

Texas Wine and Grape Growers Association, Inc.

Comparison

For the Four Months Ended April 30, 2021

	YTD 2021 Actual	YTD 2020 Actual	YTD 2019 Actual
Income			
Member Dues			
Vineyard & Winery Dues	\$29,700	\$30,800	\$34,600
Consumer, Media, Vendor Dues	\$19,255	\$9,670	\$11,735
Total Dues Revenue	\$48,955	\$40,470	\$46,335
Event Revenues			
Lone Star International	\$1,200	\$4,134	\$0
Grape Camp	\$0	\$0	\$0
Newsome Grape Camp	\$800	\$1,150	\$4,400
Annual Conference	\$58,420	\$193,269	\$162,911
Total Event Revenues	\$60,420	\$198,553	\$167,311
Total Income	\$109,375	\$239,023	\$213,646
Expenses			
Salaries & Wages	\$18,670	\$41,344	\$32,061
Payroll Tax Expense	\$1,479	\$3,340	\$3,405
Employee Benefits Expense	\$0	\$309	\$768
Legal Fees	\$2,734	\$5,395	\$5,072
Accounting Fees	\$965	\$0	\$0
Lobbying Fees	\$23,750	\$21,000	\$17,250
Insurance - Property, Casualty & Liability	\$320	\$487	\$2,340
Property Tax	\$0	\$97	\$24
Telephone	\$642	\$789	\$1,189
Printing and Reproduction	\$0	\$7,166	\$8,040
Bank & Credit Card Processing Fees	\$3,394	\$9,328	\$7,302
Postage and Delivery	\$333	\$473	\$356
Dues and Subscriptions	\$2,570	\$2,220	\$2,888
Equipment Rentals & Repairs	\$241	\$18,719	\$30,203
Software & Email Usage Fees	\$5,103	\$4,506	\$6,657
Conference Fees	\$36,125	\$6,102	\$11,964
Auto Mileage & Allowance	\$352	\$1,683	\$297
Accommodations & Lodging	\$298	\$18,940	\$13,823
Entertainment - Meals	\$276	\$550	\$3,103
Event Supplies	\$0	\$9,444	\$10,311
Facilities Rent & Storage	\$0	\$900	\$11,500
Awards/Plaques	\$0	\$9	\$0
Food and Beverage	\$2,200	\$96,254	\$115,446
Miscellaneous	\$4,218	\$3,540	\$17,300
Professional Development	\$0	\$0	\$300
Advertising/Marketing	\$2,091	\$3,857	\$392
Contingency on VC	\$0	\$0	\$0
Total Expenses	\$105,761	\$256,451	\$301,989
Net Income	\$3,614	-\$17,428	-\$88,343