

Balance Sheet

	Total	
	As of Dec 31, 2024	As of Sep 30, 2024 (PP)
ASSETS		
1000 Umpqua Bank Checking	985,293.14	1,156,149.75
1050 Umpqua Bank Money Market	632,595.68	632,579.74
Total Bank Accounts	\$ 1,617,888.82	\$ 1,788,729.49
Total Accounts Receivable	\$ 125,061.70	\$ 120,385.29
Total Current Assets	\$ 1,742,950.52	\$ 1,909,114.78
Total Other Assets	\$ 19,669.13	-\$ 4,696.85
TOTAL ASSETS	\$ 1,762,619.65	\$ 1,904,417.93
LIABILITIES AND EQUITY		
Liabilities		
Total Accounts Payable	\$ 71,519.23	\$ 62,629.14
Total Credit Cards	\$ 11,740.67	\$ 8,500.33
Total Other Current Liabilities	\$ 42,512.80	\$ 42,084.03
Total Current Liabilities	\$ 125,772.70	\$ 113,213.50
Total Liabilities	\$ 125,772.70	\$ 113,213.50
Equity		
3000 Opening Bal Equity	13,492.81	13,492.81
3900 Retained Earnings	1,490,390.90	1,467,797.46
Net Income	132,963.24	309,914.16
Total Equity	\$ 1,636,846.95	\$ 1,791,204.43
TOTAL LIABILITIES AND EQUITY	\$ 1,762,619.65	\$ 1,904,417.93

Profit & Loss Statement

	Q1 FY24-25 Actuals	Q2 FY24-25 Actuals	YTD Actuals (Q1+Q2)	YTD Budget Earned v2024.12 (Q1+Q2)	% Earned Budget	FY24-25 Budget v2024.12
Income						
4100 Grape Assessment (\$25/ton)	955,342.56	173,159.17	1,128,501.73	869,400.00	130%	2,106,000.00
4200 Wine Tax (2c/gal)	93,333.82	72,761.41	166,095.23	167,200.00	99%	309,700.00
4310 Symposium Revenue		52,160.00	52,160.00	39,200.00	133%	330,000.00
4500 Other Income			0.00	0.00		0.00
4510 Interest Revenue	15.79	15.94	31.73	27.48	115%	55.00
Total 4500 Other Income	15.79	15.94	31.73	27.48	115%	55.00
4600 Grant Revenue			0.00	0.00		0.00
4632 Wine Country License Plate		50,000.00	50,000.00	0.00		50,000.00
Total 4600 Grant Revenue	0.00	50,000.00	50,000.00	0.00		50,000.00
Total Income	1,048,692.17	348,096.52	1,396,788.69	1,075,827.48	130%	2,795,755.00
Expenses						
1R000 Research.						
R100 Vit & Enological Research						
R101 Grants.	193,375.50		193,375.50	193,375.50	100%	386,751.00
R104 Grant Management/Administration	10,291.49		10,291.49	10,500.00	98%	16,000.00
Total R100 Vit & Enological Research	203,666.99	0.00	203,666.99	203,875.50	100%	402,751.00
R800 Research, Administration						
R803 Research.Mtg &Travel		14.00	14.00	0.00		0.00
R804 NWC/SFR Contribution		3,300.00	3,300.00	0.00		9,000.00
Total R800 Research, Administration	0.00	3,314.00	3,314.00	0.00		9,000.00
R900 Research.Employee Compensation	10,800.14	25,378.91	36,179.05	34,999.98	103%	70,000.00
Total 1R000 Research.	214,467.13	28,692.91	243,160.04	238,875.48	102%	481,751.00
2E000 Industry Education.						
E100 Symposium						
E101 Audio/Visual			0.00	0.00		56,500.00
E102 Soiree			0.00	0.00		0.00
E103 Facility	8,550.00	285.00	8,835.00	8,550.00	103%	75,000.00
E104 Food and Beverage		28,845.00	28,845.00	0.00		40,000.00
E105 Materials, Fees, Misc		4,110.42	4,110.42	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	37,275.00	37,275.00	100%	58,000.00
Total E100 Symposium	27,187.50	51,877.92	79,065.42	45,825.00	173%	330,000.00
E200 Education Projects						
E201 Misc Workshops			0.00	4,999.98	0%	10,000.00
E202 DTC/ Workshop			0.00	4,999.98	0%	10,000.00
E205 Community Benchmark			0.00	0.00		0.00
Total E200 Education Projects	0.00	0.00	0.00	9,999.96	0%	20,000.00
E700 Education.Consulting Services	21,000.00	31,500.00	52,500.00	50,000.00	105%	80,000.00
E800 Education.Administration						
E803 Education.Employee Development	174.10		174.10	0.00		0.00
E804 Education.Mtg &Travel Expense	2,107.47	105.46	2,212.93	6,000.00	37%	12,000.00
Total E800 Education.Administration	2,281.57	105.46	2,387.03	6,000.00	40%	12,000.00
E900 Education.Employee Compensation	25,468.79	23,732.52	49,201.31	75,000.00	66%	150,000.00
Total 2E000 Industry Education.	75,937.86	107,215.90	183,153.76	186,824.96	98%	592,000.00
3M000 Marketing.						
1B000 Brand Equity & Brand Identity						
B100 Agency Fees (brand identity creative)			0.00	0.00		0.00
B101 Consumer Website Concept/Design/Maintenance			0.00	1,500.00	0%	3,000.00
B106 Social Media Contractor			0.00	12,000.00	0%	24,000.00
B107 Digital Advertising	1,820.13	2,119.52	3,939.65	7,999.98	49%	16,000.00
Total 1B000 Brand Equity & Brand Identity	1,820.13	2,119.52	3,939.65	21,499.98	18%	43,000.00
2T000 Tourism						
M101 Oregon Wine Month						
M101.01 OWM - Trade Programming	739.90	319.00	1,058.90	6,000.00	18%	30,000.00
M101.02 OWM - Creative and Project Mngmt		656.25	656.25	0.00		7,500.00
M101.03 OWM - POS Printing & Distribution			0.00	0.00		32,500.00
M101.04 OWM - Media Plan & Mngmt			0.00	16,000.00	0%	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	975.25	1,715.15	22,000.00	8%	160,000.00
M102 Wines Fly Free	1,380.00	5,884.33	7,264.33	2,500.00	291%	5,000.00
M108 Bounty & Vine	2,500.00	2,899.34	5,399.34	35,000.00	15%	35,000.00
M205 Wine Guide	1,086.83	5,823.59	6,910.42	4,000.00	173%	50,000.00
T102 Content Development (includ. photog, Travel OR)		46,052.56	46,052.56	35,000.00	132%	75,000.00
Total 2T000 Tourism	5,706.73	61,635.07	67,341.80	98,500.00	68%	325,000.00
3X000 Market Expansion						
I000 International Marketing						
I101 Northwest Wine Coalition	65,200.00	4,200.00	69,400.00	65,200.00	100%	75,000.00
I102 Non-Reimbursable Event Cost	279.91	20.40	300.31	4,999.98	6%	10,000.00
I103 Reimbursed Expenses	27,068.07	(26,570.93)	497.14	0.00		0.00
I103.01 Billable Shipping, Freight & Delivery	(8,818.34)		(8,818.34)	0.00		0.00
Total I103 Reimbursed Expenses	18,249.73	(26,570.93)	(8,321.20)	0.00		0.00
I900 Logistics & Admin Consultants	12,600.00	12,600.00	25,200.00	34,999.98	72%	70,000.00
Total I000 International Marketing	96,329.64	(9,750.53)	86,579.11	105,199.96	82%	155,000.00
X101 Resource Studio + Website Platform Upgrade						
X103 Trade Education Tools & Events			0.00	0.00		0.00
M105 Trade Events - Texsom	12,049.88	451.25	12,501.13	18,000.00	69%	20,000.00
M106 Marketing Events SCBG			0.00	0.00		10,000.00
M201 Resource Studio	6.88	7,924.59	7,931.47	7,000.00	113%	7,500.00
Total X103 Trade Education Tools & Events	12,056.76	8,375.84	20,432.60	25,000.00	82%	37,500.00
Total 3X000 Market Expansion	108,386.40	(1,374.69)	107,011.71	130,199.96	82%	192,500.00
4C000 Communications						

	Q1 FY24-25 Actuals	Q2 FY24-25 Actuals	YTD Actuals (Q1+Q2)	YTD Budget Earned v2024.12 (Q1+Q2)	% Earned Budget	FY24-25 Budget v2024.12
C100 Media Relations			0.00	0.00		0.00
C100.01 MR - Cross Border Tour			0.00	2,500.02	0%	5,000.00
C100.02 MR - Shoulder Season Media Tours			0.00	0.00		20,000.00
C100.03 MR - Association Opportunities			0.00	7,500.00	0%	15,000.00
C100.04 MR - Critical Reviewer Coordination	620.14		620.14	0.00		20,000.00
C100.05 MR - Wine Sample Shipments			0.00	1,500.00	0%	3,000.00
C100.06 MR - Media Hosting & Briefings			0.00	6,000.00	0%	12,000.00
C100.07 MR - Other Programming/Consultants			0.00	0.00		0.00
Total C100 Media Relations	620.14	0.00	620.14	17,500.02	4%	75,000.00
C200 Media Analytics	10,200.00		10,200.00	10,200.00	100%	10,200.00
C800 Comm.Administration						
C801 Subs & Pubs	773.99	957.00	1,730.99	1,999.98	87%	4,000.00
C802 Comm.Collateral & Materials	(180.00)		(180.00)	1,000.02	-18%	2,000.00
C804 Comm.Mtg & Travel	1,717.59	412.91	2,130.50	4,000.02	53%	8,000.00
Total C800 Comm.Administration	2,311.58	1,369.91	3,681.49	7,000.02	53%	14,000.00
C900 Comm.Employee Compensation	35,925.84	38,641.72	74,567.56	77,500.02	96%	155,000.00
Total 4C000 Communications	49,057.56	40,011.63	89,069.19	112,200.06	79%	254,200.00
M800 Marketing.Administration						
M801 Marketing.Committee Meetings	250.00		250.00	1,500.00	17%	3,000.00
M802 Marketing.Collateral & Mtls	1,950.08		1,950.08	4,999.98	39%	10,000.00
M804 Marketing.Mtg & Travel	5,204.13	542.68	5,746.81	6,000.00	96%	12,000.00
Total M800 Marketing.Administration	7,404.21	542.68	7,946.89	12,499.98	64%	25,000.00
M900 Marketing.Employee Compensation	51,473.09	52,780.45	104,253.54	222,499.98	47%	445,000.00
Total 3M000 Marketing.	223,848.12	155,714.66	379,562.78	597,399.96	64%	1,284,700.00
4K000 Knowledge & Insights.						
M300 Marketing Research			0.00	0.00		0.00
M301 Marketing Research	75.00	75.00	150.00	0.00		50,000.00
M302 Nielsen Data			0.00	7,500.00	0%	15,000.00
M304 Wine Market Council	5,000.00		5,000.00	5,000.00	100%	5,000.00
M305 Community Benchmark	23,511.60		23,511.60	23,512.00	100%	23,512.00
Total M300 Marketing Research	28,586.60	75.00	28,661.60	36,012.00	80%	93,512.00
R200 Industry Research						
R201 Ag Census		40,500.00	40,500.00	85,000.00	48%	130,000.00
R203 Misc. Studies			0.00	0.00		0.00
R204 Salary Survey		1,000.00	1,000.00	1,800.00	56%	5,000.00
Total R200 Industry Research	0.00	41,500.00	41,500.00	86,800.00	48%	135,000.00
zK900 Knowledge & Insights Compensation	9,486.51	23,464.02	32,950.53	27,499.98	120%	55,000.00
Total 4K000 Knowledge & Insights.	38,073.11	65,039.02	103,112.13	150,311.98	69%	283,512.00
SL000 Leadership & Partnership						
G200 Industry Contributions			0.00	0.00		0.00
G201 Misc Industry Contributions		0.00	0.00	0.00		14,000.00
G202 Industry WCLP Grant			0.00	0.00		45,000.00
Total G200 Industry Contributions	0.00	0.00	0.00	0.00		59,000.00
L103 Program Contributions						
G600 Industry Relations						
G601 Subscriptions	8,623.62	7,791.53	16,415.15	15,000.00	109%	30,000.00
G602 Administration/Annual Report		1,050.00	1,050.00	2,500.02	42%	5,000.00
G603 Strategic Planning			0.00	0.00		60,000.00
G604 Industry Website Platform Upgrade			0.00	0.00		10,000.00
G605 DEI Leadership-Infrastructure			0.00	0.00		0.00
G606 Profit Calculator			0.00	0.00		3,000.00
Total G600 Industry Relations	8,623.62	8,841.53	17,465.15	17,500.02	100%	108,000.00
Total L103 Program Contributions	8,623.62	8,841.53	17,465.15	17,500.02	100%	108,000.00
L800 Leadership & Partnership Administration			0.00	0.00		0.00
L804 Partnership.Mtg & Travel			0.00	0.00		5,500.00
Total L800 Leadership & Partnership Administration	0.00	0.00	0.00	0.00		5,500.00
L900 Leadership & Partnership.Employee Compensation	13,676.30	15,637.56	29,313.86	32,500.02	90%	65,000.00
Total SL000 Leadership & Partnership	22,299.92	24,479.09	46,779.01	50,000.04	94%	237,500.00
GG000 General & Admin						
G100 Board Administration						
G101 Meetings.Board	3,404.55	1,045.00	4,449.55	9,000.00	49%	16,000.00
G102 Travel Expense.Board	4,950.45	6,012.14	10,962.59	5,000.00	219%	10,000.00
G103 Board Director Compensation	1,328.00	356.00	1,684.00	5,000.00	34%	10,000.00
Total G100 Board Administration	9,683.00	7,413.14	17,096.14	19,000.00	90%	36,000.00
G500 Office Administration						
G501 Rent	5,966.25	6,899.70	12,865.95	37,500.00	34%	75,000.00
G502 Equipment/Furniture/Maintenance	13,904.65	9,713.85	23,618.50	15,000.00	157%	55,000.00
G503 Postage/Supplies/Fees	6,614.47	2,196.82	8,811.29	7,999.98	110%	16,000.00
G504 Telephone/Internet Fees	624.48	2,255.50	2,879.98	7,999.98	36%	16,000.00
Total G500 Office Administration	27,109.85	21,065.87	48,175.72	68,499.96	70%	162,000.00
G800 Staff Administration						
G802 Employee Development.G&A			0.00	4,000.02	0%	8,000.00
G803 Mtg & Travel.G&A	3,342.31	4,094.36	7,436.67	25,000.02	30%	50,000.00
G804 Temp & Contract Support	5,504.92	7,919.03	13,423.95	15,000.00	89%	30,000.00
G805 Legal Fees	4,372.50	3,190.00	7,562.50	10,000.02	76%	20,000.00
Total G800 Staff Administration	13,219.73	15,203.39	28,423.12	54,000.06	53%	108,000.00
G900 Employee Compensation.G&A	114,139.29	100,223.46	214,362.75	205,000.02	105%	410,000.00
G901 Employee Retirement Allocation			0.00	0.00		0.00
G999 Accrued PTO Balances			0.00	19,999.98	0%	40,000.00
Total GG000 General & Admin	164,151.87	143,905.86	308,057.73	366,500.02	84%	756,000.00
Total Expenses	738,778.01	525,047.44	1,263,825.45	1,589,912.44	79%	3,635,463.00
Net Income	309,914.16	(176,950.92)	132,963.24	(514,084.96)	-26%	(839,708.00)