

# Management Report

Vermont Brewers Association, Inc  
For the year ended December 31, 2025



Prepared by  
**Nina Hurley**

Prepared on  
**January 14, 2026**

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# 2025 Full Budget vs. P&L

January - December 2025

	Actual	Budget	over Budget	Total % of Budget
<b>INCOME</b>				
300000 VT Craft Brewers Conference				
310000 Vendor Expo	400.00		400.00	
320000 Sponsorship Income	0.00		0.00	
340000 Non-Member Ticket Sales	0.00		0.00	
<b>Total 300000 VT Craft Brewers Conference</b>	<b>400.00</b>		<b>400.00</b>	
40000 VBA Income				
40015 Brewers Fundraising- Pint Glasses		1,000.00	-1,000.00	
40016 Brewers Fundraising- Co-Branded Merchandise	262.80	0.00	262.80	
40021 Donations - Community Support	150.00	100.00	50.00	150.00 %
40050 Interest Income	2,808.47	3,000.00	-191.53	93.62 %
41000 Brewer Membership Dues	24,501.25	24,500.00	1.25	100.01 %
41500 Allied Trade Membership Dues	48,325.00	52,000.00	-3,675.00	92.93 %
41600 Enthusiast Membership Dues	2,049.85	2,000.00	49.85	102.49 %
42250 Merchandise Sales-Annual Miscellaneous	3,113.06	3,200.00	-86.94	97.28 %
42925 Holiday Fundraiser- Merchandise Sales	1,244.91	2,000.00	-755.09	62.25 %
43000 Sponsorships - VBA	3,500.00	4,500.00	-1,000.00	77.78 %
43500 Events for the Public		500.00	-500.00	
43505 Newport Beer Festival	900.00	2,500.00	-1,600.00	36.00 %
43510 Collaboration Beer	6,120.58	10,000.00	-3,879.42	61.21 %
<b>Total 40000 VBA Income</b>	<b>92,975.92</b>	<b>105,300.00</b>	<b>-12,324.08</b>	<b>88.30 %</b>
45575 Unapplied Cash Payment Revenue	0.00		0.00	
50000 VBF Income - Burlington				
50025 Ad Revenue	2,925.00	2,500.00	425.00	117.00 %
50050 Fermentation Tent	1,995.00	2,000.00	-5.00	99.75 %
50075 Extra Beer Ticket Revenue	1,400.00	2,500.00	-1,100.00	56.00 %

				<b>Total</b>
	<b>Actual</b>	<b>Budget</b>	<b>over Budget</b>	<b>% of Budget</b>
50125 Event Compensation	2,917.00	4,500.00	-1,583.00	64.82 %
50150 Merchandise	17,336.01	15,000.00	2,336.01	115.57 %
50200 Sponsorships - VBF Burlington	40,500.00	35,000.00	5,500.00	115.71 %
50225 Ticket Sales				
DD Tickets	2,783.62	2,000.00	783.62	139.18 %
Pre-Day of Ticket Sales	178,543.48	280,000.00	-101,456.52	63.77 %
Tickets at the Door	14,584.75	5,000.00	9,584.75	291.70 %
<b>Total 50225 Ticket Sales</b>	<b>195,911.85</b>	<b>287,000.00</b>	<b>-91,088.15</b>	<b>68.26 %</b>
50250 Vendor Revenue	9,100.00	9,650.00	-550.00	94.30 %
Raffle		500.00	-500.00	
Voucher Revenue	1,373.00	1,000.00	373.00	137.30 %
<b>Total 50000 VBF Income - Burlington</b>	<b>273,457.86</b>	<b>359,650.00</b>	<b>-86,192.14</b>	<b>76.03 %</b>
Revenue VTCBC				
Exhibitor Expo	39,715.13	47,700.00	-7,984.87	83.26 %
Industry Member (\$200)	4,970.00	8,000.00	-3,030.00	62.13 %
Member Ticket Sales (\$150)	14,545.64	16,000.00	-1,454.36	90.91 %
Non-Member Ticket Sales (\$250)	7,250.00	3,500.00	3,750.00	207.14 %
Speaker	1,900.00		1,900.00	
Sponsorships	20,810.00	35,000.00	-14,190.00	59.46 %
<b>Total Revenue VTCBC</b>	<b>89,190.77</b>	<b>110,200.00</b>	<b>-21,009.23</b>	<b>80.94 %</b>
<b>Total Income</b>	<b>456,024.55</b>	<b>575,150.00</b>	<b>-119,125.45</b>	<b>79.29 %</b>
<b>GROSS PROFIT</b>	<b>456,024.55</b>	<b>575,150.00</b>	<b>-119,125.45</b>	<b>79.29 %</b>
<b>EXPENSES</b>				
84000 Craft Brewer Conference Expenses				
84025 Credit Card Fees	334.22	1,200.00	-865.78	27.85 %
84050 Food & Beverage	18,487.73	23,000.00	-4,512.27	80.38 %
84051 Beer- Corkage fee + Taxes	9,036.88	5,000.00	4,036.88	180.74 %
84100 Event Space Rental	3,410.00	3,500.00	-90.00	97.43 %
84150 Printed Materials	1,195.60	1,000.00	195.60	119.56 %

				<b>Total</b>
	<b>Actual</b>	<b>Budget</b>	<b>over Budget</b>	<b>% of Budget</b>
84200 Signage	595.90	700.00	-104.10	85.13 %
84250 Supplies	441.88	1,000.00	-558.12	44.19 %
84300 Speaking/Travel/Room Fees	1,643.03	1,000.00	643.03	164.30 %
84350 Audio Visual	12,413.74	9,000.00	3,413.74	137.93 %
84500 Photographer	1,500.00	1,500.00	0.00	100.00 %
84575 VT Tent Company- Exhibitor setup	6,203.99	7,000.00	-796.01	88.63 %
84580 Delaney Events		7,500.00	-7,500.00	
Cvent Expenses	18.63	1,500.00	-1,481.37	1.24 %
<b>Total 84000 Craft Brewer Conference Expenses</b>	<b>55,281.60</b>	<b>62,900.00</b>	<b>-7,618.40</b>	<b>87.89 %</b>
85000 VBA Expenses				
85475 Brewers Education & Networking Events				
85500 Annual Meeting	4,134.42	4,000.00	134.42	103.36 %
85575 Industry Events	7,859.88	10,000.00	-2,140.12	78.60 %
85600 Technical Sessions	3,018.06	2,000.00	1,018.06	150.90 %
85605 Committee Work Miscellaneous	332.55	500.00	-167.45	66.51 %
85610 Board Meetings	1,058.20	1,500.00	-441.80	70.55 %
<b>Total 85475 Brewers Education &amp; Networking Events</b>	<b>16,403.11</b>	<b>18,000.00</b>	<b>-1,596.89</b>	<b>91.13 %</b>
85625 Administrative				
85075 Insurance	3,094.52	3,000.00	94.52	103.15 %
85175 Office Equipment		1,000.00	-1,000.00	
85200 Office Supplies	970.64	1,000.00	-29.36	97.06 %
85225 Bank and Processing Fees	2,139.64	800.00	1,339.64	267.46 %
85250 Postage & Delivery	316.57	700.00	-383.43	45.22 %
85275 Printing and Reproduction	786.26		786.26	
85300 Rent	750.00	3,000.00	-2,250.00	25.00 %
85305 Storage Unit	2,139.40	2,200.00	-60.60	97.25 %
<b>Total 85300 Rent</b>	<b>2,889.40</b>	<b>5,200.00</b>	<b>-2,310.60</b>	<b>55.57 %</b>
85325 Software	9,639.20	10,000.00	-360.80	96.39 %
85350 Supplies	58.41	500.00	-441.59	11.68 %

				Total
	Actual	Budget	over Budget	% of Budget
85400 Technology Support		1,000.00	-1,000.00	
<b>Total 85625 Administrative</b>	<b>19,894.64</b>	<b>23,200.00</b>	<b>-3,305.36</b>	<b>85.75 %</b>
86000 Marketing and Advertising				
86025 Ap Development	2,112.32	6,000.00	-3,887.68	35.21 %
86050 Paper Passport & Map Expenses	1,468.44	1,000.00	468.44	146.84 %
86075 Bumper Stickers	305.28	500.00	-194.72	61.06 %
86125 Graphic Services	455.00	1,500.00	-1,045.00	30.33 %
86150 Membership Dues Expense	1,335.24	1,500.00	-164.76	89.02 %
86175 Online Advertising		500.00	-500.00	
86200 Posters		250.00	-250.00	
86225 Print Ads	153.00	500.00	-347.00	30.60 %
86300 Website	1,465.00	2,000.00	-535.00	73.25 %
<b>Total 86000 Marketing and Advertising</b>	<b>7,294.28</b>	<b>13,750.00</b>	<b>-6,455.72</b>	<b>53.05 %</b>
87000 Passport Program	1,787.16		1,787.16	
87200 Postage	2,241.61	3,000.00	-758.39	74.72 %
87250 Merchandise	7,376.75	9,000.00	-1,623.25	81.96 %
<b>Total 87000 Passport Program</b>	<b>11,405.52</b>	<b>12,000.00</b>	<b>-594.48</b>	<b>95.05 %</b>
88000 Payroll Expenditures				
88075 P/R Taxes	10,785.02	14,000.00	-3,214.98	77.04 %
88130 Executive Director Salary	70,042.12	69,187.50	854.62	101.24 %
88131 Executive Director IRA Contribution	1,987.61	2,075.61	-88.00	95.76 %
88132 Executive Director Health Benefits	7,080.00	7,080.00	0.00	100.00 %
88150 Marketing and Membership Manager Salary	50,315.65	61,500.00	-11,184.35	81.81 %
88151 Marketing and Promotions Manager Health Benefits	6,270.75	7,080.00	-809.25	88.57 %
88152 Internship Stipend	4,500.00	4,500.00	0.00	100.00 %
<b>Total 88000 Payroll Expenditures</b>	<b>150,981.15</b>	<b>165,423.11</b>	<b>-14,441.96</b>	<b>91.27 %</b>
89000 Professional Development	50.00		50.00	
89025 Board Development		1,000.00	-1,000.00	
89050 Conferences	150.00	1,000.00	-850.00	15.00 %

				Total
	Actual	Budget	over Budget	% of Budget
89075 Networking Events	51.00	200.00	-149.00	25.50 %
89090 QuickBooks Classes		500.00	-500.00	
<b>Total 89000 Professional Development</b>	<b>251.00</b>	<b>2,700.00</b>	<b>-2,449.00</b>	<b>9.30 %</b>
89500 Professional Services				
89580 990 Filing	2,750.00	2,500.00	250.00	110.00 %
89630 Bookkeeping Services	3,187.50	7,000.00	-3,812.50	45.54 %
89675 Legal & Professional Services	1,620.00	3,000.00	-1,380.00	54.00 %
89700 Lobbying Activities	30,200.00	30,000.00	200.00	100.67 %
<b>Total 89500 Professional Services</b>	<b>37,757.50</b>	<b>42,500.00</b>	<b>-4,742.50</b>	<b>88.84 %</b>
89800 Stewardship				
89825 Allied Partnership	216.09	500.00	-283.91	43.22 %
89850 Brewery Visits	1,014.80	1,000.00	14.80	101.48 %
<b>Total 89800 Stewardship</b>	<b>1,230.89</b>	<b>1,500.00</b>	<b>-269.11</b>	<b>82.06 %</b>
89875 Travel				
89010 Meals & Entertainment	1,145.02	1,000.00	145.02	114.50 %
89900 Hotels & Airfare	1,281.14	2,000.00	-718.86	64.06 %
89910 Mileage	1,975.46	2,500.00	-524.54	79.02 %
<b>Total 89875 Travel</b>	<b>4,401.62</b>	<b>5,500.00</b>	<b>-1,098.38</b>	<b>80.03 %</b>
<b>Total 85000 VBA Expenses</b>	<b>249,619.71</b>	<b>284,573.11</b>	<b>-34,953.40</b>	<b>87.72 %</b>
90000 VBF Expenses - Burlington				
90005 Admin				
90025 Insurance	3,985.05	4,000.00	-14.95	99.63 %
90035 Licenses - Permits	125.00	125.00	0.00	100.00 %
90070 Printing and Reproduction	1,736.28	500.00	1,236.28	347.26 %
90075 Rent	7,120.00	7,600.00	-480.00	93.68 %
90085 Supplies	529.71	1,500.00	-970.29	35.31 %
<b>Total 90005 Admin</b>	<b>13,496.04</b>	<b>13,725.00</b>	<b>-228.96</b>	<b>98.33 %</b>
90100 Advertising/Promotional				
90115 Digital Advertising	3,936.92	2,000.00	1,936.92	196.85 %

				<b>Total</b>
	<b>Actual</b>	<b>Budget</b>	<b>over Budget</b>	<b>% of Budget</b>
90125 Festival Guide	2,340.09	2,500.00	-159.91	93.60 %
90135 Glasses	8,000.50	10,000.00	-1,999.50	80.01 %
90145 Merchandise	4,864.15	8,500.00	-3,635.85	57.23 %
90147 Merchandise- Brewers	500.00	500.00	0.00	100.00 %
90150 Photography	1,500.00	1,500.00	0.00	100.00 %
90155 Print ADS	500.00	1,500.00	-1,000.00	33.33 %
90165 Stickers		500.00	-500.00	
90185 Volunteer T-Shirts	572.00	600.00	-28.00	95.33 %
<b>Total 90100 Advertising/Promotional</b>	<b>22,213.66</b>	<b>27,600.00</b>	<b>-5,386.34</b>	<b>80.48 %</b>
90200 Brewer Benefits				
90205 Brewer Meals	4,319.14	4,000.00	319.14	107.98 %
90210 Brewer Mileage	2,479.60	2,500.00	-20.40	99.18 %
90215 Brewer Stipend	21,669.60	38,250.00	-16,580.40	56.65 %
<b>Total 90200 Brewer Benefits</b>	<b>28,468.34</b>	<b>44,750.00</b>	<b>-16,281.66</b>	<b>63.62 %</b>
90220 Entertainment	3,000.00	4,000.00	-1,000.00	75.00 %
90230 Impact Fee	7,200.00	10,000.00	-2,800.00	72.00 %
90300 Operations				
90305 Beer Tickets	1,488.16	5,000.00	-3,511.84	29.76 %
90310 Electrical	13,131.96	13,200.00	-68.04	99.48 %
90315 Equipment Rental	2,951.12	3,000.00	-48.88	98.37 %
90320 Experience Tent		1,000.00	-1,000.00	
90325 Fresh Water Truck	1,200.00	1,200.00	0.00	100.00 %
90330 Ice	2,082.00	3,000.00	-918.00	69.40 %
90335 Office RV	1,465.44	1,500.00	-34.56	97.70 %
90345 Radios	500.00	500.00	0.00	100.00 %
90350 Refrigerated Trucks	2,045.89	3,500.00	-1,454.11	58.45 %
90355 Security	12,747.59	12,000.00	747.59	106.23 %
90360 Fire Department EMT Coverage	2,695.14	3,000.00	-304.86	89.84 %
<b>Total 90355 Security</b>	<b>15,442.73</b>	<b>15,000.00</b>	<b>442.73</b>	<b>102.95 %</b>
90370 Septic	10,365.85	10,955.10	-589.25	94.62 %

				<b>Total</b>
	<b>Actual</b>	<b>Budget</b>	<b>over Budget</b>	<b>% of Budget</b>
90375 Signs	743.44	600.00	143.44	123.91 %
90385 Tent	34,254.95	35,426.38	-1,171.43	96.69 %
90395 Trash		1,000.00	-1,000.00	
<b>Total 90300 Operations</b>	<b>85,671.54</b>	<b>94,881.48</b>	<b>-9,209.94</b>	<b>90.29 %</b>
90405 Taxes		500.00	-500.00	
90500 Event Staff				
90505 Event Manager	26,662.50	23,770.00	2,892.50	112.17 %
90510 Admissions- Public	1,487.50	1,000.00	487.50	148.75 %
90520 Merchandise Sales	462.50	1,000.00	-537.50	46.25 %
90525 Brew Crew	3,125.00	4,000.00	-875.00	78.13 %
90530 Volunteer Coordinator	1,125.00	1,000.00	125.00	112.50 %
90540 Meals	330.98	500.00	-169.02	66.20 %
<b>Total 90500 Event Staff</b>	<b>33,193.48</b>	<b>31,270.00</b>	<b>1,923.48</b>	<b>106.15 %</b>
<b>Total 90000 VBF Expenses - Burlington</b>	<b>193,243.06</b>	<b>226,726.48</b>	<b>-33,483.42</b>	<b>85.23 %</b>
90080 VBF Expenses - Burlington				
Admin				
Staff	0.00		0.00	
<b>Total Admin</b>	<b>0.00</b>		<b>0.00</b>	
<b>Total 90080 VBF Expenses - Burlington</b>	<b>0.00</b>		<b>0.00</b>	
<b>Total Expenses</b>	<b>498,144.37</b>	<b>574,199.59</b>	<b>-76,055.22</b>	<b>86.75 %</b>
<b>NET OPERATING INCOME</b>	<b>-42,119.82</b>	<b>950.41</b>	<b>-43,070.23</b>	<b>-4,431.75 %</b>
<b>NET INCOME</b>	<b>\$ -42,119.82</b>	<b>\$950.41</b>	<b>\$ -43,070.23</b>	<b>-4,431.75 %</b>

# 2025 VBF Budget vs. P&L

January - December 2025

	Actual	Budget	over Budget	Total % of Budget
<b>INCOME</b>				
50000 VBF Income - Burlington				
50025 Ad Revenue	2,925.00	2,500.00	425.00	117.00 %
50050 Fermentation Tent	1,995.00	2,000.00	-5.00	99.75 %
50075 Extra Beer Ticket Revenue	1,400.00	2,500.00	-1,100.00	56.00 %
50125 Event Compensation	2,917.00	4,500.00	-1,583.00	64.82 %
50150 Merchandise	17,336.01	15,000.00	2,336.01	115.57 %
50200 Sponsorships - VBF Burlington	40,500.00	35,000.00	5,500.00	115.71 %
50225 Ticket Sales				
DD Tickets	2,783.62	2,000.00	783.62	139.18 %
Pre-Day of Ticket Sales	178,543.48	280,000.00	-101,456.52	63.77 %
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<b>Total 50225 Ticket Sales</b>	<b>195,911.85</b>	<b>287,000.00</b>	<b>-91,088.15</b>	<b>68.26 %</b>
50250 Vendor Revenue	9,100.00	9,650.00	-550.00	94.30 %
Raffle		500.00	-500.00	
Voucher Revenue	1,373.00	1,000.00	373.00	137.30 %
<b>Total 50000 VBF Income - Burlington</b>	<b>273,457.86</b>	<b>359,650.00</b>	<b>-86,192.14</b>	<b>76.03 %</b>
<b>Total Income</b>	<b>273,457.86</b>	<b>359,650.00</b>	<b>-86,192.14</b>	<b>76.03 %</b>
<b>GROSS PROFIT</b>	<b>273,457.86</b>	<b>359,650.00</b>	<b>-86,192.14</b>	<b>76.03 %</b>
<b>EXPENSES</b>				
90000 VBF Expenses - Burlington				
90005 Admin				
90025 Insurance	3,985.05	4,000.00	-14.95	99.63 %
90035 Licenses - Permits	125.00	125.00	0.00	100.00 %
90070 Printing and Reproduction	1,736.28	500.00	1,236.28	347.26 %
90075 Rent	7,120.00	7,600.00	-480.00	93.68 %
90085 Supplies	529.71	1,500.00	-970.29	35.31 %
<b>Total 90005 Admin</b>	<b>13,496.04</b>	<b>13,725.00</b>	<b>-228.96</b>	<b>98.33 %</b>
90100 Advertising/Promotional				
90115 Digital Advertising	3,936.92	2,000.00	1,936.92	196.85 %
90125 Festival Guide	2,340.09	2,500.00	-159.91	93.60 %
90135 Glasses	8,000.50	10,000.00	-1,999.50	80.01 %
90145 Merchandise	4,864.15	8,500.00	-3,635.85	57.23 %
90147 Merchandise- Brewers	500.00	500.00	0.00	100.00 %
90150 Photography	1,500.00	1,500.00	0.00	100.00 %
90155 Print ADS	500.00	1,500.00	-1,000.00	33.33 %
90165 Stickers		500.00	-500.00	
90185 Volunteer T-Shirts	572.00	600.00	-28.00	95.33 %
<b>Total 90100 Advertising/Promotional</b>	<b>22,213.66</b>	<b>27,600.00</b>	<b>-5,386.34</b>	<b>80.48 %</b>

				Total
	Actual	Budget	over Budget	% of Budget
90200 Brewer Benefits				
90205 Brewer Meals	4,319.14	4,000.00	319.14	107.98 %
90210 Brewer Mileage	2,479.60	2,500.00	-20.40	99.18 %
90215 Brewer Stipend	21,669.60	38,250.00	-16,580.40	56.65 %
<b>Total 90200 Brewer Benefits</b>	<b>28,468.34</b>	<b>44,750.00</b>	<b>-16,281.66</b>	<b>63.62 %</b>
90220 Entertainment	3,000.00	4,000.00	-1,000.00	75.00 %
90230 Impact Fee	7,200.00	10,000.00	-2,800.00	72.00 %
90300 Operations				
90305 Beer Tickets	1,488.16	5,000.00	-3,511.84	29.76 %
90310 Electrical	13,131.96	13,200.00	-68.04	99.48 %
90315 Equipment Rental	2,951.12	3,000.00	-48.88	98.37 %
90320 Experience Tent		1,000.00	-1,000.00	
90325 Fresh Water Truck	1,200.00	1,200.00	0.00	100.00 %
90330 Ice	2,082.00	3,000.00	-918.00	69.40 %
90335 Office RV	1,465.44	1,500.00	-34.56	97.70 %
90345 Radios	500.00	500.00	0.00	100.00 %
90350 Refrigerated Trucks	2,045.89	3,500.00	-1,454.11	58.45 %
90355 Security	12,747.59	12,000.00	747.59	106.23 %
90360 Fire Department EMT Coverage	2,695.14	3,000.00	-304.86	89.84 %
<b>Total 90355 Security</b>	<b>15,442.73</b>	<b>15,000.00</b>	<b>442.73</b>	<b>102.95 %</b>
90370 Septic	10,365.85	10,955.10	-589.25	94.62 %
90375 Signs	743.44	600.00	143.44	123.91 %
90385 Tent	34,254.95	35,426.38	-1,171.43	96.69 %
90395 Trash		1,000.00	-1,000.00	
<b>Total 90300 Operations</b>	<b>85,671.54</b>	<b>94,881.48</b>	<b>-9,209.94</b>	<b>90.29 %</b>
90405 Taxes		500.00	-500.00	
90500 Event Staff				
90505 Event Manager	26,662.50	23,770.00	2,892.50	112.17 %
90510 Admissions- Public	1,487.50	1,000.00	487.50	148.75 %
90520 Merchandise Sales	462.50	1,000.00	-537.50	46.25 %
90525 Brew Crew	3,125.00	4,000.00	-875.00	78.13 %
90530 Volunteer Coordinator	1,125.00	1,000.00	125.00	112.50 %
90540 Meals	330.98	500.00	-169.02	66.20 %
<b>Total 90500 Event Staff</b>	<b>33,193.48</b>	<b>31,270.00</b>	<b>1,923.48</b>	<b>106.15 %</b>
<b>Total 90000 VBF Expenses - Burlington</b>	<b>193,243.06</b>	<b>226,726.48</b>	<b>-33,483.42</b>	<b>85.23 %</b>
90080 VBF Expenses - Burlington				
Admin				
Staff	0.00		0.00	
<b>Total Admin</b>	<b>0.00</b>		<b>0.00</b>	
<b>Total 90080 VBF Expenses - Burlington</b>	<b>0.00</b>		<b>0.00</b>	
<b>Total Expenses</b>	<b>193,243.06</b>	<b>226,726.48</b>	<b>-33,483.42</b>	<b>85.23 %</b>

	Actual	Budget	over Budget	Total % of Budget
NET OPERATING INCOME	80,214.80	132,923.52	-52,708.72	60.35 %
NET INCOME	\$80,214.80	\$132,923.52	\$ -52,708.72	60.35 %

# 2025 CBC Budget vs. P&L

January - December 2025

	Actual	Budget	over Budget	Total % of Budget
<b>INCOME</b>				
300000 VT Craft Brewers Conference				
310000 Vendor Expo	400.00		400.00	
320000 Sponsorship Income	0.00		0.00	
340000 Non-Member Ticket Sales	0.00		0.00	
<b>Total 300000 VT Craft Brewers Conference</b>	<b>400.00</b>		<b>400.00</b>	
Revenue VT CBC				
Industry Member (\$200)	4,970.00	8,000.00	-3,030.00	62.13 %
Member Ticket Sales (\$150)	14,545.64	16,000.00	-1,454.36	90.91 %
Non-Member Ticket Sales (\$250)	7,250.00	3,500.00	3,750.00	207.14 %
Sponsorships	20,810.00	35,000.00	-14,190.00	59.46 %
<b>Total Revenue VT CBC</b>	<b>47,575.64</b>	<b>62,500.00</b>	<b>-14,924.36</b>	<b>76.12 %</b>
<b>Total Income</b>	<b>47,975.64</b>	<b>62,500.00</b>	<b>-14,524.36</b>	<b>76.76 %</b>
<b>GROSS PROFIT</b>				
	<b>47,975.64</b>	<b>62,500.00</b>	<b>-14,524.36</b>	<b>76.76 %</b>
<b>EXPENSES</b>				
84000 Craft Brewer Conference Expenses				
84025 Credit Card Fees	334.22	1,200.00	-865.78	27.85 %
84050 Food & Beverage	18,487.73	23,000.00	-4,512.27	80.38 %
84051 Beer- Corkage fee + Taxes	9,036.88	5,000.00	4,036.88	180.74 %
84100 Event Space Rental	3,410.00	3,500.00	-90.00	97.43 %
84150 Printed Materials	1,195.60	1,000.00	195.60	119.56 %
84200 Signage	595.90	700.00	-104.10	85.13 %
84250 Supplies	441.88	1,000.00	-558.12	44.19 %
84300 Speaking/Travel/Room Fees	1,643.03	1,000.00	643.03	164.30 %
84350 Audio Visual	12,413.74	9,000.00	3,413.74	137.93 %
84500 Photographer	1,500.00	1,500.00	0.00	100.00 %
84575 VT Tent Company- Exhibitor setup	6,203.99	7,000.00	-796.01	88.63 %

	<b>Actual</b>	<b>Budget</b>	<b>over Budget</b>	<b>Total % of Budget</b>
84580 Delaney Events		7,500.00	-7,500.00	
Cvent Expenses	18.63	1,500.00	-1,481.37	1.24 %
<b>Total 84000 Craft Brewer Conference Expenses</b>	<b>55,281.60</b>	<b>62,900.00</b>	<b>-7,618.40</b>	<b>87.89 %</b>
<b>Total Expenses</b>	<b>55,281.60</b>	<b>62,900.00</b>	<b>-7,618.40</b>	<b>87.89 %</b>
<b>NET OPERATING INCOME</b>	<b>-7,305.96</b>	<b>-400.00</b>	<b>-6,905.96</b>	<b>1,826.49 %</b>
<b>NET INCOME</b>	<b>\$ -7,305.96</b>	<b>\$ -400.00</b>	<b>\$ -6,905.96</b>	<b>1,826.49 %</b>

# Profit and Loss

January - December 2025

		Total
	Jan - Dec 2025	Jan - Dec 2024 (PY)
<b>INCOME</b>		
300000 VT Craft Brewers Conference		
310000 Vendor Expo	400.00	43,350.00
320000 Sponsorship Income	0.00	35,500.00
<b>Total 300000 VT Craft Brewers Conference</b>	<b>400.00</b>	<b>78,850.00</b>
40000 VBA Income		
40016 Brewers Fundraising- Co-Branded Merchandise	262.80	
40021 Donations - Community Support	150.00	50.00
40030 Grants		3,900.00
40050 Interest Income	2,808.47	7,269.41
41000 Brewer Membership Dues	24,501.25	25,661.25
41500 Allied Trade Membership Dues	48,325.00	48,825.00
41600 Enthusiast Membership Dues	2,049.85	1,911.56
42250 Merchandise Sales-Annual Miscellaneous	3,113.06	2,946.99
42800 Merchandise Sales-Taxable		11.66
42900 Glassware DO NOT USE		1,048.00
<b>Total 42800 Merchandise Sales-Taxable</b>		<b>1,059.66</b>
42925 Holiday Fundraiser- Merchandise Sales	1,244.91	1,892.29
43000 Sponsorships - VBA	3,500.00	5,500.00
43505 Newport Beer Festival	900.00	
43510 Collaboration Beer	6,120.58	
<b>Total 40000 VBA Income</b>	<b>92,975.92</b>	<b>99,016.16</b>
50000 VBF Income - Burlington		
50025 Ad Revenue	2,925.00	2,625.00
50050 Fermentation Tent	1,995.00	2,025.00
50075 Extra Beer Ticket Revenue	1,400.00	2,380.00
50125 Event Compensation	2,917.00	4,386.00
50150 Merchandise	17,336.01	16,483.00
50200 Sponsorships - VBF Burlington	40,500.00	17,500.00
50225 Ticket Sales		
DD Tickets	2,783.62	2,219.00
Pre-Day of Ticket Sales	178,543.48	239,172.90
Tickets at the Door	14,584.75	8,646.00
<b>Total 50225 Ticket Sales</b>	<b>195,911.85</b>	<b>250,037.90</b>
50250 Vendor Revenue	9,100.00	9,650.00
Raffle		710.00
Voucher Revenue	1,373.00	1,141.00
<b>Total 50000 VBF Income - Burlington</b>	<b>273,457.86</b>	<b>306,937.90</b>

		Total
	Jan - Dec 2025	Jan - Dec 2024 (PY)
Revenue VTCBC		
Exhibitor Expo	39,715.13	
Industry Member (\$200)	4,970.00	7,800.00
Member Ticket Sales (\$150)	14,545.64	15,850.00
Non-Member Ticket Sales (\$250)	7,250.00	3,500.00
Speaker	1,900.00	
Sponsorships	20,810.00	
<b>Total Revenue VTCBC</b>	<b>89,190.77</b>	<b>27,150.00</b>
<b>Total Income</b>	<b>456,024.55</b>	<b>511,954.06</b>
<b>GROSS PROFIT</b>	<b>456,024.55</b>	<b>511,954.06</b>
<b>EXPENSES</b>		
80000 Payroll Expenses (deleted-1)		
80400 Company Contributions (deleted)		
Health Insurance (deleted) ( 549 )		923.08
<b>Total 80400 Company Contributions (deleted)</b>		<b>923.08</b>
<b>Total 80000 Payroll Expenses (deleted-1)</b>		<b>923.08</b>
80000 Payroll Expenses (deleted-1) ( 558 )		
80400 Company Contributions (deleted) ( 559 )		
Health Insurance (deleted)		-923.08
<b>Total 80400 Company Contributions (deleted) ( 559 )</b>		<b>-923.08</b>
<b>Total 80000 Payroll Expenses (deleted-1) ( 558 )</b>		<b>-923.08</b>
84000 Craft Brewer Conference Expenses		
84025 Credit Card Fees	334.22	1,113.18
84050 Food & Beverage	18,487.73	21,090.28
84051 Beer- Corkage fee + Taxes	9,036.88	6,241.37
84100 Event Space Rental	3,410.00	3,478.20
84150 Printed Materials	1,195.60	1,096.66
84200 Signage	595.90	700.19
84250 Supplies	441.88	
84300 Speaking/Travel/Room Fees	1,643.03	627.82
84350 Audio Visual	12,413.74	8,999.45
84500 Photographer	1,500.00	1,000.00
84575 VT Tent Company- Exhibitor setup	6,203.99	6,257.36
84580 Delaney Events		19,720.00
Cvent Expenses	18.63	1,380.65
DEM Other Expenses (Registration, supplies, printing, etc)		606.05
<b>Total 84000 Craft Brewer Conference Expenses</b>	<b>55,281.60</b>	<b>72,311.21</b>
85000 VBA Expenses		
85475 Brewers Education & Networking Events		

		Total
	Jan - Dec 2025	Jan - Dec 2024 (PY)
85500 Annual Meeting	4,134.42	4,271.93
85575 Industry Events	7,859.88	9,014.85
85600 Technical Sessions	3,018.06	2,140.20
85605 Committee Work Miscellaneous	332.55	67.68
85610 Board Meetings	1,058.20	1,343.18
<b>Total 85475 Brewers Education &amp; Networking Events</b>	<b>16,403.11</b>	<b>16,837.84</b>
85625 Administrative		
85075 Insurance	3,094.52	2,998.90
85175 Office Equipment		155.82
85200 Office Supplies	970.64	854.44
85225 Bank and Processing Fees	2,139.64	570.11
85250 Postage & Delivery	316.57	562.68
85275 Printing and Reproduction	786.26	
85300 Rent	750.00	3,000.00
85305 Storage Unit	2,139.40	1,989.40
<b>Total 85300 Rent</b>	<b>2,889.40</b>	<b>4,989.40</b>
85325 Software	9,639.20	9,124.45
85350 Supplies	58.41	50.81
85375 Tax Fee		23.68
85400 Technology Support		622.03
<b>Total 85625 Administrative</b>	<b>19,894.64</b>	<b>19,952.32</b>
86000 Marketing and Advertising		
86025 Ap Development	2,112.32	5,495.24
86050 Paper Passport & Map Expenses	1,468.44	1,107.70
86075 Bumper Stickers	305.28	338.61
86125 Graphic Services	455.00	2,235.00
86150 Membership Dues Expense	1,335.24	1,252.88
86175 Online Advertising		850.00
86200 Posters		218.28
86225 Print Ads	153.00	325.00
86300 Website	1,465.00	7,216.50
<b>Total 86000 Marketing and Advertising</b>	<b>7,294.28</b>	<b>19,039.21</b>
87000 Passport Program	1,787.16	
87200 Postage	2,241.61	2,148.96
87250 Merchandise	7,376.75	8,546.63
<b>Total 87000 Passport Program</b>	<b>11,405.52</b>	<b>10,695.59</b>
88000 Payroll Expenditures		
88075 P/R Taxes	10,785.02	11,465.31
88130 Executive Director Salary	70,042.12	70,899.90
88131 Executive Director IRA Contribution	1,987.61	374.36
88132 Executive Director Health Benefits	7,080.00	6,240.06

		<b>Total</b>
	<b>Jan - Dec 2025</b>	<b>Jan - Dec 2024 (PY)</b>
88150 Marketing and Membership Manager Salary	50,315.65	61,611.49
88151 Marketing and Promotions Manager Health Benefits	6,270.75	6,240.06
88152 Internship Stipend	4,500.00	4,500.00
<b>Total 88000 Payroll Expenditures</b>	<b>150,981.15</b>	<b>161,331.18</b>
89000 Professional Development	50.00	
89050 Conferences	150.00	35.06
89075 Networking Events	51.00	153.29
<b>Total 89000 Professional Development</b>	<b>251.00</b>	<b>188.35</b>
89500 Professional Services		
89580 990 Filing	2,750.00	2,500.00
89630 Bookkeeping Services	3,187.50	6,904.12
89675 Legal & Professional Services	1,620.00	3,091.00
89700 Lobbying Activities	30,200.00	30,000.00
<b>Total 89500 Professional Services</b>	<b>37,757.50</b>	<b>42,495.12</b>
89800 Stewardship		
89825 Allied Partnership	216.09	30.93
89850 Brewery Visits	1,014.80	847.65
<b>Total 89800 Stewardship</b>	<b>1,230.89</b>	<b>878.58</b>
89875 Travel		
89010 Meals & Entertainment	1,145.02	439.99
89900 Hotels & Airfare	1,281.14	456.25
89910 Mileage	1,975.46	1,308.81
<b>Total 89875 Travel</b>	<b>4,401.62</b>	<b>2,205.05</b>
<b>Total 85000 VBA Expenses</b>	<b>249,619.71</b>	<b>273,623.24</b>
90000 VBF Expenses - Burlington		
90005 Admin		
90010 Bank Fees		5.00
90025 Insurance	3,985.05	3,831.58
90035 Licenses - Permits	125.00	125.00
90070 Printing and Reproduction	1,736.28	
90075 Rent	7,120.00	6,777.00
90085 Supplies	529.71	1,285.41
<b>Total 90005 Admin</b>	<b>13,496.04</b>	<b>12,023.99</b>
90100 Advertising/Promotional		
90110 Brewers Festival Merchandise		-115.00
90115 Digital Advertising	3,936.92	1,592.26
90125 Festival Guide	2,340.09	2,422.95
90135 Glasses	8,000.50	10,800.21
90145 Merchandise	4,864.15	8,617.57
90147 Merchandise- Brewers	500.00	500.00
90150 Photography	1,500.00	1,000.00

		<b>Total</b>
	<b>Jan - Dec 2025</b>	<b>Jan - Dec 2024 (PY)</b>
90155 Print ADS	500.00	1,020.00
90165 Stickers		575.00
90185 Volunteer T-Shirts	572.00	600.00
<b>Total 90100 Advertising/Promotional</b>	<b>22,213.66</b>	<b>27,012.99</b>
90200 Brewer Benefits		
90205 Brewer Meals	4,319.14	4,194.92
90210 Brewer Mileage	2,479.60	2,300.57
90215 Brewer Stipend	21,669.60	24,186.57
<b>Total 90200 Brewer Benefits</b>	<b>28,468.34</b>	<b>30,682.06</b>
90220 Entertainment	3,000.00	2,000.00
90230 Impact Fee	7,200.00	8,800.00
90300 Operations		
90305 Beer Tickets	1,488.16	5,395.27
90310 Electrical	13,131.96	12,869.00
90315 Equipment Rental	2,951.12	2,792.60
90320 Experience Tent		786.25
90325 Fresh Water Truck	1,200.00	1,200.00
90330 Ice	2,082.00	2,835.00
90335 Office RV	1,465.44	1,420.00
90345 Radios	500.00	602.00
90350 Refrigerated Trucks	2,045.89	3,343.68
90355 Security	12,747.59	10,403.31
90360 Fire Department EMT Coverage	2,695.14	2,695.14
<b>Total 90355 Security</b>	<b>15,442.73</b>	<b>13,098.45</b>
90370 Septic	10,365.85	10,841.50
90375 Signs	743.44	557.00
90385 Tent	34,254.95	34,635.13
<b>Total 90300 Operations</b>	<b>85,671.54</b>	<b>90,375.88</b>
90500 Event Staff		
90505 Event Manager	26,662.50	23,770.00
90510 Admissions- Public	1,487.50	1,000.00
90520 Merchandise Sales	462.50	980.00
90525 Brew Crew	3,125.00	3,072.50
90530 Volunteer Coordinator	1,125.00	675.00
90540 Meals	330.98	261.95
<b>Total 90500 Event Staff</b>	<b>33,193.48</b>	<b>29,759.45</b>
<b>Total 90000 VBF Expenses - Burlington</b>	<b>193,243.06</b>	<b>200,654.37</b>
<b>Total Expenses</b>	<b>498,144.37</b>	<b>546,588.82</b>
<b>NET OPERATING INCOME</b>	<b>-42,119.82</b>	<b>-34,634.76</b>
<b>OTHER INCOME</b>		
ERTC Tax Credit		36,582.48

		Total
	Jan - Dec 2025	Jan - Dec 2024 (PY)
<b>Total Other Income</b>	0.00	36,582.48
<b>NET OTHER INCOME</b>	0.00	36,582.48
<b>NET INCOME</b>	<b>\$ -42,119.82</b>	<b>\$1,947.72</b>

# Balance Sheet

As of December 31, 2025

		Total
	As of Dec 31, 2025	As of Dec 31, 2024 (PY)
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Bank Accounts</b>		
1075 Petty Cash	59.00	59.00
1080 VFCU 3212 Checking	15,880.39	38,483.54
1085 VFCU Business Money Market	105,208.92	132,416.41
1090 VFCU Savings	16,096.32	15,530.36
<b>Total Bank Accounts</b>	<b>137,244.63</b>	<b>186,489.31</b>
<b>Other Current Assets</b>		
12000 Undeposited Funds	4,137.50	4,308.26
2000 Festival Cash Drawer	1,310.00	1,310.00
2050 Glassware	4,525.00	4,525.00
2075 Hats	2,831.70	2,831.70
2100 Bandanas	207.20	207.20
2150 Inventory Asset	988.43	988.43
2200 Accessories	1,499.99	1,499.99
2250 Security Deposit for Office	1,400.00	1,400.00
2300 Shirts	3,037.86	3,037.86
2500 Prepaid Expenses	15,502.50	11,780.00
QuickBooks Tax Holding Account	2,451.77	
<b>Total Other Current Assets</b>	<b>37,891.95</b>	<b>31,888.44</b>
<b>Total Current Assets</b>	<b>175,136.58</b>	<b>218,377.75</b>
<b>Fixed Assets</b>		
3000 Accumulated Depreciation	-6,095.00	-6,095.00
3500 Equipment	6,438.27	6,438.27
<b>Total Fixed Assets</b>	<b>343.27</b>	<b>343.27</b>
<b>TOTAL ASSETS</b>	<b>\$175,479.85</b>	<b>\$218,721.02</b>

## LIABILITIES AND EQUITY

### Liabilities

#### Current Liabilities

##### Credit Cards

Chase Credit Card	5,127.68	456.85
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<b>Total Credit Cards</b>	<b>5,127.68</b>	<b>456.85</b>
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##### Other Current Liabilities

24000 Payroll Liabilities	0.00	
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24010 Charles Schwab	306.32	599.04
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24020 Federal Taxes (941/944)	1,971.16	3,488.03
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24030 FUTA (940)	144.76	102.45
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		<b>Total</b>
	<b>As of Dec 31, 2025</b>	<b>As of Dec 31, 2024 (PY)</b>
24040 VT Income Tax	335.85	610.75
<b>Total 24000 Payroll Liabilities</b>	<b>2,758.09</b>	<b>4,800.27</b>
24070 Prepaid Sponsorships	0.00	3,750.00
<b>Total Other Current Liabilities</b>	<b>2,758.09</b>	<b>8,550.27</b>
<b>Total Current Liabilities</b>	<b>7,885.77</b>	<b>9,007.12</b>
<b>Total Liabilities</b>	<b>7,885.77</b>	<b>9,007.12</b>
<b>Equity</b>		
30000 Opening Balance Equity	139,347.06	139,347.06
32000 Unrestricted Net Assets	70,366.84	68,419.12
Net Income	-42,119.82	1,947.72
<b>Total Equity</b>	<b>167,594.08</b>	<b>209,713.90</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$175,479.85</b>	<b>\$218,721.02</b>