



LODI WINE
WINEGRAPE
COMMISSION

**Finance Committee Meeting Minutes
January 14, 2022**

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 11:58 PM.
2. Roll was called. In attendance were Chair Sywassink, Matt Lauchland, Tom Murphy, and Gary Daniel. Staff present Stuart Spence. A quorum was established.
3. Minutes of 12/14/21 were approved (Exhibit A). Murphy/Sywassink - Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the November 2021 financials (Exhibit B). The committee asked if they could get a list of what comprises the Property, Plant & Equipment (1441) balance of \$225,090.66 on the balance sheet.
6. Year-to-Date Budget Review – the committee reviewed the budget through November 2021 (Exhibit C). The committee asked if there was a way to find out how many people are on the weather service daily email. Motion to approve the November 2021 financial statements and budget reports. Sywassink/Lauchland – Carried.
7. CWEF/LWC Financial Agreement Review – No report.
8. Agenda Items for Future Meetings – Property, Plant & Equipment Balance Sheet
9. Next meeting was set for February 15, 2022.
10. Public Comment on Items not appearing on the agenda - None
11. The meeting was adjourned at 1:25PM.

Respectfully submitted,

Stuart Spencer
On behalf of Brandon Sywassink
Treasurer



**Finance Committee Meeting Minutes
December 14, 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, Matt Lauchland, Diego Olagaray, and Gary Daniel. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 10/19/21 were approved (Exhibit A). Olagaray/ Lauchland - Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the July, August, September, October 2021 financials (Exhibit B). Motion to accept the financial statements as presented. Olagaray/Daniel – Carried.
6. Year-to-Date Budget Review – the committee reviewed the budget through October 2021 (Exhibit C). Motion to approve the budget report. Olagaray/Daniel – Carried.
7. CWEF/LWC Financial Agreement Review – No report.
8. Agenda Items for Future Meetings – Budgets
9. Next meeting was set for January 14, 2022.
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
November 2021

	<u>Nov 21</u>
OPERATING ACTIVITIES	
Net Income	343,855.49
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	-15,247.60
1121.1 · Research Grant AVF 2018-19	-159.80
1191 · Prepaid Postage	9.46
2000 · Accounts Payable	-5,289.95
2007 · Costco Visa Business Card-Citi	-13,029.53
2155 · SWT Payable	1,148.36
2156 · SDI Payable	184.16
2160 · SUI / ETT Payable	169.94
	<u>311,640.53</u>
Net cash provided by Operating Activities	<u>311,640.53</u>
Net cash increase for period	311,640.53
Cash at beginning of period	<u>1,019,769.59</u>
Cash at end of period	<u><u>1,331,410.12</u></u>

4:29 PM

01/07/22

Accrual Basis

Lodi Winegrape Commission
Cash/Check Disbursement

November 2021

Type	Date	Num	Name	Memo	Amount	Balance
Nov 21						
Bill Pmt -Check	11/01/21	43312	Lodi Wine & Visitor Center(vendor)	Promo Svc Agrmnt Novem...	-6,250.00	-6,250.00
Bill Pmt -Check	11/01/21	43313	Wine & Roses, LLC (Rent)	Lease November 2021	-10,471.74	-16,721.74
Bill Pmt -Check	11/03/21	43314	Angelina's Foods dba Angelina's	Grower meeting w/Gallo - L...	-2,056.55	-18,778.29
Bill Pmt -Check	11/03/21	43315	Calhoun & Company Communicatio...		-11,091.70	-29,869.99
Bill Pmt -Check	11/03/21	43316	Decanter Magazine	Subscriber Number: 287192...	-93.00	-29,962.99
Bill Pmt -Check	11/03/21	43317	Lodi Wine & Visitor Center(vendor)		-142.28	-30,105.27
Bill Pmt -Check	11/03/21	43318	Rindal & Co.	Ad resize for various public...	-445.00	-30,550.27
Bill Pmt -Check	11/03/21	43319	Solterra Strategies, Inc.	4th & final project fee	-3,750.00	-34,300.27
Bill Pmt -Check	11/03/21	43320	The Parks Group (dba)	Account #133	-973.47	-35,273.74
Bill Pmt -Check	11/03/21	43321	Tipton, Sue	VRBO - Work trip Southern...	-475.79	-35,749.53
Bill Pmt -Check	11/03/21	43322	Wine Communications Group, Inc.		-9,363.00	-45,112.53
Bill Pmt -Check	11/15/21	43323	Caparoso, Randy		-3,000.00	-48,112.53
Bill Pmt -Check	11/15/21	43324	CAWG	Supporter Level	-350.00	-48,462.53
Bill Pmt -Check	11/15/21	43325	CCT Telecomm	Acct #2019051021	-277.33	-48,739.86
Bill Pmt -Check	11/15/21	43326	City of Lodi	VOID: Electric Service fro...	0.00	-48,739.86
Bill Pmt -Check	11/15/21	43327	Comcast	Account #8155 60 071 0168...	-154.78	-48,894.64
Bill Pmt -Check	11/15/21	43328	CoPower Broker-VSP Voluntary Vi...	CoPower ID: 905910	-72.69	-48,967.33
Bill Pmt -Check	11/15/21	43329	Jill Means Design, Inc.	2020 Annual Report	-2,195.00	-51,162.33
Bill Pmt -Check	11/15/21	43330	Kahn, Soares & Conway, LLP	Client Number: 5489	-239.38	-51,401.71
Bill Pmt -Check	11/15/21	43331	Lodi Chamber of Commerce.	Lodi Winegrape Commission	-419.00	-51,820.71
Bill Pmt -Check	11/15/21	43332	Lodi Wine & Visitor Center(vendor)	Shipping - Leathermen Mult...	-95.01	-51,915.72
Bill Pmt -Check	11/15/21	43333	Oakwood Strategies, LLC (Camron ...	Retainer October 2021	-2,500.00	-54,415.72
Bill Pmt -Check	11/15/21	43334	Office Depot	Account Number: 67218009...	-83.37	-54,499.09
Bill Pmt -Check	11/15/21	43335	SecurCare Self Storage (Prv W Lodi ...	Unit No's: A022 & D002	-489.00	-54,988.09
Bill Pmt -Check	11/15/21	43336	Western Weather Group	Quote No. 7157C-1	-1,708.50	-56,696.59
Bill Pmt -Check	11/15/21	43337	Wine & Roses, LLC (Utilities)	Oct 2021 Utilities & Janito...	-990.65	-57,687.24
Bill Pmt -Check	11/15/21	43338	Bloomonade	LWC 30th Anniversary	-477.56	-58,164.80
Bill Pmt -Check	11/15/21	43339	Citi Cards	Account ending in 4511	-15,943.07	-74,107.87
Bill Pmt -Check	11/15/21	43340	Employers Compensation Ins. Co.	FN 0330363 14 1380000	-506.81	-74,614.68
Bill Pmt -Check	11/15/21	43341	Papapavlos Bistro & Bar	Appetizer Reception 225 P...	-6,750.00	-81,364.68
Bill Pmt -Check	11/15/21	43342	PG&E	7807859329-6	-197.57	-81,562.25
Bill Pmt -Check	11/16/21	43343	Lodi Wine & Visitor Center(vendor)	Adobe for Teams	-166.91	-81,729.16
Bill Pmt -Check	11/16/21	43344	Marsh, Paul	https://www.expensify.com/...	-80.13	-81,809.29
Bill Pmt -Check	11/17/21	43345	City of Lodi	Electric Service from 10/03/...	-384.87	-82,194.16
Bill Pmt -Check	11/17/21	43346	Lodi Wine & Visitor Center(vendor)	Wine media samples - shipp...	-108.38	-82,302.54
Bill Pmt -Check	11/22/21	43347	American Society for Enology & Vit...		-650.00	-82,952.54
Bill Pmt -Check	11/22/21	43348	Blue Shield of California	W00578511000	-7,207.97	-90,160.51
Bill Pmt -Check	11/22/21	43349	Bolton, Stephanie	https://www.expensify.com/...	-12.80	-90,173.31
Bill Pmt -Check	11/22/21	43350	Caparoso, Randy		-3,000.00	-93,173.31
Bill Pmt -Check	11/22/21	43351	CDFA Cashier - Marketing Branch	FA600	-2,942.24	-96,115.55
Bill Pmt -Check	11/22/21	43352	Lodi Wine & Visitor Center(vendor)	VOID: 30th Anniversary ev...	0.00	-96,115.55
Bill Pmt -Check	11/22/21	43353	Office Depot	Account Number: 67218009...	-51.92	-96,167.47
Bill Pmt -Check	11/22/21	43354	Rieger, Ted Writer & Photographer	Article	-500.00	-96,667.47
Bill Pmt -Check	11/22/21	43355	U.S. Bank Equipment Finance	Customer Credit Acct #218...	-969.57	-97,637.04
Bill Pmt -Check	11/22/21	43356	Western Weather Group	Quote No. 7157C-1	-4,675.00	-102,312.04
Bill Pmt -Check	11/22/21	43357	Lodi Wine & Visitor Center(vendor)		-1,645.03	-103,957.07
Bill Pmt -Check	11/30/21	43360	Bolton, Stephanie	https://www.expensify.com/...	-285.04	-104,242.11
Bill Pmt -Check	11/30/21	43361	CLIC, LLC dba Andresen	Business Card Paul Marsh ...	-342.93	-104,585.04
Bill Pmt -Check	11/30/21	43362	Fiori's Butcher Shoppe	Account #93	-74.94	-104,659.98
Bill Pmt -Check	11/30/21	43363	Lodi Wine & Visitor Center(vendor)		-293.85	-104,953.83
Bill Pmt -Check	11/30/21	43364	Odell Maintenance and Repair		-232.20	-105,186.03
Bill Pmt -Check	11/30/21	43365	Spencer, Stuart	https://www.expensify.com/...	-240.80	-105,426.83
Bill Pmt -Check	11/30/21	43366	St. Amant Winery	Wine Shipping for inclusion...	-133.11	-105,559.94
Bill Pmt -Check	11/30/21	43367	The Parks Group (dba)	Account #133	-149.57	-105,709.51
Nov 21					<u>-105,709.51</u>	<u>-105,709.51</u>

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions - January 2020
As of November 30, 2021

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							18905.17
Credit Card Charge	11/01/21	82469981NR	Amazon.com	Amazon.com - Alcohol wip...		50.49	18955.66
Credit Card Charge	11/01/21	82827913NR	Credit Card Misc.	Expensify, Inc. - Monthly c...		144.00	19099.66
Credit Card Charge	11/01/21	84919198NR	Credit Card Misc.	Zoom - Monthly Subscripti...		54.99	19154.65
Credit Card Charge	11/03/21	82469981NR	Credit Card Misc.	Mailchimp - RECURRING:...		230.00	19384.65
Credit Card Charge	11/04/21	83216034NR	Credit Card Misc.	Celadon - LCBO Dinner - h...		794.35	20179.00
Credit Card Charge	11/04/21	83216034NR	Credit Card Misc.	Celadon - LCBO Dinner - ...		36.17	20215.17
Credit Card Charge	11/08/21	84009560NR	Vertical Response	Vertical Response - email c...		30.01	20245.18
Credit Card Charge	11/08/21	83216034NR	Marriott	Marriott - Coffee- wonderf...		2.98	20248.16
Credit Card Charge	11/09/21	6042318	Wine Direct (Vin...	Wine Direct November 20...		754.00	21002.16
Bill	11/09/21	November 20...	Citi Cards		15,943.07		5,059.09
Credit Card Charge	11/09/21	84886206NR	Credit Card Misc.	United States Postal Servic...		50.40	5,109.49
Credit Card Charge	11/10/21	84131006NR	Amazon.com	Amazon.com - 1 of 2 Invoi...		181.71	5,291.20
Credit Card Charge	11/10/21	84131006NR	Amazon.com	Amazon.com - 2 of 2 Invoi...		6.45	5,297.65
Credit Card Charge	11/10/21	84886206NR	Credit Card Misc.	VOID: CamelBak - Stainles...	0.00		5,297.65
Credit Card Charge	11/11/21	85651255NR	Credit Card Misc.	Amazon - Markers for LW...		8.65	5,306.30
Credit Card Charge	11/12/21	YSI23817334	Hightail	Pro Plus - Stuart - Monthly ...		14.99	5,321.29
Credit Card Charge	11/13/21	1302332	Quickbooks Time	Time Tracking		76.00	5,397.29
Credit Card Charge	11/15/21	84886206NR	Smart & Final	Smart & Final - Water cups...		53.82	5,451.11
Credit Card Charge	11/16/21	84009560NR	Bon Appetit	Bon Appetit - Committee ...		100.76	5,551.87
Credit Card Charge	11/17/21	84009560NR	Credit Card Misc.	Starbucks - November RFG...		59.45	5,611.32
Credit Card Credit	11/17/21	84886206NR	Credit Card Misc.	CamelBak - Refund of origi...	1,122.63		4,488.69
Credit Card Charge	11/19/21	83216034NR	Staples	Staples - Pens - https://ww...		21.63	4,510.32
Credit Card Charge	11/19/21	84886206NR	Credit Card Misc.	Moo Print - Business cards ...		185.08	4,695.40
Credit Card Charge	11/19/21	84886206NR	Credit Card Misc.	Sticker Mule - Custom coas...		359.89	5,055.29
Credit Card Charge	11/19/21	84886206NR	Credit Card Misc.	Exclaimer - RECURRING: ...		13.59	5,068.88
Credit Card Charge	11/19/21	84886206NR	Credit Card Misc.	Packlane - Shipping for cus...		172.45	5,241.33
Credit Card Charge	11/20/21	84886206NR	Credit Card Misc.	Michael David Farm Cafe - ...		38.33	5,279.66
Credit Card Charge	11/22/21	84886206NR	Credit Card Misc.	Packlane - Shipping for cus...		20.00	5,299.66
Credit Card Charge	11/22/21	85985914NR	USPS	USPS - Virus book shippin...		9.30	5,308.96
Credit Card Charge	11/22/21	85985914NR	Bon Appetit	Bon Appetit - Committee m...		147.01	5,455.97
Credit Card Charge	11/23/21	84678910NR	Amazon.com	Amazon.com - 1 of 1 Invoi...		58.31	5,514.28
Credit Card Charge	11/24/21	85985914NR	Credit Card Misc.	LogMeIn - GoToWebinar ...		109.00	5,623.28
Credit Card Charge	11/27/21	84919788NR	Credit Card Misc.	Zoom - Monthly Subscripti...		54.99	5,678.27
Credit Card Charge	11/29/21	85985914NR	Credit Card Misc.	Panera - Meeting lunch - htt...		170.40	5,848.67
Credit Card Charge	11/30/21	85985914NR	Credit Card Misc.	Wine & Roses - Meeting - ...		11.01	5,859.68
Credit Card Charge	11/30/21	85833504NR	Credit Card Misc.	SF Chronicle - SF Chronicl...		15.96	5,875.64
Total 2007 · Costco Visa Business Card-Citi					17,065.70	4,036.17	5,875.64
TOTAL					17,065.70	4,036.17	5,875.64

Lodi Winegrape Commission

1/5/22 1:15 PM

Register: 1025 · Public Funds - Special Project

From 01/01/21 through 11/30/21

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
05/02/21			4130 · Interest Income	Interest		X	5.39	61,468.52
05/31/21			4130 · Interest Income	Interest		X	4.88	61,473.40
06/30/21			4130 · Interest Income	Interest		X	5.06	61,478.46
08/01/21			4130 · Interest Income	Interest		X	5.39	61,483.85
08/31/21			4130 · Interest Income	Interest		X	4.04	61,487.89
09/30/21			4130 · Interest Income	Interest		X	4.04	61,491.93
10/31/21			4130 · Interest Income	Interest		X	4.18	61,496.11
11/30/21			4130 · Interest Income	Interest		X	4.04	61,500.15

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01/07/22

Lodi Winegrape Commission
A/P Aging Summary
As of November 30, 2021

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Bolton, Stephanie	0.00	159.80	0.00	0.00	159.80
Calhoun & Company Communications, LLC	2,779.60	0.00	0.00	0.00	2,779.60
Gomberg, Fredrikson & Associates	0.00	695.00	0.00	0.00	695.00
Kahn, Soares & Conway, LLP	62.50	0.00	0.00	0.00	62.50
Logo Ward	1,064.50	0.00	0.00	0.00	1,064.50
Oakwood Strategies, LLC (Camron King d...	2,500.00	0.00	0.00	0.00	2,500.00
Pitney Bowes-Louisville	0.00	0.00	0.00	-3.89	-3.89
Rampant Creative (Erin Diego DBA)	0.00	575.00	0.00	0.00	575.00
The Honey Agency, Inc.	2,750.00	0.00	0.00	0.00	2,750.00
The Parks Group (dba)	3,168.55	0.00	0.00	0.00	3,168.55
The Stockton Record	0.00	863.85	0.00	0.00	863.85
Wine & Roses, LLC (Charges)	0.00	1,080.02	0.00	0.00	1,080.02
Wine & Roses, LLC (Utilities)	983.14	0.00	0.00	0.00	983.14
Woodlake Cleaners	60.00	0.00	0.00	0.00	60.00
TOTAL	<u>13368.29</u>	<u>3,373.67</u>	<u>0.00</u>	<u>-3.89</u>	<u>16738.07</u>

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Lodi Winegrape Commission
A/R Aging Summary
As of November 30, 2021

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Klinker Brick Winery.	0.00	0.00	1,250.00	1,250.00	2,500.00
Lodi Wine & Visitor Center	17643.76	17386.05	0.00	0.00	35029.81
Lone Grape Winery	0.00	0.00	125.00	0.00	125.00
Twisted Barrel Winery	0.00	0.00	250.00	0.00	250.00
Viaggio, Inc. dba Viaggio Estate & Win...	0.00	0.00	250.00	0.00	250.00
TOTAL	<u>17643.76</u>	<u>17386.05</u>	<u>1,875.00</u>	<u>1,250.00</u>	<u>38154.81</u>

Lodi Winegrape Commission
Balance Sheet
As of November 30, 2021

	<u>Nov 30, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,499.15
1022 · LWC General Checking	839,946.80
1025 · Public Funds - Special Project	61,500.15
1026 · Public Funds - Reserve Funds	413,964.02
1080 · Petty Cash	<u>500.00</u>
Total Checking/Savings	1,331,410.12
Accounts Receivable	
1120 · Accounts Receivable	<u>38,154.81</u>
Total Accounts Receivable	38,154.81
Other Current Assets	
1121.1 · Research Grant AVF 2018-19	408.81
1121.2 · Research Grant PD.GWSS 2018-19	50,870.29
1190 · Security Deposit	950.00
1191 · Prepaid Postage	<u>2,348.38</u>
Total Other Current Assets	<u>54,577.48</u>
Total Current Assets	1,424,142.41
Fixed Assets	
1441 · Property; Plant & Equipment	225,090.66
1445 · Accum Depr	<u>-150,634.78</u>
Total Fixed Assets	<u>74,455.88</u>
TOTAL ASSETS	<u><u>1,498,598.29</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	<u>16,738.07</u>
Total Accounts Payable	16,738.07
Credit Cards	
2007 · Costco Visa Business Card-Citi	<u>5,875.64</u>
Total Credit Cards	5,875.64

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01/07/22

Accrual Basis

Lodi Winegrape Commission

Balance Sheet

As of November 30, 2021

	<u>Nov 30, 21</u>
Other Current Liabilities	
2075 · Other Payables - PPP	168,116.00
2100 · Payroll Liabilities	53.09
2155 · SWT Payable	1,148.36
2156 · SDI Payable	184.16
2160 · SUI / ETT Payable	381.66
2300 · Accrued Vacation	<u>32,568.77</u>
Total Other Current Liabilities	<u>202,452.04</u>
Total Current Liabilities	<u>225,065.75</u>
Total Liabilities	225,065.75
Equity	
3900 · Retained Earnings	1,227,751.55
Net Income	<u>45,780.99</u>
Total Equity	<u>1,273,532.54</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,498,598.29</u></u>

Lodi Winegrape Commission
Profit & Loss FY to Date w/ Prev Year Comparison
 July through November 2021

	Jul - Nov ...	Jul - Nov ...	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	601,659.38	541,357.04	60,302.34	11.1%
4130 · Interest Income	173.21	351.22	-178.01	-50.7%
4131 · Grant Income	4,089.13	0.00	4,089.13	100.0%
4145 · Admin Fees Income - VC	82,483.33	54,488.79	27,994.54	51.4%
4148 · Rent Income - VC	20,419.89	20,019.50	400.39	2.0%
4150 · Miscellaneous Income	3,856.15	924.45	2,931.70	317.1%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	67,875.00	43,000.00	24,875.00	57.9%
Total 4160 · Winery Marketing Income	67,875.00	43,000.00	24,875.00	57.9%
4162 · Event Income	1,300.00	0.00	1,300.00	100.0%
4200 · Special Events Income	0.00	0.00	0.00	0.0%
Total Income	781,856.09	660,141.00	121,715.09	18.4%
Gross Profit	781,856.09	660,141.00	121,715.09	18.4%
Expense				
6000 · Program Management - Salaries	207,567.35	216,233.68	-8,666.33	-4.0%
6010 · Employee Benefits				
6010.1 · Medical	21,891.15	19,344.29	2,546.86	13.2%
6010.2 · Retirement	24,398.04	25,299.44	-901.40	-3.6%
6010.3 · Employee Paid Voluntary Ben...	-32.36	-32.21	-0.15	-0.5%
Total 6010 · Employee Benefits	46,256.83	44,611.52	1,645.31	3.7%
6015 · Payroll Taxes	2,908.62	3,431.37	-522.75	-15.2%
6022 · Legal Fees	1,186.46	2,096.88	-910.42	-43.4%
6023 · Consulting Services				
6023.2 · Export	10,000.00	10,000.00	0.00	0.0%
6023.3 · Other	1,500.00	0.00	1,500.00	100.0%
6023.1 · Public Relations	44,581.02	32,500.00	12,081.02	37.2%
Total 6023 · Consulting Services	56,081.02	42,500.00	13,581.02	32.0%
6026 · Insurance				
6026.1 · Commercial - Liability	0.00	-1,067.88	1,067.88	100.0%
6026.2 · Workers Compensation	1,709.33	1,909.80	-200.47	-10.5%
Total 6026 · Insurance	1,709.33	841.92	867.41	103.0%
6030 · Furnishings	0.00	0.00	0.00	0.0%
6033 · Office Supplies	3,343.97	3,499.93	-155.96	-4.5%
6035 · Postage	2,890.61	8,072.80	-5,182.19	-64.2%

Lodi Winegrape Commission
 Profit & Loss FY to Date w/ Prev Year Comparison
 July through November 2021

	Jul - Nov ...	Jul - Nov ...	\$ Change	% Change
6040 · Rent	31,938.81	31,312.60	626.21	2.0%
6041 · Offsite Storage	2,425.00	2,233.00	192.00	8.6%
6054 · Personal Property Tax	991.42	1,074.47	-83.05	-7.7%
6056 · Telephone	2,078.57	1,343.18	735.39	54.8%
6058 · Utilities	4,020.80	4,046.99	-26.19	-0.7%
6060 · Website - Internet	5,431.87	7,985.62	-2,553.75	-32.0%
6070 · Maintenance				
6070.1 · Computer	0.00	9,673.25	-9,673.25	-100.0%
6070.2 · Cleaning	2,354.95	2,262.00	92.95	4.1%
6070.3 · Directional Signage	0.00	2,903.82	-2,903.82	-100.0%
6070.4 · Copier Lease	3,559.72	1,558.80	2,000.92	128.4%
6070.6 · Office Maintenance	125.00	649.00	-524.00	-80.7%
Total 6070 · Maintenance	6,039.67	17,046.87	-11,007.20	-64.6%
6076 · Employee Mileage	1,642.04	303.33	1,338.71	441.3%
6080 · Travel Expenses	1,203.09	0.00	1,203.09	100.0%
6090 · Bank Charges	6.44	16.14	-9.70	-60.1%
6098 · Supplies	63.07	393.36	-330.29	-84.0%
6099 · CDFA Charges	8,495.74	8,430.82	64.92	0.8%
6100 · Graphic Design	9,310.00	81,753.09	-72,443.09	-88.6%
6110 · Advertising	39,963.00	122,029.18	-82,066.18	-67.3%
6120 · Printing and Materials	50,221.24	13,795.31	36,425.93	264.1%
6130 · Public Relations	30,575.18	21,351.89	9,223.29	43.2%
6132 · Lodi Wine Blog	33,000.00	33,000.00	0.00	0.0%
6140 · Promotional Sponsorships	11,000.00	5,000.00	6,000.00	120.0%
6155 · Grape Marketing Events	0.00	0.00	0.00	0.0%
6160 · Trade Show & Conference Fees	181.00	0.00	181.00	100.0%
6170 · Wine Purchase	1,836.17	994.04	842.13	84.7%
6210 · Newsletters and Publications	90.03	4,802.57	-4,712.54	-98.1%
6220 · Grower Meetings & Seminars	13,459.67	2,171.80	11,287.87	519.8%
6221 · LWC Meeting Expenses	3,689.84	226.27	3,463.57	1,530.7%
6245 · Contributions				
6245.1 · Visitor Center	31,250.00	31,250.00	0.00	0.0%
Total 6245 · Contributions	31,250.00	31,250.00	0.00	0.0%
6250 · Dues	1,539.00	909.00	630.00	69.3%
6255 · Subscriptions	1,788.69	1,493.80	294.89	19.7%
6266 · Weather Stations	17,774.00	6,970.00	10,804.00	155.0%
6270 · Staff Education	89.00	295.00	-206.00	-69.8%
6330 · Winegrape Research	842.60	4,163.98	-3,321.38	-79.8%
6560 · Payroll Expenses	281.75	209.25	72.50	34.7%
8000 · VC - Manager Salary	25,175.00	27,380.40	-2,205.40	-8.1%
8001 · VC Support Staff Salary	35,775.00	10,891.80	24,883.20	228.5%
8003 · VC - Administrative salary	5,868.35	5,868.35	0.00	0.0%

Lodi Winegrape Commission
 Profit & Loss FY to Date w/ Prev Year Comparison
 July through November 2021

	<u>Jul - Nov ...</u>	<u>Jul - Nov ...</u>	<u>\$ Change</u>	<u>% Change</u>
8010 · VC - Employee Benefits				
8010.1 · Medical	5,876.54	4,400.22	1,476.32	33.6%
8010.2 · Retirement	7,817.79	5,164.44	2,653.35	51.4%
Total 8010 · VC - Employee Benefits	13,694.33	9,564.66	4,129.67	43.2%
8015 · VC - Payroll Taxes	1,970.65	783.58	1,187.07	151.5%
8040 · VC - Rent	20,419.89	20,019.50	400.39	2.0%
9011 · Late Penalty Fees	0.00	0.00	0.00	0.0%
Total Expense	736,075.10	800,397.95	-64,322.85	-8.0%
Net Ordinary Income	45,780.99	-140,256.95	186,037.94	132.6%
Other Income/Expense				
Other Expense				
9010 · Interest Expense	0.00	57.01	-57.01	-100.0%
Total Other Expense	0.00	57.01	-57.01	-100.0%
Net Other Income	0.00	-57.01	57.01	100.0%
Net Income	<u>45,780.99</u>	<u>-140,313.96</u>	<u>186,094.95</u>	<u>132.6%</u>

LODI WINEGRAPE COMMISSION
2021-2022 BUDGET
AS OF NOVEMBER 30, 2021

<u>ACCOUNT CODE</u>	<u>REVENUES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>REVENUE TO DATE</u>	<u>%</u>
4120	Assessments	\$1,716,269.00	\$601,659.38	35.06%
4160	Winery Contributions	\$85,000.00	\$67,875.00	79.85%
4162	Event Revenue	\$100,000.00	\$1,300.00	1.30%
4122	LODI RULES Licensing Fees	\$58,000.00	\$0.00	0.00%
4131	Grant Income	\$54,000.00	\$4,089.13	7.57%
4130	Interest	\$1,000.00	\$173.21	17.32%
4150	Other Income (Sponsorship)	\$10,000.00	\$3,856.15	38.56%
	Subtotal Commission Revenue	\$2,024,269.00	\$678,952.87	33.54%
	Revenue (CWEF-Visitor Center)			
4145	Administrative Agreement	\$207,395.88	\$82,483.33	39.77%
4148	Rent	\$49,007.74	\$20,419.89	41.67%
	Other	\$0.00	\$0.00	#DIV/0!
	Subtotal CWEF Revenue	\$256,403.62	\$102,903.22	40.13%
	Total Revenue	\$2,280,672.62	\$781,856.09	34.28%
<u>ACCOUNT CODE</u>	<u>EXPENDITURES (LWC)</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	Grower Marketing	\$768,350.00	\$208,448.96	27.13%
	Winery Marketing	\$74,750.00	\$19,078.69	25.52%
	Research, Education & Communication	\$155,050.00	\$45,284.97	29.21%
	LODI RULES	\$50,900.00	\$6,658.44	13.08%
	Admin & Personnel	\$921,828.00	\$322,450.82	34.98%
	Visitor Center Sponsorship	\$75,000.00	\$31,250.00	41.67%
	Subtotal Commission Expenditures	\$2,045,878.00	\$633,171.88	30.95%
	CWEF Expenditures			
	Visitor Center	\$256,403.62	\$102,903.22	40.13%
	Subtotal CWEF Expenditures	\$256,403.62	\$102,903.22	40.13%
	Total Expenditures	\$2,302,281.62	\$736,075.10	31.97%
	Excess of Revenues Over (Under) Expenditures	-\$21,609.00	\$45,780.99	

LODI WINEGRAPE COMMISSION
GROWER MARKETING
2021-2022 BUDGET
AS OF NOVEMBER 30, 2021

DEPARTMENT: GROWER MARKETING

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Industry, Trade & Consumer Promotion</u>			
6100	Graphic Design (Advertising Design)	\$75,000.00	\$3,945.00	5.26%
6110	Advertising (Paid Media)	\$350,000.00	\$39,963.00	11.42%
6120	Printing & Materials	\$30,000.00	\$42,466.13	141.55%
	Industry, Trade & Consumer Promotion Expenditures	\$455,000.00	\$86,374.13	18.98%
	<u>Promotional Events & Activities</u>			
6023.2	Export Promotion	\$32,500.00	\$10,000.00	30.77%
6140	Promotional Sponsorship	\$11,000.00	\$11,000.00	100.00%
6150	Community Sponsorship	\$6,000.00	\$0.00	0.00%
6160	Trade Shows	\$1,600.00	\$181.00	11.31%
	Promotional Events & Activities Expenditures	\$51,100.00	\$21,181.00	41.45%
	<u>Public Relations</u>			
6023	Consulting Services (Agency)	\$78,000.00	\$32,500.00	41.67%
6098	Supplies	\$3,000.00	-\$44.63	-1.49%
6130	Public Relations Activities	\$75,000.00	\$29,435.90	39.25%
6132	Lodi Wine Blog	\$72,000.00	\$33,000.00	45.83%
6170	Wine Purchases	\$1,500.00	\$1,046.43	69.76%
	Public Relations Expenditures	\$229,500.00	\$95,937.70	41.80%
	<u>Activities Support</u>			
6033	Office Supplies	\$1,000.00	\$50.49	5.05%
6035	Postage/Shipping	\$15,000.00	\$386.90	2.58%
6060	Website - Internet	\$12,000.00	\$4,339.87	36.17%
6076 & 6080	Travel	\$7,500.00	\$178.87	2.38%
6221	LWC Meeting Expenses	\$750.00	\$0.00	0.00%
	Activities Support Expenditures	\$36,250.00	\$4,956.13	13.67%
	Total Expenditures	\$771,850.00	\$208,448.96	27.01%

LODI WINEGRAPE COMMISSION
WINERY MARKETING
2021-2022 BUDGET
AS OF NOVEMBER 30, 2021

DEPARTMENT: WINERY MARKETING

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Consumer Promotion</u>			
6070.3	Maintenance Directional Signs	\$2,500.00		0.00%
6100 & 6120	Wine Trail Maps	\$10,000.00	\$350.00	3.50%
6100	Graphic Design (Advertising Design)	\$15,000.00	\$2,750.00	18.33%
6110	Advertising	\$13,000.00		0.00%
6120	Printing & Materials	\$7,500.00	\$165.18	2.20%
6130	Public Relations	\$1,000.00		0.00%
	Consumer Promotion Expenditures	\$49,000.00	\$3,265.18	6.66%
	<u>Events (Roadshows)</u>			
6140	Promotional Sponsorship	\$0.00		#DIV/0!
6070.2 & 6098	Supplies & Maintenance	\$5,000.00		0.00%
6076 & 6080	Travel	\$500.00		0.00%
	Events Expenditures	\$5,500.00	\$0.00	0.00%
	<u>Activities Support</u>			
6023	Consulting Services (Strategic Plan)	\$15,000.00	\$13,581.02	90.54%
6221	Meeting Expenses	\$2,500.00	\$2,137.42	85.50%
6033	Office Supplies	\$500.00		0.00%
6090	Merchant/Bank Fees	\$500.00	\$6.44	1.29%
6035	Postage	\$1,500.00	\$88.63	5.91%
6060	Website - Internet	\$250.00		0.00%
	Activities Support Expenditures	\$20,250.00	\$15,813.51	78.09%
	Total Expenditures	\$74,750.00	\$19,078.69	25.52%

LODI WINEGRAPE COMMISSION
RESEARCH EDUCATION & COMMUNICAT
2021-2022 BUDGET
AS OF NOVEMBER 30, 2021

DEPARTMENT: RESEARCH, EDUCATION & COMMUNICATION

ACCOUNT CODE	CATEGORIES	FY 2021 - 2022 BUDGET	EXPENDITURES TO DATE	%
	<u>Outreach & Education</u>			
6033 & 6098	Supplies	\$2,000.00	\$92.75	4.64%
6070.2	Maintenance - Cleaning	\$400.00	\$104.95	26.24%
6076 & 6080	Travel	\$10,000.00	\$2,190.47	21.90%
6130	Public Relations	\$1,000.00	\$859.99	86.00%
6160	Trade Show & Conference Fees	\$2,200.00		0.00%
6200 & 6270	Staff Education & Reference Materials	\$700.00	\$89.00	12.71%
6170 & 6220	Grower Meetings & Socials	\$16,000.00	\$12,434.45	77.72%
6221	LWC Meeting Expenses	\$1,200.00	\$586.12	48.84%
6250	Membership/Dues	\$3,000.00	\$1,419.00	47.30%
6255	Subscriptions	\$1,650.00	\$1,788.69	108.41%
6266	Weather Services	\$30,000.00	\$17,774.00	59.25%
6310	Retired San Joaquin Farm Advisor	\$2,000.00		0.00%
	Outreach & Education Expenditures	\$54,550.00	\$37,339.42	68.45%
	<u>Communications</u>			
6035	Postage	\$10,000.00	\$1,559.09	15.59%
6060	Website/Internet	\$5,000.00		0.00%
6070.5	Demo Vineyard	\$10,000.00		0.00%
6100	Graphic Design	\$8,000.00	\$2,195.00	27.44%
6120	Printing & Materials	\$2,500.00	\$3,258.83	130.35%
6210	Publications	\$30,000.00	\$90.03	0.30%
	Communications Expenditures	\$65,500.00	\$7,102.95	10.84%
	<u>Research</u>			
6320	AVF Contributions	\$10,000.00		0.00%
6320	NGRA Contributions	\$10,000.00		0.00%
6330	Winegrape Research	\$15,000.00	\$842.60	5.62%
	Research Expenditures	\$35,000.00	\$842.60	2.41%
	Total REC Expenditures	\$155,050.00	\$45,284.97	29.21%

RESEARCH, EDUCATION, COMMUNICATION

LODI WINEGRAPE COMMISSION
LODI RULES
2021-2022 BUDGET
AS OF NOVEMBER 30, 2021

DEPARTMENT: LODI RULES

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Communications, Marketing & Promotions</u>			
6060	Website/Internet	\$1,000.00		0.00%
6100	Graphic Design	\$3,000.00	\$70.00	2.33%
6120	Printing & Materials	\$7,000.00	\$3,174.87	45.36%
6130 & 6170	Public Relations	\$8,000.00	\$897.14	11.21%
6160	Trade Shows/Conferences	\$500.00		0.00%
6210	Publications (Newsletters & Videos)	\$8,000.00		0.00%
6220	Grower Meetings & Seminars	\$9,000.00	\$1,197.11	13.30%
	Communications, Marketing & Promotions Expenditures	<u>\$36,500.00</u>	<u>\$5,339.12</u>	<u>14.63%</u>
	<u>Program Improvements</u>			
6023	Consulting Services	\$6,000.00		0.00%
	PRT License Fees	\$1,000.00		0.00%
6200	Reference Materials	\$200.00		0.00%
	Program Improvements Expenditures	<u>\$7,200.00</u>	<u>\$0.00</u>	<u>0.00%</u>
	<u>Activities Support</u>			
6022	Legal Fees	\$1,200.00		0.00%
6033 & 6098	Supplies	\$300.00	\$65.89	21.96%
6035	Postage/Shipping	\$700.00	\$134.30	19.19%
6076 & 6080	Travel	\$4,000.00	\$475.79	11.89%
6221	LWC Meeting Expenses	\$1,000.00	\$643.34	64.33%
	Activities Support Expenditures	<u>\$7,200.00</u>	<u>\$1,319.32</u>	<u>18.32%</u>
	Total Expenditures	<u>\$50,900.00</u>	<u>\$6,658.44</u>	<u>13.08%</u>

LODI WINEGRAPE COMMISSION
ADMINISTRATION
2021-2022 BUDGET
AS OF NOVEMBER 30, 2021

DEPARTMENT: ADMINISTRATION

ACCOUNT CODE	CATEGORIES	FY 2021 - 2022 BUDGET	EXPENDITURES TO DATE	%
	<u>Personnel</u>			
6000	Salaries/Wages	\$558,090.00	\$207,567.35	37.19%
6010 & 6015	Retirement, Payroll Taxes, & Benefits	\$135,602.00	\$49,165.45	36.26%
	Personnel Expenditures	\$693,692.00	\$256,732.80	37.01%
	<u>Office Expenses</u>			
6026	Insurance	\$14,000.00	\$1,709.33	12.21%
6033	Office Supplies	\$11,000.00	\$3,242.54	29.48%
6035	Postage	\$1,500.00	\$721.69	48.11%
6040	Rent	\$76,984.00	\$31,938.81	41.49%
6041	Offsite Storage	\$5,494.00	\$2,425.00	44.14%
6054	Property Tax	\$1,200.00	\$991.42	82.62%
6056 & 6058	Utilities & Telephone	\$13,000.00	\$6,099.37	46.92%
6070.2 & 6070.6	Office Maintenance	\$7,000.00	\$2,375.00	33.93%
090 & 6560 & 9010	Payroll & Bank Fees	\$1,000.00	\$281.75	28.18%
6120	Printing & Supplies	\$1,000.00	\$1,156.23	115.62%
	Office Expenditures	\$132,178.00	\$50,941.14	38.54%
	<u>Professional Fees</u>			
6022	Legal Counsel	\$7,500.00	\$1,186.46	15.82%
6024	CPA (Fiscal & Compliance Audits)	\$21,000.00		0.00%
6099	CDFA Charges	\$37,000.00	\$8,495.74	22.96%
	Professional Fees Expenditures	\$65,500.00	\$9,682.20	14.78%
	<u>Information Technology</u>			
6060	Software Licenses	\$2,000.00	\$1,092.00	54.60%
6070.1	IT Services	\$23,216.00		0.00%
6070.4	Copier/Lease	\$3,742.00	\$3,559.72	95.13%
	Information Technology Expenditures	\$28,958.00	\$4,651.72	16.06%
	<u>Other Admin Expenses</u>			
6075	Vehicles	\$0.00		#DIV/0!
6076 & 6080	Travel (Mileage & Travel)	\$250.00		0.00%
6221	LWC Meeting Expenses	\$1,000.00	\$322.96	32.30%
6250	Dues	\$250.00	\$120.00	48.00%
	Other Admin Expenditures	\$1,500.00	\$442.96	29.53%
	Total Expenditures	\$921,828.00	\$322,450.82	34.98%

LODI WINEGRAPE COMMISSION
CWEF
2021-2022 BUDGET
AS OF NOVEMBER 30, 2021

DEPARTMENT: CALIFORNIA WINE EDUCATION FOUNDATION/VISITOR CENTER

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Personnel</u>			
8000 & 8003	Salaries/Wages	\$168,080.00	\$66,818.35	39.75%
8010 & 8015	Retirement, Payroll Taxes, & Benefits	\$39,315.88	\$15,664.98	39.84%
	Personnel Expenditures	\$207,395.88	\$82,483.33	39.77%
	<u>Office Expenses</u>			
8040	Rent	\$49,007.74	\$20,419.89	41.67%
	Office Expenditures	\$49,007.74	\$20,419.89	41.67%
	Total Visitor Center Expenditures	\$256,403.62	\$102,903.22	40.13%