Dairy Council of California

STATEMENTS OF NET POSITION

Sep 30, 2026 and 2025

ASSETS

Current Assets:	**2026**	**2025**	**Inc/(Dec)**
Cash and Checking	$1,347,281	$1,260,508	$86,773
Investments - Short Term	549,517	1,253,067	(703,550)
Industry Assessments Receivable	33,667	(13,378)	47,045
Deposits	8,201	8,201	0
Accrued Interest Receivable	19,853	26,696	(6,843)
Prepaid Expenses	323,687	316,536	7,151
Materials Inventory	0	0	0
Total Current Assets	**2,282,206**	**2,851,630**	**(569,424)**
Noncurrent Assets:			
Property and Equipment, net	200,470	305,826	(105,355)
Building Lease Right of Use, net	731,216	731,216	0
Investments - Long Term	1,343,601	553,660	789,941
Total Noncurrent Assets	**2,275,287**	**1,590,702**	**684,586**
Deferred Outflows - Pensions	1,416,943	1,416,943	0
TOTAL ASSETS	**$5,974,436**	**$5,859,275**	**$115,162**

LIABILITIES AND NET POSITION

Current Liabilities:			
Accounts Payable and Accrued Liabilities	$37,169	$31,356	$5,813
Credit Card Liabilities	11,994	18,766	(6,772)
Accrued Rent Expenses	55,926	0	55,926
Payroll Taxes and Benefits Payable	38,898	23,706	15,192
Accrued Salaries and Vacation	402,625	397,771	4,854
Total Current Liabilities	**546,612**	**471,599**	**75,013**
Noncurrent Liabilities:			
Deferred Pension Liabilities	2,603,188	2,603,188	0
Building Lease Payable	741,286	741,286	0
Deferred Inflows - Pensions	621,817	621,817	0
Total Noncurrent Assets	**3,966,291**	**3,966,291**	**0**
TOTAL LIABILITIES	**4,512,903**	**4,437,890**	**75,013**
Net Position:			
Unrestricted	1,461,535	1,421,384	40,151
Total Liabilities and Net Position	**$5,974,438**	**$5,859,274**	**$115,164**

Dairy Council of California

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

For the Period July 1, 2026 through September 30, 2026

	2025-2026 As of 9/30/2025	2026-2027 As of 9/30/2026	Budget As of 9/30/2026	Favorable (Unfavorable) Variance	% of Budget Expended
Revenues:					
Industry Assessments	$1,616,813	$1,713,208	$1,725,000	$11,792	99.3%
Sale of Materials	391	369	500	131	73.8%
Interest Income	26,771	23,345	22,500	(845)	103.8%
Unrealized Gain/(Loss) on Investments	5,832	(4,103)	750	4,853	-547.1%
Other Income-Miscellaneous	25,138	312	0	(312)	#DIV/0!
Total Revenues	**1,674,945**	**1,733,131**	**1,748,750**	**15,619**	**99.1%**
Expenses:					
Nutrition & Industry Affairs	301,454	318,451	366,269	47,818	86.9%
Initiatives, Education & Engagement	547,543	436,041	481,911	45,870	90.5%
Operations	793,393	777,252	900,796	123,544	86.3%
Total Expenses	**1,642,390**	**1,531,744**	**1,748,976**	**217,232**	**87.6%**
Change in Net Assets	**$32,555**	**$201,387**	**($226)**	**$201,613**	**-89109.3%**

SCHEDULE ONE

Dairy Council of California

Nutrition & Industry Affairs

STATEMENTS OF EXPENSES

For the Period July 1, 2026 through September 30, 2026

	2025-2026 As of 9/30/2025	2026-2027 As of 9/30/2026	Budget As of 9/30/2026	Favorable (Unfavorable) Variance	% of Budget Expended
PERSONNEL EXPENSES					
Total Salaries	$215,647	$219,345	$237,226	$17,881	92%
Benefits & Payroll Taxes	59,231	76,170	74,598	(1,572)	102%
TOTAL PERSONNEL COSTS	**274,878**	**295,515**	**311,824**	**16,309**	**94.8%**
DEPARTMENT EXPENSES					
Travel	5,842	1,401	3,750	2,349	37%
NS & Trends	7,965	332	7,775	7,443	4%
Evaluation	338	4,120	4,750	630	87%
Industry Relations	3,300	1,023	9,734	8,711	11%
Memberships, Conferences, &	3,131	5,701	10,287	4,586	55%
Resource Development	-	8	6,663	6,655	0%
Independent Contractors	-	10,350	9,000	(1,350)	115%
Health Sector	6,000	-	2,488	2,488	0%
DEPT COSTS TOTAL	**26,576**	**22,935**	**54,447**	**31,512**	**42%**
TOTAL NS DEPT EXPENSES	**$301,454**	**$318,450**	**$366,271**	**$47,821**	**87%**

SCHEDULE TWO

Dairy Council of California

Initiatives, Education & Engagement

STATEMENTS OF EXPENSES

For the Period July 1, 2026 through September 30, 2026

	2025-2026 As of 9/30/2025	2026-2027 As of 9/30/2026	Budget As of 9/30/2026	Favorable (Unfavorable) Variance	% of Budget Expended
PERSONNEL EXPENSES					
Total Salaries	$398,011	$315,703	$321,918	$6,215	98%
Benefits & Payroll Taxes	113,392	89,470	101,208	11,738	88%
TOTAL PERSONNEL COSTS	**511,403**	**405,173**	**423,126**	**17,953**	**96%**
DEPARTMENT EXPENSES					
Travel	12,737	3,071	6,750	3,679	45%
Mobile Dairy Classroom	17,305	21,276	28,575	7,299	74%
Initiatives & Engagement	2,660	153	8,500	8,347	2%
Memberships, Conferences, & Staff Dev.	3,474	5,018	9,983	4,965	50%
Independent Contractors	-	1,350	4,978	3,628	27%
Resource Content Development	(36)	-	-	-	-
DEPT COSTS TOTAL	**36,140**	**30,868**	**58,786**	**27,918**	**53%**
TOTAL IEE DEPT EXPENSES	**$547,543**	**$436,041**	**$481,912**	**$45,871**	**90%**

SCHEDULE THREE

Dairy Council of California

Operations

STATEMENTS OF EXPENSES

For the Period July 1, 2026 through September 30, 2026

	2025-2026 As of 9/30/2025	2026-2027 As of 9/30/2026	Budget As of 9/30/2026	Favorable (Unfavorable) Variance	% of Budget Expended
PERSONNEL EXPENSES					
Total Salaries	$335,516	$321,596	$344,082	$22,486	93%
Benefits & Payroll Taxes	86,634	91,872	107,432	15,560	86%
TOTAL PERSONNEL COSTS	**422,150**	**413,468**	**451,514**	**38,046**	**92%**
DEPARTMENT EXPENSES					
Admin /Accounting/HR	97,805	59,122	63,119	3,997	94%
Marketing	9,229	16,488	22,500	6,012	73%
Communications	4,616	9,460	10,000	540	95%
Travel	5,447	1,962	5,138	3,176	38%
Network Support/Web Maintenance	57,933	36,395	91,825	55,430	40%
Board Related	84	0	24,322	24,322	0%
Materials & Shipping	21,964	29,162	24,938	(4,224)	117%
Unfunded Liability Paydown	65,000	75,963	75,963	0	100%
Memberships, Conferences, & Staff Dev.	-	1,390	2,902	1,512	48%
Independent Contractors	-	934	6,250	5,316	15%
Operations	109,167	132,908	122,328	(10,580)	109%
DEPT COSTS TOTAL	**371,245**	**363,784**	**449,285**	**85,501**	**81%**
TOTAL OPS DEPT EXPENSES	**$793,395**	**$777,252**	**$900,799**	**$123,547**	**86%**

SCHEDULE FOUR
Dairy Council of California
OVERHEAD
STATEMENTS OF EXPENSES
For the Period July 1, 2026 through September 30, 2026

	2025-2026 As of 9/30/2025	2026-2027 As of 9/30/2026	Budget As of 9/30/2026	Favorable (Unfavorable) Variance	% of Budget Expended
OH EXPENSES					
Rent	$16,402	$37,341	$35,785	($1,556)	104.3%
Insurance & Bonds	19,662	18,607	19,557	950	95.1%
Depreciation	43,140	44,295	35,992	(8,303)	123.1%
Marketing Branch	24,512	26,421	24,750	(1,671)	106.8%
Assessments Collection	5,450	6,244	6,244	0	100.0%
	$109,166	**$132,908**	**$122,328**	**($10,580)**	**109%**

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

Description	Expected % Yield	9/30/2026	% Tot Invest	9/30/2025	% Tot Invest
U.S. Bank Depository	0.01%	$ 328,804	10%	$ 344,022	11%
U.S. Bank Payroll	0.01%	225,747	7%	171,540	6%
U.S. Bank Disbursements	0.01%	236,358	7%	189,470	6%
LAIF	3.97%	529,868	16%	508,147	17%
Schwab Checking	0.01%	26,505	1%	47,330	2%
TOTAL CASH		**$1,347,282**		**$1,260,508**	
	Short Term	549,517	17%	$ 1,253,067	41%
	Long Term	1,343,601	41%	$ 553,660	18%
TOTAL CASH & INVESTMENTS		**3,240,399**	**100%**	**3,067,235**	**100%**

CD Holder	Int Rate	Current Value	Current Value
CD, Synchrony Bank due November 28, 2025	4.40%		**250,135**
CD, Morgan Stanley due January 12, 2026	4.90%		**250,653**
CD, Goldman Sachs due February 11, 2026	4.20%		**150,108**
CD, Bank of America due June 18, 2026	4.30%		**200,665**
CD, Goldman Sachs due July 7, 2026	4.00%		**150,233**
CD, Live Oak Banking due September 8, 2026	4.25%		**251,272**
CD, American Express due January 22, 2027	4.15%	**149,990**	**150,871**
CD, NBH Bank due February 8, 2027	4.20%	**150,085**	**151,128**
CD, Morgan Stanley due July 16, 2027	4.00%	**249,442**	**251,661**
CD, Wells Fargo			

due Sept 7, 2027	3.70%	**198,986**
CD, Ally Bank due Dec 6, 2027	3.75%	**248,272**
CD, City National Bank due Feb 14, 2027	3.85%	**248,196**
CD, BMW Bank due July 10, 2028	4.25%	**248,922**
CD, Sallie Mae due July 31, 2028	4.30%	**149,423**
CD, Ally Bank due Sep 25, 2028	4.50%	**249,803**