

**SUMMARY STATEMENT
BUDGET PROPOSAL
FY 2026 - 2027**

	☑ 2024-2025 Actual 6/30/2025	☑ 2024-2025 Budget	☑ Projected Actual 6/30/2026	☑ 2025-2026 Budget	☑ Proposed Budget 2026 - 2027
Revenues:					
Industry Assessments	\$6,274,788	\$6,401,397	\$6,418,025	\$6,273,369	\$6,398,836
Sales of Educational Materials	9,746	5,000	1,091	5,000	2,000
Interest Income	148,990	80,000	100,013	101,500	90,000
Unrealized Gain (Loss) on Investments	5,363	(5,000)	(3,265)	(2,500)	3,000
Other Income	9,344	24,000	25,138	0	0
Total Revenues	\$6,448,231	\$6,505,397	\$6,541,002	\$6,377,369	\$6,493,836
Expenses:					
Nutrition and Industry Affairs	\$1,209,621	\$1,164,954	\$1,347,587	\$1,315,393	\$1,444,313
Initiatives, Education and Engagement	2,363,540	2,370,359	2,161,445	2,428,236	1,906,881
Operations	3,204,624	3,329,175	2,864,558	3,187,377	3,128,570
Unfunded Liability	260,000	260,000	260,000	260,000	303,850
Total Expenses	\$7,037,785	\$7,124,488	\$6,633,589	\$7,191,006	\$6,783,614
Property and Equipment					70,000
Change in Net Position	(\$589,554)	(\$619,091)	(\$92,587)	(\$813,637)	(\$359,778)

Projected reserve balance 6/30/26

net expenses	6,633,589
cash & Invest	3,131,452
monthly exps avg	552,799
reserve	5.7

Projected reserve balance 6/30/27

net expenses	6,783,614
cash & Invest	2,940,698
monthly exps avg	565,301
reserve	5.2

SCHEDULE ONE
NUTRITION AND INDUSTRY AFFAIRS
BUDGET PROPOSAL
FY 2026 - 2027

	☑ 2024-2025 Actual 6/30/2025	☑ 2024-2025 Budget	☑ Projected Actual 6/30/2026	☑ 2025-2026 Budget	☑ Proposed Budget 2026 - 2027
<u>Personnel:</u>					
Total Salaries	\$ 760,051	\$ 698,944	\$ 868,465	\$ 802,276	\$ 933,292
Benefits & Payroll Taxes	197,089	190,945	254,828	232,959	293,240
Total Personnel	\$ 957,140	\$ 889,889	\$ 1,123,293	\$ 1,035,235	\$ 1,226,532
<u>Dept Expenses:</u>					
Travel	\$28,674	\$31,000	\$26,148	\$35,000	\$15,000
Nutrition Sciences & Trends	156,209	163,230	131,342	139,880	31,100
Data & Evaluation	27,083	30,000	5,268	37,300	19,000
Health Sector	0	0	11,700	24,000	9,950
Industry Relations	23,578	27,710	18,539	28,160	38,935
Resource Content Development	0	0	0	0	26,650
Development & Research	7,995	10,000	0	0	0
Independent Contractors	0	0	17,878	0	36,000
Staff Development, Conferences, Memberships	8,943	13,125	13,418	15,818	41,146
Total Dept Expenses	\$ 252,482	\$ 275,065	\$ 224,294	\$ 280,158	\$ 217,781
<u>Total Expenses</u>	<u>\$ 1,209,622</u>	<u>\$ 1,164,954</u>	<u>\$ 1,347,587</u>	<u>\$ 1,315,393</u>	<u>\$ 1,444,313</u>

SCHEDULE TWO
INITIATIVES, EDUCATION AND ENGAGEMENT
BUDGET PROPOSAL
FY 2026 - 2027

	☑ 2024-2025 Actual 6/30/2025	☑ 2024-2025 Budget	☑ Projected Actual 6/30/2026	☑ 2025-2026 Budget	☑ Proposed Budget 2026 - 2027
<u>Personnel:</u>					
Total Salaries	\$ 1,588,776	\$ 1,606,856	\$ 1,507,201	\$ 1,625,547	\$ 1,272,058
Benefits & Payroll Taxes	446,002	433,113	446,791	468,480	399,681
Total Personnel	\$ 2,034,778	\$ 2,039,969	\$ 1,953,992	\$ 2,094,027	\$ 1,671,739
<u>Dept Expenses:</u>					
Travel	\$44,789	\$41,400	\$45,446	\$56,273	\$27,000
Mobile Dairy Classroom	115,558	111,375	101,270	121,575	114,300
Initiatives & Engagement	62,305	70,000	24,501	73,834	34,000
Staff Development, Conferences, Memberships	10,953	13,615	13,630	22,527	39,930
Independent Contractors	0	0	3,532	0	19,912
Resource Content Development	95,157	94,000	19,073	60,000	-
Total Dept Expenses	\$ 328,762	\$ 330,390	\$ 207,452	\$ 334,209	\$ 235,142
<u>Total Expenses</u>	\$ 2,363,540	\$ 2,370,359	\$ 2,161,445	\$ 2,428,236	\$ 1,906,881

SCHEDULE THREE
OPERATIONS
BUDGET PROPOSAL
FY 2026 - 2027

	☑ 2024-2025 Actual 6/30/2025	☑ 2024-2025 Budget	☑ Projected Actual 6/30/2026	☑ 2025-2026 Budget	☑ Proposed Budget 2026 - 2027
<u>Personnel:</u>					
Total Salaries	\$ 1,387,433	\$ 1,392,544	\$ 1,342,507	\$ 1,313,922	\$ 1,360,716
Benefits & Payroll Taxes	361,434	378,007	355,235	382,220	424,575
Total Personnel	\$ 1,748,867	\$ 1,770,551	\$ 1,697,742	\$ 1,696,142	\$ 1,785,291
<u>Dept Expenses:</u>					
Admin /Accounting/HR	\$231,291	\$272,295	\$215,008	\$311,040	\$252,475
Marketing & Branding	57,105	57,000	66,810	120,000	90,000
Communications	52,944	49,000	38,528	40,000	40,000
Travel	29,263	31,300	25,224	36,013	20,550
Network Support / Web Maintenance	281,058	283,000	195,643	206,300	217,300
Board Related	69,299	81,235	73,255	82,525	97,286
Materials & Shipping Costs	107,297	130,300	79,483	146,000	99,750
Miscellaneous Expense	49,368	52,950		0	-
Unfunded Liability Paydown	260,000	260,000	260,000	260,000	303,850
Independent Contractors	0	0	21,471	0	25,000
Staff Development, Conferences, Memberships	0	0	12,252	0	11,608
Operations	578,132	601,544	439,141	549,357	489,310
Total Dept Expenses	\$ 1,715,757	\$ 1,818,624	\$ 1,426,815	\$ 1,751,235	\$ 1,647,129
<u>Total Expenses</u>	<u>\$ 3,464,624</u>	<u>\$ 3,589,175</u>	<u>\$ 3,124,558</u>	<u>\$ 3,447,377</u>	<u>\$ 3,432,420</u>

**SCHEDULE FOUR
OVERHEAD
BUDGET PROPOSAL
FY 2026 - 2027**

	✓ 2024-2025 Actual 6/30/2025	✓ 2024-2025 Budget	✓ Projected Actual 6/30/2026	✓ 2025-2026 Budget	✓ Proposed Budget 2026 - 2027
<u>Expenses:</u>					
Rent	\$121,228	\$137,450	\$91,688	\$135,614	\$143,139
Utilities	4,050	4,200	0	0	0
Insurance & Bonds	86,206	86,898	61,678	101,366	78,229
Depreciation	169,024	157,196	172,384	190,402	143,967
CDFA Marketing Branch Oversight	88,061	94,000	91,591	97,000	99,000
CDFA Assessments Collection	21,800	21,800	21,800	24,975	24,975
<u>Total Expenses</u>	<u>\$490,369</u>	<u>\$501,544</u>	<u>\$439,141</u>	<u>\$549,357</u>	<u>\$489,310</u>



Proposed new Property & Equipment for FY 26-27

Truck replacement	\$70,000.00
Total	\$70,000.00

Job Grade	Job Titles	2026-2027 Annual Salary Range Min	2026-2027 Annual Salary Range Max	Mid Point (Job Value)		
36		\$240,744	\$307,617	\$274,180	89.1304	87.8049
35		\$217,453	\$277,857	\$247,655	89.1304	87.8049
34		\$194,163	\$248,097	\$221,130	89.1304	87.8049
33		\$170,873	\$218,338	\$194,606	89.1304	87.8049
32	Officers	\$147,584	\$188,580	\$168,082	89.1304	87.8049
31		\$119,712	\$152,965	\$136,338	89.1304	87.8049
30	Directors	\$110,214	\$140,829	\$125,521	89.1304	87.8049
29	Directors	\$100,716	\$128,692	\$114,704	89.1304	87.8049
28	Unit Manager	\$97,164	\$124,154	\$110,659	89.1304	87.8049
27	Program Manager	\$87,583	\$111,911	\$99,747	89.1304	87.8049
26	Project Manager	\$78,873	\$100,782	\$89,827	89.1304	87.8049
25	Executive Assistant/Accountant	\$71,034	\$90,766	\$80,900	89.1304	87.8049
24	MDC Instructor/Data Analyst	\$66,424	\$84,875	\$75,649	89.1304	87.8049
23	Specialists	\$63,969	\$81,738	\$72,854	89.1304	87.8049
22	Coordinator	\$57,582	\$73,577	\$65,580	89.1304	87.8049
21		\$55,886	\$71,410	\$63,648	89.1304	87.8049
20		\$53,927	\$68,907	\$61,417	89.1304	87.8049
19		\$51,969	\$66,404	\$59,187	89.1304	87.8049

