

VITICULTURE and WINE TECHNOLOGY FOUNDATION
PROPOSED BUDGET
For the Fiscal Year Ending June 30, 2018

<u>REVENUE</u>	2016/17 Actuals (Unaudited)	2017/18 Budget
Tasting Room Revenue		7,500
Sales - Others	882	1,200
Sales - Wine Retail	17,433	25,000
Sales - Wine Bulk	36,724	30,000
Sales - Wine Wholesale	66,739	55,000
Interest Income	19	20
TOTAL INCOME	<u>121,797</u>	<u>118,720</u>
<u>EXPENDITURES</u>		
Salaries and Benefits - Tasting Room		15,000
Salaries & Benefits - Wine Sales	6,121	6,200
Salaries & Benefits - Marketing		7,500
Tasting Room Supplies		2,500
Other Supplies	6,334	250
Consult/Program Advisors	4,250	6,000
Other Personal Services	638	500
Conferences & Seminars	15	500
Dues & Membership	1,214	2,000
Rentals - All Others	9	50
Other Mailing Expenses	331	250
Bank Discount Charges	1,496	1,500
Bad Debts	1,080	
Discounts Given	763	1,500
Tasting Room Build-Out - Capital Expenditure		10,000
Other Miscellaneous Expenses	2,231	1,500
TOTAL EXPENDITURES	<u>24,482</u>	<u>55,250</u>
INCREASE (DECREASE) IN ENDING BALANCE	<u><u>97,315</u></u>	<u><u>63,470</u></u>