

Balance Sheet

	As of Sep 30, 2024	As of Jun 30, 2024 (PP)
ASSETS		
Current Assets		
Bank Accounts		
1000 Umpqua Bank Checking	1,156,149.75	952,052.85
1050 Umpqua Bank Money Market	632,579.74	549,071.70
Total Bank Accounts	\$ 1,788,729.49	\$ 1,501,124.55
Accounts Receivable		
1200 Accounts Receivable	120,385.29	120,052.05
Total Accounts Receivable	\$ 120,385.29	\$ 120,052.05
Total Current Assets	\$ 1,909,114.78	\$ 1,621,176.60
Other Assets		
1250 Prepaid Expenses	-11,615.87	6,977.20
1260 Security Deposit	6,919.02	6,919.02
Total Other Assets	-\$ 4,696.85	\$ 13,896.22
TOTAL ASSETS	\$ 1,904,417.93	\$ 1,635,072.82
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable	50,229.14	70,003.97
2050 Grants Payable	12,400.00	12,400.00
Total Accounts Payable	\$ 62,629.14	\$ 82,403.97
Total Credit Cards	\$ 8,500.33	\$ 30,411.49
Other Current Liabilities		
Total 2101 Payroll Liabilities	\$ 42,084.03	\$ 40,967.09
Total Other Current Liabilities	\$ 42,084.03	\$ 40,967.09
Total Current Liabilities	\$ 113,213.50	\$ 153,782.55
Total Liabilities	\$ 113,213.50	\$ 153,782.55
Equity		
3000 Opening Bal Equity	13,492.81	13,492.81
3900 Retained Earnings	1,467,797.46	1,467,797.46
Net Income	309,914.16	
Total Equity	\$ 1,791,204.43	\$ 1,481,290.27
TOTAL LIABILITIES AND EQUITY	\$ 1,904,417.93	\$ 1,635,072.82



Profit & Loss Statement

	Q1 FY24-25 Actuals	Q1 FY24-25 Budget	over Budget	% of Budget	FY24-25 Budget v2024.08
Income					
4100 Grape Assessment (\$25/ton)	955,342.56	640,150.00	315,192.56	149.24%	2,106,000.00
4200 Wine Tax (2c/gal)	93,333.82	93,200.00	133.82	100.14%	309,700.00
4300 Program Revenue			0.00		
4305 Marketing Participation Revenue		0.00	0.00		0.00
Total 4300 Program Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00
4310 Symposium Revenue		0.00	0.00		330,000.00
4500 Other Income			0.00		
4510 Interest Revenue	15.79	13.74	2.05	114.92%	55.00
Total 4500 Other Income	\$ 15.79	\$ 13.74	\$ 2.05	114.92%	\$ 55.00
4600 Grant Revenue			0.00		
4632 Wine Country License Plate		0.00	0.00		50,000.00
Total 4600 Grant Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 50,000.00
Sales	0.00		0.00		
Total Income	\$ 1,048,692.17	\$ 733,363.74	\$ 315,328.43	143.00%	\$ 2,795,755.00
Gross Profit	\$ 1,048,692.17	\$ 733,363.74	\$ 315,328.43	143.00%	\$ 2,795,755.00
Expenses					
1R000 Research.			0.00		
R100 Vit & Enological Research			0.00		
R101 Grants.	193,375.50	193,375.50	0.00	100.00%	386,751.00
R104 Grant Management/Administration	10,291.49	10,500.00	-208.51	98.01%	16,000.00
Total R100 Vit & Enological Research	\$ 203,666.99	\$ 203,875.50	-\$ 208.51	99.90%	\$ 402,751.00
R800 Research. Administration			0.00		
R804 NWCSFR Contribution		0.00	0.00		9,000.00
Total R800 Research. Administration	\$ 0.00	\$ 0.00	\$ 0.00		\$ 9,000.00
R900 Research.Employee Compensation	10,800.14	17,499.99	-6,699.85	61.72%	70,000.00
Total 1R000 Research.	\$ 214,467.13	\$ 221,375.49	-\$ 6,908.36	96.88%	\$ 481,751.00
2E000 Industry Education.			0.00		
E100 Symposium			0.00		
E101 Audio/Visual		0.00	0.00		56,500.00



	Q1 FY24-25 Actuals	Q1 FY24-25 Budget	over Budget	% of Budget	FY24-25 Budget v2024.08
E102 Soiree			0.00	0.00	0.00
E103 Facility	8,550.00	8,550.00	0.00	100.00%	75,000.00
E104 Food and Beverage		0.00	0.00		40,000.00
E105 Materials, Fees, Misc		0.00	0.00		40,000.00
E108 Spanish Translation		0.00	0.00		10,000.00
E109 Speakers		0.00	0.00		44,500.00
E112 Marketing		0.00	0.00		6,000.00
E113 Event Management Contractor	18,637.50	18,637.50	0.00	100.00%	58,000.00
Total E100 Symposium	\$ 27,187.50	\$ 27,187.50	\$ 0.00	100.00%	\$ 330,000.00
E200 Education Projects				0.00	
E201 Misc Workshops		2,499.99	-2,499.99	0.00%	10,000.00
E202 DTC/ Workshop		2,499.99	-2,499.99	0.00%	10,000.00
E205 Community Benchmark		0.00	0.00		0.00
Total E200 Education Projects	\$ 0.00	\$ 4,999.98	-\$ 4,999.98	0.00%	\$ 20,000.00
E700 Education.Consulting Services	21,000.00	20,000.00	1,000.00	105.00%	80,000.00
E800 Education.Administration				0.00	
E803 Education.Employee Development	174.10		174.10		
E804 Education.Mtg & Travel Expense	2,107.47	3,000.00	-892.53	70.25%	12,000.00
Total E800 Education.Administration	\$ 2,281.57	\$ 3,000.00	-\$ 718.43	76.05%	\$ 12,000.00
E900 Education.Employee Compensation	25,468.79	37,500.00	-12,031.21	67.92%	150,000.00
Total 2E000 Industry Education.	\$ 75,937.86	\$ 92,687.48	-\$ 16,749.62	81.93%	\$ 592,000.00
3M000 Marketing.				0.00	
1B000 Brand Equity & Brand Identity				0.00	
B101 Consumer Website Concept/Design/Maintenance		750.00	-750.00	0.00%	3,000.00
B106 Social Media Contractor		6,000.00	-6,000.00	0.00%	24,000.00
B107 Digital Advertising	1,820.13	3,999.99	-2,179.86	45.50%	16,000.00
Total 1B000 Brand Equity & Brand Identity	\$ 1,820.13	\$ 10,749.99	-\$ 8,929.86	16.93%	\$ 43,000.00
2T000 Tourism				0.00	
M101 Oregon Wine Month				0.00	
M101.01 OWM - Trade Programming	739.90	0.00	739.90		30,000.00
M101.02 OWM - Creative and Project Mngmt		0.00	0.00		7,500.00



	Q1 FY24-25 Actuals	Q1 FY24-25 Budget	over Budget	% of Budget	FY24-25 Budget v2024.08
M101.03 OWM - POS Printing & Distribution			0.00	0.00	32,500.00
M101.04 OWM - Media Plan & Mngmt			0.00	0.00	50,000.00
M101.05 OWM - Digital Promotion			0.00	0.00	20,000.00
M101.06 OWM - Merchandising Support			0.00	0.00	20,000.00
Total M101 Oregon Wine Month	\$ 739.90	\$ 0.00	\$ 739.90		\$ 160,000.00
M102 Wines Fly Free	1,380.00	1,500.00	-120.00	92.00%	5,000.00
M108 Bounty & Vine	2,500.00	15,000.00	-12,500.00	16.67%	35,000.00
M205 Wine Guide	1,086.83	1,000.00	86.83	108.68%	50,000.00
T102 Content Development (includ. photog, Travel OR)			0.00	0.00	75,000.00
Total 2T000 Tourism	\$ 5,706.73	\$ 17,500.00	-\$ 11,793.27	32.61%	\$ 325,000.00
3X000 Market Expansion				0.00	
I000 International Marketing				0.00	
I101 Northwest Wine Coalition	65,200.00	65,200.00	0.00	100.00%	75,000.00
I102 Non-Reimburseable Event Cost	279.91	2,499.99	-2,220.08	11.20%	10,000.00
I103 Reimbursed Expenses	27,068.07		27,068.07		
I103.01 Billable Shipping, Freight & Delivery	-8,818.34		-8,818.34		
Total I103 Reimbursed Expenses	\$ 18,249.73	\$ 0.00	\$ 18,249.73		\$ 0.00
I900 Logistics & Admin Consultants	12,600.00	17,499.99	-4,899.99	72.00%	70,000.00
Total I000 International Marketing	\$ 96,329.64	\$ 85,199.98	\$ 11,129.66	113.06%	\$ 155,000.00
X101 Resource Studio + Website Platform Upgrade		0.00	0.00		0.00
X103 Trade Education Tools & Events				0.00	
M105 Trade Events - Texsom	12,049.88	16,000.00	-3,950.12	75.31%	20,000.00
M106 Marketing Events SCBG		0.00	0.00		10,000.00
M201 Resource Studio	6.88	0.00	6.88		7,500.00
Total X103 Trade Education Tools & Events	\$ 12,056.76	\$ 16,000.00	-\$ 3,943.24	75.35%	\$ 37,500.00
Total 3X000 Market Expansion	\$ 108,386.40	\$ 101,199.98	\$ 7,186.42	107.10%	\$ 192,500.00
4C000 Communications				0.00	
C100 Media Relations		0.00	0.00		0.00
C100.01 MR - Cross Border Tour		1,250.01	-1,250.01	0.00%	5,000.00
C100.02 MR - Shoulder Season Media Tours		0.00	0.00		20,000.00
C100.03 MR - Association Opportunities		3,750.00	-3,750.00	0.00%	15,000.00



	Q1 FY24-25 Actuals	Q1 FY24-25 Budget	over Budget	% of Budget	FY24-25 Budget v2024.08
C100.04 MR - Critical Reviewer Coordination	620.14	0.00	620.14		20,000.00
C100.05 MR - Wine Sample Shipments		750.00	-750.00	0.00%	3,000.00
C100.06 MR - Media Hosting & Briefings		3,000.00	-3,000.00	0.00%	12,000.00
C100.07 MR - Other Programming/Consultants		0.00	0.00		0.00
Total C100 Media Relations	\$ 620.14	\$ 8,750.01	-\$ 8,129.87	7.09%	\$ 75,000.00
C200 Media Analytics	10,200.00	10,200.00	0.00	100.00%	10,200.00
C800 Comm.Administration			0.00		
C801 Subs & Pubs	773.99	999.99	-226.00	77.40%	4,000.00
C802 Comm.Collateral & Materials	-180.00	500.01	-680.01	-36.00%	2,000.00
C804 Comm.Mtg &Travel	1,717.59	2,000.01	-282.42	85.88%	8,000.00
Total C800 Comm.Administration	\$ 2,311.58	\$ 3,500.01	-\$ 1,188.43	66.04%	\$ 14,000.00
C900 Comm.Employee Compensation	35,925.84	38,750.01	-2,824.17	92.71%	155,000.00
Total 4C000 Communications	\$ 49,057.56	\$ 61,200.03	-\$ 12,142.47	80.16%	\$ 254,200.00
M800 Marketing.Administration			0.00		
M801 Marketing.Committee Meetings	250.00	750.00	-500.00	33.33%	3,000.00
M802 Marketing.Collateral & Mtls	1,950.08	2,499.99	-549.91	78.00%	10,000.00
M804 Marketing.Mtg &Travel	5,204.13	3,000.00	2,204.13	173.47%	12,000.00
Total M800 Marketing.Administration	\$ 7,404.21	\$ 6,249.99	\$ 1,154.22	118.47%	\$ 25,000.00
M900 Marketing.Employee Compensation	51,473.09	111,249.99	-59,776.90	46.27%	445,000.00
Total 3M000 Marketing.	\$ 223,848.12	\$ 308,149.98	-\$ 84,301.86	72.64%	\$ 1,284,700.00
4K000 Knowledge & Insights.			0.00		
M300 Marketing Research			0.00		
M301 Marketing Research	75.00	0.00	75.00		50,000.00
M302 Nielsen Data		0.00	0.00		15,000.00
M304 Wine Market Council	5,000.00	5,000.00	0.00	100.00%	5,000.00
M305 Community Benchmark	23,511.60	23,512.00	-0.40	100.00%	23,512.00
Total M300 Marketing Research	\$ 28,586.60	\$ 28,512.00	\$ 74.60	100.26%	\$ 93,512.00
R200 Industry Research			0.00		
R201 Ag Census		0.00	0.00		130,000.00
R203 Misc. Studies		0.00	0.00		0.00
R204 Salary Survey		0.00	0.00		5,000.00



	Q1 FY24-25 Actuals	Q1 FY24-25 Budget	over Budget	% of Budget	FY24-25 Budget v2024.08
Total R200 Industry Research	\$ 0.00	\$ 0.00	\$ 0.00		\$ 135,000.00
zK900 Knowledge & Insights Compensation	9,486.51	13,749.99	-4,263.48	68.99%	55,000.00
Total 4K000 Knowledge & Insights.	\$ 38,073.11	\$ 42,261.99	-\$ 4,188.88	90.09%	\$ 283,512.00
5L000 Leadership & Partnership			0.00		
G200 Industry Contributions			0.00		
G201 Misc Industry Contributions		6,249.99	-6,249.99	0.00%	25,000.00
Total G200 Industry Contributions	\$ 0.00	\$ 6,249.99	-\$ 6,249.99	0.00%	\$ 25,000.00
L103 Program Contributions			0.00		
G600 Industry Relations			0.00		
G601 Subscriptions	8,623.62	7,500.00	1,123.62	114.98%	70,000.00
G602 Administration/Annual Report		1,250.01	-1,250.01	0.00%	5,000.00
G603 Strategic Planning		0.00	0.00		50,000.00
G604 Industry Website Platform Upgrade		0.00	0.00		10,000.00
G605 DEI Leadership-Infrastructure		0.00	0.00		4,000.00
G606 Profit Calculator		0.00	0.00		3,000.00
Total G600 Industry Relations	\$ 8,623.62	\$ 8,750.01	-\$ 126.39	98.56%	\$ 142,000.00
Total L103 Program Contributions	\$ 8,623.62	\$ 8,750.01	-\$ 126.39	98.56%	\$ 142,000.00
L800 Leadership & Partnership Administration			0.00		
L804 Partnership.Mtg &Travel		0.00	0.00		5,500.00
Total L800 Leadership & Partnership Administration	\$ 0.00	\$ 0.00	\$ 0.00		\$ 5,500.00
L900 Leadership & Partnership.Employee Compensation	13,676.30	16,250.01	-2,573.71	84.16%	65,000.00
Total 5L000 Leadership & Partnership	\$ 22,299.92	\$ 31,250.01	-\$ 8,950.09	71.36%	\$ 237,500.00
6G000 General & Admin			0.00		
G100 Board Administration			0.00		
G101 Meetings.Board	3,404.55	3,000.00	404.55	113.49%	16,000.00
G102 Travel Expense.Board	4,950.45	2,500.00	2,450.45	198.02%	10,000.00
G103 Board Director Compensation	1,328.00	2,500.00	-1,172.00	53.12%	10,000.00
Total G100 Board Administration	\$ 9,683.00	\$ 8,000.00	\$ 1,683.00	121.04%	\$ 36,000.00
G500 Office Administration			0.00		
G501 Rent	5,966.25	18,750.00	-12,783.75	31.82%	75,000.00
G502 Equipment/Furniture/Maintenance	13,904.65	7,500.00	6,404.65	185.40%	55,000.00



	Q1 FY24-25 Actuals	Q1 FY24-25 Budget	over Budget	% of Budget	FY24-25 Budget v2024.08
G503 Postage/Supplies/Fees	6,614.47	3,999.99	2,614.48	165.36%	16,000.00
G504 Telephone/Internet Fees	624.48	3,999.99	-3,375.51	15.61%	16,000.00
Total G500 Office Administration	\$ 27,109.85	\$ 34,249.98	-\$ 7,140.13	79.15%	\$ 162,000.00
G800 Staff Administration			0.00		
G802 Employee Development.G&A		2,000.01	-2,000.01	0.00%	8,000.00
G803 Mtg & Travel.G&A	3,342.31	12,500.01	-9,157.70	26.74%	50,000.00
G804 Temp & Contract Support	5,504.92	7,500.00	-1,995.08	73.40%	30,000.00
G805 Legal Fees	4,372.50	5,000.01	-627.51	87.45%	20,000.00
Total G800 Staff Administration	\$ 13,219.73	\$ 27,000.03	-\$ 13,780.30	48.96%	\$ 108,000.00
G900 Employee Compensation.G&A	114,139.29	102,500.01	11,639.28	111.36%	410,000.00
G901 Employee Retirement Allocation		0.00	0.00		0.00
G999 Accrued PTO Balances		9,999.99	-9,999.99	0.00%	40,000.00
Total 6G000 General & Admin	\$ 164,151.87	\$ 181,750.01	-\$ 17,598.14	90.32%	\$ 756,000.00
8000 General & Administrative			0.00		
8200 Employee Compensation			0.00		
8210 Salaries and Wages	0.00		0.00		
8230 Payroll tax	0.00		0.00		
Total 8200 Employee Compensation	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00
Total 8000 General & Administrative	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00
Purchases	0.00		0.00		
Total Expenses	\$ 738,778.01	\$ 877,474.96	-\$ 138,696.95	84.19%	\$ 3,635,463.00
Net Operating Income	\$ 309,914.16	-\$ 144,111.22	\$ 454,025.38	-215.05%	-\$ 839,708.00
Net Income	\$ 309,914.16	-\$ 144,111.22	\$ 454,025.38	-215.05%	-\$ 839,708.00