

Dairy Council of California
STATEMENTS OF NET POSITION
June 30, 2022 and 2021

ASSETS			
Current Assets:	2022	2021	Inc/(Dec)
Cash and Checking	\$4,109,346	\$4,025,961	\$ 83,385
Investments - Short Term	185,064	866,647	(681,583)
Industry Assessments Receivable	1,240,936	1,288,887	(47,951)
Materials Sales Receivable	0	185	(185)
Accrued Interest Receivable	3,758	8,807	(5,049)
Prepaid Expenses	89,451	74,868	14,583
Materials Inventory	267,791	407,066	(139,275)
Total Current Assets	5,896,345	6,672,421	(776,075)
Noncurrent Assets:			
Property and Equipment, net	730,653	715,730	14,923
Software development in progress	1,425	0	1,425
Building Lease Right of Use	246,759	341,147	(94,388)
Investments - Long Term	0	188,594	(188,594)
Total Noncurrent Assets	978,837	1,245,471	(266,634)
Deferred Outflows - Pensions	2,574,719	1,203,655	1,371,064
TOTAL ASSETS	\$9,449,901	\$9,121,547	\$328,355
LIABILITIES AND NET POSITION			
Current Liabilities:			
Accounts Payable and Accrued Liabilities	\$172,680	\$38,247	\$134,433
Payroll Taxes and Benefits Payable	49,110	38,849	10,261
Accrued Salaries and Vacation	293,211	302,323	(9,112)
Total Current Liabilities	515,001	379,419	\$135,582
Noncurrent Liabilities:			
Deferred Pension Liabilities	(537,889)	2,947,208	(3,485,097)
Building Lease Payable	261,444	356,212	(94,768)
Total Liabilities	238,556	3,682,839	(3,444,283)
Deferred Inflows - Pensions	354,438	317,414	37,024
Net Position:			
Unrestricted	8,856,907	5,121,294	3,735,614
Total Liabilities and Net Position	\$9,449,901	\$9,121,547	\$328,355

Dairy Council of California
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
For the Period July 1, 2021 through June 30, 2022

	2020-2021 As of 6/30/2021	2021-2022 As of 6/30/2022	Budget As of 6/30/2022	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	\$6,478,500	\$6,478,939	\$6,432,000	\$46,939	101%
Sale of Materials	5,715	10,470	15,000	(4,530)	70%
Interest Income	47,006	22,997	40,000	(17,003)	57%
Unrealized Gain/(Loss) on Investments	(25,421)	(15,176)	9,000	(24,176)	
Other Income-Miscellaneous	0	0	2,500	(2,500)	0%
Total Revenues	6,505,800	6,497,230	6,498,500	(1,270)	100%
Expenses:					
Program Services	5,488,663	1,693,893	5,964,959	4,271,066	28%
Research & Industry Relations	33,459	37,603	59,000	21,397	64%
Administration	872,387	1,030,121	1,238,779	208,658	83%
Total Expenses	6,394,510	2,761,617	7,262,738	4,501,121	38%
Change in Net Assets	\$111,291	\$3,735,613	(\$764,238)	\$4,499,851	-489%

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SCHEDULE ONE
Dairy Council of California
PROGRAM SERVICES
STATEMENTS OF EXPENSES

For the Period July 1, 2021 through June 30, 2022

	2020-2021 As of 6/30/2021	2021-2022 As of 6/30/2022	Budget As of 6/30/2022	Favorable (Unfavorable) Variance	% of Budget Expended
<u>Personnel:</u>					
Total Salaries	2,681,290	2,661,472	2,809,521	148,049	95%
Benefits & Payroll Taxes	1,334,436	(2,647,768)	1,200,224	3,847,992	-221%
Total Personnel	4,015,726	13,704	4,009,745	3,996,041	0%
<u>Materials:</u>					
Materials - California	182,595	203,241	275,000	71,759	74%
Materials - Out of State	2,363	2,693	7,500	4,807	36%
Materials Distribution Costs	50,600	82,929	75,360	(7,569)	110%
Total Materials	235,558	288,863	357,860	68,997	81%
<u>Program - Marketing:</u>					
Marketing	178,718	241,084	226,250	(14,834)	107%
Communications	35,487	10,974	66,560	55,586	16%
Web Maintenance	81,137	68,571	73,420	4,849	93%
Total Prog - Marketing	295,342	320,629	366,230	45,601	88%
<u>Program - Other</u>					
Development & Research	159,555	210,025	342,150	132,125	61%
Staff Development	28,607	19,490	33,752	14,262	58%
Travel	1,319	50,193	32,625	(17,568)	154%
Total Program - Other	189,481	279,708	408,527	128,819	68%
Total Program	484,823	600,337	774,757	174,420	77%
Allocated Expenses - Overhead	752,555	790,989	822,597	31,608	96%
Total Expenses	\$5,488,662	\$1,693,893	\$5,964,959	\$4,271,066	28%

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SCHEDULE TWO
Dairy Council of California
RESEARCH & INDUSTRY RELATIONS
STATEMENTS OF EXPENSES

For the Period July 1, 2021 through June 30, 2022

	2020-2021 As of 6/30/2021	2021-2022 As of 6/30/2022	Budget As of 6/30/2022	Favorable (Unfavorable) Variance	% of Budget Expended
Industry Relations:					
Publications, Dev, & Dist	\$7,304	\$7,582	\$14,000	\$6,418	54%
Communications	21,283	20,171	19,000	(1,171)	106%
Meetings	4,872	9,850	26,000	16,150	38%
Total Industry Relations	33,459	37,603	59,000	21,397	64%
Total Expenses	\$33,459	\$37,603	\$59,000	\$21,397	64%

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SCHEDULE THREE
Dairy Council of California
ADMINISTRATION
STATEMENTS OF EXPENSES
For the Period July 1, 2021 through June 30, 2022

	2020-2021 As of 6/30/2021	2021-2022 As of 6/30/2022	Budget As of 6/30/2022	Favorable (Unfavorable) Variance	% of Budget Expended
<u>Personnel:</u>					
Total Salaries	571,175	642,187	759,652	117,465	85%
Benefits & Payroll Taxes	227,122	206,840	244,209	37,369	85%
Total Personnel	798,297	849,027	1,003,861	154,834	85%
Administrative Services	30,307	42,870	73,700	30,830	58%
Board of Directors Meetings	2,988	47,612	86,545	38,933	55%
Human Resources	22,552	58,676	49,450	(9,226)	119%
Travel	2,885	15,793	8,435	(7,358)	187%
Allocated Expenses - Overhead	15,358	16,143	16,788	645	96%
Total Expenses	\$872,387	\$1,030,121	\$1,238,779	\$208,658	83%

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SCHEDULE FOUR
Dairy Council of California
OVERHEAD

STATEMENTS OF EXPENSES

For the Period July 1, 2021 through June 30, 2022

	2020-2021 As of 6/30/2021	2021-2022 As of 6/30/2022	Budget As of 6/30/2022	Favorable (Unfavorable) Variance	% of Budget Expended
Expenses:					
Office Supplies & Services	\$35,000	\$39,384	\$58,337	\$18,953	68%
Audit & Accounting	37,324	32,193	45,000	12,807	72%
Bank Charges	518	486	5,500	5,014	9%
Data Base Support	875	54,603	28,500	(26,103)	192%
Data Base Redeisgn	49,385	0	0	0	
Network Support	35,268	37,568	37,268	(300)	101%
Technology Training	81,945	75,285	87,650	12,365	86%
Telephone	20,596	21,715	22,700	985	96%
Telephone - WAN	12,641	10,339	11,000	661	94%
Postage	1,837	757	800	43	95%
Rent	68,840	38,110	153,087	114,977	25%
Interest Expense - Building	21,070	16,920	0	(16,920)	
Utilities	8,900	9,152	11,500	2,348	80%
Vehicle Maintenance	16,356	15,666	19,662	3,996	80%
Gasoline	7,830	32,383	32,000	(383)	101%
Insurance & Bonds	65,488	68,303	70,192	1,889	97%
Depreciation	158,427	173,266	153,889	(19,377)	113%
Bldg Lease Amortization	90,238	94,388	0	(94,388)	
Marketing Branch	36,106	67,814	83,500	15,686	81%
Assessment Collections	9,400	18,800	18,800	0	100%
(Gain) Loss on Sale of Assets	9,870	0		0	
	\$767,914	\$807,132	\$839,385	\$32,253	96%

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