



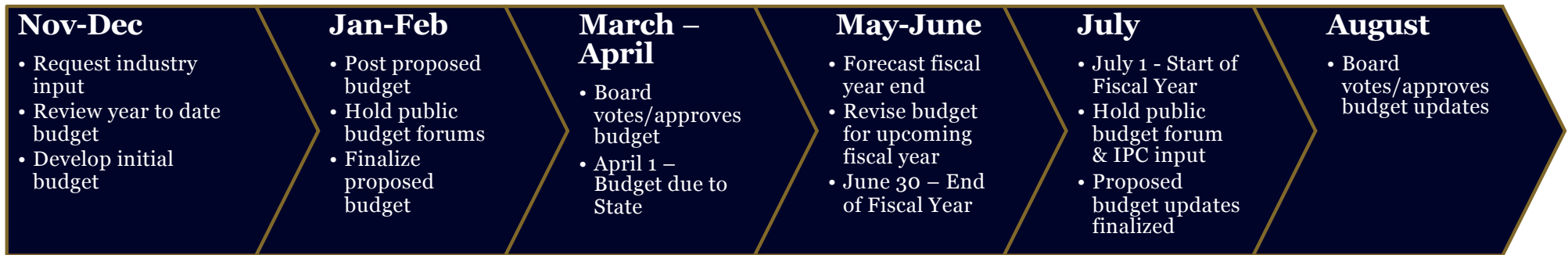
**FY25-26 Draft Budget Presentation**

**February 25, 2025**

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# Budget Timeline



- Key Dates and Postings [Annual Business Plan Toolkit](#)
- Planning Idea Submission Form [FY25-26 Budget Planning Ideas](#)

**or.**

## Approach to Draft Budget



Budget developed based on FY24-25 budget and review of FY22-23 and FY23-24 actuals

### REVENUE ASSUMPTIONS

- Grape Assessment Tax Revenue uses 3-year average
  - based on actual FY22-23 + FY23-24 and budget FY24-25
- Wine Tax Revenue uses 3-year average
  - based on actual FY22-23 + FY23-24 and budget FY24-25
- Symposium Revenue equivalent to FY24-25 Budget
  - Symposium Revenue offset by Symposium Expenses for \$0 gain
- Grant Revenue – Awarded Grants Only
  - WCLP \$50K grant

**or.**

## Approach to Draft Budget

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### EXPENSE ASSUMPTIONS

- FY25-26 expenses exceed budgeted revenue ~\$125K
  - Overage to be covered by FY24-25 surplus/underspend in compensation
  - *Reminder - FY24-25 Budget is spending down \$840K surplus*
- Headcount for this budget remains at 6; expense categories/allocations updated to align with organizational restructure. We anticipate headcount to return to 8 FTE.
- Strategic Plan will inform headcount and programming for FY25-26
  - Budget revision August 2025

**or.**

## FY25-26 Draft Budget - Summary

|                                  | Budget FY24-25<br>v2024.12 | Budget FY25-26<br>v2024.02.18 |
|----------------------------------|----------------------------|-------------------------------|
| <b>Income</b>                    |                            |                               |
| 4100 Grape Assessment (\$25/ton) | \$2,106,000.00             | \$2,100,000.00                |
| 4200 Wine Tax (2c/gal)           | \$309,700.00               | \$309,700.00                  |
| 4310 Symposium Revenue           | \$330,000.00               | \$330,000.00                  |
| 4500 Other Income                | \$55.00                    | \$55.00                       |
| 4600 Grant Revenue               | \$50,000.00                | \$50,000.00                   |
| <b>Total Income</b>              | <b>\$2,795,755.00</b>      | <b>\$2,789,755.00</b>         |
| <b>Expenses</b>                  |                            |                               |
| 1R000 Research.                  | \$481,751.00               | \$534,000.00                  |
| 2E000 Industry Education.        | \$592,000.00               | \$478,000.00                  |
| 3M000 Marketing.                 | \$1,284,700.00             | \$820,200.00                  |
| 4K000 Knowledge & Insights.      | \$283,512.00               | \$261,000.00                  |
| 5L000 Leadership & Partnership   | \$237,500.00               | \$146,000.00                  |
| 6G000 General & Admin            | \$756,000.00               | \$677,000.00                  |
| <b>Total Expenses</b>            | <b>\$3,635,463.00</b>      | <b>\$2,916,200.00</b>         |
| <b>Net Operating Income</b>      | <b>-\$839,708.00</b>       | <b>-\$126,445.00</b>          |

**or.**

## Notable Changes Budget in Allocations vs Current Year

|  | Budget FY24-25 v2024.12 | Budget FY25-26 v2024.02.18 |
|--|-------------------------|----------------------------|
| 2E000 Industry Education.                            |                         |                            |
| E700 Education.Consulting Services                   | \$80,000                | \$10,000                   |
| 3M000 Marketing & 4C000 Communications               |                         |                            |
| B106 Social Media Contractor                         | \$24,000                | \$50,000                   |
| M108 Bounty & Vine                                   | \$35,000                | \$10,000                   |
| M205 Wine Guide                                      | \$50,000                | \$5,000                    |
| T102 Content Development (includ. photog, Travel OR) | \$75,000                | \$5,000                    |
| Total C100 Media Relations                           | \$75,000                | \$50,000                   |
| 4K000 Knowledge & Insights.                          |                         |                            |
| M305 Community Benchmark                             | \$23,512                | \$13,000                   |
| R201 Ag Census                                       | \$130,000               | \$85,000                   |
| 5L000 Leadership & Partnership                       |                         |                            |
| G603 Strategic Planning                              | \$60,000                | \$0                        |
| 6G000 General & Admin                                |                         |                            |
| G502 Equipment/Furniture/Maintenance                 | \$55,000                | \$25,000                   |
| G804 Temp & Contract Support                         | \$30,000                | \$42,000                   |
| <b>TOTALS</b>  | <b>\$637,512</b>        | <b>\$295,000</b>           |
|  |                         |                            |
| Fully Loaded Compensation                            | \$1,350,000             | \$1,110,000                |

**or.**