



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

ASSETS

Current Assets:	2022	2021	Inc/(Dec)
Cash and Checking	\$3,391,787	\$4,122,383	(730,596)
Investments - Short Term	499,215	582,272	(83,057)
Industry Assessments Receivable	1,383,577	1,258,305	125,272
Materials Sales Receivable	4,802	60	4,742
Accrued Interest Receivable	-2,790	6,806	(9,596)
Prepaid Expenses	120,527	461,719	(341,192)
Materials Inventory	281,075	377,536	(96,461)
Total Current Assets	5,678,194	6,809,081	(1,130,887)
Noncurrent Assets:			
Property and Equipment, net	691,798	711,705	(19,907)
Software development in progress	1,805	47,150	(45,345)
Building Lease Right of Use	246,759	341,147	(94,388)
Investments - Long Term	0	187,836	(187,836)
Total Noncurrent Assets	940,362	1,287,838	(347,476)
Deferred Outflows - Pensions	2,574,719	1,203,655	1,371,064
TOTAL ASSETS	\$9,193,275	\$9,300,574	(107,299)

LIABILITIES AND NET POSITION

Current Liabilities:			
Accounts Payable and Accrued Liabilities	\$58,469	\$43,738	\$14,731
Payroll Taxes and Benefits Payable	41,958	39,209	2,749
Accrued Salaries and Vacation	290,838	288,629	2,209
Total Current Liabilities	\$391,265	\$371,576	19,689
Noncurrent Liabilities:			
Deferred Pension Liabilities	(537,889)	2,947,208	(3,485,097)
Building Lease Payable	261,444	356,212	(94,768)
Total Liabilities	114,820	3,674,996	(3,560,176)
Deferred Inflows - Pensions	354,438	317,414	37,024
Net Position:			
Unrestricted	8,724,017	5,308,164	3,415,853
Total Liabilities and Net Position	\$9,193,275	\$9,300,574	(107,299)



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

	2021-2022 As of 9/30/2021	2022-2023 As of 9/30/2022	Budget As of 9/30/2022	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	\$1,655,426	\$1,659,040	\$1,608,000	\$51,040	103.2%
Sale of Materials	2,675	6,218	3,750	\$2,468	165.8%
Interest Income	6,299	758	10,000	(\$9,242)	7.6%
Unrealized Gain/(Loss) on Investments	(5,133)	(849)	(1,250)	\$401	67.9%
Other Income-Miscellaneous	0	0	3,375	(3,375)	0.0%
Total Revenues	1,659,267	1,665,167	1,623,875	41,292	102.5%
Expenses:					
Unfunded Liability Paydown	500,149	257,762	64,300	\$193,462	400.9%
Materials & Shipping Costs	63,321	86,347	65,390	\$20,957	132.0%
Nutrition Science *	258,338	413,245	441,123	(\$27,878)	93.7%
Partnerships & Programs *	330,167	528,146	618,456	(\$90,310)	85.4%
Operations *	320,424	512,558	552,991	(\$40,433)	92.7%
Total Expenses	1,472,399	1,798,058	1,742,260	55,799	103.2%
Change in Net Assets	\$186,868	(\$132,891)	(\$118,385)	(\$14,507)	112.3%

* Note: 9/30/21 amounts for these departments were allocated based on 9/30/22 actuals.



SCHEDULE ONE
Dairy Council of California
Nutrition Science
STATEMENTS OF EXPENSES

For the Period July 1, 2022 through September 30, 2022

	2021-2022 As of 9/30/2021	2022-2023 As of 9/30/2022	Budget As of 9/30/2022	Favorable (Unfavorable) Variance	% of Budget Expended
EXPENSES					
Salaries - NS		275,081	277,529	2,448	99%
Total Salaries		275,081	277,529	2,448	99%
Benefits & Payroll Taxes		77,182	68,203	(8,979)	113%
Total Personnel Costs		352,263	345,732	(6,531)	102%
DEPARTMENT COSTS					
Travel		5,691	9,750	4,059	58%
MDC		12,812	23,641	10,829	54%
NS & Trends		5,957	14,250	8,293	42%
Communications		1,532	9,125	7,593	17%
Industry Relations		7,389	17,875	10,486	41%
Dev & Research		27,601	20,750	(6,851)	133%
DEPT COSTS TOTAL		60,982	95,391	34,409	14%
TOTAL NS DEPT EXPENSES		413,245	441,123	27,878	94%



SCHEDULE TWO
 Dairy Council of California
 Partnerships & Programs
 STATEMENTS OF EXPENSES

For the Period July 1, 2022 through September 30, 2022

	2021-2022 As of 9/30/2021	2022-2023 As of 9/30/2022	Budget As of 9/30/2022	Favorable (Unfavorable) Variance	% of Budget Expended
Total Salaries		359,584	365,027	5,443	99%
Benefits & Payroll Taxes		83,476	89,336	5,860	93%
Total Personnel Costs		443,060	454,363	11,303	98%
DEPARTMENT COSTS					
Travel		7,509	17,255	9,746	44%
Marketing		43,610	51,944	8,334	84%
Collective Action		933	10,750	9,817	9%
LEH		4,395	31,853	27,458	14%
Customer Experience		100	-	(100)	
Communications		671	-	(671)	
Network Support / Web Maint		24,843	32,041	7,198	78%
LEH Resource Development		2,810	20,250	17,440	14%
Miscellaneous Expense		215	-	(215)	
Total Expenses		85,086	164,093	79,007	52%
PS & PROGRAMS DEPT EXPENSES		528,146	618,456	90,310	85%



SCHEDULE THREE
 Dairy Council of California
ADMINISTRATION
STATEMENTS OF EXPENSES

For the Period July 1, 2022 through September 30, 2022

	<u>2021-2022</u> As of <u>9/30/2021</u>	<u>2022-2023</u> As of <u>9/30/2022</u>	<u>Budget</u> As of <u>9/30/2022</u>	<u>Favorable</u> <u>(Unfavorable)</u> <u>Variance</u>	<u>% of</u> <u>Budget</u> <u>Expended</u>
PERSONNEL EXPENSES					
Total Salaries		219,261	237,909	18,648	92%
Benefits & Payroll Taxes		53,029	58,435	5,406	91%
Total Personnel Costs		272,290	296,343	24,053	92%
OPERATING EXPENSES					
Admin /Accounting/HR		110,876	98,461	(12,415)	112.6%
Travel		2,916	5,426	2,510	53.7%
Board Related		7,933	22,854	14,921	34.7%
Operations		118,543	129,908	11,365	91.3%
Total Operating Expenses		240,268	256,648	16,380	94%
TOTAL DEPARTMENT EXPENSES		512,558	552,991	40,433	93%



SCHEDULE FOUR
Dairy Council of California
OVERHEAD
STATEMENTS OF EXPENSES

For the Period July 1, 2022 through September 30, 2022

	2021-2022 As of 9/30/2021	2022-2023 As of 9/30/2022	Budget As of 9/30/2022	Favorable (Unfavorable) Variance	% of Budget Expended
EXPENSES					
Rent		37,328	38,205	877	97.7%
Utilities		2,366	3,375	1,009	70.1%
Insurance & Bonds		18,218	18,735	517	97.2%
Depreciation		38,855	44,893	6,038	86.6%
Marketing Branch		17,076	20,000	2,924	85.4%
Assessments Collection		4,700	4,700	0	100.0%
		<u>118,543</u>	<u>129,908</u>	<u>11,365</u>	<u>91.3%</u>