



# LODI WINE

## WINEGRAPE COMMISSION

### Joint

### Executive & Finance Committee Meeting Minutes December 12, 2023

The Joint Executive & Finance Committees of the Lodi Winegrape Commission met on December 12, 2023.

1. The meeting was called to order by Chair Shinn at 9:07 AM.
2. Roll was called. In attendance were Chair Olagaray, Tom Murphy, Jaclyn Stokes, Brandon Sywassink, Hadyn Schatz and Gary Daniel. Also, in attendance was Mirek Wilczek (CDFA Marketing Branch) Staff present Stuart Spencer. A quorum was established.
3. Minutes of the June 14, 2023 Executive Committee were approved (Exhibit A).  
Stokes/Murphy – Carried.
4. Minutes of the November 15, 2023 Finance Committee were approved (Exhibit B).  
Schatz/Daniel – Carried.
5. Public Comments on Items Appearing on the Agenda – None
6. Review of Draft Audit Reports - Pauline Sanguinetti with Croce, Sanguinetti, and Vander Veen (CSV) reviewed the following audit documents for fiscal year 2022-23 (Exhibits C-F) –
  - Financial Audit
  - Agreed Upon Procedures
  - Management Advisory Letter
  - Communication with those Charged with Governance

Sanguinetti suggested that the Commission reevaluate thresholds for travel as inflationary cost increase may make it difficult to travel below thresholds. CDFAs are in the process of doing so, and Commission's follow CDFAs guidelines. Motion to recommend the LWC board accept the financial audit, agreed upon procedures, management advisory letter, and communication with those charged with governance as presented. Sywassink/Murphy – Carried.

7. Financial Report – The committees reviewed October 2023 financial statements (Exhibit G) and year-to-date budget through October 2023 (Exhibit H). Motion to accept the financial statements and budget. Olagaray/Sywassink – Carried.
8. LWC Activities – Spencer reviewed ongoing Commission activities including progress on the winery improvement district. They also discussed the not hosting the Lodi Wine Experience in 2024 due to budget concerns.
9. LWC Policies & Procedures – no updates

10. Public Comment on items not appearing on the agenda – None.
11. Future Agenda Items – CWEF/Visitor Center Financials
12. Next meeting date – the Executive Committee will meet January 18, 2023.
13. The meeting was adjourned at 12:05 PM.

Respectfully submitted,  
Stuart Spencer  
On behalf of Jaclyn Stokes, Secretary



**Executive & Finance Committee Meeting Minutes  
June 14, 2023**

The Joint Executive & Finance Committees of the Lodi Winegrape Commission met on June 14, 2023.

1. The meeting was called to order by Chair Shinn at 12:09 PM.
2. Roll was called. In attendance were Chair Aaron Shinn, Curt Gillespie, and Diego Olagaray. Also, in attendance was Mirek Wilczek (CDFA Marketing Branch). Staff present was Stuart Spencer. A quorum was established.
3. Minutes of the June 7, 2023 Executive Committee were approved. (Exhibit A) Gillespie/Olagaray – Carried.
4. Public Comments on Items Appearing on the Agenda – None
5. LWC Activities – Will discuss as part of Executive Director review.
6. LWC Policies & Procedures – Chair Shinn presented the proposed “Executive Director Evaluation Procedure” (Exhibit B) that spells out the annual process for evaluating the Executive Director. This procedure is being put in place to clearly define the procedure for future boards. The committee will present to the board.
7. The committee went into closed session regarding the appointment, employment, evaluation of performance, or dismissal of an employee pursuant to California Government Code Section 11126(a) at 12:17PM. The board returned from closed session at 12:55PM. Chair Shinn noted that the board was happy with the direction of the Commission and the Executive Director. A 4% raise is recommended to the Commission board.
8. Public Comment on items not appearing on the agenda – None.
9. Future Agenda Items – savings/money market investment options
10. Next meeting date – not set.
11. The meeting was adjourned at 1:13 PM.

Respectfully submitted,  
Stuart Spencer  
On behalf of Curt Gillespie, Secretary



**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 2022 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 WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

FINANCIAL STATEMENTS  
AND  
INDEPENDENT AUDITOR'S REPORT

**JUNE 30, 2023 AND 2022**

Working Draft



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**CROCE, SANGUINETTI, & VANDER VEEN**

INC.

**CERTIFIED PUBLIC ACCOUNTANTS**

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## Independent Auditor's Report

To the Board of Commissioners  
**Lodi Winegrape Commission**  
**Crush District #11, Local Commission**  
Lodi, California

### Opinions

We have audited the accompanying financial statements of the business-type activities, each major fund, and the aggregate remaining fund information of **Lodi Winegrape Commission Crush District #11, Local Commission** (the Commission) as of and for the years ended June 30, 2023 and 2022, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the business-type activities, each major fund, and the aggregate remaining fund information of **Lodi Winegrape Commission Crush District #11, Local Commission** as of June 30, 2023 and 2022 and the respective changes in financial position and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinions

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the State Controller's Minimum Audit Requirements for California Special Districts. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of **Lodi Winegrape Commission Crush District #11, Local Commission**, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about **Lodi Winegrape Commission Crush District #11, Local Commission's** ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

## **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore, is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgement and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of **Lodi Winegrape Commission Crush District #11, Local Commission's** internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgement, there are conditions or events, considered in the aggregate, that raise substantial doubt about **Lodi Winegrape Commission Crush District #11, Local Commission's** ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

## **Required Supplementary Information**

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.



CROCE, SANGUINETTI, & VANDER VEEN, INC.  
Certified Public Accountants  
Stockton, California  
December 11, 2023

WORKING DRAFT

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

WORKING DRAFT

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management's Discussion and Analysis**

June 30, 2023 and 2022

Our discussion and analysis of the Lodi Winegrape Commission Crush District #11, Local Commission's (the Commission) financial performance provides an overview of the Commission's financial activities for the fiscal year ended June 30, 2023. Please read it in conjunction with the financial statements, which begin on page 14.

**Financial Highlights**

- Total assets of the Commission were \$1,987,331 with capital assets at \$449,560, net of accumulated depreciation and amortization. Current assets for the year ended June 30, 2023 and 2022 were \$1,537,771 and \$1,735,380, respectively.
- Total liabilities were \$482,398, of which \$207,600 were considered current obligations.
- Assets of the Commission exceeded liabilities at the close of the most recent fiscal year by \$1,504,933 (net position). Of this amount, \$1,055,373 (unrestricted) may be used to meet the Commission's ongoing obligations and \$449,560 is net investment in capital assets.
- The Commission's net position decreased by \$228,396 from \$1,733,329 in FY 2022 to \$1,504,933 in FY 2023.
- Total operating revenues for the FY 2023 were \$2,552,119, which is an increase of 2% from the prior year. This change primarily reflects increases in revenues from assessments charged to wine grape producers and an increase in grant income.
- Total operating expenses for the FY 2023 were \$2,782,679. This figure is 31% higher than the prior year, due primarily to increases in marketing and promotion costs and salaries and wages expenses.
- Operating loss was \$(230,560), a decrease of \$598,561 from the prior year's income of \$368,001.
- Total non-operating revenues decreased by \$135,413, due to the gain on debt extinguishment recognized in FY 2022.

**Overview of the Financial Statements**

This discussion and analysis is intended to serve as an introduction to the Commission's basic financial statements. The Commission is a corporate body (political subdivision) organized under the provisions of Division 22, Chapter 12.7, based upon favorable results of the referendum conducted during 1991 and every five years thereafter. The Commission is required to conduct the next referendum among the producers during 2026. The Commission follows proprietary fund reporting.

Accordingly, the financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. The Commission's basic financial statements are comprised of three components: 1) Statement of Net Position; 2) Statement of Revenues, Expenses and Changes in Fund Net Position; and 3) Statement of Cash Flows.

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management's Discussion and Analysis (Continued)**

June 30, 2023 and 2022

The *Statement of Net Position* presents the current and long-term portions of assets and liabilities separately and may provide a useful indicator of whether the financial position of the Commission is improving or deteriorating over time. This statement includes all of the Commission's assets and liabilities and provides information about the nature and amounts of investments in resources (assets) and the obligations to the Commission's creditors (liabilities). It also provides the basis for evaluating the capital structure of the Commission and assessing the liquidity and financial flexibility of the Commission.

The *Statement of Revenues, Expenses and Changes in Fund Net Position* presents information showing profitability and credit worthiness as well as how the Commission's net position changed during the most recent fiscal year. This statement shows revenues and expenses from operations, non-operating revenues and expenses, and reconciles the change from one fiscal year to the next. This statement measures the success of the Commission's operations over the past year and can be used to determine whether the Commission has successfully recovered all its costs through assessments, revenues from the California Wine Education Foundation, event income, contributions and other sources of operating revenues.

The *Statement of Cash Flows* is prepared using the direct method and is concerned solely with input and outlay of cash from operating activities, noncapital financing activities, capital and related financing activities and investing activities. This statement also includes a reconciliation of operating profit (loss) to cash from operating activities. The primary purpose of this statement is to provide information about the Commission's cash receipts and cash payments during the reporting period.

**Notes to the Basic Financial Statements**

The notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements.

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management's Discussion and Analysis (Continued)**

June 30, 2023 and 2022

**Financial Analysis**

*Net Position*

As noted earlier, net position may serve over time as a useful indicator of the Commission's financial position. As shown in Figure 1, the Commission's assets exceeded liabilities by \$1,504,933 on June 30, 2023, a decrease of \$228,396 or 13% less than the Commission's net position at June 30, 2022.

**Figure 1.**

	<b>Net Position</b>		<b>Change</b>	
	<u>June 30, 2023</u>	<u>June 30, 2022</u>	<u>2022 to 2023</u>	<u>%</u>
Current and other assets	\$ 1,537,771	\$ 1,735,380	\$ (197,609)	(11)
Capital assets	<u>449,560</u>	<u>576,388</u>	<u>(126,828)</u>	(22)
Total assets	<u>1,987,331</u>	<u>2,311,768</u>	<u>(324,437)</u>	(14)
Current liabilities	207,600	177,308	30,292	17
Long-term liabilities	<u>274,798</u>	<u>401,131</u>	<u>(126,333)</u>	(31)
Total liabilities	<u>482,398</u>	<u>578,439</u>	<u>(96,041)</u>	(17)
Net investment in capital assets	449,560	576,388	(126,828)	(22)
Unrestricted - undesignated	574,744	681,257	(106,543)	(16)
Unrestricted - assigned to primary reserves	418,461	414,156	4,305	1
Unrestricted - assigned to special projects	<u>62,168</u>	<u>61,528</u>	<u>640</u>	1
Total net position, end of period	<u>\$ 1,504,933</u>	<u>\$ 1,733,329</u>	<u>\$ (228,396)</u>	(13)

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management's Discussion and Analysis (Continued)**

June 30, 2023 and 2022

*Change in Net Position*

As shown in Figure 2, the Commission's operating and nonoperating activities decreased net position by \$228,396 as compared to a \$505,578 increase in net position in the prior year. The Commission's decrease in net position is due to the combined changes of the following major components:

- The Commission's FY 2023 operating loss of \$230,560 (that portion of the Commission's operating expenses in excess of its operating revenues) represents a decrease of \$598,561 from FY 2022's operating income of \$368,001.
- Nonoperating revenue, net decreased \$135,413 from \$137,577 in FY 2022 to \$2,164 in FY 2023.
- In June of 2013 the Board of Commissioners voted to develop a Primary Reserve Account and a Special Projects Account separate from the day-to-day Operating Account. The Primary Reserve acts as an emergency or "rainy day" fund, while the Special Projects allows for income above projections to be allocated to special projects or items that may not have been apparent during the budgeting process. Both of these funds require Board approval for allocation and expenditure of funds. There were no increases to the Primary Reserves fund or the Special Projects fund approved during the FY 2023. In FY 2023, the only activity in the Primary Reserve and the Special Project accounts were increases applicable to interest income.

**Figure 2.**

<b>Changes in Fund Net Position</b>				
	<u>June 30, 2023</u>	<u>June 30, 2022</u>	<u>Change 2022 to 2023</u>	<u>%</u>
Operating revenues	\$ 2,552,119	\$ 2,494,850	\$ 57,269	2
Operating expenses	<u>(2,782,679)</u>	<u>(2,126,849)</u>	<u>(655,830)</u>	<u>(31)</u>
Operating profit (loss)	<u>(230,560)</u>	<u>368,001</u>	<u>(598,561)</u>	<u>(163)</u>
Nonoperating revenues				
Interest income	17,023	401	16,622	4,145
Loss (gain) on asset disposals	-	(14,056)	14,056	100
Interest expense	(14,859)	(16,884)	2,025	12
Gain on debt extinguishment	<u>-</u>	<u>168,116</u>	<u>(168,116)</u>	<u>(100)</u>
Total nonoperating revenues (expenses)	<u>2,164</u>	<u>137,577</u>	<u>(135,413)</u>	<u>(98)</u>
Change in net position	(228,396)	505,578	(733,974)	(145)
Total net position, beginning of year	<u>1,733,329</u>	<u>1,227,751</u>	<u>505,578</u>	41
Total net position, end of year	<u>\$ 1,504,933</u>	<u>\$ 1,733,329</u>	<u>\$ (228,396)</u>	<u>(13)</u>

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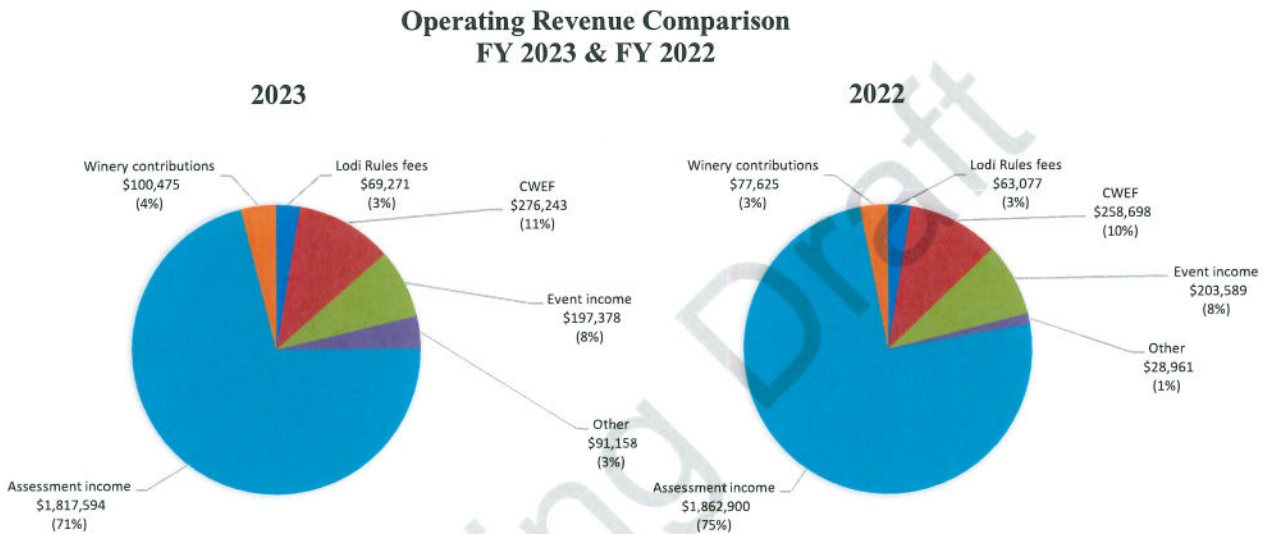
**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management's Discussion and Analysis (Continued)**

June 30, 2023 and 2022

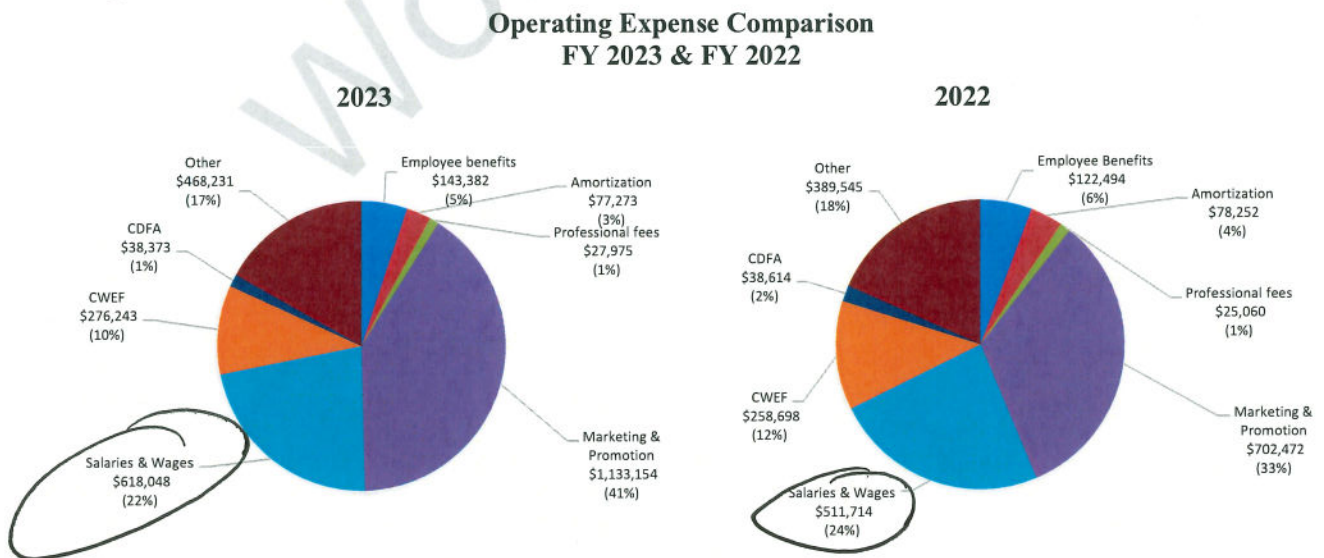
Operating Revenues. Operating revenues increased 2% or \$57,269, due to an increase in assessment income from wine grape producers resulting from increased crop yields and an increase in grant income.

**Figure 3.**



Operating Expenses. Operating expenses increased 31% or \$655,830 due primarily to increases in wages and marketing and promotion expenses and travel expenses.

**Figure 4.**



(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management’s Discussion and Analysis (Continued)**

June 30, 2023 and 2022

Nonoperating Revenues (Expenses). Total nonoperating revenues (expenses) for FY 2023 decreased \$135,413 over FY 2022. This was due to a decrease in gain on debt extinguishment. During FY 2023, nonoperating revenues (expenses) consisted of interest income and interest expense.

**Capital Asset and Debt Administration**

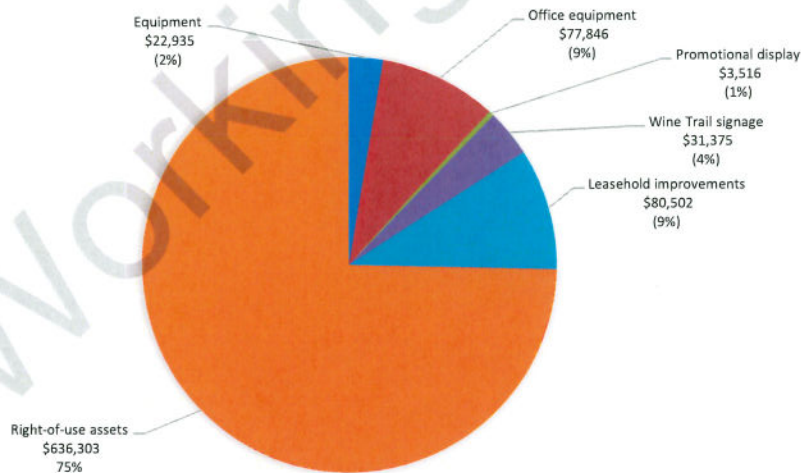
*Capital Assets Activity*

The Commission’s net investment, after depreciation, in capital assets as of June 30, 2023 amounted to \$449,560. The Commission’s capital assets include all office equipment, equipment, promotional display, wine trail signage, and leasehold improvements owned by the Commission. The total decrease in the Commission’s investment in capital assets for the current fiscal year was 22% or \$126,828.

Figure 5 shows the Commission’s largest capital asset categories and their portion (%) of the Commission’s total asset value in FY 2023.

**Figure 5.**

**Distribution of Commission Capital Assets  
FY 2023**



Additional information on the Commission’s capital assets can be found in Note C.

(Continued)



**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management's Discussion and Analysis (Continued)**

June 30, 2023 and 2022

The Lodi Winegrape Commission was established in 1991 to serve the interests of the winegrape growers in California Crush District 11. The Board of Directors, six grower-led committees and staff have all been working collaboratively to execute Commission programs and serve Lodi growers' best interests. The Commission utilizes the strategic plan to guide activities and strives to execute many of the key initiatives listed below.

This past year, the Commission was able to return to hosting and attending many events and activities to promote Lodi including launching the rebranded Zinfest as the Lodi Wine Experience. These activities led to an increase in expenses but also an increase in event-related revenues. A larger and more valuable crop in 2022 led to increased Commission revenues and allowed for an expansion of marketing and outreach activities this past year.

Moving forward, the Lodi winegrowing community is in a challenging position as a global oversupply of winegrapes has depressed demand. Simultaneously, the reputation and number of Lodi grown wines continues to grow. More and more brands are looking to Lodi as a source of high quality winegrapes but not enough to offset the growth in supply. The Commission is committed to pursuing the strategic priorities listed below and will continue to invest in helping Lodi growers meet the challenges of today and tomorrow.

**Mission**

To empower all Lodi Crush District 11 winegrowers and serve their common interests to enhance the profitability of production through promotion, research, and education.

**Strategic Priority #1 - The Lodi Brand and Story**

Establish brand clarity integrating the heart and soul of Lodi to increase awareness. Tell the Lodi story while collaborating with our partners.

**Objectives**

- Accelerate broad market awareness
- Increase value and demand of Lodi winegrapes among grape buyers
- Increase demand of Lodi wines among wine buyers and invest in new markets
- Elevate the image and perception of Lodi grown wines.
- Support wineries who invest in putting the Lodi AVA on the front label

**Initiatives**

- Engage in a branding process to reinvigorate the Lodi brand
- Develop the Lodi story and key messages - Integrate LODI RULES talking points into the story narrative
- Identify and train spokespersons
- Focus audience outreach for greatest impact - Increase sampling of Lodi grown wines among core influencers to showcase quality
- Create a five-year marketing plan
  1. Broad market awareness
  2. Destination marketing
- Integrate the brand across all marketing channels and into all initiatives

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management's Discussion and Analysis (Continued)**

June 30, 2023 and 2022

**Strategic Priority #2 - Business Success**

Establish programs to increase demand, work with winegrowers and wineries to increase sales of Lodi winegrapes and wine.

**Objectives**

*Winegrape Growers:*

- Influence winegrape buyers with Lodi regional brand message
- Grow LODI RULES and its impact

*Wineries:*

- Expand wine sales and establish new sales channels
- Use the LODI RULES in the brand narrative
- Strengthen tourism marketing via collaboration to grow DTC sales

**Initiatives**

*Winegrape Growers:*

- Develop a database and an approach to connect with top winegrape buyers and marketers
- Evaluate industry tradeshows and determine ways to enhance involvement with meaningful outreach
- Integrate LODI RULES talking points into the story narrative
- Evaluate and determine networking events among winegrape growers

*Wineries:*

- Evaluate national and regional events and prioritize to position Lodi wines among buyers
- Engage in key export opportunities aligned with CA Wine Institute Programs

**Strategic Priority #3 - Education and Innovation**

Support and create educational programs to grow stakeholders' profitability.

**Objectives**

- Engage the next generation of leaders
- Add to the narrative and engagement of LODI RULES from their viewpoint

*Winegrape Growers:*

- Evaluate education programming and encourage constituent involvement
- Prioritize mechanization, premiumization, and vineyard profitability
- Connect research needs of winegrowers with leading experts to drive innovation

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management's Discussion and Analysis (Continued)**

June 30, 2023 and 2022

*Wineries:*

- Improve customer experience for guests visiting Lodi Wine Country
- Improve business professionalism and Capabilities

**Initiatives**

- Develop a Lodi specific leadership program to engage the next generation of leaders to invest in their community and organization

*Winegrape Growers:*

- Evaluate current education programs and create tools and opportunities with the greatest impact to winegrower constituents
- Invest in outreach that supports vineyard efficiency, premiumization, and profitable winegrowing
- Network with research community and key innovators
- Communicate key learnings to growers and key influencers for maximum benefit

*Wineries:*

- Invest in hospitality training
- Develop educational programs that improve winery skills, quality, and capabilities

**Strategic Priority #4 - Lodi Winegrape Commission**

Communicate our value among winegrape producers and stakeholders. Showcase results and optimize the organizational capacity.

**Objectives**

- Build pride among the constituents and celebrate the organization's successes through consistent communication
- Encourage Board of Directors to engage with constituent communication
- Support committees to take an active role in constituent engagement
- Demonstrate a history of smart investment by the organization and its overall financials health to align resources

**Initiatives**

- Create new ways to bring stakeholders together (i.e., annual meeting, round table discussion, involvement in programming, etc.) to engage in two-way communication
- Demonstrate transparency of the inner workings of the commission (i.e., financial health, program initiatives, annual plan, etc.)
- Measure success and celebrate accomplishments with consistent and regular communication
- Create tools (i.e., hats) to demonstrate member appreciation and sense of ownership

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Management's Discussion and Analysis (Continued)**

June 30, 2023 and 2022

**Strategic Priority #5 - Our Lodi Community**

Enhance the guest experience working with community partners. Strengthen the Lodi story emphasizing the industry's commitment, economic strength, and community support.

**Objectives**

- Collaborate with community partners (ie., Visit Lodi, Chamber, City, County) to align strategic initiatives
- Support development of tourism infrastructure - signage, restaurants, hotels, etc.
- Bring forth key messages and integrate into the narrative to align the commitment and success of the wine community with the Lodi community
- Update quantifiable data to measure the wine community's economic impact

**Initiatives**

- Align marketing initiatives to reduce duplication of efforts and maximize brand awareness
- Integrate economic data into public relations platform and communicate with elected officials, community groups, media, etc.
- Tell the philanthropic story of the wine community
- Tell the story of the wine community's leadership with emphasis on the land, the community and the people

**Requests for Information**

The financial report is designed to provide the reader with a general overview of the Commission's finances. Questions concerning any of the information provided herein or requests for additional information should be addressed to the Executive Director, Lodi Winegrape Commission Crush District #11, Local Commission, 2545 W. Turner Road, Lodi, California 95242.

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Statements of Net Position**

June 30,

**Assets and Deferred Outflows of Resources**

	<u>2023</u>	<u>2022</u>	<u>Change from 2022 to 2023</u>
<b>Current assets</b>			
Cash and cash equivalents	\$ 1,348,422	\$ 1,627,281	\$ (278,859)
Accounts receivable	136,672	42,328	94,344
Grants receivable	50,000	61,923	(11,923)
Prepaid expenses	2,477	3,648	(1,171)
Deposits	<u>200</u>	<u>200</u>	<u>-</u>
Total current assets	<u>1,537,771</u>	<u>1,735,380</u>	<u>(197,609)</u>
<b>Capital assets</b>			
Equipment	22,935	22,935	-
Leasehold improvements	80,502	80,502	-
Office equipment	77,846	64,358	13,488
Promotional display	3,516	3,516	-
Wine trail signage	31,375	41,341	(9,966)
Right-of-use assets	<u>636,303</u>	<u>636,303</u>	<u>-</u>
	852,477	848,955	3,522
Less accumulated depreciation	(148,396)	(145,307)	(3,089)
Less accumulated amortization: right-of-use asset	<u>(254,521)</u>	<u>(127,260)</u>	<u>(127,261)</u>
Total capital assets	<u>449,560</u>	<u>576,388</u>	<u>(126,828)</u>
<b>Deferred outflows of resources</b>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Total assets and deferred outflows of resources</b>	<u>\$ 1,987,331</u>	<u>\$ 2,311,768</u>	<u>\$ (324,437)</u>

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Statements of Net Position (Continued)**

June 30,

**Liabilities, Deferred Inflows of Resources and Net Position**

<b>Current liabilities</b>			
Accounts payable	\$ 30,006	\$ 12,530	\$ 17,476
Accrued expenses	51,261	44,923	6,338
Current maturities of lease liability	<u>126,333</u>	<u>119,855</u>	<u>6,478</u>
Total current liabilities	<u>207,600</u>	<u>177,308</u>	<u>30,292</u>
<b>Long-term liabilities</b>			
Lease liability	<u>274,798</u>	<u>401,131</u>	<u>(126,333)</u>
<b>Deferred inflows of resources</b>			
	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net position</b>			
Net investment in capital assets	449,560	576,388	(126,828)
Unrestricted - undesignated	574,744	681,257	(106,513)
Unrestricted - assigned to primary reserves	418,461	414,156	4,305
Unrestricted - assigned to special projects	<u>62,168</u>	<u>61,528</u>	<u>640</u>
Total net position	<u>1,504,933</u>	<u>1,733,329</u>	<u>(228,396)</u>
Total liabilities, deferred inflows of resources and net position	<u>\$ 1,987,331</u>	<u>\$ 2,311,768</u>	<u>\$ (324,437)</u>

The accompanying notes are an integral part of these financial statements.

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Statements of Revenues, Expenses and  
Changes in Fund Net Position**

For the years ended June 30,

	<u>2023</u>	<u>2022</u>	<u>Change from 2022 to 2023</u>
<b>Operating revenues</b>			
Assessment income	\$ 1,817,594	\$ 1,862,900	\$ (45,306)
Event income	197,378	203,589	(6,211)
Winery contributions	100,475	77,625	22,850
Grant income	77,700	15,142	62,558
Lodi Rules fees	69,271	63,077	6,194
Other	13,458	13,819	(361)
	<u>2,275,876</u>	<u>2,236,152</u>	<u>39,724</u>
California Wine Education Foundation			
Management service fees	226,255	209,690	16,565
Rent	49,988	49,008	980
	<u>276,243</u>	<u>258,698</u>	<u>17,545</u>
Total operating revenues	<u>2,552,119</u>	<u>2,494,850</u>	<u>57,269</u>
<b>Operating expenses</b>			
Marketing and promotion			
General	894,154	627,472	266,682
California Wine Education Foundation	239,000	75,000	164,000
Salaries and wages	618,048	511,714	106,334
Employee benefits	143,382	122,494	20,888
Consulting	136,834	142,233	(5,399)
Amortization expense:			
right-of-use asset (rent)	77,273	78,252	(979)
Research	58,190	12,498	45,692
Dues and subscriptions	52,157	33,216	18,941
Grower meetings	48,754	28,873	19,881
Office expense	46,337	43,336	3,001
California Department of Food and Agriculture	38,373	38,614	(241)
Travel and entertainment	33,612	22,726	10,886
Equipment maintenance and rental	31,127	13,654	17,473
Professional fees	27,975	25,060	2,915
Depreciation	13,055	9,267	3,788
Insurance	12,918	13,024	(106)
Contributions	10,000	20,000	(10,000)
Storage rent	6,607	6,030	577
Telephone	6,175	5,442	733
Newsletters	5,740	31,724	(25,984)
Special events	5,000	5,500	(500)

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Statements of Revenues, Expenses and  
Changes in Fund Net Position (Continued)**

For the years ended June 30,

	<u>2023</u>	<u>2022</u>	<u>Change from 2022 to 2023</u>
<b>Operating expenses (Continued)</b>			
Personal property tax	1,123	991	132
Other	447	361	86
Bank charges	155	206	(51)
Staff education	-	464	(464)
	<u>2,506,436</u>	<u>1,868,151</u>	<u>638,285</u>
California Wine Education Foundation			
Allocated operating expenses			
Salaries and wages	183,438	169,779	13,659
Employee benefits	42,817	39,911	2,906
Amortization:			
right-of-use asset (rent)	49,988	49,008	980
	<u>276,243</u>	<u>258,698</u>	<u>17,545</u>
Total operating expenses	<u>2,782,679</u>	<u>2,126,849</u>	<u>655,830</u>
Operating income (loss)	<u>(230,560)</u>	<u>368,001</u>	<u>(598,561)</u>
<b>Nonoperating revenues (expenses)</b>			
Interest income	17,023	401	16,622
(Loss) gain on asset disposals	-	(14,056)	14,056
Interest expense	(14,859)	(16,884)	2,025
Gain on debt extinguishment	-	168,116	(168,116)
	<u>2,164</u>	<u>137,577</u>	<u>(135,413)</u>
<b>Change in net position</b>	<u>(228,396)</u>	<u>505,578</u>	<u>(733,974)</u>
<b>Net position, beginning of year</b>	<u>1,733,329</u>	<u>1,227,751</u>	<u>505,578</u>
<b>Net position, end of year</b>	<u>\$ 1,504,933</u>	<u>\$ 1,733,329</u>	<u>\$ (228,396)</u>

The accompanying notes are an integral part of these financial statements.



**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Statements of Cash Flows**

Years ended June 30,

	<u>2023</u>	<u>2022</u>	<u>Change from 2022 to 2023</u>
<b>Cash flows from operating activities</b>			
Cash received from growers	\$ 1,817,594	\$ 1,862,900	\$ (45,306)
Cash received from other operating sources	652,104	600,391	51,713
Cash paid to suppliers/contributions	(1,999,330)	(1,521,909)	(477,421)
Cash paid to employees	(618,048)	(511,714)	(106,334)
Net cash (used in) provided by operating activities	<u>(147,680)</u>	<u>429,668</u>	<u>(577,348)</u>
<b>Cash flows from capital and related financing activities</b>			
Purchase of capital assets	(13,488)	(16,212)	2,724
Interest expense	(14,859)	(16,884)	2,025
Payments on lease liability	(119,855)	(115,317)	(4,538)
Net cash used in capital and related financing activities	<u>(148,202)</u>	<u>(148,413)</u>	<u>211</u>
<b>Cash flows from investing activities</b>			
Interest received	17,023	401	16,622
Net cash provided by investing activities	<u>17,023</u>	<u>401</u>	<u>16,622</u>
<b>Net (decrease) increase in cash and cash equivalents</b>	(278,859)	281,656	(560,515)
<b>Cash and cash equivalents, beginning of year</b>	<u>1,627,281</u>	<u>1,345,625</u>	<u>281,656</u>
<b>Cash and cash equivalents, end of year</b>	<u>\$ 1,348,422</u>	<u>\$ 1,627,281</u>	<u>\$ (278,859)</u>
<b>Reconciliation of operating income (loss) to net cash (used in) provided by operating activities</b>			
<b>Operating income (loss)</b>	\$ (230,560)	\$ 368,001	\$ (598,561)
Adjustments to reconcile operating income (loss) to net cash (used in) provided by operating activities			
Depreciation	13,055	9,267	3,788
Amortization: right-of-use assets (rent)	127,261	127,260	1
Decrease (increase) in operating assets:			
Accounts receivable	(94,344)	(27,955)	(66,389)
Grants receivable	11,923	(3,604)	15,527
Prepaid expenses	1,171	(1,624)	2,795
Increase (decrease) in operating liabilities:			
Accounts payable	17,476	(38,665)	56,141
Accrued expenses	6,338	(3,012)	9,350
<b>Net cash (used in) provided by operating activities</b>	<u>\$ (147,680)</u>	<u>\$ 429,668</u>	<u>\$ (577,348)</u>

The accompanying notes are an integral part of these financial statements.

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Notes to Financial Statements**

June 30, 2023 and 2022

**Note A - Summary of Accounting Policies**

This summary of significant accounting policies of Lodi Winegrape Commission Crush District #11, Local Commission (the Commission) is presented to assist in understanding the Commission's financial statements.

Description of reporting entity

The Commission is a corporate body (political subdivision) organized under the provisions of Division 22, Chapter 12.7, beginning with Section 74801 of the Food and Agricultural Code of California, based upon favorable results of the referendum conducted during 1991 and every five years thereafter. During 2026, the Commission is required to conduct the next referendum among the producers to determine whether the Commission's operations will continue in effect for an additional five-year period. The Commission is authorized to carry on programs of promotion, research, education, and integrated pest management relating to wine grape production and to levy an assessment not to exceed one percent of the gross dollar value of wine grapes marketed by producers to vintners.

Commission management considered all potential component units for inclusion in the reporting entity by applying the criteria set forth in accounting principles generally accepted in the United States of America. The Commission concluded that there are no potential component units which should be included in the reporting entity.

Basis of accounting

The financial statements have been prepared on the economic resources measurement focus and the accrual basis of accounting. In accordance with Governmental Accounting Standards Board (GASB) Statement No. 62, *Codification of Accounting and Financial Reporting Guidance Contained in Pre-November 30, 1989 FASB and AICPA Pronouncements*, the Commission's proprietary funds follow all GASB pronouncements currently in effect, as well as Financial Accounting Standards Board Statements and Interpretations, Accounting Principles Board Opinions, and Accounting Research Bulletins of the AICPA Committee on Accounting Procedures issued on or before November 30, 1989, unless those pronouncements conflict with or contradict with GASB pronouncements.

Proprietary funds distinguish operating revenues and expenses from nonoperating items. Operating revenues and expenses generally result from providing services and producing and delivering goods in connection with a proprietary fund's principal ongoing operations. The Commission's operations include all revenues and expenses derived from promotion, research, education, and integrated pest management relating to winegrape production. Operating expenses also include administrative expenses, and depreciation on capital assets. All revenues and expenses not meeting this definition are reported as nonoperating revenues.

Fund accounting

The Commission utilizes proprietary funds to account for its activities, which are similar to those found in the private sector, where the determination of net income is necessary or useful for sound financial administration.

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Notes to Financial Statements**

June 30, 2023 and 2022

**Note A - Summary of Accounting Policies (Continued)**

Budgetary accounting

The Commission adopts a non-appropriated budget annually which is approved by the Board of Commissioners.

Cash and cash equivalents

For the purposes of the statement of cash flows, the Commission considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

Accounts receivable

Accounts receivable are considered by the Commission to be fully collectible.

Capital assets

The cost of additions to capital assets is capitalized. The Commission defines capital assets as assets with an initial, individual cost of more than \$100 and an estimated useful life in excess of two years. The cost and accumulated depreciation of property sold or retired is deducted from capital assets, and any profit or loss resulting from the disposal is credited or charged in the nonoperating section of the statement of revenues, expenses and changes in net position. The cost of current repairs, maintenance, and minor replacements is charged to expense.

Depreciation has been provided over estimated useful lives of the assets using the straight-line method. The estimated useful lives are as follows:

Leasehold improvements	7-15 years
Office equipment	5-15 years
Equipment	7-10 years
Promotional display	7 years
Wine trail signage	7 years

Right-of-use assets

The Commission has recorded right-of-use lease assets as a result of implementing GASB Statement No. 87. The right-of-use assets are initially measured at an amount equal to the initial measurement of the related lease liability plus any lease payments made prior to the lease term, less lease incentives, and plus ancillary charges necessary to place the lease into service. The right-of-use assets are amortized on a straight-line basis over the life of the related lease.

Long-lived assets

Long-lived assets to be held and used are reviewed for impairment whenever events or changes in circumstances indicate that the related carrying amount may not be recoverable. When required, impairment losses on assets to be held and used are recognized based on the fair value of the asset. Long-lived assets to be disposed of are reported at the lower of carrying amount or fair value less costs to sell.

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Notes to Financial Statements**

June 30, 2023 and 2022

**Note A - Summary of Accounting Policies (Continued)**

Net position

Equity in the financial statements is classified as net position and displayed in three components as follows:

- a. Net investment in capital assets - Consists of capital assets, net of accumulated depreciation and reduced by the outstanding balances of any borrowings that are attributable to the acquisition, construction or improvement of those assets.
- b. Restricted - Consists of restricted assets reduced by liabilities and deferred inflows of resources related to these assets.
- c. Unrestricted - Amounts not required to be reported in other components of net position. Portions of unrestricted net position have been designated for Lodi Wine Country programs. The designated amounts may not result in actual expenditures. Portions of unrestricted net position have been assigned to future obligations of the Commission. The assigned amounts will result in actual expenditures.

When both restricted and unrestricted resources are available for use, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed.

Advertising costs

The Commission expenses advertising costs as incurred. For the years ended June 30, 2023 and 2022, advertising costs amounted to \$597,656 and \$403,057, respectively.

Estimates

The preparation of the basic financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Notes to Financial Statements**

June 30, 2023 and 2022

**Note B - Cash and Cash Equivalents**

The Commission maintains cash balances at one bank. Cash on deposit in excess of the federal insured limit of \$250,000 in a single financial institution may present a credit risk. The uninsured cash balances at June 30, 2023 and 2022 were \$1,167,417 and \$1,402,946, respectively.

The California Government Code requires that a financial institution secure deposits made by state or local governmental units by pledging securities in an undivided collateral pool held by a depository regulated under state law (unless so waived by the government unit). The market value of the pledged securities in the collateral pool must equal at least 110% of the total amount deposited by the public agencies. California law also allows financial institutions to secure Commission deposits by pledging first trust deed mortgage notes having a value of 150% of the secured public deposits.

**Note C - Capital Assets**

Capital asset activity for the years ended June 30, 2023 and 2022 were as follows:

	Balance June 30, 2022	Additions	Disposals	Balance June 30, 2023
Depreciated capital assets				
Equipment	\$ 22,935	\$ -	\$ -	\$ 22,935
Leasehold improvements	80,502	-	-	80,502
Office equipment	64,358	13,488	-	77,846
Promotional display	3,516	-	-	3,516
Wine trail signage	41,341	-	(9,966)	31,375
Leased buildings	603,681	-	-	603,681
Leased office equipment	32,622	-	-	32,622
Total depreciated capital assets	848,955	13,488	(9,966)	852,477
Less accumulated depreciation	(145,307)	(13,055)	9,966	(148,396)
Less accumulated amortization for leased assets	(127,260)	(127,261)	-	(254,521)
Total depreciated capital assets, net	<u>\$ 576,388</u>	<u>\$ (126,828)</u>	<u>\$ -</u>	<u>\$ 449,560</u>
	Balance June 30, 2021	Additions	Disposals	Balance June 30, 2022
Depreciated capital assets				
Equipment	\$ 8,723	\$ 16,212	\$ (2,000)	\$ 22,935
Leasehold improvements	98,676	-	(18,174)	80,502
Office equipment	65,788	-	(1,430)	64,358
Promotional display	10,563	-	(7,047)	3,516
Wine trail signage	41,341	-	-	41,341
Leased buildings	-	603,681	-	603,681
Leased office equipment	-	32,622	-	32,622
Total depreciated capital assets	225,091	652,515	(28,651)	848,955
Less accumulated depreciation	(150,635)	(9,267)	14,595	(145,307)
Less accumulated amortization for leased assets	-	(127,260)	-	(127,260)
Total depreciated capital assets, net	<u>\$ 74,456</u>	<u>\$ 515,988</u>	<u>\$ (14,056)</u>	<u>\$ 576,388</u>

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Notes to Financial Statements**

June 30, 2023 and 2022

**Note D - Retirement**

The commissioners approved the establishment of vested retirement benefits for the employees at 11.7% of gross salaries. For the years ended June 30, 2023 and 2022, the combined total retirement benefit of \$92,977 and \$79,877, respectively, was paid directly to a simplified employee plan-individual retirement account (SEP-IRA) for each employee and included in operating expenses.

**Note E - Lease Liability**

The Commission has entered into agreements to lease certain equipment and buildings. The lease agreements qualify as other than short-term leases under GASB Statement No. 87 and, therefore, have been recorded at the present value of the future minimum lease payments as of the date of their inception.

The first agreement was executed on July 1, 2021, to lease a building and requires 60 monthly payments of \$10,472 with an annual increase of 2%. There was no variable payment components of the lease. The lease liability is measured at a discount rate of 3.25%, which is the implicit rate based upon the estimated incremental borrowing rate at lease inception. As a result of the lease, the Commission has recorded a right-to-use asset with a net book value of \$362,209 at June 30, 2023.

The second agreement was executed on July 1, 2021 to lease a copy machine and requires 63 monthly payments of \$545. There are no variable payment components of the lease. The lease liability is measured at a discount rate of 2%, which is the stated rate in the lease agreement. As a result of the lease, the Commission has recorded a right-of-use asset with a net book value of \$19,573 on June 30, 2023.

The future minimum lease obligations and the net present value of these minimum lease payments as of June 30, 2023 were as follows:

<u>Year ending June 30,</u>	<u>Principal payments</u>	<u>Interest payments</u>	<u>Total</u>
2024	\$ 126,333	\$ 10,944	\$ 137,277
2025	133,076	6,816	139,892
2026	140,092	2,468	142,560
2027	1,630	5	1,635
	<u>\$ 401,131</u>	<u>\$ 20,233</u>	<u>\$ 421,364</u>

The changes in long-term debt during the year ended June 30, 2023 were as follows:

	<u>Balance</u>			<u>Balance</u>	
	<u>June 30, 2022</u>	<u>Additions</u>	<u>Reductions</u>	<u>June 30, 2023</u>	<u>Current Portion</u>
Lease liabilities	\$ 520,986	\$ -	\$ (119,855)	\$ 401,131	\$ 126,333
	<u>\$ 520,986</u>	<u>\$ -</u>	<u>\$ (119,855)</u>	<u>\$ 401,131</u>	<u>\$ 126,333</u>

Sublease

The Commission subleases a portion of the building lease to the California Wine Education Foundation on an annual basis at the monthly rental amount of \$4,166 with a 2% increase annually. The total amount of rent received at June 30, 2023 was \$49,988.

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Notes to Financial Statements**

June 30, 2023 and 2022

**Note F - Insurance**

The Commission is exposed to various risks of loss related to torts, theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. In order to insure for risks of loss, the Commission purchases insurance through commercial insurance carriers.

At June 30, 2023, the Commission was covered by the following types of insurance:

<u>Coverage</u>	<u>Limits of liability</u>
Commercial general liability, aggregate	\$ 2,000,000
Automobile liability	1,000,000
Personal injury, aggregate	2,000,000
Employers liability	1,000,000
Liquor law legal liability	1,000,000
Workers compensation	Statutory

**Note G - Governing Board**

The governing board of the Commission consists of the following at June 30, 2023:

Aaron Shinn, Chair	Phil Abba
Diego Olagaray, Vice Chair	Joan Kautz
Curt Gillespie, Secretary	Matt Lauchland
Tom Murphy, Treasurer	Jacylyn Stokes
	Jason Eells

District #11 consists of San Joaquin County north of State Highway 4 and east and west to the county lines; and Sacramento County south of U.S. 50 and east of Interstate 5 to the eastern county line.

**Note H - Related Party Transactions**

The California Wine Education Foundation dba the Lodi Wine and Visitor Center (a non-profit Organization), and the Commission share some common goals and; therefore, share certain facility and operating resources. The following summarizes the related party balances and transactions as of and for the years ended June 30, 2023 and 2022:

	<u>Amount</u>	
	<u>2023</u>	<u>2022</u>
<u>Statement of net position</u>		
Accounts receivable	\$ 96,966	\$ 39,397
<u>Statement of revenues, expenses and changes in fund net position</u>		
<u>Operating revenues</u>		
Management service fees	\$ 226,255	\$ 209,690
Rent	49,988	49,008

(Continued)

**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**Notes to Financial Statements**

June 30, 2023 and 2022

**Note H - Related Party Transactions (Continued)**

	Amount	
	2023	2022
<u>Statement of revenues, expenses and changes in fund net position</u>		
<u>Operating expenses</u>		
Marketing and promotion	\$ 239,000	\$ 75,000
Allocated operating expenses		
Salaries	183,438	169,779
Employee benefits	42,817	39,911
Amortization: right-of-use assets (rent)	49,988	49,008

WORKING DRAFT



**LODI WINEGRAPE COMMISSION  
CRUSH DISTRICT #11, LOCAL COMMISSION**

**INDEPENDENT ACCOUNTANTS' REPORT ON  
APPLYING AGREED-UPON PROCEDURES**

**JUNE 30, 2023**

Working Draft



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**CROCE, SANGUINETTI, & VANDER VEEN**

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**CERTIFIED PUBLIC ACCOUNTANTS**

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WORKING DRAFT

Independent Accountants' Report  
on Applying Agreed-Upon Procedures

Board of Commissioners  
**Lodi Winegrape Commission,**  
**Crush District #11, Local Commission**

We have performed the procedures enumerated below, as specified in the Manual for Performing Agreed-Upon Procedures for California Agricultural Marketing Programs, solely to assist the **Lodi Winegrape Commission, Crush District #11, Local Commission** (Commission) and California Department of Food & Agriculture (specified parties) in evaluating the Commission's compliance with the California Department of Food & Agriculture, *Accounting Guidelines and General Rules*, effective October 1, 2009, with amendments effective January 1, 2017, and the Commission's internal policies and procedures. Management is responsible for the Commission's compliance with those requirements. The sufficiency of these procedures is solely the responsibility of the **Lodi Winegrape Commission, Crush District #11, Local Commission**. The procedures performed may not address all the items of interest to a user of this report and may not meet the needs of all users of this report, as such, users are responsible for determining whether the procedures performed are appropriate for their purpose.

**Agreed-Upon Procedures Performed**

1. Review the Commission's compliance with the California Department of Food & Agriculture's (CDFA) *Accounting Guidelines and General Rules* and the Commission's internal written policies and procedures for the following accounts and transactions during the year ended June 30, 2023:
  - a. Account 6080 - Travel Expenses
  - b. Account 6130 - Public Relations
  - c. Account 6160 - Tradeshow
  - d. Financial Transactions between Entities
  - e. Contracts
2. Assess the Commission's current internal control structure in relation to the CDFA *Accounting Guidelines and General Rules*, focusing on the following internal control transaction cycles as defined by CDFA:
  - a. General ledger and bank reconciliation oversight
  - b. Safety and property
  - c. Cash receipts
  - d. Cash disbursements
  - e. Documentation for travel, lodging, and meals expense

We were engaged by the **Lodi Winegrape Commission, Crush District #11, Local Commission** to perform this agreed-upon procedures engagement and conducted our engagement in accordance with attestation standards established by the American Institute of Certified Public Accountants. We were not engaged to, and did not conduct an examination or review engagement, the objective of which would be the expression of an opinion or conclusion, respectively, on compliance with the Department's *Accounting Guidelines and General Rules* and the Commission's internal policies and procedures. Accordingly, we do not express such an opinion or conclusion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

Detailed results of our procedures and findings are described in Appendix "A" to this report.

We are required to be independent of **Lodi Winegrape Commission, Crush District #11, Local Commission** and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our agreed-upon procedures engagement.

This report is intended solely for the information and use of the California Department of Food and Agriculture, the **Lodi Winegrape Commission, Crush District #11, Local Commission's** board of commissioners and management of the Commission and is not intended to be and should not be used by anyone other than those specified parties.

Croce, Sanguinetti, & Vander Veen, Inc.  
Certified Public Accountants  
Stockton, California  
December 11, 2023

**LODI WINEGRAPE COMMISSION, CRUSH DISTRICT #11, LOCAL COMMISSION  
Agreed Upon Procedures**

**Details of Procedures Performed:**

1. In order to review compliance with California Department of Food & Agriculture (CDFA) *Accounting Guidelines and General Rules* and the Commission's internal policies and procedures for the period of July 1, 2022 - June 30, 2023:
  - a. We selected 34 out of approximately 212 transactions from general ledger account 6080 - Travel Expenses for testing to determine compliance with Section IV and V of the CDFA Accounting Guidelines and General Rules.
  - b. We selected 18 out of approximately 110 transactions from general ledger account 6130 - Public Relations for testing to determine compliance with Section IV and V of the CDFA Accounting Guidelines and General Rules.
  - c. We selected 2 out of approximately 13 transactions from general ledger account 6160 - Tradeshows for testing to determine compliance with Section IV and V of the CDFA Accounting Guidelines and General Rules.
  - d. We determined if there were transactions between the Commission and related entities by:
    - Reviewing the general ledger, inquiry of management, and review of the minutes of the Board of Commissioners to determine that the Commission met the CDFA requirements as listed below for the one related entity identified.
      - i. Determined the mission of the related entity.
      - ii. Reviewed the accounting systems and procedures to determine if an adequate firewall exists between the Commission's accounting records and those for the related entity.
      - iii. Verified that a memorandum of understanding exists between the Commission and the related entity to share administrative costs and to justify proper proration of costs.
      - iv. Selected a sample of 17 out of approximately 99 financial transactions between the Commission and the related entity to determine if they were made in compliance with the memorandum of understanding.
      - v. Selected a sample of 23 out of approximately 142 financial transactions paid by the Commission on behalf of the related entity to determine if these transactions were invoiced by the Commission to the related entity for reimbursement.
      - vi. Verified that no conflicts of interest existed between management and the related entity.

- e. Determine the Commission's contracting process by:
  - i. Inquiry of management and review of written policies and procedures regarding the contracting process.
  - ii. Selected 8 contracts (representing 100% of contracts) for review and testing.
- 2. In order to assess the Commission's current internal control structure, we identified key controls of each cycle listed below and as described in the CDFA *Accounting Guidelines and General Rules*, and compared the key controls to the Commission's current internal control procedures as documented in the Commission's Accounting Policies and Procedures Manual. We also performed a verification of each key control by selecting a sample item to confirm the process.
  - a. General ledger and bank reconciliation oversight
  - b. Safety of property
  - c. Cash receipts
  - d. Cash disbursements
  - e. Travel, lodging, and meals

## **Results of Procedures Performed:**

### 1. Transaction Testing

#### a. **Account 6080 - Travel Expenses:**

34 transactions were selected - No findings noted.

#### b. **Account 6130 - Public Relations**

18 transactions were selected - No findings noted.

#### c. **Account 6160 - Tradeshow:**

2 transactions were selected - No findings noted.

#### d. **Financial Transactions between Entities:**

We reviewed the general ledger, inquired of management, and reviewed the minutes of the Board of Commissioners and concluded that the Commission shares some common goals with the California Wine Education Foundation and has entered into transactions with this entity. For the transactions tested, the Commission was in compliance with CDFA requirements.

i. We reviewed the mission statements of the Commission and the California Wine Education Foundation and concluded that they share some common goals.

ii. We reviewed the accounting systems and procedures for both organizations and concluded that separate accounting systems are maintained.

iii. We reviewed the memorandum of understanding between the Commission and the California Wine Education Foundation and concluded that it included specifications regarding the sharing of administrative costs and justification for proration of costs.

iv. We selected 17 financial transactions between the Commission and the California Wine Education Foundation and concluded that they were in compliance with the memorandum of understanding.

v. We selected 23 financial transactions paid by the Commission on behalf of the related entity and found that all expenses were invoiced by the Commission to the related entity for reimbursement.

vi. During the procedures performed, no conflicts of interest were identified between management of the Commission and the California Wine Education Foundation.

#### e. **Contracts:**

i. 8 out of 8 contracts were written in accordance with CDFA guidelines and Commission policies.

- ii. We reviewed the cash disbursements for the year ended June 30, 2023, and concluded that the Commission entered into 8 contracts exceeding \$5,000. All contracts were considered specialized providers of services of the Commission and not subject to the competitive bidding process.

## 2. Internal Control Recommendations

We reviewed the Commissions current internal control structure in relation to the key controls identified in the CDFA Accounting Guidelines and General Rules. We selected one transaction from each internal control area and concluded that the Commission's key controls are appropriate for the transactions selected.

- a. **General ledger and bank reconciliation oversight:** No findings noted.
- b. **Safety of property:** No findings noted.
- c. **Cash receipts:** No findings noted.
- d. **Cash disbursements:** No findings noted.
- e. **Documentation for travel, lodging, and meal expenses:** No findings noted.



\_\_\_\_\_, 2023

Board of Commissioners  
**Lodi Winegrape Commission**  
**Crush District #11, Local Commission**  
2545 W. Turner Road  
Lodi, California 95242

We have audited the financial statements of the business-type activities, each major fund, and the aggregate remaining fund information of the **Lodi Winegrape Commission Crush District #11, Local Commission** for the year ended June 30, 2023. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards as well as certain information related to the planned scope and timing of our audit. We have communicated such information to you. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Findings

*Qualitative Aspects of Accounting Practices*

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by **Lodi Winegrape Commission Crush District #11, Local Commission** are described in Note A to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during the year ended June 30, 2023. We noted no transactions entered into by the Commission during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. We did not identify any such estimates during the course of our audit.

Certain financial statement disclosures are particularly sensitive because of their significance to the financial statement users. There were no sensitive financial statement disclosures.

The financial statement disclosures are neutral, consistent, and clear.

*Difficulties Encountered in Performing the Audit*

We encountered no significant difficulties in dealing with management in performing and completing our audit.

### *Corrected and Uncorrected Misstatements*

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. We did not identify any material misstatements during the course of our audit.

Additionally, the Commission requested Croce, Sanguinetti and Vander Veen, Inc. to calculate depreciation and amortization expense for the year ended June 30, 2023. The adjustment for depreciation expense of \$13,055 and amortization expense of \$127,261 were approved and recorded by management.

### *Disagreements with Management*

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

### *Management Representations*

We have requested certain representations from management that are included in the management representation letter dated \_\_\_\_\_, 2023.

### *Management Consultations with Other Independent Accountants*

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Commission's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

### *Other Audit Findings or Issues*

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Commission's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

### Other Matters

We applied certain limited procedures to the Management's Discussion and Analysis, which is required supplementary information (RSI) that supplements the basic financial statements. Our procedures consisted of inquiries of management regarding the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We did not audit the RSI and do not express an opinion or provide any assurance on the RSI.

Restriction on Use

This information is intended solely for the use of the Board of Commissioners and management of **Lodi Winegrape Commission Crush District #11, Local Commission** and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,

CROCE, SANGUINETTI, & VANDER VEEN, INC.  
Certified Public Accountants

NOTED FOR

Lodi Winegrape Commission  
Statement of Cash Flows  
October 2023

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	<u>Oct 23</u>
OPERATING ACTIVITIES	
Net Income	-4,619.17
Adjustments to reconcile Net Income to net cash provided by operations:	
1120 · Accounts Receivable	7,551.91
1175 · CWEF Reimb Expenses	4.00
1191 · Prepaid Postage	14.27
1194 · Prepaid Expenses	-2,135.00
2000 · Accounts Payable	-79,003.88
2007 · Costco Visa Business Card-Citi	-15,173.23
2150 · FWT Payable	-230.00
2151 · MediCare Payable	-114.52
2155 · SWT Payable	-27.16
2156 · SDI Payable	-35.54
2160 · SUI / ETT Payable	-213.38
Net cash provided by Operating Activities	<u>-93,981.70</u>
Net cash increase for period	-93,981.70
Cash at beginning of period	<u>1,058,034.77</u>
Cash at end of period	<u><u>964,053.07</u></u>

10:36 AM

12/01/23

Accrual Basis

Lodi Winegrape Commission  
Cash/Check Disbursement

October 2023

Date	Num	Name	Memo	Amount	Balance
Oct 23					
10/02/23	44443	Lodi Wine & Visitor Center(vendor)	Promo Service Agreement   October 2023	-8,333.33	-8,333.33
10/02/23	44444	Wine & Roses, LLC ( Rent)	Lease   October 2023	-10,894.79	-19,228.12
10/02/23	44445	The Parks Group (dba)	Account #133	-1,905.39	-21,133.51
10/02/23	44446	Marsh, Paul	https://www.expensify.com/report?reportID=...	-93.01	-21,226.52
10/02/23	44448	Goode, Gabriella	https://www.expensify.com/report?reportID=...	-48.86	-21,275.38
10/02/23	44449	NAC Technology Group, Inc. (Lodi)	VOID: Server upgrade   \$10K Deposit	0.00	-21,275.38
10/03/23	44450	England, Jill S. - Attorney at Law	Re: Canine Detection Grant	-1,380.00	-22,655.38
10/03/23	44451	Fiori's Butcher Shoppe	Account #93	-149.80	-22,805.18
10/09/23	44452	Bolton, Stephanie		-354.95	-23,160.13
10/09/23	44453	Calhoun & Company Communication...		-43,507.60	-66,667.73
10/09/23	44454	Canine Detection Services	DPR Research Grant 2023-2024	-39,400.00	-106,067.73
10/09/23	44455	Caparoso, Randy		-3,000.00	-109,067.73
10/09/23	44456	Citi Cards	Account ending in 4511	-18,611.21	-127,678.94
10/09/23	44457	City of Lodi	Electric Service from 09/07/2023-10/02/2023	-594.69	-128,273.63
10/09/23	44458	Lodi Wine & Visitor Center(vendor)	Shipping "A Rising Tide" media boxes	-993.23	-129,266.86
10/09/23	44459	Lodi Wine & Visitor Center(vendor)		-261.97	-129,528.83
10/09/23	44460	The Parks Group (dba)	Account #133	-1,214.78	-130,743.61
10/18/23	44461	Blue Shield of California	W00578511000	-9,445.41	-140,189.02
10/18/23	44462	CCT Telecomm	Acct #2019051021	-300.83	-140,489.85
10/18/23	44463	Comcast	Account #8155 60 071 0168561	-141.44	-140,631.29
10/18/23	44464	CoPower  Broker-VSP Voluntary Vis...	CoPower ID: 905910	-74.04	-140,705.33
10/18/23	44465	Lodi Wine & Visitor Center(vendor)		-167.54	-140,872.87
10/18/23	44466	Lodi Wine & Visitor Center(vendor)	Adobe - Creative Cloud	-183.90	-141,056.77
10/18/23	44467	PG&E	7807859329-6	-73.87	-141,130.64
10/18/23	44468	SecurCare Self Storage (Prv W Lodi ...	Unit No's: A022 & D002	-614.00	-141,744.64
10/18/23	44469	U.S. Bank Equipment Finance	Customer Credit Acct #21821225	-600.66	-142,345.30
10/18/23	44470	Wine & Roses, LLC (Utilities)	Sept 2023   Utilities & Janitorial (Office & Re...	-1,222.54	-143,567.84
10/18/23	44471	NAC Technology Group, Inc. (Lodi)	Platinum Service Agreement   November 2023	-838.00	-144,405.84
10/18/23	44472	A Chef for You, LLC	American Wine Society Event   Nov 9th	-2,135.00	-146,540.84
10/20/23	44473	Caparoso, Randy		-3,000.00	-149,540.84
10/20/23	44474	Employers Compensation Ins. Co.	FN 0330363 14 1380000	-506.60	-150,047.44
10/23/23	44476	CDFA Cashier - Marketing Branch	FA600	-6,822.80	-156,870.24
10/26/23	44477	Lodi Wine & Visitor Center(vendor)	VERC Networking event 10/19/23	-41.14	-156,911.38
10/26/23	44478	Logo Ward	Tote bags   Giveaway at events	-5,045.30	-161,956.68
10/26/23	44479	Lodi Wine & Visitor Center(vendor)	EWS Inv 52255 10/11/23 Re-ship Media boxes	-27.66	-161,984.34
10/27/23	44480	Western Weather Group	Quote No. 7157C-1	-1,625.00	-163,609.34
10/27/23	44481	The Parks Group (dba)	Account #133	-919.86	-164,529.20
10/30/23	44487	Fiori's Butcher Shoppe	Account #93	-149.80	-164,679.00
10/31/23	44483	England, Jill S. - Attorney at Law	DPR grant project	-300.00	-164,979.00
10/31/23	44484	Rampant Creative (Erin Diego DBA)	Design updates to Lodi Wine tissue paper for ...	-75.00	-165,054.00
Oct 23				<u>-165,054.00</u>	<u>-165,054.00</u>

10:37 AM

12/01/23

Accrual Basis

Lodi Winegrape Commission  
CitiCard Visa - Credit Card Transactions

As of October 31, 2023

Date	Num	Name	Memo	Debit	Credit	Balance
2007 - Costco	Visa Business Card-Citi					18,467.21
10/01/23	00evCLMMFLt	Credit Card Mi...	Expensify, Inc. - Monthly charges - Expensify - h...		144.00	18,611.21
10/02/23	6082643	Wine Direct (P...			897.99	19,509.20
10/02/23	October 2023	Citi Cards		18,611.21		897.99
10/03/23	00ad7kEdmsI	Willy's Bagels	Willy's Bagels - coffee for 10/3 IPM meeting - htt...		52.00	949.99
10/03/23	00EdgrTt0Xs	Credit Card Mi...	Mailchimp - RECURRING: Monthly subscriptio...		270.00	1,219.99
10/09/23	00ad7kEdmsI	Credit Card Mi...	Mailchimp - email service - https://www.expensif...		60.00	1,279.99
10/10/23	003HWegUV...	Credit Card Mi...	Tin Roof BBQ & Catering - 6098: Lunch while s...		192.27	1,472.26
10/11/23	00ad7kEdmsI	Credit Card Mi...	Vineyard Team - 2023 Sustainable Ag Expo regis...		495.00	1,967.26
10/12/23	002wu72ujjb	Credit Card Mi...	Velvet Grill & Creamery Lodi - rootstock meetin...		135.17	2,102.43
10/13/23	1260227010	Quickbooks Ti...	Inv #10001260227010   Time Tracking   October ...		108.00	2,210.43
10/20/23	00cXdxvP3Mv	Credit Card Mi...	Yume Japanese Cuisine - lunch meeting - https://...		51.22	2,261.65
10/23/23	00EdgrTt0Xs	Credit Card Mi...	Southwest Airlines - Flight to Lodi for San Diego...		394.96	2,656.61
10/24/23	00f8PJITdaP	Amazon.com	Amazon.com - restock office supplies for restroo...		72.24	2,728.85
10/24/23	00ad7kEdmsI	Credit Card Mi...	GoTo - GoTo Webinar subscription for Novembe...		109.00	2,837.85
10/25/23	00f8PJITdaP	Amazon.com	Amazon.com - restock office supplies for restroo...		89.53	2,927.38
10/26/23	00f8PJITdaP	Credit Card Mi...	Sucuri - monthly fee - https://www.expensify.co...		19.98	2,947.36
10/26/23	00f8PJITdaP	Amazon.com	Amazon.com - bags for merch and wine for out i...		121.15	3,068.51
10/27/23	00f8PJITdaP	Amazon.com	Amazon.com - restock toilet paper for restrooms ...		74.36	3,142.87
10/27/23	00f8PJITdaP	Credit Card Mi...	Kinsta - monthly fee - https://www.expensify.co...		35.00	3,177.87
10/27/23	003Elf82jq7	Credit Card Mi...	Zoom - Inv #INV224960332 Webinar 500 Month...		55.99	3,233.86
10/30/23	00ad7kEdmsI	Credit Card Mi...	DPR - 11-7-23 meeting credits - https://www.exp...		45.00	3,278.86
10/31/23	00EdgrTt0Xs	Credit Card Mi...	Exclaimer - RECURRING: Monthly subscription...		15.12	3,293.98
Total 2007 - Costco Visa Business Card-Citi				18,611.21	3,437.98	3,293.98
TOTAL				18,611.21	3,437.98	3,293.98

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Lodi Winegrape Commission

12/1/23 11:07 AM

Register: 1025 · Public Funds - Special Project

From 01/01/23 through 10/31/23

Sorted by: Date, Type, Number/Ref

<b>Date</b>	<b>Number</b>	<b>Payee</b>	<b>Account</b>	<b>Memo</b>	<b>Payment</b>	<b>C</b>	<b>Deposit</b>	<b>Balance</b>
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
10/31/23			4130 · Interest Income	Interest	X		206.44	62,996.77

10:33 AM  
12/01/23

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

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	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>&gt; 60</u>	<u>TOTAL</u>
Bolton, Stephanie	1423.20	0.00	0.00	0.00	1423.20
Calhoun & Company Communications, ...	525.90	0.00	0.00	0.00	525.90
Goode, Gabriella	155.26	0.00	0.00	0.00	155.26
NAC Technology Group, Inc. (Lodi)	0.00	0.00	5195.45	0.00	5195.45
Office Depot	170.68	0.00	0.00	0.00	170.68
Wine & Roses, LLC (Utilities)	1192.80	0.00	0.00	0.00	1192.80
Wine Direct (Pd via CC)	413.28	0.00	0.00	0.00	413.28
TOTAL	<u>3881.12</u>	<u>0.00</u>	<u>5195.45</u>	<u>0.00</u>	<u>9076.57</u>



11:04 AM  
12/01/23

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

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	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>&gt; 60</u>	<u>TOTAL</u>
Jessie's Grove	375.00	0.00	0.00	0.00	375.00
Klinker Brick Winery.	1,250.00	0.00	1,250.00	0.00	2,500.00
Lodi Wine & Visitor Center	21,212.84	0.00	20,061.07	67,661.42	108935.33
Pondl Winery	0.00	0.00	0.00	90.00	90.00
Viaggio, Inc. dba Viaggio Estate & Win...	250.00	0.00	250.00	0.00	500.00
TOTAL	<u>23,087.84</u>	<u>0.00</u>	<u>21,561.07</u>	<u>67,751.42</u>	<u>112400.33</u>

Lodi Winegrape Commission  
Balance Sheet  
As of October 31, 2023

	<u>Oct 31, 23</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1021 · Money Market Fund	484,497.54
1022 · LWC General Checking	17,099.82
1025 · Public Funds - Special Project	62,996.77
1026 · Public Funds - Reserve Funds	398,980.34
1080 · Petty Cash	478.60
	<hr/>
Total Checking/Savings	964,053.07
Accounts Receivable	
1120 · Accounts Receivable	112,400.33
	<hr/>
Total Accounts Receivable	112,400.33
Other Current Assets	
1121.4 · Canine Detection Grant	39,400.00
1175 · CWEF Reimb Expenses	-4.00
1190 · Security Deposit	200.00
1191 · Prepaid Postage	2,374.68
1194 · Prepaid Expenses	2,135.00
	<hr/>
Total Other Current Assets	44,105.68
Total Current Assets	1,120,559.08
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
<b>TOTAL ASSETS</b>	<b><u>1,696,946.92</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	9,076.57
	<hr/>
Total Accounts Payable	9,076.57
Credit Cards	
2007 · Costco Visa Business Card-Citi	3,293.98
	<hr/>
Total Credit Cards	3,293.98

11:05 AM  
12/01/23  
Accrual Basis

Lodi Winegrape Commission  
Balance Sheet  
As of October 31, 2023

	<u>Oct 31, 23</u>
Other Current Liabilities	
2030 · Lease Liability	520,986.62
2150 · FWT Payable	-230.00
2151 · MediCare Payable	-114.52
2155 · SWT Payable	-27.16
2156 · SDI Payable	-35.54
2160 · SUI / ETT Payable	56.68
2300 · Accrued Vacation	<u>43,425.07</u>
Total Other Current Liabilities	<u>564,061.15</u>
Total Current Liabilities	<u>576,431.70</u>
Total Liabilities	576,431.70
Equity	
3900 · Retained Earnings	1,511,905.49
Net Income	<u>-391,390.27</u>
Total Equity	<u>1,120,515.22</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,696,946.92</u></u>

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

	Jul - Oct 23	Jul - Oct 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
4120 · Assessment Income	100,259.35	265,235.37	-164,976.02	-62.2%
4130 · Interest Income	14,760.81	100.00	14,660.81	14,660.8%
4131 · Grant Income	0.00	25,000.00	-25,000.00	-100.0%
4145 · Admin Fees Income - VC	80,002.15	74,005.87	5,996.28	8.1%
4148 · Rent Income - VC	16,995.88	16,662.64	333.24	2.0%
4150 · Miscellaneous Income	2,039.58	3,168.28	-1,128.70	-35.6%
4160 · Winery Marketing Income				
4160.1 · Annual Contributions	74,525.00	82,375.00	-7,850.00	-9.5%
Total 4160 · Winery Marketing Income	74,525.00	82,375.00	-7,850.00	-9.5%
Total Income	288,582.77	466,547.16	-177,964.39	-38.1%
Gross Profit	288,582.77	466,547.16	-177,964.39	-38.1%
Expense				
6000 · Program Management - Salaries	197,166.66	197,558.80	-392.14	-0.2%
6010 · Employee Benefits				
6010.1 · Medical	21,294.21	19,727.50	1,566.71	7.9%
6010.2 · Retirement	23,163.46	23,206.62	-43.16	-0.2%
6010.3 · Employee Paid Voluntary Benefit	-21.34	37.64	-58.98	-156.7%
Total 6010 · Employee Benefits	44,436.33	42,971.76	1,464.57	3.4%
6015 · Payroll Taxes	2,764.54	3,099.31	-334.77	-10.8%
6022 · Legal Fees	1,600.31	332.50	1,267.81	381.3%
6023 · Consulting Services				
6023.1 · Public Relations	26,000.00	26,000.00	0.00	0.0%
6023.2 · Export	0.00	23,652.80	-23,652.80	-100.0%
6023.3 · Other	9,870.00	0.00	9,870.00	100.0%
Total 6023 · Consulting Services	35,870.00	49,652.80	-13,782.80	-27.8%
6025 · Bad/Uncollectable Debt	0.00	0.00	0.00	0.0%
6026 · Insurance				
6026.2 · Workers Compensation	1,301.20	1,243.60	57.60	4.6%
Total 6026 · Insurance	1,301.20	1,243.60	57.60	4.6%
6033 · Office Supplies	3,177.63	6,066.69	-2,889.06	-47.6%
6035 · Postage	2,683.96	4,795.05	-2,111.09	-44.0%
6040 · Rent	26,583.28	26,062.04	521.24	2.0%
6041 · Offsite Storage	2,381.00	2,188.00	193.00	8.8%
6054 · Personal Property Tax	1,396.00	1,122.79	273.21	24.3%
6056 · Telephone	1,851.50	2,285.84	-434.34	-19.0%
6058 · Utilities	3,408.47	4,525.28	-1,116.81	-24.7%
6060 · Website - Internet	4,706.67	4,136.18	570.49	13.8%

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12/01/23

Accrual Basis

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

	Jul - Oct 23	Jul - Oct 22	\$ Change	% Change
6070 · Maintenance				
6070.1 · Computer	18,547.45	15,899.39	2,648.06	16.7%
6070.2 · Cleaning	2,727.74	2,342.60	385.14	16.4%
6070.3 · Directional Signage	0.00	11,804.31	-11,804.31	-100.0%
6070.4 · Copier Lease	2,392.92	2,460.67	-67.75	-2.8%
6070.5 · Demo Vineyard	0.00	58.04	-58.04	-100.0%
6070.6 · Office Maintenance	182.93	0.00	182.93	100.0%
<b>Total 6070 · Maintenance</b>	<b>23,851.04</b>	<b>32,565.01</b>	<b>-8,713.97</b>	<b>-26.8%</b>
6076 · Employee Mileage	1,649.64	1,704.23	-54.59	-3.2%
6080 · Travel Expenses	9,219.19	4,181.34	5,037.85	120.5%
6090 · Bank Charges	58.30	36.20	22.10	61.1%
6098 · Supplies	5,394.51	8,994.14	-3,599.63	-40.0%
6099 · CDFA Charges	9,950.01	1,736.27	8,213.74	473.1%
6100 · Graphic Design	512.50	45,255.20	-44,742.70	-98.9%
6110 · Advertising	46,502.00	10,494.63	36,007.37	343.1%
6120 · Printing and Materials	18,012.88	29,335.00	-11,322.12	-38.6%
6130 · Public Relations	40,932.20	47,332.55	-6,400.35	-13.5%
6132 · Lodi Wine Blog	24,000.00	27,000.00	-3,000.00	-11.1%
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	2,367.30	1,375.00	992.30	72.2%
6170 · Wine Purchase	2,454.53	4,513.67	-2,059.14	-45.6%
6200 · Reference Materials	377.73	130.83	246.90	188.7%
6210 · Newsletters and Publications	3,691.44	620.71	3,070.73	494.7%
6220 · Meetings & Socials	7,818.03	4,867.81	2,950.22	60.6%
6221 · LWC Meeting Expenses	1,676.21	1,242.54	433.67	34.9%
6245 · Contributions				
6245.1 · Visitor Center	33,333.32	25,000.00	8,333.32	33.3%
<b>Total 6245 · Contributions</b>	<b>33,333.32</b>	<b>25,000.00</b>	<b>8,333.32</b>	<b>33.3%</b>
6250 · Dues	120.00	0.00	120.00	100.0%
6255 · Subscriptions	188.88	186.07	2.81	1.5%
6266 · Weather Stations	5,975.00	14,895.88	-8,920.88	-59.9%
6330 · Winegrape Research	300.00	0.00	300.00	100.0%
6560 · Payroll Expenses	262.75	262.00	0.75	0.3%
8000 · VC - Manager Salary	21,666.64	21,666.64	0.00	0.0%
8001 · VC Support Staff Salary	35,878.31	33,667.97	2,210.34	6.6%
8003 · VC - Administrative salary	5,541.67	5,000.00	541.67	10.8%
8010 · VC - Employee Benefits				
8010.1 · Medical	8,171.79	5,161.69	3,010.10	58.3%
8010.2 · Retirement	7,400.80	7,078.77	322.03	4.6%
8010.3 · VC Employee Paid Voluntary B...	72.90	0.00	72.90	100.0%
<b>Total 8010 · VC - Employee Benefits</b>	<b>15,645.49</b>	<b>12,240.46</b>	<b>3,405.03</b>	<b>27.8%</b>

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12/01/23  
Accrual Basis

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

	<u>Jul - Oct 23</u>	<u>Jul - Oct 22</u>	<u>\$ Change</u>	<u>% Change</u>
8015 · VC - Payroll Taxes	1,270.04	1,430.80	-160.76	-11.2%
8040 · VC - Rent	16,995.88	16,662.64	333.24	2.0%
Total Expense	<u>679,973.04</u>	<u>710,938.23</u>	<u>-30,965.19</u>	<u>-4.4%</u>
Net Ordinary Income	<u>-391,390.27</u>	<u>-244,391.07</u>	<u>-146,999.20</u>	<u>-60.2%</u>
Net Income	<u><u>-391,390.27</u></u>	<u><u>-244,391.07</u></u>	<u><u>-146,999.20</u></u>	<u><u>-60.2%</u></u>

LODI WINEGRAPE COMMISSION  
2023-2024 BUDGET  
AS OF OCTOBER 31, 2023

ACCOUNT CODE	REVENUES	FY 2023 - 2024 BUDGET	REVENUE TO DATE	%
4120	Assessments	\$1,927,885.95	\$100,259.35	5.20%
4160	Winery Contributions	\$90,000.00	\$74,525.00	82.81%
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	\$14,760.81	29.52%
4150	Other Income (Sponsorship)	\$10,000.00	\$2,039.58	20.40%
	<b>Subtotal Commission Revenue</b>	<b>\$2,417,885.95</b>	<b>\$191,584.74</b>	<b>7.92%</b>
	<b>Revenue (CWEF-Visitor Center)</b>			
4145	Administrative Agreement	\$221,176.66	\$80,002.15	36.17%
4148	Rent	\$50,988.00	\$16,995.88	33.33%
	<b>Subtotal CWEF Revenue</b>	<b>\$272,164.66</b>	<b>\$96,998.03</b>	<b>35.64%</b>
	<b>Total Revenue</b>	<b>\$2,690,050.61</b>	<b>\$288,582.77</b>	<b>10.73%</b>
ACCOUNT CODE	EXPENDITURES (LWC)	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	Grower Marketing	\$774,500.00	\$168,836.26	21.80%
	Winery Marketing	\$290,750.00	\$26,398.65	9.08%
	Research, Education & Communication	\$182,200.00	\$31,729.44	17.41%
	LODI RULES	\$62,150.00	\$1,879.41	3.02%
	Admin & Personnel	\$995,000.00	\$320,797.93	32.24%
	Visitor Center Sponsorship	\$100,000.00	\$33,333.32	33.33%
	<b>Subtotal Commission Expenditures</b>	<b>\$2,404,600.00</b>	<b>\$582,975.01</b>	<b>24.24%</b>
	<b>CWEF Expenditures</b>			
	Visitor Center	\$272,164.66	\$96,998.03	35.64%
	<b>Subtotal CWEF Expenditures</b>	<b>\$272,164.66</b>	<b>\$96,998.03</b>	<b>35.64%</b>
	<b>Total Expenditures</b>	<b>\$2,676,764.66</b>	<b>\$679,973.04</b>	<b>25.40%</b>
	<b>Excess of Revenues Over (Under) Expenditures</b>	<b>\$13,285.95</b>	<b>-\$391,390.27</b>	<b>-2945.90%</b>

LODI WINEGRAPE COMMISSION  
GROWER MARKETING  
2023-2024 BUDGET  
AS OF OCTOBER 31, 2023

DEPARTMENT: GROWER MARKETING

ACCOUNT CODE	CATEGORIES	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	<b><u>Industry, Trade &amp; Consumer Promotion</u></b>			
6100	Graphic Design (Content Creation)	\$100,000.00	\$75.00	0.08%
6110	Advertising (Paid Media)	\$300,000.00	\$46,502.00	15.50%
6120	Printing & Materials	\$30,000.00	\$13,896.80	46.32%
	<b>Industry, Trade &amp; Consumer Promotion Expenditures</b>	<b>\$430,000.00</b>	<b>\$60,473.80</b>	<b>14.06%</b>
	<b><u>Promotional Events &amp; Activities</u></b>			
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%
	<b>Promotional Events &amp; Activities Expenditures</b>	<b>\$78,500.00</b>	<b>\$6,200.00</b>	<b>7.90%</b>
	<b><u>Public Relations</u></b>			
6023	Consulting Services (Agency)	\$78,000.00	\$26,000.00	33.33%
6070.2 & 6098	Supplies	\$1,500.00	\$355.08	23.67%
6130	Public Relations Activities	\$75,000.00	\$40,376.02	53.83%
6132	Lodi Wine Blog	\$78,000.00	\$24,000.00	30.77%
6170	Wine Purchases	\$3,000.00	\$1,705.52	56.85%
	<b>Public Relations Expenditures</b>	<b>\$235,500.00</b>	<b>\$92,436.62</b>	<b>39.25%</b>
	<b><u>Activities Support</u></b>			
6033	Office Supplies	\$500.00		0.00%
6035	Postage/Shipping	\$10,000.00	\$1,606.31	16.06%
6060	Website - Internet	\$12,000.00	\$3,517.52	29.31%
6076 & 6080	Travel	\$7,500.00	\$4,559.53	60.79%
6221	LWC Meeting Expenses	\$500.00	\$42.48	8.50%
	<b>Activities Support Expenditures</b>	<b>\$30,500.00</b>	<b>\$9,725.84</b>	<b>31.89%</b>
	<b>Total Expenditures</b>	<b>\$774,500.00</b>	<b>\$168,836.26</b>	<b>21.80%</b>



LODI WINEGRAPE COMMISSION  
WINERY MARKETING  
2023-2024 BUDGET  
AS OF OCTOBER 31, 2023

DEPARTMENT: WINERY MARKETING

ACCOUNT CODE	CATEGORIES	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	<b><u>Consumer Marketing &amp; Promotion</u></b>			
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%
	<b>Consumer Marketing &amp; Promotion Expenditures</b>	<b>\$84,500.00</b>	<b>\$297.91</b>	<b>0.35%</b>
	<b><u>Events &amp; Roadshows</u></b>			
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	\$5,045.30	19.41%
6076 & 6080	Travel	\$6,000.00	\$411.41	6.86%
	<b>Events Expenditures</b>	<b>\$152,000.00</b>	<b>\$15,456.71</b>	<b>10.17%</b>
	<b><u>Outreach &amp; Education</u></b>			
6220	Meetings & Socials	\$10,000.00	\$62.99	0.63%
6157	Community Benchmark (Market Research)	\$7,500.00		0.00%
	<b>Events Expenditures</b>	<b>\$17,500.00</b>	<b>\$62.99</b>	<b>0.36%</b>
	<b><u>Activities Support</u></b>			
6023	Consulting Services	\$35,000.00	\$9,870.00	28.20%
6221	LWC Meeting Expenses (Committee)	\$500.00	\$711.04	142.21%
6033	Office Supplies	\$500.00		0.00%
6090	Merchant/Bank Fees	\$500.00		0.00%
6060	Website - Internet	\$250.00		0.00%
	<b>Activities Support Expenditures</b>	<b>\$36,750.00</b>	<b>\$10,581.04</b>	<b>28.79%</b>
	<b>Total Expenditures</b>	<b>\$290,750.00</b>	<b>\$26,398.65</b>	<b>9.08%</b>

LODI WINEGRAPE COMMISSION  
RESEARCH EDUCATION & COMMUNICAT  
2023-2024 BUDGET  
AS OF OCTOBER 31, 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>
	<b><u>Outreach &amp; Education</u></b>			
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	\$5,838.16	58.38%
6130	Public Relations	\$2,000.00	\$106.68	5.33%
6160	Trade Show & Conference Fees	\$2,000.00	\$1,167.30	58.37%
6200 & 6270	Staff Education & Reference Materials	\$500.00	\$356.13	71.23%
6170 & 6220	Grower Meetings & Socials	\$23,000.00	\$7,489.32	32.56%
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	\$5,975.00	17.57%
6310	San Joaquin Farm Advisor	\$5,000.00		0.00%
	<b>Outreach &amp; Education Expenditures</b>	<b>\$83,700.00</b>	<b>\$21,938.72</b>	<b>26.21%</b>
	<b><u>Communications</u></b>			
6035	Postage	\$4,500.00	\$401.82	8.93%
6060	Website/Internet	\$4,000.00	\$749.15	18.73%
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	\$2,830.81	31.45%
6210	Publications	\$30,000.00	\$3,691.44	12.30%
	<b>Communications Expenditures</b>	<b>\$53,500.00</b>	<b>\$8,110.72</b>	<b>15.16%</b>
	<b><u>Research</u></b>			
6320	AVF Contributions	\$10,000.00		0.00%
6140	NGRA Contributions	\$10,000.00		0.00%
6330	Winegrape Research	\$25,000.00	\$1,680.00	6.72%
	<b>Research Expenditures</b>	<b>\$45,000.00</b>	<b>\$1,680.00</b>	<b>3.73%</b>
	<b>Total REC Expenditures</b>	<b>\$182,200.00</b>	<b>\$31,729.44</b>	<b>17.41%</b>

RESEARCH, EDUCATION, COMMUNICATION

LODI WINEGRAPE COMMISSION  
 LODI RULES  
 2023-2024 BUDGET  
 AS OF OCTOBER 31, 2023

DEPARTMENT: LODI RULES

ACCOUNT CODE	CATEGORIES	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	<b><u>Communications, Marketing &amp; Promotions</u></b>			
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	\$863.29	14.39%
6160	Trade Shows/Conferences	\$250.00		0.00%
6210	Publications (Newsletters & Videos)	\$7,000.00		0.00%
6220	Grower Meetings & Seminars	\$10,000.00	\$436.00	4.36%
	<b>Communications, Marketing &amp; Promotions Expenditures</b>	<b>\$30,450.00</b>	<b>\$1,468.75</b>	<b>4.82%</b>
	<b><u>Program Improvements</u></b>			
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%
	<b>Program Improvements Expenditures</b>	<b>\$23,200.00</b>	<b>\$21.60</b>	<b>0.09%</b>
	<b><u>Activities Support</u></b>			
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		0.00%
6221	LWC Meeting Expenses	\$1,000.00	\$345.52	34.55%
	<b>Activities Support Expenditures</b>	<b>\$8,500.00</b>	<b>\$389.06</b>	<b>4.58%</b>
	<b>Total Expenditures</b>	<b>\$62,150.00</b>	<b>\$1,879.41</b>	<b>3.02%</b>

LODI WINEGRAPE COMMISSION  
ADMINISTRATION  
2023-2024 BUDGET  
AS OF OCTOBER 31, 2023

DEPARTMENT: ADMINISTRATION				
ACCOUNT CODE	CATEGORIES	FY 2023 - 2024 BUDGET	EXPENDITURES TO DATE	%
	<b><u>Personnel</u></b>			
6000	Salaries/Wages	\$593,985.00	\$197,166.66	33.19%
6010 & 6015	Retirement, Payroll Taxes, & Benefits	\$140,228.88	\$47,200.87	33.66%
	<b>Personnel Expenditures</b>	<b>\$734,213.88</b>	<b>\$244,367.53</b>	<b>33.28%</b>
	<b><u>Office Expenses</u></b>			
6026	Insurance	\$14,000.00	\$1,301.20	9.29%
6033	Office Supplies	\$13,000.00	\$3,119.86	24.00%
6035	Postage	\$1,500.00	\$649.66	43.31%
6040	Rent	\$79,750.00	\$26,583.28	33.33%
6041	Offsite Storage	\$6,800.00	\$2,381.00	35.01%
6054	Property Tax	\$1,500.00	\$1,396.00	93.07%
6056 & 6058	Utilities & Telephone	\$18,000.00	\$5,259.97	29.22%
6070.2 & 6070.6	Office Maintenance	\$7,000.00	\$2,602.93	37.18%
6090 & 6560 & 9010	Payroll & Bank Fees	\$1,000.00	\$321.05	32.11%
6120	Printing & Supplies	\$1,800.00	\$1,002.84	55.71%
	<b>Office Expenditures</b>	<b>\$144,350.00</b>	<b>\$44,617.79</b>	<b>30.91%</b>
	<b><u>Professional Fees</u></b>			
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	\$9,950.01	26.89%
	<b>Professional Fees Expenditures</b>	<b>\$66,000.00</b>	<b>\$10,170.32</b>	<b>15.41%</b>
	<b><u>Information Technology</u></b>			
6060	Software Licenses	\$2,500.00	\$440.00	17.60%
6070.1	IT Services	\$20,000.00	\$18,547.45	92.74%
6070.4	Copier/Lease	\$7,500.00	\$2,392.92	31.91%
	<b>Information Technology Expenditures</b>	<b>\$30,000.00</b>	<b>\$21,380.37</b>	<b>71.27%</b>
	<b><u>Other Admin Expenses</u></b>			
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%
	<b>Other Admin Expenditures</b>	<b>\$1,850.00</b>	<b>\$261.92</b>	<b>14.16%</b>
	<b>Total Expenditures</b>	<b>\$976,413.88</b>	<b>\$320,797.93</b>	<b>32.85%</b>

LODI WINEGRAPE COMMISSION  
CWEF  
2023-2024 BUDGET  
AS OF OCTOBER 31, 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>
	<b><u>Personnel</u></b>			
8000 & 8003	Salaries/Wages	\$178,286.93	\$63,086.62	35.38%
8010 & 8015	Retirement, Payroll Taxes, & Benefits	\$42,889.73	\$16,915.53	39.44%
	<b>Personnel Expenditures</b>	<b>\$221,176.66</b>	<b>\$80,002.15</b>	<b>36.17%</b>
	<b><u>Office Expenses</u></b>			
8040	Rent	\$50,988.00	\$16,995.88	33.33%
	<b>Office Expenditures</b>	<b>\$50,988.00</b>	<b>\$16,995.88</b>	<b>33.33%</b>
	<b>Total Visitor Center Expenditures</b>	<b>\$272,164.66</b>	<b>\$96,998.03</b>	<b>35.64%</b>