

Balance Sheet

	Total	
	As of March 31, 2026	As of Dec 31, 2025 (PP)
Assets		
Current Assets		
Bank Accounts		
1000 Umpqua Bank Checking	701,074.00	330,442.20
1050 Umpqua Bank Money Market	900,072.84	900,050.65
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	1,601,146.84	1,230,492.85
Accounts Receivable		
1200 Accounts Receivable	56,014.40	125,550.39
Total for Accounts Receivable	56,014.40	125,550.39
Other Current Assets		
1300 Accrued Revenue 02-03	3,797.55	41,716.14
1499 Undeposited Funds	0.00	0.00
Inventory Asset	47,756.00	47,756.00
Total for Other Current Assets	51,553.55	89,472.14
Total for Current Assets	1,708,714.79	1,445,515.38
Other Assets		
1220 Reimburse Paid Expenses	0.00	0.00
1250 Prepaid Expenses	65,830.74	184,637.69
1260 Security Deposit	6,811.75	6,811.75
Right-of-Use Asset	125,016.36	130,298.73
Total for Other Assets	197,658.85	321,748.17
Total for Assets	1,906,373.64	1,767,263.55
Liabilities and Equity		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable	26,683.07	24,823.90
2050 Grants Payable	0.00	0.00
Accrued Expenses	844.80	711.35
Total for Accounts Payable	27,527.87	25,535.25
Credit Cards		
Credit Card 9737 AP	15,799.74	13,188.02
Total for Credit Cards	15,799.74	13,188.02
Other Current Liabilities		
2101 Payroll Liabilities	10,595.99	4,906.23
2102 FSA Employee Contributions	1,899.93	(603.35)
2120 Accrued PTO Balance	52,099.95	52,099.95
Total for 2101 Payroll Liabilities	64,595.87	56,402.83
2110 Direct Deposit Liabilities	0.00	0.00
2200 Deferred Revenue	0.00	0.00
Total for Other Current Liabilities	64,595.87	56,402.83
Total for Current Liabilities	107,923.48	95,126.10
Long-term Liabilities		
Right-of-Use Liability	130,841.07	134,892.23
Total for Long-term Liabilities	130,841.07	134,892.23
Total for Liabilities	238,764.55	230,018.33
Equity		
3000 Opening Bal Equity	13,492.81	13,492.81
3900 Retained Earnings	1,822,482.60	1,822,482.60
Net Income	(168,366.32)	(298,730.19)
Total for Equity	1,667,609.09	1,537,245.22
Total for Liabilities and Equity	1,906,373.64	1,767,263.55

Profit & Loss Statement

	Q1 Actual	Q2 Actual	Q3 Actual	YTD Actual	YTD Budget	% YTD Budget	FY25-26 v2026.01 Year Budget	% Total Budget
Income								
40000 REVENUE								
41000 Grape Assessment	763,525.16	140,398.19	883,259.03	1,787,182.38	1,703,923.35	104.9%	1,749,300.00	102.2%
42000 Privilege Tax	67,547.85	72,582.42	62,349.06	202,479.33	210,130.27	96.4%	280,000.00	72.3%
43000 Symposium	4,400.00	37,465.00	243,830.00		265,000.00	0.0%	265,000.00	0.0%
44000 Grant Revenue								
44100 Wine Country License Plate		50,000.00		50,000.00	50,000.00	100.0%	50,000.00	100.0%
Total 44000 Grant Revenue	0.00	50,000.00	0.00	50,000.00	50,000.00	100.0%	50,000.00	100.0%
81000 Interest	22.69	22.69	22.19	67.57	55.38	122.0%	65.00	104.0%
82000 Wine Cellar Valuation				0.00	0.00		20,000.00	0.0%
Total 40000 REVENUE	835,495.70	300,468.30	1,189,460.28	2,325,424.28	2,229,109.00	104.3%	2,364,365.00	98.4%
45000 Other Income		14,508.14		14,508.14				
Total Income	835,495.70	314,976.44	1,189,460.28	2,339,932.42	2,229,109.00	105.0%	2,364,365.00	99.0%
Gross Profit	835,495.70	314,976.44	1,189,460.28	2,339,932.42	2,229,109.00	105.0%	2,364,365.00	99.0%
Expenses								
61000 RESEARCH								
61100 Scientific Research								
61110 Grants for Vit & Enology	176,104.00		176,104.00	352,208.00	352,500.00	99.9%	352,500.00	99.9%
61120 Research Support	1,431.48	4,731.51	7,485.30	13,648.29	13,662.99	99.9%	23,000.00	59.3%
Total 61100 Scientific Research	177,535.48	4,731.51	183,589.30	365,856.29	366,162.99	99.9%	375,500.00	97.4%
61400 Insights and Data	13,281.00	12,031.00		25,312.00	29,812.00	84.9%	34,500.00	73.4%
61500 Industry Research	6,258.33	15,258.33	53,947.23	75,463.89	82,000.00	92.0%	127,000.00	59.4%
61900 Research Contractors					5,000.00	0.0%	10,000.00	0.0%
61950 Research Committee Admin					500.00	0.0%	1,000.00	0.0%
Total 61000 RESEARCH	197,074.81	32,020.84	237,536.53	466,632.18	483,474.99	96.5%	548,000.00	85.2%
62000 EDUCATION EXPENSES								
62100 Symposium	36,755.42	6,996.26	255,026.90	298,778.58	310,000.00	96.4%	310,000.00	96.4%
62200 Industry Resources	750.00	750.00	3,428.00	4,928.00	8,250.00	59.7%	15,000.00	32.9%
62300 Oregon Wine Education	6.85	6.84	6.83	20.52	22,013.69	0.1%	45,000.00	0.0%
62900 Education Contractors		4,500.00		4,500.00	25,000.00	18.0%	45,000.00	10.0%
62950 Education Committee Admin	15.34			15.34	260.34	5.9%	500.00	3.1%
Total 62000 EDUCATION EXPENSES	37,527.61	12,253.10	258,461.73	308,242.44	365,524.03	84.3%	415,500.00	74.2%

	Q1 Actual	Q2 Actual	Q3 Actual	YTD Actual	YTD Budget	% YTD Budget	FY25-26 v2026.01 Year Budget	% Total Budget
63000 MARKETING EXPENSES								
63100 Media-Digital Promotion	25,989.88	9,705.14	14,741.69	50,436.71	65,695.02	76.8%	133,000.00	37.9%
63110 Trade Programming			10,008.85	10,008.85	15,000.00	66.7%	40,000.00	25.0%
63120 Creative	7,029.22	22,748.82	21,955.46	51,733.50	54,778.04	94.4%	70,000.00	73.9%
63130 Events and Sponsorships	4,771.05	31,524.50	25,714.36	62,009.91	51,295.55	120.9%	70,000.00	88.6%
63140 Website Upgrade & Maintenance	6,741.95	7,156.11	7,394.07	21,292.13	21,398.06	99.5%	30,000.00	71.0%
63150 Wine Guide	54,875.28			54,875.28	59,875.28	91.6%	65,000.00	84.4%
63200 Public Relations							0.00	
63210 Media Analytics + Publications	3,813.81	10,810.48	418.45	15,042.74	20,000.00	75.2%	25,000.00	60.2%
63220 FAM Tours + Hosted Media	2,968.02	763.20	400.00	4,131.22	15,731.22	26.3%	30,000.00	13.8%
63230 Wine Reviewers	587.23	429.81		1,017.04	4,000.00	25.4%	20,000.00	5.1%
Total 63200 Public Relations	7,369.06	12,003.49	818.45	20,191.00	39,731.22	50.8%	75,000.00	26.9%
63400 Industry Grants	2,000.00	35,000.00	25,000.00	62,000.00	47,000.00	131.9%	50,000.00	124.0%
63500 WCLP Matching Funds	41,426.40	103,686.37		145,112.77	142,500.00	101.8%	142,500.00	101.8%
63600 International Marketing								
63610 Grant + Coalition Administration	22,150.02	22,150.00	24,399.99	68,700.01	68,300.02	100.6%	90,000.00	76.3%
63620 Program Support	2,966.57	1,079.55	1,590.42	5,636.54	7,546.12	74.7%	10,000.00	56.4%
63630 Grant Reimbursed Expenses	(47,724.38)	28,942.99	46,305.81	27,524.42	0.00		0.00	
63640 International Contractors	13,200.00	13,200.00	13,200.00	39,600.00	39,600.00	100.0%	55,000.00	72.0%
63650 IMEC Committee Admin	299.31			299.31	300.00	99.8%	300.00	99.8%
Total 63600 International Marketing	(9,108.48)	65,372.54	85,496.22	141,760.28	115,746.14	122.5%	155,300.00	91.3%
63900 Marketing Contractors	22,370.00	15,450.00	16,605.00	54,425.00	76,875.03	70.8%	102,500.00	53.1%
63950 Marketing Committee Admin		244.71		244.71	394.71	62.0%	500.00	48.9%
Total 63000 MARKETING EXPENSES	163,464.36	302,891.68	207,734.10	674,090.14	690,289.05	97.7%	933,800.00	72.2%
64000 GENERAL & ADMIN EXPENSES		0.00						
64100 Technology Equipment & Support	7,780.83	9,455.12	9,536.56	26,772.51	24,235.95	110.5%	30,000.00	89.2%
64150 Software Subscriptions	9,289.23	5,275.94	6,738.71	21,303.88	34,565.17	61.6%	70,000.00	30.4%
64200 Supplies & Fees	4,024.48	7,872.84	4,136.53	16,033.85	18,397.32	87.2%	25,000.00	64.1%
64250 Utilities	3,107.76	3,149.80	3,056.82	9,314.38	11,257.56	82.7%	16,000.00	58.2%
64300 Legal	6,377.40	2,964.60	915.20	10,257.20	14,342.00	71.5%	20,000.00	51.3%
64350 Wine Storage	1,715.22	301.35	1,972.78	3,989.35	3,516.57	113.4%	4,000.00	99.7%
64400 Board Administration								
64410 Board Travel & Meeting Expenses	4,786.99	4,224.02	8,489.53	17,500.54	17,011.01	102.9%	26,000.00	67.3%

	Q1 Actual	Q2 Actual	Q3 Actual	YTD Actual	YTD Budget	% YTD Budget	FY25-26 v2026.01 Year Budget	% Total Budget
64420 Director Compensation	534.00	178.00	2,314.00	3,026.00	2,712.00	111.6%	5,000.00	60.5%
Total 64400 Board Administration	5,320.99	4,402.02	10,803.53	20,526.54	19,723.01	104.1%	31,000.00	66.2%
64450 Membership and Dues	1,000.00			1,000.00				
64500 Rent								
64510 Lease	18,999.30	18,999.30	18,999.30	56,997.90	55,498.60	102.7%	73,000.00	78.1%
64520 Tenant Rent Expenses	1,440.00	1,440.00	1,746.76	4,626.76	4,320.00	107.1%	6,000.00	77.1%
Total 64500 Rent	20,439.30	20,439.30	20,746.06	61,624.66	59,818.60	103.0%	79,000.00	78.0%
64600 Staff Administration								
64610 Travel	7,817.76	7,172.09	7,218.60	22,208.45	24,989.85	88.9%	35,000.00	63.5%
64620 Employee Development	15,260.11	817.57	396.32	16,474.00	19,677.68	83.7%	23,500.00	70.1%
Total 64600 Staff Administration	23,077.87	7,989.66	7,614.92	38,682.45	44,667.53	86.6%	58,500.00	66.1%
64650 Employee Compensation	265,500.19	268,329.78	280,552.94	814,382.91	813,829.97	100.1%	1,100,000.00	74.0%
64700 PTO Accrual							15,000.00	0.0%
64900 G&A Contractors	6,750.00	19,406.25	9,290.00	35,446.25	34,156.25	103.8%	42,000.00	84.4%
Total 64000 GENERAL & ADMIN EXPENSES	354,383.27	349,586.66	355,364.05	1,059,333.98	1,078,509.93	98.2%	1,490,500.00	71.1%
Total Expenses	752,450.05	696,752.28	1,059,096.41	2,508,298.74	2,617,798.00	95.8%	3,387,800.00	74.0%
Net Operating Income	83,045.65	(381,775.84)	130,363.87	(168,366.32)	(388,689.00)	43.3%	(1,023,435.00)	16.5%
Net Income	83,045.65	(381,775.84)	130,363.87	(168,366.32)	(388,689.00)	43.3%	(1,023,435.00)	16.5%

Statement of Cash Flows

January 1- March 31, 2026

	Total
OPERATING ACTIVITIES	
Net Income	130,363.87
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1200 Accounts Receivable	69,535.99
1300 Accrued Revenue 02-03	37,918.59
2000 Accounts Payable	1,859.17
2101 Payroll Liabilities	5,689.76
2102 Payroll Liabilities:FSA Employee Contributions	2,503.28
Accrued Expenses	133.45
Credit Card 9737 AP	2,611.72
Total for Adjustments to reconcile Net Income to Net Cash provided by operations:	120,251.96
Net cash provided by operating activities	250,615.83
INVESTING ACTIVITIES	
1250 Prepaid Expenses	118,806.95
Right-of-Use Asset	5,282.37
Net cash provided by investing activities	124,089.32
FINANCING ACTIVITIES	
Right-of-Use Liability	(4,051.16)
Net cash provided by financing activities	(4,051.16)
NET CASH INCREASE FOR PERIOD	370,653.99
Cash at beginning of period	1,230,492.85
CASH AT END OF PERIOD	1,601,146.84
Tie Off to Bank Account Statements	
Checking Account Starting Balance 1/1/2026	331,534.25
Uncleared transactions as of 1/1/2026	(1,092.05)
Money Market Balance 1/1/2026	900,050.65
Starting Cash Balance 1/1/2026	1,230,492.85
Checking Account Balance 3/31/2026	667,182.46
Uncleared transactions as of 3/31/2026	33,891.54
Money Market Balance 3/31/2026	900,072.84
Ending Cash Balance 3/31/2026	1,601,146.84
NET CASH INCREASE (DECREASE) FOR PERIOD	370,653.99

25-26 Year End Forecast

	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Forecast	Year End Forecast	FY25-26 v2026.01 Year Budget	Year End Forecast as % of Budget
Income							
40000 REVENUE							
41000 Grape Assessment	763,525.16	140,398.19	883,259.03	100,000.00	1,887,182.38	1,749,300.00	107.9%
42000 Privilege Tax	67,547.85	72,582.42	62,349.06	60,000.00	262,479.33	280,000.00	93.7%
43000 Symposium	4,400.00	37,465.00	243,830.00		285,695.00	265,000.00	107.8%
44000 Grant Revenue							
44100 Wine Country License Plate		50,000.00			50,000.00	50,000.00	100.0%
Total 44000 Grant Revenue	0.00	50,000.00	0.00	0.00	50,000.00	50,000.00	100.0%
81000 Interest	22.69	22.69	22.19	22.00	89.57	65.00	137.8%
82000 Wine Cellar Valuation				20,000.00	20,000.00	20,000.00	100.0%
Total 40000 REVENUE	835,495.70	300,468.30	1,189,460.28	180,022.00	2,505,446.28	2,364,365.00	106.0%
45000 Other Income		14,508.14					
Total Income	835,495.70	314,976.44	1,189,460.28	180,022.00	2,505,446.28	2,364,365.00	106.0%
Gross Profit	835,495.70	314,976.44	1,189,460.28	180,022.00	2,505,446.28	2,364,365.00	106.0%
Expenses							
61000 RESEARCH							
61100 Scientific Research							
61110 Grants for Vit & Enology	176,104.00		176,104.00		352,208.00	352,500.00	99.9%
61120 Research Support	1,431.48	4,731.51	7,485.30	9,025.00	22,673.29	23,000.00	98.6%
Total 61100 Scientific Research	177,535.48	4,731.51	183,589.30	9,025.00	374,881.29	375,500.00	99.8%
61400 Insights and Data	13,281.00	12,031.00		7,500.00	32,812.00	34,500.00	95.1%
61500 Industry Research	6,258.33	15,258.33	53,947.23	48,721.00	124,184.89	127,000.00	97.8%
61900 Research Contractors					0.00	10,000.00	0.0%
61950 Research Committee Admin					0.00	1,000.00	0.0%
Total 61000 RESEARCH	197,074.81	32,020.84	237,536.53	65,246.00	531,878.18	548,000.00	97.1%
62000 EDUCATION EXPENSES							
62100 Symposium	36,755.42	6,996.26	255,026.90		298,778.58	310,000.00	96.4%
62200 Industry Resources	750.00	750.00	3,428.00	750.00	5,678.00	15,000.00	37.9%
62300 Oregon Wine Education	6.85	6.84	6.83	7.00	27.52	45,000.00	0.1%
62900 Education Contractors		4,500.00		20,500.00	25,000.00	45,000.00	55.6%

	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Forecast	Year End Forecast	FY25-26 v2026.01 Year Budget	Year End Forecast as % of Budget
62950 Education Committee Admin	15.34				15.34	500.00	3.1%
Total 62000 EDUCATION EXPENSES	37,527.61	12,253.10	258,461.73	21,257.00	329,499.44	415,500.00	79.3%
63000 MARKETING EXPENSES							
63100 Media-Digital Promotion	25,989.88	9,705.14	14,741.69	87,500.00	137,936.71	133,000.00	103.7%
63110 Trade Programming			10,008.85	23,000.00	33,008.85	40,000.00	82.5%
63120 Creative	7,029.22	22,748.82	21,955.46	18,250.00	69,983.50	70,000.00	100.0%
63130 Events and Sponsorships	4,771.05	31,524.50	25,714.36	6,000.00	68,009.91	70,000.00	97.2%
63140 Website Upgrade & Maintenance	6,741.95	7,156.11	7,394.07	8,000.00	29,292.13	30,000.00	97.6%
63150 Wine Guide	54,875.28				54,875.28	65,000.00	84.4%
63200 Public Relations							
63210 Media Analytics + Publications	3,813.81	10,810.48	418.45	500.00	15,542.74	25,000.00	62.2%
63220 FAM Tours + Hosted Media	2,968.02	763.20	400.00	7,500.00	11,631.22	30,000.00	38.8%
63230 Wine Reviewers	587.23	429.81		9,000.00	10,017.04	20,000.00	50.1%
Total 63200 Public Relations	7,369.06	12,003.49	818.45	17,000.00	37,191.00	75,000.00	49.6%
63400 Industry Grants	2,000.00	35,000.00	25,000.00	0.00	62,000.00	50,000.00	124.0%
63500 WCLP Matching Funds	41,426.40	103,686.37			145,112.77	142,500.00	101.8%
63600 International Marketing							
63610 Grant + Coalition Administration	22,150.02	22,150.00	24,399.99	22,150.00	90,850.01	90,000.00	100.9%
63620 Program Support	2,966.57	1,079.55	1,590.42	3,000.00	8,636.54	10,000.00	86.4%
63630 Grant Reimbursed Expenses	(47,724.38)	28,942.99	46,305.81	0.00	27,524.42	0.00	
63640 International Contractors	13,200.00	13,200.00	13,200.00	13,200.00	52,800.00	55,000.00	96.0%
63650 IMEC Committee Admin	299.31				299.31	300.00	99.8%
Total 63600 International Marketing	(9,108.48)	65,372.54	85,496.22	38,350.00	180,110.28	155,300.00	116.0%
63900 Marketing Contractors	22,370.00	15,450.00	16,605.00	25,000.00	79,425.00	102,500.00	77.5%
63950 Marketing Committee Admin		244.71			244.71	500.00	48.9%
Total 63000 MARKETING EXPENSES	163,464.36	302,891.68	207,734.10	223,100.00	897,190.14	933,800.00	96.1%
64000 GENERAL & ADMIN EXPENSES		0.00					
64100 Technology Equipment & Support	7,780.83	9,455.12	9,536.56	3,600.00	30,372.51	30,000.00	101.2%
64150 Software Subscriptions	9,289.23	5,275.94	6,738.71	48,700.00	70,003.88	70,000.00	100.0%
64200 Supplies & Fees	4,024.48	7,872.84	4,136.53	7,000.00	23,033.85	25,000.00	92.1%
64250 Utilities	3,107.76	3,149.80	3,056.82	3,200.00	12,514.38	16,000.00	78.2%

	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Forecast	Year End Forecast	FY25-26 v2026.01 Year Budget	Year End Forecast as % of Budget
64300 Legal	6,377.40	2,964.60	915.20	4,000.00	14,257.20	20,000.00	71.3%
64350 Wine Storage	1,715.22	301.35	1,972.78	0.00	3,989.35	4,000.00	99.7%
64400 Board Administration							
64410 Board Travel & Meeting Expenses	4,786.99	4,224.02	8,489.53	7,500.00	25,000.54	26,000.00	96.2%
64420 Director Compensation	534.00	178.00	2,314.00	2,000.00	5,026.00	5,000.00	100.5%
Total 64400 Board Administration	5,320.99	4,402.02	10,803.53	9,500.00	30,026.54	31,000.00	96.9%
64450 Membership and Dues	1,000.00					0.00	
64500 Rent							
64510 Lease	18,999.30	18,999.30	18,999.30	19,000.00	75,997.90	73,000.00	104.1%
64520 Tenant Rent Expenses	1,440.00	1,440.00	1,746.76	1,750.00	6,376.76	6,000.00	106.3%
Total 64500 Rent	20,439.30	20,439.30	20,746.06	20,750.00	82,374.66	79,000.00	104.3%
64600 Staff Administration							
64610 Travel	7,817.76	7,172.09	7,218.60	7,500.00	29,708.45	35,000.00	84.9%
64620 Employee Development	15,260.11	817.57	396.32	500.00	16,974.00	23,500.00	72.2%
Total 64600 Staff Administration	23,077.87	7,989.66	7,614.92	8,000.00	46,682.45	58,500.00	79.8%
64650 Employee Compensation	265,500.19	268,329.78	280,552.94	280,550.00	1,094,932.91	1,100,000.00	99.5%
64700 PTO Accrual						15,000.00	0.0%
64900 G&A Contractors	6,750.00	19,406.25	9,290.00	9,000.00	44,446.25	42,000.00	105.8%
Total 64000 GENERAL & ADMIN EXPENSES	354,383.27	349,586.66	355,364.05	394,300.00	1,452,633.98	1,490,500.00	97.5%
Total Expenses	752,450.05	696,752.28	1,059,096.41	703,903.00	3,211,201.74	3,387,800.00	94.8%
Net Operating Income	83,045.65	(381,775.84)	130,363.87	(523,881.00)	(705,755.46)	(1,023,435.00)	
Net Income	83,045.65	(381,775.84)	130,363.87	(523,881.00)	(705,755.46)	(1,023,435.00)	
Beginning Equity Balance					1,835,975.41		
Non Cash Adjustments							
Deduct Wine Cellar Income					(20,000.00)		
Add NonCash for PTO Accrual					0.00		
Add NonCash for Lease Liability					4,925.00		
Ending Equity Balance					1,115,144.95		
Surplus (use of reserves) to next FY					215,144.95		