

CO Wine Fund Trial Balance through June 2020, as of 2020 July 27

Department	BMAA
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Fund	2260
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	Current Fiscal Year 2020	Prior Fiscal Year 2019	
Balance Sheet	Current FY Accounting Period Ending Balance	Prior FY Accounting Period Ending Balance	
1100 - Operating Cash	468,737.54	376,710.76	124.43%
1310 - Taxes Receivable - Current	0.00	0.00	
1311 - Taxes Receivable - Delinquent	0.00	0.00	
1330 - Billed Accounts Receivable	20.00	0.00	
1342 - Accounts Receivable - Other	0.00	0.00	
1597 - State Billing Clearing Default	0.00	0.00	
5049 - Deferred Inflows - Unavailable Governmental Revenue	0.00	0.00	
3120 - Fund Balance/Net Position - Preencumbrances	0.00	0.00	
3130 - Fund Balance/Net Position - Encumbrances	(2,756.47)	0.00	
3400 - Fund Balance - Committed (Governmental)	(246,800.61)	(167,604.07)	147.25%
3900 - Expenditure Offset	0.00	0.00	
3920 - Cancelled PY Warrant Offset	0.00	0.00	
2000 - Warrants Payable	0.00	(3,991.64)	
2100 - Vouchers Payable	(71,018.00)	(76,796.35)	
2120 - Accounts Payable	0.00	0.00	
2232 - Wages/Salaries Net Pay - Warrant	0.00	0.00	
2233 - Fringe Liability Clearing	(13,831.15)	(13,122.16)	
2501 - Unearned Revenue - Other Advances	0.00	0.00	
2510 - Undistributed Receipts	0.00	0.00	
2751 - Cancelled Warrants Prior Year	0.00	0.00	
<b>Total Assets</b>	<b>468,757.54</b>	<b>376,710.76</b>	
<b>Total Deferred Outflows</b>	<b>0.00</b>	<b>0.00</b>	
<b>Total Liabilities</b>	<b>(84,849.15)</b>	<b>(93,910.15)</b>	
<b>Total Deferred Inflows</b>	<b>0.00</b>	<b>0.00</b>	
<b>Encumbrance Reserve BSA</b>	<b>(2,756.47)</b>	<b>0.00</b>	
<b>Total Unassigned Fund Balance</b>	<b>383,908.39</b>	<b>282,800.61</b>	
<b>Total Fund Equity</b>	<b>383,908.39</b>	<b>282,800.61</b>	135.75%
<b>Total Liabilities &amp; Fund Equity</b>	<b>468,757.54</b>	<b>376,710.76</b>	
<b>Fund Net Position (Assets less liabilities + encumbrances)</b>	<b>381,151.92</b>	<b>282,800.61</b>	134.78%

CO Wine Fund Year to Year Comp, as of 2020 July 27

<b>Department</b>	BMAA
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<b>Fund</b>	2260
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<b>Account Type</b>	Expenditures
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	Current Fiscal Year 2020	Prior Fiscal Year 2019
<b>Object / Revenue Source</b>	<b>Current FY Accounting Period Ending Balance</b>	<b>Prior FY Accounting Period Ending Balance</b>
1110 - Statutory Personnel & Payroll System Regular Full-Time Wages	105,828.00	102,744.00
1111 - Statutory Personnel & Payroll System Regular Part-Time Wages	33,596.08	29,278.33
1310 - Honorarium	0.00	500.00
1510 - Statutory Personnel & Payroll System Dental Insurance	1,197.97	1,116.32
1511 - Statutory Personnel & Payroll System Health Insurance	26,236.56	22,273.24
1512 - Statutory Personnel & Payroll System Life Insurance	183.84	214.86
1513 - Statutory Personnel & Payroll System Disability	209.31	197.99
1520 - Statutory Personnel & Payroll System FICA-Medicare Contrib.	2,013.69	1,904.51
1521 - Statutory Personnel & Payroll System Other Retirement Plans	3,366.36	2,860.82
1522 - Statutory Personnel & Payroll System PERA	11,005.15	10,428.48
1524 - Statutory Personnel & Payroll System PERA - AED	6,921.69	6,546.47
1525 - Statutory Personnel & Payroll System Pera - Supplemental AED	6,921.69	6,546.47
1526 - Departmental Allocation of Direct Distribution to PERA	0.00	0.00
1533 - Statutory Personnel & Payroll System Workers' Compensation	1,094.00	1,175.00
1920 - Personal Services - Professional	8,705.00	213,629.02
1950 - Personal Services - Other State Departments	213,809.50	225,233.33
1960 - Personal Services - Information Technology	0.00	2,269.00
2251 - Rental/Lease Motor Pool Vehicle	72.00	72.00
2252 - Rental/Motor Pool Mile Charge	441.57	904.45
2254 - Rental of Motor Vehicles	669.54	490.34
2258 - Parking Fees	335.00	281.35
2259 - Parking Fee Reimbursement	0.00	28.00
2510 - In-State Travel	2,879.00	3,393.82
2511 - In-State Common Carrier Fares	21.00	9.90
2512 - In-State Personal Travel Per Diem	892.00	1,153.00
2513 - In-State Employee Mileage Reimbursement	938.44	1,418.96
2520 - In-State Travel/Non-Employee	3,318.10	2,544.55
2521 - In-State/Non-Employee - Common Carrier	213.51	0.00
2522 - In-State/Non-Employee - Personal Per Diem	212.00	604.66
2523 - In-State/Non-Employee - Personal Vehicle Reimbursement	851.20	2,804.26
2530 - Out-of-State Travel	362.64	1,331.07
2531 - Out-of-State Common Carrier Fares	475.48	748.47
2532 - Out-of-State Personal Travel Per Diem	107.00	298.00
2533 - Out-Of-State Employee Mileage Reimbursement	0.00	0.00
2540 - Out-of-State Travel/Non-Employee	0.00	0.00
2610 - Advertising and Marketing	190,111.53	849.50
2630 - Communication Charges - Office of Information Technology	911.45	928.86
2631 - Communication Charges - External	2,075.47	915.93
2650 - Office of Information Technology Purchased Services	5,901.00	4,767.00
2655 - DPA - Information Technology Services	2,041.00	0.00
2660 - Insurance for Other Than Employee Benefits	632.00	502.00
2680 - Printing and Reproduction Services	18,798.65	1,162.14
2690 - Legal Services	11,525.00	4,917.00

2820 - Purchased Services	696.00	1,035.00	
3110 - Supplies and Materials	12,647.77	14,965.41	
3112 - Automotive Supplies	62.97	16.98	
3120 - Books/Periodicals/Subscriptions	199.00	306.90	
3121 - Office Supplies	65.52	403.42	
3123 - Postage	1,236.56	1,770.11	
3128 - Noncapitalizable Equipment	3,063.90	162.26	
3132 - Noncapitalizable Furniture and Office Systems	0.00	0.00	
3140 - Noncapitalizable Information Technology	15.61	1,823.99	
3145 - Software Subscriptions	162.12	0.00	
3950 - Gasoline	39.44	33.64	
4140 - Dues and Memberships	2,060.00	1,570.00	
4170 - Miscellaneous Fees And Fines	1,534.95	1,000.00	
4180 - Official Functions	46,695.69	47,470.48	
4220 - Registration Fees	825.00	1,119.98	
5775 - State Grant/Contract Intrafund	15,551.27	0.00	
5781 - Grants To Nongovernmental Organizations	5,000.00	10,000.00	
6720 - Bond/Note/Certificate of Participation Interest	0.00	12,243.00	
7200 - Transfers Out For Indirect Costs - Cash	20,000.00	20,000.00	
<b>Total</b>	<b>774,729.22</b>	<b>770,964.27</b>	100.49%

<b>Account Type</b>	Revenues
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	Current Fiscal Year 2020	Prior Fiscal Year 2019	
<b>Object / Revenue Source</b>	<b>Current FY Accounting Period Ending Balance</b>	<b>Prior FY Accounting Period Ending Balance</b>	
1602 - Colorado Wine Development Tax	(869,921.58)	(855,570.81)	
5300 - Miscellaneous Sales	(41,915.42)	(30,590.00)	
9A00 - Operating Transfer from State Dept - Same Cabinet Intrafund	0.00	0.00	
9A0B - Operating Transfer from Agriculture - Intrafund	0.00	0.00	
<b>Total</b>	<b>(911,837.00)</b>	<b>(886,160.81)</b>	102.90%

<b>Net Income For Fund By Department</b>	<b>(137,107.78)</b>	<b>(115,196.54)</b>	119.02%
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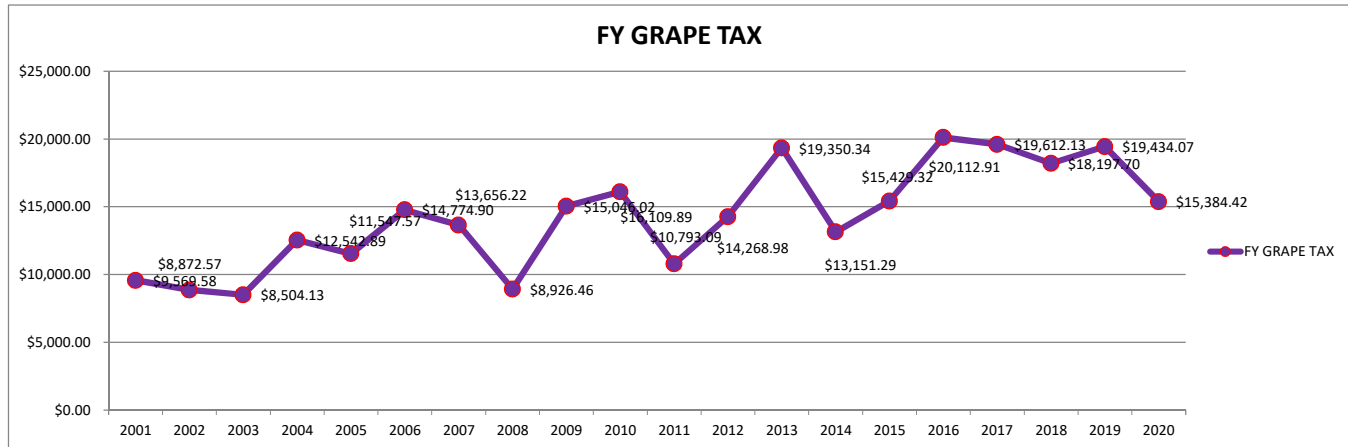
FY 19 YTD	\$19,434.07	\$721,716.82	\$65,030.06	\$30,590.00	\$13,389.86	\$806,180.95	\$850,160.81								101.11%
Jul-19	\$290.00	\$44,669.55	\$5,425.98	\$60.00	\$115,000.00	\$50,385.53	\$165,445.53	98.54%	\$50,385.53	(\$79,000.00)	FY19 Rev Defer	\$86,445.53	\$591,137.93		
Aug-19	\$253.42	\$95,340.37	\$7,987.20	\$94.97		\$103,580.99	\$103,675.96	223.76%	\$153,966.52		accrual	\$190,121.49	\$961,427.36		
Sep-19	\$666.00	\$58,343.82	\$7,405.89	\$10,550.00		\$66,415.71	\$76,965.71	130.36%	\$220,382.23			\$267,087.20	\$908,982.40		
Oct-19	\$4,401.14	\$54,646.26	\$6,015.97			\$65,063.37	\$65,063.37	132.80%	\$285,445.60			\$332,150.57	\$879,652.59		
Nov-19	\$6,413.76	\$51,420.95	\$4,352.81	(\$470.00)		\$62,187.52	\$61,717.52	117.05%	\$347,633.12			\$393,868.09	\$846,981.37		
Dec-19	\$1,208.38	\$45,968.49	\$3,410.89	\$31,280.45		\$50,587.76	\$81,868.21	87.21%	\$398,220.88			\$475,736.30	\$787,322.05		
Jan-20	\$1,929.24	\$91,956.40	\$6,894.34	\$625.00		\$100,779.98	\$101,404.98	162.15%	\$499,000.86	\$450.00		\$577,591.28	\$819,160.37		
Feb-20	\$205.31	\$48,793.69	\$3,338.45	(\$535.00)		\$52,337.45	\$51,802.45	115.65%	\$551,338.31	(\$390.00)		\$629,003.73	\$810,234.84		
Mar-20	\$19.17	\$76,697.14	\$10,268.73	\$270.00		\$86,985.04	\$87,255.04	179.04%	\$638,323.35	(\$60.00)		\$716,198.77	\$841,870.97		
Apr-20	(\$9.03)	\$68,368.53	\$3,024.56	\$0.00		\$71,384.06	\$71,384.06	170.30%	\$709,707.41			\$787,582.83	\$857,695.64		
May-20	\$7.00	\$57,259.23	\$2,922.37	(\$360.00)		\$60,188.60	\$59,828.60	112.72%	\$769,896.01			\$847,411.43	\$841,458.55		
Jun-20	\$0.03	\$58,828.71	\$5,196.59	\$380.00		\$64,025.33	\$64,405.33	137.89%	\$833,921.34	\$20.00		\$833,921.34	\$836,520.71		
adj-20				\$0.00		\$0.00	\$0.00	0.00%	\$833,921.34	\$81,000.00		\$992,836.76	\$833,921.34		
<b>FY 20 YTD</b>	<b>\$15,384.42</b>	<b>\$752,293.14</b>	<b>\$66,243.78</b>	<b>\$41,895.42</b>	<b>\$115,000.00</b>	<b>\$833,921.34</b>	<b>\$990,816.76</b>								

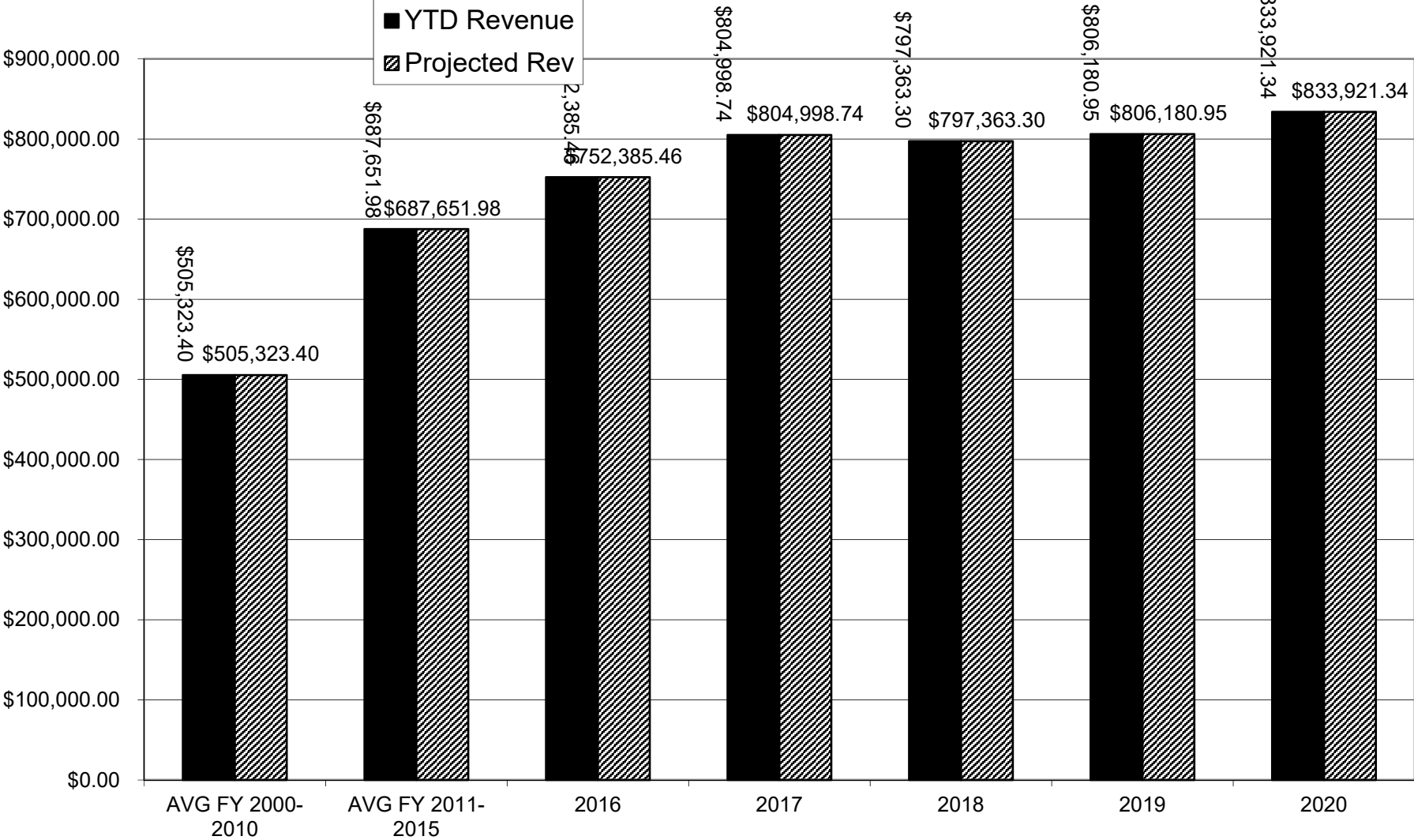
	GRAP	WINE	WNRY	MISC (5300)	Ext Rev (deferral, grant, etc.)	Total Wine Devel Fees (1602) this AP	Total Rev: 1602+5300+Ext this AP	Monthly Comp: 2018/AVG 00-17	Total 1602 Revenue YTD	Rev. Adj: Accrual or deferral (carryover)	Note	Cf. CORE Revenue Totals	% = YTD/TotRev FY16/YTD Avg	FY Totals Comp.
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**FY GRAPE TAX**

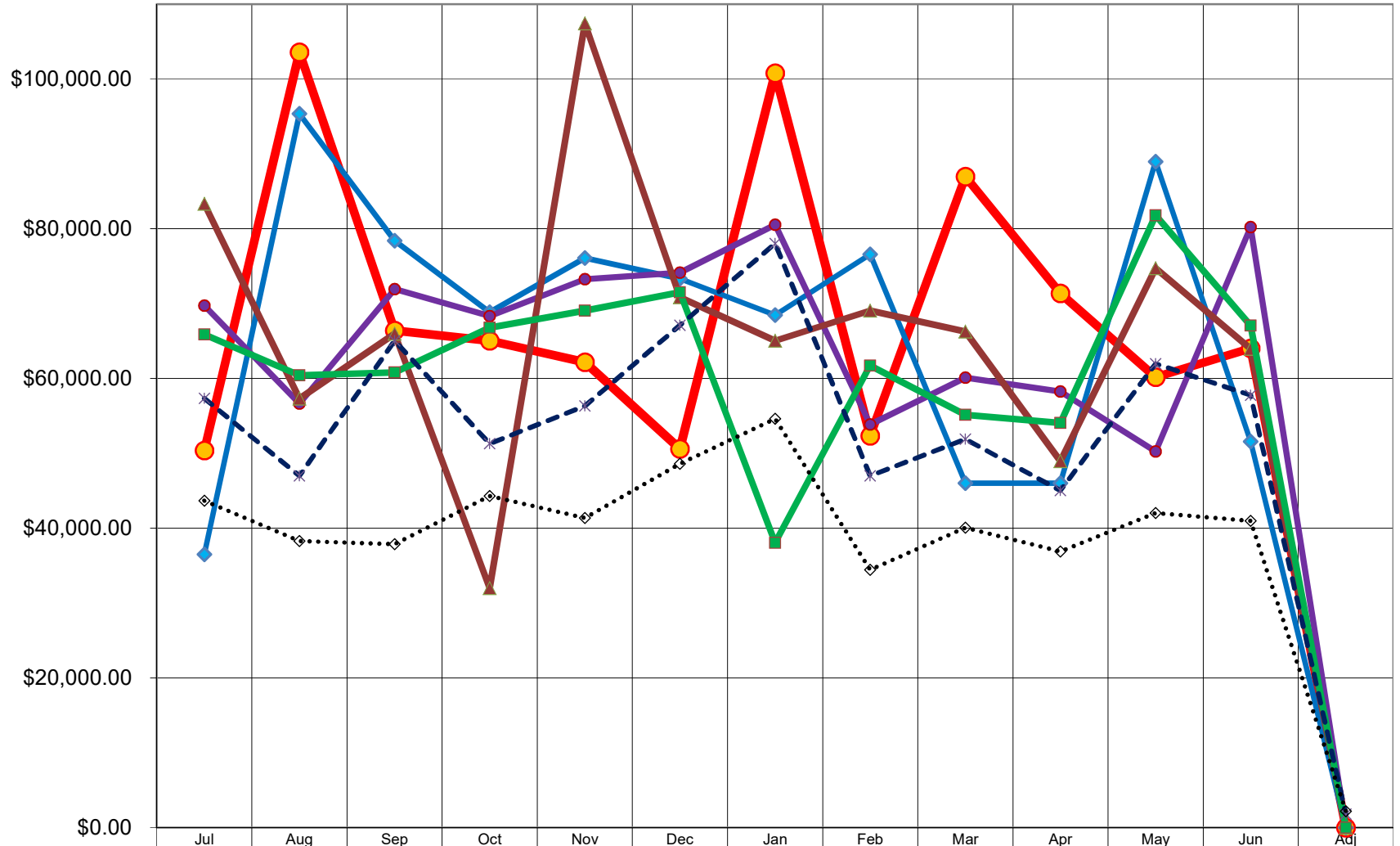
2001	\$9,569.58
2002	\$8,872.57
2003	\$8,504.13
2004	\$12,542.89
2005	\$11,547.57
2006	\$14,774.90
2007	\$13,656.22
2008	\$8,926.46
2009	\$15,046.02
2010	\$16,109.89
2011	\$10,793.09
2012	\$14,268.98
2013	\$19,350.34
2014	\$13,151.29
2015	\$15,429.32
2016	\$20,112.91
2017	\$19,612.13
2018	\$18,197.70
2019	\$19,434.07
2020	\$15,384.42



# Fiscal Year Revenue Totals



# CWIDB Monthly Revenue Comparison



<span style="color: red;">—●—</span> FY 2020	\$50,385.53	\$103,580.99	\$66,415.71	\$65,063.37	\$62,187.52	\$50,587.76	\$100,779.98	\$52,337.45	\$86,985.04	\$71,384.06	\$60,188.60	\$64,025.33	\$0.00
<span style="color: blue;">—◆—</span> FY 2019	\$36,513.16	\$95,353.82	\$78,415.06	\$68,867.14	\$76,089.09	\$73,320.48	\$68,472.56	\$76,591.45	\$46,002.26	\$46,027.71	\$88,963.65	\$51,564.57	\$0.00
<span style="color: purple;">—●—</span> FY 2018	\$69,748.03	\$56,658.48	\$71,931.37	\$68,341.77	\$73,258.84	\$74,148.89	\$80,547.79	\$53,858.43	\$60,126.23	\$58,268.88	\$50,248.78	\$80,225.81	\$0.00
<span style="color: brown;">—▲—</span> FY 2017	\$83,340.74	\$57,325.65	\$65,989.00	\$31,990.64	\$107,451.88	\$70,860.83	\$65,047.23	\$69,074.17	\$66,287.85	\$48,941.27	\$74,731.59	\$63,957.89	\$0.00
<span style="color: green;">—■—</span> FY 2016	\$65,890.28	\$60,445.32	\$60,798.72	\$66,797.87	\$69,068.16	\$71,534.32	\$38,036.80	\$61,721.06	\$55,134.45	\$54,072.64	\$81,803.64	\$67,082.20	\$0.00
<span style="color: blue;">- - - ✕ - - -</span> AVG FY 2011-2015	\$57,358.27	\$46,982.15	\$65,030.35	\$51,302.70	\$56,323.31	\$67,101.01	\$78,038.20	\$46,999.25	\$51,898.08	\$45,055.45	\$61,976.16	\$57,787.04	\$1,800.00
<span style="color: black;">- - - ◆ - - -</span> AVG FY 2000-2010	\$43,667.43	\$38,284.49	\$37,876.76	\$44,306.77	\$41,371.18	\$48,620.24	\$54,616.32	\$34,440.03	\$40,057.08	\$36,886.86	\$42,026.39	\$40,987.21	\$2,182.65







## July 2019-June 2020 Budget

	Budgeted \$	Expenditures	\$ Remaining		
PR fees	\$64,000.00	\$64,033.22	-\$33.22	100.05%	
photography	\$10,000.00	\$10,000.00	\$0.00	100.00%	changed from promo event to photography on 1/19/2020
Media Trip	\$0.00	\$0.00	\$0.00		expenses outside contract budget
<b>Agency Fees. Total</b>	<b>\$51,000.00</b>	<b>\$58,837.68</b>	<b>-\$7,837.68</b>	<b>115.37%</b>	
misc design work	\$5,000.00	\$16,125.18	-\$11,125.18		\$5000 moved to misc design from Deep Dig
web maintenance	\$15,000.00	\$15,000.00	\$0.00	100.00%	
Deep Dig: strategy, branding, photography, etc.	\$25,000.00	\$21,712.50	\$3,287.50	86.85%	
mtgs and travel	\$6,000.00	\$6,000.00	\$0.00	100.00%	
Media Buys through June 2020	\$58,000.00	\$42,520.34	\$15,479.66	73.31%	
Rack card design	\$0.00	\$0.00	\$0.00		printing outside contract
2019 Gov's Cup promotion and Mktg	\$10,000.00	\$13,444.49	-\$3,444.49		spent on 11/15/19 event
	<b>\$193,000.00</b>	<b>\$188,835.73</b>	<b>\$4,164.27</b>	<b>97.84%</b>	