

## Balance Sheet

	Total	
	As of September 30, 2025	As of June 30, 2025 (PP)
Assets		
Current Assets		
Bank Accounts		
1000 Umpqua Bank Checking	861,959.00	783,596.46
1050 Umpqua Bank Money Market	900,027.96	900,005.27
<b>Total for Bank Accounts</b>	<b>1,761,986.96</b>	<b>1,683,601.73</b>
Accounts Receivable		
1200 Accounts Receivable	227,940.76	242,427.26
<b>Total for Accounts Receivable</b>	<b>227,940.76</b>	<b>242,427.26</b>
Other Current Assets		
Inventory Asset	47,756.00	47,756.00
<b>Total for Other Current Assets</b>	<b>47,756.00</b>	<b>47,756.00</b>
<b>Total for Current Assets</b>	<b>2,037,683.72</b>	<b>1,973,784.99</b>
Other Assets		
1220 Reimburse Paid Expenses	0.00	0.00
1250 Prepaid Expenses	122,059.29	66,994.93
1260 Security Deposit	6,811.75	6,811.75
Right-of-Use Asset	135,581.10	140,863.47
<b>Total for Other Assets</b>	<b>264,452.14</b>	<b>214,670.15</b>
<b>Total for Assets</b>	<b>2,302,135.86</b>	<b>2,188,455.14</b>
Liabilities and Equity		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable	145,391.77	87,318.71
2050 Grants Payable	12,400.00	12,400.00
Accrued Expenses	11,884.23	7,922.50
<b>Total for Accounts Payable</b>	<b>169,676.00</b>	<b>107,641.21</b>
Credit Cards		
Credit Card 9737 AP	19,226.94	47,071.78
<b>Total for Credit Cards</b>	<b>19,226.94</b>	<b>47,071.78</b>
Other Current Liabilities		
2101 Payroll Liabilities	4,906.23	4,292.51
2102 FSA Employee Contributions	(1,590.87)	(1,326.59)
2120 Accrued PTO Balance	52,099.95	52,099.95
<b>Total for 2101 Payroll Liabilities</b>	<b>55,415.31</b>	<b>55,065.87</b>
<b>Total for Other Current Liabilities</b>	<b>55,415.31</b>	<b>55,065.87</b>
<b>Total for Current Liabilities</b>	<b>244,318.25</b>	<b>209,778.86</b>
Long-term Liabilities		
Right-of-Use Liability	138,796.55	142,700.87
<b>Total for Long-term Liabilities</b>	<b>138,796.55</b>	<b>142,700.87</b>
<b>Total for Liabilities</b>	<b>383,114.80</b>	<b>352,479.73</b>
Equity		
3000 Opening Bal Equity	13,492.81	13,492.81
3900 Retained Earnings	1,822,482.60	1,490,390.90
Net Income	83,045.65	332,091.70
<b>Total for Equity</b>	<b>1,919,021.06</b>	<b>1,835,975.41</b>
<b>Total for Liabilities and Equity</b>	<b>2,302,135.86</b>	<b>2,188,455.14</b>

## Profit & Loss Statement

	Q1 Actual	Q1 Budget	Actual - Budget	% of Q1 Budget	FY25-26 Budget v2025.08	% of FY Budget
<b>Income</b>						
<b>40000 REVENUE</b>						
41000 Grape Assessment	763,525.16	836,351.00	(72,825.84)	91.3%	2,216,400.00	34.4%
42000 Privilege Tax	67,547.85	77,500.00	(9,952.15)	87.2%	310,000.00	21.8%
43000 Symposium	4,400.00	0.00	4,400.00		330,000.00	1.3%
44000 Grant Revenue			0.00			
44100 Wine Country License Plate		0.00	0.00		50,000.00	
<b>Total 44000 Grant Revenue</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>		<b>50,000.00</b>	
81000 Interest	22.69	16.26	6.43	139.5%	65.00	34.9%
82000 Wine Cellar Valuation		0.00	0.00		20,000.00	
<b>Total 40000 REVENUE</b>	<b>835,495.70</b>	<b>913,867.26</b>	<b>(78,371.56)</b>	<b>91.4%</b>	<b>2,926,465.00</b>	<b>28.5%</b>
<b>Total Income</b>	<b>835,495.70</b>	<b>913,867.26</b>	<b>(78,371.56)</b>	<b>91.4%</b>	<b>2,926,465.00</b>	<b>28.5%</b>
<b>Gross Profit</b>	<b>835,495.70</b>	<b>913,867.26</b>	<b>(78,371.56)</b>	<b>91.4%</b>	<b>2,926,465.00</b>	<b>28.5%</b>
<b>Expenses</b>						
<b>61000 RESEARCH</b>						
<b>61100 Scientific Research</b>						
61110 Grants for Vit & Enology	176,104.00	176,104.00	0.00	100.0%	352,500.00	50.0%
61120 Research Support	1,431.48	5,750.00	(4,318.52)	24.9%	23,000.00	6.2%
<b>Total 61100 Scientific Research</b>	<b>177,535.48</b>	<b>181,854.00</b>	<b>(4,318.52)</b>	<b>97.6%</b>	<b>375,500.00</b>	<b>47.3%</b>
61400 Insights and Data	13,281.00	12,500.00	781.00	106.2%	50,000.00	26.6%
61500 Industry Research	6,258.33	20,000.00	(13,741.67)	31.3%	130,000.00	4.8%
61900 Research Contractors		5,000.00	(5,000.00)	0.0%	20,000.00	0.0%
61950 Research Committee Admin		750.00	(750.00)	0.0%	3,000.00	0.0%
<b>Total 61000 RESEARCH</b>	<b>197,074.81</b>	<b>220,104.00</b>	<b>(23,029.19)</b>	<b>89.5%</b>	<b>578,500.00</b>	<b>34.1%</b>
<b>62000 EDUCATION EXPENSES</b>						
62100 Symposium	36,755.42	60,000.00	(23,244.58)	61.3%	330,000.00	11.1%
62200 Industry Resources	750.00	5,000.00	(4,250.00)	15.0%	20,000.00	3.8%
62300 Oregon Wine Education	6.85	22,500.00	(22,493.15)	0.0%	90,000.00	0.0%
62900 Education Contractors		21,250.00	(21,250.00)	0.0%	85,000.00	0.0%
62950 Education Committee Admin	15.34	750.00	(734.66)	2.0%	3,000.00	0.5%
<b>Total 62000 EDUCATION EXPENSES</b>	<b>37,527.61</b>	<b>109,500.00</b>	<b>(71,972.39)</b>	<b>34.3%</b>	<b>528,000.00</b>	<b>7.1%</b>
<b>63000 MARKETING EXPENSES</b>						

	Q1 Actual	Q1 Budget	Actual - Budget	% of Q1 Budget	FY25-26 Budget v2025.08	% of FY Budget
<b>63100 Media-Digital Promotion</b>	25,989.88	48,250.00	(22,260.12)	53.9%	193,000.00	13.5%
<b>63110 Trade Programming</b>		15,000.00	(15,000.00)	0.0%	60,000.00	0.0%
<b>63120 Creative</b>	7,029.22	22,500.00	(15,470.78)	31.2%	90,000.00	7.8%
<b>63130 Events and Sponsorships</b>	4,771.05	25,000.00	(20,228.95)	19.1%	100,000.00	4.8%
<b>63140 Website Upgrade &amp; Maintenance</b>	6,741.95	18,750.00	(12,008.05)	36.0%	75,000.00	9.0%
<b>63150 Wine Guide</b>	54,875.28	56,450.00	(1,574.72)	97.2%	65,000.00	84.4%
<b>63200 Public Relations</b>						
<b>63210 Media Analytics + Publications</b>	3,813.81	6,250.00	(2,436.19)	61.0%	25,000.00	15.3%
<b>63220 FAM Tours + Hosted Media</b>	2,968.02	12,500.00	(9,531.98)	23.7%	50,000.00	5.9%
<b>63230 Wine Reviewers</b>	587.23	6,250.00	(5,662.77)	9.4%	25,000.00	2.3%
<b>Total 63200 Public Relations</b>	<b>7,369.06</b>	<b>25,000.00</b>	<b>(17,630.94)</b>	<b>29.5%</b>	<b>100,000.00</b>	<b>7.4%</b>
<b>63400 Industry Grants</b>	2,000.00	12,500.00	(10,500.00)	16.0%	50,000.00	4.0%
<b>63500 WCLP Matching Funds</b>	41,426.40	35,625.00	5,801.40	116.3%	142,500.00	29.1%
<b>63600 International Marketing</b>						
<b>63610 Grant + Coalition Administration</b>	22,150.02	22,500.00	(349.98)	98.4%	90,000.00	24.6%
<b>63620 Program Support</b>	2,966.57	3,000.00	(33.43)	98.9%	12,000.00	24.7%
<b>63630 Grant Reimbursed Expenses</b>	(47,724.38)		(47,724.38)		0.00	
<b>63640 International Contractors</b>	13,200.00	18,750.00	(5,550.00)	70.4%	75,000.00	17.6%
<b>63650 IMEC Committee Admin</b>	299.31	500.00	(200.69)	59.9%	2,000.00	15.0%
<b>Total 63600 International Marketing</b>	<b>(9,108.48)</b>	<b>44,750.00</b>	<b>(53,858.48)</b>	<b>-20.4%</b>	<b>179,000.00</b>	<b>-5.1%</b>
<b>63900 Marketing Contractors</b>	22,370.00	30,000.00	(7,630.00)	74.6%	120,000.00	18.6%
<b>63950 Marketing Committee Admin</b>		750.00	(750.00)	0.0%	3,000.00	0.0%
<b>Total 63000 MARKETING EXPENSES</b>	<b>163,464.36</b>	<b>334,575.00</b>	<b>(171,110.64)</b>	<b>48.9%</b>	<b>1,177,500.00</b>	<b>13.9%</b>
<b>64000 GENERAL &amp; ADMIN EXPENSES</b>						
<b>64100 Technology Equipment &amp; Support</b>	7,780.83	7,500.00	280.83	103.7%	30,000.00	25.9%
<b>64150 Software Subscriptions</b>	9,289.23	17,500.00	(8,210.77)	53.1%	70,000.00	13.3%
<b>64200 Supplies &amp; Fees</b>	4,024.48	6,250.00	(2,225.52)	64.4%	25,000.00	16.1%
<b>64250 Utilities</b>	3,107.76	4,000.00	(892.24)	77.7%	16,000.00	19.4%
<b>64300 Legal</b>	6,377.40	7,500.00	(1,122.60)	85.0%	30,000.00	21.3%
<b>64350 Wine Storage</b>	1,715.22	1,000.00	715.22	171.5%	4,000.00	42.9%
<b>64400 Board Administration</b>						
<b>64410 Board Travel &amp; Meeting Expenses</b>	4,786.99	6,500.00	(1,713.01)	73.6%	26,000.00	18.4%
<b>64420 Director Compensation</b>	534.00	1,250.00	(716.00)	42.7%	5,000.00	10.7%

	Q1 Actual	Q1 Budget	Actual - Budget	% of Q1 Budget	FY25-26 Budget v2025.08	% of FY Budget
<b>Total 64400 Board Administration</b>	<b>5,320.99</b>	<b>7,750.00</b>	<b>(2,429.01)</b>	<b>68.7%</b>	<b>31,000.00</b>	<b>17.2%</b>
64450 Membership and Dues	1,000.00		1,000.00		0.00	
<b>64500 Rent</b>						
64510 Lease	18,999.30	18,250.00	749.30	104.1%	73,000.00	26.0%
64520 Tenant Rent Expenses	1,440.00	1,500.00	(60.00)	96.0%	6,000.00	24.0%
<b>Total 64500 Rent</b>	<b>20,439.30</b>	<b>19,750.00</b>	<b>689.30</b>	<b>103.5%</b>	<b>79,000.00</b>	<b>25.9%</b>
<b>64600 Staff Administration</b>			0.00			
64610 Travel	7,817.76	8,750.00	(932.24)	89.3%	35,000.00	22.3%
64620 Employee Development	15,260.11	8,375.00	6,885.11	182.2%	33,500.00	45.6%
<b>Total 64600 Staff Administration</b>	<b>23,077.87</b>	<b>17,125.00</b>	<b>5,952.87</b>	<b>134.8%</b>	<b>68,500.00</b>	<b>33.7%</b>
64650 Employee Compensation	265,500.19	275,000.00	(9,499.81)	96.5%	1,100,000.00	24.1%
64700 PTO Accrual		0.00	0.00		15,000.00	0.0%
64900 G&A Contractors	6,750.00	10,500.00	(3,750.00)	64.3%	42,000.00	16.1%
<b>Total 64000 GENERAL &amp; ADMIN EXPENSES</b>	<b>354,383.27</b>	<b>373,875.00</b>	<b>(19,491.73)</b>	<b>94.8%</b>	<b>1,510,500.00</b>	<b>23.5%</b>
<b>Total Expenses</b>	<b>752,450.05</b>	<b>1,038,054.00</b>	<b>(285,603.95)</b>	<b>72.5%</b>	<b>3,794,500.00</b>	<b>19.8%</b>
<b>Net Operating Income</b>	<b>83,045.65</b>	<b>(124,186.74)</b>	<b>207,232.39</b>	<b>-66.9%</b>	<b>(868,035.00)</b>	
<b>Net Income</b>	<b>83,045.65</b>	<b>(124,186.74)</b>	<b>207,232.39</b>	<b>-66.9%</b>	<b>(868,035.00)</b>	

## Statement of Cash Flows

### July 1-September 30, 2025

	Total
Cash flows from operating activities	
Net Income	83,045.65
Adjustments for non-cash income and expenses:	
1200 Accounts Receivable	14,486.50
2000 Accounts Payable	58,073.06
2101 Payroll Liabilities	613.72
2102 Payroll Liabilities:FSA Employee Contributions	(264.28)
Accrued Expenses	3,961.73
Credit Card 9737 AP	(27,844.84)
<b>Total for Adjustments for non-cash income and expenses:</b>	<b>49,025.89</b>
<b>Net cash from operating activities</b>	<b>132,071.54</b>
Cash flows from investing activities	
1250 Prepaid Expenses	(55,064.36)
Right-of-Use Asset	5,282.37
<b>Net cash used in investing activities</b>	<b>(49,781.99)</b>
Cash flows from financing activities	
Right-of-Use Liability	(3,904.32)
<b>Net cash used in financing activities</b>	<b>(3,904.32)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>78,385.23</b>
<b>Cash and cash equivalents at beginning of year</b>	<b>1,683,601.73</b>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>1,761,986.96</b>
<b>Tie Off to Bank Account Statements</b>	
Checking Account Starting Balance 7/1/2025	942,349.22
Uncleared transactions as of 7/1/2025	(158,752.76)
Money Market Balance 7/1/2025	900,005.27
<b>Starting Cash Balance 7/1/2025</b>	<b>1,683,601.73</b>
Checking Account Balance 9/30/2025	861,959.00
Uncleared transactions as of 9/30/2025	0.00
Money Market Balance 9/30/2025	900,027.96
<b>Ending Cash Balance 9/30/2025</b>	<b>1,761,986.96</b>
<b>NET CASH INCREASE (DECREASE) FOR PERIOD</b>	<b>78,385.23</b>