

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

January 29, 2019, 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 December, 2018 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through December 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 December 2018 Harvest Fair financial statements – **(Attachment #3)** – Michael Margetts
9. Request for future agenda items **(non-discussion items)**
10. 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

	12/31/2018 Calendar YTD	12/31/2017 Calendar YTD
ASSETS		
Current Assets		
Cash in Bank and Treasury	3,828,916	2,178,989
Accounts Receivable, Net	476,390	449,331
Racing Settlement Receivable	(4,473)	(4,628)
Prepaid Expenses		
Inventory of Supplies	1,800	1,800
Other Current Assets	99,342	90,432
Total Current Assets	4,401,974	2,715,924
Property & Equipment, Net		
Construction in Progress	9,503,980	8,784,101
Total Property & Equipment, Net of Depreciation	9,503,980	8,784,101
Other Assets		
Restricted Cash	120,916	120,916
Due From/Due (To) County for Vet's	21,931	7,102
GASB 68 Deferred Outflow of Resources	961,078	961,078
Total Other Assets	1,103,925	1,089,096
TOTAL ASSETS	15,164,595	13,183,114
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	258,095	355,306
Scholarships Payable	3,500	2,000
Accrued Expenses	649,982	618,182
Racing Payable	80,585	(41)
Purses Paid - (Over)/Under	(149,224)	(72,097)
Other Short Term Liabilities	22,653	6,658
Short Term Notes		
Current Portion of Long-Term Debt		
Deferred Income	619,499	238,168
Total Current Liabilities	1,485,091	1,148,175
Long Term Liabilities		
Long Term Note		
GASB 68 Deferred Inflow of Resources	139,498	139,498
GASB 68 Net Pension Liability	2,029,925	2,029,925
Total Long Term Liabilities	2,169,423	2,169,423
NET ASSETS		
Investment in Capital Assets	8,784,099	8,784,100
Restricted for Scholarships	19,908	5,208
Restricted for Junior Livestock Auction	61,764	61,764
Restricted for Long Term Note		
Retained Earnings - Unrestricted	992,935	943,989
GASB 68 Prior Period Adjustment		
Profit/(Loss) Current Year	1,651,377	70,455
TOTAL LIABILITIES AND EQUITY	15,164,595	13,183,114

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

DRAFT - UNAUDITED

	12/31/2018 Actual YTD	12/31/2017 Prior Year YTD	Variance	12/31/2018 Budget YTD	Variance
Operating Revenue					
Fair	6,170,270	6,425,050	(254,779)	6,245,415	(75,145)
Interim - Includes Golf Course	4,832,610	3,382,323	1,450,287	3,491,100	1,341,510
Jockey Club	392,425	379,410	13,014	373,372	19,053
Total Operating Revenue	11,395,305	10,186,783	1,208,522	10,109,887	1,285,418
Operating Expense					
Fair	3,434,490	3,764,108	329,618	3,515,404	80,914
Interim	1,944,604	1,732,235	(212,368)	1,930,889	(13,715)
Jockey Club	399,945	352,552	(47,394)	337,065	(62,880)
General & Administrative	4,006,349	4,114,049	107,700	3,895,412	(110,937)
Allocated Costs - Harvest Fair	(53,000)	(53,000)		(43,000)	10,000
Total Operating Expenses	9,732,387	9,909,943	177,556	9,635,770	(96,617)
Operating Income/(Loss)	1,662,918	276,840	1,386,078	474,117	1,188,801
Other Revenue	44,782	152,287	(107,505)	18,500	26,282
Harvest Fair - Revenue	100,858	136,868	(36,010)	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	13,343	680	12,663		13,343
Net Affect of GASB 68 Adjustments		1,414	(1,414)		
Prior Year & Misc Expense	(73,616)	(222,663)	149,047		(73,616)
Net Income/(Loss)before depreciation and capital	1,647,300	221,758	1,425,542	502,717	1,144,583
Depreciation Expense		700,329	700,329		
Net Income(Loss) before capital	1,647,300	(478,571)	2,125,871	502,717	1,144,583
Gain (loss) on disposal of asset	4,077		4,077		4,077
Capital Expenditures					
Capital Funding		549,026	(549,026)		
Net Income (Loss) incl Capital	1,651,377	70,455	1,580,922	502,717	1,148,660

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

	12/31/2018 Actual YTD	12/31/2017 Prior Year PTD	Variance	12/31/2018 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	1,014,849	1,416,845	(401,997)	1,026,138	(11,289)
Attractions	189,549	186,820	2,730	175,540	14,009
Sponsorships	404,260	463,515	(59,255)	400,500	3,760
VIP Tent	29,100	30,252	(1,152)	30,252	(1,152)
Miscellaneous	67,552	76,802	(9,250)	64,860	2,692
Total Fair Revenue	6,170,270	6,425,050	(254,779)	6,245,415	(75,145)
Expense					
Labor and Benefits	1,154,912	1,273,394	118,482	1,187,923	33,011
Advertising & Publicity	300,226	274,942	(25,284)	307,300	7,074
Attendance	331,831	311,838	(19,993)	301,500	(30,331)
Signage/Other/Drinking Water				-	
Premium	263,202	295,034	31,831	279,350	16,148
Hall of Flowers	133,317	144,747	11,431	142,500	9,183
Exhibits	131,943	139,464	7,521	142,500	10,557
Commerical/Concessions Exhibits	8,936	19,912	10,975	20,000	11,064
Racing	438,007	526,002	87,995	453,000	14,993
Attractions	606,350	697,504	91,154	590,731	(15,619)
Miscellaneous	4,290	8,569	4,279	38,600	34,310
VIP Tent	27,488	41,728	14,240	17,000	(10,488)
RV Park - Fair - Contract Services	33,989	30,975	(3,014)	35,000	1,011
Total Expense	3,434,490	3,764,108	329,618	3,515,404	80,914
Fair Income/(Loss)	2,735,781	2,660,942	74,838	2,730,011	5,770

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

	12/31/2018 Actual YTD	12/31/2017 Prior Year YTD	Variance	12/31/2018 Budget YTD	Variance
Revenue					
Long Term Rentals	82,414	102,477	(20,063)	108,000	(25,586)
Building Rental	640,203	709,161	(68,958)	537,850	102,353
Facility Rental	226,970	276,925	(49,955)	245,250	(18,280)
Equipment Rental	173,009	160,687	12,322	170,000	3,009
Trailer & RV	2,306,750	825,547	1,481,202	1,135,000	1,171,750
Interim Parking	385,606	374,209	11,397	400,000	(14,394)
Insurance/Costs Reimbursed	80,659	90,814	(10,155)	78,000	2,659
Security Reimbursed	300,098	251,916	48,181	220,000	80,098
Food & Other Concessions	187,089	111,466	75,623	221,000	(33,911)
Alcohol Concessions	328,915	364,009	(35,094)	313,000	15,915
Other Interim Revenue	120,898	115,110	5,788	63,000	57,898
Total Revenue	4,832,610	3,382,323	1,450,287	3,491,100	1,341,510
Expense					
Int Wages & Benefits	1,289,827	1,232,374	(57,453)	1,344,403	54,576
Int Pkg Wages & Benefits	70,499	67,133	(3,366)	84,014	13,515
Total Wages & Benefits	1,360,326	1,299,507	(60,820)	1,428,417	68,091
Contract Services-Interim	12,580	6,675	(5,905)	15,000	2,420
Contract Services-RV Park	10,366	13,340	2,974	19,575	9,209
Straw Removal		193	193	-	
Security	46,057	12,400	(33,657)	7,000	(39,057)
Supplies & Equipment	18,212	16,352	(1,859)	21,500	3,288
RV Park Utilities	180,932	111,713	(69,219)	168,209	(12,723)
RV Park Advertising	2,995	3,051	56	818	(2,177)
Miscellaneous RV Parking				8,000	8,000
RV Supplies & Equipment	12,531	8,527	(4,004)	11,870	(661)
Interim Advertising	1,724	3,086	1,362	8,000	6,276
Business Partner Incentive	2,149	6,815	4,666	8,000	5,851
Insurance/Costs Reimbursed	13,215	5,744	(7,470)	11,500	(1,715)
Security Costs Reimbursed	269,584	229,835	(39,749)	200,000	(69,584)
Equipment Rental	3,434	4,811	1,377	5,000	1,566
CalTrans Median Strip Rent	10,500	10,187	(313)	15,000	4,500
Special Repairs & Equipment				3,000	3,000
Total Expense	1,944,604	1,732,235	(212,368)	1,930,889	(13,715)
Interim Income/(Loss)	2,888,007	1,650,088	1,237,919	1,560,211	1,327,796
Tayman Invoice (Golf Course)	18,835				

Sonoma County Fair & Exposition, Inc
Jockey Club Income Statement

DRAFT - UNAUDITED

	12/31/2018 Actual YTD	12/31/2017 Prior Year YTD	Variance	12/31/2018 Budget YTD	Variance
Revenue					
Admissions	33,790	33,570	220	34,345	(555)
Turf Club	6,355	6,501	(146)	6,850	(495)
Commissions	265,049	257,364	7,685	250,000	15,049
Programs/Other	2,925	3,118	(193)	2,752	173
Race Forms, etc	71,886	69,293	2,593	68,925	2,961
Concessions	7,150	7,264	(113)	9,000	(1,850)
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	392,425	379,410	13,014	373,372	19,053
Expense					
Wages & Benefits	189,082	200,419	11,337	193,206	4,124
Contract Services	34,940	31,563	(3,377)	26,445	(8,495)
Supplies & Expense	43,384	15,168	(28,216)	20,519	(22,865)
Utilities	67,539	44,912	(22,628)	32,330	(35,209)
Cost of Periodicals	55,793	54,661	(1,131)	56,325	532
Garbage	7,707	5,026	(2,681)	5,040	(2,667)
Advertising & Marketing	1,500	802	(698)	3,200	1,700
Total Jockey Club Expenses	399,945	352,552	(47,394)	337,065	(62,880)
Jockey Club Income/(Loss)	(7,520)	26,859	(34,379)	36,307	(43,827)

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

	12/31/2018 Actual YTD	12/31/2017 Prior Year YTD	Variance	12/31/2018 Budget YTD	Variance
Cost Recovered Harvest Fair	100,858	136,868	(36,010)	132,000	(31,142)
Total Revenue	100,858	136,868	(36,010)	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)	25,699	(25,827)	26,100	(26,227)

Sonoma County Fair & Exposition, Inc
General & Administrative Expenses

DRAFT - UNAUDITED

	12/31/2018 Actual YTD	12/31/2017 Prior Year YTD	Variance	12/31/2018 Budget YTD	Variance
Expense					
Wages & Benefits-Admin	997,067	1,008,505	11,438	1,008,647	11,580
Contract Services-Admin	72,445	173,015	100,571	80,000	7,555
County Indirect Services	92,376	132,936	40,561	65,000	(27,376)
Legal	58,425	17,978	(40,447)	15,000	(43,425)
Office Expense-Admin	136,408	119,294	(17,114)	112,250	(24,158)
Postage & Telephone	55,917	50,483	(5,434)	48,600	(7,317)
Director's Expense & Travel	28,112	27,590	(522)	25,000	(3,112)
Donations		946	946	-	
Insurance	84,112	63,397	(20,715)	67,000	(17,112)
Audit Fee	37,100	59,500	22,400	40,000	2,900
Bad Debt and Cash Short/Over	(5,304)	13,163	18,468	1,000	6,304
Administration Expenses	1,556,657	1,666,808	110,151	1,462,497	(94,160)
Wages & Benefits-Maint	1,559,745	1,546,866	(12,879)	1,558,415	(1,330)
Contract Services-Maint	100,872	98,580	(2,292)	87,000	(13,872)
Equipment Rental-Maint	34,542	30,253	(4,288)	35,000	458
Utilities	287,528	304,983	17,454	270,000	(17,528)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	80,613	89,236	8,623	80,000	(613)
Maintenance Supplies	263,192	281,858	18,666	321,000	57,808
Repairs & Maintenance	69,410	57,308	(12,103)	36,500	(32,910)
Equipment Repairs	53,789	38,158	(15,631)	45,000	(8,789)
Maintenance Expenses	2,449,691	2,447,241	(2,451)	2,432,915	(16,776)
General & Administrative Expenses	4,006,349	4,114,049	107,700	3,895,412	(110,937)

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

	12/31/2018 Actual YTD	12/31/2017 Prior Year YTD	Variance	12/31/2018 Budget YTD	Variance
Permanent Salaries					
Fair	166,381	92,807	(73,575)	163,231	(3,150)
Interim	626,875	595,920	(30,955)	656,716	29,841
Jockey Club	62,844	59,572	(3,272)	59,870	(2,974)
Golf Course				-	
Administration	587,172	582,340	(4,832)	580,591	(6,581)
Maintenance	680,033	708,584	28,551	735,169	55,136
Total Permanent Salaries	2,123,305	2,039,222	(84,084)	2,195,577	72,272
Temporary Salaries					
Fair	747,521	940,339	192,818	790,547	43,026
Interim	228,179	213,098	(15,081)	252,600	24,421
Jockey Club	56,626	70,990	14,364	60,000	3,374
Golf Course				-	
Administration	13,446	16,527	3,082	18,000	4,554
Maintenance	201,938	206,633	4,695	227,000	25,062
Total Temporary Salaries	1,247,709	1,447,588	199,879	1,348,147	100,438
Health Benefits					
Fair	75,539	71,788	(3,751)	59,839	(15,700)
Interim	94,568	77,638	(16,930)	91,422	(3,146)
Jockey Club	22,370	20,489	(1,881)	21,536	(834)
Golf Course				-	
Administration	60,819	58,516	(2,303)	67,750	6,931
Maintenance	134,263	122,272	(11,991)	134,178	(85)
Total Health Benefits	387,559	350,702	(36,856)	374,725	(12,834)
FICA, Medicare & Workers Comp					
Fair	97,829	116,119	18,290	104,538	6,709
Interim	97,169	107,797	10,628	113,130	15,961
Jockey Club	11,888	14,702	2,814	14,744	2,856
Golf Course				-	
Administration	53,928	64,926	10,997	69,316	15,388
Maintenance	207,205	168,431	(38,774)	118,311	(88,894)
Total Workers Comp & Payroll Taxes	468,021	471,975	3,955	420,039	(47,982)
Retirement, UI, Other					
Fair	113,826	105,041	(8,785)	110,768	(3,058)
Interim	333,432	323,964	(9,468)	326,549	(6,883)
Jockey Club	34,891	33,481	(1,410)	35,756	865
Golf Course				-	
Administration	286,605	291,197	4,592	277,690	(8,915)
Maintenance	352,593	358,622	6,029	375,457	22,864
Total Retirement & Other Benefits	1,121,346	1,112,304	(9,042)	1,126,220	4,874
TOTAL	5,347,940	5,421,791	73,852	5,464,708	116,768
TOTAL BY DEPT					
Fair	1,201,096	1,326,093	124,997	1,228,923	27,827
Interim	1,380,223	1,318,417	(61,806)	1,440,417	60,194
Jockey Club	188,619	199,234	10,614	191,906	3,287
Golf Course					
Administration	1,001,969	1,013,505	11,536	1,013,347	11,378
Maintenance	1,576,032	1,564,542	(11,489)	1,590,115	14,083
TOTAL ALL DEPARTMENTS	5,347,940	5,421,791	73,852	5,464,708	116,768

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	29,513	40,973	11,460	23,553	(5,960)
Parking	61,073	64,048	2,975	70,048	8,975
Admissions	56,160	64,401	8,241	67,446	11,286
Exhibits - Temp	152,307	194,278	41,971	175,000	22,693
Exhibits - Perm	162,381	88,807	(73,575)	159,231	(3,150)
Attractions	32,053	34,392	2,339	35,000	2,947
Concessions Auditor	8,197	8,063	(134)	8,500	303
Racing	317,375	421,627	104,252	329,000	11,625
Total Salaries	868,496	981,724	113,228	912,778	44,282
Health Benefits					
Fair					
Exhibits - Perm	15,172	9,633	(5,539)	16,839	1,667
Racing	60,367	62,154	1,788	43,000	(17,367)
Total Health Benefits	75,539	71,788	(3,751)	59,839	(15,700)
FICA, Medicare & Workers Comp					
Fair					
Hall of Flowers	5,821	7,670	1,849	5,536	(285)
Publicity	3,475	4,825	1,349	2,862	(613)
Parking	7,191	7,542	350	8,616	1,425
Admissions	8,006	8,533	527	9,341	1,335
Exhibits	31,428	32,656	1,228	33,409	1,981
Attractions	3,787	4,067	280	4,306	519
Racing	37,343	49,647	12,304	40,468	3,125
Total Workers Comp & Payroll Taxes	97,052	114,938	17,887	104,538	7,486
TOTAL	1,041,087	1,168,450	127,364	1,077,155	36,068
Retirement, UI, Other					
Fair					
Hall of Flowers	2,185	2,907	722	2,709	524
Publicity	910	889	(21)	1,418	508
Parking	3,446	3,404	(41)	4,217	771
Admissions	5,612	6,024	412	6,679	1,067
Exhibits - Perm	64,532	40,920	(23,612)	62,939	(1,593)
Attractions				-	
Racing	37,141	50,800	13,659	32,806	(4,335)
Total Retirement & Other Benefits	113,826	104,944	(8,882)	110,768	(3,058)



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

December 31, 2018

To: Board of Directors
From: Michael Margetts

December

Computer generated checks:

December
Total Payables Dispersed: \$ 1,001,749.61

Payroll

County Payroll-PD's 12/12/18 & 12/26/18	\$ 283,493.00
Temp Payroll - PD's 12/7/18 & 12/21/18	\$ <u>62,769.32</u>
	\$ 346,262.32

Total disbursements:

\$ 1,348,011.93

County Counsel Cost for December 2018:

\$ 4,992.00

December 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. Considering reducing to \$5K to take to 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 December 2018:	\$ -	\$ 26,877.15	\$ 6,940.50	

V-81823 U.S. Bank Cal Card Payment December 2018 SCF				
U.S. Bank Corporate Payment Systems (00006275), 12/18/18, 5,581.37				
GL Account	GL Account Description	Reference	Amount	
620503010	Tickets & Credentials	CSandersComcastAdmin	148.31	
620323060	Supplies - RV Park	CSandersGlasdonInc	188.48	
620209080	Telephone	CSandersVZRV	57.00	
560759080	Computer Support	CSandersVZWireless	258.40	652.19
620305010	Supplies- Exhibits	HBorckAdobeIDCreativeCloud	33.99	
620305010	Supplies- Exhibits	HBorckOliversMrkt	52.45	
620305010	Supplies- Exhibits	HBorckUSPS	19.64	106.08
620318010	Office Supplies Attractions	JEngdahlAmazon	397.45	
620308010	Supplies- Attractions	JEngdahlHomeDepot	48.86	
620308010	Supplies- Attractions	JEngdahlHomeDepot	147.69	
620308010	Supplies- Attractions	JEngdahlHomeDepot	75.99	
620308010	Supplies- Attractions	JEngdahlTarget	17.38	
680909080	Travel and Training	JEngdahlWesternFairsAssoc	-280.00	407.37
680909080	Travel and Training	KFindleyThornJoseCuervoLasVega	56.78	
680106010	Dues & Subscriptions	KFindleyThornPDPACsITNBBJ	104.00	
620109080	Postage	KFindleyThornTheUPSSStore	8.90	
67010306095	Vets - Concessions/Other Costs Reimbursed	KFindleyThornTheWebstaurant	473.98	643.66
620309080	Office Supplies- Administration	LFoxAmazon	28.95	
620309080	Office Supplies- Administration	LFoxAmazon	41.98	
620309080	Office Supplies- Administration	LFoxAmazon	48.87	
620309080	Office Supplies- Administration	LFoxAmazon	1,897.68	
620309080	Office Supplies- Administration	LFoxAmazon	35.42	
620309080	Office Supplies- Administration	LFoxAmazon	103.74	
620309080	Office Supplies- Administration	LFoxAmazon	26.20	
620309080	Office Supplies- Administration	LFoxAmazon	19.32	
620323060	Supplies - RV Park	LFoxAmazon	75.96	
620323060	Supplies - RV Park	LFoxAmazon	59.80	
680709080	Directors Expense	LFoxChevron	9.73	
680709080	Directors Expense	LFoxLucky	27.74	
620309080	Office Supplies- Administration	LFoxRossStores	43.44	
620309080	Office Supplies- Administration	LFoxRossStores	-43.44	2,375.39
620342010	Supplies-Publicity	MMargettsAdobeCreativeCloud	52.99	
560007070	Contract Services- Satellite	MMargettsComcastJC	138.56	
650302010	Multi-Media Advertising	MMargettsConstantContact	455.00	
620323060	Supplies - RV Park	MMargettsCottonwoodSoftware	100.00	
228360000	Due To/Due From Foundation	MMargettsFoundationNonprofitEa	20.00	
620305010	Supplies- Exhibits	MMargettsShopkeep	89.00	
620305010	Supplies- Exhibits	MMargettsShopkeep	29.99	
650852010	Website	MMargettsSonic.net	38.95	
650852010	Website	MMargettsSonic.net	19.95	944.44
680909080	Travel and Training	RBartlingSWAEarlyBird	25.00	
680909080	Travel and Training	RBartlingSWAEarlyBird	25.00	50.00
700301080	Electrical Supplies	RCrouchBatteriesPlus	94.83	94.83
620303060	Supplies-Interim	RGarciaBatteriesPlus	43.12	
620303060	Supplies-Interim	RGarciaTractorSupply	152.06	195.18
730101080	Equipment Repair- Maintenance	SArcherHotsyPacific	112.23	112.23
			Total	5,581.37

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

	As of	12/31/2018 Actual YTD
<u>ASSETS</u>		
CURRENT ASSETS		
Cash in Bank		27,077
Cash in Treasury		0
Accounts Receivable		16,895
Other Assets		25,176
TOTAL CURRENT ASSETS		69,148
TOTAL ASSETS		69,148
<u>LIABILITIES & EQUITY</u>		
CURRENT LIABILITIES		
Accounts Payable		0
Accrued Expenses		20,074
Sales & Use Tax Payable		15,051
Deposits & Refunds Payable		0
TOTAL CURRENT LIABILITIES		35,125
FUND EQUITY		
Beginning Retained Earnings		24,144
Profit(Loss) for the Year		9,880
TOTAL EQUITY		34,023
TOTAL LIABILITIES & EQUITY		69,148

HARVEST FAIR ASSOCIATION OF SONOMA COUNTY
INCOME STATEMENT - DRAFT

For the Period	12/31/2018 Actual YTD	12/31/2018 Budget YTD	Variance
Revenues			
Sponsorships	20,800	35,000	(14,200)
Operations - Parking - Admissions	21,380	18,000	3,380
Awards Night	62,450	70,000	(7,550)
Sponsorships - Awards Night	18,800	22,500	(3,700)
Wine Competition	86,068	81,300	4,768
Culinary Competitions	4,005	4,500	(495)
Attractions	3,600	3,000	600
Misc Programs	2,682		2,682
Retail Sales	44,834	75,000	(30,166)
Tasting	127,516	143,500	(15,984)
Vendors	13,708	11,000	2,708
Total Revenues	405,842	463,800	(57,958)
Expenses			
Administration	112,723	125,100	12,377
Operations - Parking - Admissions	14,146	21,200	7,054
Awards Night	57,469	69,225	11,756
Wine Competition	47,112	50,950	3,838
Culinary Competition	5,339	5,550	211
Attractions	21,397	21,850	453
Misc. Programs	8,958	5,800	(3,158)
Publicity/Marketing	58,873	62,170	3,297
Retail Sales	31,358	57,200	25,842
Tasting	41,231	39,200	(2,031)
Vendors	878	4,500	3,623
Prior Period Expense	(3,521)		3,521
Total Expenses	395,963	462,745	66,782
Operating Income/(Loss) - Prior to Revenue Split	9,880	1,055	8,825
Revenue Share with SCF			
Net Income	9,880	1,055	8,825