

# 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

April 27, 2021 - 4:45pm - 5:15pm

In accordance with Executive Order N-29-20 the April 27, 2021 Sonoma County Fair 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/81370451404?pwd=Vkc3d3dEWUs5OTJSQnR4b253VUM1QT09>

Meeting ID: 813 7045 1404

Passcode: 237075

Dial by your location

+1 669 900 6833

Meeting ID: 813 7045 1404

Passcode: 237075

### AGENDA

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

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

7. Discussion and possible action regarding approval of 2021 Contracts in excess of \$25,000 – **(None)**
8. Review of March 2021 Harvest Fair financial statements – **(Attachment #3)** – Michael Margetts, CFO
9. Request for future agenda items
10. 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

	3/31/2021 Actual YTD	3/31/2020 Prior Year YTD	3/31/2019 Actual YTD	2/28/2021 Actual YTD
<b>ASSETS</b>				
<b>Current Assets</b>				
Cash in Bank and Treasury	5,305,989	4,170,918	4,103,339	5,120,442
Accounts Receivable, Net	398,988	92,160	168,375	575,159
Racing Settlement Receivable	2,728		2,353	2,728
Prepaid Expenses				
Inventory of Supplies				
Other Current Assets		110,977		
<b>Total Current Assets</b>	<b>5,707,703</b>	<b>4,374,054</b>	<b>4,274,068</b>	<b>5,698,328</b>
<b>Property &amp; Equipment, Net</b>				
Construction in Progress	8,704,284	8,817,975	8,920,092	8,704,284
	5,032	56,119	67,652	7
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>8,709,316</b>	<b>8,874,094</b>	<b>8,987,744</b>	<b>8,704,291</b>
<b>Other Assets</b>				
Restricted Cash	120,904	120,904	120,904	120,904
Due From/Due (To) County for Vet's	(12,024)	(13,198)	(37,577)	13,847
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>1,020,694</b>	<b>1,713,228</b>	<b>738,644</b>	<b>1,046,565</b>
<b>TOTAL ASSETS</b>	<b>15,437,713</b>	<b>14,961,376</b>	<b>14,000,456</b>	<b>15,449,183</b>
<b>LIABILITIES AND EQUITY</b>				
<b>Current Liabilities</b>				
Accounts Payable	34,739		3,538	4,265
Scholarships Payable	2,500	8,250	3,500	5,000
Accrued Expenses	639,345	704,263	538,391	625,086
Racing Payable	4,701	3,710	3,093	4,701
Purses Paid - (Over)/Under	(7,862)	(31,672)	(64,917)	(4,679)
Other Short Term Liabilities	165	791	22,158	(20,721)
Short Term Notes				
Current Portion of Long-Term Debt				
Deferred Income	476,958	464,352	626,410	467,922
<b>Total Current Liabilities</b>	<b>1,150,548</b>	<b>1,149,694</b>	<b>1,132,173</b>	<b>1,081,574</b>
<b>Long Term Liabilities</b>				
Long Term Note	477,500			477,500
GASB 68 Deferred Inflow of Resources	704,451	88,252	701,757	704,451
GASB 68 Net Pension Liability	1,167,608	2,606,442	778,377	1,167,608
GASB 75 Deferred Inflow of Resources	170,172	429,195	216,663	170,172
GASB 75 Net Pension Liability	1,470,708	1,446,779	1,967,830	1,470,708
<b>Total Long Term Liabilities</b>	<b>3,990,439</b>	<b>4,570,668</b>	<b>3,664,627</b>	<b>3,990,439</b>
<b>NET ASSETS</b>				
<b>Investment in Capital Assets</b>	8,704,282	8,816,986	8,935,760	8,704,283
<b>Restricted for Scholarships</b>	37,849	37,849	23,856	37,849
<b>Restricted for Junior Livestock Auction</b>	120,815	91,208	75,107	120,815
<b>Other Restricted</b>	120,916	120,916	120,916	120,916
<b>Retained Earnings - Unrestricted</b>	287,884	522,798	143,458	287,884
<b>GASB 68 Prior Period Adjustment</b>				
<b>Profit/(Loss) Current Year</b>	1,024,980	(348,743)	(95,441)	1,105,424
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15,437,713</b>	<b>14,961,376</b>	<b>14,000,456</b>	<b>15,449,184</b>

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

DRAFT - UNAUDITED

	3/31/2021 Current YTD	3/31/2020 Prior Year YTD	3/31/2019 Two Prior YTD	Current Prior Year Variance	3/31/2021 Budget YTD	Current Budget Variance	3/31/2021 Actual PTD
<b>Operating Revenue</b>							
Fair	(3,182)	3,019	30,000	(6,201)		(3,182)	(3,182)
Interim	685,212	676,250	832,597	8,962	546,671	138,541	289,304
Jockey Club	103,643	92,728	100,895	10,915	40,000	63,643	35,686
<b>Total Operating Revenue</b>	<b>785,672</b>	<b>771,997</b>	<b>963,492</b>	<b>13,675</b>	<b>586,671</b>	199,001	<b>321,807</b>
<b>Operating Expense</b>							
Fair	47,126	113,883	102,769	66,757	42,729	(4,397)	22,569
Interim	255,598	308,644	312,703	53,046	208,724	(46,874)	135,736
Jockey Club	5,490	67,558	72,204	62,068	6,760	1,270	3,187
General & Administrative	489,312	627,792	608,599	138,480	570,530	81,218	245,844
Allocated Costs - Harvest Fair							
<b>Total Operating Expenses</b>	<b>797,526</b>	<b>1,117,876</b>	<b>1,096,276</b>	<b>320,350</b>	<b>828,743</b>	31,217	<b>407,337</b>
<b>Operating Income/(Loss)</b>	<b>(11,854)</b>	<b>(345,879)</b>	<b>(132,784)</b>	<b>334,025</b>	<b>(242,072)</b>	230,218	<b>(85,530)</b>
Other Revenue	1,033,423	3,830	5,992	1,029,593	126,177	907,246	1,186
Harvest Fair - Revenue							
Harvest Fair - Expense		(78)	(123)	78			
Interest Expense	(489)			(489)	(1,270)	781	
JLA, net		(6,616)	(5,353)	6,616			
Net Affect of GASB 68 Adjustments							
Prior Year & Misc Expense			36,827				
<b>Net Income/(Loss) before depreciation and capital</b>	<b>1,021,080</b>	<b>(348,743)</b>	<b>(95,441)</b>	<b>1,369,823</b>	<b>(117,165)</b>	<b>1,138,245</b>	<b>(84,344)</b>
Depreciation Expense							
<b>Net Income(Loss) before capital</b>	<b>1,021,080</b>	<b>(348,743)</b>	<b>(95,441)</b>	<b>1,369,823</b>	<b>(117,165)</b>	1,138,245	<b>(84,344)</b>
Gain (loss) on disposal of asset							
Capital Expenditures							
Capital Funding	3,900			3,900		3,900	3,900
<b>Net Income (Loss) incl Capital</b>	<b>1,024,980</b>	<b>(348,743)</b>	<b>(95,441)</b>	<b>1,373,723</b>	<b>(117,165)</b>	1,142,145	<b>(80,444)</b>

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

DRAFT - UNAUDITED

	3/31/2021 Current YTD	3/31/2020 Prior Year YTD	3/31/2019 Two Prior YTD	Current Prior Year Variance	3/31/2021 Budget YTD	Current Budget Variance
<b>Revenue</b>						
Admissions					-	
Parking					-	
Commercial Space					-	
Carnival					-	
Concessions					-	
Exhibits					-	
Racing	(3,182)	3,019		(6,201)	-	(3,182)
Attractions					-	
Sponsorships			30,000		-	
VIP Tent					-	
Miscellaneous					-	
<b>Total Fair Revenue</b>	<b>(3,182)</b>	<b>3,019</b>	<b>30,000</b>	<b>(6,201)</b>		<b>(3,182)</b>
<b>Expense</b>						
Labor and Benefits	40,832	62,797	88,454	21,965	40,449	(383)
Advertising & Publicity	1,134	5,381	4,796	4,247	2,080	946
Attendance	784	608	770	(176)	-	(784)
Signage/Other/Drinking Water					-	
Premium		728	512	728	-	
Hall of Flowers		12,000	350	12,000	-	
Exhibits	149	927	1,788	778	200	51
Commerical/Concessions Exhibits		60	177	60	-	
Racing	4,226	19,025	(896)	14,799	-	(4,226)
Attractions		792	1,648	792	-	
Miscellaneous		114		114	-	
VIP Tent					-	
RV Park - Fair - Contract Services		11,450	5,169	11,450	-	
<b>Total Expense</b>	<b>47,126</b>	<b>113,883</b>	<b>102,769</b>	<b>66,757</b>	<b>42,729</b>	<b>(4,397)</b>
<b>Fair Income/(Loss)</b>	<b>(50,308)</b>	<b>(110,864)</b>	<b>(72,769)</b>	<b>60,555</b>	<b>(42,729)</b>	<b>(7,579)</b>

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

DRAFT - UNAUDITED

	3/31/2021 Current YTD	3/31/2020 Prior Year YTD	2019-03-31 Two Prior YTD	Current Prior Year Variance	3/31/2021 Budget YTD	Current Budget Variance
<b>Revenue</b>						
Long Term Rentals	21,978	14,142	15,716	7,836	16,484	5,494
Building Rental	101,933	120,551	119,025	(18,617)	50,103	51,830
Facility Rental	123,512	29,081	42,346	94,431	158,855	(35,343)
Equipment Rental	567	37,721	47,057	(37,154)	16,360	(15,793)
Trailer & RV	322,290	371,180	447,362	(48,890)	240,000	82,290
Interim Parking	1,344	36,222	58,120	(34,878)	22,974	(21,630)
Insurance/Costs Reimbursed	83,016	10,332	16,171	72,684	10,244	72,772
Security Reimbursed		6,734	17,154	(6,734)	5,322	(5,322)
Food & Other Concessions	571	6,681	26,921	(6,110)	3,261	(2,690)
Alcohol Concessions		7,107	10,726	(7,107)	3,068	(3,068)
Other Interim Revenue	30,000	36,500	32,000	(6,500)	20,000	10,000
<b>Total Revenue</b>	<b>685,212</b>	<b>676,250</b>	<b>832,597</b>	<b>8,962</b>	<b>546,671</b>	<b>138,541</b>
<b>Expense</b>						
Int Wages & Benefits	197,839	248,383	228,639	50,544	155,776	(42,063)
Int Parking Wages & Benefits	1,117	20,480	17,148	19,363		(1,117)
<b>Total Wages &amp; Benefits</b>	<b>198,955</b>	<b>268,863</b>	<b>245,788</b>	<b>69,908</b>	<b>155,776</b>	<b>(43,179)</b>
Contract Services-Interim	1,620	1,080	3,348	(540)	1,200	(420)
Contract Services-RV Park	12,623		225	(12,623)	225	(12,398)
Straw Removal					-	
Security			20,675		-	
Supplies & Equipment	982	3,179	2,294	2,196	1,150	168
RV Park Utilities	38,817	26,722	24,661	(12,095)	40,125	1,308
RV Park Advertising					-	
Miscellaneous RV Parking					-	
RV Supplies & Equipment	259	1,849	4,349	1,590	4,348	4,089
Interim Advertising			150		500	500
Business Partner Incentive					-	
Insurance/Costs Reimbursed	105	1,845	485	1,740	300	195
Security Costs Reimbursed	2,237	5,107	10,098	2,870	4,900	2,663
Equipment Rental			549		200	200
CalTrans Median Strip Rent					-	
Special Repairs & Equipment			81		-	
<b>Total Expense</b>	<b>255,598</b>	<b>308,644</b>	<b>312,703</b>	<b>53,046</b>	<b>208,724</b>	<b>(46,874)</b>
<b>Interim Income/(Loss)</b>	<b>429,614</b>	<b>367,605</b>	<b>519,894</b>	<b>62,008</b>	<b>337,947</b>	<b>91,667</b>

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

**DRAFT - UNAUDITED**

	<b>3/31/2021 Current YTD</b>	<b>3/31/2020 Prior Year YTD</b>	<b>3/31/2019 Two Prior YTD</b>	<b>Current Prior Year Variance</b>	<b>3/31/2021 Budget YTD</b>	<b>Current Budget Variance</b>
<b>Revenue</b>						
Admissions		5,060	7,533	(5,060)	-	
Turf Club		645	861	(645)	-	
Commissions	65,843	73,438	72,536	(7,595)	40,000	25,843
Programs/Other		255	386	(255)	-	
Race Forms, etc		11,563	16,743	(11,563)	-	
Concessions		1,767	2,836	(1,767)	-	
Costs Recovered					-	
Prior Year Costs Recovered					-	
Interim Rental	37,800			37,800	-	37,800
ATM Fees					-	
Interim Concessions					-	
<b>Total Jockey Club Revenues</b>	<b>103,643</b>	<b>92,728</b>	<b>100,895</b>	<b>10,915</b>	<b>40,000</b>	<b>63,643</b>
<b>Expense</b>						
Wages & Benefits		44,600	39,158	44,600	-	
Contract Services		3,017	3,332	3,017	100	100
Supplies & Expense	1,019	4,014	6,800	2,995	2,490	1,471
Utilities	4,471	5,422	8,697	951	4,170	(301)
Cost of Periodicals		9,225	12,419	9,225	-	
Garbage		1,271	748	1,271	-	
Advertising & Marketing		10	1,050	10	-	
<b>Total Jockey Club Expenses</b>	<b>5,490</b>	<b>67,558</b>	<b>72,204</b>	<b>62,068</b>	<b>6,760</b>	<b>1,270</b>
<b>Jockey Club Income/(Loss)</b>	<b>98,153</b>	<b>25,170</b>	<b>28,690</b>	<b>72,982</b>	<b>33,240</b>	<b>64,913</b>

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

DRAFT - UNAUDITED

	3/31/2021 Current YTD	3/31/2020 Prior Year YTD	3/31/2019 Two Prior YTD	Current Prior Year Variance	3/31/2021 Budget YTD	Current Budget Variance
<b>Expense</b>						
Wages & Benefits-Admin	128,590	181,373	173,506	52,783	134,924	6,334
Contract Services-Admin	5,502	11,970	12,029	6,469	16,750	11,248
County Indirect Services	30,000	28,749	21,498	(1,251)	30,000	
Legal	414	5,589	13,465	5,175	7,500	7,086
Office Expense-Admin	17,316	20,303	16,821	2,987	14,665	(2,651)
Postage & Telephone	4,481	8,094	8,644	3,614	8,540	4,059
Director's Expense & Travel	531	2,389	2,318	1,858	300	(231)
Donations					-	
Insurance	22,500	17,499	16,251	(5,001)	22,500	
Audit Fee					6,000	6,000
Bad Debt and Cash Short/Over		332	(21)	332	200	200
<b>Administration Expenses</b>	<b>209,333</b>	<b>276,298</b>	<b>264,511</b>	<b>66,965</b>	241,379	<b>32,046</b>
Wages & Benefits-Maint	223,883	262,091	261,061	38,208	218,646	(5,237)
Contract Services-Maint	4,784	10,023	5,979	5,239	7,500	2,716
Equipment Rental-Maint	1,362	1,487	845	125	1,500	138
Utilities	28,369	36,792	34,240	8,423	62,400	34,031
Utilities - Harvest Fair(Reimbursed)					-	
Trash Removal	6,666	2,022	14,182	(4,644)	9,000	2,334
Maintenance Supplies	12,733	36,193	20,285	23,460	18,105	5,372
Repairs & Maintenance	234		5,697	(234)	6,000	5,766
Equipment Repairs	1,947	2,886	1,798	939	6,000	4,053
<b>Maintenance Expenses</b>	<b>279,979</b>	<b>351,494</b>	<b>344,088</b>	<b>71,515</b>	329,151	<b>49,172</b>
<b>General &amp; Administrative Expenses</b>	<b>489,312</b>	<b>627,792</b>	<b>608,599</b>	<b>138,480</b>	570,530	<b>81,218</b>



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

DRAFT - UNAUDITED

	3/31/2021 Current YTD	3/31/2020 Prior Year YTD	3/31/2019 Two Prior YTD	Current Prior Year Variance	3/31/2021 Budget YTD	Current Budget Variance
<b>Permanent Salaries</b>						
Fair	25,791	22,996	32,783	(2,795)	25,940	149
Interim	73,514	114,692	99,396	41,178	82,328	8,814
Jockey Club		12,719	11,772	12,719	-	
Golf Course					-	
Administration	71,982	97,409	95,059	25,427	75,899	3,917
Maintenance	105,414	124,063	117,981	18,649	105,363	(51)
<b>Total Permanent Salaries</b>	<b>276,700</b>	<b>371,878</b>	<b>356,991</b>	<b>95,178</b>	<b>289,530</b>	<b>12,830</b>
<b>Temporary Salaries</b>						
Fair		10,448	11,349	10,448	-	
Interim	51,067	44,360	47,677	(6,708)	5,200	(45,867)
Jockey Club		15,989	13,070	15,989	-	
Golf Course					-	
Administration			291		1,500	1,500
Maintenance		2,422	12,607	2,422	-	
<b>Total Temporary Salaries</b>	<b>51,067</b>	<b>73,218</b>	<b>84,993</b>	<b>22,151</b>	<b>6,700</b>	<b>(44,367)</b>
<b>Health Benefits</b>						
Fair	2,275	16,440	29,000	14,165	2,723	448
Interim	15,715	29,729	21,190	14,015	20,213	4,498
Jockey Club		5,374	4,630	5,374	-	
Golf Course					-	
Administration	6,972	17,269	13,167	10,297	11,341	4,369
Maintenance	30,383	37,310	30,728	6,927	29,026	(1,357)
<b>Total Health Benefits</b>	<b>55,345</b>	<b>106,123</b>	<b>98,714</b>	<b>50,778</b>	<b>63,303</b>	<b>7,958</b>
<b>FICA, Medicare &amp; Workers Comp</b>						
Fair	2,392	3,358	3,827	966	2,150	(242)
Interim	14,412	16,911	16,376	2,500	8,321	(6,091)
Jockey Club		2,914	2,562	2,914	-	
Golf Course					-	
Administration	7,556	10,244	9,714	2,688	6,473	(1,083)
Maintenance	26,558	27,958	33,473	1,400	28,061	1,503
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>50,918</b>	<b>61,386</b>	<b>65,952</b>	<b>10,467</b>	<b>45,005</b>	<b>(5,913)</b>
<b>Retirement, UI, Other</b>						
Fair	10,374	9,622	11,605	(752)	9,636	(738)
Interim	44,248	62,845	61,162	18,597	39,714	(4,534)
Jockey Club		7,187	7,052	7,187	-	
Golf Course					-	
Administration	42,079	56,451	55,275	14,371	39,711	(2,368)
Maintenance	61,528	70,234	66,176	8,706	56,196	(5,332)
<b>Total Retirement &amp; Other Benefits</b>	<b>158,229</b>	<b>206,339</b>	<b>201,271</b>	<b>48,109</b>	<b>145,257</b>	<b>(12,972)</b>
<b>TOTAL</b>	<b>592,260</b>	<b>818,943</b>	<b>807,922</b>	<b>226,683</b>	<b>549,795</b>	<b>(42,465)</b>
<b>TOTAL BY DEPT</b>						
Fair	40,832	62,863	88,564	22,031	40,449	(383)
Interim	198,955	268,537	245,801	69,582	155,776	(43,179)
Jockey Club		44,183	39,086	44,183		
Golf Course						
Administration	128,590	181,373	173,506	52,783	134,924	6,334
Maintenance	223,883	261,987	260,965	38,104	218,646	(5,237)
<b>TOTAL ALL DEPARTMENTS</b>	<b>592,260</b>	<b>818,943</b>	<b>807,922</b>	<b>226,683</b>	<b>549,795</b>	<b>(42,465)</b>

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

	3/31/2021 Current YTD	3/31/2020 Prior Year YTD	3/31/2019 Two Prior YTD	Current Prior Year Variance	Budget YTD	Current Budget Variance
<b>Salaries</b>						
Fair						
Hall of Flowers					-	
Publicity		4,026	8,740	4,026	-	
Parking					-	
Admissions		315	122	315	-	
Exhibits - Temp		294	808	294	-	
Exhibits - Perm	25,791	22,996	32,783	(2,795)	25,940	149
Attractions					-	
Concessions Auditor			288		-	
Racing		5,747	1,281	5,747	-	
<b>Total Salaries</b>	<b>25,791</b>	<b>33,377</b>	<b>44,022</b>	<b>7,586</b>	<b>25,940</b>	<b>149</b>
<b>Health Benefits</b>						
Fair						
Exhibits - Perm	2,142	3,117	3,313	975	2,723	581
Racing	134	13,324	25,687	13,190	-	(134)
<b>Total Health Benefits</b>	<b>2,275</b>	<b>16,440</b>	<b>29,000</b>	<b>14,165</b>	<b>2,723</b>	<b>448</b>
<b>FICA, Medicare &amp; Workers Comp</b>						
Fair						
Hall of Flowers					-	
Publicity		474	1,029	474	-	
Parking					-	
Admissions			34		-	
Exhibits	2,392	2,156	2,599	(236)	2,150	(242)
Attractions					-	
Racing		728	165	728	-	
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>2,392</b>	<b>3,358</b>	<b>3,827</b>	<b>966</b>	<b>2,150</b>	<b>(242)</b>
<b>TOTAL</b>	<b>30,458</b>	<b>53,175</b>	<b>76,849</b>	<b>22,717</b>	<b>30,813</b>	<b>355</b>
<b>Retirement, UI, Other</b>						
Fair						
Hall of Flowers					-	
Publicity		250	396	250	-	
Parking					-	
Admissions			18		-	
Exhibits - Perm	10,374	8,989	11,104	(1,385)	9,636	(738)
Attractions					-	
Racing		383	87	383	-	
<b>Total Retirement &amp; Other Benefits</b>	<b>10,374</b>	<b>9,622</b>	<b>11,605</b>	<b>(752)</b>	<b>9,636</b>	<b>(738)</b>

## CASH EXPENDITURES

**MONTH OF :** MARCH 2021

PERMANENT PAYROLL	\$	265,881.96
TEMP PAYROLL	\$	30,133.24
ACCOUNTS PAYABLE	\$	75,142.31
TOTAL PAYMENTS	<u>\$</u>	<u>371,157.51</u>
LEGAL FEES PAID	\$	207.00

**CREDIT CARD DETAIL - MARCH 2021**

GL Account	GL Account Description	Amount	Reference
62030-90-80	Office Supplies- Administratio	25.00	Becky
		<u>25.00</u>	<b>Becky Total</b>
56000-30-60	Contract Services-RV Park-Int	245.40	Cliff
62030-10-80	Office Supplies-Maintenance	12.93	Cliff
62050-30-10	Tickets & Credentials	140.01	Cliff
		<u>398.34</u>	<b>Cliff Total</b>
70075-90-80	Shelter & Evacuation Supplies	185.79	Heather
68070-90-80	Directors Expense	84.16	Heather
62030-30-60	Supplies-Interim	101.51	Heather
62030-50-10	Supplies- Exhibits	24.99	Heather
62030-50-10	Supplies- Exhibits	15.74	Heather
70075-90-80	Shelter & Evacuation Supplies	86.98	Heather
62030-50-10	Supplies- Exhibits	33.99	Heather
70075-90-80	Shelter & Evacuation Supplies	523.14	Heather
		<u>1,056.30</u>	<b>Heather Total</b>
62031-30-60-95	Vets - Office Supplies	79.45	Kaitlyn
62030-30-60	Supplies-Interim	9.80	Kaitlyn
62030-30-60-95	Vets - Supplies	226.88	Kaitlyn
		<u>316.13</u>	<b>Kaitlyn Total</b>
65085-20-10	Website	38.95	Michael
62030-90-80	Office Supplies- Administratio	46.86	Michael
65085-20-10	Website	19.95	Michael
68070-90-80	Directors Expense	148.48	Michael
62034-20-10	Supplies-Publicity	52.99	Michael
56000-90-80	Contract Services- Administrat	122.29	Michael
56000-90-80	Contract Services- Administrat	190.00	Michael
62030-90-80	Office Supplies- Administratio	40.32	Michael
65030-20-10	Multi-Media Advertising	455.00	Michael
65085-20-10	Website	38.95	Michael
62032-30-60	Supplies - RV Park	259.35	Michael
		<u>1,413.14</u>	<b>Michael Total</b>
70030-10-80	Electrical Supplies	162.89	Randy
70030-10-80	Electrical Supplies	129.16	Randy
		<u>292.05</u>	<b>Randy Total</b>
		<u>3,500.96</u>	<b>Grand Total</b>

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

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	As of	3/31/2021 Actual YTD
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash in Bank		75,670
Cash in Treasury		0
Accounts Receivable (net of allowance)		(120)
Other Assets - Due to SCF		0
<b>TOTAL CURRENT ASSETS</b>		<b>75,550</b>
<b>TOTAL ASSETS</b>		<b>75,550</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		0
Accrued Expenses		4,806
Sales & Use Tax Payable		94
Deposits & Refunds Payable		0
<b>TOTAL CURRENT LIABILITIES</b>		<b>4,900</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		71,126
Profit(Loss) for the Year		(476)
<b>TOTAL EQUITY</b>		<b>70,650</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>75,550</b>

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

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For the Period	3/31/2021 Actual YTD	3/31/2021 Budget YTD	Variance	Calendar 2021 Annual Budget
<b>Revenues</b>				
Sponsorships				9,000
Operations - Parking - Admissions	46		46	800
Awards Night				55,000
Sponsorships - Awards Night				15,000
Wine Competition				85,000
Culinary Competitions				4,000
Attractions				2,000
Misc Programs				
Retail Sales				
Tasting				110,000
Vendors				3,500
<b>Total Revenues</b>	46		46	284,300
<b>Expenses</b>				
Administration	522		(522)	71,200
Operations - Parking - Admissions				15,500
Awards Night				59,485
Wine Competition				45,300
Culinary Competition				5,100
Attractions				10,500
Misc. Programs				
Publicity/Marketing				48,000
Retail Sales				
Tasting				27,650
Vendors				
Prior Period Expense				
<b>Total Expenses</b>	522		(522)	282,735
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	(476)		(476)	1,565
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	(476)		(476)	1,565