Dairy Council of California

STATEMENTS OF NET POSITION

June 30, 2026 and 2025

ASSETS

Current Assets:	**2026**	**2025**	**Inc/(Dec)**
Cash and Checking	$1,672,575	$1,651,538	$21,037
Investments - Short Term	700,608	850,761	(150,153)
Industry Assessments Receivable	58,378	83,065	(24,687)
Accrued Interest Receivable	23,780	24,026	(246)
Prepaid Expenses	65,421	60,051	5,370
Deposits	8,201	8,201	0
Materials Inventory	0	0	0
Total Current Assets	**2,528,963**	**2,677,642**	**(148,679)**
Noncurrent Assets:			
Property and Equipment, net	176,582	348,966	(172,383)
Building Lease Right of Use	780,230	780,230	0
Building Lease RoU Accum. Amort	(49,014)	(49,014)	0
Investments - Long Term	946,612	700,134	246,478
Total Noncurrent Assets	**1,854,411**	**1,780,316**	**74,095**
Deferred Outflows - Pensions	1,416,943	1,416,943	0
TOTAL ASSETS	**$5,800,317**	**$5,874,901**	**($74,584)**

LIABILITIES AND NET POSITION

Current Liabilities:			
Accounts Payable and Accrued Liabilities	$99,623	$116,995	($17,372)
Payroll Taxes and Benefits Payable	39,354	20,735	18,619
Accrued Rent Expenses	43,926	0	43,926
Credit Card Expenses	11,466	14,005	(2,539)
Accrued Salaries and Vacation	379,510	373,046	6,464
Total Current Liabilities	**573,879**	**524,781**	**49,098**
Noncurrent Liabilities:			
Deferred Pension Liabilities	2,603,188	2,603,188	0
Building Lease Payable	741,286	741,286	0
Total Liabilities	3,918,353	3,869,255	49,098
Deferred Inflows - Pensions	621,817	621,817	0
Net Position:			
Unrestricted	**1,260,147**	**1,383,829**	**(123,682)**
Total Liabilities and Net Position	**$5,800,317**	**$5,874,901**	**($74,584)**

Dairy Council of California

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

For the Period July 1, 2025 through June 30, 2026

	2024-2025 As of 6/30/2025	2025-2026 As of 6/30/2026	Budget As of 6/30/2026	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	$6,274,788	$6,446,925	$6,273,369	$173,556	103%
Sale of Materials	9,746	1,011	5,000	(3,989)	20%
Interest Income	148,990	97,546	101,500	(3,954)	96%
Other Income	9,344	25,138	0	25,138	100%
Unrealized Gain/(Loss) on Investments	5,363	(3,675)	(2,500)	(1,175)	147%
Total Revenues	**6,448,231**	**6,566,945**	**6,377,369**	**189,576**	**103%**
Expenses:					
Nutrition & Industry Affairs (Sch I)	1,209,621	1,342,315	1,315,393	(26,922)	102%
Initiatives, Education and Engagement (Sch II)	2,363,540	2,171,331	2,428,236	256,905	89%
Operations (Sch III)	3,464,624	3,181,981	3,447,377	265,396	92%
Total Expenses	**7,037,785**	**6,695,627**	**7,191,006**	**495,379**	**93%**
Change in Net Assets	**($589,554)**	**($128,682)**	**($813,637)**	**$684,955**	**16%**

DAIRY COUNCIL OF CALIFORNIA — EST. 1919 —

Schedule I

Nutrition & Industry Affairs- Statement of Expenses

For the Period July 1, 2025 through June 30, 2026

06/30/26

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Total Salaries	867,225	802,276	(64,949)	108.1%
Benefits & Payroll Taxes	254,840	232,959	(21,881)	109.4%
Total Personnel Costs	**1,122,065**	**1,035,235**	**(86,830)**	**108.4%**
DEPARTMENT COSTS				
Travel	27,088	35,000	7,912	77.4%
Nutrition Sciences & Trends	130,425	136,630	6,205	95.5%
Evaluation	3,268	27,034	23,766	12.1%
Industry Relations	19,690	28,160	8,470	69.9%
Staff Development	13,107	15,818	2,711	82.9%
Health Sector	9,262	15,600	6,338	59.4%
Independent Contractors	17,410	21,916	4,506	79.4%
Department Total Costs	**220,250**	**280,158**	**59,908**	**78.6%**
TOTAL NIA EXPENSES	**1,342,315**	**1,315,393**	**(26,922)**	**102.0%**

DAIRY COUNCIL OF CALIFORNIA
— EST. 1919 —

Schedule II

Initiatives, Education and Engagement- Statement of Expenses

For the Period July 1, 2025 through June 30, 2026

06/30/26

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Total Salaries	1,507,373	1,625,547	118,174	92.7%
Benefits & Payroll Taxes	445,806	468,480	22,674	95.2%
Total Personnel Costs	**1,953,179**	**2,094,027**	**140,848**	**93.3%**
DEPARTMENT COSTS				
Travel	44,468	56,273	11,805	79.0%
Mobile Dairy Classroom	101,421	121,375	19,954	83.6%
Initiatives & Engagement	26,121	71,352	45,231	36.6%
Staff Development	16,280	22,527	6,247	72.3%
Resource Content Development	20,956	43,500	22,544	48.2%
Independent Contractors	8,907	19,182	10,275	46.4%
Department Total Costs	**218,153**	**334,209**	**116,056**	**65.3%**
TOTAL IEE EXPENSES	**2,171,332**	**2,428,236**	**256,904**	**89.4%**

DAIRY COUNCIL OF CALIFORNIA — EST. 1919 —

Schedule III

Operations - Statement of Expenses

For the Period July 1, 2025 through June 30, 2026

06/30/26

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Total Salaries	1,337,852	1,313,922	(23,930)	101.8%
Benefits & Payroll Taxes	354,611	382,220	27,609	92.8%
Total Personnel Costs	**1,692,463**	**1,696,142**	**3,679**	**99.8%**
DEPARTMENT COSTS				
Admin /Accounting/HR	228,621	256,040	27,419	89.3%
Marketing	63,545	120,000	56,455	53.0%
Communications	42,593	40,000	(2,593)	106.5%
Travel	25,239	36,013	10,774	70.1%
Network Support / Web Maintenance	205,000	206,300	1,300	99.4%
Board Related	69,452	82,525	13,073	84.2%
Materials & Shipping Costs	89,025	146,000	56,975	61.0%
Independent Contractors	20,596	55,000	34,404	37.4%
Unfunded Liability Paydown	260,000	260,000	0	100.0%
Operations	485,447	549,357	63,910	88.4%
Department Total Costs	**1,489,518**	**1,751,235**	**261,717**	**85.1%**
TOTAL OPS EXPENSES	**3,181,981**	**3,447,377**	**265,396**	**92.3%**

DAIRY COUNCIL OF CALIFORNIA
— EST. 1919 —

Schedule IV
Overhead Expenses

For the Period July 1, 2025 through June 30, 2026
06/30/26

	YTD ACTUAL	ANNUAL BUDGET	BUDGET REMAINING	% OF BUDGET EXPENDED
EXPENSES				
Rent	135,614	135,614	-	100.0%
Insurance & Bonds	62,178	101,366	39,188	61.3%
Depreciation	172,383	190,402	18,019	90.5%
Marketing Branch	90,296	97,000	6,704	93.1%
Assessments Collection	24,975	24,975	-	100.0%
TOTAL OH EXPENSES	**485,446**	**549,357**	**63,911**	**88.4%**

Dairy Council of California
Cash & Investments
As of June 30, 2026 and 2025

Description	Expected % Yield	6/30/2026	% Tot Invest	6/30/2025	% Tot Invest
U.S. Bank Depository	0.01%	$ 540,050	16%	$ 237,483	7%
U.S. Bank Payroll	0.01%	188,367	6%	230,234	7%
U.S. Bank Disbursements	0.01%	165,039	5%	202,432	6%
LAIF	3.92%	524,746	16%	700,473	22%
Schwab Checking	0.01%	254,373	8%	280,916	9%
TOTAL CASH		**$1,672,575**		**$1,651,539**	
	Short Term	700,608	21%	$ 850,761	27%
	Long Term	946,612	29%	$ 700,134	22%
TOTAL CASH & INVESTMENTS		**3,319,795**	**100%**	**3,202,433**	**100%**

CD Holder	Int Rate	Current Value	Current Value
CD, Synchrony Bank due November 28, 2025	4.40%		**250,064**
CD, Morgan Stanley due Jan 12, 2026	4.90%		**250,812**
CD, Goldman Sachs due Feb 11, 2026	4.20%		**149,834**
CD, Bank of America due June 18, 2026	4.30%		**200,052**
CD, Goldman Sachs due July 7, 2026	4.00%	**150,002**	**149,623**
CD, Live Oak Banking due September 8, 2026	4.25%	**250,196**	**250,237**
CD, American Express due January 22, 2027	4.15%	**150,160**	**150,029**
CD, NBH Bank due February 8, 2027	4.20%	**150,251**	**150,245**
CD, Morgan Stanley due July 16, 2027	4.00%	**249,827**	
CD, Wells Fargo Bank			

due September 7, 2027	3.70%	**199,201**
CD, Ally Bank due December 6, 2027	3.75%	**248,682**
CD, City National Bank due February 14, 2028	3.75%	**248,902**