

# NOTICE OF COMMITTEE MEETING

## Sonoma County Fair & Exposition, Inc

Notice is hereby given that meetings of the Sonoma County Fair and Exposition, Inc. will convene at times and locations set forth in this notice.

### BUDGET & FINANCE COMMITTEE

#### AGENDA

**November 23, 2021 - 4:15pm - 5:15pm**

#### AGENDA

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

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

#### To Join Zoom Meeting:

<https://us02web.zoom.us/j/82477459356?pwd=NDJ1amNOVGwrRjNwTUZjdXE0ZEhMZz09>

Meeting ID: 824 7745 9356

Passcode: **395344**

Dial by your location

+1 669 900 6833

Meeting ID: 824 7745 9356

Passcode: **395344**

**DIRECTORS:** Kevin Howe, Chair, Kanani Reynolds, Vice Chair; Carole Quandt, Lisa Wittke Schaffner, Kanani Reynolds, Rob Muelrath

1. Call to Order / Roll Call
2. Approval of the Agenda
3. Public Comments  
Any member of the audience desiring to address the Board on a matter not on the agenda: Please stand and after receiving recognition from the Chair, please state your name and make your comments. In order that all interested parties have an opportunity to address the Board, each person is granted 3 minutes to speak. While members of the public are welcome to address the Board, under the Brown Act, Board members may not deliberate or take action on items not on the agenda, and generally may only listen. For items that are on the agenda, each person will be allowed to address the topic being discussed, and will be allowed 3 minutes to speak.
4. Discussion and possible action regarding Draft Financial Statements, October 2021 – **(Attachment #1)** – Michael Margetts, CFO
5. Review detail of US Bank credit card charges paid through October 2021 - **(Attachment #2)** – Michael Margetts, CFO
6. Review of Harvest Fair October 2021 financial statements – **(Attachment #3)** – Michael Margetts, CFO
7. Discussion and possible action regarding approval of 2021 Purchase Orders or Contracts in excess of \$25,000 – **None**

8. Discussion and possible action regarding approval of one year extension on PSA for audit services provided by Lance, Soll & Lunghard, LLP – Michael Margetts, CFO
9. Discussion of 2022 draft budget – Michael Margetts, CFO and Becky Bartling, CEO
10. Request for future agenda items
11. Adjournment

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

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

ATTACHMENT #1  
**Sonoma County Fair & Exposition, Inc**  
**Balance Sheet**

DRAFT - UNAUDITED

DRAFT

	10/31/2021 Actual YTD	10/31/2020 Prior Year YTD	10/31/2019 Actual YTD	9/30/2021 Actual YTD
<b>ASSETS</b>				
<b>Current Assets</b>				
Cash in Bank and Treasury	7,343,211	4,235,984	4,676,127	7,628,286
Accounts Receivable, Net	86,756	790,313	180,815	210,871
Racing Settlement Receivable	84,040	191,964	202,126	536,298
Prepaid Expenses				
Inventory of Supplies				
Other Current Assets		396		143,394
<b>Total Current Assets</b>	<b>7,514,006</b>	<b>5,218,657</b>	<b>5,059,068</b>	<b>8,518,847</b>
<b>Property &amp; Equipment, Net</b>				
Construction in Progress	8,704,284	9,412,673	9,381,738	8,704,284
	227,649	(366,221)	171,564	227,649
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>8,931,933</b>	<b>9,046,452</b>	<b>9,553,302</b>	<b>8,931,933</b>
<b>Other Assets</b>				
Restricted Cash	120,904	120,904	120,904	120,904
Due From/Due (To) County for Vet's	(1,555)	25,752	(20,915)	(545)
GASB 68 Deferred Outflow of Resources	558,298	1,345,144	400,824	558,298
GASB 75 Deferred Outflow of Resources	353,515	260,378	254,492	353,515
<b>Total Other Assets</b>	<b>1,031,162</b>	<b>1,752,179</b>	<b>755,305</b>	<b>1,032,172</b>
<b>TOTAL ASSETS</b>	<b>17,477,101</b>	<b>16,017,288</b>	<b>15,367,675</b>	<b>18,482,952</b>
<b>LIABILITIES AND EQUITY</b>				
<b>Current Liabilities</b>				
Accounts Payable	(1,498)	55,759	122,631	(2,124)
Scholarships Payable	5,000	13,250	8,250	5,000
Accrued Expenses	630,915	545,580	762,094	1,180,405
Racing Payable	106,921	259,747	(26,728)	191,721
Purses Paid - (Over)/Under	(57,917)	(24,012)	(46,433)	(16,230)
Other Short Term Liabilities	165	791	828	165
Short Term Notes		940,000		
Current Portion of Long-Term Debt				
Deferred Income	482,557	284,457	415,946	483,457
<b>Total Current Liabilities</b>	<b>1,166,143</b>	<b>2,075,572</b>	<b>1,236,587</b>	<b>1,842,394</b>
<b>Long Term Liabilities</b>				
Long Term Note	477,500			477,500
GASB 68 Deferred Inflow of Resources	704,451	88,252	701,757	704,451
GASB 68 Net Pension Liability	1,167,608	2,606,442	778,377	1,167,608
GASB 75 Deferred Inflow of Resources	170,172	429,195	216,663	170,172
GASB 75 Net Pension Liability	1,470,708	1,446,779	1,967,830	1,470,708
<b>Total Long Term Liabilities</b>	<b>3,990,439</b>	<b>4,570,668</b>	<b>3,664,627</b>	<b>3,990,439</b>
<b>NET ASSETS</b>				
Investment in Capital Assets	8,704,283	8,816,986	8,935,760	8,704,283
Restricted for Scholarships	36,899	37,849	23,856	36,899
Restricted for Junior Livestock Auction	120,815	91,178	75,107	120,815
Other Restricted	120,916	120,916	120,916	120,916
Retained Earnings - Unrestricted	288,834	522,798	143,458	288,834
<b>GASB 68 Prior Period Adjustment</b>				
Profit/(Loss) Current Year	3,048,772	(218,679)	1,167,365	3,378,373
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>17,477,101</b>	<b>16,017,288</b>	<b>15,367,675</b>	<b>18,482,953</b>

ATTACHMENT #1  
**Sonoma County Fair & Exposition, Inc**  
**Income Statement**

DRAFT - UNAUDITED

	10/31/2021	10/31/2020	10/31/2019	Current	10/31/2021	10/31/2021	Current
	Current YTD	Prior Year YTD	Two Prior YTD	Prior Year Variance	Budget YTD	Revised Budget YTD	Budget Variance
<b>Operating Revenue</b>							
Fair	3,299,289	961,235	6,080,889	2,338,054	1,061,607	939,332	1,298,350
Interim	2,573,034	2,285,597	3,176,352	287,437	1,557,801	141,293	873,940
Jockey Club	193,853	206,860	334,488	(13,008)	180,000		13,853
<b>Total Operating Revenue</b>	<b>6,066,176</b>	<b>3,453,693</b>	<b>9,591,728</b>	<b>2,612,483</b>	<b>2,799,408</b>	<b>1,080,625</b>	<b>2,186,143</b>
<b>Operating Expense</b>							
Fair	1,405,404	925,995	3,585,402	(479,409)	1,030,893	507,483	132,972
Interim	1,051,429	943,939	1,439,258	(107,490)	687,793	104,568	(259,068)
Jockey Club	14,432	102,946	282,800	88,514	28,133	24,852	38,553
General & Administrative	2,086,785	2,418,816	3,375,893	332,031	1,943,307	245,132	101,654
Allocated Costs - Harvest Fair			(28,911)				
<b>Total Operating Expenses</b>	<b>4,558,050</b>	<b>4,391,697</b>	<b>8,654,442</b>	<b>(166,353)</b>	<b>3,690,126</b>	<b>882,035</b>	<b>14,111</b>
<b>Operating Income/(Loss)</b>	<b>1,508,126</b>	<b>(938,004)</b>	<b>937,286</b>	<b>2,446,130</b>	<b>(890,718)</b>	<b>198,590</b>	<b>2,200,254</b>
Other Revenue	1,233,893	548,189	36,487	685,704	252,351	69,414	912,128
Harvest Fair - Revenue			56,900				
Harvest Fair - Expense	75	(78)	(56,899)	153			(75)
Interest Expense	(489)			(489)	(5,750)		(5,261)
JLA, net	7,927	47,396	16,101	(39,468)			(7,927)
Net Affect of GASB 68 Adjustments							
Prior Year & Misc Expense	89,581	123,818	51,717	(34,237)			(89,581)
<b>Net Income/(Loss) before depreciation and capital</b>	<b>2,839,114</b>	<b>(218,679)</b>	<b>1,041,591</b>	<b>3,057,793</b>	<b>(644,117)</b>	<b>268,004</b>	<b>3,009,538</b>
Depreciation Expense							
<b>Net Income(Loss) before capital</b>	<b>2,839,114</b>	<b>(218,679)</b>	<b>1,041,591</b>	<b>3,057,793</b>	<b>(644,117)</b>	<b>268,004</b>	<b>3,009,538</b>
Gain (loss) on disposal of asset							
Capital Expenditures							
Capital Funding	209,659		125,979	209,659			
<b>Net Income (Loss) incl Capital</b>	<b>3,048,773</b>	<b>(218,679)</b>	<b>1,167,570</b>	<b>3,267,451</b>	<b>(644,117)</b>	<b>268,004</b>	<b>3,009,538</b>

ATTACHMENT #1  
**Sonoma County Fair & Exposition, Inc**  
**Fair Income Statement**

DRAFT - UNAUDITED

	10/31/2021	10/31/2020	10/31/2019	Current	10/31/2021	10/31/2021	Current
	Current	Prior Year	Two Prior	Prior Year	Budget	Revised	Budget
	YTD	YTD	YTD	Variance	YTD	Budget	Variance
						YTD	
<b>Revenue</b>							
Admissions	799,391		1,564,915	799,391	-	232,578	566,813
Parking	192,508		438,536	192,508	-	101,510	90,998
Commercial Space	91,305		355,784	91,305	-	69,553	21,752
Carnival	532,387		712,319	532,387	-	192,475	339,912
Concessions	467,988	31,899	1,180,790	436,089	-	243,216	224,772
Exhibits	144,242	19,660	80,783	124,582	161,607	-	(17,365)
Racing	935,314	894,510	1,059,780	40,804	900,000	-	35,314
Attractions			185,442		-	-	
Sponsorships	130,720	15,166	385,693	115,554	-	100,000	30,720
VIP Tent			28,560		-	-	
Miscellaneous	5,435		88,288	5,435	-	-	5,435
<b>Total Fair Revenue</b>	<b>3,299,289</b>	<b>961,235</b>	<b>6,080,889</b>	<b>2,338,054</b>	<b>1,061,607</b>	<b>939,332</b>	<b>1,298,350</b>
<b>Expense</b>							
Labor and Benefits	195,634	212,712	1,199,171	17,078	141,806	168,008	114,180
Advertising & Publicity	62,863	10,825	292,584	(52,038)	10,880	50,000	(1,983)
Attendance	261,513	3,144	328,149	(258,369)	-	190,975	(70,538)
Signage/Other/Drinking Water					-	-	
Premium	6,740	728	261,006	(6,012)	-	6,500	(240)
Hall of Flowers		12,000	116,656	12,000	-	-	
Exhibits	78,247	19,509	123,329	(58,738)	178,207	-	99,960
Commerical/Concessions Exhibits	3,374	60	9,851	(3,314)	-	-	(3,374)
Racing	711,622	652,127	557,284	(59,495)	700,000	-	(11,622)
Attractions	59,746	798	617,467	(58,948)	-	91,000	31,254
Miscellaneous	825	202	16,871	(623)	-	1,000	175
VIP Tent			16,981		-	-	
RV Park - Fair - Contract Services	24,840	13,890	46,053	(10,950)	-	-	(24,840)
<b>Total Expense</b>	<b>1,405,404</b>	<b>925,995</b>	<b>3,585,402</b>	<b>(479,409)</b>	<b>1,030,893</b>	<b>507,483</b>	<b>132,972</b>
<b>Fair Income/(Loss)</b>	<b>1,893,885</b>	<b>35,240</b>	<b>2,495,487</b>	<b>1,858,645</b>	<b>30,714</b>	<b>431,849</b>	<b>1,431,322</b>

ATTACHMENT #1  
**Sonoma County Fair & Exposition, Inc**  
**Interim Income Statement**

DRAFT - UNAUDITED

	10/31/2021	10/31/2020	2019-10-31	Current	10/31/2021	10/31/2021	Current
	Current	Prior Year	Two Prior	Prior Year	Budget	Revised	Budget
	YTD	YTD	YTD	Variance	YTD	Budget	Variance
						YTD	
<b>Revenue</b>							
Long Term Rentals	71,745	28,355	53,016	43,390	51,884		19,861
Building Rental	359,043	133,041	385,084	226,003	135,783	101,160	122,100
Facility Rental	518,182	743,991	202,552	(225,809)	274,836	3,600	239,746
Equipment Rental	23,363	40,376	159,621	(17,013)	34,374		(11,011)
Trailer & RV	1,165,025	1,145,467	1,386,402	19,558	895,000		270,025
Interim Parking	33,636	36,252	243,104	(2,616)	47,082	20,330	(33,776)
Costs Reimbursed	220,155	22,377	67,441	197,778	17,580		202,575
Security Reimbursed	29,321	6,734	196,754	22,587	7,662		21,659
Food & Other Concessions	17,812	10,398	150,911	7,414	8,114	8,119	1,579
Alcohol Concessions	34,501	7,107	228,129	27,394	5,486	8,084	20,931
Other Interim Revenue	100,250	111,500	103,338	(11,250)	80,000		20,250
<b>Total Revenue</b>	<b>2,573,034</b>	<b>2,285,597</b>	<b>3,176,352</b>	<b>287,437</b>	<b>1,557,801</b>	<b>141,293</b>	<b>873,940</b>
<b>Expense</b>							
Int Wages & Benefits	758,664	727,890	961,678	(30,774)	504,989	104,568	(149,107)
Int Parking Wages & Benefits	19,832	21,574	68,142	1,742			(19,832)
<b>Total Wages &amp; Benefits</b>	<b>778,496</b>	<b>749,464</b>	<b>1,029,820</b>	<b>(29,032)</b>	<b>504,989</b>	<b>104,568</b>	<b>(168,939)</b>
Contract Services-Interim	7,351	5,965	6,579	(1,386)	4,100		(3,251)
Contract Services-RV Park	43,656	22,001	1,053	(21,655)	15,000		(28,656)
Straw Removal							
Security			57,053				
Supplies & Equipment	6,451	4,714	9,666	(1,737)	5,000		(1,451)
RV Park Utilities	118,808	148,191	144,071	29,383	140,652		21,844
RV Park Advertising	4,810	405	4,646	(4,405)	4,646		(164)
Miscellaneous RV Parking					2,800		2,800
RV Supplies & Equipment	2,073	4,244	17,987	2,171	1,600		(473)
Interim Advertising			3,444		1,000		1,000
Business Partner Incentive							
Insurance/Costs Reimbursed	2,220	2,989	5,331	769	506		(1,714)
Security Costs Reimbursed	85,884	5,920	147,403	(79,964)	6,900		(78,984)
Equipment Rental	1,680	48	1,164	(1,632)	600		(1,080)
CalTrans Median Strip Rent			10,810				
Special Repairs & Equipment			231				
<b>Total Expense</b>	<b>1,051,429</b>	<b>943,939</b>	<b>1,439,258</b>	<b>(107,490)</b>	<b>687,793</b>	<b>104,568</b>	<b>(259,068)</b>
<b>Interim Income/(Loss)</b>	<b>1,521,605</b>	<b>1,341,658</b>	<b>1,737,094</b>	<b>179,947</b>	<b>870,008</b>	<b>36,725</b>	<b>614,872</b>

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

DRAFT - UNAUDITED

	10/31/2021	10/31/2020	10/31/2019	Current	10/31/2021	10/31/2021	Current
	Current	Prior Year	Two Prior	Prior Year	Budget	Revised	Budget
	YTD	YTD	YTD	Variance	YTD	Budget	Variance
						YTD	
<b>Revenue</b>							
Admissions		5,060	26,325	(5,060)	-		
Turf Club	(467)	645	5,414	(1,112)	-		(467)
Commissions	116,919	187,570	233,334	(70,651)	180,000		(63,081)
Programs/Other		255	2,254	(255)	-		
Race Forms, etc		11,563	56,095	(11,563)	-		
Concessions		1,767	8,266	(1,767)	-		
Costs Recovered					-		
Prior Year Costs Recovered					-		
Interim Rental	77,400			77,400	-		77,400
ATM Fees			2,801		-		
Interim Concessions					-		
<b>Total Jockey Club Revenues</b>	<b>193,853</b>	<b>206,860</b>	<b>334,488</b>	<b>(13,008)</b>	<b>180,000</b>		<b>13,853</b>
<b>Expense</b>							
Wages & Benefits		53,478	153,593	53,478	1,383	24,852	26,235
Contract Services	1,539	7,684	26,731	6,145	1,250		(289)
Supplies & Expense	5,074	13,551	27,092	8,477	11,000		5,926
Utilities	7,220	17,728	26,935	10,508	13,900		6,680
Cost of Periodicals		9,225	44,338	9,225	-		
Garbage	599	1,271	3,061	672	600		1
Advertising & Marketing		10	1,050	10	-		
<b>Total Jockey Club Expenses</b>	<b>14,432</b>	<b>102,946</b>	<b>282,800</b>	<b>88,514</b>	<b>28,133</b>	<b>24,852</b>	<b>38,553</b>
<b>Jockey Club Income/(Loss)</b>	<b>179,420</b>	<b>103,914</b>	<b>51,688</b>	<b>75,506</b>	<b>151,867</b>	<b>(24,852)</b>	<b>52,405</b>

ATTACHMENT #1  
 Sonoma County Fair & Exposition, Inc  
 Harvest Fair

DRAFT - UNAUDITED

	10/31/2021	10/31/2020	10/31/2019	Current	10/31/2021	10/31/2021	Current	10/31/2021
	Current	Prior Year	Two Prior	Prior Year	Budget	Revised	Budget	Actual
	YTD	YTD	YTD	Variance	YTD	Budget	Variance	PTD
Cost Recovered Harvest Fair	0	0	56,900	0	-	0	0	0
Total Revenue	0	0	56,900	0	0	0	0	0
<b>Expense</b>								
Admin Wages and Benefits	0	0	2,881	0	-	0	0	0
Publicity Wages and Benefits	0	0	0	0	-	0	0	0
Maintenance Wages and Benefits	(75)	0	10,281	75	-	0	75	0
Interim Wages and Benefits	0	8	9,828	8	-	0	0	0
Exhibits Wages and Benefits	0	0	0	0	-	0	0	0
Attendance Wages and Benefits	0	70	25,109	70	-	0	0	0
Attractions Wages and Benefits	0	0	0	0	-	0	0	0
Miscellaneous	0	0	8,800	0	-	0	0	0
<b>Total Expenses</b>	<b>(75)</b>	<b>78</b>	<b>56,899</b>	<b>153</b>	<b>0</b>	<b>0</b>	<b>75</b>	<b>0</b>
<b>Harvest Fair Income(Loss)</b>	<b>75</b>	<b>(78)</b>	<b>1</b>	<b>153</b>	<b>0</b>	<b>0</b>	<b>75</b>	<b>0</b>



ATTACHMENT #1  
**Sonoma County Fair & Exposition, Inc**  
**General & Administrative Expenses**

DRAFT - UNAUDITED

	10/31/2021	10/31/2020	10/31/2019	Current	10/31/2021	10/31/2021	Current
	Current	Prior Year	Two Prior	Prior Year	Budget	Budget	Budget
	YTD	YTD	YTD	Variance	YTD	Revised	Variance
						YTD	
<b>Expense</b>							
Wages & Benefits-Admin	469,889	648,284	798,573	178,395	478,259	9,356	17,726
Contract Services-Admin	31,000	62,467	59,452	31,467	62,500		31,500
County Indirect Services	115,000	95,830	71,660	(19,170)	100,000		(15,000)
Legal	3,768	20,148	46,011	16,380	25,000		21,232
Office Expense-Admin	100,425	54,203	128,260	(46,222)	75,160	5,216	(20,049)
Postage & Telephone	29,740	42,026	41,679	12,286	38,320		8,580
Director's Expense & Travel	1,668	4,428	14,120	2,760	9,800		8,132
Donations					-		
Insurance	82,500	58,330	55,400	(24,170)	75,000		(7,500)
Audit Fee	19,750	18,700	18,000	(1,050)	18,000		(1,750)
Bad Debt and Cash Short/Over	604	327	1,521	(278)	900		296
<b>Administration Expenses</b>	<b>854,344</b>	<b>1,004,741</b>	<b>1,234,675</b>	<b>150,398</b>	<b>882,939</b>	<b>14,572</b>	<b>43,167</b>
Wages & Benefits-Maint	835,266	985,200	1,422,702	149,935	632,598	200,560	(2,108)
Contract Services-Maint	36,849	31,936	78,326	(4,913)	25,000		(11,849)
Equipment Rental-Maint	14,035	8,865	30,434	(5,170)	5,000		(9,035)
Utilities	204,745	261,056	249,389	56,311	267,420		62,675
Utilities - Harvest Fair(Reimbursed)					-		
Trash Removal	24,611	17,603	78,586	(7,007)	30,000	15,000	20,389
Maintenance Supplies	82,550	80,262	210,985	(2,288)	60,350	15,000	(7,200)
Repairs & Maintenance	12,336	5,869	33,281	(6,467)	20,000		7,664
Equipment Repairs	22,048	23,282	37,516	1,234	20,000		(2,048)
<b>Maintenance Expenses</b>	<b>1,232,441</b>	<b>1,414,075</b>	<b>2,141,219</b>	<b>181,634</b>	<b>1,060,368</b>	<b>230,560</b>	<b>58,487</b>
<b>General &amp; Administrative Expenses</b>	<b>2,086,785</b>	<b>2,418,816</b>	<b>3,375,893</b>	<b>332,031</b>	<b>1,943,307</b>	<b>245,132</b>	<b>101,654</b>

ATTACHMENT #1  
 Sonoma County Fair & Exposition, Inc  
 Salary & Benefit Expenses

DRAFT - UNAUDITED

	10/31/2021	10/31/2020	10/31/2019	Current	10/31/2021	10/31/2021	Current
	Current	Prior Year	Two Prior	Prior Year	Budget	Revised	Budget
	YTD	YTD	YTD	Variance	YTD	Budget	Variance
<b>Permanent Salaries</b>							
Fair	60,213	116,425	132,431	56,212	90,860		30,647
Interim	357,219	351,032	452,472	(6,186)	266,150	58,644	(32,425)
Jockey Club		15,824	47,615	15,824	-	11,704	11,704
Golf Course					-		
Administration	251,971	359,263	465,211	107,291	273,988	(1,404)	20,613
Maintenance	362,173	495,845	595,939	133,672	313,888	64,520	16,236
<b>Total Permanent Salaries</b>	<b>1,031,575</b>	<b>1,338,389</b>	<b>1,693,668</b>	<b>306,813</b>	<b>944,886</b>	<b>133,464</b>	<b>46,775</b>
<b>Temporary Salaries</b>							
Fair	79,570	14,737	825,647	(64,833)	-	168,008	88,438
Interim	141,536	48,583	194,738	(92,953)	11,350		(130,186)
Jockey Club		15,989	48,592	15,989	1,200		1,200
Golf Course					-		
Administration	22,886	270	4,127	(22,616)	3,000	11,500	(8,386)
Maintenance	39,242	2,422	238,855	(36,820)	-	63,760	24,518
<b>Total Temporary Salaries</b>	<b>283,234</b>	<b>82,001</b>	<b>1,311,959</b>	<b>(201,233)</b>	<b>15,550</b>	<b>243,268</b>	<b>(24,416)</b>
<b>Health Benefits</b>							
Fair	6,994	25,366	62,115	18,372	9,541		2,547
Interim	63,932	92,199	86,447	28,267	70,951	10,472	17,491
Jockey Club		7,541	19,067	7,541	-	6,020	6,020
Golf Course					-		
Administration	24,178	52,574	55,491	28,396	41,237	52	17,111
Maintenance	123,774	128,478	130,189	4,704	76,446	21,512	(25,816)
<b>Total Health Benefits</b>	<b>218,878</b>	<b>306,158</b>	<b>353,309</b>	<b>87,280</b>	<b>198,175</b>	<b>38,056</b>	<b>17,353</b>
<b>FICA, Medicare &amp; Workers Comp</b>							
Fair	16,427	12,890	96,788	(3,537)	7,550		(8,877)
Interim	50,721	46,994	71,480	(3,727)	28,789	5,264	(16,668)
Jockey Club		3,397	10,021	3,397	141	1,036	1,177
Golf Course					-		
Administration	28,242	36,594	43,630	8,352	21,832	276	(6,134)
Maintenance	102,855	112,839	168,769	9,984	82,005	16,740	(4,110)
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>198,245</b>	<b>212,714</b>	<b>390,689</b>	<b>14,469</b>	<b>140,317</b>	<b>23,316</b>	<b>(34,612)</b>
<b>Retirement, UI, Other</b>							
Fair	32,430	43,360	106,646	10,930	33,855		1,425
Interim	165,088	210,329	234,093	45,241	127,749	30,188	(7,151)
Jockey Club		10,311	28,225	10,311	42	6,092	6,134
Golf Course					-		
Administration	142,611	199,583	232,995	56,971	138,202	(1,068)	(5,477)
Maintenance	207,146	245,513	298,247	38,366	160,259	34,028	(12,859)
<b>Total Retirement &amp; Other Benefits</b>	<b>547,276</b>	<b>709,095</b>	<b>900,206</b>	<b>161,819</b>	<b>460,107</b>	<b>69,240</b>	<b>(17,929)</b>
<b>TOTAL</b>	<b>2,279,209</b>	<b>2,648,356</b>	<b>4,649,830</b>	<b>369,148</b>	<b>1,759,035</b>	<b>507,344</b>	<b>(12,830)</b>
<b>TOTAL BY DEPT</b>							
Fair	195,634	212,778	1,223,627	17,144	141,806	168,008	114,180
Interim	778,496	749,137	1,039,230	(29,359)	504,989	104,568	(168,939)
Jockey Club		53,061	153,521	53,061	1,383	24,852	26,235
Golf Course							
Administration	469,889	648,284	801,453	178,395	478,259	9,356	17,726
Maintenance	835,190	985,096	1,431,999	149,906	632,598	200,560	(2,032)
<b>TOTAL ALL DEPARTMENTS</b>	<b>2,279,209</b>	<b>2,648,356</b>	<b>4,649,830</b>	<b>369,148</b>	<b>1,759,035</b>	<b>507,344</b>	<b>(12,830)</b>

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

	10/31/2021	10/31/2020	10/31/2019	Current	10/31/2021	10/31/2021	Current	10/31/2021
	Current	Prior Year	Two Prior	Prior Year	Budget	Revised	Budget	Actual
	YTD	YTD	YTD	Variance	YTD	Budget	Variance	PTD
<b>Salaries</b>								
Fair								
Hall of Flowers			71,248		-	-		
Publicity		4,026	33,458	4,026	-	-		
Parking	39,762		80,851	(39,762)	-	80,000	40,238	
Admissions	30,204	315	65,796	(29,889)	-	47,800	17,596	
Exhibits - Temp	4,242	1,373	152,547	(2,869)	-	40,208	35,966	
Exhibits - Perm	60,213	116,425	132,431	56,212	90,860	-	30,647	8,268
Attractions			35,272		-	-		
Concessions Auditor	5,122		3,146	(5,122)	-	-	(5,122)	
Racing	240	8,957	358,873	8,717	-	-	(240)	
<b>Total Salaries</b>	<b>139,783</b>	<b>131,096</b>	<b>933,621</b>	<b>(8,687)</b>	<b>90,860</b>	<b>168,008</b>	<b>119,085</b>	<b>8,268</b>
<b>Health Benefits</b>								
Fair								
Exhibits - Perm	6,283	11,096	13,623	4,813	9,541	-	3,258	855
Racing	711	14,270	48,493	13,559	-	-	(711)	34
<b>Total Health Benefits</b>	<b>6,994</b>	<b>25,366</b>	<b>62,115</b>	<b>18,372</b>	<b>9,541</b>		<b>2,547</b>	<b>889</b>
<b>FICA, Medicare &amp; Workers Comp</b>								
Fair								
Hall of Flowers			8,389		-	-		
Publicity		474	4,002	474	-	-		
Parking	4,682		9,520	(4,682)	-	-	(4,682)	
Admissions	4,160		7,080	(4,160)	-	-	(4,160)	
Exhibits	7,557	11,310	28,916	3,753	7,550	-	(7)	736
Attractions			4,153		-	-		
Racing	28	1,106	34,728	1,078	-	-	(28)	
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>16,427</b>	<b>12,890</b>	<b>96,788</b>	<b>(3,537)</b>	<b>7,550</b>		<b>(8,877)</b>	<b>736</b>
<b>TOTAL</b>	<b>163,204</b>	<b>169,352</b>	<b>1,092,525</b>	<b>6,148</b>	<b>107,951</b>	<b>168,008</b>	<b>112,756</b>	<b>9,894</b>
<b>Retirement, UI, Other</b>								
Fair								
Hall of Flowers			2,787		-	-		
Publicity		250	644	250	-	-		
Parking	2,128		4,306	(2,128)	-	-	(2,128)	
Admissions	2,151		5,892	(2,151)	-	-	(2,151)	
Exhibits - Perm	28,151	42,557	55,120	14,406	33,855	-	5,704	3,722
Attractions					-	-		
Racing		553	37,897	553	-	-		
<b>Total Retirement &amp; Other Benefits</b>	<b>32,430</b>	<b>43,360</b>	<b>106,646</b>	<b>10,930</b>	<b>33,855</b>		<b>1,425</b>	<b>3,722</b>
<b>TOTAL BY DEPT</b>								
Hall of Flowers			82,424					
Publicity		4,750	38,104	4,750				
Parking	46,572		94,676	(46,572)		80,000	33,428	
Admissions	36,514	315	78,767	(36,199)		47,800	11,286	
Exhibits - Temp	11,799	12,683	181,463	884	7,550	40,208	35,959	736
Exhibits - Perm	94,647	170,078	201,173	75,431	134,256	-	39,609	12,845
Attractions			39,425					
Vendor/Concessions Auditor	5,122		3,146	(5,122)			(5,122)	
Racing	979	24,886	479,992	23,907			(979)	34
<b>TOTAL ALL DEPARTMENTS</b>	<b>195,634</b>	<b>212,712</b>	<b>1,199,171</b>	<b>17,078</b>	<b>141,806</b>	<b>168,008</b>	<b>114,180</b>	<b>13,616</b>

**CASH EXPENDITURES**

**MONTH OF :** OCTOBER 2021

PERMANENT PAYROLL	\$	193,036.89		
TEMP PAYROLL	\$	37,112.01		
ACCOUNTS PAYABLE	\$	1,046,744.67	\$ 545,792.66	to Golden Gate
TOTAL PAYMENTS	\$	<u>1,276,893.57</u>		
LEGAL FEES PAID	\$	282.00		

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

## Historical Receivables Aging Summary

As Of: Sunday, October 31, 2021

	<u>31-60 Days</u>	<u>91-120 Days</u>	<u>Over 120 Days</u>
<b>No AR Control</b>			
County of Sonoma Human Resources Risk Management Division (00010197)			1,000.00
Los Alamos Racing (0000429)			37.99
North Bay Carmart LLC (00010895)			2,498.35
Tayman Park Golf Group, Inc (0003598)		342.96	
Watch and Wager Harness (00008197)			41.53
G3 Enterprises JLA (00008830) JLA	2,588.57		
Grand Total:	<u>2,588.57</u>	<u>342.96</u>	<u>3,577.87</u>

**CREDIT CARD DETAIL - OCTOBER**

GL Account	GL Account Description	Amount	Reference
62030-90-80	Office Supplies- Administration	39.53	Becky
		39.53	<b>Becky Total</b>
62030-50-10	Supplies- Exhibits	-33.40	Carrie
62030-50-10	Supplies- Exhibits	636.79	Carrie
60080-58-10	Junior Livestock Auction	968.33	Carrie
60080-58-10	Junior Livestock Auction	1,100.33	Carrie
		2,672.05	<b>Carrie Total</b>
70052-60-10	Turf Track Materials	49.69	Cliff
70025-10-80	Landscape Supplies	232.55	Cliff
56000-30-60	Contract Services-RV Park-Interim	951.83	Cliff
73010-10-80	Equipment Repair- Maintenance	2,031.56	Cliff
70052-60-10	Turf Track Materials	2,121.00	Cliff
70052-60-10	Turf Track Materials	2,212.31	Cliff
		7,598.94	<b>Cliff Total</b>
62031-30-60-95	Vets - Office Supplies	13.97	Kaitlyn
62031-30-60-95	Vets - Office Supplies	75.00	Kaitlyn
68040-90-80-95	Vets - Other Expenses	149.00	Kaitlyn
62030-30-60-95	Vets - Supplies	281.30	Kaitlyn
		519.27	<b>Kaitlyn Total</b>
62030-90-80	Office Supplies- Administration	15.74	Michael
62030-50-10	Supplies- Exhibits	24.99	Michael
62030-50-10	Supplies- Exhibits	33.99	Michael
62034-20-10	Supplies-Publicity	52.99	Michael
62030-30-10	Supplies- Attendance	110.48	Michael
56000-70-70	Contract Services- Satellite	136.65	Michael
62030-90-80	Office Supplies- Administration	290.12	Michael
62032-30-60	Supplies - RV Park	321.80	Michael
65030-20-10	Multi-Media Advertising	455.00	Michael
65085-20-10	Website	1,524.10	Michael
65085-20-10	Website	1,722.10	Michael
		4,687.96	<b>Michael Total</b>
70030-10-80	Electrical Supplies	42.25	Randy
70030-10-80	Electrical Supplies	63.38	Randy
		105.63	<b>Randy Total</b>
		15,623.38	<b>Grand Total</b>

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

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	As of	10/31/2021 Actual YTD
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash in Bank		116,251
Cash in Treasury		0
Accounts Receivable (net of allowance)		(120)
Other Assets - Due to SCF		0
<b>TOTAL CURRENT ASSETS</b>		<b>116,131</b>
<b>TOTAL ASSETS</b>		<b>116,131</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		(10,666)
Accrued Expenses		4,806
Sales & Use Tax Payable		134
Deposits & Refunds Payable		0
<b>TOTAL CURRENT LIABILITIES</b>		<b>(5,725)</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		71,126
Profit(Loss) for the Year		50,730
<b>TOTAL EQUITY</b>		<b>121,856</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>116,131</b>

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

For the Period	10/31/2021 Actual YTD	10/31/2021 Budget YTD	Variance	Calendar 2021 Annual Budget
<b>Revenues</b>				
Sponsorships	2,500	9,000	(6,500)	9,000
Operations - Parking - Admissions	575	800	(225)	800
Awards Night		55,000	(55,000)	55,000
Sponsorships - Awards Night		15,000	(15,000)	15,000
Wine Competition	73,200	85,000	(11,800)	85,000
Culinary Competitions	3,275	4,000	(725)	4,000
Attractions		2,000	(2,000)	2,000
Misc Programs				
Retail Sales				
Tasting		110,000	(110,000)	110,000
Vendors		3,500	(3,500)	3,500
<b>Total Revenues</b>	79,551	284,300	(204,749)	284,300
<b>Expenses</b>				
Administration	5,726	71,200	65,474	71,200
Operations - Parking - Admissions	30	15,500	15,470	15,500
Awards Night		59,485	59,485	59,485
Wine Competition	18,845	45,300	26,455	45,300
Culinary Competition	4,126	5,100	974	5,100
Attractions		10,500	10,500	10,500
Misc. Programs				
Publicity/Marketing	595	48,000	47,405	48,000
Retail Sales				
Tasting		27,650	27,650	27,650
Vendors				
Prior Period Expense	(500)		500	
<b>Total Expenses</b>	28,821	282,735	253,914	282,735
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	50,730	1,565	49,165	1,565
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	50,730	1,565	49,165	1,565