

CWIDB FY 2022 Budget draft for Biz Ops Review

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
Target budget:	\$850,000.00	\$283,305.00
FY 2020 Wine Development Fee Revenues	\$833,921.34	\$277,945.98
FY 2020 Revenues incl. Misc + Defer	\$875,816.76	\$291,909.73

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	FY2022 proposals	Activity Totals	% total Budget/Notes OR FY19 Expend	% Target Budget	With 1/3 DC salary
									Jill provided Ext Admin \$ estimates and notes on 30 Mar 2021				
BCAFAB046	IT Asset Maintenance	7701	CWIDB Admin	3140	*	Non-Cap IT-software pool prorated based on office space paid out of Ag Mgmt in 2020	\$778.00	\$0.00			\$1,000.00		
BCAOPCOP1	Office Consolidation COP	7701	CWIDB Admin	6710	*		\$0.00	\$10,182.00	\$10,182.00		\$12,500.00		
BCC10B014	Ins Other Than Emp Benefits	7701	CWIDB Admin	2660	*	Risk Management	\$632.00	\$1,013.00	\$1,013.00		\$632.00		
BCC15B003	CORE Operations	7701	CWIDB Admin	2655	*	cash fund cost share of procurement software (CORE)	\$2,041.00	\$1,466.00	\$1,500.00		\$2,100.00		
BCC20B013	Workers' Comp CF	7701	CWIDB Admin	1533	*	Worker's comp	\$1,094.00	\$946.00	\$1,000.00		\$1,500.00		
BCC30B010	Leased Vehicle	7701	CWIDB Admin	2251	*	Rental/Leased motor pool: VinVan scheduled for replacement to be delivered in FY2023; will try to share vehicle with CO Proud	\$120.00	\$120.00	\$120.00		\$120.00		
BCCAPJ020	Indirect Cost Assessed	7701	CWIDB Admin	7200	*	Transfers out for Indirect paid out of Ag Mgmt in 2020; not billed in FY21, will return in FY22	\$20,000.00	\$20,000.00	\$20,000.00		\$20,000.00		
BCD15B020	PERA Direct Distribution	7701	CWIDB Admin	1526	*		\$0.00	\$4,446.00	\$5,000.00		\$4,916.00		
BCL10B010	Legal	7701	CWIDB Admin	2690	*	FY21 (Dec) 32,760 FY20 35,046 FY19 22,547 FY18 21,434 FY17 6657	\$11,525.00	\$23,712.00	\$35,000.00		\$17,000.00		
BCT10B004	Payments to OIT	7701	CWIDB Admin	2650	*	Cash fund cost share of OIT	\$5,901.00	\$7,325.00	\$8,500.00		\$6,000.00		
External Appropriations								\$69,210.00	\$82,315.00	\$82,315.00	8.74%	8.14%	of target budget

Notes from CDA CFO

This should be about the same
Assuming will be about the same, added the name of the cost
Should be about the same but rounded up
Assuming will be about the same, added the name of the cost

adjusted to go up quite a bit since the average keeps increasing but I know the same is happening around the dept so don't think it will go up as much as your direct bill
This cost will likely go up a little but not as much as the past couple of years... I hope

BCEAAJ025	CWIDB Program costs	7701 CWIDB Admin	* * DC Salary and benefits	\$155,863.18	\$170,000.00	\$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	\$16,000.00		\$17,300.87	\$8,776.22	
			4180 * Meeting costs/official functions	\$2,500.00	\$0.00	\$3,000.00		\$3,956.86	\$1,753.68	
			2630-2631 * Communication	\$1,750.00	\$2,000.00	\$1,750.00		\$1,841.67	\$2,159.06	
			3140-3145 IT equipment and software	\$2,500.00	\$2,500.00	\$2,500.00		\$2,294.14	\$15.61	
			4140 Dues and Membership	\$2,000.00	\$2,000.00	\$2,000.00		\$1,570.00	\$2,050.00	
			4220 Registration fees	\$1,000.00	\$1,000.00	\$1,250.00		\$1,119.98	\$300.00	
			3110-3121, 3128, 3132 supplies & materials, incl office	\$2,750.00	\$3,000.00	\$2,000.00		\$1,917.45	\$3,039.00	
			3123 Postage and shipping	\$1,500.00	\$1,750.00	\$2,000.00		\$1,793.65	\$690.80 r19 YTD: \$1661	
BCEAAJ025	CWIDB Program costs	7701 CWIDB Admin	Internal		\$182,250.00		\$200,500.00	21.29%	23.59%	of target budget
Total CWIDB Admin, 7701						\$282,815.00	\$282,815.00	30.02%	19.94%	\$169,481.6
BCEAAJ025	CWIDB Program costs	7702 Wine Research	* CSU Viticulture Research	\$230,000.00	\$219,984.20	\$222,948.00	\$210,635.25	\$11,455 added 2/4/2021 for climatology work		
			* Consumer Survey	\$18,000.00	\$9,000.00	\$9,000.00	\$16,602.00	approved 2/4/2021		
			Climatology add-on	\$0.00		\$25,190.00				
			Phylloxera	\$0.00						
			Economic Impact Study	\$0.00	\$20,000.00	\$0.00		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				\$257,138.00	\$257,138.00	27.30%	30.25%	of target budget
BCEAAJ025	CWIDB Program costs	7703 Wine Mkt & Adv	Cultivator (new spending for FY20)	\$193,000.00	\$171,000.00	\$171,000.00		Add \$6000 for Fielder project		
			Brochure printing	\$15,000.00	\$0.00	\$10,000.00		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	\$44,000.00	\$6000 into Cultivator budg, CTO grant accepted as revenue in FY21	match for John Fielder photography, Jan. 2021-Jan. 2022; app. 10/8/20; pd in FY22
			KS Salary and Benefits	\$50,000.00	\$54,500.00	\$55,000.00		incr of 1.09 salary and fringe
BCEAAJ025	CWIDB Program costs	7703 Wine Mkt & Adv				\$280,000.00	\$280,000.00	29.73% 32.94% f target budget
BCEAAJ025	CWIDB Program costs	7704 Wine Events & PR	Media trip	\$19,000.00	\$0.00	\$10,000.00		\$20,000.00 delayed until 2022
			Governor's Cup Competition	\$23,000.00	\$0.00	\$25,000.00	for in-person judges vs. nearly \$0 for BTI	\$25,000.00 delayed until 2022
			Colorado Uncorked	\$0.00	\$0.00	\$10,000.00		\$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				\$45,000.00	\$45,000.00	4.78% 5.29% f target budget
			Total Mkt and Events (7703+7704)			\$325,000.00	\$325,000.00	34.50% 44.90% \$381,666.67
			Business Development	\$0.00		\$5,000.00		
			Quality Proj: grape/wine quality research	\$0.00		\$15,000.00	Tom B and Jenne to mapping the project	Qual Comm recommended 4/30/21
			Vit Extension Specialist	\$15,000.00	\$20,000.00	\$50,000.00	SCBG funding ends June 2021	\$50,000 for FY2022 approved 2/4/2021
			VinCO Sponsorship	\$5,000.00	\$18,000.00	\$5,000.00		moved from brochure printing 2020 July 30
			Phillips-Rhodes Grant		\$6,000.00	\$0.00		
			SCBG: cultivar camps matching funds			\$2,000.00		\$7500 match starting Jan 2022-Sept. 2024, including \$4000 in-kind salary
BCEAAJ025	CWIDB Program costs	7705 Wine Quality	Quality Assessment		\$44,000.00	\$77,000.00		4.67% 5.18%
			Total Resch & Develop + Qual (7702+7705)			\$334,138.00	\$334,138.00	35.47% 45.98% \$390,804.67
			Total Internal Appropriation: CWIDB Program costs BCEAAJ025			\$859,638.00	91.26%	
			Total Fund 2260			\$941,953.00		\$941,953.00
			Internal and External Appropriations Budget			\$941,953.00		
			Forcast Deferred Revenue (from FY21 into FY22)			-\$180,000.00		
			Required Revenue			\$761,953.00		
			Total Salary and Benefits	\$224,500.00			23.83%	

Proposed Revenue Deferrals for Fund 2260 from FY2021 into 2022

Source of Revenue	2021 Budget Item	Justification	Amount
	Fielder Photo Project: \$44,000 for John		
CTO Marketing Grant	\$6000 for Cultivator	ongoing project	\$25,000.00
Wine Develop Fees	Governor's Cup	COVID delayed project	\$25,000.00
Wine Develop Fees	CO Uncorked	COVID delayed project	\$10,000.00
Wine Develop Fees	media trip	COVID delayed project	\$20,000.00
Wine Develop Fees	Est. of annual defer Rev	continuously appropriated	\$100,000.00
<hr/>			\$180,000.00

2022 CSU Viticulture Research Budget Option

July 1, 2021 - June 30, 2022

Salaries & Fringe	\$178,080.00
Domestic Travel	\$5,600.00
Materials and Supplies	\$10,000.00
Other Direct	\$1,000.00
Equipment	\$8,000.00
Total Direct Costs	\$202,680.00
Indirect Costs @ 10 %	\$20,268.00
TOTAL BUDGET	\$222,948.00

	As shown above	No equipment	No enology	No equipment, no enology	No equipment, no enology, reduced travel and summer support, no student for Fort Collins trial
Viticulturist	x	x	x	x	x
Research Associate	x	x	x	x	x
Summer support (months)	9	9	9	9	6
Enologist (months)	1	1	0	0	0
Student for Ft Collins trials (months)	1.25	1.25	1.25	1.25	0
Salary + Fringe	\$178,080.00	\$178,080.00	\$170,742.00	\$170,742.00	\$161,752.00
Travel	\$5,600.00	\$5,600.00	\$5,600.00	\$5,600.00	\$2,400.00
Materials	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Other	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Equipment	\$8,000.00	\$0.00	\$8,000.00	\$0.00	\$0.00
Indirect	\$20,268.00	\$19,468.00	\$19,534.00	\$18,734.00	\$17,541.00
Total	\$222,948.00	\$214,148.00	\$214,876.00	\$206,076.00	\$192,693.00

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
BASE BUDGET (no climate, no and enology research)			
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
BUDGET with climate option 1			
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
BUDGET with climate option 2 (reduced to Fremont County)			
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
BUDGET with climate option 3 (expanded Fremont County plus Delta ?)			
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
BUDGET with enology research			approved by CWIDB June 4, 2020
See explanation	\$189,572	\$18,957	\$208,529
BUDGET with climate option 1 and enology research (the Full Monty)			
	\$211,203	\$21,120	\$232,323

CWIDB FY 2022 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 FY2022 Budget	monthly fee or date due
Deep Dig and Branding Work	\$30,000	\$25,000					\$0.00	
Governor's Cup Promotion & Marketing (not event production costs)						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	\$5,000				design only, no printing	\$5,000.00	
Agency Fees and Misc design work	under branding	\$5,000				\$5000 each for fall and spring campaign development plus \$5000 for misc work: \$4000 for Fielder project	\$19,000.00	\$1,583.33
Website Design and Digital Maintenance	\$15,000	\$15,000					\$15,000.00	\$1,250.00
Agency Account Management & Planning	\$6,000	\$6,000					\$6,000.00	\$500.00
POS and Collateral							\$0.00	
Media trip								
Photography and Asset Development	under branding							

Media Buys	\$58,000	\$50,000					\$52,000.00
Public Relations (Voca PR)	\$64,000	\$64,000					\$64,000.00
Promotional Events	\$10,000	\$0					
TOTAL Actual or PROPOSED BUDGET	\$193,000	\$180,000	\$0	\$0	\$373,000		\$171,000.00
					completed FYs		

No DIA for 2021. Media budget revisited after spring 2021 campaign results and FY2021 revenues are in. \$2000 for

\$5,333.33

Meetings: \$6000	\$6,000.00
Fall campaign: \$5000	\$5,000.00
Spring campaign: \$5000	\$5,000.00
Rack Brochure updates: \$5000	\$5,000.00
Website Maintenance: \$15000	\$15,000.00
Gov Cup Coordination: \$10000	\$10,000.00
Misc Design works (ads, one off materials): \$5000	\$5,000.00
Fielder Project design	\$4,000.00

Agency