



Mendocino WineGrowers, Inc.
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**Board Meeting
MENDOCINO WINEGROWERS INC.
ZOOM MEETING – 10AM
November 5, 2020
MWI 2020 Annual Meeting**

- 1) Call to Order Hoss
Hoss called the meeting to order at 10:08am
- 2) Establish Quorum
Over 30 MWI members were in attendance via ZOOM
- 3) Approve 2019 General Membership Meeting Minutes

The minutes from the November 15, 2019 meeting were distributed.

A motion was made by Maria Martinson to approve the minutes and seconded by Anna Bueselinck. It was unanimously decided:

THAT, the minutes from the November 15, 2019 meeting were approved.

- 4) Finance Report:

Bernadette distributed financials from October 31, 2020.

MWI Treasurer Bree commented:

Given the challenges of 2020, our finances are sound. Overall, our balance sheet shows a decline of approx. \$12,700 (or 9%) from 2019.

With regards to our P&L... Membership dues continue to be a key piece of our overall income. Event income has also been an important piece of our annual income. Unfortunately, the COVID situation pretty much shut down that funding source this year. Bernadette, however, was able to obtain some PPP funding to help cover the cost of her salary. That funding provided a partial offset to the loss of event income. Overall, our income was about 22% less than last year.

Expense-wise, we recast our budget early in the year when it became clear that we would have to pencil out any event income. We carefully reviewed our original budget and made cuts where we could. Overall, we were able to decrease our expenses by approx. 27%.

Income went down 22% and expenses went down 27%. The result is that our 2020 net income was a bit higher than last year (around \$2800).

After a brief discussion on financials:

A motion was made by Anna Bueselinck to approve the Financial Report from October 31, 2020. The motion was seconded by Mike Lucia. It was unanimously decided:

THAT, the Financial Report from October 31, 2020 was approved.

- 5) 2020 Highlights
President Hoss Milone presented the highlights of 2020, and the challenges of 2020 for MWI.
- 6) PR Update – 360viewPR
360viewPR principals Michelle Rodriguez and Tiziano Vannoni presented on the PR accomplishments and projects since their contract started June 1st, 2020.
- 7) 2021 Projections
President Hoss Milone outlined some goals for MWI in 2021.

Before the meeting adjourned, grower member Michael Percherer volunteered to fill the vacant grower director seat for 2021/2022 and was welcomed to the MWI board of directors.

- 8) Meeting adjourned – 10:50am