

Dairy Council of California
STATEMENTS OF NET POSITION
June 30, 2021 and 2020

ASSETS

<u>Current Assets:</u>	<u>2021</u>	<u>2020</u>	<u>Inc/(Dec)</u>
Cash and Checking	\$4,025,962	\$3,674,220	\$351,742
Investments - Short Term	866,647	1,014,174	(147,527)
Industry Assessments Receivable	1,288,887	1,245,845	43,042
Materials Sales Receivable	185	0	185
Accrued Interest Receivable	8,807	11,472	(2,665)
Prepaid Expenses	74,868	30,368	44,500
Materials Inventory	407,066	199,434	207,632
Total Current Assets	<u>6,672,422</u>	<u>6,175,513</u>	<u>496,909</u>
<u>Noncurrent Assets:</u>			
Property and Equipment, net	715,730	742,198	(26,468)
Software development in progress	0	18,806	(18,806)
Rent Deposits	0	2,828	(2,828)
Investments - Long Term	188,594	1,077,487	(888,893)
Total Noncurrent Assets	<u>904,324</u>	<u>1,841,319</u>	<u>(936,995)</u>
Deferred Outflows - Pensions	1,203,655	1,410,971	(207,316)
TOTAL ASSETS	<u><u>\$8,780,401</u></u>	<u><u>\$9,427,803</u></u>	<u><u>-\$647,402</u></u>

LIABILITIES AND NET POSITION

<u>Current Liabilities:</u>			
Accounts Payable and Accrued Liabilities	\$38,247	\$117,259	(\$79,012)
Payroll Taxes and Benefits Payable	38,849	53,429	(14,580)
Accrued Salaries and Vacation	302,323	276,691	25,632
Total Current Liabilities	<u>379,419</u>	<u>447,379</u>	<u>(67,960)</u>
<u>Noncurrent Liabilities:</u>			
Deferred Pension Liabilities	2,947,208	2,757,440	189,768
PPP Loan Payable	0	698,092	(698,092)
Total Liabilities	<u>3,326,627</u>	<u>3,902,911</u>	<u>(576,284)</u>
Deferred Inflows - Pensions	317,414	502,696	(185,282)
<u>Net Position:</u>			
Unrestricted	5,136,360	5,022,196	114,164
Total Liabilities and Net Position	<u><u>\$8,780,401</u></u>	<u><u>\$9,427,803</u></u>	<u><u>(\$647,402)</u></u>

Dairy Council of California
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
For the Period July 1, 2020 through June 30, 2021

	2020-2021 As of 6/30/2020	2020-2021 As of 6/30/2021	Budget As of 6/30/2021	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	\$6,406,513	\$6,478,500	\$6,432,000	\$46,500	101%
Sale of Materials	24,363	5,715	30,000	(24,285)	19%
Interest Income	70,005	47,006	70,000	(22,994)	67%
Unrealized Gain/(Loss) on Investments	44,999	(25,421)	0	(25,421)	N/A
Other Income-Miscellaneous	0	0	1,000	(1,000)	0%
Total Revenues	6,545,880	6,505,800	6,533,000	(27,200)	100%
Expenses:					
Program Services	5,662,074	5,485,849	6,004,573	518,724	91%
Research & Industry Relations	58,067	33,459	63,000	29,541	53%
Administration	943,907	872,328	975,555	103,227	89%
Total Expenses	6,664,048	6,391,636	7,043,128	651,492	91%
Change in Net Assets	(\$118,168)	\$114,164	(\$510,128)	\$624,292	-22%

SCHEDULE ONE
Dairy Council of California
PROGRAM SERVICES
STATEMENTS OF EXPENSES

For the Period July 1, 2020 through June 30, 2021

	2020-2021 As of 6/30/2020	2020-2021 As of 6/30/2021	Budget As of 6/30/2021	Favorable (Unfavorable) Variance	% of Budget Expended
<u>Personnel:</u>					
Total Salaries	2,746,985	2,681,290	2,684,136	2,846	100%
Benefits & Payroll Taxes	1,294,633	1,334,436	1,026,638	(307,798)	130%
Total Personnel	4,041,618	4,015,726	3,710,774	(304,952)	108%
<u>Materials:</u>					
Materials - California	294,987	182,595	560,645	378,050	33%
Materials - Out of State	3,625	2,363	33,785	31,422	7%
Materials Distribution Costs	81,528	50,600	132,155	81,555	38%
Total Materials	380,140	235,558	726,585	491,027	32%
<u>Program - Marketing:</u>					
Marketing	219,948	178,718	203,475	24,757	88%
Communications	26,152	35,487	30,000	(5,487)	118%
Web Development	1,416	81,137	45,000	(36,137)	180%
Total Program - Market	247,516	295,342	278,475	(16,867)	106%
<u>Program - Other</u>					
Development & Research	118,621	159,555	350,740	191,185	45%
Staff Development	26,192	28,607	29,600	993	97%
Travel	93,625	1,319	121,700	120,381	1%
Total Program - Other	238,438	189,481	502,040	312,559	38%
Total Program	485,954	484,823	780,515	295,692	62%
Allocated Expenses - Overhead	754,362	749,742	786,699	36,957	95%
Total Expenses	\$5,662,074	\$5,485,849	\$6,004,573	\$518,724	91%

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

For the Period July 1, 2020 through June 30, 2021

	2020-2021 As of 6/30/2020	2020-2021 As of 6/30/2021	Budget As of 6/30/2021	Favorable (Unfavorable) Variance	% of Budget Expended
Industry Relations:					
Publications, Dev, & Dist	\$23,986	\$7,304	\$14,000	\$6,696	52%
Communications	21,888	21,283	20,000	(1,283)	106%
Meetings	12,193	4,872	29,000	24,128	17%
Total Industry Relations	58,067	33,459	63,000	29,541	53%
Total Expenses	\$58,067	\$33,459	\$63,000	\$29,541	53%

SCHEDULE THREE
Dairy Council of California
ADMINISTRATION
STATEMENTS OF EXPENSES
For the Period July 1, 2020 through June 30, 2021

	2020-2021 As of 6/30/2020	2020-2021 As of 6/30/2021	Budget As of 6/30/2021	Favorable (Unfavorable) Variance	% of Budget Expended
<u>Personnel:</u>					
Total Salaries	591,905	571,175	589,417	18,242	97%
Benefits & Payroll Taxes	231,435	227,122	203,683	(23,439)	112%
Total Personnel	823,340	798,297	793,100	(5,197)	101%
Administrative Services	37,633	30,307	31,900	1,593	95%
Board of Directors Meetings	26,081	2,988	82,120	79,132	4%
Human Resources	25,933	22,552	30,210	7,658	75%
Travel	15,525	2,885	22,170	19,285	13%
Allocated Expenses - Overhead	15,395	15,299	16,055	756	95%
Total Expenses	\$943,907	\$872,328	\$975,555	\$103,227	89%

SCHEDULE FOUR
Dairy Council of California
OVERHEAD

STATEMENTS OF EXPENSES

For the Period July 1, 2020 through June 30, 2021

	2020-2021 As of 6/30/2020	2020-2021 As of 6/30/2021	Budget As of 6/30/2021	Favorable (Unfavorable) Variance	% of Budget Expended
Expenses:					
Office Supplies & Services	\$36,498	\$35,000	\$58,570	\$23,570	60%
Audit & Accounting	33,388	37,324	33,000	(4,324)	113%
Bank Charges	1,126	518	1,200	682	43%
Data Base Support	52,577	875	57,000	56,125	2%
Data Base Redeisgn	50,641	49,385	7,800	(41,585)	633%
Network Support	35,549	35,268	35,268	0	100%
Technology Training	53,951	81,945	79,764	(2,181)	103%
Telephone	25,443	20,596	24,225	3,629	85%
Telephone - WAN	15,777	12,641	16,800	4,159	75%
Postage	1,562	1,837	1,150	(687)	160%
Rent	164,990	177,275	168,880	(8,395)	105%
Utilities	12,795	8,900	14,000	5,100	64%
Vehicle Maintenance	22,028	16,356	26,062	9,706	63%
Gasoline	25,186	7,830	24,000	16,170	33%
Insurance & Bonds	66,742	65,488	70,253	4,765	93%
Depreciation	79,018	158,427	41,908	(116,519)	378%
Marketing Branch	92,486	36,106	86,625	50,519	42%
Assessment Collections	0	9,400	18,800	9,400	50%
(Gain) Loss on Sale of Assets		9,870		(9,870)	
	<u>\$769,757</u>	<u>\$765,041</u>	<u>\$765,305</u>	<u>\$264</u>	<u>100%</u>
Note:					
Property & Equipment Purchases	<u>0</u>	<u>0</u>	<u>37,450</u>	<u>37,450</u>	<u>0%</u>