

**VITICULTURE and WINE TECHNOLOGY FOUNDATION**  
**PROPOSED BUDGET**  
**For the Fiscal Year Ending June 30, 2019**

	2015/16 Actuals	2016/17 Actuals	2017/18 Budget	2017/18 Actuals	2018/19 Proposed Budget
<b><u>Beginning Balance</u></b>	<b>99,972</b>	<b>128,663</b>	<b>293,414</b>	<b>293,414</b>	<b>301,844</b>
<b><u>REVENUE</u></b>					
Tasting Room Revenue	0	0	45,000	0	0
Sales - Others/ Misc	67,912	882	1,200	0	0
Sales - Wine Retail	0	17,433	11,500	8,023	8,000
Sales - Wine Bulk	0	36,724	45,000	0	0
Sales - Wine Wholesale	0	66,739	20,000	27,207	27,000
Interest Income	14	19	20	21	20
<b>TOTAL INCOME</b>	<b>67,926</b>	<b>121,797</b>	<b>122,720</b>	<b>35,251</b>	<b>35,020</b>
<b><u>EXPENDITURES</u></b>					
Salaries and Benefits - Tasting Room	0	0	30,000	0	0
Salaries & Benefits - Wine Sales	7,304	6,121	4,500	5,427	5,500
Tasting Room Supplies	0	0	5,000	0	0
Marketing & Sales Plan Initiatives	0	0	0	0	11,250
Other Supplies	25,452	6,334	250	11,940	12,000
Consult/Program Advisors		4,250	6,000	2,137	0
Other Personal Services		638	500	756	800
Conferences & Seminars		15	500	0	0
Dues & Membership	1,200	1,214	2,000	1,457	1,500
Rentals - All Others	1,222	9	50	510	550
Other Mailing Expenses		331	250	152	250
Bank Discount Charges		1,496	1,500	1,309	1,400
Bad Debts		1,080			
Discounts Given		763	1,500	0	0
Tasting Room Build-Out	0	0	10,000	0	0
Equipment - Noninstructional, Non-Cap				1,424	0
Other Miscellaneous Expenses	4,057	2,231	1,500	1,709	1,750
<b>TOTAL EXPENDITURES</b>	<b>39,235</b>	<b>24,482</b>	<b>63,550</b>	<b>26,821</b>	<b>35,000</b>
<b>INCREASE (DECREASE) IN ENDING BALANCE</b>	<b>28,691</b>	<b>97,315</b>	<b>59,170</b>	<b>8,430</b>	<b>20</b>
<b>Ending Balance</b>	<b>128,663</b>	<b>225,978 *</b>	<b>352,584</b>	<b>301,844 *</b>	<b>301,864</b>