



LODI WINE
WINEGRAPE
COMMISSION

**Finance Committee Meeting Minutes
March 29, 2023**

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 12:05 PM.
2. Roll was called. In attendance were Chair Murphy, Diego Olagaray, Brandon Sywassink and Matt Lauchland. Also in attendance Kent Steinwert, Mickie Nuss, and Daniel Meza with F&M Bank. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 2/22/23 (Exhibit A) were approved. Sywassink/Olagaray - Carried
4. Public Comments on Items Appearing on the Agenda – None
5. LWC Investment Options – In light of the recent banking industry challenges and the Commission’s goal to improve returns of cash-on-hand and reserve funds, F&M Bank Chairman Kent Steinwert gave a presentation to the committee. The committee discussed the recent bank failures and Steinwert assured the committee that the bank was in a strong position and not subject to the problems that arose at the other banks. Additionally, Commission funds are designated as “public funds” and collateralized at 110%. After a constructive conversation, the committee noted that they had already directed staff with consult of Finance Chair to pursue and execute on the best options for the Commission.
6. Financial Report – the committee reviewed the January & February 2023 financials (Exhibit B).
7. Year-to-Date Budget Review – the committee reviewed the year-to-date budget through February 2023 (Exhibit C). Motion to accept the financial statements and budget report as presented. Olagaray/ Sywassink – Carried.
8. CWEF/LWC Financial Agreement Review – No report.
9. Agenda Items for Future Meetings – None
10. Next meeting will be May 31, 2023 at Noon.
11. Public Comment on Items not appearing on the agenda – None
12. The meeting was adjourned at 2:38PM.

Respectfully submitted,

Stuart Spencer
On behalf of Tom Murphy
Treasurer



LODI WINE
WINEGRAPE
COMMISSION

**Finance Committee Meeting Minutes
February 22, 2023**

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 12:05 PM.
2. Roll was called. In attendance were Chair Murphy, Diego Olagaray, Brandon Sywassink and Matt Lauchland. Also in attendance Aaron Shinn. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 1/10/23 (Exhibit A) were approved. Olagaray/Lauchland - Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the December 2022 financials (Exhibit B).
6. Year-to-Date Budget Review – the committee reviewed the year-to-date budget through December 2022 (Exhibit C). Motion to accept the financial statements and budget report as presented through December 2022. Olagaray/ Sywassink – Carried.
7. LWC Investment Options – The committee discussed different options for managing the Commission’s cash throughout the year. Cash-on-hand typically peaks around February and reaches its low point around October. Until recently, with near zero interest rates, the best strategy was to leave funds in checking accounts to offset monthly fees. The committee discussed moving some funds to a money market account at Charles Schwab. Current 7-day yields are running at 4.47%. The Commission’s current bank is offering 1.5% on money market funds and CD’s ranging from 2.0-2.75% for up to 12 months. Motion to reach out to existing bank to see if they can match or come close to rates available at Charles Schwab, and if not, for staff to work with Finance Chair to move funds accordingly. Sywassink/Lauchland – Carried.
8. CWEF/LWC Financial Agreement Review – No report.
9. Agenda Items for Future Meetings – None
10. Next meeting will be March 29, 2023 at Noon.
11. Public Comment on Items not appearing on the agenda – None
12. The meeting was adjourned at 2:00PM.

Respectfully submitted,

Stuart Spencer
On behalf of Tom Murphy
Treasurer

Lodi Winegrape Commission
Statement of Cash Flows
January 2023

	<u>Jan 23</u>
OPERATING ACTIVITIES	
Net Income	253,876.67
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	-16,572.86
1175 · CWFEB Reimb Expenses	208.00
1191 · Prepaid Postage	-75.96
2000 · Accounts Payable	31,812.34
2007 · Costco Visa Business Card-Citi	12,095.19
2160 · SUI / ETT Payable	<u>1,036.24</u>
Net cash provided by Operating Activities	<u>282,379.62</u>
Net cash increase for period	282,379.62
Cash at beginning of period	<u>1,823,732.58</u>
Cash at end of period	<u><u>2,106,112.20</u></u>

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Lodi Winegrape Commission
Cash/Check Disbursement

Accrual Basis

January 2023

Date	Num	Name	Memo	Amount	Balance
Jan 23					
01/03/23	44009	Lodi Wine & Visitor Center(v...	Promo Svc Agrmnt January 2023	-6,250.00	-6,250.00
01/03/23	44010	Wine & Roses, LLC (Rent)	Lease January 2023	-10,681.17	-16,931.17
01/09/23	44017	Caparoso, Randy		-3,000.00	-19,931.17
01/09/23	44018	CDFA Cashier - Marketing Br...	FA600	-3,621.44	-23,552.61
01/09/23	44019	City of Lodi	Electric Service from 12/01/2022-01/02/2023	-461.84	-24,014.45
01/09/23	44020	Comcast	Account #8155 60 071 0168561	-141.44	-24,155.89
01/09/23	44021	England, Jill S. - Attorney at ...		-525.00	-24,680.89
01/09/23	44022	Office Depot	Account Number: 67218009 Billing ID: 15702503	-328.97	-25,009.86
01/09/23	44023	On-Line Printing & Graphics	4th Ed. binders	-376.15	-25,386.01
01/09/23	44024	Rampant Creative (Erin Dieg...	4th Ed. Cover	-112.50	-25,498.51
01/09/23	44025	SecurCare Self Storage (Prv ...	Unit No's: A022 & D002	-547.00	-26,045.51
01/09/23	44026	The Honey Agency, Inc.	30% payment Graphic design for Wine & Chocolate	-3,664.20	-29,709.71
01/09/23	44027	The Parks Group (dba)	Account #133	-920.06	-30,629.77
01/09/23	44028	Wine & Roses, LLC (Utilities)	Dec 2022 Utilities & Janitorial (Office & Restroom)	-1,062.05	-31,691.82
01/09/23	44029	WISE Academy Inc.	WISE Academy Workshop 1 of 6	-2,331.50	-34,023.32
01/09/23	44030	City of Lodi	Final Balance Due Hutchins Street Square - Kirst H...	-1,352.00	-35,375.32
01/09/23	44031	The Lucas Winery (David Lu...	VOID: Dinner (labor & decor costs) for Somm Foun...	0.00	-35,375.32
01/09/23	44032	The Lucas Winery (David Lu...	Dinner (labor & decor costs) for Somm Foundation	-1,166.87	-36,542.19
01/17/23	44033	Calhoun & Company Commu...	January 2023 Services	-7,037.51	-43,579.70
01/17/23	44034	CoPower Broker-VSP Volunt...	CoPower ID: 905910	-85.96	-43,665.66
01/17/23	44035	Fiori's Butcher Shoppe	Account #93	-145.76	-43,811.42
01/17/23	44036	On-Line Printing & Graphics	Binders	-9,967.41	-53,778.83
01/17/23	44037	The Parks Group (dba)	Account #133	-1,816.50	-55,595.33
01/17/23	44038	Western Weather Group	Quote No. 7157C-1	-1,450.00	-57,045.33
01/17/23	44039	Caparoso, Randy		-3,000.00	-60,045.33
01/17/23	44040	Crippen, Katie	https://www.expensify.com/report?reportID=R00OS...	-46.25	-60,091.58
01/17/23	44041	Lodi Wine & Visitor Center(v...	Adobe - Creative Cloud	-183.90	-60,275.48
01/18/23	44042	Blue Shield of California	W00578511000	-8,650.23	-68,925.71
01/18/23	44043	CCT Telecomm	Acct #2019051021	-294.83	-69,220.54
01/18/23	44044	CDFA Cashier - Marketing Br...	FA600	-3,467.21	-72,687.75
01/18/23	44045	Citi Cards	Account ending in 4511	-5,493.75	-78,181.50
01/18/23	44046	PG&E	7807859329-6	-1,247.45	-79,428.95
01/18/23	44047	Pitney Bowes Global Financia...	Account Number: 0015911233	-211.82	-79,640.77
01/18/23	44048	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-705.87	-80,346.64
01/18/23	44049	Kerner, William	https://www.expensify.com/report?reportID=R005T...	-180.23	-80,526.87
01/20/23	44050	Crippen, Katie	https://www.expensify.com/report?reportID=R0045t...	-11.75	-80,538.62
01/20/23	44051	Employers Compensation Ins...	FN 0330363 14 1380000	-482.80	-81,021.42
01/20/23	44052	National Grape Research Alli...	NGRA Contribution	-10,000.00	-91,021.42
01/20/23	44053	Reeves, Kent	Vision Workshop	-1,688.00	-92,709.42
01/20/23	44055	CLIC, LLC dba Andresen	Staff business cards reprint	-879.43	-93,588.85
01/24/23	44056	Bella Festa	Event rentals for Annual Meeting	-991.00	-94,579.85
01/24/23	44057	CDFA Cashier - Marketing Br...	FA600	-3,241.83	-97,821.68
01/24/23	44058	Odell Maintenance and Repair		-212.08	-98,033.76
01/24/23	44059	Office Depot	Account Number: 67218009 Billing ID: 15702503	-588.13	-98,621.89
01/24/23	44060	NAC Technology Group, Inc....	Platinum Service Agreement February 2023	-838.00	-99,459.89
01/24/23	44061	Goode, Gabriella		-60.51	-99,520.40
Jan 23				-99,520.40	-99,520.40

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Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

Accrual Basis

As of January 31, 2023

Date	Num	Name	Memo	Debit	Credit	Balance
2007	Costco	Visa Business Card-Citi				3,304.69
01/01/23	6067670	Wine Direct (Pd ...			208.00	3,512.69
01/01/23	6067672	Wine Direct (Pd ...	DTC Pro Jan 1 - Feb 1, 2023	199.00		3,711.69
01/01/23	00JtOWFD4Z7	Credit Card Misc.	Expensify, Inc. - Monthly charges - Expensify - ...	144.00		3,855.69
01/02/23	00AnPymC9s9	Amazon.com	Amazon.com - creamer for the conference room...	18.04		3,873.73
01/02/23	001riWVgZNh	Credit Card Misc.	Mailchimp - RECURRING: Monthly subscripti...	270.00		4,143.73
01/04/23	00AnPymC9s9	Amazon.com	Amazon.com - supplies for LODI RULES binde...	32.20		4,175.93
01/04/23	00AnPymC9s9	Amazon.com	Amazon.com - supplies for LODI RULES binde...	28.36		4,204.29
01/04/23	00NO2838vsm	Credit Card Misc.	Java Stop - coffee - https://www.expensify.com/...	34.25		4,238.54
01/05/23	00W1oYsHwIn	Credit Card Misc.	Projector Screen.Com - New Projector Screen - ...	717.04		4,955.58
01/06/23	00Y0YN1YqEI	Credit Card Misc.	Wine & Roses - coffee meeting - https://www.e...	9.14		4,964.72
01/06/23	001NUHNorJe	Credit Card Misc.	GoDaddy - GoDaddy - Inv #2429459207 - .com...	40.34		5,005.06
01/08/23	001riWVgZNh	Credit Card Misc.	Safeway - Paper plates for lunch for Winery Ma...	16.84		5,021.90
01/08/23	00bI9jmSOQ3	Amazon.com	Amazon.com - sink filter - https://www.expensif...	14.55		5,036.45
01/08/23	001NUHNorJe	Credit Card Misc.	GoDaddy - GoDaddy - Inv #2431715464 - .com...	99.99		5,136.44
01/09/23	00bI9jmSOQ3	Amazon.com	Amazon.com - binders for 4th edition LR binder...	357.31		5,493.75
01/10/23	January 2023	Citi Cards		5,493.75		0.00
01/10/23	00OF18KJAXt	Amazon.com	Amazon.com - rootstock book - https://www.ex...		139.27	139.27
01/11/23	00WPGqu4J9E	Credit Card Misc.	Bonneville International - Radio advertising for ...		4,000.00	4,139.27
01/11/23	00WPGqu4J9E	Credit Card Misc.	Lodi Airport Cafe - 50% Lunch cost for joint Gr...		299.54	4,438.81
01/11/23	00WPGqu4J9E	Credit Card Misc.	Lodi Airport Cafe - 50% Lunch cost for joint Gr...		299.55	4,738.36
01/11/23	00WPGqu4J9E	Credit Card Misc.	SQ *House of Coffees - Coffee for WISE Acade...		95.42	4,833.78
01/11/23	00WPGqu4J9E	Panera Bread	Panera Bread - Pastries for WISE Academy win...		77.63	4,911.41
01/12/23	YSI24291176	Hightail	Pro Plus - Stuart - Monthly Online Storage Servi...		14.99	4,926.40
01/12/23	00PtqDLdiHS	Credit Card Misc.	GoDaddy - GoDaddy - Inv #2435763524 - .com...		20.17	4,946.57
01/13/23	Jan 2023	Quickbooks Time	Time Tracking		116.00	5,062.57
01/13/23	00W1oYsHwIn	Credit Card Misc.	Wine & Roses - Meeting - https://www.expensif...		18.94	5,081.51
01/13/23	00Y0YN1YqEI	Vertical Response	Vertical Response - VR email credits - https://w...		30.01	5,111.52
01/13/23	00PtqDLdiHS	Credit Card Misc.	GoDaddy - GoDaddy - Inv #2429459207 - .com...		21.17	5,132.69
01/13/23	00GSCQksgKR	Credit Card Misc.	DPR - meeting credits for 2-7-23 Lodi Grape Da...		45.00	5,177.69
01/13/23	00PG9IW8jLW	Bon Appetit	Bon Appetit - committee meeting lunch - https://...		104.19	5,281.88
01/16/23	00W1oYsHwIn	Costco	Costco - Drinks - https://www.expensify.com/re...		55.15	5,337.03
01/16/23	00PG9IW8jLW	Credit Card Misc.	DeVincis Deli & Catering - catered lunch - https...		1,670.64	7,007.67
01/17/23	00WPGqu4J9E	Credit Card Misc.	Trader Joe's - Flowers for annual meeting. - http...		106.50	7,114.17
01/18/23	00AK5q1S3au	Amazon.com	Amazon.com - Year-end forms 2022 W-2's & 1...		91.00	7,205.17
01/18/23	00WPGqu4J9E	Credit Card Misc.	Safeway - Flowers for annual meeting. - https://...		58.39	7,263.56
01/18/23	00WPGqu4J9E	Raley's	Raley's - Ice for winery pouring stations for ann...		32.42	7,295.98
01/18/23	00WPGqu4J9E	Credit Card Misc.	Smart & Final - Water cups and napkins for ann...		80.67	7,376.65
01/19/23	00PtqDLdiHS	Credit Card Misc.	GoDaddy - GoDaddy - Inv #2429459207 - .com...		20.36	7,397.01
01/19/23	00QyNYBE34x	Credit Card Misc.	Wine & Roses - https://www.expensify.com/rep...		9.47	7,406.48
01/19/23	00WPGqu4J9E	Credit Card Misc.	Exclaimer.com - RECURRING: Monthly subscri...		14.13	7,420.61
01/20/23	00WPGqu4J9E	Credit Card Misc.	PayPal *Zinfandelad - Parking for ZAP wine fes...		65.00	7,485.61
01/23/23	00duPe6VN6q	Amazon.com	Amazon.com - supplies needed for the VC - http...		69.07	7,554.68
01/23/23	00QyNYBE34x	Credit Card Misc.	Staples, Inc. - New Projector - https://www.expe...		817.73	8,372.41
01/23/23	00PG9IW8jLW	Credit Card Misc.	Hilton - hotel - https://www.expensify.com/repo...		225.03	8,597.44
01/23/23	00dXBj1Yuo0	Credit Card Misc.	Parking - Parking - no receipt - Unified - https://...		13.50	8,610.94
01/24/23	00NEfSPGyJz	Credit Card Misc.	GoTo - GoTo Webinar subscription for Februar...		109.00	8,719.94
01/24/23	00QyNYBE34x	Credit Card Misc.	Starbucks - Coffee - https://www.expensify.com...		4.95	8,724.89
01/24/23	00QyNYBE34x	Credit Card Misc.	Ace Parking - Parking Unified - https://www.ex...		30.00	8,754.89
01/24/23	00QyNYBE34x	Credit Card Misc.	Cafeteria 15L - Lunch unified - https://www.ex...		60.82	8,815.71
01/24/23	00WPGqu4J9E	Credit Card Misc.	Priority Parking L Street Sacramento - Parking f...		35.00	8,850.71
01/25/23	00NEfSPGyJz	Credit Card Misc.	Punch Bowl Social - lunch - https://www.expens...		18.49	8,869.20
01/25/23	00NEfSPGyJz	Credit Card Misc.	Java Stop - coffee - https://www.expensify.com/...		130.25	8,999.45
01/25/23	00QyNYBE34x	Credit Card Misc.	Ace Parking - Unified - https://www.expensify.c...		30.00	9,029.45
01/25/23	00QyNYBE34x	Credit Card Misc.	Upper Crust - Unified - https://www.expensify.c...		17.75	9,047.20
01/25/23	00WPGqu4J9E	Credit Card Misc.	Starbucks - Breakfast for Katie Crippen and Jen...		26.04	9,073.24
01/25/23	00WPGqu4J9E	Credit Card Misc.	Pennisis Deli - Sandwich (Katie Crippen) and c...		25.18	9,098.42
01/25/23	00WPGqu4J9E	Credit Card Misc.	City of Sac Parking Garage - Parking for Unifie...		18.00	9,116.42
01/25/23	00WPGqu4J9E	Credit Card Misc.	Subway - Sandwich for Jenny Heitman for lunc...		6.39	9,122.81
01/25/23	00PG9IW8jLW	Credit Card Misc.	Paypal - parking - https://www.expensify.com/r...		3.00	9,125.81

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Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

As of January 31, 2023

Accrual Basis

Date	Num	Name	Memo	Debit	Credit	Balance
01/25/23	00PG9IW8jLW	Credit Card Misc.	Travel Traders #3007 Gift Shop - water - https://...		4.50	9,130.31
01/25/23	00PG9IW8jLW	Credit Card Misc.	Uber - uber - https://www.expensify.com/report...		14.59	9,144.90
01/25/23	00PG9IW8jLW	Credit Card Misc.	Travel Traders #3007 Gift Shop - travel - https://...		11.98	9,156.88
01/25/23	00PG9IW8jLW	Credit Card Misc.	Punch Bowl Social - research meeting - https://...		63.08	9,219.96
01/26/23	00WPGqu4J9E	Credit Card Misc.	City of Sac Parking Garage - Parking for Unifie...		18.00	9,237.96
01/26/23	00WPGqu4J9E	Credit Card Misc.	Amazon - Badge lanyards and holders for winer...		18.30	9,256.26
01/26/23	00WPGqu4J9E	Credit Card Misc.	Amazon - Badge lanyards and holders for winer...		40.68	9,296.94
01/27/23	00PtqDLdiHS	Credit Card Misc.	Zoom - Standard Pro & Webinar 500 - Monthly ...		54.99	9,351.93
01/28/23	00WPGqu4J9E	Credit Card Misc.	In N Out Burger - Dinner for Jenny Heitman an...		20.45	9,372.38
01/29/23	00WPGqu4J9E	Panera Bread	Panera Bread - Lunch for Katie Crippen and Jen...		24.47	9,396.85
01/30/23	00WPGqu4J9E	Fiori's Butcher S...	Fiori's Butcher Shoppe - Lunch for Lodi Wine si...		52.91	9,449.76
01/31/23	00duPe6VN6q	Amazon.com	Amazon.com - supplies needed for W&C winer...		77.56	9,527.32
01/31/23	00WPGqu4J9E	Credit Card Misc.	SQ *Parks Barks BBQ - Food for annual meetin...		5,872.56	15,399.88
Total 2007 · Costco Visa Business Card-Citi				5,493.75	17,588.94	15,399.88
TOTAL				5,493.75	17,588.94	15,399.88

Lodi Winegrape Commission

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Register: 1025 · Public Funds - Special Project

From 07/01/22 through 01/31/23

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
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
10/02/22			4130 · Interest Income	Interest		X	4.31	61,541.41
11/30/22			4130 · Interest Income	Interest		X	7.96	61,549.37
12/31/22			4130 · Interest Income	Interest		X	4.18	61,553.55
01/31/23			4130 · Interest Income	Interest		X	4.19	61,557.74

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Lodi Winegrape Commission
A/P Aging Summary
As of January 31, 2023

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Calhoun & Company Communications, LLC	712.68	0.00	0.00	0.00	712.68
Caparoso, Randy	0.00	3,000.00	0.00	0.00	3,000.00
CAWG	0.00	350.00	0.00	0.00	350.00
CDFFA Cashier - Marketing Branch	3,114.14	0.00	0.00	0.00	3,114.14
Christina Best Photography	0.00	0.00	0.00	1,510.00	1,510.00
CocoTutti Chocolates	0.00	8,523.25	0.00	0.00	8,523.25
Crippen, Katie	89.34	0.00	0.00	0.00	89.34
Desert Publications, Inc.	10000.00	0.00	0.00	0.00	10000.00
England, Jill S. - Attorney at Law	600.00	0.00	0.00	0.00	600.00
Heitman, Jenny	279.03	0.00	0.00	0.00	279.03
Kerner, William	118.19	0.00	0.00	0.00	118.19
Larym Design	0.00	99.00	0.00	0.00	99.00
Lodi Grape Festival	5,000.00	0.00	0.00	0.00	5,000.00
Lodi Wine & Visitor Center(vendor)	21.03	574.52	0.00	0.00	595.55
Micro-Cast (Bill Russell dba)	600.00	0.00	0.00	0.00	600.00
Oakwood Strategies, LLC (Camron King d...	0.00	2,500.00	2,500.00	0.00	5,000.00
The Honey Agency, Inc.	1,851.55	0.00	0.00	0.00	1,851.55
The Parks Group (dba)	2,332.65	0.00	0.00	0.00	2,332.65
Western Weather Group	6,000.00	0.00	0.00	0.00	6,000.00
Wine & Roses, LLC (Charges)	0.00	1,774.52	0.00	0.00	1,774.52
Wine & Roses, LLC (Utilities)	1,064.96	0.00	0.00	0.00	1,064.96
Wine Communications Group, Inc.	7,844.00	0.00	0.00	0.00	7,844.00
Wine Direct (Pd via CC)	384.64	0.00	0.00	0.00	384.64
Woodlake Cleaners	106.00	0.00	0.00	0.00	106.00
TOTAL	<u>40118.21</u>	<u>16821.29</u>	<u>2,500.00</u>	<u>1,510.00</u>	<u>60949.50</u>

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Lodi Winegrape Commission
A/R Aging Summary
As of January 31, 2023

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Berghold Winery	0.00	100.00	100.00	0.00	200.00
Bokisch Ranches LLC	0.00	200.00	100.00	0.00	300.00
Durst Winery	0.00	0.00	50.00	0.00	50.00
E2 Family Winery	0.00	125.00	0.00	250.00	375.00
Haylo Wines LLC	0.00	50.00	0.00	0.00	50.00
Jessie's Grove	0.00	100.00	0.00	0.00	100.00
Klinker Brick Winery.	0.00	1,375.00	50.00	1,375.00	2,800.00
Lodi Crush, Inc.	0.00	50.00	0.00	0.00	50.00
Lodi Wine & Visitor Center	17054.68	0.00	23364.65	33341.67	73761.00
M2 Wines	0.00	375.00	0.00	0.00	375.00
Maley Vineyards	0.00	0.00	50.00	0.00	50.00
McConnell Estates Winery, Inc	0.00	0.00	0.00	1,000.00	1,000.00
Mettler Family Vineyards.	0.00	100.00	0.00	0.00	100.00
Paskett Winery LLC	0.00	0.00	0.00	750.00	750.00
The Lucas Winery.	0.00	100.00	0.00	0.00	100.00
Viaggio, Inc. dba Viaggio Estate & Win...	0.00	250.00	0.00	0.00	250.00
TOTAL	<u>17054.68</u>	<u>2,825.00</u>	<u>23714.65</u>	<u>36716.67</u>	<u>80311.00</u>

Lodi Winegrape Commission
Balance Sheet
As of January 31, 2023

	<u>Jan 31, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,510.73
1022 · LWC General Checking	1,614,192.12
1025 · Public Funds - Special Project	61,557.74
1026 · Public Funds - Reserve Funds	414,351.61
1080 · Petty Cash	<u>500.00</u>
Total Checking/Savings	2,106,112.20
Accounts Receivable	
1120 · Accounts Receivable	<u>80,311.00</u>
Total Accounts Receivable	80,311.00
Other Current Assets	
1175 · CWFEB Reimb Expenses	90.12
1190 · Security Deposit	950.00
1191 · Prepaid Postage	<u>3,152.80</u>
Total Other Current Assets	<u>4,192.92</u>
Total Current Assets	2,190,616.12
Fixed Assets	
1441 · Property; Plant & Equipment	212,651.68
1443 · Right of Use Asset	636,303.34
1445 · Accum Depr	-145,306.82
1446 · Accum Amortization Right of Use	<u>-127,260.36</u>
Total Fixed Assets	<u>576,387.84</u>
TOTAL ASSETS	<u><u>2,767,003.96</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	<u>60,949.50</u>
Total Accounts Payable	60,949.50
Credit Cards	
2007 · Costco Visa Business Card-Citi	<u>15,399.88</u>
Total Credit Cards	15,399.88

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Accrual Basis

Lodi Winegrape Commission
Balance Sheet
As of January 31, 2023

	<u>Jan 31, 23</u>
Other Current Liabilities	
2030 · Lease Liability	520,986.62
2100 · Payroll Liabilities	53.09
2160 · SUI / ETT Payable	1,815.18
2300 · Accrued Vacation	<u>33,719.13</u>
Total Other Current Liabilities	<u>556,574.02</u>
Total Current Liabilities	<u>632,923.40</u>
Total Liabilities	632,923.40
Equity	
3900 · Retained Earnings	1,733,328.99
Net Income	<u>400,751.57</u>
Total Equity	<u>2,134,080.56</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,767,003.96</u></u>

Lodi Winegrape Commission

Profit & Loss

July 2022 through January 2023

	<u>Jul '22 - Jan 23</u>	<u>Jul '21 - Jan 22</u>	<u>\$ Change</u>	<u>% Cha...</u>
Ordinary Income/Expense				
Income				
4120 · Assessment Income	1,436,411.90	1,588,093.09	-151,681.19	-9.6%
4122 · Lodi Rules Certification Income	69,270.71	63,077.06	6,193.65	9.8%
4130 · Interest Income	228.77	239.93	-11.16	-4.7%
4131 · Grant Income	25,000.00	4,089.13	20,910.87	511.4%
4145 · Admin Fees Income - VC	130,122.77	119,052.13	11,070.64	9.3%
4148 · Rent Income - VC	29,159.62	28,587.85	571.77	2.0%
4150 · Miscellaneous Income	5,787.89	3,856.15	1,931.74	50.1%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	87,250.00	74,625.00	12,625.00	16.9%
4160 · Winery Marketing Income - Other	2,800.00	0.00	2,800.00	100.0%
Total 4160 · Winery Marketing Income	90,050.00	74,625.00	15,425.00	20.7%
4162 · Event Income	39,537.75	1,800.00	37,737.75	2,096.5%
Total Income	1,825,569.41	1,883,420.34	-57,850.93	-3.1%
Gross Profit	1,825,569.41	1,883,420.34	-57,850.93	-3.1%
Expense				
6000 · Program Management - Salaries	356,983.78	290,055.08	66,928.70	23.1%
6010 · Employee Benefits				
6010.1 · Medical	36,349.21	30,700.37	5,648.84	18.4%
6010.2 · Retirement	41,930.49	34,069.59	7,860.90	23.1%
6010.3 · Employee Paid Voluntary Ben...	36.73	64.76	-28.03	-43.3%
Total 6010 · Employee Benefits	78,316.43	64,834.72	13,481.71	20.8%
6015 · Payroll Taxes	6,732.38	5,574.91	1,157.47	20.8%
6022 · Legal Fees	1,457.50	1,592.71	-135.21	-8.5%
6023 · Consulting Services				
6023.1 · Public Relations	45,500.00	57,581.02	-12,081.02	-21.0%
6023.2 · Export	31,152.80	15,000.00	16,152.80	107.7%
6023.3 · Other	0.00	3,000.00	-3,000.00	-100.0%
6023 · Consulting Services - Other	18,381.50	0.00	18,381.50	100.0%
Total 6023 · Consulting Services	95,034.30	75,581.02	19,453.28	25.7%
6024 · Accounting Fees	0.00	21,600.00	-21,600.00	-100.0%
6026 · Insurance				
6026.2 · Workers Compensation	2,692.00	2,722.95	-30.95	-1.1%
Total 6026 · Insurance	2,692.00	2,722.95	-30.95	-1.1%
6033 · Office Supplies	7,518.07	5,029.71	2,488.36	49.5%
6035 · Postage	10,561.80	7,552.90	3,008.90	39.8%

Lodi Winegrape Commission

Profit & Loss

July 2022 through January 2023

	Jul '22 - Jan 23	Jul '21 - Jan 22	\$ Change	% Cha...
6040 · Rent	45,608.57	44,714.33	894.24	2.0%
6041 · Offsite Storage	3,829.00	3,403.00	426.00	12.5%
6054 · Personal Property Tax	1,122.79	991.42	131.37	13.3%
6056 · Telephone	3,780.20	2,909.79	870.41	29.9%
6058 · Utilities	7,567.40	5,624.69	1,942.71	34.5%
6060 · Website - Internet	10,752.95	7,536.07	3,216.88	42.7%
6070 · Maintenance				
6070.1 · Computer	18,413.39	2,386.48	16,026.91	671.6%
6070.2 · Cleaning	4,217.32	3,344.95	872.37	26.1%
6070.3 · Directional Signage	11,804.31	0.00	11,804.31	100.0%
6070.4 · Copier Lease	4,236.94	4,734.20	-497.26	-10.5%
6070.5 · Demo Vineyard	383.04	0.00	383.04	100.0%
6070.6 · Office Maintenance	0.00	250.00	-250.00	-100.0%
Total 6070 · Maintenance	39,055.00	10,715.63	28,339.37	264.5%
6076 · Employee Mileage	2,632.38	1,861.76	770.62	41.4%
6080 · Travel Expenses	8,418.52	2,348.33	6,070.19	258.5%
6090 · Bank Charges	36.20	6.44	29.76	462.1%
6098 · Supplies	26,790.30	3,243.46	23,546.84	726.0%
6099 · CDFA Charges	23,099.61	11,306.08	11,793.53	104.3%
6100 · Graphic Design	123,295.95	20,585.00	102,710.95	499.0%
6110 · Advertising	75,638.31	78,789.00	-3,150.69	-4.0%
6120 · Printing and Materials	76,547.42	67,986.52	8,560.90	12.6%
6130 · Public Relations	57,718.00	35,183.94	22,534.06	64.1%
6132 · Lodi Wine Blog	48,000.00	48,000.00	0.00	0.0%
6140 · Promotional Sponsorships	34,500.00	21,000.00	13,500.00	64.3%
6150 · Local Community Sponsorships	5,000.00	5,000.00	0.00	0.0%
6160 · Trade Show & Conference Fees	2,194.46	1,037.58	1,156.88	111.5%
6170 · Wine Purchase	5,193.89	1,836.17	3,357.72	182.9%
6200 · Reference Materials	270.10	204.21	65.89	32.3%
6210 · Newsletters and Publications	3,473.38	150.05	3,323.33	2,214.8%
6220 · Meetings & Socials	25,689.70	14,655.76	11,033.94	75.3%
6221 · LWC Meeting Expenses	2,977.93	4,225.05	-1,247.12	-29.5%
6240 · Donations	0.00	0.00	0.00	0.0%
6245 · Contributions				
6245.1 · Visitor Center	43,750.00	43,750.00	0.00	0.0%
Total 6245 · Contributions	43,750.00	43,750.00	0.00	0.0%

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Accrual Basis

Lodi Winegrape Commission

Profit & Loss

July 2022 through January 2023

	Jul '22 - Jan 23	Jul '21 - Jan 22	\$ Change	% Cha...
6250 · Dues	1,429.00	1,639.00	-210.00	-12.8%
6255 · Subscriptions	2,135.75	1,820.61	315.14	17.3%
6266 · Weather Stations	25,245.88	20,618.00	4,627.88	22.5%
6270 · Staff Education	0.00	92.00	-92.00	-100.0%
6330 · Winegrape Research	0.00	842.60	-842.60	-100.0%
6560 · Payroll Expenses	486.50	300.50	186.00	61.9%
8000 · VC - Manager Salary	37,916.62	35,245.00	2,671.62	7.6%
8001 · VC Support Staff Salary	58,893.83	52,938.61	5,955.22	11.3%
8003 · VC - Administrative salary	8,750.00	8,215.69	534.31	6.5%
8010 · VC - Employee Benefits				
8010.1 · Medical	9,133.63	8,256.04	877.59	10.6%
8010.2 · Retirement	12,384.91	11,278.77	1,106.14	9.8%
Total 8010 · VC - Employee Benefits	21,518.54	19,534.81	1,983.73	10.2%
8015 · VC - Payroll Taxes	3,043.78	3,118.02	-74.24	-2.4%
8040 · VC - Rent	29,159.62	28,587.85	571.77	2.0%
9011 · Late Penalty Fees	0.00	199.47	-199.47	-100.0%
Total Expense	1,424,817.84	1,084,760.44	340,057.40	31.4%
Net Ordinary Income	400,751.57	798,659.90	-397,908.33	-49.8%
Net Income	400,751.57	798,659.90	-397,908.33	-49.8%

Lodi Winegrape Commission
Statement of Cash Flows
February 2023

	<u>Feb 23</u>
OPERATING ACTIVITIES	
Net Income	139,849.45
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	13,505.05
1175 · CWEF Reimb Expenses	-50.76
1190 · Security Deposit	750.00
1191 · Prepaid Postage	-864.91
2000 · Accounts Payable	-12,346.80
2007 · Costco Visa Business Card-Citi	-10,913.05
2160 · SUI / ETT Payable	571.14
	<hr/>
Net cash provided by Operating Activities	130,500.12
	<hr/>
Net cash increase for period	130,500.12
	<hr/>
Cash at beginning of period	2,106,112.20
	<hr/>
Cash at end of period	<u>2,236,612.32</u>

Lodi Winegrape Commission
Cash/Check Disbursement
February 2023

Date	Num	Name	Memo	Amount	Balance
Feb 23					
02/02/23	44064	Calhoun & Company Communicati...		-7,212.68	-7,212.68
02/02/23	44065	CAWG	Supporter Level	-350.00	-7,562.68
02/02/23	44066	CDFA Cashier - Marketing Branch	FA600	-3,114.14	-10,676.82
02/02/23	44067	Christina Best Photography	Grower photos	-1,510.00	-12,186.82
02/02/23	44068	CocoTutti Chocolates	Chocolate for event	-8,523.25	-20,710.07
02/02/23	44069	Crippen, Katie		-89.34	-20,799.41
02/02/23	44070	Desert Publications, Inc.	ID: 16079	-10,000.00	-30,799.41
02/02/23	44071	England, Jill S. - Attorney at Law		-600.00	-31,399.41
02/02/23	44072	Kerner, William	https://www.expensify.com/report?reportID=R00...	-118.19	-31,517.60
02/02/23	44073	Larym Design	Premium plugin license	-99.00	-31,616.60
02/02/23	44074	Lodi Grape Festival	2023 Lodi Wine & Food Festival 4/01;2023 Lodi ...	-5,000.00	-36,616.60
02/02/23	44075	Lodi Wine & Visitor Center(vendor)		-595.55	-37,212.15
02/02/23	44076	Micro-Cast (Bill Russell dba)	Live music W & C Winemakers Toast @ Wine ...	-600.00	-37,812.15
02/02/23	44077	Oakwood Strategies, LLC (Camron ...		-5,000.00	-42,812.15
02/02/23	44078	Rampant Creative (Erin Diego DBA)		-468.75	-43,280.90
02/02/23	44079	The Honey Agency, Inc.	Final invoice for graphic design	-1,851.55	-45,132.45
02/02/23	44080	The Parks Group (dba)	Account #133	-2,332.65	-47,465.10
02/02/23	44081	Woodlake Cleaners	Acct #3674727	-42.40	-47,507.50
02/02/23	44082	Wine & Roses, LLC (Rent)	VOID: Lease February 2023	0.00	-47,507.50
02/02/23	44083	Wine & Roses, LLC (Rent)	Lease February 2023	-10,681.17	-58,188.67
02/02/23	44084	Caparoso, Randy		-3,000.00	-61,188.67
02/02/23	44085	Lodi Wine & Visitor Center(vendor)	Promo Service Agreement February 2023	-6,250.00	-67,438.67
02/02/23	2022...	CWEF - Lodi Wine Experience	Contribution - Lodi Wine Experience 2023	-37,500.00	-104,938.67
02/14/23	44095	Caparoso, Randy		-3,000.00	-107,938.67
02/14/23	44096	CDFA Cashier - Marketing Branch	FA600	-3,140.98	-111,079.65
02/14/23	44097	City of Lodi	Electric Service from 01/02/2023-02/01/2023	-368.99	-111,448.64
02/14/23	44098	Comcast	Account #8155 60 071 0168561	-141.44	-111,590.08
02/14/23	44099	CoPower Broker-VSP Voluntary V...	CoPower ID: 905910	-85.96	-111,676.04
02/14/23	44100	Crippen, Katie	https://www.expensify.com/report?reportID=R00...	-39.33	-111,715.37
02/14/23	44101	Goode, Gabriella	https://www.expensify.com/report?reportID=R00...	-61.05	-111,776.42
02/14/23	44102	KK Promotions (Kimberly Karp dba)	Account #326804	-1,479.92	-113,256.34
02/14/23	44103	Lodi News-Sentinel (Central Valley...	Account #03100311 & 41406 (Renewal)	-156.00	-113,412.34
02/14/23	44104	Lodi Wine & Visitor Center(vendor)	For Pat Patrick	-119.87	-113,532.21
02/14/23	44105	Marsh, Paul	https://www.expensify.com/report?reportID=R00...	-93.01	-113,625.22
02/14/23	44106	On-Line Printing & Graphics	Postcards 2/23	-397.13	-114,022.35
02/14/23	44107	PG&E	7807859329-6	-1,817.73	-115,840.08
02/14/23	44108	SecurCare Self Storage (Prv W Lod...	Unit No's: A022 & D002	-547.00	-116,387.08
02/14/23	44109	Western Weather Group	Quote No. 7157C-1	-1,450.00	-117,837.08
02/14/23	44110	Wine & Roses, LLC (Charges)		-1,774.52	-119,611.60
02/14/23	44111	Wine & Roses, LLC (Utilities)	Jan 2023 Utilities & Janitorial (Office & Restroo...	-1,064.96	-120,676.56
02/14/23	44112	Wine Communications Group, Inc.		-7,844.00	-128,520.56
02/14/23	44113	Woodlake Cleaners	Acct #3674727	-12.72	-128,533.28
02/14/23	44114	Woodlake Cleaners	Acct #3674727	-63.60	-128,596.88
02/14/23	44115	Citi Cards	Account ending in 4511	-17,691.24	-146,288.12
02/14/23	44116	CCT Telecomm	Acct #2019051021	-294.83	-146,582.95
02/14/23	44117	Employers Compensation Ins. Co.	FN 0330363 14 1380000	-482.80	-147,065.75
02/14/23	44118	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-595.33	-147,661.08
02/15/23	44119	Blue Shield of California	W00578511000	-8,650.23	-156,311.31
02/15/23	44120	NAC Technology Group, Inc. (Lodi)	Platinum Service Agreement March 2023	-838.00	-157,149.31
02/15/23	44124	Fiori's Butcher Shoppe	Account #93	-211.70	-157,361.01
02/15/23	44125	Crippen, Katie	https://www.expensify.com/report?reportID=R00...	-23.47	-157,384.48
02/16/23	44129	Lodi Wine & Visitor Center(vendor)	LDDGA Annual Dinner	-39.59	-157,424.07
02/24/23	44130	Caparoso, Randy		-3,000.00	-160,424.07
02/24/23	44131	Fiori's Butcher Shoppe	Account #93	-117.33	-160,541.40
02/24/23	44132	Good Mills Family Winery.	Host 12 Guests Friday Evening Experience	-300.00	-160,841.40
02/24/23	44133	Heritage Oak Winery.	Host 18 Guests Friday Evening Experience	-450.00	-161,291.40
02/24/23	44134	Lodi Wine & Visitor Center(vendor)	Adobe - Creative Cloud	-183.90	-161,475.30
02/24/23	44135	Oak Farm Vineyards, LLC	Host 48 Guests Friday Evening Experience	-1,200.00	-162,675.30
02/24/23	44136	Ripley at Lodi Vintners.	Host 22 Guests Friday Evening Experience	-550.00	-163,225.30

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Lodi Winegrape Commission
Cash/Check Disbursement

Accrual Basis

February 2023

<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Amount</u>	<u>Balance</u>
02/24/23	44137	St. Amant Winery	Host 29 Guests Friday Evening Experience	-725.00	-163,950.30
02/24/23	44140	Jitaro Truck David Fujimura dba	Weeds Field Day	-1,458.00	-165,408.30
Feb 23				<u>-165,408.30</u>	<u>-165,408.30</u>

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions
As of February 28, 2023

Date	Num	Name	Memo	Debit	Credit	Balance
2007	Costco	Visa Business Card-Citi				15,399.88
02/01/23	6069306	Wine Direct (Pd via...	DTC Pro Jan 1 - Feb 1, 2023 & January Reve...	384.64		15,784.52
02/01/23	0017bKXASZs	Credit Card Misc.	Expensify, Inc. - Monthly charges - Expensify ...	144.00		15,928.52
02/01/23	00QyNYBE34x	Credit Card Misc.	Inspire Coffee - Meeting with Stephanie - http...	9.53		15,938.05
02/02/23	00QyNYBE34x	Credit Card Misc.	Yume - ROI - Bob L, Richard L, Bill S, Stepha...	170.06		16,108.11
02/03/23	00WPGqu4J9E	Credit Card Misc.	Mailchimp - RECURRING: Monthly subscripti...	270.00		16,378.11
02/03/23	00WPGqu4J9E	Credit Card Misc.	Amazon - Photo frames and hangers for signag...	81.93		16,460.04
02/03/23	00PG9IW8jLW	Credit Card Misc.	Avenue Grill - planning meeting - https://www...	66.62		16,526.66
02/04/23	00WPGqu4J9E	Credit Card Misc.	SMK*SurveyMonkey.com - RECURRING: an...	468.00		16,994.66
02/06/23	00GSCQksgKR	Credit Card Misc.	UC ANR - weed guides - https://www.expensif...	557.01		17,551.67
02/08/23	006e3Sq4bmM	Amazon.com	Amazon.com - Charged to SS card ending in 4...	301.68		17,853.35
02/08/23	00Q3tuleBdG	Credit Card Misc.	Canva - Canva annual subscription fee - https://...	119.40		17,972.75
02/08/23	004oUgfG6dS	Credit Card Misc.	GoDaddy - GoDaddy - Inv #2465101023 - .co...	20.17		17,992.92
02/09/23	February 2023	Citi Cards		17,691.24		301.68
02/09/23	00PG9IW8jLW	Credit Card Misc.	Avenue Grill - rootstock focus group - https://...	133.64		435.32
02/12/23	YSI24326456	Hightail	Pro Plus - Stuart - Monthly Online Storage Ser...	14.99		450.31
02/13/23	Feb 2023	Quickbooks Time	Time Tracking	116.00		566.31
02/14/23	00YdXNI4abN	Intuit	Intuit - QuickBooks Plus Annual Subscription ...	749.00		1,315.31
02/14/23	007HZJ8HHkw	Credit Card Misc.	House of Coffees - Coffee for winery WISE sal...	99.55		1,414.86
02/14/23	007HZJ8HHkw	Credit Card Misc.	J & D Donuts - Donuts for winery WISE sales ...	59.85		1,474.71
02/15/23	00PG9IW8jLW	Credit Card Misc.	School Street Trail - coffee meeting - https://w...	9.66		1,484.37
02/15/23	00N2NA1Flvx	Amazon.com	Amazon.com - Office supplies for the office (re...	158.04		1,642.41
02/15/23	00N2NA1Flvx	Amazon.com	Amazon.com - labels need for wines in VC - ht...	50.76		1,693.17
02/16/23	00N2NA1Flvx	Amazon.com	Amazon.com - Office supplies requested by sta...	43.40		1,736.57
02/16/23	00N2NA1Flvx	Amazon.com	Amazon.com - supplies need for restroom - htt...	65.02		1,801.59
02/18/23	00I8xuEhExW	Amazon.com	Amazon.com - restock supplies - https://www.e...	9.03		1,810.62
02/19/23	00N2NA1Flvx	Amazon.com	Amazon.com - Office supplies for staff and to r...	173.62		1,984.24
02/19/23	007HZJ8HHkw	Credit Card Misc.	Exclaimer - RECURRING: Monthly subscripti...	14.13		1,998.37
02/21/23	00I8xuEhExW	Amazon.com	Amazon.com - restock supplies - https://www.e...	25.84		2,024.21
02/21/23	00I8xuEhExW	Amazon.com	Amazon.com - restock supplies - https://www.e...	50.64		2,074.85
02/21/23	00OY5Pm3jIX	Credit Card Misc.	Wine & Roses - Meeting with Jaclyn - https://...	54.47		2,129.32
02/23/23	007HZJ8HHkw	Credit Card Misc.	Vimeo - One-time start up cost for video hostin...	84.00		2,213.32
02/24/23	00a8mw7ntUP	Credit Card Misc.	GoTo - GoTo webinar subscription for March -...	109.00		2,322.32
02/24/23	00a8mw7ntUP	Credit Card Misc.	VOID: GoTo - GoTo webinar subscription for ...	0.00		2,322.32
02/24/23	00bZZYVe4dw	Credit Card Misc.	WineDirect Payments - 6033: Charged to SS ca...	315.10		2,637.42
02/24/23	007HZJ8HHkw	Credit Card Misc.	House of Coffees - Coffee for all-winery meeti...	83.92		2,721.34
02/25/23	007HZJ8HHkw	Credit Card Misc.	Jotform - RECURRING: Annual subscription: ...	190.00		2,911.34
02/26/23	007HZJ8HHkw	Costco	Costco - Laptop for employee Jenny Heitman f...		1,190.74	4,102.08
02/26/23	007HZJ8HHkw	Costco	Costco - iPad for Visitor Center POS. - https://...	274.61		4,376.69
02/27/23	00I8xuEhExW	Amazon.com	Amazon.com - replenish stock and requested b...	6.13		4,382.82
02/27/23	00dXBJ1Yuoo	Credit Card Misc.	Zoom - Standard Pro & Webinar 500 - Monthl...	54.99		4,437.81
02/28/23	00OY5Pm3jIX	Credit Card Misc.	Fujiya - Volunteer lunch - https://www.expensi...	49.02		4,486.83
Total 2007 - Costco Visa Business Card-Citi				17,691.24	6,778.19	4,486.83
TOTAL				17,691.24	6,778.19	4,486.83

Lodi Winegrape Commission

3/27/23 5:58 PM

Register: 1025 · Public Funds - Special Project

From 07/01/22 through 02/28/23

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
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
10/02/22			4130 · Interest Income	Interest	X		4.31	61,541.41
11/30/22			4130 · Interest Income	Interest	X		7.96	61,549.37
12/31/22			4130 · Interest Income	Interest	X		4.18	61,553.55
01/31/23			4130 · Interest Income	Interest	X		4.19	61,557.74
02/28/23			4130 · Interest Income	Interest	X		3.77	61,561.51

5:53 PM
03/27/23

Lodi Winegrape Commission
A/P Aging Summary
As of February 28, 2023

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Calhoun & Company Communications, ...	1,056.23	0.00	0.00	0.00	1,056.23
Chubb	2,306.00	0.00	0.00	0.00	2,306.00
Crippen, Katie	113.97	0.00	0.00	0.00	113.97
England, Jill S. - Attorney at Law	1,110.00	0.00	0.00	0.00	1,110.00
Heitman, Jenny	0.00	279.03	0.00	0.00	279.03
Lodi Wine & Visitor Center(vendor)	168.88	0.00	0.00	0.00	168.88
Office Depot	1,156.72	0.00	0.00	0.00	1,156.72
Rindal & Co.	28193.75	0.00	0.00	0.00	28193.75
San Joaquin Farm Bureau.	450.00	0.00	0.00	0.00	450.00
Western Weather Group	0.00	6,000.00	0.00	0.00	6,000.00
Wine & Roses, LLC (Charges)	0.00	2,048.70	0.00	0.00	2,048.70
Wine & Roses, LLC (Utilities)	1,052.51	0.00	0.00	0.00	1,052.51
WISE Academy Inc.	2,335.41	2,331.50	0.00	0.00	4,666.91
TOTAL	<u>37943.47</u>	<u>10659.23</u>	<u>0.00</u>	<u>0.00</u>	<u>48602.70</u>

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03/27/23

Lodi Winegrape Commission
A/R Aging Summary
As of February 28, 2023

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Berghold Winery	0.00	100.00	0.00	0.00	100.00
Calivines dba Calivirgin (Coldani)	0.00	100.00	0.00	0.00	100.00
d'Art Wines, Inc.	0.00	50.00	0.00	0.00	50.00
Durst Winery	0.00	0.00	0.00	50.00	50.00
E2 Family Winery	0.00	0.00	125.00	250.00	375.00
Grace Vineyards	0.00	18.00	0.00	0.00	18.00
Haylo Wines LLC	0.00	50.00	50.00	0.00	100.00
Heritage Oak Winery	0.00	50.00	0.00	0.00	50.00
Jessie's Grove	0.00	352.00	100.00	0.00	452.00
Klinker Brick Winery.	0.00	50.00	0.00	0.00	50.00
Lodi Crush, Inc.	0.00	0.00	50.00	0.00	50.00
Lodi Wine & Visitor Center	19146.81	17899.53	23364.65	41.96	60452.95
McConnell Estates Winery, Inc	0.00	0.00	0.00	1,000.00	1,000.00
Mettler & Sons Inc dba Harney Lane Win...	0.00	150.00	0.00	0.00	150.00
Paskett Winery LLC	0.00	0.00	0.00	750.00	750.00
Pondl Winery	0.00	90.00	0.00	0.00	90.00
Rippey at Lodi Vintners	0.00	100.00	0.00	0.00	100.00
Spencer Winery {1}	100.00	0.00	0.00	0.00	100.00
The Lucas Winery.	0.00	50.00	0.00	0.00	50.00
Wine Institute. (Calif Wine Export Prog)	2,700.00	0.00	0.00	0.00	2,700.00
Woodbridge Uncorked	0.00	18.00	0.00	0.00	18.00
TOTAL	<u>21946.81</u>	<u>19077.53</u>	<u>23689.65</u>	<u>2,091.96</u>	<u>66805.95</u>

Lodi Winegrape Commission
Balance Sheet
As of February 28, 2023

	<u>Feb 28, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	15,511.32
1022 · LWC General Checking	1,744,662.45
1025 · Public Funds - Special Project	61,561.51
1026 · Public Funds - Reserve Funds	414,377.04
1080 · Petty Cash	500.00
	<hr/>
Total Checking/Savings	2,236,612.32
Accounts Receivable	
1120 · Accounts Receivable	66,805.95
	<hr/>
Total Accounts Receivable	66,805.95
Other Current Assets	
1175 · CWFEB Reimb Expenses	140.88
1190 · Security Deposit	200.00
1191 · Prepaid Postage	4,017.71
	<hr/>
Total Other Current Assets	4,358.59
	<hr/>
Total Current Assets	2,307,776.86
Fixed Assets	
1441 · Property; Plant & Equipment	212,651.68
1443 · Right of Use Asset	636,303.34
1445 · Accum Depr	-145,306.82
1446 · Accum Amortization Right of Use	-127,260.36
	<hr/>
Total Fixed Assets	576,387.84
	<hr/>
TOTAL ASSETS	<u>2,884,164.70</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	48,602.70
	<hr/>
Total Accounts Payable	48,602.70
Credit Cards	
2007 · Costco Visa Business Card-Citi	4,486.83
	<hr/>
Total Credit Cards	4,486.83

Lodi Winegrape Commission
Balance Sheet
As of February 28, 2023

	<u>Feb 28, 23</u>
Other Current Liabilities	
2030 · Lease Liability	520,986.62
2100 · Payroll Liabilities	53.09
2160 · SUI / ETT Payable	2,386.32
2300 · Accrued Vacation	<u>33,719.13</u>
Total Other Current Liabilities	<u>557,145.16</u>
Total Current Liabilities	<u>610,234.69</u>
Total Liabilities	610,234.69
Equity	
3900 · Retained Earnings	1,733,328.99
Net Income	<u>540,601.02</u>
Total Equity	<u>2,273,930.01</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,884,164.70</u></u>

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
 July 2022 through February 2023

	Jul '22 - Feb 23	Jul '21 - Feb 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	1,663,160.86	1,659,476.07	3,684.79	0.2%
4122 · Lodi Rules Certification Income	69,270.71	63,077.06	6,193.65	9.8%
4130 · Interest Income	258.56	269.11	-10.55	-3.9%
4131 · Grant Income	27,700.00	4,089.13	23,610.87	577.4%
4145 · Admin Fees Income - VC	148,842.42	135,361.67	13,480.75	10.0%
4148 · Rent Income - VC	33,325.28	32,671.83	653.45	2.0%
4150 · Miscellaneous Income	6,857.02	6,533.15	323.87	5.0%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	87,250.00	74,625.00	12,625.00	16.9%
4160 · Winery Marketing Income - Other	4,600.00	0.00	4,600.00	100.0%
Total 4160 · Winery Marketing Income	91,850.00	74,625.00	17,225.00	23.1%
4162 · Event Income	141,593.45	181,750.71	-40,157.26	-22.1%
Total Income	2,182,858.30	2,157,853.73	25,004.57	1.2%
Gross Profit	2,182,858.30	2,157,853.73	25,004.57	1.2%
Expense				
6000 · Program Management - Salaries	411,210.59	333,596.77	77,613.82	23.3%
6010 · Employee Benefits				
6010.1 · Medical	41,889.78	35,104.98	6,784.80	19.3%
6010.2 · Retirement	48,298.74	39,187.73	9,111.01	23.3%
6010.3 · Employee Paid Voluntary Ben...	36.43	67.46	-31.03	-46.0%
Total 6010 · Employee Benefits	90,224.95	74,360.17	15,864.78	21.3%
6015 · Payroll Taxes	7,722.47	6,519.76	1,202.71	18.5%
6022 · Legal Fees	2,567.50	1,931.47	636.03	32.9%
6023 · Consulting Services				
6023.1 · Public Relations	52,000.00	64,081.02	-12,081.02	-18.9%
6023.2 · Export	31,152.80	17,500.00	13,652.80	78.0%
6023.3 · Other	0.00	3,000.00	-3,000.00	-100.0%
6023 · Consulting Services - Other	18,381.50	0.00	18,381.50	100.0%
Total 6023 · Consulting Services	101,534.30	84,581.02	16,953.28	20.0%
6024 · Accounting Fees	0.00	21,600.00	-21,600.00	-100.0%
6026 · Insurance				
6026.1 · Commercial - Liability	2,306.00	0.00	2,306.00	100.0%
6026.2 · Workers Compensation	3,174.80	3,229.76	-54.96	-1.7%
Total 6026 · Insurance	5,480.80	3,229.76	2,251.04	69.7%
6033 · Office Supplies	10,401.19	6,381.46	4,019.73	63.0%
6035 · Postage	10,734.84	16,286.28	-5,551.44	-34.1%

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
 July 2022 through February 2023

	<u>Jul '22 - Feb 23</u>	<u>Jul '21 - Feb 22</u>	<u>\$ Change</u>	<u>% Change</u>
6250 · Dues	1,879.00	1,639.00	240.00	14.6%
6255 · Subscriptions	2,411.15	2,111.97	299.18	14.2%
6266 · Weather Stations	26,695.88	22,068.00	4,627.88	21.0%
6270 · Staff Education	0.00	464.00	-464.00	-100.0%
6320 · Research Contributions	0.00	10,000.00	-10,000.00	-100.0%
6330 · Winegrape Research	0.00	842.60	-842.60	-100.0%
6560 · Payroll Expenses	533.25	344.50	188.75	54.8%
8000 · VC - Manager Salary	43,333.28	40,245.00	3,088.28	7.7%
8001 · VC Support Staff Salary	67,292.57	59,762.43	7,530.14	12.6%
8003 · VC - Administrative salary	10,000.00	9,382.36	617.64	6.6%
8010 · VC - Employee Benefits				
8010.1 · Medical	10,457.61	9,445.79	1,011.82	10.7%
8010.2 · Retirement	14,152.46	12,803.57	1,348.89	10.5%
Total 8010 · VC - Employee Benefits	24,610.07	22,249.36	2,360.71	10.6%
8015 · VC - Payroll Taxes	3,606.50	3,722.52	-116.02	-3.1%
8040 · VC - Rent	33,325.28	32,671.83	653.45	2.0%
9011 · Late Penalty Fees	0.00	199.47	-199.47	-100.0%
Total Expense	<u>1,642,257.28</u>	<u>1,313,321.02</u>	<u>328,936.26</u>	<u>25.1%</u>
Net Ordinary Income	<u>540,601.02</u>	<u>844,532.71</u>	<u>-303,931.69</u>	<u>-36.0%</u>
Net Income	<u><u>540,601.02</u></u>	<u><u>844,532.71</u></u>	<u><u>-303,931.69</u></u>	<u><u>-36.0%</u></u>

LODI WINEGRAPE COMMISSION
2022-2023 BUDGET
AS OF FEBRUARY 28, 2023

<u>ACCOUNT CODE</u>	<u>REVENUES</u>	<u>FY 2022 - 2023 BUDGET</u>	<u>REVENUE TO DATE</u>	<u>%</u>
4120	Assessments	\$1,843,201.35	\$1,663,160.86	90.23%
4160	Winery Contributions	\$80,000.00	\$87,250.00	109.06%
4162	Event Revenue	\$220,000.00	\$146,193.45	66.45%
4122	LODI RULES Licensing Fees	\$64,000.00	\$69,270.71	108.24%
4131	Grant Income	\$50,000.00	\$27,700.00	55.40%
4130	Interest	\$500.00	\$258.56	51.71%
4150	Other Income (Sponsorship)	\$10,000.00	\$6,857.02	68.57%
	Subtotal Commission Revenue	\$2,267,701.35	\$2,000,690.60	88.23%
	Revenue (CWEF-Visitor Center)			
4145	Administrative Agreement	\$213,497.00	\$148,842.42	69.72%
4148	Rent	\$49,772.93	\$33,325.28	66.95%
	Subtotal CWEF Revenue	\$263,269.93	\$182,167.70	69.19%
	Total Revenue	\$2,530,971.28	\$2,182,858.30	86.25%
<u>ACCOUNT CODE</u>	<u>EXPENDITURES (LWC)</u>	<u>FY 2022 - 2023 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	Grower Marketing	\$741,500.00	\$466,186.92	62.87%
	Winery Marketing	\$174,250.00	\$123,437.65	70.84%
	Research, Education & Communication	\$174,200.00	\$81,431.85	46.75%
	LODI RULES	\$51,500.00	\$41,753.48	81.07%
	Admin & Personnel	\$993,763.00	\$659,779.68	66.39%
	Visitor Center Sponsorship	\$75,000.00	\$50,000.00	66.67%
	Subtotal Commission Expenditures	\$2,210,213.00	\$1,422,589.58	64.36%
	CWEF Expenditures			
	Visitor Center	\$263,269.93	\$182,167.70	69.19%
	Events		\$37,500.00	
	Subtotal CWEF Expenditures	\$263,269.93	\$219,667.70	83.44%
	Total Expenditures	\$2,473,482.93	\$1,642,257.28	66.39%
	Excess of Revenues Over (Under) Expenditures	\$57,488.35	\$540,601.02	940.37%

LODI WINEGRAPE COMMISSION
GROWER MARKETING
2022-2023 BUDGET
AS OF FEBRUARY 28, 2023

DEPARTMENT: GROWER MARKETING

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2022 - 2023 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Industry, Trade & Consumer Promotion</u>			
6100	Graphic Design (Advertising Design)	\$90,000.00	\$138,600.70	154.00%
6110	Advertising (Paid Media)	\$300,000.00	\$71,388.41	23.80%
6120	Printing & Materials	\$30,000.00	\$31,715.62	105.72%
	Industry, Trade & Consumer Promotion Expenditures	\$420,000.00	\$241,704.73	57.55%
	<u>Promotional Events & Activities</u>			
6023.2	Export Promotion	\$30,000.00	\$31,152.80	103.84%
6140	Promotional Sponsorship	\$12,000.00	\$7,000.00	58.33%
6150	Community Sponsorship	\$6,000.00	\$5,000.00	83.33%
6160	Trade Shows	\$3,500.00	\$1,994.46	56.98%
	Promotional Events & Activities Expenditures	\$51,500.00	\$45,147.26	87.66%
	<u>Public Relations</u>			
6023	Consulting Services (Agency)	\$78,000.00	\$52,000.00	66.67%
6098	Supplies	\$1,500.00	\$811.68	54.11%
6130	Public Relations Activities	\$75,000.00	\$55,184.81	73.58%
6132	Lodi Wine Blog	\$78,000.00	\$54,000.00	69.23%
6170	Wine Purchases	\$1,500.00	\$3,178.82	211.92%
	Public Relations Expenditures	\$234,000.00	\$165,175.31	70.59%
	<u>Activities Support</u>			
6033	Office Supplies	\$500.00	\$92.95	18.59%
6035	Postage/Shipping	\$13,000.00	\$2,767.35	21.29%
6060	Website - Internet	\$12,000.00	\$7,876.12	65.63%
6076 & 6080	Travel	\$10,000.00	\$2,779.18	27.79%
6221	LWC Meeting Expenses	\$500.00	\$644.02	128.80%
	Activities Support Expenditures	\$36,000.00	\$14,159.62	39.33%
	Total Expenditures	\$741,500.00	\$466,186.92	62.87%

LODI WINEGRAPE COMMISSION
WINERY MARKETING
2022-2023 BUDGET
AS OF FEBRUARY 28, 2023

DEPARTMENT: WINERY MARKETING

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2022 - 2023 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Consumer Marketing & Promotion</u>			
6070.3	Maintenance Directional Signs	\$2,500.00	\$11,804.31	472.17%
6100 & 6120	Wine Trail Maps	\$15,000.00	\$12,089.58	80.60%
6100	Graphic Design (Advertising Design)	\$22,000.00	\$12,685.25	57.66%
6110	Advertising	\$15,000.00	\$4,249.90	28.33%
6120	Printing & Materials	\$7,500.00	\$17,747.00	236.63%
6035	Postage	\$4,000.00	\$3,897.18	97.43%
6130	Public Relations	\$7,500.00	\$5,856.44	78.09%
	Consumer Marketing & Promotion Expenditures	\$73,500.00	\$68,329.66	92.97%
	<u>Events & Roadshows</u>			
6140	Promotional Sponsorship	\$15,000.00	\$17,500.00	116.67%
6245.2	Contributions (Signature Event)	\$0.00		#DIV/0!
6070.2 & 6098	Supplies & Maintenance	\$28,000.00	\$25,970.76	92.75%
6076 & 6080	Travel	\$500.00	\$3,287.45	657.49%
	Events Expenditures	\$43,500.00	\$46,758.21	107.49%
	<u>Outreach & Education</u>			
6220	Meetings & Socials	\$3,000.00	\$7,449.54	248.32%
6157	Community Benchmark (Market Research)	\$7,500.00		0.00%
	Events Expenditures	\$10,500.00	\$7,449.54	70.95%
	<u>Activities Support</u>			
6023	Consulting Services	\$45,000.00		0.00%
6221	LWC Meeting Expenses (Committee)	\$500.00	\$460.30	92.06%
6033	Office Supplies	\$500.00	\$379.24	75.85%
6090	Merchant/Bank Fees	\$500.00		0.00%
6060	Website - Internet	\$250.00	\$60.70	24.28%
	Activities Support Expenditures	\$46,750.00	\$900.24	1.93%
	Total Expenditures	\$174,250.00	\$123,437.65	70.84%

LODI WINEGRAPE COMMISSION
RESEARCH EDUCATION & COMMUNICAT
2022-2023 BUDGET
AS OF FEBRUARY 28, 2023

DEPARTMENT: RESEARCH, EDUCATION & COMMUNICATION

ACCOUNT CODE	CATEGORIES	FY 2022 - 2023 BUDGET	EXPENDITURES TO DATE	%
<u>Outreach & Education</u>				
6033 & 6098	Supplies	\$1,000.00	\$369.61	36.96%
6070.2	Maintenance - Cleaning	\$400.00	\$202.32	50.58%
6076 & 6080	Travel	\$10,000.00	\$4,100.55	41.01%
6130	Public Relations	\$1,500.00	\$1,495.59	99.71%
6160	Trade Show & Conference Fees	\$2,200.00	\$200.00	9.09%
6200 & 6270	Staff Education & Reference Materials	\$700.00	\$270.10	38.59%
6170 & 6220	Grower Meetings & Socials	\$20,000.00	\$20,326.13	101.63%
6221	LWC Meeting Expenses	\$1,200.00	\$1,006.44	83.87%
6250	Membership/Dues	\$3,000.00	\$1,879.00	62.63%
6255	Subscriptions	\$2,200.00	\$2,411.15	109.60%
6266	Weather Services	\$30,000.00	\$26,695.88	88.99%
6310	Retired San Joaquin Farm Advisor			#DIV/0!
Outreach & Education Expenditures		<u>\$72,200.00</u>	<u>\$58,956.77</u>	<u>81.66%</u>
<u>Communications</u>				
6035	Postage	\$4,000.00	\$2,988.75	74.72%
6060	Website/Internet	\$7,000.00	\$2,214.97	31.64%
6070.5	Demo Vineyard	\$2,000.00	\$383.04	19.15%
6100	Graphic Design	\$8,000.00	\$560.00	7.00%
6120	Printing & Materials	\$6,000.00	\$4,650.46	77.51%
6210	Publications	\$30,000.00	\$1,677.86	5.59%
Communications Expenditures		<u>\$57,000.00</u>	<u>\$12,475.08</u>	<u>21.89%</u>
<u>Research</u>				
6320	AVF Contributions	\$10,000.00		0.00%
6140	NGRA Contributions	\$10,000.00	\$10,000.00	100.00%
6330	Winegrape Research	\$25,000.00		0.00%
Research Expenditures		<u>\$45,000.00</u>	<u>\$10,000.00</u>	<u>22.22%</u>
Total REC Expenditures		<u>\$174,200.00</u>	<u>\$81,431.85</u>	<u>46.75%</u>

RESEARCH, EDUCATION, COMMUNICATION

LODI WINEGRAPE COMMISSION
LODI RULES
2022-2023 BUDGET
AS OF FEBRUARY 28, 2023

DEPARTMENT: LODI RULES

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2021 - 2022 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Communications, Marketing & Promotions</u>			
6060	Website/Internet	\$500.00	\$41.34	8.27%
6100	Graphic Design	\$2,000.00	\$112.50	5.63%
6120	Printing & Materials	\$8,000.00	\$10,287.27	128.59%
6130 & 6170	Public Relations	\$7,000.00	\$2,935.35	41.93%
6160	Trade Shows/Conferences	\$500.00		0.00%
6210	Publications (Newsletters & Videos)	\$7,000.00	\$2,192.65	31.32%
6220	Grower Meetings & Seminars	\$10,000.00	\$5,553.66	55.54%
	Communications, Marketing & Promotions Expenditures	<u>\$35,000.00</u>	<u>\$21,122.77</u>	<u>60.35%</u>
	<u>Program Improvements</u>			
6023	Consulting Services	\$6,000.00	\$18,381.50	306.36%
	PRT License Fees	\$1,000.00		0.00%
6200	Reference Materials	\$300.00		0.00%
	Program Improvements Expenditures	<u>\$7,300.00</u>	<u>\$18,381.50</u>	<u>251.80%</u>
	<u>Activities Support</u>			
6022	Legal Fees	\$1,200.00		0.00%
6033 & 6098	Supplies	\$2,000.00	\$463.10	23.16%
6035	Postage/Shipping	\$1,000.00	\$119.26	11.93%
6076 & 6080	Travel	\$4,000.00	\$1,043.21	26.08%
6221	LWC Meeting Expenses	\$1,000.00	\$623.64	62.36%
	Activities Support Expenditures	<u>\$9,200.00</u>	<u>\$2,249.21</u>	<u>24.45%</u>
	Total Expenditures	<u>\$51,500.00</u>	<u>\$41,753.48</u>	<u>81.07%</u>

LODI WINEGRAPE COMMISSION
ADMINISTRATION
2022-2023 BUDGET
AS OF FEBRUARY 28, 2023

DEPARTMENT: ADMINISTRATION

ACCOUNT CODE	CATEGORIES	FY 2022 - 2023 BUDGET	EXPENDITURES TO DATE	%
	<u>Personnel</u>			
6000	Salaries/Wages	\$614,500.00	\$411,210.59	66.92%
6010 & 6015	Retirement, Payroll Taxes, & Benefits	\$144,963.00	\$97,947.42	67.57%
	Personnel Expenditures	\$759,463.00	\$509,158.01	67.04%
	<u>Office Expenses</u>			
6026	Insurance	\$14,000.00	\$5,480.80	39.15%
6033	Office Supplies	\$11,000.00	\$9,451.08	85.92%
6035	Postage	\$1,500.00	\$962.30	64.15%
6040	Rent	\$78,186.00	\$52,124.08	66.67%
6041	Offsite Storage	\$6,564.00	\$4,376.00	66.67%
6054	Property Tax	\$1,200.00	\$1,122.79	93.57%
6056 & 6058	Utilities & Telephone	\$15,000.00	\$13,411.46	89.41%
6070.2 & 6070.6	Office Maintenance	\$7,000.00	\$4,312.72	61.61%
090 & 6560 & 9010	Payroll & Bank Fees	\$1,000.00	\$592.30	59.23%
6120	Printing & Supplies	\$1,800.00	\$1,242.54	69.03%
	Office Expenditures	\$137,250.00	\$93,076.07	67.81%
	<u>Professional Fees</u>			
6022	Legal Counsel	\$6,000.00	\$2,567.50	42.79%
6024	CPA (Fiscal & Compliance Audits)	\$23,000.00		0.00%
6099	CDFR Charges	\$37,000.00	\$26,240.59	70.92%
	Professional Fees Expenditures	\$66,000.00	\$28,808.09	43.65%
	<u>Information Technology</u>			
6060	Software Licenses	\$2,000.00	\$1,976.00	98.80%
6070.1	IT Services	\$20,000.00	\$21,031.84	105.16%
6070.4	Copier/Lease	\$7,500.00	\$4,829.03	64.39%
	Information Technology Expenditures	\$29,500.00	\$27,836.87	94.36%
	<u>Other Admin Expenses</u>			
6076 & 6080	Travel (Mileage & Travel)	\$250.00	\$54.86	21.94%
6221	LWC Meeting Expenses	\$1,000.00	\$845.78	84.58%
6250	Dues	\$300.00	\$0.00	0.00%
	Other Admin Expenditures	\$1,550.00	\$900.64	58.11%
	Total Expenditures	\$993,763.00	\$659,779.68	66.39%

LODI WINEGRAPE COMMISSION
CWEF
2022-2023 BUDGET
AS OF FEBRUARY 28, 2023

DEPARTMENT: CALIFORNIA WINE EDUCATION FOUNDATION/VISITOR CENTER

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2022 - 2023 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Personnel</u>			
8000 & 8003	Salaries/Wages	\$172,208.00	\$120,625.85	70.05%
8010 & 8015	Retirement, Payroll Taxes, & Benefits	\$41,289.00	\$28,216.57	68.34%
	Personnel Expenditures	\$213,497.00	\$148,842.42	69.72%
	<u>Office Expenses</u>			
8040	Rent	\$49,772.93	\$33,325.28	66.95%
	Office Expenditures	\$49,772.93	\$33,325.28	66.95%
	Total Visitor Center Expenditures	\$263,269.93	\$182,167.70	69.19%