



Dairy Council of California
STATEMENTS OF NET POSITION

Oct 31, 2025 and 2024

ASSETS

	2025	2024	Inc/(Dec)
<u>Current Assets:</u>			
Cash and Checking	\$1,206,066	\$1,506,105	(\$300,039)
Investments - Short Term	1,252,750	900,741	352,009
Industry Assessments Receivable	51,289	148,077	(96,788)
Deposits	8,201	8,201	0
Accrued Interest Receivable	25,870	44,917	(19,047)
Prepaid Expenses	302,779	262,751	40,028
Materials Inventory	0	160,475	(160,475)
Total Current Assets	2,846,955	3,031,267	(184,312)
<u>Noncurrent Assets:</u>			
Property and Equipment, net	291,465	434,062	(142,597)
Building Lease Right of Use, net	731,216	44,105	687,111
Investments - Long Term	553,806	954,605	(400,799)
Total Noncurrent Assets	1,576,487	1,432,772	143,715
Deferred Outflows - Pensions	1,416,943	2,099,325	(682,382)
TOTAL ASSETS	\$5,840,385	\$6,563,364	(\$722,979)

LIABILITIES AND NET POSITION

<u>Current Liabilities:</u>			
Accounts Payable and Accrued Liabilities	\$38,976	\$65,655	(\$26,679)
Credit Card Liabilities	17,523	0	17,523
Payroll Taxes and Benefits Payable	24,462	44,504	(20,042)
Accrued Salaries and Vacation	403,561	354,806	48,755
Total Current Liabilities	484,522	464,965	19,557
<u>Noncurrent Liabilities:</u>			
Deferred Pension Liabilities	2,603,188	3,083,964	(480,776)
Building Lease Payable	741,286	47,880	693,406
Deferred Inflows - Pensions	621,817	452,267	169,550
Total Noncurrent Assets	3,966,291	3,584,111	382,180
TOTAL LIABILITIES	4,450,813	4,049,076	232,187
<u>Net Position:</u>			
Unrestricted	1,389,573	2,514,288	(1,124,715)
Total Liabilities and Net Position	\$5,840,386	\$6,563,364	(\$722,978)



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

	2024-2025 As of 10/31/2024	2025-2026 As of 10/31/2025	Budget As of 10/31/2025	Favorable (Unfavorable) Variance	% of Budget Expended
<u>Revenues:</u>					
Industry Assessments	\$2,077,077	\$2,135,086	\$2,091,123	\$43,963	102.1%
Sale of Materials	2,841	441	1,667	(1,226)	26.5%
Interest Income	63,522	33,414	33,833	(419)	98.8%
Unrealized Gain/(Loss) on Investments	9,814	5,662	(833)	6,495	-679.4%
Other Income-Miscellaneous	4,441	25,138	0	25,138	#DIV/0!
Total Revenues	2,157,695	2,199,741	2,125,790	73,951	103.5%
<u>Expenses:</u>					
Nutrition & Industry Affairs	321,580	395,663	438,464	42,801	90.2%
Initiatives, Education & Engagement	746,686	750,613	809,412	58,799	92.7%
Operations	1,271,389	1,052,722	1,149,126	96,404	91.6%
Total Expenses	2,339,655	2,198,998	2,397,002	198,004	91.7%
Change in Net Assets	(\$181,960)	\$743	(\$271,212)	\$271,955	-0.3%



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

For the Period July 1, 2025 through October 31, 2025

	2024-2025 As of 10/31/2024	2025-2026 As of 10/31/2025	Budget As of 10/31/2025	Favorable (Unfavorable) Variance	% of Budget Expended
PERSONNEL EXPENSES					
Total Salaries	\$223,358	\$287,236	\$267,425	(\$19,811)	107%
Benefits & Payroll Taxes	58,146	79,025	77,653	(1,372)	102%
TOTAL PERSONNEL COSTS	281,504	366,261	345,078	(21,183)	106.1%
DEPARTMENT EXPENSES					
Travel	7,802	8,570	11,667	3,097	73%
NS & Trends	14,119	8,764	46,627	37,863	19%
Evaluation	10,147	388	12,433	12,045	3%
Industry Relations	6,379	640	9,387	8,747	7%
Staff Development	1,629	3,495	5,273	1,778	66%
Health Sector	-	7,545	8,000	455	94%
DEPT COSTS TOTAL	40,076	29,402	93,386	63,984	31%
TOTAL NS DEPT EXPENSES	\$321,580	\$395,663	\$438,464	\$42,801	90%



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

	2024-2025 As of 10/31/2024	2025-2026 As of 10/31/2025	Budget As of 10/31/2025	Favorable (Unfavorable) Variance	% of Budget Expended
PERSONNEL EXPENSES					
Total Salaries	\$545,933	\$530,429	\$541,849	\$11,420	98%
Benefits & Payroll Taxes	145,697	151,177	156,160	4,983	97%
TOTAL PERSONNEL COSTS	691,630	681,606	698,009	16,403	98%
DEPARTMENT EXPENSES					
Travel	14,335	15,087	18,758	3,671	80%
Mobile Dairy Classroom	33,062	33,629	40,525	6,896	83%
Let's Eat Healty	1,362	15,873	24,611	8,738	64%
Staff Development	2,766	4,208	7,509	3,301	56%
Resource Content Development	3,531	210	20,000	19,790	1%
DEPT COSTS TOTAL	55,056	69,007	111,403	42,396	62%
TOTAL IEE DEPT EXPENSES	\$746,686	\$750,613	\$809,412	\$58,799	93%



SCHEDULE THREE
Dairy Council of California
Operations

STATEMENTS OF EXPENSES

For the Period July 1, 2025 through October 31, 2025

	2024-2025 As of 10/31/2024	2025-2026 As of 10/31/2025	Budget As of 10/31/2025	Favorable (Unfavorable) Variance	% of Budget Expended
PERSONNEL EXPENSES					
Total Salaries	\$488,465	\$443,508	\$437,974	(\$5,534)	101%
Benefits & Payroll Taxes	121,428	113,078	127,407	14,329	89%
TOTAL PERSONNEL COSTS	609,893	556,586	565,381	8,795	98%
DEPARTMENT EXPENSES					
Admin /Accounting/HR	93,699	112,432	103,680	(8,752)	108%
Marketing	6,095	33,425	40,000	6,575	84%
Communications	12,347	7,233	13,333	6,100	54%
Travel	8,409	5,742	12,004	6,262	48%
Network Support/Web Maintenance	87,841	75,553	68,767	(6,786)	110%
Board Related	358	115	27,508	27,393	0%
Materials & Shipping	34,570	28,216	48,667	20,451	58%
Unfunded Liability Paydown	86,667	86,667	86,667	(0)	100%
Operations	244,845	146,754	183,119	36,365	80%
DEPT COSTS TOTAL	574,831	496,137	583,745	87,608	85%
TOTAL OPS DEPT EXPENSES	\$1,184,724	\$1,052,723	\$1,149,126	\$96,403	92%



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

OH EXPENSES

	2024-2025 As of 10/31/2024	2025-2026 As of 10/31/2025	Budget As of 10/31/2025	Favorable (Unfavorable) Variance	% of Budget Expended
Rent	\$55,619	\$24,603	\$45,205	\$20,602	54.4%
Insurance & Bonds	30,153	24,313	33,789	9,476	72.0%
Depreciation	53,689	57,501	63,467	5,966	90.6%
Marketing Branch	29,400	33,070	32,333	(737)	102.3%
Assessments Collection	7,267	7,267	8,325	1,058	87.3%
	\$176,128	\$146,754	\$183,119	\$36,365	80%