

# 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 AGENDA July 27, 2021 - 4:45pm - 5:15pm

**NOTE:** This meeting will be held in-person in the Sonoma County Fairgrounds Board Room and Virtually.

The web conferencing system Zoom will be utilized for this meeting. To participate in the meeting you will need a computer connected to the internet with microphone capabilities or a telephone. (It is not necessary to have a camera). A smart phone or tablet can also be utilized to join the meeting. To test your equipment please use this link: <https://zoom.us/test>

#### To Join Zoom Meeting:

<https://us02web.zoom.us/j/89660700734?pwd=NkdPOW12NUtsemZ2U1crbmtYYm03Zz09>

Meeting ID: 896 6070 0734

Passcode: **923643**

Dial by your location

+1 669 900 6833

Meeting ID: 896 6070 0734

Passcode: **923643**

### AGENDA

**DIRECTORS:** Rob Muelrath, Chair, Teejay Lowe, Vice Chair; Neysa Hinton, Lisa Wittke Schaffner, Kevin Howe

1. Call to Order / Roll Call
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 2021 – **(Attachment #1)** – Michael Margetts, CFO
5. Review detail of US Bank credit card charges paid through June 2021 - **(Attachment #2)** – Michael Margetts, CFO
6. Review of May 2021 Harvest Fair financial statements – **(Attachment #3)** – Michael Margetts, CFO

7. Discussion and possible action regarding approval of 2021 Purchase Orders or Contracts in excess of \$25,000 – **(None)**
8. Request for future agenda items
9. Adjournment

For additional information please call Debbie Townsend at (707) 545-4200.

*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

	6/30/2021 Actual YTD	6/30/2020 Prior Year YTD	6/30/2019 Actual YTD	5/31/2021 Actual YTD
<b>ASSETS</b>				
<b>Current Assets</b>				
Cash in Bank and Treasury	5,311,605	4,053,423	3,703,635	5,139,170
Accounts Receivable, Net	825,885	194,917	517,667	742,147
Racing Settlement Receivable				
Prepaid Expenses				
Inventory of Supplies				
Other Current Assets		49,500		
<b>Total Current Assets</b>	<b>6,137,489</b>	<b>4,297,839</b>	<b>4,221,302</b>	<b>5,881,316</b>
<b>Property &amp; Equipment, Net</b>				
Construction in Progress	8,704,284	9,200,715	8,920,092	8,704,284
	21,686	(156,608)	296,120	21,686
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>8,725,970</b>	<b>9,044,107</b>	<b>9,216,212</b>	<b>8,725,970</b>
<b>Other Assets</b>				
Restricted Cash	120,904	120,904	120,904	120,904
Due From/Due (To) County for Vet's	(11,094)	5,209	(23,524)	11,912
GASB 68 Deferred Outflow of Resources	558,298	1,345,144	400,824	558,298
GASB 75 Deferred Outflow of Resources	353,515	260,378	254,492	353,515
<b>Total Other Assets</b>	<b>1,021,623</b>	<b>1,731,635</b>	<b>752,697</b>	<b>1,044,629</b>
<b>TOTAL ASSETS</b>	<b>15,885,082</b>	<b>15,073,582</b>	<b>14,190,210</b>	<b>15,651,915</b>
<b>LIABILITIES AND EQUITY</b>				
<b>Current Liabilities</b>				
Accounts Payable	(1,498)	53,141	102,152	(1,498)
Scholarships Payable	2,500	8,250	3,500	2,500
Accrued Expenses	661,547	594,163	583,280	647,598
Racing Payable	2,579	2,750	3,093	2,579
Purses Paid - (Over)/Under	(9,315)	(16,147)	(40,377)	(7,862)
Other Short Term Liabilities	165	791	185	165
Short Term Notes		940,000		
Current Portion of Long-Term Debt				
Deferred Income	669,633	326,816	937,827	473,897
<b>Total Current Liabilities</b>	<b>1,325,611</b>	<b>1,909,765</b>	<b>1,589,659</b>	<b>1,117,379</b>
<b>Long Term Liabilities</b>				
Long Term Note	477,500			477,500
GASB 68 Deferred Inflow of Resources	704,451	88,252	701,757	704,451
GASB 68 Net Pension Liability	1,167,608	2,606,442	778,377	1,167,608
GASB 75 Deferred Inflow of Resources	170,172	429,195	216,663	170,172
GASB 75 Net Pension Liability	1,470,708	1,446,779	1,967,830	1,470,708
<b>Total Long Term Liabilities</b>	<b>3,990,439</b>	<b>4,570,668</b>	<b>3,664,627</b>	<b>3,990,439</b>
<b>NET ASSETS</b>				
<b>Investment in Capital Assets</b>	8,704,282	8,816,986	8,935,760	8,704,283
<b>Restricted for Scholarships</b>	36,899	37,849	23,856	36,899
<b>Restricted for Junior Livestock Auction</b>	120,815	91,208	75,107	120,815
<b>Other Restricted</b>	120,916	120,916	120,916	120,916
<b>Retained Earnings - Unrestricted</b>	288,834	522,798	143,458	288,834
<b>GASB 68 Prior Period Adjustment</b>				
<b>Profit/(Loss) Current Year</b>	1,297,286	(996,608)	(363,173)	1,272,351
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15,885,082</b>	<b>15,073,582</b>	<b>14,190,210</b>	<b>15,651,916</b>

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

DRAFT - UNAUDITED

	6/30/2021 Current YTD	6/30/2020 Prior Year YTD	6/30/2019 Two Prior YTD	Current Prior Year Variance	6/30/2021 Budget YTD	6/30/2021 Revised Budget YTD	Current Budget Variance
<b>Operating Revenue</b>							
Fair	(3,164)	16,764	67,979	(19,928)			(3,164)
Interim	1,606,157	1,039,622	2,172,575	566,535	1,040,305		565,852
Jockey Club	181,119	157,931	214,660	23,188	100,000		81,119
<b>Total Operating Revenue</b>	<b>1,784,112</b>	<b>1,214,317</b>	<b>2,455,214</b>	<b>569,795</b>	<b>1,140,305</b>		<b>643,807</b>
<b>Operating Expense</b>							
Fair	88,268	231,871	450,995	143,603	86,751		(1,517)
Interim	545,797	642,730	794,479	96,933	421,547		(124,250)
Jockey Club	9,090	92,947	167,200	83,857	13,720		4,630
General & Administrative	1,062,466	1,539,086	1,554,766	476,620	1,172,708		110,242
Allocated Costs - Harvest Fair							
<b>Total Operating Expenses</b>	<b>1,705,621</b>	<b>2,506,634</b>	<b>2,967,441</b>	<b>801,013</b>	<b>1,694,726</b>		<b>(10,895)</b>
<b>Operating Income/(Loss)</b>	<b>78,491</b>	<b>(1,292,317)</b>	<b>(512,227)</b>	<b>1,370,808</b>	<b>(554,421)</b>		<b>632,912</b>
Other Revenue	1,213,611	177,250	16,596	1,036,360	252,351		961,260
Harvest Fair - Revenue							
Harvest Fair - Expense	75	(78)	(669)	153			75
Interest Expense	(489)			(489)	(3,190)		2,701
JLA, net	(3,398)	(7,135)	(15,158)	3,738			(3,398)
Net Affect of GASB 68 Adjustments							
Prior Year & Misc Expense	5,096	125,672	51,717	(120,576)			5,096
<b>Net Income/(Loss) before depreciation and capital</b>	<b>1,293,386</b>	<b>(996,608)</b>	<b>(459,742)</b>	<b>2,289,994</b>	<b>(305,260)</b>		<b>1,598,646</b>
Depreciation Expense							
<b>Net Income(Loss) before capital</b>	<b>1,293,386</b>	<b>(996,608)</b>	<b>(459,742)</b>	<b>2,289,994</b>	<b>(305,260)</b>		<b>1,598,646</b>
Gain (loss) on disposal of asset							
Capital Expenditures							
Capital Funding	3,900		96,569	3,900			3,900
<b>Net Income (Loss) incl Capital</b>	<b>1,297,286</b>	<b>(996,608)</b>	<b>(363,173)</b>	<b>2,293,894</b>	<b>(305,260)</b>		<b>1,602,546</b>

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

DRAFT - UNAUDITED

	6/30/2021 Current YTD	6/30/2020 Prior Year YTD	6/30/2019 Two Prior YTD	Current Prior Year Variance	6/30/2021 Budget YTD	6/30/2021 Revised Budget YTD	Current Budget Variance
<b>Revenue</b>							
Admissions					-	-	
Parking					-	-	
Commercial Space					-	-	
Carnival					-	-	
Concessions					-	-	
Exhibits					-	-	
Racing	(3,164)	20,056	22,186	(23,220)	-	-	(3,164)
Attractions					-	-	
Sponsorships		(3,292)	45,793	3,292	-	-	
VIP Tent					-	-	
Miscellaneous					-	-	
<b>Total Fair Revenue</b>	<b>(3,164)</b>	<b>16,764</b>	<b>67,979</b>	<b>(19,928)</b>			<b>(3,164)</b>
<b>Expense</b>							
Labor and Benefits	56,975	154,250	233,630	97,275	80,991		24,016
Advertising & Publicity	14,093	7,654	39,538	(6,439)	4,960	-	(9,133)
Attendance	2,974	1,827	7,715	(1,147)	-	-	(2,974)
Signage/Other/Drinking Water					-	-	
Premium		728	7,398	728	-	-	
Hall of Flowers		12,000	75,523	12,000	-	-	
Exhibits	4,873	2,065	14,570	(2,809)	800	-	(4,073)
Commerical/Concessions Exhibits		60	1,303	60	-	-	
Racing	7,457	38,396	34,284	30,939	-	-	(7,457)
Attractions	1,895	798	21,590	(1,097)	-	-	(1,895)
Miscellaneous		202	386	202	-	-	
VIP Tent					-	-	
RV Park - Fair - Contract Services		13,890	15,057	13,890	-	-	
<b>Total Expense</b>	<b>88,268</b>	<b>231,871</b>	<b>450,995</b>	<b>143,603</b>	<b>86,751</b>		<b>(1,517)</b>
<b>Fair Income/(Loss)</b>	<b>(91,432)</b>	<b>(215,107)</b>	<b>(383,016)</b>	<b>123,675</b>	<b>(86,751)</b>		<b>(4,681)</b>

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

DRAFT - UNAUDITED

	6/30/2021 Current YTD	6/30/2020 Prior Year YTD	2019-06-30 Two Prior YTD	Current Prior Year Variance	6/30/2021 Budget YTD	6/30/2021 Revised Budget YTD	Current Budget Variance
<b>Revenue</b>							
Long Term Rentals	38,402	20,191	33,072	18,212	31,484		6,918
Building Rental	277,958	129,361	253,712	148,598	107,563		170,395
Facility Rental	278,668	76,863	160,164	201,805	266,131		12,537
Equipment Rental	13,934	39,583	98,677	(25,649)	29,294		(15,360)
Trailer & RV	707,991	633,045	906,770	74,946	495,000		212,991
Interim Parking	8,956	36,252	160,261	(27,296)	37,078		(28,122)
Insurance/Costs Reimbursed	195,389	10,332	51,601	185,057	14,048		181,341
Security Reimbursed	10,841	6,734	143,160	4,107	7,662		3,179
Food & Other Concessions	6,823	8,656	(16,537)	(1,832)	7,612		(789)
Alcohol Concessions	6,945	7,107	318,416	(163)	4,433		2,512
Other Interim Revenue	60,250	71,500	63,280	(11,250)	40,000		20,250
<b>Total Revenue</b>	<b>1,606,157</b>	<b>1,039,622</b>	<b>2,172,575</b>	<b>566,535</b>	<b>1,040,305</b>		<b>565,852</b>
<b>Expense</b>							
Int Wages & Benefits	418,822	531,682	549,735	112,859	313,096		(105,726)
Int Parking Wages & Benefits	9,024	20,480	41,800	11,456			(9,024)
<b>Total Wages &amp; Benefits</b>	<b>427,846</b>	<b>552,162</b>	<b>591,534</b>	<b>124,315</b>	<b>313,096</b>		<b>(114,750)</b>
Contract Services-Interim	2,991	3,250	4,425	260	2,400		(591)
Contract Services-RV Park	24,323		486	(24,323)	9,000		(15,323)
Straw Removal							
Security			50,301				
Supplies & Equipment	1,684	4,704	3,334	3,020	2,800		1,116
RV Park Utilities	69,820	70,207	60,928	387	82,975		13,155
RV Park Advertising	4,810	405	370	(4,405)	370		(4,440)
Miscellaneous RV Parking					1,200		1,200
RV Supplies & Equipment	819	3,259	7,909	2,440	800		(19)
Interim Advertising			150		1,000		1,000
Business Partner Incentive							
Insurance/Costs Reimbursed	2,115	2,824	2,330	709	506		(1,609)
Security Costs Reimbursed	11,390	5,920	71,725	(5,470)	6,900		(4,490)
Equipment Rental			754		500		500
CalTrans Median Strip Rent							
Special Repairs & Equipment			231				
<b>Total Expense</b>	<b>545,797</b>	<b>642,730</b>	<b>794,479</b>	<b>96,933</b>	<b>421,547</b>		<b>(124,250)</b>
<b>Interim Income/(Loss)</b>	<b>1,060,360</b>	<b>396,892</b>	<b>1,378,096</b>	<b>663,468</b>	<b>618,758</b>		<b>441,602</b>

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

DRAFT - UNAUDITED

	6/30/2021 Current YTD	6/30/2020 Prior Year YTD	6/30/2019 Two Prior YTD	Current Prior Year Variance	6/30/2021 Budget YTD	6/30/2021 Revised Budget YTD	Current Budget Variance
<b>Revenue</b>							
Admissions		5,060	18,843	(5,060)	-		
Turf Club		645	3,922	(645)	-		
Commissions	116,919	138,641	147,600	(21,722)	100,000		16,919
Programs/Other		255	889	(255)	-		
Race Forms, etc		11,563	34,125	(11,563)	-		
Concessions		1,767	6,481	(1,767)	-		
Costs Recovered					-		
Prior Year Costs Recovered					-		
Interim Rental	64,200			64,200	-		64,200
ATM Fees			2,801		-		
Interim Concessions					-		
<b>Total Jockey Club Revenues</b>	<b>181,119</b>	<b>157,931</b>	<b>214,660</b>	<b>23,188</b>	<b>100,000</b>		<b>81,119</b>
<b>Expense</b>							
Wages & Benefits		53,478	86,344	53,478	-		
Contract Services	138	6,404	12,779	6,266	400		262
Supplies & Expense	2,201	8,708	19,581	6,507	4,980		2,779
Utilities	6,576	13,852	18,699	7,276	8,340		1,764
Cost of Periodicals		9,225	26,305	9,225	-		
Garbage	175	1,271	2,443	1,095	-		(175)
Advertising & Marketing		10	1,050	10	-		
<b>Total Jockey Club Expenses</b>	<b>9,090</b>	<b>92,947</b>	<b>167,200</b>	<b>83,857</b>	<b>13,720</b>		<b>4,630</b>
<b>Jockey Club Income/(Loss)</b>	<b>172,029</b>	<b>64,984</b>	<b>47,460</b>	<b>107,045</b>	<b>86,280</b>		<b>85,749</b>

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

DRAFT - UNAUDITED

	6/30/2021 Current YTD	6/30/2020 Prior Year YTD	6/30/2019 Two Prior YTD	Current Prior Year Variance	6/30/2021 Budget YTD	6/30/2021 Revised Budget YTD	Current Budget Variance	6/30/2021 Actual PTD
Cost Recovered Harvest Fair	0	0	0	0	-	0	0	0
Total Revenue	0	0	0	0	0	0	0	0
<b>Expense</b>								
Admin Wages and Benefits	0	0	0	0	-	0	0	0
Publicity Wages and Benefits	0	0	0	0	-	0	0	0
Maintenance Wages and Benefits	(75)	0	0	75	-	0	75	0
Interim Wages and Benefits	0	8	70	8	-	0	0	0
Exhibits Wages and Benefits	0	0	0	0	-	0	0	0
Attendance Wages and Benefits	0	70	599	70	-	0	0	0
Attractions Wages and Benefits	0	0	0	0	-	0	0	0
Miscellaneous	0	0	0	0	-	0	0	0
<b>Total Expenses</b>	<b>(75)</b>	<b>78</b>	<b>669</b>	<b>153</b>	<b>0</b>	<b>0</b>	<b>75</b>	<b>0</b>
<b>Harvest Fair Income(Loss)</b>	<b>75</b>	<b>(78)</b>	<b>(669)</b>	<b>153</b>	<b>0</b>	<b>0</b>	<b>75</b>	<b>0</b>



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

DRAFT - UNAUDITED

	6/30/2021 Current YTD	6/30/2020 Prior Year YTD	6/30/2019 Two Prior YTD	Current Prior Year Variance	6/30/2021 Budget YTD	6/30/2021 Revised Budget YTD	Current Budget Variance
<b>Expense</b>							
Wages & Benefits-Admin	257,595	470,472	423,025	212,877	273,320		15,725
Contract Services-Admin	15,409	26,274	33,246	10,865	40,500		25,091
County Indirect Services	60,000	57,498	42,996	(2,502)	60,000		
Legal	1,173	13,317	24,067	12,144	15,000		13,827
Office Expense-Admin	34,815	33,011	37,769	(1,804)	37,780		2,965
Postage & Telephone	13,886	22,442	23,095	8,556	20,160		6,274
Director's Expense & Travel	531	4,254	3,708	3,723	1,600		1,069
Donations					-		
Insurance	45,000	34,998	33,732	(10,002)	45,000		
Audit Fee		5,610	16,200	5,610	12,000		12,000
Bad Debt and Cash Short/Over	(492)	326	(103)	818	500		992
<b>Administration Expenses</b>	<b>427,917</b>	<b>668,201</b>	<b>637,734</b>	<b>240,284</b>	<b>505,860</b>		<b>77,943</b>
Wages & Benefits-Maint	451,893	649,051	662,111	197,158	440,418		(11,475)
Contract Services-Maint	15,120	22,227	36,060	7,107	15,000		(120)
Equipment Rental-Maint	1,966	1,487	3,866	(480)	3,000		1,034
Utilities	109,273	127,288	96,798	18,016	130,220		20,947
Utilities - Harvest Fair(Reimbursed)					-		
Trash Removal	15,206	11,703	27,307	(3,503)	18,000		2,794
Maintenance Supplies	33,464	53,826	71,132	20,362	36,210		2,746
Repairs & Maintenance	1,959		10,853	(1,959)	12,000		10,041
Equipment Repairs	5,667	5,303	8,905	(365)	12,000		6,333
<b>Maintenance Expenses</b>	<b>634,549</b>	<b>870,885</b>	<b>917,032</b>	<b>236,336</b>	<b>666,848</b>		<b>32,299</b>
<b>General &amp; Administrative Expenses</b>	<b>1,062,466</b>	<b>1,539,086</b>	<b>1,554,766</b>	<b>476,620</b>	<b>1,172,708</b>		<b>110,242</b>

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

DRAFT - UNAUDITED

	6/30/2021 Current YTD	6/30/2020 Prior Year YTD	6/30/2019 Two Prior YTD	Current Prior Year Variance	6/30/2021 Budget YTD	6/30/2021 Revised Budget YTD	Current Budget Variance
<b>Permanent Salaries</b>							
Fair	32,578	80,109	74,851	47,531	51,908		19,330
Interim	149,687	242,769	241,700	93,082	169,088		19,401
Jockey Club		15,824	27,325	15,824	-		
Golf Course					-		
Administration	145,796	255,686	236,269	109,889	155,135		9,339
Maintenance	208,393	316,440	296,768	108,047	215,238		6,845
<b>Total Permanent Salaries</b>	<b>536,455</b>	<b>910,828</b>	<b>876,913</b>	<b>374,373</b>	<b>591,369</b>		<b>54,914</b>
<b>Temporary Salaries</b>							
Fair		13,658	78,131	13,658	-		
Interim	122,883	47,563	119,526	(75,320)	7,600		(115,283)
Jockey Club		15,989	26,650	15,989	-		
Golf Course					-		
Administration	291		291	(291)	3,000		2,709
Maintenance		2,422	47,278	2,422	-		
<b>Total Temporary Salaries</b>	<b>123,174</b>	<b>79,631</b>	<b>271,876</b>	<b>(43,543)</b>	<b>10,600</b>		<b>(112,574)</b>
<b>Health Benefits</b>							
Fair	4,387	22,218	35,020	17,831	5,450		1,063
Interim	34,729	71,363	49,179	36,634	40,508		5,779
Jockey Club		7,541	10,452	7,541	-		
Golf Course					-		
Administration	14,466	42,897	29,943	28,431	23,299		8,833
Maintenance	75,661	94,514	69,585	18,853	56,596		(19,065)
<b>Total Health Benefits</b>	<b>129,244</b>	<b>238,533</b>	<b>194,179</b>	<b>109,289</b>	<b>125,853</b>		<b>(3,391)</b>
<b>FICA, Medicare &amp; Workers Comp</b>							
Fair	5,012	8,684	15,338	3,672	4,310		(702)
Interim	31,389	35,059	39,969	3,670	16,688		(14,701)
Jockey Club		3,397	5,526	3,397	-		
Golf Course					-		
Administration	14,762	25,780	23,476	11,018	12,725		(2,037)
Maintenance	53,059	67,448	86,325	14,389	56,507		3,448
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>104,222</b>	<b>140,368</b>	<b>170,635</b>	<b>36,145</b>	<b>90,230</b>		<b>(13,992)</b>
<b>Retirement, UI, Other</b>							
Fair	14,998	29,647	30,881	14,649	19,323		4,325
Interim	89,158	155,081	140,949	65,924	79,212		(9,946)
Jockey Club		10,311	16,320	10,311	-		
Golf Course					-		
Administration	82,279	146,109	133,046	63,830	79,161		(3,118)
Maintenance	114,704	168,123	161,375	53,419	112,077		(2,627)
<b>Total Retirement &amp; Other Benefits</b>	<b>301,139</b>	<b>509,271</b>	<b>482,570</b>	<b>208,133</b>	<b>289,773</b>		<b>(11,366)</b>
<b>TOTAL</b>	<b>1,194,234</b>	<b>1,878,631</b>	<b>1,996,173</b>	<b>684,398</b>	<b>1,107,825</b>		<b>(86,409)</b>
<b>TOTAL BY DEPT</b>							
Fair	56,975	154,316	234,223	97,341	80,991		24,016
Interim	427,846	551,836	591,323	123,989	313,096		(114,750)
Jockey Club		53,061	86,272	53,061			
Golf Course							
Administration	257,595	470,472	423,025	212,877	273,320		15,725
Maintenance	451,818	648,947	661,331	197,129	440,418		(11,400)
<b>TOTAL ALL DEPARTMENTS</b>	<b>1,194,234</b>	<b>1,878,631</b>	<b>1,996,173</b>	<b>684,398</b>	<b>1,107,825</b>		<b>(86,409)</b>

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

	6/30/2021 Current YTD	6/30/2020 Prior Year YTD	6/30/2019 Two Prior YTD	Current Prior Year Variance	6/30/2021 Budget YTD	6/30/2021 Revised Budget YTD	Current Budget Variance
<b>Salaries</b>							
Fair							
Hall of Flowers			34,033		-	-	
Publicity		4,026	18,876	4,026	-	-	
Parking			365		-	-	
Admissions		315	1,710	315	-	-	
Exhibits - Temp		294	7,286	294	-	-	
Exhibits - Perm	32,578	80,109	74,851	47,531	51,908	-	19,330
Attractions			5,132		-	-	
Concessions Auditor			732		-	-	
Racing		8,957	9,405	8,957	-	-	
<b>Total Salaries</b>	<b>32,578</b>	<b>93,701</b>	<b>152,390</b>	<b>61,122</b>	<b>51,908</b>		<b>19,330</b>
<b>Health Benefits</b>							
Fair							
Exhibits - Perm	3,871	8,413	7,513	4,542	5,450	-	1,579
Racing	516	13,805	27,507	13,289	-	-	(516)
<b>Total Health Benefits</b>	<b>4,387</b>	<b>22,218</b>	<b>35,020</b>	<b>17,831</b>	<b>5,450</b>		<b>1,063</b>
<b>FICA, Medicare &amp; Workers Comp</b>							
Fair							
Hall of Flowers			4,007		-	-	
Publicity		474	2,243	474	-	-	
Parking			43		-	-	
Admissions			126		-	-	
Exhibits	5,012	7,104	7,045	2,092	4,310	-	(702)
Attractions			604		-	-	
Racing		1,106	1,269	1,106	-	-	
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>5,012</b>	<b>8,684</b>	<b>15,338</b>	<b>3,672</b>	<b>4,310</b>		<b>(702)</b>
<b>TOTAL</b>	<b>41,977</b>	<b>124,603</b>	<b>202,748</b>	<b>82,626</b>	<b>61,668</b>		<b>19,691</b>
<b>Retirement, UI, Other</b>							
Fair							
Hall of Flowers			1,999		-	-	
Publicity		250	396	250	-	-	
Parking					-	-	
Admissions			384		-	-	
Exhibits - Perm	14,998	28,844	27,576	13,846	19,323	-	4,325
Attractions					-	-	
Racing		553	526	553	-	-	
<b>Total Retirement &amp; Other Benefits</b>	<b>14,998</b>	<b>29,647</b>	<b>30,881</b>	<b>14,649</b>	<b>19,323</b>		<b>4,325</b>



ATTACHMENT #1  
 Sonoma County Fairgrounds  
 1350 Bennett Valley Road  
 Santa Rosa, CA 95404  
 707.545.4200

## Historical Receivables Aging Summary

As Of: Wednesday, June 30, 2021

	<u>Current</u>	<u>1-30 Days</u>	<u>31-60 Days</u>	<u>61-90 Days</u>	<u>91-120 Days</u>	<u>Over 120 Days</u>	<u>Balance</u>
No AR Control							
County of Sonoma Department of Health Services (00006709)	78,591.06		76,695.65	169,495.94			324,782.65
County of Sonoma Human Resources Risk Management Division (00010197)					1,000.00		1,000.00
Pacific Racing Association (0000422)	25,250.00		5.63	683.60		8.23	25,947.46
So. Co. Health Department (0000883)	13,200.00	13,200.00		37,800.00			64,200.00
	<u>117,041.06</u>	<u>13,200.00 #</u>	<u>76,701.28</u>	<u>207,979.54</u>	<u>1,000.00</u>	<u>8.23</u>	<u>415,930.11</u>

## June Credit Card Detail

GL Account	GL Account Description	Amount	Reference
62050-30-10	Tickets & Credentials	140.06	CLIFF
56000-30-60	Contract Services-RV Park-Inte	246.81	CLIFF
		386.87	<b>CLIFF Total</b>
62030-30-60	Supplies-Interim	10.34	KAITLYN
		10.34	<b>KAITLYN Total</b>
62030-50-10	Supplies- Exhibits	15.74	MICHAEL
65085-20-10	Website	19.95	MICHAEL
62030-50-10	Supplies- Exhibits	24.99	MICHAEL
62030-50-10	Supplies- Exhibits	33.99	MICHAEL
65085-20-10	Website	38.95	MICHAEL
62034-20-10	Supplies-Publicity	52.99	MICHAEL
62030-90-80	Office Supplies- Administrator	53.90	MICHAEL
62030-90-80	Office Supplies- Administrator	83.04	MICHAEL
62030-90-80	Office Supplies- Administrator	87.36	MICHAEL
62030-90-80	Office Supplies- Administrator	119.88	MICHAEL
62050-30-10	Tickets & Credentials	137.71	MICHAEL
65030-20-10	Multi-Media Advertising	455.00	MICHAEL
		1,123.50	<b>MICHAEL Total</b>
73020-10-80	Buildings & Grounds Repair	6.50	RANDY
		6.50	<b>RANDY Total</b>
		1,527.21	<b>Grand Total</b>

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

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	As of	5/31/2021 Actual YTD
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash in Bank		76,378
Cash in Treasury		0
Accounts Receivable (net of allowance)		(210)
Other Assets - Due to SCF		0
<b>TOTAL CURRENT ASSETS</b>		<b>76,168</b>
<b>TOTAL ASSETS</b>		<b>76,168</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		0
Accrued Expenses		4,806
Sales & Use Tax Payable		94
Deposits & Refunds Payable		450
<b>TOTAL CURRENT LIABILITIES</b>		<b>5,350</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		71,126
Profit(Loss) for the Year		(309)
<b>TOTAL EQUITY</b>		<b>70,818</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>76,168</b>

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

For the Period	5/31/2021 Actual YTD	5/31/2021 Budget YTD	Variance	Calendar 2021 Annual Budget
<b>Revenues</b>				
Sponsorships				9,000
Operations - Parking - Admissions	46		46	800
Awards Night				55,000
Sponsorships - Awards Night				15,000
Wine Competition	360		360	85,000
Culinary Competitions				4,000
Attractions				2,000
Misc Programs				
Retail Sales				
Tasting				110,000
Vendors				3,500
<b>Total Revenues</b>	406		406	284,300
<b>Expenses</b>				
Administration	1,130		(1,130)	71,200
Operations - Parking - Admissions				15,500
Awards Night				59,485
Wine Competition				45,300
Culinary Competition	70		(70)	5,100
Attractions				10,500
Misc. Programs				
Publicity/Marketing	15		(15)	48,000
Retail Sales				
Tasting				27,650
Vendors				
Prior Period Expense	(500)		500	
<b>Total Expenses</b>	715		(715)	282,735
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	(309)		(309)	1,565
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	(309)		(309)	1,565