

# 2021-22 DRAFT BUDGET PROPOSAL

AS OF FEBRUARY 2021

Modified Accrual	2020-21 Approved Budget	2020-21 Year End Forecast	2021-22 Budget Proposal
<b>INCOME</b>			
4100 · Grape Assessment (\$25/ton)	1,950,820	1,679,370	1,883,975
4200 · Wine Tax (2c/gal)	310,242	310,242	310,145
4300 · Program Revenue	13,680	(36,825)	-
4310 · Symposium Revenue	150,000	100,000	150,000
4500 · Other Income	5,000	2,337	2,000
4600 · Grant Revenue	50,000	50,000	-
4690 - HB 5006 Funds (MARIS)	96,898	96,898	-
<b>TOTAL INCOME</b>	<b>2,576,640</b>	<b>2,202,023</b>	<b>2,346,120</b>
<b>EXPENSE</b>			
1R000 · Research.			
R100 · Vit & Enological Research	407,500	407,500	280,000
R800 · Research. Administration	13,000	6,000	11,000
R900 · Research.Employee Compensation	45,090	39,218	42,381
1R000 · Research.	465,590	452,718	333,381
2E000 · Education.			
E100 · Symposium	150,000	100,000	150,000
E200 · Education Projects	25,000	5,320	16,000
E300 · Trade Education	-	-	-
E800 · Education.Administration	8,000	6,000	4,000
E900 · Education.Employee Compensation	51,820	59,787	107,783
2E000 · Education.	234,820	171,107	277,783
3M000 · Marketing & Communications			
B000 · Brand Equity & Identity	148,500	146,500	65,000
T000 · Tourism	165,000	155,000	110,000
X000 · Market Expansion	331,398	268,498	230,000
C000 · Communications	182,099	181,214	193,380
M800 · Marketing.Administration	15,000	5,000	9,000
M900 · Marketing.Employee Compensation	217,300	213,493	171,771
3M000 · Marketing & Communications	1,059,297	969,705	779,151
4K000 · Knowledge & Insights			
R200 · Industry Research	96,500	100,710	72,000
M300 · Marketing Research	30,000	-	30,000
K900 · Knowledge.Employee Compensation	45,090	39,220	56,508
4K000 · Knowledge & Insights	171,590	139,930	158,508
5L000 · Leadership & Partnership			
L100 -Regional Meetings	10,000	10,000	10,000
L101-Information Sharing Task Force	2,000	2,000	1,000
G301 · Grant Writing Support	10,000	10,000	10,000
G200 · Program Sponsorships/Contributions	10,000	10,000	10,000
G300 · Engagement Dashboard	-	-	15,000
G600 · Industry Relations	47,500	47,500	38,500
L800 · Leadership & Partnership Administration	6,000	-	3,000
L900 · Leadership.Employee Compensation	45,090	39,220	42,381
5L000 · Leadership & Partnership	130,590	118,720	129,881
6G000 · General & Admin			
G100 · Board Administration	20,000	3,000	20,000
G300 · Consultants	-	-	10,000
G500 · Office Administration	154,940	120,116	36,000
G800 · Staff Administration	139,600	62,975	88,000
G900 · Employee Compensation.G&A	534,320	545,427	566,393
G999 · Accrued PTO Balances	-	-	-
6G000 · General & Admin	848,860	731,519	720,393
<b>TOTAL EXPENSE</b>	<b>2,910,747</b>	<b>2,583,700</b>	<b>2,399,099</b>
<b>NET INCOME</b>	<b>(334,107)</b>	<b>(381,677)</b>	<b>(52,978)</b>
Beginning Balance	1,104,172	1,104,172	722,495
Ending Balance	770,065	722,495	669,517
Reserve Goal (30% of 3 Yr Ave Grape Assessment)	585,246	585,246	565,193
Surplus/Deficit After Reserve Goal	184,819	137,249	104,324
Total Compensation	1,032,870	1,030,526	1,085,099