



**Finance Committee Meeting Minutes
March 23, 2021**

The Finance Committee of the Lodi Winegrape Commission met at the Lodi Winegrape Commission office at 2545 W. Turner Road, Lodi.

1. The meeting was called to order by Chair Brandon Sywassink at 12:14PM.
2. Roll was called. In attendance were Chair Sywassink, Matt Lauchland, Diego Olagaray, and Tom Murphy. Staff present Stuart Spencer. A quorum was established.
3. Minutes of 1/12/21 were approved (Exhibit A). Olagaray/Murphy - Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the January 2021 financials (Exhibit B). Motion to accept the financial statements as presented. Murphy/Olagaray – Carried.
6. Year-to-Date Budget Review – the committee reviewed the budget through January 2021 (Exhibit C). Motion to approve the budget report. Olagaray/Murphy – Carried.
7. CWEF/LWC Financial Agreement Review – Reviewed the CWEF Financial statements through January 2021.
8. Agenda Items for Future Meetings – Budgets
9. Next meeting was set for April 29, 2021 at Noon.
10. Public Comment on Items not appearing on the agenda - None
11. The meeting was adjourned at 1:35PM.

Respectfully submitted,

Stuart Spencer
On behalf of Brandon Sywassink
Treasurer



**Finance Committee Meeting Minutes
January 12, 2021**

The Finance Committee of the Lodi Winegrape Commission met at the Lodi Winegrape Commission office at 2545 W. Turner Road, Lodi.

1. The meeting was called to order by Chair Brandon Sywassink at 12:06PM.
2. Roll was called. In attendance were Chair Sywassink, Matt Lauchland, Diego Olagaray, and Tom Murphy. Staff present Stuart Spencer. A quorum was established.
3. Minutes of 11/17//20 were approved (Exhibit A). Olagaray/Murphy – Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the October and November financials (Exhibit B). Motion to accept the financial statements as presented. Murphy/Olagaray/ – Carried.
6. Year-to-Date Budget Review – the committee reviewed the budget through November 2020 (Exhibit C). Motion to approve the budget report. Olagaray/Murphy – Carried.
7. CWEF/LWC Financial Agreement Review – No report
8. Agenda Items for Future Meetings – None
9. Next meeting was set for February 16, 2021 at Noon.
10. Public Comment on Items not appearing on the agenda - None
11. The meeting was adjourned at 1:15PM.

Respectfully submitted,

Stuart Spencer
On behalf of Brandon Sywassink
Treasurer

Lodi Winegrape Commission
Statement of Cash Flows
January 2021

	<u>Jan 21</u>
OPERATING ACTIVITIES	
Net Income	320,852.78
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	3,720.43
1175 · CWEF Reimb Expenses	-525.00
1191 · Prepaid Postage	-2,251.76
2000 · Accounts Payable	13,645.28
2007 · Costco Visa Business Card-Citi	-4,614.65
2110 · Direct Deposit Liabilities	-4,316.44
2150 · FWT Payable	-623.00
2151 · MediCare Payable	-153.98
2155 · SWT Payable	-229.36
2156 · SDI Payable	-63.71
2160 · SUI / ETT Payable	2,177.67
Net cash provided by Operating Activities	<u>327,618.26</u>
Net cash increase for period	327,618.26
Cash at beginning of period	<u>1,265,456.77</u>
Cash at end of period	<u>1,593,075.03</u>

3:56 AM
03/22/21
Accrual Basis

Lodi Winegrape Commission
Cash/Check Disbursement

January 2021

Type	Date	Num	Name	Memo	Amount	Balance
Jan 21						
Bill Pmt -Check	01/01/21	42855	Lodi Wine & Visitor Center(vendor)	Promo Svc Agrmnt - Jan...	-6,250.00	-6,250.00
Bill Pmt -Check	01/01/21	42856	Wine & Roses, LLC (Rent)	Lease Payment for the M...	-10,266.42	-16,516.42
Bill Pmt -Check	01/02/21	OnlinePmt	Pitney Bowes Global Financial Servi...	Account Number: 00159...	-325.88	-16,842.30
Bill Pmt -Check	01/12/21	42863	Calhoun & Company Communicatio...	January 2020 Services	-6,500.00	-23,342.30
Bill Pmt -Check	01/12/21	42864	Caparoso, Randy		-3,000.00	-26,342.30
Bill Pmt -Check	01/12/21	42865	England, Jill S. - Attorney at Law	Memo:Farmers	-500.00	-26,842.30
Bill Pmt -Check	01/12/21	42866	Gary's Signs	Re-installation of new sig...	-4,177.43	-31,019.73
Bill Pmt -Check	01/12/21	42867	Goode, Gabriella	https://www.expensify.co...	-17.89	-31,037.62
Bill Pmt -Check	01/12/21	42868	Kahn, Soares & Conway, LLP	Client Number: 5489	-85.63	-31,123.25
Bill Pmt -Check	01/12/21	42869	Means, Jill		-995.00	-32,118.25
Bill Pmt -Check	01/12/21	42870	Office Depot	Account Number: 67218...	-53.75	-32,172.00
Bill Pmt -Check	01/12/21	42871	St. Amant Winery		-61.13	-32,233.13
Bill Pmt -Check	01/12/21	42872	The Honey Agency, Inc.	2021 Event Materials L...	-1,450.00	-33,683.13
Bill Pmt -Check	01/12/21	42873	ULINE	Customer No. 16695945	-173.57	-33,856.70
Bill Pmt -Check	01/12/21	42874	Wine Communications Group, Inc.	Digital ad Wine Busines...	-3,500.00	-37,356.70
Bill Pmt -Check	01/15/21	OnlinePmt	Pitney Bowes-Louisville	8000-9090-0483-8475	-538.29	-37,894.99
Bill Pmt -Check	01/20/21	42876	Caparoso, Randy		-3,000.00	-40,894.99
Bill Pmt -Check	01/20/21	42877	CCT Telecomm	Acct #2019051021	-370.07	-41,265.06
Bill Pmt -Check	01/20/21	42878	City of Lodi	Electric Service from 12/...	-396.61	-41,661.67
Bill Pmt -Check	01/20/21	42879	Comcast Business	Account #8155 60 071 0...	-154.78	-41,816.45
Bill Pmt -Check	01/20/21	42880	CoPower Broker-VSP Voluntary Vi...	CoPower ID: 905910	-72.69	-41,889.14
Bill Pmt -Check	01/20/21	42881	E Street Group LLC dba eStreet.co	CERTIFIED GREEN Ha...	-136.66	-42,025.80
Bill Pmt -Check	01/20/21	42882	Lodi Wine & Visitor Center(vendor)	VOID:	0.00	-42,025.80
Bill Pmt -Check	01/20/21	42883	National Grape Research Alliance	NGRA Contribution	-10,000.00	-52,025.80
Bill Pmt -Check	01/20/21	42884	Oakwood Strategies, LLC (Camron ...	December 2020 Retainer	-2,500.00	-54,525.80
Bill Pmt -Check	01/20/21	42885	PG&E	7807859329-6	-716.32	-55,242.12
Bill Pmt -Check	01/20/21	42886	Ray Morgan Company	Account #R3-3441169 C...	-104.89	-55,347.01
Bill Pmt -Check	01/20/21	42887	SecurCare Self Storage (Prv W Lodi...	Unit No's: A022 & D002	-469.00	-55,816.01
Bill Pmt -Check	01/20/21	42888	Western Weather Group	Quote No. 7157C-1	-1,394.00	-57,210.01
Bill Pmt -Check	01/20/21	42889	Wine & Roses, LLC (Utilities)	Jan 2021 Utilities (VC), ...	-946.25	-58,156.26
Bill Pmt -Check	01/20/21	42890	Lodi Wine & Visitor Center(vendor)	Contest Winners Wine ...	-59.10	-58,215.36
Bill Pmt -Check	01/20/21	42891	Lodi Wine & Visitor Center(vendor)		-367.80	-58,583.16
Bill Pmt -Check	01/20/21	42892	Lodi Wine & Visitor Center(vendor)	EWS Inv #34171 & 3420...	-5,935.82	-64,518.98
Bill Pmt -Check	01/27/21	42894	Blue Shield of California	W00578511000	-6,900.67	-71,419.65
Bill Pmt -Check	01/27/21	42895	CDFA Cashier - Marketing Branch	FA600	-2,599.07	-74,018.72
Bill Pmt -Check	01/27/21	42896	Employers Compensation Ins. Co.	FN 0330363 14 1380000	-573.60	-74,592.32
Bill Pmt -Check	01/27/21	42897	MadeToOrder	Lodi Wine Old Vine Mu...	-1,384.91	-75,977.23
Bill Pmt -Check	01/27/21	42898	Pitney Bowes Global Financial Servi...	Account Number: 00159...	-325.88	-76,303.11
Bill Pmt -Check	01/27/21	42899	Ricoh USA, Inc. (Contract)	Account #1013074-1029...	-311.76	-76,614.87
Jan 21					-76,614.87	-76,614.87

3:57 AM

03/22/21

Accrual Basis

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions
As of January 31, 2021

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							6,331.04
Credit Card ...	01/01/21	68490247NR	Credit Card Misc.	Expensify, Inc. - Mont...		120.00	6,451.04
Credit Card ...	01/02/21	69322936NR	Credit Card Misc.	MailChimp - RECURR...		254.99	6,706.03
Credit Card ...	01/04/21	68659969NR	Credit Card Misc.	Woodbridge Post Offic...		20.40	6,726.43
Credit Card ...	01/06/21	69075741NR	Credit Card Misc.	GoDaddy - Domain Re...		36.34	6,762.77
Credit Card ...	01/07/21	69382605NR	Credit Card Misc.	CA Dept Pest Regs CE ...		45.00	6,807.77
Credit Card ...	01/07/21	70437395NR	Credit Card Misc.	VOID: CA Dept Pest R...	0.00		6,807.77
Credit Card ...	01/08/21	69075741NR	Credit Card Misc.	GoDaddy - SSL Renew...		79.99	6,887.76
Credit Card ...	01/09/21	6024255	Wine Direct (Vin6...	Wine Direct - January ...		557.00	7,444.76
Credit Card ...	01/11/21	68858528NR	Vertical Response	Vertical Response - Ve...		30.01	7,474.77
Bill	01/11/21	January 2021	Citi Cards		6,887.76		587.01
Credit Card ...	01/12/21	69075741NR	Credit Card Misc.	GoDaddy - Domain Re...		18.17	605.18
Credit Card ...	01/12/21	69322936NR	Bon Appetit	Bon Appetit - Lunch fo...		21.34	626.52
Credit Card ...	01/13/21	YSI13526357	Hightail	Pro Plus - Stuart - Mon...		14.99	641.51
Credit Card ...	01/13/21	69075741NR	Credit Card Misc.	GoDaddy - Domain Re...		21.17	662.68
Credit Card ...	01/13/21	1008539	TSheets	VOID: Time Tracking	0.00		662.68
Credit Card ...	01/13/21	71465478NR	TSheets	TSheets - January Subs...		52.00	714.68
Credit Card ...	01/17/21	71465478NR	Amazon.com	Amazon.com - Inv #11...		72.72	787.40
Credit Card ...	01/17/21	71465478NR	Amazon.com	Amazon.com - 2020 W...		19.64	807.04
Credit Card ...	01/19/21	69322936NR	Credit Card Misc.	Exclaimer.com - REC...		13.14	820.18
Credit Card ...	01/20/21	69322936NR	Credit Card Misc.	Zoom - One month sub...		40.00	860.18
Credit Card ...	01/20/21	70161674NR	Credit Card Misc.	Zoom - Zoom Standard...		14.99	875.17
Credit Card ...	01/20/21	70396416NR	USPS	USPS - mailed Winery ...		18.03	893.20
Credit Card ...	01/21/21	69176077NR	Credit Card Misc.	LogMeIn - GoTo Webi...		224.39	1,117.59
Credit Card ...	01/21/21	69175781NR	Credit Card Misc.	Winejobs.com - Job po...		175.00	1,292.59
Credit Card ...	01/27/21	69356044NR	Amazon.com	Amazon.com - Office s...		104.36	1,396.95
Credit Card ...	01/27/21	69356044NR	Amazon.com	Amazon.com - Office s...		3.76	1,400.71
Credit Card ...	01/27/21	69356044NR	Amazon.com	Amazon.com - Office s...		46.66	1,447.37
Credit Card ...	01/27/21	69356044NR	Amazon.com	Amazon.com - Office s...		169.41	1,616.78
Credit Card ...	01/27/21	70155023NR	USPS	USPS - Postage to mail...		61.40	1,678.18
Credit Card ...	01/31/21	70155023NR	Credit Card Misc.	Icing on the Cake - Des...		38.21	1,716.39
Total 2007 · Costco Visa Business Card-Citi					6,887.76	2,273.11	1,716.39
TOTAL					6,887.76	2,273.11	1,716.39

Lodi Winegrape Commission

3/22/21 3:58 AM

Register: 1025 · Public Funds - Special Project

From 01/01/20 through 01/31/21

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
06/29/20	Close Acct	LWC	1023 · Public Funds-Sp...		X		61,390.86	61,390.86
06/30/20			4130 · Interest Income	Interest	X		0.33	61,391.19
08/02/20			4130 · Interest Income	Interest	X		11.10	61,402.29
08/31/20			4130 · Interest Income	Interest	X		9.76	61,412.05
09/03/20			1022 · LWC General C...	Funds Transfer ...	3,000.00	X		58,412.05
09/30/20			4130 · Interest Income	Interest	X		7.74	58,419.79
11/01/20			4130 · Interest Income	Interest	X		8.08	58,427.87
11/30/20			4130 · Interest Income	Interest	X		7.32	58,435.19
12/01/20			1022 · LWC General C...	9.3.20 Transfer...	X		3,000.00	61,435.19
12/31/20			4130 · Interest Income	Interest	X		7.82	61,443.01
01/31/21			4130 · Interest Income	Interest	X		7.83	61,450.84

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Lodi Winegrape Commission
A/P Aging Summary
As of January 31, 2021

	Current	1 - 30	31 - 60	> 60	TOTAL
Cakewalk Design Studio	0.00	50.00	0.00	0.00	50.00
Calhoun & Company Communications, LLC	673.19	0.00	0.00	0.00	673.19
Caparoso, Randy	0.00	3,000.00	0.00	0.00	3,000.00
CDFA Cashier - Marketing Branch	2,751.00	0.00	0.00	0.00	2,751.00
Citi Cards	6,887.76	0.00	0.00	0.00	6,887.76
E Street Group LLC dba eStreet.co	340.00	0.00	0.00	1,000.00	1,340.00
England, Jill S. - Attorney at Law	200.00	0.00	0.00	0.00	200.00
Kahn, Soares & Conway, LLP	208.75	0.00	0.00	0.00	208.75
Lodi Wine & Visitor Center(vendor)	517.94	0.00	20.90	0.00	538.84
NAC Technology Group Inc(HdwreOnly)TX	1,934.65	0.00	0.00	0.00	1,934.65
Oakwood Strategies, LLC (Camron King d...	2,500.00	0.00	0.00	0.00	2,500.00
Odell Maintenance and Repair	525.00	0.00	0.00	0.00	525.00
On-Line Printing & Graphics	0.00	428.10	0.00	325.37	753.47
Pitney Bowes-Louisville	0.00	35.11	0.00	0.00	35.11
Ray Morgan Company	89.05	0.00	0.00	0.00	89.05
Reingold, Inc.	0.00	0.00	0.00	3,000.00	3,000.00
Wine & Roses, LLC (Utilities)	967.29	0.00	0.00	0.00	967.29
Wine Communications Group, Inc.	7,263.00	0.00	0.00	0.00	7,263.00
TOTAL	24857.63	3,513.21	20.90	4,325.37	32717.11

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03/22/21

Lodi Winegrape Commission
A/R Aging Summary
As of January 31, 2021

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Grace Vineyards	0.00	125.00	0.00	0.00	125.00
Lodi Wine & Visitor Cen...	438.80	10883.33	1,073.55	22.04	12417.72
Lone Grape Winery	0.00	125.00	0.00	125.00	250.00
Wine Social	0.00	0.00	0.00	125.00	125.00
Zinfest	0.00	0.00	0.00	283.07	283.07
 TOTAL	 <u>438.80</u>	 <u>11133.33</u>	 <u>1,073.55</u>	 <u>555.11</u>	 <u>13200.79</u>

Balance Sheet

As of January 31, 2021

	Jan 31, 21
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,486.72
1022 · LWC General Checking	1,102,005.38
1025 · Public Funds - Special Project	61,450.84
1026 · Public Funds - Reserve Funds	413,632.09
1080 · Petty Cash	500.00
Total Checking/Savings	1,593,075.03
Accounts Receivable	
1120 · Accounts Receivable	13,200.79
Total Accounts Receivable	13,200.79
Other Current Assets	
1121.1 · Research Grant AVF 2018-19	3,374.51
1121.2 · Research Grant PD.GWSS 2018-19	50,870.29
1175 · CWF Reimb Expenses	525.00
1190 · Security Deposit	200.00
1191 · Prepaid Postage	2,934.86
Total Other Current Assets	57,904.66
Total Current Assets	1,664,180.48
Fixed Assets	
1441 · Property; Plant & Equipment	225,090.66
1442 · Vehicle	22,492.60
1445 · Accum Depr	-163,038.52
Total Fixed Assets	84,544.74
TOTAL ASSETS	1,748,725.22
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	32,717.11
Total Accounts Payable	32,717.11
Credit Cards	
2007 · Costco Visa Business Card-Citi	1,716.39
Total Credit Cards	1,716.39

Lodi Winegrape Commission
Balance Sheet
As of January 31, 2021

	<u>Jan 31, 21</u>
Other Current Liabilities	
2110 · Direct Deposit Liabilities	-4,316.44
2150 · FWT Payable	-623.00
2151 · MediCare Payable	-153.98
2155 · SWT Payable	-229.36
2156 · SDI Payable	-63.71
2160 · SUI / ETT Payable	2,253.32
2300 · Accrued Vacation	34,789.83
	<hr/>
Total Other Current Liabilities	31,656.66
	<hr/>
Total Current Liabilities	66,090.16
	<hr/>
Total Liabilities	66,090.16
Equity	
3900 · Retained Earnings	1,301,908.31
Net Income	380,726.75
	<hr/>
Total Equity	1,682,635.06
	<hr/>
TOTAL LIABILITIES & EQUITY	1,748,725.22

Lodi Winegrape Commission
Profit & Loss
July 2020 through January 2021

	Jul '20 - Jan 21	Jul '19 - Jan 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	1,283,270.26	1,456,664.73	-173394.47	-11.9%
4122 · Lodi Rules Certification Income	54,746.40	49,260.14	5,486.26	11.1%
4130 · Interest Income	476.18	136.02	340.16	250.1%
4131 · Grant Income	0.00	26,000.00	-26,000.00	-100.0%
4145 · Admin Fees Income VC	76,006.11	133,000.00	-56,993.89	-42.9%
4148 · Rent Income - VC	28,027.30	27,477.73	549.57	2.0%
4150 · Miscellaneous Income	1,100.45	1,513.95	-413.50	-27.3%
4160 · Winery Marketing Income Contributions	61,125.00	56,612.50	4,512.50	8.0%
Total 4160 · Winery Marketing Income	61,125.00	56,612.50	4,512.50	8.0%
4161 · Other Event Income	0.00	8,097.00	-8,097.00	-100.0%
4162 · Event Income				
W & C Friday Winery Dinner	0.00	8,200.00	-8,200.00	-100.0%
Ticket Sales - Wine & Chocolate	0.00	116,526.99	-116,526.99	-100.0%
4162 · Event Income - Other	0.00	9.74	-9.74	-100.0%
Total 4162 · Event Income	0.00	124,736.73	-124,736.73	-100.0%
4200 · Special Events Income	0.00	0.00	0.00	0.0%
Total Income	1,504,751.70	1,883,498.80	-378,747.10	-20.1%
Gross Profit	1,504,751.70	1,883,498.80	-378,747.10	-20.1%
Expense				
6000 · Program Management - Salaries	300,904.71	286,199.28	14,705.43	5.1%
6010 · Employee Benefits				
6010.1 · Medical	27,770.11	25,672.95	2,097.16	8.2%
6010.2 · Retirement	35,206.01	33,540.42	1,665.59	5.0%
6010.3 · Employee Paid Voluntary Ben...	230.99	-88.43	319.42	361.2%
6010 · Employee Benefits - Other	0.00	70.00	-70.00	-100.0%
Total 6010 · Employee Benefits	63,207.11	59,194.94	4,012.17	6.8%
6015 · Payroll Taxes	6,459.94	6,748.19	-288.25	-4.3%
6022 · Legal Fees	3,091.26	3,879.00	-787.74	-20.3%
6023 · Consulting Services				
6023.2 · Export	15,000.00	0.00	15,000.00	100.0%
6023 · Consulting Services - Other	45,500.00	119,726.06	-74,226.06	-62.0%
Total 6023 · Consulting Services	60,500.00	119,726.06	-59,226.06	-49.5%
6024 · Accounting Fees	20,547.00	0.00	20,547.00	100.0%

Profit & Loss

03/22/21

July 2020 through January 2021

Accrual Basis

	Jul '20 - Jan 21	Jul '19 - Jan 20	\$ Change	% Change
6026 · Insurance				
Commercial	-1,067.88	0.00	-1,067.88	-100.0%
Workers Comp	3,057.00	3,539.00	-482.00	-13.6%
Total 6026 · Insurance	1,989.12	3,539.00	-1,549.88	-43.8%
6030 · Furnishings	0.00	0.00	0.00	0.0%
6033 · Office Supplies	5,009.79	7,585.66	-2,575.87	-34.0%
6035 · Postage	16,822.61	4,523.57	12,299.04	271.9%
6040 · Rent	43,837.64	42,978.04	859.60	2.0%
6041 · Offsite Storage	3,171.00	2,864.00	307.00	10.7%
6054 · Personal Property Tax	1,074.47	610.81	463.66	75.9%
6056 · Telephone	1,889.87	1,823.36	66.51	3.7%
6058 · Utilities	5,769.41	5,974.98	-205.57	-3.4%
6060 · Website - Internet	10,016.23	19,451.36	-9,435.13	-48.5%
6070 · Maintenance				
6070.1 · Computer	13,542.55	13,542.55	0.00	0.0%
6070.2 · Cleaning	3,162.00	3,766.00	-604.00	-16.0%
6070.3 · Directional Signage	15,055.69	0.00	15,055.69	100.0%
6070.4 · Copier Lease	2,182.32	6,563.03	-4,380.71	-66.8%
6070.5 · Demo Vineyard	0.00	482.83	-482.83	-100.0%
6070.6 · Office Maintenance	649.00	0.00	649.00	100.0%
Total 6070 · Maintenance	34,591.56	24,354.41	10,237.15	42.0%
6075 · Vehicle Operation	0.00	82.32	-82.32	-100.0%
6076 · Employee Mileage	321.22	1,926.88	-1,605.66	-83.3%
6080 · Travel Expenses	0.00	5,245.70	-5,245.70	-100.0%
6090 · Bank Charges	24.70	533.87	-509.17	-95.4%
6098 · Supplies	522.84	25,270.45	-24,747.61	-97.9%
6099 · CDFA Charges	18,839.10	5,408.46	13,430.64	248.3%
6100 · Graphic Design	84,174.75	44,619.94	39,554.81	88.7%
6110 · Advertising	157,792.18	24,119.44	133,672.74	554.2%
6120 · Printing and Materials	16,266.51	60,213.99	-43,947.48	-73.0%
6122 · Wine Trail Maps	0.00	0.00	0.00	0.0%
6130 · Public Relations				
6130.3 · Consumer Marketing	0.00	0.00	0.00	0.0%
6130 · Public Relations - Other	28,030.09	97,857.55	-69,827.46	-71.4%
Total 6130 · Public Relations	28,030.09	97,857.55	-69,827.46	-71.4%

Profit & Loss

	Jul '20 - Jan 21	Jul '19 - Jan 20	\$ Change	% Change
6132 · Lodi Wine Blog	48,000.00	48,000.00	0.00	0.0%
6140 · Promotional Sponsorships	5,000.00	25,076.29	-20,076.29	-80.1%
6145 · Special Projects	0.00	0.00	0.00	0.0%
6150 · Local Community Sponsorships	0.00	750.00	-750.00	-100.0%
6155 · Grape Marketing Events	0.00	573.82	-573.82	-100.0%
6160 · Trade Show & Conference Fees	0.00	2,179.85	-2,179.85	-100.0%
6165 · Roadshows - Wine Marketing	0.00	9,373.64	-9,373.64	-100.0%
6170 · Wine Purchase	994.04	1,494.67	-500.63	-33.5%
6200 · Reference Materials	0.00	2,984.99	-2,984.99	-100.0%
6210 · Newsletters and Publications	5,290.69	150.03	5,140.66	3,426.4%
6220 · Grower Meetings & Seminars	3,670.19	12,123.75	-8,453.56	-69.7%
6221 · LWC Meeting Expenses	292.82	2,052.29	-1,759.47	-85.7%
6230 · Special Events	0.00	1,360.00	-1,360.00	-100.0%
6240 · Donations	0.00	10,000.00	-10,000.00	-100.0%
6245 · Contributions				
6245.1 · Visitor Center	43,750.00	37,916.70	5,833.30	15.4%
6245.2 · Events	0.00	32,016.00	-32,016.00	-100.0%
6245 · Contributions - Other	0.00	18,492.00	-18,492.00	-100.0%
Total 6245 · Contributions	43,750.00	88,424.70	-44,674.70	-50.5%
6250 · Dues	1,989.00	900.00	1,089.00	121.0%
6255 · Subscriptions	1,493.80	1,901.88	-408.08	-21.5%
6266 · Weather Stations	9,758.00	9,529.00	229.00	2.4%
6270 · Staff Education	295.00	115.00	180.00	156.5%
6310 · San Joaquin Farm Advisory	0.00	169.27	-169.27	-100.0%
6320 · Research Contributions	10,000.00	0.00	10,000.00	100.0%
6330 · Winegrape Research	4,163.98	11,826.20	-7,662.22	-64.8%
6560 · Payroll Expenses	310.50	479.55	-169.05	-35.3%
8000 · VC - Manager Salary	38,307.86	38,161.62	146.24	0.4%
8001 · VC Support Staff Salary	14,618.07	77,480.83	-62,862.76	-81.1%
8003 · VC - Administrative salary	8,215.69	14,744.38	-6,528.69	-44.3%
8010 · VC - Employee Benefits				
8010.1 · Medical	6,203.54	6,836.71	-633.17	-9.3%
8010.2 · Retirement	7,153.56	15,243.57	-8,090.01	-53.1%
Total 8010 · VC - Employee Benefits	13,357.10	22,080.28	-8,723.18	-39.5%
8015 · VC - Payroll Taxes	1,507.39	4,604.87	-3,097.48	-67.3%
8033 · VC - Office Supplies	0.00	0.00	0.00	0.0%
8040 · VC - Rent	28,027.30	27,477.73	549.57	2.0%
9011 · Late Penalty Fees	68.99	12.57	56.42	448.9%
Total Expense	1,123,963.53	1,268,758.47	-144,794.94	-11.4%
Net Ordinary Income	380,788.17	614,740.33	-233,952.16	-38.1%

Lodi Winegrape Commission
Profit & Loss
July 2020 through January 2021

	<u>Jul '20 - Jan 21</u>	<u>Jul '19 - Jan 20</u>	<u>\$ Change</u>	<u>% Change</u>
Other Income/Expense				
Other Expense				
9010 · Interest Expense	<u>61.42</u>	<u>230.29</u>	<u>-168.87</u>	<u>-73.3%</u>
Total Other Expense	<u>61.42</u>	<u>230.29</u>	<u>-168.87</u>	<u>-73.3%</u>
Net Other Income	<u>-61.42</u>	<u>-230.29</u>	<u>168.87</u>	<u>73.3%</u>
Net Income	<u><u>380,726.75</u></u>	<u><u>614,510.04</u></u>	<u><u>-233783.29</u></u>	<u><u>-38.0%</u></u>

LODI WINEGRAPE COMMISSION
2020-2021 BUDGET
AS OF JANUARY 31, 2021

ACCOUNT CODE	REVENUES	FY 2020 - 2021 BUDGET	REVENUE TO DATE	%
4120	Assessments	\$1,605,285.00	\$1,283,270.26	79.94%
4160	Winery Contributions	\$85,000.00	\$61,125.00	71.91%
4162	Event Revenue	\$270,000.00	\$0.00	0.00%
4122	Lodi Rules Licensing Fees	\$49,500.00	\$54,746.40	110.60%
4131	Grant Income	\$0.00	\$0.00	#DIV/0!
4130	Interest	\$1,000.00	\$476.18	47.62%
4150	Other Income (Sponsorship)	\$10,000.00	\$1,100.45	11.00%
	Subtotal Commission Revenue	\$2,020,785.00	\$1,400,718.29	69.32%
	Revenue (CWEF-Visitor Center)			
4145	Administrative Agreement	\$210,209.88	\$76,006.11	36.16%
4148	Rent	\$48,051.91	\$28,027.30	58.33%
	Other	\$0.00	\$0.00	#DIV/0!
	Subtotal CWEF Revenue	\$258,261.79	\$104,033.41	40.28%
	Total Revenue	\$2,279,046.79	\$1,504,751.70	66.03%
ACCOUNT CODE	EXPENDITURES (LWC)	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	Grower Marketing	\$730,950.00	\$416,167.92	56.94%
	Winery Marketing	\$135,000.00	\$17,599.50	13.04%
	Research, Education & Communication	\$154,700.00	\$41,629.11	26.91%
	Lodi Rules	\$49,500.00	\$2,736.84	5.53%
	Admin & Personnel	\$904,270.86	\$498,108.17	55.08%
	Visitor Center Sponsorship	\$75,000.00	\$43,750.00	58.33%
	Subtotal Commission Expenditures	\$2,049,420.86	\$1,019,991.54	49.77%
	CWEF Expenditures			
	Visitor Center	\$258,261.79	\$104,033.41	40.28%
	Subtotal CWEF Expenditures	\$258,261.79	\$104,033.41	40.28%
	Total Expenditures	\$2,307,682.65	\$1,124,024.95	48.71%
	Excess of Revenues Over (Under) Expenditures	-\$28,635.86	\$380,726.75	

LODI WINEGRAPE COMMISSION
GROWER MARKETING
2020-2021 BUDGET
AS OF JANUARY 31, 2021

DEPARTMENT: GROWER MARKETING

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	<u>Industry, Trade & Consumer Promotion</u>			
6100	Graphic Design (Advertising Design)	\$50,000.00	\$80,580.59	161.16%
6110	Advertising (Paid Media)	\$350,000.00	\$157,792.18	45.08%
6120	Printing & Materials	\$30,000.00	\$14,100.03	47.00%
	Industry, Trade & Consumer Promotion Expenditures	\$430,000.00	\$252,472.80	58.71%
	<u>Promotional Events & Activities</u>			
6023.2	Export Promotion	\$30,000.00	\$15,000.00	50.00%
6140	Promotional Sponsorship	\$10,000.00	\$5,000.00	50.00%
6150	Community Sponsorship	\$6,000.00		0.00%
6160	Trade Shows	\$3,200.00		0.00%
	Promotional Events & Activities Expenditures	\$49,200.00	\$20,000.00	40.65%
	<u>Public Relations</u>			
6023	Consulting Services (Agency)	\$78,000.00	\$45,500.00	58.33%
6098	Supplies	\$3,000.00	\$495.62	16.52%
6130	Public Relations Activities	\$75,000.00	\$27,527.35	36.70%
6132	Lodi Wine Blog	\$72,000.00	\$48,000.00	66.67%
6170	Wine Purchases	\$1,500.00	\$994.04	66.27%
	Public Relations Expenditures	\$229,500.00	\$122,517.01	53.38%
	<u>Activities Support</u>			
6033	Office Supplies	\$1,000.00	\$0.00	0.00%
6035	Postage/Shipping	\$3,000.00	\$12,400.30	413.34%
6060	Website - Internet	\$10,000.00	\$8,740.66	87.41%
6076 & 6080	Travel	\$7,500.00	\$37.15	0.50%
6221	LWC Meeting Expenses	\$750.00		0.00%
	Activities Support Expenditures	\$22,250.00	\$21,178.11	95.18%
	Total Expenditures	\$730,950.00	\$416,167.92	56.94%

GROWER MARKETING

LODI WINEGRAPE COMMISSION
WINERY MARKETING
2020-2021 BUDGET
AS OF JANUARY 31, 2021

DEPARTMENT: WINERY MARKETING

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	<u>Consumer Promotion</u>			
6070.3	Maintenance Directional Signs	\$2,500.00	\$15,055.69	602.23%
6100 & 6120	Wine Trail Maps	\$20,000.00		0.00%
6100	Graphic Design (Advertising Design)	\$15,000.00	\$2,260.00	15.07%
6110	Advertising	\$15,000.00		0.00%
6120	Printing & Materials	\$7,500.00	\$179.04	2.39%
6130	Public Relations	\$2,000.00		0.00%
	Consumer Promotion Expenditures	\$62,000.00	\$17,494.73	28.22%
	<u>Events (Roadshows)</u>			
6140	Promotional Sponsorship	\$30,000.00		0.00%
6070.2 & 6098	Supplies & Maintenance	\$30,000.00		0.00%
6076 & 6080	Travel	\$7,500.00	\$5.18	0.07%
	Events Expenditures	\$67,500.00	\$5.18	0.01%
	<u>Activities Support</u>			
6221	Meeting Expenses	\$2,500.00		0.00%
6033	Office Supplies	\$1,000.00		0.00%
6090	Merchant/Bank Fees	\$500.00		0.00%
6035	Postage	\$1,500.00	\$99.59	6.64%
	Activities Support Expenditures	\$5,500.00	\$99.59	1.81%
	Total Expenditures	\$135,000.00	\$17,599.50	13.04%

LODI WINEGRAPE COMMISSION
RESEARCH EDUCATION & COMMUNICAT
2020-2021 BUDGET
AS OF JANUARY 31, 2021

DEPARTMENT: RESEARCH, EDUCATION & COMMUNICATION

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	<u>Outreach & Education</u>			
6033 & 6098	Supplies	\$2,000.00	\$27.22	1.36%
6070.2	Maintenance - Cleaning	\$400.00	\$12.00	3.00%
6076 & 6080	Travel	\$10,000.00	\$271.98	2.72%
6130	Public Relations	\$1,000.00	\$502.74	50.27%
6160	Trade Show & Conference Fees	\$2,200.00		0.00%
6200 & 6270	Staff Education & Reference Materials	\$500.00	\$295.00	59.00%
6220	Grower Meetings & Socials	\$16,000.00	\$2,791.80	17.45%
6221	LWC Meeting Expenses	\$1,200.00	\$91.07	7.59%
6250	Membership/Dues	\$3,000.00	\$1,430.00	47.67%
6255	Subscriptions	\$1,500.00	\$1,493.80	99.59%
6266	Weather Services	\$30,000.00	\$9,758.00	32.53%
6310	San Joaquin Farm Advisor	\$2,000.00		0.00%
	Outreach & Education Expenditures	\$54,200.00	\$16,673.61	30.76%
	<u>Communications</u>			
6035	Postage	\$10,000.00	\$3,463.65	34.64%
6060	Website/Internet	\$5,000.00	\$1,199.89	24.00%
6070.5	Demo Vineyard	\$10,000.00		0.00%
6100	Graphic Design	\$8,000.00	\$462.50	5.78%
6120	Printing & Materials	\$2,500.00	\$802.89	32.12%
6210	Publications	\$30,000.00	\$4,862.59	16.21%
	Communications Expenditures	\$65,500.00	\$10,791.52	16.48%
	<u>Research</u>			
6320	AVF Contributions	\$10,000.00		0.00%
6320	NGRA Contributions	\$10,000.00	\$10,000.00	100.00%
6330	Winegrape Research	\$15,000.00	\$4,163.98	27.76%
	Research Expenditures	\$35,000.00	\$14,163.98	40.47%
	Total REC Expenditures	\$154,700.00	\$41,629.11	26.91%

RESEARCH, EDUCATION, COMMUNICATION

LODI WINEGRAPE COMMISSION
LODI RULES
2020-2021 BUDGET
AS OF JANUARY 31, 2021

DEPARTMENT: Lodi Rules

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	<u>Communications, Marketing & Promotions</u>			
6060	Website/Internet	\$2,000.00	\$39.34	1.97%
6100	Graphic Design	\$3,000.00	\$871.66	29.06%
6120	Printing & Materials	\$2,000.00	\$119.40	5.97%
6130	Public Relations	\$8,600.00		0.00%
6160	Trade Shows/Conferences	\$500.00		0.00%
6210	Publications (Newsletters & Videos)	\$10,000.00	\$428.10	4.28%
6220	Grower Meetings & Seminars	\$9,000.00	\$878.39	9.76%
	Communications, Marketing & Promotions Expenditures	\$35,100.00	\$2,336.89	6.66%
	<u>Program Improvements</u>			
6023	Consulting Services	\$7,000.00		0.00%
6200	Reference Materials	\$200.00		0.00%
	Program Improvements Expenditures	\$7,200.00	\$0.00	0.00%
	<u>Activities Support</u>			
6022	Legal Fees	\$1,200.00	\$325.00	27.08%
6033 & 6098	Supplies	\$300.00		0.00%
6035	Postage/Shipping	\$700.00	\$74.95	10.71%
6076 & 6080	Travel	\$4,000.00		0.00%
6221	LWC Meeting Expenses	\$1,000.00		0.00%
	Activities Support Expenditures	\$7,200.00	\$399.95	5.55%
	Total Expenditures	\$49,500.00	\$2,736.84	5.53%

LODI WINEGRAPE COMMISSION
ADMINISTRATION
2020-2021 BUDGET
AS OF JANUARY 31, 2021

DEPARTMENT: ADMINISTRATION				
ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	<u>Personnel</u>			
6000	Salaries/Wages	\$544,030.00	\$300,904.71	55.31%
6010 & 6015	Retirement, Payroll Taxes, & Benefits	\$133,972.00	\$69,667.05	52.00%
	Personnel Expenditures	\$678,002.00	\$370,571.76	54.66%
	<u>Office Expenses</u>			
6026	Insurance	\$16,000.00	\$1,989.12	12.43%
6033	Office Supplies	\$12,000.00	\$5,009.79	41.75%
6035	Postage	\$2,000.00	\$784.12	39.21%
6040	Rent	\$75,474.86	\$43,837.64	58.08%
6041	Offsite Storage	\$5,136.00	\$3,171.00	61.74%
6054	Property Tax	\$1,200.00	\$1,074.47	89.54%
6056 & 6058	Utilities & Telephone	\$9,000.00	\$7,659.28	85.10%
6070.2 & 6070.6	Office Maintenance	\$6,500.00	\$3,799.00	58.45%
090 & 6560 & 9010	Payroll & Bank Fees	\$1,000.00	\$465.61	46.56%
6120	Printing & Supplies	\$1,000.00	\$1,065.15	106.52%
	Office Expenditures	\$129,310.86	\$68,855.18	53.25%
	<u>Professional Fees</u>			
6022	Legal Counsel	\$5,000.00	\$2,766.26	55.33%
6024	CPA (Fiscal & Compliance Audits)	\$21,000.00	\$20,547.00	97.84%
6099	CDFA Charges	\$40,000.00	\$18,839.10	47.10%
	Professional Fees Expenditures	\$66,000.00	\$42,152.36	63.87%
	<u>Information Technology</u>			
6060	Software Licenses	\$2,000.00	\$36.34	1.82%
6070.1	IT Services	\$23,216.00	\$13,542.55	58.33%
6070.4	Copier/Lease	\$3,742.00	\$2,182.32	58.32%
	Information Technology Expenditures	\$28,958.00	\$15,761.21	54.43%
	<u>Other Admin Expenses</u>			
6075	Vehicles	\$500.00		0.00%
6076 & 6080	Travel (Mileage & Travel)	\$250.00	\$6.91	2.76%
6221	LWC Meeting Expenses	\$1,000.00	\$201.75	20.18%
6250	Dues	\$250.00	\$559.00	223.60%
	Other Admin Expenditures	\$2,000.00	\$767.66	38.38%
	Total Expenditures	\$904,270.86	\$498,108.17	55.08%

LODI WINEGRAPE COMMISSION

CWEF

2020-2021 BUDGET

AS OF JANUARY 31, 2021

DEPARTMENT: CALIFORNIA WINE EDUCATION FOUNDATION/VISITOR CENTER

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2020 - 2021 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Personnel</u>			
8000 & 8003	Salaries/Wages	\$173,080.00	\$61,141.62	35.33%
8010 & 8015	Retirement, Payroll Taxes, & Benefits	\$37,129.88	\$14,864.49	40.03%
	Personnel Expenditures	\$210,209.88	\$76,006.11	36.16%
	<u>Office Expenses</u>			
8040	Rent	\$48,051.91	\$28,027.30	58.33%
	Office Expenditures	\$48,051.91	\$28,027.30	58.33%
	Total Visitor Center Expenditures	\$258,261.79	\$104,033.41	40.28%