



Dairy Council of California
STATEMENTS OF NET POSITION
 May 31, 2026 and 2025

ASSETS

Current Assets:	2026	2025	Inc/(Dec)
Cash and Checking	\$1,270,313	\$1,658,752	(\$388,439)
Investments - Short Term	900,954	901,323	(369)
Industry Assessments Receivable	113,782	89,220	24,562
Deposits	8,201	8,201	0
Accrued Interest Receivable	33,594	49,538	(15,944)
Prepaid Expenses	83,734	67,867	15,867
Materials Inventory	0	160,475	(160,475)
Total Current Assets	2,410,578	2,935,376	(524,798)
Noncurrent Assets:			
Property and Equipment, net	190,942	356,193	(165,251)
Building Lease Right of Use, net	731,216	44,105	687,111
Investments - Long Term	948,176	700,992	247,184
Total Noncurrent Assets	1,870,334	1,101,290	769,044
Deferred Outflows - Pensions	1,416,943	2,099,325	(682,382)
TOTAL ASSETS	\$5,697,855	\$6,135,991	(\$438,136)

LIABILITIES AND NET POSITION

Current Liabilities:			
Accounts Payable and Accrued Liabilities	\$29,055	\$45,948	(\$16,893)
Credit Card Expenses	11,307	0	11,307
Payroll Taxes and Benefits Payable	17,015	17,506	(491)
Accrued Salaries and Vacation	384,700	377,401	7,299
Total Current Liabilities	442,077	440,855	1,222
Noncurrent Liabilities:			
Deferred Pension Liabilities	2,603,188	3,083,965	(480,777)
Building Lease Payable	741,286	47,880	693,406
Deferred Inflows - Pensions	621,817	452,267	169,550
Total Liabilities	4,408,368	4,024,967	213,851
Net Position:			
Unrestricted	1,289,487	2,111,024	(821,537)
Total Liabilities and Net Position	\$5,697,855	\$6,135,991	(\$438,136)



Dairy Council of California
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
 For the Period July 1, 2025 through May 31, 2026

	2024-2025 As of 5/31/2025	2025-2026 As of 5/31/2026	Budget As of 5/31/2026	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	\$5,716,923	\$5,885,025	\$5,750,588	\$134,437	102.3%
Sale of Materials	4,743	991	4,583	(3,592)	21.6%
Interest Income	139,884	92,013	93,042	(1,029)	98.9%
Unrealized Gain/(Loss) on Investments	6,783	(1,765)	(2,292)	527	77.0%
Other Income-Miscellaneous	9,344	25,138	0	25,138	#DIV/0!
Total Revenues	5,877,677	6,001,402	5,845,921	155,481	102.7%
Expenses:					
Nutrition & Industry Affairs	1,102,382	1,223,687	1,205,777	(17,910)	101.5%
Initiatives, Education & Engagement	2,122,609	2,014,840	2,225,883	211,043	90.5%
Operations	3,196,489	2,862,217	3,160,096	297,879	90.6%
Total Expenses	6,421,480	6,100,744	6,591,756	491,012	92.6%
Change in Net Assets	(\$543,803)	(\$99,342)	(\$745,835)	\$646,493	13.3%



SCHEDULE ONE
 Dairy Council of California
Nutrition & Industry Affairs
STATEMENTS OF EXPENSES
 For the Period July 1, 2025 through May 31, 2026

	2024-2025 As of 5/31/2025	2025-2026 As of 5/31/2026	Budget As of 5/31/2026	Favorable (Unfavorable) Variance	% of Budget Expended
EXPENSES					
Total Salaries	\$696,526	\$790,465	\$735,420	(\$55,045)	107%
Benefits & Payroll Taxes	179,991	229,028	213,546	(15,482)	107%
Total Personnel Costs	876,517	1,019,493	948,966	(70,527)	107%
DEPARTMENT COSTS					
Travel	25,472	22,048	32,083	10,035	69%
NS & Trends	152,570	128,342	125,244	(3,098)	102%
Industry Relations	22,828	16,039	25,813	9,774	62%
Health Sector	-	9,200	14,300	5,100	64%
Evaluation	16,248	3,268	24,781	21,513	13%
Staff Development	4,953	9,418	14,500	5,082	65%
Special Projects	3,794	-	-	-	#DIV/0!
Independent Contractors	-	15,878	20,090	4,212	79%
				-	
DEPT COSTS TOTAL	225,865	204,193	256,811	52,618	80%
				-	
TOTAL NS DEPT EXPENSES	\$1,102,382	\$1,223,686	\$1,205,777	(\$17,909)	101%



SCHEDULE TWO
 Dairy Council of California
 Initiatives, Education & Engagement
 STATEMENTS OF EXPENSES
 For the Period July 1, 2025 through May 31, 2026

	2024-2025 As of 5/31/2025	2025-2026 As of 5/31/2026	Budget As of 5/31/2026	Favorable (Unfavorable) Variance	% of Budget Expended
Total Salaries	\$1,465,353	\$1,407,201	\$1,490,085	\$82,884	94%
Benefits & Payroll Taxes	408,557	416,291	429,440	13,149	97%
Total Personnel Costs	1,873,910	1,823,492	1,919,525	96,033	95%
DEPARTMENT COSTS					
Travel	44,470	42,246	51,584	9,338	82%
LEH	39,084	22,501	65,406	42,905	34%
LEH Resource Development	47,413	17,573	39,875	22,302	44%
MDC	105,490	93,065	111,260	18,195	84%
Staff Development	12,243	12,430	20,650	8,220	69%
Independent Contractors	-	3,532	17,584	14,052	20%
Total Expenses	248,700	191,347	306,359	115,012	62%
TOTAL IEE DEPT EXPENSES	\$2,122,610	\$2,014,839	\$2,225,884	\$211,045	91%



SCHEDULE THREE
 Dairy Council of California
Operations
STATEMENTS OF EXPENSES
 For the Period July 1, 2025 through May 31, 2026

	2024-2025 As of 5/31/2025	2025-2026 As of 5/31/2026	Budget As of 5/31/2026	Favorable (Unfavorable) Variance	% of Budget Expended
PERSONNEL EXPENSES					
Total Salaries	\$1,275,780	\$1,235,507	\$1,204,429	(\$31,078)	103%
Benefits & Payroll Taxes	330,365	324,435	350,368	25,933	93%
Total Personnel Costs	1,606,145	1,559,942	1,554,797	(5,145)	100%
OPERATING EXPENSES					
Admin /Accounting/HR	219,959	212,449	234,703	22,254	91%
Travel	29,341	21,724	33,012	11,288	66%
Board Related	64,779	68,275	75,648	7,373	90%
Marketing	46,801	56,810	110,000	53,190	52%
Communications	48,923	34,528	36,667	2,139	94%
Network Support/Web Maintenance	253,878	187,878	189,108	1,230	99%
Materials & Shipping	100,837	62,733	133,833	71,100	47%
Misc Expenses	49,316	0	0	0	0%
Unfunded Liability Paydown	238,333	238,333	238,333	0	100%
Operations	538,177	402,204	503,577	101,373	80%
Independent Contractors	0	17,340	50,417	33,077	34%
Total Operating Expenses	1,590,344	1,302,274	1,605,298	303,024	81%
TOTAL DEPARTMENT EXPENSES	\$3,196,489	\$2,862,216	\$3,160,095	\$297,879	91%



SCHEDULE FOUR
 Dairy Council of California
OVERHEAD
STATEMENTS OF EXPENSES
 For the Period July 1, 2025 through May 31, 2026

	2024-2025 As of 5/31/2025	2025-2026 As of 5/31/2026	Budget As of 5/31/2026	Favorable (Unfavorable) Variance	% of Budget Expended
EXPENSES					
Rent	\$113,027	\$83,241	\$124,313	\$41,072	67.0%
Utilities	3,579	-	-	0	0.0%
Insurance & Bonds	79,204	56,998	92,919	35,921	61.3%
Depreciation	154,604	158,023	174,535	16,512	90.5%
Marketing Branch	80,017	83,959	88,917	4,958	94.4%
Assessments Collection	19,983	19,983	22,894	2,911	87.3%
Property & Equipment	87,763	-	-	0	0.0%
	\$538,177	\$402,204	\$503,578	\$101,374	79.9%

**Dairy Council of California
Cash & Investments
As of May 31, 2026 and 2025**

Description	Expected % Yield	5/31/2026		5/31/2025	
		\$	% Tot Invest	\$	% Tot Invest
U.S. Bank Depository	0.01%	\$ 318,440	10%	\$ 428,667	13%
U.S. Bank Payroll	0.01%	252,761	8%	157,291	5%
U.S. Bank Disbursements	0.01%	135,334	4%	143,944	4%
LAIF	3.98%	524,746	17%	700,473	21%
Schwab Checking	0.01%	39,032	1%	228,376	7%
TOTAL CASH		\$1,270,313		\$1,658,752	
	Short Term	900,954	29%	\$ 901,323	28%
	Long Term	948,176	30%	\$ 700,992	21%
TOTAL CASH & INVESTMENTS		3,119,442	100%	3,261,066	100%

CD Holder	Int Rate	Current Value	Current Value
CD, UBS Bank due June 30, 2025	4.85%		250,149
CD, Synchrony Bank due November 28, 2025	4.40%		250,182
CD, Morgan Stanley due Jan 12, 2026	4.90%		251,055
CD, Goldman Sachs due July 7, 2026	4.20%	150,020	149,937
CD, Live Oak Banking due September 8, 2026	4.25%	250,295	250,553
CD, Goldman Sachs due February 11, 2026	4.20%		149,797
CD, American Express due January 22, 2027	4.15%	150,248	150,201
CD, NBH Bank due February 8, 2027	4.20%	150,358	150,441
CD, Bank of America due June 18, 2026	4.30%	200,034	
CD, Morgan Stanley due June 16, 2027	4.00%	250,126	
CD, Ally Bank due December 6, 2027	3.75%	249,166	
CD, City National Bank due February 14, 2028	3.75%	249,441	
CD, Wells Fargo due Sep 7, 2027	3.70%	199,444	