

# 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 SEPTEMBER 22, 2020, 4:45pm – 5:15pm

Sonoma County Fair & Exposition, Inc.

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

In accordance with Executive Order N-29-20 the September 22, 2020 Sonoma County Budget & Finance Committee meeting will be held 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/89974935202?pwd=bnRuc1dPK3BUMXgxZlNrbVJudGRodz09>

Meeting ID: 899 7493 5202

Passcode: 368955

One tap mobile

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Dial by your location

+1 669 900 6833

Meeting ID: 899 7493 5202

Passcode: 368955

### AGENDA

**DIRECTORS:** Teejay Lowe, Chair, Marcia Mickelson, Vice Chair; Tony Geraldi, Bev Palm, Wanda Tapia

1. Call to Order
2. Approval of the Agenda
3. Public Comments  
Any member of the audience desiring to address the Board on a matter not on the agenda: Please stand and after receiving recognition from the Chair, please state your name and make your comments. In order that all interested parties have an opportunity to address the Board, each person is granted 3 minutes to speak. While members of the public are welcome to address the Board, under the Brown Act, Board members may not deliberate or take action on items not on the agenda, and generally may only listen. For items that are on the agenda, each person will be allowed to address the topic being discussed, and will be allowed 3 minutes to speak.
4. Discussion and possible action regarding Draft Financial Statement, through August 2020 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through August 2020 - **(Attachment #2)** – Michael Margetts

6. Discussion and possible action regarding approval of 2020 Purchase Orders in excess of \$25,000 – **(None)**
7. Discussion and possible action regarding approval of 2020 Contracts in excess of \$25,000 – **(None)**
8. Review and discussion regarding the results of 2019 independent auditor’s report.- **(Drop Box)**
9. Discussion of projections through December 2020 – Michael Margetts/Becky Bartling
10. Review of August 2020 Harvest Fair financial statements – **(Attachment #3)** – Michael Margetts
11. Request for future agenda items **(non-discussion items)**
12. Adjournment

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

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

**Sonoma County Fair & Exposition, Inc**  
**Balance Sheet**

DRAFT - UNAUDITED

DRAFT

	8/31/2020 Calendar YTD	8/31/2019 Calendar YTD	7/31/2020
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	2,841,898	3,902,737	4,081,619
Accounts Receivable, Net	438,572	2,023,562	64,786
Racing Settlement Receivable	2,609,784	202,126	464,077
Prepaid Expenses			
Inventory of Supplies			
Other Current Assets	396		32,178
<b>Total Current Assets</b>	<b>5,890,650</b>	<b>6,128,426</b>	<b>4,642,659</b>
<b>Property &amp; Equipment, Net</b>	<b>8,817,975</b>	<b>8,920,092</b>	<b>8,817,975</b>
Construction in Progress	228,470	633,211	228,470
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,046,445</b>	<b>9,553,302</b>	<b>9,046,445</b>
<b>Other Assets</b>			
Restricted Cash	120,904	120,904	120,904
Due From/Due (To) County for Vet's	23,892	19,220	10,596
GASB 68 Deferred Outflow of Resources	1,345,144	400,824	1,345,144
GASB 75 Deferred Outflow of Resources	260,378	254,492	260,378
<b>Total Other Assets</b>	<b>1,750,318</b>	<b>795,440</b>	<b>1,737,022</b>
<b>TOTAL ASSETS</b>	<b>16,687,413</b>	<b>16,477,168</b>	<b>15,426,126</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable	740,191	967,998	
Scholarships Payable	2,250	8,250	2,250
Accrued Expenses	510,981	734,430	558,367
Racing Payable	607,562	(6,328)	466,406
Purses Paid - (Over)/Under	16,092	(46,433)	(25,396)
Other Short Term Liabilities	791	185	791
Short Term Notes	940,000		940,000
Current Portion of Long-Term Debt			
Deferred Income	263,806	353,021	284,509
<b>Total Current Liabilities</b>	<b>3,081,672</b>	<b>2,011,123</b>	<b>2,226,928</b>
<b>Long Term Liabilities</b>			
GASB 68 Deferred Inflow of Resources	88,252	701,757	88,252
GASB 68 Net Pension Liability	2,606,442	778,377	2,606,442
GASB 75 Deferred Inflow of Resources	429,195	216,663	429,195
GASB 75 Net Pension Liability	1,446,779	1,967,830	1,446,779
<b>Total Long Term Liabilities</b>	<b>4,570,668</b>	<b>3,664,627</b>	<b>4,570,668</b>
<b>NET ASSETS</b>			
<b>Investment in Capital Assets</b>	<b>8,816,985</b>	<b>8,935,760</b>	<b>8,816,986</b>
<b>Restricted for Scholarships</b>	<b>37,849</b>	<b>23,856</b>	<b>37,849</b>
<b>Restricted for Junior Livestock Auction</b>	<b>91,208</b>	<b>75,107</b>	<b>91,208</b>
<b>Other Restricted</b>	<b>120,916</b>	<b>120,916</b>	<b>120,916</b>
<b>Retained Earnings - Unrestricted</b>	<b>522,798</b>	<b>143,458</b>	<b>522,798</b>
<b>Profit/(Loss) Current Year</b>	<b>(554,683)</b>	<b>1,502,322</b>	<b>(961,225)</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>16,687,413</b>	<b>16,477,168</b>	<b>15,426,127</b>

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

	8/31/2020 Actual YTD	8/31/2019 Prior Year YTD	Variance	8/31/2020 Budget YTD	Variance
<b>Operating Revenue</b>					
Fair	962,367	6,079,813	(5,117,446)	6,149,131	(5,186,764)
Interim	1,356,868	2,522,144	(1,165,276)	2,412,987	(1,056,119)
Jockey Club	178,891	281,191	(102,300)	278,738	(99,847)
<b>Total Operating Revenue</b>	<b>2,498,126</b>	<b>8,883,147</b>	<b>(6,385,021)</b>	<b>8,840,856</b>	<b>(6,342,730)</b>
<b>Operating Expense</b>					
Fair	845,225	3,500,990	2,655,765	3,667,221	2,821,996
Interim	765,699	1,135,639	369,940	1,269,206	503,507
Jockey Club	98,931	234,732	135,801	238,915	139,984
General & Administrative	1,953,135	2,727,561	774,426	2,933,003	979,868
Allocated Costs - Harvest Fair					
<b>Total Operating Expenses</b>	<b>3,662,991</b>	<b>7,598,922</b>	<b>3,935,932</b>	<b>8,108,345</b>	<b>4,445,354</b>
<b>Operating Income/(Loss)</b>	<b>(1,164,865)</b>	<b>1,284,225</b>	<b>(2,449,090)</b>	<b>732,511</b>	<b>(1,897,376)</b>
Other Revenue	401,022	24,373	376,649	20,100	380,922
Harvest Fair - Revenue					
Harvest Fair - Expense	(78)	(2,046)	1,968		(78)
Interest Expense					
JLA, net	56,807	18,074	38,733		56,807
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	152,430	51,717	100,713		152,430
<b>Net Income/(Loss)before depreciation and capital</b>	<b>(554,683)</b>	<b>1,376,343</b>	<b>(1,931,027)</b>	<b>752,611</b>	<b>(1,307,294)</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>(554,683)</b>	<b>1,376,343</b>	<b>(1,931,027)</b>	<b>752,611</b>	<b>(1,307,294)</b>
Gain (loss) on disposal of asset					
Capital Expenditures					
Capital Funding		125,979	(125,979)		
<b>Net Income (Loss) incl Capital</b>	<b>(554,683)</b>	<b>1,502,322</b>	<b>(2,057,005)</b>	<b>752,611</b>	<b>(1,307,294)</b>

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

DRAFT - UNAUDITED

	8/31/2020 Actual YTD	8/31/2019 Prior Year PTD	Variance	8/31/2020 Budget YTD	Variance
<b>Revenue</b>					
Admissions		1,564,915	(1,564,915)	1,782,005	(1,782,005)
Parking		438,536	(438,536)	410,146	(410,146)
Commercial Space		355,684	(355,684)	358,545	(358,545)
Carnival		712,319	(712,319)	678,600	(678,600)
Concessions	31,899	1,180,790	(1,148,891)	1,097,834	(1,065,935)
Exhibits	14,860	80,783	(65,923)	83,885	(69,025)
Racing	902,442	1,059,780	(157,339)	1,057,400	(154,958)
Attractions		185,466	(185,466)	196,416	(196,416)
Sponsorships	13,166	384,693	(371,526)	385,000	(371,834)
VIP Tent		28,560	(28,560)	28,500	(28,500)
Miscellaneous		88,288	(88,288)	70,800	(70,800)
<b>Total Fair Revenue</b>	<b>962,367</b>	<b>6,079,813</b>	<b>(5,117,446)</b>	<b>6,149,131</b>	<b>(5,186,764)</b>
<b>Expense</b>					
Labor and Benefits	177,092	1,139,542	962,450	1,240,882	1,063,790
Advertising & Publicity	9,398	285,490	276,092	266,958	257,560
Attendance	2,338	327,684	325,346	389,107	386,769
Signage/Other/Drinking Water				-	
Premium	728	260,995	260,267	265,000	264,272
Hall of Flowers	12,000	116,307	104,307	152,000	140,000
Exhibits	4,343	122,398	118,055	138,832	134,489
Commerical/Concessions Exhibits	60	9,851	9,791	2,300	2,240
Racing	624,375	542,505	(81,870)	539,348	(85,027)
Attractions	798	616,313	615,515	601,044	600,246
Miscellaneous	202	16,871	16,669	2,750	2,548
VIP Tent		16,981	16,981	25,000	25,000
RV Park - Fair - Contract Services	13,890	46,053	32,163	44,000	30,110
<b>Total Expense</b>	<b>845,225</b>	<b>3,500,990</b>	<b>2,655,765</b>	<b>3,667,221</b>	<b>2,821,996</b>
<b>Fair Income/(Loss)</b>	<b>117,142</b>	<b>2,578,823</b>	<b>(2,461,681)</b>	<b>2,481,910</b>	<b>(2,364,768)</b>

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

DRAFT - UNAUDITED

	8/31/2020 Actual YTD	8/31/2019 Prior Year YTD	Variance	8/31/2020 Budget YTD	Variance
<b>Revenue</b>					
Long Term Rentals	26,217	43,431	(17,214)	56,565	(30,348)
Building Rental	133,041	277,736	(144,695)	344,463	(211,422)
Facility Rental	123,451	173,901	(50,450)	203,811	(80,360)
Equipment Rental	39,876	111,954	(72,079)	120,706	(80,831)
Trailer & RV	872,990	1,111,182	(238,192)	792,000	80,990
Interim Parking	36,252	175,001	(138,749)	191,507	(155,255)
Insurance/Costs Reimbursed	20,219	53,936	(33,718)	47,690	(27,472)
Security Reimbursed	6,734	155,577	(148,843)	174,348	(167,614)
Food & Other Concessions	9,482	125,135	(115,653)	139,160	(129,678)
Alcohol Concessions	7,107	210,982	(203,875)	262,737	(255,630)
Other Interim Revenue	81,500	83,309	(1,809)	80,000	1,500
<b>Total Revenue</b>	<b>1,356,868</b>	<b>2,522,144</b>	<b>(1,165,276)</b>	<b>2,412,987</b>	<b>(1,056,119)</b>
<b>Expense</b>					
Int Wages & Benefits	604,847	738,761	133,915	871,205	266,358
Int Parking Wages & Benefits	20,909	56,933	36,025	54,865	33,956
<b>Total Wages &amp; Benefits</b>	<b>625,755</b>	<b>795,695</b>	<b>169,939</b>	<b>926,070</b>	<b>300,315</b>
Contract Services-Interim	4,885	6,040	1,155	7,318	2,433
Contract Services-RV Park	6,226	1,053	(5,173)	1,538	(4,688)
Straw Removal				-	
Security		56,853	56,853	62,147	62,147
Supplies & Equipment	4,714	8,368	3,654	8,958	4,244
RV Park Utilities	110,514	111,994	1,480	81,942	(28,572)
RV Park Advertising	405	4,646	4,241	4,937	4,532
Miscellaneous RV Parking				-	
RV Supplies & Equipment	4,244	17,205	12,962	16,140	11,896
Interim Advertising		2,945	2,945	2,982	2,982
Business Partner Incentive				-	
Insurance/Costs Reimbursed	2,989	3,088	99	3,148	159
Security Costs Reimbursed	5,920	115,548	109,627	140,225	134,305
Equipment Rental	48	1,164	1,117	1,801	1,753
CalTrans Median Strip Rent		10,810	10,810	10,500	10,500
Special Repairs & Equipment		231	231	1,500	1,500
<b>Total Expense</b>	<b>765,699</b>	<b>1,135,639</b>	<b>369,940</b>	<b>1,269,206</b>	<b>503,507</b>
<b>Interim Income/(Loss)</b>	<b>591,168</b>	<b>1,386,504</b>	<b>(795,336)</b>	<b>1,143,781</b>	<b>(552,613)</b>

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

DRAFT - UNAUDITED

	8/31/2020 Actual YTD	8/31/2019 Prior Year YTD	Variance	8/31/2020 Budget YTD	Variance
<b>Revenue</b>					
Admissions	5,060	22,512	(17,452)	21,911	(16,851)
Turf Club	645	4,369	(3,724)	4,358	(3,713)
Commissions	159,601	194,290	(34,689)	194,045	(34,444)
Programs/Other	255	2,052	(1,797)	2,042	(1,787)
Race Forms, etc	11,563	47,712	(36,149)	47,080	(35,517)
Concessions	1,767	7,456	(5,689)	7,302	(5,535)
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees		2,801	(2,801)	2,000	(2,000)
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>178,891</b>	<b>281,191</b>	<b>(102,300)</b>	<b>278,738</b>	<b>(99,847)</b>
<b>Expense</b>					
Wages & Benefits	53,478	120,910	67,432	108,243	54,765
Contract Services	7,283	24,419	17,136	40,178	32,895
Supplies & Expense	11,112	22,324	11,212	21,181	10,069
Utilities	16,553	25,639	9,086	26,805	10,252
Cost of Periodicals	9,225	37,948	28,723	38,197	28,973
Garbage	1,271	2,443	1,172	2,811	1,540
Advertising & Marketing	10	1,050	1,040	1,500	1,490
<b>Total Jockey Club Expenses</b>	<b>98,931</b>	<b>234,732</b>	<b>135,801</b>	<b>238,915</b>	<b>139,984</b>
<b>Jockey Club Income/(Loss)</b>	<b>79,960</b>	<b>46,459</b>	<b>33,501</b>	<b>39,823</b>	<b>40,137</b>

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

**DRAFT - UNAUDITED**

	<b>8/31/2020 Actual YTD</b>	<b>8/31/2019 Prior Year YTD</b>	<b>Variance</b>	<b>8/31/2020 Budget YTD</b>	<b>Variance</b>
Cost Recovered Harvest Fair	0	0	0	-	0
Total Revenue	0	0	0	0	0
<b>Expense</b>					
Admin Wages and Benefits	0	0	0	-	0
Publicity Wages and Benefits	0	0	0	-	0
Maintenance Wages and Benefits	0	0	0	-	0
Interim Wages and Benefits	8	212	204	-	(8)
Exhibits Wages and Benefits	0	0	0	-	0
Attendance Wages and Benefits	70	1,834	1,764	-	(70)
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	0	0	-	0
<b>Total Expenses</b>	78	2,046	1,968	0	(78)
<b>Harvest Fair Income(Loss)</b>	(78)	(2,046)	1,968	0	(78)



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

DRAFT - UNAUDITED

	8/31/2020 Actual YTD	8/31/2019 Prior Year YTD	Variance	8/31/2020 Budget YTD	Variance
<b>Expense</b>					
Wages & Benefits-Admin	535,602	608,474	72,872	633,975	98,373
Contract Services-Admin	70,663	53,317	(17,346)	72,887	2,224
County Indirect Services	76,664	57,328	(19,336)	76,664	
Legal	17,940	42,423	24,483	33,328	15,388
Office Expense-Admin	40,311	78,845	38,534	81,450	41,139
Postage & Telephone	34,599	37,993	3,394	33,266	(1,333)
Director's Expense & Travel	4,279	9,360	5,082	12,125	7,846
Donations				-	
Insurance	46,664	44,566	(2,098)	46,664	
Audit Fee	18,700	18,000	(700)	12,000	(6,700)
Bad Debt and Cash Short/Over	327	(1,688)	(2,015)	741	414
<b>Administration Expenses</b>	<b>845,748</b>	<b>948,618</b>	<b>102,870</b>	<b>1,003,100</b>	<b>157,352</b>
Wages & Benefits-Maint	786,651	1,130,301	343,649	1,253,385	466,734
Contract Services-Maint	30,711	74,374	43,663	81,020	50,309
Equipment Rental-Maint	1,487	30,231	28,744	33,660	32,173
Utilities	201,243	217,412	16,169	219,882	18,639
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	12,847	74,796	61,949	71,320	58,473
Maintenance Supplies	60,615	200,745	140,130	219,256	158,641
Repairs & Maintenance	5,788	32,113	26,325	32,623	26,835
Equipment Repairs	8,045	18,972	10,927	18,757	10,712
<b>Maintenance Expenses</b>	<b>1,107,386</b>	<b>1,778,943</b>	<b>671,557</b>	<b>1,929,903</b>	<b>822,517</b>
<b>General &amp; Administrative Expenses</b>	<b>1,953,135</b>	<b>2,727,561</b>	<b>774,426</b>	<b>2,933,003</b>	<b>979,868</b>

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

DRAFT - UNAUDITED

	8/31/2020 Actual YTD	8/31/2019 Prior Year YTD	Variance	8/31/2020 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	93,243	105,930	12,686	108,659	15,416
Interim	283,285	340,836	57,551	399,171	115,886
Jockey Club	15,824	36,257	20,433	25,714	9,890
Golf Course				-	
Administration	292,216	349,871	57,655	355,376	63,160
Maintenance	397,453	461,351	63,898	496,134	98,681
<b>Total Permanent Salaries</b>	<b>1,082,021</b>	<b>1,294,245</b>	<b>212,224</b>	<b>1,385,054</b>	<b>303,033</b>
<b>Temporary Salaries</b>					
Fair	14,737	790,839	776,102	853,374	838,637
Interim	48,024	149,646	101,622	163,693	115,669
Jockey Club	15,989	40,112	24,124	40,679	24,690
Golf Course				-	
Administration		3,702	3,702	11,045	11,045
Maintenance	2,422	207,156	204,734	247,749	245,327
<b>Total Temporary Salaries</b>	<b>81,172</b>	<b>1,191,455</b>	<b>1,110,283</b>	<b>1,316,540</b>	<b>1,235,368</b>
<b>Health Benefits</b>					
Fair	23,586	54,905	31,319	67,485	43,899
Interim	79,620	69,274	(10,346)	85,505	5,885
Jockey Club	7,541	14,751	7,211	13,945	6,404
Golf Course				-	
Administration	46,995	42,635	(4,360)	55,841	8,846
Maintenance	104,150	100,705	(3,445)	119,611	15,461
<b>Total Health Benefits</b>	<b>261,891</b>	<b>282,270</b>	<b>20,379</b>	<b>342,387</b>	<b>80,496</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	10,768	92,934	82,167	103,969	93,201
Interim	39,404	53,019	13,615	68,858	29,454
Jockey Club	3,397	7,948	4,551	7,684	4,287
Golf Course				-	
Administration	30,489	33,830	3,340	31,388	899
Maintenance	87,841	135,515	47,674	138,243	50,402
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>171,898</b>	<b>323,245</b>	<b>151,347</b>	<b>350,142</b>	<b>178,244</b>
<b>Retirement, UI, Other</b>					
Fair	34,824	96,734	61,910	107,395	72,571
Interim	175,097	182,866	7,769	208,843	33,746
Jockey Club	10,311	21,769	11,458	20,221	9,910
Golf Course				-	
Administration	165,903	178,437	12,534	180,325	14,422
Maintenance	194,681	224,590	29,909	251,648	56,967
<b>Total Retirement &amp; Other Benefits</b>	<b>580,816</b>	<b>704,396</b>	<b>123,580</b>	<b>768,432</b>	<b>187,616</b>
<b>TOTAL</b>	<b>2,177,798</b>	<b>3,795,611</b>	<b>1,617,813</b>	<b>4,162,555</b>	<b>1,984,757</b>
<b>TOTAL BY DEPT</b>					
Fair	177,158	1,141,342	964,183	1,240,882	1,063,724
Interim	625,429	795,641	170,212	926,070	300,641
Jockey Club	53,061	120,838	67,777	108,243	55,182
Golf Course					
Administration	535,602	608,474	72,872	633,975	98,373
Maintenance	786,547	1,129,317	342,769	1,253,385	466,838
<b>TOTAL ALL DEPARTMENTS</b>	<b>2,177,798</b>	<b>3,795,611</b>	<b>1,617,813</b>	<b>4,162,555</b>	<b>1,984,757</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		71,248	71,248	60,000	60,000
Publicity	4,026	33,238	29,212	29,580	25,554
Parking		80,659	80,659	98,636	98,636
Admissions	315	65,372	65,057	75,681	75,366
Exhibits - Temp	1,373	147,951	146,578	189,046	187,673
Exhibits - Perm	93,243	105,930	12,686	108,659	15,416
Attractions		35,272	35,272	37,513	37,513
Concessions Auditor		3,146	3,146	8,500	8,500
Racing	8,957	352,155	343,198	354,418	345,461
<b>Total Salaries</b>	<b>107,914</b>	<b>894,969</b>	<b>787,054</b>	<b>962,033</b>	<b>854,119</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	9,379	10,547	1,167	22,663	13,284
Racing	14,206	44,358	30,152	44,822	30,616
<b>Total Health Benefits</b>	<b>23,586</b>	<b>54,905</b>	<b>31,319</b>	<b>67,485</b>	<b>43,899</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers		8,389	8,389	7,290	7,290
Publicity	474	3,935	3,460	3,739	3,265
Parking		9,498	9,498	11,985	11,985
Admissions		7,080	7,080	9,134	9,134
Exhibits	9,188	26,004	16,816	31,783	22,595
Attractions		4,153	4,153	4,558	4,558
Racing	1,106	33,876	32,770	35,480	34,374
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>10,768</b>	<b>92,934</b>	<b>82,167</b>	<b>103,969</b>	<b>93,201</b>
<b>TOTAL</b>	<b>142,268</b>	<b>1,042,808</b>	<b>900,540</b>	<b>1,133,487</b>	<b>991,219</b>
<b>Retirement, UI, Other</b>					
Fair					
Hall of Flowers		2,787	2,787	3,612	3,612
Publicity	250	644	394	450	200
Parking		4,294	4,294	5,938	5,938
Admissions		5,892	5,892	6,852	6,852
Exhibits - Perm	34,021	45,359	11,337	50,274	16,253
Attractions				-	
Racing	553	37,759	37,205	40,269	39,716
<b>Total Retirement &amp; Other Benefits</b>	<b>34,824</b>	<b>96,734</b>	<b>61,910</b>	<b>107,395</b>	<b>72,571</b>

**CASH EXPENDITURES****MONTH OF :** **AUGUST 2020**

PERMANENT PAYROLL	\$ 179,434.60
TEMP PAYROLL	\$ 2,227.54
ACCOUNTS PAYABLE	\$ 523,004.64
TOTAL PAYMENTS	<u>\$ 704,666.78</u>
LEGAL FEES PAID	\$ 4,623.00

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

# Historical Receivables Aging Summary

As Of: Monday, August 31, 2020

	<u>61-90 Days</u>	<u>91-120 Days</u>	<u>Over 120 Days</u>
<b>No AR Control</b>			
Cheveto Mobile Window Tinting (00012710)			150.00
Spectra by Comcast Spectacor (00006274)			280.00
Watch and Wager Harness (00008197)	41.53		
Totals for No AR Control:	<u>41.53</u>	<u>0.00</u>	<u>430.00</u>

## CREDIT CARD CHARGES - AUGUST 2020

GL Account Description	Reference	Amount
Travel and Training	Becky	25.00
	<b>Becky Total</b>	<u>25.00</u>
Contract Services-RV Park-Interim	Cliff	791.77
Telephone	Cliff	86.48
Tickets & Credentials	Cliff	140.01
Landscape Supplies	Cliff	53.72
	<b>Cliff Total</b>	<u>1,071.98</u>
Junior Livestock Auction	Heather	45.54
Junior Livestock Auction	Heather	44.50
Junior Livestock Auction	Heather	32.65
Junior Livestock Auction	Heather	177.55
Junior Livestock Auction	Heather	269.00
Junior Livestock Auction	Heather	235.00
Junior Livestock Auction	Heather	24.92
Junior Livestock Auction	Heather	158.46
Junior Livestock Auction	Heather	28.72
Junior Livestock Auction	Heather	33.99
Supplies- Exhibits	Heather	14.99
Supplies- Exhibits	Heather	24.99
Supplies- Exhibits	Heather	156.40
Supplies- Exhibits	Heather	97.88
	<b>Heather Total</b>	<u>1,344.59</u>
Reimbursable Fire Expense	Heather Fire Evac	124.44
	<b>Heather Fire Evac Total</b>	<u>124.44</u>
Reimbursable Fire Expense	Kaitlyn	137.81
Reimbursable Fire Expense	Kaitlyn	133.91
Contract Services-Interim	Kaitlyn	227.50
Contract Services-Interim	Kaitlyn	45.00
Office Supplies- Administration	Kaitlyn	8.92
Multi-Media Advertising	Kaitlyn	25.00
Multi-Media Advertising	Kaitlyn	25.00
	<b>Kaitlyn Total</b>	<u>603.14</u>
Contract Services-Interim	Michael	272.50
Contract Services- Satellite	Michael	121.84
Supplies-Interim	Michael	9.73
Supplies- Exhibits	Michael	190.00
Office Supplies- Administration	Michael	20.00
Supplies-Publicity	Michael	52.99
Multi-Media Advertising	Michael	455.00
Website	Michael	38.95
Website	Michael	19.95
	<b>Michael Total</b>	<u>1,180.96</u>
Grounds Supplies	Randy	50.40
Grounds Supplies	Randy	39.17
	<b>Randy Total</b>	<u>89.57</u>
	<b>Grand Total</b>	<u>4,439.68</u>

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

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	As of	8/31/2020 Actual YTD
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash in Bank		96,825
Cash in Treasury		0
Accounts Receivable (net of allowance)		15,555
Other Assets		0
<b>TOTAL CURRENT ASSETS</b>		<b>112,380</b>
<b>TOTAL ASSETS</b>		<b>112,380</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		118
Accrued Expenses		17,995
Sales & Use Tax Payable		45
Deposits & Refunds Payable		41,125
<b>TOTAL CURRENT LIABILITIES</b>		<b>59,283</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		55,868
Profit(Loss) for the Year		(2,771)
<b>TOTAL EQUITY</b>		<b>53,097</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>112,380</b>

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

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For the Period	8/31/2020 Actual YTD	8/31/2020 Budget YTD	Variance	Annual Budget
<b>Revenues</b>				
Sponsorships				22,000
Operations - Parking - Admissions				8,000
Awards Night				60,000
Sponsorships - Awards Night				15,000
Wine Competition				85,200
Culinary Competitions				4,000
Attractions				3,500
Misc Programs				
Retail Sales				
Tasting				112,900
Vendors				4,100
<b>Total Revenues</b>				<b>314,700</b>
<b>Expenses</b>				
Administration	2,606		(2,606)	73,755
Operations - Parking - Admissions				15,950
Awards Night				65,459
Wine Competition	118		(118)	51,150
Culinary Competition	85		(85)	4,600
Attractions				8,875
Misc. Programs				
Publicity/Marketing	285		(285)	55,000
Retail Sales				
Tasting				36,950
Vendors				
Prior Period Expense	(323)		323	
<b>Total Expenses</b>	<b>2,771</b>		<b>(2,771)</b>	<b>311,739</b>
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	<b>(2,771)</b>		<b>(2,771)</b>	<b>2,961</b>
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	<b>(2,771)</b>		<b>(2,771)</b>	<b>2,961</b>