



**Finance Committee Meeting Minutes  
April 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 12:09 PM.
2. Roll was called. In attendance were Chair Sywassink, Matt Lauchland, Diego Olagaray, Tom Murphy, and Gary Daniel. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 2/15/22 were approved (Exhibit A). Olagaray/Murphy- Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the February 2022 financials (Exhibit B). amount is becoming available every 3 months. Committee wants to explore this more.
6. Year-to-Date Budget Review – the committee reviewed the budget through February 2022 (Exhibit C). Motion to accept the February 2022 financial statements and budget report through February 2022. Olagaray/Murphy- Carried
7. The committee reviewed a spreadsheet (Exhibit D) detailing cash-on-hand for the past 5 years. The committee discussed reserve needs for the Commission moving forward. The committee also discussed current CD rates as given by F&M Bank and determined that the rates were so low at this point, it didn't make sense to tie up money.
8. CWEF/LWC Financial Agreement Review – No report.
9. Agenda Items for Future Meetings – None
10. Next meeting was set for May 20, 2022.
11. Public Comment on Items not appearing on the agenda – The committee discussed the April 12<sup>th</sup> frost event and impacts on Lodi vineyards. The Commission is working on putting together a frost field day next week discuss options for managing frosted vineyards.
12. The meeting was adjourned at 1:48PM.

Respectfully submitted,

Stuart Spencer  
On behalf of Brandon Sywassink  
Treasurer



**Finance Committee Meeting Minutes  
February 15, 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 12:00 PM.
2. Roll was called. In attendance were Chair Sywassink, Matt Lauchland, Diego Olagaray, Tom Murphy, and Gary Daniel. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 1/14/22 were approved (Exhibit A). Olagaray/Sywassink - Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the December 2021 and January 2022 financials (Exhibit B). The committee discussed options for an interest bearing accounts for reserve funds. Potential to set aside a series of CD's so that a set amount is becoming available every 3 months. Committee wants to explore this more.
6. Year-to-Date Budget Review – the committee reviewed the budget through February 2022 (Exhibit C). Motion to accept the December 2021 and January 2022 financial statements and budget report through February 2022. Daniel/Murphy – Carried.
7. CWEF/LWC Financial Agreement Review – No report.
8. Agenda Items for Future Meetings – would like to look at a cash flow projection/history to determine what could safely be allocated to an interest-bearing reserve account (CD's). Would also would like to explore interest bearing options for reserve funds
9. Next meeting was set for March 15, 2022.
10. Public Comment on Items not appearing on the agenda - None
11. The meeting was adjourned at 2:07PM.

Respectfully submitted,

Stuart Spencer  
On behalf of Brandon Sywassink  
Treasurer

4:44 PM  
03/27/22

Lodi Winegrape Commission  
Statement of Cash Flows  
February 2022

---

	<u>Feb 22</u>
OPERATING ACTIVITIES	
Net Income	45,872.81
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	-13,306.95
1175 · CWF Reimb Expenses	2.00
1191 · Prepaid Postage	-474.60
2000 · Accounts Payable	8,207.75
2007 · Costco Visa Business Card-Citi	-6,746.42
2160 · SUI / ETT Payable	750.52
	<u>34,305.11</u>
Net cash provided by Operating Activities	34,305.11
Net cash increase for period	34,305.11
Cash at beginning of period	<u>2,056,363.41</u>
Cash at end of period	<u><u>2,090,668.52</u></u>

4:35 PM

03/27/22

Accrual Basis

Lodi Winegrape Commission  
Cash/Check Disbursement  
February 2022

Type	Date	Num	Name	Memo	Amount	Balance
Feb 22						
Bill Pmt -Check	02/01/22	43454	Lodi Wine & Visitor Center...	Promo Svc Agrm...	-6,250.00	-6,250.00
Bill Pmt -Check	02/01/22	43455	Wine & Roses, LLC ( Rent)	Lease   February 2...	-10,471.74	-16,721.74
Bill Pmt -Check	02/01/22	43456	Calhoun & Company Com...	February 2022 Ser...	-6,500.00	-23,221.74
Bill Pmt -Check	02/02/22	43457	Calhoun & Company Com...	Public Relations E...	-1,299.91	-24,521.65
Bill Pmt -Check	02/02/22	43458	Capital Public Radio, Inc.	Contract #203380	-4,800.00	-29,321.65
Bill Pmt -Check	02/02/22	43459	CLIC, LLC dba Andresen	Business cards rep...	-372.92	-29,694.57
Bill Pmt -Check	02/02/22	43460	Odell Maintenance and Rep...		-125.00	-29,819.57
Bill Pmt -Check	02/02/22	43461	Rampant Creative (Erin Die...	Signage & Brochu...	-543.75	-30,363.32
Bill Pmt -Check	02/02/22	43462	CDFa Cashier - Marketing ...	FA600	-6,587.65	-36,950.97
Bill Pmt -Check	02/08/22	43463	American Vineyard Founda...	Lodi-relevant vitic...	-10,000.00	-46,950.97
Bill Pmt -Check	02/08/22	43464	Bolton, Stephanie		-261.18	-47,212.15
Bill Pmt -Check	02/08/22	43465	Kahn, Soares & Conway, L...	Client Number: 5...	-284.37	-47,496.52
Bill Pmt -Check	02/08/22	43466	Lodi Wine & Visitor Center...	Attending Media ...	-103.60	-47,600.12
Bill Pmt -Check	02/08/22	43467	The Parks Group (dba)	Account #133	-2,208.38	-49,808.50
Bill Pmt -Check	02/08/22	43468	Wine & Roses, LLC (Charg...	Allissa Fitzgerald ...	-524.00	-50,332.50
Bill Pmt -Check	02/08/22	43469	Wine & Roses, LLC (Utiliti...	Jan 2022   Utilitie...	-946.89	-51,279.39
Bill Pmt -Check	02/08/22	43470	Wine Communications Gro...	Digital & Print Ad...	-7,263.00	-58,542.39
Bill Pmt -Check	02/08/22	43471	The Honey Agency, Inc.	Brand Updates & ...	-5,500.00	-64,042.39
Bill Pmt -Check	02/08/22	43472	Comcast	Account #8155 60...	-156.40	-64,198.79
Bill Pmt -Check	02/08/22	43473	CocoTutti Chocolates		-7,384.00	-71,582.79
Bill Pmt -Check	02/08/22	43474	Western Weather Group	Quote No. 7157C-1	-1,450.00	-73,032.79
Bill Pmt -Check	02/09/22	43475	CoPower  Broker-VSP Vol...	CoPower ID: 905...	-72.69	-73,105.48
Bill Pmt -Check	02/09/22	43476	Crippen, Katie	https://www.expe...	-51.51	-73,156.99
Bill Pmt -Check	02/09/22	43477	Heitman, Jenny	https://www.expe...	-240.98	-73,397.97
Bill Pmt -Check	02/09/22	43478	Oakwood Strategies, LLC (...)	January 2022 Reta...	-2,500.00	-75,897.97
Bill Pmt -Check	02/09/22	43479	SecurCare Self Storage (Pr...	Unit No's: A022 ...	-489.00	-76,386.97
Bill Pmt -Check	02/14/22	43482	Caparoso, Randy		-3,037.17	-79,424.14
Bill Pmt -Check	02/14/22	43483	Citi Cards	Account ending in...	-15,954.20	-95,378.34
Bill Pmt -Check	02/14/22	43484	City of Lodi	Electric Service fr...	-304.43	-95,682.77
Bill Pmt -Check	02/14/22	43485	Lodi Wine & Visitor Center...	Adobe for Teams	-166.91	-95,849.68
Bill Pmt -Check	02/14/22	43486	Wine Enthusiast Magazine(...)	Print Ad   March ...	-15,000.00	-110,849.68
Bill Pmt -Check	02/14/22	43487	Spencer, Stuart		-167.71	-111,017.39
Bill Pmt -Check	02/14/22	43488	Lodi News-Sentinel (Centra...	Account #031003...	-156.00	-111,173.39
Bill Pmt -Check	02/14/22	43489	PG&E	7807859329-6	-770.07	-111,943.46
Bill Pmt -Check	02/14/22	43490	U.S. Bank Equipment Fina...	Customer Credit ...	-871.82	-112,815.28
Bill Pmt -Check	02/15/22	43491	Blue Shield of California	W00578511000	-7,207.97	-120,023.25
Bill Pmt -Check	02/15/22	43492	Bon Appetit	Finance Committe...	-107.09	-120,130.34
Bill Pmt -Check	02/15/22	43493	NAC Technology Group, I...	Platinum Service ...	-838.00	-120,968.34
Bill Pmt -Check	02/15/22	43494	CCT Telecomm	Acct #2019051021	-271.31	-121,239.65
Bill Pmt -Check	02/15/22	43495	Employers Compensation I...	FN 0330363 14 1...	-506.81	-121,746.46
Bill Pmt -Check	02/15/22	43496	Good Mills Family Winery.	Host 8 Guests   Fr...	-200.00	-121,946.46
Bill Pmt -Check	02/15/22	43497	Heritage Oak Winery.	Host 12 Guests   F...	-300.00	-122,246.46
Bill Pmt -Check	02/15/22	43498	Ironstone Vineyards.	Host 11 Guests   F...	-275.00	-122,521.46
Bill Pmt -Check	02/15/22	43499	McCay Cellars.	Host 12 Guests   F...	-300.00	-122,821.46
Bill Pmt -Check	02/15/22	43500	Oak Farm Vineyards, LLC	Host 48 Guests   F...	-1,200.00	-124,021.46
Bill Pmt -Check	02/15/22	43501	Spencer Winery.	Host 11 Guests   F...	-275.00	-124,296.46
Bill Pmt -Check	02/15/22	43502	St. Amant Winery	Host 25 Guest   Fr...	-625.00	-124,921.46
Bill Pmt -Check	02/15/22	43503	The Dancing Fox Winery ...	Host 22 Guests   F...	-550.00	-125,471.46
Bill Pmt -Check	02/15/22	43504	Viaggio, Inc dba Viaggio E...	Host 16 Guests   F...	-400.00	-125,871.46

4:35 PM  
03/27/22  
Accrual Basis

Lodi Winegrape Commission  
Cash/Check Disbursement  
February 2022

Type	Date	Num	Name	Memo	Amount	Balance
Bill Pmt -Check	02/17/22	43505	The Parks Group (dba)	Account #133	-500.00	-126,371.46
Bill Pmt -Check	02/17/22	43506	Wine Enthusiast Magazine(...	Winemag.com   N...	-39,000.00	-165,371.46
Feb 22					<u>-165,371.46</u>	<u>-165,371.46</u>

4:38 PM  
03/27/22

Lodi Winegrape Commission  
CitiCard Visa - Credit Card Transactions

Accrual Basis

As of February 28, 2022

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							10,890.57
Credit Card Charge	02/01/22	87365638NR	Credit Card Misc.	Expensify, Inc. - Monthly charges - ...		144.00	11,034.57
Credit Card Charge	02/02/22	88311036NR	Credit Card Misc.	Simpliv Learning - Excel Pivot Tabl...		199.00	11,233.57
Credit Card Credit	02/02/22	6044529	Wine Direct (Vin6...	Wine Direct   December 2021	2.00		11,231.57
Credit Card Charge	02/02/22	88387858NR	Credit Card Misc.	Napa Valley College - soil course - h...		173.00	11,404.57
Credit Card Charge	02/03/22	88705534NR	Credit Card Misc.	Mailchimp - RECURRING: Monthl...		259.00	11,663.57
Credit Card Charge	02/03/22	88763412NR	Credit Card Misc.	SurveyMonkey - RECURRING ann...		384.00	12,047.57
Credit Card Charge	02/05/22	88820806NR	Credit Card Misc.	Wine & Roses - Staff Lunch Wine &...		46.55	12,094.12
Credit Card Charge	02/08/22	88820570NR	Credit Card Misc.	GoDaddy - LodiGrowers.com Doma...		3,618.81	15,712.93
Credit Card Charge	02/08/22	88854113NR	Amazon.com	Amazon.com - Office supplies for th...		121.87	15,834.80
Credit Card Charge	02/08/22	89751921NR	Credit Card Misc.	La Quinta - Cal Poly Presentation - h...		150.99	15,985.79
Credit Card Charge	02/08/22	90504385NR	Credit Card Misc.	Wine & Roses - committee meeting -...		17.86	16,003.65
Credit Card Charge	02/09/22	6048168	Wine Direct (Vin6...	Wine Direct   February 2022		555.00	16,558.65
Bill	02/09/22	February 2022	Citi Cards		15,954.20		604.45
Credit Card Charge	02/09/22	88854113NR	Amazon.com	Amazon.com - Office supplies for th...		30.90	635.35
Credit Card Charge	02/09/22	88852659NR	Amazon.com	Amazon.com - Office supplies for th...		113.04	748.39
Credit Card Charge	02/09/22	88861505NR	Credit Card Misc.	Canva - Canva subscription - https://...		119.40	867.79
Credit Card Charge	02/10/22	89547973NR	Amazon.com	Amazon.com - Office supplies for st...		7.53	875.32
Credit Card Charge	02/12/22	YSI23923409	Hightail	Pro Plus - Stuart - Monthly Online St...		14.99	890.31
Credit Card Charge	02/13/22	Feb 2022	Quickbooks Time	Time Tracking		108.00	998.31
Credit Card Charge	02/14/22	88979880NR	Credit Card Misc.	Intuit QuickBooks - QuickBooks Plu...		549.99	1,548.30
Credit Card Charge	02/14/22	90319069NR	Credit Card Misc.	No Issue - Custom Lodi Wine-brand...		418.50	1,966.80
Credit Card Charge	02/15/22	90504385NR	Credit Card Misc.	Starbucks - travel - https://www.exp...		5.35	1,972.15
Credit Card Charge	02/16/22	90504385NR	Walgreens	Walgreens - posters - https://www.ex...		97.39	2,069.54
Credit Card Charge	02/17/22	90504385NR	Credit Card Misc.	American Society for Enology and V...		50.00	2,119.54
Credit Card Charge	02/17/22	90504385NR	Promodealer, LLC	PromoDealer - flash drives - https://...		1,245.00	3,364.54
Credit Card Charge	02/19/22	90319069NR	Credit Card Misc.	Exclaimer.com - RECURRING: Mo...		13.59	3,378.13
Credit Card Charge	02/22/22	89547973NR	Amazon.com	Amazon.com - office supplies - https...		86.00	3,464.13
Credit Card Charge	02/22/22	90398611NR	Credit Card Misc.	GoDaddy - Domain Renewal LodiR...		230.04	3,694.17
Credit Card Charge	02/22/22	90398611NR	Credit Card Misc.	SF Chronicle - Digital Subscription -...		15.96	3,710.13
Credit Card Charge	02/24/22	89744010NR	Credit Card Misc.	GoTo - GoTo webinar subscription f...		109.00	3,819.13
Credit Card Charge	02/24/22	90398611NR	Credit Card Misc.	Laz Parking - Parking - no receipt - h...		2.00	3,821.13
Credit Card Charge	02/25/22	90319069NR	Credit Card Misc.	Jotform Inc - RECURRING annual s...		190.00	4,011.13
Credit Card Charge	02/25/22	90504385NR	Credit Card Misc.	Wine & Roses - lunch meeting - http...		78.03	4,089.16
Credit Card Charge	02/27/22	90398611NR	Credit Card Misc.	Zoom - Standard Pro & Webinar 500...		54.99	4,144.15
Total 2007 · Costco Visa Business Card-Citi					15,956.20	9,209.78	4,144.15
TOTAL					15,956.20	9,209.78	4,144.15

Lodi Winegrape Commission

3/27/22 4:55 PM

Register: 1025 · Public Funds - Special Project

From 01/01/22 through 02/28/22

Sorted by: Date, Type, Number/Ref

<u>Date</u>	<u>Number</u>	<u>Payee</u>	<u>Account</u>	<u>Memo</u>	<u>Payment</u>	<u>C</u>	<u>Deposit</u>	<u>Balance</u>
01/31/22			4130 · Interest Income	Interest	X		4.18	61,508.51
02/28/22			4130 · Interest Income	Interest	X		3.78	61,512.29

3:27 PM  
03/27/22

Lodi Winegrape Commission  
A/P Aging Summary  
As of February 28, 2022

---

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>&gt; 60</u>	<u>TOTAL</u>
Baba, Christina	0.00	347.50	0.00	0.00	347.50
Bolton, Stephanie	0.00	122.10	0.00	0.00	122.10
Calhoun & Company Communications, LLC	1,019.44	0.00	0.00	0.00	1,019.44
Caparoso, Randy	0.00	3,000.00	0.00	0.00	3,000.00
CCT Telecomm	350.00	0.00	0.00	0.00	350.00
Christina Best Photography	0.00	1,125.00	0.00	0.00	1,125.00
England, Jill S. - Attorney at Law	300.00	0.00	0.00	0.00	300.00
Goff Photography	0.00	600.00	0.00	0.00	600.00
Goode, Gabriella	47.61	0.00	0.00	0.00	47.61
Kahn, Soares & Conway, LLP	38.76	0.00	0.00	0.00	38.76
Lodi Wine & Visitor Center(vendor)	8,463.09	0.00	0.00	0.00	8,463.09
Oakwood Strategies, LLC (Camron King d...	2,500.00	0.00	0.00	0.00	2,500.00
Office Depot	250.81	0.00	0.00	0.00	250.81
Pitney Bowes-Louisville	0.00	0.00	0.00	-3.89	-3.89
Spencer, Stuart	40.96	0.00	0.00	0.00	40.96
The Parks Group (dba)	2,095.62	0.00	0.00	0.00	2,095.62
Wine & Roses, LLC (Charges)	0.00	1,982.40	0.00	0.00	1,982.40
Wine & Roses, LLC (Utilities)	937.36	0.00	0.00	0.00	937.36
Wine Communications Group, Inc.	3,250.00	0.00	0.00	0.00	3,250.00
TOTAL	<u>19293.65</u>	<u>7,177.00</u>	<u>0.00</u>	<u>-3.89</u>	<u>26466.76</u>



3:30 PM  
03/27/22

Lodi Winegrape Commission  
A/R Aging Summary  
As of February 28, 2022

---

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>&gt; 60</u>	<u>TOTAL</u>
Lodi Wine & Visitor Cen...	16734.90	15335.16	21616.03	17188.56	70874.65
Lone Grape Winery	0.00	0.00	125.00	0.00	125.00
TOTAL	<u>16734.90</u>	<u>15335.16</u>	<u>21741.03</u>	<u>17188.56</u>	<u>70999.65</u>

Lodi Winegrape Commission  
Balance Sheet  
As of February 28, 2022

	<u>Feb 28, 22</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,501.25
1022 · LWC General Checking	1,599,109.30
1025 · Public Funds - Special Project	61,512.29
1026 · Public Funds - Reserve Funds	414,045.68
1080 · Petty Cash	500.00
Total Checking/Savings	<u>2,090,668.52</u>
Accounts Receivable	
1120 · Accounts Receivable	70,999.65
Total Accounts Receivable	<u>70,999.65</u>
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	200.00
1191 · Prepaid Postage	2,603.55
Total Other Current Assets	<u>54,082.65</u>
Total Current Assets	<u>2,215,750.82</u>
Fixed Assets	
1440 · Fixed Assets	16,212.27
1441 · Property; Plant & Equipment	225,090.66
1445 · Accum Depr	-150,634.78
Total Fixed Assets	<u>90,668.15</u>
<b>TOTAL ASSETS</b>	<u><u>2,306,418.97</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	26,466.76
Total Accounts Payable	<u>26,466.76</u>
Credit Cards	
2007 · Costco Visa Business Card-Citi	4,144.15
Total Credit Cards	<u>4,144.15</u>
Other Current Liabilities	
2075 · Other Payables - PPP	168,116.00
2100 · Payroll Liabilities	53.09
2160 · SUI / ETT Payable	2,785.94

Lodi Winegrape Commission  
Balance Sheet  
As of February 28, 2022

---

	<u>Feb 28, 22</u>
2300 · Accrued Vacation	<u>32,568.77</u>
Total Other Current Liabilities	<u>203,523.80</u>
Total Current Liabilities	<u>234,134.71</u>
Total Liabilities	234,134.71
Equity	
3900 · Retained Earnings	1,227,751.55
Net Income	<u>844,532.71</u>
Total Equity	<u>2,072,284.26</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,306,418.97</u></u>

Lodi Winegrape Commission  
**Profit & Loss Prev Year Comparison**  
 July 2021 through February 2022

	Jul '21 - Feb 22	Jul '20 - Feb 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	1,659,476.07	1,381,473.44	278,002.63	20.1%
4122 · Lodi Rules Certification Income	63,077.06	54,746.40	8,330.66	15.2%
4130 · Interest Income	269.11	532.62	-263.51	-49.5%
4131 · Grant Income	4,089.13	0.00	4,089.13	100.0%
4145 · Admin Fees Income - VC	135,361.67	87,289.96	48,071.71	55.1%
4148 · Rent Income - VC	32,671.83	32,031.20	640.63	2.0%
4150 · Miscellaneous Income	6,533.15	1,178.45	5,354.70	454.4%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	74,625.00	62,875.00	11,750.00	18.7%
Total 4160 · Winery Marketing Income	74,625.00	62,875.00	11,750.00	18.7%
4162 · Event Income	181,750.71	0.00	181,750.71	100.0%
4200 · Special Events Income	0.00	0.00	0.00	0.0%
Total Income	2,157,853.73	1,620,127.07	537,726.66	33.2%
Gross Profit	2,157,853.73	1,620,127.07	537,726.66	33.2%
Expense				
6000 · Program Management - Salaries	333,596.77	343,031.90	-9,435.13	-2.8%
6010 · Employee Benefits				
6010.1 · Medical	35,104.98	31,983.02	3,121.96	9.8%
6010.2 · Retirement	39,187.73	40,134.91	-947.18	-2.4%
6010.3 · Employee Paid Voluntary B...	67.46	248.43	-180.97	-72.9%
Total 6010 · Employee Benefits	74,360.17	72,366.36	1,993.81	2.8%
6015 · Payroll Taxes	6,519.76	7,437.08	-917.32	-12.3%
6022 · Legal Fees	1,931.47	4,195.01	-2,263.54	-54.0%
6023 · Consulting Services				
6023.2 · Export	17,500.00	15,000.00	2,500.00	16.7%
6023.3 · Other	3,000.00	0.00	3,000.00	100.0%
6023.1 · Public Relations	64,081.02	52,000.00	12,081.02	23.2%
Total 6023 · Consulting Services	84,581.02	67,000.00	17,581.02	26.2%
6024 · Accounting Fees	21,600.00	20,547.00	1,053.00	5.1%
6026 · Insurance				
6026.1 · Commercial - Liability	0.00	-1,067.88	1,067.88	100.0%
6026.2 · Workers Compensation	3,229.76	3,630.60	-400.84	-11.0%
Total 6026 · Insurance	3,229.76	2,562.72	667.04	26.0%

Lodi Winegrape Commission  
 Profit & Loss Prev Year Comparison  
 July 2021 through February 2022

	Jul '21 - Feb 22	Jul '20 - Feb 21	\$ Change	% Change
6030 · Furnishings	0.00	0.00	0.00	0.0%
6033 · Office Supplies	6,381.46	6,305.55	75.91	1.2%
6035 · Postage	16,286.28	18,163.58	-1,877.30	-10.3%
6040 · Rent	51,102.09	50,100.16	1,001.93	2.0%
6041 · Offsite Storage	3,892.00	3,640.00	252.00	6.9%
6054 · Personal Property Tax	991.42	1,074.47	-83.05	-7.7%
6056 · Telephone	3,708.27	2,219.83	1,488.44	67.1%
6058 · Utilities	6,523.93	6,555.98	-32.05	-0.5%
6060 · Website - Internet	12,878.40	11,428.87	1,449.53	12.7%
6070 · Maintenance				
6070.1 · Computer	3,224.48	15,477.20	-12,252.72	-79.2%
6070.2 · Cleaning	3,794.95	3,612.00	182.95	5.1%
6070.3 · Directional Signage	0.00	15,055.69	-15,055.69	-100.0%
6070.4 · Copier Lease	5,321.44	2,494.08	2,827.36	113.4%
6070.6 · Office Maintenance	250.00	649.00	-399.00	-61.5%
Total 6070 · Maintenance	12,590.87	37,287.97	-24,697.10	-66.2%
6076 · Employee Mileage	2,456.78	350.00	2,106.78	601.9%
6080 · Travel Expenses	2,695.83	0.00	2,695.83	100.0%
6090 · Bank Charges	6.44	28.63	-22.19	-77.5%
6098 · Supplies	10,914.89	1,047.84	9,867.05	941.7%
6099 · CDFA Charges	17,893.73	24,159.97	-6,266.24	-25.9%
6100 · Graphic Design	28,701.25	104,994.15	-76,292.90	-72.7%
6110 · Advertising	136,039.00	174,417.18	-38,378.18	-22.0%
6120 · Printing and Materials	72,226.14	20,751.99	51,474.15	248.0%
6130 · Public Relations	42,635.55	29,117.30	13,518.25	46.4%
6132 · Lodi Wine Blog	54,000.00	54,000.00	0.00	0.0%
6140 · Promotional Sponsorships	21,000.00	5,000.00	16,000.00	320.0%
6150 · Local Community Sponsorships	5,000.00	36.10	4,963.90	13,750.4%
6155 · Grape Marketing Events	0.00	0.00	0.00	0.0%
6160 · Trade Show & Conference Fees	1,087.58	0.00	1,087.58	100.0%
6170 · Wine Purchase	1,836.17	1,067.10	769.07	72.1%
6200 · Reference Materials	204.21	0.00	204.21	100.0%
6210 · Newsletters and Publications	1,553.95	5,320.70	-3,766.75	-70.8%
6220 · Grower Meetings & Seminars	14,842.79	5,569.19	9,273.60	166.5%
6221 · LWC Meeting Expenses	4,350.00	397.96	3,952.04	993.1%
6245 · Contributions				
6245.1 · Visitor Center	50,000.00	50,000.00	0.00	0.0%
Total 6245 · Contributions	50,000.00	50,000.00	0.00	0.0%

Lodi Winegrape Commission  
Profit & Loss Prev Year Comparison  
July 2021 through February 2022

	Jul '21 - Feb 22	Jul '20 - Feb 21	\$ Change	% Change
6250 · Dues	1,639.00	1,989.00	-350.00	-17.6%
6255 · Subscriptions	2,111.97	1,649.80	462.17	28.0%
6266 · Weather Stations	22,068.00	11,466.50	10,601.50	92.5%
6270 · Staff Education	464.00	295.00	169.00	57.3%
6320 · Research Contributions	10,000.00	10,000.00	0.00	0.0%
6330 · Winegrape Research	842.60	4,163.98	-3,321.38	-79.8%
6560 · Payroll Expenses	344.50	352.25	-7.75	-2.2%
8000 · VC - Manager Salary	40,245.00	43,617.36	-3,372.36	-7.7%
8001 · VC Support Staff Salary	59,762.43	17,645.79	42,116.64	238.7%
8003 · VC - Administrative salary	9,382.36	9,389.36	-7.00	-0.1%
8010 · VC - Employee Benefits				
8010.1 · Medical	9,445.79	6,460.58	2,985.21	46.2%
8010.2 · Retirement	12,803.57	8,266.35	4,537.22	54.9%
Total 8010 · VC - Employee Benefits	22,249.36	14,726.93	7,522.43	51.1%
8015 · VC - Payroll Taxes	3,722.52	1,910.52	1,812.00	94.8%
8040 · VC - Rent	32,671.83	32,031.20	640.63	2.0%
9011 · Late Penalty Fees	199.47	29.99	169.48	565.1%
Total Expense	1,313,321.02	1,279,442.27	33,878.75	2.7%
Net Ordinary Income	844,532.71	340,684.80	503,847.91	147.9%
Other Income/Expense				
Other Expense				
9010 · Interest Expense	0.00	61.42	-61.42	-100.0%
Total Other Expense	0.00	61.42	-61.42	-100.0%
Net Other Income	0.00	-61.42	61.42	100.0%
Net Income	844,532.71	340,623.38	503,909.33	147.9%

LODI WINEGRAPE COMMISSION  
2021-2022 BUDGET  
AS OF FEBRUARY 28, 2022

<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	\$1,655,164.74	96.44%
4160	Winery Contributions	\$85,000.00	\$74,625.00	87.79%
4162	Event Revenue	\$100,000.00	\$181,750.71	181.75%
4122	LODI RULES Licensing Fees	\$58,000.00	\$63,077.06	108.75%
4131	Grant Income	\$54,000.00	\$4,089.13	7.57%
4130	Interest	\$1,000.00	\$269.11	26.91%
4150	Other Income (Sponsorship)	\$10,000.00	\$6,533.15	65.33%
	<b>Subtotal Commission Revenue</b>	<b>\$2,024,269.00</b>	<b>\$1,985,508.90</b>	<b>98.09%</b>
	<b>Revenue (CWEF-Visitor Center)</b>			
4145	Administrative Agreement	\$207,395.88	\$135,361.67	65.27%
4148	Rent	\$49,007.74	\$32,671.83	66.67%
	Other	\$0.00	\$0.00	#DIV/0!
	<b>Subtotal CWEF Revenue</b>	<b>\$256,403.62</b>	<b>\$168,033.50</b>	<b>65.53%</b>
	<b>Total Revenue</b>	<b>\$2,280,672.62</b>	<b>\$2,153,542.40</b>	<b>94.43%</b>
<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	\$366,138.84	47.65%
	Winery Marketing	\$74,750.00	\$91,561.26	122.49%
	Research, Education & Communication	\$155,050.00	\$79,760.64	51.44%
	LODI RULES	\$50,900.00	\$8,709.57	17.11%
	Admin & Personnel	\$921,828.00	\$549,115.21	59.57%
	Visitor Center Sponsorship	\$75,000.00	\$50,000.00	66.67%
	<b>Subtotal Commission Expenditures</b>	<b>\$2,045,878.00</b>	<b>\$1,145,285.52</b>	<b>55.98%</b>
	<b>CWEF Expenditures</b>			
	Visitor Center	\$256,403.62	\$168,033.50	65.53%
	<b>Subtotal CWEF Expenditures</b>	<b>\$256,403.62</b>	<b>\$168,033.50</b>	<b>65.53%</b>
	<b>Total Expenditures</b>	<b>\$2,302,281.62</b>	<b>\$1,313,319.02</b>	<b>57.04%</b>
	<b>Excess of Revenues Over (Under) Expenditures</b>	<b>-\$21,609.00</b>	<b>\$840,223.38</b>	

LODI WINEGRAPE COMMISSION  
GROWER MARKETING  
2021-2022 BUDGET  
AS OF FEBRUARY 28, 2022

DEPARTMENT: GROWER MARKETING

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<b><u>Industry, Trade &amp; Consumer Promotion</u></b>			
6100	Graphic Design (Advertising Design)	\$75,000.00	\$5,307.50	7.08%
6110	Advertising (Paid Media)	\$350,000.00	\$123,239.00	35.21%
6120	Printing & Materials	\$30,000.00	\$43,402.58	144.68%
	<b>Industry, Trade &amp; Consumer Promotion Expenditures</b>	<b>\$455,000.00</b>	<b>\$171,949.08</b>	<b>37.79%</b>
	<b><u>Promotional Events &amp; Activities</u></b>			
6023.2	Export Promotion	\$32,500.00	\$17,500.00	53.85%
6140	Promotional Sponsorship	\$11,000.00	\$11,000.00	100.00%
6150	Community Sponsorship	\$6,000.00	\$5,000.00	83.33%
6160	Trade Shows	\$1,600.00	\$937.58	58.60%
	<b>Promotional Events &amp; Activities Expenditures</b>	<b>\$51,100.00</b>	<b>\$34,437.58</b>	<b>67.39%</b>
	<b><u>Public Relations</u></b>			
6023	Consulting Services (Agency)	\$78,000.00	\$52,000.00	66.67%
6098	Supplies	\$3,000.00	\$426.80	14.23%
6130	Public Relations Activities	\$75,000.00	\$34,368.02	45.82%
6132	Lodi Wine Blog	\$72,000.00	\$54,000.00	75.00%
6170	Wine Purchases	\$1,500.00	\$1,046.43	69.76%
	<b>Public Relations Expenditures</b>	<b>\$229,500.00</b>	<b>\$141,841.25</b>	<b>61.80%</b>
	<b><u>Activities Support</u></b>			
6033	Office Supplies	\$1,000.00	\$50.49	5.05%
6035	Postage/Shipping	\$15,000.00	\$9,271.41	61.81%
6060	Website - Internet	\$12,000.00	\$7,652.28	63.77%
6076 & 6080	Travel	\$7,500.00	\$936.75	12.49%
6221	LWC Meeting Expenses	\$750.00	\$0.00	0.00%
	<b>Activities Support Expenditures</b>	<b>\$36,250.00</b>	<b>\$17,910.93</b>	<b>49.41%</b>
	<b>Total Expenditures</b>	<b>\$771,850.00</b>	<b>\$366,138.84</b>	<b>47.44%</b>



LODI WINEGRAPE COMMISSION  
WINERY MARKETING  
2021-2022 BUDGET  
AS OF FEBRUARY 28, 2022

DEPARTMENT: WINERY MARKETING

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<b><u>Consumer Promotion</u></b>			
6070.3	Maintenance Directional Signs	\$2,500.00		0.00%
6100 & 6120	Wine Trail Maps	\$10,000.00	\$13,619.99	136.20%
6100	Graphic Design (Advertising Design)	\$15,000.00	\$20,431.25	136.21%
6110	Advertising	\$13,000.00	\$12,800.00	98.46%
6120	Printing & Materials	\$7,500.00	\$6,115.31	81.54%
6130	Public Relations	\$1,000.00	\$6,856.14	685.61%
	<b>Consumer Promotion Expenditures</b>	<b>\$49,000.00</b>	<b>\$59,822.69</b>	<b>122.09%</b>
	<b><u>Events (Roadshows)</u></b>			
6140	Promotional Sponsorship	\$0.00		#DIV/0!
6070.2 & 6098	Supplies & Maintenance	\$5,000.00	\$10,444.41	208.89%
6076 & 6080	Travel	\$500.00	\$188.70	37.74%
	<b>Events Expenditures</b>	<b>\$5,500.00</b>	<b>\$10,633.11</b>	<b>193.33%</b>
	<b><u>Activities Support</u></b>			
6023	Consulting Services (Strategic Plan)	\$15,000.00	\$15,081.02	100.54%
6221	Meeting Expenses	\$2,500.00	\$2,436.22	97.45%
6033	Office Supplies	\$500.00		0.00%
6090	Merchant/Bank Fees	\$500.00	\$6.44	1.29%
6035	Postage	\$1,500.00	\$3,581.78	238.79%
6060	Website - Internet	\$250.00		0.00%
	<b>Activities Support Expenditures</b>	<b>\$20,250.00</b>	<b>\$21,105.46</b>	<b>104.22%</b>
	<b>Total Expenditures</b>	<b>\$74,750.00</b>	<b>\$91,561.26</b>	<b>122.49%</b>

LODI WINEGRAPE COMMISSION  
RESEARCH EDUCATION & COMMUNICAT  
2021-2022 BUDGET  
AS OF FEBRUARY 28, 2022

DEPARTMENT: RESEARCH, EDUCATION & COMMUNICATION

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<b><u>Outreach &amp; Education</u></b>			
6033 & 6098	Supplies	\$2,000.00	\$187.94	9.40%
6070.2	Maintenance - Cleaning	\$400.00	\$104.95	26.24%
6076 & 6080	Travel	\$10,000.00	\$3,551.37	35.51%
6130	Public Relations	\$1,000.00	\$1,109.99	111.00%
6160	Trade Show & Conference Fees	\$2,200.00	\$150.00	6.82%
6200 & 6270	Staff Education & Reference Materials	\$700.00	\$668.21	95.46%
6170 & 6220	Grower Meetings & Socials	\$16,000.00	\$13,395.55	83.72%
6221	LWC Meeting Expenses	\$1,200.00	\$750.46	62.54%
6250	Membership/Dues	\$3,000.00	\$1,519.00	50.63%
6255	Subscriptions	\$1,650.00	\$2,111.97	128.00%
6266	Weather Services	\$30,000.00	\$22,068.00	73.56%
6310	Retired San Joaquin Farm Advisor	\$2,000.00		0.00%
	<b>Outreach &amp; Education Expenditures</b>	<b>\$54,550.00</b>	<b>\$45,617.44</b>	<b>83.63%</b>
	<b><u>Communications</u></b>			
6035	Postage	\$10,000.00	\$2,259.35	22.59%
6060	Website/Internet	\$5,000.00	\$3,618.81	72.38%
6070.5	Demo Vineyard	\$10,000.00		0.00%
6100	Graphic Design	\$8,000.00	\$2,422.50	30.28%
6120	Printing & Materials	\$2,500.00	\$3,445.99	137.84%
6210	Publications	\$30,000.00	\$1,553.95	5.18%
	<b>Communications Expenditures</b>	<b>\$65,500.00</b>	<b>\$13,300.60</b>	<b>20.31%</b>
	<b><u>Research</u></b>			
6320	AVF Contributions	\$10,000.00	\$10,000.00	100.00%
6140	NGRA Contributions	\$10,000.00	\$10,000.00	100.00%
6330	Winegrape Research	\$15,000.00	\$842.60	5.62%
	<b>Research Expenditures</b>	<b>\$35,000.00</b>	<b>\$20,842.60</b>	<b>59.55%</b>
	<b>Total REC Expenditures</b>	<b>\$155,050.00</b>	<b>\$79,760.64</b>	<b>51.44%</b>

RESEARCH, EDUCATION, COMMUNICATION

LODI WINEGRAPE COMMISSION  
LODI RULES  
2021-2022 BUDGET  
AS OF FEBRUARY 28, 2022

DEPARTMENT: LODI RULES

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<b><u>Communications, Marketing &amp; Promotions</u></b>			
6060	Website/Internet	\$1,000.00	\$40.34	4.03%
6100	Graphic Design	\$3,000.00	\$190.00	6.33%
6120	Printing & Materials	\$7,000.00	\$4,621.53	66.02%
6130 & 6170	Public Relations	\$8,000.00	\$919.25	11.49%
6160	Trade Shows/Conferences	\$500.00		0.00%
6210	Publications (Newsletters & Videos)	\$8,000.00		0.00%
6220	Grower Meetings & Seminars	\$9,000.00	\$1,619.13	17.99%
	<b>Communications, Marketing &amp; Promotions Expenditures</b>	<b><u>\$36,500.00</u></b>	<b><u>\$7,390.25</u></b>	<b><u>20.25%</u></b>
	<b><u>Program Improvements</u></b>			
6023	Consulting Services	\$6,000.00		0.00%
	PRT License Fees	\$1,000.00		0.00%
6200	Reference Materials	\$200.00		0.00%
	<b>Program Improvements Expenditures</b>	<b><u>\$7,200.00</u></b>	<b><u>\$0.00</u></b>	<b><u>0.00%</u></b>
	<b><u>Activities Support</u></b>			
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%
	<b>Activities Support Expenditures</b>	<b><u>\$7,200.00</u></b>	<b><u>\$1,319.32</u></b>	<b><u>18.32%</u></b>
	<b>Total Expenditures</b>	<b><u>\$50,900.00</u></b>	<b><u>\$8,709.57</u></b>	<b><u>17.11%</u></b>

LODI WINEGRAPE COMMISSION  
ADMINISTRATION  
2021-2022 BUDGET  
AS OF FEBRUARY 28, 2022

DEPARTMENT: ADMINISTRATION

ACCOUNT CODE	CATEGORIES	FY 2021 - 2022 BUDGET	EXPENDITURES TO DATE	%
	<b><u>Personnel</u></b>			
6000	Salaries/Wages	\$558,090.00	\$333,596.77	59.77%
6010 & 6015	Retirement, Payroll Taxes, & Benefits	\$135,602.00	\$80,879.93	59.65%
	<b>Personnel Expenditures</b>	<b>\$693,692.00</b>	<b>\$414,476.70</b>	<b>59.75%</b>
	<b><u>Office Expenses</u></b>			
6026	Insurance	\$14,000.00	\$3,229.76	23.07%
6033	Office Supplies	\$11,000.00	\$6,210.82	56.46%
6035	Postage	\$1,500.00	\$1,039.44	69.30%
6040	Rent	\$76,984.00	\$51,102.09	66.38%
6041	Offsite Storage	\$5,494.00	\$3,892.00	70.84%
6054	Property Tax	\$1,200.00	\$991.42	82.62%
6056 & 6058	Utilities & Telephone	\$13,000.00	\$10,232.20	78.71%
6070.2 & 6070.6	Office Maintenance	\$7,000.00	\$3,850.00	55.00%
090 & 6560 & 9010	Payroll & Bank Fees	\$1,000.00	\$543.97	54.40%
6120	Printing & Supplies	\$1,000.00	\$1,370.74	137.07%
	<b>Office Expenditures</b>	<b>\$132,178.00</b>	<b>\$82,462.44</b>	<b>62.39%</b>
	<b><u>Professional Fees</u></b>			
6022	Legal Counsel	\$7,500.00	\$1,931.47	25.75%
6024	CPA (Fiscal & Compliance Audits)	\$21,000.00	\$21,600.00	102.86%
6099	CDFA Charges	\$37,000.00	\$17,893.73	48.36%
	<b>Professional Fees Expenditures</b>	<b>\$65,500.00</b>	<b>\$41,425.20</b>	<b>63.24%</b>
	<b><u>Information Technology</u></b>			
6060	Software Licenses	\$2,000.00	\$1,564.97	78.25%
6070.1	IT Services	\$23,216.00	\$3,224.48	13.89%
6070.4	Copier/Lease	\$3,742.00	\$5,321.44	142.21%
	<b>Information Technology Expenditures</b>	<b>\$28,958.00</b>	<b>\$10,110.89</b>	<b>34.92%</b>
	<b><u>Other Admin Expenses</u></b>			
6075	Vehicles	\$0.00		#DIV/0!
6076 & 6080	Travel (Mileage & Travel)	\$250.00		0.00%
6221	LWC Meeting Expenses	\$1,000.00	\$519.98	52.00%
6250	Dues	\$250.00	\$120.00	48.00%
	<b>Other Admin Expenditures</b>	<b>\$1,500.00</b>	<b>\$639.98</b>	<b>42.67%</b>
	<b>Total Expenditures</b>	<b>\$921,828.00</b>	<b>\$549,115.21</b>	<b>59.57%</b>

LODI WINEGRAPE COMMISSION  
CWEF  
2021-2022 BUDGET  
AS OF FEBRUARY 28, 2022

**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>
	<b><u>Personnel</u></b>			
8000 & 8003	Salaries/Wages	\$168,080.00	\$109,389.79	65.08%
8010 & 8015	Retirement, Payroll Taxes, & Benefits	\$39,315.88	\$25,971.88	66.06%
	<b>Personnel Expenditures</b>	<b>\$207,395.88</b>	<b>\$135,361.67</b>	<b>65.27%</b>
	<b><u>Office Expenses</u></b>			
8040	Rent	\$49,007.74	\$32,671.83	66.67%
	<b>Office Expenditures</b>	<b>\$49,007.74</b>	<b>\$32,671.83</b>	<b>66.67%</b>
	<b>Total Visitor Center Expenditures</b>	<b>\$256,403.62</b>	<b>\$168,033.50</b>	<b>65.53%</b>