

# 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

**November 20, 2018, 4:30 – 5:30**  
Sonoma County Fairgrounds Board Room

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

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 October, 2018 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through October 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 2018 Harvest Fair financial statements – **(Attachment #3)** – Michael Margetts
9. Discussion and possible action regarding 2019 Budget **(Attachment #4)**. – Becky Bartling, Michael Margetts
10. Request for future agenda items **(non-discussion items)**
11. Adjournment

For additional information please call Lorna Fox at (707) 545-4200 x 201.

*DISABLED ACCOMODATION: If you are a person with a disability and require information or materials in an appropriate alternative format; or if you require any other accommodation, please contact 707-545-4200. Advance notification within this guideline will enable the County to make reasonable arrangements to ensure accessibility.*

## Sonoma County Fair &amp; Exposition, Inc

## Balance Sheet

DRAFT - UNAUDITED

DRAFT

	10/31/2018 Calendar YTD	10/31/2017 Calendar YTD
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash in Bank and Treasury	3,490,574	2,267,372
Accounts Receivable, Net	243,160	694,010
Racing Settlement Receivable	233,559	(143,971)
Prepaid Expenses		
Inventory of Supplies	1,800	1,800
Other Current Assets	200,200	58,149
<b>Total Current Assets</b>	<b>4,169,292</b>	<b>2,877,359</b>
<b>Property &amp; Equipment, Net</b>		
Construction in Progress	9,485,599	9,360,304
	121,845	138,310
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,607,444</b>	<b>9,498,614</b>
<b>Other Assets</b>		
Restricted Cash	120,916	159,599
Due From/Due (To) County for Vet's	(9,312)	31,834
GASB 68 Deferred Outflow of Resources	961,078	1,215,183
<b>Total Other Assets</b>	<b>1,072,682</b>	<b>1,406,616</b>
<b>TOTAL ASSETS</b>	<b>14,849,418</b>	<b>13,782,589</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	10,433	200,768
Scholarships Payable	3,500	2,000
Accrued Expenses	568,867	527,596
Racing Payable	82,218	120,918
Purses Paid - (Over)/Under	(149,224)	(454,144)
Other Short Term Liabilities	22,653	4,731
Short Term Notes		
Current Portion of Long-Term Debt		
Deferred Income	323,362	252,453
<b>Total Current Liabilities</b>	<b>861,809</b>	<b>654,322</b>
<b>Long Term Liabilities</b>		
Long Term Note		
GASB 68 Deferred Inflow of Resources	139,498	267,030
GASB 68 Net Pension Liability	2,029,925	2,157,912
<b>Total Long Term Liabilities</b>	<b>2,169,423</b>	<b>2,424,942</b>
<b>NET ASSETS</b>		
Investment in Capital Assets	8,784,099	9,350,208
Restricted for Scholarships	19,908	12,162
Restricted for Junior Livestock Auction	61,764	64,002
Restricted for Long Term Note		
Retained Earnings - Unrestricted	992,935	371,115
<b>GASB 68 Prior Period Adjustment</b>		
Profit/(Loss) Current Year	1,959,482	905,839
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>14,849,418</b>	<b>13,782,589</b>

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

	10/31/2018 Actual YTD	10/31/2017 Prior Year YTD	Variance	10/31/2018 Budget YTD	Variance
<b>Operating Revenue</b>					
Fair	6,165,490	6,392,505	(227,015)	6,211,415	(45,925)
Interim - Includes Golf Course	3,934,320	2,484,005	1,450,315	2,809,170	1,125,150
Jockey Club	332,052	325,717	6,335	320,349	11,703
<b>Total Operating Revenue</b>	<b>10,431,862</b>	<b>9,202,227</b>	<b>1,229,635</b>	<b>9,340,934</b>	1,090,928
<b>Operating Expense</b>					
Fair	3,336,259	3,686,032	349,774	3,455,176	118,917
Interim	1,516,398	1,302,119	(214,279)	1,453,537	(62,861)
Jockey Club	329,240	279,612	(49,628)	279,935	(49,305)
General & Administrative	3,331,974	3,280,665	(51,309)	3,250,851	(81,123)
Allocated Costs - Harvest Fair	(53,000)	(53,000)		(43,000)	10,000
<b>Total Operating Expenses</b>	<b>8,460,871</b>	<b>8,495,429</b>	<b>34,558</b>	<b>8,396,499</b>	(64,372)
<b>Operating Income/(Loss)</b>	<b>1,970,992</b>	<b>706,798</b>	<b>1,264,194</b>	<b>944,435</b>	<b>1,026,557</b>
Other Revenue	38,575	135,675	(97,100)	15,125	23,450
Harvest Fair - Revenue	100,858	138,540	(37,682)	132,000	(31,142)
Harvest Fair - Expense	(100,858)	(110,663)	9,805	(105,900)	5,042
Interest Expense		(12,500)	12,500	(12,000)	12,000
JLA, net	23,766	1,236	22,530		23,766
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	(73,616)	46,752	(120,368)		(73,616)
<b>Net Income/(Loss)before depreciation and capital</b>	<b>1,959,718</b>	<b>905,839</b>	<b>1,053,879</b>	<b>973,660</b>	<b>986,058</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>1,959,718</b>	<b>905,839</b>	<b>1,053,879</b>	<b>973,660</b>	986,058
Gain (loss) on disposal of asset	(236)		(236)		(236)
Capital Expenditures					
Capital Funding					
<b>Net Income (Loss) incl Capital</b>	<b>1,959,482</b>	<b>905,839</b>	<b>1,053,643</b>	<b>973,660</b>	985,822

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

DRAFT - UNAUDITED

	10/31/2018 Actual YTD	10/31/2017 Prior Year PTD	Variance	10/31/2018 Budget YTD	Variance
<b>Revenue</b>					
Admissions	1,612,261	1,499,502	112,759	1,719,832	(107,571)
Parking	459,304	427,886	31,418	509,498	(50,194)
Commercial Space	403,719	398,177	5,542	410,000	(6,281)
Carnival	738,446	722,179	16,266	714,304	24,142
Concessions	1,163,306	1,114,556	48,750	1,108,091	55,215
Exhibits	88,394	88,415	(20)	86,400	1,994
Racing	1,009,599	1,383,370	(373,772)	992,138	17,461
Attractions	189,549	186,820	2,730	175,540	14,009
Sponsorships	404,260	464,140	(59,880)	400,500	3,760
VIP Tent	29,100	30,252	(1,152)	30,252	(1,152)
Miscellaneous	67,552	77,207	(9,655)	64,860	2,692
<b>Total Fair Revenue</b>	<b>6,165,490</b>	<b>6,392,505</b>	<b>(227,015)</b>	<b>6,211,415</b>	<b>(45,925)</b>
<b>Expense</b>					
Labor and Benefits	1,097,769	1,244,579	146,810	1,129,695	31,926
Advertising & Publicity	293,314	267,195	(26,120)	305,300	11,986
Attendance	330,251	310,816	(19,435)	301,500	(28,751)
Signage/Other/Drinking Water				-	
Premium	263,177	297,149	33,972	279,350	16,173
Hall of Flowers	133,317	144,747	11,431	142,500	9,183
Exhibits	127,626	138,829	11,203	142,500	14,874
Commerical/Concessions Exhibits	8,784	19,912	11,127	20,000	11,216
Racing	416,645	487,913	71,268	453,000	36,355
Attractions	603,365	695,160	91,795	590,731	(12,634)
Miscellaneous	2,476	8,245	5,769	38,600	36,124
VIP Tent	27,488	41,728	14,240	17,000	(10,488)
RV Park - Fair - Contract Services	32,047	29,760	(2,287)	35,000	2,953
<b>Total Expense</b>	<b>3,336,259</b>	<b>3,686,032</b>	<b>349,774</b>	<b>3,455,176</b>	<b>118,917</b>
<b>Fair Income/(Loss)</b>	<b>2,829,232</b>	<b>2,706,472</b>	<b>122,759</b>	<b>2,756,239</b>	<b>72,993</b>

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

DRAFT - UNAUDITED

	10/31/2018 Actual YTD	10/31/2017 Prior Year YTD	Variance	10/31/2018 Budget YTD	Variance
<b>Revenue</b>					
Long Term Rentals	70,539	83,443	(12,903)	88,100	(17,561)
Building Rental	403,801	588,067	(184,266)	395,750	8,051
Facility Rental	217,025	205,582	11,443	199,450	17,575
Equipment Rental	151,567	132,654	18,913	137,000	14,567
Trailer & RV	1,986,883	484,237	1,502,646	1,035,000	951,883
Interim Parking	289,872	280,943	8,929	301,000	(11,128)
Insurance/Costs Reimbursed	75,306	62,146	13,160	53,670	21,636
Security Reimbursed	194,179	163,645	30,534	140,000	54,179
Food & Other Concessions	172,810	104,653	68,157	167,200	5,610
Alcohol Concessions	271,457	283,526	(12,069)	229,000	42,457
Other Interim Revenue	100,882	95,110	5,772	63,000	37,882
<b>Total Revenue</b>	<b>3,934,320</b>	<b>2,484,005</b>	<b>1,450,315</b>	<b>2,809,170</b>	<b>1,125,150</b>
<b>Expense</b>					
Int Wages & Benefits	1,062,421	973,786	(88,635)	1,056,919	(5,502)
Int Pkg Wages & Benefits	52,371	55,856	3,485	69,734	17,363
<b>Total Wages &amp; Benefits</b>	<b>1,114,792</b>	<b>1,029,641</b>	<b>(85,150)</b>	<b>1,126,653</b>	<b>11,861</b>
Contract Services-Interim	10,580	4,675	(5,905)	11,000	420
Contract Services-RV Park	10,366	7,185	(3,181)	10,575	209
Straw Removal		193	193	-	
Security	32,534	5,318	(27,216)	3,000	(29,534)
Supplies & Equipment	14,713	10,221	(4,492)	13,200	(1,513)
RV Park Utilities	137,629	72,727	(64,902)	110,099	(27,530)
RV Park Advertising		291	291	640	640
Miscellaneous RV Parking				4,000	4,000
RV Supplies & Equipment	8,859	5,168	(3,690)	9,670	811
Interim Advertising	875	3,086	2,211	6,400	5,525
Business Partner Incentive				-	
Insurance/Costs Reimbursed	3,370	5,434	2,064	11,500	8,130
Security Costs Reimbursed	168,852	146,595	(22,257)	127,000	(41,852)
Equipment Rental	3,329	2,264	(1,065)	2,400	(929)
CalTrans Median Strip Rent	10,500	9,320	(1,180)	15,000	4,500
Special Repairs & Equipment				2,400	2,400
<b>Total Expense</b>	<b>1,516,398</b>	<b>1,302,119</b>	<b>(214,279)</b>	<b>1,453,537</b>	<b>(62,861)</b>
<b>Interim Income/(Loss)</b>	<b>2,417,922</b>	<b>1,181,886</b>	<b>1,236,036</b>	<b>1,355,633</b>	<b>1,062,289</b>
<b>Tayman Invoice (Golf Course)</b>	<b>20,268</b>	Does not include buy-outs			

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

DRAFT - UNAUDITED

	10/31/2018 Actual YTD	10/31/2017 Prior Year YTD	Variance	10/31/2018 Budget YTD	Variance
<b>Revenue</b>					
Admissions	28,711	28,482	229	29,140	(429)
Turf Club	5,775	5,796	(21)	6,106	(331)
Commissions	224,721	221,199	3,521	214,788	9,933
Programs/Other	2,668	2,820	(152)	2,514	154
Race Forms, etc	59,752	58,800	952	58,472	1,280
Concessions	5,156	6,318	(1,162)	7,829	(2,673)
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees	5,270	2,301	2,969	1,500	3,770
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>332,052</b>	<b>325,717</b>	<b>6,335</b>	<b>320,349</b>	<b>11,703</b>
<b>Expense</b>					
Wages & Benefits	153,887	162,607	8,720	160,644	6,757
Contract Services	25,072	24,073	(1,000)	21,041	(4,031)
Supplies & Expense	39,540	12,418	(27,122)	16,783	(22,757)
Utilities	58,339	28,548	(29,790)	26,113	(32,226)
Cost of Periodicals	46,600	46,537	(63)	47,954	1,354
Garbage	4,302	4,626	325	4,200	(102)
Advertising & Marketing	1,500	802	(698)	3,200	1,700
<b>Total Jockey Club Expenses</b>	<b>329,240</b>	<b>279,612</b>	<b>(49,628)</b>	<b>279,935</b>	<b>(49,305)</b>
<b>Jockey Club Income/(Loss)</b>	<b>2,812</b>	<b>46,105</b>	<b>(43,293)</b>	<b>40,414</b>	<b>(37,602)</b>

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

	10/31/2018 Actual YTD	10/31/2017 Prior Year YTD	Variance	10/31/2018 Budget YTD	Variance
Cost Recovered Harvest Fair	100,858	138,540	(37,682)	132,000	(31,142)
<b>Total Revenue</b>	<b>100,858</b>	<b>138,540</b>	<b>(37,682)</b>	<b>132,000</b>	<b>(31,142)</b>
<b>Expense</b>					
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	19,196	19,682	485	14,000	(5,196)
Exhibits Wages and Benefits	4,778	6,619	1,842	32,000	27,222
Attendants Wages and Benefits	42,995	47,239	4,244	7,000	(35,995)
Attractions Wages and Benefits	0	0	0	2,000	2,000
Miscellaneous	10,000	10,000	0	1,000	(9,000)
<b>Total Expenses</b>	<b>100,858</b>	<b>110,663</b>	<b>9,805</b>	<b>105,900</b>	<b>5,042</b>
<b>Harvest Fair Income(Loss)</b>	<b>0</b>	<b>27,877</b>	<b>(27,877)</b>	<b>26,100</b>	<b>(26,100)</b>

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

DRAFT - UNAUDITED

	10/31/2018 Actual YTD	10/31/2017 Prior Year YTD	Variance	10/31/2018 Budget YTD	Variance
<b>Expense</b>					
Wages & Benefits-Admin	818,590	791,718	(26,872)	824,211	5,621
Contract Services-Admin	51,804	126,138	74,335	63,720	11,916
County Indirect Services	58,607	80,075	21,468	54,000	(4,607)
Legal	40,542	12,218	(28,324)	12,267	(28,275)
Office Expense-Admin	121,212	118,064	(3,149)	102,237	(18,975)
Postage & Telephone	50,943	36,554	(14,389)	40,017	(10,926)
Director's Expense & Travel	20,763	19,278	(1,485)	17,077	(3,686)
Donations		946	946	-	
Insurance	57,804	50,000	(7,804)	55,830	(1,974)
Audit Fee	35,380	48,450	13,070	34,918	(462)
Bad Debt and Cash Short/Over	1,870	3,420	1,550	830	(1,040)
<b>Administration Expenses</b>	<b>1,257,515</b>	<b>1,286,861</b>	<b>29,347</b>	<b>1,205,107</b>	<b>(52,408)</b>
Wages & Benefits-Maint	1,306,829	1,216,315	(90,514)	1,284,240	(22,589)
Contract Services-Maint	91,980	86,837	(5,142)	76,759	(15,221)
Equipment Rental-Maint	34,121	30,253	(3,868)	35,000	879
Utilities	227,746	254,848	27,102	225,594	(2,152)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	57,190	65,627	8,437	58,835	1,645
Maintenance Supplies	237,294	258,798	21,505	295,656	58,362
Repairs & Maintenance	69,182	46,817	(22,365)	29,200	(39,982)
Equipment Repairs	50,117	34,307	(15,810)	40,460	(9,657)
<b>Maintenance Expenses</b>	<b>2,074,459</b>	<b>1,993,804</b>	<b>(80,655)</b>	<b>2,045,744</b>	<b>(28,715)</b>
<b>General &amp; Administrative Expenses</b>	<b>3,331,974</b>	<b>3,280,665</b>	<b>(51,309)</b>	<b>3,250,851</b>	<b>(81,123)</b>



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

DRAFT - UNAUDITED

	10/31/2018 Actual YTD	10/31/2017 Prior Year YTD	Variance	10/31/2018 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	138,487	70,757	(67,729)	126,610	(11,877)
Interim	527,095	470,494	(56,600)	515,277	(11,818)
Jockey Club	51,967	45,558	(6,409)	48,824	(3,143)
Golf Course				-	
Administration	483,231	447,689	(35,543)	476,580	(6,651)
Maintenance	566,980	539,479	(27,501)	587,525	20,545
<b>Total Permanent Salaries</b>	<b>1,767,760</b>	<b>1,573,977</b>	<b>(193,783)</b>	<b>1,754,816</b>	<b>(12,944)</b>
<b>Temporary Salaries</b>					
Fair	736,920	938,046	201,126	790,547	53,627
Interim	182,053	171,300	(10,754)	202,600	20,547
Jockey Club	46,416	61,353	14,937	51,854	5,438
Golf Course				-	
Administration	13,446	15,066	1,620	16,410	2,964
Maintenance	191,288	197,858	6,569	217,656	26,368
<b>Total Temporary Salaries</b>	<b>1,170,123</b>	<b>1,383,622</b>	<b>213,499</b>	<b>1,279,067</b>	<b>108,944</b>
<b>Health Benefits</b>					
Fair	71,877	72,116	239	55,656	(16,221)
Interim	74,510	61,771	(12,739)	72,294	(2,216)
Jockey Club	17,503	16,285	(1,219)	17,365	(138)
Golf Course				-	
Administration	47,253	46,148	(1,105)	54,614	7,361
Maintenance	104,201	97,324	(6,877)	108,015	3,814
<b>Total Health Benefits</b>	<b>315,344</b>	<b>293,643</b>	<b>(21,701)</b>	<b>307,944</b>	<b>(7,400)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	93,878	113,925	20,047	99,571	5,693
Interim	80,358	87,574	7,216	88,113	7,755
Jockey Club	9,652	12,367	2,715	12,190	2,538
Golf Course				-	
Administration	45,354	53,755	8,401	56,750	11,396
Maintenance	172,970	122,390	(50,580)	101,482	(71,488)
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>402,212</b>	<b>390,011</b>	<b>(12,201)</b>	<b>358,106</b>	<b>(44,106)</b>
<b>Retirement, UI, Other</b>					
Fair	102,684	101,993	(691)	98,311	(4,373)
Interim	271,082	257,567	(13,515)	260,719	(10,363)
Jockey Club	28,332	25,860	(2,473)	29,349	1,017
Golf Course				-	
Administration	234,209	234,061	(147)	224,557	(9,652)
Maintenance	288,032	276,941	(11,091)	301,262	13,230
<b>Total Retirement &amp; Other Benefits</b>	<b>924,339</b>	<b>896,423</b>	<b>(27,916)</b>	<b>914,198</b>	<b>(10,141)</b>
<b>TOTAL</b>	<b>4,579,777</b>	<b>4,537,676</b>	<b>(42,102)</b>	<b>4,614,131</b>	<b>34,354</b>
<b>TOTAL BY DEPT</b>					
Fair	1,143,845	1,296,837	152,993	1,170,695	26,850
Interim	1,135,098	1,048,706	(86,391)	1,139,003	3,905
Jockey Club	153,871	161,422	7,551	159,582	5,711
Golf Course					
Administration	823,492	796,718	(26,774)	828,911	5,419
Maintenance	1,323,472	1,233,992	(89,480)	1,315,940	(7,532)
<b>TOTAL ALL DEPARTMENTS</b>	<b>4,579,777</b>	<b>4,537,676</b>	<b>(42,102)</b>	<b>4,614,131</b>	<b>34,354</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	49,438	65,136	15,699	45,000	(4,438)
Publicity	23,457	39,914	16,457	23,553	96
Parking	61,073	64,048	2,975	70,048	8,975
Admissions	55,888	64,401	8,513	67,446	11,558
Exhibits - Temp	151,901	193,484	41,583	175,000	23,099
Exhibits - Perm	134,487	66,757	(67,729)	122,610	(11,877)
Attractions	32,053	34,392	2,339	35,000	2,947
Concessions Auditor	8,197	8,063	(134)	8,500	303
Racing	313,616	421,627	108,011	329,000	15,384
<b>Total Salaries</b>	<b>830,109</b>	<b>957,822</b>	<b>127,713</b>	<b>876,157</b>	<b>46,048</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	11,842	7,905	(3,936)	12,656	814
Racing	60,035	64,211	4,176	43,000	(17,035)
<b>Total Health Benefits</b>	<b>71,877</b>	<b>72,116</b>	<b>239</b>	<b>55,656</b>	<b>(16,221)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers	5,821	7,670	1,849	5,536	(285)
Publicity	2,762	4,700	1,938	2,862	100
Parking	7,191	7,542	350	8,616	1,425
Admissions	7,999	8,533	534	9,341	1,342
Exhibits	28,670	30,587	1,917	28,442	(228)
Attractions	3,787	4,067	280	4,306	519
Racing	36,870	49,647	12,777	40,468	3,598
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>93,100</b>	<b>112,744</b>	<b>19,644</b>	<b>99,571</b>	<b>6,471</b>
<b>TOTAL</b>	<b>995,085</b>	<b>1,142,682</b>	<b>147,597</b>	<b>1,031,384</b>	<b>36,299</b>
<b>Retirement, UI, Other</b>					
Fair					
Hall of Flowers	2,185	2,907	722	2,709	524
Publicity	872	889	17	1,418	546
Parking	3,446	3,404	(41)	4,217	771
Admissions	5,612	6,024	412	6,679	1,067
Exhibits - Perm	53,477	32,859	(20,618)	50,482	(2,995)
Attractions				-	
Racing	37,092	55,814	18,721	32,806	(4,286)
<b>Total Retirement &amp; Other Benefits</b>	<b>102,684</b>	<b>101,897</b>	<b>(787)</b>	<b>98,311</b>	<b>(4,373)</b>



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

**October 31, 2018**

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

**October**

**Computer generated checks:**

**October**  
**Total Payables Dispersed: \$ 169,146.17**

**Payroll**

**County Payroll-PD's 10/3/18,10/17/18,10/31/18** \$ 412,246.07  
**Temp Payroll - PD's 10/12/18,10/26/18** \$ 96,724.67  
**\$ 508,970.74**

**Total disbursements:**

**\$ 678,116.91**

**County Counsel Cost for October 2018:**

**\$ 3,038.35**

<b>October 2018 - 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	Michael to send to collections per B&G Finance Committee request
CARF CAL Fair Circuit	\$ 6,884.71	\$ 3,939.18		Fair ADW & LOC Fees will be paid, they take their time to get payment to us.
Napa County Fair			\$ 2,023.24	Powder River Panels, Fuel, Supplies, Reimb for Rental of 16' Dual Axle Tilt Trailer and Ryan/Victors Time. Debbie emailed Napa County Fair again regarding status of check
<b>Total Owing as of October 2018:</b>	<b>\$ 6,884.71</b>	<b>\$ 3,939.18</b>	<b>\$ 8,963.74</b>	

### US Bank Cal Card Payment October 2018

**V-81412 U.S. Bank Corporate Payment Systems \$14,838.09**

GL Account	GL Account Description	Reference	Amount	
620301080	Office Supplies-Maintenance	CSandersAmazon	\$ 26.93	
620301080	Office Supplies-Maintenance	CSandersAmazon	\$ 67.10	
700451080	Fuel Supplies	CSandersChevron	\$ 100.00	
700451080	Fuel Supplies	CSandersChevron	\$ 100.00	
620503010	Tickets & Credentials	CSandersComcastAdmin	\$ 137.50	
620506010	Other Expenses- Racing	CSandersCyberweld	\$ 1,879.00	
620209080	Telephone	CSandersVZRV	\$ 57.00	
560759080	Computer Support	CSandersVZWireless	\$ 196.44	<b>\$ 2,563.97</b>
680709080	Directors Expense	HBorckGrandSierra	\$ 77.97	
680709080	Directors Expense	HBorckIAFE	\$ 424.00	
600805810	Junior Livestock Auction	HBorckMomsApplePie	\$ 1,032.50	
620305010	Supplies- Exhibits	HBorckOfficeDepot	\$ 82.60	
620305010	Supplies- Exhibits	HBorckOfficeDepot	\$ 56.44	
620305010	Supplies- Exhibits	HBorckSafeway	\$ 110.20	
600805810	Junior Livestock Auction	HBorckShutterbug	\$ 86.86	
680709080	Directors Expense	HBorckSouthwest	\$ 447.96	
680709080	Directors Expense	HBorckSouthwest	\$ 447.96	
620305010	Supplies- Exhibits	HBorckTheUPSSStore	\$ 27.85	
680709080	Directors Expense	HBorckWesternFairs	\$ 330.00	<b>\$ 3,124.34</b>
620308010	Supplies- Attractions	JEngdahlCostco	\$ 21.70	
680909080	Travel and Training	JEngdahlGrandSierra	\$ 77.97	
620308010	Supplies- Attractions	JEngdahlHollingerMetalEdge	\$ 182.59	
620308010	Supplies- Attractions	JEngdahlHomeDepot	\$ 31.86	
680909080	Travel and Training	JEngdahlIAFE	\$ 424.00	
620308010	Supplies- Attractions	JEngdahlJet.com	\$ 155.97	
620308010	Supplies- Attractions	JEngdahlOrchardSupply	\$ 547.43	
620308010	Supplies- Attractions	JEngdahlOrchardSupply	\$ 387.76	
620308010	Supplies- Attractions	JEngdahlOverstock	\$ 150.51	
680909080	Travel and Training	JEngdahlWesternFairs	\$ 330.00	
620308010	Supplies- Attractions	JEngdahlZulily	\$ 306.06	<b>\$ 2,615.85</b>
620313060	Office Supplies Interim	KFindleyThorn7Eleven	\$ 6.19	
650652010	Sponsorship Expenses	KFindleyThornCotatiSugar	\$ 648.00	
680909080	Travel and Training	KFindleyThornGrandSierra	\$ 77.97	
620313060	Office Supplies Interim	KFindleyThornOfficeDepot	\$ 82.53	
650652010	Sponsorship Expenses	KFindleyThornOfficeDepot	\$ 44.94	
650652010	Sponsorship Expenses	KFindleyThornUPSSStore	\$ 32.20	
680909080	Travel and Training	KFindleyThornWesternFairs	\$ 440.00	<b>\$ 1,331.83</b>
620209080	Telephone	LFoxAmazon	\$ 42.85	
620309080	Office Supplies- Administration	LFoxAmazon	\$ 15.68	
620309080	Office Supplies- Administration	LFoxAmazon	\$ 159.59	
620309080	Office Supplies- Administration	LFoxAmazon	\$ 36.58	
680709080	Directors Expense	LFoxGrandSierra	\$ 77.97	
680709080	Directors Expense	LFoxGrandSierra	\$ 77.97	
680709080	Directors Expense	LFoxHalls	\$ 110.80	
680709080	Directors Expense	LFoxSafeway	\$ 31.88	
680109080	Dues & Subscriptions	LFoxSFChronicle	\$ 117.00	
680709080	Directors Expense	LFoxTarget	\$ 18.71	
680709080	Directors Expense	LFoxTarget	\$ 22.95	
680709080	Directors Expense	LFoxWesternFairsAss	\$ 845.00	<b>\$ 1,556.98</b>
620342010	Supplies-Publicity	MMargettsAdobeCreative	\$ 52.99	
560007070	Contract Services- Satellite	MMargettsComcastJC	\$ 131.58	

<b>US Bank Cal Card Payment October 2018</b>				
<b>V-81412 U.S. Bank Corporate Payment Systems \$14,838.09</b>				
<b>GL Account</b>	<b>GL Account Description</b>	<b>Reference</b>	<b>Amount</b>	
650302010	Multi-Media Advertising	MMargettsConstantContact	\$ 455.00	
228360000	Due To/Due From Foundation	MMargettsFoundationNonProfitEa	\$ 20.00	
620305010	Supplies- Exhibits	MMargettsShopkeep	\$ 89.00	
620305010	Supplies- Exhibits	MMargettsShopkeep	\$ 29.99	
620305010	Supplies- Exhibits	MMargettsSonic.net	\$ 890.35	
620305010	Supplies- Exhibits	MMargettsSonic.net	\$ 19.95	<b>\$ 1,688.86</b>
680909080	Travel and Training	RBartlingAlaskaAir	\$ 220.80	
680909080	Travel and Training	RBartlingAlaskaAir	\$ 125.00	
680909080	Travel and Training	RBartlingGrandSierra	\$ 77.97	
488101080	Costs Recovered- Other	RBartlingSWestReimbByIAFE	\$ 447.96	
680909080	Travel and Training	RBartlingWesternFairs	\$ 405.00	<b>\$ 1,276.73</b>
700451080	Fuel Supplies	RGarciaAactionRents	\$ 45.30	
620303060	Supplies-Interim	RGarciaAt&t	\$ 49.88	
620303060	Supplies-Interim	RGarciaFriedmans	\$ 95.63	
620303060	Supplies-Interim	RGarciaHarborFreight	\$ 69.98	<b>\$ 260.79</b>
730101080	Equipment Repair- Maintenance	SArcherMeridianUtility	\$ 418.74	<b>\$ 418.74</b>
			<b>Total</b>	<b>\$ 14,838.09</b>

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

	As of	10/31/2018 Actual YTD
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash in Bank		159,310
Cash in Treasury		0
Accounts Receivable		18,290
Other Assets		25,176
<b>TOTAL CURRENT ASSETS</b>		<b>202,777</b>
<b>TOTAL ASSETS</b>		<b>202,777</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		6,356
Accrued Expenses		147,745
Sales & Use Tax Payable		14,983
Deposits & Refunds Payable		0
<b>TOTAL CURRENT LIABILITIES</b>		<b>169,084</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		24,144
Profit(Loss) for the Year		9,549
<b>TOTAL EQUITY</b>		<b>33,692</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>202,777</b>

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

For the Period	10/31/2018	10/31/2018	Variance	Annual Budget
	Actual YTD	Budget YTD		
<b>Revenues</b>				
Sponsorships	22,600	35,000	(12,400)	35,000
Operations - Parking - Admissions	21,103	18,000	3,103	18,000
Awards Night	62,450	70,000	(7,550)	70,000
Sponsorships - Awards Night	17,000	22,500	(5,500)	22,500
Wine Competition	86,068	81,300	4,768	81,300
Culinary Competitions	4,005	4,500	(495)	4,500
Attractions	3,600	3,000	600	3,000
Misc Programs	2,337		2,337	
Retail Sales	44,834	75,000	(30,166)	75,000
Tasting	127,516	143,500	(15,984)	143,500
Vendors	13,708	11,000	2,708	11,000
<b>Total Revenues</b>	<b>405,221</b>	<b>463,800</b>	<b>(58,579)</b>	<b>463,800</b>
<b>Expenses</b>				
Administration	113,253	125,100	11,847	125,100
Operations - Parking - Admissions	14,346	21,200	6,854	21,200
Awards Night	56,973	69,225	12,252	69,225
Wine Competition	47,512	50,950	3,438	50,950
Culinary Competition	5,339	5,550	211	5,550
Attractions	21,087	21,850	763	21,850
Misc. Programs	8,616	5,800	(2,816)	5,800
Publicity/Marketing	59,128	62,170	3,042	62,170
Retail Sales	33,485	57,200	23,715	57,200
Tasting	38,577	39,200	623	39,200
Vendors	878	4,500	3,623	4,500
Prior Period Expense	(3,521)		3,521	
<b>Total Expenses</b>	<b>395,672</b>	<b>462,745</b>	<b>67,073</b>	<b>462,745</b>
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	<b>9,549</b>	<b>1,055</b>	<b>8,494</b>	<b>1,055</b>
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	<b>9,549</b>	<b>1,055</b>	<b>8,494</b>	<b>1,055</b>



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

	Actual YTD 12/31/2016	Actual YTD 12/31/2017	Actual YTD 9/30/2018	Budget 12/31/2018	Projected 12/31/2018	Annual Budget 2019
<b>Operating Revenue</b>						
Fair (less JLA)	6,825,603	6,425,050	6,188,141	6,245,415	6,222,141	6,344,353
Interim	2,649,689	3,382,323	3,557,803	3,491,100	4,396,618	3,494,300
Satellite Wagering	411,189	379,410	306,452	373,372	377,470	369,800
Harvest Fair	134,189	136,868	0	132,000	132,000	74,358
Miscellaneous Non-Fair	40,962	152,287	28,431	18,500	33,056	26,500
Prior Year Revenue Adjustments	178	56,422	27,150	0	27,150	0
<b>Total Operating Revenue</b>	<b>10,061,810</b>	<b>10,532,360</b>	<b>10,107,978</b>	<b>10,260,387</b>	<b>11,188,436</b>	<b>10,309,311</b>
<b>Operating Expense</b>						
Administration	1,427,464	1,665,394	1,074,540	1,462,497	1,481,312	1,497,025
Maintenance	2,224,519	2,447,241	1,845,864	2,432,915	2,426,701	2,548,185
Fair	4,073,703	3,764,108	3,381,068	3,515,571	3,470,896	3,607,409
Interim	1,842,713	1,732,235	1,323,460	1,930,889	1,959,968	1,858,617
Satellite Wagering	373,399	352,552	296,731	337,065	378,239	344,356
Harvest Fair	86,041	111,169	11,457	105,900	117,357	74,358
Harvest Fair Allocated Expenses	(30,700)	(40,667)	0	(43,000)	(43,000)	0
Prior Year Expense Adjustments & Other Expenses	(13)	279,084	69,902	0	69,902	0
Other - Interest Expense	12,190	12,500	0	16,000	8,000	0
<b>Total Operating Expense</b>	<b>10,009,315</b>	<b>10,323,616</b>	<b>8,003,022</b>	<b>9,757,837</b>	<b>9,869,375</b>	<b>9,929,950</b>
<b>Operating Income (Loss)</b>	<b>52,495</b>	<b>208,744</b>	<b>2,104,956</b>	<b>502,550</b>	<b>1,319,061</b>	<b>379,361</b>
<b>Other Operating Revenue (Net)</b>	<b>(67,126)</b>	680	29,569	0	29,569	0
<b>Capital Contributions</b>	208,048	549,026	0	0	0	0
<b>Net Income (Loss) Not Incl Depreciation</b>	<b>193,417</b>	<b>758,451</b>	<b>2,134,526</b>	<b>502,550</b>	<b>1,348,631</b>	<b>379,361</b>
<b>Net Income (Loss) Not Incl Depreciation</b>	<b>193,417</b>	<b>758,451</b>	<b>2,134,526</b>	<b>502,550</b>	<b>1,348,631</b>	<b>379,361</b>

**Sonoma County Fair & Exposition, Inc**  
**Revenue Summary**

	Actual YTD 12/31/2016	Actual YTD 12/31/2017	Actual PTD 9/30/2018	Annual Budget 12/31/2018	Projected 12/31/2018	Annual Budget 2019
Fair Revenue						
Admissions	1,694,535	1,499,502	1,612,281	1,719,832	1,612,281	1,683,947
Commercial Space	425,600	398,177	403,719	410,000	403,719	413,900
Carnival	688,470	722,179	738,496	714,304	738,496	739,000
Concessions	1,177,851	1,114,556	1,163,306	1,108,091	1,163,306	1,169,700
Exhibits	89,953	88,415	88,194	86,400	88,194	85,000
Racing	1,638,429	1,416,845	1,032,380	1,026,138	1,066,380	1,043,300
Attractions	170,482	186,820	189,549	175,540	189,549	197,000
VIP Tent	36,798	30,252	29,100	30,252	29,100	29,100
Sponsorships	349,608	463,515	404,260	400,500	404,260	420,500
Parking	460,233	427,986	459,304	509,498	459,304	490,156
Miscellaneous	93,644	76,802	67,552	64,860	67,552	72,750
<b>Total Fair</b>	<b>6,825,603</b>	<b>6,425,050</b>	<b>6,188,141</b>	<b>6,245,415</b>	<b>6,222,141</b>	<b>6,344,353</b>
Interim Revenue						
Building Rental	501,558	824,271	438,609	600,850	606,209	618,050
Facility Rental	302,157	276,925	199,574	245,250	248,774	258,000
Long Term Rentals	100,131	102,477	62,595	108,000	90,395	113,000
RV Park	426,188	825,547	1,814,861	1,135,000	1,964,861	1,019,250
Equipment Rental	143,142	160,687	124,191	170,000	171,191	172,000
Parking Revenues	376,354	374,209	263,052	400,000	395,052	401,000
Utility Reimbursement	6,283	5,282	1,932	4,500	3,057	4,500
Costs Recovered	73,366	81,479	60,814	70,000	84,814	70,000
Concessions	517,531	475,476	413,711	534,000	571,911	590,000
Other Revenues	202,979	255,969	178,465	223,500	260,355	248,500
<b>Total Interim</b>	<b>2,649,689</b>	<b>3,382,323</b>	<b>3,557,803</b>	<b>3,491,100</b>	<b>4,396,618</b>	<b>3,494,300</b>
Satellite Wagering	411,189	379,410	306,452	373,372	377,470	369,800
Harvest Fair	134,189	136,868	0	132,000	132,000	74,358
Miscellaneous Non-Fair	40,962	152,287	28,431	18,500	33,056	26,500
Prior Year Rev	178	56,422	27,150	0	27,150	0
<b>Operating Revenue</b>	<b>10,061,810</b>	<b>10,532,360</b>	<b>10,107,978</b>	<b>10,260,387</b>	<b>11,188,436</b>	<b>10,309,311</b>
Capital Contribution	208,048	549,026	0	0	0	0
<b>Total Revenue</b>	<b>10,269,858</b>	<b>11,081,386</b>	<b>10,107,978</b>	<b>10,260,387</b>	<b>11,188,436</b>	<b>10,309,311</b>

**Sonoma County Fair & Exposition, Inc  
Expense Summary**

	Actual YTD 12/31/2016	Actual YTD 12/31/2017	Actual PTD 9/30/2018	Budget 12/31/2018	Projected 12/31/2018	Annual Budget 2019
Fair Expense						
Publicity	351,902	321,628	319,299	335,133	323,199	337,602
Attendance	507,688	396,716	404,898	391,526	404,898	429,848
Premiums	295,644	295,034	263,177	279,350	263,177	272,050
Hall of Flowers	214,025	220,460	190,756	195,745	190,756	222,902
Exhibits	692,348	505,757	492,614	589,918	578,542	601,687
Miscellaneous Fair	186,079	174,788	154,246	193,481	154,246	197,719
Racing	1,148,840	1,110,230	918,943	898,274	918,943	900,213
Attractions	677,179	739,494	637,136	632,144	637,136	645,388
<b>Total Fair</b>	<b>4,073,703</b>	<b>3,764,108</b>	<b>3,381,068</b>	<b>3,515,571</b>	<b>3,470,896</b>	<b>3,607,409</b>
<b>Interim</b>	<b>1,842,713</b>	<b>1,732,235</b>	<b>1,323,460</b>	<b>1,930,889</b>	<b>1,959,968</b>	<b>1,858,617</b>
<b>Satellite Wagering</b>	<b>373,399</b>	<b>352,552</b>	<b>296,731</b>	<b>337,065</b>	<b>378,239</b>	<b>344,356</b>
<b>Harvest Fair</b>	<b>86,041</b>	<b>111,169</b>	<b>11,457</b>	<b>105,900</b>	<b>117,357</b>	<b>74,358</b>
<b>Harvest Fair Allocated Expenses</b>	<b>(30,700)</b>	<b>(40,667)</b>	<b>0</b>	<b>(43,000)</b>	<b>(43,000)</b>	<b>0</b>
<b>Administration</b>	<b>1,427,464</b>	<b>1,665,394</b>	<b>1,074,540</b>	<b>1,462,497</b>	<b>1,481,312</b>	<b>1,497,025</b>
<b>Maintenance</b>	<b>2,224,519</b>	<b>2,447,241</b>	<b>1,845,864</b>	<b>2,432,915</b>	<b>2,426,701</b>	<b>2,548,185</b>
<b>Prior Year Operating Expense Adjustment</b>	<b>(13)</b>	<b>279,084</b>	<b>68,666</b>	<b>0</b>	<b>68,666</b>	<b>0</b>
<b>Other - Interest Expense</b>	<b>12,190</b>	<b>12,500</b>	<b>0</b>	<b>16,000</b>	<b>8,000</b>	<b>0</b>
<b>Total Operating Expense</b>	<b>10,009,315</b>	<b>10,323,616</b>	<b>8,001,786</b>	<b>9,757,837</b>	<b>9,868,139</b>	<b>9,929,950</b>

**Fair Revenues (Racing On Racing Page)  
 Budget Worksheet**

G/L #		Actual YTD 12/31/2016	Actual YTD 12/31/2017	Actual PTD 9/30/2018	Annual Budget 12/31/2018	Projected 12/31/2018	Annual Budget 2019
Admissions Revenue							
Fair Admission - Full Price							
41010-30-10	Fair Admission	1,196,490	1,120,764	1,222,458	1,242,226	1,222,458	1,236,034
Total Fair Admissions - Full Price		1,196,490	1,120,764	1,222,458	1,242,226	1,222,458	1,236,034
Fair Admission - Discount							
41011-30-10	Admissions Prior Year	0	0	0	0	0	
41020-30-10	Discounted Fair Admissions	457,405	378,739	389,823	426,646	389,823	384,476
41021-30-10	Discount Racing Patrons	40,640	0	0	50,960	0	63,437
Total Fair Admissions - Discount		498,045	378,739	389,823	477,606	389,823	447,913
<b>Total Fair Admissions Revenue</b>		<b>1,694,535</b>	<b>1,499,502</b>	<b>1,612,281</b>	<b>1,719,832</b>	<b>1,612,281</b>	<b>1,683,947</b>
Commercial Space Revenue							
41500-50-10	Indoor Commercial Space	328,540	327,323	291,750	340,000	291,750	298,900
41600-50-10	Outside Commercial Space	97,060	70,855	111,969	70,000	111,969	115,000
<b>Total Commercial Space</b>		<b>425,600</b>	<b>398,177</b>	<b>403,719</b>	<b>410,000</b>	<b>403,719</b>	<b>413,900</b>
42100-50-10	<b>Carnival Revenue</b>	<b>688,470</b>	<b>722,179</b>	<b>738,496</b>	<b>714,304</b>	<b>738,496</b>	<b>739,000</b>
Food Concession Revenue							
42200-50-10	Food Concessions	689,184	614,341	612,475	614,341	612,475	615,000
42210-50-10	Food Voucher Concessions	(630)	(237)	(340)	(250)	(340)	
<b>Total Food Concession Revenue</b>		<b>688,554</b>	<b>614,104</b>	<b>612,135</b>	<b>614,091</b>	<b>612,135</b>	<b>615,000</b>
Alcohol Concessions							
42300-50-10	Alcohol Concessions	462,719	500,027	541,456	494,000	541,456	545,000
42400-50-10	Other Concessions	26,578	425	9,716	0	9,716	9,700
<b>Total Alcohol Concessions</b>		<b>489,297</b>	<b>500,452</b>	<b>551,171</b>	<b>494,000</b>	<b>551,171</b>	<b>554,700</b>
Total Food and Alcohol Concessions		1,177,851	1,114,556	1,163,306	1,108,091	1,163,306	1,169,700
<b>Total Admissions Revenue</b>		<b>3,986,456</b>	<b>3,734,415</b>	<b>3,917,802</b>	<b>3,952,227</b>	<b>3,917,802</b>	<b>4,006,547</b>
Exhibits Revenue							
43100-50-10	Entry Fees	48,229	48,738	45,331	50,000	45,331	45,000
Donated & Sponsored Awards							

**Fair Revenues (Racing On Racing Page)**

**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
43300-50-10	Sponsored Awards	19,625	19,905	20,696	18,000	20,696	19,000
46510-50-10	Friends of Fair	0	0	0	0	0	
47815-50-10	Exhibits Sponsorships	0	0	0	0	0	
	<b>Total Donated &amp; Sponsored Awards</b>	<b>19,625</b>	<b>19,905</b>	<b>20,696</b>	<b>18,000</b>	<b>20,696</b>	<b>19,000</b>
46500-50-10	Flower Show Preview Tickets	21,060	17,460	20,300	17,000	20,300	20,000
43400-50-10	Rodeo Queen	400	650	0	500	0	0
47601-50-10	Sale of Birds and Small Animals	0	0	0	0	0	0
47602-50-10	Other Exhibits Rev-milk sales/golf carts	0	400	0	400	0	0
47700-51-10	Art Sale	639	1,262	1,867	500	1,867	1,000
		22,099	19,772	22,167	18,400	22,167	21,000
						0	
	<b>Total Exhibits</b>	<b>89,953</b>	<b>88,415</b>	<b>88,194</b>	<b>86,400</b>	<b>88,194</b>	<b>85,000</b>
Attractions/Admissions Revenue							
46100-80-10	Rodeo	0	0	0	0	0	
						0	
46160-80-10	Destruction Derby	0	0	0	0	0	
						0	
46150-80-10	Chris Beck Paid Shows	131,615	138,540	132,632	138,540	132,632	140,000
47822-80-10	Community Stage Food & Beverage	4,843	10,779	0	0		
47821-80-10	Other Attractions Revenue	15,317	37,501	56,917	37,000	56,917	57,000
	<b>Total Attractions</b>	<b>151,776</b>	<b>186,820</b>	<b>189,549</b>	<b>175,540</b>	<b>189,549</b>	<b>197,000</b>
47200-50-10	Novelties	0	0	0	0	0	0
48810-80-10	Cost Recovered - Attractions	18,707	0	0	0	0	0
	<b>Total Attractions/Admission Revenue</b>	<b>170,482</b>	<b>186,820</b>	<b>189,549</b>	<b>175,540</b>	<b>189,549</b>	<b>197,000</b>
Parking Revenue						0	
47110-30-10	Fair Parking	441,748	410,776	440,607	492,348	440,607	471,406
47111-30-10	Vets Lot Parking	0	0	0	0	0	
47120-30-10	Fair Preferred Parking	9,630	8,730	8,460	8,750	8,460	8,500
47130-30-10	Fair Exhibitor Credential Parking	8,855	8,480	10,237	8,400	10,237	10,250

**Fair Revenues (Racing On Racing Page)**

**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
	<b>Total Parking Revenue</b>	<b>460,233</b>	<b>427,986</b>	<b>459,304</b>	<b>509,498</b>	<b>459,304</b>	<b>490,156</b>
47825-90-10	<b>VIP Tent</b>	<b>36,798</b>	<b>30,252</b>	<b>29,100</b>	<b>30,252</b>	<b>29,100</b>	<b>29,100</b>
46400-80-10	Rodeo Sponsorship	0	0	0	0	0	
47800-90-10	Sponsorships Revenue	348,758	463,015	403,760	400,000	403,760	420,000
47810-90-10	County Exhibit Sponsorships	0	0	0	0	0	
47813-51-10	Sustainable Sponsorships	0	0	0	0	0	
47813-90-10	Sustainable Exhibit Sponsorships	0	0	0	0	0	
47820-80/90-10	Farmer's Day Sponsorships	850	500	500	500	500	500
	<b>Total Sponsorship Revenue</b>	<b>349,608</b>	<b>463,515</b>	<b>404,260</b>	<b>400,500</b>	<b>404,260</b>	<b>420,500</b>
Miscellaneous Fair Revenue							
46330-80-10	<b>Fair Merchandise</b>	<b>1,100</b>	<b>2,043</b>	<b>327</b>	<b>500</b>	<b>327</b>	<b>500</b>
47500-20-10	Advertising Revenues	12,763	8,888	6,700	8,500	6,700	6,500
47710-90-10	Golf Cart Fees	2,000	2,375	2,750	2,400	2,750	2,750
47700-90-10	Fair Special Events	0	0	0	0	0	
48520-10-10	Other (Insurance Reimbursement)	2,280	1,525	1,835	1,525	1,835	1,800
	<b>Total Other</b>	<b>17,043</b>	<b>12,788</b>	<b>11,285</b>	<b>12,425</b>	<b>11,285</b>	<b>11,050</b>
48240-10-10	Trailer & RV Parking Fees	50,196	44,520	40,710	34,935	40,710	46,200
47823-80-10	Ticket Convenience Fees	0	0	0	0	0	
48880-10-10	ATM Fees Earned Fairtime	25,306	17,451	15,230	17,000	15,230	15,000
	<b>Total Miscellaneous Fair Revenue</b>	<b>93,644</b>	<b>76,802</b>	<b>67,552</b>	<b>64,860</b>	<b>67,552</b>	<b>72,750</b>
						0	
	<b>Total Fair Revenue</b>	<b>5,187,175</b>	<b>5,008,204</b>	<b>5,155,762</b>	<b>5,219,277</b>	<b>5,155,762</b>	<b>5,301,053</b>

**Sonoma County Fair  
Publicity Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
50013-20-10	Salaries & Wages Temp. - Overtime	1,075	0	1,766	0	1,766	
50020-20-10	Salaries & Wages Temporary	37,325	40,973	20,930	23,553	20,930	51,000
	<b>Total Salaries &amp; Wages - Temporary:</b>	<b>38,399</b>	<b>40,973</b>	<b>22,697</b>	<b>23,553</b>	<b>22,697</b>	<b>51,000</b>
Payroll Taxes							
55070-20-10	Unemployment Insurance Publicity	843	889	872	1,418	872	3,070
55000-20-10	FICA/Medicare	2,938	3,134	1,736	1,802	1,736	3,902
	<b>Total Payroll Taxes</b>	<b>3,780</b>	<b>4,024</b>	<b>2,609</b>	<b>3,220</b>	<b>2,609</b>	<b>6,972</b>
Employee Benefits - Employer's Share							
55080-20-10	Sick Pay - Temporary	0	0	0	500	0	0
Worker's Compensation Insurance							
55020-20-10	Workers Comp Insurance	1,621	1,690	936	1,060	936	1,030
	<b>Total Workers Compensation Insurance:</b>	<b>1,621</b>	<b>1,690</b>	<b>936</b>	<b>1,060</b>	<b>936</b>	<b>1,030</b>
	<b>Total Wages &amp; Benefits</b>	<b>43,801</b>	<b>46,686</b>	<b>26,241</b>	<b>28,333</b>	<b>26,241</b>	<b>59,002</b>
Professional Services (Contractual)							
56000-20-10	Contract Services - Puplicity	6,225	1,827	30,000	30,000	30,000	4,000
56001-20-10	Contract Services - Publicity TT	0	0	0	0	0	0
65060-20-10	Agency Services-Graphics	4,028	3,358	152	0	152	0
	<b>Total Professional Contract Services</b>	<b>10,253</b>	<b>5,185</b>	<b>30,152</b>	<b>30,000</b>	<b>30,152</b>	<b>4,000</b>
Supplies and Expense							
62010-20-10	Postage	0	0	0	0	0	0
62030-20-10	Supplies - Publicity	5,261	583	1,030	2,500	1,030	1,100
62031-20-10	Office Supplies	1,125	945	0	1,500	0	500
62034-20-10	Supplies - Publicity	2,415	2,898	3,362	3,500	3,362	3,500
65065-20-10	Sponsorship Expenses	11,810	3,142	10,127	8,000	10,127	8,000
73030-20-10	Special Repairs & Equipment	500	0	0	500	0	0
	<b>Total Supplies &amp; Expense</b>	<b>21,112</b>	<b>7,568</b>	<b>14,519</b>	<b>16,000</b>	<b>14,519</b>	<b>13,100</b>

Advertising

**Sonoma County Fair  
Publicity Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
62032-20-10	Advertising - Funbook	1,731	2,000	3,085	2,000	3,085	3,000
65010-20-10	Media - Radio	54,646	52,454	49,972	50,000	49,972	45,000
65015-20-10	Media - Television	0	0	0	0	0	0
65020-20-10	Media - Print	29,372	30,295	36,544	30,000	36,544	35,000
65025-20-10	Media - Outdoor	16,819	12,389	12,819	15,000	12,819	13,000
65030-20-10	Multi-Media Advertising	29,452	34,111	23,680	30,000	25,280	35,000
65035-20-10	Public Relations	300	0	0	300	0	0
65040-20-10	Media - Production	7,154	6,400	6,300	7,000	6,300	7,000
65050-20-10	Poster Art & Production	463	463	506	500	506	500
65055-20-10	Schedule of Events	8,462	3,943	3,954	5,000	3,954	4,000
65075-20-10	Newsletter	0	0	0	0	0	0
65078-20-10	Pre-Fair Events - Publicity	9,122	9,729	8,185	8,500	8,185	8,500
65080-20-10	Fair Guide	59,912	59,204	56,194	60,000	56,194	56,000
65085-20-10	Website	4,303	6,628	2,177	7,500	4,477	9,500
	<b>Total Advertising</b>	<b>221,737</b>	<b>217,615</b>	<b>203,416</b>	<b>215,800</b>	<b>207,316</b>	<b>216,500</b>
	Other VIP Patio - Directors' Room						
65070-20-10	Directors Room	55,000	44,574	44,970	45,000	44,970	45,000
	<b>Total Other VIP Patio - Directors' Room</b>	<b>55,000</b>	<b>44,574</b>	<b>44,970</b>	<b>45,000</b>	<b>44,970</b>	<b>45,000</b>
	<b>Total Publicity Expense</b>	<b>351,902</b>	<b>321,628</b>	<b>319,299</b>	<b>335,133</b>	<b>323,199</b>	<b>337,602</b>



**Attendance Operations Expense**

**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
<b>G/L #</b>		<b>12/31/2016</b>	<b>12/31/2017</b>	<b>9/30/2018</b>	<b>12/31/2018</b>	<b>12/31/2018</b>	<b>2019</b>
Wages and Benefits							
Salaries and Wages - Temporary							
50013-30-10	Salaries & Wages Temp. - Overtime Admissions	0	0	3,624	0	3,624	4,500
50040-30-10	Salaries & Wages - Concession Auditors	13,044	8,063	8,197	8,500	8,197	10,200
50070-30-10	Salaries & Wages Temp - Admissions	80,304	64,401	48,977	67,446	48,977	62,000
<b>Total Salaries &amp; Wages - Temporary</b>		<b>93,348</b>	<b>72,463</b>	<b>60,799</b>	<b>75,946</b>	<b>60,799</b>	<b>76,700</b>
55000-30-10	Payroll Taxes - FICA/Medicare Attendance	7,141	5,543	5,488	5,810	5,488	5,868
55070-30-10	Payroll Taxes - Unemployment Ins. Attendance	5,590	3,882	3,669	4,572	3,669	4,617
<b>Total Payroll Taxes</b>		<b>12,731</b>	<b>9,426</b>	<b>9,158</b>	<b>10,382</b>	<b>9,158</b>	<b>10,485</b>
Employee Benefits - Employer's Share							
55080-30-10	Sick Pay - Temporary	0	0	66	0	66	100
Worker's Compensation Insurance							
55020-30-10	Workers Comp. Insurance - Attendance/Fair	2,667	2,989	2,511	3,531	2,511	3,452
55021-30-10	Workers Comp. Insurance - Volunteers	0	0	0	0	0	0
<b>Total Workers Compensation Insurance</b>		<b>2,667</b>	<b>2,989</b>	<b>2,511</b>	<b>3,698</b>	<b>2,511</b>	<b>3,452</b>
<b>Total Wages &amp; Benefits</b>		<b>108,746</b>	<b>84,878</b>	<b>72,533</b>	<b>90,026</b>	<b>72,533</b>	<b>90,736</b>
Professional Services (Contractual)							
56000-30-10	Contract Services - Attendance	230	5,546	6,513	1,500	6,513	6,612
56020-30-10	Security Service - Fair (Carnival Lot - Police)	131,738	92,718	91,842	88,000	91,842	95,000
56021-30-10	Private Security - Fair	143,521	112,187	140,678	114,000	140,678	143,600
56022-30-10	Fire Inspection - Fair	7,650	5,474	5,802	5,600	5,802	6,000
56023-30-10	First Aid - Fair Attendance	27,191	20,946	21,700	22,000	21,700	22,500
56024-30-10	Admissions Services	16,470	15,031	11,827	13,000	11,827	13,000
56025-30-10	Other - E-Tix Support/Brinks Truck	9,241	6,749	7,714	7,000	7,714	7,800
<b>Total Professional Services (Contractual)</b>		<b>336,041</b>	<b>258,651</b>	<b>286,075</b>	<b>251,100</b>	<b>286,075</b>	<b>294,512</b>
Supplies and Expense							
62030-30-10	Supplies - Attendance	1,207	2,808	1,481	1,500	1,481	1,500

ATTACHMENT #4  
**Sonoma County Fair**  
**Attendance Operations Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
62031-30-10	Employee Tee Shirts/Hats	13,344	12,197	8,938	12,500	8,938	9,000
62032-30-10	Office Supplies Fair Attendance	397	93	406	300	406	400
62050-30-10	Tickets & Credentials	12,861	14,802	11,845	12,000	11,845	9,500
62051-30-10	Signage/Other/Drinking Water	6,952	6,712	7,365	7,000	7,365	7,500
62052-30-10	Tickets & Order Forms	893	669	1,092	1,000	1,092	1,100
72050-30-10	Equipment Rental - Attendance	4,902	6,826	6,083	7,000	6,083	6,500
<b>Total Supplies and Expense</b>		<b>40,555</b>	<b>44,107</b>	<b>37,210</b>	<b>41,300</b>	<b>37,210</b>	<b>35,500</b>
Equipment Rental							
72051-30-10	Light Towers	7,316	0	0	0	0	
72052-30-10	Metal Detectors	11,640	9,080	9,080	9,100	9,080	9,100
72053-30-10	Golf Carts	0	0	0	0	0	
72054-30-10	Tram Tractors	0	0	0	0	0	
73030-30-10	Special Repairs & Equip	3,390	0	0	0	0	
<b>Total Equipment Rental</b>		<b>22,346</b>	<b>9,080</b>	<b>9,080</b>	<b>9,100</b>	<b>9,080</b>	<b>9,100</b>
<b>Total Attendance Expense</b>		<b>507,688</b>	<b>396,716</b>	<b>404,898</b>	<b>391,526</b>	<b>404,898</b>	<b>429,848</b>

**Sonoma County Fair  
Premium Expense  
Budget Worksheet**

		Actual	Actual	Actual	Annual		Annual
		YTD	YTD	PTD	Budget	Projected	Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Premium Expense							
Cash Awards							
58010-40-10	Cash Awards	182,418	158,290	149,781	170,000	149,781	160,000
58010-55-10	Cash Awards - Hall of Flowers	99,050	121,620	97,050	94,350	97,050	97,050
<b>Total Cash Awards</b>		<b>281,468</b>	<b>279,909</b>	<b>246,831</b>	<b>264,350</b>	<b>246,831</b>	<b>257,050</b>
Sponsored Cash Awards							
58040-40-10	Trophies, Medals, Ribbons	14,175	15,124	16,346	15,000	16,346	15,000
Total Sponsored Cash Awards		14,175	15,124	16,346	15,000	16,346	15,000
<b>Total Premium Expense</b>		<b>295,644</b>	<b>295,034</b>	<b>263,177</b>	<b>279,350</b>	<b>263,177</b>	<b>272,050</b>

**Sonoma County Fair  
Hall of Flowers Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Hall of Flowers Wages & Taxes							
50013-55-10	Overtime - HOF	0	0	66	0	66	
50075-55-10	Hall of Flowers Wages	63,899	65,136	49,372	45,000	49,372	60,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>63,899</b>	<b>65,136</b>	<b>49,438</b>	<b>45,000</b>	<b>49,438</b>	<b>60,000</b>
Payroll Taxes							
55000-55-10	FICA/Medicare - HOF	4,888	4,983	3,782	3,443	3,782	4,590
55070-55-10	Unemployment Insurance - HOF	3,035	2,907	2,185	2,709	2,185	3,612
<b>Total Payroll Taxes</b>		<b>7,923</b>	<b>7,890</b>	<b>5,967</b>	<b>6,152</b>	<b>5,967</b>	<b>8,202</b>
Worker's Compensation Insurance							
55020-55-10	Worker's Comp. HOF	2,687	2,687	2,039	2,093	2,039	2,700
<b>Total Hall of Flowers Wages &amp; Benefits:</b>		<b>74,509</b>	<b>75,713</b>	<b>57,444</b>	<b>53,245</b>	<b>57,444</b>	<b>70,902</b>
Hall of Flowers Design							
56090-55-10	<b>HOF Designer Fee</b>	<b>77,000</b>	<b>77,000</b>	<b>72,000</b>	<b>72,000</b>	<b>72,000</b>	<b>72,000</b>
Hall of Flowers Contracts							
56095-55-10	<b>HOF Contract Services</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>500</b>	<b>0</b>	<b>0</b>
Hall of Flowers Materials							
60090-55-10	<b>HOF Materials</b>	<b>62,510</b>	<b>67,747</b>	<b>61,313</b>	<b>70,000</b>	<b>61,313</b>	<b>80,000</b>
<b>Total Hall of Flowers Expense</b>		<b>214,025</b>	<b>220,460</b>	<b>190,756</b>	<b>195,745</b>	<b>190,756</b>	<b>222,902</b>

**Sonoma County Fair  
Exhibits Expense  
Budget Worksheet**

G/L #		Actual	Actual	Actual	Annual	Projected	Annual
		YTD	YTD	PTD	Budget		Budget
		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Exhibits Wages & Benefits							
Salaries & Wages - Permanent							
50010-50-10	Salaries & Wages Permanent	113,495	63,182	88,450	134,066	136,174	130,738
50012-50-10	Salaries & Wages Perm. - Overtime	992	10,010	5,716	6,143	5,716	10,135
50015-50-10	Salaries & Wages Perm. - Paid Leave	20,976	12,450	2,131	4,670	3,492	5,312
55011-50-10	Salaries & Wages Perm. - Cash Allowance	12,254	8,207	9,108	14,352	14,352	14,352
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>147,717</b>	<b>93,850</b>	<b>105,405</b>	<b>159,231</b>	<b>159,734</b>	<b>160,537</b>
Salaries & Wages - Temporary							
50013-50-10	Salaries & Wages Temporary - Overtime	59	0	33,664	0	33,664	35,000
50020-50-10	Salaries & Wages Temporary	239,958	194,278	117,519	175,000	117,519	130,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>240,017</b>	<b>194,278</b>	<b>151,183</b>	<b>175,000</b>	<b>151,183</b>	<b>165,000</b>
Employee Benefits - Employer's Share							
54000-50-10	Employee Benefits - Employer's Share-Accrued Leave	(6,564)	(5,043)	8,727	0	8,727	0
55010-50-10	Employee Benefits - Employer's Share-Health Benefits	14,546	9,633	10,469	16,839	16,595	32,392
55030-50-10	Employee Benefits - Employer's Share-Other Benefits	9,418	203	361	2,000	1,357	5,703
55080-50-10	Sick Pay - Temporary	336	220	0	0	0	
55040-50-10	Employee Benefits - Employer's Share-Retirement	61,635	32,172	37,299	49,561	54,393	53,434
<b>Total Employee Benefits - Employer's Share:</b>		<b>79,370</b>	<b>37,185</b>	<b>56,856</b>	<b>68,400</b>	<b>81,072</b>	<b>91,528</b>
Payroll Taxes							
55000-50-10	Payroll Taxes - FICA/Medicare Perm.	11,198	7,086	7,899	11,113	11,856	11,183
55001-50-10	Payroll Taxes - FICA/Medicare Temp.	18,387	14,879	11,565	13,388	11,565	12,623
55070-50-10	Payroll Taxes - Unemployment Ins. Temp.	12,940	8,485	9,117	10,535	9,117	9,933
55071-50-10	Payroll Taxes - Unemployment Ins. Perm.	136	60	37	843	445	140
<b>Total Payroll Taxes</b>		<b>42,661</b>	<b>30,510</b>	<b>28,618</b>	<b>35,879</b>	<b>32,983</b>	<b>33,879</b>

**Sonoma County Fair  
Exhibits Expense  
Budget Worksheet**

		Actual	Actual	Actual	Annual		Annual
		YTD	YTD	PTD	Budget	Projected	Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Worker's Compensation Insurance							
55020-50-10	Workers Comp. Insurance - Permanent	3,947	2,668	1,275	6,755	4,293	1,819
55021-50-10	Workers Comp. Insurance- Temporary	8,467	8,023	6,236	2,153	6,236	7,425
	Total Workers Compensation Insurance:	12,415	10,691	7,512	8,908	10,530	9,244
	<b>Total Exhibits Wages &amp; Benefits:</b>	<b>522,180</b>	<b>366,514</b>	<b>349,574</b>	<b>447,418</b>	<b>435,502</b>	<b>460,187</b>
Judges (Contractual)							
56040-50-10	<b>Judges (Contractual)</b>	<b>26,342</b>	<b>28,661</b>	<b>27,265</b>	<b>30,000</b>	<b>27,265</b>	<b>30,000</b>
Professional Services - Other (Contractual)							
56080-10-10	Straw Removal	8,325	5,855	7,178	6,000	7,178	7,000
56000-50-10	Professional Services - Other (Contractual)	42,050	42,693	42,000	42,000	42,000	42,000
	<b>Total Professional Services (Contractual)</b>	<b>50,375</b>	<b>48,548</b>	<b>49,178</b>	<b>48,000</b>	<b>49,178</b>	<b>49,000</b>
Supplies & Expense							
60050-50-10	Premium Book	9,581	9,692	6,028	5,000	6,028	6,000
60060-50-10	Rodeo Queen	796	823	929	1,500	929	1,000
60081-50-10	Birds & Other Small Animal	0	0	0	0	0	0
60082-50-10	Milk Barn Expense	2,092	1,365	744	2,000	744	3,000
62030-50-10	Other Supplies	25,101	14,003	18,000	18,000	18,000	18,000
68040-50-10	Demo Kitchen Expense	7,725	0	0	0	0	0
68050-50-10	Inspiration Station Expense	3,150	0	0	0	0	0
68081-50-10	Friends of Fair Awards	0	0	0	0	0	0
68085-50-10	Insurance	0	0	0	0	0	0
73030-50-10	Special Repairs & Equipment	0	0	6,673	7,000	6,673	0
	<b>Total Supplies &amp; Expense</b>	<b>48,445</b>	<b>25,883</b>	<b>32,374</b>	<b>33,500</b>	<b>32,374</b>	<b>28,000</b>
Tent and Booth Rental							

**Sonoma County Fair  
Exhibits Expense  
Budget Worksheet**

		Actual	Actual	Actual	Annual		Annual
		YTD	YTD	PTD	Budget	Projected	Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
72030-50-10	<b>Tent &amp; Booth Rental Exhibits</b>	0	1,524	3,823	1,500	3,823	1,500
	Other Equipment Rental						
72050-50-10	<b>Other Equipment Rental</b>	1,770	2,467	4,012	2,000	4,012	4,000
	Scholarship/Flower Show Preview						
62031-50-10	Supplies-Flower Show Preview	12,480	14,414	9,385	12,500	9,385	11,000
68080-50-10	Scholarships Awarded	10,000	10,000	9,500	5,000	9,500	10,000
68095-51-10	Licenses & Permits - Sustainable Exhibit	0	0	0	0	0	
	<b>Total Other Scholarship/Flower Show Preview</b>	<b>22,480</b>	<b>24,414</b>	<b>18,885</b>	<b>17,500</b>	<b>18,885</b>	<b>21,000</b>
	Ag Education Exhibit						
60140-50-10	<b>Agriculture Education Exhibit</b>	<b>20,757</b>	<b>7,746</b>	<b>7,503</b>	<b>10,000</b>	<b>7,503</b>	<b>8,000</b>
	<b>Total Exhibits Expense</b>	<b>692,348</b>	<b>505,757</b>	<b>492,614</b>	<b>589,918</b>	<b>578,542</b>	<b>601,687</b>

**Sonoma County Fair  
Miscellaneous Fair Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Parking Lot - Salaries and Wages - Temporary							
50013-10-10	Overtime Parking Fair Temps	0	0	6,411	0	6,411	7,500
50030-10-10	Parking Wages - Fair	79,211	64,048	54,662	70,048	54,662	62,500
55000-10-10	FICA/Medicare Parking-Fair	6,060	4,900	4,672	5,359	4,672	5,355
55020-10-10	Workers Comp- Parking Fair	2,165	2,642	2,519	3,257	2,519	3,150
55070-10-10	Unemployment Insurance Parking-Fair	4,480	3,404	3,446	4,217	3,446	4,214
	Total Wages & Benefits	91,915	74,994	71,710	82,881	71,710	82,719
Sponsorships							
65065-10-10	Sponsorships	608	3,674	0	3,600	0	3,700
Cost of Fair Merch/Misc							
62051-10-10	Sign Machine Supplies	2,911	3,105	2,476	2,500	2,476	2,500
66090-80-10	Fair Merchandise	0	0	0	0	0	
	Total Cost of Fair Merch/Misc	2,911	3,105	2,476	2,500	2,476	2,500
VIP Tent							
65066-10-10	Other - VIP	34,694	41,728	27,488	17,000	27,488	27,500
Convenience Fees							
68065-10-10	E-Tix Convenience Fees	1,933	0	0	0	0	0
75th Anniversary Celebration							
67030-10-10	75th Anniversary Celebration-other	0	0	0	0	0	0
Commercial Exhibits & Concessions							
60150-10-10, 60150-50-10	Commercial Exhibits Expense	6,141	19,912	20,525	20,000	20,525	2,300
Vets Lot Parking							
72045-50-10	Parking Site Rental - Fair	29,611	0	0	32,000	0	0
Fair Special Event							
67040-10-10	Cattle Drive	0	0	0	0	0	30,000
Volunteer Coordinator							



**Sonoma County Fair  
Miscellaneous Fair Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
<b>G/L #</b>		<b>12/31/2016</b>	<b>12/31/2017</b>	<b>9/30/2018</b>	<b>12/31/2018</b>	<b>12/31/2018</b>	<b>2019</b>
56002-10-10	Volunteer Coordinator	1,161	400	0	500	0	0
	Contract Services - RV Park - Fair						
56000-10-10	Contract Services - RV Park - Fair	17,105	30,975	32,047	35,000	32,047	49,000
<b>Total Misc Fair Expense</b>		<b>186,079</b>	<b>174,788</b>	<b>154,246</b>	<b>193,481</b>	<b>154,246</b>	<b>197,719</b>

Sonoma County Fair #4  
**Racing Revenue & Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
45110-60-10	Lower Box Seats	53,364	44,870	39,451	44,000	39,451	39,500
45120-60-10	Upper Box Seats	1,711	985	925	1,000	925	900
45130-60-10	Reserved Racing Seats	53,318	49,806	55,190	42,500	55,190	55,200
45140-60-10	Other Racing Admissions	24,535	19,370	9,273	19,000	9,273	9,300
45150-60-10	Named Races	6,430	6,980	2,530	7,000	2,530	2,500
45320-60-10	Racing Advertisements	0	0	0	0	0	0
	<b>Total Racing Admissions</b>	<b>139,358</b>	<b>122,011</b>	<b>107,369</b>	<b>113,500</b>	<b>107,369</b>	<b>107,400</b>
Track Commissions							
45200-60-10	Track Commissions	1,324,772	1,205,903	876,433	856,238	910,433	888,500
45355-60-10	NCOTWINC Reim	80,034	28,766	0	21,000	0	0
48810-60-10	Costs Recovered - Racing	1,195	324	0	0	0	0
	<b>Total Track Commissions</b>	<b>1,406,000</b>	<b>1,234,993</b>	<b>876,433</b>	<b>877,238</b>	<b>910,433</b>	<b>888,500</b>
Program Sales							
45330-60-10	Race Program Sales	78,725	46,836	37,841	25,000	37,841	36,500
45340-60-10	Race Forms/Tip Sheets	12,898	11,399	9,352	9,000	9,352	9,500
	<b>Programs/Forms</b>	<b>91,623</b>	<b>58,234</b>	<b>47,193</b>	<b>34,000</b>	<b>47,193</b>	<b>46,000</b>
Other							
45350-60-10	Other Racing Revenue	1,448	1,607	1,385	1,400	1,385	1,400
	<b>Total Racing Revenue</b>	<b>1,638,429</b>	<b>1,416,845</b>	<b>1,032,380</b>	<b>1,026,138</b>	<b>1,066,380</b>	<b>1,043,300</b>
Horse Racing Wages & Benefits							
Salaries and Wages (Non Pari-Mutuel)							
50013-60-10	Overtime Race Program & Ticket Sellers	20	0	3,287	0	3,287	0
51000-60-10	Local 1877 Wages	33,972	32,627	24,682	22,500	24,682	25,000
51010-60-10	Local 78 Wages	11,899	12,635	9,081	12,500	9,081	9,500
51020-60-10	Local 495 Wages	88,146	89,089	59,273	58,000	59,273	60,000
51030-60-10	Temp Wages Racing - Other Services	54,740	48,061	45,922	48,000	45,922	48,000
51080-60-10	Non Union Racing Wages	141,578	171,251	125,926	140,000	125,926	130,000
56001-60-10	Contract Services Track Announcer	0	0	0	0	0	0
	<b>Total Wages (Non Pari-Mutuel)</b>	<b>330,354</b>	<b>353,662</b>	<b>268,172</b>	<b>281,000</b>	<b>268,172</b>	<b>272,500</b>
Salaries and Wages (Pari-Mutuel)							
51040-60-10, 6830-60-10	<b>Local 280 Wages</b>	<b>59,143</b>	<b>69,296</b>	<b>71,695</b>	<b>48,000</b>	<b>71,695</b>	<b>48,000</b>
Employee Benefits							

Sonoma County Fair #4  
**Racing Revenue & Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
55050-60-10	Health & Welfare	79,173	62,154	47,474	43,000	47,474	45,000
55060-60-10	Pension	20,541	26,066	15,012	13,000	15,012	15,000
	<b>Total Employee Benefits</b>	<b>99,714</b>	<b>88,220</b>	<b>62,486</b>	<b>56,000</b>	<b>62,486</b>	<b>60,000</b>
Payroll Taxes							
55000-60-10	Payroll Taxes - FICA/Medicare Temp.	29,813	32,254	19,683	25,169	19,683	20,846
55070-60-10	Payroll Taxes - Unemployment Ins. Temp.	22,676	24,734	15,356	19,806	15,356	16,405
	<b>Total Payroll Taxes</b>	<b>52,489</b>	<b>56,989</b>	<b>35,039</b>	<b>44,975</b>	<b>35,039</b>	<b>37,251</b>
Employee Benefits - Employer's Share							
55080-60-10	Sick Pay - Temporary	0	0	0	0	0	0
Worker's Compensation Insurance							
55020-60-10	Workers Comp. Insurance- Temporary	11,205	17,392	11,062	15,299	11,062	12,263
	<b>Total Racing Wages &amp; Benefits</b>	<b>552,906</b>	<b>585,559</b>	<b>448,453</b>	<b>445,274</b>	<b>448,453</b>	<b>430,013</b>
Professional Services (Contractual) - Racing							
56000-60-10	Contract Services-Racing	119,345	93,355	87,000	87,000	87,000	85,000
56002-60-10	CARF Dues	0	0	0	0	0	0
56003-60-10	Track Sound	8,870	6,500	6,500	6,500	6,500	6,500
56004-60-10	Closed Circuit TV	35,570	37,002	26,790	27,000	26,790	27,000
56005-60-10	First Aid/Ambulance	15,943	16,744	12,184	16,000	12,184	12,500
56006-60-10	Finish Line Photos	7,645	9,900	7,700	6,900	7,700	6,900
56007-60-10	Replay Show	0	0	0	0	0	0
56008-60-10	Laundry Services	3,685	4,235	0	3,100	0	0
56009-60-10	Phone Set Up	7,069	3,416	3,500	3,500	3,500	4,000
56010-60-10	CARF Fairtime	0	0	0	0	0	0
56011-60-10	CARF Shared Expenses	0	0	0	0	0	0
56012-60-10	Racing Promotions Coordinator	0	0	0	0	0	0
56013-60-10	Director of Racing	37,724	38,304	33,000	33,000	33,000	35,000
56015-60-10	Other Services	17,575	7,103	5,001	6,100	5,001	5,500
56020-60-10	Security	23,057	19,087	19,000	19,000	19,000	14,500
56060-60-10	Parimutuel Audit	2,915	3,030	2,120	2,300	2,120	2,200
56080-60-10	Straw Removal	8,325	8,500	7,425	8,500	7,425	7,500
72040-60-10	Jumbotron Rental	28,050	19,635	20,500	20,500	20,500	20,500
	<b>Total Professional Services</b>	<b>315,772</b>	<b>266,811</b>	<b>230,719</b>	<b>239,400</b>	<b>230,719</b>	<b>227,100</b>

Sonoma County Fair #4  
**Racing Revenue & Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Supplies and Expense							
56016-60-10	CARF Admin Fee	0	0	0	0	0	0
62030-60-10	Racing Supplies	10,980	5,504	12,439	3,500	10,000	5,000
62031-60-10	Office Supplies	1,128	640	808	1,000	1,000	1,000
62040-60-10	Condition Books	2,230	2,053	1,729	2,100	1,700	1,800
62050-60-10	Other Expense	25,333	19,076	16,500	16,500	16,500	15,000
62060-60-10	Grandstand Dining	0	11,503	5,000	5,000	5,000	5,000
62070-60-10	Race Programs & Forms	46,047	41,016	35,240	31,000	35,000	35,000
65022-60-10	Racing Advertising	1,650	1,640	3,313	5,000	3,000	5,000
65095-60-10	Racing Promotion	15,409	14,039	10,279	12,000	10,000	14,000
68010-60-10	Dues & Subscriptions	610	0	470	0	470	0
81000-60-10	Equip. > 500 < 5,000	0	7,671	4,895	0	2,000	5,000
70052-60-10	Turf Track Materials	11,442	6,937	20,000	20,000	20,000	15,000
70055-60-10	Track Materials	26,864	31,120	27,114	25,000	27,114	30,000
73030-60-10	Special Repairs & Equip	1,105	5,899	2,087	2,000	2,087	2,000
<b>Total Supplies &amp; Expense</b>		<b>142,798</b>	<b>147,099</b>	<b>139,873</b>	<b>123,100</b>	<b>139,873</b>	<b>133,800</b>
Rental - Totalisator Equipment							
56030-60-10	<b>Totalisator Service</b>	<b>4,709</b>	<b>4,687</b>	<b>3,640</b>	<b>4,000</b>	<b>3,640</b>	<b>3,800</b>
56035-60-10	<b>Starter Fees/Incentives</b>	<b>63,800</b>	<b>33,359</b>	<b>27,070</b>	<b>18,000</b>	<b>27,070</b>	<b>30,000</b>
Rental - Other Equipment							
72010-60-10	Starting Gate Rental	9,140	8,818	8,044	7,000	8,044	8,000
72020-60-10	Office Equipment Rental	2,818	3,209	2,444	2,800	2,444	2,500
72030-60-10	Televisions Rental	0	0	0	0	0	
72050-60-10	Other Equipment Rental	56,896	60,689	58,700	58,700	58,700	65,000
<b>Total Equipment Rental</b>		<b>68,854</b>	<b>72,716</b>	<b>69,187</b>	<b>68,500</b>	<b>69,187</b>	<b>75,500</b>
<b>Total Racing Expense</b>		<b>1,148,840</b>	<b>1,110,230</b>	<b>918,943</b>	<b>898,274</b>	<b>918,943</b>	<b>900,213</b>
<b>Profit / (Loss)</b>		<b>489,589</b>	<b>306,615</b>	<b>113,436</b>	<b>127,864</b>	<b>147,436</b>	<b>143,087</b>

**Sonoma County Fair**

**Fair Entertainment Expense (Attractions Expense)**

**Budget Worksheet**

		Actual	Actual	Actual	Annual		Annual
		YTD	YTD	PTD	Budget	Projected	Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Salaries & Wages - Temporary							
50013-80-10	Salaries & Wages Temp - Overtime Attractions	0	0	1,037	0	1,037	1,000
52000-80-10	Stagehand Wages	2,483	0	0	0	0	0
52010-80-10	Salaries & Wages Temp. Event Assistant	33,266	34,392	31,016	35,000	31,016	32,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>35,749</b>	<b>34,392</b>	<b>32,053</b>	<b>35,000</b>	<b>32,053</b>	<b>33,000</b>
Attractions Payroll Taxes							
55000-80-10	Payroll Taxes - FICA/Medicare Temp.	2,735	2,642	2,460	2,678	2,460	2,525
55070-80-10	Payroll Taxes - Unemployment Ins. Temp.	2,216	2,141	1,943	2,107	1,943	1,987
<b>Total Attractions Payroll Taxes</b>		<b>4,951</b>	<b>4,784</b>	<b>4,403</b>	<b>4,785</b>	<b>4,403</b>	<b>4,511</b>
Employee Benefits - Employer's Share							
55080-80-10	Sick Pay - Temporary	0	147	107	0	107	100
Attractions Worker's Compensation Insurance							
55020-80-10	Workers Comp. Insurance- Temporary	1,055	1,425	1,327	1,628	1,327	1,485
<b>Total Workers Compensation Insurance:</b>		<b>1,055</b>	<b>1,425</b>	<b>1,327</b>	<b>1,628</b>	<b>1,327</b>	<b>1,485</b>
<b>Total Wages &amp; Benefits</b>		<b>41,755</b>	<b>40,747</b>	<b>37,890</b>	<b>41,413</b>	<b>37,890</b>	<b>39,096</b>
Professional Services (Community Theater)							
56001-80-10	Contracted Labor ( Production Crew)	0	0	32,962	22,680	32,962	32,000
56002-80-10	Concerts - Booking Agent (both)	0	0	7,500	7,500	7,500	7,500
56003-80-10	Catering (Concerts)	1,882	0	2,075	1,600	2,075	1,700
56004-80-10	Concert Series Lighting	19,013	0	0	11,230	0	
56005-80-10	Concert Series Sound	0	0	24,895	23,670	24,895	26,000
56006-80-10	Concert Series Stage/Lighting	0	0	29,763	12,500	29,763	29,763
56015-80-10	Other Services Concerts (Security)	750	0	3,778	7,500	3,778	4,700
62032-80-10	Supplies - Concerts (including E-Tix)	681	338	822	2,850	822	1,500
66060-80-10	Community Theatre Artist Fees	0	0	0	140,000	0	140,000
66068-80-10	Concert Series FOH Mgmt	0	0	0	0	0	
66040-80-10	Rodeo	1,320	4,909	1,856	3,800	1,856	1,900
		<b>23,645</b>	<b>5,247</b>	<b>103,650</b>	<b>233,330</b>	<b>103,650</b>	<b>245,063</b>
Professional Services (Grounds Entertainment)							

ATTACHMENT #4  
**Sonoma County Fair**

**Fair Entertainment Expense (Attractions Expense)**

**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
56000-80-10	Contract Services - Sound, Lights, Ambulance	42,044	48,911	45,435	50,000	45,435	45,435
72030-80-10	Tent & Booth	20,918	14,098	15,954	15,000	15,954	16,000
72040-80-10	Trailer Rental	0	0	0	0	0	0
72050-80-10	Equipment Rental - Attractions	2,648	3,386	16,301	16,301	16,301	1,900
72051-80-10	Other Equip Rental - Concerts (Stage, Trailers, Chairs)	868	0	10,744	1,800	10,744	10,744
73030-80-10	Special Repairs & Equipment	517	0	0	0	0	0
	<b>Total Professional Services</b>	<b>66,996</b>	<b>66,395</b>	<b>88,434</b>	<b>83,101</b>	<b>88,434</b>	<b>74,079</b>
Supplies & Expense							
62030-80-10	Supplies	30,378	35,669	21,301	20,000	21,301	18,000
62031-80-10	Office Supplies & Postage	959	803	1,884	800	1,884	1,000
67015-70-10	Insurance	1,700	1,390	0	0	0	0
68095-50-10	Licenses & Permits - Commercial exhibits	0	0	342	0	342	0
81000-80-10	Equipment>\$500<\$5000 - Attractions	0	0	0	0	0	0
	<b>Total Supplies &amp; Expenses</b>	<b>33,036</b>	<b>37,862</b>	<b>23,527</b>	<b>20,800</b>	<b>23,527</b>	<b>19,000</b>
Grounds Entertainment							
66050-80-10	Ground Entertainment	388,057	205,745	284,838	140,500	284,838	157,500
66075-80-10	Hat Day	0	1,630	(8,554)	1,500	(8,554)	1,500
66070-80-10	Community Theater	929	273,270	0	0	0	
	<b>Total Grounds Acts</b>	<b>388,986</b>	<b>480,645</b>	<b>276,285</b>	<b>142,000</b>	<b>276,285</b>	<b>159,000</b>
Grandstand Entertainment (paid shows)							
66065-80-10	Chris Beck -Other Dirt Events	108,290	102,508	101,829	103,500	101,829	101,150
	<b>Total Grandstand Acts</b>	<b>108,290</b>	<b>102,508</b>	<b>101,829</b>	<b>103,500</b>	<b>101,829</b>	<b>101,150</b>
Sustainable Exhibits and Farmers Day							
66080-80-10	Farmers Day	12,897	6,089	5,520	8,000	5,520	8,000
66087-51-10	Sustainable Exhibit	1,575	0	0	0	0	0
	<b>Total Other Attractions</b>	<b>14,472</b>	<b>6,089</b>	<b>5,520</b>	<b>8,000</b>	<b>5,520</b>	<b>8,000</b>
	<b>Total Attractions Expense</b>	<b>677,179</b>	<b>739,494</b>	<b>637,136</b>	<b>632,144</b>	<b>637,136</b>	<b>645,388</b>

**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
48110-10-60	Grace Pavilion Rental	213,599	483,743	135,799	252,000	200,799	201,000
48120-10-60	VG Garrett Rental	50,325	20,150	24,998	31,500	31,498	32,850
48130-10-60	EC Kraft Rental	63,838	37,067	23,376	48,300	43,676	45,000
48140-10-40	Finley Hall Horse Shows	8,050	0	0	0	0	0
48140-10-60	Finley Hall Interim Events	39,961	39,702	20,472	39,900	38,372	40,000
48150-10-60	Hall of Flowers & Annex Rental	51,649	50,890	60,705	60,900	91,605	67,200
48160-10-60	Showcase Hall	24,014	25,325	25,134	26,250	37,134	37,000
48170-10-60	Other Building Interim	110	115,110	80,849	63,000	80,849	120,000
48190-10-40	Saralee's Barn - Base Rate	19,813	33,317	33,244	42,000	48,244	50,000
48220-10-60	Racing Grandstand	30,200	18,967	34,033	37,000	34,033	25,000
	<b>Total Rental of Buildings</b>	<b>501,558</b>	<b>824,271</b>	<b>438,609</b>	<b>600,850</b>	<b>606,209</b>	<b>618,050</b>
48180-10-40	Stall Rent - Horse Show	15,270	11,715	5,080	12,000	5,080	5,000
48210-10-60	Lyttle Cow Palace - Interim	51,726	57,317	37,050	63,000	53,050	56,000
48250-10-60	Other Facility - Interim	95,577	74,556	27,947	25,000	43,947	43,000
48265-10-60	Brookwood Parking Lot	28,564	19,358	15,880	20,000	20,080	20,000
48280-10-60	Carnival Lot	76,313	98,435	80,231	99,000	93,231	99,000
48290-10-60	Chris Beck - Interim	34,706	15,543	33,385	26,250	33,385	35,000
	<b>Total Grounds Rental</b>	<b>302,157</b>	<b>276,925</b>	<b>199,574</b>	<b>245,250</b>	<b>248,774</b>	<b>258,000</b>
48300-10-40	Equipment Rental - Horse Show	0	0	0	0	0	0
48300-10-60	Equipment Rental - Interim	143,142	160,687	124,191	170,000	171,191	172,000
48350-10-40	Sound Equipment - Horse Shows	0	0	0	0	0	0
48350-10-60	Sound Equipment - Interim	0	0	0	0	0	0
	<b>Total Equipment Rental</b>	<b>143,142</b>	<b>160,687</b>	<b>124,191</b>	<b>170,000</b>	<b>171,191</b>	<b>172,000</b>
48820-10-60	Food Concessions - Interim	140,924	90,745	139,263	207,000	197,263	207,000
48821-10-60	Alcohol Concession - Interim	366,531	364,009	257,026	313,000	353,026	361,000
48840-10-60	Other Concessions - Interim	4,319	9,220	12,554	5,000	13,754	14,000
48860-90-80	Vendor Space Fees	0	0	25	0	25	0
48880-10-60	ATM Fees Interim	5,757	11,502	4,843	9,000	7,843	8,000
	<b>Total Concessions</b>	<b>517,531</b>	<b>475,476</b>	<b>413,711</b>	<b>534,000</b>	<b>571,911</b>	<b>590,000</b>
	Utility Fee Reimbursement						
48500-10-60	<b>Utility Reimbursements - Interim</b>	<b>6,283</b>	<b>5,282</b>	<b>1,932</b>	<b>4,500</b>	<b>3,057</b>	<b>4,500</b>
	Interim Parking Revenue						
48270-30-60	<b>Parking - Interim</b>	<b>376,354</b>	<b>374,209</b>	<b>263,052</b>	<b>400,000</b>	<b>395,052</b>	<b>401,000</b>

**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Long Term Rentals							
48255-10-60	Car Mart	64,104	59,789	47,342	70,000	62,342	70,000
48256-10-60	Other - Long Term Rentals	36,027	42,689	15,253	38,000	28,053	43,000
<b>Total Long Term Rentals</b>		<b>100,131</b>	<b>102,477</b>	<b>62,595</b>	<b>108,000</b>	<b>90,395</b>	<b>113,000</b>
RV Park							
48240-10-60	<b>Trailer &amp; RV</b>	<b>426,188</b>	<b>825,547</b>	<b>1,814,861</b>	<b>1,135,000</b>	<b>1,964,861</b>	<b>1,019,250</b>
Costs Recovered							
48810-10-60	<b>Costs Recovered - Interim</b>	<b>73,366</b>	<b>81,479</b>	<b>60,814</b>	<b>70,000</b>	<b>84,814</b>	<b>70,000</b>
Security/ Insurance Reimbursement							
48510-10-60	Security Reimbursements	198,621	251,916	175,127	220,000	256,127	245,000
48515-10-60	Alcohol Reimbursements	1,600	0	0	0		
48520-10-60	Insurance Reimbursements	2,758	4,053	3,338	3,500	4,228	3,500
<b>Total Other Interim Revenue</b>		<b>202,979</b>	<b>255,969</b>	<b>178,465</b>	<b>223,500</b>	<b>260,355</b>	<b>248,500</b>
<b>Total Interim Revenue</b>		<b>2,649,689</b>	<b>3,382,323</b>	<b>3,557,803</b>	<b>3,491,100</b>	<b>4,396,618</b>	<b>3,494,300</b>
Interim Wages & Benefits							
Salaries & Wages - Permanent							
50010-30-60	Salaries & Wages Permanent	522,584	464,694	341,443	523,386	516,799	508,611
50012-30-60	Salaries & Wages Perm. - Overtime	79,317	70,542	45,712	86,943	72,712	66,495
50015-30-60	Salaries & Wages Perm. - Paid Leave	50,834	69,590	48,966	34,387	60,516	34,299
55011-30-60	Salaries & Wages Perm. - Cash Allowance	65,291	53,572	40,600	57,408	58,788	57,408
<b>Total Salaries &amp; Wages - Interim Permanent</b>		<b>718,026</b>	<b>658,397</b>	<b>476,721</b>	<b>702,124</b>	<b>708,815</b>	<b>666,813</b>
Salaries & Wages - Temporary							
50020-30-60	<b>Salaries &amp; Wages Temp - Interim</b>	<b>148,928</b>	<b>156,684</b>	<b>117,644</b>	<b>180,000</b>	<b>159,644</b>	<b>161,000</b>
Salaries & Wages Temp - Parking Wages							
50030-30-60	Interim	54,259	56,414	38,386	70,600	51,386	53,000
50013-30-60	Salaries & Wages Temp. - Overtime Interim	2,556	0	5,311	0	5,311	5,500
<b>Total Salaries &amp; Wages - Interim Temporary</b>		<b>205,743</b>	<b>213,098</b>	<b>161,341</b>	<b>250,600</b>	<b>216,341</b>	<b>219,500</b>
Employee Benefits - Employer's Share							
54000-30-60	Employee Benefits - Employer's Share-Accrued Leave	5,406	(20,905)	11,143	0	11,143	0



**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
55010-30-60	Employee Benefits - Employer's Share-Health Benefits	91,410	77,638	66,328	91,422	96,010	104,017
55030-30-60	Employee Benefits - Employer's Share-Other Benefits	31,979	23,444	8,493	6,000	10,107	13,970
55080-30-60	Sick Pay - Temporary	420	2,656	587	2,000	1,112	1,000
55040-30-60	Employee Benefits - Employer's Share-Retirement	265,500	235,411	175,319	244,720	254,052	240,515
	<b>Total Employee Benefits - Employer's Share:</b>	<b>394,714</b>	<b>318,244</b>	<b>261,871</b>	<b>344,142</b>	<b>372,425</b>	<b>359,503</b>
Payroll Taxes							
55071-30-60	Payroll Taxes - Unemployment Ins. Perm.	571	384	165	3,371	1,802	630
55070-30-60	Payroll Taxes - Unemployment Ins. Temp.	9,080	9,321	7,318	15,050	9,018	13,214
55000-30-60	Payroll Taxes - FICA/Medicare Perm.	54,316	49,316	35,206	48,701	51,412	46,620
55001-30-60	Payroll Taxes - FICA/Medicare Temp.	15,692	20,199	12,388	19,125	15,688	16,792
	<b>Total Payroll Taxes</b>	<b>79,658</b>	<b>79,220</b>	<b>55,076</b>	<b>86,247</b>	<b>77,919</b>	<b>77,255</b>
Worker's Compensation Insurance							
55020-30-60	Workers Comp. Insurance - Permanent	21,201	21,649	9,359	33,679	22,412	27,071
55021-30-60	Workers Comp. Insurance- Temporary	8,845	8,900	6,680	11,625	9,127	10,975
	<b>Total Workers Compensation Insurance:</b>	<b>30,047</b>	<b>30,548</b>	<b>16,039</b>	<b>45,304</b>	<b>31,539</b>	<b>38,046</b>
	<b>Total Wages &amp; Benefits</b>	<b>1,428,188</b>	<b>1,299,507</b>	<b>971,048</b>	<b>1,428,417</b>	<b>1,407,039</b>	<b>1,361,117</b>
Supplies & Expense							
62030-30-60	Supplies - Interim	24,055	16,119	14,330	20,000	22,830	23,000
62031-30-60	Office Supplies	0	234	0	1,500	450	1,500
65021-30-60	Advertising - Interim	0	3,086	875	8,000	3,275	4,000
67010-30-60	Concession & Other Costs Reimbursed	45,640	5,074	1,385	8,000	1,385	2,000
68065-10-60	Ticket Convenience Fees - Interim	0	0	0	0	0	0
72045-30-60	Parking Site Rental - Interim	7,505	0	0	8,000	4,000	4,000
73030-30-60	Special Repairs & Equip	910	0	0	3,000	900	3,000
	<b>Total Interim Supplies &amp; Equipment</b>	<b>78,110</b>	<b>24,513</b>	<b>16,591</b>	<b>48,500</b>	<b>32,841</b>	<b>37,500</b>
RV Park - Interim							
56000-30-60	RV Park - Contract Services	2,773	13,340	10,366	19,575	19,766	58,500
62032-30-60	RV Park - Supplies	1,092	4,003	8,284	1,214	8,584	8,000
65020-30-60	RV Park - Advertising/Publicity	4,932	3,051	0	818	258	5,000
70010-30-60	RV Park - Gas & Electricity	72,049	95,612	100,264	138,710	159,974	100,000
70015-30-60	RV Park - Water & Sewer	14,149	16,101	19,821	29,499	28,820	17,000

**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
73010-30-60	RV Park - Equipment Repair	0	0	200	0	200	500
73020-30-60	RV Park - Buildings & Grounds Repair	900	4,524	0	10,656	3,000	3,000
	<b>Total RV Park Supplies &amp; Expense</b>	<b>95,894</b>	<b>136,631</b>	<b>138,935</b>	<b>200,472</b>	<b>220,602</b>	<b>192,000</b>
	Other - Sec/Insurance Reimbursement						
67015-30-60	Insurance Reimbursed	3,325	670	1,985	3,500	1,985	3,500
56020-30-60	Security - Non-Fair	1,071	12,400	24,867	7,000	28,867	10,000
67005-30-60	Security Fees Reimbursed	189,203	229,835	147,052	200,000	227,052	215,000
	<b>Total Other - Sec/Ins Reimbursed</b>	<b>193,599</b>	<b>242,905</b>	<b>173,903</b>	<b>210,500</b>	<b>257,903</b>	<b>228,500</b>
	Land Rent						
56081-10-60	Cal Trans Median Strip Rent	10,170	10,187	10,500	15,000	10,500	10,500
	Straw Removal/Equip Rent						
56080-10-40	Straw Removal	0	193	0	0	0	0
72050-30-60	Equipment Rental	7,880	4,811	2,904	5,000	5,504	6,000
	<b>Total Other Expenses</b>	<b>7,880</b>	<b>5,004</b>	<b>2,904</b>	<b>5,000</b>	<b>5,504</b>	<b>6,000</b>
56000-10-40	<b>Contract Services - Interim</b>	<b>13,227</b>	<b>6,675</b>	<b>9,580</b>	<b>15,000</b>	<b>17,580</b>	<b>15,000</b>
56002-80-60	<b>Business Partner Incentive</b>	<b>15,644</b>	<b>6,815</b>	<b>0</b>	<b>8,000</b>	<b>8,000</b>	<b>8,000</b>
	<b>Total Interim Expense</b>	<b>1,842,713</b>	<b>1,732,235</b>	<b>1,323,460</b>	<b>1,930,889</b>	<b>1,959,968</b>	<b>1,858,617</b>
	<b>Profit / (Loss)</b>	<b>806,976</b>	<b>1,650,088</b>	<b>2,234,343</b>	<b>1,560,211</b>	<b>2,436,650</b>	<b>1,635,683</b>

**Sonoma County Fair**  
**Jockey Club Revenue & Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
48600-70-70	Interim Rental - Jockey Club	0	0	0	0	0	0
48605-70-70	Interim Concessions - Jockey Club	0	0	0	0	0	0
48610-70-70	Commissions	267,935	257,364	207,400	250,000	255,620	250,000
48620-70-70	Admissions - General	40,071	33,570	26,641	34,345	33,305	34,000
48625-70-70	Turf Club Admissions	7,658	6,501	4,755	6,850	6,174	6,000
48630-70-70	Jockey Club Program Sales	0	31	0	0	0	0
48635-70-70	Jockey Club Program Commission	2,575	3,087	2,538	2,752	2,836	2,800
48640-70-70	Concessions	9,308	7,264	5,092	9,000	6,466	7,000
48650-70-70	Other Jockey Club Sales	435	1,157	532	1,000	663	1,000
48660-70-70	Jockey Club Periodicals - Race Forms	72,732	68,136	54,225	67,925	67,137	65,000
48680-70-70	CMC Reimbursement	0	0	0	0	0	0
48810-70-70	Costs Recovered - Simulcast	0	0	0	0	0	0
48811-70-70	Costs Recovered - Simulcast - Prior Year	0	0	0	0	0	0
48880-70-70	ATM Fees Earned	10,476	2,301	5,270	1,500	5,270	4,000
<b>Total Satellite Wagering Revenue</b>		<b>411,189</b>	<b>379,410</b>	<b>306,452</b>	<b>373,372</b>	<b>377,470</b>	<b>369,800</b>
Jockey Club Wages & Benefits							
Salaries & Wages - Permanent							
50010-70-70	Salaries & Wages Permanent	47,685	50,034	39,711	52,869	56,018	52,869
50012-70-70	Salaries & Wages Perm. - Overtime	3,914	3,145	1,001	3,266	1,366	4,082
50015-70-70	Salaries & Wages Perm. - Paid Leave	6,879	3,610	400	3,735	1,406	3,735
55011-70-70	Salaries & Wages Perm. - Cash Allowance	7,144	6,975	4,940	7,176	7,176	7,176
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>65,621</b>	<b>63,764</b>	<b>46,052</b>	<b>67,046</b>	<b>65,966</b>	<b>67,862</b>
Salaries & Wages - Temporary							
50013-70-70	Salaries & Wages Temporary - Overtime	823	0	1,704	0	1,704	2,000
50020-70-70	Salaries & Wages Temporary	95,409	70,990	40,110	60,000	49,576	50,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>96,233</b>	<b>70,990</b>	<b>41,814</b>	<b>60,000</b>	<b>51,280</b>	<b>52,000</b>

**Sonoma County Fair**  
**Jockey Club Revenue & Expense**  
**Budget Worksheet**

G/L #		Actual	Actual	Actual	Annual	Projected	Annual
		YTD	YTD	PTD	Budget		Budget
		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Employee Benefits - Employers Share							
54000-70-70	Employee Benefits - Employer's Share-Accured Leave	350	2,783	4,025	0	4,025	0
55010-70-70	Employee Benefits - Employer's Share-Health Benefits	17,930	20,489	15,541	21,536	22,193	23,195
55030-70-70	Employee Benefits - Employer's Share-Other Benefits	792	172	239	500	377	641
55080-70-70	Sick Pay - Temporary	1,440	1,185	17	1,300	373	500
55040-70-70	Employee Benefits - Employer's Share-Retirement	24,902	24,465	18,045	24,047	25,488	24,894
<b>Total Employee Benefits - Employer's Share:</b>		<b>45,413</b>	<b>49,094</b>	<b>37,867</b>	<b>47,383</b>	<b>52,456</b>	<b>49,230</b>
JOCKEY CLUB EXPENSE							
Payroll Taxes							
55000-70-70	Payroll Taxes - FICA/Medicare Perm.	4,392	4,475	3,121	4,580	4,604	4,643
55001-70-70	Payroll Taxes - FICA/Medicare Temp.	7,472	5,521	3,200	4,590	3,912	3,978
55070-70-70	Payroll Taxes - Unemployment Ins. Temp.	2,364	1,838	1,178	3,612	1,380	3,130
55071-70-70	Payroll Taxes - Unemployment Ins. Perm.	42	31	17	421	130	70
<b>Total Payroll Taxes</b>		<b>14,269</b>	<b>11,865</b>	<b>7,516</b>	<b>13,203</b>	<b>10,026</b>	<b>11,821</b>
Worker's Compensation Insurance							
55020-70-70	Workers Comp. Insurance - Permanent	1,819	1,728	479	2,784	1,749	753
55021-70-70	Workers Comp. Insurance- Temporary	4,329	2,977	1,726	2,790	2,159	2,340
<b>Total Workers Compensation Insurance:</b>		<b>6,147</b>	<b>4,705</b>	<b>2,205</b>	<b>5,574</b>	<b>3,908</b>	<b>3,093</b>
<b>Total Wages &amp; Benefits</b>		<b>227,683</b>	<b>200,419</b>	<b>135,453</b>	<b>193,206</b>	<b>183,635</b>	<b>184,006</b>
Professional Services & Contracts							
56000-70-70	Contract Services - Satellite	10,887	9,816	7,211	7,600	9,855	10,500
56020-70-70	Security Service - Satellite	22,244	21,025	17,102	18,420	21,707	24,000
72050-70-70	Equipment Rental - Jockey Club	3,778	3,370	827	3,700	2,104	4,000
<b>Total Professional Services &amp; Contracts</b>		<b>36,909</b>	<b>34,211</b>	<b>25,140</b>	<b>29,720</b>	<b>33,666</b>	<b>38,500</b>
Advertising & Marketing							
65020-70-70	Advertising - Jockey Club	43	650	1,500	3,000	1,500	1,500

**Sonoma County Fair**  
**Jockey Club Revenue & Expense**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
65095-70-70	Cost of Giveaway Items	0	152	0	200	0	0
	<b>Total Advertising Expense</b>	<b>43</b>	<b>802</b>	<b>1,500</b>	<b>3,200</b>	<b>1,500</b>	<b>1,500</b>
Jockey Club Supplies & Expense							
62020-70-70	Telephone	5,677	6,782	5,375	5,119	6,660	7,000
62030-70-70	Tickets & Supplies	12	39	0	100	0	0
62031-70-70	Supplies	6,917	1,549	5,938	2,500	6,548	5,000
68095-70-70	Licenses & Permits	399	722	627	425	627	
73010-70-70	Equipment Repair	4,050	1,418	10,283	4,600	11,523	5,000
73020-70-70	Building Repair	0	2,010	11,888	2,000	12,448	5,000
73030-70-70	Special Repairs & Equip	842	0	1,551	2,500	1,551	0
	<b>Total Jockey Club Supplies &amp; Expense</b>	<b>17,897</b>	<b>12,521</b>	<b>35,662</b>	<b>17,244</b>	<b>39,357</b>	<b>22,000</b>
Programs, Concessions & Parking							
66090-70-70	Cost of Novelties Sold	0	0	0	0	0	
62080-70-70	Cost of Periodicals Sold	60,007	54,661	42,084	56,325	53,105	51,350
	<b>Total Programs, Concessions &amp; Parking</b>	<b>60,007</b>	<b>54,661</b>	<b>42,084</b>	<b>56,325</b>	<b>53,105</b>	<b>51,350</b>
Fuel & Utilities							
56085-70-70	Garbage	6,496	5,026	3,650	5,040	4,910	5,000
70010-70-70	Gas & Electricity	15,537	36,590	43,891	24,309	49,975	30,000
70015-70-70	Water & Sewer	8,827	8,322	8,341	8,021	11,081	11,000
	<b>Total Fuel &amp; Utilities</b>	<b>30,861</b>	<b>49,938</b>	<b>55,882</b>	<b>37,370</b>	<b>65,966</b>	<b>46,000</b>
81000-70-70	Improvements under \$5K	0	0	1,009	0	1,009	1,000
	<b>Total Satellite Wagering Expense</b>	<b>373,399</b>	<b>352,552</b>	<b>296,731</b>	<b>337,065</b>	<b>378,239</b>	<b>344,356</b>
						0	
	<b>Profit / (Loss)</b>	<b>37,790</b>	<b>26,859</b>	<b>9,721</b>	<b>36,307</b>	<b>(769)</b>	<b>25,444</b>

ATTACHMENT #4  
**Sonoma County Fair**  
**Harvest Fair**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
HARVEST FAIR REVENUE							
Cost Recovery							
48810-10-20	Cost Recovered - Harvest Fair	134,189	136,868	0	132,000	132,000	74,358
<b>Total Cost Recovery</b>		<b>134,189</b>	<b>136,868</b>	<b>0</b>	<b>132,000</b>	<b>132,000</b>	<b>74,358</b>
Interim Wages & Benefits							
Salaries & Wages - Permanent							
50010-10-20	Allocated Maintenance Wages	9,619	15,000	0	15,000	15,000	
50010-30-20	Allocated Interim Wages	10,854	12,000	0	12,000	12,000	
50010-50-20	Allocated Exhibits Wages	2,466	4,000	0	4,000	4,000	
50010-90-20	Allocated Administration Wages	7,261	5,000	0	5,000	5,000	
<b>Total Allocated Wages - Permanent:</b>		<b>30,200</b>	<b>36,000</b>	<b>0</b>	<b>36,000</b>	<b>36,000</b>	<b>0</b>
Salaries & Wages - Temporary							
50020-10-20	Temp Wages Harvest Fair Maintenance	3,103	0	0	7,000	7,000	7,000
50020-20-20, 50013-20-20	Temp Wages Publicity Harvest Fair	10,646	2,862	0	9,000	9,000	9,000
50020-30-20	Temp Wages Harvest Fair Interim	0	0	0	0	0	0
50020-50-20, 50013-50-20	Temp Wages Harvest Fair Exhibits	22,027	1,561	0	28,000	28,000	28,000
50020-90-20	Temp Wages Harvest Fair Administration	1,458	0	0	1,500	1,500	1,500
50030-30-20	Temp Wages Harvest Fair Parking	2,296	0	0	2,000	2,000	2,000
50040-30-20	Temp Wages Harvest Fair Cashiers	0	0	0	0	0	0
50070-30-20, 50013-90-20	Temp Wages Harvest Fair Admissions	7,139	45,860	9,855	7,000	16,855	16,855
52010-80-20	Temp Wages Harvest Fair Attractions Special Event	1,374	0	0	2,000	2,000	2,000

ATTACHMENT #4  
**Sonoma County Fair**  
**Harvest Fair**  
**Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
	<b>Total Salaries &amp; Wages - Interim Temporary</b>	<b>48,043</b>	<b>50,283</b>	<b>9,855</b>	<b>56,500</b>	<b>66,355</b>	<b>66,355</b>
Employee Benefits - Employer's Share	Employee Benefits - Allocated						
55010-xx-20, 55030-xx	Wages	0	0	0	0	0	0
	<b>Total Employee Benefits - Employer's Share</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Payroll Taxes	Unemployment Ins. Allocated						
55071-xx-20	Wages	0	0	0	0	0	0
55070-xx-20	Unemployment Ins. Temp.	1,558	1,965	441	3,000	3,441	3,441
55000-xx-20	FICA/Medi - Allocated Wages	0	4,667	0	7,000	7,000	
55000-xx-20, 55001-xx	FICA/Medi - Temp Wages	3,714	6,180	754	0	754	754
	<b>Total Payroll Taxes</b>	<b>5,271</b>	<b>12,811</b>	<b>1,195</b>	<b>10,000</b>	<b>11,195</b>	<b>4,195</b>
Worker's Compensation Insurance	Workers Comp. Insurance -						
55020-xx-20, 55021-xx	Allocated Wages	500	0	0	0	0	0
55020-xx-20, 55021-xx	Workers Comp. Insurance- Temporary	2,027	2,074	407	2,400	2,807	2,807
	<b>Total Workers Compensation Insurance:</b>	<b>2,527</b>	<b>2,074</b>	<b>407</b>	<b>2,400</b>	<b>2,807</b>	<b>2,807</b>
Total Allocated Wages & Benefits		30,700	40,667	0	43,000	43,000	0
Total Temp. Wages & Benefits		55,341	60,502	11,457	61,900	73,357	73,358
	<b>Total Wages &amp; Benefits</b>	<b>86,041</b>	<b>101,169</b>	<b>11,457</b>	<b>104,900</b>	<b>116,357</b>	<b>73,358</b>
Other Expenses	Postage - Harvest Fair	0	2,000	0	0	0	0
62010-90-20	Miscellaneous - Harvest Fair	0	8,000	0	1,000	1,000	1,000
68085-90-20							
	<b>Total Other Expenses</b>	<b>0</b>	<b>10,000</b>	<b>0</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>
	<b>Total Harvest Fair Expense</b>	<b>86,041</b>	<b>111,169</b>	<b>11,457</b>	<b>105,900</b>	<b>117,357</b>	<b>74,358</b>
	<b>Profit / (Loss)</b>	<b>48,148</b>	<b>25,699</b>	<b>(11,457)</b>	<b>26,100</b>	<b>14,643</b>	<b>0</b>

ATTACHMENT #1  
**Sonoma County Fair  
Administrative Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
Administration Wages & Benefits							
Salaries & Wages - Permanent							
50010-90-80	Salaries & Wages Permanent	419,616	479,073	349,711	511,157	507,329	492,431
50012-90-80	Salaries & Wages Perm. - Overtime	24,405	45,084	26,690	29,518	27,630	27,734
50015-90-80	Salaries & Wages Perm. - Paid Leave	45,929	39,130	27,010	34,916	36,410	34,914
55011-90-80	Salaries & Wages Perm. - Cash Allowance	36,146	43,028	29,808	43,056	43,056	43,056
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>526,097</b>	<b>606,316</b>	<b>433,219</b>	<b>618,647</b>	<b>614,425</b>	<b>598,135</b>
Salaries & Wages - Temporary							
50013-90-80	Salaries & Wages Temporary - Overtime	0	0	835	0	835	0
50020-90-80	Salaries & Wages Temporary	25,513	16,527	12,453	18,000	14,179	15,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>25,513</b>	<b>16,527</b>	<b>13,288</b>	<b>18,000</b>	<b>15,014</b>	<b>15,000</b>
Employee Benefits - Employer's Share							
54000-90-80	Employee Benefits - Employer's Share-Accrued	18,387	14,052	6,513	0	6,513	0
55010-90-80	Employee Benefits - Employer's Share-Health Benefits	42,613	58,516	41,976	67,750	62,925	70,451
55030-90-80	Employee Benefits - Employer's Share-Other Benefits	32,836	29,597	5,114	11,740	8,956	22,848
55050-90-80	GASB 98 Pension Expense	40,210	(1,414)	0	0	0	
55080-90-80	Sick Pay - Temporary	336	0	98	300	98	200
55040-90-80	Employee Benefits - Employer's Share-Retirement	197,665	217,242	167,080	218,861	233,843	222,442
<b>Total Employee Benefits - Employer's Share:</b>		<b>332,047</b>	<b>317,993</b>	<b>220,780</b>	<b>298,651</b>	<b>312,334</b>	<b>315,940</b>
Payroll Taxes							
55000-90-80	Payroll Taxes - FICA/Medicare Perm.	38,619	45,253	33,233	40,584	46,482	39,679
55001-90-80	Payroll Taxes - FICA/Medicare Temp.	1,977	1,264	824	1,377	955	1,148
55070-90-80	Payroll Taxes - Unemployment Ins. Perm.	1,336	948	830	1,084	1,130	420
55071-90-80	Payroll Taxes - Unemployment Ins. Temp.	470	382	158	2,949	1,151	903
<b>Total Payroll Taxes:</b>		<b>42,403</b>	<b>47,847</b>	<b>35,046</b>	<b>45,994</b>	<b>49,719</b>	<b>42,150</b>
Worker's Compensation Insurance							
55020-90-80	Workers Comp. Insurance - Permanent	15,618	17,727	5,503	27,110	14,850	7,420



ATTACHMENT #1  
**Sonoma County Fair  
Administrative Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
55021-90-80	Workers Comp. Insurance- Temporary	955	682	552	245	621	750
	Total Workers Compensation Insurance:	16,573	18,408	6,055	27,355	15,471	8,170
	<b>Total Administration Wages &amp; Benefits:</b>	<b>942,632</b>	<b>1,007,091</b>	<b>708,389</b>	<b>1,008,647</b>	<b>1,006,964</b>	<b>979,395</b>
Administration Professional Services (Contracts)							
56000-90-80	Other Services & Misc.	41,970	119,399	10,375	28,000	17,378	7,000
56005-90-80	County Indirect Expenses	89,024	132,936	36,943	65,000	53,343	86,000
56050-90-80	Legal Fees	14,232	17,978	37,504	15,000	41,600	41,000
56070-90-80	Payroll Service	40,262	44,263	28,546	42,000	39,399	42,000
56075-90-80	Computer Support	9,519	9,353	9,039	10,000	11,533	25,000
	<b>Total Admin Professional Services (Contracts):</b>	<b>195,006</b>	<b>323,929</b>	<b>122,407</b>	<b>160,000</b>	<b>163,253</b>	<b>201,000</b>
Director's Expense							
68070-90-80	<b>Director's Expense</b>	<b>13,863</b>	<b>11,027</b>	<b>5,930</b>	<b>10,000</b>	<b>9,820</b>	<b>10,000</b>
Traveling/Training Expense - Employees							
68090-90-80	<b>Traveling/Training Expense</b>	<b>16,099</b>	<b>16,562</b>	<b>9,577</b>	<b>15,000</b>	<b>14,612</b>	<b>15,000</b>
Office Supplies and Expense							
56020-30-80	Security Alarms - Grounds	0	0	0	0	0	0
62030-90-80	Office Supplies & Expense	23,192	14,228	16,575	17,000	20,831	17,000
62060-90-80	Computer Supplies	0	0	440	0	440	400
68040-90-80	Miscellaneous Expense	3,548	7,047	83	1,000	363	500
68060-90-80	Bank/Credit Card Fees	76,892	66,893	74,715	65,000	83,378	80,000
68075-90-80	Staff Meetings	110	113	179	150	179	180
68095-90-80	Licenses & Permits	9,209	11,044	7,813	9,000	10,940	10,000
72020-90-80	Office Equipment Rental (Copier Lease)	13,729	10,246	5,396	11,000	6,881	7,000
73010-90-80	Equipment Repair	0	90	0	100	0	250
73030-90-80	Special Repairs & Equipment	776	1,350	0	1,000	0	1,000
78890-90-80	Donations	1,254	946	0	0	0	0

ATTACHMENT #1  
**Sonoma County Fair  
Administrative Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual PTD	Annual Budget	Projected	Annual Budget
G/L #		12/31/2016	12/31/2017	9/30/2018	12/31/2018	12/31/2018	2019
	<b>Total Administration Office Supplies &amp; Expense:</b>	<b>128,710</b>	<b>111,959</b>	<b>105,200</b>	<b>104,250</b>	<b>123,011</b>	<b>116,330</b>
	Telephone and Postage Expense						
62010-90-80	Postage	13,965	12,324	17,312	13,000	19,955	20,000
62015-90-80	Air Postage	1,172	580	139	600	289	300
62020-90-80	Telephone	36,483	37,579	26,865	35,000	35,621	36,000
	<b>Total Administration Telephone &amp; Postage Expense:</b>	<b>51,621</b>	<b>50,483</b>	<b>44,316</b>	<b>48,600</b>	<b>55,865</b>	<b>56,300</b>
	Dues and Subscriptions						
68010-90-80	<b>Dues &amp; Subscriptions</b>	<b>6,175</b>	<b>8,281</b>	<b>5,967</b>	<b>7,000</b>	<b>6,740</b>	<b>7,000</b>
	Insurance (General Liability)					0	
68085-90-80	Insurance Other	30,882	63,397	35,472	67,000	52,225	65,000
68086-90-80	Liability Claims	0	0	0	0	0	0
	<b>Total Insurance (General Liability) Expense:</b>	<b>30,882</b>	<b>63,397</b>	<b>35,472</b>	<b>67,000</b>	<b>52,225</b>	<b>65,000</b>
	Audit Expense						
56060-90-80	<b>Audit Fees</b>	<b>25,000</b>	<b>59,500</b>	<b>35,380</b>	<b>40,000</b>	<b>46,667</b>	<b>45,000</b>
	Current Year Bad Debt Expenses						
68020-90-80	<b>Bad Debt Expense</b>	<b>15</b>	<b>9,676</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
68020-58-10	<b>JLA Bad Debt Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
68030-90-80	<b>Misc/Cash Over/Short</b>	<b>16,377</b>	<b>3,488</b>	<b>1,902</b>	<b>1,000</b>	<b>2,155</b>	<b>1,000</b>
81000-90-80	<b>Equipment &gt;\$500&lt;\$5000 - Admin</b>	<b>1,082</b>	<b>0</b>	<b>0</b>	<b>1,000</b>	<b>0</b>	<b>1,000</b>
	<b>Total Administration Expense</b>	<b>1,427,464</b>	<b>1,665,394</b>	<b>1,074,540</b>	<b>1,462,497</b>	<b>1,481,312</b>	<b>1,497,025</b>

**Maintenance and General Operations Expense**

**Budget Worksheet**

G/L #		Actual YTD 12/31/2016	Actual YTD 12/31/2017	Actual PTD 9/30/2018	Annual Budget 12/31/2018	Projected 12/31/2018	Annual Budget 2019
50010-10-80	Salaries & Wages Permanent	504,035	551,299	383,601	610,755	591,980	610,441
50012-10-80	Salaries & Wages Perm. - Overtime	49,931	93,423	43,277	72,123	52,277	58,301
50015-10-80	Salaries & Wages Perm. - Paid Leave	81,862	43,621	52,747	37,291	62,792	37,673
55011-10-80	Salaries & Wages Perm. - Cash Allowance	61,448	66,348	45,292	71,760	69,052	71,760
	<b>Total Salaries &amp; Wages - Permanent:</b>	<b>697,276</b>	<b>754,691</b>	<b>524,916</b>	<b>791,929</b>	<b>776,100</b>	<b>778,176</b>
	<b>Salaries &amp; Wages - Temporary</b>						
50013-10-80	Salaries & Wages Temporary - Overtime	0	0	25,720	0	25,720	30,000
50020-10-80	Salaries & Wages Temporary	214,683	206,633	158,848	220,000	170,622	190,000
55999-99-99	Payroll Contra account for CIP projects	0	0	0	0	0	0
	<b>Total Salaries &amp; Wages - Temporary:</b>	<b>214,683</b>	<b>206,633</b>	<b>184,567</b>	<b>220,000</b>	<b>196,341</b>	<b>220,000</b>
	<b>Employee Benefits - Employers Share</b>						
54000-10-80	Employee Benefits - Employer's Share-Accrued Leave	(7,959)	5,240	3,325	0	3,325	0
55010-10-80	Employee Benefits - Employer's Share-Health Benefits	120,585	122,272	92,005	134,178	133,650	164,433
55030-10-80	Employee Benefits - Employer's Share-Other Benefits	20,935	18,141	7,590	6,200	9,258	11,033
55080-10-80	Sick Pay - Temporary	678	240	970	300	970	1,000
55040-10-80	Employee Benefits - Employer's Share-Retirement	267,490	263,615	187,792	277,461	276,881	279,737
	<b>Total Employee Benefits - Employer's Share:</b>	<b>401,729</b>	<b>409,508</b>	<b>291,682</b>	<b>418,139</b>	<b>424,084</b>	<b>456,203</b>
	<b>Payroll Taxes</b>						
55000-10-80	Payroll Taxes - FICA/Medicare Perm.	52,437	56,506	38,882	54,780	57,992	54,041
55001-10-80	Payroll Taxes - FICA/Medicare Temp.	16,475	15,826	14,317	16,830	15,215	16,500
55070-10-80	Payroll Taxes - Unemployment Ins. Temp.	10,617	10,059	8,500	13,244	8,688	9,000
55071-10-80	Payroll Taxes - Unemployment Ins. Perm.	608	459	185	3,792	1,206	630
	<b>Total Payroll Taxes</b>	<b>80,137</b>	<b>82,850</b>	<b>61,883</b>	<b>88,646</b>	<b>83,100</b>	<b>80,171</b>
	<b>Worker's Compensation Insurance</b>						
55020-10-80	Workers Comp. Insurance - Permanent	18,623	84,649	89,113	29,471	97,824	113,365
55021-10-80	Workers Comp. Insurance- Temporary	7,366	8,534	7,612	10,230	8,160	34,770
	<b>Total Workers Compensation Insurance:</b>	<b>25,989</b>	<b>93,182</b>	<b>96,726</b>	<b>39,701</b>	<b>105,985</b>	<b>148,135</b>
	<b>Total Maintenance Wages &amp; Benefits:</b>	<b>1,419,813</b>	<b>1,546,866</b>	<b>1,159,775</b>	<b>1,558,415</b>	<b>1,585,611</b>	<b>1,682,685</b>
	<b>Professional Services (Contractual)</b>						
56000-10-80	Contract Services	70,393	97,396	75,640	85,000	90,444	90,000
56086-10-80	Recycling Program	0	1,184	0	2,000	0	2,000
	<b>Total Contract Services:</b>	<b>70,393</b>	<b>98,580</b>	<b>75,640</b>	<b>87,000</b>	<b>90,444</b>	<b>92,000</b>
	<b>Rental - Maintenance Equipment</b>						
72050-10-80	Equipment Rental - Maintenance	<b>23,029</b>	<b>30,253</b>	<b>32,554</b>	<b>35,000</b>	<b>32,940</b>	<b>35,000</b>
	<b>Light, Heat, Water and Power</b>						
70010-10-80	Gas & Electricity	132,528	150,816	101,571	135,000	133,343	175,800
70010-10-20	Gas & Electricity -Harvest Fair (reimbursement)	0	0	0	0	0	0
70015-10-80	Water & Sewer	115,796	154,167	101,446	135,000	135,376	135,000

**Maintenance and General Operations Expense**

**Budget Worksheet**

G/L #		Actual YTD 12/31/2016	Actual YTD 12/31/2017	Actual PTD 9/30/2018	Annual Budget 12/31/2018	Projected 12/31/2018	Annual Budget 2019
	<b>Total Utilities:</b>	<b>248,324</b>	<b>304,983</b>	<b>203,017</b>	<b>270,000</b>	<b>268,719</b>	<b>310,800</b>
	<b>Maintenance of Equipment - Supplies and Expense</b>						
73010-10-80	Equipment Repairs	33,596	38,158	40,556	45,000	48,099	45,000
68095-10-80	Licenses & Permits - Maintenance	5,336	6,283	6,360	6,500	6,660	6,700
70040-10-80	Mechanic Supplies	9,249	8,555	7,445	13,000	8,915	10,000
70045-10-80	Fuel	35,333	38,818	31,548	45,000	45,048	48,000
	<b>Total Maintenance of Equipment:</b>	<b>83,514</b>	<b>91,814</b>	<b>85,909</b>	<b>109,500</b>	<b>108,722</b>	<b>109,700</b>
	<b>Maintenance of Buildings &amp; Grounds - Supplies and Expense</b>						
62030-10-80	Office Supplies	4,036	694	1,193	4,000	2,273	3,000
70020-10-80	Janitorial Supplies	66,446	48,445	38,394	55,000	41,130	42,000
70025-10-80	Landscape Supplies	8,994	25,285	20,196	23,000	23,002	23,000
70030-10-80	Electrical Supplies	20,144	20,024	14,277	25,000	16,677	18,000
70035-10-80	Carpentry/Plumbing Supplies	17,542	12,305	7,775	16,000	8,623	12,000
70050-10-80	Grounds Supplies	62,221	58,328	40,311	55,000	45,907	50,000
70060-10-80	Paint Supplies	34,463	29,861	16,621	35,000	20,133	20,000
70070-10-80	Chairs/Tables/Other Inventory	4,046	0	0	5,000	0	0
73021-10-80	Special Repairs - ADA	5,356	6,923	297	7,000	297	0
73020-10-80	Building & Ground Repairs	45,900	39,541	43,681	45,000	44,891	45,000
	<b>Total Maint of Buildings &amp; Grounds</b>	<b>269,149</b>	<b>241,407</b>	<b>182,744</b>	<b>270,000</b>	<b>202,932</b>	<b>213,000</b>
	<b>Trash Removal, Clean Up (Contractual)</b>						
56085-10-80	Garbage Service	<b>84,838</b>	<b>89,236</b>	<b>50,618</b>	<b>80,000</b>	<b>73,726</b>	<b>80,000</b>
	<b>Special Repairs &amp; Equipment</b>						
73030-10-80	Special Repairs & Equipment	<b>14,274</b>	<b>19,000</b>	<b>45,214</b>	<b>15,000</b>	<b>52,214</b>	<b>15,000</b>
	<b>Equipment&gt;\$500&lt;\$5,000- Maintenance</b>						
81000-10-80	Equipment>\$500<\$5,000- Maintenance	<b>11,186</b>	<b>25,101</b>	<b>10,392</b>	<b>8,000</b>	<b>11,392</b>	<b>10,000</b>
	<b>Total Maintenance Expense:</b>	<b>2,224,519</b>	<b>2,447,241</b>	<b>1,845,864</b>	<b>2,432,915</b>	<b>2,426,701</b>	<b>2,548,185</b>

**Sonoma County Fair  
Other Revenue  
Budget Worksheet**

<b>G/L #</b>	<b>Actual YTD 12/31/2016</b>	<b>Actual YTD 12/31/2017</b>	<b>Actual PTD 9/30/2018</b>	<b>Annual Budget 12/31/2018</b>	<b>Projected 12/31/2018</b>	<b>Annual Budget 2019</b>	
	Other Operating Revenue (Misc Non-Fair)						
48400-90-80	Interest	2,564	3,553	2,882	3,500	3,757	3,500
48850-90-80	Other Misc. Revenue	685	1,123	0	0	0	
48870-90-80	Discounts Earned	575	643	386	0	386	0
48810-10-80	Costs Recovered	32,443	145,372	22,743	15,000	26,493	23,000
48401-90-80	Outstanding Receivables Interest	4,694	1,596	2,420	0	2,420	0
	<b>Total Other Operating Revenue</b>	<b>40,962</b>	<b>152,287</b>	<b>28,431</b>	<b>18,500</b>	<b>33,056</b>	<b>26,500</b>
48910-90-80	<b>Prior Year Revenue Adjustments</b>	<b>178</b>	<b>56,422</b>	<b>27,150</b>	<b>0</b>	<b>27,150</b>	<b>0</b>
31101-90-80, 31200-90-80	<b>Capital Contribution</b>	<b>208,048</b>	<b>549,026</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
47600-50-10, 47600-52-10,	<b>JLA - Net of Expenses</b>	<b>(67,126)</b>	<b>680</b>	<b>29,569</b>	<b>0</b>	<b>29,569</b>	<b>0</b>

**Sonoma County Fair  
Other Expense  
Budget Worksheet**

<b>G/L #</b>	<b>Actual YTD 2016</b>	<b>Actual YTD 2017</b>	<b>Actual PTD 9/30/2018</b>	<b>Annual Budget 2018</b>	<b>Projected 2018</b>	<b>Annual Budget 2019</b>
Prior Year Operating Expense Adjustments & Other Expenses						
91080-90-80 Prior Year Expense	(13)	279,084	68,666	0	68,666	0
75025-90-80 Gain or Loss on Sale of Assets	0	0	1,236	0	1,236	0
<b>Total Prior Year &amp; Other Expenses</b>	<b>(13)</b>	<b>279,084</b>	<b>69,902</b>	<b>0</b>	<b>69,902</b>	<b>0</b>
Other Interest Expense						
75010-90-80 <b>Other - Interest Expense</b>	<b>12,190</b>	<b>12,500</b>	<b>0</b>	<b>16,000</b>	<b>8,000</b>	<b>0</b>

**Capital Improvements - Budget 2019**

Status	Item	Project Estimate	Outside Support Funding	Fair Funds
<b><u>ADA Projects - Outside Funding</u></b>				
			\$0	\$0
				\$0
				\$0
				\$0
				\$0
	<b>Subtotal</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b><u>Other Projects - Outside Funding</u></b>				
				\$0
				\$0
				\$0
	<b>Subtotal</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
		<b>Project Estimate</b>		<b>Fair Funds</b>
<b><u>Other Projects - Internal Funding</u></b>				
	Grace Pavilion Roof	\$300,000		\$300,000
	Grace Pavilion Doors	\$17,000		\$17,000
	Grace Pavilion Rollup Door	\$15,000		\$15,000
	RV Improvements	\$50,000		\$50,000
	Finley Roof and Evaporative Coolers	\$165,000		\$165,000
	Replacement Equipment	\$30,000		\$30,000
	Asphalt	\$50,000		\$50,000
	Brookwood Automatic Gate	\$7,500		\$7,500
	New Computer Server	\$15,000		\$15,000
	ADA Golf Cart	\$15,000		\$15,000
	<b>Subtotal</b>	<b>\$664,500</b>	<b>\$0</b>	<b>\$664,500</b>
	<b>Capital Improvement Total</b>	<b>\$664,500</b>	<b>\$0</b>	<b>\$664,500</b>

Status	Equipment/Soft Goods Purchases over \$5,000 Item	Project Estimate	Fair Funds
	Interim equipment (tables, chairs, other)	\$15,000	\$15,000
			\$0
			\$0
			\$0
			\$0
	<b>Equipment Purchase Total</b>	<b>\$15,000</b>	<b>\$0</b>
			<b>\$15,000</b>

JLA Fund Capital Projects (JLA Restricted Funds used for these projects)		Project Estimate
	Equipment	
	<b>JLA Projects Total</b>	<b>\$0</b>
		<b>\$0</b>

<b>Total Capital Project Budget</b>	<b>\$679,500</b>	<b>\$0</b>	<b>\$679,500</b>
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