

# Management Report

Texas Wine and Grape Growers Association, Inc.  
For the period ended December 31, 2021



Prepared on  
January 27, 2022

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# Profit and Loss

January - December 2021

	<b>Total</b>
<b>INCOME</b>	
1040 PPP Loan Proceeds	30,800.00
4000 Membership Dues	
4002 Friend	5,015.00
4004 Professional	25,410.00
4008 Small Commercial Vineyard	21,300.00
4010 Small Commercial Winery	23,300.00
4012 Large Commercial Vineyard	6,100.00
4014 Large Commercial Winery	3,550.00
4016 Medium Commercial Vineyard	5,550.00
4018 Medium Commercial Winery	12,800.00
4030 Vendor Dues	600.00
4040 Student, Media, University Dues	340.00
<b>Total 4000 Membership Dues</b>	<b>103,965.00</b>
4200 Event Revenues	
4210 Sponsorship	
4211 Sponsorship - GC	14,870.00
4215 Sponsorships VC	22,375.00
<b>Total 4210 Sponsorship</b>	<b>37,245.00</b>
4220 Exhibitor	
4221 Exhibitor - GC	11,385.00
4224 Exhibitor Fees - VC	9,100.00
<b>Total 4220 Exhibitor</b>	<b>20,485.00</b>
4230 Registration and Entries	
4231 Registration and Entries - GC	57,936.00
4232 Registration and Entries - LSIWC	67,950.00
4233 Registration and Entries - AC	20,325.00
4234 Virtual Conference Sessions	23,465.00
4235 Virtual Sessions - Instant Replay	6,330.00
<b>Total 4230 Registration and Entries</b>	<b>176,006.00</b>
4240 Food and Beverage	
4241 Food and Beverage - GC	11,821.02
4243 Food and Beverage - AC	1,985.00
<b>Total 4240 Food and Beverage</b>	<b>13,806.02</b>
4250 Auctions	300.00
<b>Total 4200 Event Revenues</b>	<b>247,842.02</b>
4500 Other Revenues	
4990 Other Services	0.03
<b>Total 4500 Other Revenues</b>	<b>0.03</b>
<b>Total Income</b>	<b>382,607.05</b>
<b>GROSS PROFIT</b>	<b>382,607.05</b>
<b>EXPENSES</b>	

	<b>Total</b>
6010 Salaries & Wages	
Taxes	378.52
Wages	4,667.28
<b>Total 6010 Salaries &amp; Wages</b>	<b>5,045.80</b>
6015 Contract Labor	3,710.00
6024 Legal Fees	6,583.43
6026 Accounting Fees	965.00
6028 Lobbying Fees	73,000.00
6030 Insurance - Property, Casualty & Liability	2,403.20
6039 Property Tax	93.97
6051 Telephone	1,827.92
6060 Printing and Reproduction	5,607.26
6150 Bank & Credit Card Processing Fees	11,090.68
6160 Postage and Delivery	2,239.12
6180 Dues and Subscriptions	3,120.00
6200 Office Supplies	454.74
6230 Equipment Rentals & Repairs	545.00
6240 Software & Email Usage Fees	18,710.94
6245 Virtual Conference Fees	35,376.00
6252 Software App Development	6,519.50
6300 Travel - Air & Train	7,630.95
6310 Auto Mileage & Allowance	957.12
6350 Accommodations & Lodging	416.82
6385 Entertainment - Meals	5,925.86
6400 Event Supplies	2,689.82
6405 Audio Visual	2,025.40
6500 Facilities Rent & Storage	14,070.80
6700 Food and Beverage	16,717.92
6760 Wine	4,474.44
6805 Management Fees	7,200.00
6950 Advertising/Marketing	4,090.91
7000 Ask My Accountant	25.00
Payroll Expenses	
Taxes	5,937.03
Wages	77,135.25
<b>Total Payroll Expenses</b>	<b>83,072.28</b>
<b>Total Expenses</b>	<b>326,589.88</b>
<b>NET OPERATING INCOME</b>	<b>56,017.17</b>
<b>OTHER INCOME</b>	
7010 Interest Income	2.76
<b>Total Other Income</b>	<b>2.76</b>
<b>NET OTHER INCOME</b>	<b>2.76</b>
<b>NET INCOME</b>	<b>\$56,019.93</b>

# Balance Sheet

As of December 31, 2021

	Total
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
1010 Cash in Bank - WF Operating	65,658.99
1025 Cash in Bank -Frost Operating	40,318.38
1030 Cash in Bank - Frost Reserve MM	5,531.59
<b>Total Bank Accounts</b>	<b>111,508.96</b>
<b>Other Current Assets</b>	
1580 Prepaid Expenses	4,750.00
<b>Total Other Current Assets</b>	<b>4,750.00</b>
<b>Total Current Assets</b>	<b>116,258.96</b>
<b>Fixed Assets</b>	
1600 Computers and equipment	9,593.04
1601 Furniture & fixtures	3,000.00
1700 Accumulated depreciation	-12,593.04
<b>Total Fixed Assets</b>	<b>0.00</b>
<b>TOTAL ASSETS</b>	<b>\$116,258.96</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Credit Cards</b>	
2007 CC-AMEX	-8,616.16
CC-AMEX 1001	8,616.16
<b>Total 2007 CC-AMEX</b>	<b>0.00</b>
<b>Total Credit Cards</b>	<b>0.00</b>
<b>Other Current Liabilities</b>	
2200 Payroll Liabilities	
2201 Federal Taxes (941/944)	1,978.54
2202 TX Unemployment Tax	11.50
<b>Total 2200 Payroll Liabilities</b>	<b>1,990.04</b>
<b>Total Other Current Liabilities</b>	<b>1,990.04</b>
<b>Total Current Liabilities</b>	<b>1,990.04</b>
<b>Total Liabilities</b>	<b>1,990.04</b>
<b>Equity</b>	
3010 Retained Earnings	58,248.99
Net Income	56,019.93
<b>Total Equity</b>	<b>114,268.92</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$116,258.96</b>