

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 18, 2018, 4:30 – 5:30
Sonoma County Fairgrounds Board Room

DIRECTORS: Marcia Mickelson, Chair; Max Mickelsen, Vice Chair, Wanda Tapia, Lisa Carreño, Tony Geraldi

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 Statements, through November, 2018 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through November 2018 - **(Attachment #2)** – Michael Margetts
6. Discussion and possible action regarding approval of 2018 Purchase Orders in excess of \$25,000 – **(None)**
7. Discussion and possible action regarding approval of 2018 Contracts in excess of \$25,000 – **(None)**
8. Review of November 2018 Harvest Fair financial statements – **(Attachment #3)** – Michael Margetts
9. Discussion regarding changes to Board approved 2019 Budget. – Becky Bartling, Michael Margetts
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.

ATTACHMENT #1
Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT - UNAUDITED

DRAFT

	11/30/2018 Calendar YTD	11/30/2017 Calendar YTD
ASSETS		
Current Assets		
Cash in Bank and Treasury	3,518,823	2,007,865
Accounts Receivable, Net	159,192	578,150
Racing Settlement Receivable	233,559	(143,971)
Prepaid Expenses		
Inventory of Supplies	1,800	1,800
Other Current Assets	99,342	81,535
Total Current Assets	4,012,715	2,525,378
Property & Equipment, Net		
Construction in Progress	9,485,599	9,360,304
Total Property & Equipment, Net of Depreciation	9,609,491	9,498,614
Other Assets		
Restricted Cash	120,916	120,916
Due From/Due (To) County for Vet's	9,552	43,799
GASB 68 Deferred Outflow of Resources	961,078	1,215,183
Total Other Assets	1,091,546	1,379,898
TOTAL ASSETS	14,713,752	13,403,890
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	12,356	10,199
Scholarships Payable	3,500	2,000
Accrued Expenses	591,486	578,395
Racing Payable	82,984	113,790
Purses Paid - (Over)/Under	(149,224)	(454,144)
Other Short Term Liabilities	22,653	4,731
Short Term Notes		
Current Portion of Long-Term Debt		
Deferred Income	350,957	380,062
Total Current Liabilities	914,712	635,033
Long Term Liabilities		
Long Term Note		
GASB 68 Deferred Inflow of Resources	139,498	267,030
GASB 68 Net Pension Liability	2,029,925	2,157,912
Total Long Term Liabilites	2,169,423	2,424,942
NET ASSETS		
Investment in Capital Assets	8,784,099	9,350,208
Restricted for Scholarships	19,908	12,162
Restricted for Junior Livestock Auction	61,764	64,002
Restricted for Long Term Note		
Retained Earnings - Unrestricted	992,935	371,115
GASB 68 Prior Period Adjustment		
Profit/(Loss) Current Year	1,770,912	546,429
TOTAL LIABILITIES AND EQUITY	14,713,752	13,403,890

Sonoma County Fair & Exposition, Inc
Income Statement

DRAFT - UNAUDITED

	11/30/2018 Actual YTD	11/30/2017 Prior Year YTD	Variance	11/30/2018 Budget YTD	Variance
Operating Revenue					
Fair	6,165,020	6,398,420	(233,399)	6,211,415	(46,395)
Interim - Includes Golf Course	4,198,172	2,739,239	1,458,933	2,970,535	1,227,637
Jockey Club	367,393	356,449	10,945	350,714	16,679
Total Operating Revenue	10,730,585	9,494,107	1,236,479	9,532,664	1,197,921
Operating Expense					
Fair	3,399,768	3,707,440	307,672	3,474,684	74,916
Interim	1,641,847	1,471,335	(170,512)	1,608,282	(33,565)
Jockey Club	354,891	310,322	(44,569)	306,156	(48,735)
General & Administrative	3,612,231	3,713,014	100,783	3,498,275	(113,956)
Allocated Costs - Harvest Fair	(53,000)	(53,000)		(43,000)	10,000
Total Operating Expenses	8,955,738	9,149,112	193,374	8,844,397	(111,341)
Operating Income/(Loss)	1,774,848	344,995	1,429,853	688,267	1,086,581
Other Revenue	41,899	138,574	(96,676)	16,375	25,524
Harvest Fair - Revenue	100,858	138,540	(37,682)	132,000	(31,142)
Harvest Fair - Expense	(100,985)	(111,169)	10,183	(105,900)	4,915
Interest Expense		(12,500)	12,500	(16,000)	16,000
JLA, net	24,032	1,236	22,796		24,032
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	(73,616)	46,752	(120,368)		(73,616)
Net Income/(Loss)before depreciation and capital	1,767,036	546,429	1,220,607	714,742	1,052,294
Depreciation Expense					
Net Income(Loss) before capital	1,767,036	546,429	1,220,607	714,742	1,052,294
Gain (loss) on disposal of asset	3,877		3,877		3,877
Capital Expenditures					
Capital Funding					
Net Income (Loss) incl Capital	1,770,912	546,429	1,224,483	714,742	1,056,170

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

	11/30/2018 Actual YTD	11/30/2017 Prior Year PTD	Variance	11/30/2018 Budget YTD	Variance
Revenue					
Admissions	1,612,041	1,499,502	112,539	1,719,832	(107,791)
Parking	459,304	427,986	31,318	509,498	(50,194)
Commercial Space	403,719	398,177	5,542	410,000	(6,281)
Carnival	738,196	722,179	16,016	714,304	23,892
Concessions	1,163,306	1,114,556	48,750	1,108,091	55,215
Exhibits	88,394	88,415	(20)	86,400	1,994
Racing	1,009,599	1,389,185	(379,587)	992,138	17,461
Attractions	189,549	186,820	2,730	175,540	14,009
Sponsorships	404,260	464,140	(59,880)	400,500	3,760
VIP Tent	29,100	30,252	(1,152)	30,252	(1,152)
Miscellaneous	67,552	77,207	(9,655)	64,860	2,692
Total Fair Revenue	6,165,020	6,398,420	(233,399)	6,211,415	(46,395)
Expense					
Labor and Benefits	1,121,585	1,262,281	140,696	1,148,203	26,618
Advertising & Publicity	299,171	268,204	(30,967)	306,300	7,129
Attendance	331,286	311,212	(20,074)	301,500	(29,786)
Signage/Other/Drinking Water				-	
Premium	263,177	297,149	33,972	279,350	16,173
Hall of Flowers	133,317	144,747	11,431	142,500	9,183
Exhibits	131,305	139,074	7,770	142,500	11,195
Commerical/Concessions Exhibits	8,784	19,912	11,127	20,000	11,216
Racing	442,735	487,976	45,241	453,000	10,265
Attractions	603,835	696,828	92,993	590,731	(13,104)
Miscellaneous	4,200	8,569	4,369	38,600	34,400
VIP Tent	27,488	41,728	14,240	17,000	(10,488)
RV Park - Fair - Contract Services	32,886	29,760	(3,126)	35,000	2,114
Total Expense	3,399,768	3,707,440	307,672	3,474,684	74,916
Fair Income/(Loss)	2,765,252	2,690,979	74,273	2,736,731	28,521

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

	11/30/2018 Actual YTD	11/30/2017 Prior Year YTD	Variance	11/30/2018 Budget YTD	Variance
Revenue					
Long Term Rentals	76,825	90,532	(13,707)	96,000	(19,175)
Building Rental	435,908	615,253	(179,345)	427,750	8,158
Facility Rental	223,460	234,926	(11,466)	213,850	9,610
Equipment Rental	164,264	141,092	23,172	146,000	18,264
Trailer & RV	2,147,533	616,716	1,530,817	1,085,000	1,062,533
Interim Parking	306,719	294,549	12,170	315,000	(8,281)
Insurance/Costs Reimbursed	77,414	63,788	13,626	55,335	22,079
Security Reimbursed	198,606	177,178	21,428	155,000	43,606
Food & Other Concessions	178,154	105,635	72,519	172,600	5,554
Alcohol Concessions	278,402	294,460	(16,058)	241,000	37,402
Other Interim Revenue	110,888	105,110	5,778	63,000	47,888
Total Revenue	4,198,172	2,739,239	1,458,933	2,970,535	1,227,637
Expense					
Int Wages & Benefits	1,150,860	1,105,009	(45,851)	1,157,854	6,994
Int Pkg Wages & Benefits	58,257	58,893	636	73,304	15,047
Total Wages & Benefits	1,209,117	1,163,902	(45,215)	1,231,158	22,041
Contract Services-Interim	10,580	5,675	(4,905)	13,000	2,420
Contract Services-RV Park	10,366	7,185	(3,181)	19,575	9,209
Straw Removal		193	193	-	
Security	37,906	5,476	(32,430)	3,000	(34,906)
Supplies & Equipment	15,688	10,419	(5,270)	13,850	(1,838)
RV Park Utilities	154,320	90,732	(63,588)	136,309	(18,011)
RV Park Advertising		3,051	3,051	720	720
Miscellaneous RV Parking				4,000	4,000
RV Supplies & Equipment	10,237	6,019	(4,218)	10,770	533
Interim Advertising	1,225	3,086	1,861	7,200	5,975
Business Partner Incentive				-	
Insurance/Costs Reimbursed	3,560	5,434	1,874	11,500	7,940
Security Costs Reimbursed	174,914	158,489	(16,425)	137,000	(37,914)
Equipment Rental	3,434	2,355	(1,079)	2,500	(934)
CalTrans Median Strip Rent	10,500	9,320	(1,180)	15,000	4,500
Special Repairs & Equipment				2,700	2,700
Total Expense	1,641,847	1,471,335	(170,512)	1,608,282	(33,565)
Interim Income/(Loss)	2,556,325	1,267,903	1,288,422	1,362,253	1,194,072
Tayman Invoice (Golf Course)	18,835				

Sonoma County Fair & Exposition, Inc
Jockey Club Income Statement

DRAFT - UNAUDITED

	11/30/2018 Actual YTD	11/30/2017 Prior Year YTD	Variance	11/30/2018 Budget YTD	Variance
Revenue					
Admissions	31,696	31,545	151	32,274	(578)
Turf Club	6,127	6,321	(194)	6,659	(532)
Commissions	247,837	241,289	6,549	234,295	13,542
Programs/Other	2,836	2,988	(152)	2,663	173
Race Forms, etc	67,157	65,029	2,128	64,678	2,479
Concessions	6,471	6,977	(505)	8,645	(2,174)
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees	5,270	2,301	2,969	1,500	3,770
Interim Concessions				-	
Total Jockey Club Revenues	367,393	356,449	10,945	350,714	16,679
Expense					
Wages & Benefits	169,498	180,394	10,897	174,088	4,590
Contract Services	25,642	25,326	(316)	23,546	(2,096)
Supplies & Expense	40,251	14,019	(26,232)	19,004	(21,247)
Utilities	61,030	33,986	(27,044)	28,971	(32,059)
Cost of Periodicals	52,017	51,169	(848)	52,727	710
Garbage	4,953	4,626	(327)	4,620	(333)
Advertising & Marketing	1,500	802	(698)	3,200	1,700
Total Jockey Club Expenses	354,891	310,322	(44,569)	306,156	(48,735)
Jockey Club Income/(Loss)	12,502	46,126	(33,624)	44,558	(32,056)

Sonoma County Fair & Exposition, Inc
Harvest Fair
DRAFT - UNAUDITED

	11/30/2018 Actual YTD	11/30/2017 Prior Year YTD	Variance	11/30/2018 Budget YTD	Variance
Cost Recovered Harvest Fair	100,858	138,540	(37,682)	132,000	(31,142)
Total Revenue	100,858	138,540	(37,682)	132,000	(31,142)
Expense					
Admin Wages and Benefits	5,972	5,972	0	6,500	528
Publicity Wages and Benefits	0	3,234	3,234	11,400	11,400
Maintenance Wages and Benefits	17,917	17,917	0	32,000	14,083
Interim Wages and Benefits	19,209	19,733	525	14,000	(5,209)
Exhibits Wages and Benefits	4,778	6,619	1,842	32,000	27,222
Attendants Wages and Benefits	43,110	47,693	4,583	7,000	(36,110)
Attractions Wages and Benefits	0	0	0	2,000	2,000
Miscellaneous	10,000	10,000	0	1,000	(9,000)
Total Expenses	100,985	111,169	10,183	105,900	4,915
Harvest Fair Income(Loss)	(127)	27,371	(27,499)	26,100	(26,227)

Sonoma County Fair & Exposition, Inc
General & Administrative Expenses

DRAFT - UNAUDITED

	11/30/2018 Actual YTD	11/30/2017 Prior Year YTD	Variance	11/30/2018 Budget YTD	Variance
Expense					
Wages & Benefits-Admin	885,764	897,981	12,218	897,874	12,110
Contract Services-Admin	68,417	133,699	65,282	69,576	1,159
County Indirect Services	86,960	114,877	27,918	59,400	(27,560)
Legal	50,206	13,626	(36,580)	13,630	(36,576)
Office Expense-Admin	127,487	154,478	26,991	107,327	(20,160)
Postage & Telephone	46,748	41,094	(5,654)	43,818	(2,930)
Director's Expense & Travel	21,262	20,878	(384)	18,346	(2,916)
Donations		946	946	-	
Insurance	69,971	55,000	(14,971)	61,413	(8,558)
Audit Fee	35,380	48,450	13,070	34,918	(462)
Bad Debt and Cash Short/Over	1,918	3,801	1,883	913	(1,005)
Administration Expenses	1,394,113	1,484,830	90,717	1,307,215	(86,898)
Wages & Benefits-Maint	1,408,146	1,406,140	(2,005)	1,386,807	(21,339)
Contract Services-Maint	95,722	91,582	(4,140)	80,902	(14,820)
Equipment Rental-Maint	34,121	30,253	(3,868)	35,000	879
Utilities	247,113	274,901	27,788	243,290	(3,823)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	62,132	68,032	5,900	60,991	(1,141)
Maintenance Supplies	250,125	266,508	16,383	304,978	54,853
Repairs & Maintenance	69,182	54,397	(14,785)	36,200	(32,982)
Equipment Repairs	51,577	36,370	(15,207)	42,892	(8,685)
Maintenance Expenses	2,218,118	2,228,184	10,066	2,191,060	(27,058)
General & Administrative Expenses	3,612,231	3,713,014	100,783	3,498,275	(113,956)

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

	11/30/2018 Actual YTD	11/30/2017 Prior Year YTD	Variance	11/30/2018 Budget YTD	Variance
Permanent Salaries					
Fair	149,814	81,119	(68,695)	138,415	(11,399)
Interim	566,316	542,301	(24,015)	566,228	(88)
Jockey Club	56,974	52,422	(4,551)	53,277	(3,697)
Golf Course				-	
Administration	521,301	515,037	(6,264)	518,586	(2,715)
Maintenance	609,850	641,057	31,207	639,374	29,524
Total Permanent Salaries	1,904,255	1,831,937	(72,318)	1,915,880	11,625
Temporary Salaries					
Fair	741,909	939,899	197,990	790,547	48,638
Interim	197,587	182,967	(14,620)	216,600	19,013
Jockey Club	50,963	65,766	14,802	55,584	4,621
Golf Course				-	
Administration	13,446	15,103	1,657	16,450	3,004
Maintenance	197,398	203,382	5,984	223,537	26,139
Total Temporary Salaries	1,201,303	1,407,116	205,813	1,302,718	101,415
Health Benefits					
Fair	73,313	72,955	(358)	56,951	(16,362)
Interim	82,533	68,184	(14,349)	79,326	(3,207)
Jockey Club	19,450	17,886	(1,564)	19,022	(428)
Golf Course				-	
Administration	52,375	51,190	(1,186)	59,826	7,451
Maintenance	116,225	107,856	(8,369)	118,336	2,111
Total Health Benefits	343,897	318,071	(25,826)	333,461	(10,436)
FICA, Medicare & Workers Comp					
Fair	95,626	114,975	19,350	100,952	5,326
Interim	86,725	96,497	9,772	96,097	9,372
Jockey Club	10,654	13,490	2,837	13,179	2,525
Golf Course				-	
Administration	48,719	59,099	10,380	61,774	13,055
Maintenance	186,920	149,247	(37,673)	108,332	(78,588)
Total Workers Comp & Payroll Taxes	428,643	433,309	4,666	380,334	(48,309)
Retirement, UI, Other					
Fair	107,107	106,031	(1,076)	102,338	(4,769)
Interim	296,117	292,863	(3,254)	285,082	(11,035)
Jockey Club	30,994	29,644	(1,350)	31,846	852
Golf Course				-	
Administration	254,825	262,553	7,727	245,938	(8,887)
Maintenance	314,039	322,275	8,236	328,928	14,889
Total Retirement & Other Benefits	1,003,082	1,013,366	10,284	994,132	(8,950)
TOTAL	4,881,180	5,003,799	122,619	4,926,525	45,345
TOTAL BY DEPT					
Fair	1,167,769	1,314,980	147,211	1,189,203	21,434
Interim	1,229,278	1,182,812	(46,466)	1,243,333	14,055
Jockey Club	169,035	179,209	10,174	172,908	3,873
Golf Course					
Administration	890,666	902,981	12,315	902,574	11,908
Maintenance	1,424,432	1,423,817	(615)	1,418,507	(5,925)
TOTAL ALL DEPARTMENTS	4,881,180	5,003,799	122,619	4,926,525	45,345

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

	Actual YTD	Prior Year YTD	Variance	Budget YTD	Variance
Salaries					
Fair					
Hall of Flowers	49,438	65,136	15,699	45,000	(4,438)
Publicity	26,340	40,973	14,633	23,553	(2,787)
Parking	61,073	64,048	2,975	70,048	8,975
Admissions	56,016	64,401	8,385	67,446	11,430
Exhibits - Temp	152,193	193,838	41,645	175,000	22,807
Exhibits - Perm	145,814	77,119	(68,695)	134,415	(11,399)
Attractions	32,053	34,392	2,339	35,000	2,947
Concessions Auditor	8,197	8,063	(134)	8,500	303
Racing	315,194	421,627	106,433	329,000	13,806
Total Salaries	846,317	969,597	123,280	887,962	41,645
Health Benefits					
Fair					
Exhibits - Perm	13,174	8,612	(4,562)	13,951	777
Racing	60,139	64,343	4,204	43,000	(17,139)
Total Health Benefits	73,313	72,955	(358)	56,951	(16,362)
FICA, Medicare & Workers Comp					
Fair					
Hall of Flowers	5,821	7,670	1,849	5,536	(285)
Publicity	3,102	4,825	1,723	2,862	(240)
Parking	7,191	7,542	350	8,616	1,425
Admissions	8,006	8,533	527	9,341	1,335
Exhibits	29,877	31,513	1,635	29,823	(54)
Attractions	3,787	4,067	280	4,306	519
Racing	37,063	49,647	12,583	40,468	3,405
Total Workers Comp & Payroll Taxes	94,848	113,795	18,947	100,952	6,104
TOTAL	1,014,478	1,156,347	141,869	1,045,865	31,387
Retirement, UI, Other					
Fair					
Hall of Flowers	2,185	2,907	722	2,709	524
Publicity	872	889	17	1,418	546
Parking	3,446	3,404	(41)	4,217	771
Admissions	5,612	6,024	412	6,679	1,067
Exhibits - Perm	57,900	36,896	(21,003)	54,509	(3,391)
Attractions				-	
Racing	37,092	55,814	18,721	32,806	(4,286)
Total Retirement & Other Benefits	107,107	105,935	(1,173)	102,338	(4,769)



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

November 30, 2018

To: Board of Directors
From: Michael Margetts

November

Computer generated checks:

November
Total Payables Dispersed: \$ 118,289.09

Payroll

County Payroll-PD's 11/14/18 & 11/28/18	\$ 277,818.22
Temp Payroll - PD's 11/9/18 & 11/21/18	\$ <u>61,511.83</u>
	\$ 339,330.05

Total disbursements:

\$ 457,619.14

County Counsel Cost for November 2018:

\$ 9,664.00

November 2018 - Accounts Receivable Over 60 Days				
Customer Name	61-90 Days	91-120 Days	Over 120 Days	Comments
Ales for Austims (ratebeerbest.com)			\$ 6,940.50	Michael to send to collections per B&G Finance Committee request. Too large for small claims court
Local Sesh	\$ 26,177.15			Kaitlyn received message from them that they will not be able to pay this until 2019
Sonoma County Fair - AG Mechanics	\$ 700.00			AG Mechanic Purchase BT Farm. Heather is reaching out to them again to see why they haven't paid yet.
Total Owing as of November 2018:	\$ 26,877.15	\$ -	\$ 6,940.50	

V-81674 U.S. Bank Cal Card Payment November 2018 SCF				
U.S. Bank Corporate Payment Systems (00006275), 11/16/18, 7,709.54				
GL Account	GL Account Description	Reference	Amount	
620503010	Tickets & Credentials	CSandersAdminComcast	137.50	
730201080	Buildings & Grounds Repa	CSandersDaktronics	962.50	
620323060	Supplies - RV Park	CSandersGlasdon	941.66	
730201080	Buildings & Grounds Repa	CSandersTriCountyDesign	253.49	
620209080	Telephone	CSandersVZRV	57.00	
560759080	Computer Support	CSandersVZWireless	172.12	2,524.27
620305010	Supplies- Exhibits	HBorckAmazon	412.72	
620305010	Supplies- Exhibits	HBorckAmazon	19.68	
620309080	Office Supplies- Administr	HBorckCostco	85.93	
620305010	Supplies- Exhibits	HBorckOfficeDepot	83.38	
620305010	Supplies- Exhibits	HBorckOfficeDepot	169.44	
620305010	Supplies- Exhibits	HBorckOfficeDepot	42.94	
620309080	Office Supplies- Administr	HBorckSafeway	53.03	
620305010	Supplies- Exhibits	HBorckSCF	0.05	
620305010	Supplies- Exhibits	HBorckSCFarmBureau	50.00	
620305010	Supplies- Exhibits	HBorckShowworksSftwr	550.00	
620305010	Supplies- Exhibits	HBorckStaples	43.44	1,510.61
620308010	Supplies- Attractions	JEngdahlDormCo	138.53	
620308010	Supplies- Attractions	JEngdahlHomeDepot	76.02	
620308010	Supplies- Attractions	JEngdahlJustBetweenFriends	61.37	
620511010	Sign Machine - Fair	JEngdahlProfBindingProd	97.07	
488101080	Costs Recovered- Other	JEngdahlZulilyTBReimb	62.95	435.94
620312010	Office Supplies-Publicity	KFindleyThornOfficeDepot	36.97	
620609080	Computer Supplies	KFindleyThornOfficeDepot	706.05	
62031306095	Vets - Office Supplies	KFindleyThornSmartFood	64.45	
680909080	Travel and Training	KFindleyThornSouthWest	59.17	
650652010	Sponsorship Expenses	KFindleyThornTheUPSStore	29.89	
680109080	Dues & Subscriptions	KFindleyThornTyFaironline	60.00	956.53
620309080	Office Supplies- Administr	LFoxAmazon	24.24	
620323060	Supplies - RV Park	LFoxAmazon	29.44	
620323060	Supplies - RV Park	LFoxAmazon	56.97	
620323060	Supplies - RV Park	LFoxAmazon	93.20	
620309080	Office Supplies- Administr	LFoxCostco	195.50	
680109080	Dues & Subscriptions	LFoxDropBox	99.00	
680709080	Directors Expense	LFoxLucky	11.98	
680709080	Directors Expense	LFoxOfficeDepot	5.96	
620323060	Supplies - RV Park	LFoxSmartSign	155.34	
620309080	Office Supplies- Administr	LFoxStaples	70.54	
680709080	Directors Expense	LFoxTarget	31.87	
620309080	Office Supplies- Administr	LFoxWalmart	24.41	798.45
620342010	Supplies-Publicity	MMargettsAdobeCreativeCloud	52.99	
650302010	Multi-Media Advertising	MMargettsEIGConstantContact	455.00	

V-81674 U.S. Bank Cal Card Payment November 2018 SCF				
U.S. Bank Corporate Payment Systems (00006275), 11/16/18, 7,709.54				
GL Account	GL Account Description	Reference	Amount	
228360000	Due To/Due From Founda	MMargettsFoundationNonProfitEa	20.00	
560007070	Contract Services- Satellit	MMargettsJCComcast	131.58	
620305010	Supplies- Exhibits	MMargettsShopkeep	89.00	
620305010	Supplies- Exhibits	MMargettsShopkeep	29.99	
650852010	Website	MMargettsSonic.net	19.95	798.51
680909080	Travel and Training	RBartlingAlamo	151.70	
680909080	Travel and Training	RBartlingEmbassySuites	197.86	
680109080	Dues & Subscriptions	RBartlingSCFarmBureau	20.00	369.56
700301080	Electrical Supplies	RCrouchBatteriesPlus	32.57	32.57
620303060	Supplies-Interim	RGarciaTheHomeDepot	69.26	
620303060	Supplies-Interim	RGarciaTheHomeDepot	187.90	
730201080	Buildings & Grounds Repa	RGarciaWorldofCarpet	25.94	283.10
			Total	7,709.54

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

	As of	11/30/2018 Actual YTD
<u>ASSETS</u>		
CURRENT ASSETS		
Cash in Bank		38,395
Cash in Treasury		0
Accounts Receivable		16,895
Other Assets		25,176
TOTAL CURRENT ASSETS		80,466
TOTAL ASSETS		80,466
<u>LIABILITIES & EQUITY</u>		
CURRENT LIABILITIES		
Accounts Payable		(1,586)
Accrued Expenses		33,948
Sales & Use Tax Payable		15,004
Deposits & Refunds Payable		0
TOTAL CURRENT LIABILITIES		47,366
FUND EQUITY		
Beginning Retained Earnings		24,144
Profit(Loss) for the Year		8,956
TOTAL EQUITY		33,100
TOTAL LIABILITIES & EQUITY		80,466

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

For the Period	11/30/2018	11/30/2018	Variance	Annual Budget
	Actual YTD	Budget YTD		
Revenues				
Sponsorships	20,800	35,000	(14,200)	35,000
Operations - Parking - Admissions	21,352	18,000	3,352	18,000
Awards Night	62,450	70,000	(7,550)	70,000
Sponsorships - Awards Night	18,800	22,500	(3,700)	22,500
Wine Competition	86,068	81,300	4,768	81,300
Culinary Competitions	4,005	4,500	(495)	4,500
Attractions	3,600	3,000	600	3,000
Misc Programs	2,682		2,682	
Retail Sales	44,834	75,000	(30,166)	75,000
Tasting	127,516	143,500	(15,984)	143,500
Vendors	13,708	11,000	2,708	11,000
Total Revenues	405,815	463,800	(57,985)	463,800
Expenses				
Administration	111,854	125,100	13,247	125,100
Operations - Parking - Admissions	14,146	21,200	7,054	21,200
Awards Night	57,469	69,225	11,756	69,225
Wine Competition	46,428	50,950	4,522	50,950
Culinary Competition	5,339	5,550	211	5,550
Attractions	21,390	21,850	460	21,850
Misc. Programs	8,953	5,800	(3,153)	5,800
Publicity/Marketing	60,040	62,170	2,130	62,170
Retail Sales	32,354	57,200	24,846	57,200
Tasting	41,530	39,200	(2,330)	39,200
Vendors	878	4,500	3,623	4,500
Prior Period Expense	(3,521)		3,521	
Total Expenses	396,858	462,745	65,887	462,745
Operating Income/(Loss) - Prior to Revenue Split	8,956	1,055	7,901	1,055
Revenue Share with SCF				
Net Income	8,956	1,055	7,901	1,055