

|                                              | 2023 - 2024<br>Actual | 2024 - 2025<br>Adopted | 2024 - 2025<br>Estimated | 2025 - 2026<br>Proposed |
|----------------------------------------------|-----------------------|------------------------|--------------------------|-------------------------|
| <b>Federal</b>                               |                       |                        |                          |                         |
| <b>SUMMARY OF REVENUES</b>                   |                       |                        |                          |                         |
| Beginning Fund Balance                       | 173,858.57            | 222,042.99             | 199,433.56               | 113,998.77              |
| Producer Assessments - Oregon & Other States | 457,306.50            | 400,000.00             | 400,000.00               | 400,000.00              |
| Interest on Cash Deposits                    | 166.94                | 55.00                  | 0.00                     | 0.00                    |
| Personnel/Materials Due from OR 50 Cents     | 34,938.66             | 36,000.00              | 36,000.00                | 54,000.00               |
| Oregon Strawberry Commission Agreement       | 30,000.00             | 30,000.00              | 30,000.00                | 0.00                    |
| Oregon Sweet Cherry Commission Agreement     | 85,916.27             | 86,000.00              | 86,000.00                | 0.00                    |
| Other Revenue                                | 1.63                  | 0.00                   | 0.00                     | 0.00                    |
| <b>AVAILABLE REVENUE</b>                     | <b>782,188.57</b>     | <b>774,097.99</b>      | <b>751,433.56</b>        | <b>567,998.77</b>       |
| <b>TOTAL EXPENDITURES</b>                    | <b>582,755.01</b>     | <b>774,097.99</b>      | <b>637,434.79</b>        | <b>567,998.77</b>       |
| <b>Year-end Balance</b>                      | <b>199,433.56</b>     | <b>0.00</b>            | <b>113,998.77</b>        | <b>0.00</b>             |
| <b>SUMMARY OF EXPENDITURES</b>               |                       |                        |                          |                         |
| Personnel Services                           | 305,505.43            | 324,650.00             | 323,613.88               | 354,240.00              |
| Materials and Services                       | 117,461.61            | 131,762.00             | 103,406.00               | 100,652.00              |
| Promotional Payments                         | 155,447.00            | 254,685.99             | 200,045.60               | 95,764.27               |
| Commission Program/ODA Oversight Fee         | 4,340.97              | 13,000.00              | 10,369.31                | 12,342.50               |
| Emergency Fund and Contingency               | 0.00                  | 50,000.00              | 0.00                     | 5,000.00                |
| <b>TOTAL EXPENDITURES</b>                    | <b>582,755.01</b>     | <b>774,097.99</b>      | <b>637,434.79</b>        | <b>567,998.77</b>       |
| <b>Federal</b>                               |                       |                        |                          |                         |
| <b>PERSONNEL SERVICES</b>                    |                       |                        |                          |                         |
| Salaries                                     | 200,051.32            | 217,000.00             | 217,000.00               | 216,000.00              |
| OPE                                          | 105,454.11            | 97,650.00              | 97,650.00                | 138,240.00              |
| Contingency Fund                             |                       | 10,000.00              | 8,963.88                 |                         |
| <b>TOTAL PERSONNEL SERVICES</b>              | <b>305,505.43</b>     | <b>324,650.00</b>      | <b>323,613.88</b>        | <b>354,240.00</b>       |
| <b>MATERIALS &amp; SERVICES</b>              |                       |                        |                          |                         |
| Office Supplies & Subscriptions              | 16,395.96             | 10,000.00              | 10,000.00                | 8,000.00                |
| Telecommunications - phone, internet         | 3,612.30              | 4,000.00               | 4,000.00                 | 1,890.00                |
| Postage/Freight                              | 1,545.88              | 1,500.00               | 1,500.00                 | 1,500.00                |
| Rent                                         | 21,157.49             | 22,000.00              | 11,144.00                | 6,000.00                |
| Copier Rent and Supplies                     | 1,392.64              | 1,800.00               | 1,800.00                 | 1,800.00                |
| Publications                                 | 748.94                | 500.00                 | 500.00                   | 500.00                  |
| Audit                                        | 8,000.00              | 10,000.00              | 7,500.00                 | 10,000.00               |
| Bank Fees                                    | 1,088.18              | 1,250.00               | 1,250.00                 | 1,250.00                |
| Per Diem Allowance for Council               | 542.50                | 6,000.00               | 6,000.00                 | 6,000.00                |
| Travel & Meals                               | 34,311.80             | 34,000.00              | 34,000.00                | 34,000.00               |
| ODA Collection Fee (3% Fed. + 3% CBB)        | 27,403.92             | 24,000.00              | 24,000.00                | 28,000.00               |
| Legal                                        | 150.00                | 1,000.00               | 1,000.00                 | 1,000.00                |
| Insurance                                    | 712.00                | 712.00                 | 712.00                   | 712.00                  |
| Contingency Fund                             | 400.00                | 15,000.00              |                          |                         |
| <b>TOTAL MATERIALS &amp; SERVICES</b>        | <b>117,461.61</b>     | <b>131,762.00</b>      | <b>103,406.00</b>        | <b>100,652.00</b>       |
| <b>PROMOTIONAL PAYMENTS</b>                  |                       |                        |                          |                         |
| NCBA Federation Investment                   | 23,000.00             | 23,000.00              | 23,000.00                | 23,000.00               |
| US Meat Export Federation/PNI                | 33,600.00             | 33,600.00              | 33,600.00                | 33,600.00               |
| Oregon Food & Beverage Export Alliance       |                       | -                      | -                        | 0.00                    |
| <b>ADVERTISING / MEDIA</b>                   |                       |                        |                          |                         |

|                                            | 2023 - 2024<br>Actual | 2024 - 2025<br>Adopted | 2024 - 2025<br>Estimated | 2025 - 2026<br>Proposed |
|--------------------------------------------|-----------------------|------------------------|--------------------------|-------------------------|
| The 1017 Project                           | 0.00                  | -                      | -                        | 0.00                    |
| 93.1 El Rey Radio                          | 3,000.00              | 3,000.00               | 3,000.00                 | 0.00                    |
| Affiliated Media                           | 9,999.33              | 21,250.00              | 21,250.00                | 10,000.00               |
| All Clasical Portland                      |                       | 4,000.00               | 4,000.00                 | 0.00                    |
| Alpha Media                                | 0.00                  | -                      | -                        | 0.00                    |
| Audacy Portland                            | 7,210.00              | 15,000.00              | 15,000.00                | 0.00                    |
| Beaver Sports Properties                   | 20,000.00             | 25,525.00              | 25,525.00                | 21,164.27               |
| Cumulus Radio                              | 10,000.00             | 15,000.00              | 15,000.00                | 0.00                    |
| Cattle-ist Blog                            | 5,000.00              | -                      | -                        | 0.00                    |
| Eugene Emeralds Baseball Club              |                       | 9,475.00               | 9,475.00                 | 0.00                    |
| Grilling On The Green                      | -                     | -                      | -                        | 0.00                    |
| High Desert Food And Farm Alliance         | -                     | -                      | -                        | 0.00                    |
| KATU                                       | 3,000.00              | 3,000.00               | 3,000.00                 | 0.00                    |
| KGW                                        | 0.00                  | -                      | -                        | 0.00                    |
| KPTV                                       | 0.00                  | -                      | -                        | 0.00                    |
| NCBA Kracken Hockey Advertising            | 0.00                  | -                      | -                        | 0.00                    |
| Oregon CattleWomen Ranch Run               | 7,000.00              | 7,000.00               | 7,000.00                 | 0.00                    |
| Oregonian Marketing Solutions              | 9,120.00              | -                      | -                        | 0.00                    |
| Oregon School Activities Association       | 0.00                  | 7,500.00               | 7,500.00                 | 0.00                    |
| Oregon Sports Properties UO Football       | 0.00                  | -                      | -                        | 0.00                    |
| Oregon Sports Properties UO Women's Sports | 0.00                  | -                      | -                        | 0.00                    |
| Portland Burger Week                       | 0.00                  | 3,000.00               | 3,000.00                 | 0.00                    |
| Publishing Concepts, Inc                   | 0.00                  | -                      | -                        | 0.00                    |
| Range Magazine                             | 0.00                  | -                      | -                        | 0.00                    |
| Riverside Jr Sr High School Booster Club   | 0.00                  | -                      | -                        | 0.00                    |
| Socially Wired                             | -                     | -                      | -                        | 0.00                    |
| Willamette Week                            | 0.00                  | -                      | -                        | 0.00                    |
| Team Beef Oregon Proposal                  | 5,500.00              | 7,350.00               | 7,350.00                 | 0.00                    |
| Baker Co CattleWomen Hoofin' It 5k/10k     | 1,000.00              | -                      | -                        | 0.00                    |
| Promotional Items & Product                | 8,017.67              | 22,345.60              | 22,345.60                | 8,000.00                |
| Contingency Fund                           | 10,000.00             | 54,640.39              |                          |                         |
| <b>TOTAL PROMOTIONAL &amp; MEDIA</b>       | <b>155,447.00</b>     | <b>254,685.99</b>      | <b>200,045.60</b>        | <b>95,764.27</b>        |
| <b>COMMISSION PROGRAM/ODA</b>              |                       |                        |                          |                         |
| ODA Commodity Commission Oversight Fee     | 4,340.97              | 13,000.00              | 10,369.31                | 12,342.50               |
| <b>TOTAL COMMISSION PROGRAM/ODA</b>        | <b>4,340.97</b>       | <b>13,000.00</b>       | <b>10,369.31</b>         | <b>12,342.50</b>        |
| Emergency Fund                             |                       | 20,000.00              | -                        | 0.00                    |
| Contingency Fund                           |                       | 30,000.00              | -                        | 5,000.00                |
| <b>TOTAL EMERGENCY FUND</b>                | <b>0.00</b>           | <b>50,000.00</b>       | <b>0.00</b>              | <b>5,000.00</b>         |
| <b>TOTAL EXPENDITURES - Federal</b>        | <b>582,755.01</b>     | <b>774,097.99</b>      | <b>637,434.79</b>        | <b>567,998.77</b>       |
| <b>Oregon</b>                              |                       |                        |                          |                         |
| <b>SUMMARY OF REVENUES</b>                 |                       |                        |                          |                         |
| Cash Carryover - Animal Science            | 110,933.62            | 118,475.04             | 119,226.57               | 129,682.31              |
| Cash Carryover - Rangeland                 | 148,319.38            | 129,235.00             | 129,986.53               | 153,495.91              |
| Cash Carryover - Study Legislation         | 29,890.60             | 19,738.89              | 15,894.94                | 894.94                  |
| Cash Carryover - Positive Producer Image   | 30,445.20             | 13,033.09              | 20,490.42                | 7,915.72                |
| Cash Carryover - Administration            | 47,472.08             | 64,914.44              | 65,080.64                | 52,711.34               |
| Producer Assessments - Oregon              | 456,682.50            | 400,000.00             | 400,000.00               | 400,000.00              |

|                                                           | 2023 - 2024<br>Actual | 2024 - 2025<br>Adopted | 2024 - 2025<br>Estimated | 2025 - 2026<br>Proposed |
|-----------------------------------------------------------|-----------------------|------------------------|--------------------------|-------------------------|
| Interest Income                                           | 112.97                |                        |                          |                         |
| <b>AVAILABLE REVENUE</b>                                  | 823,856.35            | 745,396.46             | 750,679.10               | 744,700.22              |
| <b>TOTAL EXPENDITURES</b>                                 | #REF!                 | #REF!                  | 419,478.88               | 744,700.22              |
| <b>Year-end Balance</b>                                   | #REF!                 | #REF!                  | 331,200.22               | 0.00                    |
| <b>SUMMARY OF EXPENDITURES AND CONTINGENCY</b>            |                       |                        |                          |                         |
| Animal Science Research                                   | 80,741.38             | 198,475.04             | 69,544.21                | 209,682.31              |
| Rangeland Research                                        | 107,367.18            | 209,235.00             | 56,490.66                | 233,495.91              |
| Study Legislation                                         | 98,000.00             | 99,738.89              | 95,000.00                | 80,894.94               |
| Positive Producer Image                                   | 103,150.08            | 93,033.09              | 92,574.70                | 87,915.72               |
| Administration                                            | 83,918.26             | 132,914.44             | 105,869.31               | 132,711.34              |
| <b>TOTAL EXPENDITURES</b>                                 | 473,176.90            | 733,396.46             | 419,478.88               | 744,700.22              |
| <b>ANIMAL SCIENCE RESEARCH</b>                            |                       |                        |                          |                         |
| Research Projects                                         | 53,130.00             | 66,250.59              | 66,250.59                | 44,632.00               |
| Research Meeting & Travel                                 | 4,506.63              | 7,000.00               | 3,293.62                 | 7,000.00                |
| Contingency Fund                                          | 23,104.75             | 125,224.45             | 0.00                     | 158,050.31              |
| <b>TOTAL ANIMAL SCIENCE RESEARCH</b>                      | 80,741.38             | 198,475.04             | 69,544.21                | 209,682.31              |
| <b>RANGELAND RESEARCH</b>                                 |                       |                        |                          |                         |
| Research Projects                                         | 36,933.00             | 53,197.00              | 53,197.00                | 32,608.00               |
| Research Meeting & Travel                                 | 4,935.43              | 7,000.00               | 3,293.66                 | 7,000.00                |
| Contingency Fund                                          | 65,498.75             | 149,038.00             | 0.00                     | 193,887.91              |
| <b>TOTAL RANGELAND RESEARCH</b>                           | 107,367.18            | 209,235.00             | 56,490.66                | 233,495.91              |
| <b>STUDY LEGISLATION</b>                                  |                       |                        |                          |                         |
| OCA Study Legislation                                     | 60,000.00             | 55,000.00              | 55,000.00                | 49,894.94               |
| NCBA/OFBEA Legislative Meetings                           |                       | 4,000.00               | -                        |                         |
| ODFA Legislative Projects                                 | 38,000.00             | 40,000.00              | 40,000.00                | 31,000.00               |
| Contingency Fund                                          |                       | 738.89                 | -                        |                         |
| <b>TOTAL STUDY LEGISLATION</b>                            | 98,000.00             | 99,738.89              | 95,000.00                | 80,894.94               |
| <b>POSITIVE PRODUCER IMAGE</b>                            |                       |                        |                          |                         |
| AgFest                                                    | 0.00                  | -                      | -                        | 0.00                    |
| Baker Co CattleWomen Ag Field Day "Field to Fork" Meat    | 600.00                | 475.00                 | 475.00                   | 475.00                  |
| Baker Co CattleWomen-GRIDIRON Field to Fork Meat          | 500.00                | -                      | -                        | 500.00                  |
| Baker Co CattleWomen North Powder Beef Day                | 900.00                | 900.00                 | 900.00                   | 1,000.00                |
| Baker Co CattleWomen Banners                              |                       | 800.00                 | 800.00                   | -                       |
| Baker Co CattleWomen East/West Shrine Breakfast           |                       | -                      | -                        | -                       |
| Douglas County Ag Discovery Day                           |                       | 1,200.00               | 1,200.00                 | 500.00                  |
| Baker Co Livestock Association                            | 8,500.00              | -                      |                          | -                       |
| Harney Co CattleWomen Community Program                   |                       | -                      |                          | 3,500.00                |
| Holland's Dairy Farm Expo                                 | 82.50                 | -                      |                          | -                       |
| Jackson Co CattleWomen AgVentures                         | 800.00                | 1,000.00               | 1,000.00                 | 2,000.00                |
| Jackson Co Stockmen's Association Calves in the Classroom | 3,000.00              | 4,000.00               | 4,000.00                 | 6,000.00                |
| Klamath Co CattleWomen Benefit for the Basin              | 1,706.33              | -                      |                          | 0.00                    |
| Klamath Co CattleWomen Farm Expo                          | 2,000.00              | 3,550.00               | 3,550.00                 | 3,450.00                |
| Klamath Co CattleWomen Yamsi Days                         | 1,800.00              | 2,200.00               | 2,200.00                 | 2,200.00                |
| Lake Co CattleWomen Community Education                   | 3,000.00              | -                      |                          | -                       |
| Lake Co CattleWomen Cattle Classic                        | 3,000.00              | -                      |                          | -                       |
| Oregon Ag in the Classroom Educator Workshops             | 4,000.00              | 5,000.00               | 5,000.00                 | 8,698.00                |
| Oregon Ag in the Classroom Cattle Kits                    | 2,000.00              | 3,000.00               | 3,000.00                 | -                       |
| Oregon Cattlemen's Association Annual Convention          | 4,000.00              | 4,000.00               | 4,000.00                 | 5,000.00                |

|                                                        | 2023 - 2024<br>Actual | 2024 - 2025<br>Adopted | 2024 - 2025<br>Estimated | 2025 - 2026<br>Proposed |
|--------------------------------------------------------|-----------------------|------------------------|--------------------------|-------------------------|
| Oregon Cattlemen's Association Positive Producer Image | 55,000.00             | 55,000.00              | 55,000.00                | 40,000.00               |
| Oregon Cattlemen's Association Leadership Tour         | 3,000.00              | -                      |                          | 0.00                    |
| Oregon CattleWomen SAGE Center                         |                       | -                      | -                        | 0.00                    |
| Oregon CattleWomen Beef Education                      |                       | -                      | -                        | 0.00                    |
| Oregon CattleWomen Ag Fest                             |                       | 2,000.00               | 2,000.00                 | 0.00                    |
| Oregon CattleWomen Hoofin' It 5k                       |                       | -                      | -                        | 0.00                    |
| Oregon Dairy Farmers Association Producer Convention   | 2,000.00              | 3,000.00               | 3,000.00                 | 3,000.00                |
| Oregon Dairy Farmers Association Leadership Program    | 3,000.00              | 2,000.00               | 2,000.00                 | -                       |
| Pendleton Cattle Baron's BBQ                           |                       | -                      | -                        | 0.00                    |
| Perfect Balance USA Tours at Symons Ranch              | 1,500.00              | 2,500.00               | 2,500.00                 | 2,500.00                |
| Tri-County CattleWomen Booth Display                   | 1,926.25              | -                      | -                        | -                       |
| Tri-County CattleWomen Jr. Stockmen Program            |                       | 1,025.00               | 1,025.00                 | 690.00                  |
| Tri-County CattleWomen Education Workshops             | 835.00                | 924.70                 | 924.70                   | 0.00                    |
| Positive Producer Image - Contingency                  |                       | 458.39                 |                          | 8,402.72                |
| <b>TOTAL POSITIVE PRODUCER IMAGE</b>                   | <b>103,150.08</b>     | <b>93,033.09</b>       | <b>92,574.70</b>         | <b>87,915.72</b>        |
| <b>ADMINISTRATION</b>                                  |                       |                        |                          |                         |
| Administrative Personnel Expense                       | 28,251.56             | 30,000.00              | 30,000.00                | 45,000.00               |
| Administrative Materials & Services                    | 6,687.10              | 6,000.00               | 6,000.00                 | 9,000.00                |
| Audit                                                  | 8,000.00              | 10,000.00              | 7,500.00                 | 10,000.00               |
| Legal                                                  | 0.00                  | 500.00                 | -                        | 500.00                  |
| Travel & Meals                                         | 21,121.00             | 22,500.00              | 22,500.00                | 22,500.00               |
| Per Diem Allowance for Council                         | 542.50                | 6,000.00               | 6,000.00                 | 6,000.00                |
| ODA Commodity Commission Oversight Fee                 | 4,340.98              | 13,000.00              | 10,369.31                | 12,342.50               |
| Promotional Items                                      | 1,274.58              | 10,000.00              | 10,000.00                | 12,000.00               |
| ODA Collection Fee (3% Ore. 50 Cents)                  | 13,700.54             | 12,000.00              | 13,500.00                | 12,000.00               |
| Administrative - Contingency                           |                       | 34,914.44              | -                        | 3,368.84                |
| <b>TOTAL ADMINISTRATION</b>                            | <b>83,918.26</b>      | <b>144,914.44</b>      | <b>105,869.31</b>        | <b>132,711.34</b>       |
| <b>TOTAL EXPENDITURES - Oregon</b>                     | <b>473,176.90</b>     | <b>745,396.46</b>      | <b>419,478.88</b>        | <b>744,700.22</b>       |
| Ending Balance - Oregon                                | 350,679.45            | -                      | 331,200.22               | 0.00                    |

|                                 |              |              |              |              |
|---------------------------------|--------------|--------------|--------------|--------------|
| Total Revenue (Fed & OR)        | 1,606,044.92 | 1,519,494.45 | 1,502,112.66 | 1,312,698.99 |
| Total Expenses (Fed & OR)       | 1,055,931.91 | 1,519,494.45 | 1,056,913.67 | 1,312,698.99 |
| Ending Fund Balanace (Fed & OR) | 550,113.01   | 0.00         | 445,198.99   | -            |