

# NOTICE OF COMMITTEE MEETING

## Sonoma County Fair & Exposition, Inc

Notice is hereby given that meetings of the Sonoma County Fair and Exposition, Inc. will convene at times and locations set forth in this notice.

### BUDGET & FINANCE COMMITTEE

**December 17, 2019, 3:00 – 4:45**  
Sonoma County Fairgrounds Board Room

**DIRECTORS:** Teejay Lowe, Chair, Marcia Mickelson, Vice Chair; Tony Gerald, Bev Palm, Wanda Tapia

1. Call to Order
2. Approval of the Agenda
3. Public Comments  
Any member of the audience desiring to address the Board on a matter not on the agenda: Please stand and after receiving recognition from the Chair, please state your name and make your comments. In order that all interested parties have an opportunity to address the Board, each person is granted 3 minutes to speak. While members of the public are welcome to address the Board, under the Brown Act, Board members may not deliberate or take action on items not on the agenda, and generally may only listen. For items that are on the agenda, each person will be allowed to address the topic being discussed, and will be allowed 3 minutes to speak.
4. Discussion and possible action regarding Draft Financial Statement, through November 2019 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through October 2019 - **(Attachment #2)** – Michael Margetts
6. Discussion and possible action regarding approval of 2019 Purchase Orders in excess of \$25,000 – **(None)**
7. Discussion and possible action regarding approval of 2019 Contracts in excess of \$25,000 – **(None)**
8. Review of October 2019 Harvest Fair financial statements – **(Attachment #3)**
9. Discussion and possible action regarding 2020 financial budget – **(Attachment #4)**
10. Request for future agenda items **(non-discussion items)**
11. Adjournment

For additional information please call Lorna Fox at (707) 545-4200 x 201.

*DISABLED ACCOMODATION: If you are a person with a disability and require information or materials in an appropriate alternative format; or if you require any other accommodation, please contact 707-545-4200. Advance notification within this guideline will enable the County to make reasonable arrangements to ensure accessibility.*

**Sonoma County Fair & Exposition, Inc**  
**Balance Sheet**

DRAFT - UNAUDITED

DRAFT

	11/30/2019 Calendar YTD	11/30/2018 Calendar YTD	10/31/2019
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	4,808,546	3,518,883	4,676,127
Accounts Receivable, Net	425,081	402,628	185,145
Racing Settlement Receivable	(1,116)	42,696	202,126
Prepaid Expenses			
Inventory of Supplies		1,800	
Other Current Assets	41,629	99,342	
<b>Total Current Assets</b>	<b>5,274,139</b>	<b>4,065,348</b>	<b>5,063,398</b>
<b>Property &amp; Equipment, Net</b>	<b>9,399,432</b>	<b>9,485,599</b>	<b>9,381,738</b>
Construction in Progress	172,562	116,621	171,564
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,571,994</b>	<b>9,602,220</b>	<b>9,553,302</b>
<b>Other Assets</b>			
Restricted Cash	120,904	120,916	120,904
Due From/Due (To) County for Vet's	(23,193)	9,552	(20,915)
GASB 68 Deferred Outflow of Resources	400,824	961,078	400,824
GASB 75 Deferred Outflow of Resources	254,492		254,492
<b>Total Other Assets</b>	<b>753,028</b>	<b>1,091,546</b>	<b>755,305</b>
<b>TOTAL ASSETS</b>	<b>15,599,160</b>	<b>14,759,114</b>	<b>15,372,005</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable	38,318	31,677	111,917
Scholarships Payable	8,250	3,500	8,250
Accrued Expenses	819,294	591,486	810,794
Racing Payable	80,135	82,984	81,692
Purses Paid - (Over)/Under	(146,036)	(149,224)	(141,537)
Other Short Term Liabilities	828	22,653	828
Short Term Notes			
Current Portion of Long-Term Debt			
Deferred Income	585,140	351,017	415,946
<b>Total Current Liabilities</b>	<b>1,385,929</b>	<b>934,092</b>	<b>1,287,889</b>
<b>Long Term Liabilities</b>			
GASB 68 Deferred Inflow of Resources	701,757	139,498	701,757
GASB 68 Net Pension Liability	778,377	2,029,925	778,377
GASB 75 Deferred Inflow of Resources	216,663		216,663
GASB 75 Net Pension Liability	1,967,830		1,967,830
<b>Total Long Term Liabilities</b>	<b>3,664,627</b>	<b>2,169,423</b>	<b>3,664,627</b>
<b>NET ASSETS</b>			
<b>Investment in Capital Assets</b>	<b>8,911,835</b>	<b>8,784,100</b>	<b>8,911,836</b>
<b>Restricted for Scholarships</b>	<b>23,856</b>	<b>19,908</b>	<b>23,856</b>
<b>Restricted for Junior Livestock Auction</b>	<b>75,107</b>	<b>61,764</b>	<b>75,107</b>
<b>Retained Earnings - Unrestricted</b>	<b>291,298</b>	<b>992,935</b>	<b>291,298</b>
<b>Profit/(Loss) Current Year</b>	<b>1,246,508</b>	<b>1,796,893</b>	<b>1,117,393</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15,599,160</b>	<b>14,759,114</b>	<b>15,372,006</b>

**Sonoma County Fair & Exposition, Inc  
Income Statement**
**DRAFT - UNAUDITED**

	11/30/2019 Actual YTD	11/30/2018 Prior Year YTD	Variance	11/30/2019 Budget YTD	Variance
<b>Operating Revenue</b>					
Fair	6,067,454	6,217,439	(149,985)	6,344,353	(276,899)
Interim	3,788,040	4,198,325	(410,285)	3,010,069	777,971
Jockey Club	355,146	367,393	(12,247)	352,183	2,963
<b>Total Operating Revenue</b>	<b>10,210,641</b>	<b>10,783,157</b>	<b>(572,517)</b>	<b>9,706,605</b>	504,036
<b>Operating Expense</b>					
Fair	3,670,985	3,399,928	(271,057)	3,570,637	(100,348)
Interim	1,553,527	1,641,847	88,320	1,612,884	59,357
Jockey Club	303,412	356,586	53,173	311,529	8,117
General & Administrative	3,697,336	3,620,008	(77,328)	3,671,974	(25,362)
Allocated Costs - Harvest Fair	(28,911)	(53,000)	(24,089)		28,911
<b>Total Operating Expenses</b>	<b>9,196,350</b>	<b>8,965,369</b>	<b>(230,980)</b>	<b>9,167,024</b>	<b>(29,326)</b>
<b>Operating Income/(Loss)</b>	<b>1,014,291</b>	<b>1,817,788</b>	<b>(803,497)</b>	<b>539,581</b>	<b>474,710</b>
Other Revenue	38,568	35,628	2,940	23,690	14,878
Harvest Fair - Revenue	56,900	100,858	(43,958)	74,358	(17,458)
Harvest Fair - Expense	(57,047)	(100,985)	43,939	(74,358)	17,311
Interest Expense					
JLA, net	16,101	13,343	2,758		16,101
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	51,717	(73,616)	125,332		51,717
<b>Net Income/(Loss)before depreciation and capital</b>	<b>1,120,530</b>	<b>1,793,016</b>	<b>(672,486)</b>	<b>563,271</b>	<b>557,259</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>1,120,530</b>	<b>1,793,016</b>	<b>(672,486)</b>	<b>563,271</b>	<b>557,259</b>
Gain (loss) on disposal of asset		3,877	(3,877)		
Capital Expenditures					
Capital Funding	125,979		125,979		125,979
<b>Net Income (Loss) incl Capital</b>	<b>1,246,508</b>	<b>1,796,893</b>	<b>(550,384)</b>	<b>563,271</b>	<b>683,237</b>

**Sonoma County Fair & Exposition, Inc**  
**Fair Income Statement**

**DRAFT - UNAUDITED**

	<b>11/30/2019</b>	<b>11/30/2018</b>		<b>11/30/2019</b>	
	<b>Actual</b>	<b>Prior Year</b>		<b>Budget</b>	
	<b>YTD</b>	<b>PTD</b>	<b>Variance</b>	<b>YTD</b>	<b>Variance</b>
<b>Revenue</b>					
Admissions	1,564,915	1,612,041	(47,126)	1,683,947	(119,032)
Parking	438,536	459,304	(20,768)	490,156	(51,620)
Commercial Space	355,784	403,719	(47,936)	413,900	(58,117)
Carnival	712,319	738,196	(25,877)	739,000	(26,681)
Concessions	1,180,790	1,163,306	17,484	1,169,700	11,090
Exhibits	84,933	88,394	(3,462)	85,000	(67)
Racing	1,042,196	1,062,017	(19,821)	1,043,300	(1,104)
Attractions	185,442	189,549	(4,107)	197,000	(11,558)
Sponsorships	385,693	404,260	(18,568)	420,500	(34,808)
VIP Tent	28,560	29,100	(540)	29,100	(540)
Miscellaneous	88,288	67,552	20,736	72,750	15,538
<b>Total Fair Revenue</b>	<b>6,067,454</b>	<b>6,217,439</b>	<b>(149,985)</b>	<b>6,344,353</b>	<b>(276,899)</b>
<b>Expense</b>					
Labor and Benefits	1,221,563	1,121,585	(99,978)	1,198,388	(23,175)
Advertising & Publicity	295,275	299,171	3,896	275,895	(19,380)
Attendance	335,354	331,286	(4,068)	339,212	3,858
Signage/Other/Drinking Water				-	
Premium	261,006	263,177	2,171	272,050	11,044
Hall of Flowers	116,656	133,317	16,660	152,000	35,344
Exhibits	126,959	131,305	4,346	141,500	14,541
Commerical/Concessions Exhibits	9,123	8,936	(186)	2,300	(6,823)
Racing	578,226	442,743	(135,483)	470,200	(108,026)
Attractions	623,970	603,835	(20,135)	606,392	(17,578)
Miscellaneous	28,796	4,200	(24,596)	36,200	7,404
VIP Tent	26,981	27,488	507	27,500	519
RV Park - Fair - Contract Services	47,077	32,886	(14,191)	49,000	1,923
<b>Total Expense</b>	<b>3,670,985</b>	<b>3,399,928</b>	<b>(271,057)</b>	<b>3,570,637</b>	<b>(100,348)</b>
<b>Fair Income/(Loss)</b>	<b>2,396,469</b>	<b>2,817,511</b>	<b>(421,041)</b>	<b>2,773,716</b>	<b>(377,247)</b>

**Sonoma County Fair & Exposition, Inc**  
**Interim Income Statement**

**DRAFT - UNAUDITED**

	<b>11/30/2019 Actual YTD</b>	<b>11/30/2018 Prior Year YTD</b>	<b>Variance</b>	<b>11/30/2019 Budget YTD</b>	<b>Variance</b>
<b>Revenue</b>					
Long Term Rentals	56,051	76,825	(20,773)	96,652	(40,601)
Building Rental	411,033	435,908	(24,875)	422,700	(11,667)
Facility Rental	531,461	223,460	308,001	226,267	305,194
Equipment Rental	175,487	164,264	11,223	147,887	27,600
Trailer & RV	1,500,374	2,146,644	(646,270)	969,250	531,124
Interim Parking	302,830	306,719	(3,889)	317,000	(14,171)
Insurance/Costs Reimbursed	73,070	77,414	(4,344)	59,061	14,009
Security Reimbursed	207,108	198,606	8,502	182,824	24,284
Food & Other Concessions	164,965	179,196	(14,231)	187,592	(22,627)
Alcohol Concessions	252,324	278,402	(26,078)	290,836	(38,512)
Other Interim Revenue	113,338	110,888	2,450	110,000	3,338
<b>Total Revenue</b>	<b>3,788,040</b>	<b>4,198,325</b>	<b>(410,285)</b>	<b>3,010,069</b>	<b>777,971</b>
<b>Expense</b>					
Int Wages & Benefits	1,046,591	1,150,860	104,269	1,168,634	122,043
Int Parking Wages & Benefits	86,929	58,257	(28,672)	54,740	(32,189)
<b>Total Wages &amp; Benefits</b>	<b>1,133,520</b>	<b>1,209,117</b>	<b>75,597</b>	<b>1,223,374</b>	<b>89,854</b>
Contract Services-Interim	7,655	10,580	2,925	13,750	6,095
Contract Services-RV Park	1,053	10,366	9,313	11,000	9,948
Straw Removal				-	
Security	58,714	37,906	(20,809)	54,500	(4,214)
Supplies & Equipment	12,927	15,688	2,761	22,500	9,573
RV Park Utilities	147,048	154,320	7,272	111,500	(35,548)
RV Park Advertising	4,646		(4,646)	5,000	354
Miscellaneous RV Parking				-	
RV Supplies & Equipment	18,490	10,237	(8,253)	10,360	(8,130)
Interim Advertising	3,444	1,225	(2,219)	3,000	(444)
Business Partner Incentive				-	
Insurance/Costs Reimbursed	5,826	3,560	(2,265)	4,000	(1,826)
Security Costs Reimbursed	147,999	174,914	26,915	135,000	(12,999)
Equipment Rental	1,164	3,434	2,269	5,400	4,236
CalTrans Median Strip Rent	10,810	10,500	(310)	10,500	(310)
Special Repairs & Equipment	231		(231)	3,000	2,769
<b>Total Expense</b>	<b>1,553,527</b>	<b>1,641,847</b>	<b>88,320</b>	<b>1,612,884</b>	<b>59,357</b>
<b>Interim Income/(Loss)</b>	<b>2,234,513</b>	<b>2,556,478</b>	<b>(321,965)</b>	<b>1,397,185</b>	<b>837,328</b>

**Sonoma County Fair & Exposition, Inc**  
**Jockey Club Income Statement**

**DRAFT - UNAUDITED**

	<b>11/30/2019</b>	<b>11/30/2018</b>		<b>11/30/2019</b>	
	<b>Actual</b>	<b>Prior Year</b>	<b>Variance</b>	<b>Budget</b>	<b>Variance</b>
	<b>YTD</b>	<b>YTD</b>		<b>YTD</b>	
<b>Revenue</b>					
Admissions	26,325	31,696	(5,371)	31,500	(5,175)
Turf Club	5,014	6,127	(1,113)	5,700	(686)
Commissions	250,642	247,837	2,805	241,000	9,642
Programs/Other	2,315	2,836	(521)	2,711	(396)
Race Forms, etc	59,079	67,157	(8,077)	61,950	(2,871)
Concessions	8,970	6,471	2,499	6,321	2,649
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees	2,801	5,270	(2,469)	3,000	(200)
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>355,146</b>	<b>367,393</b>	<b>(12,247)</b>	<b>352,183</b>	<b>2,963</b>
<b>Expense</b>					
Wages & Benefits	165,023	169,498	4,474	166,059	1,036
Contract Services	28,362	25,642	(2,720)	31,500	3,138
Supplies & Expense	29,706	40,251	10,545	24,825	(4,881)
Utilities	29,810	61,030	31,221	36,750	6,940
Cost of Periodicals	45,976	52,017	6,041	46,695	719
Garbage	3,485	6,648	3,163	4,200	715
Advertising & Marketing	1,050	1,500	450	1,500	450
<b>Total Jockey Club Expenses</b>	<b>303,412</b>	<b>356,586</b>	<b>53,173</b>	<b>311,529</b>	<b>8,117</b>
<b>Jockey Club Income/(Loss)</b>	<b>51,734</b>	<b>10,807</b>	<b>40,926</b>	<b>40,654</b>	<b>11,080</b>

**Sonoma County Fair & Exposition, Inc**  
**Harvest Fair**

**DRAFT - UNAUDITED**

	<b>11/30/2019</b>	<b>11/30/2018</b>		<b>11/30/2019</b>	
	<b>Actual</b>	<b>Prior Year</b>		<b>Budget</b>	
	<b>YTD</b>	<b>YTD</b>	<b>Variance</b>	<b>YTD</b>	<b>Variance</b>
Cost Recovered Harvest Fair	56,900	100,858	(43,958)	74,358	(17,458)
<b>Total Revenue</b>	<b>56,900</b>	<b>100,858</b>	<b>(43,958)</b>	<b>74,358</b>	<b>(17,458)</b>
<b>Expense</b>					
Admin Wages and Benefits	2,881	5,972	3,091	10,175	7,294
Publicity Wages and Benefits	0	0	0	9,689	9,689
Maintenance Wages and Benefits	10,281	17,917	7,635	7,535	(2,746)
Interim Wages and Benefits	9,844	19,209	9,365	2,153	(7,691)
Exhibits Wages and Benefits	0	4,778	4,778	2,153	2,153
Attendance Wages and Benefits	25,241	43,110	17,869	39,500	14,259
Attractions Wages and Benefits	0	0	0	2,153	2,153
Miscellaneous	8,800	10,000	1,200	1,000	(7,800)
<b>Total Expenses</b>	<b>57,047</b>	<b>100,985</b>	<b>43,939</b>	<b>74,358</b>	<b>17,311</b>
<b>Harvest Fair Income(Loss)</b>	<b>(147)</b>	<b>(127)</b>	<b>(20)</b>	<b>0</b>	<b>(147)</b>

**Sonoma County Fair & Exposition, Inc**  
**General & Administrative Expenses**

**DRAFT - UNAUDITED**

	<b>11/30/2019</b>	<b>11/30/2018</b>		<b>11/30/2019</b>	
	<b>Actual</b>	<b>Prior Year</b>	<b>Variance</b>	<b>Budget</b>	<b>Variance</b>
	<b>YTD</b>	<b>YTD</b>		<b>YTD</b>	
<b>Expense</b>					
Wages & Benefits-Admin	878,798	885,764	6,966	866,453	(12,345)
Contract Services-Admin	66,569	68,417	1,848	70,700	4,131
County Indirect Services	78,826	86,960	8,134	78,820	(6)
Legal	47,943	50,206	2,263	41,000	(6,943)
Office Expense-Admin	135,403	127,487	(7,916)	118,765	(16,638)
Postage & Telephone	46,682	46,748	67	52,800	6,118
Director's Expense & Travel	16,017	21,262	5,246	20,000	3,983
Donations				-	
Insurance	60,817	70,971	10,154	59,576	(1,241)
Audit Fee	18,000	35,380	17,380	45,000	27,000
Bad Debt and Cash Short/Over	1,498	1,918	420	913	(585)
<b>Administration Expenses</b>	<b>1,350,553</b>	<b>1,395,113</b>	<b>44,561</b>	<b>1,354,027</b>	<b>3,474</b>
Wages & Benefits-Maint	1,562,310	1,408,146	(154,164)	1,523,277	(39,033)
Contract Services-Maint	79,870	95,722	15,852	89,000	9,130
Equipment Rental-Maint	30,434	34,121	3,687	34,500	4,066
Utilities	286,530	247,113	(39,417)	274,300	(12,230)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	88,405	68,909	(19,496)	69,200	(19,205)
Maintenance Supplies	222,155	250,125	27,970	256,270	34,115
Repairs & Maintenance	35,283	69,182	33,899	30,400	(4,883)
Equipment Repairs	41,797	51,577	9,780	41,000	(797)
<b>Maintenance Expenses</b>	<b>2,346,783</b>	<b>2,224,895</b>	<b>(121,888)</b>	<b>2,317,947</b>	<b>(28,836)</b>
<b>General &amp; Administrative Expenses</b>	<b>3,697,336</b>	<b>3,620,008</b>	<b>(77,328)</b>	<b>3,671,974</b>	<b>(25,362)</b>



**Sonoma County Fair & Exposition, Inc**  
**Salary & Benefit Expenses**

DRAFT - UNAUDITED

	11/30/2019 Actual YTD	11/30/2018 Prior Year YTD	Variance	11/30/2019 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	144,654	149,814	5,160	143,630	(1,024)
Interim	504,432	566,316	61,884	545,485	41,053
Jockey Club	50,435	56,974	6,539	54,490	4,055
Golf Course				-	
Administration	514,158	521,301	7,143	495,536	(18,622)
Maintenance	664,373	609,850	(54,523)	628,497	(35,876)
<b>Total Permanent Salaries</b>	<b>1,878,052</b>	<b>1,904,255</b>	<b>26,202</b>	<b>1,867,638</b>	<b>(10,414)</b>
<b>Temporary Salaries</b>					
Fair	828,874	741,909	(86,965)	816,450	(12,424)
Interim	209,201	197,587	(11,614)	198,900	(10,301)
Jockey Club	51,648	50,963	(685)	47,800	(3,848)
Golf Course				-	
Administration	4,223	13,446	9,223	15,000	10,777
Maintenance	247,100	197,398	(49,702)	221,500	(25,600)
<b>Total Temporary Salaries</b>	<b>1,341,045</b>	<b>1,201,303</b>	<b>(139,742)</b>	<b>1,299,650</b>	<b>(41,395)</b>
<b>Health Benefits</b>					
Fair	63,674	73,313	9,639	75,025	11,351
Interim	94,965	82,533	(12,432)	108,100	13,135
Jockey Club	21,217	19,450	(1,767)	20,526	(691)
Golf Course				-	
Administration	61,838	52,375	(9,463)	66,436	4,598
Maintenance	144,834	116,225	(28,609)	153,504	8,670
<b>Total Health Benefits</b>	<b>386,529</b>	<b>343,897</b>	<b>(42,631)</b>	<b>423,591</b>	<b>37,062</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	98,442	95,626	(2,817)	99,429	987
Interim	78,430	86,725	8,295	88,592	10,162
Jockey Club	10,774	10,654	(120)	10,596	(178)
Golf Course				-	
Administration	47,307	48,719	1,411	43,290	(4,017)
Maintenance	185,191	186,920	1,729	198,399	13,208
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>420,144</b>	<b>428,643</b>	<b>8,499</b>	<b>440,306</b>	<b>20,162</b>
<b>Retirement, UI, Other</b>					
Fair	110,507	107,107	(3,400)	108,196	(2,311)
Interim	254,850	296,117	41,267	283,450	28,600
Jockey Club	30,878	30,994	116	32,187	1,309
Golf Course				-	
Administration	254,152	254,825	673	245,991	(8,161)
Maintenance	330,109	314,039	(16,070)	327,912	(2,197)
<b>Total Retirement &amp; Other Benefits</b>	<b>980,496</b>	<b>1,003,082</b>	<b>22,587</b>	<b>997,736</b>	<b>17,240</b>
<b>TOTAL</b>	<b>5,006,265</b>	<b>4,881,180</b>	<b>(125,085)</b>	<b>5,028,921</b>	<b>22,656</b>
<b>TOTAL BY DEPT</b>					
Fair	1,246,152	1,167,769	(78,383)	1,242,730	(3,422)
Interim	1,141,877	1,229,278	87,401	1,224,527	82,650
Jockey Club	164,951	169,035	4,083	165,599	648
Golf Course					
Administration	881,678	890,666	8,988	866,253	(15,425)
Maintenance	1,571,607	1,424,432	(147,174)	1,529,812	(41,795)
<b>TOTAL ALL DEPARTMENTS</b>	<b>5,006,265</b>	<b>4,881,180</b>	<b>(125,085)</b>	<b>5,028,921</b>	<b>22,656</b>

**Sonoma County Fair & Exposition, Inc**  
**Salary & Benefit Expenses - Fair Only**

	Actual YTD	Prior Year YTD	Variance	Budget YTD	Variance
<b>Salaries</b>					
Fair					
Hall of Flowers	71,248	49,438	(21,811)	60,000	(11,248)
Publicity	34,954	26,340	(8,614)	47,750	12,796
Parking	80,851	61,073	(19,778)	70,000	(10,851)
Admissions	65,839	56,016	(9,824)	66,500	661
Exhibits - Temp	152,669	152,193	(476)	165,000	12,331
Exhibits - Perm	144,654	145,814	1,160	143,630	(1,024)
Attractions	35,272	32,053	(3,218)	33,000	(2,272)
Concessions Auditor	3,146	8,197	5,052	10,200	7,055
Racing	360,307	315,194	(45,113)	320,500	(39,807)
<b>Total Salaries</b>	<b>948,939</b>	<b>846,317</b>	<b>(102,622)</b>	<b>916,580</b>	<b>(32,359)</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	15,139	13,174	(1,965)	30,025	14,886
Racing	48,535	60,139	11,604	45,000	(3,535)
<b>Total Health Benefits</b>	<b>63,674</b>	<b>73,313</b>	<b>9,639</b>	<b>75,025</b>	<b>11,351</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers	8,389	5,821	(2,568)	7,290	(1,099)
Publicity	4,178	3,102	(1,076)	4,619	441
Parking	9,520	7,191	(2,329)	8,505	(1,015)
Admissions	7,080	8,006	926	9,320	2,241
Exhibits	30,220	29,877	(342)	31,581	1,361
Attractions	4,153	3,787	(366)	4,163	10
Racing	34,902	37,063	2,161	33,109	(1,793)
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>98,442</b>	<b>94,848</b>	<b>(3,595)</b>	<b>98,587</b>	<b>145</b>
<b>TOTAL</b>	<b>1,111,056</b>	<b>1,014,478</b>	<b>(96,578)</b>	<b>1,090,192</b>	<b>(20,864)</b>
<b>Retirement, UI, Other</b>					
Fair					
Hall of Flowers	2,787	2,185	(602)	3,612	825
Publicity	644	872	228	2,874	2,230
Parking	4,306	3,446	(860)	4,214	(92)
Admissions	5,892	5,612	(280)	6,604	712
Exhibits - Perm	58,969	57,900	(1,069)	59,487	518
Attractions				-	
Racing	37,909	37,092	(817)	31,405	(6,504)
<b>Total Retirement &amp; Other Benefits</b>	<b>110,507</b>	<b>107,107</b>	<b>(3,400)</b>	<b>108,196</b>	<b>(2,311)</b>



Post Office Box 1536  
 1350 Bennett Valley Road  
 Santa Rosa, California 95403  
 Tel (707) 545-4200 Fax (707) 573-9342

**November 30, 2019**

**To: Board of Directors**  
**From: Michael Margetts**

**November**

**Computer generated checks:**

**November**  
**Total Payables Dispersed: \$ 1,215,480.22**

**Payroll**

County Payroll-PD's 11/13/19, 11/27/19	\$ 327,432.72
Temp Payroll - PD's 11/8/19, 11/22/19	\$ <u>80,190.61</u>
	\$ 407,623.33

**Total disbursements:**

**\$ 1,623,103.55**

**County Counsel Cost for October Paid in November 2019:**

**\$ 1,932.00**

**November 2019 - Accounts Receivable Over 60 Days**

<b>Customer Name</b>	<b>61-90 Days</b>	<b>91-120 Days</b>	<b>Over 120 Days</b>	<b>Comments</b>
Belford, Jim	\$ 1,000.00			Kaitlyn Sponsorship Cattle Drive Wrangler Fair
Garden Brothers Circus			\$ 80.00	Debbie is contacting them for payment.
Heather Payne Bowls to Burgers			\$ 1,464.85	Bowls to Burgers
Local Sesh			\$ 3,060.00	Local Sesh has been making monthly \$2,000 payments. Original amount owing \$33177.15, \$30,117.15 has been paid to date. Local Sesh believes that they have paid the entire balance. We are researching.
Luther Burbank Savings	\$ 1,000.00			Kaitlyn Sponsorship Cattle Drive Wrangler Fair
Nicora, Nick	\$ 1,000.00			Kaitlyn Sponsorship Cattle Drive Wrangler Fair
Sonoma County Fair	\$ 3,700.00			Pat Emery owes for Scholarship Fund from Hat Day
<b>Total Owing as of November 2019:</b>	<b>\$ 6,700.00</b>	<b>\$ -</b>	<b>\$ 4,604.85</b>	

**November 2019 - Accounts Receivable Over 60 Days**

<b>Customer Name</b>	<b>61-90 Days</b>	<b>91-120 Days</b>	<b>Over 120 Days</b>	<b>Comments</b>
Belford, Jim	\$ 1,000.00			Kaitlyn Sponsorship Cattle Drive Wrangler Fair
Garden Brothers Circus			\$ 80.00	Debbie is contacting them for payment.
Heather Payne Bowls to Burgers			\$ 1,464.85	Bowls to Burgers
Local Sesh			\$ 3,060.00	Local Sesh has been making monthly \$2,000 payments. Original amount owing \$33177.15, \$30,117.15 has been paid to date. Local Sesh believes that they have paid the entire balance. We are researching.
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Nicora, Nick	\$ 1,000.00			Kaitlyn Sponsorship Cattle Drive Wrangler Fair
Sonoma County Fair	\$ 3,700.00			Pat Emery owes for Scholarship Fund from Hat Day
<b>Total Owing as of November 2019:</b>	<b>\$ 6,700.00</b>	<b>\$ -</b>	<b>\$ 4,604.85</b>	

**HARVEST FAIR ASSOCIATION OF SONOMA COUNTY  
BALANCE SHEET - DRAFT**

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	As of	11/30/2019 Actual YTD
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash in Bank		135,620
Cash in Treasury		0
Accounts Receivable (net of allowance)		22,660
Other Assets		0
<b>TOTAL CURRENT ASSETS</b>		<b>158,280</b>
<b>TOTAL ASSETS</b>		<b>158,280</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		8,408
Accrued Expenses		91,093
Sales & Use Tax Payable		9,583
Deposits & Refunds Payable		0
<b>TOTAL CURRENT LIABILITIES</b>		<b>109,084</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		27,326
Profit(Loss) for the Year		21,869
<b>TOTAL EQUITY</b>		<b>49,196</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>158,280</b>

**HARVEST FAIR ASSOCIATION OF SONOMA COUNTY  
INCOME STATEMENT - DRAFT**

For the Period	11/30/2019 Actual YTD	11/30/2019 Budget YTD	Variance	Annual Budget
<b>Revenues</b>				
Sponsorships	17,800	22,000	(4,200)	22,000
Operations - Parking - Admissions	973	8,000	(7,027)	8,000
Awards Night	49,675	60,000	(10,325)	60,000
Sponsorships - Awards Night	15,000	15,000		15,000
Wine Competition	87,463	85,200	2,263	85,200
Culinary Competitions	4,020	4,000	20	4,000
Attractions	2,060	3,500	(1,440)	3,500
Misc Programs	10		10	
Retail Sales				
Tasting	111,770	112,900	(1,130)	112,900
Vendors	3,653	4,100	(447)	4,100
<b>Total Revenues</b>	<b>292,423</b>	<b>314,700</b>	<b>(22,277)</b>	<b>314,700</b>
<b>Expenses</b>				
Administration	67,936	73,755	5,819	73,755
Operations - Parking - Admissions	14,056	15,950	1,894	15,950
Awards Night	53,715	65,459	11,744	65,459
Wine Competition	38,253	51,150	12,897	51,150
Culinary Competition	4,347	4,600	253	4,600
Attractions	7,449	8,875	1,426	8,875
Misc. Programs				
Publicity/Marketing	53,065	55,000	1,935	55,000
Retail Sales				
Tasting	31,708	36,950	5,242	36,950
Vendors				
Prior Period Expense	25		(25)	
<b>Total Expenses</b>	<b>270,554</b>	<b>311,739</b>	<b>41,185</b>	<b>311,739</b>
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	<b>21,869</b>	<b>2,961</b>	<b>18,908</b>	<b>2,961</b>
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	<b>21,869</b>	<b>2,961</b>	<b>18,908</b>	<b>2,961</b>

**Sonoma County Fair & Exposition, Inc**  
**Income Statement**

	Actual YTD 12/31/2017	Actual YTD 12/31/2018	Budget 12/31/2019	Projected 12/31/2019	Annual Budget 2020
Operating Revenue					
Fair (less JLA)	6,425,050	6,250,823	6,344,353	6,071,272	5,932,170
Interim	3,382,323	4,820,515	3,494,300	3,872,160	3,767,605
Satellite Wagering	379,410	392,142	369,801	385,889	383,600
Harvest Fair	136,868	104,052	132,000	56,900	59,343
Miscellaneous Non-Fair	152,287	61,077	26,500	41,212	31,500
Prior Year Revenue Adjustments	56,422	258,024		51,717	
<b>Total Operating Revenue</b>	<b>10,532,360</b>	<b>11,886,633</b>	<b>10,366,954</b>	<b>10,479,149</b>	<b>10,174,218</b>
Operating Expense					
Administration	1,665,394	1,452,082	1,491,092	1,480,729	1,594,026
Maintenance	2,447,241	2,459,750	2,557,284	2,539,570	2,747,860
Fair	3,764,108	3,434,095	3,605,192	3,686,605	3,794,940
Interim	1,732,235	1,942,537	1,872,104	1,812,242	2,071,468
Golf Course					
Satellite Wagering	352,552	402,429	344,555	344,300	357,222
Harvest Fair	111,169	100,985	105,900	56,899	59,343
Harvest Fair Allocated Expenses	(40,667)	(40,667)	(43,000)	(20,111)	(21,000)
Prior Year Expense Adjustments & Other Expenses	(13)	279,084		102,002	
Other - Interest Expense	12,190	12,500	16,000	8,000	
<b>Total Operating Expense</b>	<b>10,044,209</b>	<b>10,042,797</b>	<b>9,949,127</b>	<b>10,010,235</b>	<b>10,603,857</b>
<b>Operating Income (Loss)</b>	<b>488,151</b>	<b>1,843,836</b>	<b>417,827</b>	<b>468,914</b>	<b>(429,639)</b>
<b>Other Operating Revenue (Net)</b>	680			16,101	
<b>Capital Contributions</b>	549,026			125,569	
<b>Net Income (Loss) Not Incl Depreciation</b>	<b>1,037,858</b>	<b>1,843,836</b>	<b>417,827</b>	<b>610,584</b>	<b>(429,639)</b>
<b>Net Income (Loss) Not Incl Depreciation</b>	<b>1,037,858</b>	<b>1,843,836</b>	<b>417,827</b>	<b>610,584</b>	<b>(429,639)</b>



**Sonoma County Fair & Exposition, Inc**  
**Revenue Summary**

**DRAFT**

	Actual YTD 12/31/2017	Actual YTD 12/31/2018	Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 2020
Fair Revenue					
Admissions	1,499,502	1,612,041	1,683,947	1,564,915	1,581,460
Commercial Space	398,177	403,719	413,900	355,784	358,545
Carnival	722,179	738,196	739,000	712,319	678,600
Concessions	1,114,556	1,163,306	1,169,700	1,180,790	1,097,834
Exhibits	88,415	88,394	85,000	84,483	83,885
Racing	1,416,845	1,095,401	1,043,300	1,046,464	1,057,400
Attractions	186,820	189,549	197,000	185,442	180,000
VIP Tent	30,252	29,100	29,100	28,560	28,500
Sponsorships	463,515	404,260	420,500	385,693	385,000
Parking	427,986	459,304	490,156	438,536	410,146
Miscellaneous	76,802	67,552	72,750	88,288	70,800
<b>Total Fair</b>	<b>6,425,050</b>	<b>6,250,823</b>	<b>6,344,353</b>	<b>6,071,272</b>	<b>5,932,170</b>
Interim Revenue					
Building Rental	824,271	706,518	618,050	632,491	690,255
Facility Rental	276,925	226,970	258,000	250,271	277,600
Long Term Rentals	102,477	78,414	113,000	79,423	92,500
RV Park	825,547	2,306,750	1,019,250	1,506,402	1,100,000
Equipment Rental	160,687	176,069	172,000	192,777	205,000
Parking Revenues	374,209	385,606	401,000	342,104	420,000
Utility Reimbursement	5,282	3,022	4,500	4,160	4,500
Costs Recovered	81,479	89,209	70,000	79,360	70,000
Concessions	475,476	543,162	590,000	507,416	598,000
Other Revenues	255,969	304,796	248,500	277,755	309,750
<b>Total Interim</b>	<b>3,382,323</b>	<b>4,820,515</b>	<b>3,494,300</b>	<b>3,872,160</b>	<b>3,767,605</b>
Satellite Wagering	379,410	392,142	369,801	385,889	383,600
Harvest Fair	136,868	104,052	132,000	56,900	59,343
Miscellaneous Non-Fair	152,287	61,077	26,500	41,212	31,500
Prior Year Rev	56,422	258,024		51,717	
<b>Operating Revenue</b>	<b>10,532,360</b>	<b>11,886,633</b>	<b>10,366,954</b>	<b>10,479,149</b>	<b>10,174,218</b>
Capital Contribution	549,026			125,569	
<b>Total Revenue</b>	<b>11,081,386</b>	<b>11,886,633</b>	<b>10,366,954</b>	<b>10,604,718</b>	<b>10,174,218</b>

**Sonoma County Fair & Exposition, Inc**  
**Expense Summary**

**DRAFT**

	Actual YTD	Actual YTD	Budget	Projected	Annual Budget
	12/31/2017	12/31/2018	12/31/2019	12/31/2019	2020
Fair Expense					
Publicity	321,628	334,124	336,318	341,120	312,934
Attendance	396,716	404,365	430,095	402,813	450,619
Premiums	295,034	263,202	272,050	261,006	265,000
Hall of Flowers	220,460	190,760	222,902	199,081	222,902
Exhibits	505,757	560,462	600,505	554,769	656,714
Miscellaneous Fair	174,788	144,793	197,719	203,704	183,880
Racing	1,110,230	901,753	900,214	1,060,125	1,054,500
Attractions	739,494	634,638	645,389	663,987	648,391
<b>Total Fair</b>	<b>3,764,108</b>	<b>3,434,095</b>	<b>3,605,192</b>	<b>3,686,605</b>	<b>3,794,940</b>
<b>Interim</b>	<b>1,732,235</b>	<b>1,942,537</b>	<b>1,872,104</b>	<b>1,812,242</b>	<b>2,071,468</b>
<b>Satellite Wagering</b>	<b>352,552</b>	<b>402,429</b>	<b>344,555</b>	<b>344,300</b>	<b>357,222</b>
<b>Harvest Fair</b>	<b>111,169</b>	<b>100,985</b>	<b>105,900</b>	<b>56,899</b>	<b>59,343</b>
<b>Harvest Fair Allocated Expenses</b>	<b>(40,667)</b>	<b>(40,667)</b>	<b>(43,000)</b>	<b>(20,111)</b>	<b>(21,000)</b>
<b>Administration</b>	<b>1,665,394</b>	<b>1,452,082</b>	<b>1,491,092</b>	<b>1,480,729</b>	<b>1,594,026</b>
<b>Maintenance</b>	<b>2,447,241</b>	<b>2,459,750</b>	<b>2,557,284</b>	<b>2,539,570</b>	<b>2,747,860</b>
<b>Prior Year Operating Expense Adjustment</b>	<b>(13)</b>	<b>279,084</b>		<b>100,766</b>	
<b>Other - Interest Expense</b>	<b>12,190</b>	<b>12,500</b>	<b>16,000</b>	<b>8,000</b>	
<b>Total Operating Expense</b>	<b>10,044,209</b>	<b>10,042,797</b>	<b>9,949,127</b>	<b>10,008,999</b>	<b>10,603,857</b>

**Sonoma County Fair**  
**Fair Revenues (Racing On Racing Page)**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2017	12/31/2018	12/31/2019	12/31/2019	2020
Admissions Revenue						
Fair Admission - Full Price						
41010-30-10	Fair Admission	1,120,764	1,222,338	1,236,034	1,163,998	1,053,130
Total Fair Admissions - Full Price		1,120,764	1,222,338	1,236,034	1,163,998	1,053,130
Fair Admission - Discount						
41011-30-10	Admissions Prior Year					
41020-30-10	Discounted Fair Admissions	378,739	389,703	384,476	400,917	528,330
41021-30-10	Discount Racing Patrons			63,437		
Total Fair Admissions - Discount		378,739	389,703	447,913	400,917	528,330
<b>Total Fair Admissions Revenue</b>		<b>1,499,502</b>	<b>1,612,041</b>	<b>1,683,947</b>	<b>1,564,915</b>	<b>1,581,460</b>
Commercial Space Revenue						
41500-50-10	Indoor Commercial Space	327,323	291,750	298,900	253,545	253,545
41600-50-10	Outside Commercial Space	70,855	111,969	115,000	102,239	105,000
<b>Total Commercial Space</b>		<b>398,177</b>	<b>403,719</b>	<b>413,900</b>	<b>355,784</b>	<b>358,545</b>
42100-50-10	<b>Carnival Revenue</b>	<b>722,179</b>	<b>738,196</b>	<b>739,000</b>	<b>712,319</b>	<b>678,600</b>
Food Concession Revenue						
42200-50-10	Food Concessions	614,341	612,475	615,000	601,684	577,634
42210-50-10	Food Voucher Concessions	(237)	(340)		(280)	
<b>Total Food Concession Revenue</b>		<b>614,104</b>	<b>612,135</b>	<b>615,000</b>	<b>601,404</b>	<b>577,634</b>
Alcohol Concessions						
42300-50-10	Alcohol Concessions	500,027	541,456	545,000	551,050	500,200
42400-50-10	Other Concessions	425	9,716	9,700	28,336	20,000
<b>Total Alcohol Concessions</b>		<b>500,452</b>	<b>551,171</b>	<b>554,700</b>	<b>579,386</b>	<b>520,200</b>
Total Food and Alcohol Concessions		1,114,556	1,163,306	1,169,700	1,180,790	1,097,834
<b>Total Admissions Revenue</b>		<b>3,734,415</b>	<b>3,917,262</b>	<b>4,006,547</b>	<b>3,813,807</b>	<b>3,716,439</b>
Exhibits Revenue						
43100-50-10	Entry Fees	48,738	45,331	45,000	48,259	48,000
Donated & Sponsored Awards						

**Sonoma County Fair**  
**Fair Revenues (Racing On Racing Page)**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2017	12/31/2018	12/31/2019	12/31/2019	2020
43300-50-10	Sponsored Awards	19,905	20,896	19,000	20,315	20,000
46510-50-10	Friends of Fair					
47815-50-10	Exhibits Sponsorships					
	<b>Total Donated &amp; Sponsored Awards</b>	<b>19,905</b>	<b>20,896</b>	<b>19,000</b>	<b>20,315</b>	<b>20,000</b>
46500-50-10	Flower Show Preview Tickets	17,460	20,300	20,000	15,085	15,085
43400-50-10	Rodeo Queen	650				
47601-50-10	Sale of Birds and Small Animals					
47602-50-10	Other Exhibits Rev-milk sales/golf carts	400				
47700-51-10	Art Sale	1,262	1,867	1,000	824	800
		<b>19,772</b>	<b>22,167</b>	<b>21,000</b>	<b>15,909</b>	<b>15,885</b>
	<b>Total Exhibits</b>	<b>88,415</b>	<b>88,394</b>	<b>85,000</b>	<b>84,483</b>	<b>83,885</b>
Attractions/Admissions Revenue						
46100-80-10	Rodeo					
46160-80-10	Destruction Derby					
46150-80-10	Chris Beck Paid Shows	138,540	132,632	140,000	148,312	150,000
47822-80-10	Community Stage Food & Beverage	10,779				
47821-80-10	Other Attractions Revenue	37,501	56,917	57,000	37,130	30,000
	<b>Total Attractions</b>	<b>186,820</b>	<b>189,549</b>	<b>197,000</b>	<b>185,442</b>	<b>180,000</b>
47200-50-10	Novelties					
48810-80-10	Cost Recovered - Attractions					
	<b>Total Attractions/Admission Revenue</b>	<b>186,820</b>	<b>189,549</b>	<b>197,000</b>	<b>185,442</b>	<b>180,000</b>
Parking Revenue						
47110-30-10	Fair Parking	410,776	440,607	471,406	421,416	393,046
47111-30-10	Vets Lot Parking					
47120-30-10	Fair Preferred Parking	8,730	8,460	8,500	8,100	8,100
47130-30-10	Fair Exhibitor Credential Parking	8,480	10,237	10,250	9,020	9,000
	<b>Total Parking Revenue</b>	<b>427,986</b>	<b>459,304</b>	<b>490,156</b>	<b>438,536</b>	<b>410,146</b>

**Sonoma County Fair**  
**Fair Revenues (Racing On Racing Page)**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2017	12/31/2018	12/31/2019	12/31/2019	2020
47825-90-10	VIP Tent	30,252	29,100	29,100	28,560	28,500
46400-80-10	Rodeo Sponsorship					
47800-90-10	Sponsorships Revenue	463,015	403,760	420,000	385,688	385,000
47810-90-10	County Exhibit Sponsorships					
47813-51-10	Sustainable Sponsorships					
47813-90-10	Sustainable Exhibit Sponsorships					
47820-80/90-10	Farmer's Day Sponsorships	500	500	500	5	
	<b>Total Sponsorship Revenue</b>	<b>463,515</b>	<b>404,260</b>	<b>420,500</b>	<b>385,693</b>	<b>385,000</b>
Miscellaneous Fair Revenue						
46330-80-10	<b>Fair Merchandise</b>	<b>2,043</b>	<b>327</b>	<b>500</b>	<b>750</b>	
47500-20-10	Advertising Revenues	8,888	6,700	6,500	5,000	5,000
47710-90-10	Golf Cart Fees	2,375	2,750	2,750	3,500	3,500
47700-90-10	Fair Special Events				15,527	
48520-10-10	Other (Insurance Reimbursement)	1,525	1,835	1,800	2,885	2,800
	<b>Total Other</b>	<b>12,788</b>	<b>11,285</b>	<b>11,050</b>	<b>26,912</b>	<b>11,300</b>
48240-10-10	Trailer & RV Parking Fees	44,520	40,710	46,200	47,530	47,500
47823-80-10	Ticket Convenience Fees					
48880-10-10	ATM Fees Earned Fairtime	17,451	15,230	15,000	13,096	12,000
	<b>Total Miscellaneous Fair Revenue</b>	<b>76,802</b>	<b>67,552</b>	<b>72,750</b>	<b>88,288</b>	<b>70,800</b>
	<b>Total Fair Revenue</b>	<b>5,008,204</b>	<b>5,155,422</b>	<b>5,301,053</b>	<b>5,024,808</b>	<b>4,874,770</b>
Total Racing Revenue		1,416,845	1,095,401	1,043,300	1,046,464	1,057,400
Total Fair Revenue Including Racing Revenue		<b>6,425,050</b>	<b>6,250,823</b>	<b>6,344,353</b>	<b>6,071,272</b>	<b>5,932,170</b>

ATTACHMENT #1  
**Sonoma County Fair  
 Publicity Expense  
 Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
<b>G/L #</b>		<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
Publicity Wages & Benefits						
Salaries & Wages - Temporary						
50013-20-10	Salaries & Wages Temp. - Overtime		1,838		2,773	2,500
50020-20-10	Salaries & Wages Temporary	40,973	27,675	51,000	37,185	34,040
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>40,973</b>	<b>29,513</b>	<b>51,000</b>	<b>39,958</b>	<b>36,540</b>
Payroll Taxes						
55070-20-10	Unemployment Insurance Publicity	889	910	3,070	1,036	778
55000-20-10	FICA/Medicare	3,134	2,258	3,902	3,096	2,795
<b>Total Payroll Taxes</b>		<b>4,024</b>	<b>3,168</b>	<b>6,972</b>	<b>4,132</b>	<b>3,573</b>
Employee Benefits - Employer's Share						
55080-20-10	Sick Pay - Temporary				528	176
Worker's Compensation Insurance						
55020-20-10	Workers Comp Insurance	1,690	1,217	1,030	1,534	1,644
<b>Total Workers Compensation Insurance:</b>		<b>1,690</b>	<b>1,217</b>	<b>1,030</b>	<b>1,534</b>	<b>1,644</b>
<b>Total Wages &amp; Benefits</b>		<b>46,686</b>	<b>33,898</b>	<b>59,002</b>	<b>46,152</b>	<b>41,934</b>
Professional Services (Contractual)						
56000-20-10	Contract Services - Pubilicity	1,827	28,780	4,000	3,338	7,000
56001-20-10	Contract Services - Publicity TT					
65060-20-10	Agency Services-Graphics	3,358	152			
<b>Total Professional Contract Services</b>		<b>5,185</b>	<b>28,932</b>	<b>4,000</b>	<b>3,338</b>	<b>7,000</b>
Supplies and Expense						
62010-20-10	Postage					
62030-20-10	Supplies - Publicity	583	1,030	1,100	2,277	2,000
62031-20-10	Office Supplies	945	37	500		
62034-20-10	Supplies - Publicity	2,898	3,574	3,500	5,811	5,000
65065-20-10	Sponsorship Expenses	3,142	10,882	8,000	6,587	6,000
73030-20-10	Special Repairs & Equipment					

ATTACHMENT #1  
**Sonoma County Fair  
 Publicity Expense  
 Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
	<b>Total Supplies &amp; Expense</b>	<b>7,568</b>	<b>15,523</b>	<b>13,100</b>	<b>14,675</b>	<b>13,000</b>
	Advertising					
62032-20-10	Advertising - Funbook	2,000	3,085	3,000	2,641	3,000
65010-20-10	Media - Radio	52,454	49,972	45,000	45,016	40,000
65015-20-10	Media - Television					
65020-20-10	Media - Print	30,295	39,591	35,000	35,500	30,000
65025-20-10	Media - Outdoor	12,389	12,819	13,000	16,334	16,000
65030-20-10	Multi-Media Advertising	34,111	25,460	35,000	34,229	35,000
65035-20-10	Public Relations					
65040-20-10	Media - Production	6,400	6,300	7,000	7,100	7,000
65050-20-10	Poster Art & Production	463	506	500	517	500
65055-20-10	Schedule of Events	3,943	3,954	4,000	4,086	4,000
65075-20-10	Newsletter					
65078-20-10	Pre-Fair Events - Publicity	9,729	8,189	8,500	8,208	8,000
65080-20-10	Fair Guide	59,204	56,194	56,000	59,348	56,000
65085-20-10	Website	6,628	4,721	8,216	10,641	6,500
	<b>Total Advertising</b>	<b>217,615</b>	<b>210,791</b>	<b>215,216</b>	<b>223,620</b>	<b>206,000</b>
	Other VIP Patio - Directors' Room					
65070-20-10	Directors Room	44,574	44,980	45,000	53,336	45,000
	<b>Total Other VIP Patio - Directors' Room</b>	<b>44,574</b>	<b>44,980</b>	<b>45,000</b>	<b>53,336</b>	<b>45,000</b>
	<b>Total Publicity Expense</b>	<b>321,628</b>	<b>334,124</b>	<b>336,318</b>	<b>341,120</b>	<b>312,934</b>

**Sonoma County Fair**  
**Attendance Operations Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
<b>G/L #</b>		<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
Wages and Benefits						
Salaries and Wages - Temporary						
50013-30-10	Salaries & Wages Temp. - Overtime Admissions		3,624	4,500	3,624	4,500
50040-30-10	Salaries & Wages - Concession Auditors	8,063	8,197	10,200	8,197	8,500
50070-30-10	Salaries & Wages Temp - Admissions	64,401	49,037	62,000	48,977	57,000
<b>Total Salaries &amp; Wages - Temporary</b>		<b>72,463</b>	<b>60,859</b>	<b>76,700</b>	<b>60,799</b>	<b>70,000</b>
Payroll Taxes						
55000-30-10	Payroll Taxes - FICA/Medicare Attendance	5,543	5,493	5,868	5,488	5,355
55070-30-10	Payroll Taxes - Unemployment Ins. Attendance	3,882	3,669	4,617	3,669	4,214
<b>Total Payroll Taxes</b>		<b>9,426</b>	<b>9,162</b>	<b>10,485</b>	<b>9,158</b>	<b>9,569</b>
Employee Benefits - Employer's Share						
55080-30-10	Sick Pay - Temporary		66	100	66	
Worker's Compensation Insurance						
55020-30-10	Workers Comp. Insurance - Attendance/Fair	2,989	2,513	3,452	2,511	3,150
55021-30-10	Workers Comp. Insurance - Volunteers					
<b>Total Workers Compensation Insurance</b>		<b>2,989</b>	<b>2,513</b>	<b>3,698</b>	<b>2,511</b>	<b>3,150</b>
<b>Total Wages &amp; Benefits</b>		<b>84,878</b>	<b>72,600</b>	<b>90,983</b>	<b>72,533</b>	<b>82,719</b>
Professional Services (Contractual)						
56000-30-10	Contract Services - Attendance	5,546	6,513	6,612	6,513	6,500
56020-30-10	Security Service - Fair (Carnival Lot - Police)	92,718	91,842	95,000	91,842	92,000
56021-30-10	Private Security - Fair	112,187	140,678	143,600	140,678	177,000
56022-30-10	Fire Inspection - Fair	5,474	5,802	6,000	5,802	6,000
56023-30-10	First Aid - Fair Attendance	20,946	21,700	22,500	21,700	23,000
56024-30-10	Admissions Services	15,031	11,827	13,000	11,827	12,000
56025-30-10	Other - E-Tix Support/Brinks Truck	6,749	7,714	7,800	7,714	7,800
<b>Total Professional Services (Contractual)</b>		<b>258,651</b>	<b>286,075</b>	<b>294,512</b>	<b>286,075</b>	<b>324,300</b>
Supplies and Expense						
62030-30-10	Supplies - Attendance	2,808	1,490	1,500	1,481	1,500



**Sonoma County Fair**  
**Attendance Operations Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
62031-30-10	Employee Tee Shirts/Hats	12,197	8,938	9,000	8,938	9,000
62032-30-10	Office Supplies Fair Attendance	93	406	400	406	400
62050-30-10	Tickets & Credentials	14,802	11,235	9,500	9,760	8,800
62051-30-10	Signage/Other/Drinking Water	6,712	7,365	7,500	7,365	7,500
62052-30-10	Tickets & Order Forms	669	1,092	1,100	1,092	1,100
72050-30-10	Equipment Rental - Attendance	6,826	6,083	6,500	6,083	6,100
<b>Total Supplies and Expense</b>		<b>44,107</b>	<b>36,610</b>	<b>35,500</b>	<b>35,125</b>	<b>34,400</b>
Equipment Rental						
72051-30-10	Light Towers					
72052-30-10	Metal Detectors	9,080	9,080	9,100	9,080	9,200
72053-30-10	Golf Carts					
72054-30-10	Tram Tractors					
73030-30-10	Special Repairs & Equip					
<b>Total Equipment Rental</b>		<b>9,080</b>	<b>9,080</b>	<b>9,100</b>	<b>9,080</b>	<b>9,200</b>
<b>Total Attendance Expense</b>		<b>396,716</b>	<b>404,365</b>	<b>430,095</b>	<b>402,813</b>	<b>450,619</b>

**Sonoma County Fair  
Premium Expense  
Budget Worksheet**

		<b>Actual YTD</b>	<b>Actual YTD</b>	<b>Annual Budget</b>	<b>Projected</b>	<b>Annual Budget</b>
<b>G/L #</b>		<b>2017</b>	<b>2018</b>	<b>12/31/2019</b>	<b>12/31/2019</b>	<b>2020</b>
Premium Expense						
Cash Awards						
58010-40-10	Cash Awards	158,290	149,781	160,000	127,212	130,000
58010-55-10	Cash Awards - Hall of Flowers	121,620	97,050	97,050	118,900	120,000
	<b>Total Cash Awards</b>	<b>279,909</b>	<b>246,831</b>	<b>257,050</b>	<b>246,112</b>	<b>250,000</b>
Sponsored Cash Awards						
58040-40-10	Trophies, Medals, Ribbons	15,124	16,372	15,000	14,894	15,000
	<b>Total Sponsored Cash Awards</b>	<b>15,124</b>	<b>16,372</b>	<b>15,000</b>	<b>14,894</b>	<b>15,000</b>
	<b>Total Premium Expense</b>	<b>295,034</b>	<b>263,202</b>	<b>272,050</b>	<b>261,006</b>	<b>265,000</b>

**Sonoma County Fair  
Hall of Flowers Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
Hall of Flowers Wages & Taxes						
50013-55-10	Overtime - HOF		66		495	
50075-55-10	Hall of Flowers Wages	65,136	49,372	60,000	70,753	60,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>65,136</b>	<b>49,438</b>	<b>60,000</b>	<b>71,248</b>	<b>60,000</b>
Payroll Taxes						
55000-55-10	FICA/Medicare - HOF	4,983	3,782	4,590	5,450	4,590
55070-55-10	Unemployment Insurance - HOF	2,907	2,185	3,612	2,787	3,612
<b>Total Payroll Taxes</b>		<b>7,890</b>	<b>5,967</b>	<b>8,202</b>	<b>8,237</b>	<b>8,202</b>
Worker's Compensation Insurance						
55020-55-10	Worker's Comp. HOF	2,687	2,039	2,700	2,939	2,700
<b>Total Hall of Flowers Wages &amp; Benefits:</b>		<b>75,713</b>	<b>57,444</b>	<b>70,902</b>	<b>82,424</b>	<b>70,902</b>
Hall of Flowers Design						
56090-55-10	<b>HOF Designer Fee</b>	<b>77,000</b>	<b>72,000</b>	<b>72,000</b>	<b>72,000</b>	<b>72,000</b>
Hall of Flowers Contracts						
56095-55-10	<b>HOF Contract Services</b>					
Hall of Flowers Materials						
60090-55-10	<b>HOF Materials</b>	<b>67,747</b>	<b>61,317</b>	<b>80,000</b>	<b>44,656</b>	<b>80,000</b>
<b>Total Hall of Flowers Expense</b>		<b>220,460</b>	<b>190,760</b>	<b>222,902</b>	<b>199,081</b>	<b>222,902</b>

**Sonoma County Fair  
Exhibits Expense  
Budget Worksheet**

		Actual	Actual	Annual	Projected	Annual
		YTD	YTD	Budget		Budget
G/L #		2017	2018	2019	2019	2020
Exhibits Wages & Benefits						
Salaries & Wages - Permanent						
50010-50-10	Salaries & Wages Permanent	63,182	125,347	131,107	124,893	145,348
50012-50-10	Salaries & Wages Perm. - Overtime	10,010	6,863	10,255	1,622	11,238
50015-50-10	Salaries & Wages Perm. - Paid Leave	12,450	8,444	5,312	8,135	5,778
55011-50-10	Salaries & Wages Perm. - Cash Allowance	8,207	13,524	14,352	13,690	14,352
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>93,850</b>	<b>154,178</b>	<b>161,026</b>	<b>148,339</b>	<b>176,715</b>
Salaries & Wages - Temporary						
50013-50-10	Salaries & Wages Temporary - Overtime		33,664	35,000	32,919	40,000
50020-50-10	Salaries & Wages Temporary	194,278	118,643	130,000	119,629	150,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>194,278</b>	<b>152,307</b>	<b>165,000</b>	<b>152,547</b>	<b>190,000</b>
Employee Benefits - Employer's Share						
54000-50-10	Employee Benefits - Employer's Share-Accrued Leave	(5,043)	8,203		13,085	
55010-50-10	Employee Benefits - Employer's Share-Health Benefits	9,633	15,172	33,941	20,150	37,905
55030-50-10	Employee Benefits - Employer's Share-Other Benefits	203	406	2,277	528	2,200
55080-50-10	Sick Pay - Temporary	220				
55040-50-10	Employee Benefits - Employer's Share-Retirement	32,172	54,962	53,610	56,315	61,297
<b>Total Employee Benefits - Employer's Share:</b>		<b>37,185</b>	<b>78,743</b>	<b>89,828</b>	<b>90,078</b>	<b>101,403</b>
Payroll Taxes						
55000-50-10	Payroll Taxes - FICA/Medicare Perm.	7,086	11,653	11,217	11,430	12,414
55001-50-10	Payroll Taxes - FICA/Medicare Temp.	14,879	11,651	12,623	11,671	14,535
55070-50-10	Payroll Taxes - Unemployment Ins. Temp.	8,485	9,117	9,933	8,999	11,438
55071-50-10	Payroll Taxes - Unemployment Ins. Perm.	60	47	133	53	140
<b>Total Payroll Taxes</b>		<b>30,510</b>	<b>32,468</b>	<b>33,906</b>	<b>32,153</b>	<b>38,527</b>

**Sonoma County Fair**  
**Exhibits Expense**  
**Budget Worksheet**

		Actual	Actual	Annual		Annual
		YTD	YTD	Budget	Projected	Budget
G/L #		2017	2018	2019	2019	2020
Worker's Compensation Insurance						
55020-50-10	Workers Comp. Insurance - Permanent	2,668	1,841	1,820	2,029	2,019
55021-50-10	Workers Comp. Insurance- Temporary	8,023	6,283	7,425	6,293	8,550
	Total Workers Compensation Insurance:	10,691	8,124	9,245	8,322	10,569
	<b>Total Exhibits Wages &amp; Benefits:</b>	<b>366,514</b>	<b>425,820</b>	<b>459,005</b>	<b>431,439</b>	<b>517,214</b>
Judges (Contractual)						
56040-50-10	<b>Judges (Contractual)</b>	<b>28,661</b>	<b>27,465</b>	<b>30,000</b>	<b>27,182</b>	<b>30,000</b>
Professional Services - Other (Contractual)						
56080-10-10	Straw Removal	5,855	7,178	7,000	6,188	7,000
56000-50-10	Professional Services - Other (Contractual)	42,693	30,970	42,000	28,458	30,000
	<b>Total Professional Services (Contractual)</b>	<b>48,548</b>	<b>38,148</b>	<b>49,000</b>	<b>34,646</b>	<b>37,000</b>
Supplies & Expense						
60050-50-10	Premium Book	9,692	6,028	6,000	6,202	6,500
60060-50-10	Rodeo Queen	823	929	1,000	420	
60081-50-10	Birds & Other Small Animal					
60082-50-10	Milk Barn Expense	1,365	744	3,000	4,129	3,000
62030-50-10	Other Supplies	14,003	20,276	18,000	17,026	18,000
68040-50-10	Demo Kitchen Expense					
68050-50-10	Inspiration Station Expense					
68081-50-10	Friends of Fair Awards					
68085-50-10	Insurance					
73030-50-10	Special Repairs & Equipment		6,673			6,000
	<b>Total Supplies &amp; Expense</b>	<b>25,883</b>	<b>34,650</b>	<b>28,000</b>	<b>27,778</b>	<b>33,500</b>
Tent and Booth Rental						

**Sonoma County Fair  
Exhibits Expense  
Budget Worksheet**

		Actual	Actual	Annual		Annual
		YTD	YTD	Budget	Projected	Budget
G/L #		2017	2018	2019	2019	2020
72030-50-10	<b>Tent &amp; Booth Rental Exhibits</b>	1,524	3,823	1,500	1,294	1,500
	Other Equipment Rental					
72050-50-10	<b>Other Equipment Rental</b>	2,467	4,012	4,000	4,276	4,500
	Scholarship/Flower Show Preview					
62031-50-10	Supplies-Flower Show Preview	14,414	9,535	11,000	8,477	10,000
68080-50-10	Scholarships Awarded	10,000	9,500	10,000	12,500	15,000
68095-51-10	Licenses & Permits - Sustainable Exhibit					
	<b>Total Other Scholarship/Flower Show Preview</b>	<b>24,414</b>	<b>19,035</b>	<b>21,000</b>	<b>20,977</b>	<b>25,000</b>
	Ag Education Exhibit					
60140-50-10	<b>Agriculture Education Exhibit</b>	7,746	7,508	8,000	7,176	8,000
	<b>Total Exhibits Expense</b>	<b>505,757</b>	<b>560,462</b>	<b>600,505</b>	<b>554,769</b>	<b>656,714</b>

**Sonoma County Fair  
Miscellaneous Fair Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
Wages and Benefits						
Parking Lot - Salaries and Wages - Temporary						
50013-10-10	Overtime Parking Fair Temps		6,411	7,500	14,470	10,000
50030-10-10	Parking Wages - Fair	64,048	54,662	62,500	66,380	81,250
55000-10-10	FICA/Medicare Parking-Fair	4,900	4,672	5,355	6,185	6,981
55020-10-10	Workers Comp- Parking Fair	2,642	2,519	3,150	3,335	4,106
55070-10-10	Unemployment Insurance Parking-Fair	3,404	3,446	4,214	4,306	5,493
	<b>Total Wages &amp; Benefits</b>	<b>74,994</b>	<b>71,710</b>	<b>82,719</b>	<b>94,676</b>	<b>107,830</b>
Sponsorships						
65065-10-10	Sponsorships	3,674		3,700		
Cost of Fair Merch/Misc						
62051-10-10	Sign Machine Supplies	3,105	2,670	2,500	2,777	2,750
66090-80-10	Fair Merchandise					
	<b>Total Cost of Fair Merch/Misc</b>	<b>3,105</b>	<b>2,670</b>	<b>2,500</b>	<b>2,777</b>	<b>2,750</b>
VIP Tent						
65066-10-10	Other - VIP	41,728	27,488	27,500	26,981	25,000
Convenience Fees						
68065-10-10	E-Tix Convenience Fees					
Fair Misc. Cattle Drive Other						
67030-10-10	Fair Misc. Cattle Drive Other				1,282	
Commercial Exhibits & Concessions						
60150-10-10, 60150-50-10	Commercial Exhibits Expense	19,912	8,936	2,300	9,123	2,300
Vets Lot Parking						
72045-50-10	Parking Site Rental - Fair					
Fair Special Event						
67040-10-10	Fair Special Event			30,000	22,811	

**Sonoma County Fair  
Miscellaneous Fair Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
<b>G/L #</b>		<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
Volunteer Coordinator						
56002-10-10	Volunteer Coordinator	400				
Contract Services - RV Park - Fair						
56000-10-10	Contract Services - Vendor Coordinator and Auditor	30,975	33,989	49,000	46,053	46,000
<b>Total Misc Fair Expense</b>		<b>174,788</b>	<b>144,793</b>	<b>197,719</b>	<b>203,704</b>	<b>183,880</b>



**Sonoma County Fair**  
**Racing Revenue & Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
Racing Admissions						
45110-60-10	Lower Box Seats	44,870	39,451	39,500	40,423	40,500
45120-60-10	Upper Box Seats	985	925	900	875	900
45130-60-10	Reserved Racing Seats	49,806	55,190	55,200	51,856	52,000
45140-60-10	Other Racing Admissions	19,370	9,273	9,300	13,508	13,500
45150-60-10	Named Races	6,980	2,530	2,500	3,580	4,000
45320-60-10	Racing Advertisements					
	<b>Total Racing Admissions</b>	<b>122,011</b>	<b>107,369</b>	<b>107,400</b>	<b>110,242</b>	<b>110,900</b>
Track Commissions						
45200-60-10	Track Commissions	1,205,903	940,384	888,500	876,566	900,000
45355-60-10	NCOTWINC Reim	28,766				
48810-60-10	Costs Recovered - Racing	324			12,915	
	<b>Total Track Commissions</b>	<b>1,234,993</b>	<b>940,384</b>	<b>888,500</b>	<b>889,481</b>	<b>900,000</b>
Program Sales						
45330-60-10	Race Program Sales	46,836	36,912	36,500	36,206	36,000
45340-60-10	Race Forms/Tip Sheets	11,399	9,352	9,500	8,520	8,500
	<b>Programs/Forms</b>	<b>58,234</b>	<b>46,263</b>	<b>46,000</b>	<b>44,726</b>	<b>44,500</b>
Other						
45350-60-10	Other Racing Revenue	1,607	1,385	1,400	2,016	2,000
	<b>Total Racing Revenue</b>	<b>1,416,845</b>	<b>1,095,401</b>	<b>1,043,300</b>	<b>1,046,464</b>	<b>1,057,400</b>
Horse Racing Wages & Benefits						
Salaries and Wages (Non Pari-Mutuel)						
50013-60-10	Overtime Race Program & Ticket Sellers		3,498		8,818	9,000
51000-60-10	Local 1877 Wages	32,627	24,682	25,000	23,295	23,500
51010-60-10	Local 78 Wages	12,635	9,081	9,500	8,685	8,700
51020-60-10	Local 495 Wages	89,089	59,273	60,000	57,116	58,000
51030-60-10	Temp Wages Racing - Other Services	48,061	51,289	48,000	59,452	60,000
51080-60-10	Non Union Racing Wages	171,251	125,926	130,000	137,395	138,000
56001-60-10	Contract Services Track Announcer					
	<b>Total Wages (Non Pari-Mutuel)</b>	<b>353,662</b>	<b>273,750</b>	<b>272,500</b>	<b>294,761</b>	<b>297,200</b>
Salaries and Wages (Pari-Mutuel)						
51040-60-10, 6830-6	<b>Local 280 Wages</b>	<b>69,296</b>	<b>47,123</b>	<b>48,000</b>	<b>72,921</b>	<b>73,000</b>

**Sonoma County Fair**  
**Racing Revenue & Expense**  
**Budget Worksheet**

ATTACHMENT #1

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
Employee Benefits						
55050-60-10	Health & Welfare	62,154	60,595	45,000	48,493	49,000
55060-60-10	Pension	26,066	21,736	15,000	21,636	22,000
<b>Total Employee Benefits</b>		<b>88,220</b>	<b>82,331</b>	<b>60,000</b>	<b>70,129</b>	<b>71,000</b>
Payroll Taxes						
55000-60-10	Payroll Taxes - FICA/Medicare Temp.	32,254	24,614	20,846	22,562	23,000
55070-60-10	Payroll Taxes - Unemployment Ins. Temp.	24,734	15,405	16,405	16,261	18,426
<b>Total Payroll Taxes</b>		<b>56,989</b>	<b>40,019</b>	<b>37,251</b>	<b>38,824</b>	<b>41,426</b>
Employee Benefits - Employer's Share						
55080-60-10	Sick Pay - Temporary		48		96	
Worker's Compensation Insurance						
55020-60-10	Workers Comp. Insurance- Temporary	17,392	12,729	12,263	12,166	13,374
<b>Total Racing Wages &amp; Benefits</b>		<b>585,559</b>	<b>456,000</b>	<b>430,014</b>	<b>488,896</b>	<b>496,000</b>
Professional Services (Contractual) - Racing						
56000-60-10	Contract Services-Racing	93,355	88,143	85,000	109,187	110,000
56002-60-10	CARF Dues					
56003-60-10	Track Sound	6,500	6,500	6,500	8,250	8,500
56004-60-10	Closed Circuit TV	37,002	26,790	27,000	57,344	56,000
56005-60-10	First Aid/Ambulance	16,744	12,184	12,500	12,459	11,000
56006-60-10	Finish Line Photos	9,900	7,700	6,900	6,900	6,900
56007-60-10	Replay Show					
56008-60-10	Laundry Services	4,235			2,080	2,800
56009-60-10	Phone Set Up	3,416	4,328	4,000	3,769	2,000
56010-60-10	CARF Fairtime					
56011-60-10	CARF Shared Expenses					
56012-60-10	Racing Promotions Coordinator					
56013-60-10	Director of Racing	38,304	29,610	35,000	36,000	40,000
56015-60-10	Other Services	7,103	5,351	5,500	8,321	8,500
56020-60-10	Security	19,087	14,422	14,500	22,885	19,000
56060-60-10	Parimutuel Audit	3,030	2,920	2,200	7,860	7,900
56080-60-10	Straw Removal	8,500	7,425	7,500	7,106	5,000
72040-60-10	Jumbotron Rental	19,635	14,280	20,500	20,400	22,400
<b>Total Professional Services</b>		<b>266,811</b>	<b>219,652</b>	<b>227,100</b>	<b>302,562</b>	<b>300,000</b>

**Sonoma County Fair**  
**Racing Revenue & Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
Supplies and Expense						
56016-60-10	CARF Admin Fee					
62030-60-10	Racing Supplies	5,504	4,919	5,000	4,032	2,500
62031-60-10	Office Supplies	640	808	1,000	212	1,000
62040-60-10	Condition Books	2,053	1,729	1,800	2,251	2,250
62050-60-10	Other Expense	19,076	13,306	15,000	15,850	15,000
62060-60-10	Grandstand Dining	11,503	4,481	5,000	3,519	3,500
62070-60-10	Race Programs & Forms	41,016	34,108	35,000	33,733	33,500
65022-60-10	Racing Advertising	1,640	3,179	5,000	4,791	5,000
65095-60-10	Racing Promotion	14,039	14,114	14,000	16,057	13,000
68010-60-10	Dues & Subscriptions		724		235	250
81000-60-10	Equip. > 500 < 5,000	7,671	9,278	5,000	1,663	2,000
70052-60-10	Turf Track Materials	6,937	15,784	15,000	18,447	40,000
70055-60-10	Track Materials	31,120	27,114	30,000	29,822	30,000
73030-60-10	Special Repairs & Equip	5,899	7,246	2,000	7,958	3,000
	<b>Total Supplies &amp; Expense</b>	<b>147,099</b>	<b>136,789</b>	<b>133,800</b>	<b>138,570</b>	<b>151,000</b>
Rental - Totalisator Equipment						
56030-60-10	<b>Totalisator Service</b>	<b>4,687</b>	<b>4,029</b>	<b>3,800</b>	<b>3,972</b>	<b>2,500</b>
56035-60-10	<b>Starter Fees/Incentives</b>	<b>33,359</b>	<b>10,650</b>	<b>30,000</b>	<b>48,383</b>	<b>30,000</b>
Rental - Other Equipment						
72010-60-10	Starting Gate Rental	8,818	8,044	8,000	7,720	7,800
72020-60-10	Office Equipment Rental	3,209	2,444	2,500	2,125	2,200
72030-60-10	Televisions Rental					
72050-60-10	Other Equipment Rental	60,689	64,145	65,000	67,897	65,000
	<b>Total Equipment Rental</b>	<b>72,716</b>	<b>74,632</b>	<b>75,500</b>	<b>77,741</b>	<b>75,000</b>
	<b>Total Racing Expense</b>	<b>1,110,230</b>	<b>901,753</b>	<b>900,214</b>	<b>1,060,125</b>	<b>1,054,500</b>
	<b>Profit / (Loss)</b>	<b>306,615</b>	<b>193,649</b>	<b>143,086</b>	<b>(13,661)</b>	<b>2,900</b>

**Sonoma County Fair  
Fair Entertainment Expense (Attractions Expense)  
Budget Worksheet**

G/L #		Actual	Actual	Annual	Projected	Annual
		YTD	YTD	Budget		Budget
		2017	2018	2019	2019	2020
Attractions/Entertainment Wages & Benefits						
Salaries & Wages - Temporary						
50013-80-10	Salaries & Wages Temp - Overtime Attractions		1,037	1,000	1,368	
52000-80-10	Stagehand Wages					
52010-80-10	Salaries & Wages Temp. Event Assistant	34,392	31,016	32,000	33,904	44,397
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>34,392</b>	<b>32,053</b>	<b>33,000</b>	<b>35,272</b>	<b>44,397</b>
Attractions Payroll Taxes						
55000-80-10	Payroll Taxes - FICA/Medicare Temp.	2,642	2,460	2,525	2,698	
55070-80-10	Payroll Taxes - Unemployment Ins. Temp.	2,141	1,943	1,987	2,187	
<b>Total Attractions Payroll Taxes</b>		<b>4,784</b>	<b>4,403</b>	<b>4,512</b>	<b>4,885</b>	
Employee Benefits - Employer's Share						
55080-80-10	Sick Pay - Temporary	147	107	100		
Attractions Worker's Compensation Insurance						
55020-80-10	Workers Comp. Insurance- Temporary	1,425	1,327	1,485	1,455	
<b>Total Workers Compensation Insurance:</b>		<b>1,425</b>	<b>1,327</b>	<b>1,485</b>	<b>1,455</b>	
<b>Total Wages &amp; Benefits</b>		<b>40,747</b>	<b>37,890</b>	<b>39,097</b>	<b>41,612</b>	<b>44,397</b>
Community Theater Expenses						
56001-80-10	Contracted Labor ( Production Crew)		32,962	32,000	26,996	27,000
56002-80-10	Concerts - Booking Agent (both)		7,500	7,500	7,500	7,500
56003-80-10	Catering (Concerts)		2,075	1,700	1,460	1,500
56004-80-10	Concert Series Lighting				14,882	15,000
56005-80-10	Concert Series Sound		24,895	26,000	29,438	18,500
56006-80-10	Concert Series Stage/Lighting		29,763	29,763	14,882	29,760
56015-80-10	Other Services Concerts (Security & Driver)		3,778	4,700	4,635	5,500
62032-80-10	Supplies - Concerts (including E-Tix)	338	822	1,500	1,834	1,500
66060-80-10	Community Theatre Artist Fees			140,000	144,870	120,000

**Sonoma County Fair**  
**Fair Entertainment Expense (Attractions Expense)**  
**Budget Worksheet**

		Actual	Actual	Annual	Projected	Annual
		YTD	YTD	Budget		Budget
G/L #		2017	2018	2019	2019	2020
66068-80-10	Concert Series FOH Mgmt					
72051-80-10	Other Equip Rental - Concerts	3,386	17,563	12,644	15,634	11,500
	<b>Total Community Theater Expenses</b>	<b>3,724</b>	<b>119,358</b>	<b>255,807</b>	<b>262,129</b>	<b>237,760</b>
Grounds Entertainment Expenses						
66050-80-10	Ground Entertainment - Entertainer Expenses	205,745	154,192	157,500	172,629	160,472
56000-80-10	Contract Services - Sound, Lights, Ambulance	48,911	45,970	45,435	42,185	46,020
72030-80-10	Tent & Booth	14,098	15,954	16,000	31,493	27,242
72040-80-10	Trailer Rental					
73030-80-10	Special Repairs & Equipment					
	<b>Total Grounds Entertainment Expenses</b>	<b>268,754</b>	<b>216,116</b>	<b>218,935</b>	<b>246,307</b>	<b>233,734</b>
General Supplies & Expense						
62030-80-10	Supplies	35,669	25,933	18,000	21,201	15,000
62031-80-10	Office Supplies & Postage	803	2,282	1,000	369	500
67015-70-10	Insurance	1,390	1,620			
68095-50-10	Licenses & Permits - Commercial exhibits		342			
81000-80-10	Equipment>\$500<\$5000 - Attractions					
	<b>Total General Supplies &amp; Expenses</b>	<b>37,862</b>	<b>30,177</b>	<b>19,000</b>	<b>21,570</b>	<b>15,500</b>
66070-80-10	Community Theater - <b>DO NOT USE</b>	273,270	142,000			
	<b>Total Grounds Acts</b>	<b>273,270</b>	<b>142,000</b>			
Chris Beck Paid Shows						
66040-80-10	Rodeo	4,909	3,216	1,900	668	1,000
66065-80-10	Chris Beck -Other Dirt Events	102,508	101,829	101,150	109,017	110,000
	<b>Total Grandstand Acts</b>	<b>107,417</b>	<b>105,045</b>	<b>103,050</b>	<b>109,685</b>	<b>111,000</b>
Other Attractions						
66080-80-10	Farmers Day	6,089	5,520	8,000	5,860	6,000

**Sonoma County Fair  
Fair Entertainment Expense (Attractions Expense)  
Budget Worksheet**

		Actual	Actual	Annual		Annual
		YTD	YTD	Budget	Projected	Budget
G/L #		2017	2018	2019	2019	2020
66075-80-10	Hat Day (Revenues Net of Expenses)	1,630	(21,469)	1,500	(23,175)	
66087-51-10	Sustainable Exhibit					
	<b>Total Other Attractions</b>	<b>7,719</b>	<b>(15,949)</b>	<b>9,500</b>	<b>(17,315)</b>	<b>6,000</b>
	<b>Total Attractions Expense</b>	<b>739,494</b>	<b>634,638</b>	<b>645,389</b>	<b>663,987</b>	<b>648,391</b>

**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
Rental of Buildings						
48110-10-60	Grace Pavilion Rental	483,743	170,747	201,000	205,871	218,000
48120-10-60	VG Garrett Rental	20,150	33,423	32,850	37,978	76,135
48130-10-60	EC Kraft Rental	37,067	30,601	45,000	46,944	50,000
48140-10-40	Finley Hall Horse Shows					
48140-10-60	Finley Hall Interim Events	39,702	37,316	40,000	46,182	44,000
48150-10-60	Hall of Flowers & Annex Rental	50,890	83,261	67,200	77,580	73,920
48160-10-60	Showcase Hall	25,325	32,746	37,000	32,200	40,700
48170-10-60	Other Building Interim	115,110	120,873	120,000	123,338	120,000
48190-10-40	Saralee's Barn - Base Rate	33,317	162,719	50,000	52,500	55,000
48220-10-60	Racing Grandstand	18,967	34,833	25,000	9,900	12,500
	<b>Total Rental of Buildings</b>	<b>824,271</b>	<b>706,518</b>	<b>618,050</b>	<b>632,491</b>	<b>690,255</b>
48180-10-40	Stall Rent - Horse Show	11,715	6,070	5,000	10,065	6,000
48210-10-60	Lyttle Cow Palace - Interim	57,317	43,250	56,000	50,555	61,600
48250-10-60	Other Facility - Interim	74,556	30,822	43,000	44,339	45,000
48265-10-60	Brookwood Parking Lot	19,358	21,462	20,000	23,804	22,000
48280-10-60	Carnival Lot	98,435	83,731	99,000	87,850	104,000
48290-10-60	Chris Beck - Interim	15,543	41,635	35,000	33,658	39,000
	<b>Total Grounds Rental</b>	<b>276,925</b>	<b>226,970</b>	<b>258,000</b>	<b>250,271</b>	<b>277,600</b>
48300-10-40	Equipment Rental - Horse Show					
48300-10-60	Equipment Rental - Interim	160,687	176,069	172,000	192,777	205,000
48350-10-40	Sound Equipment - Horse Shows					
48350-10-60	Sound Equipment - Interim					
	<b>Total Equipment Rental</b>	<b>160,687</b>	<b>176,069</b>	<b>172,000</b>	<b>192,777</b>	<b>205,000</b>
48820-10-60	Food Concessions - Interim	90,745	185,048	207,000	173,362	209,000
48821-10-60	Alcohol Concession - Interim	364,009	328,915	361,000	310,190	365,000
48840-10-60	Other Concessions - Interim	9,220	16,406	14,000	15,456	14,000
48860-90-80	Vendor Space Fees		25			
48880-10-60	ATM Fees Interim	11,502	12,767	8,000	8,408	10,000
	<b>Total Concessions</b>	<b>475,476</b>	<b>543,162</b>	<b>590,000</b>	<b>507,416</b>	<b>598,000</b>
Utility Fee Reimbursement						

**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
48500-10-60	Utility Reimbursements - Interim	5,282	3,022	4,500	4,160	4,500
	Interim Parking Revenue					
48270-30-60	Parking - Interim	374,209	385,606	401,000	342,104	420,000
	Long Term Rentals					
48255-10-60	Car Mart	59,789	61,734	70,000	45,571	55,000
48256-10-60	Other - Long Term Rentals	42,689	16,680	43,000	33,852	37,500
	<b>Total Long Term Rentals</b>	<b>102,477</b>	<b>78,414</b>	<b>113,000</b>	<b>79,423</b>	<b>92,500</b>
	RV Park					
48240-10-60	Trailer & RV	825,547	2,306,750	1,019,250	1,506,402	1,100,000
	Costs Recovered					
48810-10-60	Costs Recovered - Interim	81,479	89,209	70,000	79,360	70,000
	Security/ Insurance Reimbursement					
48510-10-60	Security Reimbursements	251,916	300,098	245,000	273,278	306,250
48515-10-60	Alcohol Reimbursements					
48520-10-60	Insurance Reimbursements	4,053	4,698	3,500	4,477	3,500
	<b>Total Other Interim Revenue</b>	<b>255,969</b>	<b>304,796</b>	<b>248,500</b>	<b>277,755</b>	<b>309,750</b>
	<b>Total Interim Revenue</b>	<b>3,382,323</b>	<b>4,820,515</b>	<b>3,494,300</b>	<b>3,872,160</b>	<b>3,767,605</b>
	Interim Wages & Benefits					
	Salaries & Wages - Permanent					
50010-30-60	Salaries & Wages Permanent	464,694	476,885	511,033	442,730	538,829
50012-30-60	Salaries & Wages Perm. - Overtime	70,542	54,732	67,079	51,245	70,930
50015-30-60	Salaries & Wages Perm. - Paid Leave	69,590	84,769	34,297	57,482	35,719
55011-30-60	Salaries & Wages Perm. - Cash Allowance	53,572	58,264	57,408	50,293	57,408
	<b>Total Salaries &amp; Wages - Interim Permanent</b>	<b>658,397</b>	<b>674,649</b>	<b>669,817</b>	<b>601,750</b>	<b>702,886</b>
	Salaries & Wages - Temporary					
50020-30-60	Salaries & Wages Temp - Interim	156,684	157,168	161,000	127,197	187,500
	Salaries & Wages Temp - Parking Wages					
50030-30-60	Interim	56,414	59,243	53,000	78,642	87,500
50013-30-60	Salaries & Wages Temp. - Overtime Interim		11,768	5,500	24,000	10,000
	<b>Total Salaries &amp; Wages - Interim Temporary</b>	<b>213,098</b>	<b>228,179</b>	<b>219,500</b>	<b>229,838</b>	<b>285,000</b>



**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
Employee Benefits - Employer's Share						
54000-30-60	Employee Benefits - Employer's Share-Accured Leave	(20,905)	(1,510)		3,939	
55010-30-60	Employee Benefits - Employer's Share-Health Benefits	77,638	94,568	122,200	109,947	136,455
55030-30-60	Employee Benefits - Employer's Share-Other Benefits	23,444	10,651	7,127	7,419	6,400
55080-30-60	Sick Pay - Temporary	2,656	1,016	1,000	1,171	
55040-30-60	Employee Benefits - Employer's Share-Retirement	235,411	252,895	241,682	226,312	262,012
<b>Total Employee Benefits - Employer's Share:</b>		<b>318,244</b>	<b>357,619</b>	<b>372,009</b>	<b>348,786</b>	<b>404,867</b>
Payroll Taxes						
55071-30-60	Payroll Taxes - Unemployment Ins. Perm.	384	206	624	226	630
55070-30-60	Payroll Taxes - Unemployment Ins. Temp.	9,321	9,712	13,214	10,199	13,000
55000-30-60	Payroll Taxes - FICA/Medicare Perm.	49,316	49,839	46,841	45,334	48,829
55001-30-60	Payroll Taxes - FICA/Medicare Temp.	20,199	17,533	14,792	17,479	21,803
<b>Total Payroll Taxes</b>		<b>79,220</b>	<b>77,291</b>	<b>75,471</b>	<b>73,238</b>	<b>84,261</b>
Worker's Compensation Insurance						
55020-30-60	Workers Comp. Insurance - Permanent	21,649	13,134	26,832	14,379	28,178
55021-30-60	Workers Comp. Insurance- Temporary	8,900	9,454	10,975	10,077	12,825
<b>Total Workers Compensation Insurance:</b>		<b>30,548</b>	<b>22,588</b>	<b>37,807</b>	<b>24,456</b>	<b>41,003</b>
<b>Total Wages &amp; Benefits</b>		<b>1,299,507</b>	<b>1,360,326</b>	<b>1,374,604</b>	<b>1,278,068</b>	<b>1,518,016</b>
Supplies & Expense						
62030-30-60	Supplies - Interim	16,119	18,043	23,000	12,445	13,000
62031-30-60	Office Supplies	234	168	1,500	372	750
65021-30-60	Advertising - Interim	3,086	1,724	4,000	4,444	4,500
67010-30-60	Concession & Other Costs Reimbursed	5,074	6,430	2,000	2,608	2,750
68065-10-60	Ticket Convenience Fees - Interim					
72045-30-60	Parking Site Rental - Interim			4,000	4,000	4,000
73030-30-60	Special Repairs & Equip			3,000	231	1,500
<b>Total Interim Supplies &amp; Equipment</b>		<b>24,513</b>	<b>26,366</b>	<b>37,500</b>	<b>24,099</b>	<b>26,500</b>
RV Park - Interim						
56000-30-60	RV Park - Contract Services	13,340	10,366	11,500	2,053	3,000
62032-30-60	RV Park - Supplies	4,003	12,331	8,000	19,187	18,000

**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
65020-30-60	RV Park - Advertising/Publicity	3,051	2,995	5,000	5,646	6,000
70010-30-60	RV Park - Gas & Electricity	95,612	151,735	100,000	133,421	95,000
70015-30-60	RV Park - Water & Sewer	16,101	29,196	17,000	21,651	18,000
73010-30-60	RV Park - Equipment Repair		200	500	80	
73020-30-60	RV Park - Buildings & Grounds Repair	4,524		3,000	500	3,000
	<b>Total RV Park Supplies &amp; Expense</b>	<b>136,631</b>	<b>206,823</b>	<b>145,000</b>	<b>182,537</b>	<b>143,000</b>
	Other - Sec/Insurance Reimbursement					
67015-30-60	Insurance Reimbursed	670	4,718	3,500	4,223	3,500
56020-30-60	Security - Non-Fair	12,400	46,057	57,000	62,053	67,830
67005-30-60	Security Fees Reimbursed	229,835	269,584	215,000	231,109	283,622
	<b>Total Other - Sec/Ins Reimbursed</b>	<b>242,905</b>	<b>320,359</b>	<b>275,500</b>	<b>297,384</b>	<b>354,952</b>
	Land Rent					
56081-10-60	Cal Trans Median Strip Rent	10,187	10,500	10,500	10,810	10,500
	Straw Removal/Equip Rent					
56080-10-40	Straw Removal	193				
72050-30-60	Equipment Rental	4,811	3,434	6,000	2,264	3,500
	<b>Total Other Expenses</b>	<b>5,004</b>	<b>3,434</b>	<b>6,000</b>	<b>2,264</b>	<b>3,500</b>
56000-10-40	<b>Contract Services - Interim</b>	<b>6,675</b>	<b>12,580</b>	<b>15,000</b>	<b>9,079</b>	<b>11,000</b>
56002-80-60	<b>Business Partner Incentive</b>	<b>6,815</b>	<b>2,149</b>	<b>8,000</b>	<b>8,000</b>	<b>4,000</b>
	<b>Total Interim Expense</b>	<b>1,732,235</b>	<b>1,942,537</b>	<b>1,872,104</b>	<b>1,812,242</b>	<b>2,071,468</b>
	<b>Profit / (Loss)</b>	<b>1,650,088</b>	<b>2,877,978</b>	<b>1,622,196</b>	<b>2,059,918</b>	<b>1,696,137</b>

**Sonoma County Fair**  
**Jockey Club Revenue & Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
48600-70-70	Interim Rental - Jockey Club					
48605-70-70	Interim Concessions - Jockey Club					
48610-70-70	Commissions	257,364	264,767	250,000	265,334	265,000
48620-70-70	Admissions - General	33,570	33,790	34,000	30,825	30,000
48625-70-70	Turf Club Admissions	6,501	6,355	6,000	6,014	6,000
48630-70-70	Jockey Club Program Sales	31				
48635-70-70	Jockey Club Program Commission	3,087	2,925	2,800	2,511	2,500
48640-70-70	Concessions	7,264	7,150	7,000	10,210	10,000
48650-70-70	Other Jockey Club Sales	1,157	602	1,000	316	300
48660-70-70	Jockey Club Periodicals - Race Forms	68,136	71,284	65,000	66,879	66,000
48680-70-70	CMC Reimbursement					
48810-70-70	Costs Recovered - Simulcast					
48811-70-70	Costs Recovered - Simulcast - Prior Year					
48880-70-70	ATM Fees Earned	2,301	5,270	4,000	3,801	3,800
	<b>Total Satellite Wagering Revenue</b>	<b>379,410</b>	<b>392,142</b>	<b>369,801</b>	<b>385,889</b>	<b>383,600</b>
Jockey Club Wages & Benefits						
Salaries & Wages - Permanent						
50010-70-70	Salaries & Wages Permanent	50,034	55,679	53,537	50,755	43,519
50012-70-70	Salaries & Wages Perm. - Overtime	3,145	1,321	4,130	2,710	3,910
50015-70-70	Salaries & Wages Perm. - Paid Leave	3,610	1,507	3,732	6,028	3,543
55011-70-70	Salaries & Wages Perm. - Cash Allowance	6,975	7,148	7,176	7,155	6,624
	<b>Total Salaries &amp; Wages - Permanent:</b>	<b>63,764</b>	<b>65,655</b>	<b>68,575</b>	<b>66,648</b>	<b>57,595</b>
Salaries & Wages - Temporary						
50013-70-70	Salaries & Wages Temporary - Overtime		2,495	2,000	2,869	2,800

**Sonoma County Fair**  
**Jockey Club Revenue & Expense**  
 Budget Worksheet

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
50020-70-70	Salaries & Wages Temporary	70,990	54,131	50,000	54,124	55,000
	<b>Total Salaries &amp; Wages - Temporary:</b>	<b>70,990</b>	<b>56,626</b>	<b>52,000</b>	<b>56,992</b>	<b>57,800</b>
	Employee Benefits - Employers Share					
54000-70-70	Employee Benefits - Employer's Share-Accured Leave	2,783	4,338		(64)	
55010-70-70	Employee Benefits - Employer's Share-Health Benefits	20,489	22,370	23,203	23,529	23,981
55030-70-70	Employee Benefits - Employer's Share-Other Benefits	172	252	639	165	641
55080-70-70	Sick Pay - Temporary	1,185	463	500	152	
55040-70-70	Employee Benefits - Employer's Share-Retirement	24,465	25,957	25,191	25,826	21,603
	<b>Total Employee Benefits - Employer's Share:</b>	<b>49,094</b>	<b>53,379</b>	<b>49,533</b>	<b>49,608</b>	<b>46,226</b>
JOCKEY CLUB EXPENSE						
	Payroll Taxes					
55000-70-70	Payroll Taxes - FICA/Medicare Perm.	4,475	4,454	4,695	4,561	3,897
55001-70-70	Payroll Taxes - FICA/Medicare Temp.	5,521	4,367	3,978	4,428	4,422
55070-70-70	Payroll Taxes - Unemployment Ins. Temp.	1,838	1,513	3,130	1,815	3,480
55071-70-70	Payroll Taxes - Unemployment Ins. Perm.	31	21	67	24	70
	<b>Total Payroll Taxes</b>	<b>11,865</b>	<b>10,355</b>	<b>11,870</b>	<b>10,829</b>	<b>11,868</b>
	Worker's Compensation Insurance					
55020-70-70	Workers Comp. Insurance - Permanent	1,728	712	762	770	632
55021-70-70	Workers Comp. Insurance- Temporary	2,977	2,355	2,340	2,410	2,601
	<b>Total Workers Compensation Insurance:</b>	<b>4,705</b>	<b>3,067</b>	<b>3,102</b>	<b>3,180</b>	<b>3,233</b>
	<b>Total Wages &amp; Benefits</b>	<b>200,419</b>	<b>189,082</b>	<b>185,080</b>	<b>187,258</b>	<b>176,722</b>
	Professional Services & Contracts					
56000-70-70	Contract Services - Satellite	9,816	10,343	10,500	7,447	15,000
56020-70-70	Security Service - Satellite	21,025	26,184	24,000	25,284	39,000
72050-70-70	Equipment Rental - Jockey Club	3,370	936	4,000	2,120	2,500

**Sonoma County Fair**  
**Jockey Club Revenue & Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
<b>Total Professional Services &amp; Contracts</b>		<b>34,211</b>	<b>37,462</b>	<b>38,500</b>	<b>34,851</b>	<b>56,500</b>
Advertising & Marketing						
65020-70-70	Advertising - Jockey Club	650	1,500	1,500	1,050	1,500
65095-70-70	Cost of Giveaway Items	152				
<b>Total Advertising Expense</b>		<b>802</b>	<b>1,500</b>	<b>1,500</b>	<b>1,050</b>	<b>1,500</b>
Jockey Club Supplies & Expense						
62020-70-70	Telephone	6,782	7,373	7,000	8,577	9,000
62030-70-70	Tickets & Supplies	39				
62031-70-70	Supplies	1,549	6,335	5,000	1,319	1,500
68095-70-70	Licenses & Permits	722	627			
73010-70-70	Equipment Repair	1,418	10,691	5,000	7,597	7,500
73020-70-70	Building Repair	2,010	14,138	5,000	9,038	7,500
73030-70-70	Special Repairs & Equip		3,173		2,617	2,500
<b>Total Jockey Club Supplies &amp; Expense</b>		<b>12,521</b>	<b>42,336</b>	<b>22,000</b>	<b>29,147</b>	<b>28,000</b>
Programs, Concessions & Parking						
66090-70-70	Cost of Novelties Sold					
62080-70-70	Cost of Periodicals Sold	54,661	55,793	51,350	53,648	54,000
<b>Total Programs, Concessions &amp; Parking</b>		<b>54,661</b>	<b>55,793</b>	<b>51,350</b>	<b>53,648</b>	<b>54,000</b>
Fuel & Utilities						
56085-70-70	Garbage	5,026	7,707	4,625	3,911	4,500
70010-70-70	Gas & Electricity	36,590	53,789	30,000	22,919	24,000
70015-70-70	Water & Sewer	8,322	13,750	10,500	11,516	12,000
<b>Total Fuel &amp; Utilities</b>		<b>49,938</b>	<b>75,246</b>	<b>45,125</b>	<b>38,347</b>	<b>40,500</b>
81000-70-70	Improvements under \$5K		1,009	1,000		

**Sonoma County Fair  
Jockey Club Revenue & Expense  
Budget Worksheet**

G/L #	Actual YTD 2017	Actual YTD 2018	Annual Budget 2019	Projected 2019	Annual Budget 2020
Total Satellite Wagering Expense	352,552	402,429	344,555	344,300	357,222
Profit / (Loss)	26,859	(10,287)	25,246	41,589	26,378

**Sonoma County Fair**  
**Harvest Fair**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
HARVEST FAIR REVENUE						
Cost Recovery						
48810-10-20	Cost Recovered - Harvest Fair	136,868	104,052	132,000	56,900	59,343
<b>Total Cost Recovery</b>		<b>136,868</b>	<b>104,052</b>	<b>132,000</b>	<b>56,900</b>	<b>59,343</b>
Interim Wages & Benefits						
Salaries & Wages - Permanent						
50010-10-20	Allocated Maintenance Wages	15,000	15,000	15,000	10,281	11,000
50010-30-20	Allocated Interim Wages	12,000	12,000	12,000	6,949	7,000
50010-50-20	Allocated Exhibits Wages	4,000	4,000	4,000		
50010-90-20	Allocated Administration Wages	5,000	5,000	5,000	2,881	3,000
<b>Total Allocated Wages - Permanent:</b>		<b>36,000</b>	<b>36,000</b>	<b>36,000</b>	<b>20,111</b>	<b>21,000</b>
Salaries & Wages - Temporary						
50020-10-20	Temp Wages Harvest Fair Maintenance			7,000		
50020-20-20, 50013-20-20	Temp Wages Publicity Harvest Fair	2,862		9,000		
50020-30-20	Temp Wages Harvest Fair Interim					
50020-50-20, 50013-50-20	Temp Wages Harvest Fair Exhibits	1,561		28,000		
50020-90-20	Temp Wages Harvest Fair Administration			1,500		
50030-30-20	Temp Wages Harvest Fair Parking			2,000		
50040-30-20	Temp Wages Harvest Fair Cashiers					
50070-30-20, 50013-90-20	Temp Wages Harvest Fair Admissions	45,860	41,406	7,000	24,457	25,000
52010-80-20	Temp Wages Harvest Fair Attractions Special Event			2,000		

**Sonoma County Fair**  
**Harvest Fair**  
**Budget Worksheet**

ATTACHMENT #4

<b>G/L #</b>	<b>Actual YTD 2017</b>	<b>Actual YTD 2018</b>	<b>Annual Budget 2019</b>	<b>Projected 2019</b>	<b>Annual Budget 2020</b>
<b>Total Salaries &amp; Wages - Interim Temporary</b>	<b>50,283</b>	<b>41,406</b>	<b>56,500</b>	<b>24,457</b>	<b>25,000</b>
Employee Benefits - Employer's Share					
55010-xx-20, 55030-xx Employee Benefits - Allocated Wages					
<b>Total Employee Benefits - Employer's Share</b>					
Payroll Taxes					
55071-xx-20 Unemployment Ins. Allocated Wages					
55070-xx-20 Unemployment Ins. Temp.	1,965	1,704	3,000	652	1,505
55000-xx-20 FICA/Medi - Allocated Wages	4,667	4,667	7,000		
55000-xx-20, 55001-xx FICA/Medi - Temp Wages	6,180	5,501		1,871	1,913
<b>Total Payroll Taxes</b>	<b>12,811</b>	<b>11,871</b>	<b>10,000</b>	<b>2,523</b>	<b>3,418</b>
Worker's Compensation Insurance					
55020-xx-20, 55021-xx Workers Comp. Insurance - Allocated Wages					
55020-xx-20, 55021-xx Workers Comp. Insurance- Temporary	2,074	1,708	2,400	1,009	1,125
<b>Total Workers Compensation Insurance:</b>	<b>2,074</b>	<b>1,708</b>	<b>2,400</b>	<b>1,009</b>	<b>1,125</b>
Total Allocated Wages & Benefits	40,667	40,667	43,000	20,111	21,000
Total Temp. Wages & Benefits	60,502	50,319	61,900	27,988	29,543
<b>Total Wages &amp; Benefits</b>	<b>101,169</b>	<b>90,985</b>	<b>104,900</b>	<b>48,099</b>	<b>50,543</b>
Other Expenses					
62010-90-20 Postage - Harvest Fair	2,000	2,000		2,000	2,000
68085-90-20 Miscellaneous - Harvest Fair	8,000	8,000	1,000	6,800	6,800
<b>Total Other Expenses</b>	<b>10,000</b>	<b>10,000</b>	<b>1,000</b>	<b>8,800</b>	<b>8,800</b>
<b>Total Harvest Fair Expense</b>	<b>111,169</b>	<b>100,985</b>	<b>105,900</b>	<b>56,899</b>	<b>59,343</b>
<b>Profit / (Loss)</b>	<b>25,699</b>	<b>3,067</b>	<b>26,100</b>	<b>1</b>	<b>1</b>



**Sonoma County Fair**  
**Administrative Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
Administration Wages & Benefits						
Salaries & Wages - Permanent						
50010-90-80	Salaries & Wages Permanent	479,073	493,553	493,540	461,364	512,554
50012-90-80	Salaries & Wages Perm. - Overtime	45,084	33,060	28,062	31,922	28,964
50015-90-80	Salaries & Wages Perm. - Paid Leave	39,130	50,455	34,909	66,201	36,204
55011-90-80	Salaries & Wages Perm. - Cash Allowance	43,028	43,056	43,056	43,056	43,056
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>606,316</b>	<b>620,124</b>	<b>599,567</b>	<b>602,542</b>	<b>620,778</b>
Salaries & Wages - Temporary						
50013-90-80	Salaries & Wages Temporary - Overtime		835		57	
50020-90-80	Salaries & Wages Temporary	16,527	12,611	15,000	4,069	10,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>16,527</b>	<b>13,446</b>	<b>15,000</b>	<b>4,127</b>	<b>10,000</b>
Employee Benefits - Employer's Share						
54000-90-80	Employee Benefits - Employer's Share-Accrued Leave	14,052	5,104		5,031	
55010-90-80	Employee Benefits - Employer's Share-Health Benefits	58,516	60,819	75,102	69,934	91,450
55030-90-80	Employee Benefits - Employer's Share-Other Benefits	29,597	6,994	12,584	7,872	12,340
55050-90-80	GASB 98 Pension Expense	(1,414)	(129,035)			
55080-90-80	Sick Pay - Temporary		98	200		
55040-90-80	Employee Benefits - Employer's Share-Retirement	217,242	235,517	221,000	234,896	237,046
<b>Total Employee Benefits - Employer's Share:</b>		<b>317,993</b>	<b>179,496</b>	<b>308,886</b>	<b>317,732</b>	<b>340,836</b>
Payroll Taxes						
55000-90-80	Payroll Taxes - FICA/Medicare Perm.	45,253	44,863	39,431	44,976	40,487
55001-90-80	Payroll Taxes - FICA/Medicare Temp.	1,264	836	1,148	316	765
55070-90-80	Payroll Taxes - Unemployment Ins. Perm.	948	840	903	261	420
55071-90-80	Payroll Taxes - Unemployment Ins. Temp.	382	198	416	190	602
<b>Total Payroll Taxes:</b>		<b>47,847</b>	<b>46,737</b>	<b>41,898</b>	<b>45,742</b>	<b>42,274</b>

**Sonoma County Fair**  
**Administrative Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
Worker's Compensation Insurance						
55020-90-80	Workers Comp. Insurance - Permanent	17,727	7,670	7,361	7,168	7,642
55021-90-80	Workers Comp. Insurance- Temporary	682	559	750	170	450
	Total Workers Compensation Insurance:	18,408	8,229	8,111	7,338	8,092
	<b>Total Administration Wages &amp; Benefits:</b>	<b>1,007,091</b>	<b>868,032</b>	<b>973,462</b>	<b>977,482</b>	<b>1,021,980</b>
Administration Professional Services (Contracts)						
56000-90-80	Other Services & Misc.	119,399	18,355	7,000	17,266	17,000
56005-90-80	County Indirect Expenses	132,936	92,376	86,000	86,040	114,996
56050-90-80	Legal Fees	17,978	58,425	41,000	50,111	50,000
56070-90-80	Payroll Service	44,263	47,009	42,000	52,531	52,000
56075-90-80	Computer Support	9,353	9,882	25,000	4,754	25,000
	<b>Total Admin Professional Services (Contracts):</b>	<b>323,929</b>	<b>226,047</b>	<b>201,000</b>	<b>210,703</b>	<b>258,996</b>
Director's Expense						
68070-90-80	<b>Director's Expense</b>	<b>11,027</b>	<b>11,204</b>	<b>10,000</b>	<b>6,739</b>	<b>10,000</b>
Traveling/Training Expense - Employees						
68090-90-80	<b>Traveling/Training Expense</b>	<b>16,562</b>	<b>16,909</b>	<b>15,000</b>	<b>12,980</b>	<b>15,000</b>
Office Supplies and Expense						
56020-30-80	Security Alarms - Grounds					
62030-90-80	Office Supplies & Expense	14,228	20,009	17,000	14,284	15,000
62060-90-80	Computer Supplies		1,146	400	190	500
68040-90-80	Miscellaneous Expense	7,047	(1,099)	500	380	500
68060-90-80	Bank/Credit Card Fees	66,893	88,407	80,000	90,105	90,000
68075-90-80	Staff Meetings	113	179	180	312	400
68095-90-80	Licenses & Permits	11,044	11,404	10,000	10,875	11,000
72020-90-80	Office Equipment Rental (Copier Lease)	10,246	7,324	7,000	9,924	10,000
73010-90-80	Equipment Repair	90		250	40	250
73030-90-80	Special Repairs & Equipment	1,350		1,000	1,816	2,000

**Sonoma County Fair**  
**Administrative Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
G/L #		2017	2018	2019	2019	2020
78890-90-80	Donations	946				
	<b>Total Administration Office Supplies &amp; Expense:</b>	<b>111,959</b>	<b>127,370</b>	<b>116,330</b>	<b>127,926</b>	<b>129,650</b>
	Telephone and Postage Expense					
62010-90-80	Postage	12,324	15,207	20,000	8,479	10,000
62015-90-80	Air Postage	580	146	300	378	400
62020-90-80	Telephone	37,579	40,564	36,000	39,822	40,000
	<b>Total Administration Telephone &amp; Postage Expense:</b>	<b>50,483</b>	<b>55,917</b>	<b>56,300</b>	<b>48,679</b>	<b>50,400</b>
	Dues and Subscriptions					
68010-90-80	<b>Dues &amp; Subscriptions</b>	<b>8,281</b>	<b>7,856</b>	<b>7,000</b>	<b>9,572</b>	<b>10,000</b>
	Insurance (General Liability)					
68085-90-80	Insurance Other	63,397	84,112	65,000	66,240	70,000
68086-90-80	Liability Claims					
	<b>Total Insurance (General Liability) Expense:</b>	<b>63,397</b>	<b>84,112</b>	<b>65,000</b>	<b>66,240</b>	<b>70,000</b>
	Audit Expense					
56060-90-80	<b>Audit Fees</b>	<b>59,500</b>	<b>37,100</b>	<b>45,000</b>	<b>18,000</b>	<b>24,000</b>
	Current Year Bad Debt Expenses					
68020-90-80	<b>Bad Debt Expense</b>	<b>9,676</b>	<b>22,548</b>			
68020-58-10	<b>JLA Bad Debt Expense</b>					
68030-90-80	<b>Misc/Cash Over/Short</b>	<b>3,488</b>	<b>(5,012)</b>	<b>1,000</b>	<b>1,691</b>	<b>1,000</b>
81000-90-80	<b>Equipment&gt;\$500&lt;\$5000 - Admin</b>			<b>1,000</b>	<b>717</b>	<b>3,000</b>
	<b>Total Administration Expense</b>	<b>1,665,394</b>	<b>1,452,082</b>	<b>1,491,092</b>	<b>1,480,729</b>	<b>1,594,026</b>

**Sonoma County Fair**

**Maintenance and General Operations Expense**

**Budget Worksheet**

G/L #		Actual YTD 2017	Actual YTD 2018	Annual Budget 2019	Projected 2019	Annual Budget 2020
<b>Maintenance Wages &amp; Benefits</b>						
<b>Salaries &amp; Wages - Permanent</b>						
50010-10-80	Salaries & Wages Permanent	551,299	537,789	612,363	575,249	660,266
50012-10-80	Salaries & Wages Perm. - Overtime	93,423	48,564	58,467	59,611	63,814
50015-10-80	Salaries & Wages Perm. - Paid Leave	43,621	82,991	37,670	58,440	40,397
55011-10-80	Salaries & Wages Perm. - Cash Allowance	66,348	65,164	71,760	67,027	71,760
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>754,691</b>	<b>734,508</b>	<b>780,260</b>	<b>760,326</b>	<b>836,237</b>
<b>Salaries &amp; Wages - Temporary</b>						
50013-10-80	Salaries & Wages Temporary - Overtime		26,213	30,000	37,562	45,000
50020-10-80	Salaries & Wages Temporary	206,633	175,725	190,000	213,293	245,000
55999-99-99	Payroll Contra account for CIP projects					
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>206,633</b>	<b>201,938</b>	<b>220,000</b>	<b>250,855</b>	<b>290,000</b>
<b>Employee Benefits - Employers Share</b>						
54000-10-80	Employee Benefits - Employer's Share-Accrued Leave	5,240	(4,311)		23,365	
55010-10-80	Employee Benefits - Employer's Share-Health Benefits	122,272	134,263	173,527	163,560	194,521
55030-10-80	Employee Benefits - Employer's Share-Other Benefits	18,141	8,729	7,614	9,885	6,400
55080-10-80	Sick Pay - Temporary	240	1,630	1,000	984	
55040-10-80	Employee Benefits - Employer's Share-Retirement	263,615	270,047	280,512	280,453	312,235
<b>Total Employee Benefits - Employer's Share:</b>		<b>409,508</b>	<b>410,357</b>	<b>462,653</b>	<b>478,248</b>	<b>513,156</b>
<b>Payroll Taxes</b>						
55000-10-80	Payroll Taxes - FICA/Medicare Perm.	56,506	54,506	54,198	56,826	58,367
55001-10-80	Payroll Taxes - FICA/Medicare Temp.	15,826	15,696	16,500	19,348	22,185
55070-10-80	Payroll Taxes - Unemployment Ins. Temp.	10,059	8,623	9,000	10,166	13,000
55071-10-80	Payroll Taxes - Unemployment Ins. Perm.	459	230	624	245	630
<b>Total Payroll Taxes</b>		<b>82,850</b>	<b>79,055</b>	<b>80,322</b>	<b>86,585</b>	<b>94,182</b>
<b>Worker's Compensation Insurance</b>						
55020-10-80	Workers Comp. Insurance - Permanent	84,649	125,730	113,779	116,005	123,234
55021-10-80	Workers Comp. Insurance- Temporary	8,534	8,356	34,770	12,893	13,050
<b>Total Workers Compensation Insurance:</b>		<b>93,182</b>	<b>134,086</b>	<b>148,549</b>	<b>128,899</b>	<b>136,284</b>
<b>Total Maintenance Wages &amp; Benefits:</b>		<b>1,546,866</b>	<b>1,559,945</b>	<b>1,691,784</b>	<b>1,704,913</b>	<b>1,869,860</b>
<b>Professional Services (Contractual)</b>						
56000-10-80	Contract Services	97,396	100,872	90,000	81,570	90,000
56086-10-80	Recycling Program	1,184		2,000		2,000
<b>Total Contract Services:</b>		<b>98,580</b>	<b>100,872</b>	<b>92,000</b>	<b>81,570</b>	<b>92,000</b>
<b>Rental - Maintenance Equipment</b>						
72050-10-80	Equipment Rental - Maintenance	30,253	34,542	35,000	31,434	35,000

**Sonoma County Fair**

**Maintenance and General Operations Expense**

**Budget Worksheet**

G/L #	Actual YTD 2017	Actual YTD 2018	Annual Budget 2019	Projected 2019	Annual Budget 2020
<b>Light, Heat, Water and Power</b>					
70010-10-80 Gas & Electricity	150,816	151,700	175,800	175,273	175,000
70010-10-20 Gas & Electricity -Harvest Fair (reimbursement)					
70015-10-80 Water & Sewer	154,167	135,828	135,000	131,315	135,000
<b>Total Utilities:</b>	<b>304,983</b>	<b>287,528</b>	<b>310,800</b>	<b>306,589</b>	<b>310,000</b>
<b>Maintenance of Equipment - Supplies and Expense</b>					
73010-10-80 Equipment Repairs	38,158	54,129	45,000	45,516	45,000
68095-10-80 Licenses & Permits - Maintenance	6,283	6,588	6,700	8,532	8,000
70040-10-80 Mechanic Supplies	8,555	9,513	10,000	7,369	9,000
70045-10-80 Fuel	38,818	43,142	48,000	39,260	43,000
<b>Total Maintenance of Equipment:</b>	<b>91,814</b>	<b>113,373</b>	<b>109,700</b>	<b>100,677</b>	<b>105,000</b>
<b>Maintenance of Buildings &amp; Grounds - Supplies and Expense</b>					
62030-10-80 Office Supplies	694	1,348	3,000	1,261	2,000
70020-10-80 Janitorial Supplies	48,445	43,350	42,000	48,644	45,000
70025-10-80 Landscape Supplies	25,285	24,194	23,000	29,623	25,000
70030-10-80 Electrical Supplies	20,024	17,583	18,000	16,000	18,000
70035-10-80 Carpentry/Plumbing Supplies	12,305	10,873	12,000	14,210	13,000
70050-10-80 Grounds Supplies	58,328	46,188	50,000	34,631	40,000
70060-10-80 Paint Supplies	29,861	19,169	20,000	22,138	23,000
70070-10-80 Chairs/Tables/Other Inventory					5,000
73021-10-80 Special Repairs - ADA	6,923	5,716		4,810	5,000
73020-10-80 Building & Ground Repairs	39,541	51,406	45,000	26,444	40,000
<b>Total Maint of Buildings &amp; Grounds</b>	<b>241,407</b>	<b>219,827</b>	<b>213,000</b>	<b>197,762</b>	<b>216,000</b>
<b>Trash Removal, Clean Up (Contractual)</b>					
56085-10-80 Garbage Service	<b>89,236</b>	<b>83,059</b>	<b>80,000</b>	<b>94,386</b>	<b>90,000</b>
<b>Special Repairs &amp; Equipment</b>					
73030-10-80 Special Repairs & Equipment	<b>19,000</b>	<b>45,214</b>	<b>15,000</b>	<b>14,044</b>	<b>18,000</b>
<b>Equipment&gt;\$500&lt;\$5,000- Maintenance</b>					
81000-10-80 Equipment>\$500<\$5,000- Maintenance	<b>25,101</b>	<b>15,392</b>	<b>10,000</b>	<b>8,194</b>	<b>12,000</b>
<b>Total Maintenance Expense:</b>	<b>2,447,241</b>	<b>2,459,750</b>	<b>2,557,284</b>	<b>2,539,570</b>	<b>2,747,860</b>

**Sonoma County Fair  
Other Revenue**

<b>DRAFT</b>		<b>Actual</b>	<b>Actual</b>	<b>Annual</b>	
<b>G/L #</b>		<b>YTD</b>	<b>YTD</b>	<b>Budget</b>	<b>Projected</b>
		<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2019</b>
	Other Operating Revenue (Misc Non-Fair)				
48400-90-80	Interest	3,553	3,867	3,500	9,376
48850-90-80	Other Misc. Revenue	1,123	4,350		
48870-90-80	Discounts Earned	643	819		438
48810-10-80	Costs Recovered	145,372	48,924	23,000	29,147
48401-90-80	Outstanding Receivables Interest	1,596	3,117		2,250
	<b>Total Other Operating Revenue</b>	<b>152,287</b>	<b>61,077</b>	<b>26,500</b>	<b>41,212</b>
48910-90-80	<b>Prior Year Revenue Adjustments</b>	<b>56,422</b>	<b>258,024</b>		<b>51,717</b>
31101-90-80, 31200-90-80	<b>Capital Contribution</b>	<b>549,026</b>			<b>125,569</b>

**Sonoma County Fair  
Other Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Annual Budget	Projected	Annual Budget
<b>G/L #</b>		<b>2016</b>	<b>2017</b>	<b>2019</b>	<b>2019</b>	<b>2020</b>
Prior Year Operating Expense Adjustments & Other Expenses						
91080-90-80	Prior Year Expense	(13)	279,084	0	100,766	0
75025-90-80	Gain or Loss on Sale of Assets	0	0	0	1,236	0
<b>Total Prior Year &amp; Other Expenses</b>		<b>(13)</b>	<b>279,084</b>	<b>0</b>	<b>102,002</b>	<b>0</b>
Other Interest Expense						
75010-90-80	<b>Other - Interest Expense</b>	<b>12,190</b>	<b>12,500</b>	<b>16,000</b>	<b>8,000</b>	

**Capital Improvements and Equipment Purchases - Budget 2020**

Description	Outside Support	
	Project Estimate	Fair Funds
<b>Access Improvements</b>		
Accessibility Improvements to the Administration Building		
<b>Capital Improvements</b>		
Finley Roof	\$175,000	\$175,000
RV Park Improvements	\$50,000	\$50,000
Asphalt	\$75,000	\$75,000
East Grace Pavilion Doors	\$20,000	\$20,000
Carnival Lot Irrigation	\$175,000	\$175,000
<b>Capital Improvement Total</b>	<b>\$495,000</b>	<b>\$495,000</b>
<b>Equipment Purchases</b>		
Mule for Race Track	\$16,000	\$16,000
<b>Equipment Purchase Total</b>	<b>\$16,000</b>	<b>\$16,000</b>
<b>JLA Fund Capital Projects (JLA Restricted Funds used for these projects)</b>		
<b>JLA Projects Total</b>		
<b>Grand Total Capital Improvements and Equipment Purchases</b>	<b>\$511,000</b>	<b>\$511,000</b>