

Dairy Council of California
STATEMENTS OF NET POSITION
June 30, 2025 and 2024

ASSETS

<u>Current Assets:</u>	<u>2025</u>	<u>2024</u>	<u>Inc/(Dec)</u>
Cash and Checking	\$1,651,539	\$2,676,772	(\$1,025,233)
Investments - Short Term	850,761	374,373	476,388
Industry Assessments Receivable	83,065	117,248	(34,183)
Accrued Interest Receivable	24,026	24,502	(476)
Prepaid Expenses	60,051	33,508	26,543
Deposits	8,201	0	8,201
Materials Inventory	0	160,475	(160,475)
Total Current Assets	<u>2,677,643</u>	<u>3,386,878</u>	<u>(709,235)</u>
<u>Noncurrent Assets:</u>			
Property and Equipment, net	348,966	449,975	(101,009)
Building Lease Right of Use	780,230	431,385	348,845
Building Lease RoU Accum. Amort	(49,014)	(387,280)	338,266
Investments - Long Term	700,134	696,160	3,974
Total Noncurrent Assets	<u>1,780,316</u>	<u>1,190,240</u>	<u>590,076</u>
Deferred Outflows - Pensions	1,416,943	2,099,325	(682,382)
TOTAL ASSETS	<u>\$5,874,902</u>	<u>\$6,676,444</u>	<u>(\$801,541)</u>

LIABILITIES AND NET POSITION

<u>Current Liabilities:</u>			
Accounts Payable and Accrued Liabilities	\$116,995	\$234,121	(\$117,126)
Payroll Taxes and Benefits Payable	20,735	21,338	(603)
Credit Card Expenses	14,005	0	14,005
Accrued Salaries and Vacation	373,046	329,376	43,670
Total Current Liabilities	<u>524,781</u>	<u>584,835</u>	<u>(60,054)</u>
<u>Noncurrent Liabilities:</u>			
Deferred Pension Liabilities	2,603,188	3,083,964	(480,776)
Building Lease Payable	741,286	47,880	693,406
Total Liabilities	<u>3,869,255</u>	<u>3,716,679</u>	<u>152,576</u>
Deferred Inflows - Pensions	621,817	452,267	169,550
<u>Net Position:</u>			
Unrestricted	<u>1,383,829</u>	<u>2,507,497</u>	<u>(1,123,668)</u>
Total Liabilities and Net Position	<u>\$5,874,901</u>	<u>\$6,676,443</u>	<u>(\$801,542)</u>

Dairy Council of California
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
For the Period July 1, 2024 through June 30, 2025

	2023-2024 As of 6/30/2024	2024-2025 As of 6/30/2025	Budget As of 6/30/2025	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	\$6,408,501	\$6,161,151	\$6,401,397	(\$240,246)	96%
Sale of Materials	9,207	9,746	5,000	4,746	195%
Interest Income	141,388	116,919	80,000	36,919	146%
Other Income	0	26,954	24,000	2,954	100%
Unrealized Gain/(Loss) on Investments	618	5,363	(5,000)	10,363	-107%
Total Revenues	6,559,714	6,320,133	6,505,397	(185,264)	97%
Expenses:					
Nutrition & Industry Affairs (Sch I)	1,617,590	1,209,621	1,164,954	(44,667)	104%
Initiatives, Education and Engagement (Sch II)	2,627,566	2,363,540	2,370,359	6,819	100%
Operations (Sch III)	2,872,557	4,007,357	3,589,175	(418,182)	112%
Total Expenses	7,117,713	7,580,518	7,124,488	(456,030)	106%
Change in Net Assets	(\$557,999)	(\$1,260,385)	(\$619,091)	(\$641,294)	204%



Schedule I

Nutrition & Industry Affairs- Statement of Expenses

For the Period July 1, 2024 through June 30, 2025

6/30/2025

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Total Salaries	760,051	698,944	(61,107)	108.7%
Benefits & Payroll Taxes	197,089	190,945	(6,144)	103.2%
Total Personnel Costs	957,140	889,889	(67,251)	107.6%
DEPARTMENT COSTS				
Travel	28,674	31,000	2,326	92.5%
Nutrition Sciences & Trends	156,209	163,230	7,021	95.7%
Evaluation	27,083	30,000	2,917	90.3%
Industry Relations	23,578	27,710	4,132	85.1%
Development & Research	7,995	10,000	2,005	79.9%
Staff Development	8,943	13,125	4,182	68.1%
Department Total Costs	252,481	275,065	22,584	91.8%
TOTAL NIA EXPENSES	1,209,621	1,164,954	(44,667)	103.8%



Schedule II
Initiatives, Education and Engagement- Statement of Expenses

For the Period July 1, 2024 through June 30, 2025
6/30/2025

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Total Salaries	1,588,776	1,606,856	18,080	98.9%
Benefits & Payroll Taxes	446,002	433,113	(12,889)	103.0%
Total Personnel Costs	2,034,778	2,039,969	5,191	99.7%
DEPARTMENT COSTS				
Travel	44,789	41,400	(3,389)	108.2%
MDC	115,558	111,375	(4,183)	103.8%
LEH	62,305	70,000	7,695	89.0%
Staff Development	10,953	13,615	2,663	80.4%
LEH Resource Development	95,157	94,000	(1,157)	101.2%
Department Total Costs	328,762	330,390	1,628	99.5%
TOTAL IEE EXPENSES	2,363,540	2,370,359	6,819	99.7%



Schedule III

Operations - Statement of Expenses

For the Period July 1, 2024 through June 30, 2025

6/30/2025

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Total Salaries	1,387,433	1,392,544	5,111	99.6%
Benefits & Payroll Taxes	361,434	378,007	16,573	95.6%
Total Personnel Costs	1,748,866	1,770,551	21,685	98.8%
DEPARTMENT COSTS				
Admin /Accounting/HR	231,291	272,295	41,004	84.9%
Marketing	57,105	57,000	(105)	100.2%
Communications	52,944	49,000	(3,944)	108.0%
Travel	29,263	31,300	2,037	93.5%
Network Support / Web Maintenance	281,058	283,000	1,942	99.3%
Board Related	69,299	81,235	11,936	85.3%
Materials & Shipping Costs	267,772	130,300	(137,472)	205.5%
Miscellaneous Expense	164,858	52,950	(111,908)	311.3%
Unfunded Liability Paydown	631,156	260,000	(371,156)	242.8%
Operations	473,744	601,544	127,800	78.8%
Department Total Costs	2,258,491	1,818,624	(439,867)	124.2%
TOTAL OPS EXPENSES	4,007,357	3,589,175	(418,182)	111.7%



Schedule IV
Overhead Expenses

For the Period July 1, 2024 through June 30, 2025
6/30/2025

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Rent	15,565	137,450	121,885	11.3%
Utilities	4,050	4,200	150	96.4%
Insurance & Bonds	86,206	86,898	692	99.2%
Depreciation	170,299	157,196	(13,103)	108.3%
Marketing Branch	88,061	94,000	5,939	93.7%
Assessments Collection	21,800	21,800	-	100.0%
Property & Equipment	87,763	100,000	12,237	87.8%
TOTAL OH EXPENSES	473,744	601,544	127,800	78.8%