



LODI WINE
WINEGRAPE
COMMISSION

**Finance Committee Meeting Minutes
November 15, 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 12:14 AM.
2. Roll was called. In attendance were Chair Murphy, Diego Olagaray, Brandon Sywassink, and Gary Daniel. Also in attendance Bob & Richard Lauchland. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 5/31/23 (Exhibit A) were approved. Olagaray/Daniels - Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the July, August, September 2023 financials (Exhibit B).
6. Year-to-Date Budget Review – the committee reviewed the year-to-date budget through September 2023 (Exhibit C). Motion to accept the financial statements and budget report as presented. Olagaray/Murphy– Carried.
7. CWEF/LWC Financial Agreement Review – No report.
8. Agenda Items for Future Meetings – None
9. Next meeting was not scheduled.
10. Public Comment on Items not appearing on the agenda – None
11. The meeting was adjourned at 2:00PM.

Respectfully submitted,

Stuart Spencer
On behalf of Tom Murphy
Treasurer



LODI WINE
WINEGRAPE
COMMISSION

**Finance Committee Meeting Minutes
May 31, 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 9:14 AM.
2. Roll was called. In attendance were Chair Murphy, Diego Olagaray, Brandon Sywassink, Gary Daniel, and Matt Lauchland. Also in attendance Aaron Shinn. Staff present Stuart Spencer and Kim Cassetta. A quorum was established.
3. Minutes of 3/29/23 (Exhibit A) were approved. Sywassink/Olagaray - Carried
4. Public Comments on Items Appearing on the Agenda – None
5. Financial Report – the committee reviewed the March 2023 financials (Exhibit B).
6. Year-to-Date Budget Review – the committee reviewed the year-to-date budget through March 2023 (Exhibit C). Motion to accept the financial statements and budget report as presented. Olagaray/ Daniels – Carried.
7. CWEF/LWC Financial Agreement Review – No report.
8. Agenda Items for Future Meetings – None
9. Next meeting will be August 2, 2023 at Noon.
10. Public Comment on Items not appearing on the agenda – None
11. The meeting was adjourned at 10:45AM.

Respectfully submitted,

Stuart Spencer
On behalf of Tom Murphy
Treasurer

Lodi Winegrape Commission
Statement of Cash Flows
July 2023

	<u>Jul 23</u>
OPERATING ACTIVITIES	
Net Income	-113,976.74
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	32,754.19
1191 · Prepaid Postage	-211.82
2000 · Accounts Payable	-8,051.72
2007 · Costco Visa Business Card-Citi	882.55
2160 · SUI / ETT Payable	-722.95
Net cash provided by Operating Activities	<u>-89,326.49</u>
Net cash increase for period	-89,326.49
Cash at beginning of period	<u>1,348,421.74</u>
Cash at end of period	<u><u>1,259,095.25</u></u>

9:31 AM

10/03/23

Accrual Basis

Lodi Winegrape Commission
Cash/Check Disbursement

July 2023

Date	Num	Name	Memo	Amount	Balance
Jul 23					
07/01/23	44323	Wine & Roses, LLC (Rent)	Lease July 2023	-10,894.79	-10,894.79
07/01/23	44324	Lodi Wine & Visitor Center(vendor)	Promo Service Agreement July 2023	-8,333.33	-19,228.12
07/07/23	44329	AJ Partners Consulting, LLC.	Memo:Lodi Wine	-10,000.00	-29,228.12
07/07/23	44330	Bolton, Stephanie	https://www.expensify.com/report?reportID...	-1,306.00	-30,534.12
07/07/23	44331	Calhoun & Company Communication...		-20,765.75	-51,299.87
07/07/23	44332	Caparoso, Randy		-3,000.00	-54,299.87
07/07/23	44333	Crippen, Katie	https://www.expensify.com/report?reportID...	-31.96	-54,331.83
07/07/23	44334	England, Jill S. - Attorney at Law		-210.00	-54,541.83
07/07/23	44335	Goode, Gabriella	https://www.expensify.com/report?reportID...	-17.16	-54,558.99
07/07/23	44336	KCoe Isom, LLP	Client: 210712	-7,500.00	-62,058.99
07/07/23	44337	Lodi Wine & Visitor Center(vendor)	VOID: For King's Coronation	0.00	-62,058.99
07/07/23	44338	On-Line Printing & Graphics	Tech sheets	-35.50	-62,094.49
07/07/23	44339	The Parks Group (dba)	Account #133	-1,001.42	-63,095.91
07/07/23	44340	Wine & Roses, LLC (Utilities)	June 2023 Utilities & Janitorial (Office & ...	-1,099.54	-64,195.45
07/07/23	44341	Wine Market Council	FY 2024 Trade Membership Dues (July 1, 2...	-5,000.00	-69,195.45
07/07/23	44342	CWEF - Lodi Wine Experience	Wine glasses for King's Coronation	-1,139.51	-70,334.96
07/20/23	44343	Caparoso, Randy		-3,000.00	-73,334.96
07/20/23	44344	Citi Cards	Account ending in 4511	-7,167.29	-80,502.25
07/20/23	44345	City of Lodi	Electric Service from 06/01/2023-07/02/2023	-567.27	-81,069.52
07/20/23	44346	Comcast	Account #8155 60 071 0168561	-141.44	-81,210.96
07/20/23	44347	CoPower [Broker-VSP Voluntary Visi...	CoPower ID: 905910	-85.96	-81,296.92
07/20/23	44348	Fiori's Butcher Shoppe	Account #93	-233.68	-81,530.60
07/20/23	44349	Lodi Wine & Visitor Center(vendor)	Adobe - Creative Cloud	-183.90	-81,714.50
07/20/23	44350	Petty Cash	Replenish petty cash	-101.60	-81,816.10
07/20/23	44351	PG&E	7807859329-6	-67.45	-81,883.55
07/20/23	44352	SecurCare Self Storage (Prv W Lodi S...	Unit No's: A022 & D002	-571.00	-82,454.55
07/20/23	44353	The Parks Group (dba)	Account #133	-404.03	-82,858.58
07/20/23	44354	Western Weather Group	Quote No. 7157C-1	-1,450.00	-84,308.58
07/20/23	44355	AJ Partners Consulting, LLC.	VOID: Final contract pmt Lost in transit se...	0.00	-84,308.58
07/20/23	44356	Blue Shield of California	W00578511000	-8,499.57	-92,808.15
07/20/23	44357	CCT Telecomm	Acct #2019051021	-284.82	-93,092.97
07/20/23	44358	Lodi Wine & Visitor Center(vendor)	Rootstock Focus Group meeting	-47.05	-93,140.02
07/20/23	44359	NAC Technology Group, Inc. (Lodi)	Platinum Service Agreement July 2023	-838.00	-93,978.02
07/20/23	44360	On-Line Printing & Graphics	2023-24 Assessment packets	-830.14	-94,808.16
07/20/23	44361	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-600.66	-95,408.82
07/20/23	44362	World of Wine Events, LLC	San Diego Bay Food & Wine Festival 2023	-10,000.00	-105,408.82
07/24/23	44363	Office Depot	Account Number: 67218009 Billing ID: 157...	-207.14	-105,615.96
07/24/23	44364	San Joaquin County Tax Collector	Unsecured Property Tax Bill	-1,383.95	-106,999.91
07/25/23	44365	Marsh, Paul	https://www.expensify.com/report?reportID...	-93.01	-107,092.92
07/25/23	44366	Pitney Bowes Global Financial Services	Account Number: 0015911233	-211.82	-107,304.74
07/25/23	44367	Fiori's Butcher Shoppe	Account #93	-247.66	-107,552.40
07/31/23	c44380	Lodi Wine & Visitor Center(vendor)		-423.96	-107,976.36
Jul 23				<u>-107,976.36</u>	<u>-107,976.36</u>

9:32 AM

10/03/23

Accrual Basis

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions
As of July 31, 2023

Date	Num	Name	Memo	Debit	Credit	Balance
2007	Costco	Visa Business Card-Citi				7,023.29
07/01/23	00AihQ8YSe2	Credit Card Misc.	Expensify, Inc. - Monthly charges - Expensify - ...		144.00	7,167.29
07/02/23	6077816	Wine Direct (Pd ...			496.78	7,664.07
07/03/23	July 2023	Citi Cards		7,167.29		496.78
07/03/23	00TltuXlZfO	Credit Card Misc.	Mailchimp - RECURRING: Monthly subscrip...		270.00	766.78
07/06/23	000Yojxbghj	Credit Card Misc.	Scout Books - 6120: Reprinting of Scout Books ...		1,964.75	2,731.53
07/08/23	0069AyAsJ4W	Credit Card Misc.	Financial Times - monthly subscription - https://...		69.00	2,800.53
07/09/23	00C7Do1YbNp	Credit Card Misc.	Mailchimp - email service - https://www.expens...		60.00	2,860.53
07/09/23	00C7Do1YbNp	Credit Card Misc.	VOID: Mailchimp - email service - https://www...	0.00		2,860.53
07/10/23	00BsIHGKlkl	Amazon.com	Amazon.com - restock supplies for VC - https://...		47.61	2,908.14
07/10/23	00BsIHGKlkl	Amazon.com	Amazon.com - restock supplies for VC - https://...		105.01	3,013.15
07/11/23	00BsIHGKlkl	Amazon.com	Amazon.com - restock office supplies for office,...		63.61	3,076.76
07/12/23	YSI24472233	Hightail	Pro Plus - Stuart - Monthly Online Storage Servi...		14.99	3,091.75
07/12/23	00BsIHGKlkl	Amazon.com	Amazon.com - restock office supplies for office,...		36.35	3,128.10
07/13/23	1240066373	Quickbooks Time	Inv #1001233803689 Time Tracking July 2023		116.00	3,244.10
07/13/23	00C7Do1YbNp	Credit Card Misc.	Velvet Grill & Creamery Lodi - Rootstock Meet...		98.39	3,342.49
07/13/23	00C7Do1YbNp	Credit Card Misc.	Cafeteria 15L - lunch meeting - https://www.exp...		25.28	3,367.77
07/13/23	00C7Do1YbNp	Credit Card Misc.	VOID: Velvet Grill & Creamery Lodi - Rootsto...	0.00		3,367.77
07/13/23	00C7Do1YbNp	Credit Card Misc.	VOID: Cafeteria 15L - lunch meeting - https://w...	0.00		3,367.77
07/14/23	00C7Do1YbNp	Credit Card Misc.	SSP America - meal - https://www.expensify.co...		15.63	3,383.40
07/14/23	00IqUbZXddu	Credit Card Misc.	ABM Sacramento - parking fee - https://www.e...		15.00	3,398.40
07/14/23	00C7Do1YbNp	Credit Card Misc.	VOID: SSP America - meal - https://www.expe...	0.00		3,398.40
07/15/23	00C7Do1YbNp	Credit Card Misc.	Vinny's Panini/TWA Hotel Food Hall - meal - h...		40.01	3,438.41
07/15/23	00C7Do1YbNp	Credit Card Misc.	MVM PANYNJ AIRTRAIN - subway - https://...		9.25	3,447.66
07/15/23	00C7Do1YbNp	Credit Card Misc.	Greyhound / FlixBus Inc - bus - https://www.ex...		70.46	3,518.12
07/15/23	00C7Do1YbNp	Credit Card Misc.	DNVC TRAVEL PLAZA - GOUL - meal - http...		17.32	3,535.44
07/15/23	00C7Do1YbNp	Credit Card Misc.	Vinny's Panini/TWA Hotel Food Hall - meal - h...		13.61	3,549.05
07/15/23	00C7Do1YbNp	Credit Card Misc.	Long Island Rail Road - train ticket - https://ww...		7.75	3,556.80
07/15/23	00IqUbZXddu	Credit Card Misc.	Ithaca Marriott Downtown - hotel - https://www...		1,246.74	4,803.54
07/15/23	00IqUbZXddu	Credit Card Misc.	VOID: Ithaca Marriott Downtown - hotel - https...	0.00		4,803.54
07/15/23	00C7Do1YbNp	Credit Card Misc.	VOID: Vinny's Panini/TWA Hotel Food Hall - ...	0.00		4,803.54
07/15/23	00C7Do1YbNp	Credit Card Misc.	VOID: MVM PANYNJ AIRTRAIN - subway - ...	0.00		4,803.54
07/15/23	00C7Do1YbNp	Credit Card Misc.	VOID: Greyhound / FlixBus Inc - bus - https://...	0.00		4,803.54
07/15/23	00C7Do1YbNp	Credit Card Misc.	VOID: DNVC TRAVEL PLAZA - GOUL - me...	0.00		4,803.54
07/15/23	00C7Do1YbNp	Credit Card Misc.	VOID: Vinny's Panini/TWA Hotel Food Hall - ...	0.00		4,803.54
07/15/23	00C7Do1YbNp	Credit Card Misc.	VOID: Long Island Rail Road - train ticket - htt...	0.00		4,803.54
07/16/23	00C7Do1YbNp	Credit Card Misc.	Marmalade Mercantile - ag education - https://w...		21.60	4,825.14
07/16/23	00C7Do1YbNp	Credit Card Misc.	GreenStar Food Co+op - drink - https://www.ex...		4.99	4,830.13
07/16/23	00C7Do1YbNp	Credit Card Misc.	Gimme! Coffee - Cayuga St - meal - https://ww...		4.05	4,834.18
07/16/23	00C7Do1YbNp	Credit Card Misc.	VOID: Marmalade Mercantile - ag education - h...	0.00		4,834.18
07/16/23	00C7Do1YbNp	Credit Card Misc.	VOID: GreenStar Food Co+op - drink - https://...	0.00		4,834.18
07/17/23	00BsIHGKlkl	Amazon.com	Amazon.com - item requested by staff - https://...		10.76	4,844.94
07/17/23	00BsIHGKlkl	Amazon.com	Amazon.com - item requested by staff - https://...		37.70	4,882.64
07/17/23	00C7Do1YbNp	Credit Card Misc.	Paypal - taxi - https://www.expensify.com/repor...		25.97	4,908.61
07/17/23	00C7Do1YbNp	Credit Card Misc.	Temple of Zeus - coffee - https://www.expensif...		5.00	4,913.61
07/17/23	00IqUbZXddu	Dropbox	Dropbox - Dropbox subscription (annual) for lar...		119.88	5,033.49
07/17/23	00IqUbZXddu	Dropbox	VOID: Dropbox - Dropbox subscription (annual...	0.00		5,033.49
07/17/23	00C7Do1YbNp	Credit Card Misc.	VOID: Paypal - taxi - https://www.expensify.co...	0.00		5,033.49
07/17/23	00C7Do1YbNp	Credit Card Misc.	VOID: Temple of Zeus - coffee - https://www.e...	0.00		5,033.49
07/18/23	00C7Do1YbNp	Credit Card Misc.	Temple of Zeus - coffee - https://www.expensif...		6.50	5,039.99
07/18/23	00C7Do1YbNp	Credit Card Misc.	VOID: Temple of Zeus - coffee - https://www.e...	0.00		5,039.99
07/19/23	00LdjbTmQXu	Credit Card Misc.	Pitney Bowes - reorder of supplies for postage ...		210.47	5,250.46
07/19/23	00LdjbTmQXu	Amazon.com	Amazon.com - requested by staff - https://www...		9.95	5,260.41
07/19/23	004T9HxHxtl	Credit Card Misc.	Exclaimer - RECURRING: Monthly subscrip...		15.12	5,275.53
07/19/23	00C7Do1YbNp	Credit Card Misc.	Taste of Thai - meal - https://www.expensify.co...		33.91	5,309.44
07/19/23	00C7Do1YbNp	Credit Card Misc.	VOID: Taste of Thai - meal - https://www.expe...	0.00		5,309.44
07/20/23	00C7Do1YbNp	Credit Card Misc.	Temple of Zeus - coffee - https://www.expensif...		6.00	5,315.44
07/20/23	00C7Do1YbNp	Credit Card Misc.	VOID: Temple of Zeus - coffee - https://www.e...	0.00		5,315.44
07/21/23	00C7Do1YbNp	Credit Card Misc.	Merci! Simeon's On The Commons - dinner mee...		199.94	5,515.38
07/21/23	00C7Do1YbNp	Credit Card Misc.	Gimme! Coffee - Cayuga St - meal - https://ww...		9.45	5,524.83

9:32 AM

10/03/23

Accrual Basis

Lodi Winegrape Commission
 CitiCard Visa - Credit Card Transactions
 As of July 31, 2023

Date	Num	Name	Memo	Debit	Credit	Balance
07/21/23	00C7Do1YbNp	Credit Card Misc.	VOID: Merci! Simeon's On The Commons - din...	0.00		5,524.83
07/21/23	00C7Do1YbNp	Credit Card Misc.	VOID: Gimme! Coffee - Cayuga St - meal - http...	0.00		5,524.83
07/22/23	00C7Do1YbNp	Credit Card Misc.	SSP America Shake Shack B - meal - https://ww...		10.76	5,535.59
07/22/23	00C7Do1YbNp	Credit Card Misc.	Slapfish - meal - https://www.expensify.com/rep...		25.50	5,561.09
07/22/23	00IqUbZXddu	Credit Card Misc.	SACCODEPTOFAIPOINTS Sacramento - parki...		162.00	5,723.09
07/22/23	00IqUbZXddu	Credit Card Misc.	VOID: SACCODEPTOFAIPOINTS Sacramento ...	0.00		5,723.09
07/22/23	00IqUbZXddu	Credit Card Misc.	Ithaca Dispatch - taxi - https://www.expensify.c...		26.00	5,749.09
07/22/23	00C7Do1YbNp	Credit Card Misc.	VOID: SSP America Shake Shack B - meal - htt...	0.00		5,749.09
07/22/23	00C7Do1YbNp	Credit Card Misc.	VOID: Slapfish - meal - https://www.expensify....	0.00		5,749.09
07/24/23	00PxFhRJMUU	Unified Wine & ...	Unified Wine & Grape Symposium - Unified Sy...		1,200.00	6,949.09
07/24/23	00C7Do1YbNp	Credit Card Misc.	GoTo - GoTo Webinar subscription for August -...		109.00	7,058.09
07/24/23	00C7Do1YbNp	Credit Card Misc.	VOID: GoTo - GoTo Webinar subscription for ...	0.00		7,058.09
07/26/23	000YOjxbghj	Credit Card Misc.	Star Donut - 6220: Donuts for 7/27 Lodi Wine ...		353.00	7,411.09
07/26/23	0069AyAsJ4W	Credit Card Misc.	Sucuri - monthly fee - https://www.expensify.co...		19.98	7,431.07
07/27/23	000YOjxbghj	Credit Card Misc.	Icing on the Cupcake - 6221: Staff Meeting Sup...		43.20	7,474.27
07/27/23	000YOjxbghj	Woodlake Cleaners	Woodlake Cleaners - 6070.2: Cleaning of table ...		21.84	7,496.11
07/27/23	00fAHLJujG6	Credit Card Misc.	Zoom - Webinar 500 Monthly Jul 27, 2023 - Au...		55.99	7,552.10
07/27/23	0069AyAsJ4W	Credit Card Misc.	KINSTA - monthly fee - https://www.expensify....		35.00	7,587.10
07/28/23	000YOjxbghj	Willy's Bagels	Willy's Bagels - 6220: Coffee from Java Stop fo...		318.74	7,905.84
Total 2007 · Costco Visa Business Card-Citi				7,167.29	8,049.84	7,905.84
TOTAL				7,167.29	8,049.84	7,905.84

Lodi Winegrape Commission

10/3/23 9:34 AM

Register: 1025 - Public Funds - Special Project

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

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment C	Deposit	Balance
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
03/31/23			4130 - Interest Income	Interest	X	4.10	61,565.61
04/30/23			4130 - Interest Income	Interest	X	175.68	61,741.29
05/31/23			4130 - Interest Income	Interest	X	209.75	61,951.04
06/30/23			4130 - Interest Income	Interest	X	217.25	62,168.29
07/31/23			4130 - Interest Income	Interest	X	197.58	62,365.87

9:19 AM
10/03/23

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
AJ Partners Consulting, LLC.	10000.00	0.00	0.00	0.00	10000.00
Bolton, Stephanie	0.00	2,005.82	0.00	0.00	2,005.82
Calhoun & Company Communications, ...	2,658.50	0.00	0.00	0.00	2,658.50
Caparoso, Randy	0.00	3,000.00	0.00	0.00	3,000.00
England, Jill S. - Attorney at Law	90.00	0.00	0.00	0.00	90.00
Fiori's Butcher Shoppe	177.76	0.00	0.00	0.00	177.76
Meg Smith Photography	2,545.00	0.00	0.00	0.00	2,545.00
Wine & Roses, LLC (Utilities)	1,202.05	0.00	0.00	0.00	1,202.05
Wine Direct (Pd via CC)	275.37	0.00	0.00	0.00	275.37
TOTAL	<u>16948.68</u>	<u>5,005.82</u>	<u>0.00</u>	<u>0.00</u>	<u>21954.50</u>

9:28 AM
10/03/23

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Berghold Winery	0.00	0.00	50.00	0.00	50.00
CWEF	0.00	0.00	33,500.00	0.00	33,500.00
d'Art Wines, Inc.	0.00	0.00	50.00	0.00	50.00
Harmony Wynelands, Lynda Hartzell dba	0.00	50.00	0.00	100.00	150.00
Jessie's Grove	0.00	375.00	0.00	0.00	375.00
Klinker Brick Winery.	0.00	0.00	0.00	1,375.00	1,375.00
Lodi Crush, Inc.	0.00	0.00	0.00	50.00	50.00
Lodi Wine & Visitor Center	20,636.10	22.42	28,196.13	68,233.61	117088.26
M2 Wines	0.00	50.00	0.00	375.00	425.00
McCay Cellars	0.00	50.00	0.00	0.00	50.00
Mettler & Sons Inc dba Harney Lane Win...	0.00	0.00	0.00	50.00	50.00
Pondl Winery	0.00	0.00	0.00	90.00	90.00
Prie Vineyards & Winery	0.00	0.00	0.00	100.00	100.00
Spencer Winery{1}	0.00	100.00	0.00	0.00	100.00
St Amant Winery	0.00	50.00	0.00	0.00	50.00
Stama Winery	0.00	375.00	0.00	0.00	375.00
Woodbridge Uncorked	0.00	0.00	0.00	18.00	18.00
TOTAL	<u>20,636.10</u>	<u>1,072.42</u>	<u>61,796.13</u>	<u>70,391.61</u>	<u>153896.26</u>

Lodi Winegrape Commission
Balance Sheet
As of July 31, 2023

	<u>Jul 31, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	744,977.11
1022 · LWC General Checking	31,461.05
1025 · Public Funds - Special Project	62,365.87
1026 · Public Funds - Reserve Funds	419,791.22
1080 · Petty Cash	<u>500.00</u>
Total Checking/Savings	1,259,095.25
Accounts Receivable	
1120 · Accounts Receivable	<u>153,896.26</u>
Total Accounts Receivable	153,896.26
Other Current Assets	
1175 · CWFEB Reimb Expenses	21.43
1190 · Security Deposit	200.00
1191 · Prepaid Postage	<u>2,689.21</u>
Total Other Current Assets	<u>2,910.64</u>
Total Current Assets	1,415,902.15
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>1,992,289.99</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	<u>21,954.50</u>
Total Accounts Payable	21,954.50
Credit Cards	
2007 · Costco Visa Business Card-Citi	<u>7,905.84</u>
Total Credit Cards	7,905.84

Lodi Winegrape Commission
Balance Sheet
As of July 31, 2023

	<u>Jul 31, 23</u>
Other Current Liabilities	
2030 · Lease Liability	520,986.62
2160 · SUI / ETT Payable	89.21
2300 · Accrued Vacation	<u>43,425.07</u>
Total Other Current Liabilities	<u>564,500.90</u>
Total Current Liabilities	<u>594,361.24</u>
Total Liabilities	594,361.24
Equity	
3900 · Retained Earnings	1,511,905.49
Net Income	<u>-113,976.74</u>
Total Equity	<u>1,397,928.75</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,992,289.99</u></u>

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
July 2023

	Jul 23	Jul 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	0.00	715.65	-715.65	-100.0%
4130 · Interest Income	3,920.36	32.98	3,887.38	11,787.1%
4131 · Grant Income	0.00	0.00	0.00	0.0%
4145 · Admin Fees Income - VC	19,851.08	21,920.85	-2,069.77	-9.4%
4148 · Rent Income - VC	4,248.97	4,165.66	83.31	2.0%
4150 · Miscellaneous Income	0.00	226.08	-226.08	-100.0%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	28,125.00	51,125.00	-23,000.00	-45.0%
Total 4160 · Winery Marketing Income	28,125.00	51,125.00	-23,000.00	-45.0%
Total Income	56,145.41	78,186.22	-22,040.81	-28.2%
Gross Profit	56,145.41	78,186.22	-22,040.81	-28.2%
Expense				
6000 · Program Management - Salaries	48,124.99	46,042.90	2,082.09	4.5%
6010 · Employee Benefits				
6010.1 · Medical	4,852.84	4,404.61	448.23	10.2%
6010.2 · Retirement	5,654.36	5,408.11	246.25	4.6%
6010.3 · Employee Paid Voluntary Benefit	-15.28	-43.16	27.88	64.6%
Total 6010 · Employee Benefits	10,491.92	9,769.56	722.36	7.4%
6015 · Payroll Taxes	675.07	645.88	29.19	4.5%
6022 · Legal Fees	90.00	117.50	-27.50	-23.4%
6023 · Consulting Services				
6023.1 · Public Relations	6,500.00	6,500.00	0.00	0.0%
6023.2 · Export	0.00	2,500.00	-2,500.00	-100.0%
Total 6023 · Consulting Services	6,500.00	9,000.00	-2,500.00	-27.8%
6025 · Bad/Uncollectable Debt	0.00	0.00	0.00	0.0%
6033 · Office Supplies	719.98	912.86	-192.88	-21.1%
6035 · Postage	0.00	1,456.42	-1,456.42	-100.0%
6040 · Rent	6,645.82	6,515.51	130.31	2.0%
6041 · Offsite Storage	571.00	547.00	24.00	4.4%
6054 · Personal Property Tax	1,383.95	0.00	1,383.95	100.0%
6056 · Telephone	458.62	458.27	0.35	0.1%
6058 · Utilities	616.01	1,056.05	-440.04	-41.7%
6060 · Website - Internet	909.98	926.02	-16.04	-1.7%

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Accrual Basis

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
July 2023

	Jul 23	Jul 22	\$ Change	% Change
6070 · Maintenance				
6070.1 · Computer	838.00	838.00	0.00	0.0%
6070.2 · Cleaning	626.84	450.00	176.84	39.3%
6070.3 · Directional Signage	0.00	257.62	-257.62	-100.0%
6070.4 · Copier Lease	597.42	592.09	5.33	0.9%
Total 6070 · Maintenance	2,062.26	2,137.71	-75.45	-3.5%
6076 · Employee Mileage	1,026.40	31.60	994.80	3,148.1%
6080 · Travel Expenses	2,088.84	1,718.83	370.01	21.5%
6090 · Bank Charges	7.40	0.00	7.40	100.0%
6099 · CDFA Charges	0.00	-3,363.88	3,363.88	100.0%
6100 · Graphic Design	0.00	560.00	-560.00	-100.0%
6110 · Advertising	20,000.00	0.00	20,000.00	100.0%
6120 · Printing and Materials	3,202.16	6,271.52	-3,069.36	-48.9%
6130 · Public Relations	2,683.78	9,465.29	-6,781.51	-71.7%
6132 · Lodi Wine Blog	6,000.00	9,000.00	-3,000.00	-33.3%
6140 · Promotional Sponsorships	15,000.00	5,000.00	10,000.00	200.0%
6160 · Trade Show & Conference Fees	1,200.00	1,200.00	0.00	0.0%
6170 · Wine Purchase	471.01	858.16	-387.15	-45.1%
6200 · Reference Materials	21.60	0.00	21.60	100.0%
6210 · Newsletters and Publications	3,451.42	560.69	2,890.73	515.6%
6220 · Meetings & Socials	879.13	285.45	593.68	208.0%
6221 · LWC Meeting Expenses	702.30	369.18	333.12	90.2%
6245 · Contributions				
6245.1 · Visitor Center	8,333.33	6,250.00	2,083.33	33.3%
Total 6245 · Contributions	8,333.33	6,250.00	2,083.33	33.3%
6255 · Subscriptions	188.88	86.95	101.93	117.2%
6266 · Weather Stations	1,450.00	1,450.00	0.00	0.0%
6560 · Payroll Expenses	66.25	68.00	-1.75	-2.6%
8000 · VC - Manager Salary	5,416.66	5,416.66	0.00	0.0%
8001 · VC Support Staff Salary	9,007.26	11,464.42	-2,457.16	-21.4%
8003 · VC - Administrative salary	1,333.33	1,250.00	83.33	6.7%
8010 · VC - Employee Benefits				
8010.1 · Medical	1,876.05	1,189.75	686.30	57.7%
8010.2 · Retirement	1,848.51	2,126.23	-277.72	-13.1%
8010.3 · VC Employee Paid Voluntary B...	36.46	0.00	36.46	100.0%
Total 8010 · VC - Employee Benefits	3,761.02	3,315.98	445.04	13.4%

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Accrual Basis

Lodi Winegrape Commission
Profit & Loss Prev Year Comparison
July 2023

	<u>Jul 23</u>	<u>Jul 22</u>	<u>\$ Change</u>	<u>% Change</u>
8015 · VC - Payroll Taxes	332.81	473.79	-140.98	-29.8%
8040 · VC - Rent	4,248.97	4,165.66	83.31	2.0%
Total Expense	<u>170,122.15</u>	<u>145,483.98</u>	<u>24,638.17</u>	<u>16.9%</u>
Net Ordinary Income	<u>-113,976.74</u>	<u>-67,297.76</u>	<u>-46,678.98</u>	<u>-69.4%</u>
Net Income	<u>-113,976.74</u>	<u>-67,297.76</u>	<u>-46,678.98</u>	<u>-69.4%</u>

Lodi Winegrape Commission
Statement of Cash Flows
August 2023

	<u>Aug 23</u>
OPERATING ACTIVITIES	
Net Income	-100,768.40
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	23,400.35
1175 · CWFEB Reimb Expenses	-281.01
1191 · Prepaid Postage	-493.83
2000 · Accounts Payable	-3,875.57
2007 · Costco Visa Business Card-Citi	-3,719.60
2160 · SUI / ETT Payable	78.69
	<hr/>
Net cash provided by Operating Activities	-85,659.37
	<hr/>
Net cash increase for period	-85,659.37
	<hr/>
Cash at beginning of period	1,259,095.25
	<hr/>
Cash at end of period	<u>1,173,435.88</u>

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Accrual Basis

Lodi Winegrape Commission
Cash/Check Disbursement
August 2023

Date	Num	Name	Memo	Amount	Balance
Aug 23					
08/09/23	44369	Bolton, Stephanie	https://www.expensify.com/report?reportID=R00...	-1,159.40	-1,159.40
08/09/23	44370	Calhoun & Company Communicati...		-9,158.50	-10,317.90
08/09/23	44371	Caparoso, Randy		-3,000.00	-13,317.90
08/09/23	44372	Citi Cards	Account ending in 4511 Confirm #7235	-8,049.84	-21,367.74
08/09/23	44373	Comcast	Account #8155 60 071 0168561	-141.44	-21,509.18
08/09/23	44374	England, Jill S. - Attorney at Law	July 2023	-90.00	-21,599.18
08/09/23	44375	Fiori's Butcher Shoppe	Account #93	-523.28	-22,122.46
08/09/23	44376	Lodi Wine & Visitor Center(vendor)	VOID: See ck #44380	0.00	-22,122.46
08/09/23	44377	Lodi Wine & Visitor Center(vendor)	Promo Service Agreement August 2023	-8,333.33	-30,455.79
08/09/23	44378	Western Weather Group	Quote No. 7157C-1	-1,450.00	-31,905.79
08/09/23	44379	Wine & Roses, LLC (Rent)	Lease August 2023	-10,894.79	-42,800.58
08/09/23	44381	Bolton, Stephanie	https://www.expensify.com/report?reportID=R00...	-846.42	-43,647.00
08/09/23	44382	CoPower Broker-VSP Voluntary V...	CoPower ID: 905910	-85.96	-43,732.96
08/15/23	44383	Baba, Christina	Tech sheet	-122.50	-43,855.46
08/15/23	44384	Caparoso, Randy		-3,000.00	-46,855.46
08/15/23	44385	CDFA Cashier - Marketing Branch	FA600	-3,127.21	-49,982.67
08/15/23	44386	City of Lodi	Electric Service from 07/02/2023-08/01/2023	-1,465.43	-51,448.10
08/15/23	44387	Lodi Wine & Visitor Center(vendor)	Adobe - Creative Cloud	-183.90	-51,632.00
08/17/23	44388	CCT Telecomm	Acct #2019051021	-284.82	-51,916.82
08/17/23	44389	PG&E	7807859329-6	-57.20	-51,974.02
08/17/23	44390	NAC Technology Group, Inc. (Lodi)	Platinum Service Agreement September 2023	-838.00	-52,812.02
08/17/23	44391	Wine & Roses, LLC (Utilities)	July 2023 Utilities & Janitorial (Office & Restro...	-1,202.05	-54,014.07
08/17/23	44392	Blue Shield of California	W00578511000	-9,445.41	-63,459.48
08/17/23	44394	SecurCare Self Storage (Prv W Lod...	Unit No's: A022 & D002	-571.00	-64,030.48
08/18/23	44393	Pacific Shredding	Acct #3835	-150.00	-64,180.48
08/23/23	44395	Meg Smith Photography	Photography	-2,545.00	-66,725.48
08/23/23	44396	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-1,546.20	-68,271.68
08/28/23	44398	AJ Partners Consulting, LLC.	Final payment for contract ACH Repl ck #4435...	-10,000.00	-78,271.68
08/31/23	44399	Caparoso, Randy		-3,000.00	-81,271.68
08/31/23	44400	Civitas Advisors	August 2023	-9,870.00	-91,141.68
08/31/23	44401	Employers Compensation Ins. Co.	FN 0330363 14 1380000	-794.60	-91,936.28
08/31/23	44402	Office Depot	Account Number: 67218009 Billing ID: 15702503	-977.89	-92,914.17
08/31/23	44403	The Parks Group (dba)	Account #133	-951.48	-93,865.65
08/31/23	44407	Calhoun & Company Communicati...	Public Relations Expense August 2023	-1,860.71	-95,726.36
08/31/23	44408	Lodi Wine & Visitor Center(vendor)		-635.19	-96,361.55
Aug 23				<u>-96,361.55</u>	<u>-96,361.55</u>

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Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions
As of August 31, 2023

Accrual Basis

Date	Num	Name	Memo	Debit	Credit	Balance
2007	Costco	Visa Business Card-Citi				7,905.84
08/01/23	00DRdct2oEg	Credit Card Misc.	Expensify, Inc. - Monthly charges - Expensify - ...		144.00	8,049.84
08/01/23	August 2023	Citi Cards		8,049.84		0.00
08/01/23	00KcGv155Pw	Credit Card Misc.	Safeway - 6220: Coffee Creamer for 8.1 Comm...		4.99	4.99
08/01/23	00KcGv155Pw	Credit Card Misc.	House of Coffees - 6220: Coffee for Communit...		58.00	62.99
08/01/23	00ewYzzXAeu	Credit Card Misc.	Crumbl - Dessert for committee meeting. - https...		42.48	105.47
08/02/23	6079425	Wine Direct (Pd ...			474.37	579.84
08/02/23	004gnHV9nt2	Credit Card Misc.	Hobby Lobby - event booth supplies - https://w...		30.18	610.02
08/03/23	00ewYzzXAeu	Credit Card Misc.	Mailchimp - RECURRING: Monthly subscripti...		270.00	880.02
08/04/23	004gnHV9nt2	Amazon.com	Amazon.com - book - https://www.expensify.co...		10.32	890.34
08/06/23	00SajZLQwk1	Amazon.com	Amazon.com - supplies needed for staff and 8/1...		45.76	936.10
08/06/23	00SajZLQwk1	Amazon.com	Amazon.com - supplies needed for staff and 8/1...		5.56	941.66
08/09/23	00NfTwclTuG	Credit Card Misc.	GoDaddy - Inv #2678292668 Managed SSL - 5 ...		599.95	1,541.61
08/09/23	004gnHV9nt2	Credit Card Misc.	Mailchimp - email service - https://www.expens...		60.00	1,601.61
08/10/23	004gnHV9nt2	Credit Card Misc.	Velvet Grill & Creamery Lodi - rootstock meeti...		197.25	1,798.86
08/11/23	00CNgyGIPuG	Credit Card Misc.	VOID: Lodi Transfer - Dump Run - https://ww...	0.00		1,798.86
08/11/23	00CNgyGIPuG	Credit Card Misc.	Lodi Transfer - Dump Run - https://www.expen...		32.93	1,831.79
08/13/23	1246358362	Quickbooks Time	Inv #10001246358362 Time Tracking August...		108.00	1,939.79
08/14/23	00CNgyGIPuG	Credit Card Misc.	VOID: Yume - Lunch Hadyn Schatz - https://w...	0.00		1,939.79
08/14/23	00CNgyGIPuG	Credit Card Misc.	Yume - Lunch Hadyn Schatz - https://www.exp...		78.22	2,018.01
08/15/23	004gnHV9nt2	Credit Card Misc.	Navarro Vineyards - winegrape juice - https://w...		148.90	2,166.91
08/15/23	004gnHV9nt2	Credit Card Misc.	Wine & Roses - lunch meeting - https://www.ex...		22.73	2,189.64
08/16/23	00SajZLQwk1	Amazon.com	Amazon.com - restock of supplies and resquests...		90.74	2,280.38
08/16/23	00SajZLQwk1	Amazon.com	Amazon.com - restock of supplies and resquests...		223.08	2,503.46
08/17/23	004gnHV9nt2	Amazon.com	Amazon.com - soil book - https://www.expensif...		13.30	2,516.76
08/18/23	00KcGv155Pw	Credit Card Misc.	Pushkins Bakery - 6221: Staff meeting - https://...		38.99	2,555.75
08/18/23	00ewYzzXAeu	Credit Card Misc.	Guantonio's Wood Fired - Dinner for media: Ma...		140.29	2,696.04
08/19/23	00ewYzzXAeu	Credit Card Misc.	Exclaimer - RECURRING: Monthly subscriptio...		15.12	2,711.16
08/22/23	004gnHV9nt2	Vertical Response	Vertical Response - email newsletters - https://w...		30.01	2,741.17
08/24/23	004gnHV9nt2	Credit Card Misc.	GoTo - GoTo Webinar subscription for Septemb...		109.00	2,850.17
08/25/23	00CNgyGIPuG	Credit Card Misc.	VOID: Wine & Roses - Lunch Peter den Hartog...	0.00		2,850.17
08/25/23	00CNgyGIPuG	Credit Card Misc.	Wine & Roses - Lunch Peter den Hartog - https:...		35.18	2,885.35
08/25/23	004gnHV9nt2	Credit Card Misc.	Corti Brothers - lunch meeting - https://www.ex...		46.83	2,932.18
08/26/23	00SajZLQwk1	Credit Card Misc.	Sucuri - monthly fee - https://www.expensify.co...		19.98	2,952.16
08/27/23	00SajZLQwk1	Credit Card Misc.	Kinsta - monthly fee - https://www.expensify.co...		35.00	2,987.16
08/27/23	00KcGv155Pw	Credit Card Misc.	American Airlines - 6080: Luggage costs to che...		270.00	3,257.16
08/27/23	00KcGv155Pw	Credit Card Misc.	Iron Horse Tavern - 6080: Breakfast before flig...		27.79	3,284.95
08/27/23	00KcGv155Pw	Credit Card Misc.	Uber - 6080: Uber from DFW to Westin Hotel - ...		40.95	3,325.90
08/27/23	00NfTwclTuG	Credit Card Misc.	Zoom - Webinar 500 Monthly Aug 27, 2023 - S...		55.99	3,381.89
08/28/23	00KcGv155Pw	Credit Card Misc.	Craft - Westin Irving Convention Center - 6080:...		12.85	3,394.74
08/29/23	00KcGv155Pw	Credit Card Misc.	Cousin's BBQ - 6080: Dinner following TEXSO...		26.10	3,420.84
08/29/23	00KcGv155Pw	Credit Card Misc.	Westin Hotels & Resorts - 6080: Hotel for TEX...		434.70	3,855.54
08/29/23	00KcGv155Pw	Credit Card Misc.	American Airlines - 6080: Luggage costs to che...		70.00	3,925.54
08/29/23	00KcGv155Pw	Credit Card Misc.	Craft - Westin Irving Convention Center - 6080:...		16.64	3,942.18
08/29/23	00KcGv155Pw	Credit Card Misc.	Sacramento International Airport - 6080: Parkin...		54.00	3,996.18
08/31/23	00SajZLQwk1	Amazon.com	Amazon.com - strainer to wash seeds - https://w...		6.45	4,002.63
08/31/23	004gnHV9nt2	Credit Card Misc.	Navarro Vineyards - winegrape juice - https://w...		183.61	4,186.24
Total 2007 · Costco Visa Business Card-Citi				8,049.84	4,330.24	4,186.24
TOTAL				8,049.84	4,330.24	4,186.24

Lodi Winegrape Commission

10/3/23 4:23 PM

Register: 1025 · Public Funds - Special Project

From 01/01/23 through 08/31/23

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment C	Deposit	Balance
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
03/31/23			4130 · Interest Income	Interest	X	4.10	61,565.61
04/30/23			4130 · Interest Income	Interest	X	175.68	61,741.29
05/31/23			4130 · Interest Income	Interest	X	209.75	61,951.04
06/30/23			4130 · Interest Income	Interest	X	217.25	62,168.29
07/31/23			4130 · Interest Income	Interest	X	197.58	62,365.87
08/31/23			4130 · Interest Income	Interest	X	211.87	62,577.74

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Baba, Christina	0.00	315.00	0.00	0.00	315.00
Bolton, Stephanie	0.00	652.72	0.00	0.00	652.72
Crippen, Katie	47.55	0.00	0.00	0.00	47.55
Goode, Gabriella	76.10	0.00	0.00	0.00	76.10
Hampton Inn & Suites	0.00	164.94	0.00	0.00	164.94
Kahn, Soares & Conway, LLP	130.31	0.00	0.00	0.00	130.31
NAC Technology Group, Inc. (L...	15195.45	0.00	0.00	0.00	15195.45
Wine & Roses, LLC (Utilities)	1,215.85	0.00	0.00	0.00	1,215.85
Wine Direct (Pd via CC)	281.01	0.00	0.00	0.00	281.01
TOTAL	<u>16946.27</u>	<u>1,132.66</u>	<u>0.00</u>	<u>0.00</u>	<u>18078.93</u>

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Calivines dba Calivirgin (Coldani)	0.00	250.00	0.00	0.00	250.00
E2 Family Winery	0.00	125.00	0.00	0.00	125.00
Harmony Wynelands, Lynda Hartzell dba	0.00	0.00	50.00	100.00	150.00
Ironstone Vineyards	0.00	4,000.00	0.00	0.00	4,000.00
Klinker Brick Winery.	1,250.00	0.00	0.00	1,375.00	2,625.00
Lodi Wine & Visitor Center	20,482.87	20,360.73	0.00	77,412.31	118255.91
M2 Wines	0.00	0.00	0.00	375.00	375.00
McCay Cellars	0.00	0.00	50.00	0.00	50.00
Mettler & Sons Inc dba Harney Lane Win...	0.00	0.00	0.00	50.00	50.00
Oak Ridge Winery	0.00	4,000.00	0.00	0.00	4,000.00
Pondl Winery	0.00	0.00	0.00	90.00	90.00
Prie Vineyards & Winery	0.00	0.00	0.00	100.00	100.00
St Amant Winery	0.00	0.00	50.00	0.00	50.00
Stama Winery	0.00	0.00	375.00	0.00	375.00
TOTAL	<u>21,732.87</u>	<u>28,735.73</u>	<u>525.00</u>	<u>79,502.31</u>	<u>130495.91</u>

Lodi Winegrape Commission
Balance Sheet
As of August 31, 2023

	<u>Aug 31, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	630,914.35
1022 · LWC General Checking	58,226.43
1025 · Public Funds - Special Project	62,577.74
1026 · Public Funds - Reserve Funds	421,217.36
1080 · Petty Cash	500.00
	<u>1,173,435.88</u>
Total Checking/Savings	
Accounts Receivable	
1120 · Accounts Receivable	130,495.91
	<u>130,495.91</u>
Total Accounts Receivable	
Other Current Assets	
1175 · CWFEB Reimb Expenses	302.44
1190 · Security Deposit	200.00
1191 · Prepaid Postage	3,183.04
	<u>3,685.48</u>
Total Other Current Assets	
Total Current Assets	
	1,307,617.27
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
	<u>576,387.84</u>
Total Fixed Assets	
TOTAL ASSETS	
	<u><u>1,884,005.11</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	18,078.93
	<u>18,078.93</u>
Total Accounts Payable	
Credit Cards	
2007 · Costco Visa Business Card-Citi	4,186.24
	<u>4,186.24</u>
Total Credit Cards	

Lodi Winegrape Commission
Balance Sheet
As of August 31, 2023

	<u>Aug 31, 23</u>
Other Current Liabilities	
2030 · Lease Liability	520,986.62
2160 · SUI / ETT Payable	167.90
2300 · Accrued Vacation	<u>43,425.07</u>
Total Other Current Liabilities	<u>564,579.59</u>
Total Current Liabilities	<u>586,844.76</u>
Total Liabilities	586,844.76
Equity	
3900 · Retained Earnings	1,511,905.49
Net Income	<u>-214,745.14</u>
Total Equity	<u>1,297,160.35</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,884,005.11</u></u>

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

	Jul - Aug 23	Jul - Aug 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	0.00	768.36	-768.36	-100.0%
4130 · Interest Income	7,995.61	65.96	7,929.65	12,021.9%
4131 · Grant Income	0.00	0.00	0.00	0.0%
4145 · Admin Fees Income - VC	39,763.07	39,132.39	630.68	1.6%
4148 · Rent Income - VC	8,497.94	8,331.32	166.62	2.0%
4150 · Miscellaneous Income	227.83	256.08	-28.25	-11.0%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	59,250.00	75,375.00	-16,125.00	-21.4%
Total 4160 · Winery Marketing Income	59,250.00	75,375.00	-16,125.00	-21.4%
Total Income	115,734.45	123,929.11	-8,194.66	-6.6%
Gross Profit	115,734.45	123,929.11	-8,194.66	-6.6%
Expense				
6000 · Program Management - Salaries	98,333.32	93,184.56	5,148.76	5.5%
6010 · Employee Benefits				
6010.1 · Medical	10,428.99	9,349.09	1,079.90	11.6%
6010.2 · Retirement	11,552.48	10,947.40	605.08	5.5%
6010.3 · Employee Paid Voluntary Benefit	-30.56	-34.70	4.14	11.9%
Total 6010 · Employee Benefits	21,950.91	20,261.79	1,689.12	8.3%
6015 · Payroll Taxes	1,380.34	1,308.35	71.99	5.5%
6022 · Legal Fees	220.31	117.50	102.81	87.5%
6023 · Consulting Services				
6023.1 · Public Relations	13,000.00	13,000.00	0.00	0.0%
6023.2 · Export	0.00	2,500.00	-2,500.00	-100.0%
6023.3 · Other	9,870.00	0.00	9,870.00	100.0%
Total 6023 · Consulting Services	22,870.00	15,500.00	7,370.00	47.6%
6025 · Bad/Uncollectable Debt	0.00	0.00	0.00	0.0%
6026 · Insurance				
6026.2 · Workers Compensation	794.60	760.80	33.80	4.4%
Total 6026 · Insurance	794.60	760.80	33.80	4.4%
6033 · Office Supplies	2,213.46	1,809.42	404.04	22.3%
6035 · Postage	6.17	2,096.60	-2,090.43	-99.7%
6040 · Rent	13,291.64	13,031.02	260.62	2.0%
6041 · Offsite Storage	1,142.00	1,094.00	48.00	4.4%
6054 · Personal Property Tax	1,383.95	1,122.79	261.16	23.3%
6056 · Telephone	917.24	924.80	-7.56	-0.8%
6058 · Utilities	1,773.65	2,230.08	-456.43	-20.5%
6060 · Website - Internet	2,396.92	1,852.04	544.88	29.4%

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

	Jul - Aug 23	Jul - Aug 22	\$ Change	% Change
6070 · Maintenance				
6070.1 · Computer	16,871.45	1,926.00	14,945.45	776.0%
6070.2 · Cleaning	1,231.84	1,021.20	210.64	20.6%
6070.3 · Directional Signage	0.00	11,223.46	-11,223.46	-100.0%
6070.4 · Copier Lease	1,194.84	1,276.49	-81.65	-6.4%
6070.6 · Office Maintenance	182.93	0.00	182.93	100.0%
Total 6070 · Maintenance	19,481.06	15,447.15	4,033.91	26.1%
6076 · Employee Mileage	1,150.05	488.83	661.22	135.3%
6080 · Travel Expenses	3,041.87	2,229.69	812.18	36.4%
6090 · Bank Charges	41.75	36.20	5.55	15.3%
6098 · Supplies	0.00	159.97	-159.97	-100.0%
6099 · CDFA Charges	3,127.21	0.00	3,127.21	100.0%
6100 · Graphic Design	437.50	760.00	-322.50	-42.4%
6110 · Advertising	20,000.00	0.00	20,000.00	100.0%
6120 · Printing and Materials	5,054.99	11,150.45	-6,095.46	-54.7%
6130 · Public Relations	5,015.06	14,656.56	-9,641.50	-65.8%
6132 · Lodi Wine Blog	12,000.00	15,000.00	-3,000.00	-20.0%
6140 · Promotional Sponsorships	15,000.00	12,500.00	2,500.00	20.0%
6150 · Local Community Sponsorships	0.00	0.00	0.00	0.0%
6160 · Trade Show & Conference Fees	1,852.72	1,200.00	652.72	54.4%
6170 · Wine Purchase	1,084.44	1,425.48	-341.04	-23.9%
6200 · Reference Materials	377.73	0.00	377.73	100.0%
6210 · Newsletters and Publications	3,541.43	560.69	2,980.74	531.6%
6220 · Meetings & Socials	1,248.37	1,864.50	-616.13	-33.1%
6221 · LWC Meeting Expenses	1,198.85	837.61	361.24	43.1%
6245 · Contributions				
6245.1 · Visitor Center	16,666.66	12,500.00	4,166.66	33.3%
Total 6245 · Contributions	16,666.66	12,500.00	4,166.66	33.3%
6255 · Subscriptions	188.88	130.63	58.25	44.6%
6266 · Weather Stations	2,900.00	2,900.00	0.00	0.0%
6560 · Payroll Expenses	135.50	117.25	18.25	15.6%
8000 · VC - Manager Salary	10,833.32	10,833.32	0.00	0.0%
8001 · VC Support Staff Salary	17,852.96	18,725.23	-872.27	-4.7%
8003 · VC - Administrative salary	2,708.33	2,500.00	208.33	8.3%
8010 · VC - Employee Benefits				
8010.1 · Medical	3,974.63	2,513.73	1,460.90	58.1%
8010.2 · Retirement	3,682.99	3,760.66	-77.67	-2.1%
8010.3 · VC Employee Paid Voluntary B...	72.92	0.00	72.92	100.0%
Total 8010 · VC - Employee Benefits	7,730.54	6,274.39	1,456.15	23.2%

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10/03/23
Accrual Basis

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

	<u>Jul - Aug 23</u>	<u>Jul - Aug 22</u>	<u>\$ Change</u>	<u>% Change</u>
8015 · VC - Payroll Taxes	637.92	799.45	-161.53	-20.2%
8040 · VC - Rent	8,497.94	8,331.32	166.62	2.0%
Total Expense	<u>330,479.59</u>	<u>296,722.47</u>	<u>33,757.12</u>	<u>11.4%</u>
Net Ordinary Income	<u>-214,745.14</u>	<u>-172,793.36</u>	<u>-41,951.78</u>	<u>-24.3%</u>
Net Income	<u><u>-214,745.14</u></u>	<u><u>-172,793.36</u></u>	<u><u>-41,951.78</u></u>	<u><u>-24.3%</u></u>

Lodi Winegrape Commission
Statement of Cash Flows
September 2023

	<u>Sep 23</u>
OPERATING ACTIVITIES	
Net Income	-172,025.96
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	10,543.67
1121.4 · Canine Detection Grant	-39,400.00
1175 · CWEF Reimb Expenses	302.44
1191 · Prepaid Postage	794.09
2000 · Accounts Payable	70,001.52
2007 · Costco Visa Business Card-Citi	14,280.97
2160 · SUI / ETT Payable	102.16
	<hr/>
Net cash provided by Operating Activities	-115,401.11
	<hr/>
Net cash increase for period	-115,401.11
	<hr/>
Cash at beginning of period	1,173,435.88
	<hr/>
Cash at end of period	<u>1,058,034.77</u>

Lodi Winegrape Commission
Cash/Check Disbursement

Accrual Basis

September 2023

Date	Num	Name	Memo	Amount	Balance
Sep 23					
09/01/23	44404	Lodi Wine & Visitor Center(vendor)	Promo Service Agreement September 2023	-8,333.33	-8,333.33
09/01/23	44405	Wine & Roses, LLC (Rent)	Lease September 2023	-10,894.79	-19,228.12
09/01/23	44406	Calhoun & Company Communicati...	September 2023 Public Relations Service	-6,500.00	-25,728.12
09/12/23	44409	Baba, Christina	Tech sheet	-315.00	-26,043.12
09/12/23	44410	Caparoso, Randy		-3,000.00	-29,043.12
09/12/23	44411	Citi Cards	Account ending in 4511	-4,330.24	-33,373.36
09/12/23	44412	City of Lodi	Electric Service from 8/01/2023-09/04/2023	-1,200.70	-34,574.06
09/12/23	44413	Comcast	Account #8155 60 071 0168561	-141.44	-34,715.50
09/12/23	44414	CoPower Broker-VSP Voluntary V...	CoPower ID: 905910	-85.96	-34,801.46
09/12/23	44415	Costco Membership	Membership Number: 000111863532690	-120.00	-34,921.46
09/12/23	44416	Crippen, Katie	https://www.expensify.com/report?reportID=R00...	-47.55	-34,969.01
09/12/23	44417	Goode, Gabriella	https://www.expensify.com/report?reportID=R00...	-76.10	-35,045.11
09/12/23	44418	Kahn, Soares & Conway, LLP	Client Number: 5489	-130.31	-35,175.42
09/12/23	44419	Lodi Wine & Visitor Center(vendor)	Adobe - Creative Cloud	-183.90	-35,359.32
09/12/23	44420	SecurCare Self Storage (Prv W Lod...	Unit No's: A022 & D002	-625.00	-35,984.32
09/12/23	44421	St. Amant Winery		-571.55	-36,555.87
09/12/23	44422	Western Weather Group	Quote No. 7157C-1	-1,450.00	-38,005.87
09/12/23	44423	Wine & Roses, LLC (Utilities)	Aug 2023 Utilities & Janitorial (Office & Restro...	-1,215.85	-39,221.72
09/14/23	44424	CCT Telecomm	Acct #2019051021	-291.52	-39,513.24
09/14/23	44425	PG&E	7807859329-6	-60.48	-39,573.72
09/14/23	44426	San Francisco Chronicle (Hearst Co...	Account #031252502	-26,502.00	-66,075.72
09/20/23	44427	Blue Shield of California	W00578511000	-9,445.41	-75,521.13
09/20/23	44428	Bolton, Stephanie	https://www.expensify.com/report?reportID=R00...	-652.72	-76,173.85
09/20/23	44429	Caparoso, Randy	SommCon Expenses 2023 "Old Vine Master Cla...	-827.75	-77,001.60
09/20/23	44430	Fiori's Butcher Shoppe	Account #93	-177.76	-77,179.36
09/20/23	44431	NAC Technology Group, Inc. (Lodi)	Platinum Service Agreement September 2023	-838.00	-78,017.36
09/20/23	44432	Pitney Bowes Global Financial Serv...	Account Number: 0015911233	-12.05	-78,029.41
09/20/23	44433	Spencer, Stuart	Ag Burning Meeting	-89.37	-78,118.78
09/20/23	44434	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-778.33	-78,897.11
09/22/23	44435	Lodi Wine & Visitor Center(vendor)	Wines for video series launch	-532.80	-79,429.91
09/22/23	44436	Lodi Wine & Visitor Center(vendor)		-419.59	-79,849.50
09/22/23	44437	The Parks Group (dba)	Account #133	-952.20	-80,801.70
09/22/23	44438	ULINE	Customer No. 16695945	-82.86	-80,884.56
09/25/23	44439	NAC Technology Group, Inc. (Lodi)	Server upgrade \$10K Deposit	-10,000.00	-90,884.56
09/25/23	44440	Caparoso, Randy		-3,000.00	-93,884.56
09/25/23	44441	Hampton Inn & Suites	Room for John Keleher, Community Benchmark, ...	-164.94	-94,049.50
09/29/23	44447	Lodi Wine & Visitor Center(vendor)	Thank you	-19.51	-94,069.01
Sep 23				-94,069.01	-94,069.01

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

As of September 30, 2023

Date	Num	Name	Memo	Debit	Credit	Balance
2007	Costco	Visa Business Card-Citi				4,186.24
09/01/23	000ztR6ajAE	Credit Card ...	Expensify, Inc. - Monthly charges - Expensify - ht...		144.00	4,330.24
09/01/23	September 2023	Citi Cards		4,330.24		0.00
09/02/23	6081042	Wine Direct (...)			480.01	480.01
09/03/23	00GGRsZf8Ta	Credit Card ...	Mailchimp - RECURRING: Monthly subscription...		270.00	750.01
09/03/23	00GGRsZf8Ta	Credit Card ...	Safeway - Accidental personal purchase. Billable ...		30.24	780.25
09/05/23	00CNgyGIPuG	Credit Card ...	United - NY Trip - https://www.expensify.com/re...		35.00	815.25
09/05/23	00CNgyGIPuG	Credit Card ...	Green Beans - NY Trip - https://www.expensify.c...		19.41	834.66
09/06/23	00CNgyGIPuG	Credit Card ...	Starbucks - NY Trip - https://www.expensify.com...		8.82	843.48
09/06/23	00GGRsZf8Ta	Credit Card ...	Intercoastal Vineyards - Tasting for media Laura ...		32.33	875.81
09/07/23	00CNgyGIPuG	Credit Card ...	Yolk - NY TRIP - TINKA - https://www.expensif...		56.61	932.42
09/07/23	00EkKANlxSZ	Amazon.com	Amazon.com - plates for 9/12 Ag Burning Outrea...		59.34	991.76
09/07/23	00YvrBeAQ1s	Amazon.com	Amazon.com - fridge water filter - https://www.ex...		54.20	1,045.96
09/08/23	00CNgyGIPuG	Credit Card ...	Berghold Cafe - NY Trip - https://www.expensify...		19.69	1,065.65
09/08/23	00CNgyGIPuG	Credit Card ...	Einstein Bagels - NY Trip - https://www.expensif...		12.36	1,078.01
09/08/23	00OS9nHPKpa	Credit Card ...	SFO Airport - NY/Chicago Trip - https://www.ex...		144.00	1,222.01
09/09/23	008REJ7M2v4	Credit Card ...	Mailchimp - email service - https://www.expensif...		60.00	1,282.01
09/11/23	00GGRsZf8Ta	Staples	Staples - Ink for printer. - https://www.expensify....		54.04	1,336.05
09/12/23	00CNgyGIPuG	Credit Card ...	VOID: Save Mart - Ag Burning Meeting - https://...	0.00		1,336.05
09/12/23	00CNgyGIPuG	Credit Card ...	VOID: Capitol Donuts - Ag Burning Meeting - htt...	0.00		1,336.05
09/12/23	008REJ7M2v4	Credit Card ...	Angelina's - 9/12 meeting lunch for growers - http...		5,441.00	6,777.05
09/13/23		Quickbooks T...	Inv # Time Tracking September 2023		108.00	6,885.05
09/13/23	00dhJEYPmYq	Credit Card ...	Java Stop - 6220: Coffee for Clearing the Air Ag ...		288.50	7,173.55
09/13/23	00GGRsZf8Ta	Credit Card ...	Network Solutions - Reinstatement and domain re...		75.98	7,249.53
09/14/23	00EkKANlxSZ	Amazon.com	Amazon.com - requested by staff and restock - htt...		12.06	7,261.59
09/14/23	008REJ7M2v4	Credit Card ...	Velvet Grill and Creamery Lodi - rootstock meeti...		136.87	7,398.46
09/16/23	00GGRsZf8Ta	Credit Card ...	WIX.com - RECURRING: Yearly subscription fo...		324.00	7,722.46
09/18/23	00evCLMMfLt	Credit Card ...	GoDaddy - SAVETHEOLD.COM, SAVEOLDVI...		66.51	7,788.97
09/19/23	00EkKANlxSZ	Amazon.com	Amazon.com - requested by staff and restock - htt...		16.15	7,805.12
09/19/23	00EkKANlxSZ	Amazon.com	Amazon.com - charging cubes and UPC labels for...		157.54	7,962.66
09/19/23	00EkKANlxSZ	Amazon.com	Amazon.com - restock of supplies - https://www.e...		111.48	8,074.14
09/19/23	00GGRsZf8Ta	Credit Card ...	VOID: Exclaimer - RECURRING: Monthly subsc...	0.00		8,074.14
09/19/23	003lkXXiIR1	Credit Card ...	Exclaimer - RECURRING: Monthly subscription ...		15.12	8,089.26
09/19/23	008REJ7M2v4	Credit Card ...	DPR - 10-3-23 meeting credits - https://www.exp...		45.00	8,134.26
09/19/23	008REJ7M2v4	Vertical Resp...	Vertical Response - email newsletters - https://ww...		30.01	8,164.27
09/20/23	008REJ7M2v4	Credit Card ...	WIFIONBOARD - wifi access - https://www.exp...		39.95	8,204.22
09/21/23	008REJ7M2v4	Credit Card ...	Juniper & Co - meal - https://www.expensify.com...		58.90	8,263.12
09/23/23	008REJ7M2v4	Credit Card ...	KYPARISSOS RESTAURANT - meal - https://w...		44.72	8,307.84
09/24/23	008REJ7M2v4	Credit Card ...	GoTo - GoTo Webinar subscription for October - ...		109.00	8,416.84
09/25/23	00GGRsZf8Ta	Credit Card ...	Heritage Solutions - Printing custom shipping box...		8,125.42	16,542.26
09/26/23	00EkKANlxSZ	Credit Card ...	Sucuri - monthly fee - https://www.expensify.com...		19.98	16,562.24
09/27/23	00QsEW9X8sQ	Credit Card ...	VOID: Pandora September - Music Service - https...	0.00		16,562.24
09/27/23	00EkKANlxSZ	Credit Card ...	Kinsta - monthly fee - https://www.expensify.com...		35.00	16,597.24
09/27/23	00evCLMMfLt	Credit Card ...	Zoom - Webinar 500 Monthly Sep 27, 2023 - Oct ...		55.99	16,653.23
09/27/23	00OS9nHPKpa	Credit Card ...	Southwest Airlines - AWS Conference - St.Louis ...		435.46	17,088.69
09/27/23	008REJ7M2v4	Credit Card ...	S A MAMADAS XENODOCH - hotel - https://w...		349.13	17,437.82
09/28/23	008REJ7M2v4	Credit Card ...	IL MAESTRO - meal - https://www.expensify.co...		14.70	17,452.52
09/28/23	008REJ7M2v4	Credit Card ...	TAXI SERVICES - taxi - https://www.expensify....		42.30	17,494.82
09/28/23	008REJ7M2v4	Credit Card ...	Gatwick Cars - taxi - https://www.expensify.com/...		27.28	17,522.10
09/29/23	00EkKANlxSZ	Amazon.com	Amazon.com - spit cups for VC - https://www.ex...		21.54	17,543.64
09/29/23	00dhJEYPmYq	Woodlake Cl...	Woodlake Cleaners - 6070.2 Cleaning of table clo...		264.50	17,808.14
09/29/23	008REJ7M2v4	Credit Card ...	Langshott Manor - hotel - https://www.expensify....		163.98	17,972.12
09/29/23	008REJ7M2v4	Credit Card ...	Metro Cars - taxi between airports in London - htt...		121.06	18,093.18
09/29/23	008REJ7M2v4	Credit Card ...	SFO Parking - airport parking - https://www.expe...		250.00	18,343.18
09/29/23	008REJ7M2v4	Credit Card ...	Nisa Local - drink - https://www.expensify.com/r...		2.75	18,345.93
09/29/23	008REJ7M2v4	Credit Card ...	T Mobile Hotspot GMBH - wifi access - https://w...		29.33	18,375.26

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10/20/23

Accrual Basis

Lodi Winegrape Commission
CitiCard Visa - Credit Card Transactions

As of September 30, 2023

<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Debit</u>	<u>Credit</u>	<u>Balance</u>
09/29/23	008REJ7M2v4	Credit Card ...	Pret A Manger - meal - https://www.expensify.co...		18.21	18,393.47
09/30/23	008REJ7M2v4	Credit Card ...	Woodlands Markets - wine festival - https://www....		73.74	18,467.21
Total 2007 - Costco Visa Business Card-Citi				4,330.24	18,611.21	18,467.21
TOTAL				<u>4,330.24</u>	<u>18,611.21</u>	<u>18,467.21</u>

Lodi Winegrape Commission

10/20/23 5:30 PM

Register: 1025 · Public Funds - Special Project

From 01/01/23 through 09/30/23

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
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
03/31/23			4130 · Interest Income	Interest	X		4.10	61,565.61
04/30/23			4130 · Interest Income	Interest	X		175.68	61,741.29
05/31/23			4130 · Interest Income	Interest	X		209.75	61,951.04
06/30/23			4130 · Interest Income	Interest	X		217.25	62,168.29
07/31/23			4130 · Interest Income	Interest	X		197.58	62,365.87
08/31/23			4130 · Interest Income	Interest	X		211.87	62,577.74
09/30/23			4130 · Interest Income	Interest	X		212.59	62,790.33

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Lodi Winegrape Commission
A/P Aging Summary
As of September 30, 2023

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
Bolton, Stephanie	335.37	19.58	0.00	0.00	354.95
Calhoun & Company Communications, ...	37007.60	0.00	0.00	0.00	37007.60
Canine Detection Services	0.00	39400.00	0.00	0.00	39400.00
England, Jill S. - Attorney at Law	1,380.00	0.00	0.00	0.00	1,380.00
Goode, Gabriella	0.00	48.86	0.00	0.00	48.86
Lodi Wine & Visitor Center(vendor)	58.87	0.00	0.00	0.00	58.87
Marsh, Paul	93.01	0.00	0.00	0.00	93.01
NAC Technology Group, Inc. (Lodi)	0.00	5,195.45	0.00	0.00	5,195.45
The Parks Group (dba)	3,120.17	0.00	0.00	0.00	3,120.17
Wine & Roses, LLC (Utilities)	1,222.54	0.00	0.00	0.00	1,222.54
Wine Direct (Pd via CC)	199.00	0.00	0.00	0.00	199.00
TOTAL	<u>43416.56</u>	<u>44663.89</u>	<u>0.00</u>	<u>0.00</u>	<u>88080.45</u>

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Lodi Winegrape Commission
A/R Aging Summary
As of September 30, 2023

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>> 60</u>	<u>TOTAL</u>
E2 Family Winery	0.00	0.00	125.00	0.00	125.00
Harmony Wynelands, Lynda Hartzell dba	0.00	0.00	0.00	100.00	100.00
Ironstone Vineyards	0.00	0.00	4,000.00	0.00	4,000.00
Klinker Brick Winery.	0.00	1,250.00	0.00	1,375.00	2,625.00
Lodi Wine & Visitor Center	817.34	39,973.06	19,851.08	46,520.76	107162.24
McCay Cellars	0.00	0.00	0.00	50.00	50.00
Oak Ridge Winery	0.00	0.00	4,000.00	0.00	4,000.00
Pondl Winery	0.00	0.00	0.00	90.00	90.00
Prie Vineyards & Winery	0.00	0.00	0.00	100.00	100.00
Scotto Family Cellars	0.00	1,000.00	0.00	0.00	1,000.00
St Amant Winery	0.00	0.00	0.00	50.00	50.00
Viaggio, Inc. dba Viaggio Estate & Win...	0.00	250.00	0.00	0.00	250.00
WOO GIRL! Cellars	0.00	400.00	0.00	0.00	400.00
TOTAL	<u>817.34</u>	<u>42,873.06</u>	<u>27,976.08</u>	<u>48,285.76</u>	<u>119952.24</u>

Lodi Winegrape Commission
Balance Sheet
As of September 30, 2023

	<u>Sep 30, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	557,942.66
1022 · LWC General Checking	14,174.84
1025 · Public Funds - Special Project	62,790.33
1026 · Public Funds - Reserve Funds	422,648.34
1080 · Petty Cash	478.60
	<hr/>
Total Checking/Savings	1,058,034.77
Accounts Receivable	
1120 · Accounts Receivable	119,952.24
	<hr/>
Total Accounts Receivable	119,952.24
Other Current Assets	
1121.4 · Canine Detection Grant	39,400.00
1190 · Security Deposit	200.00
1191 · Prepaid Postage	2,388.95
	<hr/>
Total Other Current Assets	41,988.95
	<hr/>
Total Current Assets	1,219,975.96
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>1,796,363.80</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	88,080.45
	<hr/>
Total Accounts Payable	88,080.45
Credit Cards	
2007 · Costco Visa Business Card-Citi	18,467.21
	<hr/>
Total Credit Cards	18,467.21

Lodi Winegrape Commission
Balance Sheet
As of September 30, 2023

	<u>Sep 30, 23</u>
Other Current Liabilities	
2030 · Lease Liability	520,986.62
2160 · SUI / ETT Payable	270.06
2300 · Accrued Vacation	43,425.07
	<hr/>
Total Other Current Liabilities	564,681.75
	<hr/>
Total Current Liabilities	671,229.41
	<hr/>
Total Liabilities	671,229.41
	<hr/>
Equity	
3900 · Retained Earnings	1,511,905.49
Net Income	-386,771.10
	<hr/>
Total Equity	1,125,134.39
	<hr/>
TOTAL LIABILITIES & EQUITY	<u>1,796,363.80</u>

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

	Jul - Sep 23	Jul - Sep 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	5,362.23	7,236.08	-1,873.85	-25.9%
4130 · Interest Income	11,667.49	65.96	11,601.53	17,588.7%
4131 · Grant Income	0.00	0.00	0.00	0.0%
4145 · Admin Fees Income - VC	59,824.14	57,086.00	2,738.14	4.8%
4148 · Rent Income - VC	12,746.91	12,496.98	249.93	2.0%
4150 · Miscellaneous Income	229.58	2,046.28	-1,816.70	-88.8%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	64,400.00	77,375.00	-12,975.00	-16.8%
Total 4160 · Winery Marketing Income	64,400.00	77,375.00	-12,975.00	-16.8%
Total Income	154,230.35	156,306.30	-2,075.95	-1.3%
Gross Profit	154,230.35	156,306.30	-2,075.95	-1.3%
Expense				
6000 · Program Management - Salaries	147,749.99	144,417.14	3,332.85	2.3%
6010 · Employee Benefits				
6010.1 · Medical	15,861.60	14,186.93	1,674.67	11.8%
6010.2 · Retirement	17,357.97	16,965.33	392.64	2.3%
6010.3 · Employee Paid Voluntary Benefit	-28.60	-35.00	6.40	18.3%
Total 6010 · Employee Benefits	33,190.97	31,117.26	2,073.71	6.7%
6015 · Payroll Taxes	2,072.32	2,218.79	-146.47	-6.6%
6022 · Legal Fees	1,600.31	117.50	1,482.81	1,262.0%
6023 · Consulting Services				
6023.1 · Public Relations	19,500.00	19,500.00	0.00	0.0%
6023.2 · Export	0.00	21,152.80	-21,152.80	-100.0%
6023.3 · Other	9,870.00	0.00	9,870.00	100.0%
Total 6023 · Consulting Services	29,370.00	40,652.80	-11,282.80	-27.8%
6025 · Bad/Uncollectable Debt	0.00	0.00	0.00	0.0%
6026 · Insurance				
6026.2 · Workers Compensation	794.60	760.80	33.80	4.4%
Total 6026 · Insurance	794.60	760.80	33.80	4.4%
6033 · Office Supplies	2,626.82	3,907.52	-1,280.70	-32.8%
6035 · Postage	1,331.44	3,789.41	-2,457.97	-64.9%
6040 · Rent	19,937.46	19,546.53	390.93	2.0%
6041 · Offsite Storage	1,767.00	1,641.00	126.00	7.7%
6054 · Personal Property Tax	1,396.00	1,122.79	273.21	24.3%
6056 · Telephone	1,380.88	1,829.65	-448.77	-24.5%
6058 · Utilities	2,771.81	3,601.29	-829.48	-23.0%
6060 · Website - Internet	4,018.68	3,185.17	833.51	26.2%

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

	Jul - Sep 23	Jul - Sep 22	\$ Change	% Change
6070 · Maintenance				
6070.1 · Computer	17,709.45	15,061.39	2,648.06	17.6%
6070.2 · Cleaning	2,122.74	1,591.20	531.54	33.4%
6070.3 · Directional Signage	0.00	11,223.46	-11,223.46	-100.0%
6070.4 · Copier Lease	1,792.26	1,868.58	-76.32	-4.1%
6070.5 · Demo Vineyard	0.00	58.04	-58.04	-100.0%
6070.6 · Office Maintenance	182.93	0.00	182.93	100.0%
Total 6070 · Maintenance	21,807.38	29,802.67	-7,995.29	-26.8%
6076 · Employee Mileage	1,534.28	841.04	693.24	82.4%
6080 · Travel Expenses	7,600.97	2,649.37	4,951.60	186.9%
6090 · Bank Charges	50.90	36.20	14.70	40.6%
6098 · Supplies	187.18	1,010.28	-823.10	-81.5%
6099 · CDFA Charges	3,127.21	1,736.27	1,390.94	80.1%
6100 · Graphic Design	437.50	39,148.20	-38,710.70	-98.9%
6110 · Advertising	46,502.00	1,865.49	44,636.51	2,392.8%
6120 · Printing and Materials	17,424.65	27,499.18	-10,074.53	-36.6%
6130 · Public Relations	40,155.14	41,889.71	-1,734.57	-4.1%
6132 · Lodi Wine Blog	18,000.00	21,000.00	-3,000.00	-14.3%
6140 · Promotional Sponsorships	15,000.00	12,500.00	2,500.00	20.0%
6150 · Local Community Sponsorships	0.00	0.00	0.00	0.0%
6160 · Trade Show & Conference Fees	1,872.30	1,200.00	672.30	56.0%
6170 · Wine Purchase	2,042.75	2,837.21	-794.46	-28.0%
6200 · Reference Materials	377.73	0.00	377.73	100.0%
6210 · Newsletters and Publications	3,631.44	590.70	3,040.74	514.8%
6220 · Meetings & Socials	7,436.96	2,084.57	5,352.39	256.8%
6221 · LWC Meeting Expenses	1,376.61	1,025.51	351.10	34.2%
6245 · Contributions				
6245.1 · Visitor Center	24,999.99	18,750.00	6,249.99	33.3%
Total 6245 · Contributions	24,999.99	18,750.00	6,249.99	33.3%
6250 · Dues	120.00	0.00	120.00	100.0%
6255 · Subscriptions	188.88	158.35	30.53	19.3%
6266 · Weather Stations	4,350.00	4,350.00	0.00	0.0%
6560 · Payroll Expenses	198.25	190.50	7.75	4.1%
8000 · VC - Manager Salary	16,249.98	16,249.98	0.00	0.0%
8001 · VC Support Staff Salary	26,800.70	26,683.85	116.85	0.4%
8003 · VC - Administrative salary	4,125.00	3,750.00	375.00	10.0%
8010 · VC - Employee Benefits				
8010.1 · Medical	6,073.21	3,837.71	2,235.50	58.3%
8010.2 · Retirement	5,534.30	5,476.73	57.57	1.1%
8010.3 · VC Employee Paid Voluntary B...	72.90	0.00	72.90	100.0%
Total 8010 · VC - Employee Benefits	11,680.41	9,314.44	2,365.97	25.4%

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Accrual Basis

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

	<u>Jul - Sep 23</u>	<u>Jul - Sep 22</u>	<u>\$ Change</u>	<u>% Change</u>
8015 · VC - Payroll Taxes	968.05	1,087.73	-119.68	-11.0%
8040 · VC - Rent	12,746.91	12,496.98	249.93	2.0%
Total Expense	<u>541,001.45</u>	<u>538,655.88</u>	<u>2,345.57</u>	<u>0.4%</u>
Net Ordinary Income	<u>-386,771.10</u>	<u>-382,349.58</u>	<u>-4,421.52</u>	<u>-1.2%</u>
Net Income	<u><u>-386,771.10</u></u>	<u><u>-382,349.58</u></u>	<u><u>-4,421.52</u></u>	<u><u>-1.2%</u></u>

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LODI WINEGRAPE COMMISSION
2023-2024 BUDGET
AS OF SEPTEMBER 30, 2023

ACCOUNT CODE	REVENUES	FY 2023 - 2024 BUDGET	REVENUE TO DATE	%
4120	Assessments	\$1,927,885.95	\$5,362.23	0.28%
4160	Winery Contributions	\$90,000.00	\$64,400.00	71.56%
4162	Event Revenue	\$220,000.00		0.00%
4122	LODI RULES Licensing Fees	\$70,000.00		0.00%
4131	Grant Income	\$50,000.00		0.00%
4130	Interest	\$50,000.00	\$11,667.49	23.33%
4150	Other Income (Sponsorship)	\$10,000.00	\$229.58	2.30%
	Subtotal Commission Revenue	\$2,417,885.95	\$81,659.30	3.38%
	Revenue (CWEF-Visitor Center)			
4145	Administrative Agreement	\$221,176.66	\$59,824.14	27.05%
4148	Rent	\$50,988.00	\$12,746.91	25.00%
	Subtotal CWEF Revenue	\$272,164.66	\$72,571.05	26.66%
	Total Revenue	\$2,690,050.61	\$154,230.35	5.73%
ACCOUNT CODE	EXPENDITURES (LWC)	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	Grower Marketing	\$774,500.00	\$153,568.10	19.83%
	Winery Marketing	\$290,750.00	\$20,796.07	7.15%
	Research, Education & Communication	\$182,200.00	\$26,472.82	14.53%
	LODI RULES	\$62,150.00	\$1,620.61	2.61%
	Admin & Personnel	\$995,000.00	\$240,972.81	24.22%
	Visitor Center Sponsorship	\$100,000.00	\$24,999.99	25.00%
	Subtotal Commission Expenditures	\$2,404,600.00	\$468,430.40	19.48%
	CWEF Expenditures			
	Visitor Center	\$272,164.66	\$72,571.05	26.66%
	Subtotal CWEF Expenditures	\$272,164.66	\$72,571.05	26.66%
	Total Expenditures	\$2,676,764.66	\$541,001.45	20.21%
	Excess of Revenues Over (Under) Expenditures	\$13,285.95	-\$386,771.10	-2911.13%

LODI WINEGRAPE COMMISSION
GROWER MARKETING
2023-2024 BUDGET
AS OF SEPTEMBER 30, 2023

DEPARTMENT: GROWER MARKETING

ACCOUNT CODE	CATEGORIES	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	<u>Industry, Trade & Consumer Promotion</u>			
6100	Graphic Design (Content Creation)	\$100,000.00		0.00%
6110	Advertising (Paid Media)	\$300,000.00	\$46,502.00	15.50%
6120	Printing & Materials	\$30,000.00	\$13,896.80	46.32%
	Industry, Trade & Consumer Promotion Expenditures	\$430,000.00	\$60,398.80	14.05%
	<u>Promotional Events & Activities</u>			
6023.2, 6130	Export Promotion	\$60,000.00		0.00%
6140	Promotional Sponsorship	\$10,000.00	\$5,000.00	50.00%
6150	Community Sponsorship	\$5,000.00		0.00%
6160	Trade Shows	\$3,500.00	\$1,200.00	34.29%
	Promotional Events & Activities Expenditures	\$78,500.00	\$6,200.00	7.90%
	<u>Public Relations</u>			
6023	Consulting Services (Agency)	\$78,000.00	\$19,500.00	25.00%
6070.2 & 6098	Supplies	\$1,500.00	\$193.05	12.87%
6130	Public Relations Activities	\$75,000.00	\$39,850.12	53.13%
6132	Lodi Wine Blog	\$78,000.00	\$18,000.00	23.08%
6170	Wine Purchases	\$3,000.00	\$1,378.00	45.93%
	Public Relations Expenditures	\$235,500.00	\$78,921.17	33.51%
	<u>Activities Support</u>			
6033	Office Supplies	\$500.00		0.00%
6035	Postage/Shipping	\$10,000.00	\$585.42	5.85%
6060	Website - Internet	\$12,000.00	\$2,957.51	24.65%
6076 & 6080	Travel	\$7,500.00	\$4,462.72	59.50%
6221	LWC Meeting Expenses	\$500.00	\$42.48	8.50%
	Activities Support Expenditures	\$30,500.00	\$8,048.13	26.39%
	Total Expenditures	\$774,500.00	\$153,568.10	19.83%

LODI WINEGRAPE COMMISSION
WINERY MARKETING
2023-2024 BUDGET
AS OF SEPTEMBER 30, 2023

DEPARTMENT: WINERY MARKETING

ACCOUNT CODE	CATEGORIES	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	<u>Consumer Marketing & Promotion</u>			
6070.3	Maintenance Directional Signs	\$10,000.00		0.00%
6100 & 6120	Wine Trail Maps	\$15,000.00		0.00%
6100	Graphic Design (Advertising Design)	\$15,000.00		0.00%
6110	Advertising	\$15,000.00		0.00%
6120	Printing & Materials	\$18,000.00	\$112.97	0.63%
6035	Postage	\$4,000.00	\$20.00	0.50%
6130	Public Relations	\$7,500.00	\$164.94	2.20%
	Consumer Marketing & Promotion Expenditures	\$84,500.00	\$297.91	0.35%
	<u>Events & Roadshows</u>			
6140	Promotional Sponsorship	\$20,000.00	\$10,000.00	50.00%
6245.2	Contributions (Signature Event)	\$100,000.00		0.00%
6070.2 & 6098	Supplies & Maintenance	\$26,000.00		0.00%
6076 & 6080	Travel	\$6,000.00	\$3.93	0.07%
	Events Expenditures	\$152,000.00	\$10,003.93	6.58%
	<u>Outreach & Education</u>			
6220	Meetings & Socials	\$10,000.00	\$62.99	0.63%
6157	Community Benchmark (Market Research)	\$7,500.00		0.00%
	Events Expenditures	\$17,500.00	\$62.99	0.36%
	<u>Activities Support</u>			
6023	Consulting Services	\$35,000.00	\$9,870.00	28.20%
6221	LWC Meeting Expenses (Committee)	\$500.00	\$561.24	112.25%
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	\$36,750.00	\$10,431.24	28.38%
	Total Expenditures	\$290,750.00	\$20,796.07	7.15%

LODI WINEGRAPE COMMISSION
RESEARCH EDUCATION & COMMUNICATION
2023-2024 BUDGET
AS OF SEPTEMBER 30, 2023

9/19/2023 RESEARCH, EDUCATION & COMMUNICATION

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2023 - 2024 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Outreach & Education</u>			
6033 & 6098	Supplies	\$1,000.00	\$57.77	5.78%
6070.2	Maintenance - Cleaning	\$300.00	\$264.50	88.17%
6076 & 6080	Travel	\$10,000.00	\$4,408.93	44.09%
6130	Public Relations	\$2,000.00	\$55.46	2.77%
6160	Trade Show & Conference Fees	\$2,000.00	\$672.30	33.62%
6200 & 6270	Staff Education & Reference Materials	\$500.00	\$356.13	71.23%
6170 & 6220	Grower Meetings & Socials	\$23,000.00	\$7,132.99	31.01%
6221	LWC Meeting Expenses	\$1,400.00	\$494.98	35.36%
6250	Membership/Dues	\$2,000.00		0.00%
6255	Subscriptions	\$2,500.00	\$188.88	7.56%
6266	Weather Services	\$34,000.00	\$4,350.00	12.79%
6310	San Joaquin Farm Advisor	\$5,000.00		0.00%
	Outreach & Education Expenditures	<u>\$83,700.00</u>	<u>\$17,981.94</u>	<u>21.48%</u>
	<u>Communications</u>			
6035	Postage	\$4,500.00	\$70.19	1.56%
6060	Website/Internet	\$4,000.00	\$729.17	18.23%
6070.5	Demo Vineyard	\$1,000.00		0.00%
6100	Graphic Design	\$5,000.00	\$437.50	8.75%
6120	Printing & Materials	\$9,000.00	\$2,242.58	24.92%
6210	Publications	\$30,000.00	\$3,631.44	12.10%
	Communications Expenditures	<u>\$53,500.00</u>	<u>\$7,110.88</u>	<u>13.29%</u>
	<u>Research</u>			
6320	AVF Contributions	\$10,000.00		0.00%
6140	NGRA Contributions	\$10,000.00		0.00%
6330	Winegrape Research	\$25,000.00	\$1,380.00	5.52%
	Research Expenditures	<u>\$45,000.00</u>	<u>\$1,380.00</u>	<u>3.07%</u>
	Total REC Expenditures	<u>\$182,200.00</u>	<u>\$26,472.82</u>	<u>14.53%</u>

LODI WINEGRAPE COMMISSION
 LODI RULES
 2023-2024 BUDGET
 AS OF SEPTEMBER 30, 2023

DEPARTMENT: LODI RULES

ACCOUNT CODE	CATEGORIES	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	<u>Communications, Marketing & Promotions</u>			
6060	Website/Internet	\$200.00		0.00%
6100	Graphic Design	\$1,000.00		0.00%
6120	Printing & Materials	\$6,000.00	\$169.46	2.82%
6130 & 6170	Public Relations	\$6,000.00	\$663.35	11.06%
6160	Trade Shows/Conferences	\$250.00		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	\$30,450.00	\$1,159.81	3.81%
	<u>Program Improvements</u>			
6023	Consulting Services	\$8,000.00		0.00%
6253	PRT License Fees	\$15,000.00		0.00%
6200	Reference Materials	\$200.00	\$21.60	10.80%
	Program Improvements Expenditures	\$23,200.00	\$21.60	0.09%
	<u>Activities Support</u>			
6022	Legal Fees	\$3,000.00		0.00%
6033 & 6098	Supplies	\$1,000.00	\$37.37	3.74%
6035	Postage/Shipping	\$500.00	\$6.17	1.23%
6076 & 6080	Travel	\$3,000.00	\$199.94	6.66%
6221	LWC Meeting Expenses	\$1,000.00	\$195.72	19.57%
	Activities Support Expenditures	\$8,500.00	\$439.20	5.17%
	Total Expenditures	\$62,150.00	\$1,620.61	2.61%

LODI WINEGRAPE COMMISSION
ADMINISTRATION
2023-2024 BUDGET
AS OF SEPTEMBER 30, 2023

DEPARTMENT: ADMINISTRATION				
ACCOUNT CODE	CATEGORIES	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	<u>Personnel</u>			
6000	Salaries/Wages	\$593,985.00	\$147,749.99	24.87%
6010 & 6015	Retirement, Payroll Taxes, & Benefits	\$140,228.88	\$35,263.29	25.15%
	Personnel Expenditures	\$734,213.88	\$183,013.28	24.93%
	<u>Office Expenses</u>			
6026	Insurance	\$14,000.00	\$794.60	5.68%
6033	Office Supplies	\$13,000.00	\$2,569.05	19.76%
6035	Postage	\$1,500.00	\$649.66	43.31%
6040	Rent	\$79,750.00	\$19,937.46	25.00%
6041	Offsite Storage	\$6,800.00	\$1,767.00	25.99%
6054	Property Tax	\$1,500.00	\$1,396.00	93.07%
6056 & 6058	Utilities & Telephone	\$18,000.00	\$4,152.69	23.07%
6070.2 & 6070.6	Office Maintenance	\$7,000.00	\$1,997.93	28.54%
6090 & 6560 & 9010	Payroll & Bank Fees	\$1,000.00	\$249.15	24.92%
6120	Printing & Supplies	\$1,800.00	\$1,002.84	55.71%
	Office Expenditures	\$144,350.00	\$34,516.38	23.91%
	<u>Professional Fees</u>			
6022	Legal Counsel	\$6,000.00	\$220.31	3.67%
6024	CPA (Fiscal & Compliance Audits)	\$23,000.00		0.00%
6099	CDFA Charges	\$37,000.00	\$3,127.21	8.45%
	Professional Fees Expenditures	\$66,000.00	\$3,347.52	5.07%
	<u>Information Technology</u>			
6060	Software Licenses	\$2,500.00	\$332.00	13.28%
6070.1	IT Services	\$20,000.00	\$17,709.45	88.55%
6070.4	Copier/Lease	\$7,500.00	\$1,792.26	23.90%
	Information Technology Expenditures	\$30,000.00	\$19,833.71	66.11%
	<u>Other Admin Expenses</u>			
6076 & 6080	Travel (Mileage & Travel)	\$250.00	\$59.73	23.89%
6221	LWC Meeting Expenses	\$1,300.00	\$82.19	6.32%
6250	Dues	\$300.00	\$120.00	40.00%
	Other Admin Expenditures	\$1,850.00	\$261.92	14.16%
	Total Expenditures	\$976,413.88	\$240,972.81	24.68%

LODI WINEGRAPE COMMISSION
CWEF
2023-2024 BUDGET
AS OF SEPTEMBER 30, 2023

DEPARTMENT: CALIFORNIA WINE EDUCATION FOUNDATION/VISITOR CENTER

<u>ACCOUNT CODE</u>	<u>CATEGORIES</u>	<u>FY 2023 - 2024 BUDGET</u>	<u>EXPENDITURES TO DATE</u>	<u>%</u>
	<u>Personnel</u>			
8000 & 8003	Salaries/Wages	\$178,286.93	\$47,175.68	26.46%
8010 & 8015	Retirement, Payroll Taxes, & Benefits	\$42,889.73	\$12,648.46	29.49%
	Personnel Expenditures	\$221,176.66	\$59,824.14	27.05%
	<u>Office Expenses</u>			
8040	Rent	\$50,988.00	\$12,746.91	25.00%
	Office Expenditures	\$50,988.00	\$12,746.91	25.00%
	Total Visitor Center Expenditures	\$272,164.66	\$72,571.05	26.66%