

# 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

**May 28, 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 April, 2019 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through March 2019 - **(Attachment #2)** – Michael Margetts
6. Discussion and possible action regarding approval of 2019 Purchase Orders in excess of \$25,000 – **(None)**
7. Discussion and possible action regarding approval of 2019 Contracts in excess of \$25,000 – **(None)**
8. Discussion and possible action regarding approval of 2019 Contracts in excess of \$25,000 – **(None)**
9. Review of April 2019 Harvest Fair financial statements – **(Attachment #3)** – 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

	4/30/2019 Calendar YTD	4/30/2018 Calendar YTD
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash in Bank and Treasury	4,065,508	2,221,203
Accounts Receivable, Net	80,385	232,466
Racing Settlement Receivable	2,353	34,623
Prepaid Expenses		
Inventory of Supplies		1,800
Other Current Assets		90,432
<b>Total Current Assets</b>	<b>4,148,245</b>	<b>2,580,525</b>
<b>Property &amp; Equipment, Net</b>	<b>8,920,092</b>	<b>9,333,127</b>
Construction in Progress	104,706	75,911
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,024,798</b>	<b>9,409,038</b>
<b>Other Assets</b>		
Restricted Cash	120,904	120,916
Due From/Due (To) County for Vet's	(13,450)	(9,156)
GASB 68 Deferred Outflow of Resources	400,824	961,078
GASB 75 Deferred Outflow of Resources	254,492	
<b>Total Other Assets</b>	<b>762,770</b>	<b>1,072,838</b>
<b>TOTAL ASSETS</b>	<b>13,935,812</b>	<b>13,062,401</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	10,008	6,887
Scholarships Payable	3,500	2,000
Accrued Expenses	550,393	498,799
Racing Payable	3,093	3,499
Purses Paid - (Over)/Under	(64,917)	(72,097)
Other Short Term Liabilities	22,158	6,823
Short Term Notes		
Current Portion of Long-Term Debt		
Deferred Income	712,564	646,549
<b>Total Current Liabilities</b>	<b>1,236,798</b>	<b>1,092,459</b>
<b>Long Term Liabilities</b>		
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	
<b>Total Long Term Liabilities</b>	<b>3,664,627</b>	<b>2,169,423</b>
<b>NET ASSETS</b>		
<b>Investment in Capital Assets</b>	<b>8,911,835</b>	<b>8,784,100</b>
<b>Restricted for Scholarships</b>	<b>23,856</b>	<b>5,208</b>
<b>Restricted for Junior Livestock Auction</b>	<b>75,107</b>	<b>61,764</b>
<b>Retained Earnings - Unrestricted</b>	<b>291,298</b>	<b>1,007,635</b>
<b>Profit/(Loss) Current Year</b>	<b>(267,708)</b>	<b>(58,187)</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>13,935,812</b>	<b>13,062,401</b>

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

	4/30/2019 Actual YTD	4/30/2018 Prior Year YTD	Variance	4/30/2019 Budget YTD	Variance
<b>Operating Revenue</b>					
Fair	30,000	910	29,090		30,000
Interim	1,162,747	1,401,894	(239,146)	988,918	173,829
Jockey Club	129,777	123,755	6,021	120,642	9,135
<b>Total Operating Revenue</b>	<b>1,322,524</b>	<b>1,526,559</b>	<b>(204,035)</b>	<b>1,109,560</b>	212,964
<b>Operating Expense</b>					
Fair	191,788	205,545	13,757	200,593	8,805
Interim	447,024	417,882	(29,142)	484,795	37,771
Jockey Club	107,331	115,521	8,190	98,129	(9,202)
General & Administrative	888,210	875,816	(12,394)	961,397	73,187
Allocated Costs - Harvest Fair					
<b>Total Operating Expenses</b>	<b>1,634,354</b>	<b>1,614,765</b>	<b>(19,589)</b>	<b>1,744,914</b>	110,560
<b>Operating Income/(Loss)</b>	<b>(311,830)</b>	<b>(88,206)</b>	<b>(223,624)</b>	<b>(635,354)</b>	323,524
Other Revenue	13,115	10,113	3,002	8,535	4,580
Harvest Fair - Revenue					
Harvest Fair - Expense	(295)		(295)		(295)
Interest Expense					
JLA, net	(5,525)	(6,008)	484		(5,525)
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	36,827	27,150	9,676		36,827
<b>Net Income/(Loss)before depreciation and capital</b>	<b>(267,708)</b>	<b>(56,951)</b>	<b>(210,757)</b>	<b>(626,819)</b>	<b>359,110</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>(267,708)</b>	<b>(56,951)</b>	<b>(210,757)</b>	<b>(626,819)</b>	359,110
Gain (loss) on disposal of asset		(1,236)	1,236		
Capital Expenditures					
Capital Funding					
<b>Net Income (Loss) incl Capital</b>	<b>(267,708)</b>	<b>(58,187)</b>	<b>(209,521)</b>	<b>(626,819)</b>	359,110

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

DRAFT - UNAUDITED

	4/30/2019 Actual YTD	4/30/2018 Prior Year PTD	Variance	4/30/2019 Budget YTD	Variance
<b>Revenue</b>					
Admissions				-	
Parking		910	(910)	-	
Commercial Space				-	
Carnival				-	
Concessions				-	
Exhibits				-	
Racing				-	
Attractions				-	
Sponsorships	30,000		30,000	-	30,000
VIP Tent				-	
Miscellaneous				-	
<b>Total Fair Revenue</b>	<b>30,000</b>	<b>910</b>	<b>29,090</b>		<b>30,000</b>
<b>Expense</b>					
Labor and Benefits	118,064	112,834	(5,230)	119,612	1,548
Advertising & Publicity	5,519	12,027	6,508	7,481	1,962
Attendance	1,801	2,998	1,197	2,500	699
Signage/Other/Drinking Water				-	
Premium	567		(567)	-	(567)
Hall of Flowers	36,350	48,574	12,225	44,000	7,650
Exhibits	8,364	2,800	(5,564)	2,500	(5,864)
Commerical/Concessions Exhibits	177	425	248	-	(177)
Racing	9,973	7,977	(1,996)	7,500	(2,473)
Attractions	1,788	8,271	6,483	7,000	5,212
Miscellaneous		676	676	-	
VIP Tent				-	
RV Park - Fair - Contract Services	9,186	8,963	(223)	10,000	815
<b>Total Expense</b>	<b>191,788</b>	<b>205,545</b>	<b>13,757</b>	<b>200,593</b>	<b>8,805</b>
<b>Fair Income/(Loss)</b>	<b>(161,788)</b>	<b>(204,635)</b>	<b>42,847</b>	<b>(200,593)</b>	<b>38,805</b>

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

DRAFT - UNAUDITED

	4/30/2019 Actual YTD	4/30/2018 Prior Year YTD	Variance	4/30/2019 Budget YTD	Variance	4/30/2019 Actual PTD
<b>Revenue</b>						
Long Term Rentals	21,472	28,513	(7,041)	34,951	(13,479)	21,472
Building Rental	180,000	183,397	(3,397)	165,988	14,012	180,000
Facility Rental	59,405	41,355	18,050	39,260	20,145	59,405
Equipment Rental	71,616	57,512	14,104	59,717	11,899	71,616
Trailer & RV	603,664	905,802	(302,139)	491,550	112,114	603,664
Interim Parking	79,358	66,776	12,582	74,000	5,358	79,358
Insurance/Costs Reimbursed	21,917	18,146	3,771	16,058	5,859	21,917
Security Reimbursed	28,612	23,364	5,248	22,349	6,263	28,612
Food & Other Concessions	33,396	18,441	14,955	19,157	14,239	33,396
Alcohol Concessions	20,809	18,053	2,756	25,888	(5,079)	20,809
Other Interim Revenue	42,500	40,536	1,964	40,000	2,500	42,500
<b>Total Revenue</b>	<b>1,162,747</b>	<b>1,401,894</b>	<b>(239,146)</b>	<b>988,918</b>	<b>173,829</b>	<b>1,162,747</b>
<b>Expense</b>						
Int Wages & Benefits	316,276	322,040	5,764	344,820	28,544	316,276
Int Pkg Wages & Benefits	28,394	14,226	(14,168)	16,065	(12,329)	28,394
<b>Total Wages &amp; Benefits</b>	<b>344,670</b>	<b>336,266</b>	<b>(8,404)</b>	<b>360,885</b>	<b>16,215</b>	<b>344,670</b>
Contract Services-Interim	3,887	4,070	183	5,000	1,113	3,887
Contract Services-RV Park	363	7,833	7,470	4,500	4,138	363
Straw Removal	-	-	-	-	-	-
Security	31,374	4,121	(27,254)	24,000	(7,374)	31,374
Supplies & Equipment	2,585	4,320	1,735	6,450	3,865	2,585
RV Park Utilities	35,860	36,382	521	59,000	23,140	35,860
RV Park Advertising	-	-	-	-	-	-
Miscellaneous RV Parking	-	-	-	-	-	-
RV Supplies & Equipment	5,943	5,397	(545)	3,560	(2,383)	5,943
Interim Advertising	150	180	30	1,000	850	150
Business Partner Incentive	-	-	-	-	-	-
Insurance/Costs Reimbursed	722	428	(295)	500	(222)	722
Security Costs Reimbursed	20,635	18,125	(2,510)	18,000	(2,635)	20,635
Equipment Rental	754	762	7	900	146	754
CalTrans Median Strip Rent	-	-	-	-	-	-
Special Repairs & Equipment	81	-	(81)	1,000	919	81
<b>Total Expense</b>	<b>447,024</b>	<b>417,882</b>	<b>(29,142)</b>	<b>484,795</b>	<b>37,771</b>	<b>447,024</b>
<b>Interim Income/(Loss)</b>	<b>715,723</b>	<b>984,012</b>	<b>(268,289)</b>	<b>504,123</b>	<b>211,600</b>	<b>715,723</b>
<b>Tayman Park</b>	<b>9,349</b>					

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

DRAFT - UNAUDITED

	4/30/2019 Actual YTD	4/30/2018 Prior Year YTD	Variance	4/30/2019 Budget YTD	Variance
<b>Revenue</b>					
Admissions	9,709	10,120	(411)	9,500	209
Turf Club	2,458	2,417	41	2,900	(442)
Commissions	92,540	89,083	3,457	87,000	5,540
Programs/Other	487	581	(94)	581	(94)
Race Forms, etc	21,343	21,295	48	19,401	1,942
Concessions	3,240	260	2,980	260	2,980
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees				1,000	(1,000)
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>129,777</b>	<b>123,755</b>	<b>6,021</b>	<b>120,642</b>	<b>9,135</b>
<b>Expense</b>					
Wages & Benefits	52,876	52,663	(213)	52,109	(767)
Contract Services	8,164	6,084	(2,080)	10,500	2,336
Supplies & Expense	14,043	19,465	5,422	8,560	(5,483)
Utilities	13,302	19,865	6,563	11,250	(2,052)
Cost of Periodicals	17,147	15,750	(1,398)	14,110	(3,037)
Garbage	748	1,694	946	1,600	852
Advertising & Marketing	1,050		(1,050)	-	(1,050)
<b>Total Jockey Club Expenses</b>	<b>107,331</b>	<b>115,521</b>	<b>8,190</b>	<b>98,129</b>	<b>(9,202)</b>
<b>Jockey Club Income/(Loss)</b>	<b>22,446</b>	<b>8,234</b>	<b>14,212</b>	<b>22,513</b>	<b>(68)</b>

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

**DRAFT - UNAUDITED**

	<b>4/30/2019 Actual YTD</b>	<b>4/30/2018 Prior Year YTD</b>	<b>Variance</b>	<b>4/30/2019 Budget YTD</b>	<b>Variance</b>
Cost Recovered Harvest Fair	0	0	0	-	0
Total Revenue	0	0	0	0	0
<b>Expense</b>					
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	31	0	(31)	-	(31)
Exhibits Wages and Benefits	0	0	0	-	0
Attendants Wages and Benefits	264	0	(264)	-	(264)
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	0	0	-	0
<b>Total Expenses</b>	295	0	(295)	0	(295)
<b>Harvest Fair Income(Loss)</b>	(295)	0	(295)	0	(295)

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

	4/30/2019 Actual YTD	4/30/2018 Prior Year YTD	Variance	4/30/2019 Budget YTD	Variance
<b>Expense</b>					
Wages & Benefits-Admin	244,347	249,991	5,645	252,182	7,835
Contract Services-Admin	16,496	18,822	2,325	17,000	504
County Indirect Services	28,664	21,664	(7,000)	28,648	(16)
Legal	17,185	640	(16,545)	12,300	(4,885)
Office Expense-Admin	23,111	26,179	3,068	22,795	(316)
Postage & Telephone	12,210	12,279	69	15,900	3,690
Director's Expense & Travel	2,318	5,400	3,082	5,250	2,932
Donations				-	
Insurance	21,668	22,332	664	21,664	(4)
Audit Fee	16,200		(16,200)	9,000	(7,200)
Bad Debt and Cash Short/Over	(30)	101	131	332	362
<b>Administration Expenses</b>	<b>382,170</b>	<b>357,409</b>	<b>(24,761)</b>	<b>385,071</b>	<b>2,901</b>
Wages & Benefits-Maint	376,552	321,055	(55,497)	394,977	18,425
Contract Services-Maint	11,171	18,802	7,631	12,000	829
Equipment Rental-Maint	2,673	584	(2,089)	1,500	(1,173)
Utilities	52,821	47,452	(5,370)	50,600	(2,221)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	14,182	15,723	1,540	16,700	2,518
Maintenance Supplies	37,073	85,506	48,434	81,749	44,676
Repairs & Maintenance	7,984	4,767	(3,218)	5,800	(2,184)
Equipment Repairs	3,584	24,519	20,935	13,000	9,416
<b>Maintenance Expenses</b>	<b>506,040</b>	<b>518,407</b>	<b>12,367</b>	<b>576,326</b>	<b>70,286</b>
<b>General &amp; Administrative Expenses</b>	<b>888,210</b>	<b>875,816</b>	<b>(12,394)</b>	<b>961,397</b>	<b>73,187</b>



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

DRAFT - UNAUDITED

	4/30/2019 Actual YTD	4/30/2018 Prior Year YTD	Variance	4/30/2019 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	44,874	34,767	(10,107)	40,593	(4,281)
Interim	143,393	150,354	6,961	157,897	14,504
Jockey Club	16,122	16,422	300	16,817	695
Golf Course				-	
Administration	134,506	142,167	7,661	144,774	10,268
Maintenance	168,825	143,818	(25,007)	180,476	11,651
<b>Total Permanent Salaries</b>	<b>507,720</b>	<b>487,527</b>	<b>(20,193)</b>	<b>540,557</b>	<b>32,837</b>
<b>Temporary Salaries</b>					
Fair	20,641	12,537	(8,105)	26,340	5,699
Interim	64,711	50,295	(14,416)	55,900	(8,811)
Jockey Club	17,144	17,061	(82)	15,000	(2,144)
Golf Course				-	
Administration	291	102	(189)	-	(291)
Maintenance	21,792	14,328	(7,464)	19,000	(2,792)
<b>Total Temporary Salaries</b>	<b>124,579</b>	<b>94,323</b>	<b>(30,256)</b>	<b>116,240</b>	<b>(8,339)</b>
<b>Health Benefits</b>					
Fair	30,362	47,826	17,464	29,138	(1,224)
Interim	29,778	27,058	(2,720)	32,900	3,122
Jockey Club	6,458	6,206	(252)	6,247	(211)
Golf Course				-	
Administration	18,343	17,094	(1,248)	20,219	1,876
Maintenance	43,089	33,646	(9,443)	46,718	3,629
<b>Total Health Benefits</b>	<b>128,030</b>	<b>131,830</b>	<b>3,800</b>	<b>135,222</b>	<b>7,192</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	5,960	4,278	(1,682)	6,679	719
Interim	22,745	21,424	(1,321)	26,477	3,732
Jockey Club	3,421	3,328	(93)	3,560	139
Golf Course				-	
Administration	13,591	13,746	155	12,597	(994)
Maintenance	48,628	42,289	(6,339)	50,823	2,195
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>94,347</b>	<b>85,066</b>	<b>(9,281)</b>	<b>100,136</b>	<b>5,789</b>
<b>Retirement, UI, Other</b>					
Fair	16,491	13,426	(3,064)	16,862	371
Interim	84,074	86,684	2,610	87,411	3,337
Jockey Club	9,659	9,630	(29)	10,305	646
Golf Course				-	
Administration	77,616	76,882	(734)	74,592	(3,024)
Maintenance	94,121	86,694	(7,427)	97,960	3,839
<b>Total Retirement &amp; Other Benefits</b>	<b>281,961</b>	<b>273,316</b>	<b>(8,645)</b>	<b>287,130</b>	<b>5,169</b>
<b>TOTAL</b>	<b>1,136,636</b>	<b>1,072,062</b>	<b>(64,574)</b>	<b>1,179,285</b>	<b>42,649</b>
<b>TOTAL BY DEPT</b>					
Fair	118,328	112,834	(5,494)	119,612	1,284
Interim	344,701	335,815	(8,887)	360,585	15,884
Jockey Club	52,804	52,647	(157)	51,929	(875)
Golf Course					
Administration	244,347	249,991	5,645	252,182	7,835
Maintenance	376,456	320,775	(55,681)	394,977	18,521
<b>TOTAL ALL DEPARTMENTS</b>	<b>1,136,636</b>	<b>1,072,062</b>	<b>(64,574)</b>	<b>1,179,285</b>	<b>42,649</b>

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

	Actual YTD	Prior Year YTD	Variance	Budget YTD	Variance
<b>Salaries</b>					
Fair					
Hall of Flowers		5,658	5,658	10,000	10,000
Publicity	13,360		(13,360)	11,540	(1,820)
Parking				-	
Admissions	312	255	(57)	500	188
Exhibits - Temp	1,958	1,755	(203)	2,000	42
Exhibits - Perm	44,874	34,767	(10,107)	40,593	(4,281)
Attractions	1,466	3,012	1,546	1,600	135
Concessions Auditor	480	591	111	700	220
Racing	2,802	1,266	(1,536)	-	(2,802)
<b>Total Salaries</b>	<b>65,251</b>	<b>47,304</b>	<b>(17,947)</b>	<b>66,933</b>	<b>1,682</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	4,639	3,600	(1,039)	9,138	4,499
Racing	25,723	44,226	18,503	20,000	(5,723)
<b>Total Health Benefits</b>	<b>30,362</b>	<b>47,826</b>	<b>17,464</b>	<b>29,138</b>	<b>(1,224)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers		666	666	950	950
Publicity	1,573		(1,573)	1,114	(459)
Parking				-	
Admissions	57	107	51	420	363
Exhibits	3,791	3,009	(783)	3,810	19
Attractions	173	355	182	385	212
Racing	367	141	(225)	-	(367)
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>5,960</b>	<b>4,278</b>	<b>(1,682)</b>	<b>6,679</b>	<b>719</b>
<b>TOTAL</b>	<b>101,574</b>	<b>99,408</b>	<b>(2,166)</b>	<b>102,750</b>	<b>1,176</b>
<b>Retirement, UI, Other</b>					
Fair					
Hall of Flowers		351	351	500	500
Publicity	396		(396)	694	298
Parking				-	
Admissions	121	239	119	387	266
Exhibits - Perm	15,781	12,758	(3,023)	15,281	(500)
Attractions				-	
Racing	193	79	(115)	-	(193)
<b>Total Retirement &amp; Other Benefits</b>	<b>16,491</b>	<b>13,426</b>	<b>(3,064)</b>	<b>16,862</b>	<b>371</b>



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

**April 30, 2019**

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

**April**

**Computer generated checks:**

**April**  
**Total Payables Dispersed: \$ 917,318.98**

**Payroll**

<b>County Payroll-PD's 4/3/19 &amp; 4/17/19</b>	<b>\$ 281,664.88</b>
<b>Temp Payroll - PD's 4/12/19 &amp; 4/26/19</b>	<b>\$ <u>69,056.96</u></b>
	<b>\$ 350,721.84</b>

**Total disbursements:**

**\$ 1,268,040.82**

**County Counsel Cost for April 2019:**

**\$ 3,008.00**

<b>April 2019 - Accounts Receivable Over 60 Days</b>				
<b>Customer Name</b>	<b>61-90 Days</b>	<b>91-120 Days</b>	<b>Over 120 Days</b>	<b>Comments</b>
Ales for Austims (ratebeerbest.com)			\$ 6,940.50	County Counsel issued second demand letter. This is the remaining balance, Ales paid \$22,957
Berry's On The Go			\$ 842.38	Per Debbie she has been in contact with John Berry via text and he stated he knows he owes, and has started making payments. \$200 paid 5/2/19
Emerald Cup	\$ 5,632.39			Kaitlyn in process of getting this paid.
Local Sesh			\$ 14,177.15	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. \$9434, paid towards balance in April
<b>Total Owing as of April 2019:</b>	<b>\$ 5,632.39</b>	<b>\$ -</b>	<b>\$ 21,960.03</b>	

**V-82498 U.S. U.S. Bank Corporate Payment Systems March 2019**

# 82498 (Closed), Invoice: 4246044555679855319, U.S. Bank Corporate Payment Systems (00006275), 04/05/19,  
7,355.54 + \$93.18 HF = \$7448.72

GL Account	GL Account Description	Reference	Amount	
620503010	Tickets & Credentials	CSandersComcastAdmin	148.31	
700501080	Grounds Supplies	CSandersDoorking	145.26	
730107070	Equipment Repair- Jockey Club	CSandersTheWebstaurant JC Compact Booster Water Heater	1,766.05	
620209080	Telephone	CSandersVZRV	57.00	
560759080	Computer Support	CSandersVZWireless	167.30	<b>2,283.92</b>
68060-75 HF	Director's Expense - Operations	HBorck DirectorDinner	43.36	
68060-75 HF	Director's Expense - Operations	HBorck DirectorDinner	49.82	
620305010	Supplies- Exhibits	HBorckAdobeCreativeCloud	33.99	
600805810	Junior Livestock Auction	HBorckAmazon Universal Total Tagger	113.16	
620305010	Supplies- Exhibits	HBorckAmazon AG Days prepping cotton	6.03	
620305010	Supplies- Exhibits	HBorckAmazon Hole Punch Duct Tape, Staple Gun, Staples	102.93	
620305010	Supplies- Exhibits	HBorckAmazon Scissors	29.31	
620305010	Supplies- Exhibits	HBorckAmazon Duct Tape	19.26	
620305010	Supplies- Exhibits	HBorckAmazon Highlighters	6.39	
600805810	Junior Livestock Auction	HBorckAndysDonuts Steer Weigh In	21.98	
600805810	Junior Livestock Auction	HBorckSafeway Steer Weigh In Food	36.81	
620305010	Supplies- Exhibits	HBorckTarget Plates	7.75	<b>470.79</b>
62031306095	Vets - Office Supplies	KFindleyThornCraigslist VETS building recruitment	75.00	
62030306095	Vets - Supplies	KFindleyThornEmbassyFlag Flags for the VETS building	138.88	
62030306095	Vets - Supplies	KFindleyThornFlagstore Flags for the VETS Building	175.80	
620302010	Supplies- Publicity	KFindleyThornSoMarinFair - Deposit Commercial Exhibitor	100.00	<b>489.68</b>
620309080	Office Supplies- Administration	LFox1800Flowers.com The Marino Family	93.40	
620309080	Office Supplies- Administration	LFoxAmazon Cleaning Duster	18.99	
620309080	Office Supplies- Administration	LFoxAmazon Report covers	28.81	
620309080	Office Supplies- Administration	LFoxAmazon Binder clips	10.57	
620309080	Office Supplies- Administration	LFoxAmazon Facial Tissue	33.09	
620317070	Supplies-Satellite	LFoxAmazon JC AAA Batteries	10.44	
620317070	Supplies-Satellite	LFoxAmazon Rubber Bands	10.85	
620317070	Supplies-Satellite	LFoxAmazon JC Tape Dispenser	16.99	

**V-82498 U.S. U.S. Bank Corporate Payment Systems March 2019**

# 82498 (Closed), Invoice: 4246044555679855319, U.S. Bank Corporate Payment Systems (00006275), 04/05/19,  
7,355.54 + \$93.18 HF = \$7448.72

GL Account	GL Account Description	Reference	Amount	
620323010	Office Supplies Fair Attendance	LFoxAmazon 20 grey steel stools for Admissions	724.00	
620323060	Supplies - RV Park	LFoxAmazon RV Park No Parking Tow Away Signs	24.60	
620323060	Supplies - RV Park	LFoxAmazon RV Park Printer Ink	26.04	
620323060	Supplies - RV Park	LFoxAmazon RV Park Warning Permit Parking Only	106.63	
650702010	Directors Room	LFoxMarshalls Returned décor for Directors patio	-77.06	
650702010	Directors Room	LFoxMichaels Returned Ash Mtl Md Milk J	-12.51	
650702010	Directors Room	LFoxMichaels Directors Patio Décor	25.85	
650702010	Directors Room	LFoxMichaels MilkJubs, hanging pails dry foam	22.35	
620309080	Office Supplies- Administration	LFoxOfficeDepot JRNL Flx Sml, USB	39.07	
650702010	Directors Room	LFoxRoss Directors patio arrangement	16.28	
620323060	Supplies - RV Park	LFoxSmartsign RV Park No Parking signs	46.94	
620323060	Supplies - RV Park	LFoxStaples Green covers	18.06	
650702010	Directors Room	LFoxTuesdayMorning	21.24	<b>1,204.63</b>
620342010	Supplies-Publicity	MMargettsAdobeCreativeCloud	52.99	
620309080	Office Supplies- Administration	MMargettsAmazon Credit card paper	18.99	
680959080	Licenses & Permits	MMargettsCASecofState Statement of Corp	20.00	
560007070	Contract Services- Satellite	MMargettsComcastJC	117.21	
650302010	Multi-Media Advertising	MMargettsConstantContact	415.00	
228360000	Due To/Due From Foundation	MMargettsFoundtaionNonProfitEa	20.00	
620305010	Supplies- Exhibits	MMargettsShopkeep	89.00	
620305010	Supplies- Exhibits	MMargettsShopkeep	29.99	
650852010	Website	MMargettsSonic.net	19.95	
650852010	Website	MMargettsSonic.net	38.95	<b>822.08</b>
700301080	Electrical Supplies	RCrouchBatteriesPlus	51.98	
620306010	Supplies- Racing	RCrouchSFCable Cable for Betting Machines in Saralee's	89.71	<b>141.69</b>
700351080	Carpentry/Plumbing Supplies	RFitchGreatlakes Drill Switch	27.81	

**V-82498 U.S. U.S. Bank Corporate Payment Systems March 2019**

# 82498 (Closed), Invoice: 4246044555679855319, U.S. Bank Corporate Payment Systems (00006275), 04/05/19,  
7,355.54 + \$93.18 HF = \$7448.72

GL Account	GL Account Description	Reference	Amount	
620323060	Supplies - RV Park	RFitchQualifiedHardware RV Park Laundry Room Door lock	520.20	<b>548.01</b>
700501080	Grounds Supplies	RGarciaHarborFreight scissors, pickup and reach tool, leather gloves	56.40	
700501080	Grounds Supplies	RGarciaTractorSupply Rectangle Tank	367.61	<b>424.01</b>
620323060	Supplies - RV Park	RGoodmanCostco RV Park 2 Ring DoorBells with Cameras	325.85	
700501080	Grounds Supplies	RGoodmanHarborFreight Putty knife, scraper paint	24.93	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot Weekly Planner	23.78	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot	-99.12	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot	99.12	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot Supplies for prefair hiring	77.49	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot Fldrs Labels Clips Clipboard	56.84	
620323060	Supplies - RV Park	RGoodmanOfficeDepot Office Equip Ex HD and battery backup	334.52	
620323060	Supplies - RV Park	RGoodmanTarget RV Park 6 Curtains&RingsFor Showers	97.73	
700501080	Grounds Supplies	RGoodmanUSFlagStore Flags for Admin Office	87.30	
620301080	Office Supplies-Maintenance	RGoodmanWalmart Calculator, bands, Paper, paperclips, labels, key id caps	35.47	<b>1,063.91</b>
			<b>Total:</b>	<b>7448.72</b>

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

---

	As of	4/30/2019 Actual YTD
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash in Bank		18,224
Cash in Treasury		0
Accounts Receivable		12,995
Other Assets		21,972
<b>TOTAL CURRENT ASSETS</b>		<b>53,191</b>
<b>TOTAL ASSETS</b>		<b>53,191</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		0
Accrued Expenses		19,229
Sales & Use Tax Payable		1
Deposits & Refunds Payable		300
<b>TOTAL CURRENT LIABILITIES</b>		<b>19,530</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		27,326
Profit(Loss) for the Year		6,334
<b>TOTAL EQUITY</b>		<b>33,661</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>53,191</b>



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

---

For the Period	4/30/2019 Actual YTD	4/30/2019 Budget YTD	Variance	Annual Budget
<b>Revenues</b>				
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
<b>Total Revenues</b>	<b>10,000</b>		<b>10,000</b>	<b>314,700</b>
<b>Expenses</b>				
Administration	1,129		(1,129)	73,755
Operations - Parking - Admissions				15,950
Awards Night	1,500		(1,500)	65,459
Wine Competition	530		(530)	51,150
Culinary Competition				4,600
Attractions				8,875
Misc. Programs				
Publicity/Marketing	482		(482)	55,000
Retail Sales				
Tasting				36,950
Vendors				
Prior Period Expense	25		(25)	
<b>Total Expenses</b>	<b>3,666</b>		<b>(3,666)</b>	<b>311,739</b>
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	<b>6,334</b>		<b>6,334</b>	<b>2,961</b>
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	<b>6,334</b>		<b>6,334</b>	<b>2,961</b>

**V-82498 U.S. U.S. Bank Corporate Payment Systems March 2019**

# 82498 (Closed), Invoice: 4246044555679855319, U.S. Bank Corporate Payment Systems (00006275), 04/05/19,  
7,355.54 + \$93.18 HF = \$7448.72

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560759080	Computer Support	CSandersVZWireless	167.30	<b>2,283.92</b>
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620306010	Supplies- Racing	RCrouchSFCable Cable for Betting Machines in Saralee's	89.71	<b>141.69</b>
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620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot Weekly Planner	23.78	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot	-99.12	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot	99.12	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot Supplies for prefair hiring	77.49	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot Fldrs Labels Clips Clipboard	56.84	
620323060	Supplies - RV Park	RGoodmanOfficeDepot Office Equip Ex HD and battery backup	334.52	
620323060	Supplies - RV Park	RGoodmanTarget RV Park 6 Curtains&RingsFor Showers	97.73	
700501080	Grounds Supplies	RGoodmanUSFlagStore Flags for Admin Office	87.30	
620301080	Office Supplies-Maintenance	RGoodmanWalmart Calculator, bands, Paper, paperclips, labels, key id caps	35.47	<b>1,063.91</b>
			<b>Total:</b>	<b>7448.72</b>

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

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<b><u>ASSETS</u></b>		
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Cash in Treasury		0
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Other Assets		21,972
<b>TOTAL CURRENT ASSETS</b>		<b>53,191</b>
<b>TOTAL ASSETS</b>		<b>53,191</b>
 <b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		0
Accrued Expenses		19,229
Sales & Use Tax Payable		1
Deposits & Refunds Payable		300
<b>TOTAL CURRENT LIABILITIES</b>		<b>19,530</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		27,326
Profit(Loss) for the Year		6,334
<b>TOTAL EQUITY</b>		<b>33,661</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>53,191</b>

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

---

For the Period	4/30/2019 Actual YTD	4/30/2019 Budget YTD	Variance	Annual Budget
<b>Revenues</b>				
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
<b>Total Revenues</b>	<b>10,000</b>		<b>10,000</b>	<b>314,700</b>
<b>Expenses</b>				
Administration	1,129		(1,129)	73,755
Operations - Parking - Admissions				15,950
Awards Night	1,500		(1,500)	65,459
Wine Competition	530		(530)	51,150
Culinary Competition				4,600
Attractions				8,875
Misc. Programs				
Publicity/Marketing	482		(482)	55,000
Retail Sales				
Tasting				36,950
Vendors				
Prior Period Expense	25		(25)	
<b>Total Expenses</b>	<b>3,666</b>		<b>(3,666)</b>	<b>311,739</b>
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	<b>6,334</b>		<b>6,334</b>	<b>2,961</b>
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	<b>6,334</b>		<b>6,334</b>	<b>2,961</b>