20	83,109.23	40,967.09	42,094.03	42,312.82	38,957.86	55,060.91
2110 Direct Deposit Liabilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2200 Deferred Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Current Liabilities	81,369.24	83,189.20	83,109.23	40,967.09	42,094.03	42,312.82	38,957.86	55,060.91
Total Current Liabilities	180,312.26	168,664.89	247,907.33	152,782.55	153,754.30	126,239.13	124,064.74	209,776.86
Long-Term Liabilities								
Right-of-Use Liability								
Right-of-Use Liability	0.00	0.00	0.00	0.00	0.00	0.00	146,665.19	142,796.67
Total Long-Term Liabilities	0.00	0.00	0.00	0.00	0.00	0.00	146,665.19	142,796.67
Total Liabilities	180,312.26	168,664.89	247,907.33	152,782.55	153,754.30	126,239.13	270,729.93	352,573.53
Equity								
3000 Opening Bal Equity	13,492.81	13,492.81	13,492.81	13,492.81	13,492.81	13,492.81	13,492.81	13,492.81
3060 Retained Earnings	1,269,442.18	1,269,442.18	1,269,442.18	1,269,442.18	1,467,797.49	1,499,399.99	1,499,399.99	1,480,389.99
Net Income	(157,898.68)	(447,048.15)	431,848.50	237,385.28	380,094.36	132,495.16	899,420.94	332,091.70
Total Equity	1,095,636.31	725,886.84	1,524,783.49	1,490,320.27	1,791,287.66	1,634,388.06	2,990,213.74	1,837,972.50
TOTAL LIABILITIES AND EQUITY	1,285,948.57	894,551.73	1,772,690.82	1,628,102.82	1,916,102.36	1,761,647.19	2,721,242.67	2,188,054.64
From Bank Statements								
Checking Account Balance at End of Qtr	697,942.60	333,723.24	1,290,260.59	964,489.80	1,199,749.79	994,148.14	1,926,280.67	842,349.22
MM Account Balance at End of Qtr	549,038.48	549,094.32	549,058.01	549,071.73	632,079.74	632,595.99	632,611.28	900,005.27
Checking Account - Balance Sheet Less Statement = \$0?	0.00	0.00	(1,898.61)	(12,415.45)	(890.00)	1,145.00	(8,920.00)	(158,752.70)
Money Market Account - Balance Sheet Less Statement = \$0?	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Unreconciled Items as of end of Qtr per reconciliation - Balance Sheet less	0.00	0.00	(1,898.61)	(12,415.45)	(890.00)	1,145.00	(8,920.00)	(158,752.70)
Final Reconcile of Balance Sheet vs Bank Statement	0.00	0.00	(0.00)	(0.00)	0.00	0.00	0.00	0.00

Section II: Budget Comparison

Oregon Wine Board's (OWB) main revenue stream is from an agriculturally based product influenced by growing season, environmental risks, market conditions and consumer demand for wine. It is important to provide the background on the OWB budget process.

OWB is a unique semi-independent state agency with approximately 75% of our revenue derived from Grape Assessment. In a given fiscal year Grape Assessment from two different harvest years is transferred to OWB. Developing, approving and submitting a budget to the state by April 1 does not allow insights into the anticipated revenue from the current harvest year.

To meet the April 1 State deadline and align with operations, OWB conducts two budget cycles for each fiscal year. The first cycle is from January-March and the second cycle from June-August. Each budget cycle includes public input of the proposed budget, budget approval by the Finance Committee and budget approval and adoption by the Board of Directors at a public Board Meeting. A graphic representation of the FY26-27 budget and reporting process and influencing factors is included in Figure 1.

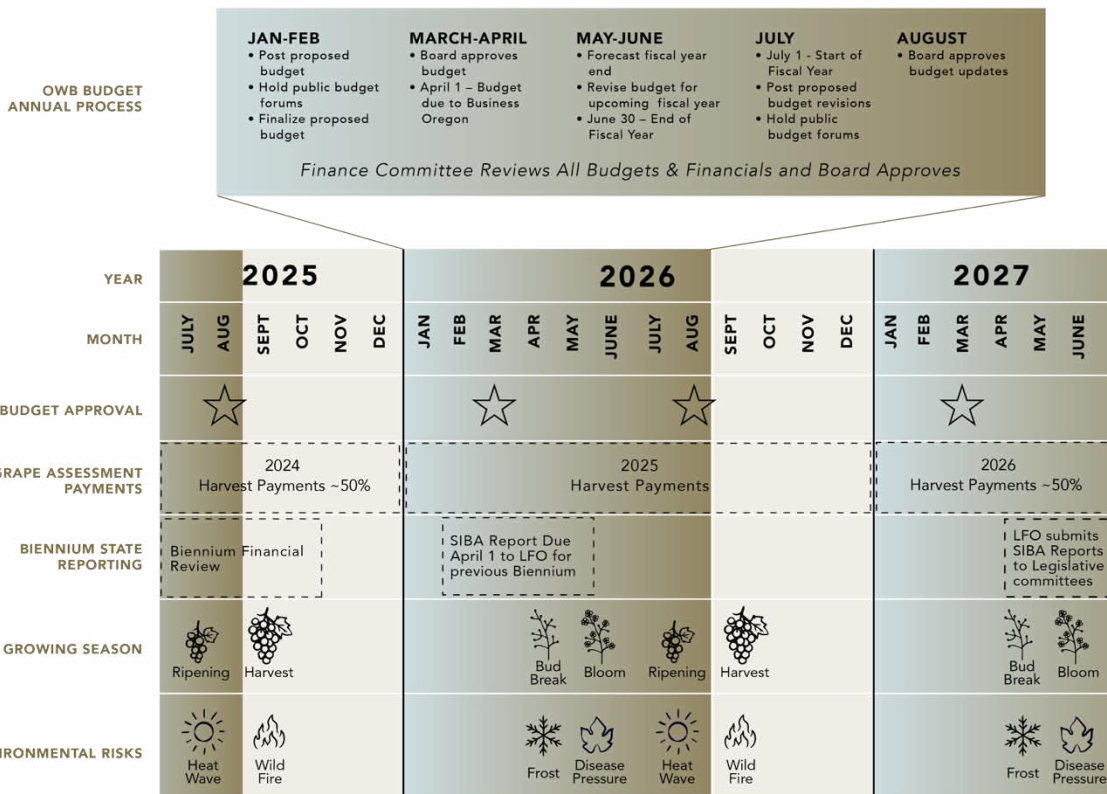
Figure 1: Oregon Wine Board Budget and Reporting Process



Oregon Wine Board Budget and Reporting Process.

How Agricultural, Revenue Lag, & Oversight Shape Budgeting

JULY 2025 – JUNE 2027 BIENNIUM



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

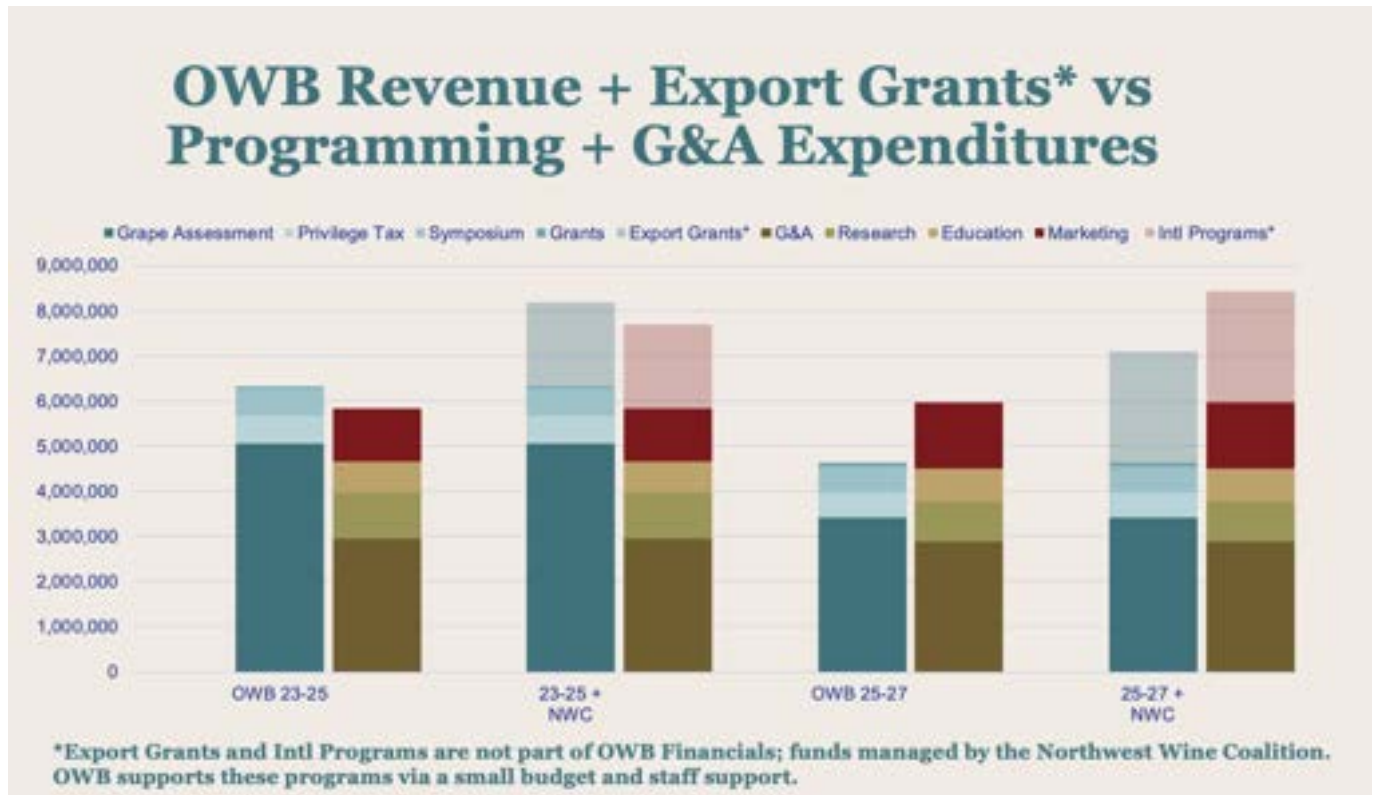
All budgets, financials, budget development meetings and historic information including recordings of public presentations/forums are available on OWB’s website [Budget & Financials](#).

To improve transparency of spends and clarity of program management areas. OWB adopted a new General Ledger (GL) beginning in FY 2025-26. Expense categories in the new GL are Research, Education, Marketing and General & Admin. Expenditures previously classified under Knowledge & Insights and Leadership & Partnership have been reclassified to Research, Education, Marketing or General & Admin. Compensation, administration, and travel for all staff members have been moved to General & Admin instead of being spread across various expense categories.

Each year, the OWB budget supports international marketing programming. Most of the funding for programming is via the Northwest Wine Coalition (NWC). NWC active members are the OWB and the Washington State Wine Commission (WSWC). NWC is a nonprofit entity eligible for USDA Grants. The mission of the NWC is to drive industry growth through the development of new and existing international markets and to raise awareness and demand for Northwest wine through marketing, education, communication, and winery participation in international activities.

In 2023-25, OWB utilized \$1,855,000 of USDA grants and program expenditures via NWC. For the 2025-27 biennium the budget is \$2,450,000 of USDA grants and program expenditures via NWC. These funds are not part of the OWB P&L, but the impact is significant and are represented in Figure 2, below, in the new GL.

Figure 2: OWB Biennium Actuals & Budgets plus Grants and Expenditures via NWC



Financials are presented on the following pages and are included in a separate spreadsheet, OWB_EXHIBITS.xlsx.

- Exhibit 5: Balance sheet for 2023-25 biennium ending June 30, 2025
- Exhibit 6: Forecasted balance sheet for the 2025-27 biennium ending June 30, 2027
- Exhibit 7: Final adopted budgets to actual revenues and expenditures for 2023-25 biennium
- Exhibit 8: All budget versions for each fiscal year of 2023-25 biennium
- Exhibit 9: Detailed Mapping of 2023-25 biennium all budgets and actuals to the GL effective with FY 2025-26
- Exhibit 10: 2023-25 biennium final budgets and actuals in new GL effective with FY 2025-26
- Exhibit 11: Line-item comparison of 2023-25 final budget to 2025-27 budgets (as of March 2026) and 2023-2025 actuals to 2025-27 budget. All presented in the new GL.
- Exhibit 12: All budget versions for each fiscal year of 2025-27 biennium available as of March 2026

Exhibit 5: Balance sheet for 2023-25 biennium ending June 30, 2025

Balance Sheet

Distribution account	Total	
	As of June 30, 2025	As of June 30, 2023 (PP)
Assets		
Current Assets		
Bank Accounts		
1000 Unique Bank Checking	783,586	779,134
1050 Unique Bank Money Market	900,005	548,017
1055 Escrow	0	0
1000 Merchant Accounts		
1091 ProPay	0	0
Total for 1000 Merchant Accounts	0	0
Total for Bank Accounts	1,683,602	1,328,151
Accounts Receivable		
1200 Accounts Receivable	242,427	232,452
Total for Accounts Receivable	242,427	232,452
Other Current Assets		
1300 Accrued Revenue 02-03	0	0
1499 Undeposited Funds	0	0
Inventory Asset	47,756	0
Total for Other Current Assets	47,756	0
Total for Current Assets	1,973,785	1,560,603
Other Assets		
1220 Reimburse Paid Expenses	0	0
1250 Prepaid Expenses	66,985	67,788
1280 Security Deposit	6,812	0
Right-of-Use Asset	140,863	0
Total for Other Assets	214,670	67,788
Total for Assets	2,188,455	1,628,391
Liabilities and Equity		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable	87,319	221,303
2050 Grants Payable	12,400	0
Accrued Expenses	7,923	0
Total for Accounts Payable	107,641	221,303
Credit Cards		
Cred1 Card 9737 AP	47,072	51,888
Total for Credit Cards	47,072	51,888
Other Current Liabilities		
2101 Payroll Liabilities	4,253	4,265
2102 FSA Employee Contributions	(1,527)	0
2120 Accrued PTO Balance	62,100	77,900
Total for 2101 Payroll Liabilities	55,066	81,265
2110 Direct Deposit Liabilities	0	0
2200 Deferred Revenue	0	0
Total for Other Current Liabilities	55,066	81,265
Total for Current Liabilities	209,779	354,456
Long-term Liabilities		
Right-of-Use Liability	142,701	0
Total for Long-term Liabilities	142,701	0
Total for Liabilities	352,480	354,456
Equity		
3000 Opening Bal Equity	13,493	13,493
3900 Retained Earnings	1,490,391	1,215,580
Net Income	332,052	44,849
Total for Equity	1,835,975	1,273,925
Total for Liabilities and Equity	2,188,455	1,628,391

Exhibit 6: Forecasted balance sheet for the 2025-27 biennium ending June 30, 2027

Proforma Balance Sheet

Distribution account	Total	
	Proforma As of June 30, 2027	As of June 30, 2025
Assets		
Current Assets		
Bank Accounts		
1000 Umpqua Bank Checking	74,669.63	703,596.46
1050 Umpqua Bank Money Market	458,588.00	900,005.27
1055 Escrow	0.00	0.00
1090 Merchant Accounts		
1091 ProPay	0.00	0.00
Total for 1090 Merchant Accounts	\$0.00	\$0.00
Total for Bank Accounts	\$534,257.63	\$1,603,601.73
Accounts Receivable		
1200 Accounts Receivable	142,181.60	242,427.26
Total for Accounts Receivable	\$142,181.60	\$242,427.26
Other Current Assets		
1300 Accrued Revenue 02-03		0.00
1499 Undeposited Funds		0.00
Inventory Asset	20,000.00	47,756.00
Total for Other Current Assets	\$20,000.00	\$47,756.00
Total for Current Assets	\$696,439.23	\$1,973,784.99
Other Assets		
1220 Reimburse Paid Expenses		0.00
1250 Prepaid Expenses	30,000.00	66,994.93
1260 Security Deposit	6,811.75	6,811.75
Right-of-Use Asset	98,604.81	140,863.47
Total for Other Assets	\$135,416.56	\$214,670.15
Total for Assets	\$831,855.79	\$2,188,455.14
Liabilities and Equity		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable	100,000.00	87,318.71
2050 Grants Payable	0.00	12,400.00
Accrued Expenses	10,000.00	7,922.50
Total for Accounts Payable	\$110,000.00	\$107,641.21
Credit Cards		
Credit Card 9/37 AP	50,000.00	47,071.78
Total for Credit Cards	\$50,000.00	\$47,071.78
Other Current Liabilities		
2101 Payroll Liabilities	4,292.51	4,292.51
2102 FSA Employee Contributions	0.00	-1,326.58
2120 Accrued PTO Balance	30,000.00	52,089.95
Total for 2101 Payroll Liabilities	\$34,292.51	\$55,065.87
2110 Direct Deposit Liabilities	0.00	0.00
2200 Deferred Revenue	0.00	0.00
Total for Other Current Liabilities	\$34,292.51	\$55,065.87
Total for Current Liabilities	\$194,292.51	\$209,778.86
Long-term Liabilities		
Right-of-Use Liability	108,514.87	142,700.87
Total for Long-term Liabilities	\$108,514.87	\$142,700.87
Total for Liabilities	\$302,807.38	\$352,479.73
Equity		
3000 Opening Bal Equity	13,492.81	13,492.81
3900 Retained Earnings	1,822,482.90	1,490,390.90
Net Income	-1,306,927.00	332,091.70
Total for Equity	\$529,048.41	\$1,835,975.41
Total for Liabilities and Equity	\$831,855.79	\$2,188,455.14

Exhibit 7: Final adopted budgets to actual revenues and expenditures for 2023-25 biennium

	Final Budget FY23-24 vDec2023	Final Budget FY24-25 v2024.12	Final 2023-25 Budget	Actual FY23- 24	Actual FY24- 25	2023-25 Actuals
Income						
4100 Grape Assessment (\$25/ton)	1,872,572.00	2,106,000.00	3,978,572.00	2,386,828.04	2,660,483.90	5,060,311.94
4200 Wine Tax (2c/gal)	328,725.00	309,700.00	638,425.00	314,065.26	311,258.44	625,453.70
4300 Program Revenue						
4305 Marketing Participation Revenue		0.00		650.00		650.00
4330 Export Participation Revenue						
4331 ProWein				3,600.00		3,600.00
4334 Canada Trade Tasting				1,000.00		1,000.00
Total 4330 Export Participation Revenue	0.00	0.00	0.00	4,600.00	0.00	4,600.00
Total 4300 Program Revenue	0.00	0.00	0.00	5,250.00	0.00	5,250.00
4310 Symposium Revenue	326,250.00	330,000.00	656,250.00	321,650.00	276,109.50	597,759.50
4500 Other Income						
4510 Interest Revenue	50.00	55.00	105.00	55.06	63.18	118.24
Total 4500 Other Income	50.00	55.00	105.00	55.06	63.18	118.24
4600 Grant Revenue						
4620 Specialty Crop Block						
4632 Wine Country License Plate	7,500.00	50,000.00	57,500.00	7,500.00	50,000.00	57,500.00
Total 4600 Grant Revenue	7,500.00	50,000.00	57,500.00	7,500.00	50,000.00	57,500.00
Sales						
Wine Cellar Income (valuation)					47,756.00	47,756.00
Total Income	2,535,067.00	2,795,755.00	5,330,852.00	3,038,378.36	3,345,771.02	6,384,149.38
Gross Profit	2,535,067.00	2,795,755.00	5,330,852.00	3,038,378.36	3,345,771.02	6,384,149.38
Expenses						
1R000 Research.						
R100 Vit & Enological Research						
R101 Grants.	353,860.00	386,751.00	740,611.00	279,060.00	386,751.00	665,811.00
R101.01 Special Grant Award - Smoke Research	6,140.00		6,140.00			
R101.02 Vine Mealybug Delimitation	50,000.00		50,000.00	50,000.00		50,000.00
Total R101 Grants.	410,000.00	386,751.00	796,751.00	329,060.00	386,751.00	715,811.00
R104 Grant Management/Administration		16,000.00	16,000.00		13,368.47	13,368.47
Total R100 Vit & Enological Research	410,000.00	402,751.00	812,751.00	329,060.00	400,119.47	729,179.47
R800 Research. Administration						
R801 Research.Committee Meetings	4,000.00		4,000.00			
R803 Research.Mtg & Travel	5,000.00		5,000.00	10,801.74	624.78	11,426.52
R804 NWCBFRR Contribution	3,000.00	9,000.00	12,000.00	3,300.00	8,228.92	11,528.92
Total R800 Research. Administration	12,000.00	9,000.00	21,000.00	14,101.74	8,853.70	22,955.44
R900 Research.Employee Compensation	56,071.00	70,000.00	126,071.00	53,206.51	96,650.73	152,857.24
Total 1R000 Research.	478,071.00	481,751.00	958,822.00	396,368.25	508,623.90	904,982.15
2E000 Industry Education.						
E100 Symposium						
E101 Audio/Visual	56,000.00	56,500.00	112,500.00	50,682.00	58,375.00	109,057.00
E103 Facility	64,279.00	75,000.00	139,279.00	68,516.89	75,917.28	145,434.27
E104 Food and Beverage	29,000.00	40,000.00	69,000.00	35,420.97	37,410.99	72,831.96
E105 Materials, Fees, Misc	59,195.00	40,000.00	99,195.00	36,022.06	26,994.10	65,016.16
E108 Spanish Translation	7,000.00	10,000.00	17,000.00	7,973.75	7,362.50	15,336.25
E109 Speakers	52,000.00	44,500.00	96,500.00	33,459.70	30,675.37	64,335.07
E112 Marketing	1,839.00	6,000.00	7,839.00	3,122.80	2,625.99	5,748.79
E113 Event Management Contractor	56,937.00	58,000.00	114,937.00	56,520.11	56,811.68	113,331.79
Total E100 Symposium	326,250.00	330,000.00	656,250.00	292,718.38	298,392.91	591,111.29
E200 Education Projects						
E201 Misc Workshops	1,000.00	10,000.00	11,000.00			0.00
E202 DTC/ Workshop	5,000.00	10,000.00	15,000.00			0.00
E203 Profit Calculator Development	3,000.00		3,000.00	6,000.00		6,000.00
E205 Community Benchmark	0.00	0.00				0.00
Total E200 Education Projects	9,000.00	20,000.00	29,000.00	6,000.00	0.00	6,000.00
E700 Education.Consulting Services		80,000.00	80,000.00		80,000.00	80,000.00
E800 Education.Administration						

	Final Budget FY23-24 vDec2023	Final Budget FY24-25 v2024.12	Final 2023-25 Budget	Actual FY23- 24	Actual FY24- 25	2023-25 Actuals
E801 Education.Committee Meetings	2,000.00		2,000.00	297.83		297.83
E802 Education.Collateral & Mtis				50.00		50.00
E803 Education.Employee Development	5,000.00		5,000.00	120.00	439.53	559.53
E804 Education.Mtg & Travel Expense	18,000.00	12,000.00	30,000.00	16,060.10	4,069.86	20,129.96
Total E800 Education.Administration	25,000.00	12,000.00	37,000.00	16,527.93	4,509.39	21,037.32
E900 Education.Employee Compensation	163,565.00	150,000.00	313,565.00	155,880.63	106,858.29	264,738.92
Total 2E000 Industry Education.	523,815.00	592,000.00	1,115,815.00	471,126.94	491,760.59	962,887.53
3M000 Marketing.						
1B000 Brand Equity & Brand Identity						
B100 Agency Fees (brand identity creative)				(900.00)	485.37	(114.63)
B101 Consumer Website Concept/Design/Maintenance		3,000.00	3,000.00	1,637.15		1,637.15
B106 Social Media Contractor	20,000.00	24,000.00	44,000.00	18,000.00	23,123.87	41,123.87
B107 Digital Advertising	15,000.00	16,000.00	31,000.00	15,645.49	5,762.68	21,408.17
Total 1B000 Brand Equity & Brand Identity	35,000.00	43,000.00	78,000.00	34,682.64	29,371.92	64,054.56
2T000 Tourism						
M101 Oregon Wine Month						
M101.01 OWM - Trade Programming	15,000.00	30,000.00	45,000.00	19,810.00	41,658.90	61,468.90
M101.02 OWM - Creative and Project Mngmt	15,000.00	7,500.00	22,500.00	6,443.75	6,000.00	12,443.75
M101.03 OWM - POS Printing & Distribution	25,000.00	32,500.00	57,500.00	24,709.51	12,932.95	37,642.46
M101.04 OWM - Media Plan & Mngmt	50,000.00	50,000.00	100,000.00	47,866.67	54,972.50	102,839.17
M101.05 OWM - Digital Promotion	15,000.00	20,000.00	35,000.00	20,414.06	6,424.39	26,838.45
M101.06 OWM - Merchandising Support	30,000.00	20,000.00	50,000.00	18,491.70	5,273.80	23,765.50
Total M101 Oregon Wine Month	150,000.00	160,000.00	310,000.00	137,755.69	127,262.54	265,018.23
M102 Wines Fly Free	10,000.00	5,000.00	15,000.00	16,106.87	7,295.58	23,402.45
M106 Bounty & Vine	10,000.00	35,000.00	45,000.00	10,926.25	8,605.43	19,531.68
M205 Wine Guide	15,000.00	50,000.00	65,000.00	11,000.00	39,842.64	50,842.64
T102 Content Development (includ. photog, Travel OR)	25,000.00	75,000.00	100,000.00	24,161.73	80,552.56	104,714.29
Total 2T000 Tourism	210,000.00	325,000.00	535,000.00	199,950.54	263,550.75	463,509.29
3X000 Market Expansion						
I000 International Marketing						
I101 Northwest Wine Coalition	65,000.00	75,000.00	140,000.00	66,740.00	74,200.00	140,940.00
I102 Non-Reimbursable Event Cost	20,000.00	10,000.00	30,000.00	28,873.79	10,415.48	39,289.27
I103 Reimbursed Expenses				(10,223.06)	43,111.48	32,888.42
I103.01 Billable Shipping, Freight & Delivery				0.00	530.16	530.16
Total I103 Reimbursed Expenses	0.00	0.00	0.00	(10,223.06)	43,641.64	33,418.58
I000 Logistics & Admin Consultants	65,000.00	70,000.00	135,000.00	64,737.55	52,400.00	117,137.55
Total I000 International Marketing	170,000.00	155,000.00	325,000.00	170,128.28	180,657.12	350,785.40
X101 Resource Studio + Website Platform Upgrade						
X103 Trade Education Tools & Events						
M104 Other Programs	5,000.00		5,000.00	128.00		128.00
M105 Trade Events - Teasom	14,000.00	20,000.00	34,000.00	14,249.59	13,099.55	27,349.14
M106 Marketing Events SCBG	0.00	10,000.00	10,000.00		25,000.00	25,000.00
M107 Trade Organization Sponsorship	10,000.00		10,000.00	6,190.00		6,190.00
M109 Domestic Trade Tasting/Education	10,000.00		10,000.00			0.00
M201 Resource Studio	15,000.00	7,500.00	22,500.00	8,069.20	7,947.50	16,016.70
Total X103 Trade Education Tools & Events	54,000.00	37,500.00	91,500.00	28,656.79	46,047.05	74,703.84
Total 3X000 Market Expansion	224,000.00	192,500.00	416,500.00	198,785.07	226,704.17	425,489.24
4C000 Communications						
C100 Media Relations						
C100.01 MR - Cross Border Tour	12,000.00	5,000.00	17,000.00	19,640.38		19,640.38
C100.02 MR - Shoulder Season Media Tours	8,000.00	20,000.00	28,000.00	6,824.44		6,824.44
C100.03 MR - Association Opportunities	15,000.00	15,000.00	30,000.00			0.00
C100.04 MR - Critical Reviewer Coordination	15,000.00	20,000.00	35,000.00	25,609.72	16,702.00	42,311.72
C100.05 MR - Wine Sample Shipments	3,500.00	3,000.00	6,500.00	537.96		537.96
C100.06 MR - Media Hosting & Briefings	15,000.00	12,000.00	27,000.00	4,032.07	1,472.71	5,504.78
C100.07 MR - Other Programming/Consultants	58,000.00	0.00	58,000.00	57,667.50	9,380.00	67,047.50
Total C100 Media Relations	126,500.00	75,000.00	201,500.00	114,482.07	27,554.71	142,036.76

	Final Budget FY23-24 vDec2023	Final Budget FY24-25 v2024.12	Final 2023-25 Budget	Actual FY23- 24	Actual FY24- 25	2023-25 Actuals
C200 Media Analytics	10,115.00	10,200.00	20,315.00	10,200.00	10,200.00	20,400.00
C800 Comm. Administration						
C801 Subs & Pubs	1,800.00	4,000.00	5,800.00	4,043.39	2,763.53	6,806.92
C802 Comm. Collateral & Materials	3,000.00	2,000.00	5,000.00	1,411.00	(180.00)	1,231.00
C804 Comm. Mtg & Travel	3,000.00	8,000.00	11,000.00	3,045.17	3,527.28	6,572.45
Total C800 Comm. Administration	7,900.00	14,000.00	21,900.00	8,499.56	6,110.81	14,610.37
C900 Comm. Employee Compensation	73,925.00	158,000.00	228,925.00	25,888.95	134,121.52	160,010.47
Total 4C000 Communications	218,440.00	254,200.00	472,640.00	159,080.58	177,967.04	337,067.62
M800 Marketing Administration						0.00
M801 Marketing Committee Meetings	5,000.00	3,000.00	8,000.00	708.80	250.00	958.80
M802 Marketing Collateral & Mts	10,000.00	10,000.00	20,000.00	8,066.86	6,218.06	14,304.92
M803 Marketing Employee Development				774.70	81.88	856.58
M804 Marketing Mtg & Travel	12,000.00	12,000.00	24,000.00	10,557.80	7,372.44	17,930.24
Total M800 Marketing Administration	27,000.00	25,000.00	52,000.00	20,128.16	13,922.38	34,060.54
M900 Marketing Employee Compensation	297,380.00	445,000.00	742,380.00	292,498.45	195,343.14	487,841.59
Total 3M000 Marketing	1,811,820.00	1,284,700.00	2,296,520.00	905,125.44	906,887.40	1,812,012.84
4K000 Knowledge & Insights						
M300 Marketing Research						
M301 Marketing Research	20,000.00	50,000.00	70,000.00	369.27	150.00	519.27
M302 Nielsen Data	7,500.00	15,000.00	22,500.00			0.00
M304 Wine Market Council	5,000.00	5,000.00	10,000.00	5,000.00	5,000.00	10,000.00
M305 Community Benchmark	17,450.00	23,512.00	40,962.00	17,416.00	23,511.60	40,927.60
Total M300 Marketing Research	49,950.00	93,512.00	143,462.00	22,785.27	28,661.60	51,446.87
R200 Industry Research						
R201 Ag Census	82,265.00	130,000.00	212,265.00	78,845.33	127,339.83	206,185.16
R202 Economic Impact	20,000.00		20,000.00	21,940.00	2,066.11	24,026.11
R203 Misc. Studies	8,750.00		8,750.00			0.00
R204 Salary Survey		5,000.00	5,000.00		3,907.09	3,907.09
Total R200 Industry Research	111,015.00	135,000.00	246,015.00	100,785.33	133,333.03	234,118.36
zK900 Knowledge & Insights Compensation	32,557.00	55,000.00	87,557.00	32,495.35	84,237.00	116,732.35
Total 4K000 Knowledge & Insights	193,522.00	283,512.00	477,034.00	156,065.95	246,231.63	462,287.58
5L000 Leadership & Partnership						
G200 Industry Contributions						
G201 Misc Industry Contributions	15,000.00	14,000.00	29,000.00	10,500.00	26,894.41	37,394.41
G202 Industry WCLP Grant		45,000.00	45,000.00		7,500.00	7,500.00
Total G200 Industry Contributions	15,000.00	59,000.00	74,000.00	10,500.00	34,384.41	44,894.41
L100 Regional Meetings (Including external stakeholders)	2,500.00		2,500.00			0.00
L103 Program Contributions						
G600 Industry Relations						
G601 Subscriptions	35,000.00	30,000.00	65,000.00	30,980.88	36,221.75	67,152.63
G602 Administration/Annual Report	5,000.00	5,000.00	10,000.00	6,222.50	1,050.00	7,272.50
G603 Strategic Planning	40,000.00	60,000.00	100,000.00		62,163.92	62,163.92
G604 Industry Website Platform Upgrade	4,000.00	10,000.00	14,000.00	2,543.75		2,543.75
G605 DEI Leadership-Infrastructure	8,400.00	0.00	8,400.00	1,200.00		1,200.00
G606 Profit Calculator		3,000.00	3,000.00		1,072.00	1,072.00
Total G600 Industry Relations	92,400.00	108,000.00	200,400.00	40,897.13	100,507.67	141,404.80
Total L103 Program Contributions	92,400.00	108,000.00	200,400.00	40,897.13	100,507.67	141,404.80
L800 Leadership & Partnership Administration						
L804 Partnership Mtg & Travel	6,000.00	5,500.00	11,500.00	3,545.28		3,545.28
Total L800 Leadership & Partnership Administration	6,000.00	5,500.00	11,500.00	3,545.28	0.00	3,545.28
L900 Leadership & Partnership Employee Compensation	100,159.00	65,000.00	165,159.00	92,039.90	61,958.42	153,998.32
Total 5L000 Leadership & Partnership	216,039.00	237,500.00	453,539.00	146,982.31	196,850.50	343,832.81
6G000 General & Admin						
G100 Board Administration						
G101 Meetings/Board	10,300.00	16,000.00	26,300.00	9,950.08	9,038.76	18,988.84
G102 Travel Expense/Board	5,000.00	10,000.00	15,000.00	9,067.88	14,942.43	24,010.31
G103 Board Director Compensation	10,000.00	10,000.00	20,000.00	5,788.00	3,464.00	8,252.00

	Final Budget FY23-24 vDec2023	Final Budget FY24-25 v2024.12	Final 2023-25 Budget	Actual FY23- 24	Actual FY24- 25	2023-25 Actuals
Total G100 Board Administration	25,300.00	36,000.00	61,300.00	24,805.96	27,445.19	52,251.15
G300 Consultants						
G302 Financial Review	10,000.00		10,000.00	10,000.00		10,000.00
Total G300 Consultants	10,000.00	0.00	10,000.00	10,000.00	0.00	10,000.00
G500 Office Administration						
G501 Rent	0.00	75,000.00	75,000.00		38,969.53	38,969.53
G501.1 Tenant Rent Expense					1,856.00	1,856.00
Total G501 Rent	0.00	75,000.00	75,000.00	0.00	40,845.53	40,845.53
G502 Equipment/Furniture/Maintenance	31,000.00	55,000.00	86,000.00	25,515.09	66,947.92	92,463.01
G503 Postage/Supplies/Fees	16,000.00	16,000.00	32,000.00	15,421.89	17,370.03	32,791.92
G504 Telephone/Internet Fees	6,000.00	16,000.00	22,000.00	6,839.43	13,238.57	20,078.00
Total G500 Office Administration	53,000.00	162,000.00	215,000.00	47,776.41	138,402.05	186,178.46
G800 Staff Administration						
G802 Employee Development.G&A	20,500.00	8,000.00	28,500.00	12,257.94	291.88	12,489.82
G803 Mtg & Travel.G&A	42,000.00	50,000.00	92,000.00	41,377.36	21,493.97	62,871.33
G804 Temp & Contract Support	70,000.00	30,000.00	100,000.00	97,952.35	28,663.95	126,636.30
G805 Legal Fees	10,000.00	20,000.00	30,000.00	16,042.40	23,198.30	39,240.70
Total G800 Staff Administration	142,500.00	108,000.00	250,500.00	167,630.05	73,608.10	241,238.15
G900 Employee Compensation.G&A	516,451.00	410,000.00	926,451.00	505,141.77	408,287.51	913,429.28
G901 Employee Retirement Allocation						
G999 Accrued PTO Balances	70,000.00	40,000.00	110,000.00		15,599.95	15,599.95
Total GG000 General & Admin	817,251.00	756,000.00	1,573,251.00	755,354.19	663,342.80	1,418,696.99
8000 General & Administrative						
8200 Employee Compensation						
8210 Salaries and Wages						
8230 Payroll tax						
Total 8200 Employee Compensation	0.00	0.00	0.00	0.00	0.00	0.00
8600 Misc. Administration						
8680 Miscellaneous					(100.00)	(100.00)
Total 8600 Misc. Administration	0.00	0.00	0.00	0.00	(100.00)	(100.00)
Total 8000 General & Administrative	0.00	0.00	0.00	0.00	(100.00)	(100.00)
QuickBooks Payments Fees					82.50	82.50
Total Expenses	3,240,538.00	3,635,463.00	6,876,001.00	2,831,023.06	3,013,679.32	5,844,702.40
Net Operating Income	(795,441.00)	(839,708.00)	(1,545,149.00)	267,355.28	332,091.70	539,446.98
Net Income	(795,441.00)	(839,708.00)	(1,545,149.00)	267,355.28	332,091.70	539,446.98

Exhibit 8: All budget versions for each fiscal year of 2023-25 biennium

	Budget FY23-24 vMarch2023	Budget FY23-24 vAug2023	Final Budget FY23-24 vDec2023	Budget FY24-25 v2024.03	Budget FY24-25 v2024.05	Budget FY24-25 v2024.08	Final Budget FY24-25 v2024.12	Final 2023-25 Budget	Actual FY23-24	Actual FY24-25	2023-25 Actuals
Income											
400 Grape Assessment (2023rd)	1,800,746.00	1,872,512.00	1,852,572.00	1,876,000.00	1,876,000.00	2,188,000.00	2,100,000.00	3,971,572.00	2,380,528.54	2,380,483.00	5,851,011.54
4200 Wine Tax (2023rd)	308,261.00	326,725.00	326,725.00	313,000.00	313,000.00	388,700.00	388,700.00	698,425.00	314,066.26	311,388.44	625,454.70
4200 Program Revenue											
4205 Marketing Participation Revenue				40,000.00	40,000.00	0.00	0.00			0.00	0.00
4210 Export Participation Revenue										3,000.00	3,000.00
4201 Pro/Win										1,000.00	1,000.00
4204 Canada Trade Training										1,000.00	1,000.00
Total 4200 Export Participation Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00	4,000.00
Total 4200 Program Revenue	0.00	0.00	0.00	40,000.00	40,000.00	0.00	0.00	0.00	0.00	4,000.00	4,000.00
4210 Symposium Revenue	300,000.00	326,120.00	326,120.00	343,000.00	343,000.00	338,000.00	330,000.00	698,500.00	321,865.00	278,988.00	597,153.00
4600 Other Income											
4610 Interest Revenue	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	118.24
Total 4600 Other Income	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	118.24
4600 Grant Revenue											
4620 Specialty Group Block				60,000.00	60,000.00						
4622 Wine Country License Plate		7,300.00	7,300.00	20,000.00	20,000.00	18,000.00	18,000.00	57,000.00	7,300.00	50,000.00	17,500.00
Total 4600 Grant Revenue	0.00	7,300.00	7,300.00	80,000.00	80,000.00	18,000.00	18,000.00	57,000.00	7,300.00	50,000.00	17,500.00
Notes											
Wine Cellar Income (valuation)										47,788.00	47,788.00
Total Income	2,579,887.00	2,836,697.00	2,855,887.00	2,793,100.00	2,793,100.00	2,796,700.00	2,796,700.00	5,266,852.00	3,696,578.36	3,645,771.62	6,341,438.38
Gross Profit	2,579,887.00	2,836,697.00	2,855,887.00	2,793,100.00	2,793,100.00	2,796,700.00	2,796,700.00	5,266,852.00	3,696,578.36	3,645,771.62	6,341,438.38
Expenses											
91000 Research											
R100 Vit & Enological Research											
R101 Grants	415,000.00	353,000.00	353,000.00	341,410.00	365,751.00	388,751.00	386,751.00	748,011.00	270,000.00	388,751.00	658,751.00
R101.01 Special Grant Award - Insects Research		4,140.00	4,140.00					4,140.00			4,140.00
R101.02 Wine Workshop Demonstration		50,000.00	50,000.00					50,000.00	50,000.00		50,000.00
Total R101 Grants	415,000.00	410,000.00	410,000.00	341,410.00	365,751.00	388,751.00	386,751.00	798,151.00	320,000.00	388,751.00	710,811.00
R104 Grant Management/Administration				7,000.00	13,000.00	14,000.00	14,000.00	14,000.00	14,000.00	14,000.00	14,000.00
Total R100 Vit & Enological Research	415,000.00	410,000.00	410,000.00	348,410.00	369,751.00	402,751.00	400,751.00	812,151.00	334,000.00	402,751.00	724,811.00
R200 Research, Administration											
R201 Research Committee Meetings	4,885.00	4,000.00	4,085.00					4,885.00			
R202 Research Mtg & Travel	5,885.00	3,000.00	5,885.00					5,885.00	10,807.74	634.78	11,442.52
R204 NWC RFR Contribution	3,885.00	3,000.00	3,885.00	1,500.00	1,500.00	1,500.00	1,500.00	12,885.00	5,300.00	4,238.02	11,528.02
Total R200 Research, Administration	12,885.00	10,000.00	12,885.00	1,500.00	1,500.00	1,500.00	1,500.00	25,885.00	14,607.74	8,672.78	23,954.44
R200 Research, Employee Compensation	58,887.00	56,071.00	56,071.00	58,000.00	58,000.00	75,000.00	70,000.00	124,871.00	83,208.21	89,692.73	172,897.24
Total 91000 Research	486,887.00	476,071.00	476,071.00	410,410.00	425,251.00	469,751.00	461,751.00	959,822.00	396,308.25	508,633.50	904,662.55
92000 Industry Education											
E100 Symposium											
E101 Auction/Wine	56,000.00	56,000.00	56,000.00	40,000.00	40,000.00	34,000.00	34,000.00	112,000.00	50,880.00	58,375.00	109,255.00
E101 Facility	64,276.00	64,276.00	64,276.00	64,000.00	64,000.00	75,000.00	75,000.00	138,276.00	69,818.96	75,972.28	145,791.24
E104 Food and Beverage	29,885.00	29,885.00	29,885.00	32,000.00	32,000.00	45,000.00	45,000.00	87,000.00	35,429.57	37,476.00	72,905.57
E105 Materials, Fees, Misc	82,348.00	94,198.00	94,198.00	63,000.00	63,000.00	48,000.00	48,000.00	149,198.00	34,002.86	28,384.50	62,387.36
E106 Spanish Translation	7,885.00	7,000.00	7,885.00	4,000.00	4,000.00	18,000.00	18,000.00	17,885.00	7,287.75	7,382.00	14,669.75
E109 Speakers	50,885.00	52,000.00	52,000.00	53,000.00	53,000.00	44,800.00	44,800.00	144,800.00	34,489.78	28,879.37	63,369.15
E113 Marketing	1,885.00	1,830.00	1,830.00	1,500.00	1,500.00	4,000.00	4,000.00	7,830.00	5,122.86	2,625.00	7,747.78
E113 Event Management Contractor	55,517.00	56,027.00	56,027.00	58,000.00	58,000.00	58,000.00	58,000.00	114,517.00	50,520.11	50,521.00	110,521.73
Total E100 Symposium	199,885.00	204,278.00	204,278.00	192,500.00	192,500.00	176,800.00	176,800.00	699,284.00	241,718.38	249,332.61	501,111.28
E200 Education Projects											
E201 Misc Workshops	1,885.00	1,000.00	1,885.00			18,000.00	10,000.00	11,885.00			9.08
E202 OTG Workshops	5,885.00	5,000.00	5,885.00					10,885.00	15,885.00		9.08
E203 Profile Calculator Development	2,885.00	3,000.00	3,000.00	3,000.00	3,000.00	18,000.00	18,000.00	3,000.00	4,000.00		4,000.00
E205 Community Benchmark		0.00	0.00	0.00	0.00	0.00	0.00	0.00			0.00
Total E200 Education Projects	9,885.00	9,000.00	9,885.00	3,000.00	3,000.00	26,000.00	26,000.00	25,885.00	6,885.00	6.60	6,885.00
E700 Education-Consulting Services											
E800 Education-Administration											
E801 Education Committee Meetings	2,885.00	3,000.00	2,885.00					2,885.00	297.83		297.83
E802 Education Colloquial & Misc									50.00		50.00
E803 Education Employee Development		3,000.00	3,000.00	4,000.00	4,000.00	12,000.00	12,000.00	3,000.00	120.00	439.00	559.00
E804 Education Mtg & Travel Expenses	13,885.00	16,000.00	16,000.00	6,000.00	6,000.00	12,000.00	12,000.00	38,000.00	16,000.10	4,888.86	20,129.86
Total E800 Education-Administration	12,885.00	25,000.00	25,000.00	4,000.00	4,000.00	12,000.00	12,000.00	37,885.00	16,527.83	4,888.86	24,657.32
E900 Education-Employee Compensation	152,385.00	143,988.00	143,988.00	140,000.00	140,000.00	180,000.00	180,000.00	373,988.00	159,888.29	159,888.29	364,738.80
Total E2000 Industry Education	523,885.00	524,155.00	524,155.00	418,500.00	418,500.00	502,800.00	502,800.00	1,115,415.00	471,428.84	499,748.59	962,887.53
93000 Marketing											
B100 Brand Equity & Brand Identity											
B108 Agency Fees (brand identity creative)									(889.00)	485.37	(134.00)
B101 Consumer Website Concept/Design/Maintenance				800.00	800.00	3,000.00	3,000.00	3,800.00	1,687.18		1,687.18
B108 Social Media Contractor	20,885.00	20,000.00	20,000.00	20,000.00	20,000.00	24,000.00	24,000.00	44,000.00	10,000.00	23,123.67	41,123.67
B107 Digital Advertising	18,885.00	18,000.00	18,000.00	3,800.00	3,800.00	18,000.00	18,000.00	19,885.00	5,743.68	5,743.68	21,408.17
Total B100 Brand Equity & Brand Identity	38,885.00	38,000.00	38,000.00	23,800.00	23,800.00	43,000.00	43,000.00	76,885.00	16,888.64	29,371.62	64,654.58
27000 Tourism											
M101 Oregon Wine Month											
M101.01 OWMN - Trade Programming	15,885.00	15,000.00	15,885.00	1,000.00	1,000.00	38,000.00	38,000.00	48,885.00	10,893.80	41,659.50	61,459.30
M101.02 OWMN - Creative and Project Mgmt	18,885.00	18,000.00	18,885.00	1,000.00	1,000.00	7,300.00	7,300.00	22,885.00	6,482.79	6,882.00	13,443.79
M101.03 OWMN - POS Printing & Distribution	20,885.00	20,000.00	20,885.00	10,000.00	10,000.00	32,000.00	32,000.00	52,885.00	14,708.51	12,832.95	37,541.46
M101.04 OWMN - Media/Plan & Budget	80,885.00	80,000.00	80,885.00	20,000.00	20,000.00	38,000.00	38,000.00	108,885.00	47,886.47	54,373.00	102,259.47
M101.05 OWMN - Digital Promotion	15,885.00	15,000.00	15,885.00	1,000.00	1,000.00	28,000.00	28,000.00	38,885.00	20,414.86	4,434.50	28,000.46
M101.06 OWMN - Merchandising Support	35,885.00	35,000.00	35,885.00	1,000.00	1,000.00	28,000.00	28,000.00	58,885.00	16,406.79	1,713.00	23,705.58
Total M101 Oregon Wine Month	199,885.00	198,000.00	199,885.00	54,000.00	54,000.00	169,000.00	169,000.00	278,885.00	117,738.49	127,262.84	262,614.23
M102 Winery Fly Fier	15,885.00	15,000.00	15,885.00	1,000.00	1,000.00	1,000.00	1,000.00	15,885.00	10,106.47	7,285.50	23,432.45
M103 Security & Wine		10,000.00	10,000.00	20,000.00	20,000.00	20,000.00	20,000.00	40,000.00	10,000.00	8,483.43	18,483.43
M200 Wine Guide	15,885.00	15,000.00	15,885.00	20,000.00	20,000.00	18,000.00	18,000.00	48,885.00	11,000.00	33,442.54	55,642.54
T103 Content Development (label, photo, travel OR)	8,885.00	8,000.00	8,885.00	0.00	0.00	78,000.00	78,000.00	108,885.00	24,147.73	80,885.00	104,714.28
Total 27000 Tourism	199,885.00	216,000.00	216,000.00	77,000.00	77,000.00	129,000.00	129,000.00	508,885.00	169,954.44	203,975.75	403,939.29
60000 Market Expansion											

	Budget FY23-24	Budget FY23-24 vMar2023	Final Budget FY23-24 vDec2023	Budget FY24-25 v2024.03	Budget FY24-25 v2024.05	Budget FY24-25 v2024.05	Final Budget FY24-25 v2024.12	Final 2023-25 Budget	Actual FY23-24	Actual FY24-25	2023-25 Actuals
002 Non-Relinquishable Board Cost	15,000.00	20,000.00	20,000.00	7,300.00	7,300.00	8,000.00	10,000.00	26,000.00	26,872.74	10,416.48	36,289.27
003 Reimbursed Expenses									(19,223.06)	40,171.48	32,059.42
003.01 Website Shipping, Freight & Delivery									0.00	330.10	330.10
Total 003 Reimbursed Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(19,223.06)	40,841.68	32,419.58
009 Logistics & Admin Consultants	80,000.00	85,000.00	85,000.00	86,000.00	90,000.00	74,000.00	30,000.00	105,000.00	84,737.35	52,488.00	137,125.35
Total 009 International Marketing	100,000.00	170,000.00	170,000.00	173,300.00	177,300.00	100,000.00	100,000.00	320,000.00	170,138.28	100,897.12	300,735.40
X91 Resource Studio - Website Platform Upgrade	0.00	0.00									
X91 Trade Education Tools & Events											
M106 Other Programs		5,000.00	5,000.00					5,000.00	129.80		129.80
M106 Trade Shows - Trades	12,000.00	14,000.00	14,000.00	14,000.00	14,000.00	26,000.00	20,000.00	34,000.00	14,249.84	10,349.08	27,349.14
M106 Marketing Events BCBO	10,000.00	0.00	0.00	10,000.00	11,000.00	8,000.00	10,000.00	18,000.00		26,000.00	26,000.00
M107 Trade Organization Sponsorship	10,000.00	10,000.00	10,000.00					18,000.00	6,100.40		6,100.40
M108 Research Trade Training/Relocation		10,000.00	10,000.00					18,000.00			18,000.00
M204 Resource Studio	15,000.00	15,000.00	15,000.00	7,000.00	7,000.00	7,000.00	7,000.00	22,000.00	6,000.25	7,347.50	13,000.78
Total X91 Trade Education Tools & Events	47,000.00	54,000.00	54,000.00	37,000.00	37,000.00	27,000.00	27,000.00	91,000.00	24,658.79	48,487.08	74,702.84
Total 0000 Market Expansion	207,000.00	234,000.00	234,000.00	204,000.00	205,300.00	182,000.00	192,000.00	476,000.00	184,795.87	225,704.17	420,499.24
4000 Communications											
C106 Media Relations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	140.00		140.00
C106.01 Mkt - Cross Border Tour		12,000.00	12,000.00	2,500.00	7,500.00	1,000.00	5,000.00	17,000.00	10,543.38		10,543.38
C106.02 Mkt - Shoulder Season Media Tours	20,000.00	4,000.00	4,000.00	4,000.00	6,000.00	20,000.00	20,000.00	28,000.00	6,804.44		6,804.44
C106.03 Mkt - Association Opportunities	15,000.00	10,000.00	10,000.00	7,000.00	7,500.00	8,000.00	10,000.00	38,000.00			38,000.00
C106.04 Mkt - Critical Reviewer Connections	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	20,000.00	20,000.00	36,000.00	20,408.74	18,700.00	41,311.72
C106.05 Mkt - Wine Sample Shipments	7,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	4,000.00	807.84		807.84
C106.06 Mkt - Media Hosting & Briefings	15,000.00	10,000.00	10,000.00	10,000.00	10,000.00	12,000.00	12,000.00	27,000.00	4,032.47	1,472.71	5,504.78
C106.07 Mkt - Other Programming/Conferences	3,000.00	14,000.00	10,000.00	0.00	1.00	0.00	0.00	18,000.00	17,847.80	9,340.00	47,047.80
Total C106 Media Relations	75,000.00	126,000.00	126,000.00	44,000.00	44,000.00	74,000.00	75,000.00	201,000.00	114,402.67	27,924.71	140,048.78
C206 Media Analytics	10,110.00	10,110.00	10,110.00	10,000.00	10,000.00	8,000.00	10,000.00	26,110.00	10,000.00	10,000.00	20,000.00
0008 Comm. Administration											
C091 Sales & Proms	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	4,000.00	4,000.00	1,000.00	4,000.39	2,763.53	6,000.92
C093 Comm. Cultural & Materials	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	1,411.80	(140.20)	1,201.00	1,201.00
C094 Comm. Mtg & Travel	3,000.00	3,000.00	3,000.00	2,000.00	2,000.00	4,000.00	6,000.00	11,000.00	5,085.17	3,827.20	10,212.40
Total C090 Comm. Administration	7,000.00	7,000.00	7,000.00	3,000.00	3,000.00	14,000.00	14,000.00	21,000.00	6,000.36	6,791.87	14,014.37
0008 Comm. Employee Compensation	143,383.00	73,025.00	73,025.00	100,000.00	100,000.00	100,000.00	100,000.00	200,000.00	25,000.85	134,321.52	189,019.47
Total 4000 Communications	210,400.00	214,040.00	214,040.00	209,000.00	209,300.00	204,000.00	204,000.00	472,000.00	199,000.00	177,987.54	377,087.54
0001 Marketing Administration											
0001 Marketing Committee Meetings	5,000.00	5,000.00	5,000.00			1,000.00	5,000.00	1,000.00	708.80	290.00	958.80
0002 Marketing Cultural & Media	10,000.00	10,000.00	10,000.00	800.00	800.00	8,000.00	10,000.00	28,000.00	6,086.84	6,718.00	14,300.80
0003 Marketing Employee Development									774.70	81.60	856.30
0004 Marketing Mtg & Travel	8,000.00	12,000.00	12,000.00	7,000.00	7,000.00	12,000.00	12,000.00	10,000.00	10,807.80	7,373.44	17,881.24
Total 0000 Marketing Administration	20,000.00	27,000.00	27,000.00	1,500.00	1,500.00	20,000.00	20,000.00	52,000.00	30,428.14	10,823.54	34,054.54
0001 Marketing Employee Compensation	292,380.00	247,380.00	247,380.00	300,000.00	300,000.00	448,000.00	448,000.00	740,000.00	243,488.49	146,343.14	487,841.68
Total 0000 Marketing	602,670.00	5,81,820.00	5,81,820.00	607,000.00	607,300.00	1,204,700.00	1,204,700.00	2,204,000.00	601,135.44	404,887.60	1,010,123.84
4000 Knowledge & Insights											
0001 Marketing Research	20,000.00	20,000.00	20,000.00			8,000.00	30,000.00	74,000.00	309.27	100.00	519.27
0002 Nielsen Data	7,000.00	7,000.00	7,000.00			8,000.00	10,000.00	22,000.00			22,000.00
0004 Winery Market Council		5,000.00	5,000.00	5,000.00	5,000.00	1,000.00	5,000.00	18,000.00	5,000.00	5,000.00	10,000.00
0005 Community Benchmark		11,200.00	17,400.00	23,000.00	23,000.00	23,512.00	25,512.00	48,302.00	17,414.86	23,711.00	41,027.86
Total 0000 Marketing Research	27,000.00	45,200.00	49,000.00	28,000.00	30,000.00	40,512.00	48,512.00	102,000.00	31,734.13	29,011.00	61,445.87
0001 Industry Research											
0001 Ag Census	77,300.00	63,400.00	62,200.00	100,000.00	100,000.00	100,000.00	100,000.00	212,400.00	70,863.23	127,230.60	298,144.14
0002 Economic Impact	30,000.00	20,000.00	20,000.00					28,000.00	21,940.80	2,886.11	34,026.11
0003 Misc. Studies	20,000.00	4,700.00	4,700.00	1,000.00	1,000.00	0.00	0.00	8,700.00			8,700.00
0004 Survey Bureau						1,000.00	1,000.00	3,000.00	1,807.00	1,807.00	3,614.00
Total 0001 Industry Research	127,300.00	111,100.00	111,900.00	101,000.00	101,000.00	101,000.00	101,000.00	244,100.00	100,751.33	130,323.61	264,118.34
4000 Knowledge & Insights Compensation	38,000.00	33,000.00	33,000.00	30,000.00	30,000.00	30,000.00	30,000.00	87,000.00	31,466.20	40,237.00	74,723.20
Total 4000 Knowledge & Insights	190,800.00	187,320.00	187,320.00	190,500.00	190,500.00	200,912.00	200,912.00	477,000.00	190,000.00	246,271.61	462,997.58
5.000 Leadership & Partnership											
0001 Industry Contributions											
0001 Misc. Industry Contributions	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	20,000.00	14,000.00	28,000.00	10,000.00	28,344.41	37,344.41
0002 Industry WCLP Grant									41,000.00	48,000.00	7,000.00
Total 0001 Industry Contributions	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	20,000.00	14,000.00	74,000.00	51,000.00	36,344.41	44,344.41
L100 Regional Meetings (including external stakeholders)	2,000.00	2,000.00	2,000.00					2,000.00			2,000.00
L100 Program Contributions											
0001 Industry Relations											
0001 Subscriptions	25,000.00	30,000.00	30,000.00	50,000.00	50,000.00	74,000.00	30,000.00	65,000.00	30,000.00	38,221.75	67,152.53
0002 Administration/Annual Report	5,000.00	5,000.00	5,000.00	4,000.00	4,000.00	1,000.00	5,000.00	18,000.00	6,222.50	1,899.00	7,272.50
0003 Strategic Planning	30,000.00	40,000.00	40,000.00	30,000.00	30,000.00	38,000.00	60,000.00	108,000.00		62,163.60	62,163.60
0004 Industry Website Platform Upgrade		4,000.00	4,000.00			18,000.00	10,000.00	14,000.00	2,543.75		2,543.75
0005 C&I Leadership Infrastructure		4,000.00	4,000.00	2,000.00	2,000.00	4,000.00	4,000.00	1,200.00			1,200.00
0006 Profit Calculator						1,000.00	3,000.00	1,000.00		1,672.00	1,672.00
Total 0001 Industry Relations	60,000.00	83,000.00	83,000.00	86,000.00	86,000.00	145,000.00	108,000.00	208,000.00	40,869.13	100,367.67	141,404.88
Total L 100 Program Contributions	60,000.00	83,000.00	83,000.00	86,000.00	86,000.00	145,000.00	108,000.00	208,000.00	40,869.13	100,367.67	141,404.88
L800 Leadership & Partnership Administration											
L800 Partnership Mtg & Travel	6,000.00	6,000.00	6,000.00	2,000.00	2,000.00	3,000.00	3,000.00	11,000.00	3,045.24		3,045.24
Total L800 Leadership & Partnership Administration	6,000.00	6,000.00	6,000.00	2,000.00	2,000.00	3,000.00	3,000.00	11,000.00	3,045.24	0.00	3,045.24
L800 Leadership & Partnership Employee Compensation	102,673.00	102,150.00	102,150.00	101,000.00	101,000.00	48,000.00	48,000.00	188,000.00	83,000.00	67,398.42	193,998.42
Total L800 Leadership & Partnership	208,673.00	210,150.00	210,150.00	193,000.00	193,000.00	207,000.00	207,000.00	403,000.00	146,914.37	158,898.00	345,652.81
0000 General & Admin											
0100 Board Administration											
0101 Meetings/Board	5,000.00	10,000.00	10,000.00	4,000.00	4,000.00	18,000.00	10,000.00	28,000.00	9,950.88	3,839.75	18,099.94

	Budget FY23-	Final Budget				Final Budget				Actual FY23-24	Actual FY24-25	2023-25 Actuals
	24 vMarch2023	Budget FY23-24 vAug2023	FY23-24 vDec2023	Budget FY24-25 v2024.03	Budget FY24-25 v2024.05	Budget FY24-25 v2024.08	FY24-25 v2024.12	Final 2023-25 Budget				
0501 Rent	16,800.00	0.00	0.00	24,000.00	24,000.00	70,000.00	70,000.00	70,000.00	70,000.00	38,389.00	38,989.00	38,989.00
0501.1 Transit Rent Expense										1,800.00	1,800.00	
Total 0501 Rent	16,800.00	0.00	0.00	24,000.00	24,000.00	70,000.00	70,000.00	70,000.00	70,000.00	40,189.00	40,789.00	40,789.00
0502 Equipment/Furniture/Maintenance	25,000.00	21,000.00	21,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,315.00	20,315.00	20,315.00
0503 Postage/Supplies/Fees	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,425.00	15,425.00	15,425.00
0504 Telephone/Internet Fees	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00
Total 0500 Office Administration	52,000.00	52,000.00	52,000.00	52,000.00	52,000.00	52,000.00	52,000.00	52,000.00	52,000.00	41,775.00	41,775.00	41,775.00
0600 Staff Administration												
0602 Employee Development/GSA	19,000.00	20,000.00	20,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,257.54	12,257.54	12,257.54
0603 Mig & Travel/GSA	20,000.00	21,000.00	21,000.00	19,000.00	19,000.00	19,000.00	19,000.00	19,000.00	19,000.00	21,397.36	21,397.36	21,397.36
0604 Temp & Contract Support	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	19,300.00	19,300.00	19,300.00
0605 Legal Fees	19,000.00	15,000.00	15,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	15,000.00	15,000.00	15,000.00
Total 0600 Staff Administration	78,000.00	142,000.00	142,000.00	22,000.00	22,000.00	22,000.00	22,000.00	22,000.00	22,000.00	67,954.90	67,954.90	67,954.90
0900 Employee Compensation/GSA	205,476.00	178,450.00	178,450.00	480,000.00	480,000.00	480,000.00	480,000.00	480,000.00	480,000.00	505,144.77	505,144.77	505,144.77
0901 Employee Retirement Allocation	20,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0909 Accrued PTO Balance	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	15,500.00	15,500.00	15,500.00
Total 0900 General & Admin	245,476.00	228,450.00	228,450.00	500,000.00	500,000.00	500,000.00	500,000.00	500,000.00	500,000.00	520,644.77	520,644.77	520,644.77
8000 General & Administrative												
8010 Employee Compensation												
8010 Salaries and Wages												
8020 Payroll Tax												
Total 8000 Employee Compensation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8000 Misc. Administration												
8000 Miscellaneous												
Total 8000 Misc. Administration	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(100.00)	(100.00)	(100.00)
Total 8000 General & Administrative	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(100.00)	(100.00)	(100.00)
QuikBooks Payments Fees										0.00	0.00	0.00
Total Expenses	2,971,987.00	3,246,536.00	3,246,536.00	2,679,490.00	2,679,490.00	3,026,400.00	3,026,400.00	3,026,400.00	3,026,400.00	2,871,020.00	2,871,020.00	2,871,020.00
Net Operating Income	(301,130.00)	(705,441.00)	(705,441.00)	(111,258.17)	(111,258.17)	(836,709.00)	(836,709.00)	(836,709.00)	(836,709.00)	307,355.00	307,355.00	307,355.00
Net Income	(301,130.00)	(705,441.00)	(705,441.00)	(111,258.17)	(111,258.17)	(836,709.00)	(836,709.00)	(836,709.00)	(836,709.00)	307,355.00	307,355.00	307,355.00

Exhibit 9: Detailed Mapping of 2023-25 biennium all budgets and actuals to the GL effective with FY 25-26

Exhibit 10: 2023-25 biennium final budgets and actuals in new GL effective with FY 2025-26

	Final Budget FY23-24 vDec2023	Final Budget FY24-25 v2024.12	Final 2023-25 Budget	Actual FY23- 24	Actual FY24- 25	2023-25 Actuals
Income						
40000 REVENUE						
41000 Grape Assessment	1,872,572.00	2,106,000.00	3,978,572.00	2,389,828.04	2,660,483.90	5,050,311.94
42000 Privilege Tax	328,726.00	309,700.00	638,426.00	314,095.26	311,358.44	625,453.70
43000 Symposium	326,250.00	330,000.00	656,250.00	321,650.00	276,106.50	587,758.50
43500 Program Revenue	0.00	0.00	0.00	5,250.00	0.00	5,250.00
44000 Grant Revenue						
44100 Wine Country License Plate	7,500.00	50,000.00	57,500.00	7,500.00	50,000.00	57,500.00
44200 Specialty Crop Block						
Total 44000 Grant Revenue	7,500.00	50,000.00	57,500.00	7,500.00	50,000.00	57,500.00
81000 Interest	50.00	55.00	105.00	55.06	63.18	118.24
82000 Wine Cellar Valuation					47,756.00	47,756.00
Total 40000 REVENUE	2,535,097.00	2,795,755.00	5,330,852.00	3,038,378.36	3,345,771.02	6,384,149.38
45000 Other Income						
Total Income	2,535,097.00	2,795,755.00	5,330,852.00	3,038,378.36	3,345,771.02	6,384,149.38
Gross Profit	2,535,097.00	2,795,755.00	5,330,852.00	3,038,378.36	3,345,771.02	6,384,149.38
Expenses						
61000 RESEARCH						
61100 Scientific Research						
61110 Grants for Vit & Enology	410,000.00	386,751.00	796,751.00	329,060.00	386,751.00	715,811.00
61120 Research Support	3,000.00	25,000.00	28,000.00	3,300.00	21,997.39	24,897.39
Total 61100 Scientific Research	413,000.00	411,751.00	824,751.00	332,360.00	408,748.39	740,708.39
61400 Insights and Data	29,950.00	43,512.00	73,462.00	22,416.00	28,511.60	50,927.60
61500 Industry Research	111,015.00	135,000.00	246,015.00	100,785.33	133,333.03	234,118.36
61900 Research Contractors						
61950 Research Committee Admin	4,000.00		4,000.00			
Total 61000 RESEARCH	557,965.00	590,263.00	1,148,228.00	455,561.33	570,193.02	1,025,754.35
62000 EDUCATION EXPENSES						
62100 Symposium	326,250.00	330,000.00	656,250.00	292,718.38	298,382.91	591,111.29
62200 Industry Resources	3,000.00	3,000.00	6,000.00	6,000.00	1,072.00	7,072.00
62300 Oregon Wine Education	21,000.00	27,500.00	48,500.00	8,138.20	7,947.50	16,086.70
62900 Education Contractors		80,000.00	80,000.00		80,000.00	80,000.00
62950 Education Committee Admin	2,000.00		2,000.00	297.83		297.83
Total 62000 EDUCATION EXPENSES	352,250.00	440,500.00	792,750.00	307,155.41	387,412.41	694,567.82
63000 MARKETING EXPENSES						
63100 Media-Digital Promotion	100,000.00	126,000.00	226,000.00	110,978.34	83,060.58	194,038.92
63110 Trade Programming	40,000.00	30,000.00	70,000.00	26,128.00	41,658.90	67,786.90
63120 Creative	108,000.00	147,000.00	255,000.00	82,704.65	111,282.74	193,987.39
63130 Events and Sponsorships	14,000.00	30,000.00	44,000.00	14,248.59	38,096.55	52,348.14
63140 Website Upgrade & Maintenance	4,000.00	13,000.00	17,000.00	4,180.90	0.00	4,180.90
63150 Wine Guide	16,000.00	50,000.00	66,000.00	11,000.00	39,842.64	50,842.64
63200 Public Relations						
63210 Media Analytics + Publications	12,015.00	14,200.00	26,215.00	14,243.39	12,963.53	27,206.92
63220 FAM Tours + Hosted Media	50,000.00	52,000.00	102,000.00	30,676.89	1,472.71	32,149.60
63230 Wine Reviewers	18,500.00	23,000.00	41,500.00	26,147.68	16,702.00	42,849.68
Total 63200 Public Relations	80,515.00	89,200.00	169,715.00	71,067.96	31,138.24	102,206.20
63400 Industry Grants	16,000.00	14,000.00	29,000.00	10,500.00	26,884.41	37,384.41
63500 WCLP Matching Funds	20,000.00	95,000.00	115,000.00	369.27	7,650.00	8,019.27
63600 International Marketing						
63610 Grant + Coalition Administration	65,000.00	75,000.00	140,000.00	66,740.00	74,200.00	140,940.00
63620 Program Support	20,000.00	10,000.00	30,000.00	28,873.79	10,415.48	39,289.27
63630 Grant Reimbursed Expenses	0.00	0.00		(10,223.06)	43,641.64	33,418.58
63640 International Contractors	85,000.00	70,000.00	155,000.00	84,737.65	52,400.00	137,137.65
63650 IMEC Committee Admin						
Total 63600 International Marketing	170,000.00	155,000.00	325,000.00	170,128.28	160,657.12	330,785.40
63900 Marketing Contractors	78,000.00	24,000.00	102,000.00	75,667.50	32,503.87	108,171.37

63950 Marketing Committee Admin	5,000.00	3,000.00	8,000.00	706.80	250.00	956.80
Total 63000 MARKETING EXPENSES	649,515.00	776,200.00	1,425,715.00	577,684.19	583,028.05	1,170,712.24
64000 GENERAL & ADMIN EXPENSES						
64100 Technology Equipment & Support	31,000.00	65,000.00	86,000.00	25,515.09	66,947.82	92,463.01
64150 Software Subscriptions	35,000.00	30,000.00	65,000.00	30,930.88	36,221.75	67,152.63
64200 Supplies & Fees	16,000.00	16,000.00	32,000.00	15,421.89	17,352.53	32,774.42
64250 Utilities	6,000.00	16,000.00	22,000.00	6,839.43	13,238.57	20,078.00
64300 Legal	10,000.00	20,000.00	30,000.00	16,042.40	23,196.30	39,240.70
64350 Wine Storage						
64400 Board Administration						
64410 Board Travel & Meeting Expenses	15,300.00	26,000.00	41,300.00	19,017.96	23,981.19	42,999.15
64420 Director Compensation	10,000.00	10,000.00	20,000.00	5,786.00	3,464.00	9,252.00
Total 64400 Board Administration	25,300.00	36,000.00	61,300.00	24,803.96	27,445.19	52,251.15
64450 Membership and Dues						
64500 Rent						
64510 Lease	0.00	75,000.00	75,000.00		38,989.53	38,989.53
64520 Tenant Rent Expenses			0.00		1,856.00	1,856.00
Total 64500 Rent	0.00	75,000.00	75,000.00	0.00	40,845.53	40,845.53
64600 Staff Administration						
64610 Travel	88,500.00	87,500.00	176,000.00	85,367.45	37,086.33	122,475.78
64620 Employee Development	25,500.00	8,000.00	33,500.00	13,152.64	753.29	13,905.93
Total 64600 Staff Administration	114,000.00	95,500.00	209,500.00	98,540.09	37,841.62	136,381.71
64650 Employee Compensation	1,240,108.00	1,350,000.00	2,590,108.00	1,157,151.56	1,062,456.61	2,249,608.17
64700 PTO Accrual	70,000.00	40,000.00	110,000.00		15,599.95	15,599.95
64900 G&A Contractors	133,400.00	95,000.00	228,400.00	115,374.85	91,897.87	207,272.72
Total 64000 GENERAL & ADMIN EXPENSES	1,680,808.00	1,828,500.00	3,509,308.00	1,490,622.15	1,463,045.84	2,953,667.99
Total Expenses	3,240,538.00	3,603,463.00	6,876,023.00	2,831,023.08	3,013,679.32	5,844,702.40
Net Operating Income	(705,441.00)	(838,708.00)	(1,545,149.00)	207,355.28	332,091.70	539,446.96
Net Income	(705,441.00)	(838,708.00)	(1,545,149.00)	207,355.28	332,091.70	539,446.96

Exhibit 11: Line-item comparison of 2023-25 final budget to 2025-27 budgets (as of March 2026) and 2023-2025 actuals to 2025-27 budget. All presented in the new GL

	Final 2023-25 Budget	2023-25 Actuals	\$ Change to Final Budget to Actuals	% Change Final Budget to Actuals	PY25-27 Budget	\$ Change to Final 23-25 Budget to 25- 27 Budget	% Change to Final 23-25 Budget to 25- 27 Budget	\$ Change to 23-25 Actuals to 25-27 Budget	% Change to 23-25 Actuals to 25-27 Budget
Income									
4000 REVENUE									
4100 Grape Assessment	3,976,572	5,853,312	1,071,740	26.94%	3,420,300.00	(548,272)	-13.81%	(1,621,912)	-32.19%
4200 Privilege Tax	638,403	623,494	(12,907)	-2.03%	585,900.00	(48,455)	-13.0%	(70,454)	-11.28%
4300 Symposium	656,250	597,760	(58,490)	-8.91%	565,900.00	(91,250)	-13.99%	(32,700)	-4.98%
4350 Program Revenue	0	5,250	5,250					(5,250)	-100.00%
4400 Grant Revenue									
44100 Wine Country License Plate	57,500	57,500	0	0.00%	180,800.00	42,500	73.91%	42,500	73.91%
44200 Specialty Crop Block									
Total 4400 Grant Revenue	57,500	57,500	0	0.00%	180,800.00	42,500	73.91%	42,500	73.91%
41900 Interest	105	118	13	12.61%	105.00	10	47.62%	37	31.00%
42000 Wine Collar Valuation		47,750	47,750		20,800.00	20,800		(27,750)	-68.12%
Total 4000 REVENUE	5,336,882	6,364,140	1,023,257	19.76%	4,680,450.00	(651,397)	-12.41%	(1,714,694)	-28.66%
4500 Other Income									
Total Income	5,336,882	6,364,140	1,023,257	19.76%	4,680,450.00	(651,397)	-12.41%	(1,714,694)	-28.66%
Gross Profit	5,336,882	6,364,140	1,023,257	19.76%	4,680,450.00	(651,397)	-12.41%	(1,714,694)	-28.66%
Expenses									
6100 RESEARCH									
61100 Scientific Research									
61110 Grants for Vit & Enology	796,751	715,811	(80,940)	-10.16%	594,800.00	(201,760)	-31.69%	(170,800)	-25.87%
61120 Research Support	28,000	24,897	(3,103)	-11.08%	43,800.00	15,800	56.07%	18,900	72.77%
Total 61100 Scientific Research	824,751	740,708	(84,043)	-10.19%	638,600.00	(206,760)	-28.71%	(152,700)	-26.02%
61400 Insights and Data	73,462	30,026	(43,436)	-59.13%	64,500.00	(9,962)	-12.25%	13,612	26.69%
61500 Industry Research	246,015	234,118	(11,897)	-4.84%	217,800.00	(28,215)	-11.79%	(17,118)	-7.31%
61800 Research Contractors					10,800.00	10,800		10,800	
61900 Research Committee Admin	4,000		(4,000)	-100.00%	1,800.00	(3,800)	-75.00%	1,800	
Total 6100 RESEARCH	1,148,228	1,005,154	(143,074)	-12.46%	896,482.00	(251,746)	-28.32%	(145,272)	-14.18%
6200 EDUCATION EXPENSES									
62100 Symposium	656,250	597,111	(59,139)	-9.01%	610,800.00	(46,250)	-7.08%	18,800	3.20%
62200 Industry Resumes	6,000	7,072	1,072	17.87%	18,800.00	12,800	208.00%	15,520	154.20%
62300 Oregon Wine Education	48,500	18,067	(30,433)	-62.75%	65,800.00	16,800	34.02%	48,913	304.08%
62350 Education Contractors	80,000	83,080	3,080	3.85%	49,800.00	(30,800)	-61.75%	(35,800)	-70.75%
62350 Education Committee Admin	2,000	298	(1,702)	-85.10%	500.00	(1,800)	-75.00%	202	67.88%
Total 6200 EDUCATION EXPENSES	792,750	694,568	(98,182)	-12.39%	736,800.00	(54,250)	-4.94%	43,832	6.30%
6300 MARKETING EXPENSES									
63100 Media-Digital Production	226,000	194,040	(31,960)	-14.14%	253,800.00	(23,800)	-10.18%	6,800	4.62%
63110 Trade Programming	70,000	67,787	(2,213)	-3.16%	95,800.00	(15,800)	-21.40%	(12,707)	-18.66%
63120 Creative	255,000	160,987	(94,013)	-37.00%	180,800.00	(195,800)	-88.78%	(33,807)	-48.48%
63130 Events and Sponsorships	44,000	52,349	8,349	18.98%	180,800.00	56,800	127.20%	47,851	91.00%
63140 Website Upgrade & Maintenance	17,000	4,181	(12,819)	-75.41%	50,800.00	33,800	194.12%	48,919	1099.91%
63150 Wine Guide	80,000	10,843	(69,157)	-86.45%	77,800.00	(2,800)	-3.60%	26,157	51.45%
63200 Public Relations									
63210 Media Analytics + Publications	26,215	27,287	902	3.44%	49,800.00	18,785	71.68%	17,700	65.49%
63220 FAN Tours + Hosted Media	102,000	32,150	(69,850)	-68.48%	50,800.00	(52,800)	-98.04%	17,800	55.52%
63230 Wine Reviewers	41,500	42,880	1,380	3.33%	39,800.00	(1,800)	-4.53%	(7,800)	-18.30%
Total 63200 Public Relations	169,715	162,296	(7,419)	-4.37%	139,800.00	(30,715)	-22.40%	27,704	27.19%
63400 Industry Grants	20,000	37,384	6,384	31.92%	80,800.00	21,800	72.41%	12,816	33.79%
63500 WCLP Matching Funds	115,000	8,019	(106,981)	-92.94%	217,500.00	102,500	88.13%	209,481	2812.22%
63600 International Marketing									
63610 Grant + Coalition Administration	140,000	140,940	940	0.67%	180,800.00	40,800	28.57%	39,800	27.71%
63620 Program Support	30,000	39,289	9,289	30.96%	30,800.00	(10,800)	-33.33%	(10,200)	-48.19%
63630 Grant Related Expenses		33,419	33,419					(33,419)	-100.00%
63640 International Contractors	155,000	137,138	(17,862)	-11.52%	115,800.00	(40,900)	-35.31%	(22,138)	-16.14%
63650 IMDC Committee Admin					300.00	300		300	
Total 63600 International Marketing	325,000	350,786	25,786	7.93%	316,800.00	(8,700)	-2.98%	(36,485)	-11.12%
63800 Marketing Contractors	102,000	108,171	6,171	6.05%	182,800.00	80,800	58.31%	54,339	50.22%
63900 Marketing Committee Admin	8,000	950	(7,050)	-88.25%	500.00	(7,800)	-95.40%	(400)	-47.89%
Total 6300 MARKETING EXPENSES	1,426,715	1,119,732	(306,983)	-21.52%	1,486,800.00	35,885	2.48%	290,888	24.79%
6400 GENERAL & ADMIN EXPENSES									
64100 Technology Equipment & Support	86,000	92,483	6,483	7.54%	80,800.00	(36,800)	-45.54%	(42,483)	-52.90%
64150 Software Subscriptions	65,000	67,153	2,153	3.31%	115,800.00	50,800	76.60%	47,847	71.25%
64200 Supplies & Fees	33,800	32,774	(926)	-2.74%	37,800.00	5,000	15.69%	4,238	12.89%
64250 Utilities	22,000	20,076	(1,924)	-8.74%	30,800.00	8,800	39.98%	9,822	49.42%
64300 Legal	30,000	38,241	8,241	27.47%	37,500.00	7,500	25.00%	(1,741)	-4.44%
64350 Wine Storage					6,800.00	6,800		6,800	
64400 Board Administration					0	0		0	
64410 Board Travel & Meeting Expenses	41,300	42,999	1,699	4.11%	48,800.00	4,700	11.38%	3,801	6.98%
64420 Director Compensation	20,000	9,252	(10,748)	-53.74%	12,500.00	(7,800)	-37.50%	3,248	38.11%
Total 64400 Board Administration	61,300	52,251	(9,049)	-14.76%	61,300.00	(3,800)	-6.20%	6,249	11.96%
64500 Membership and Dues					3,800.00	3,800		3,800	
64550 Rent					0	0		0	
64570 Lease	75,000	38,980	(36,020)	-48.03%	140,800.00	74,800	98.67%	110,910	282.15%
64580 Tenant Rent Expense	0	1,895	1,895		13,800.00	13,800		11,744	63.79%
Total 64500 Rent	75,000	40,875	(34,125)	-45.50%	154,600.00	77,800	118.69%	121,754	298.09%
64600 Staff Administration									
64610 Travel	176,000	122,476	(53,524)	-30.41%	89,800.00	(111,800)	-124.50%	(57,476)	-46.90%
64620 Employee Development	33,500	13,906	(19,594)	-58.49%	30,500.00	(4,000)	-11.94%	16,594	112.14%

	Final 2023-25 Budget	2023-25 Actuals	\$ Change to Final Budget to Actuals	% Change Final Budget to Actuals	PY25-27 Budget	\$ Change to Final 23-25 Budget to 25- 27 Budget	% Change to Final 23-25 Budget to 25- 27 Budget	\$ Change to 23-25 Actuals to 25-27 Budget	% Change to 23-25 Actuals to 25-27 Budget
Incomes									
Total 6400 Staff Administration	208,589	136,382	(72,198)	-34.63%	94,608.00	(113,600)	(41,602)	-30.71%	
6400 Employee Compensation	2,590,158	2,343,688	(246,500)	-9.52%	2,280,800.00	(309,300)	(49,800)	-2.21%	
6400 PTO Accrual	110,000	15,000	(94,900)	-86.27%	30,800.00	(80,000)	14,400	92.31%	
6400 G&A Contractors	228,400	307,275	(78,875)	-34.53%	72,800.00	(156,400)	(136,230)	-68.28%	
Total 6400 GENERAL & ADMIN EXPENSES	3,008,388	2,953,688	(54,700)	-1.82%	2,896,608.00	(612,700)	(57,600)	-1.92%	
Total Expenses	6,676,984	6,844,782	(167,798)	-2.51%	5,976,282.00	(698,610)	(131,680)	-2.28%	
Net Operating Income	(1,648,548)	639,447	2,084,808	126.44%	(1,366,827.00)	281,721	(1,648,548)	-100.00%	
Net Income	(1,648,548)	639,447	2,084,808	126.44%	(1,366,827.00)	281,721	(1,648,548)	-100.00%	

Exhibit 12: All budget versions for each fiscal year of 2025-27 biennium available as of March 2026

	Budget FY25-26 v2025.03	Budget FY25-26 v2025.08	Budget FY25-26 v2026.01	Budget FY26-27 v2026.03
Income				
40000 REVENUE				
41000 Grape Assessment	2,100,000.00	2,216,400.00	1,749,300.00	1,680,000.00
42000 Privilege Tax	309,700.00	310,000.00	290,000.00	275,000.00
43000 Symposium	330,000.00	330,000.00	265,000.00	300,000.00
44000 Grant Revenue				
44100 Wine Country License Plate	50,000.00	50,000.00	50,000.00	50,000.00
Total 44000 Grant Revenue	50,000.00	50,000.00	50,000.00	50,000.00
81000 Interest	55.00	65.00	65.00	90.00
82000 Wine Cellar Valuation	0.00	20,000.00	65.00	0.00
Total 40000 REVENUE	2,789,755.00	2,926,465.00	2,344,430.00	2,305,090.00
45000 Other Income				
Total Income	2,789,755.00	2,926,465.00	2,344,430.00	2,305,090.00
Gross Profit	2,789,755.00	2,926,465.00	2,344,430.00	2,305,090.00
Expenses				
61000 RESEARCH				
61100 Scientific Research				
61110 Grants for Vit & Enology	387,000.00	352,500.00	352,500.00	192,482.00
61120 Research Support	25,000.00	23,000.00	23,000.00	20,000.00
Total 61100 Scientific Research	412,000.00	375,500.00	375,500.00	212,482.00
61400 Insights and Data	33,000.00	50,000.00	34,500.00	30,000.00
61500 Industry Research	90,000.00	130,000.00	127,000.00	90,000.00
61900 Research Contractors		20,000.00	10,000.00	0.00
61950 Research Committee Admin	0.00	3,000.00	1,000.00	
Total 61000 RESEARCH	535,000.00	578,500.00	548,000.00	332,482.00
62000 EDUCATION EXPENSES				
62100 Symposium	330,000.00	330,000.00	310,000.00	300,000.00
62200 Industry Resources	3,000.00	20,000.00	15,000.00	3,000.00
62300 Oregon Wine Education	17,500.00	90,000.00	45,000.00	20,000.00
62900 Education Contractors	10,000.00	85,000.00	45,000.00	
62950 Education Committee Admin	0.00	3,000.00	500.00	
Total 62000 EDUCATION EXPENSES	360,500.00	528,000.00	415,500.00	323,000.00
63000 MARKETING EXPENSES				
63100 Media-Digital Promotion	101,000.00	193,000.00	133,000.00	70,000.00
63110 Trade Programming	30,000.00	60,000.00	40,000.00	15,000.00
63120 Creative	74,500.00	90,000.00	70,000.00	30,000.00
63130 Events and Sponsorships	16,000.00	100,000.00	70,000.00	30,000.00
63140 Website Upgrade & Maintenance	0.00	75,000.00	30,000.00	20,000.00
63150 Wine Guide	5,000.00	65,000.00	65,000.00	12,000.00
63200 Public Relations				
63210 Media Analytics + Publications	14,200.00	25,000.00	25,000.00	20,000.00
63220 FAM Tours + Hosted Media	27,000.00	50,000.00	30,000.00	20,000.00
63230 Wine Reviewers	23,000.00	25,000.00	20,000.00	15,000.00
Total 63200 Public Relations	64,200.00	100,000.00	75,000.00	55,000.00
63400 Industry Grants	20,000.00	50,000.00	50,000.00	0.00
63500 WCLP Matching Funds	70,000.00	142,500.00	142,500.00	75,000.00
63600 International Marketing				
63610 Grant + Coalition Administration	75,000.00	90,000.00	90,000.00	90,000.00
63620 Program Support	5,000.00	12,000.00	10,000.00	10,000.00
63630 Grant Reimbursed Expenses	0.00			
63640 International Contractors	75,000.00	75,000.00	65,000.00	60,000.00
63650 IMEC Committee Admin	0.00	2,000.00	300.00	
Total 63600 International Marketing	155,000.00	179,000.00	155,300.00	160,000.00

63900 Marketing Contractors	50,000.00	120,000.00	102,500.00	60,000.00
63950 Marketing Committee Admin	3,000.00	3,000.00	500.00	
Total 63000 MARKETING EXPENSES	588,700.00	1,177,500.00	933,800.00	527,000.00
64000 GENERAL & ADMIN EXPENSES				
64100 Technology Equipment & Support	25,000.00	30,000.00	30,000.00	20,000.00
64150 Software Subscriptions	30,000.00	70,000.00	70,000.00	45,000.00
64200 Supplies & Fees	16,000.00	25,000.00	25,000.00	12,000.00
64250 Utilities	16,000.00	16,000.00	16,000.00	14,000.00
64300 Legal	15,000.00	30,000.00	20,000.00	17,500.00
64350 Wine Storage	0.00	4,000.00	4,000.00	2,500.00
64400 Board Administration				
64410 Board Travel & Meeting Expenses	20,000.00	26,000.00	26,000.00	20,000.00
64420 Director Compensation	7,000.00	5,000.00	5,000.00	7,500.00
Total 64400 Board Administration	27,000.00	31,000.00	31,000.00	27,500.00
64450 Membership and Dues				3,000.00
64500 Rent				
64510 Lease	73,000.00	73,000.00	73,000.00	76,000.00
64520 Tenant Rent Expenses	6,000.00	6,000.00	6,000.00	7,600.00
Total 64500 Rent	79,000.00	79,000.00	79,000.00	83,600.00
64600 Staff Administration				
64610 Travel	25,000.00	35,000.00	35,000.00	30,000.00
64620 Employee Development	2,000.00	33,500.00	23,500.00	6,000.00
Total 64600 Staff Administration	27,000.00	68,500.00	58,500.00	36,000.00
64650 Employee Compensation	1,110,000.00	1,100,000.00	1,100,000.00	1,100,000.00
64700 PTO Accrual	40,000.00	15,000.00	15,000.00	15,000.00
64800 G&A Contractors	47,000.00	42,000.00	42,000.00	30,000.00
Total 64000 GENERAL & ADMIN EXPENSES	1,432,000.00	1,510,500.00	1,490,500.00	1,406,100.00
Total Expenses	2,916,200.00	3,794,500.00	3,387,800.00	2,588,582.00
Net Operating Income	(126,445.00)	(868,035.00)	(1,043,370.00)	(283,482.00)
Net Income	(126,445.00)	(868,035.00)	(1,043,370.00)	(283,482.00)

Discussion of Major Variances Between Budget and Actuals for 2023-25 Biennium Including Discussion of Budget Adjustments

Changes to the Budget: As discussed in the background at the beginning of Section II, due to the nature of our funding, we have at least one change to the budget each fiscal year. Exhibit 8 includes all budget versions for 2023-25.

- Changes to the FY23-24 budget in August represented a minor adjustment to revenue and rollover of surplus funds from FY22-23 used to expand programing expenses. In December, Community Benchmark was increased by \$6,200 and Board Administration was decreased by \$6,200 to align with anticipated spends. There were no changes to the total expenses of the budget in December.
- Changes to the FY24-25 budget in May was an adjustment to Research Grants to align with the actual grants issued. August changes represented a minor adjustment to revenue and rollover of surplus funds from FY23-24 used to expand programing expenses. In December, minor budget adjustments were made in Leadership & Partnership to align with updated budgets for strategic planning and regional financial strategy plans. There were no changes to Leadership & Partnership FY24-25 budget or to total expenses in December.

Material changes to OWB Budgets are driven by timing and industry and market conditions to a much greater extent than inflation. This variance discussion is based on material changes +/- 10% by line item rather than inflation and will utilize the final 2023-25 biennium final budget and actuals as presented in Exhibit 11.

Revenue: Grape Assessment was 27% higher than budget due to bountiful harvests and increased wine production during the biennium. Wine Cellar Income was added to the financial statements effective June 30, 2025, and will be updated on an annual basis. This line item represents a valuation of wine in inventory, not actual income to OWB.

Research Expenses: Viticultural and Research Grants were 10% under budget as OWB did not award grants utilizing the full budget. Insights and Data budget was not fully utilized due to timing of organizational and staff changes.

Education Expenses: Symposium expenses were 10% under budget due to prudent expense management. Oregon Wine Education budget was not fully utilized due to timing of staff changes and ability to develop and execute programs.

Marketing Expenses: Media-Digital Promotion Advertising was under budget by 14% due to unanticipated exit of social media contractor. Creative was under budget by 24% due to lower industry demands for merchandising and POS materials during Oregon Wine Month promotion. Events and Sponsorships exceeded budget by 19% as demand to support functions was stronger than originally planned and funds in the overall budget allowed for the additional engagements. Website Upgrade & Maintenance was under budget 75% as updates were delayed due to timing in personnel changes. Wine Guide was under budget by 22% as work for the updated guide was pushed into FY25-26. FAM Tours + Hosted Media was under budget by 68% due focus of new personnel during the biennium. Industry Grants exceeded budget by 29% to fulfill all requests during the period and the overall budget allowed for the additional direct industry support. WCLP Matching Funds were under budget by 93% as the

expenses were pushed into FY25-26. Program Support exceeded budget by 30% due to expenditures surpassing allowable grant reimbursements. Grant Reimbursed Expenses are over budget due to timing of reimbursements from NWC. International Contractors is under budget by 12% as a portion of this line item became eligible for grant reimbursement during the biennium. Marketing Committee Admin was 88% under budget as meetings were mainly conducted remotely.

General & Admin Expenses: Legal Fees were 30% over budget due to increased needs for legal counsel due to organizational changes, Secretary of State Audit of OWB Wine Cellar, and subpoenas related to PacifiCorp. Director Compensation was under budget by 54% due to limited qualifying members. Rent was under budget by 48% due to delay in construction and return to office until March 2025. It should also be noted the office lease was added to the balance sheet during the biennium. Travel, Employee Development, and Employee Compensation were all lower than budget. driven by the reduction in FTEs during the biennium.

Discussion of Major Variances Between 2023-25 and 2025-27 Budgets

Changes to the Budget: As discussed in the background at the beginning of Section II, due to the nature of our funding, we have at least one change to the budget each fiscal year. Exhibit 12 includes all budget versions for 2025-27 as of March 2026. As the FY2026-27 budget will be revised in August, the discussion below is more general in nature.

- Changes to the FY25-26 budget in August represented a minor adjustment to revenue and rollover of surplus funds from FY24-25 used to expand programing expenses. In January the budget reflected a major anticipated downturn in Grape Assessment and minor downturns in Privilege Tax and Symposium revenues decreasing the Total Revenue by \$562,000 from \$2,926,000 to \$2,364,000. Expenditures were lowered by \$407,000 without affecting any major planned programming for the remainder of FY25-26.

As noted above, material changes to OWB Budgets are driven by timing and industry and market conditions to a much greater extent than inflation. This variance discussion is based on material changes by line item rather than inflation and will utilize the final 2023-25 biennium budget and final 2025-27 budget (as of March 2026) as presented in Exhibit 11.

2025-27 budgeted revenue is 12% lower than 2023-25 budgeted revenue. Grape Assessment is the main driver to decreased revenue and aligns with current market conditions of oversupply of wine and inventory rebalancing over the next 2-3 years.

2025-27 expenditures are reduced to align with contracted revenue. All programs necessary to execute on the 2025-2030 Strategic Plan will be funded but may be scaled down. The research budget continues to support ongoing grants but does not fund additional new grants in 2026-27.

The budget reflects reduced or eliminated spending for contractors, committee administration, employee travel and administration.

Beginning and Ending Balances for 2023-25 and 2025-27 Description of Variances

The beginning and ending balances for 2023-25 were derived from the 2023-25 Statement of Cash Flows from OWB’s accounting software, QuickBooks. Net Income from the 2025-27 Budget, Balance Sheet as of June 30, 2025, and Proforma Balance Sheet as of June 30, 2025, were used to develop values for 2025-27 Statement of Cash Flows and the beginning and ending balances 2025-27 in Exhibit 13. See S1 and S2 in OWB_EXHIBITS.xlsx for detailed calculations.

Exhibit 13 Beginning and Ending Balances

	2023-25 Actual	2025-27 Projected
Beginning Balance (previous biennia carry-over)	\$1,328,151	\$1,683,602
Net Income/Loss	\$355,451	(\$1,149,344)
Ending Balance	\$1,683,602	\$534,258
Reserve Fund as of June 30	\$900,000	\$459,588

Discussion of Target Ending Balance in Terms of Overall Reserve Amount and/or Months of Operating Reserves

The reserve fund in recent years has been ~30% of the annual grape assessment. In consideration of anticipated surplus funds at the end of FY 24-25 and current industry headwinds, the OWB Board of Directors voted to set the Reserve Fund at \$900,000 effective June 30, 2025. This reserve level provides a minimum of six months of operating expenses and the ability to utilize reserve funds to execute on strategic plans and programs.

The current budget for FY2025-27 reduces the reserves by approximately 50%. The budget and target reserve level will be re-evaluated and updated as insights into 2026 and 2027 grape assessments are realized.

Changes in Revenue Sources or Amounts

There are no changes to OWB’s revenue sources. Grape Assessment and Privilege Tax are budgeted to decline in 2025-27 biennium due to the current market conditions and rebalancing of wine inventory. All main revenue sources are detailed below.

Grape Assessment (ORS 473.045-473.046): OWB’s main revenue source is through the grape assessment tax. This is reported to and paid directly to the Oregon Liquor and Cannabis Commission (OLCC) by the industry. OLCC makes monthly payment transfers to OWB.

\$25/ton tax on grapes harvested in Oregon and used to produce wine

\$25/ton tax on grapes imported into the state and used to produce wine

\$25/ton tax on wine produced from juice or concentrate

\$12.50/ton tax on wine grapes sold to businesses outside of the state

\$0.021/gallon tax on wine made from all other agricultural products other than grapes used to make wine or cider over 8.5% alcohol.

Grape Assessment tax rates have been at the current rate since establishment in 1983. Changes in annual grape assessments are a result of changes in wine production.

Privilege Tax: Oregon assesses a tax on the privilege of making malt beverages, wine, or cider in Oregon; or shipping or importing malt beverages, wine, or cider into Oregon. This is referred to as a privilege tax (ORS 473.030). OWB receives \$0.02/gallon of the tax on wine sold within the state of Oregon (the first 40,000 gallons are exempt for wineries producing less than 100,000 gallons annually). Privilege tax reporting and payment is to OLCC. OLCC makes monthly payment transfers to OWB.

Symposium: OWB generates revenue from the Oregon Wine Symposium (OWS) via ticket sales and sponsorships. The OWS is a program designed to deliver pertinent industry education seminars in viticulture, enology, and marketing. Revenue generated by this event is forecasted to offset all event expenses.

Grant Revenue: OWB applies for grants through Oregon Department of Agriculture's Specialty Crop Block Grant and Travel Oregon's Wine Country License Plate program to execute specific programs.

Funding outside of OWB Financials

Oregon Wine Board and Washington State Wine Commission are active members of the Northwest Wine Coalition (NWC). NWC qualifies and applies for USDA grants to facilitate export growth including Market Access Program (MAP), Regional Agriculture Promotion (RAPP), America First Trade Promotion Program (AFTPP), and Global Broad-Based Initiatives (GBI).

Section III: Rule Making Activities

Rules Adopted

The Oregon Wine Board did not make any rule-making changes in the 2023-25 biennium.

Budget Public Hearing Process

OWB develops the biennium budget on two annual budget cycles aligning with operations. Public opportunities are provided for information gathering and feedback from industry on budget priorities and programs. The process is open to continual feedback and process improvement.

All current budgets, financials, budget development meetings and historic information including recordings of public presentations are available on OWB's website [Budget & Financials](#). Notification is posted on the website, provided to the industry via the Grapevine industry newsletter (copies available on the website, [Grapevine Newsletters](#)) and standalone email announcements are sent to Grapevine industry email list for public presentations. Budget presentations are also provided to the Industry Partnership Committee.

The FY2025-27 budget process and timeline are outlined below in Table 1. Specific dates, budget postings and meeting recording are available under the Budget Development Process & Documents at the [Budget & Financials](#) page of the industry website.

Table 1: Budget Timeline

January 2025	<ul style="list-style-type: none"> • Post Timeline and Process for FY25-26 Budget Development • Notification to Industry via Grapevine Newsletter
February 2025	<ul style="list-style-type: none"> • Industry Partnership Committee Budget Input, 2/13/25 • Public Posting of FY25-26 Draft Budget, 2/17/25 • Public Presentation of FY25-26 Draft Budget, Input and Q&A, 2/25/25
March 2025	<ul style="list-style-type: none"> • Finance Committee Review of Proposed Budget, 3/14/25 • FY25-26 Budget Review, Discussion and Approval at Public Board Meeting, 3/15/25
July 2025	<ul style="list-style-type: none"> • Notification to Industry via Grapevine Newsletter • Industry Partnership Committee Budget Adjustments Input, 7/10/25 • Public Posting of FY25-26 Proposed Budget Adjustments, 7/14/25 • Public Presentation FY25-26 Proposed Budget Adjustments, Input and Q&A, 7/22/25
August 2025	<ul style="list-style-type: none"> • Finance Committee Review of Proposed Budget Adjustments, 7/28/25 • FY25-26 Proposed Budget Adjustments, Discussion and Approval at Public Board Meeting, 8/8/25
January 2026	<ul style="list-style-type: none"> • Post Timeline and Process for FY26-27 Budget Development • Notification to Industry via Grapevine Newsletter
February 2026	<ul style="list-style-type: none"> • Public Posting of FY26-27 Draft Budget, 2/10/26 • Industry Partnership Committee Budget Input, 2/17/26 • Public Presentation of FY26-27 Draft Budget, Input and Q&A, 2/19/26
March 2026	<ul style="list-style-type: none"> • Finance Committee Review of Proposed Budget, 2/25/26 • FY26-27 Budget Review, Discussion and Approval at Public Board Meeting, 3/5/26
July 2026	<ul style="list-style-type: none"> • Notification to Industry via Grapevine Newsletter • Public Posting of FY26-27 Proposed Budget Adjustments, 7/23/26 • Industry Partnership Committee Budget Adjustments Input, 7/30/26 • Public Presentation of FY26-27 Proposed Budget Adjustments, Input and Q&A, 7/31/26
August 2026	<ul style="list-style-type: none"> • Finance Committee Review of Proposed Budget Adjustments, 8/6/26 • FY26-27 Proposed Budget Adjustments, Discussion and Approval at Public Board Meeting, 8/13/26

Section IV: Consumer Protection

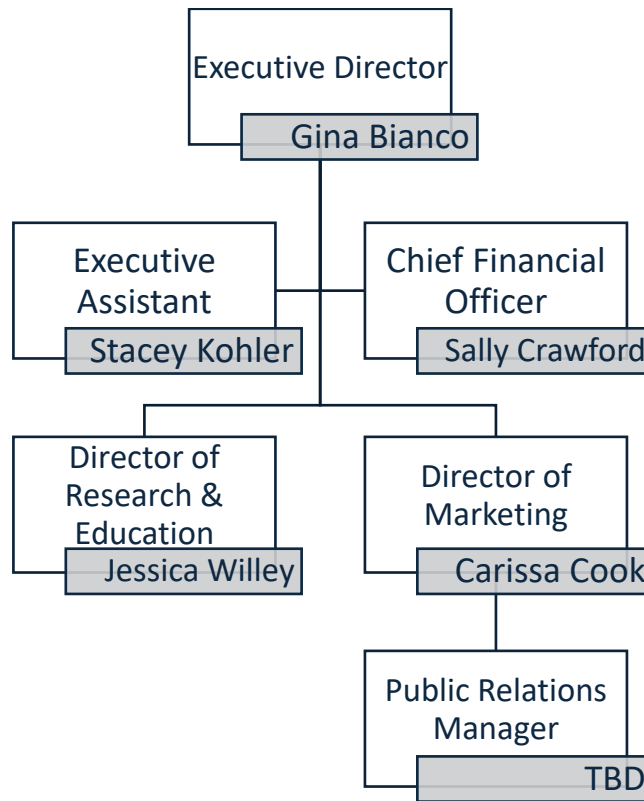
OWB is a non-licensing agency. Copies of our published Annual Reports for 2023-24 and 2024-25 provide performance insights to industry stakeholders; the reports are submitted as separate documents with this report. Reports are published and posted on our website [OWB Annual Reports](#).

Section V: Licensing Activities and Disciplinary Actions

This is not applicable to the Oregon Wine Board.

Section VI: Other Board Activities

Organizational Chart as of June 30, 2025



Current OWB staff is available at our industry website, [OWB Management Team](#).

Agency Operations

Agency Operations are summarized in Exhibit 14.

Exhibit 14: Agency Operations

Biennium	Positions	FTE	Board Members - Industry	Board Meetings	Board Stipend	Director Salary \$/per Month
2015-2017	9	9.00	9	10		\$14,000
2017-2019	9	9.00	9	10		\$15,500
2019-2021	8	8.00	9	26		\$19,700
2021-2023	8	8.00	9	16	\$155/day	\$19,700
2023-2025	6	6.00	9	15	\$166/day	\$17,500
2025-2027 (Proposed)	6	6.00	9	12	\$178/day	\$18,375

Oregon Wine Board closed the 2023-25 biennium with 6 FTE positions. This is 2 less FTE positions than planned. Due to organizational restructuring and revenue constraints, OWB plans to remain at 6 FTE in the 2025-27 biennium.

Board Best Practices

The Board Best Practices self-assessment was administered in person on December 4, 2025. Eight board members were active on this date and all 8 completed the survey via a paper copy. The results were collated by Sally Crawford, CFO, and are presented in Exhibit 15 below:

Exhibit 15: Board Best Practices

Best Practices Criteria	Total Yes Responses	Total No Responses
1. Executive Director's performance expectations are current.	8	0
2. Executive Director receives annual performance feedback.	8	0
3. The agency's mission and high-level goals are current and applicable.	8	0
4. The board reviews annual performance progress report.	7	1
5. The board is appropriately involved in review of agency's key communications.	5	3
6. The board is appropriately involved in policy-making activities.	7	1
7. The agency's budget aligns with mission and goals.	8	0
8. The board reviews all proposed budgets.	8	0
9. The board periodically reviews key financial information and audit findings.	8	0
10. The board is appropriately accounting for resources.	6	2
11. The agency adheres to accounting rules and other relevant financial controls.	8	0
12. Board members act in accordance with their roles and public representatives.	7	1
13. The board coordinates with others where responsibilities and interests overlap.	7	1
14. The board members identify and attend appropriate training sessions.	6	2
15. The board reviews its management practices to ensure best practices are utilized.	5	3
	106	14
Percentage of Total	88.33%	11.67%

Key Performance Measures

[Annual reports for 2023-24 and 2024-25](#) detail programing supporting Oregon Wine Board's three Strategic Priorities:

1. Enhance the Reputation of Oregon Wine - Define, protect, and promote the reputation of Oregon Wine globally.
 - Establish a well-defined Oregon Wine brand with focused messages, attributes, and brand guidelines
 - Promote statewide alignment to amplify and ensure consistency of brand message to external audiences
 - Increase global awareness of the quality and breadth of the Oregon wine category
 - Fuel research that sustains and advances wine and grape quality

2. Deliver Knowledge & Insights - Advance collective intelligence in support of growing, making and selling quality wines.
 - Commission and curate technical, business, and market research to advance industry practices
 - Be the experts on the Oregon wine industry in support of telling its stories and communicating its impact
 - Make data and insights easily accessible to industry members at all times
 - Leverage funding and maximize knowledge-sharing through partnerships in research and education

3. Provide Leadership & Partnership – Harness statewide strength to unite and empower the Oregon wine industry
 - Prioritize activities that will have greatest impact on the advancement of the statewide industry
 - Establish development opportunities for regional associations appropriate to their life stage needs and in service to the advancement of Brand Oregon
 - Institutionalize venues for cooperation and input-gathering among regions and other industry groups