

BALANCE SHEET
FISCAL YEAR 2019-20
REPORTED AS OF JUNE 2020
PROFORMA REPORT



	June 2020	Prior Year End
ASSETS		
Current Assets		
Checking/Savings		
1000 · Umpqua Bank Checking	620,882	101,988
1050 · Umpqua Bank Money Market	648,577	1,143,573
1055 · Escrow	-	-
Total Checking/Savings	1,269,460	1,245,560
Total Accounts Receivable	68,754	146,077
Other Current Assets		
1499 · Undeposited Funds	-	2,783
Total Other Current Assets	-	2,783
Total Current Assets	1,338,214	1,394,420
Other Assets		
1250 · Prepaid Expenses	35,785	27,500
Total Other Assets	35,785	27,500
TOTAL ASSETS	1,373,999	1,421,920
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Total Accounts Payable	139,383	145,471
Total Credit Cards	10,835	816
Other Current Liabilities		
2120 · Accrued PTO Balance	44,670	
2101 · Payroll Liabilities	9,874	3,900
2200 · Deferred Revenue	116,837	283,650
Total Other Current Liabilities	171,381	287,550
Total Current Liabilities	321,599	433,836
Total Liabilities	321,599	433,836
Equity		
3000 · Opening Bal Equity	13,493	13,493
3900 · Retained Earnings	991,227	783,230
Net Income	47,680	191,361
Total Equity	1,052,400	988,084
TOTAL LIABILITIES & EQUITY	1,373,999	1,421,920

PROFIT LOSS STATEMENT WITH BUDGET TO ACTUAL

FISCAL YEAR 2019-20
 REPORTED AS OF JUNE 2020
 PROFORMA REPORT

Modified Accrual	Annual Budget	Year to Date			Year End Forecast	Prior Year End
		Income & Expenses	Budget Earned	Budget Variance		
INCOME						
4100 · Grape Assessment (\$25/ton)	1,890,141	1,953,139	1,890,141	62,998	1,953,139	2,019,787
4200 · Wine Tax (2c/gal)	315,000	294,010	315,000	(20,990)	294,010	326,184
4300 · Program Revenue	188,000	55,505	188,000	(132,495)	55,506	138,946
4310 · Symposium Revenue	300,000	332,930	300,000	32,930	332,930	315,450
4500 · Other Income	6,000	5,004	6,000	(996)	5,004	9,983
4600 · Grant Revenue	101,761	91,698	101,761	(10,063)	91,698	77,846
4690 · HB 5006 Funds (MARIS)	192,500	187,694	192,500	(4,806)	187,694	194,281
TOTAL INCOME	2,993,402	2,919,981	2,993,402	(73,421)	2,919,981	3,082,477
EXPENSE						
1R000 · Research.						
R100 · Vit & Enological Research	437,500	417,500	437,500	20,001	417,500	437,501
R200 · Industry Research	90,761	82,471	90,761	8,290	82,471	91,775
R800 · Research. Administration	7,000	8,569	7,000	(1,569)	8,569	8,793
R900 · Research. Employee Compensation	15,000	15,000	15,000	-	15,000	15,000
Total · Research.	550,261	523,540	550,261	26,721	523,540	553,069
2E000 · Education.						
E100 · Symposium	402,000	386,605	402,000	15,395	386,605	371,089
E200 · Education Projects	70,000	10,943	70,000	59,057	10,943	36,686
E300 · Trade Education	5,000	-	5,000	5,000	-	724
E800 · Education. Administration	15,000	12,070	15,000	2,930	12,070	14,285
E900 · Education. Employee Compensation	104,000	108,261	104,000	(4,261)	108,261	97,796
Total · Education.	596,000	517,879	596,000	78,121	517,879	520,580
3M000 · Marketing.						
C000 · Communications	158,500	138,598	158,500	19,902	138,598	153,574
I000 · International Marketing	156,000	153,156	156,000	2,844	153,155	225,036
M100 · Event Marketing	443,000	282,274	443,000	160,726	282,274	222,956
M200 · Marketing Collateral	74,500	50,997	74,500	23,503	50,997	63,363
M300 · Marketing Research	35,000	12,300	35,000	22,700	12,300	19,325
M800 · Marketing. Administration	12,000	11,352	12,000	648	11,353	15,194
M900 · Marketing. Employee Compensation	168,000	171,959	168,000	(3,959)	171,959	158,580
Total · Marketing.	1,047,000	820,636	1,047,000	226,364	820,636	858,028
4G000 · General & Admin						
G100 · Board Administration	20,000	15,529	20,000	4,471	15,529	18,449
G200 · Program Sponsorships/Contributions	13,000	1,000	13,000	12,000	1,000	756
G300 · Consultants	20,000	8,796	20,000	11,204	8,796	500
G500 · Office Administration	131,450	141,774	131,450	(10,324)	141,774	126,708
G600 · Industry Relations	35,000	37,505	35,000	(2,505)	37,505	34,737
G800 · Staff Administration	127,250	88,678	127,250	38,572	88,678	66,605
G900 · Employee Compensation. G&A	709,750	672,294	709,750	37,456	672,294	697,548
G999 · Accrued PTO Balances	-	44,670	-	(44,670)	44,670	-
Total · General & Admin	1,056,450	1,010,246	1,056,450	46,204	1,010,246	945,303
TOTAL EXPENSE	3,249,711	2,872,301	3,249,711	377,410	2,872,301	2,879,480
NET INCOME	(256,309)	47,680	(256,309)	303,989	47,680	202,997
Beginning Balance	986,227	986,227			986,227	783,230
Ending Balance	729,918	1,033,908			1,033,907	986,227
Reserve Goal (30% of 3 Yr Ave Grape Assessment)	567,042	567,042			567,042	543,744
Surplus/Deficit After Reserve Goal	162,876	466,866			466,865	442,483
Total Compensation	1,091,650	1,064,369	1,091,650	27,281	1,064,369	1,066,690