



Dairy Council of California
STATEMENTS OF NET POSITION
 September 30, 2024 and 2023

ASSETS

<u>Current Assets:</u>	<u>2024</u>	<u>2023</u>	<u>Inc/(Dec)</u>
Cash and Checking	\$1,692,578	\$2,704,333	(1,011,755)
Investments - Short Term	750,751	249,602	501,149
Industry Assessments Receivable	245,868	28,573	217,295
Materials Sales Receivable	0	272	(272)
Accrued Interest Receivable	59,078	57,026	2,052
Prepaid Expenses	129,164	93,045	36,119
Materials Inventory	160,475	244,455	(83,980)
Total Current Assets	3,037,914	3,377,306	(339,392)
<u>Noncurrent Assets:</u>			
Property and Equipment, net	525,260	617,511	(92,251)
Building Lease Right of Use	431,385	431,385	0
Investments - Long Term	955,638	992,141	-36,503
Total Noncurrent Assets	1,912,283	2,041,037	-128,754
Deferred Outflows - Pensions	2,306,763	2,306,763	0
TOTAL ASSETS	\$7,256,960	\$7,725,106	(468,146)

LIABILITIES AND NET POSITION

<u>Current Liabilities:</u>			
Accounts Payable and Accrued Liabilities	\$61,263	\$35,748	\$25,515
Payroll Taxes and Benefits Payable	44,447	22,030	22,417
Accrued Salaries and Vacation	345,179	306,500	38,679
Total Current Liabilities	\$450,889	\$364,278	86,611
<u>Noncurrent Liabilities:</u>			
Deferred Pension Liabilities	2,608,634	2,608,634	0
Building Lease Payable	56,205	56,205	0
Total Liabilities	3,115,728	3,029,117	86,611
Deferred Inflows - Pensions	180,832	180,832	0
<u>Net Position:</u>			
Unrestricted	3,509,511	4,150,879	(641,368)
Total Liabilities and Net Position	\$6,806,071	\$7,360,828	(\$554,757)



Dairy Council of California
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
 For the Period July 1, 2024 through September 30, 2024

	2022-2023 As of 9/30/2023	2023-2024 As of 9/30/2024	Budget As of 9/30/2024	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	\$1,565,457	\$1,569,248	\$1,600,349	(\$31,101)	98.1%
Sale of Materials	7,799	2,794	1,250	\$1,544	223.5%
Interest Income	41,503	40,014	20,000	\$20,014	200.1%
Other Income	0	275	6,000	(\$5,725)	4.6%
Unrealized Gain/(Loss) on Investments	(3,172)	10,857	(1,250)	\$12,107	-868.6%
Total Revenues	1,611,587	1,623,188	1,626,349	(3,161)	99.8%
Expenses:					
Unfunded Liability Paydown	65,000	65,000	65,000	\$0	100.0%
Nutrition & Industry Affairs	442,992	231,419	290,989	(\$59,570)	79.5%
Initiatives, Education & Engagement	556,160	550,720	589,090	(\$38,370)	93.5%
Operations	551,326	819,688	901,044	(\$81,356)	91.0%
Total Expenses	1,615,478	1,666,827	1,846,122	(179,295)	90.3%
Change in Net Assets	(\$3,891)	(\$43,639)	(\$219,773)	\$176,134	19.9%



SCHEDULE ONE
 Dairy Council of California
Nutrition & Industry Affairs
STATEMENTS OF EXPENSES

For the Period July 1, 2024 through September 30, 2024

	2022-2023 As of 9/30/2023	2023-2024 As of 9/30/2024	Budget As of 9/30/2024	Favorable (Unfavorable) Variance	% of Budget Expended
EXPENSES					
Salaries - NIA	297,368	159,819	174,736	14,917	91%
Benefits & Payroll Taxes	83,622	42,928	763,780	720,852	6%
Total Personnel Costs	380,990	202,747	938,516	735,769	22%
DEPARTMENT COSTS					
Travel	7,929	5,037	7,750	2,713	65%
MDC	17,433	-	-	-	0%
NS & Trends	7,967	8,966	40,558	31,592	22%
Communications	2,089	-	-	-	0%
Industry Relations	3,971	5,256	6,928	1,672	76%
Dev & Research	22,612	-	61,578	-	0%
Evaluation	-	7,863	7,500	(363)	105%
Staff Development	-	1,550	3,281	1,731	47%
DEPT COSTS TOTAL	62,001	28,672	127,594	37,344	22%
TOTAL NS DEPT EXPENSES	442,991	231,419	1,066,110	773,113	22%



SCHEDULE TWO
 Dairy Council of California
Initiatives, Education & Engagement
STATEMENTS OF EXPENSES
 For the Period July 1, 2024 through September 30, 2024

	2022-2023 As of 9/30/2023	2023-2024 As of 9/30/2024	Budget As of 9/30/2024	Favorable (Unfavorable) Variance	% of Budget Expended
Total Salaries	408,124	407,466	401,714	(5,752)	101%
Benefits & Payroll Taxes	104,258	109,377	108,278	(1,099)	101%
Total Personnel Costs	512,382	516,843	509,992	(6,851)	101%
DEPARTMENT COSTS					
Travel	10,045	8,714	13,700	4,986	64%
Marketing	8,889	-	-	-	0%
Collective Action	1,132	-	-	-	0%
LEH	1,505	189	17,500	17,311	1%
Communications	3,376	-	-	-	0%
Network Support / Web Maint	16,807	-	-	-	0%
LEH Resource Development	2,025	1,550	12,500	10,950	12%
MDC	-	21,784	30,569	8,785	71%
Staff Development	-	1,641	4,829	3,188	34%
Total Expenses	43,779	33,878	79,098	45,220	43%
TOTAL IEE DEPT EXPENSES	556,161	550,721	589,090	38,369	93%



SCHEDULE THREE
 Dairy Council of California
Operations
STATEMENTS OF EXPENSES
 For the Period July 1, 2024 through September 30, 2024

	2022-2023 As of 9/30/2023	2023-2024 As of 9/30/2024	Budget As of 9/30/2024	Favorable (Unfavorable) Variance	% of Budget Expended
PERSONNEL EXPENSES					
Total Salaries	232,167	232,167	348,136	115,969	67%
Benefits & Payroll Taxes	52,151	52,151	94,502	42,351	55%
Total Personnel Costs	284,318	284,318	442,638	158,320	64%
OPERATING EXPENSES					
Admin /Accounting/HR	69,900	63,651	65,949	2,298	97%
Travel	5,434	4,700	7,825	3,125	60%
Board Related	6,976	200	20,309	20,109	1%
Marketing	-	17,469	35,000	17,531	50%
Communications	-	7,917	12,250	4,333	65%
Network Support/Web Maintenance	-	11,000	50,000	39,000	22%
Materials & Shipping	51,774	24,141	33,450	9,309	72%
Misc Expenses	-	3,816	13,238	9,422	29%
Unfunded Liability Paydown	65,000	65,000	65,000	0	100%
Operations	132,925	132,925	155,386	22,461	86%
Total Operating Expenses	332,009	330,819	458,406	127,587	72%
TOTAL DEPARTMENT EXPENSES	616,327	615,137	901,044	285,907	68%



SCHEDULE FOUR
 Dairy Council of California
OVERHEAD
STATEMENTS OF EXPENSES
 For the Period July 1, 2024 through September 30, 2024

	2022-2023 As of 9/30/2023	2023-2024 As of 9/30/2024	Budget As of 9/30/2024	Favorable (Unfavorable) Variance	% of Budget Expended
EXPENSES					
Rent	39,713	27,660	34,363	6,703	80.5%
Utilities	221	2,277	1,050	(1,227)	216.9%
Insurance & Bonds	17,917	22,782	21,725	(1,058)	104.9%
Depreciation	41,221	39,483	39,299	(184)	100.5%
Marketing Branch	26,603	20,853	23,500	2,647	88.7%
Assessments Collection	5,450	5,450	5,450	0	100.0%
Property & Equipment	-	65,788	30,000	(35,788)	219.3%
	131,125	184,293	125,386	(58,907)	147.0%