

Dairy Council of California
STATEMENTS OF NET POSITION
June 30, 2023 and 2022

ASSETS

<u>Current Assets:</u>	2023	2022	Inc/(Dec)
Cash and Checking	\$2,730,475	\$4,109,346	\$ (1,378,871)
Investments - Short Term	249,951	185,064	64,886
Industry Assessments Receivable	1,319,794	1,240,936	78,858
Accrued Interest Receivable	37,794	3,758	34,036
Prepaid Expenses	53,255	89,451	(36,196)
Materials Inventory	234,821	267,791	(32,970)
Total Current Assets	4,626,090	5,896,345	(1,270,256)
<u>Noncurrent Assets:</u>			
Property and Equipment, net	615,781	730,653	(114,872)
Software development in progress	0	1,425	(1,425)
Building Lease Right of Use	246,759	246,759	0
Investments - Long Term	994,964	0	994,964
Total Noncurrent Asset:	1,857,504	978,837	878,667
Deferred Outflows - Pensions	2,574,719	2,574,719	0
TOTAL ASSETS	\$9,058,313	\$9,449,901	-\$391,589

LIABILITIES AND NET POSITION

<u>Current Liabilities:</u>			
Accounts Payable and Accrued Liab	\$191,944	\$172,680	\$19,263
Payroll Taxes and Benefits Payable	19,191	49,110	(29,919)
Accrued Salaries and Vacation	322,739	293,211	29,528
Total Current Liabilities	533,874	515,001	\$18,873
<u>Noncurrent Liabilities:</u>			
Deferred Pension Liabilities	(537,889)	(537,889)	0
Building Lease Payable	261,444	261,444	0
Total Liabilities	257,429	238,556	18,873
Deferred Inflows - Pensions	354,438	354,438	0
<u>Net Position:</u>			
Unrestricted	8,446,448	8,856,907	(410,459)
Total Liabilities and Net Position	\$9,058,315	\$9,449,901	(\$391,586)

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

	2021-2022 As of 6/30/2022	2022-2023 As of 6/30/2023	Budget As of 6/30/2023	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	\$6,478,939	\$6,493,578	\$6,432,000	\$61,578	101%
Sale of Materials	10,470	8,079	15,000	(6,921)	54%
Interest Income	22,997	98,352	40,000	58,352	246%
Other Income	7,821	14,613	13,500	1,113	108%
Unrealized Gain/(Loss) on Investments	(15,176)	(5,150)	(5,000)	(150)	103%
Total Revenues	6,505,051	6,609,472	6,495,500	113,972	102%
Expenses:					
Unfunded Liability Paydown		257,762	257,200	(562)	100%
Materials & Shipping Costs		288,193	261,560	(26,633)	110%
Nutrition Science		1,773,979	1,764,491	(9,488)	101%
Partnerships & Programs		2,482,374	2,473,822	(8,552)	100%
Operations		2,217,458	2,211,965	(5,493)	100%
Total Expenses		7,019,766	6,969,038	(50,728)	101%
Change in Net Assets		(\$410,294)	(\$473,538)	\$63,244	87%

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Schedule I

Nutrition Science Dept- Statement of Expenses

For the Period July 1, 2022 through Jun 30, 2023
6/30/2023

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Salaries - Nutrition Science	1,111,631	1,110,116	(1,515)	100.1%
Total Salaries	1,111,631	1,110,116	(1,515)	100.1%
Benefits & Payroll Taxes	316,196	272,813	(43,383)	115.9%
Total Personnel Costs	1,427,827	1,382,929	(44,898)	103.2%
DEPARTMENT COSTS				
Travel	42,404	39,000	(3,404)	108.7%
MDC	103,391	94,562	(8,829)	109.3%
Nutrition Sciences & Trends	58,109	57,000	(1,109)	101.9%
Communications	17,662	36,500	18,838	48.4%
Industry Relations	55,164	71,500	16,336	77.2%
Development & Research	69,421	83,000	13,579	83.6%
Staff Development	-			
Nutrition Science Dept. Total	346,152	381,562	35,410	19.6%
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TOTAL NUTRITION SCIENCE DEPT EXPENSES	1,773,978.67	1,764,491	(9,488)	100.5%



Schedule II

Partnerships & Programs Dept- Statement of Expenses

For the Period July 1, 2022 through Jun 30, 2023
6/30/2023

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
Total Salaries	1,470,726	1,460,108	(10,618)	100.7%
Benefits & Payroll Taxes	357,003	357,344	341	99.9%
Total Personnel Costs	1,827,729	1,817,452	(10,277)	100.6%
DEPARTMENT COSTS				
Travel	51,285	69,020	17,735	74.3%
Marketing	221,197	207,775	(13,422)	106.5%
Collective Action	16,092	43,000	26,908	37.4%
LEH	93,045	127,410	34,365	73.0%
Customer Experience	10,235	-	(10,235)	
Communications	2,643	-	(2,643)	
Network Support / Web Maintenance	202,586	128,165	(74,421)	158.1%
LEH Resource Development	57,342	81,000	23,658	70.8%
Miscellaneous Expense	220	-	(220)	
Total Expenses	654,645	656,370	1,725	99.7%
TOTAL PARTNERSHIPS & PROGRAMS DEPT EXPENSES	2,482,374	2,473,822	(8,552)	100.3%



Schedule III
 Dairy Council of California
 Operations - Statement of Expenses
 For the Period July 1, 2022 through Jun 30, 2023
 6/30/2023

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Total Salaries	920,606	951,634	31,028	96.7%
Benefits & Payroll Tax	214,545	233,738	19,193	91.8%
Total Personnel Cost	1,135,151	1,185,372	50,221	95.8%
OPERATING EXPENSES				
Admin /Accounting/IT	472,785	393,844	(78,941)	120.0%
Travel	27,597	21,705	(5,892)	127.1%
Board Related	80,452	91,414	10,962	88.0%
Operations	501,473	519,630	18,157	96.5%
Department Total Expenses	1,082,307	1,026,593	(55,714)	105.4%
TOTAL OPERATIONS	2,217,458	2,211,965	(5,493)	100.2%



Schedule IV
Dairy Council of California
Overhead Expenses
For the Period July 1, 2022 through Jun 30, 2023
6/30/2023

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Rent	160,372	152,820	(7,552)	104.9%
Utilities	9,421	13,500	4,079	69.8%
Insurance & Bonds	72,583	74,940	2,357	96.9%
Depreciation	158,374	179,570	21,196	88.2%
Marketing Branch	81,923	80,000	(1,923)	102.4%
Assessments Collection	18,800	18,800	(0)	100.0%
Property & Equipment	-	11,700	11,700	0.0%
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Property & Equipment - Clearing	-	(11,700)	(11,700)	0.0%
Total OH Expense	501,473	519,630	18,157	96.5%