



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

ASSETS

Current Assets:	2023	2022	Inc/(Dec)
Cash and Checking	\$2,701,866	\$3,391,787	(689,921)
Investments - Short Term	249,602	499,215	(249,613)
Industry Assessments Receivable	1,207,797	1,383,577	(175,780)
Materials Sales Receivable	272	4,802	(4,530)
Accrued Interest Receivable	57,026	-2,790	59,816
Prepaid Expenses	93,045	120,527	(27,482)
Materials Inventory	244,455	281,075	(36,620)
Total Current Assets	4,554,063	5,678,194	(1,124,131)
Noncurrent Assets:			
Property and Equipment, net	722,430	691,798	30,632
Software development in progress	0	1,805	(1,805)
Building Lease Right of Use	147,868	246,759	(98,891)
Total Noncurrent Assets	870,298	940,362	(70,064)
Deferred Outflows - Pensions	2,574,719	2,574,719	0
TOTAL ASSETS	\$7,999,080	\$9,193,275	(1,194,195)

LIABILITIES AND NET POSITION

Current Liabilities:			
Accounts Payable and Accrued Liabilities	\$33,282	\$58,469	(\$25,187)
Payroll Taxes and Benefits Payable	22,030	41,958	(19,928)
Accrued Salaries and Vacation	306,500	290,838	15,662
Total Current Liabilities	\$361,812	\$391,265	(29,453)
Noncurrent Liabilities:			
Deferred Pension Liabilities	(537,889)	(537,889)	0
Building Lease Payable	158,825	261,444	(102,619)
Total Liabilities	(17,252)	114,820	(132,072)
Deferred Inflows - Pensions	354,438	354,438	0
Net Position:			
Unrestricted	8,506,167	8,724,017	-217,850
Total Liabilities and Net Position	\$8,843,353	\$9,193,275	(\$349,922)



Dairy Council of California
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
 For the Period July 1, 2023 through September 30, 2023

	2022-2023 As of 9/30/2022	2023-2024 As of 9/30/2023	Budget As of 9/30/2023	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	\$1,659,040	\$1,565,457	\$1,608,000	(\$42,543)	97.4%
Sale of Materials	6,218	7,799	3,750	\$4,049	208.0%
Interest Income	758	41,503	17,500	\$24,003	237.2%
Unrealized Gain/(Loss) on Investments	(849)	(3,172)	(1,250)	(\$1,922)	253.8%
Total Revenues	1,665,167	1,611,587	1,628,000	(16,413)	99.0%
Expenses:					
Unfunded Liability Paydown	257,762	0	65,000	(\$65,000)	0.0%
Materials & Shipping Costs	86,347	51,774	48,563	\$3,211	106.6%
Nutrition Science	413,245	442,992	540,658	(\$97,666)	81.9%
Partnerships & Programs	528,146	556,160	653,836	(\$97,676)	85.1%
Operations	512,558	499,552	548,417	(\$48,865)	91.1%
Total Expenses	1,798,058	1,550,478	1,856,474	(305,996)	83.5%
Change in Net Assets	(\$132,891)	\$61,109	(\$228,474)	\$289,583	-26.7%



SCHEDULE ONE
Dairy Council of California
Nutrition Science
STATEMENTS OF EXPENSES

For the Period July 1, 2023 through September 30, 2023

September '23

	2022-2023 As of 9/30/2022	2023-2024 As of 9/30/2023	Budget As of 9/30/2023	Favorable (Unfavorable) Variance	% of Budget Expended
EXPENSES					
Salaries - NS	275,081	297,368	301,098	3,730	99%
Total Salaries	275,081	297,368	301,098	3,730	99%
Benefits & Payroll Taxes	77,182	83,622	87,429	3,807	96%
Total Personnel Costs	352,263	380,990	388,527	7,537	98%
DEPARTMENT COSTS					
Travel	5,691	7,929	12,000	4,071	66%
MDC	12,812	17,433	24,566	7,133	71%
NS & Trends	5,957	7,967	41,238	33,271	19%
Communications	1,532	2,089	-	(2,089)	#DIV/0!
Industry Relations	7,389	3,971	12,750	8,779	31%
Dev & Research	27,601	22,612	61,578	38,966	37%
DEPT COSTS TOTAL	60,982	62,001	152,132	90,131	11%
TOTAL NS DEPT EXPENSES	413,245	442,991	540,659	97,668	82%



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

For the Period July 1, 2023 through September 30, 2023

	2022-2023 As of 9/30/2022	2023-2024 As of 9/30/2023	Budget As of 9/30/2023	Favorable (Unfavorable) Variance	% of Budget Expended
Total Salaries	359,584	408,124	392,357	(15,767)	104%
Benefits & Payroll Taxes	83,476	104,258	94,653	(9,605)	110%
Total Personnel Costs	443,060	512,382	487,010	(25,372)	105%
DEPARTMENT COSTS					
Travel	7,509	10,045	13,000	2,955	77%
Marketing	43,610	8,889	44,075	35,186	20%
Collective Action	933	1,132	7,500	6,368	15%
LEH	4,395	1,505	25,000	23,495	6%
Customer Experience	100	-	-	-	#DIV/0!
Communications	671	3,376	4,750	1,374	71%
Network Support / Web					
Maint	24,843	16,807	57,275	40,468	29%
LEH Resource					
Development	2,810	2,025	15,225	13,200	13%
Miscellaneous Expense	215	-	-	-	#DIV/0!
Total Expenses	85,086	43,779	166,825	123,046	26%
TOTAL PARTNERSHIPS & PROGRAMS DEPT	528,146	556,161	653,835	97,674	85%



SCHEDULE THREE
Dairy Council of California
ADMINISTRATION
STATEMENTS OF EXPENSES

For the Period July 1, 2023 through September 30, 2023

	2022-2023 As of 9/30/2022	2023-2024 As of 9/30/2023	Budget As of 9/30/2023	Favorable (Unfavorable) Variance	% of Budget Expended
PERSONNEL EXPENSES					
Total Salaries	219,261	232,167	242,932	10,765	96%
Benefits & Payroll Taxes	53,029	52,151	57,853	5,702	90%
Total Personnel Costs	272,290	284,318	300,785	16,467	95%
OPERATING EXPENSES					
Admin /Accounting/HR	110,876	69,900	79,300	9,400	88.1%
Travel	2,916	5,434	6,551	1,117	82.9%
Board Related	7,933	6,976	22,425	15,449	31.1%
Operations	118,543	132,925	139,356	6,431	95.4%
Total Operating Expenses	240,268	215,235	247,632	32,397	87%
TOTAL DEPARTMENT EXPENSES	512,558	499,553	548,417	48,864	91%



SCHEDULE FOUR
Dairy Council of California
OVERHEAD
STATEMENTS OF EXPENSES

For the Period July 1, 2023 through September 30, 2023

	2022-2023 As of 9/30/2022	2023-2024 As of 9/30/2023	Budget As of 9/30/2023	Favorable (Unfavorable) Variance	% of Budget Expended
EXPENSES					
Rent	37,328	39,713	40,000	287	99.3%
Utilities	2,366	2,021	3,250	1,229	62.2%
Insurance & Bonds	18,218	17,917	17,379	(538)	103.1%
Depreciation	38,855	41,221	39,625	(1,596)	104.0%
Marketing Branch	17,076	26,603	23,500	(3,103)	113.2%
Assessments Collection	4,700	5,450	5,450	0	100.0%
	118,543	132,925	129,204	(3,721)	102.9%