

**Mendocino WineGrowers, Inc.**  
**Balance Sheet 31 Oct 2020**

	<u>31-Oct-20</u>	<u>31-Oct-19</u>	<u>% Change</u>
<b>Assets:</b>			
Checking Account	\$132,554.41	\$145,246.53	
<b>Total Assets</b>	<b>\$132,554.41</b>	<b>\$145,246.53</b>	<b>(\$12,692.12)</b>
<b>Liabilities:</b>			
Credit Card	\$0.00	\$243.06	
Payroll	\$1,776.17	\$1,790.42	
<b>Total Current Liabilities</b>	<b>\$1,776.17</b>	<b>\$2,033.48</b>	<b>(\$257.31)</b>
<b>Equity:</b>			
Unrestricted Net Assets	\$99,469.29	\$114,664.00	
Net Income	\$31,308.95	\$28,549.05	
<b>Total Equity</b>	<b>\$130,778.24</b>	<b>\$143,213.05</b>	<b>(\$12,434.81)</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$132,554.41</b>	<b>\$145,246.53</b>	<b>(\$12,692.12)</b>

**Profit/Loss**  
**YTD 31 Oct 2020**

<b>Income:</b>	<u><b>31-Oct-20</b></u>	<u><b>31-Oct-19</b></u>	<u><b>Change</b></u>
Grower Dues	\$47,572.20	\$50,551.10	
Winery Dues	\$71,664.65	\$71,591.90	
Associate Dues	\$20,000.00	\$17,750.00	
Hospitality Partners	\$1,700.00	\$1,400.00	
Event Income	\$6,730.00	\$68,635.53	
SBA PPP Funding	\$17,517.00	\$0.00	
Other Income - Maps	(\$2,438.22)	\$0.00	
Membership Development	\$148.47	(\$335.17)	
Whole Foods	\$0.00	(\$1,155.70)	
Other Income	\$0.00	\$32.77	
<b>Total Income</b>	<u><b>\$162,894.10</b></u>	<u><b>\$208,470.43</b></u>	<b>(\$45,576.33)</b>
<b>Expenses:</b>			
Payroll Expense	\$81,873.19	\$80,134.28	
Accounting	\$7,325.00	\$7,390.00	
Bank Fees	\$110.51	\$102.34	
Insurance	\$3,188.00	\$4,174.00	
Legal Fees	\$1,225.00	\$0.00	
Marketing/Public Relations	\$20,538.76	\$20.00	
Seminars/Economic Summit	\$0.00	\$6,755.28	
Newsletter	\$0.00	\$3,471.68	
Computer/Website	\$2,320.95	\$8,918.73	
Office Supplies	\$348.13	\$532.44	
Organizational Development	\$247.56	\$4,605.09	
Postage	\$655.75	\$650.98	
Rent	\$4,500.00	\$4,500.00	
Telephone & Communications	\$540.00	\$540.00	
Appelation Support	\$1,000.00	\$2,000.00	
Travel	\$726.76	\$100.70	
Events	\$6,878.99	\$55,991.29	
Other	\$106.55	\$34.57	
<b>Total Expenses</b>	<u><b>\$131,585.15</b></u>	<u><b>\$179,921.38</b></u>	<b>(\$48,336.23)</b>
<b>Net Income</b>	<u><b>\$31,308.95</b></u>	<u><b>\$28,549.05</b></u>	<b>\$2,759.90</b>