

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

July 23, 2019, 4:30 – 5:00

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 Statement, through June 2019 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through May 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)** Sanders
8. Review of June 2019 Harvest Fair financial statements – **(Attachment #3)** – Michael Margetts
9. Discussion and possible action regarding approval of 2018 Independent Auditors Report – **(Handout)** – 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.

Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT - UNAUDITED

DRAFT

	6/30/2019 Calendar YTD	6/30/2018 Calendar YTD
ASSETS		
Current Assets		
Cash in Bank and Treasury	3,702,725	2,229,343
Accounts Receivable, Net	397,498	590,415
Racing Settlement Receivable		(593)
Prepaid Expenses		
Inventory of Supplies		1,800
Other Current Assets		90,432
Total Current Assets	4,100,222	2,911,397
Property & Equipment, Net	8,920,092	9,528,016
Construction in Progress	296,120	118,806
Total Property & Equipment, Net of Depreciation	9,216,212	9,646,822
Other Assets		
Restricted Cash	120,904	120,916
Due From/Due (To) County for Vet's	(23,524)	(6,532)
GASB 68 Deferred Outflow of Resources	400,824	961,078
GASB 75 Deferred Outflow of Resources	254,492	
Total Other Assets	752,697	1,075,462
TOTAL ASSETS	14,069,130	13,633,681
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	23,547	74,986
Scholarships Payable	3,500	2,000
Accrued Expenses	611,067	546,553
Racing Payable	3,093	3,499
Purses Paid - (Over)/Under	(40,377)	(43,760)
Other Short Term Liabilities	185	6,823
Short Term Notes		
Current Portion of Long-Term Debt		
Deferred Income	1,030,281	1,108,647
Total Current Liabilities	1,631,297	1,698,747
Long Term Liabilities		
GASB 68 Deferred Inflow of Resources	701,757	139,498
GASB 68 Net Pension Liability	778,377	2,029,925
GASB 75 Deferred Inflow of Resources	216,663	
GASB 75 Net Pension Liability	1,967,830	
Total Long Term Liabilities	3,664,627	2,169,423
NET ASSETS		
Investment in Capital Assets	8,911,835	8,784,100
Restricted for Scholarships	23,856	5,208
Restricted for Junior Livestock Auction	75,107	61,764
Retained Earnings - Unrestricted	291,298	1,007,635
Profit/(Loss) Current Year	(528,889)	(93,195)
TOTAL LIABILITIES AND EQUITY	14,069,130	13,633,681

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

	6/30/2019 Actual YTD	6/30/2018 Prior Year YTD	Variance	6/30/2019 Budget YTD	Variance
Operating Revenue					
Fair	67,979	79,015	(11,036)		67,979
Interim	2,105,028	2,579,613	(474,585)	1,929,528	175,500
Jockey Club	213,558	222,096	(8,537)	210,395	3,163
Total Operating Revenue	2,386,565	2,880,723	(494,158)	2,139,923	246,642
Operating Expense					
Fair	450,995	435,283	(15,713)	456,240	5,245
Interim	794,479	803,654	9,175	864,268	69,789
Jockey Club	167,200	186,184	18,984	161,462	(5,738)
General & Administrative	1,554,767	1,622,335	67,568	1,685,589	130,822
Allocated Costs - Harvest Fair					
Total Operating Expenses	2,967,441	3,047,455	80,014	3,167,559	200,118
Operating Income/(Loss)	(580,876)	(166,732)	(414,144)	(1,027,636)	446,760
Other Revenue	16,097	66,382	(50,285)	13,240	2,857
Harvest Fair - Revenue					
Harvest Fair - Expense	(669)	(173)	(497)		(669)
Interest Expense					
JLA, net	(15,158)	(12,295)	(2,864)		(15,158)
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	51,717	20,858	30,859		51,717
Net Income/(Loss)before depreciation and capital	(528,889)	(91,959)	(436,930)	(1,014,396)	485,506
Depreciation Expense					
Net Income(Loss) before capital	(528,889)	(91,959)	(436,930)	(1,014,396)	485,506
Gain (loss) on disposal of asset		(1,236)	1,236		
Capital Expenditures					
Capital Funding					
Net Income (Loss) incl Capital	(528,889)	(93,195)	(435,694)	(1,014,396)	485,506

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

	6/30/2019 Actual YTD	6/30/2018 Prior Year PTD	Variance	6/30/2019 Budget YTD	Variance
Revenue					
Admissions				-	
Parking		910	(910)	-	
Commercial Space				-	
Carnival				-	
Concessions				-	
Exhibits				-	
Racing	22,186	38,105	(15,919)	-	22,186
Attractions				-	
Sponsorships	45,793	40,000	5,793	-	45,793
VIP Tent				-	
Miscellaneous				-	
Total Fair Revenue	67,979	79,015	(11,036)		67,979
Expense					
Labor and Benefits	233,630	214,674	(18,955)	244,960	11,330
Advertising & Publicity	39,538	28,645	(10,894)	21,780	(17,758)
Attendance	7,715	6,547	(1,169)	5,500	(2,215)
Signage/Other/Drinking Water				-	
Premium	7,398	10,096	2,698	10,000	2,602
Hall of Flowers	75,523	97,301	21,778	98,000	22,477
Exhibits	14,570	17,603	3,033	13,500	(1,070)
Commerical/Concessions Exhibits	1,303	425	(878)	-	(1,303)
Racing	34,284	29,902	(4,383)	31,000	(3,284)
Attractions	21,590	14,579	(7,011)	12,500	(9,090)
Miscellaneous	386	722	335	-	(386)
VIP Tent				-	
RV Park - Fair - Contract Services	15,057	14,790	(267)	19,000	3,943
Total Expense	450,995	435,283	(15,713)	456,240	5,245
Fair Income/(Loss)	(383,016)	(356,268)	(26,749)	(456,240)	73,224

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

	6/30/2019 Actual YTD	6/30/2018 Prior Year YTD	Variance	6/30/2019 Budget YTD	Variance
Revenue					
Long Term Rentals	33,072	40,618	(7,546)	50,010	(16,938)
Building Rental	253,712	262,710	(8,997)	225,288	28,424
Facility Rental	162,665	148,628	14,037	151,849	10,816
Equipment Rental	96,547	83,113	13,434	85,438	11,109
Trailer & RV	813,543	1,297,908	(484,365)	681,900	131,643
Interim Parking	177,096	169,905	7,191	175,000	2,096
Insurance/Costs Reimbursed	53,937	61,208	(7,271)	51,735	2,202
Security Reimbursed	149,546	125,069	24,478	119,636	29,910
Food & Other Concessions	117,962	118,601	(640)	107,402	10,560
Alcohol Concessions	183,670	211,053	(27,383)	221,270	(37,600)
Other Interim Revenue	63,280	60,801	2,479	60,000	3,280
Total Revenue	2,105,028	2,579,613	(474,585)	1,929,528	175,500
Expense					
Int Wages & Benefits	541,793	577,909	36,116	608,033	66,240
Int Parking Wages & Benefits	49,741	32,599	(17,142)	32,725	(17,016)
Total Wages & Benefits	591,534	610,508	18,973	640,758	49,224
Contract Services-Interim	4,425	6,070	1,645	7,500	3,075
Contract Services-RV Park	486	8,998	8,512	7,000	6,514
Straw Removal				-	
Security	50,301	9,205	(41,097)	36,000	(14,301)
Supplies & Equipment	3,334	8,389	5,054	12,750	9,416
RV Park Utilities	60,928	63,400	2,472	84,000	23,072
RV Park Advertising	370		(370)	-	(370)
Miscellaneous RV Parking				-	
RV Supplies & Equipment	7,909	6,780	(1,129)	5,360	(2,549)
Interim Advertising	150	180	30	2,000	1,850
Business Partner Incentive				-	
Insurance/Costs Reimbursed	2,330	1,385	(945)	1,500	(830)
Security Costs Reimbursed	71,725	87,322	15,598	63,000	(8,725)
Equipment Rental	754	1,417	663	2,400	1,646
CalTrans Median Strip Rent				-	
Special Repairs & Equipment	231		(231)	2,000	1,769
Total Expense	794,479	803,654	9,175	864,268	69,789
Interim Income/(Loss)	1,310,549	1,775,959	(465,410)	1,065,260	245,289

Sonoma County Fair & Exposition, Inc
Jockey Club Income Statement

DRAFT - UNAUDITED

	6/30/2019	6/30/2018		6/30/2019	
	Actual	Prior Year	Variance	Budget	Variance
	YTD	YTD		YTD	
Revenue					
Admissions	18,843	20,296	(1,453)	19,500	(657)
Turf Club	3,922	4,011	(89)	3,500	422
Commissions	147,600	151,152	(3,552)	147,000	600
Programs/Other	889	1,027	(138)	1,027	(138)
Race Forms, etc	34,125	35,575	(1,450)	32,750	1,375
Concessions	5,379	4,765	615	4,618	761
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees	2,801	5,270	(2,469)	2,000	801
Interim Concessions				-	
Total Jockey Club Revenues	213,558	222,096	(8,537)	210,395	3,163
Expense					
Wages & Benefits	86,344	86,875	531	87,182	838
Contract Services	12,779	7,508	(5,270)	16,500	3,721
Supplies & Expense	19,581	28,759	9,178	13,910	(5,671)
Utilities	18,699	33,619	14,921	18,000	(699)
Cost of Periodicals	26,305	27,076	771	23,420	(2,885)
Garbage	2,443	2,346	(96)	2,450	7
Advertising & Marketing	1,050		(1,050)	-	(1,050)
Total Jockey Club Expenses	167,200	186,184	18,984	161,462	(5,738)
Jockey Club Income/(Loss)	46,358	35,912	10,447	48,933	(2,575)

Sonoma County Fair & Exposition, Inc
Harvest Fair

DRAFT - UNAUDITED

	6/30/2019 Actual YTD	6/30/2018 Prior Year YTD	Variance	6/30/2019 Budget YTD	Variance
Cost Recovered Harvest Fair	0	0	0	-	0
Total Revenue	0	0	0	0	0
Expense					
Admin Wages and Benefits	0	0	0	-	0
Publicity Wages and Benefits	0	0	0	-	0
Maintenance Wages and Benefits	0	0	0	-	0
Interim Wages and Benefits	70	17	(53)	-	(70)
Exhibits Wages and Benefits	0	0	0	-	0
Attendants Wages and Benefits	599	155	(444)	-	(599)
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	0	0	-	0
Total Expenses	669	173	(497)	0	(669)
Harvest Fair Income(Loss)	(669)	(173)	(497)	0	(669)

**Sonoma County Fair & Exposition, Inc
General & Administrative Expenses**
DRAFT - UNAUDITED

	6/30/2019 Actual YTD	6/30/2018 Prior Year YTD	Variance	6/30/2019 Budget YTD	Variance
Expense					
Wages & Benefits-Admin	423,025	434,348	11,323	444,579	21,554
Contract Services-Admin	33,246	25,707	(7,539)	36,500	3,254
County Indirect Services	42,996	36,943	(6,053)	42,972	(24)
Legal	24,067	20,992	(3,075)	20,500	(3,567)
Office Expense-Admin	37,769	40,920	3,151	33,840	(3,929)
Postage & Telephone	23,095	23,932	837	24,400	1,305
Director's Expense & Travel	3,708	7,607	3,898	6,600	2,892
Donations				-	
Insurance	33,732	34,292	560	32,496	(1,236)
Audit Fee	16,200		(16,200)	27,000	10,800
Bad Debt and Cash Short/Over	(103)	343	446	498	601
Administration Expenses	637,734	625,083	(12,651)	669,385	31,651
Wages & Benefits-Maint	662,111	614,624	(47,487)	692,186	30,075
Contract Services-Maint	36,060	37,260	1,200	33,000	(3,060)
Equipment Rental-Maint	3,866	8,407	4,540	9,500	5,634
Utilities	96,798	85,577	(11,221)	94,000	(2,798)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	27,307	16,831	(10,476)	17,700	(9,607)
Maintenance Supplies	71,132	153,780	82,648	139,218	68,086
Repairs & Maintenance	10,853	49,880	39,027	9,600	(1,253)
Equipment Repairs	8,905	30,892	21,987	21,000	12,095
Maintenance Expenses	917,032	997,251	80,219	1,016,204	99,172
General & Administrative Expenses	1,554,767	1,622,335	67,568	1,685,589	130,822

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

DRAFT - UNAUDITED

	6/30/2019 Actual YTD	6/30/2018 Prior Year YTD	Variance	6/30/2019 Budget YTD	Variance
Permanent Salaries					
Fair	74,851	64,524	(10,327)	69,842	(5,009)
Interim	241,700	270,724	29,024	275,769	34,069
Jockey Club	27,325	28,549	1,224	28,431	1,106
Golf Course				-	
Administration	236,269	248,239	11,970	248,399	12,130
Maintenance	296,768	280,468	(16,299)	312,482	15,714
Total Permanent Salaries	876,913	892,505	15,592	934,923	58,010
Temporary Salaries					
Fair	78,131	58,676	(19,456)	92,140	14,009
Interim	119,526	104,704	(14,823)	110,900	(8,626)
Jockey Club	26,650	27,056	407	25,000	(1,650)
Golf Course				-	
Administration	291	2,988	2,697	10,000	9,709
Maintenance	47,278	36,361	(10,917)	44,000	(3,278)
Total Temporary Salaries	271,876	229,785	(42,091)	282,040	10,164
Health Benefits					
Fair	35,020	52,358	17,338	35,665	645
Interim	49,179	42,616	(6,563)	56,400	7,221
Jockey Club	10,452	9,800	(652)	10,709	257
Golf Course				-	
Administration	29,943	26,882	(3,061)	34,662	4,719
Maintenance	69,585	56,073	(13,512)	80,089	10,504
Total Health Benefits	194,179	187,729	(6,450)	217,525	23,346
FICA, Medicare & Workers Comp					
Fair	15,338	12,121	(3,217)	15,676	338
Interim	39,969	40,161	193	47,270	7,301
Jockey Club	5,526	5,434	(92)	5,587	61
Golf Course				-	
Administration	23,476	24,183	707	22,844	(632)
Maintenance	86,325	81,861	(4,464)	87,127	802
Total Workers Comp & Payroll Taxes	170,635	163,761	(6,874)	178,504	7,869
Retirement, UI, Other					
Fair	30,881	27,141	(3,740)	31,637	756
Interim	140,949	151,845	10,896	149,919	8,970
Jockey Club	16,320	16,019	(301)	17,195	875
Golf Course				-	
Administration	133,046	132,055	(990)	128,474	(4,572)
Maintenance	161,375	159,485	(1,890)	168,288	6,913
Total Retirement & Other Benefits	482,570	486,545	3,975	495,513	12,943
TOTAL	1,996,173	1,960,325	(35,848)	2,108,505	112,332
TOTAL BY DEPT					
Fair	234,223	214,821	(19,402)	244,960	10,737
Interim	591,323	610,050	18,727	640,258	48,935
Jockey Club	86,272	86,859	586	86,922	650
Golf Course					
Administration	423,025	434,348	11,323	444,379	21,354
Maintenance	661,331	614,248	(47,083)	691,986	30,655
TOTAL ALL DEPARTMENTS	1,996,173	1,960,325	(35,848)	2,108,505	112,332

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

	Actual YTD	Prior Year YTD	Variance	Budget YTD	Variance
Salaries					
Fair					
Hall of Flowers	34,033	30,219	(3,815)	44,000	9,967
Publicity	18,876	4,931	(13,946)	23,840	4,964
Parking	365		(365)	-	(365)
Admissions	1,710	2,167	456	3,000	1,290
Exhibits - Temp	7,286	6,559	(727)	8,000	714
Exhibits - Perm	74,851	64,524	(10,327)	69,842	(5,009)
Attractions	5,132	6,653	1,521	5,600	469
Concessions Auditor	732	1,218	486	1,700	968
Racing	9,405	6,784	(2,621)	6,000	(3,405)
Total Salaries	152,390	123,053	(29,336)	161,982	9,592
Health Benefits					
Fair					
Exhibits - Perm	7,513	6,214	(1,299)	15,665	8,152
Racing	27,507	46,144	18,637	20,000	(7,507)
Total Health Benefits	35,020	52,358	17,338	35,665	645
FICA, Medicare & Workers Comp					
Fair					
Hall of Flowers	4,007	3,558	(449)	4,450	443
Publicity	2,243	581	(1,663)	2,304	61
Parking	43		(43)	-	(43)
Admissions	126	406	281	1,020	894
Exhibits	7,045	6,002	(1,043)	7,117	72
Attractions	604	783	179	785	181
Racing	1,269	791	(478)	-	(1,269)
Total Workers Comp & Payroll Taxes	15,338	12,121	(3,217)	15,676	338
TOTAL	202,748	187,533	(15,215)	213,323	10,575
Retirement, UI, Other					
Fair					
Hall of Flowers	1,999	1,855	(145)	2,962	963
Publicity	396	306	(91)	1,434	1,038
Parking				-	
Admissions	384	622	238	787	403
Exhibits - Perm	27,576	23,947	(3,629)	26,454	(1,122)
Attractions				-	
Racing	526	412	(114)	-	(526)
Total Retirement & Other Benefits	30,881	27,141	(3,740)	31,637	756



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

June 30, 2019

To: Board of Directors
From: Michael Margetts

June

Computer generated checks:

June
Total Payables Dispersed: \$ 414,012.48

Payroll

County Payroll-PD's 6/12/19,6/26/19	\$ 291,760.44
Temp Payroll - PD's 6/7/19 & 6/21/19	<u>\$ 117,543.05</u>
	\$ 409,303.49

Total disbursements:

\$ 823,315.97

County Counsel Cost for June for May 2019:

\$ 2,176.00

July 2019 - Accounts Receivable Over 60 Days

Customer Name	61-90 Days	91-120 Days	Over 120 Days	Comments
Bowls To Burgers	\$ 363.06			Past due and has not given their numbers for May 2019, June 2019
FEMA Finance Center	\$ 66,150.00			Becky working with FEMA on this.
Garden Brothers Circus	\$ 80.00			Debbie ?
Local Sesh			\$ 10,177.15	Kaitlyn received message from them that they will not be able to pay this until 2019. Michael sent contract to County Counsel to write an initial demand letter. Demand letter sent. Original amount owing \$33177.15, \$23000 has been paid to date
Total Owing as of May 2019:	\$ 66,593.06	\$ -	\$ 10,177.15	

V-83025 U.S. Bank Corp Payment Systems May 2019**# 83025 (Closed), Invoice: 424604455567985519, U.S. Bank Corporate Payment Systems (00006275), 06/11/19, 12,132.19**

GL Account	GL Account Description	Reference	Amount	
620503010	Tickets & Credentials	CSandersComcastAdmin	148.31	
620209080	Telephone	CSandersVZRV	57.00	
560759080	Computer Support	CSandersVZWireless	174.69	380.00
620305010	Supplies- Exhibits	HBorckAdobeIDCreativeCloud	33.99	
600805810	Junior Livestock Auction	HBorckAmazon	829.23	
600805810	Junior Livestock Auction	HBorckAmazon	26.94	
600805810	Junior Livestock Auction	HBorckAmazon	19.40	
600805810	Junior Livestock Auction	HBorckAmazon	188.55	
620305010	Supplies- Exhibits	HBorckAmazon	6.99	
620305010	Supplies- Exhibits	HBorckCostco	326.97	
600805810	Junior Livestock Auction	HBorckOfficeDepot	154.73	
600805810	Junior Livestock Auction	HBorckOfficeDepot	54.25	
600805810	Junior Livestock Auction	HBorckOfficeMax	82.84	
600805810	Junior Livestock Auction	HBorckPawAndysDonuts	43.96	
600805810	Junior Livestock Auction	HBorckSafeway	113.10	
620305010	Supplies- Exhibits	HBorckSCFOnline	2.00	
620305010	Supplies- Exhibits	HBorckSCHF	0.05	
600805810	Junior Livestock Auction	HBorckSPplymouthCards	6.65	
620305010	Supplies- Exhibits	HBorckStudioStyle	11.16	
600805810	Junior Livestock Auction	HBorckTogos	139.25	
620305010	Supplies- Exhibits	HBorckVistaPrint	232.43	
620305010	Supplies- Exhibits	HBorckVistaprint	143.04	
620503010	Tickets & Credentials	HBorckWristbands	1,052.50	3,468.03
620305010	Supplies- Exhibits	JEngdahlAmazon	39.95	
620308010	Supplies- Attractions	JEngdahlAmazon	44.97	
620308010	Supplies- Attractions	JEngdahlAmazon	25.95	
620308010	Supplies- Attractions	JEngdahlAmazon	13.06	
620308010	Supplies- Attractions	JEngdahlAmazon	8.99	
620511010	Sign Machine - Fair	JEngdahlAmazon	62.40	
620511010	Sign Machine - Fair	JEngdahlAmazon	81.38	
650782010	Pre-Fair Events - Publicity	JEngdahlAnypromo	570.13	
620308010	Supplies- Attractions	JEngdahlKingsNursery	24.59	
620308010	Supplies- Attractions	JEngdahlMichaels	49.05	
620308010	Supplies- Attractions	JEngdahlMissionAceHardware	10.88	
620308010	Supplies- Attractions	JEngdahlMissionAceHardware	9.12	
620308010	Supplies- Attractions	JEngdahlOTCBrands	40.53	
620308010	Supplies- Attractions	JEngdahlOTCBrands	178.05	
620308010	Supplies- Attractions	JEngdahlStatelineTack	97.01	

V-83025 U.S. Bank Corp Payment Systems May 2019**# 83025 (Closed), Invoice: 4246044555679855519, U.S. Bank Corporate Payment Systems (00006275), 06/11/19, 12,132.19**

GL Account	GL Account Description	Reference	Amount	
620308010	Supplies- Attractions	JEngdahlStatelineTack	20.79	
650782010	Pre-Fair Events - Publicity	JEngdahlTattooFun	180.53	
620308010	Supplies- Attractions	JEngdahlTheHomeDepot	29.96	1,487.34
6203130609	Vets - Office Supplies	KFindleyThornAmazon	66.18	
6203130609	Vets - Office Supplies	KFindleyThornAmazon	17.25	
6203130609	Vets - Office Supplies	KFindleyThornAmazon	17.39	
680106010	Dues & Subscriptions	KFindleyThornNorthbayBiz	35.00	
670103060	Concessions & Other Costs Reimbursed-Interim	KFindleyThornSoCoEnvirnomental	376.00	511.82
620309080	Office Supplies- Administration	LFoxAmazon	13.67	
620309080	Office Supplies- Administration	LFoxAmazon	13.18	
620309080	Office Supplies- Administration	LFoxAmazon	1,699.31	
620309080	Office Supplies- Administration	LFoxAmazon	22.87	
620309080	Office Supplies- Administration	LFoxAmazon	7.55	
620309080	Office Supplies- Administration	LFoxAmazon	13.75	
620313060	Office Supplies Interim	LFoxAmazon	13.18	
620323060	Supplies - RV Park	LFoxAmazon	42.00	
620323060	Supplies - RV Park	LFoxAmazon	57.81	
620323060	Supplies - RV Park	LFoxAmazon	94.58	
620309080	Office Supplies- Administration	LFoxOfficeDepot	-261.58	
620309080	Office Supplies- Administration	LFoxOfficeDepot	261.58	
620309080	Office Supplies- Administration	LFoxOfficeDepot	98.09	
620309080	Office Supplies- Administration	LFoxOfficeDepot	98.09	
680709080	Directors Expense	LFoxTarget	5.00	
680709080	Directors Expense	LFoxWesternFairs	275.00	2,454.08
620342010	Supplies-Publicity	MMargettsAdobeCreativeCloud	52.99	
620309080	Office Supplies- Administration	MMargettsAmazon	45.51	
560007070	Contract Services- Satellite	MMargettsComcastJC	117.21	
650302010	Multi-Media Advertising	MMargettsConstantContact	435.00	
620309080	Office Supplies- Administration	MMargettsDropBox	99.00	
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	947.60
700301080	Electrical Supplies	RCrouchBatteriesPlus	42.43	
700301080	Electrical Supplies	RCrouchBatteriesPlus	124.81	167.24
620303060	Supplies-Interim	RGarciaHarborFreight	106.75	

V-83025 U.S. Bank Corp Payment Systems May 2019

**# 83025 (Closed), Invoice: 4246044555679855519, U.S. Bank Corporate Payment Systems
(00006275), 06/11/19, 12,132.19**

GL Account	GL Account Description	Reference	Amount	
620303060	Supplies-Interim	RGarciaRinconValleyYard	43.59	
620303060	Supplies-Interim	RGarciaRinconValleyYard	20.70	
620303060	Supplies-Interim	RGarciaTheHomeDepot	142.19	
620303060	Supplies-Interim	RGarciaTheHomeDepot	180.41	
730207070	Building Repair- Jockey Club	RGarciaTheHomeDepot	87.17	580.81
620301080	Office Supplies-Maintenance	RGoodmanAmazon	11.99	
810001080	Equipment>\$500<\$5000-	RGoodmanHotsyPacific	200.00	
810001080	Equipment>\$500<\$5000-	RGoodmanHotsyPacifici	611.88	
700501080	Grounds Supplies	RGoodmanNFPANatlFireProtect	103.00	
620305010	Supplies- Exhibits	RGoodmanTapPlastics	133.53	
700501080	Grounds Supplies	RGoodmanTheUPSStore	29.55	
700556010	Track Materials	RGoodmanWalmart	13.88	1,103.83
730101080	Equipment Repair- Maintenance	SArcherMeridian	920.00	
620303060	Supplies-Interim	SArcherTractorSupply	111.44	1,031.44
			Total:	12,132.19

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

	As of	6/30/2019 Actual YTD
<u>ASSETS</u>		
CURRENT ASSETS		
Cash in Bank		27,353
Cash in Treasury		0
Accounts Receivable (net of allowance)		12,995
Other Assets		0
TOTAL CURRENT ASSETS		40,348
TOTAL ASSETS		40,348
<u>LIABILITIES & EQUITY</u>		
CURRENT LIABILITIES		
Accounts Payable		0
Accrued Expenses		19,229
Sales & Use Tax Payable		1
Deposits & Refunds Payable		2,173
TOTAL CURRENT LIABILITIES		21,403
FUND EQUITY		
Beginning Retained Earnings		27,326
Profit(Loss) for the Year		(8,381)
TOTAL EQUITY		18,945
TOTAL LIABILITIES & EQUITY		40,348

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

For the Period	6/30/2019 Actual YTD	6/30/2019 Budget YTD	Variance	Annual Budget
Revenues				
Sponsorships	10,000		10,000	22,000
Operations - Parking - Admissions				8,000
Awards Night				60,000
Sponsorships - Awards Night				15,000
Wine Competition				85,200
Culinary Competitions				4,000
Attractions				3,500
Misc Programs				
Retail Sales				
Tasting				112,900
Vendors				4,100
Total Revenues	10,000		10,000	314,700
Expenses				
Administration	1,657		(1,657)	73,755
Operations - Parking - Admissions				15,950
Awards Night	8,429		(8,429)	65,459
Wine Competition	3,653		(3,653)	51,150
Culinary Competition	40		(40)	4,600
Attractions				8,875
Misc. Programs				
Publicity/Marketing	4,432		(4,432)	55,000
Retail Sales				
Tasting	145		(145)	36,950
Vendors				
Prior Period Expense	25		(25)	
Total Expenses	18,381		(18,381)	311,739
Operating Income/(Loss) - Prior to Revenue Split	(8,381)		(8,381)	2,961
Revenue Share with SCF				
Net Income	(8,381)		(8,381)	2,961