

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

	2016/17 Actuals (Unaudited)	2017/18 1st Quarter Financials	2017/18 Tentative Budget - Adopted 5/5/17	2017/18 Final Budget Development	Notes:
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REVENUE

Tasting Room Revenue	\$ -	\$ -	\$ 45,000		
Sales - Others	\$ 882	\$ -	\$ 1,200		
Sales - Wine Retail	\$ 17,433	\$ 1,302	\$ 11,500		
Sales - Wine Bulk	\$ 36,724	\$ -	\$ 45,000		
Sales - Wine Wholesale	\$ 66,739	\$ 11,953	\$ 20,000		
Interest Income	\$ 19	\$ 6	\$ 20		

TOTAL INCOME \$ **121,797** \$ **13,261** \$ **122,720** \$ **-**

EXPENDITURES

Salaries & Benefits - Tasting Room	\$ -	\$ -	\$ 30,000		
Salaries & Benefits - Wine Sales	\$ 6,121	\$ 630	\$ 4,500	\$ 6,000	
Salaries & Benefits - Marketing	\$ -	\$ -	\$ -	\$ 7,500	
Tasting Room Supplies	\$ -	\$ -	\$ 5,000		
Other Supplies	\$ 6,334	\$ 848	\$ 250		
Consult/Program Advisors	\$ 4,250	\$ 2,137	\$ 6,000		
Other Personal Services	\$ 638	\$ -	\$ 500		
Conferences & Seminars	\$ 15	\$ -	\$ 500		
Dues & Membership	\$ 1,214	\$ -	\$ 2,000	\$ 1,250	
Rentals - All Others	\$ 9	\$ -	\$ 50		
Other Mailing Expenses	\$ 331	\$ 139	\$ 250	\$ 350	
Bank Discount Charges	\$ 1,496	\$ 236	\$ 1,500	\$ 1,500	
Bad Debts	\$ 1,080	\$ -		\$ -	
Discounts Given	\$ 763	\$ -	\$ 1,500	\$ -	
Tasting Room Build-Out - Capital	\$ -	\$ -	\$ 10,000		
Other Miscellaneous Expenses	\$ 2,231	\$ 339	\$ 1,500	\$ 2,000	

TOTAL EXPENDITURES \$ **24,482** \$ **4,329** \$ **63,550** \$ **18,600**

**INCREASE (DECREASE) IN ENDING
BALANCE** \$ **97,315** \$ **8,932** \$ **59,170**