

**Mendocino WineGrowers, Inc.**  
**Balance Sheet 31 Oct 2021**

	<u>31-Oct-21</u>	<u>31-Oct-20</u>	<u>\$ Change</u>
<b>Assets:</b>			
Checking Account	\$126,266.58	\$132,804.41	
Fixed Assets	\$2,954.21	\$0.00	
<b>Total Assets</b>	<b><u>\$129,220.79</u></b>	<b><u>\$132,804.41</u></b>	<b><u>(\$3,583.62)</u></b>
<b>Liabilities:</b>			
Credit Card	\$0.00	\$0.00	
Payroll	\$1,645.51	\$1,776.17	
<b>Total Current Liabilities</b>	<b><u>\$1,645.51</u></b>	<b><u>\$1,776.17</u></b>	
<b>Equity:</b>			
Unrestricted Net Assets	\$79,295.17	\$99,469.29	
Net Income	\$48,280.11	\$31,558.95	
<b>Total Equity</b>	<b><u>\$127,575.28</u></b>	<b><u>\$131,028.24</u></b>	
<b>Total Liabilities &amp; Equity</b>	<b><u>\$129,220.79</u></b>	<b><u>\$132,804.41</u></b>	<b><u>(\$3,583.62)</u></b>

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

<b>Ordinary Income:</b>	<u><b>31-Oct-21</b></u>	<u><b>31-Oct-20</b></u>	<u><b>\$Change</b></u>
Grower Dues	\$38,221.50	\$47,572.20	
Winery Dues	\$70,670.43	\$71,664.65	
Associate Dues	\$20,500.00	\$20,000.00	
Hospitality Partners	\$1,700.00	\$1,700.00	
Event Income/(Loss)	\$7,595.14	\$101.01	
Other Income - Maps	\$0.00	(\$2,438.22)	
Membership Development	\$0.00	\$148.47	
	<u>\$138,687.07</u>	<u>\$138,748.11</u>	
<b>Other Income:</b>			
SBA PPP Funding	\$19,310.00	\$17,517.00	
CA Relief Grant	\$15,000.00	\$0.00	
<b>Total Income</b>	<u><u><b>\$172,997.07</b></u></u>	<u><u><b>\$156,265.11</b></u></u>	<b>\$16,731.96</b>
<b>Expenses:</b>			
Payroll Expense	\$76,209.59	\$81,873.19	
Accounting	\$11,740.00	\$7,325.00	
Appelation Support	\$0.00	\$1,000.00	
Bank Fees	\$344.53	\$110.51	
Computer - Subscriptions	\$1,648.19	\$352.97	
Computer - Website	\$655.00	\$1,967.98	
Donations/Contributions	\$250.00	\$0.00	
Insurance	\$3,580.00	\$3,188.00	
Legal Fees	\$0.00	\$1,225.00	
Marketing/Public Relations	\$15,775.47	\$20,538.76	
Meetings	\$58.78	\$71.55	
Newsletter	\$145.89	\$0.00	
Office Supplies	\$319.18	\$348.13	
Organizational Development	\$175.00	\$247.56	
Postage	\$517.53	\$655.75	
Rent	\$4,500.00	\$4,500.00	
Social Media	\$8,257.80	\$0.00	
Taxes	\$0.00	\$35.00	
Telephone & Communications	\$540.00	\$540.00	
Travel	\$0.00	\$726.76	
<b>Total Expenses</b>	<u><u><b>\$124,716.96</b></u></u>	<u><u><b>\$124,706.16</b></u></u>	<b>\$10.80</b>
<b>Net Income/(Loss)</b>	<u><u><b>\$48,280.11</b></u></u>	<u><u><b>\$31,558.95</b></u></u>	<b>\$16,721.16</b>