

OWB Proposed Budget

| | 06-'07 | | | '07-'08 | | | '08-'09 | Comments |
|-------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--|
| | Revised Budget | LE 2 May '07 | Actual | Budget Feb '07 | LE 1 Aug '07 | LE 2 Jan '08 | Draft Budget | |
| Beg. Balance (accrual) | 292,012 | 292,012 | 292,012 | 191,369 | 305,856 | 305,856 | 251,653 | |
| REVENUE | | | | | | | | |
| Grape Assess. (\$25/ton) | 855,000 | 805,000 | 836,991 | 1,015,000 | 970,000 | 950,000 | 990,000 | Tonnage tax; 2008 forecast +7%, half of which falls into the '08-'09 fiscal year |
| Wine Tax (2c/gal) | 235,000 | 244,000 | 242,850 | 240,000 | 245,000 | 245,000 | 255,000 | Privilege tax; 4% increase |
| Program Revenue | 126,600 | 145,000 | 144,094 | 135,500 | 155,000 | 239,000 | 190,000 | Program participation fees, Symposium ticket sales, consumer brochure revenue, etc. |
| VAPG Revenue | 234,170 | 234,170 | 243,673 | 256,500 | 246,997 | 272,797 | 247,850 | Value Added Producer Grant (funds Oregon Certified Sustainable" promotion if awarded |
| Risk Mgmt. Revenue | 0 | 50,000 | 50,000 | 0 | 0 | 0 | 0 | USDA funds awarded to OVID in the past |
| Other Income | 6,000 | 7,500 | 9,614 | 7,000 | 10,000 | 10,000 | 10,000 | Interest income from checking/savings accounts + CD |
| MAP Grant Revenue | 193,000 | 193,000 | 193,000 | 193,000 | 275,000 | 250,000 | 250,000 | USDA Market Access Program (Export marketing) |
| Total Revenue | 1,649,770 | 1,678,670 | 1,720,222 | 1,846,500 | 1,901,997 | 1,966,797 | 1,942,850 | |
| EXPENSES | | | | | | | | |
| Research & Education | | | | | | | | |
| Mktg Research & Stats | 67,500 | 71,804 | 71,805 | 35,000 | 35,000 | 15,000 | 30,000 | NASS Ag Stats + tracking study of consumer awareness of Oregon wine |
| Eno & Vit Research | 135,000 | 130,000 | 129,522 | 200,000 | 200,000 | 205,000 | 210,000 | Grants for primary enology and viticulture research |
| Urgent Solutions | 20,000 | 20,000 | 0 | 25,000 | 45,000 | 45,000 | 25,000 | Reserved to solve urgent problems, i.e. vole damage, short shoots syndrome, etc. |
| OVID | 30,000 | 80,000 | 81,544 | 30,000 | 30,000 | 30,000 | 10,000 | Further development of Oregon Vineyard Database software |
| Education | 130,000 | 112,000 | 112,643 | 140,000 | 135,000 | 155,000 | 160,000 | Symposium and workshops |
| Total Res & Ed | 382,500 | 413,804 | 395,514 | 430,000 | 445,000 | 450,000 | 435,000 | |
| Marketing | | | | | | | | |
| Media Relations | 151,000 | 35,000 | 35,132 | 80,000 | 80,000 | 65,000 | 50,000 | Journalist travel and touring expenses, media tracking, etc. |
| Collateral & Materials | | 244,461 | 201,946 | | 5,000 | 5,000 | 50,000 | Reprinting touring guide |
| Export / NWWC | 234,000 | 237,000 | 236,332 | 234,000 | 325,000 | 325,000 | 300,000 | Export marketing activities in England, Canada and Japan |
| Tourism | 120,000 | 33,000 | 33,206 | 85,000 | 70,000 | 70,000 | 40,000 | Touring guide distribution, online itinerary building tool |
| Website / Online Mktg. | 179,350 | 178,350 | 177,920 | 70,000 | 70,000 | 30,000 | 15,000 | Building traffic for oregonwine.org |
| Road Show / Other VAPG | 0 | 0 | 0 | 166,000 | 158,450 | 235,000 | 40,000 | NY, Dallas, SF road show expenses; funded by USDA VAPG |
| Total Marketing | 691,850 | 733,250 | 689,975 | 635,000 | 708,450 | 730,000 | 495,000 | |
| Sustainable Agriculture | | | | | | | | |
| Total Sustainable Ag | 10,000 | 10,000 | 10,000 | 15,000 | 35,000 | 35,000 | 225,000 | LIVE grants, "Oregon Certified Sustainable" brand development, promotion and protection |
| General & Administrative | | | | | | | | |
| Meetings & Comm | 20,000 | 21,000 | 22,123 | 20,000 | 25,000 | 25,000 | 25,000 | Board and committee meetings |
| Employee Comp | 474,000 | 451,196 | 449,580 | 580,000 | 610,000 | 610,000 | 635,000 | Salary, benefits and training for 9 OWB professionals |
| Equip & Maint | 30,000 | 32,500 | 32,118 | 20,000 | 30,000 | 35,000 | 35,000 | Personal computer and server hardware, software and service; furniture; office maintenance |
| Office Rent | 19,500 | 22,000 | 21,958 | 23,000 | 31,000 | 31,000 | 35,000 | Office and storage space; wine storage locker |
| Board, Industry & Staff T&E | 35,000 | 32,000 | 28,251 | 40,000 | 40,000 | 35,000 | 40,000 | Travel and entertainment |
| Misc Admin | 80,000 | 56,000 | 55,704 | 75,000 | 75,000 | 70,000 | 65,000 | Audits fees, insurance, subscriptions, product samples, postage, admin. fees, supplies, etc. |
| Total G&A | 658,500 | 614,696 | 609,734 | 758,000 | 811,000 | 806,000 | 835,000 | |
| Total Expenses | 1,742,850 | 1,771,750 | 1,705,222 | 1,838,000 | 1,999,450 | 2,021,000 | 1,990,000 | |
| End Balance (accrual) | 198,932 | 198,932 | 307,012 | 199,869 | 208,403 | 251,653 | 204,503 | |

(Target reserve is 30% of previous 3 yrs. avg. tonnage receipts, for FY '08 - '09 this is approx. \$200K)