LODI WINE
WINEGRAPE
COMMISSION

Finance Committee Meeting Minutes
May 6, 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 12:09PM.

2. Roll was called. In attendance were Chair Sywassink, Galen Schmiedt and Tom Murphy. Staff present Stuart Spencer. A quorum was established.

3. Minutes of 3/23/21 were approved (Exhibit A). Schmiedt/Sywassink - Carried

4. Public Comments on Items Appearing on the Agenda – None

5. Financial Report – the committee reviewed the February & March 2021 financials (Exhibit B). Motion to accept the financial statements as presented. Schmiedt/Murphy – Carried.

6. Year-to-Date Budget Review – the committee reviewed the budget through March 2021 (Exhibit C). Motion to approve the budget report. Murphy/Schmidt – Carried.

7. CWEF/LWC Financial Agreement Review – No report.

8. Agenda Items for Future Meetings – Budgets

9. Next meeting was set for June 9, 2021 at Noon.

10. Public Comment on Items not appearing on the agenda - None

11. The meeting was adjourned at 1:18PM.

Respectfully submitted,

Stuart Spencer
On behalf of Brandon Sywassink
Treasurer

LODI WINE
WINEGRAPE
COMMISSION

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

Lodi Winegrape Commission
Statement of Cash Flows
February 2021

	Feb 21
OPERATING ACTIVITIES	
Net Income	-39,578.37
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	760.34
1191 · Prepaid Postage	-50.00
2000 · Accounts Payable	9,288.07
2007 · Costco Visa Business Card-Citi	237.34
2075 · Other Payables	168,116.00
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	654.84
Net cash provided by Operating Activities	144,814.71
Net cash increase for period	144,814.71
Cash at beginning of period	1,593,075.03
Cash at end of period	1,737,889.74

Lodi Winegrape Commission
Cash/Check Disbursement
February 2021

Type	Date	Num	Name	Memo	Amount	Balance
Feb 21						
Bill Pmt -Check	02/01/21	42900	Wine & Roses, LLC (Rent)	Lease Payment for the M...	-10,266.42	-10,266.42
Bill Pmt -Check	02/01/21	42901	Citi Cards	Account ending in 4511	-6,887.76	-17,154.18
Bill Pmt -Check	02/01/21	42902	Lodi Wine & Visitor Center(vendor)	Promo Svc Agrmnt | Feb ...	-6,250.00	-23,404.18
Bill Pmt -Check	02/01/21	42903	Caparoso, Randy		-3,000.00	-26,404.18
Bill Pmt -Check	02/01/21	42904	England, Jill S. - Attorney at Law	Correspond with Stuart R...	-200.00	-26,604.18
Bill Pmt -Check	02/04/21	42905	Calhoun & Company Communication...	February 2021 | Public R...	-6,500.00	-33,104.18
Bill Pmt -Check	02/04/21	42906	CDFA Cashier - Marketing Branch	FA600	-2,751.00	-35,855.18
Bill Pmt -Check	02/04/21	42907	E Street Group LLC dba eStreet.co		-340.00	-36,195.18
Bill Pmt -Check	02/04/21	42908	Lodi Wine & Visitor Center(vendor)	Lodi Vine Mug & TShirt...	-25.31	-36,220.49
Bill Pmt -Check	02/04/21	42909	NAC Technology Group Inc(HdwreO...	Agreement Number #003...	-1,934.65	-38,155.14
Bill Pmt -Check	02/04/21	42910	The Parks Group (dba)	Account #133	-278.47	-38,433.61
Bill Pmt -Check	02/12/21	42911	Calzada, Robert dba Still Life Co.	SARE Video	-1,650.00	-40,083.61
Bill Pmt -Check	02/16/21	42913	Cakewalk Design Studio	LodiGrowers.com | Adde...	-50.00	-40,133.61
Bill Pmt -Check	02/16/21	42914	Calhoun & Company Communication...	Public Relations Expense...	-673.19	-40,806.80
Bill Pmt -Check	02/16/21	42915	Caparoso, Randy		-3,000.00	-43,806.80
Bill Pmt -Check	02/16/21	42916	CCT Telecomm	Acct #2019051021	-373.28	-44,180.08
Bill Pmt -Check	02/16/21	42917	CDFA Cashier - Marketing Branch	FA600	-2,450.95	-46,631.03
Bill Pmt -Check	02/16/21	42918	City of Lodi	Electric Service from 1/0...	-343.70	-46,974.73
Bill Pmt -Check	02/16/21	42919	Comcast Business	Account #8155 60 071 0...	-154.78	-47,129.51
Bill Pmt -Check	02/16/21	42920	CoPower |Broker-VSP Voluntary Visi...	CoPower ID: 905910	-72.69	-47,202.20
Bill Pmt -Check	02/16/21	42921	Crippen, Katie	https://www.expensify.c...	-79.99	-47,282.19
Bill Pmt -Check	02/16/21	42922	Kahn, Soares & Conway, LLP	Client Number: 5489	-208.75	-47,490.94
Bill Pmt -Check	02/16/21	42923	Lodi Wine & Visitor Center(vendor)		-538.84	-48,029.78
Bill Pmt -Check	02/16/21	42924	On-Line Printing & Graphics		-753.47	-48,783.25
Bill Pmt -Check	02/16/21	42925	PG&E	7807859329-6	-548.74	-49,331.99
Bill Pmt -Check	02/16/21	42926	Rampant Creative (Erin Diego DBA)		-475.00	-49,806.99
Bill Pmt -Check	02/16/21	42927	Ray Morgan Company	Account #R3-3441169 C...	-89.05	-49,896.04
Bill Pmt -Check	02/16/21	42928	SecurCare Self Storage (Prv W Lodi ...	Unit No's: A022 & D002	-469.00	-50,365.04
Bill Pmt -Check	02/16/21	42929	The Parks Group (dba)	Account #133	-376.19	-50,741.23
Bill Pmt -Check	02/16/21	42930	Western Weather Group	Quote No. 7157C-1	-1,708.50	-52,449.73
Bill Pmt -Check	02/16/21	42931	Wine & Roses, LLC (Charges)	Folio #244734 | Liz That...	-231.87	-52,681.60
Bill Pmt -Check	02/16/21	42932	Wine & Roses, LLC (Utilities)	January 2021 Utilities (V...	-967.29	-53,648.89
Bill Pmt -Check	02/16/21	42933	Wine Communications Group, Inc.	VOID: Check damaged f...	0.00	-53,648.89
Bill Pmt -Check	02/16/21	42912	Lodi Wine & Visitor Center(vendor)		-126.57	-53,775.46
Bill Pmt -Check	02/26/21	42935	Blue Shield of California	W00578511000	-6,023.76	-59,799.22
Bill Pmt -Check	02/26/21	42936	Caparoso, Randy		-3,000.00	-62,799.22
Bill Pmt -Check	02/26/21	42937	CCT Telecomm	Acct #2019051021	-50.00	-62,849.22
Bill Pmt -Check	02/26/21	42938	CDFA Cashier - Marketing Branch	FA600	-2,869.92	-65,719.14
Bill Pmt -Check	02/26/21	42939	Citi Cards	Account ending in 4511	-3,860.18	-69,579.32
Bill Pmt -Check	02/26/21	42940	Crippen, Katie	https://www.expensify.c...	-28.78	-69,608.10
Bill Pmt -Check	02/26/21	42941	Employers Compensation Ins. Co.	FN 0330363 14 1380000	-573.60	-70,181.70
Bill Pmt -Check	02/26/21	42942	Lodi News-Sentinel (Central Valley d...	Account #03100311 & 4...	-156.00	-70,337.70
Bill Pmt -Check	02/26/21	42943	NAC Technology Group Inc(HdwreO...	Agreement Number #003...	-1,934.65	-72,272.35
Bill Pmt -Check	02/26/21	42944	Oakwood Strategies, LLC (Camron K...	January 2021 Retainer	-2,500.00	-74,772.35
Bill Pmt -Check	02/26/21	42945	Office Depot	Account Number: 67218...	-142.42	-74,914.77
Bill Pmt -Check	02/26/21	42946	Ricoh USA, Inc. (Contract)	Account #1013074-1029...	-311.76	-75,226.53
Bill Pmt -Check	02/26/21	42947	Rindal & Co.		-13,875.00	-89,101.53
Feb 21					-89,101.53	-89,101.53

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions
As of February 28, 2021

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							1,716.39
Credit Card ...	02/01/21	69482349NR	Credit Card Misc.	Expensify, Inc. - Monthly charges -...		126.00	1,842.39
Credit Card ...	02/01/21	70155023NR	Credit Card Misc.	Tony's Pizzeria - Lunch for office o...		95.14	1,937.53
Credit Card ...	02/01/21	70155023NR	Credit Card Misc.	Tony's Pizzeria - Lunch for office o...		10.00	1,947.53
Credit Card ...	02/01/21	69075741NR	Credit Card Misc.	JAN Correction | GoDaddy - Dom...	0.00		1,947.53
Credit Card ...	02/03/21	70155023NR	Credit Card Misc.	Mailchimp - RECURRING: Month...		230.00	2,177.53
Credit Card ...	02/04/21	69719417NR	Amazon.com	Amazon.com - Office supplies for s...		56.32	2,233.85
Credit Card ...	02/04/21	69719417NR	Amazon.com	Amazon.com - Extra office supplie...		47.29	2,281.14
Credit Card ...	02/04/21	69719417NR	Amazon.com	Amazon.com - Extra office supplie...		42.98	2,324.12
Credit Card ...	02/04/21	69719417NR	Amazon.com	Amazon.com - Office supplies for s...		84.51	2,408.63
Credit Card ...	02/04/21	70858270NR	Credit Card Misc.	SurveyMonkey - RECURRING an...		384.00	2,792.63
Credit Card ...	02/05/21	70155023NR	Credit Card Misc.	Winejobs.com - Posting of Visitor ...		175.00	2,967.63
Credit Card ...	02/06/21	70155023NR	Amazon.com	VOID: JENNY'S PERSONAL CA...	0.00		2,967.63
Credit Card ...	02/08/21	70161674NR	Credit Card Misc.	GoDaddy - Website lodigrowers.co...		18.17	2,985.80
Credit Card ...	02/08/21	70155023NR	Credit Card Misc.	Towne House Restaurant - Lunch f...		70.95	3,056.75
Credit Card ...	02/08/21	70155023NR	USPS	USPS - Postage to mail old vine m...		1,062.50	4,119.25
Credit Card ...	02/09/21	6026050	Wine Direct (Vin...	Wine Direct | February 2021		552.00	4,671.25
Credit Card ...	02/09/21	69962567NR	Credit Card Misc.	VOID: SB's credit card - reimbursa...	0.00		4,671.25
Credit Card ...	02/09/21	70155023NR	Credit Card Misc.	Pietro's Trattoria - Lunch for visitin...		86.13	4,757.38
Bill	02/09/21	February 2021	Citi Cards		3,860.18		897.20
Credit Card ...	02/11/21	70065741NR	Vertical Response	Vertical Response - Vertical Respo...		30.01	927.21
Credit Card ...	02/12/21	YSI13561010	Hightail	Pro Plus - Stuart - Monthly Online ...		14.99	942.20
Credit Card ...	02/13/21	1056769	TSheets	VOID: Time Tracking | Feb 2021	0.00		942.20
Credit Card ...	02/13/21	71466272NR	TSheets	TSheets - TSheets Monthly Subscri...		44.00	986.20
Credit Card ...	02/14/21	71466272NR	Intuit	Intuit - Intuit Quickbooks Plus Ann...		499.95	1,486.15
Credit Card ...	02/19/21	70396416NR	Credit Card Misc.	ucdavisstores.com - reference book...		150.13	1,636.28
Credit Card ...	02/19/21	70858270NR	Credit Card Misc.	Exclaimer - RECURRING: Monthl...		13.59	1,649.87
Credit Card ...	02/19/21	71497576NR	Credit Card Misc.	ucdavisstores.com - credit for the re...	150.13		1,499.74
Credit Card ...	02/22/21	70396416NR	Credit Card Misc.	LogMeIn - GoTo webinar subscript...		249.00	1,748.74
Credit Card ...	02/25/21	70858270NR	Credit Card Misc.	JotForm Inc - RECURRING annual...		190.00	1,938.74
Credit Card ...	02/27/21	72460870NR	Credit Card Misc.	Zoom - Zoom Standard Pro Monthl...		14.99	1,953.73
Credit Card ...	02/27/21	72460870NR	Credit Card Misc.	VOID: Zoom - Zoom Standard Pro ...	0.00		1,953.73
Total 2007 · Costco Visa Business Card-Citi					4,010.31	4,247.65	1,953.73
TOTAL					4,010.31	4,247.65	1,953.73

Register: 1025 · Public Funds - Special Project
From 01/01/21 through 02/28/21
Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
01/31/21			4130 · Interest Income	Interest		X	7.83	61,450.84
02/28/21			4130 · Interest Income	Interest		X	7.07	61,457.91

Lodi Winegrape Commission
A/P Aging Summary
As of February 28, 2021

	Current	1 - 30	31 - 60	> 60	TOTAL
Bolton, Stephanie	0.00	119.40	0.00	0.00	119.40
Calhoun & Company Communications, L...	590.62	0.00	0.00	0.00	590.62
Christina Best Photography	2,345.00	0.00	0.00	0.00	2,345.00
CLIC, LLC dba Andresen	3,985.81	0.00	0.00	0.00	3,985.81
E Street Group LLC dba eStreet.co	0.00	380.00	0.00	0.00	380.00
England, Jill S. - Attorney at Law	925.00	0.00	0.00	0.00	925.00
Heitman, Jenny	0.00	101.70	0.00	0.00	101.70
Kahn, Soares & Conway, LLP	178.75	0.00	0.00	0.00	178.75
Lodi Wine & Visitor Center(vendor)	166.91	0.00	0.00	0.00	166.91
Odell Maintenance and Repair	0.00	525.00	0.00	0.00	525.00
Office Depot	215.51	0.00	0.00	0.00	215.51
Pitney Bowes-Louisville	0.00	-3.89	0.00	0.00	-3.89
Ray Morgan Company	137.20	0.00	0.00	0.00	137.20
Reingold, Inc.	0.00	0.00	0.00	3,000.00	3,000.00
Rindal & Co.	0.00	4,625.00	0.00	0.00	4,625.00
Spencer, Stuart	0.00	40.07	0.00	0.00	40.07
Wine & Roses, LLC (Utilities)	960.10	0.00	0.00	0.00	960.10
Wine Communications Group, Inc.	7,263.00	0.00	0.00	0.00	7,263.00
Wine Enthusiast Magazine(Strum Media d...	0.00	16450.00	0.00	0.00	16450.00
TOTAL	16767.90	22237.28	0.00	3,000.00	42005.18

Lodi Winegrape Commission
A/R Aging Summary
As of February 28, 2021

	Current	1 - 30	31 - 60	> 60	TOTAL
Grace Vineyards	0.00	0.00	125.00	0.00	125.00
Lodi Wine & Visitor Cen...	11760.34	0.00	0.00	22.04	11782.38
Lone Grape Winery	0.00	0.00	0.00	125.00	125.00
Wine Social	0.00	0.00	0.00	125.00	125.00
Zinfest	0.00	0.00	0.00	283.07	283.07
TOTAL	11760.34	0.00	125.00	555.11	12440.45

Lodi Winegrape Commission
Balance Sheet
As of February 28, 2021

	Feb 28, 21
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,488.50
1022 · LWC General Checking	1,246,763.65
1025 · Public Funds - Special Project	61,457.91
1026 · Public Funds - Reserve Funds	413,679.68
1080 · Petty Cash	500.00
Total Checking/Savings	1,737,889.74
Accounts Receivable	
1120 · Accounts Receivable	12,440.45
Total Accounts Receivable	12,440.45
Other Current Assets	
1121.1 · Research Grant AVF 2018-19	3,374.51
1121.2 · Research Grant PD.GWSS 2018-19	50,870.29
1190 · Security Deposit	200.00
1191 · Prepaid Postage	2,984.86
Total Other Current Assets	57,429.66
Total Current Assets	1,807,759.85
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	1,892,304.59
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	42,005.18
Total Accounts Payable	42,005.18
Credit Cards	
2007 · Costco Visa Business Card-Citi	1,953.73
Total Credit Cards	1,953.73
Other Current Liabilities	
2075 · Other Payables	168,116.00
2160 · SUI / ETT Payable	2,908.16

Lodi Winegrape Commission
Balance Sheet
As of February 28, 2021

	Feb 28, 21
2300 · Accrued Vacation	34,789.83
Total Other Current Liabilities	205,813.99
Total Current Liabilities	249,772.90
Total Liabilities	249,772.90
Equity	
3900 · Retained Earnings	1,301,908.31
Net Income	340,623.38
Total Equity	1,642,531.69
TOTAL LIABILITIES & EQUITY	1,892,304.59

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
July 2020 through February 2021

	Jul '20 - Feb 21	Jul '19 - Feb 20	$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	1,381,473.44	1,557,146.25	-175672.81	-11.3%
4122 · Lodi Rules Certification Income	54,746.40	49,260.14	5,486.26	11.1%
4130 · Interest Income	532.62	136.02	396.60	291.6%
4131 · Grant Income	0.00	26,000.00	-26,000.00	-100.0%
4145 · Admin Fees Income VC	87,289.96	152,000.00	-64,710.04	-42.6%
4148 · Rent Income - VC	32,031.20	31,403.12	628.08	2.0%
4150 · Miscellaneous Income	1,178.45	1,513.95	-335.50	-22.2%
4160 · Winery Marketing Income				
Contributions	62,875.00	59,112.50	3,762.50	6.4%
Total 4160 · Winery Marketing Income	62,875.00	59,112.50	3,762.50	6.4%
4161 · Other Event Income	0.00	8,112.00	-8,112.00	-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	231,527.05	-231527.05	-100.0%
4162 · Event Income - Other	0.00	691.03	-691.03	-100.0%
Total 4162 · Event Income	0.00	240,418.08	-240418.08	-100.0%
4200 · Special Events Income	0.00	0.00	0.00	0.0%
Total Income	1,620,127.07	2,125,102.06	-504974.99	-23.8%
Gross Profit	1,620,127.07	2,125,102.06	-504974.99	-23.8%
Expense				
6000 · Program Management - Salaries	343,031.90	330,275.37	12,756.53	3.9%
6010 · Employee Benefits				
6010.1 · Medical	31,983.02	29,050.26	2,932.76	10.1%
6010.2 · Retirement	40,134.91	38,697.34	1,437.57	3.7%
6010.3 · Employee Paid Voluntary ...	248.43	-161.39	409.82	253.9%
6010 · Employee Benefits - Other	0.00	80.00	-80.00	-100.0%
Total 6010 · Employee Benefits	72,366.36	67,666.21	4,700.15	7.0%
6015 · Payroll Taxes	7,437.08	7,824.73	-387.65	-5.0%
6022 · Legal Fees	4,195.01	4,233.30	-38.29	-0.9%
6023 · Consulting Services				
6023.2 · Export	15,000.00	0.00	15,000.00	100.0%
6023 · Consulting Services - Other	52,000.00	178,583.64	-126583.64	-70.9%
Total 6023 · Consulting Services	67,000.00	178,583.64	-111583.64	-62.5%
6024 · Accounting Fees	20,547.00	0.00	20,547.00	100.0%

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
July 2020 through February 2021

	Jul '20 - Feb 21	Jul '19 - Feb 20	$ Change	% Change
6026 · Insurance				
Commercial	-1,067.88	4,847.00	-5,914.88	-122.0%
Workers Comp	3,630.60	4,210.40	-579.80	-13.8%
Total 6026 · Insurance	2,562.72	9,057.40	-6,494.68	-71.7%
6030 · Furnishings	0.00	0.00	0.00	0.0%
6033 · Office Supplies	6,305.55	10,782.77	-4,477.22	-41.5%
6035 · Postage	18,163.58	6,131.28	12,032.30	196.2%
6040 · Rent	50,100.16	49,117.76	982.40	2.0%
6041 · Offsite Storage	3,640.00	3,292.00	348.00	10.6%
6054 · Personal Property Tax	1,074.47	610.81	463.66	75.9%
6056 · Telephone	2,219.83	2,080.57	139.26	6.7%
6058 · Utilities	6,555.98	6,799.21	-243.23	-3.6%
6060 · Website - Internet	11,428.87	20,366.56	-8,937.69	-43.9%
6070 · Maintenance				
6070.1 · Computer	15,477.20	15,477.20	0.00	0.0%
6070.2 · Cleaning	3,612.00	4,232.91	-620.91	-14.7%
6070.3 · Directional Signage	15,055.69	-200.00	15,255.69	7,627.9%
6070.4 · Copier Lease	2,494.08	7,284.66	-4,790.58	-65.8%
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	37,287.97	27,277.60	10,010.37	36.7%
6075 · Vehicle Operation	0.00	82.32	-82.32	-100.0%
6076 · Employee Mileage	350.00	2,929.92	-2,579.92	-88.1%
6080 · Travel Expenses	0.00	8,496.41	-8,496.41	-100.0%
6090 · Bank Charges	28.63	586.83	-558.20	-95.1%
6098 · Supplies	1,047.84	26,267.32	-25,219.48	-96.0%
6099 · CDFA Charges	24,159.97	5,408.46	18,751.51	346.7%
6100 · Graphic Design	104,994.15	44,952.44	60,041.71	133.6%
6110 · Advertising	174,417.18	24,119.44	150,297.74	623.1%
6120 · Printing and Materials	20,751.99	101,578.96	-80,826.97	-79.6%
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	29,117.30	129,813.75	-100696.45	-77.6%
Total 6130 · Public Relations	29,117.30	129,813.75	-100696.45	-77.6%

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
July 2020 through February 2021

	Jul '20 - Feb 21	Jul '19 - Feb 20	$ Change	% Change
6132 · Lodi Wine Blog	54,000.00	54,000.00	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	36.10	5,750.00	-5,713.90	-99.4%
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	12,123.64	-12,123.64	-100.0%
6170 · Wine Purchase	1,067.10	1,806.81	-739.71	-40.9%
6200 · Reference Materials	0.00	2,984.99	-2,984.99	-100.0%
6210 · Newsletters and Publications	5,320.70	609.18	4,711.52	773.4%
6220 · Grower Meetings & Seminars	5,569.19	12,709.78	-7,140.59	-56.2%
6221 · LWC Meeting Expenses	397.96	2,334.34	-1,936.38	-83.0%
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	50,000.00	43,333.36	6,666.64	15.4%
6245.2 · Events	0.00	32,016.00	-32,016.00	-100.0%
6245 · Contributions - Other	0.00	27,738.00	-27,738.00	-100.0%
Total 6245 · Contributions	50,000.00	103,087.36	-53,087.36	-51.5%
6250 · Dues	1,989.00	1,680.00	309.00	18.4%
6255 · Subscriptions	1,649.80	2,033.88	-384.08	-18.9%
6266 · Weather Stations	11,466.50	14,118.99	-2,652.49	-18.8%
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	10,000.00	0.00	0.0%
6330 · Winegrape Research	4,163.98	11,826.20	-7,662.22	-64.8%
6560 · Payroll Expenses	352.25	538.80	-186.55	-34.6%
8000 · VC - Manager Salary	43,617.36	43,613.28	4.08	0.0%
8001 · VC Support Staff Salary	17,645.79	86,253.19	-68,607.40	-79.5%
8003 · VC - Administrative salary	9,389.36	16,850.72	-7,461.36	-44.3%
8010 · VC - Employee Benefits				
8010.1 · Medical	6,460.58	7,825.11	-1,364.53	-17.4%
8010.2 · Retirement	8,266.35	17,154.22	-8,887.87	-51.8%
Total 8010 · VC - Employee Benefits	14,726.93	24,979.33	-10,252.40	-41.0%
8015 · VC - Payroll Taxes	1,910.52	5,453.37	-3,542.85	-65.0%
8033 · VC - Office Supplies	0.00	0.00	0.00	0.0%
8040 · VC - Rent	32,031.20	31,403.12	628.08	2.0%
9011 · Late Penalty Fees	29.99	12.57	17.42	138.6%
Total Expense	1,279,442.27	1,551,978.84	-272536.57	-17.6%
Net Ordinary Income	340,684.80	573,123.22	-232438.42	-40.6%

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
July 2020 through February 2021

	Jul '20 - Feb 21	Jul '19 - Feb 20	$ Change	% Change
Other Income/Expense				
Other Expense				
9010 · Interest Expense	61.42	230.29	-168.87	-73.3%
Total Other Expense	61.42	230.29	-168.87	-73.3%
Net Other Income	-61.42	-230.29	168.87	73.3%
Net Income	340,623.38	572,892.93	-232269.55	-40.5%

Lodi Winegrape Commission
Statement of Cash Flows
March 2021

	Mar 21
OPERATING ACTIVITIES	
Net Income	-84,564.12
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	-17,468.89
1191 · Prepaid Postage	1,406.09
2000 · Accounts Payable	-13,436.43
2007 · Costco Visa Business Card-Citi	5,558.21
2160 · SUI / ETT Payable	489.14
Net cash provided by Operating Activities	-108,016.00
Net cash increase for period	-108,016.00
Cash at beginning of period	1,737,889.74
Cash at end of period	1,629,873.74

Lodi Winegrape Commission
Cash/Check Disbursement
March 2021

Type	Date	Num	Name	Memo	Amount	Balance
Mar 21						
Bill Pmt -Che...	03/01/21	42948	Lodi Wine & Visitor Center(vendor)	Promotional Services Agreement |...	-6,250.00	-6,250.00
Bill Pmt -Che...	03/01/21	42949	Wine & Roses, LLC (Rent)	Lease Payment for the Month of ...	-10,266.42	-16,516.42
Bill Pmt -Che...	03/04/21	42950	E Street Group LLC dba eStreet.co	CERTIFIED GREEN Handbook |...	-380.00	-16,896.42
Bill Pmt -Che...	03/04/21	42951	On-Line Printing & Graphics	Postcards	-383.76	-17,280.18
Bill Pmt -Che...	03/04/21	42952	E Street Group LLC dba eStreet.co	February Newsletter	-240.00	-17,520.18
Bill Pmt -Che...	03/10/21	42953	Bolton, Stephanie	https://www.expensify.com/report...	-119.40	-17,639.58
Bill Pmt -Che...	03/10/21	42954	Calhoun & Company Communicat...		-7,090.62	-24,730.20
Bill Pmt -Che...	03/10/21	42955	CDFA Cashier - Marketing Branch	FA600	-2,682.40	-27,412.60
Bill Pmt -Che...	03/10/21	42956	Christina Best Photography	Lodi Winegrower & Winemaker ...	-2,345.00	-29,757.60
Bill Pmt -Che...	03/10/21	42957	Chubb	Account Number: 0012 3100 720...	-7,034.00	-36,791.60
Bill Pmt -Che...	03/10/21	42958	CLIC, LLC dba Andresen	Reprint | Lodi Wine envelopes | Q...	-3,985.81	-40,777.41
Bill Pmt -Che...	03/10/21	42959	Comcast Business	Account #8155 60 071 0168561	-154.78	-40,932.19
Bill Pmt -Che...	03/10/21	42960	CoPower |Broker-VSP Voluntary ...	CoPower ID: 905910	-72.69	-41,004.88
Bill Pmt -Che...	03/10/21		E Street Group LLC dba eStreet.co	QuickBooks generated zero amou...	0.00	-41,004.88
Bill Pmt -Che...	03/10/21	42961	England, Jill S. - Attorney at Law	PH Agreement; PPP Loan; Mann...	-925.00	-41,929.88
Bill Pmt -Che...	03/10/21	42962	Kahn, Soares & Conway, LLP	Client Number: 5489	-178.75	-42,108.63
Bill Pmt -Che...	03/10/21	42963	Office Depot	Account Number: 67218009 Billi...	-215.51	-42,324.14
Bill Pmt -Che...	03/10/21	42964	Ray Morgan Company	Account #R3-3441169 Contract #...	-137.20	-42,461.34
Bill Pmt -Che...	03/10/21	42965	Reiger, Ted | Writer & Photgrapher	Professional writing services | L...	-500.00	-42,961.34
Bill Pmt -Che...	03/10/21	42966	Rindal & Co.	Design updates to lodiwine.com | ...	-4,625.00	-47,586.34
Bill Pmt -Che...	03/10/21	42967	Western Weather Group	Quote No. 7157C-1	-1,708.50	-49,294.84
Bill Pmt -Che...	03/10/21	42968	Wine & Roses, LLC (Utilities)	Oct 2020 Elec (VC), Refuse (both...	-960.10	-50,254.94
Bill Pmt -Che...	03/10/21	42969	Wine Enthusiast Magazine(Strum ...	Full Page Ad | March 2021 Issue	-16,450.00	-66,704.94
Bill Pmt -Che...	03/10/21	42970	SecurCare Self Storage (Prv W Lo...	Unit No's: A022 & D002	-469.00	-67,173.94
Bill Pmt -Che...	03/22/21	42971	American Vineyard Foundation		-10,000.00	-77,173.94
Bill Pmt -Che...	03/22/21	42972	Caparoso, Randy		-3,000.00	-80,173.94
Bill Pmt -Che...	03/22/21	42973	CCT Telecomm	Acct #2019051021	-370.07	-80,544.01
Bill Pmt -Che...	03/22/21	42974	City of Lodi	Electric Service from 02/02/21-03...	-266.07	-80,810.08
Bill Pmt -Che...	03/22/21	42975	Lodi Wine & Visitor Center(vendor)	Adobe for Teams	-166.91	-80,976.99
Bill Pmt -Che...	03/22/21	42976	Meredith Corporation	Food & Wine Mag | Full Page Ad...	-25,000.00	-105976.99
Bill Pmt -Che...	03/22/21	42977	Odell Maintenance and Repair	Poster Box for VC	-525.00	-106501.99
Bill Pmt -Che...	03/22/21	42978	PG&E	7807859329-6	-343.24	-106845.23
Bill Pmt -Che...	03/22/21	42979	Wine Communications Group, Inc.		-7,263.00	-114108.23
Bill Pmt -Che...	03/23/21	42980	Citi Cards	Account ending in 4511	-2,757.25	-116865.48
Bill Pmt -Che...	03/23/21	42981	Heitman, Jenny	https://www.expensify.com/report...	-36.78	-116902.26
Bill Pmt -Che...	03/25/21	42982	Blue Shield of California	W00578511000	-6,023.76	-122926.02
Bill Pmt -Che...	03/25/21	42983	Cantrell, Lisa	Storytelling outreach	-1,420.00	-124346.02
Bill Pmt -Che...	03/25/21	42984	Caparoso, Randy		-3,000.00	-127346.02
Bill Pmt -Che...	03/25/21	42985	CLIC, LLC dba Andresen	Paul Marsh | Business cards x250	-342.25	-127688.27
Bill Pmt -Che...	03/25/21	42986	Employers Compensation Ins. Co.	FN 0330363 14 1380000	-573.60	-128261.87
Bill Pmt -Che...	03/25/21	42987	Ricoh USA, Inc. (Contract)	Account #1013074-1029246USC ...	-311.76	-128573.63
Mar 21					-128,573.63	-128573.63

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

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							1,953.73
Credit Card ...	03/01/21	70812755NR	Vertical Response	Vertical Response - Vertical Re...		30.01	1,983.74
Credit Card ...	03/01/21	70619471NR	Credit Card Misc.	Expensify, Inc. - Monthly charg...		132.00	2,115.74
Credit Card ...	03/02/21	70812755NR	USPS	USPS - Mailing 20 more Brandi...		23.50	2,139.24
Credit Card ...	03/03/21	70989250NR	Amazon.com	VOID: Amazon.com - headset f...	0.00		2,139.24
Credit Card ...	03/03/21	70858270NR	Credit Card Misc.	Mailchimp - RECURRING: Mo...		230.00	2,369.24
Credit Card ...	03/03/21	72460870NR	Credit Card Misc.	GoDaddy - .ORG Domain Rene...		42.34	2,411.58
Credit Card ...	03/03/21	72460870NR	Credit Card Misc.	VOID: GoDaddy - .ORG Doma...	0.00		2,411.58
Credit Card ...	03/05/21	70858270NR	Amazon.com	Amazon - Small signage for Vis...		19.47	2,431.05
Credit Card ...	03/05/21	70858270NR	Amazon.com	Amazon - Small signage for Vis...		168.78	2,599.83
Credit Card ...	03/09/21	6027885	Wine Direct (Vin...	Wine Direct | March 2021		949.00	3,548.83
Bill	03/09/21	March 2021	Citi Cards		2,757.25		791.58
Credit Card ...	03/10/21	70307304NR	Credit Card Misc.	Wine & Roses - Staff meeting -...		15.70	807.28
Credit Card ...	03/11/21	71481830NR	Amazon.com	Amazon.com - Replacement wa...		30.21	837.49
Credit Card ...	03/12/21	YSI13594905	Hightail	Pro Plus - Stuart - Monthly Onli...		14.99	852.48
Credit Card ...	03/13/21	March 2021	Quickbooks Time	Time Tracking		60.00	912.48
Credit Card ...	03/15/21	71897159NR	Credit Card Misc.	GoDaddy - Domain renewal .co...		72.68	985.16
Credit Card ...	03/18/21	72531720NR	Walmart	Walmart - mailers - https://www...		8.87	994.03
Credit Card ...	03/19/21	71497576NR	Credit Card Misc.	ucdavisstores.com - reference b...		157.42	1,151.45
Credit Card ...	03/19/21	72471229NR	Credit Card Misc.	Exclaimer - RECURRING: Mo...		13.59	1,165.04
Credit Card ...	03/20/21	71466461NR	Intuit	Intuit - Intuit QuickBooks Payro...		650.00	1,815.04
Credit Card ...	03/22/21	71523647NR	Vertical Response	Vertical Response - Vertical Re...		30.01	1,845.05
Credit Card ...	03/22/21	71563850NR	Credit Card Misc.	stickermule - promotion items - ...		1,529.81	3,374.86
Credit Card ...	03/22/21	71481307NR	Credit Card Misc.	LogMeIn - GoTo Webinar- Apri...		249.00	3,623.86
Credit Card ...	03/23/21	71563850NR	Promodealer	promodealer - promotion items -...		2,459.73	6,083.59
Credit Card ...	03/23/21	71897159NR	Credit Card Misc.	GoDaddy - Domain renewal .co...		18.17	6,101.76
Credit Card ...	03/24/21	70307304NR	Staples	Staples - https://www.expensify...		37.87	6,139.63
Credit Card ...	03/25/21	71743539NR	Amazon.com	Amazon.com - Supplies for con...		64.12	6,203.75
Credit Card ...	03/25/21	72520604NR	Amazon.com	Amazon.com - Office supplies f...		21.50	6,225.25
Credit Card ...	03/26/21	71637304NR	Unified Wine & ...	Unified Wine & Grape Symposi...		1,200.00	7,425.25
Credit Card ...	03/27/21	71897159NR	Credit Card Misc.	Zoom - Zoom Standard Pro Mo...		14.99	7,440.24
Credit Card ...	03/27/21	72471229NR	Amazon.com	Amazon.com - Purchase of chal...		23.70	7,463.94
Credit Card ...	03/27/21	72531720NR	USPS	USPS - virus book - https://ww...		48.00	7,511.94
Total 2007 · Costco Visa Business Card-Citi					2,757.25	8,315.46	7,511.94
TOTAL					2,757.25	8,315.46	7,511.94

Lodi Winegrape Commission

Register: 1025 · Public Funds - Special Project
From 01/01/21 through 03/31/21
Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
01/31/21			4130 · Interest Income	Interest		X	7.83	61,450.84
02/28/21			4130 · Interest Income	Interest		X	7.07	61,457.91
03/31/21			4130 · Interest Income	Interest		X	5.22	61,463.13

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

	Current	1 - 30	31 - 60	> 60	TOTAL
Calhoun & Company Communications, LLC	564.38	0.00	0.00	0.00	564.38
Cassetta, Kim	0.00	114.50	0.00	0.00	114.50
Christina Best Photography	1,350.00	0.00	0.00	0.00	1,350.00
Chubb	543.00	0.00	0.00	0.00	543.00
E Street Group LLC dba eStreet.co	52.00	0.00	0.00	0.00	52.00
England, Jill S. - Attorney at Law	1,125.00	0.00	0.00	0.00	1,125.00
Heitman, Jenny	0.00	0.00	64.92	0.00	64.92
Kahn, Soares & Conway, LLP	502.22	0.00	0.00	0.00	502.22
Lodi Wine & Visitor Center(vendor)	181.83	815.49	0.00	0.00	997.32
NAC Technology Group Inc(HdwreOnly)TX	1,934.65	0.00	0.00	0.00	1,934.65
Oakwood Strategies, LLC (Camron King d...	5,000.00	0.00	0.00	0.00	5,000.00
Office Depot	229.87	0.00	0.00	0.00	229.87
Pitney Bowes-Louisville	0.00	0.00	-3.89	0.00	-3.89
Ray Morgan Company	312.33	0.00	0.00	0.00	312.33
Reingold, Inc.	0.00	0.00	0.00	3,000.00	3,000.00
Spencer, Stuart	0.00	0.00	40.07	0.00	40.07
The Honey Agency, Inc.	0.00	3,425.00	0.00	0.00	3,425.00
The Parks Group (dba)	2,509.87	0.00	0.00	0.00	2,509.87
Wine & Roses, LLC (Utilities)	944.51	0.00	0.00	0.00	944.51
Wine Communications Group, Inc.	5,863.00	0.00	0.00	0.00	5,863.00
TOTAL	21112.66	4,354.99	101.10	3,000.00	28568.75

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

	Current	1 - 30	31 - 60	> 60	TOTAL
Grace Vineyards	0.00	0.00	0.00	125.00	125.00
Klinker Brick Winery.	0.00	5,000.00	0.00	0.00	5,000.00
Lodi Wine & Visitor Cen...	12575.16	330.15	11323.92	22.04	24251.27
Lone Grape Winery	0.00	0.00	0.00	125.00	125.00
Wine Social	0.00	0.00	0.00	125.00	125.00
Zinfest	0.00	0.00	0.00	283.07	283.07
TOTAL	12575.16	5,330.15	11323.92	680.11	29909.34

Lodi Winegrape Commission
Balance Sheet
As of March 31, 2021

	Mar 31, 21
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,489.82
1022 · LWC General Checking	1,138,705.97
1025 · Public Funds - Special Project	61,463.13
1026 · Public Funds - Reserve Funds	413,714.82
1080 · Petty Cash	500.00
Total Checking/Savings	1,629,873.74
Accounts Receivable	
1120 · Accounts Receivable	29,909.34
Total Accounts Receivable	29,909.34
Other Current Assets	
1121.1 · Research Grant AVF 2018-19	3,374.51
1121.2 · Research Grant PD.GWSS 2018-19	50,870.29
1190 · Security Deposit	200.00
1191 · Prepaid Postage	1,578.77
Total Other Current Assets	56,023.57
Total Current Assets	1,715,806.65
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	1,800,351.39
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	28,568.75
Total Accounts Payable	28,568.75
Credit Cards	
2007 · Costco Visa Business Card-Citi	7,511.94
Total Credit Cards	7,511.94

Lodi Winegrape Commission
Balance Sheet
As of March 31, 2021

	Mar 31, 21
Other Current Liabilities	
2075 · Other Payables	168,116.00
2160 · SUI / ETT Payable	3,397.30
2300 · Accrued Vacation	34,789.83
Total Other Current Liabilities	206,303.13
Total Current Liabilities	242,383.82
Total Liabilities	242,383.82
Equity	
3900 · Retained Earnings	1,301,908.31
Net Income	256,059.26
Total Equity	1,557,967.57
TOTAL LIABILITIES & EQUITY	1,800,351.39

Lodi Winegrape Commission
Profit & Loss
July 2020 through March 2021

	Jul '20 - M...	Jul '19 - M...	$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	1447695.93	1576833.22	-129137.29	-8.2%
4122 · Lodi Rules Certification Income	54,746.40	49,260.14	5,486.26	11.1%
4130 · Interest Income	574.30	142.52	431.78	303.0%
4131 · Grant Income	0.00	26,000.00	-26,000.00	-100.0%
4145 · Admin Fees Income VC	99,426.78	171,000.00	-71,573.22	-41.9%
4148 · Rent Income - VC	36,035.10	35,328.51	706.59	2.0%
4150 · Miscellaneous Income	1,238.45	1,513.95	-275.50	-18.2%
4160 · Winery Marketing Income				
Contributions	70,375.00	59,112.50	11,262.50	19.1%
Total 4160 · Winery Marketing Income	70,375.00	59,112.50	11,262.50	19.1%
4161 · Other Event Income	0.00	8,112.00	-8,112.00	-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	231,527.05	-231527.05	-100.0%
4162 · Event Income - Other	0.00	691.03	-691.03	-100.0%
Total 4162 · Event Income	0.00	240,418.08	-240418.08	-100.0%
4200 · Special Events Income	0.00	100.00	-100.00	-100.0%
Total Income	1710091.96	2167820.92	-457728.96	-21.1%
Gross Profit	1710091.96	2167820.92	-457728.96	-21.1%
Expense				
6000 · Program Management - Salaries	385,159.09	374,373.21	10,785.88	2.9%
6010 · Employee Benefits				
6010.1 · Medical	36,195.93	32,427.57	3,768.36	11.6%
6010.2 · Retirement	45,063.81	43,856.81	1,207.00	2.8%
6010.3 · Employee Paid Voluntary Ben...	258.50	-234.35	492.85	210.3%
6010 · Employee Benefits - Other	0.00	90.00	-90.00	-100.0%
Total 6010 · Employee Benefits	81,518.24	76,140.03	5,378.21	7.1%
6015 · Payroll Taxes	8,024.90	8,434.68	-409.78	-4.9%
6022 · Legal Fees	5,822.23	5,269.69	552.54	10.5%
6023 · Consulting Services				
6023.2 · Export	20,000.00	0.00	20,000.00	100.0%
6023 · Consulting Services - Other	58,500.00	181,083.64	-122583.64	-67.7%
Total 6023 · Consulting Services	78,500.00	181,083.64	-102583.64	-56.7%
6024 · Accounting Fees	20,547.00	20,311.00	236.00	1.2%

Lodi Winegrape Commission
Profit & Loss
July 2020 through March 2021

	Jul '20 - M...	Jul '19 - M...	$ Change	% Change
6026 · Insurance				
Commercial	6,509.12	4,847.00	1,662.12	34.3%
Workers Comp	4,204.20	4,881.80	-677.60	-13.9%
Total 6026 · Insurance	10,713.32	9,728.80	984.52	10.1%
6030 · Furnishings	0.00	0.00	0.00	0.0%
6033 · Office Supplies	7,654.49	12,079.28	-4,424.79	-36.6%
6035 · Postage	20,304.90	9,473.86	10,831.04	114.3%
6040 · Rent	56,362.68	55,257.48	1,105.20	2.0%
6041 · Offsite Storage	4,109.00	3,720.00	389.00	10.5%
6054 · Personal Property Tax	1,074.47	610.81	463.66	75.9%
6056 · Telephone	2,497.38	2,337.78	159.60	6.8%
6058 · Utilities	7,169.84	7,425.97	-256.13	-3.5%
6060 · Website - Internet	12,302.54	20,699.72	-8,397.18	-40.6%
6070 · Maintenance				
6070.1 · Computer	17,411.85	17,411.85	0.00	0.0%
6070.2 · Cleaning	4,062.00	4,920.75	-858.75	-17.5%
6070.3 · Directional Signage	15,055.69	-200.00	15,255.69	7,627.9%
6070.4 · Copier Lease	2,805.84	7,596.42	-4,790.58	-63.1%
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	39,984.38	30,211.85	9,772.53	32.4%
6075 · Vehicle Operation	0.00	82.32	-82.32	-100.0%
6076 · Employee Mileage	350.00	3,299.07	-2,949.07	-89.4%
6080 · Travel Expenses	0.00	9,379.56	-9,379.56	-100.0%
6090 · Bank Charges	31.13	586.83	-555.70	-94.7%
6098 · Supplies	1,047.84	26,267.32	-25,219.48	-96.0%
6099 · CDFA Charges	26,842.37	5,408.46	21,433.91	396.3%
6100 · Graphic Design	110,061.15	49,377.44	60,683.71	122.9%
6110 · Advertising	205,280.18	24,119.44	181,160.74	751.1%
6120 · Printing and Materials	24,292.67	111,534.35	-87,241.68	-78.2%
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	33,859.47	153,751.05	-119891.58	-78.0%
Total 6130 · Public Relations	33,859.47	153,751.05	-119891.58	-78.0%

Lodi Winegrape Commission
Profit & Loss
July 2020 through March 2021

	Jul '20 - M...	Jul '19 - M...	$ Change	% Change
6132 · Lodi Wine Blog	60,000.00	60,000.00	0.00	0.0%
6140 · Promotional Sponsorships	1,040.00	25,076.29	-24,036.29	-95.9%
6145 · Special Projects	0.00	0.00	0.00	0.0%
6146 · Conference - Wine Bloggers	0.00	0.00	0.00	0.0%
6150 · Local Community Sponsorships	36.10	5,750.00	-5,713.90	-99.4%
6155 · Grape Marketing Events	0.00	573.82	-573.82	-100.0%
6160 · Trade Show & Conference Fees	1,200.00	3,590.84	-2,390.84	-66.6%
6165 · Roadshows - Wine Marketing	0.00	12,123.64	-12,123.64	-100.0%
6170 · Wine Purchase	1,067.10	1,816.56	-749.46	-41.3%
6200 · Reference Materials	157.42	2,984.99	-2,827.57	-94.7%
6210 · Newsletters and Publications	5,380.72	639.19	4,741.53	741.8%
6220 · Grower Meetings & Seminars	7,753.11	13,212.04	-5,458.93	-41.3%
6221 · LWC Meeting Expenses	413.66	2,377.19	-1,963.53	-82.6%
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	56,250.00	48,750.02	7,499.98	15.4%
6245.2 · Events	0.00	32,016.00	-32,016.00	-100.0%
6245 · Contributions - Other	0.00	36,984.00	-36,984.00	-100.0%
Total 6245 · Contributions	56,250.00	117,750.02	-61,500.02	-52.2%
6250 · Dues	1,989.00	1,680.00	309.00	18.4%
6255 · Subscriptions	1,649.80	2,033.88	-384.08	-18.9%
6266 · Weather Stations	13,175.00	16,141.99	-2,966.99	-18.4%
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	20,000.00	10,000.00	10,000.00	100.0%
6330 · Winegrape Research	4,163.98	11,826.20	-7,662.22	-64.8%
6560 · Payroll Expenses	399.25	597.55	-198.30	-33.2%
8000 · VC - Manager Salary	48,652.36	49,064.94	-412.58	-0.8%
8001 · VC Support Staff Salary	21,504.31	93,767.76	-72,263.45	-77.1%
8003 · VC - Administrative salary	10,563.03	18,957.06	-8,394.03	-44.3%
8010 · VC - Employee Benefits				
8010.1 · Medical	6,717.62	8,813.51	-2,095.89	-23.8%
8010.2 · Retirement	9,444.21	18,917.69	-9,473.48	-50.1%
Total 8010 · VC - Employee Benefits	16,161.83	27,731.20	-11,569.37	-41.7%
8015 · VC - Payroll Taxes	2,545.25	6,066.45	-3,521.20	-58.0%
8033 · VC - Office Supplies	0.00	0.00	0.00	0.0%
8040 · VC - Rent	36,035.10	35,328.51	706.59	2.0%
9011 · Late Penalty Fees	29.99	12.57	17.42	138.6%
Total Expense	1453971.28	1731710.60	-277739.32	-16.0%
Net Ordinary Income	256,120.68	436,110.32	-179989.64	-41.3%

Lodi Winegrape Commission
Profit & Loss
July 2020 through March 2021

	Jul '20 - M...	Jul '19 - M...	$ Change	% Change
Other Income/Expense				
Other Expense				
9010 · Interest Expense	61.42	230.29	-168.87	-73.3%
Total Other Expense	61.42	230.29	-168.87	-73.3%
Net Other Income	-61.42	-230.29	168.87	73.3%
Net Income	256,059.26	435,880.03	-179820.77	-41.3%

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

ACCOUNT CODE	REVENUES	FY 2020 - 2021 BUDGET	REVENUE TO DATE	%
4120	Assessments	$1,605,285.00	$1,447,695.93	90.18%
4160	Winery Contributions	$85,000.00	$70,375.00	82.79%
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	$574.30	57.43%
4150	Other Income (Sponsorship)	$10,000.00	$1,238.45	12.38%
	Subtotal Commission Revenue	**$2,020,785.00**	**$1,574,630.08**	**77.92%**
	Revenue (CWEF-Visitor Center)			
4145	Administrative Agreement	$210,209.88	$99,426.78	47.30%
4148	Rent	$48,051.91	$36,035.10	74.99%
	Other	$0.00	$0.00	#DIV/0!
	Subtotal CWEF Revenue	**$258,261.79**	**$135,461.88**	52.45%
	Total Revenue	**$2,279,046.79**	**$1,710,091.96**	**75.04%**

ACCOUNT CODE	EXPENDITURES (LWC)	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	Grower Marketing	$730,950.00	$528,468.76	72.30%
	Winery Marketing	$135,000.00	$17,240.95	12.77%
	Research, Education & Communication	$154,700.00	$61,527.24	39.77%
	Lodi Rules	$49,500.00	$9,640.53	19.48%
	Admin & Personnel	$904,270.86	$645,443.34	71.38%
	Visitor Center Sponsorship	$75,000.00	$56,250.00	75.00%
	Subtotal Commission Expenditures	**$2,049,420.86**	**$1,318,570.82**	**64.34%**
	CWEF Expenditures			
	Visitor Center	$258,261.79	$135,461.88	52.45%
	Subtotal CWEF Expenditures	**$258,261.79**	**$135,461.88**	**52.45%**
	Total Expenditures	**$2,307,682.65**	**$1,454,032.70**	**63.01%**
	Excess of Revenues Over (Under) Expenditures	**-$28,635.86**	**$256,059.26**	

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

DEPARTMENT: GROWER MARKETING

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	Industry, Trade & Consumer Promotion			
6100	Graphic Design (Advertising Design)	$50,000.00	$103,250.59	206.50%
6110	Advertising (Paid Media)	$350,000.00	$205,280.18	58.65%
6120	Printing & Materials	$30,000.00	$18,564.18	61.88%
	Industry, Trade & Consumer Promotion Expenditures	**$430,000.00**	**$327,094.95**	**76.07%**
	Promotional Events & Activities			
6023.2	Export Promotion	$30,000.00	$20,000.00	66.67%
6140	Promotional Sponsorship	$10,000.00	$5,000.00	50.00%
6150	Community Sponsorship	$6,000.00	$36.10	0.60%
6160	Trade Shows	$3,200.00	$1,200.00	37.50%
	Promotional Events & Activities Expenditures	**$49,200.00**	**$26,236.10**	**53.33%**
	Public Relations			
6023	Consulting Services (Agency)	$78,000.00	$58,500.00	75.00%
6098	Supplies	$3,000.00	$1,020.62	34.02%
6130	Public Relations Activities	$75,000.00	$29,367.19	39.16%
6132	Lodi Wine Blog	$72,000.00	$60,000.00	83.33%
6170	Wine Purchases	$1,500.00	$1,067.10	71.14%
	Public Relations Expenditures	**$229,500.00**	**$149,954.91**	**65.34%**
	Activities Support			
6033	Office Supplies	$1,000.00	$37.87	3.79%
6035	Postage/Shipping	$3,000.00	$14,278.29	475.94%
6060	Website - Internet	$10,000.00	$10,813.79	108.14%
6076 & 6080	Travel	$7,500.00	$37.15	0.50%
6221	LWC Meeting Expenses	$750.00	$15.70	2.09%
	Activities Support Expenditures	**$22,250.00**	**$25,182.80**	**113.18%**
	Total Expenditures	**$730,950.00**	**$528,468.76**	**72.30%**

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

DEPARTMENT: WINERY MARKETING

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	Consumer Promotion			
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	$5,685.00	37.90%
6110	Advertising	$15,000.00		0.00%
6120	Printing & Materials	$7,500.00	$246.47	3.29%
6130	Public Relations	$2,000.00		0.00%
	Consumer Promotion Expenditures	**$62,000.00**	**$20,987.16**	**33.85%**
	Events (Roadshows)			
6140	Promotional Sponsorship	$30,000.00	-$3,960.00	-13.20%
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**	**-$3,954.82**	**-5.86%**
	Activities Support			
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%
6060	Website - Internet		$109.02	
	Activities Support Expenditures	**$5,500.00**	**$208.61**	**3.79%**
	Total Expenditures	**$135,000.00**	**$17,240.95**	**12.77%**

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

DEPARTMENT: RESEARCH, EDUCATION & COMMUNICATION

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	Outreach & Education			
6033 & 6098	Supplies	$2,000.00	$36.09	1.80%
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	$452.42	90.48%
6220	Grower Meetings & Socials	$16,000.00	$6,376.72	39.85%
6221	LWC Meeting Expenses	$1,200.00	$196.21	16.35%
6250	Membership/Dues	$3,000.00	$1,430.00	47.67%
6255	Subscriptions	$1,500.00	$1,649.80	109.99%
6266	Weather Services	$30,000.00	$13,175.00	43.92%
6310	San Joaquin Farm Advisor	$2,000.00		0.00%
	Outreach & Education Expenditures	**$54,200.00**	**$24,102.96**	**44.47%**
	Communications			
6035	Postage	$10,000.00	$4,713.07	47.13%
6060	Website/Internet	$5,000.00	$1,218.06	24.36%
6070.5	Demo Vineyard	$10,000.00		0.00%
6100	Graphic Design	$8,000.00	$633.90	7.92%
6120	Printing & Materials	$2,500.00	$1,742.65	69.71%
6210	Publications	$30,000.00	$4,952.62	16.51%
	Communications Expenditures	**$65,500.00**	**$13,260.30**	**20.24%**
	Research			
6320	AVF Contributions	$10,000.00	$10,000.00	100.00%
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**	**$24,163.98**	**69.04%**
	Total REC Expenditures	**$154,700.00**	**$61,527.24**	**39.77%**

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

DEPARTMENT: LODI RULES

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	Communications, Marketing & Promotions			
6060	Website/Internet	$2,000.00	$81.68	4.08%
6100	Graphic Design	$3,000.00	$491.66	16.39%
6120	Printing & Materials	$2,000.00	$2,674.22	133.71%
6130	Public Relations	$8,600.00	$3,989.54	46.39%
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	$1,376.39	15.29%
	Communications, Marketing & Promotions Expenditures	**$35,100.00**	**$9,041.59**	**25.76%**
	Program Improvements			
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%**
	Activities Support			
6022	Legal Fees	$1,200.00	$325.00	27.08%
6033 & 6098	Supplies	$300.00		0.00%
6035	Postage/Shipping	$700.00	$273.94	39.13%
6076 & 6080	Travel	$4,000.00		0.00%
6221	LWC Meeting Expenses	$1,000.00		0.00%
	Activities Support Expenditures	**$7,200.00**	**$598.94**	**8.32%**
	Total Expenditures	**$49,500.00**	**$9,640.53**	**19.48%**

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

DEPARTMENT: ADMINISTRATION

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	Personnel			
6000	Salaries/Wages	$544,030.00	$385,159.09	70.80%
6010 & 6015	Retirement, Payroll Taxes, & Benefits	$133,972.00	$89,543.14	66.84%
	Personnel Expenditures	**$678,002.00**	**$474,702.23**	**70.01%**
	Office Expenses			
6026	Insurance	$16,000.00	$10,713.32	66.96%
6033	Office Supplies	$12,000.00	$7,607.75	63.40%
6035	Postage	$2,000.00	$940.01	47.00%
6040	Rent	$75,474.86	$56,362.68	74.68%
6041	Offsite Storage	$5,136.00	$4,109.00	80.00%
6054	Property Tax	$1,200.00	$1,074.47	89.54%
6056 & 6058	Utilities & Telephone	$9,000.00	$9,667.22	107.41%
6070.2 & 6070.6	Office Maintenance	$6,500.00	$4,699.00	72.29%
090 & 6560 & 9010	Payroll & Bank Fees	$1,000.00	$521.79	52.18%
6120	Printing & Supplies	$1,000.00	$1,065.15	106.52%
	Office Expenditures	**$129,310.86**	**$96,760.39**	**74.83%**
	Professional Fees			
6022	Legal Counsel	$5,000.00	$5,497.23	109.94%
6024	CPA (Fiscal & Compliance Audits)	$21,000.00	$20,547.00	97.84%
6099	CDFA Charges	$40,000.00	$26,842.37	67.11%
	Professional Fees Expenditures	**$66,000.00**	**$52,886.60**	**80.13%**
	Information Technology			
6060	Software Licenses	$2,000.00	$79.99	4.00%
6070.1	IT Services	$23,216.00	$17,411.85	75.00%
6070.4	Copier/Lease	$3,742.00	$2,805.84	74.98%
	Information Technology Expenditures	**$28,958.00**	**$20,297.68**	**70.09%**
	Other Admin Expenses			
6075	Vehicles	$500.00		0.00%
6076 & 6080	Travel (Mileage & Travel)	$250.00	$35.69	14.28%
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**	**$796.44**	**39.82%**
	Total Expenditures	**$904,270.86**	**$645,443.34**	**71.38%**

LODI WINEGRAPE COMMISSION
CWEF
2020-2021 BUDGET
AS OF MARCH 31, 2021

DEPARTMENT: CALIFORNIA WINE EDUCATION FOUNDATION/VISITOR CENTER

ACCOUNT CODE	CATEGORIES	FY 2020 - 2021 BUDGET	EXPENDITURES TO DATE	%
	Personnel			
8000 & 8003	Salaries/Wages	$173,080.00	$80,719.70	46.64%
8010 & 8015	Retirement, Payroll Taxes, & Benefits	$37,129.88	$18,707.08	50.38%
	Personnel Expenditures	**$210,209.88**	**$99,426.78**	**47.30%**
	Office Expenses			
8040	Rent	$48,051.91	$36,035.10	74.99%
	Office Expenditures	**$48,051.91**	**$36,035.10**	**74.99%**
	Total Visitor Center Expenditures	**$258,261.79**	**$135,461.88**	**52.45%**