Balance Sheet

	Total	
	As of December 31, 2025	As of September 30, 2025
Assets		
Current Assets		
Bank Accounts		
1000 Umpqua Bank Checking	330,442.20	861,959.00
1050 Umpqua Bank Money Market	900,050.65	900,027.96
Total for Bank Accounts	**1,230,492.85**	**1,761,986.96**
Accounts Receivable		
1200 Accounts Receivable	125,550.39	227,940.76
Total for Accounts Receivable	**125,550.39**	**227,940.76**
Other Current Assets		
1300 Accrued Revenue 02-03	41,716.14	0.00
Inventory Asset	47,756.00	47,756.00
Total for Other Current Assets	**89,472.14**	**47,756.00**
Total for Current Assets	**1,445,515.38**	**2,037,683.72**
Other Assets		
1250 Prepaid Expenses	184,637.69	122,059.29
1260 Security Deposit	6,811.75	6,811.75
Right-of-Use Asset	130,298.73	135,581.10
Total for Other Assets	**321,748.17**	**264,452.14**
Total for Assets	**1,767,263.55**	**2,302,135.86**
Liabilities and Equity		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable	24,823.90	145,391.77
2050 Grants Payable	0.00	12,400.00
Accrued Expenses	711.35	11,884.23
Total for Accounts Payable	**25,535.25**	**169,676.00**
Credit Cards		
Credit Card 9737 AP	13,188.02	19,226.94
Total for Credit Cards	**13,188.02**	**19,226.94**
Other Current Liabilities		
2101 Payroll Liabilities	4,906.23	4,906.23
2102 FSA Employee Contributions	(603.35)	(1,590.87)
2120 Accrued PTO Balance	52,099.95	52,099.95
Total for 2101 Payroll Liabilities	**56,402.83**	**55,415.31**
Total for Other Current Liabilities	**56,402.83**	**55,415.31**
Total for Current Liabilities	**95,126.10**	**244,318.25**
Long-term Liabilities		
Right-of-Use Liability	134,892.23	138,796.55
Total for Long-term Liabilities	**134,892.23**	**138,796.55**
Total for Liabilities	**230,018.33**	**383,114.80**
Equity		
3000 Opening Bal Equity	13,492.81	13,492.81
3900 Retained Earnings	1,822,482.60	1,822,482.60
Net Income	(298,730.19)	83,045.65
Total for Equity	**1,537,245.22**	**1,919,021.06**
Total for Liabilities and Equity	**1,767,263.55**	**2,302,135.86**

Profit & Loss Statement

	Q1 Actual	Q1 Budget	Q2 Actual	Q2 Budget	YTD Actual	YTD Budget	% of Budget	FY25-26 Budget v2025.08	% of FY Budget
Income									
40000 REVENUE									
41000 Grape Assessment	763,525.16	836,351.00	140,398.19	151,590.00	903,923.35	987,941.00	91.5%	2,216,400.00	40.8%
42000 Privilege Tax	67,547.85	77,500.00	72,582.42	77,500.00	140,130.27	155,000.00	90.4%	310,000.00	45.2%
43000 Symposium	4,400.00	0.00	37,465.00	40,000.00	41,865.00	40,000.00	104.7%	330,000.00	12.7%
44000 Grant Revenue									
44100 Wine Country License Plate		0.00	50,000.00	50,000.00	50,000.00	50,000.00	100.0%	50,000.00	100.0%
Total 44000 Grant Revenue	**0.00**	**0.00**	**50,000.00**	**50,000.00**	**50,000.00**	**50,000.00**	**100.0%**	**50,000.00**	**100.0%**
81000 Interest	22.69	16.26	22.69	16.26	45.38	32.52	139.5%	65.00	69.8%
82000 Wine Cellar Valuation								20,000.00	
Total 40000 REVENUE	**835,495.70**	**913,867.26**	**300,468.30**	**319,106.26**	**1,135,964.00**	**1,232,973.52**	**92.1%**	**2,926,465.00**	**38.8%**
45000 Other Income			14,508.14		14,508.14				
Total Income	**835,495.70**	**913,867.26**	**314,976.44**	**319,106.26**	**1,150,472.14**	**1,232,973.52**	**93.3%**	**2,926,465.00**	**39.3%**
Gross Profit	**835,495.70**	**913,867.26**	**314,976.44**	**319,106.26**	**1,150,472.14**	**1,232,973.52**	**93.3%**	**2,926,465.00**	**39.3%**
Expenses									
61000 RESEARCH									
61100 Scientific Research									
61110 Grants for Vit & Enology	176,104.00	176,104.00		0.00	176,104.00	176,104.00	100.0%	352,500.00	50.0%
61120 Research Support	1,431.48	5,750.00	4,731.51	5,750.00	6,162.99	11,500.00	53.6%	23,000.00	26.8%
Total 61100 Scientific Research	**177,535.48**	**181,854.00**	**4,731.51**	**5,750.00**	**182,266.99**	**187,604.00**	**97.2%**	**375,500.00**	**48.5%**
61400 Insights and Data	13,281.00	12,500.00	12,031.00	12,500.00	25,312.00	25,000.00	101.2%	50,000.00	50.6%
61500 Industry Research	6,258.33	20,000.00	15,258.33	50,000.00	21,516.66	70,000.00	30.7%	130,000.00	16.6%
61900 Research Contractors		5,000.00		5,000.00	0.00	10,000.00	0.0%	20,000.00	
61950 Research Committee Admin		750.00		750.00	0.00	1,500.00	0.0%	3,000.00	
Total 61000 RESEARCH	**197,074.81**	**220,104.00**	**32,020.84**	**74,000.00**	**229,095.65**	**294,104.00**	**77.9%**	**578,500.00**	**39.6%**
62000 EDUCATION EXPENSES									
62100 Symposium	36,755.42	60,000.00	6,996.26	120,000.00	43,751.68	180,000.00	24.3%	330,000.00	13.3%
62200 Industry Resources	750.00	5,000.00	750.00	5,000.00	1,500.00	10,000.00	15.0%	20,000.00	7.5%
62300 Oregon Wine Education	6.85	22,500.00	6.84	22,500.00	13.69	45,000.00	0.0%	90,000.00	0.0%
62900 Education Contractors		21,250.00	4,500.00	21,250.00	4,500.00	42,500.00	10.6%	85,000.00	5.3%
62950 Education Committee Admin	15.34	750.00		750.00	15.34	1,500.00	1.0%	3,000.00	0.5%
Total 62000 EDUCATION EXPENSES	**37,527.61**	**109,500.00**	**12,253.10**	**169,500.00**	**49,780.71**	**279,000.00**	**17.8%**	**528,000.00**	**9.4%**

	Q1 Actual	Q1 Budget	Q2 Actual	Q2 Budget	YTD Actual	YTD Budget	% of Budget	FY25-26 Budget v2025.08	% of FY Budget
63000 MARKETING EXPENSES					0.00	0.00			
63100 Media-Digital Promotion	25,989.88	48,250.00	9,705.14	48,250.00	35,695.02	96,500.00	37.0%	193,000.00	18.5%
63110 Trade Programming		15,000.00		15,000.00	0.00	30,000.00	0.0%	60,000.00	
63120 Creative	7,029.22	22,500.00	22,748.82	22,500.00	29,778.04	45,000.00	66.2%	90,000.00	33.1%
63130 Events and Sponsorships	4,771.05	25,000.00	31,524.50	25,000.00	36,295.55	50,000.00	72.6%	100,000.00	36.3%
63140 Website Upgrade & Maintenance	6,741.95	18,750.00	7,156.11	18,750.00	13,898.06	37,500.00	37.1%	75,000.00	18.5%
63150 Wine Guide	54,875.28	56,450.00		2,850.00	54,875.28	59,300.00	92.5%	65,000.00	84.4%
63200 Public Relations					0.00	0.00			
63210 Media Analytics + Publications	3,813.81	6,250.00	10,810.48	6,250.00	14,624.29	12,500.00	117.0%	25,000.00	58.5%
63220 FAM Tours + Hosted Media	2,968.02	12,500.00	763.20	12,500.00	3,731.22	25,000.00	14.9%	50,000.00	7.5%
63230 Wine Reviewers	587.23	6,250.00	429.81	6,250.00	1,017.04	12,500.00	8.1%	25,000.00	4.1%
Total 63200 Public Relations	**7,369.06**	**25,000.00**	**12,003.49**	**25,000.00**	**19,372.55**	**50,000.00**	**38.7%**	**100,000.00**	**19.4%**
63400 Industry Grants	2,000.00	12,500.00	35,000.00	12,500.00	37,000.00	25,000.00	148.0%	50,000.00	74.0%
63500 WCLP Matching Funds	41,426.40	35,625.00	103,686.37	35,625.00	145,112.77	71,250.00	203.7%	142,500.00	101.8%
63600 International Marketing					0.00	0.00			
63610 Grant + Coalition Administration	22,150.02	22,500.00	22,150.00	22,500.00	44,300.02	45,000.00	98.4%	90,000.00	49.2%
63620 Program Support	2,966.57	3,000.00	1,079.55	3,000.00	4,046.12	6,000.00	67.4%	12,000.00	33.7%
63630 Grant Reimbursed Expenses	(47,724.38)		28,942.99		(18,781.39)	0.00		0.00	
63640 International Contractors	13,200.00	18,750.00	13,200.00	18,750.00	26,400.00	37,500.00	70.4%	75,000.00	35.2%
63650 IMEC Committee Admin	299.31	500.00		500.00	299.31	1,000.00	29.9%	2,000.00	15.0%
Total 63600 International Marketing	**(9,108.48)**	**44,750.00**	**65,372.54**	**44,750.00**	**56,264.06**	**89,500.00**	**62.9%**	**179,000.00**	**31.4%**
63900 Marketing Contractors	22,370.00	30,000.00	15,450.00	30,000.00	37,820.00	60,000.00	63.0%	120,000.00	31.5%
63950 Marketing Committee Admin		750.00	244.71	750.00	244.71	1,500.00	16.3%	3,000.00	8.2%
Total 63000 MARKETING EXPENSES	**163,464.36**	**334,575.00**	**302,891.68**	**280,975.00**	**466,356.04**	**615,550.00**	**75.8%**	**1,177,500.00**	**39.6%**
64000 GENERAL & ADMIN EXPENSES			0.00		0.00	0.00			
64100 Technology Equipment & Support	7,780.83	7,500.00	9,455.12	7,500.00	17,235.95	15,000.00	114.9%	30,000.00	57.5%
64150 Software Subscriptions	9,289.23	17,500.00	5,275.94	17,500.00	14,565.17	35,000.00	41.6%	70,000.00	20.8%
64200 Supplies & Fees	4,024.48	6,250.00	7,872.84	6,250.00	11,897.32	12,500.00	95.2%	25,000.00	47.6%
64250 Utilities	3,107.76	4,000.00	3,149.80	4,000.00	6,257.56	8,000.00	78.2%	16,000.00	39.1%
64300 Legal	6,377.40	7,500.00	2,964.60	7,500.00	9,342.00	15,000.00	62.3%	30,000.00	31.1%
64350 Wine Storage	1,715.22	1,000.00	301.35	1,000.00	2,016.57	2,000.00	100.8%	4,000.00	50.4%
64400 Board Administration					0.00	0.00			
64410 Board Travel & Meeting Expenses	4,786.99	6,500.00	4,224.02	6,500.00	9,011.01	13,000.00	69.3%	26,000.00	34.7%

	Q1 Actual	Q1 Budget	Q2 Actual	Q2 Budget	YTD Actual	YTD Budget	% of Budget	FY25-26 Budget v2025.08	% of FY Budget
64420 Director Compensation	534.00	1,250.00	178.00	1,250.00	712.00	2,500.00	28.5%	5,000.00	14.2%
Total 64400 Board Administration	**5,320.99**	**7,750.00**	**4,402.02**	**7,750.00**	**9,723.01**	**15,500.00**	**62.7%**	**31,000.00**	**31.4%**
64450 Membership and Dues	1,000.00		0.00		1,000.00	0.00		0.00	
64500 Rent					0.00	0.00			
64510 Lease	18,999.30	18,250.00	18,999.30	18,250.00	37,998.60	36,500.00	104.1%	73,000.00	52.1%
64520 Tenant Rent Expenses	1,440.00	1,500.00	1,440.00	1,500.00	2,880.00	3,000.00	96.0%	6,000.00	48.0%
Total 64500 Rent	**20,439.30**	**19,750.00**	**20,439.30**	**19,750.00**	**40,878.60**	**39,500.00**	**103.5%**	**79,000.00**	**51.7%**
64600 Staff Administration					0.00	0.00			
64610 Travel	7,817.76	8,750.00	7,172.09	8,750.00	14,989.85	17,500.00	85.7%	35,000.00	42.8%
64620 Employee Development	15,260.11	8,375.00	817.57	8,375.00	16,077.68	16,750.00	96.0%	33,500.00	48.0%
Total 64600 Staff Administration	**23,077.87**	**17,125.00**	**7,989.66**	**17,125.00**	**31,067.53**	**34,250.00**	**90.7%**	**68,500.00**	**45.4%**
64650 Employee Compensation	265,500.19	275,000.00	268,329.78	275,000.00	533,829.97	550,000.00	97.1%	1,100,000.00	48.5%
64700 PTO Accrual		0.00		0.00	0.00	0.00		15,000.00	
64900 G&A Contractors	6,750.00	10,500.00	19,406.25	10,500.00	26,156.25	21,000.00	124.6%	42,000.00	62.3%
Total 64000 GENERAL & ADMIN EXPENSES	**354,383.27**	**373,875.00**	**349,586.66**	**373,875.00**	**703,969.93**	**747,750.00**	**94.1%**	**1,510,500.00**	**46.6%**
Total Expenses	**752,450.05**	**1,038,054.00**	**696,752.28**	**898,350.00**	**1,449,202.33**	**1,936,404.00**	**74.8%**	**3,794,500.00**	
Net Operating Income	**83,045.65**	**(124,186.74)**	**(381,775.84)**	**(579,243.74)**	**(298,730.19)**	**(703,430.48)**	**42.5%**	**(868,035.00)**	
Net Income	**83,045.65**	**(124,186.74)**	**(381,775.84)**	**(579,243.74)**	**(298,730.19)**	**(703,430.48)**	**42.5%**	**(868,035.00)**	

Statement of Cash Flows

October 1 - December 31, 2025

	Total
OPERATING ACTIVITIES	
Net Income	(381,775.84)
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1200 Accounts Receivable	102,390.37
1300 Accrued Revenue 02-03	(41,716.14)
2000 Accounts Payable	(120,567.87)
2050 Grants Payable	(12,400.00)
2101 Payroll Liabilities	0.00
2102 Payroll Liabilities:FSA Employee Contributions	987.52
Accrued Expenses	(11,172.88)
Credit Card 9737 AP	(6,038.92)
Total for Adjustments to reconcile Net Income to Net Cash provided by operations:	**(88,517.92)**
Net cash provided by operating activities	**(470,293.76)**
INVESTING ACTIVITIES	
1250 Prepaid Expenses	(62,578.40)
Right-of-Use Asset	5,282.37
Net cash provided by investing activities	**(57,296.03)**
FINANCING ACTIVITIES	
Right-of-Use Liability	(3,904.32)
Net cash provided by financing activities	**(3,904.32)**
NET CASH INCREASE FOR PERIOD	**(531,494.11)**
Cash at beginning of period	**1,761,986.96**
CASH AT END OF PERIOD	**1,230,492.85**

Tie Off to Bank Account Statements	
Checking Account Starting Balance 10/1/2025	861,959.00
Uncleared transactions as of 10/1/2025	0.00
Money Market Balance 10/1/2025	900,027.96
Starting Cash Balance 10/1/2025	**1,761,986.96**
Checking Account Balance 12/31/2025	331,534.25
Uncleared transactions as of 12/31/2025	(1,092.05)
Money Market Balance 12/31/2025	900,050.65
Ending Cash Balance 12/31/2025	**1,230,492.85**
NET CASH INCREASE (DECREASE) FOR PERIOD	**(531,494.11)**