



LODI WINE

WINEGRAPE
COMMISSION

Finance Committee Meeting Minutes November 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 Tom Murphy at 12:101 PM.
2. Roll was called. In attendance were Chair Murphy, Diego Olagaray, Brandon Sywassink and Matt Lauchland. Also in attendance Aaron Shinn and Pauline Sanguinetti from Croce, Sanguinetti and Vander Veen. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 8/10/22 were approved (Exhibit A). Olagaray/Sywassink- Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Review of Draft Audit Reports - Pauline Sanguinetti with Croce, Sanguinetti and Vander Veen (CSV) reviewed the following audit documents for fiscal year 2021-22 (Exhibits B-E) –
 - Financial Audit
 - Agreed Upon Procedures
 - Management Advisory Letter
 - Communication with those Charged with Governance

Sanguinetti discussed changes made to the Government Accounting Standards Board (GASB) and adopted this year on the financial statements regarding how leases are presented. The Commission leases the office and Visitor Center from Wine & Roses and has a lease agreement for the copy machine. Motion to recommend the LWC board accept the financial audit, agreed upon procedures, management advisory letter, and communication with those charged with governance with changes discussed at the meeting. as presented. Olagarary/Sywassink – Carried.

6. Financial Report – the committee reviewed the July, August & September 2022 financials (Exhibit F).
7. Year-to-Date Budget Review – the committee reviewed the year-to-date budget through September 2022 (Exhibit G). Motion to accept the financial statements and budget report through September 2022. Sywassink/Olagaray – Carried.
8. CWEF/LWC Financial Agreement Review – No report.
9. Agenda Items for Future Meetings – None
10. Next meeting will be January 10, 2023 at Noon.
11. Public Comment on Items not appearing on the agenda – None
12. The meeting was adjourned at 2:30PM.

Respectfully submitted,

Stuart Spencer
On behalf of Tom Murphy
Treasurer



**Finance Committee Meeting Minutes
August 10, 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 Tom Murphy at 12:21 PM.
2. Roll was called. In attendance were Chair Murphy, Diego Olagaray, and Gary Daniel. Also in attendance Aaron Shinn. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 5/23/22 were approved (Exhibit A). Olagaray/Daniel- Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the May & June 2022 financials (Exhibit B).
6. Year-to-Date Budget Review – the committee reviewed the budget through June 2022 (Exhibit C). Motion to accept the financial statements and budget report through April 2022. Olagaray/Daniel – Carried. The committee reviewed a spreadsheet detailing cash-on-hand and assessment revenue by month for the past five years. The committee is exploring appropriate amounts to set aside for reserve funds and operating funds.
7. CWEF/LWC Financial Agreement Review – No report.
8. Agenda Items for Future Meetings – None
9. Next meeting will be sometime in late October.
10. Public Comment on Items not appearing on the agenda – None
11. The meeting was adjourned at 1:50PM.

Respectfully submitted,

Stuart Spencer
On behalf of Tom Murphy
Treasurer

Lodi Winegrape Commission
Statement of Cash Flows
July 2022

	<u>Jul 22</u>
OPERATING ACTIVITIES	
Net Income	-73,813.63
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	-7,530.50
1191 · Prepaid Postage	-203.57
2000 · Accounts Payable	15,292.35
2007 · Costco Visa Business Card-Citi	-10,456.73
2110 · Direct Deposit Liabilities	3,117.61
2150 · FWT Payable	335.00
2151 · MediCare Payable	106.00
2155 · SWT Payable	109.12
2156 · SDI Payable	40.21
2160 · SUI / ETT Payable	-583.02
	<hr/>
Net cash provided by Operating Activities	-73,587.16
Net cash increase for period	-73,587.16
Cash at beginning of period	<u>1,627,281.24</u>
Cash at end of period	<u><u>1,553,694.08</u></u>

6:45 PM
09/16/22

Lodi Winegrape Commission
Cash/Check Disbursement

July 2022

Accrual Basis

Type	Date	Num	Name	Memo	Amount	Balance
Jul 22						
Bill Pmt -Che...	07/01/22	43715	Lodi Wine & Visitor Center(ven...	Promo Svc Agrmnt July 2021	-6,250.00	-6,250.00
Bill Pmt -Che...	07/01/22	43716	Wine & Roses, LLC (Rent)	Lease July 2022	-10,471.74	-16,721.74
Bill Pmt -Che...	07/06/22	43727	Calhoun & Company Communi...		-7,094.09	-23,815.83
Bill Pmt -Che...	07/06/22	43728	Caparoso, Randy		-3,000.00	-26,815.83
Bill Pmt -Che...	07/06/22	43729	England, Jill S. - Attorney at Law		-300.00	-27,115.83
Bill Pmt -Che...	07/06/22	43730	Kahn, Soares & Conway, LLP	Client Number: 5489	-235.63	-27,351.46
Bill Pmt -Che...	07/06/22	43731	On-Line Printing & Graphics	Winery handbooks	-1,149.68	-28,501.14
Bill Pmt -Che...	07/06/22	43732	Western Weather Group	Quote No. 7157C-1	-1,450.00	-29,951.14
Bill Pmt -Che...	07/06/22	43733	Wine & Roses, LLC (Utilities)	June 2022 Utilities & Janitorial (Offi...	-1,010.35	-30,961.49
Bill Pmt -Che...	07/06/22	43734	Woodlake Cleaners	Acct #3674727	-25.44	-30,986.93
Bill Pmt -Che...	07/08/22	43735	Marsh, Paul	VOID: https://www.expensify.com/re...	0.00	-30,986.93
Bill Pmt -Che...	07/13/22	43736	CCT Telecomm	Acct #2019051021	-284.36	-31,271.29
Bill Pmt -Che...	07/13/22	43737	City of Lodi	Electric Service from 6/01/2022-07/0...	-1,255.36	-32,526.65
Bill Pmt -Che...	07/13/22	43738	Comcast	Account #8155 60 071 0168561	-156.40	-32,683.05
Bill Pmt -Che...	07/13/22	43739	CoPower Broker-VSP Voluntar...	CoPower ID: 905910	-72.69	-32,755.74
Bill Pmt -Che...	07/13/22	43740	Lodi Wine & Visitor Center(ven...		-463.80	-33,219.54
Bill Pmt -Che...	07/13/22	43741	Oakwood Strategies, LLC (Cam...	June 2022 Retainer	-2,500.00	-35,719.54
Bill Pmt -Che...	07/13/22	43742	Office Depot	Account Number: 67218009 Billing I...	-337.75	-36,057.29
Bill Pmt -Che...	07/13/22	43743	SecurCare Self Storage (Prv W ...	Unit No's: A022 & D002	-547.00	-36,604.29
Bill Pmt -Che...	07/13/22	43744	St. Amant Winery		-54.91	-36,659.20
Bill Pmt -Che...	07/13/22	43745	The Parks Group (dba)	Account #133	-884.75	-37,543.95
Bill Pmt -Che...	07/13/22	43746	Lodi Wine & Visitor Center(ven...	NGRA meeting	-286.30	-37,830.25
Bill Pmt -Che...	07/19/22	43747	Baba, Christina	ICCWS newsletter	-560.00	-38,390.25
Bill Pmt -Che...	07/19/22	43748	Blue Shield of California	W00578511000	-7,207.97	-45,598.22
Bill Pmt -Che...	07/19/22	43749	Citi Cards	Account ending in 4511	-16,260.39	-61,858.61
Bill Pmt -Che...	07/19/22	43750	NAC Technology Group, Inc. (...	Platinum Service Agreement August ...	-838.00	-62,696.61
Bill Pmt -Che...	07/19/22	43751	PG&E	7807859329-6	-76.19	-62,772.80
Bill Pmt -Che...	07/19/22	43752	Caparoso, Randy		-3,000.00	-65,772.80
Bill Pmt -Che...	07/19/22	43753	The Parks Group (dba)	Account #133	-530.68	-66,303.48
Bill Pmt -Che...	07/20/22	43754	Fiori's Butcher Shoppe	Account #93	-181.72	-66,485.20
Bill Pmt -Che...	07/26/22	43755	CDFA Cashier - Marketing Bra...	FA600	-3,151.99	-69,637.19
Bill Pmt -Che...	07/26/22	43756	On-Line Printing & Graphics	2022-23 Assessment Packets Qty 200	-938.40	-70,575.59
Bill Pmt -Che...	07/26/22	43757	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-917.21	-71,492.80
Bill Pmt -Che...	07/26/22	43758	Pitney Bowes Global Financial ...	Account Number: 0015911233	-211.82	-71,704.62
Bill Pmt -Che...	07/31/22	43762	Lodi Wine & Visitor Center(ven...	Media sends	-299.01	-72,003.63
Bill Pmt -Che...	07/31/22	43763	Logo Ward	Lodi hats for promo & sales	-4,453.75	-76,457.38
Bill Pmt -Che...	07/31/22	43764	Lodi Wine & Visitor Center(ven...		-571.86	-77,029.24
Bill Pmt -Che...	07/31/22	43765	Gary's Signs	Re-install of down topper	-257.62	-77,286.86
Bill Pmt -Che...	07/31/22	43766	Goode, Gabriella	https://www.expensify.com/report?re...	-31.60	-77,318.46
Bill Pmt -Che...	07/31/22		Pitney Bowes-Louisville	QuickBooks generated zero amount tr...	0.00	-77,318.46
Jul 22					<u>-77,318.46</u>	<u>-77,318.46</u>

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

As of July 31, 2022

Accrual Basis

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							14,080.24
Credit Card Charge	07/01/22	96686623NR	Credit Card Misc.	Expensify, Inc. - Monthly charges - Expensif...		144.00	14,224.24
Credit Card Charge	07/01/22	98190583NR	Credit Card Misc.	United States Postal Service - virus book ship...		25.65	14,249.89
Credit Card Charge	07/03/22	97709750NR	Credit Card Misc.	Mailchimp - RECURRING: Monthly subscri...		259.00	14,508.89
Credit Card Charge	07/07/22	97057845NR	Unified Wine & ...	Unified Wine & Grape Symposium - Unified ...		1,200.00	15,708.89
Credit Card Charge	07/09/22	6057496	Wine Direct (Vin...	Wine Direct July 2022		549.00	16,257.89
Credit Card Charge	07/10/22	98190583NR	Credit Card Misc.	Parking Meter in Minnesota - parking fee - ht...		2.50	16,260.39
Credit Card Charge	07/10/22	290772221...	Credit Card Misc.	Minnesota Parking Meter - parking - https://...		5.78	16,266.17
Credit Card Charge	07/10/22	290772221...	Credit Card Misc.	Aster Cafe Minneapolis - dinner in Minnesot...		37.59	16,303.76
Bill	07/11/22	July 2022	Citi Cards		16,260.39		43.37
Credit Card Charge	07/11/22	97438243NR	Credit Card Misc.	DPR - meeting credits - https://www.expensif...		45.00	88.37
Credit Card Charge	07/11/22	519815193...	Credit Card Misc.	SF Chronicle - Digital Subscription - https://...		15.96	104.33
Credit Card Charge	07/11/22	290772221...	Credit Card Misc.	PAYPAL NCH Software - software - https://...		16.97	121.30
Credit Card Charge	07/12/22	YSI24094261	Hightail	Pro Plus - Stuart - Monthly Online Storage Se...		14.99	136.29
Credit Card Charge	07/12/22	99046776NR	Credit Card Misc.	6 Smith - dinner - https://www.expensify.co...		84.89	221.18
Credit Card Charge	07/12/22	814519439...	Credit Card Misc.	Adobe Creative Cloud - pending receipt (cred...		52.99	274.17
Credit Card Charge	07/13/22	July 2022	Quickbooks Time	Time Tracking		116.00	390.17
Credit Card Charge	07/13/22	99046776NR	Credit Card Misc.	Caribou Coffee Store #1404 - travel - https://...		12.55	402.72
Credit Card Charge	07/13/22	99046776NR	Credit Card Misc.	Holiday Inn Express & Suites - hotel NGRA ...		309.24	711.96
Credit Card Charge	07/13/22	99046776NR	Credit Card Misc.	Enterprise Rent A Car - rental car - https://w...		425.47	1,137.43
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	Four Points by Sheraton - printing at hotel - h...		18.95	1,156.38
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	PAYPAL *Uber - dinner - https://www.expen...		37.25	1,193.63
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	PAYPAL *Uber - tip for Uber Eats dinner - h...		2.40	1,196.03
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	Air Canada - baggage fee - https://www.expe...		50.00	1,246.03
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	Napa Farms Market T2 - airport meal - https://...		23.04	1,269.07
Credit Card Charge	07/17/22	290772221...	Dropbox	Dropbox - Dropbox subscription (annual) for ...		119.88	1,388.95
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	PAYPAL *TEMP AUTH HOLD - airport tax...		115.53	1,504.48
Credit Card Charge	07/18/22	290772221...	Credit Card Misc.	The Daily Grind Cafe - coffee/snacks - https://...		8.49	1,512.97
Credit Card Charge	07/19/22	98421160NR	Credit Card Misc.	Pitney Bowes - supplies for postage meter - h...		335.54	1,848.51
Credit Card Charge	07/19/22	98424447NR	Credit Card Misc.	Exclaimer - RECURRING: Monthly subscrip...		14.13	1,862.64
Credit Card Charge	07/20/22	98351099NR	Amazon.com	Amazon.com - for staff - https://www.expens...		90.07	1,952.71
Credit Card Charge	07/20/22	99046776NR	Credit Card Misc.	Uber - ICCWS - https://www.expensify.com/r...		13.68	1,966.39
Credit Card Charge	07/20/22	99046776NR	Credit Card Misc.	Uber - ICCWS - https://www.expensify.com/r...		9.04	1,975.43
Credit Card Charge	07/20/22	99046776NR	Credit Card Misc.	General Brock Retail Store - travel - https://w...		10.61	1,986.04
Credit Card Charge	07/20/22	290772221...	Credit Card Misc.	PAYPAL *Uber - taxi - https://www.expensif...		5.06	1,991.10
Credit Card Charge	07/20/22	290772221...	Credit Card Misc.	PAYPAL *Uber - dinner - https://www.expen...		33.73	2,024.83
Credit Card Charge	07/21/22	290772221...	Credit Card Misc.	PAYPAL *Uber - taxi - https://www.expensif...		24.69	2,049.52
Credit Card Charge	07/21/22	290772221...	Credit Card Misc.	PAYPAL *Uber - taxi - https://www.expensif...		23.26	2,072.78
Credit Card Charge	07/21/22	290772221...	Credit Card Misc.	St Catharines - coffee - https://www.expensif...		4.18	2,076.96
Credit Card Charge	07/21/22	290772221...	Credit Card Misc.	PAYPAL *Uber - taxi - https://www.expensif...		12.60	2,089.56
Credit Card Charge	07/22/22	99046776NR	Credit Card Misc.	The Heart Toronto Pearson Int'l Airport - lun...		7.03	2,096.59
Credit Card Charge	07/22/22	290772221...	Credit Card Misc.	Central Taxi Niagara - taxi - https://www.exp...		304.11	2,400.70
Credit Card Charge	07/22/22	290772221...	Credit Card Misc.	SFO Parking - airport parking - https://www....		216.00	2,616.70
Credit Card Charge	07/22/22	99057705NR	Credit Card Misc.	VOID: 65 mi @ \$0.625 / mi - CA Auto Muse...	0.00		2,616.70
Credit Card Charge	07/24/22	98002563NR	Credit Card Misc.	GoTo - GoTo Webinar subscription for Augu...		109.00	2,725.70
Credit Card Charge	07/25/22	98002563NR	Vertical Response	Vertical Response - email newsletters - https://...		30.01	2,755.71
Credit Card Charge	07/26/22	98424447NR	House of Coffees	House of Coffees - Coffee for winery meeting...		60.00	2,815.71
Credit Card Charge	07/26/22	99046776NR	Credit Card Misc.	Java Stop - coffee - https://www.expensify.co...		75.00	2,890.71
Credit Card Charge	07/26/22	99046776NR	Star Donuts	Star Donuts - donuts - https://www.expensify...		56.45	2,947.16
Credit Card Charge	07/26/22	99057705NR	Credit Card Misc.	VOID: 45 mi @ \$0.625 / mi - Mechanization...	0.00		2,947.16
Credit Card Charge	07/27/22	99046776NR	Bon Appetit	Bon Appetit - lunch for committee meeting - ...		127.46	3,074.62
Credit Card Charge	07/27/22	309125829...	Credit Card Misc.	Zoom - Standard Pro & Webinar 500 - Mont...		54.99	3,129.61
Credit Card Charge	07/28/22	98424447NR	Panera Bread	Panera Bread - Lunch for OIV wine group vis...		170.13	3,299.74
Credit Card Charge	07/28/22	98424447NR	Raley's	Raley's - Lunch supplies for OIV wine group ...		17.36	3,317.10
Credit Card Charge	07/28/22	99046776NR	Credit Card Misc.	Guantonio's Wood Fired Pizza - dinner - http...		228.11	3,545.21
Credit Card Charge	07/28/22	99046776NR	Credit Card Misc.	The Farm Cafe @ Michael David Winery - lu...		37.73	3,582.94
Credit Card Charge	07/29/22	98351099NR	Amazon.com	Amazon.com - for staff - https://www.expens...		142.45	3,725.39
Credit Card Credit	07/30/22	464652240...	Credit Card Misc.	Adobe Creative Cloud - credit received for th...	48.89		3,676.50
Credit Card Credit	07/30/22	464652240...	Credit Card Misc.	Adobe Creative Cloud - credit - https://www....	52.99		3,623.51
Total 2007 · Costco Visa Business Card-Citi					16,362.27	5,905.54	3,623.51
TOTAL					16,362.27	5,905.54	3,623.51

Lodi Winegrape Commission

9/16/22 6:48 PM

Register: 1025 · Public Funds - Special Project

From 01/01/22 through 07/31/22

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
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
03/31/22			4130 · Interest Income	Interest	X		4.18	61,516.47
05/01/22			4130 · Interest Income	Interest	X		4.18	61,520.65
05/31/22			4130 · Interest Income	Interest	X		4.04	61,524.69
06/30/22			4130 · Interest Income	Interest	X		4.05	61,528.74
07/31/22			4130 · Interest Income	Interest	X		4.18	61,532.92

6:43 PM
09/16/22

Lodi Winegrape Commission
A/P Aging Summary
As of July 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Bolton, Stephanie	0.00	25.00	0.00	0.00	25.00
Calhoun & Company Communications, LLC	6,389.65	0.00	0.00	0.00	6,389.65
Caparoso, Randy	0.00	3,000.00	0.00	0.00	3,000.00
Kahn, Soares & Conway, LLP	117.50	0.00	0.00	0.00	117.50
Marsh, Paul	0.00	0.00	-9.99	0.00	-9.99
Oakwood Strategies, LLC (Camron King d...	5,037.42	0.00	0.00	0.00	5,037.42
St. Amant Winery	501.67	0.00	0.00	0.00	501.67
Wine & Roses, LLC (Rent)	209.43	0.00	0.00	0.00	209.43
Wine & Roses, LLC (Utilities)	1,035.70	0.00	0.00	0.00	1,035.70
Wine Market Council	0.00	5,000.00	0.00	0.00	5,000.00
TOTAL	<u>13291.37</u>	<u>8,025.00</u>	<u>-9.99</u>	<u>0.00</u>	<u>21306.38</u>

6:43 PM
09/16/22

Lodi Winegrape Commission
A/R Aging Summary
As of July 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Barsetti Vineyards	0.00	125.00	0.00	0.00	125.00
CDFA (Calif Dept of Food & Agricult...	0.00	0.00	44,819.00	0.00	44,819.00
E2 Family Winery	0.00	125.00	0.00	0.00	125.00
Good Mills Family Winery	0.00	500.00	0.00	0.00	500.00
Hanford Ranch Winery	0.00	125.00	0.00	0.00	125.00
Lodi Wine & Visitor Center	22,509.08	16.25	20,288.10	18,524.04	61,337.47
Lone Grape Winery	0.00	0.00	0.00	250.00	250.00
McConnell Estates Winery, Inc	0.00	1,000.00	0.00	0.00	1,000.00
Mettler Family Vineyards.	3,000.00	0.00	0.00	0.00	3,000.00
Valensin Vineyard & Winery	0.00	500.00	0.00	0.00	500.00
TOTAL	<u>25,509.08</u>	<u>2,391.25</u>	<u>65,107.10</u>	<u>18,774.04</u>	<u>111781.47</u>

Lodi Winegrape Commission
Balance Sheet
As of July 31, 2022

	<u>Jul 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,506.82
1022 · LWC General Checking	1,061,969.79
1025 · Public Funds - Special Project	61,532.92
1026 · Public Funds - Reserve Funds	414,184.55
1080 · Petty Cash	500.00
	<hr/>
Total Checking/Savings	1,553,694.08
Accounts Receivable	
1120 · Accounts Receivable	111,781.47
	<hr/>
Total Accounts Receivable	111,781.47
Other Current Assets	
1121.1 · Research Grant AVF 2018-19	17,706.58
1121.2 · Research Grant PD.GWSS 2018-19	44,819.00
1190 · Security Deposit	200.00
1191 · Prepaid Postage	3,851.81
	<hr/>
Total Other Current Assets	66,577.39
	<hr/>
Total Current Assets	1,732,052.94
Fixed Assets	
1441 · Property; Plant & Equipment	225,090.66
1445 · Accum Depr	-150,634.78
	<hr/>
Total Fixed Assets	74,455.88
	<hr/>
TOTAL ASSETS	<u>1,806,508.82</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	21,306.38
	<hr/>
Total Accounts Payable	21,306.38
Credit Cards	
2007 · Costco Visa Business Card-Citi	3,623.51
	<hr/>
Total Credit Cards	3,623.51

Lodi Winegrape Commission
Balance Sheet
As of July 31, 2022

	<u>Jul 31, 22</u>
Other Current Liabilities	
2075 · Other Payables - PPP	168,116.00
2100 · Payroll Liabilities	53.09
2160 · SUI / ETT Payable	195.24
2300 · Accrued Vacation	<u>33,719.13</u>
Total Other Current Liabilities	<u>202,083.46</u>
Total Current Liabilities	<u>227,013.35</u>
Total Liabilities	227,013.35
Equity	
3900 · Retained Earnings	1,653,309.10
Net Income	<u>-73,813.63</u>
Total Equity	<u>1,579,495.47</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,806,508.82</u></u>

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
July 2022

	Jul 22	Jul 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	715.65	0.00	715.65	100.0%
4130 · Interest Income	32.98	0.00	32.98	100.0%
4145 · Admin Fees Income - VC	21,920.85	16,239.43	5,681.42	35.0%
4148 · Rent Income - VC	4,165.66	4,083.97	81.69	2.0%
4150 · Miscellaneous Income	226.08	1,871.00	-1,644.92	-87.9%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	51,125.00	35,500.00	15,625.00	44.0%
Total 4160 · Winery Marketing Income	51,125.00	35,500.00	15,625.00	44.0%
Total Income	78,186.22	57,694.40	20,491.82	35.5%
Gross Profit	78,186.22	57,694.40	20,491.82	35.5%
Expense				
6000 · Program Management - Salaries	46,042.90	43,744.69	2,298.21	5.3%
6010 · Employee Benefits				
6010.1 · Medical	4,404.61	4,212.91	191.70	4.6%
6010.2 · Retirement	5,408.11	5,118.14	289.97	5.7%
6010.3 · Employee Paid Voluntary Ben...	-43.16	2.70	-45.86	-1,698.5%
Total 6010 · Employee Benefits	9,769.56	9,333.75	435.81	4.7%
6015 · Payroll Taxes	645.88	611.14	34.74	5.7%
6022 · Legal Fees	117.50	394.58	-277.08	-70.2%
6023 · Consulting Services				
6023.2 · Export	2,500.00	0.00	2,500.00	100.0%
6023.1 · Public Relations	6,500.00	6,500.00	0.00	0.0%
Total 6023 · Consulting Services	9,000.00	6,500.00	2,500.00	38.5%
6033 · Office Supplies	912.86	869.50	43.36	5.0%
6035 · Postage	1,456.42	358.16	1,098.26	306.6%
6040 · Rent	6,515.51	6,387.77	127.74	2.0%
6041 · Offsite Storage	547.00	469.00	78.00	16.6%
6054 · Personal Property Tax	0.00	974.00	-974.00	-100.0%
6056 · Telephone	458.27	277.69	180.58	65.0%
6058 · Utilities	1,056.05	968.05	88.00	9.1%
6060 · Website - Internet	926.02	805.47	120.55	15.0%
6070 · Maintenance				
6070.1 · Computer	838.00	0.00	838.00	100.0%
6070.2 · Cleaning	450.00	482.95	-32.95	-6.8%
6070.3 · Directional Signage	257.62	0.00	257.62	100.0%
6070.4 · Copier Lease	592.09	1,210.76	-618.67	-51.1%
Total 6070 · Maintenance	2,137.71	1,693.71	444.00	26.2%

Lodi Winegrape Commission
 Profit & Loss Prev Year Comparison
 July 2022

	Jul 22	Jul 21	\$ Change	% Change
6076 · Employee Mileage	31.60	461.78	-430.18	-93.2%
6080 · Travel Expenses	1,718.83	324.36	1,394.47	429.9%
6098 · Supplies	0.00	-44.63	44.63	100.0%
6099 · CDFA Charges	3,151.99	2,559.89	592.10	23.1%
6100 · Graphic Design	560.00	200.00	360.00	180.0%
6120 · Printing and Materials	6,271.52	9,973.41	-3,701.89	-37.1%
6130 · Public Relations	9,465.29	2,610.37	6,854.92	262.6%
6132 · Lodi Wine Blog	9,000.00	9,000.00	0.00	0.0%
6140 · Promotional Sponsorships	5,000.00	5,000.00	0.00	0.0%
6160 · Trade Show & Conference Fees	1,200.00	0.00	1,200.00	100.0%
6170 · Wine Purchase	858.16	122.82	735.34	598.7%
6210 · Newsletters and Publications	560.69	30.01	530.68	1,768.3%
6220 · Meetings & Socials	285.45	539.15	-253.70	-47.1%
6221 · LWC Meeting Expenses	369.18	471.55	-102.37	-21.7%
6245 · Contributions				
6245.1 · Visitor Center	6,250.00	6,250.00	0.00	0.0%
Total 6245 · Contributions	6,250.00	6,250.00	0.00	0.0%
6255 · Subscriptions	86.95	120.88	-33.93	-28.1%
6266 · Weather Stations	1,450.00	1,394.00	56.00	4.0%
6560 · Payroll Expenses	68.00	65.75	2.25	3.4%
8000 · VC - Manager Salary	5,416.66	5,035.00	381.66	7.6%
8001 · VC Support Staff Salary	11,464.42	6,985.54	4,478.88	64.1%
8003 · VC - Administrative salary	1,250.00	1,173.67	76.33	6.5%
8010 · VC - Employee Benefits				
8010.1 · Medical	1,189.75	1,117.54	72.21	6.5%
8010.2 · Retirement	2,126.23	1,543.72	582.51	37.7%
Total 8010 · VC - Employee Benefits	3,315.98	2,661.26	654.72	24.6%
8015 · VC - Payroll Taxes	473.79	383.96	89.83	23.4%
8040 · VC - Rent	4,165.66	4,083.97	81.69	2.0%
Total Expense	151,999.85	132,790.25	19,209.60	14.5%
Net Ordinary Income	-73,813.63	-75,095.85	1,282.22	1.7%
Net Income	-73,813.63	-75,095.85	1,282.22	1.7%

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Lodi Winegrape Commission
Statement of Cash Flows
August 2022

	<u>Aug 22</u>
OPERATING ACTIVITIES	
Net Income	-105,500.60
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	1,636.29
1190 · Security Deposit	-750.00
1191 · Prepaid Postage	-500.00
2000 · Accounts Payable	-12,191.28
2007 · Costco Visa Business Card-Citi	-388.03
2160 · SUI / ETT Payable	123.48
	<u> </u>
Net cash provided by Operating Activities	-117,570.14
Net cash increase for period	-117,570.14
Cash at beginning of period	<u>1,553,694.08</u>
Cash at end of period	<u><u>1,436,123.94</u></u>

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Lodi Winegrape Commission
Cash/Check Disbursement
July through August 2022

Accrual Basis

Type	Date	Num	Name	Memo	Amount	Balance
Jul - Aug 22						
Bill Pmt -Check	07/01/22	43715	Lodi Wine & Visitor Cent...	Promo Svc Agrmnt July ...	-6,250.00	-6,250.00
Bill Pmt -Check	07/01/22	43716	Wine & Roses, LLC (Rent)	Lease July 2022	-10,471.74	-16,721.74
Bill Pmt -Check	07/06/22	43727	Calhoun & Company Com...		-7,094.09	-23,815.83
Bill Pmt -Check	07/06/22	43728	Caparoso, Randy		-3,000.00	-26,815.83
Bill Pmt -Check	07/06/22	43729	England, Jill S. - Attorney ...		-300.00	-27,115.83
Bill Pmt -Check	07/06/22	43730	Kahn, Soares & Conway, ...	Client Number: 5489	-235.63	-27,351.46
Bill Pmt -Check	07/06/22	43731	On-Line Printing & Graph...	Winery handbooks	-1,149.68	-28,501.14
Bill Pmt -Check	07/06/22	43732	Western Weather Group	Quote No. 7157C-1	-1,450.00	-29,951.14
Bill Pmt -Check	07/06/22	43733	Wine & Roses, LLC (Utili...	June 2022 Utilities & Jan...	-1,010.35	-30,961.49
Bill Pmt -Check	07/06/22	43734	Woodlake Cleaners	Acct #3674727	-25.44	-30,986.93
Bill Pmt -Check	07/08/22	43735	Marsh, Paul	VOID: https://www.expen...	0.00	-30,986.93
Bill Pmt -Check	07/13/22	43736	CCT Telecomm	Acct #2019051021	-284.36	-31,271.29
Bill Pmt -Check	07/13/22	43737	City of Lodi	Electric Service from 6/01...	-1,255.36	-32,526.65
Bill Pmt -Check	07/13/22	43738	Comcast	Account #8155 60 071 01...	-156.40	-32,683.05
Bill Pmt -Check	07/13/22	43739	CoPower Broker-VSP Vol...	CoPower ID: 905910	-72.69	-32,755.74
Bill Pmt -Check	07/13/22	43740	Lodi Wine & Visitor Cent...		-463.80	-33,219.54
Bill Pmt -Check	07/13/22	43741	Oakwood Strategies, LLC ...	June 2022 Retainer	-2,500.00	-35,719.54
Bill Pmt -Check	07/13/22	43742	Office Depot	Account Number: 672180...	-337.75	-36,057.29
Bill Pmt -Check	07/13/22	43743	SecurCare Self Storage (Pr...	Unit No's: A022 & D002	-547.00	-36,604.29
Bill Pmt -Check	07/13/22	43744	St. Amant Winery		-54.91	-36,659.20
Bill Pmt -Check	07/13/22	43745	The Parks Group (dba)	Account #133	-884.75	-37,543.95
Bill Pmt -Check	07/13/22	43746	Lodi Wine & Visitor Cent...	NGRA meeting	-286.30	-37,830.25
Bill Pmt -Check	07/19/22	43747	Baba, Christina	ICCWS newsletter	-560.00	-38,390.25
Bill Pmt -Check	07/19/22	43748	Blue Shield of California	W00578511000	-7,207.97	-45,598.22
Bill Pmt -Check	07/19/22	43749	Citi Cards	Account ending in 4511	-16,260.39	-61,858.61
Bill Pmt -Check	07/19/22	43750	NAC Technology Group, I...	Platinum Service Agreeeme...	-838.00	-62,696.61
Bill Pmt -Check	07/19/22	43751	PG&E	7807859329-6	-76.19	-62,772.80
Bill Pmt -Check	07/19/22	43752	Caparoso, Randy		-3,000.00	-65,772.80
Bill Pmt -Check	07/19/22	43753	The Parks Group (dba)	Account #133	-530.68	-66,303.48
Bill Pmt -Check	07/20/22	43754	Fiori's Butcher Shoppe	Account #93	-181.72	-66,485.20
Bill Pmt -Check	07/26/22	43755	CDFA Cashier - Marketin...	FA600	-3,151.99	-69,637.19
Bill Pmt -Check	07/26/22	43756	On-Line Printing & Graph...	2022-23 Assessment Pack...	-938.40	-70,575.59
Bill Pmt -Check	07/26/22	43757	U.S. Bank Equipment Fina...	Customer Credit Acct #21...	-917.21	-71,492.80
Bill Pmt -Check	07/26/22	43758	Pitney Bowes Global Fina...	Account Number: 001591...	-211.82	-71,704.62
Bill Pmt -Check	07/31/22	43762	Lodi Wine & Visitor Cent...	Media sends	-299.01	-72,003.63
Bill Pmt -Check	07/31/22	43763	Logo Ward	Lodi hats for promo & sales	-4,453.75	-76,457.38
Bill Pmt -Check	07/31/22	43764	Lodi Wine & Visitor Cent...		-571.86	-77,029.24
Bill Pmt -Check	07/31/22	43765	Gary's Signs	Re-install of down topper	-257.62	-77,286.86
Bill Pmt -Check	07/31/22	43766	Goode, Gabriella	https://www.expensify.co...	-31.60	-77,318.46
Bill Pmt -Check	07/31/22		Pitney Bowes-Louisville	QuickBooks generated zer...	0.00	-77,318.46
Bill Pmt -Check	08/01/22	43759	Lodi Wine & Visitor Cent...	Promo Svc Agrmnt Augu...	-6,250.00	-83,568.46
Bill Pmt -Check	08/01/22	43760	Wine & Roses, LLC (Rent)	Lease August 2022	-10,471.74	-94,040.20
Bill Pmt -Check	08/03/22	43767	Calhoun & Company Com...		-12,889.65	-106,929.85
Bill Pmt -Check	08/03/22	43768	Caparoso, Randy		-3,000.00	-109,929.85
Bill Pmt -Check	08/03/22	43769	Fiori's Butcher Shoppe	Account #93	-77.88	-110,007.73
Bill Pmt -Check	08/03/22	43770	Kahn, Soares & Conway, ...	Client Number: 5489	-117.50	-110,125.23
Bill Pmt -Check	08/03/22	43771	San Joaquin County Tax C...	Unsecured Property Tax Bill	-1,106.06	-111,231.29
Bill Pmt -Check	08/03/22	43772	Western Weather Group	Quote No. 7157C-1	-1,450.00	-112,681.29
Bill Pmt -Check	08/03/22	43773	Wine & Roses, LLC (Rent)		-418.86	-113,100.15
Bill Pmt -Check	08/03/22	43774	Wine & Roses, LLC (Utili...	July 2022 Utilities & Jani...	-1,035.70	-114,135.85
Bill Pmt -Check	08/11/22	43775	City of Lodi	Electric Service from 07/0...	-1,445.23	-115,581.08
Bill Pmt -Check	08/11/22	43776	Comcast	Account #8155 60 071 01...	-156.40	-115,737.48
Bill Pmt -Check	08/11/22	43777	CoPower Broker-VSP Vol...	CoPower ID: 905910	-72.69	-115,810.17

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 Accrual Basis

Lodi Winegrape Commission
 Cash/Check Disbursement
 July through August 2022

Type	Date	Num	Name	Memo	Amount	Balance
Bill Pmt -Check	08/11/22	43778	Fiori's Butcher Shoppe	Account #93	-101.85	-115912.02
Bill Pmt -Check	08/11/22	43779	NAC Technology Group, I...	Setup new Mac computer	-250.00	-116162.02
Bill Pmt -Check	08/11/22	43780	SecurCare Self Storage (Pr...	Unit No's: A022 & D002	-547.00	-116709.02
Bill Pmt -Check	08/11/22	43781	Wine Market Council	FY 2023 Trade Membersh...	-5,000.00	-121709.02
Bill Pmt -Check	08/12/22	43782	Caparoso, Randy		-3,000.00	-124709.02
Bill Pmt -Check	08/12/22	43792	Lodi Wine & Visitor Cent...	Adobe - Creative Cloud	-166.91	-124875.93
Bill Pmt -Check	08/31/22	43794	Blue Shield of California	W00578511000	-7,887.83	-132763.76
Bill Pmt -Check	08/31/22	43795	CCT Telecomm	Acct #2019051021	-295.37	-133059.13
Bill Pmt -Check	08/31/22	43796	CDFA Cashier - Marketin...	FA600	-3,363.88	-136423.01
Bill Pmt -Check	08/31/22	43797	Citi Cards	Account ending in 4511	-4,747.29	-141170.30
Bill Pmt -Check	08/31/22	43798	NAC Technology Group, I...	Platinum Service Agreeeme...	-838.00	-142008.30
Bill Pmt -Check	08/31/22	43799	PG&E	7807859329-6	-79.74	-142088.04
Bill Pmt -Check	08/31/22	43800	Oakwood Strategies, LLC ...	July 2022 Retainer	-5,037.42	-147125.46
Bill Pmt -Check	08/31/22	43801	Bon Appetit	Lodi Rules Committee me...	-136.26	-147261.72
Bill Pmt -Check	08/31/22	43802	Caparoso, Randy		-3,000.00	-150261.72
Bill Pmt -Check	08/31/22	43803	Crippen, Katie	https://www.expensify.co...	-43.06	-150304.78
Bill Pmt -Check	08/31/22	43804	Employers Compensation ...	FN 0330363 14 1380000	-760.80	-151065.58
Bill Pmt -Check	08/31/22	43805	Fast Forward	2022 San Diego Wine & F...	-7,500.00	-158565.58
Bill Pmt -Check	08/31/22	43806	Gary's Signs		-10,965.84	-169531.42
Bill Pmt -Check	08/31/22	43807	Goff Photography	Images shot for lodiwine.c...	-200.00	-169731.42
Bill Pmt -Check	08/31/22	43808	Goode, Gabriella	https://www.expensify.co...	-30.42	-169761.84
Bill Pmt -Check	08/31/22	43809	Lodi Wine & Visitor Cent...		-667.41	-170429.25
Bill Pmt -Check	08/31/22	43810	St. Amant Winery		-931.08	-171360.33
Bill Pmt -Check	08/31/22	43811	The Parks Group (dba)	Account #133	-4,092.86	-175453.19
Bill Pmt -Check	08/31/22	43812	Lodi Wine & Visitor Cent...	EWS Inv #44383 8/18/22 ...	-39.67	-175492.86
Jul - Aug 22					<u>-175,492.86</u>	<u>-175492.86</u>

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Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

Accrual Basis

As of August 31, 2022

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							14080.24
Credit Card Charge	07/01/22	96686623NR	Credit Card Misc.	Expensify, Inc. - Monthly charg...		144.00	14224.24
Credit Card Charge	07/01/22	98190583NR	Credit Card Misc.	United States Postal Service - vi...		25.65	14249.89
Credit Card Charge	07/03/22	97709750NR	Credit Card Misc.	Mailchimp - RECURRING: Mo...		259.00	14508.89
Credit Card Charge	07/07/22	97057845NR	Unified Wine & ...	Unified Wine & Grape Symposi...		1,200.00	15708.89
Credit Card Charge	07/09/22	6057496	Wine Direct (Vin...	Wine Direct July 2022		549.00	16257.89
Credit Card Charge	07/10/22	98190583NR	Credit Card Misc.	Parking Meter in Minnesota - pa...		2.50	16260.39
Credit Card Charge	07/10/22	290772221...	Credit Card Misc.	Minnesota Parking Meter - parki...		5.78	16266.17
Credit Card Charge	07/10/22	290772221...	Credit Card Misc.	Aster Cafe Minneapolis - dinner ...		37.59	16303.76
Bill	07/11/22	July 2022	Citi Cards		16260.39		43.37
Credit Card Charge	07/11/22	97438243NR	Credit Card Misc.	DPR - meeting credits - https://w...		45.00	88.37
Credit Card Charge	07/11/22	519815193...	Credit Card Misc.	SF Chronicle - Digital Subscripti...		15.96	104.33
Credit Card Charge	07/11/22	290772221...	Credit Card Misc.	PAYPAL NCH Software - softw...		16.97	121.30
Credit Card Charge	07/12/22	YSI24094261	Hightail	Pro Plus - Stuart - Monthly Onli...		14.99	136.29
Credit Card Charge	07/12/22	99046776NR	Credit Card Misc.	6 Smith - dinner - https://www.e...		84.89	221.18
Credit Card Charge	07/12/22	814519439...	Credit Card Misc.	Adobe Creative Cloud - pending...		52.99	274.17
Credit Card Charge	07/13/22	July 2022	Quickbooks Time	Time Tracking		116.00	390.17
Credit Card Charge	07/13/22	99046776NR	Credit Card Misc.	Caribou Coffee Store #1404 - tra...		12.55	402.72
Credit Card Charge	07/13/22	99046776NR	Credit Card Misc.	Holiday Inn Express & Suites - ...		309.24	711.96
Credit Card Charge	07/13/22	99046776NR	Credit Card Misc.	Enterprise Rent A Car - rental ca...		425.47	1,137.43
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	Four Points by Sheraton - printin...		18.95	1,156.38
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	PAYPAL *Uber - dinner - https:...		37.25	1,193.63
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	PAYPAL *Uber - tip for Uber E...		2.40	1,196.03
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	Air Canada - baggage fee - https...		50.00	1,246.03
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	Napa Farms Market T2 - airport ...		23.04	1,269.07
Credit Card Charge	07/17/22	290772221...	Dropbox	Dropbox - Dropbox subscription...		119.88	1,388.95
Credit Card Charge	07/17/22	290772221...	Credit Card Misc.	PAYPAL *TEMP AUTH HOL...		115.53	1,504.48
Credit Card Charge	07/18/22	290772221...	Credit Card Misc.	The Daily Grind Cafe - coffee/s...		8.49	1,512.97
Credit Card Charge	07/19/22	98421160NR	Credit Card Misc.	Pitney Bowes - supplies for post...		335.54	1,848.51
Credit Card Charge	07/19/22	98424447NR	Credit Card Misc.	Exclaimer - RECURRING: Mon...		14.13	1,862.64
Credit Card Charge	07/20/22	98351099NR	Amazon.com	Amazon.com - for staff - https://...		90.07	1,952.71
Credit Card Charge	07/20/22	99046776NR	Credit Card Misc.	Uber - ICCWS - https://www.ex...		13.68	1,966.39
Credit Card Charge	07/20/22	99046776NR	Credit Card Misc.	Uber - ICCWS - https://www.ex...		9.04	1,975.43
Credit Card Charge	07/20/22	99046776NR	Credit Card Misc.	General Brock Retail Store - tra...		10.61	1,986.04
Credit Card Charge	07/20/22	290772221...	Credit Card Misc.	PAYPAL *Uber - taxi - https://...		5.06	1,991.10
Credit Card Charge	07/20/22	290772221...	Credit Card Misc.	PAYPAL *Uber - dinner - https:...		33.73	2,024.83
Credit Card Charge	07/21/22	290772221...	Credit Card Misc.	PAYPAL *Uber - taxi - https://...		24.69	2,049.52
Credit Card Charge	07/21/22	290772221...	Credit Card Misc.	PAYPAL *Uber - taxi - https://...		23.26	2,072.78
Credit Card Charge	07/21/22	290772221...	Credit Card Misc.	St Catharines - coffee - https://w...		4.18	2,076.96
Credit Card Charge	07/21/22	290772221...	Credit Card Misc.	PAYPAL *Uber - taxi - https://...		12.60	2,089.56
Credit Card Charge	07/22/22	99046776NR	Credit Card Misc.	The Heart Toronto Pearson Int'l ...		7.03	2,096.59
Credit Card Charge	07/22/22	290772221...	Credit Card Misc.	Central Taxi Niagara - taxi - http...		304.11	2,400.70
Credit Card Charge	07/22/22	290772221...	Credit Card Misc.	SFO Parking - airport parking - ...		216.00	2,616.70
Credit Card Charge	07/22/22	99057705NR	Credit Card Misc.	VOID: 65 mi @ \$0.625 / mi - C...	0.00		2,616.70
Credit Card Charge	07/24/22	98002563NR	Credit Card Misc.	GoTo - GoTo Webinar subscript...		109.00	2,725.70
Credit Card Charge	07/25/22	98002563NR	Vertical Response	Vertical Response - email newsl...		30.01	2,755.71
Credit Card Charge	07/26/22	98424447NR	House of Coffees	House of Coffees - Coffee for wi...		60.00	2,815.71
Credit Card Charge	07/26/22	99046776NR	Credit Card Misc.	Java Stop - coffee - https://www....		75.00	2,890.71
Credit Card Charge	07/26/22	99046776NR	Star Donuts	Star Donuts - donuts - https://w...		56.45	2,947.16
Credit Card Charge	07/26/22	99057705NR	Credit Card Misc.	VOID: 45 mi @ \$0.625 / mi - M...	0.00		2,947.16
Credit Card Charge	07/27/22	99046776NR	Bon Appetit	Bon Appetit - lunch for committ...		127.46	3,074.62
Credit Card Charge	07/27/22	309125829...	Credit Card Misc.	Zoom - Standard Pro & Webinar...		54.99	3,129.61
Credit Card Charge	07/28/22	98424447NR	Panera Bread	Panera Bread - Lunch for OIV w...		170.13	3,299.74
Credit Card Charge	07/28/22	98424447NR	Raley's	Raley's - Lunch supplies for OL...		17.36	3,317.10
Credit Card Charge	07/28/22	99046776NR	Credit Card Misc.	Guantonio's Wood Fired Pizza - ...		228.11	3,545.21
Credit Card Charge	07/28/22	99046776NR	Credit Card Misc.	The Farm Cafe @ Michael Davi...		37.73	3,582.94
Credit Card Charge	07/29/22	98351099NR	Amazon.com	Amazon.com - for staff - https://...		142.45	3,725.39
Credit Card Credit	07/30/22	464652240...	Credit Card Misc.	Adobe Creative Cloud - credit re...	48.89		3,676.50
Credit Card Credit	07/30/22	464652240...	Credit Card Misc.	Adobe Creative Cloud - credit - ...	52.99		3,623.51
Credit Card Charge	08/01/22	98248176NR	Credit Card Misc.	Expensify, Inc. - Monthly charg...		144.00	3,767.51

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Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

Accrual Basis

As of August 31, 2022

Type	Date	Num	Name	Memo	Debit	Credit	Balance
Credit Card Charge	08/01/22	98355666NR	Credit Card Misc.	VOID: WOW World of Wonder...	0.00		3,767.51
Credit Card Charge	08/01/22	98355666NR	Credit Card Misc.	VOID: Adobe Creative Cloud - (...	0.00		3,767.51
Credit Card Charge	08/01/22	98424447NR	Credit Card Misc.	Scout Books - Black rubber ban...		62.85	3,830.36
Credit Card Charge	08/01/22	98424447NR	Credit Card Misc.	Sticker Mule - Branded coasters ...		368.03	4,198.39
Credit Card Charge	08/01/22	99046776NR	Credit Card Misc.	Save Mart - meeting snacks - htt...		13.79	4,212.18
Credit Card Charge	08/02/22	98419627NR	Willy's Bagels	Willy's Bagels - coffee for 8/2 L...		37.50	4,249.68
Credit Card Charge	08/02/22	99057705NR	Credit Card Misc.	VOID: 7 mi @ \$0.625 / mi - Gro...	0.00		4,249.68
Credit Card Charge	08/03/22	98424447NR	Credit Card Misc.	Mailchimp - RECURRING: Mo...		259.00	4,508.68
Credit Card Charge	08/03/22	98424447NR	Credit Card Misc.	Webstaurant Store - Replacemen...		75.62	4,584.30
Credit Card Charge	08/03/22	99046776NR	Bon Appetit	Bon Appetit - committee meetin...		147.44	4,731.74
Credit Card Charge	08/03/22	464652240...	Bon Appetit	Bon Appetit - Refer to the proce...		5.00	4,736.74
Credit Card Charge	08/08/22	99046776NR	Credit Card Misc.	United States Postal Service - po...		10.55	4,747.29
Credit Card Charge	08/08/22	759342439...	Credit Card Misc.	SF Chronicle - Digital Subscripti...		15.96	4,763.25
Credit Card Charge	08/09/22	98846486NR	Amazon.com	Amazon.com - to replenish the s...		20.08	4,783.33
Credit Card Charge	08/09/22	6059160	Wine Direct (Vin...	Wine Direct August 2022		596.00	5,379.33
Bill	08/09/22	August 2022	Citi Cards		4,747.29		632.04
Credit Card Charge	08/10/22	99057705NR	Credit Card Misc.	VOID: City of Stockton - Meeti...	0.00		632.04
Credit Card Charge	08/10/22	99057705NR	Credit Card Misc.	VOID: 15 mi @ \$0.625 / mi - Ci...	0.00		632.04
Credit Card Charge	08/10/22	99057705NR	Credit Card Misc.	City of Stockton - Meeting Stoc...		1.75	633.79
Credit Card Charge	08/12/22	YSI24129620	Hightail	Pro Plus - Stuart - Monthly Onli...		14.99	648.78
Credit Card Charge	08/12/22	534518047...	Credit Card Misc.	Oceania Nantes Aeroport - hotel...		116.73	765.51
Credit Card Charge	08/13/22	August 2022	Quickbooks Time	Time Tracking		116.00	881.51
Credit Card Charge	08/13/22	677509845...	Credit Card Misc.	Crate & Barrel - Serving bows f...		51.90	933.41
Credit Card Charge	08/15/22	272918470...	Amazon.com	Amazon.com - office supplies fo...		35.55	968.96
Credit Card Charge	08/15/22	99057705NR	Credit Card Misc.	VOID: 10 mi @ \$0.625 / mi - E...	0.00		968.96
Credit Card Charge	08/15/22	534518047...	Credit Card Misc.	Panera Bread Cafe - lunch - http...		7.49	976.45
Credit Card Charge	08/16/22	534518047...	Credit Card Misc.	Global Blue Currency Choice - s...		12.72	989.17
Credit Card Charge	08/16/22	534518047...	Credit Card Misc.	Allo Angers Taxi - taxi - https://...		16.48	1,005.65
Credit Card Charge	08/17/22	534518047...	Credit Card Misc.	City Angers Herault PMB - lunc...		15.50	1,021.15
Credit Card Charge	08/18/22	534518047...	Credit Card Misc.	TAXI M'ETTHARIM - taxi - htt...		20.56	1,041.71
Credit Card Charge	08/18/22	534518047...	Credit Card Misc.	VTC Elysium - taxi - https://ww...		19.39	1,061.10
Credit Card Charge	08/19/22	585008506...	Amazon.com	Amazon.com - message pads for...		14.00	1,075.10
Credit Card Charge	08/19/22	677509845...	Credit Card Misc.	Exclaimer.com - RECURRING: ...		14.13	1,089.23
Credit Card Charge	08/19/22	534518047...	Credit Card Misc.	Taxi - taxi - https://www.expens...		18.96	1,108.19
Credit Card Charge	08/19/22	534518047...	Credit Card Misc.	VTC Elysium - taxi - https://ww...		19.37	1,127.56
Credit Card Charge	08/19/22	534518047...	Credit Card Misc.	CASA NOSTRA - coffee - https...		4.59	1,132.15
Credit Card Charge	08/20/22	290772221...	Credit Card Misc.	PAYPAL *TRAINLINE - train t...		5.36	1,137.51
Credit Card Charge	08/20/22	534518047...	Credit Card Misc.	TAXI CHARIER - taxi - https://...		23.81	1,161.32
Credit Card Charge	08/20/22	534518047...	Credit Card Misc.	VOID: Paypal - train - https://w...	0.00		1,161.32
Credit Card Charge	08/20/22	534518047...	Credit Card Misc.	SUMUP *SAN-K-DRIVE - taxi ...		50.56	1,211.88
Credit Card Charge	08/20/22	534518047...	Credit Card Misc.	LE CHENIN - lunch - https://w...		22.25	1,234.13
Credit Card Charge	08/21/22	534518047...	Credit Card Misc.	Trainline Euro - train - https://w...		24.88	1,259.01
Credit Card Charge	08/21/22	534518047...	Credit Card Misc.	TAN AEROPORT 44 - bus ride ...		9.10	1,268.11
Credit Card Charge	08/21/22	534518047...	Credit Card Misc.	Slow Village - travel - https://w...		80.39	1,348.50
Credit Card Charge	08/21/22	534518047...	Credit Card Misc.	Oceania Hotels - water - https://...		2.28	1,350.78
Credit Card Charge	08/21/22	534518047...	Credit Card Misc.	SUMUP *SAN-K-DRIVE - taxi ...		19.21	1,369.99
Credit Card Charge	08/22/22	290772221...	Credit Card Misc.	Grindhouse Killer Burgers Term...		7.40	1,377.39
Credit Card Charge	08/22/22	677509845...	Raley's	Raley's - Snacks for media Ama...		17.78	1,395.17
Credit Card Charge	08/22/22	677509845...	Credit Card Misc.	United States Postal Service - Sh...		43.00	1,438.17
Credit Card Charge	08/22/22	534518047...	Credit Card Misc.	VOID: Atlanta Airport - meal - ...	0.00		1,438.17
Credit Card Charge	08/22/22	534518047...	Credit Card Misc.	HMS Host International - lunch ...		12.08	1,450.25
Credit Card Charge	08/23/22	677509845...	Credit Card Misc.	Pietro's - Dinner for media Ama...		500.96	1,951.21
Credit Card Charge	08/23/22	677509845...	Credit Card Misc.	United States Postal Service - Sh...		117.55	2,068.76
Credit Card Charge	08/24/22	328580600...	Credit Card Misc.	GoTo - GoTo Webinar subscript...		109.00	2,177.76
Credit Card Credit	08/24/22	677509845...	Credit Card Misc.	Webstaurant - RETURN: Silver...	35.51		2,142.25
Credit Card Charge	08/24/22	677509845...	Credit Card Misc.	M Sushi Bistro - Lunch with Am...		192.70	2,334.95
Credit Card Charge	08/25/22	653083033...	Amazon.com	Amazon.com - office supplies or...		85.83	2,420.78
Credit Card Charge	08/25/22	677509845...	Target	Target - Drinks supplies for cre...		99.18	2,519.96
Credit Card Charge	08/26/22	874143134...	Credit Card Misc.	SF Chronicle - Digital Subscripti...		27.72	2,547.68
Credit Card Charge	08/27/22	653083033...	Amazon.com	Amazon.com - Office supplies f...		53.86	2,601.54

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10/04/22
Accrual Basis

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions
As of August 31, 2022

Type	Date	Num	Name	Memo	Debit	Credit	Balance
Credit Card Charge	08/27/22	309125829...	Credit Card Misc.	Zoom - Standard Pro & Webinar...		54.99	2,656.53
Credit Card Charge	08/30/22	680037481...	Amazon.com	Amazon.com - supplies for staff ...		290.03	2,946.56
Credit Card Charge	08/30/22	536267344...	Amazon.com	Amazon.com - Office supplies f...		41.57	2,988.13
Credit Card Charge	08/30/22	239390086...	Amazon.com	Amazon.com - Office supplies f...		26.68	3,014.81
Credit Card Charge	08/31/22	290772221...	Credit Card Misc.	Pietro's - dinner - https://www.e...		220.67	3,235.48
Total 2007 · Costco Visa Business Card-Citi					21145.07	10,300.31	3,235.48
TOTAL					21145.07	10,300.31	3,235.48

Lodi Winegrape Commission

10/4/22 5:36 PM

Register: 1025 · Public Funds - Special Project

From 01/01/22 through 08/31/22

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
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
03/31/22			4130 · Interest Income	Interest	X		4.18	61,516.47
05/01/22			4130 · Interest Income	Interest	X		4.18	61,520.65
05/31/22			4130 · Interest Income	Interest	X		4.04	61,524.69
06/30/22			4130 · Interest Income	Interest	X		4.05	61,528.74
07/31/22			4130 · Interest Income	Interest	X		4.18	61,532.92
08/31/22			4130 · Interest Income	Interest	X		4.18	61,537.10

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10/04/22

Lodi Winegrape Commission
A/P Aging Summary
As of April 30, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
AL&L Crop Solutions, Inc	5,792.40	0.00	0.00	0.00	5,792.40
Calhoun & Company Communications, ...	901.47	0.00	0.00	0.00	901.47
Calzada, Robert dba Still Life Co.	0.00	0.00	0.00	1,900.00	1,900.00
CDFA Cashier - Marketing Branch	3,199.24	0.00	0.00	0.00	3,199.24
Citi Cards	22125.04	0.00	0.00	0.00	22125.04
Crippen, Katie	48.16	0.00	0.00	0.00	48.16
England, Jill S. - Attorney at Law	750.00	0.00	0.00	0.00	750.00
Jen Black Design (Jennifer Black dba)	843.50	0.00	0.00	0.00	843.50
Kahn, Soares & Conway, LLP	480.00	0.00	0.00	0.00	480.00
Lodi Wine & Visitor Center(vendor)	183.90	0.00	0.00	0.00	183.90
Office Depot	242.75	0.00	0.00	0.00	242.75
Wine & Roses, LLC (Utilities)	947.44	0.00	0.00	0.00	947.44
Woodlake Cleaners	40.17	0.00	0.00	0.00	40.17
TOTAL	<u>35554.07</u>	<u>0.00</u>	<u>0.00</u>	<u>1,900.00</u>	<u>37454.07</u>

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10/04/22

Lodi Winegrape Commission
A/R Aging Summary
As of August 31, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
CDFA (Calif Dept of Food & Agricult...	0.00	0.00	0.00	44,819.00	44,819.00
E2 Family Winery	0.00	0.00	125.00	0.00	125.00
Good Mills Family Winery	0.00	0.00	500.00	0.00	500.00
Grace Vineyards	0.00	125.00	0.00	0.00	125.00
Klinker Brick Winery.	0.00	1,375.00	0.00	0.00	1,375.00
Lodi Wine & Visitor Center	17,726.39	0.00	21,920.85	18,803.94	58,451.18
Lone Grape Winery	0.00	0.00	0.00	250.00	250.00
McConnell Estates Winery, Inc	0.00	0.00	1,000.00	0.00	1,000.00
Paskett Winery LLC	0.00	750.00	0.00	0.00	750.00
Riphey at Lodi Vintners	750.00	0.00	0.00	0.00	750.00
Scotto Family Cellars	0.00	2,000.00	0.00	0.00	2,000.00
TOTAL	<u>18,476.39</u>	<u>4,250.00</u>	<u>23,545.85</u>	<u>63,872.94</u>	<u>110145.18</u>

Lodi Winegrape Commission
Balance Sheet
As of August 31, 2022

	<u>Aug 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,507.48
1022 · LWC General Checking	944,366.67
1025 · Public Funds - Special Project	61,537.10
1026 · Public Funds - Reserve Funds	414,212.69
1080 · Petty Cash	500.00
	<hr/>
Total Checking/Savings	1,436,123.94
Accounts Receivable	
1120 · Accounts Receivable	110,145.18
	<hr/>
Total Accounts Receivable	110,145.18
Other Current Assets	
1121.1 · Research Grant AVF 2018-19	17,706.58
1121.2 · Research Grant PD.GWSS 2018-19	44,819.00
1190 · Security Deposit	950.00
1191 · Prepaid Postage	4,351.81
	<hr/>
Total Other Current Assets	67,827.39
	<hr/>
Total Current Assets	1,614,096.51
Fixed Assets	
1441 · Property; Plant & Equipment	225,090.66
1445 · Accum Depr	-150,634.78
	<hr/>
Total Fixed Assets	74,455.88
	<hr/>
TOTAL ASSETS	<u>1,688,552.39</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	9,115.10
	<hr/>
Total Accounts Payable	9,115.10
Credit Cards	
2007 · Costco Visa Business Card-Citi	3,235.48
	<hr/>
Total Credit Cards	3,235.48

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10/04/22

Accrual Basis

Lodi Winegrape Commission

Balance Sheet

As of August 31, 2022

	<u>Aug 31, 22</u>
Other Current Liabilities	
2075 · Other Payables - PPP	168,116.00
2100 · Payroll Liabilities	53.09
2160 · SUI / ETT Payable	318.72
2300 · Accrued Vacation	<u>33,719.13</u>
Total Other Current Liabilities	<u>202,206.94</u>
Total Current Liabilities	<u>214,557.52</u>
Total Liabilities	214,557.52
Equity	
3900 · Retained Earnings	1,653,309.10
Net Income	<u>-179,314.23</u>
Total Equity	<u>1,473,994.87</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,688,552.39</u></u>

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

	<u>Jul - Aug ...</u>	<u>Jul - Aug ...</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4120 · Assessment Income	768.36	0.00	768.36	100.0%
4130 · Interest Income	65.96	75.31	-9.35	-12.4%
4131 · Grant Income	0.00	4,089.13	-4,089.13	-100.0%
4145 · Admin Fees Income - VC	39,132.39	31,990.74	7,141.65	22.3%
4148 · Rent Income - VC	8,331.32	8,167.95	163.37	2.0%
4150 · Miscellaneous Income	256.08	3,820.65	-3,564.57	-93.3%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	75,375.00	56,750.00	18,625.00	32.8%
Total 4160 · Winery Marketing Income	75,375.00	56,750.00	18,625.00	32.8%
Total Income	123,929.11	104,893.78	19,035.33	18.2%
Gross Profit	123,929.11	104,893.78	19,035.33	18.2%
Expense				
6000 · Program Management - Salaries	93,184.56	87,489.38	5,695.18	6.5%
6010 · Employee Benefits				
6010.1 · Medical	9,349.09	8,677.32	671.77	7.7%
6010.2 · Retirement	10,947.40	10,236.28	711.12	7.0%
6010.3 · Employee Paid Voluntary Ben...	-34.70	5.40	-40.10	-742.6%
Total 6010 · Employee Benefits	20,261.79	18,919.00	1,342.79	7.1%
6015 · Payroll Taxes	1,308.35	1,222.29	86.06	7.0%
6022 · Legal Fees	117.50	837.08	-719.58	-86.0%
6023 · Consulting Services				
6023.2 · Export	2,500.00	2,500.00	0.00	0.0%
6023.1 · Public Relations	13,000.00	18,250.00	-5,250.00	-28.8%
Total 6023 · Consulting Services	15,500.00	20,750.00	-5,250.00	-25.3%
6026 · Insurance				
6026.2 · Workers Compensation	760.80	693.70	67.10	9.7%
Total 6026 · Insurance	760.80	693.70	67.10	9.7%
6033 · Office Supplies	1,809.42	2,081.16	-271.74	-13.1%
6035 · Postage	2,096.60	726.84	1,369.76	188.5%
6040 · Rent	13,031.02	12,775.53	255.49	2.0%
6041 · Offsite Storage	1,094.00	958.00	136.00	14.2%
6054 · Personal Property Tax	1,122.79	991.42	131.37	13.3%
6056 · Telephone	924.80	488.88	435.92	89.2%
6058 · Utilities	2,230.08	1,846.47	383.61	20.8%
6060 · Website - Internet	1,852.04	1,610.94	241.10	15.0%

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

	<u>Jul - Aug ...</u>	<u>Jul - Aug ...</u>	<u>\$ Change</u>	<u>% Change</u>
6070 · Maintenance				
6070.1 · Computer	1,926.00	0.00	1,926.00	100.0%
6070.2 · Cleaning	1,021.20	932.95	88.25	9.5%
6070.3 · Directional Signage	11,223.46	0.00	11,223.46	100.0%
6070.4 · Copier Lease	1,276.49	1,798.00	-521.51	-29.0%
Total 6070 · Maintenance	15,447.15	2,730.95	12,716.20	465.6%
6076 · Employee Mileage	488.83	649.38	-160.55	-24.7%
6080 · Travel Expenses	2,229.69	324.36	1,905.33	587.4%
6090 · Bank Charges	36.20	0.00	36.20	100.0%
6098 · Supplies	159.97	-44.63	204.60	458.4%
6099 · CDFA Charges	6,515.87	5,553.50	962.37	17.3%
6100 · Graphic Design	760.00	2,012.50	-1,252.50	-62.2%
6110 · Advertising	0.00	68,000.00	-68,000.00	-100.0%
6120 · Printing and Materials	11,150.45	10,642.23	508.22	4.8%
6130 · Public Relations	14,656.56	8,456.44	6,200.12	73.3%
6132 · Lodi Wine Blog	15,000.00	15,000.00	0.00	0.0%
6140 · Promotional Sponsorships	12,500.00	7,000.00	5,500.00	78.6%
6150 · Local Community Sponsorships	0.00	0.00	0.00	0.0%
6160 · Trade Show & Conference Fees	1,200.00	0.00	1,200.00	100.0%
6170 · Wine Purchase	1,425.48	122.82	1,302.66	1,060.6%
6210 · Newsletters and Publications	560.69	30.01	530.68	1,768.3%
6220 · Meetings & Socials	1,869.50	720.91	1,148.59	159.3%
6221 · LWC Meeting Expenses	837.61	2,885.35	-2,047.74	-71.0%
6245 · Contributions				
6245.1 · Visitor Center	12,500.00	12,500.00	0.00	0.0%
Total 6245 · Contributions	12,500.00	12,500.00	0.00	0.0%
6250 · Dues	0.00	120.00	-120.00	-100.0%
6255 · Subscriptions	130.63	120.88	9.75	8.1%
6266 · Weather Stations	2,900.00	2,788.00	112.00	4.0%
6330 · Winegrape Research	0.00	68.64	-68.64	-100.0%
6560 · Payroll Expenses	117.25	123.25	-6.00	-4.9%
8000 · VC - Manager Salary	10,833.32	10,070.00	763.32	7.6%
8001 · VC Support Staff Salary	18,725.23	13,451.41	5,273.82	39.2%
8003 · VC - Administrative salary	2,500.00	2,347.34	152.66	6.5%
8010 · VC - Employee Benefits				
8010.1 · Medical	2,513.73	2,307.29	206.44	9.0%
8010.2 · Retirement	3,760.66	3,026.64	734.02	24.3%
Total 8010 · VC - Employee Benefits	6,274.39	5,333.93	940.46	17.6%

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

	<u>Jul - Aug ...</u>	<u>Jul - Aug ...</u>	<u>\$ Change</u>	<u>% Change</u>
8015 · VC - Payroll Taxes	799.45	788.06	11.39	1.5%
8040 · VC - Rent	8,331.32	8,167.95	163.37	2.0%
Total Expense	<u>303,243.34</u>	<u>331,353.97</u>	<u>-28,110.63</u>	<u>-8.5%</u>
Net Ordinary Income	<u>-179,314.23</u>	<u>-226,460.19</u>	<u>47,145.96</u>	<u>20.8%</u>
Net Income	<u><u>-179,314.23</u></u>	<u><u>-226,460.19</u></u>	<u><u>47,145.96</u></u>	<u><u>20.8%</u></u>

Lodi Winegrape Commission
Statement of Cash Flows
September 2022

	<u>Sep 22</u>
OPERATING ACTIVITIES	
Net Income	-209,556.22
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	2,631.61
1191 · Prepaid Postage	823.46
2000 · Accounts Payable	74,943.89
2007 · Costco Visa Business Card-Citi	13,137.27
2160 · SUI / ETT Payable	<u>265.81</u>
Net cash provided by Operating Activities	<u>-117,754.18</u>
Net cash increase for period	-117,754.18
Cash at beginning of period	<u>1,436,123.94</u>
Cash at end of period	<u><u>1,318,369.76</u></u>

3:16 PM
11/11/22

Lodi Winegrape Commission
Cash/Check Disbursement

Accrual Basis

September 2022

Type	Date	Num	Name	Memo	Amount	Balance
Sep 22						
Bill Pmt -Check	09/01/22	43813	Lodi Wine & Visitor Center(...	Promo Svc Agrmnt September 2022	-6,250.00	-6,250.00
Bill Pmt -Check	09/01/22	43814	Wine & Roses, LLC (Rent)	Lease September 2022	-10,681.17	-16,931.17
Bill Pmt -Check	09/01/22	43815	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-1,058.28	-17,989.45
Bill Pmt -Check	09/12/22	43816	Bolton, Stephanie		-344.38	-18,333.83
Bill Pmt -Check	09/12/22	43817	Calhoun & Company Comm...	September 2022 Services	-6,500.00	-24,833.83
Bill Pmt -Check	09/12/22	43818	Caparoso, Randy		-3,000.00	-27,833.83
Bill Pmt -Check	09/12/22	43819	CoPower Broker-VSP Volun...	CoPower ID: 905910	-72.69	-27,906.52
Bill Pmt -Check	09/12/22	43820	Crippen, Katie	https://www.expensify.com/report?r...	-91.31	-27,997.83
Bill Pmt -Check	09/12/22	43821	Pitney Bowes Global Financi...	Account Number: 0015911233	-16.73	-28,014.56
Bill Pmt -Check	09/12/22	43822	Western Weather Group	Quote No. 7157C-1	-1,450.00	-29,464.56
Bill Pmt -Check	09/12/22	43823	Wine & Roses, LLC (Charges)	Media Dinner - Amanda McCrossin...	-421.07	-29,885.63
Bill Pmt -Check	09/12/22	43824	Wine & Roses, LLC (Utilities)	Aug 2022 Utilities & Janitorial (O...	-1,133.56	-31,019.19
Bill Pmt -Check	09/12/22	43825	Woodlake Cleaners	Acct #3674727	-21.20	-31,040.39
Bill Pmt -Check	09/12/22	43826	City of Lodi	Refundable Deposit & App Fee H...	-775.00	-31,815.39
Bill Pmt -Check	09/15/22	43827	Blue Shield of California	W00578511000	-7,207.97	-39,023.36
Bill Pmt -Check	09/15/22	43828	Calhoun & Company Comm...	Public Relations Expense August ...	-3,801.83	-42,825.19
Bill Pmt -Check	09/15/22	43829	CCT Telecomm	Acct #2019051021	-699.80	-43,524.99
Bill Pmt -Check	09/15/22	43830	Citi Cards	Account ending in 4511	-5,059.25	-48,584.24
Bill Pmt -Check	09/15/22	43831	City of Lodi	Electric Service from 8/02/2022-09/...	-1,700.56	-50,284.80
Bill Pmt -Check	09/15/22	43832	Comcast	Account #8155 60 071 0168561	-195.08	-50,479.88
Bill Pmt -Check	09/15/22	43833	Heitman, Jenny	https://www.expensify.com/report?r...	-122.46	-50,602.34
Bill Pmt -Check	09/15/22	43834	Lodi Wine & Visitor Center(...	Influencer Fall Trip	-548.63	-51,150.97
Bill Pmt -Check	09/15/22	43835	PG&E	7807859329-6	-84.24	-51,235.21
Bill Pmt -Check	09/15/22	43836	SecurCare Self Storage (Prv ...	Unit No's: A022 & D002	-547.00	-51,782.21
Bill Pmt -Check	09/15/22	43837	Spencer, Stuart	https://www.expensify.com/report?r...	-83.09	-51,865.30
Bill Pmt -Check	09/15/22	43838	ULINE	Customer No. 16695945	-92.95	-51,958.25
Bill Pmt -Check	09/15/22	43839	Lodi Wine & Visitor Center(...	Adobe - Creative Cloud	-181.51	-52,139.76
Bill Pmt -Check	09/15/22	43840	NAC Technology Group, Inc...	Platinum Service Agreement Octo...	-838.00	-52,977.76
Bill Pmt -Check	09/15/22	43841	The Parks Group (dba)	Account #133	-877.40	-53,855.16
Bill Pmt -Check	09/21/22	43842	NAC Technology Group, Inc...	Desktop Computer Equipment	-6,148.69	-60,003.85
Bill Pmt -Check	09/30/22	43844	Bella Festa	Rentals for dinner at Klinker Brick ...	-379.50	-60,383.35
Bill Pmt -Check	09/30/22	43845	Caparoso, Randy		-3,000.00	-63,383.35
Bill Pmt -Check	09/30/22	43846	CDFA Cashier - Marketing B...	FA600	-1,736.27	-65,119.62
Bill Pmt -Check	09/30/22	43847	City of Lodi	VOID: Final Balance Due Hutchin...	0.00	-65,119.62
Bill Pmt -Check	09/30/22	43848	Crippen, Katie	https://www.expensify.com/report?r...	-67.63	-65,187.25
Bill Pmt -Check	09/30/22	43849	Goff Photography	Marketing images of new merchand...	-300.00	-65,487.25
Bill Pmt -Check	09/30/22	43850	Goode, Gabriella	https://www.expensify.com/report?r...	-48.76	-65,536.01
Bill Pmt -Check	09/30/22	43851	Kerner, William	https://www.expensify.com/report?r...	-41.63	-65,577.64
Bill Pmt -Check	09/30/22	43852	Lodi Wine & Visitor Center(...		-927.14	-66,504.78
Bill Pmt -Check	09/30/22	43853	Logo Ward		-12,425.09	-78,929.87
Bill Pmt -Check	09/30/22	43854	Office Depot	Account Number: 67218009 Billin...	-356.48	-79,286.35
Bill Pmt -Check	09/30/22	43855	The Parks Group (dba)	Account #133	-950.34	-80,236.69
Bill Pmt -Check	09/30/22	43856	U.S. Bank Equipment Finance	VOID: Customer Credit Acct #218...	0.00	-80,236.69
Bill Pmt -Check	09/30/22	43857	Woodlake Cleaners	Acct #3674727	-20.00	-80,256.69
Bill Pmt -Check	09/30/22	43861	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-83.69	-80,340.38
					<u>-80,340.38</u>	<u>-80,340.38</u>

Sep 22

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions
As of September 30, 2022

Type	Date	Num	Name	Memo	Debit	Credit	Balance
2007 · Costco Visa Business Card-Citi							3,235.48
Credit Card Charge	09/02/22	247045784NR	Credit Card Misc.	Expensify, Inc. - Monthly charg...		144.00	3,379.48
Credit Card Charge	09/02/22	585008506NR	Amazon.com	Amazon.com - Office supplies f...		8.61	3,388.09
Credit Card Charge	09/02/22	99057705NR	Credit Card Misc.	Wine & Roses - Matt Hoffman ...		37.48	3,425.57
Credit Card Charge	09/02/22		Wine & Roses C...	VOID: Stuart -	0.00		3,425.57
Credit Card Charge	09/03/22	677509845NR	Credit Card Misc.	Mailchimp - RECURRING: Mo...		259.00	3,684.57
Credit Card Charge	09/03/22	Personal	Credit Card Misc.	SB - Personal - accidentally use...		10.46	3,695.03
Credit Card Charge	09/06/22	585008506NR	Amazon.com	Amazon.com - supplies for conf...		11.79	3,706.82
Credit Card Charge	09/06/22	677509845NR	Credit Card Misc.	County Parks MGPN - Entrance...		5.00	3,711.82
Credit Card Charge	09/06/22	677509845NR	Credit Card Misc.	CamelBak - CamelBak bottles f...		857.34	4,569.16
Credit Card Charge	09/06/22	677509845NR	Credit Card Misc.	Arteaga's Food Center - Breakfa...		60.53	4,629.69
Credit Card Charge	09/07/22	677509845NR	Credit Card Misc.	Wine.com - Wine purchase for ...		280.57	4,910.26
Credit Card Charge	09/07/22	677509845NR	Credit Card Misc.	Shell Oil - Ice for ice chests for ...		10.80	4,921.06
Credit Card Charge	09/07/22	677509845NR	Credit Card Misc.	Kermit Lynch Wine Merchant - ...		204.59	5,125.65
Credit Card Charge	09/07/22	677509845NR	Credit Card Misc.	Lodi Airport Cafe - Lunch for c...		134.69	5,260.34
Credit Card Charge	09/07/22	677509845NR	Credit Card Misc.	Rick's Pizza - Dinner for crew d...		74.48	5,334.82
Credit Card Charge	09/08/22	677509845NR	Credit Card Misc.	Arteaga's Food Center - Breakfa...		83.23	5,418.05
Credit Card Charge	09/08/22	677509845NR	Credit Card Misc.	Shell Oil - Ice for ice chests for ...		10.80	5,428.85
Credit Card Charge	09/08/22	677509845NR	Credit Card Misc.	County Parks MGPN - Entrance...		5.00	5,433.85
Credit Card Charge	09/09/22	6060814	Wine Direct (Vi...	Wine Direct September 2022		781.00	6,214.85
Credit Card Charge	09/09/22	677509845NR	Credit Card Misc.	Inspire Coffee - Coffee for Mitc...		6.50	6,221.35
Credit Card Charge	09/09/22	677509845NR	Credit Card Misc.	Wine & Roses Towne Corner C...		32.31	6,253.66
Credit Card Charge	09/09/22	677509845NR	Credit Card Misc.	Arteaga's Food Center - Breakfa...		41.08	6,294.74
Credit Card Charge	09/09/22	53451804734	Credit Card Misc.	https://www.expensify.com/rep...		155.90	6,450.64
Credit Card Credit	09/09/22	609706160NR	Credit Card Misc.	Yume Japanese Cuisine - credit ...	26.00		6,424.64
Bill	09/10/22	September 2022	Citi Cards		5059.25		1,365.39
Credit Card Charge	09/12/22	YSI24162491	Hightail	Pro Plus - Stuart - Monthly Onli...		14.99	1,380.38
Credit Card Charge	09/12/22	99057705NR	Credit Card Misc.	VOID: Wine & Roses - Matt H...	0.00		1,380.38
Credit Card Charge	09/12/22	871069305NR	Amazon.com	Amazon.com - UPC code labels...		84.60	1,464.98
Credit Card Charge	09/12/22	871069305NR	Amazon.com	Amazon.com - Office supplies f...		7.53	1,472.51
Credit Card Charge	09/12/22	386361103NR	Credit Card Misc.	Conference Housing - Reservati...		7.50	1,480.01
Credit Card Charge	09/12/22	386361103NR	Credit Card Misc.	Headwaters Kayak - Kayak tour...		581.90	2,061.91
Credit Card Charge	09/12/22	386361103NR	Credit Card Misc.	Conference Housing - Reservati...		7.50	2,069.41
Credit Card Charge	09/13/22	Sept 2022	Quickbooks Time	Time Tracking		124.00	2,193.41
Credit Card Charge	09/14/22	871069305NR	Amazon.com	Amazon.com - supplies for staff...		30.20	2,223.61
Credit Card Charge	09/14/22	534518047NR	Credit Card Misc.	Wine & Roses - lunch meeting - ...		58.04	2,281.65
Credit Card Charge	09/15/22	871069305NR	Amazon.com	Amazon.com - notebook ordere...		17.67	2,299.32
Credit Card Charge	09/15/22	386361103NR	Target	Target - Snacks and supplies for...		106.27	2,405.59
Credit Card Charge	09/16/22	871069305NR	Amazon.com	Amazon.com - supplies needed ...		108.75	2,514.34
Credit Card Charge	09/16/22	871069305NR	Amazon.com	Amazon.com - replacement - htt...		7.32	2,521.66
Credit Card Charge	09/16/22	534518047NR	Credit Card Misc.	Best Buy - laptop - https://www...		1,278.07	3,799.73
Credit Card Charge	09/16/22	386361103NR	Credit Card Misc.	Shell Oil - Fuel for rental car fo...		83.38	3,883.11
Credit Card Charge	09/16/22	386361103NR	Credit Card Misc.	American Airlines - Flight to Lo...		1,498.40	5,381.51
Credit Card Charge	09/16/22	386361103NR	Credit Card Misc.	WIX.com - RECURRING: Year...		324.00	5,705.51
Credit Card Charge	09/18/22	386361103NR	Credit Card Misc.	Cucina, LLC - Dinner for wine i...		2,549.84	8,255.35
Credit Card Charge	09/18/22	386361103NR	Credit Card Misc.	Shell Oil - Fuel for rental car fo...		100.85	8,356.20
Credit Card Charge	09/18/22	386361103NR	Credit Card Misc.	Michael David Winery Cafe - L...		156.46	8,512.66
Credit Card Charge	09/18/22	386361103NR	Credit Card Misc.	Maestro Coffee - Coffee for win...		19.57	8,532.23
Credit Card Charge	09/18/22	377365770NR	Credit Card Misc.	GoDaddy - Save the Old Vines ...		60.51	8,592.74
Credit Card Charge	09/19/22	534518047NR	Credit Card Misc.	Name Badges, Inc - name tags - ...		164.29	8,757.03
Credit Card Charge	09/19/22	386361103NR	Credit Card Misc.	Wine & Roses - Late lunch/snac...		81.32	8,838.35
Credit Card Charge	09/19/22	386361103NR	Raley's	Raley's - Ice and snacks for win...		25.15	8,863.50
Credit Card Charge	09/19/22	386361103NR	Credit Card Misc.	Exclaimer.com - RECURRING:...		14.13	8,877.63
Credit Card Charge	09/20/22	386361103NR	Credit Card Misc.	Starbucks - Coffee for wine infl...		20.00	8,897.63
Credit Card Charge	09/20/22	386361103NR	Credit Card Misc.	Guantanamo's Wood Fired - Dinn...		4,159.82	13057.45
Credit Card Charge	09/21/22	534518047NR	Vertical Response	Vertical Response - Vertical Re...		30.01	13087.46
Credit Card Charge	09/21/22	520866278NR	Amazon.com	Amazon.com - vests for grower ...		64.60	13152.06
Credit Card Charge	09/22/22	579499724NR	Credit Card Misc.	DPR - DPR CE credits for 10.4...		45.00	13197.06
Credit Card Charge	09/22/22	386361103NR	Credit Card Misc.	Speedway Fuel - Fuel for rental ...		35.00	13232.06
Credit Card Charge	09/22/22	386361103NR	Credit Card Misc.	Enterprise Rent A Car - Car rent...		1,039.17	14271.23

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Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

Accrual Basis

As of September 30, 2022

Type	Date	Num	Name	Memo	Debit	Credit	Balance
Credit Card Charge	09/22/22	386361103NR	Credit Card Misc.	Enterprise Rent A Car - Car rent...		1,041.06	15312.29
Credit Card Charge	09/23/22	942188879NR	Credit Card Misc.	Alaska Airlines - AWS Confere...		247.20	15559.49
Credit Card Charge	09/24/22	534518047NR	Credit Card Misc.	GoTo - GoTo Webinar subscrip...		109.00	15668.49
Credit Card Charge	09/26/22	874143134NR	Credit Card Misc.	SF Chronicle - Digital Subscript...		27.72	15696.21
Credit Card Charge	09/27/22	874143134NR	Credit Card Misc.	Zoom - Standard Pro & Webina...		54.99	15751.20
Credit Card Charge	09/27/22	889738194NR	Credit Card Misc.	Java Stop - coffee - https://www...		66.07	15817.27
Credit Card Charge	09/28/22	520866278NR	Amazon.com	Amazon.com - Office supplies f...		43.08	15860.35
Credit Card Charge	09/29/22	520866278NR	Amazon.com	Amazon.com - supplies for the ...		94.68	15955.03
Credit Card Charge	09/29/22	386361103NR	Credit Card Misc.	Jacks Urban Eats - Lunch for Je...		50.63	16005.66
Credit Card Charge	09/30/22	386361103NR	Credit Card Misc.	Budget Car Rental - Care rental ...		367.09	16372.75
Total 2007 - Costco Visa Business Card-Citi					5085.25	18,222.52	16372.75
TOTAL					5085.25	18,222.52	16372.75

Lodi Winegrape Commission

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Register: 1025 · Public Funds - Special Project

From 01/01/22 through 09/30/22

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
03/31/22			4130 · Interest Income	Interest	X		4.18	61,516.47
05/01/22			4130 · Interest Income	Interest	X		4.18	61,520.65
05/31/22			4130 · Interest Income	Interest	X		4.04	61,524.69
06/30/22			4130 · Interest Income	Interest	X		4.05	61,528.74
07/31/22			4130 · Interest Income	Interest	X		4.18	61,532.92
08/31/22			4130 · Interest Income	Interest	X		4.18	61,537.10

Lodi Winegrape Commission
A/P Aging Summary
As of September 30, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Bella Festa	0.00	282.60	0.00	0.00	282.60
Blue Shield of California	679.86	0.00	0.00	0.00	679.86
Bolton, Stephanie	0.00	110.96	0.00	0.00	110.96
Calhoun & Company Communications, LLC	1,700.03	0.00	0.00	0.00	1,700.03
City of Lodi	1,372.00	0.00	0.00	0.00	1,372.00
KK Promotions (Kimberly Karp dba)	1,479.92	0.00	0.00	0.00	1,479.92
Marsh, Paul	0.00	0.00	0.00	-9.99	-9.99
NAC Technology Group, Inc. (Lodi)	6,148.70	0.00	0.00	0.00	6,148.70
Oakwood Strategies, LLC (Camron King d...	2,500.00	0.00	0.00	0.00	2,500.00
Rindal & Co.	0.00	38088.20	0.00	0.00	38088.20
Two Peas & Company, Limited	16152.80	0.00	0.00	0.00	16152.80
Vine and Fig Provisions, LLC	630.00	0.00	0.00	0.00	630.00
Warren K. Ito, chef des cuisines	0.00	2,100.00	0.00	0.00	2,100.00
Wine & Roses, LLC (Charges)	4,281.50	7,395.90	0.00	0.00	11677.40
Wine & Roses, LLC (Utilities)	1,141.51	0.00	0.00	0.00	1,141.51
TOTAL	<u>36086.32</u>	<u>47977.66</u>	<u>0.00</u>	<u>-9.99</u>	<u>84053.99</u>

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Lodi Winegrape Commission
A/R Aging Summary
As of September 30, 2022

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
CDFA (Calif Dept of Food & Agricult...	0.00	0.00	0.00	44,819.00	44,819.00
E2 Family Winery	0.00	0.00	0.00	125.00	125.00
Intercoastal Vineyards	0.00	1,500.00	0.00	0.00	1,500.00
Klinker Brick Winery.	0.00	0.00	1,375.00	0.00	1,375.00
Lodi Wine & Visitor Center	18,562.18	17,211.54	0.00	21,920.85	57,694.57
Lone Grape Winery	0.00	0.00	0.00	250.00	250.00
McConnell Estates Winery, Inc	0.00	0.00	0.00	1,000.00	1,000.00
Paskett Winery LLC	0.00	0.00	750.00	0.00	750.00
TOTAL	<u>18,562.18</u>	<u>18,711.54</u>	<u>2,125.00</u>	<u>68,114.85</u>	<u>107,513.57</u>

Lodi Winegrape Commission

Balance Sheet

As of September 30, 2022

	<u>Sep 30, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,507.48
1022 · LWC General Checking	826,670.49
1025 · Public Funds - Special Project	61,537.10
1026 · Public Funds - Reserve Funds	414,212.69
1080 · Petty Cash	442.00
	<u>1,318,369.76</u>
Total Checking/Savings	
Accounts Receivable	
1120 · Accounts Receivable	107,513.57
	<u>107,513.57</u>
Total Accounts Receivable	
Other Current Assets	
1121.1 · Research Grant AVF 2018-19	17,706.58
1121.2 · Research Grant PD.GWSS 2018-19	44,819.00
1190 · Security Deposit	950.00
1191 · Prepaid Postage	3,528.35
	<u>67,003.93</u>
Total Other Current Assets	
Total Current Assets	
	1,492,887.26
Fixed Assets	
1441 · Property; Plant & Equipment	225,090.66
1445 · Accum Depr	-150,634.78
	<u>74,455.88</u>
Total Fixed Assets	
TOTAL ASSETS	
	<u><u>1,567,343.14</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	83,215.99
	<u>83,215.99</u>
Total Accounts Payable	
Credit Cards	
2007 · Costco Visa Business Card-Citi	16,372.75
	<u>16,372.75</u>
Total Credit Cards	

Balance Sheet

As of September 30, 2022

	<u>Sep 30, 22</u>
Other Current Liabilities	
2075 · Other Payables - PPP	168,116.00
2100 · Payroll Liabilities	53.09
2160 · SUI / ETT Payable	584.53
2300 · Accrued Vacation	<u>33,719.13</u>
Total Other Current Liabilities	<u>202,472.75</u>
Total Current Liabilities	<u>302,061.49</u>
Total Liabilities	302,061.49
Equity	
3900 · Retained Earnings	1,653,309.10
Net Income	<u>-388,027.45</u>
Total Equity	<u>1,265,281.65</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,567,343.14</u></u>

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison

July through September 2022

	Jul - Sep 22	Jul - Sep 21	\$ Change	% Chan...
Ordinary Income/Expense				
Income				
4120 · Assessment Income	7,236.08	46,396.24	-39,160.16	-84.4%
4130 · Interest Income	65.96	106.58	-40.62	-38.1%
4131 · Grant Income	0.00	4,089.13	-4,089.13	-100.0%
4145 · Admin Fees Income - VC	57,086.00	47,927.84	9,158.16	19.1%
4148 · Rent Income - VC	12,496.98	12,251.93	245.05	2.0%
4150 · Miscellaneous Income	2,046.28	3,846.15	-1,799.87	-46.8%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	77,375.00	62,250.00	15,125.00	24.3%
Total 4160 · Winery Marketing Income	77,375.00	62,250.00	15,125.00	24.3%
Total Income	156,306.30	176,867.87	-20,561.57	-11.6%
Gross Profit	156,306.30	176,867.87	-20,561.57	-11.6%
Expense				
6000 · Program Management - Salaries	144,417.14	128,777.15	15,639.99	12.2%
6010 · Employee Benefits				
6010.1 · Medical	14,186.93	13,081.93	1,105.00	8.5%
6010.2 · Retirement	16,965.33	15,066.96	1,898.37	12.6%
6010.3 · Employee Paid Voluntary Ben...	-35.00	53.96	-88.96	-164.9%
Total 6010 · Employee Benefits	31,117.26	28,202.85	2,914.41	10.3%
6015 · Payroll Taxes	2,218.79	1,797.60	421.19	23.4%
6022 · Legal Fees	117.50	884.58	-767.08	-86.7%
6023 · Consulting Services				
6023.2 · Export	21,152.80	5,000.00	16,152.80	323.1%
6023.1 · Public Relations	19,500.00	29,331.02	-9,831.02	-33.5%
Total 6023 · Consulting Services	40,652.80	34,331.02	6,321.78	18.4%
6026 · Insurance				
6026.2 · Workers Compensation	760.80	693.70	67.10	9.7%
Total 6026 · Insurance	760.80	693.70	67.10	9.7%
6033 · Office Supplies	3,907.52	3,295.17	612.35	18.6%
6035 · Postage	3,789.41	1,929.45	1,859.96	96.4%
6040 · Rent	19,546.53	19,163.29	383.24	2.0%
6041 · Offsite Storage	1,641.00	1,447.00	194.00	13.4%
6054 · Personal Property Tax	1,122.79	991.42	131.37	13.3%
6056 · Telephone	1,829.65	700.07	1,129.58	161.4%
6058 · Utilities	3,601.29	2,607.89	993.40	38.1%
6060 · Website - Internet	3,185.17	2,753.92	431.25	15.7%

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison

July through September 2022

	Jul - Sep 22	Jul - Sep 21	\$ Change	% Chan...
6070 · Maintenance				
6070.1 · Computer	15,061.39	0.00	15,061.39	100.0%
6070.2 · Cleaning	1,591.20	1,382.95	208.25	15.1%
6070.3 · Directional Signage	11,223.46	0.00	11,223.46	100.0%
6070.4 · Copier Lease	1,868.58	2,972.48	-1,103.90	-37.1%
6070.5 · Demo Vineyard	58.04	0.00	58.04	100.0%
6070.6 · Office Maintenance	0.00	125.00	-125.00	-100.0%
Total 6070 · Maintenance	29,802.67	4,480.43	25,322.24	565.2%
6076 · Employee Mileage	841.04	1,101.64	-260.60	-23.7%
6080 · Travel Expenses	2,649.37	327.61	2,321.76	708.7%
6090 · Bank Charges	36.20	6.44	29.76	462.1%
6098 · Supplies	1,010.28	-44.63	1,054.91	2,363.7%
6099 · CDFA Charges	8,252.14	5,553.50	2,698.64	48.6%
6100 · Graphic Design	39,148.20	2,082.50	37,065.70	1,779.9%
6110 · Advertising	1,865.49	30,600.00	-28,734.51	-93.9%
6120 · Printing and Materials	27,499.18	22,531.50	4,967.68	22.1%
6130 · Public Relations	41,889.71	24,680.94	17,208.77	69.7%
6132 · Lodi Wine Blog	21,000.00	21,000.00	0.00	0.0%
6140 · Promotional Sponsorships	12,500.00	7,000.00	5,500.00	78.6%
6150 · Local Community Sponsorships	0.00	0.00	0.00	0.0%
6160 · Trade Show & Conference Fees	1,200.00	181.00	1,019.00	563.0%
6170 · Wine Purchase	2,837.21	924.47	1,912.74	206.9%
6210 · Newsletters and Publications	590.70	30.01	560.69	1,868.3%
6220 · Meetings & Socials	2,084.57	2,908.27	-823.70	-28.3%
6221 · LWC Meeting Expenses	1,025.51	2,921.25	-1,895.74	-64.9%
6245 · Contributions				
6245.1 · Visitor Center	18,750.00	18,750.00	0.00	0.0%
Total 6245 · Contributions	18,750.00	18,750.00	0.00	0.0%
6250 · Dues	0.00	120.00	-120.00	-100.0%
6255 · Subscriptions	158.35	120.88	37.47	31.0%
6266 · Weather Stations	4,350.00	4,182.00	168.00	4.0%
6270 · Staff Education	0.00	89.00	-89.00	-100.0%
6330 · Winegrape Research	0.00	68.64	-68.64	-100.0%
6560 · Payroll Expenses	190.50	177.25	13.25	7.5%
8000 · VC - Manager Salary	16,249.98	15,105.00	1,144.98	7.6%
8001 · VC Support Staff Salary	26,683.85	20,106.07	6,577.78	32.7%
8003 · VC - Administrative salary	3,750.00	3,521.01	228.99	6.5%
8010 · VC - Employee Benefits				
8010.1 · Medical	3,837.71	3,497.04	340.67	9.7%
8010.2 · Retirement	5,476.73	4,531.67	945.06	20.9%
Total 8010 · VC - Employee Benefits	9,314.44	8,028.71	1,285.73	16.0%

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison

July through September 2022

	Jul - Sep 22	Jul - Sep 21	\$ Change	% Chan...
8015 · VC - Payroll Taxes	1,087.73	1,167.05	-79.32	-6.8%
8040 · VC - Rent	12,496.98	12,251.93	245.05	2.0%
Total Expense	545,171.75	437,547.58	107,624.17	24.6%
Net Ordinary Income	-388,865.45	-260,679.71	-128,185.74	-49.2%
Net Income	-388,865.45	-260,679.71	-128,185.74	-49.2%

LODI WINEGRAPE COMMISSION
2022-2023 BUDGET
AS OF SEPTEMBER 30, 2022

ACCOUNT CODE	REVENUES	FY 2022 - 2023 BUDGET	REVENUE TO DATE	%
4120	Assessments	\$1,843,201.35	\$7,236.08	0.39%
4160	Winery Contributions	\$80,000.00	\$77,375.00	96.72%
4162	Event Revenue	\$220,000.00		0.00%
4122	LODI RULES Licensing Fees	\$64,000.00		0.00%
4131	Grant Income	\$50,000.00		0.00%
4130	Interest	\$500.00	\$65.96	13.19%
4150	Other Income (Sponsorship)	\$10,000.00	\$2,046.28	20.46%
	Subtotal Commission Revenue	\$2,267,701.35	\$86,723.32	3.82%
	Revenue (CWEF-Visitor Center)			
4145	Administrative Agreement	\$213,497.00	\$57,086.00	26.74%
4148	Rent	\$49,772.93	\$12,496.98	25.11%
	Subtotal CWEF Revenue	\$263,269.93	\$69,582.98	26.43%
	Total Revenue	\$2,530,971.28	\$156,306.30	6.18%
	EXPENDITURES (LWC)			
	FY 2022 - 2023 BUDGET			
	Grower Marketing	\$741,500.00	\$174,060.41	23.47%
	Winery Marketing	\$174,250.00	\$27,117.31	15.56%
	Research, Education & Communication	\$174,200.00	\$15,495.07	8.89%
	LODI RULES	\$51,500.00	\$2,051.31	3.98%
	Admin & Personnel	\$993,763.00	\$238,114.67	23.96%
	Visitor Center Sponsorship	\$75,000.00	\$18,750.00	25.00%
	Subtotal Commission Expenditures	\$2,210,213.00	\$475,588.77	21.52%
	CWEF Expenditures			
	Visitor Center	\$263,269.93	\$69,582.98	26.43%
	Subtotal CWEF Expenditures	\$263,269.93	\$69,582.98	26.43%
	Total Expenditures	\$2,473,482.93	\$545,171.75	22.04%
	Excess of Revenues Over (Under) Expenditures	\$57,488.35	-\$388,865.45	-676.42%

LODI WINEGRAPE COMMISSION
 GROWER MARKETING
 2022-2023 BUDGET
 AS OF SEPTEMBER 30, 2022

DEPARTMENT:	GROWER MARKETING				
ACCOUNT CODE	CATEGORIES	FY 2022 - 2023 BUDGET	EXPENDITURES TO DATE	%	
	Industry, Trade & Consumer Promotion				
6100	Graphic Design (Advertising Design)	\$90,000.00	\$38,588.20	42.88%	
6110	Advertising (Paid Media)	\$300,000.00	\$1,865.49	0.62%	
6120	Printing & Materials	\$30,000.00	\$16,704.94	55.68%	
		\$420,000.00	\$57,158.63	13.61%	
	Industry, Trade & Consumer Promotion Expenditures				
	Promotional Events & Activities				
6023.2	Export Promotion	\$30,000.00	\$21,152.80	70.51%	
6140	Promotional Sponsorship	\$12,000.00	\$5,000.00	41.67%	
6150	Community Sponsorship	\$6,000.00		0.00%	
6160	Trade Shows	\$3,500.00	\$1,200.00	34.29%	
		\$51,500.00	\$27,352.80	53.11%	
	Promotional Events & Activities Expenditures				
	Public Relations				
6023	Consulting Services (Agency)	\$78,000.00	\$19,500.00	25.00%	
6098	Supplies	\$1,500.00	\$781.39	52.09%	
6130	Public Relations Activities	\$75,000.00	\$41,230.20	54.97%	
6132	Lodi Wine Blog	\$78,000.00	\$21,000.00	26.92%	
6170	Wine Purchases	\$1,500.00	\$1,605.61	107.04%	
		\$234,000.00	\$84,117.20	35.95%	
	Public Relations Expenditures				
	Activities Support				
6033	Office Supplies	\$500.00	\$92.95	18.59%	
6035	Postage/Shipping	\$13,000.00	\$1,740.77	13.39%	
6060	Website - Internet	\$12,000.00	\$2,774.18	23.12%	
6076 & 6080	Travel	\$10,000.00	\$642.16	6.42%	
6221	LWC Meeting Expenses	\$500.00	\$181.72	36.34%	
		\$36,000.00	\$5,431.78	15.09%	
	Activities Support Expenditures				
	Total Expenditures	\$741,500.00	\$174,060.41	23.47%	

LODI WINEGRAPE COMMISSION
 WINERY MARKETING
 2022-2023 BUDGET
 AS OF SEPTEMBER 30, 2022

DEPARTMENT:	WINERY MARKETING				
ACCOUNT CODE	CATEGORIES	FY 2022 - 2023 BUDGET	EXPENDITURES TO DATE		%
6070.3	<u>Consumer Marketing & Promotion</u>				
6100 & 6120	Maintenance Directional Signs	\$2,500.00	\$11,223.46		448.94%
6100	Wine Trail Maps	\$15,000.00			0.00%
6110	Graphic Design (Advertising Design)	\$22,000.00			0.00%
6120	Advertising	\$15,000.00			0.00%
6035	Printing & Materials	\$7,500.00	\$8,205.17		109.40%
6130	Postage	\$4,000.00	\$0.68		0.02%
	Public Relations	\$7,500.00	\$50.63		0.68%
	Consumer Marketing & Promotion Expenditures	\$73,500.00	\$19,479.94		26.50%
	<u>Events & Roadshows</u>				
6140	Promotional Sponsorship	\$15,000.00	\$7,500.00		50.00%
6245.2	Contributions (Signature Event)	\$0.00			#DIV/0!
6070.2 & 6098	Supplies & Maintenance	\$28,000.00			0.00%
6076 & 6080	Travel	\$500.00	\$77.37		15.47%
	Events Expenditures	\$43,500.00	\$7,577.37		17.42%
	<u>Outreach & Education</u>				
6220	Meetings & Socials	\$3,000.00			0.00%
6157	Community Benchmark (Market Research)	\$7,500.00			0.00%
	Events Expenditures	\$10,500.00	\$0.00		0.00%
	<u>Activities Support</u>				
6023	Consulting Services	\$45,000.00			0.00%
6221	LWC Meeting Expenses (Committee)	\$500.00	\$60.00		12.00%
6033	Office Supplies	\$500.00			0.00%
6090	Merchant/Bank Fees	\$500.00			0.00%
6060	Website - Internet	\$250.00			0.00%
	Activities Support Expenditures	\$46,750.00	\$60.00		0.13%
	Total Expenditures	\$174,250.00	\$27,117.31		15.56%

LODI WINEGRAPE COMMISSION
RESEARCH EDUCATION & COMMUNICAT
2022-2023 BUDGET
AS OF SEPTEMBER 30, 2022

DEPARTMENT: RESEARCH, EDUCATION & COMMUNICATION

ACCOUNT CODE	CATEGORIES	FY 2022 - 2023 BUDGET	EXPENDITURES TO DATE	%
Outreach & Education				
6033 & 6098	Supplies	\$1,000.00	\$1,567.01	156.70%
6070.2	Maintenance - Cleaning	\$400.00	\$41.20	10.30%
6076 & 6080	Travel	\$10,000.00	\$2,405.33	24.05%
6130	Public Relations	\$1,500.00	\$533.67	35.58%
6160	Trade Show & Conference Fees	\$2,200.00		0.00%
6200 & 6270	Staff Education & Reference Materials	\$700.00		0.00%
6170 & 6220	Grower Meetings & Socials	\$20,000.00	\$2,222.67	11.11%
6221	LWC Meeting Expenses	\$1,200.00	\$282.34	23.53%
6250	Membership/Dues	\$3,000.00		0.00%
6255	Subscriptions	\$2,200.00	\$158.35	7.20%
6266	Weather Services	\$30,000.00	\$4,350.00	14.50%
6310	Retired San Joaquin Farm Advisor			#DIV/0!
	Outreach & Education Expenditures	\$72,200.00	\$11,560.57	16.01%
Communications				
6035	Postage	\$4,000.00	\$1,345.07	33.63%
6060	Website/Internet	\$7,000.00		0.00%
6070.5	Demo Vineyard	\$2,000.00	\$58.04	2.90%
6100	Graphic Design	\$8,000.00	\$560.00	7.00%
6120	Printing & Materials	\$6,000.00	\$1,380.69	23.01%
6210	Publications	\$30,000.00	\$590.70	1.97%
	Communications Expenditures	\$57,000.00	\$3,934.50	6.90%
Research				
6320	AVF Contributions	\$10,000.00		0.00%
6140	NGRA Contributions	\$10,000.00		0.00%
6330	Winegrape Research	\$25,000.00		0.00%
	Research Expenditures	\$45,000.00	\$0.00	0.00%
	Total REC Expenditures	\$174,200.00	\$15,495.07	8.89%

RESEARCH, EDUCATION, COMMUNICATION

LODI WINEGRAPE COMMISSION
 LODI RULES
 2022-2023 BUDGET
 AS OF SEPTEMBER 30, 2022

DEPARTMENT:	LODI RULES	CATEGORIES	FY 2021 - 2022 BUDGET	EXPENDITURES TO DATE	%
ACCOUNT CODE		<u>Communications, Marketing & Promotions</u>			
6060		Website/Internet	\$500.00		0.00%
6100		Graphic Design	\$2,000.00		0.00%
6120		Printing & Materials	\$8,000.00	\$144.47	1.81%
6130 & 6170		Public Relations	\$7,000.00	\$841.71	12.02%
6160		Trade Shows/Conferences	\$500.00		0.00%
6210		Publications (Newsletters & Videos)	\$7,000.00		0.00%
6220		Grower Meetings & Seminars	\$10,000.00	\$327.00	3.27%
		Communications, Marketing & Promotions Expenditures	\$35,000.00	\$1,313.18	3.75%
		Program Improvements			
6023		Consulting Services	\$6,000.00		0.00%
		PRT License Fees	\$1,000.00		0.00%
6200		Reference Materials	\$300.00		0.00%
		Program Improvements Expenditures	\$7,300.00	\$0.00	0.00%
		Activities Support			
6022		Legal Fees	\$1,200.00		0.00%
6033 & 6098		Supplies	\$2,000.00		0.00%
6035		Postage/Shipping	\$1,000.00	\$54.96	5.50%
6076 & 6080		Travel	\$4,000.00	\$361.45	9.04%
6221		LWC Meeting Expenses	\$1,000.00	\$321.72	32.17%
		Activities Support Expenditures	\$9,200.00	\$738.13	8.02%
		Total Expenditures	\$51,500.00	\$2,051.31	3.98%

LODI WINEGRAPE COMMISSION
ADMINISTRATION
2022-2023 BUDGET
AS OF SEPTEMBER 30, 2022

DEPARTMENT:	ADMINISTRATION		FY 2022 - 2023 BUDGET	EXPENDITURES TO DATE	%
ACCOUNT CODE	CATEGORIES				
	<u>Personnel</u>				
6000	Salaries/Wages		\$614,500.00	\$144,417.14	23.50%
6010 & 6015	Retirement, Payroll Taxes, & Benefits		\$144,963.00	\$33,336.05	23.00%
	Personnel Expenditures		\$759,463.00	\$177,753.19	23.41%
	<u>Office Expenses</u>				
6026	Insurance		\$14,000.00	\$760.80	5.43%
6033	Office Supplies		\$11,000.00	\$2,476.45	22.51%
6035	Postage		\$1,500.00	\$647.93	43.20%
6040	Rent		\$78,186.00	\$19,546.53	25.00%
6041	Offsite Storage		\$6,564.00	\$1,641.00	25.00%
6054	Property Tax		\$1,200.00	\$1,122.79	93.57%
6056 & 6058	Utilities & Telephone		\$15,000.00	\$5,430.94	36.21%
6070.2 & 6070.6	Office Maintenance		\$7,000.00	\$1,550.00	22.14%
090 & 6560 & 9010	Payroll & Bank Fees		\$1,000.00	\$226.70	22.67%
6120	Printing & Supplies		\$1,800.00	\$1,063.91	59.11%
	Office Expenditures		\$137,250.00	\$34,467.05	25.11%
	<u>Professional Fees</u>				
6022	Legal Counsel		\$6,000.00	\$117.50	1.96%
6024	CPA (Fiscal & Compliance Audits)		\$23,000.00		0.00%
6099	CDFA Charges		\$37,000.00	\$8,252.14	22.30%
	Professional Fees Expenditures		\$66,000.00	\$8,369.64	12.68%
	<u>Information Technology</u>				
6060	Software Licenses		\$2,000.00	\$410.99	20.55%
6070.1	IT Services		\$20,000.00	\$15,061.39	75.31%
6070.4	Copier/Lease		\$7,500.00	\$1,868.58	24.91%
	Information Technology Expenditures		\$29,500.00	\$17,340.96	58.78%
	<u>Other Admin Expenses</u>				
6076 & 6080	Travel (Mileage & Travel)		\$250.00	\$4.10	1.64%
6221	LWC Meeting Expenses		\$1,000.00	\$179.73	17.97%
6250	Dues		\$300.00		0.00%
	Other Admin Expenditures		\$1,550.00	\$183.83	11.86%
	Total Expenditures		\$993,763.00	\$238,114.67	23.96%

LODI WINEGRAPE COMMISSION
CWEF
2022-2023 BUDGET
AS OF SEPTEMBER 30, 2022

DEPARTMENT: CALIFORNIA WINE EDUCATION FOUNDATION/VISITOR CENTER

ACCOUNT CODE	CATEGORIES	FY 2022 - 2023 BUDGET	EXPENDITURES TO DATE	%
	<u>Personnel</u>			
8000 & 8003	Salaries/Wages	\$172,208.00	\$46,683.83	27.11%
8010 & 8015	Retirement, Payroll Taxes, & Benefits	\$41,289.00	\$10,402.17	25.19%
	Personnel Expenditures	\$213,497.00	\$57,086.00	26.74%
	<u>Office Expenses</u>			
8040	Rent	\$49,772.93	\$12,496.98	25.11%
	Office Expenditures	\$49,772.93	\$12,496.98	25.11%
	Total Visitor Center Expenditures	\$263,269.93	\$69,582.98	26.43%