

**CWIDB FY 2021 Budget--APPROVED 5/7/2020 (rev. 2/4/2021)**

Modeling additional spending

Spending Authority and Predicted Income

One-third calculation

Fund Balance		
Spending Authority (set in 2019 FY20 Long Bill), for Fund 2260 for BCEAAJ025	\$574,246.00	\$191,396.19
<b>Target budget limit, adopted by CWIDB 14 Jan 18 for FY2019-2021</b>	<b>\$750,000.00</b>	<b>\$250,000.00</b>
FY 2019 Wine Development Fee Revenues	\$806,180.95	\$268,700.11
FY 2019 Revenues incl. Misc + Defer	\$850,160.81	\$283,358.60

Approp Code	Appropriation Desc	Activity Code	Activity	Object Code	Req'd Expense	Object	Approp or Item Budget for FY2020	FY 2021 Budget Rev 2020 July 30	Activity Totals	% total Budget/Notes OR FY19 Expend	% Target Budget	With 1/3 DC salary
										External Appropriations provided 2020 July 29. numbers below were orig estimates from May 2020		
BCAFAB046	IT Asset Maintenance	7701	CWIDB Admin	3140	*	Non-Cap IT-software pool	\$778.00	\$0.00		\$1,000.00		
BCAOPCOP1	Office Consolidation COP	7701	CWIDB Admin	6710	*	paid out of Ag Mgmt in 2020	\$0.00	\$10,182.00		\$12,500.00		
BCC10B014	Ins Other Than Emp Benefits	7701	CWIDB Admin	2660	*		\$632.00	\$1,013.00		\$632.00		
BCC15B003	CORE Operations	7701	CWIDB Admin	2655	*	software (CORE)	\$2,041.00	\$1,466.00		\$2,100.00		
BCC20B013	Workers' Comp CF	7701	CWIDB Admin	1533	*		\$1,094.00	\$946.00		\$1,500.00		
BCC30B010	Leased Vehicle	7701	CWIDB Admin	2251	*	Rental/Leased motor pool	\$120.00	\$120.00		\$120.00		
BCCAPJ020	Indirect Cost Assessed	7701	CWIDB Admin	7200	*	Transfers out for Indirect	\$20,000.00	\$20,000.00		\$20,000.00		
BCD15B020	PERA Direct Distribution	7701	CWIDB Admin	1526	*	paid out of Ag Mgmt in 2020 FY20 35,046 FY19 22,547 FY18 21,434	\$0.00	\$4,446.00		\$4,916.00		
BCL10B010	Legal	7701	CWIDB Admin	2690	*	FY17 6657	\$11,525.00	\$23,712.00		\$17,000.00		
BCT10B004	Payments to OIT	7701	CWIDB Admin	2650	*	Cash fund cost share of OIT	\$5,901.00	\$7,325.00		\$6,000.00		
<b>External Appropriations</b>								<b>\$69,210.00</b>	<b>\$69,210.00</b>	<b>8.61%</b>	<b>9.23%</b>	<b>of target budget</b>

BCEAAJ025	CWIDB Program costs	7701	CWIDB Admin	*	*	DC Salary and benefits	\$155,863.18	\$170,000.00		Increase of 1.09 for FY19 to FY20 (\$142181.52) budget for FY2020 = \$155,863.18	\$83,371.52	\$56,666.67
2522-2259 fleet and Parking										\$1,797.95	\$1,330.71	
2510-2513 In-state emp										\$5,236.13	\$2,699.87	
2520-2523 In-state non-emp										\$7,453.29	\$3,761.08	
2530-2533 OOS emp										\$2,771.65	\$945.12	
3950 gasoline										\$41.85	\$39.44	

	*	Travel: emp, non-emp, plus fleet mileage	\$15,000.00	\$0.00	no travel or mtgs due to pandemic	\$17,300.87	\$8,776.22
4180	*	Meeting costs/official functions	\$2,500.00	\$0.00		\$3,956.86	\$1,753.68
2630-2631	*	Communication	\$1,750.00	\$2,000.00		\$1,841.67	\$2,159.06
3140-3145		IT equipment and software	\$2,500.00	\$2,500.00		\$2,294.14	\$15.61
4140		Dues and Membership	\$2,000.00	\$2,000.00		\$1,570.00	\$2,050.00
4220		Registration fees	\$1,000.00	\$1,000.00		\$1,119.98	\$300.00
3110-3121, 3128, 3132		supplies & materials, incl office	\$2,750.00	\$3,000.00		\$1,917.45	\$3,039.00
3123		Postage and shipping	\$1,500.00	\$1,750.00		\$1,793.65	\$690.80

FY19 YTD: \$1661

BCEAAJ025	CWIDB Program costs	7701 CWIDB Admin				\$182,250.00	22.67%	24.30%	of target budget
<b>Total CWIDB Admin, 7701</b>						<b>\$251,460.00</b>	<b>31.28%</b>	<b>18.42%</b>	<b>\$138,126.67</b>

BCEAAJ025	CWIDB Program costs	7702 Wine Research	*	CSU Viticulture Research	\$230,000.00	\$219,984.20		\$11,455 added 2/4/2021	
			*	Consumer Survey	\$18,000.00	\$9,000.00		\$210,635.25 for climatology work	
								\$16,602.00 approved 2/4/2021	
				SCBG projects	\$0.00				
				Phylloxera	\$0.00				
				Economic Impact Study	\$0.00	\$20,000.00		approved 2/4/2021	
				Phylloxera education (seminar, web site, etc.)	\$0.00				
				CAVE Viticultural Extension Agent	\$0.00				under Quality
BCEAAJ025	CWIDB Program costs	7702 Wine Research				\$248,984.20	30.97%	33.20%	of target budget

BCEAAJ025	CWIDB Program costs	7703 Wine Mkt & Adv		Cultivator (new spending for FY20)	\$193,000.00	\$180,000.00		\$193,000.00 FY20 budget	
				Brochure printing	\$15,000.00	\$0.00		zeroed out by CWIDB, 2020 July 30	
				Supplies and Materials	\$2,000.00	\$0.00		point of sale, SWAG	
				CTO Statewide Mktg Grant Match	\$0.00	\$25,000.00		match for John Fielder photography, Jan. 2021-Jan. 2022; app. 10/8/20	
				KS Salary and Benefits	\$50,000.00	\$54,500.00		incr of 1.09 salary and fringe	\$30,419.64
BCEAAJ025	CWIDB Program costs	7703 Wine Mkt & Adv				\$259,500.00	32.28%	34.60%	of target budget

BCEAAJ025	CWIDB Program costs	7704 Wine Events & PR		Media trip	\$19,000.00	\$0.00		\$20,000.00 delayed until 2022	
				Governor's Cup Competition	\$23,000.00	\$0.00		\$25,000.00 delayed until 2022	
				Governor's Cup Case Tasting	\$0.00	\$0.00		\$10,000.00 delayed until 2022	
				Taste of the Broncos	\$0.00				
				Slow Food Nation	\$0.00				
				Taste of Colorado	\$0.00				
BCEAAJ025	CWIDB Program costs	7704 Wine Events & PR				\$0.00	0.00%	0.00%	of target budget

		<b>Total Mkt and Events (7703+7704)</b>	<b>\$259,500.00</b>	<b>32.28%</b>	<b>42.16%</b>	<b>\$316,166.67</b>
		Business Development	\$0.00			
		Quality Projects (Videos)	\$0.00			
		Vit Extension Specialist	\$15,000.00	\$20,000.00	SCBG funding ends June 2021	\$50,000 for FY2022 approved 2/4/2021
		VinCO Sponsorship	\$5,000.00	\$18,000.00	moved from brochure printing 2020 July 30	
		Phillips-Rhodes Grant		\$6,000.00	approved 2/4/2021	
<b>BCEAAJ025 CWIDB Program costs</b>	<b>7705 Wine Quality</b>	<b>Quality Assessment</b>		<b>\$44,000.00</b>	<b>5.47%</b>	<b>5.87%</b>
		<b>Total Resch &amp; Develop + Qual (7702+7705)</b>	<b>\$292,984.20</b>	<b>36.44%</b>	<b>46.62%</b>	<b>\$349,650.87</b>
<b>Total Internal Appropriation: CWIDB Program costs BCEAAJ025</b>			<b>\$734,734.20</b>	<b>97.96% of target budget</b>		
<b>Total Fund 2260</b>	<b>Internal and External Appropriations</b>		<b>\$803,944.20</b>	<b>107.19%</b>	<b>\$803,944.20</b>	
	<b>Wine Dev Fee + Misc Rev</b>			<b>99.72%</b>		
	<b>Total Salary and Benefits</b>	<b>\$224,500.00</b>		<b>27.92%</b>	<b>29.93% of target budget</b>	

# CWIDB FY 2021 Proposed Cultivator Budget

PRIORITIES/TASKS	Cultivator Budget Contract Year 2020	Cultivator Budget Contract Year 2021	Cultivator Budget Contract Year 2022	Cultivator Budget Contract Year 2023	Cummulative Total for Life of Contract	Comments	Proposed FY2021 Budget	monthly fee or date due
Deep Dig and Branding Work	\$30,000						\$25,000.00	
Governor's Cup Promotion & Marketing (not event production costs)	\$10,000					Plan to use same creative with minor updates, but some new displays will likely need to be created. This includes media sponsorships.	\$10,000.00	
Rack Card/Brochure	under branding					design only, no printing; brochure printing canceled by CWIDB 2020 July 30. What happens to this money?	\$5,000.00	
Agency Fees and Misc design work	under branding					updating graphics, copy, and any additional updates for advertising.	\$5,000.00	\$416.67
Website Design and Digital Maintenance	\$15,000						\$15,000.00	\$1,250.00
Agency Account Management & Planning	\$6,000						\$6,000.00	\$500.00
POS and Collateral							\$0.00	
Media trip								
Photography and Asset Development	under branding							
Media Buys	\$58,000					Estimated breakdown of 2018 media buys	\$50,000.00	DIA for Nov 2020 to be decided after July 1, 2020 based on digital ads results
Public Relations (Voca PR)	\$64,000						\$64,000.00	\$5,333.33
Promotional Events	\$10,000					transf in 2020 for photography		
<b>TOTAL Actual or PROPOSED BUDGET</b>	<b>\$193,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$193,000</b>		<b>\$180,000.00</b>	

**CSU Research Budget Options, presented to CWIDB Research Committee, April 15, 2020**  
**For FY2021: July 1, 2020 - June 30, 2021**

Description	Direct Costs (salary, fringe, travel, equip, etc.)	Indirect Costs @ 10%	Total Option Budget
<b>BASE BUDGET (no climate, no and enology research)</b> See explanation. Recommended by Research Committee for initial budget planning until such time as we have a fuller picture of what FY2021 revenues will look like	\$172,072	\$17,207	\$189,279
<b>BUDGET with climate option 1</b> Business as usual. No expansion, just continued collection and event reporting for Montezuma and Fremont County. Supply costs would just be batteries (~\$400), and we could shave ~one weeks of my time off the project. (\$21,577)	\$191,687	\$19,169	\$210,856
<b>BUDGET with climate option 2 (reduced to Fremont County)</b> Scale back to Fremont County. Our coverage in Fremont County is still growing in number of observations and local enthusiasm. At minimum I would like to see this continue in FY 2021. Again, we would have to pay for some batteries (~\$200), could shave ~3 weeks of my time. Travel costs would be down significantly as it would only involve one night of lodging/trip, and 12-15 hours of my time. Going to Montezuma and Fremont Counties takes 3 nights of lodging/trip and a solid 40 hours of my time. (\$16,117)	\$186,725	\$18,673	\$205,398
<b>BUDGET with climate option 3 (expanded Fremont County plus Delta ?)</b> Data collection in Delta County (or somewhere else) and Fremont County. Using our maps from last year as justification, we could pack up in Montezuma County, and re-purpose those thermometers somewhere else. Delta/Montrose County is probably the most obvious option, but we could also justify Prowers County, or Montrose County WEST of the Uncompahgre plateau. This option is probably a bit more expensive than option 1 because I would have to A: move the thermometers, and B: do some legwork in the fall to find the right people/places for the thermometers. (\$21,746)	\$193,818	\$19,382	\$213,200
<b>BUDGET with enology research</b> See explanation	\$189,572	\$18,957	\$208,529
<b>BUDGET with climate option 1 and enology research (the Full Monty)</b>	\$211,203	\$21,120	\$232,323

approved by  
CWIDB June  
4, 2020