

MUSHROOM COUNCIL
STATEMENTS OF NET POSITION
December 31, 2018
(With Comparative Information for December 31, 2017)

<u>ASSETS</u>	<u>2018</u>	<u>2017</u>
Current Assets:		
Cash	\$ 1,195,914	\$ 1,411,157
Accounts receivable, net	555,740	593,237
Prepaid expenses	<u>5,000</u>	<u>2,335</u>
Total Current Assets	<u>1,756,654</u>	<u>2,006,729</u>
Noncurrent Assets:		
Capital assets, net	<u>5,359</u>	<u>7,372</u>
Total Assets	<u><u>\$ 1,762,013</u></u>	<u><u>\$ 2,014,101</u></u>
 <u>LIABILITIES</u>		
Current Liabilities:		
Accounts payable	\$ 643,393	\$ 685,133
Accrued wages and payroll taxes	<u>46,639</u>	<u>44,394</u>
Total Current Liabilities	<u>690,032</u>	<u>729,527</u>
 <u>NET POSITION</u>		
Net investment in capital assets	5,359	7,372
Restricted	400,000	375,000
Unrestricted	<u>666,622</u>	<u>902,202</u>
Total Net Position	<u><u>\$ 1,071,981</u></u>	<u><u>\$ 1,284,574</u></u>

The accompanying notes are an integral part of these financial statements.

MUSHROOM COUNCIL
STATEMENTS OF REVENUES, EXPENDITURES AND
CHANGES IN NET POSITION
For The Year Ended December 31, 2018
(With Comparative Information for December 31, 2017)

REVENUES:	<u>2018</u>	<u>2017</u>
Assessments:		
Domestic	\$ 4,310,285	\$ 4,206,967
Imports	823,278	745,286
Other income and interest	<u>25,040</u>	<u>15,733</u>
 Total Revenues	 <u>5,158,603</u>	 <u>4,967,986</u>
 EXPENDITURES:		
Administrative expenditures	318,528	263,774
Government and professional services - including compliance inspections	174,215	184,540
Research and information expenditures	<u>4,878,454</u>	<u>4,728,137</u>
 Total Expenditures	 <u>5,371,197</u>	 <u>5,176,451</u>
 Excess of Expenditures over Revenues	 (212,594)	 (208,465)
 NET POSITION - Beginning of year	 <u>1,284,575</u>	 <u>1,493,039</u>
 NET POSITION - End of year	 <u>\$ 1,071,981</u>	 <u>\$ 1,284,574</u>

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MUSHROOM COUNCIL
STATEMENTS OF CASH FLOWS
For The Year Ended December 31, 2018
(With Comparative Information for December 31, 2017)

	<u>2018</u>	<u>2017</u>
CASH FLOW FROM OPERATING ACTIVITIES:		
Excess of expenditures over revenues	\$ (212,594)	\$ (208,465)
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation expense	2,013	2,387
Loss (gain) on disposal of capital assets	-	951
(Increase) decrease in:		
Accounts receivable	(86,967)	40,675
Allowance for uncollectible receivables	69,186	-
Bad debt	55,278	-
Prepaid expenses	(2,665)	(50)
Increase (decrease) in:		
Accounts payable	(41,739)	131,283
Accrued wages and payroll taxes	2,245	3,052
Net Cash Used by Operating Activities	<u>(215,243)</u>	<u>(30,167)</u>
NET CASH FLOW FROM FINANCING ACTIVITIES:		
Cash paid for acquisition of capital assets	<u>-</u>	<u>-</u>
Net Cash Used by Financing Activities	<u>-</u>	<u>-</u>
Net Decrease in Cash	(215,243)	(30,167)
CASH - beginning of year	<u>1,411,157</u>	<u>1,441,324</u>
CASH - end of year	<u><u>\$ 1,195,914</u></u>	<u><u>\$ 1,411,157</u></u>

The accompanying notes are an integral part of these financial statements.

MUSHROOM COUNCIL
SCHEDULES OF CASH RECEIPTS AND DISBURSEMENTS
For The Year Ended December 31, 2018
(With Comparative Information for December 31, 2017)

	<u>2018</u>	<u>2017</u>
INCOME:		
Assessments		
Domestic	\$ 4,292,503	\$ 4,247,642
Imports	823,278	745,286
Other income	<u>24,723</u>	<u>16,425</u>
Total Assessments	5,140,504	5,009,353
Interest	<u>317</u>	<u>259</u>
Total Income	<u>5,140,821</u>	<u>5,009,612</u>
EXPENDITURES:		
USDA/Customs		
AMS service user fees	<u>91,884</u>	<u>104,510</u>
Total USDA/Customs	<u>91,884</u>	<u>104,510</u>
OFFICE EXPENSE:		
Computer system	1,148	1,674
Miscellaneous	577	1,503
Office equipment/supplies	2,582	1,779
Postage/shipping	3,686	3,030
Printing	4,462	-
Rent-office	38,472	39,641
Telephone	<u>1,397</u>	<u>1,147</u>
Total Office Expenses	<u>52,324</u>	<u>48,774</u>
OTHER OPERATING EXPENSE:		
Auto allowance	5,343	5,759
Council members/committee travel	14,949	14,286
Insurance and bonds	2,110	5,333
Meeting expense	22,410	19,932
Staff/other travel expenses	<u>11,123</u>	<u>10,133</u>
Total Other Operating Expenses	<u>55,935</u>	<u>55,443</u>

See independent auditor's report.

MUSHROOM COUNCIL
SCHEDULES OF CASH RECEIPTS AND DISBURSEMENTS
For The Year Ended December 31, 2018
(With Comparative Information for December 31, 2017)

	<u>2018</u>	<u>2017</u>
PAYROLL TRANSACTIONS:		
Administrative wages	125,616	125,193
Deferred compensation	5,402	5,589
Employer FICA	6,520	6,770
Employer medicare	2,092	2,179
Health insurance	12,552	13,645
Workers compensation insurance	47	2,777
Total Payroll Transactions	<u>152,229</u>	<u>156,153</u>
PROFESSIONAL SERVICES:		
Audit	71,900	71,900
Accounting	3,126	3,139
Legal	3,155	4,050
Miscellaneous	4,150	941
Total Professional Services	<u>82,331</u>	<u>80,030</u>
RESEARCH AND INFORMATION:		
Agency planning, support and travel	46,835	60,704
Consumer public relations	1,487,061	1,102,665
Econometric/marketing research	66,900	51,089
Food service research and information	1,717,769	1,940,024
Industry information	231,387	176,580
Memberships	6,365	6,535
Advertising and promotions	3,172	1,000
Nutrition promotion	207,842	305,755
Nutrition research	124,175	135,671
Production support services	100,000	100,000
Retail research and information	720,524	451,605
Sustainability is our future	-	55,058
Subtotal Research and Information	<u>4,712,030</u>	<u>4,386,686</u>
Research and information salary/benefits	<u>206,666</u>	<u>208,134</u>
Total Research and Information	<u>4,918,696</u>	<u>4,594,820</u>
Total Expenses	<u>5,353,399</u>	<u>5,039,730</u>
Excess of Disbursements over Cash Receipts	<u>\$ (212,578)</u>	<u>\$ (30,118)</u>

See independent auditor's report.