

FY24-25 Short Form Budget Narrative

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APPROACH TO SHORT FORM BUDGET DEVELOPMENT

- Budget developed based on FY21-22 and FY22-23 actuals and FY23-24 budget
- The detailed draft budget available in February will utilize FY23-24 forecasted year end based on 6 months of actual data.
- Suggestions from budget input forms have not been incorporated in this version of the budget; these will be taken into consideration in future drafts.

REVENUE ASSUMPTIONS

- Tax Revenue uses 3-year average of Grape Assessment and Wine Tax based on actual FY21-22 + FY22-23 and budget FY23-24
- Symposium Revenue is 5% increase over budget FY23-24
 - Symposium Revenue offset by Symposium Expenses for \$0 gain
- Grant Revenue
 - WCLP \$20K grant
 - requires matching expenditure of OWB funds a portion can be in-kind
 - SCBG \$60K (plus \$115K in FY25-26)
- Program Revenue \$40K in participation and tickets fees to support SCBG program
- SCBG + Program Revenue offset by SCBG Program Expenses for \$0 gain

EXPENSE ASSUMPTIONS

- FY24-25 expenses exceed revenue by \$74K
 - Overage to be covered by FY23-24 surplus
- Continue with all current programs; expenses scaled to meet available funds
- Programming Expenses to support Specialty Crop Block Grant and Wine Country License Plate Grant
- \$20K to for startup/launch Industry Database/CRM

		FY 22-23 Actual	FY 23-24 Budget vDec2023	FY24-25 Short Form Budget
Revenue				
	Grape Assessment (\$25/ton)	\$1,885,950	\$1,872,572	\$1,936,128
	Privelage Tax (2¢/gal)	\$305,342	\$328,725	\$328,754
	Program Revenue	\$0	\$0	\$40,000
	Symposium Revenue	\$268,860	\$326,250	\$342,500
	Interest Revenue	\$55	\$50	\$50
	Specialty Crop Block	\$84,750		\$60,000
	Wine Country License Plate	\$35,000	\$7,500	\$20,000
	HB 5006 Funds	\$55,956	\$0	\$0
Total Revenue		\$2,635,913	\$2,535,097	\$2,727,432
Expenses				
	Research	\$399,777	\$478,071	\$412,500
	Industry Education	\$531,502	\$523,815	\$518,500
	Marketing & Communications	\$779,918	\$1,011,820	\$953,000
	Knowledge & Insights	\$99,413	\$193,522	\$148,000
	Leadership & Partnership	\$164,159	\$216,059	\$195,000
	General & Admin	\$609,609	\$817,251	\$579,000
Total Expenses		\$2,584,377	\$3,240,538	\$2,806,000
Net Income		\$51,536	-\$705,441	-\$78,568
Total Compensation		\$1,103,300	\$1,240,108	\$1,187,000