

BALANCE SHEET
FISCAL YEAR 2022-2023
REPORTED AS OF JUNE 30, 2022



	<u>June 30, 2023</u>	<u>June 30, 2022</u>
ASSETS		
Current Assets		
Total Checking/Savings	1,328,151	1,432,921
Total Accounts Receivable	239,388	1,053
Total Other Current Assets	-	68,638
Total Current Assets	<u>1,567,539</u>	<u>1,502,611</u>
Other Assets		
1250 · Prepaid Expenses	67,788	34,441
Total Other Assets	<u>67,788</u>	<u>28,426</u>
TOTAL ASSETS	<u><u>1,635,327</u></u>	<u><u>1,531,038</u></u>
LIABILITIES & EQUITY		
Liabilities		
Total Current Liabilities	<u>353,773</u>	<u>314,768</u>
Total Liabilities	<u>353,773</u>	<u>314,768</u>
Equity		
3000 · Opening Bal Equity	13,493	13,493
3900 · Retained Earnings	1,215,593	931,791
Net Income	52,469	270,986
Total Equity	<u>1,281,555</u>	<u>1,216,270</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,635,327</u></u>	<u><u>1,531,038</u></u>

2022-23 Profit Loss Statement with Budget to Actual

REPORTED FOR THE PERIOD OF JULY 1, 2022 - JUNE 30, 2023

BUDGET REVISED AS OF DEC 2, 2022



JULY 1, 2022-JUNE 30, 2023

Modified Accrual	Annual Approved Budget	Income & Expenses	Budget Earned	Budget Variance	Year End Forecast	Prior Year End
INCOME						
4100 · Grape Assessment (\$25/ton)	1,894,968	1,885,950	1,894,968	(9,018)	1,885,950	2,049,862
4200 · Wine Tax (2c/gal)	324,948	305,342	324,948	(19,606)	305,342	352,194
4300 · Program Revenue				-		
4310 · Symposium Revenue	353,967	268,860	353,967	(85,107)	268,860	101,051
4500 · Other Income	50	55	50	5	55	60
4600 · Grant Revenue	84,500	119,750	84,500	35,250	119,750	98,750
4690 - HB 5006 Funds (MARIS)	55,956	55,956	55,956	-	55,956	-
TOTAL INCOME	2,714,389	2,635,913	2,714,389	(78,476)	2,635,913	2,601,917
EXPENSE						
1R000 · Research.						
R100 · Vit & Enological Research	415,549	345,457	415,549	(70,092)	345,457	287,766
R800 · Research. Administration	12,000	3,091	12,000	(8,909)	3,091	7,707
R900 · Research.Employee Compensation	62,448	51,229	62,448	(11,219)	51,229	23,297
1R000 · Research.	489,997	399,777	489,997	(90,220)	399,776	318,769
2E000 · Education.						
E100 · Symposium	353,967	284,781	353,967	(69,186)	284,781	104,204
E200 · Education Projects	88,500	74,750	88,500	(13,750)	74,750	87,750
E300 · Trade Education	-	-	-	-	-	-
E800 · Education.Administration	10,000	11,669	10,000	1,669	11,669	6,232
E900 · Education.Employee Compensation	163,201	160,303	163,201	(2,898)	160,303	119,602
2E000 · Education	615,668	531,502	615,668	(84,166)	531,502	317,789
3M000 · Marketing & Communications						
B000 · Brand Equity & Identity	18,000	15,558	18,000	(2,442)	15,558	139,833
T000 · Tourism	228,000	106,723	228,000	(121,277)	106,723	40,549
X000 · Market Expansion	208,000	173,583	208,000	(34,417)	173,583	155,481
C000 · Communications	242,497	190,051	242,497	(52,446)	190,051	170,645
M200 · Marketing Collateral		10,000		10,000	10,000	
M800 · Marketing.Administration	38,000	11,475	38,000	(26,525)	11,475	3,312
M900 · Marketing.Employee Compensation	285,366	272,336	285,366	(13,030)	272,336	168,737
3M000 · Marketing & Communications	1,019,863	779,727	1,019,863	(240,136)	779,727	678,556
4K000 · Knowledge & Insights						
R200 · Industry Research	150,000	76,223	150,000	(73,778)	76,223	40,650
M300 · Marketing Research	22,500	775	22,500	(21,725)	775	4,150
K900 - Employee Compensation	29,661	22,415	29,661	(7,246)	22,415	23,297
4K000 · Knowledge & Insights	202,161	99,413	202,161	(102,748)	99,413	68,097
5L000 · Leadership & Partnership						
L100 -Regional Meetings	2,500	-	2,500	(2,500)	-	838
G301 · Grant Writing	-	-	-	-	-	-
G200 · Program Sponsorships/Contributions	30,000	25,422	30,000	(4,578)	25,422	2,905
G400 · Engagement Dashboard	-	-	-	-	-	-
G600 - Industry Relations	130,000	38,679	130,000	(91,321)	38,679	27,633
L800 - Leadership & Partnership Admin	6,000	1,692	6,000	(4,308)	1,692	300
L900 - Employee Compensation	111,807	97,826	111,807	(13,981)	97,826	23,297
5L000 · Leadership & Partnership	280,307	163,619	280,307	(116,688)	163,619	54,974
G100 · Board Administration	30,000	4,688	30,000	(25,312)	4,688	27,834
G300 · Consultants	-	-	-	-	-	8,500
G500 · Office Administration	38,000	46,790	38,000	8,790	46,790	40,696
G800 · Staff Administration	90,000	85,396	90,000	(4,604)	85,396	62,537
G900 · Employee Compensation.G&A	294,463	395,532	294,463	101,069	395,532	550,174
G901 · Employee Retirement Allocation	50,000	-	50,000	(50,000)	-	-
G999 · Accrued PTO Balances	100,000	77,000	100,000	(23,000)	77,000	-
6G000 · General & Admin	602,463	609,407	602,463	6,944	609,407	689,741
TOTAL EXPENSE	3,210,459	2,583,445	3,210,459	(627,014)	2,583,444	2,330,931
NET INCOME	(496,070)	52,469	(496,070)	548,539	52,469	270,986
Beginning Balance	1,215,593	1,215,593			1,215,593	931,791
Ending Balance	719,523	1,268,062			1,268,062	1,215,593
Reserve Goal (30% of 3 Yr Ave Grape Assessment)	568,490	568,490			568,490	565,483
Surplus/Deficit After Reserve Goal	151,033	699,571			699,571	650,110
Total Compensation	1,134,428	1,103,300	1,134,428	(31,128)	1,103,300	1,014,661