

# 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

**December 14, 2021 - 5:15pm**

#### AGENDA

**NOTE: This 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/87357324424?pwd=SlhIZzd1UjJhcGh4eTZGMDCxT2FPdz09>

Meeting ID: 873 5732 4424

Passcode: 527119

Dial by your location +1 669 900 6833

Meeting ID: 873 5732 4424

Passcode: 527119

**DIRECTORS:** Kevin Howe, Chair, Kanani Reynolds, Vice Chair; Carole Quandt, Lisa Wittke Schaffner, 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 2022 draft budget – **(Attachment #1)** - Michael Margetts, CFO and Becky Bartling, CEO
5. Request for future agenda items
6. 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**  
**Income Statement**

	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	10/31/2021
Operating Revenue						
Fair (less JLA)	6,250,823	6,092,952	1,017,617	1,061,606	6,461,825	3,299,518
Interim	4,820,515	4,311,599	2,783,564	1,781,661	3,566,688	2,775,006
Satellite Wagering	392,142	373,881	265,756	225,084	326,860	193,853
Harvest Fair	104,052	56,900	15,386		48,000	
Miscellaneous Non-Fair	61,077	57,169	637,906	252,351	2,500	1,233,893
Prior Year Revenue Adjustments	258,024	51,717	154,284			
<b>Total Operating Revenue</b>	<b>11,886,633</b>	<b>10,944,217</b>	<b>4,874,513</b>	<b>3,320,702</b>	<b>10,405,873</b>	<b>7,502,270</b>
Operating Expense						
Administration	1,247,579	1,482,645	858,600	1,774,471	1,294,805	862,647
Maintenance	2,459,750	2,671,171	1,726,060	1,203,129	2,747,411	1,236,734
Fair	3,434,095	3,699,171	1,003,305	1,066,333	4,065,392	1,405,834
Interim	1,942,537	1,832,184	1,133,620	978,931	1,846,358	1,058,299
Satellite Wagering	402,429	338,265	104,793	35,953	301,967	14,432
Harvest Fair	100,985	57,120	1,078		47,543	
Harvest Fair Allocated Expenses						
Prior Year Expense Adjustments & Other Expenses	60,687	23,924	30,465			
Other - Interest Expense			6,387	7,030		
<b>Total Operating Expense</b>	<b>9,648,063</b>	<b>10,104,479</b>	<b>4,864,308</b>	<b>5,065,847</b>	<b>10,303,476</b>	<b>4,577,947</b>
<b>Operating Income (Loss)</b>	<b>2,238,570</b>	<b>839,738</b>	<b>10,204</b>	<b>(1,745,145)</b>	<b>102,397</b>	<b>2,924,323</b>
<b>Other Operating Revenue (Net)</b>		243				(7,927)
<b>Capital Contributions</b>		125,569	375,765		75,000	209,659
<b>Net Income (Loss) Not Incl Depreciation</b>	<b>2,238,570</b>	<b>965,549</b>	<b>385,969</b>	<b>(1,745,145)</b>	<b>177,397</b>	<b>3,133,982</b>
<b>Net Income (Loss) Not Incl Depreciation</b>	<b>2,238,570</b>	<b>965,549</b>	<b>385,969</b>	<b>(1,745,145)</b>	<b>177,397</b>	<b>3,133,982</b>

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

	Actual YTD 12/31/2018	Actual YTD 12/31/2019	Actual YTD 12/31/2020	Adopted Budget 12/31/2021	Annual Budget 12/31/2022	Actual YTD 10/31/2021
Fair Revenue						
Admissions	1,612,041	1,564,915			1,824,780	799,345
Commercial Space	403,719	355,784			358,545	91,305
Carnival	738,196	712,319			750,000	532,387
Concessions	1,163,306	1,180,790	31,899		1,175,000	467,988
Exhibits	88,394	81,233	19,660	161,606	83,500	144,242
Racing	1,095,401	1,071,393	950,892	900,000	1,150,900	935,314
Attractions	189,549	185,442			197,000	
VIP Tent	29,100	28,560			28,500	
Sponsorships	404,260	385,693	15,166		385,500	130,720
Parking	459,304	438,536			437,100	192,782
Miscellaneous	67,552	88,288			71,000	5,435
<b>Total Fair</b>	<b>6,250,823</b>	<b>6,092,952</b>	<b>1,017,617</b>	<b>1,061,606</b>	<b>6,461,825</b>	<b>3,299,518</b>
Interim Revenue						
Building Rental	706,518	695,028	360,571	266,477	514,323	602,687
Facility Rental	226,970	532,946	868,247	277,071	308,170	518,182
Long Term Rentals	78,414	55,754	40,902	62,084	106,740	71,745
RV Park	2,306,750	1,612,782	1,374,674	1,025,000	1,389,000	1,223,599
Equipment Rental	176,069	193,962	47,770	43,403	174,048	23,363
Parking Revenues	385,606	350,845	37,491	52,484	271,292	33,636
Utility Reimbursement	3,022	3,411	2,588	1,300		412
Costs Recovered	89,209	76,185	22,190	22,946	52,969	219,533
Concessions	543,162	480,638	20,191	16,802	498,848	52,318
Other Revenues	304,796	310,049	8,941	14,094	251,298	29,531
<b>Total Interim</b>	<b>4,820,515</b>	<b>4,311,599</b>	<b>2,783,564</b>	<b>1,781,661</b>	<b>3,566,688</b>	<b>2,775,006</b>
Golf Course						
Satellite Wagering	392,142	373,881	265,756	225,084	326,860	193,853
Harvest Fair	104,052	56,900	15,386		48,000	
Miscellaneous Non-Fair	61,077	57,169	637,906	252,351	2,500	1,233,893
Prior Year Rev	258,024	51,717	154,284			89,581
<b>Operating Revenue</b>	<b>11,886,633</b>	<b>10,944,217</b>	<b>4,874,513</b>	<b>3,320,702</b>	<b>10,405,873</b>	<b>7,591,851</b>
Capital Contribution		125,569	375,765		75,000	209,659
<b>Total Revenue</b>	<b>11,886,633</b>	<b>11,069,786</b>	<b>5,250,278</b>	<b>3,320,702</b>	<b>10,480,873</b>	<b>7,801,510</b>

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

	<b>Actual YTD 12/31/2018</b>	<b>Actual YTD 12/31/2019</b>	<b>Actual YTD 12/31/2020</b>	<b>Adopted Budget 12/31/2021</b>	<b>Annual Budget 12/31/2022</b>	<b>Actual YTD 10/31/2021</b>
Fair Expense						
Publicity	334,124	343,802	17,944	12,000	351,852	62,863
Attendance	404,365	400,690	3,893		557,020	303,149
Premiums	263,202	261,017	728		265,000	6,740
Hall of Flowers	190,760	199,081	12,000		212,845	
Exhibits	560,462	557,760	243,200	354,333	658,806	184,693
Miscellaneous Fair	144,793	188,847	14,152		220,728	75,217
Racing	901,753	1,080,582	710,589	700,000	1,123,758	712,601
Attractions	634,638	667,392	798		675,383	60,571
<b>Total Fair</b>	<b>3,434,095</b>	<b>3,699,171</b>	<b>1,003,305</b>	<b>1,066,333</b>	<b>4,065,392</b>	<b>1,405,834</b>
<b>Interim</b>	<b>1,942,537</b>	<b>1,832,184</b>	<b>1,133,620</b>	<b>978,931</b>	<b>1,846,358</b>	<b>1,058,299</b>
<b>Satellite Wagering</b>	<b>402,429</b>	<b>338,265</b>	<b>104,793</b>	<b>35,953</b>	<b>301,967</b>	<b>14,432</b>
<b>Harvest Fair</b>	<b>100,985</b>	<b>57,120</b>	<b>1,078</b>		<b>47,543</b>	
<b>Harvest Fair Allocated Expenses</b>						
<b>Administration</b>	<b>1,247,579</b>	<b>1,482,645</b>	<b>858,600</b>	<b>980,566</b>	<b>1,294,805</b>	<b>862,647</b>
<b>Maintenance</b>	<b>2,459,750</b>	<b>2,671,171</b>	<b>1,726,060</b>	<b>1,203,129</b>	<b>2,747,411</b>	<b>1,236,734</b>
<b>Prior Year Operating Expense Adjustment</b>						
<b>Other - Interest Expense</b>						
<b>Total Operating Expense</b>	<b>9,587,376</b>	<b>10,080,556</b>	<b>4,827,456</b>	<b>4,264,912</b>	<b>10,303,476</b>	<b>4,577,947</b>

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	10/31/2021
Admissions Revenue							
Fair Admission - Full Price							
41010-30-10	Fair Admission	1,222,338	1,163,998			1,266,291	798,895
	Total Fair Admissions - Full Price	1,222,338	1,163,998			1,266,291	798,895
Fair Admission - Discount							
41011-30-10	Admissions Prior Year						
41020-30-10	Discounted Fair Admissions	389,703	400,917			558,489	450
41021-30-10	Discount Racing Patrons						
	Total Fair Admissions - Discount	389,703	400,917			558,489	450
	<b>Total Fair Admissions Revenue</b>	<b>1,612,041</b>	<b>1,564,915</b>			<b>1,824,780</b>	<b>799,345</b>
Commercial Space Revenue							
41500-50-10	Indoor Commercial Space	291,750	253,545			253,545	64,775
41600-50-10	Outside Commercial Space	111,969	102,239			105,000	26,530
	<b>Total Commercial Space</b>	<b>403,719</b>	<b>355,784</b>			<b>358,545</b>	<b>91,305</b>
42100-50-10	<b>Carnival Revenue</b>	<b>738,196</b>	<b>712,319</b>			<b>750,000</b>	<b>532,387</b>
Food Concession Revenue							
42200-50-10	Food Concessions	612,475	601,684	31,899		615,000	309,696
42210-50-10	Food Voucher Concessions	(340)	(280)				
	<b>Total Food Concession Revenue</b>	<b>612,135</b>	<b>601,404</b>	<b>31,899</b>		<b>615,000</b>	<b>309,696</b>
Alcohol Concessions							
42300-50-10	Alcohol Concessions	541,456	551,050			540,000	100,000
42400-50-10	Other Concessions	9,716	28,336			20,000	58,291
	<b>Total Alcohol Concessions</b>	<b>551,171</b>	<b>579,386</b>			<b>560,000</b>	<b>158,291</b>
	Total Food and Alcohol Concessions	1,163,306	1,180,790	31,899		1,175,000	467,988
	<b>Total Admissions Revenue</b>	<b>3,917,262</b>	<b>3,813,807</b>	<b>31,899</b>		<b>4,108,325</b>	<b>1,891,025</b>
Exhibits Revenue							
43100-50-10	Entry Fees	45,331	48,259			48,000	9,205
	Donated & Sponsored Awards						

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	10/31/2021
43300-50-10	Sponsored Awards	20,896	20,765	10,060	161,606	20,000	115,000
46510-50-10	Friends of Fair						
47815-50-10	Exhibits Sponsorships						
	<b>Total Donated &amp; Sponsored Awards</b>	<b>20,896</b>	<b>20,765</b>	<b>10,060</b>	<b>161,606</b>	<b>20,000</b>	<b>115,000</b>
46500-50-10	Flower Show Preview Tickets	20,300	11,385	9,600		15,000	20,037
43400-50-10	Rodeo Queen						
47601-50-10	Sale of Birds and Small Animals						
47602-50-10	Other Exhibits Rev-milk sales/golf carts						
47700-51-10	Art Sale	1,867	824			500	
		22,167	12,209	9,600		15,500	20,037
	<b>Total Exhibits</b>	<b>88,394</b>	<b>81,233</b>	<b>19,660</b>	<b>161,606</b>	<b>83,500</b>	<b>144,242</b>

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	10/31/2021
Attractions/Admissions Revenue							
46100-80-10	Rodeo						
46160-80-10	Destruction Derby						
46150-80-10	Chris Beck Paid Shows	132,632	148,312			167,000	
47822-80-10	Community Stage Food & Beverage						
47821-80-10	Other Attractions Revenue	56,917	37,130			30,000	
	<b>Total Attractions</b>	<b>189,549</b>	<b>185,442</b>			<b>197,000</b>	
47200-50-10	Novelties						
48810-80-10	Cost Recovered - Attractions						
	<b>Total Attractions/Admission Revenue</b>	<b>189,549</b>	<b>185,442</b>			<b>197,000</b>	
Parking Revenue							
47110-30-10	Fair Parking	440,607	421,416			420,000	190,758
47111-30-10	Vets Lot Parking						
47120-30-10	Fair Preferred Parking	8,460	8,100			8,100	
47130-30-10	Fair Exhibitor Credential Parking	10,237	9,020			9,000	2,024
	<b>Total Parking Revenue</b>	<b>459,304</b>	<b>438,536</b>			<b>437,100</b>	<b>192,782</b>
47825-90-10	<b>VIP Tent</b>	<b>29,100</b>	<b>28,560</b>			<b>28,500</b>	
46400-80-10	Rodeo Sponsorship						
47800-90-10	Sponsorships Revenue	403,760	385,688	15,166		385,000	130,720
47810-90-10	County Exhibit Sponsorships						
47813-51-10	Sustainable Sponsorships						
47813-90-10	Sustainable Exhibit Sponsorships						
47820-80/90-10	Farmer's Day Sponsorships	500	5			500	
	<b>Total Sponsorship Revenue</b>	<b>404,260</b>	<b>385,693</b>	<b>15,166</b>		<b>385,500</b>	<b>130,720</b>
Miscellaneous Fair Revenue							

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

ATTACHMENT #1

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	10/31/2021
46330-80-10	<b>Fair Merchandise</b>	<b>327</b>	<b>750</b>				
47500-20-10	Advertising Revenues	6,700	5,000			5,000	
47710-90-10	Golf Cart Fees	2,750	3,500			3,500	1,500
47700-90-10	Fair Special Events		15,527				
48520-10-10	Other (Insurance Reimbursement)	1,835	2,885			2,500	990
	<b>Total Other</b>	<b>11,285</b>	<b>26,912</b>			<b>11,000</b>	<b>2,490</b>
48240-10-10	Trailer & RV Parking Fees	40,710	47,530			50,000	1,015
47823-80-10	Ticket Convenience Fees						
48880-10-10	ATM Fees Earned Fairtime	15,230	13,096			10,000	1,930
	<b>Total Miscellaneous Fair Revenue</b>	<b>67,552</b>	<b>88,288</b>			<b>71,000</b>	<b>5,435</b>
	<b>Total Fair Revenue</b>	<b>5,155,422</b>	<b>5,021,558</b>	<b>66,725</b>	<b>161,606</b>	<b>5,310,925</b>	<b>2,364,204</b>



**Sonoma County Fair  
Publicity Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
Publicity Wages & Benefits							
Salaries & Wages - Temporary							
50013-20-10	Salaries & Wages Temp. - Overtime	1,838	2,773			3,500	
50020-20-10	Salaries & Wages Temporary	27,675	35,866	4,026		35,000	
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>29,513</b>	<b>38,639</b>	<b>4,026</b>		<b>38,500</b>	
Payroll Taxes							
55070-20-10	Unemployment Insurance Publicity	910	699	250		2,387	
55000-20-10	FICA/Medicare	2,258	2,996	308		2,945	
<b>Total Payroll Taxes</b>		<b>3,168</b>	<b>3,695</b>	<b>558</b>		<b>5,332</b>	
Employee Benefits - Employer's Share							
55080-20-10	Sick Pay - Temporary		528				
Worker's Compensation Insurance							
55020-20-10	Workers Comp Insurance	1,217	1,616	166			
<b>Total Workers Compensation Insurance:</b>		<b>1,217</b>	<b>1,616</b>	<b>166</b>			
<b>Total Wages &amp; Benefits</b>		<b>33,898</b>	<b>44,477</b>	<b>4,750</b>		<b>43,832</b>	
Professional Services (Contractual)							
56000-20-10	Contract Services - Publicity	28,780	3,338	3,000		7,000	4,088
56001-20-10	Contract Services - Publicity TT						
65060-20-10	Agency Services-Graphics	152					
<b>Total Professional Contract Services</b>		<b>28,932</b>	<b>3,338</b>	<b>3,000</b>		<b>7,000</b>	<b>4,088</b>
Supplies and Expense							
62010-20-10	Postage						
62030-20-10	Supplies - Publicity	1,030	2,577	560	3,000	2,000	250
62031-20-10	Office Supplies	37					
62034-20-10	Supplies - Publicity	3,574	5,970	636		8,520	597
65065-20-10	Sponsorship Expenses	10,882	8,505	625		16,000	220
73030-20-10	Special Repairs & Equipment						
<b>Total Supplies &amp; Expense</b>		<b>15,523</b>	<b>17,053</b>	<b>1,821</b>	<b>3,000</b>	<b>26,520</b>	<b>1,067</b>
Advertising							
62032-20-10	Advertising - Funbook	3,085	2,641			3,000	
65010-20-10	Media - Radio	49,972	45,016			40,000	12,307

**Sonoma County Fair  
Publicity Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
65015-20-10	Media - Television						
65020-20-10	Media - Print	39,591	35,500	550		30,000	10,517
65025-20-10	Media - Outdoor	12,819	16,334			16,000	8,545
65030-20-10	Multi-Media Advertising	25,460	33,933	5,992	6,000	35,000	18,867
65035-20-10	Public Relations						
65040-20-10	Media - Production	6,300	7,100			3,000	150
65050-20-10	Poster Art & Production	506	517			500	
65055-20-10	Schedule of Events	3,954	4,086			4,000	1,765
65075-20-10	Newsletter						
65078-20-10	Pre-Fair Events - Publicity	8,189	8,805			7,000	
65080-20-10	Fair Guide	56,194	59,348			56,000	
65085-20-10	Website	4,721	12,279	1,826	3,000	35,000	5,558
	<b>Total Advertising</b>	<b>210,791</b>	<b>225,560</b>	<b>8,368</b>	<b>9,000</b>	<b>229,500</b>	<b>57,708</b>
Other VIP Patio - Directors' Room							
65070-20-10	Directors Room	44,980	53,375	6		45,000	
	<b>Total Other VIP Patio - Directors' Room</b>	<b>44,980</b>	<b>53,375</b>	<b>6</b>		<b>45,000</b>	
	<b>Total Publicity Expense</b>	<b>334,124</b>	<b>343,802</b>	<b>17,944</b>	<b>12,000</b>	<b>351,852</b>	<b>62,863</b>

**Sonoma County Fair  
Attendance Operations Expense  
Budget Worksheet**

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
Wages and Benefits							
Salaries and Wages - Temporary							
50013-30-10	Salaries & Wages Temp. - Overtime Admissions	3,624	5,749			6,500	
50040-30-10	Salaries & Wages - Concession Auditors	8,197	3,275			9,000	5,122
50070-30-10	Salaries & Wages Temp - Admissions	49,037	51,229			104,500	30,204
<b>Total Salaries &amp; Wages - Temporary</b>		<b>60,859</b>	<b>60,252</b>			<b>120,000</b>	<b>35,326</b>
55000-30-10	Payroll Taxes - FICA/Medicare Attendance	5,493	4,609			9,180	2,702
55070-30-10	Payroll Taxes - Unemployment Ins. Attendance	3,669	3,713			7,440	2,151
<b>Total Payroll Taxes</b>		<b>9,162</b>	<b>8,323</b>			<b>16,620</b>	<b>4,853</b>
Employee Benefits - Employer's Share							
55080-30-10	Sick Pay - Temporary	66					
Worker's Compensation Insurance							
55020-30-10	Workers Comp. Insurance - Attendance/Fair	2,513	2,485			5,400	1,457
55021-30-10	Workers Comp. Insurance - Volunteers						
<b>Total Workers Compensation Insurance</b>		<b>2,513</b>	<b>2,485</b>			<b>5,400</b>	<b>1,457</b>
<b>Total Wages &amp; Benefits</b>		<b>72,600</b>	<b>71,060</b>			<b>142,020</b>	<b>41,636</b>
Professional Services (Contractual)							
56000-30-10	Contract Services - Attendance	6,513	839			5,000	15,045
56020-30-10	Security Service - Fair (Carnival Lot - Police)	91,842	95,000			125,000	105,196
56021-30-10	Private Security - Fair	140,678	153,791			223,000	89,517
56022-30-10	Fire Inspection - Fair	5,802	5,563			7,000	5,168
56023-30-10	First Aid - Fair Attendance	21,700	22,066			27,000	17,367
56024-30-10	Admissions Services	11,827	10,877			10,000	5,080
56025-30-10	Other - E-Tix Support/Brinks Truck	7,714	3,696			8,000	4,300
<b>Total Professional Services (Contractual)</b>		<b>286,075</b>	<b>291,832</b>			<b>405,000</b>	<b>241,672</b>
Supplies and Expense							
62030-30-10	Supplies - Attendance	1,490	593	20		7,000	1,940
62031-30-10	Employee Tee Shirts/Hats	8,938	10,531			11,000	
62032-30-10	Office Supplies Fair Attendance	406	949	382		400	110
62050-30-10	Tickets & Credentials	11,235	9,128	3,491		8,800	2,233
62051-30-10	Signage/Other/Drinking Water	7,365	289			6,000	

**Sonoma County Fair  
Attendance Operations Expense  
Budget Worksheet**

ATTACHMENT #1

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
62052-30-10	Tickets & Order Forms	1,092	760			1,000	
72050-30-10	Equipment Rental - Attendance	6,083	6,468			6,500	8,718
<b>Total Supplies and Expense</b>		<b>36,610</b>	<b>28,718</b>	<b>3,893</b>			<b>13,001</b>
Equipment Rental							
72051-30-10	Light Towers						
72052-30-10	Metal Detectors	9,080	9,080			10,000	6,840
72053-30-10	Golf Carts						
72054-30-10	Tram Tractors						
73030-30-10	Special Repairs & Equip						
<b>Total Equipment Rental</b>		<b>9,080</b>	<b>9,080</b>			<b>10,000</b>	<b>6,840</b>
<b>Total Attendance Expense</b>		<b>404,365</b>	<b>400,690</b>	<b>3,893</b>		<b>557,020</b>	<b>303,149</b>

**Sonoma County Fair  
Premium Expense  
Budget Worksheet**

G/L #		Actual	Actual	Actual	Adopted	Annual	Actual
		YTD	YTD	YTD	Budget	Budget	YTD
		2018	2019	2020	2021	2022	2021
Premium Expense							
Cash Awards							
58010-40-10	Cash Awards	149,781	127,212			130,000	
58010-55-10	Cash Awards - Hall of Flowers	97,050	118,900			120,000	2,700
<b>Total Cash Awards</b>		<b>246,831</b>	<b>246,112</b>			<b>250,000</b>	<b>2,700</b>
Sponsored Cash Awards							
58040-40-10	Trophies, Medals, Ribbons	16,372	14,905	728		15,000	4,040
Total Sponsored Cash Awards		16,372	14,905	728		15,000	4,040
<b>Total Premium Expense</b>		<b>263,202</b>	<b>261,017</b>	<b>728</b>		<b>265,000</b>	<b>6,740</b>

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

		Actual	Actual	Actual	Adopted	Annual	Actual
		YTD	YTD	YTD	Budget	Budget	YTD
G/L #		2018	2019	2020	2021	2022	2021
Hall of Flowers Wages & Taxes							
50013-55-10	Overtime - HOF	66	495				
50075-55-10	Hall of Flowers Wages	49,372	70,753			70,000	
	<b>Total Salaries &amp; Wages - Temporary:</b>	<b>49,438</b>	<b>71,248</b>			<b>70,000</b>	
Payroll Taxes							
55000-55-10	FICA/Medicare - HOF	3,782	5,450			5,355	
55070-55-10	Unemployment Insurance - HOF	2,185	2,787			4,340	
	<b>Total Payroll Taxes</b>	<b>5,967</b>	<b>8,237</b>			<b>9,695</b>	
Worker's Compensation Insurance							
55020-55-10	Worker's Comp. HOF	2,039	2,939			3,150	
	<b>Total Hall of Flowers Wages &amp; Benefits:</b>	<b>57,444</b>	<b>82,424</b>			<b>82,845</b>	
Hall of Flowers Design							
56090-55-10	<b>HOF Designer Fee</b>	<b>72,000</b>	<b>72,000</b>	<b>12,000</b>		<b>60,000</b>	
Hall of Flowers Contracts							
56095-55-10	<b>HOF Contract Services</b>						
Hall of Flowers Materials							
60090-55-10	<b>HOF Materials</b>	<b>61,317</b>	<b>44,656</b>			<b>70,000</b>	
	<b>Total Hall of Flowers Expense</b>	<b>190,760</b>	<b>199,081</b>	<b>12,000</b>		<b>212,845</b>	

**Sonoma County Fair  
Exhibits Expense  
Budget Worksheet**

		Actual	Actual	Actual	Adopted	Annual	Actual
		YTD	YTD	YTD	Budget	Budget	YTD
G/L #		2018	2019	2020	2021	2022	2021
Exhibits Wages & Benefits							
Salaries & Wages - Permanent							
50010-50-10	Salaries & Wages Permanent	125,347	124,105	110,851	99,419	129,074	54,288
50012-50-10	Salaries & Wages Perm. - Overtime	6,863	1,622	189		10,709	797
50015-50-10	Salaries & Wages Perm. - Paid Leave	8,444	11,865	18,177	5,944	11,688	20,694
55011-50-10	Salaries & Wages Perm. - Cash Allowance	13,524	13,414	9,617	7,176	13,156	4,333
	<b>Total Salaries &amp; Wages - Permanent:</b>	<b>154,178</b>	<b>151,005</b>	<b>138,834</b>	<b>112,539</b>	<b>164,626</b>	<b>80,112</b>
Salaries & Wages - Temporary							
50013-50-10	Salaries & Wages Temporary - Overtime	33,664	32,919	198		25,000	
50020-50-10	Salaries & Wages Temporary	118,643	119,750	1,175		151,150	4,242
	<b>Total Salaries &amp; Wages - Temporary:</b>	<b>152,307</b>	<b>152,669</b>	<b>1,373</b>		<b>176,150</b>	<b>4,242</b>
Employee Benefits - Employer's Share							
54000-50-10	Employee Benefits - Employer's Share-Accured Leave	8,203	10,355	2,143			(19,899)
55010-50-10	Employee Benefits - Employer's Share-Health Benefits	15,172	17,417	13,205	11,824	39,468	6,283
55030-50-10	Employee Benefits - Employer's Share-Other Benefits	406	196	623	1,700	2,200	3,002
55080-50-10	Sick Pay - Temporary						
55040-50-10	Employee Benefits - Employer's Share-Retirement	54,962	56,892	48,315	40,227	52,331	25,076
	<b>Total Employee Benefits - Employer's Share:</b>	<b>78,743</b>	<b>84,860</b>	<b>64,287</b>	<b>53,751</b>	<b>93,999</b>	<b>14,463</b>
Payroll Taxes							
55000-50-10	Payroll Taxes - FICA/Medicare Perm.	11,653	11,725	10,824	8,060	8,295	6,205
55001-50-10	Payroll Taxes - FICA/Medicare Temp.	11,651	11,680	105		13,475	73
55070-50-10	Payroll Taxes - Unemployment Ins. Temp.	9,117	8,999	85		10,921	59
55071-50-10	Payroll Taxes - Unemployment Ins. Perm.	47	34	28	70	50	14
	<b>Total Payroll Taxes</b>	<b>32,468</b>	<b>32,437</b>	<b>11,042</b>	<b>8,130</b>	<b>32,742</b>	<b>6,351</b>
Worker's Compensation Insurance							
55020-50-10	Workers Comp. Insurance - Permanent	1,841	2,229	2,381	1,306	2,117	1,239
55021-50-10	Workers Comp. Insurance- Temporary	6,283	6,298	57		7,927	39
	<b>Total Workers Compensation Insurance:</b>	<b>8,124</b>	<b>8,527</b>	<b>2,438</b>	<b>1,306</b>	<b>10,044</b>	<b>1,279</b>

**Sonoma County Fair  
Exhibits Expense  
Budget Worksheet**

		Actual	Actual	Actual	Adopted	Annual	Actual
		YTD	YTD	YTD	Budget	Budget	YTD
G/L #		2018	2019	2020	2021	2022	2021
<b>Total Exhibits Wages &amp; Benefits:</b>		<b>425,820</b>	<b>429,498</b>	<b>217,973</b>	<b>175,726</b>	<b>477,561</b>	<b>106,446</b>
Judges (Contractual)							
56040-50-10		<b>27,465</b>	<b>27,182</b>	<b>1,545</b>		<b>32,000</b>	<b>3,250</b>
Professional Services - Other (Contractual)							
56080-10-10	Straw Removal	7,178	6,188			7,000	
56000-50-10	Professional Services - Other (Contractual)	30,970	28,458		161,607	55,700	35,383
<b>Total Professional Services (Contractual)</b>		<b>38,148</b>	<b>34,646</b>		<b>161,607</b>	<b>62,700</b>	<b>35,383</b>
Supplies & Expense							
60050-50-10	Premium Book	6,028	6,202			7,750	
60060-50-10	Rodeo Queen	929	420			1,500	
60081-50-10	Birds & Other Small Animal					195	
60082-50-10	Milk Barn Expense	744	4,129			5,200	
62030-50-10	Other Supplies	20,276	21,959	3,682	2,000	21,650	10,002
68040-50-10	Demo Kitchen Expense						
68050-50-10	Inspiration Station Expense						
68081-50-10	Friends of Fair Awards						
68085-50-10	Insurance						
73030-50-10	Special Repairs & Equipment	6,673				7,500	
<b>Total Supplies &amp; Expense</b>		<b>34,650</b>	<b>32,710</b>	<b>3,682</b>	<b>2,000</b>	<b>43,795</b>	<b>10,002</b>
Tent and Booth Rental							
72030-50-10	<b>Tent &amp; Booth Rental Exhibits</b>	<b>3,823</b>	<b>1,294</b>			<b>1,500</b>	<b>604</b>
Other Equipment Rental							
72050-50-10	<b>Other Equipment Rental</b>	<b>4,012</b>	<b>4,276</b>			<b>5,625</b>	<b>4,058</b>
Scholarship/Flower Show Preview							
62031-50-10	Supplies-Flower Show Preview	9,535	8,477			10,625	
68080-50-10	Scholarships Awarded	9,500	12,500	20,000	15,000	15,000	24,950
68095-51-10	Licenses & Permits - Sustainable Exhibit						
<b>Total Other Scholarship/Flower Show Preview</b>		<b>19,035</b>	<b>20,977</b>	<b>20,000</b>	<b>15,000</b>	<b>25,625</b>	<b>24,950</b>



**Sonoma County Fair  
Exhibits Expense  
Budget Worksheet**

<b>G/L #</b>	<b>Actual YTD 2018</b>	<b>Actual YTD 2019</b>	<b>Actual YTD 2020</b>	<b>Adopted Budget 2021</b>	<b>Annual Budget 2022</b>	<b>Actual YTD 2021</b>
Ag Education Exhibit 60140-50-10						
<b>Agriculture Education Exhibit</b>	<b>7,508</b>	<b>7,176</b>			<b>10,000</b>	
<b>Total Exhibits Expense</b>	<b>560,462</b>	<b>557,760</b>	<b>243,200</b>	<b>354,333</b>	<b>658,806</b>	<b>184,693</b>

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
Wages and Benefits							
Parking Lot - Salaries and Wages - Temporary							
50013-10-10	Overtime Parking Fair Temps	6,411	14,470			13,200	31,025
50030-10-10	Parking Wages - Fair	54,662	66,380			93,541	9,102
55000-10-10	FICA/Medicare Parking-Fair	4,672	6,185			8,166	3,070
55020-10-10	Workers Comp- Parking Fair	2,519	3,335			4,803	1,655
55070-10-10	Unemployment Insurance Parking-Fair	3,446	4,306			6,618	2,151
	<b>Total Wages &amp; Benefits</b>	<b>71,710</b>	<b>94,676</b>			<b>126,328</b>	<b>47,002</b>
Sponsorships							
65065-10-10	Sponsorships						
Cost of Fair Merch/Misc							
62051-10-10	Sign Machine Supplies	2,670	3,571	131		2,600	
66090-80-10	Fair Merchandise						
	<b>Total Cost of Fair Merch/Misc</b>	<b>2,670</b>	<b>3,571</b>	<b>131</b>		<b>2,600</b>	
VIP Tent							
65066-10-10	Other - VIP	27,488	16,981			26,000	
Convenience Fees							
68065-10-10	E-Tix Convenience Fees						
Fair Misc. Cattle Drive Other							
67030-10-10	Fair Misc. Cattle Drive Other		1,570	71			
Commercial Exhibits & Concessions							
60150-10-10, 60150-50-10	Commercial Exhibits Expense	8,936	9,851	60		2,300	3,374
Vets Lot Parking							
72045-50-10	Parking Site Rental - Fair						
Fair Special Event							
67040-10-10	Fair Special Event		12,811			13,500	
Volunteer Coordinator							

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
56002-10-10	Volunteer Coordinator						
	Contract Services - RV Park - Fair						
56000-10-10	Contract Services - Vendor Coordinator and Auditor	33,989	49,387	13,890		50,000	24,840
<b>Total Misc Fair Expense</b>		<b>144,793</b>	<b>188,847</b>	<b>14,152</b>		<b>220,728</b>	<b>75,217</b>

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
Racing Admissions							
45110-60-10	Lower Box Seats	39,451	40,423			40,500	
45120-60-10	Upper Box Seats	925	875			900	
45130-60-10	Reserved Racing Seats	55,190	51,856			52,000	
45140-60-10	Other Racing Admissions	9,273	13,508			13,500	
45150-60-10	Named Races	2,530	3,580			4,000	
45320-60-10	Racing Advertisements						
	<b>Total Racing Admissions</b>	<b>107,369</b>	<b>110,242</b>			<b>110,900</b>	
Track Commissions							
45200-60-10	Track Commissions	940,384	901,495	942,841	900,000	990,000	935,314
45355-60-10	NCOTWINC Reim						
48810-60-10	Costs Recovered - Racing		12,915	8,051			
	<b>Total Track Commissions</b>	<b>940,384</b>	<b>914,410</b>	<b>950,892</b>	<b>900,000</b>	<b>990,000</b>	<b>935,314</b>
Program Sales							
45330-60-10	Race Program Sales	36,912	36,206			39,500	
45340-60-10	Race Forms/Tip Sheets	9,352	8,520			8,500	
	<b>Programs/Forms</b>	<b>46,263</b>	<b>44,726</b>			<b>48,000</b>	
Other							
45350-60-10	Other Racing Revenue	1,385	2,016			2,000	
	<b>Total Racing Revenue</b>	<b>1,095,401</b>	<b>1,071,393</b>	<b>950,892</b>	<b>900,000</b>	<b>1,150,900</b>	<b>935,314</b>
Horse Racing Wages & Benefits							
Salaries and Wages (Non Pari-Mutuel)							
50013-60-10	Overtime Race Program & Ticket Sellers	3,498	8,896	315		2,500	
51000-60-10	Local 1877 Wages	24,682	23,295			24,200	
51010-60-10	Local 78 Wages	9,081	8,685			9,000	
51020-60-10	Local 495 Wages	59,273	57,116			60,000	
51030-60-10	Temp Wages Racing - Other Services	51,289	61,957	8,957		79,800	240
51080-60-10	Non Union Racing Wages	125,926	137,395			135,000	
56001-60-10	Contract Services Track Announcer						
	<b>Total Wages (Non Pari-Mutuel)</b>	<b>273,750</b>	<b>297,344</b>	<b>9,272</b>		<b>310,500</b>	<b>240</b>
Salaries and Wages (Pari-Mutuel)							
51040-60-10, 6830-60-10	<b>Local 280 Wages</b>	<b>47,123</b>	<b>72,921</b>			<b>79,800</b>	

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
Employee Benefits							
55050-60-10	Health & Welfare	60,595	48,608	15,835		50,000	711
55060-60-10	Pension	21,736	21,636			25,000	
<b>Total Employee Benefits</b>		<b>82,331</b>	<b>70,244</b>	<b>15,835</b>		<b>75,000</b>	<b>711</b>
Payroll Taxes							
55000-60-10	Payroll Taxes - FICA/Medicare Temp.	24,614	22,784	719		23,753	18
55070-60-10	Payroll Taxes - Unemployment Ins. Temp.	15,405	16,327	553		20,183	
<b>Total Payroll Taxes</b>		<b>40,019</b>	<b>39,111</b>	<b>1,272</b>		<b>43,936</b>	<b>18</b>
Employee Benefits - Employer's Share							
55080-60-10	Sick Pay - Temporary	48	408	120			
Worker's Compensation Insurance							
55020-60-10	Workers Comp. Insurance- Temporary	12,729	12,285	387		13,973	10
<b>Total Racing Wages &amp; Benefits</b>		<b>456,000</b>	<b>492,313</b>	<b>26,886</b>		<b>523,208</b>	<b>979</b>
Professional Services (Contractual) - Racing							
56000-60-10	Contract Services-Racing	88,143	108,303	650,047	700,000	120,000	679,661
56002-60-10	CARF Dues						
56003-60-10	Track Sound	6,500	8,250			9,500	
56004-60-10	Closed Circuit TV	26,790	57,344			58,000	
56005-60-10	First Aid/Ambulance	12,184	10,959			11,250	
56006-60-10	Finish Line Photos	7,700	6,900			6,900	
56007-60-10	Replay Show						
56008-60-10	Laundry Services		2,080			2,800	
56009-60-10	Phone Set Up	4,328	1,769			2,000	18
56010-60-10	CARF Fairtime						
56011-60-10	CARF Shared Expenses						
56012-60-10	Racing Promotions Coordinator						
56013-60-10	Director of Racing	29,610	40,000	16,667		44,000	
56015-60-10	Other Services	5,351	6,321			8,650	
56020-60-10	Security	14,422	19,385			21,000	
56060-60-10	Parimutuel Audit	2,920	7,860			7,900	
56080-60-10	Straw Removal	7,425	4,606			5,150	
72040-60-10	Jumbotron Rental	14,280	20,400			22,400	
<b>Total Professional Services</b>		<b>219,652</b>	<b>294,178</b>	<b>666,713</b>	<b>700,000</b>	<b>319,550</b>	<b>679,679</b>

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

ATTACHMENT #1

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
Supplies and Expense							
56016-60-10	CARF Admin Fee						
62030-60-10	Racing Supplies	4,919	4,509	483		2,500	255
62031-60-10	Office Supplies	808	212			1,000	
62040-60-10	Condition Books	1,729	2,251			2,250	
62050-60-10	Other Expense	13,306	15,850	238		16,000	
62060-60-10	Grandstand Dining	4,481	3,519			4,000	
62070-60-10	Race Programs & Forms	34,108	33,733			36,000	
65022-60-10	Racing Advertising	3,179	4,791			5,000	
65095-60-10	Racing Promotion	14,114	16,057			15,000	13,010
68010-60-10	Dues & Subscriptions	724	1,329			250	25
81000-60-10	Equip. > 500 < 5,000	9,278	1,663			5,000	
70052-60-10	Turf Track Materials	15,784	40,181	15,681		25,000	13,100
70055-60-10	Track Materials	27,114	29,822			30,000	
73030-60-10	Special Repairs & Equip	7,246	9,223			5,000	
<b>Total Supplies &amp; Expense</b>		<b>136,789</b>	<b>163,141</b>	<b>16,402</b>		<b>147,000</b>	<b>26,391</b>
Rental - Totalisator Equipment							
56030-60-10	<b>Totalisator Service</b>	<b>4,029</b>	<b>4,825</b>	<b>587</b>		<b>3,100</b>	<b>4,152</b>
56035-60-10	<b>Starter Fees/Incentives</b>	<b>10,650</b>	<b>48,383</b>			<b>55,000</b>	
Rental - Other Equipment							
72010-60-10	Starting Gate Rental	8,044	7,720			8,400	
72020-60-10	Office Equipment Rental	2,444	2,125			2,500	
72030-60-10	Televisions Rental						
72050-60-10	Other Equipment Rental	64,145	67,897			65,000	1,400
<b>Total Equipment Rental</b>		<b>74,632</b>	<b>77,741</b>			<b>75,900</b>	<b>1,400</b>
<b>Total Racing Expense</b>		<b>901,753</b>	<b>1,080,582</b>	<b>710,589</b>	<b>700,000</b>	<b>1,123,758</b>	<b>712,601</b>
<b>Profit / (Loss)</b>		<b>193,649</b>	<b>(9,189)</b>	<b>240,304</b>	<b>200,000</b>	<b>27,142</b>	<b>222,713</b>

**Sonoma County Fair  
Fair Entertainment Expense (Attractions Expense)  
Budget Worksheet**

ATTACHMENT #1

G/L #	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Adopted Budget 2021	Annual Budget 2022	Actual YTD 2021
Attractions/Entertainment Wages & Benefits						
Salaries & Wages - Temporary						
50013-80-10		1,037	1,368		1,500	
52000-80-10						
52010-80-10		31,016	33,904		33,500	
		<b>32,053</b>	<b>35,272</b>		<b>35,000</b>	
<b>Total Salaries &amp; Wages - Temporary:</b>						
Attractions Payroll Taxes						
55000-80-10		2,460	2,698		2,678	
55070-80-10		1,943	2,187		2,170	
		<b>4,403</b>	<b>4,885</b>		<b>4,848</b>	
<b>Total Attractions Payroll Taxes</b>						
Employee Benefits - Employer's Share						
55080-80-10		107				
Attractions Worker's Compensation Insurance						
55020-80-10		1,327	1,455		1,575	
		<b>1,327</b>	<b>1,455</b>		<b>1,575</b>	
<b>Total Workers Compensation Insurance:</b>						
		<b>37,890</b>	<b>41,612</b>		<b>41,423</b>	
<b>Total Wages &amp; Benefits</b>						
Community Theater Expenses						
56001-80-10		32,962	26,996		25,000	
56002-80-10		7,500	7,500			
56003-80-10		2,075	1,460		1,500	
56004-80-10			14,882			
56005-80-10		24,895	29,438		27,000	
56006-80-10		29,763	14,882		32,460	
56015-80-10		3,778	4,635		5,500	
62032-80-10		822	1,834		1,500	
66060-80-10			144,870		120,000	
66068-80-10						
72051-80-10		17,563	14,959		12,500	
		<b>119,358</b>	<b>261,454</b>		<b>225,460</b>	
<b>Total Community Theater Expenses</b>						

**Sonoma County Fair  
Fair Entertainment Expense (Attractions Expense)  
Budget Worksheet**

ATTACHMENT #1

G/L #		Actual	Actual	Actual	Adopted	Annual	Actual
		YTD	YTD	YTD	Budget	Budget	YTD
		2018	2019	2020	2021	2022	2021
Grounds Entertainment Expenses							
66050-80-10	Ground Entertainment - Entertainer Expenses	154,192	172,629			150,000	
56000-80-10	Contract Services - Sound, Lights, Ambulance	45,970	42,185			86,000	45,080
72030-80-10	Tent & Booth	15,954	31,493			28,000	5,131
72040-80-10	Trailer Rental						
73030-80-10	Special Repairs & Equipment						
<b>Total Grounds Entertainment Expenses</b>		<b>216,116</b>	<b>246,307</b>			<b>264,000</b>	<b>50,211</b>
General Supplies & Expense							
62030-80-10	Supplies	25,933	21,921	438		15,000	472
62031-80-10	Office Supplies & Postage	2,282	603	360		1,000	318
67015-70-10	Insurance	1,620	1,925				825
68095-50-10	Licenses & Permits - Commercial exhibits	342					
81000-80-10	Equipment>\$500<\$5000 - Attractions					500	
<b>Total General Supplies &amp; Expenses</b>		<b>30,177</b>	<b>24,450</b>	<b>798</b>		<b>16,500</b>	<b>1,615</b>
66070-80-10	Community Theater - <b>DO NOT USE</b>	142,000					
<b>Total Grounds Acts</b>		<b>142,000</b>					
Chris Beck Paid Shows							
66040-80-10	Rodeo	3,216	1,868			50,000	
66065-80-10	Chris Beck -Other Dirt Events	101,829	109,017			72,000	8,745
<b>Total Grandstand Acts</b>		<b>105,045</b>	<b>110,885</b>			<b>122,000</b>	<b>8,745</b>
Other Attractions							
66080-80-10	Farmers Day	5,520	5,860			6,000	
66075-80-10	Hat Day (Revenues Net of Expenses)	(21,469)	(23,175)				
66087-51-10	Sustainable Exhibit						
<b>Total Other Attractions</b>		<b>(15,949)</b>	<b>(17,315)</b>			<b>6,000</b>	
<b>Total Attractions Expense</b>		<b>634,638</b>	<b>667,392</b>	<b>798</b>		<b>675,383</b>	<b>60,571</b>



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

		Actual	Actual	Actual	Adopted	Annual	Actual
		YTD	YTD	YTD	Budget	Budget	YTD
G/L #		2018	2019	2020	2021	2022	2021
Rental of Buildings							
48110-10-60	Grace Pavilion Rental	170,747	184,445	103,640	64,772	172,359	413,994
48120-10-60	VG Garrett Rental	33,423	39,715	63,150	5,961	11,248	24,818
48130-10-60	EC Kraft Rental	30,601	34,800	6,143	11,062	23,308	3,750
48140-10-40	Finley Hall Horse Shows						
48140-10-60	Finley Hall Interim Events	37,316	43,256	9,652	11,241	26,510	5,875
48150-10-60	Hall of Flowers & Annex Rental	83,261	68,949	14,544	27,649	100,465	30,775
48160-10-60	Showcase Hall	32,746	27,500	9,800	8,747	14,096	9,170
48170-10-60	Other Building Interim	120,873	123,339	131,500	100,000	140,000	100,250
48190-10-40	Saralee's Barn - Base Rate	162,719	167,825	16,661	12,753	13,130	10,095
48220-10-60	Racing Grandstand	34,833	5,200	5,480	24,292	13,207	3,960
	<b>Total Rental of Buildings</b>	<b>706,518</b>	<b>695,028</b>	<b>360,571</b>	<b>266,477</b>	<b>514,323</b>	<b>602,687</b>
48180-10-40	Stall Rent - Horse Show	6,070	10,065	874			
48210-10-60	Lyttle Cow Palace - Interim	43,250	38,505	25,900	19,915	56,654	7,350
48250-10-60	Other Facility - Interim	30,822	31,635	261,188	242,500	146,690	442,519
48265-10-60	Brookwood Parking Lot	21,462	26,283	26,884	2,510		20,958
48280-10-60	Carnival Lot	83,731	393,800	549,700	2,156	66,834	15,283
48290-10-60	Chris Beck - Interim	41,635	32,658	3,700	9,990	37,992	32,073
	<b>Total Grounds Rental</b>	<b>226,970</b>	<b>532,946</b>	<b>868,247</b>	<b>277,071</b>	<b>308,170</b>	<b>518,182</b>
48300-10-40	Equipment Rental - Horse Show						
48300-10-60	Equipment Rental - Interim	176,069	193,962	47,770	43,403	174,048	23,363
48350-10-40	Sound Equipment - Horse Shows						
48350-10-60	Sound Equipment - Interim						
	<b>Total Equipment Rental</b>	<b>176,069</b>	<b>193,962</b>	<b>47,770</b>	<b>43,403</b>	<b>174,048</b>	<b>23,363</b>
48820-10-60	Food Concessions - Interim	185,048	159,024	3,781	9,619	152,081	13,504
48821-10-60	Alcohol Concession - Interim	328,915	290,549	7,107	7,183	294,196	34,501
48840-10-60	Other Concessions - Interim	16,406	16,836	7,347		43,071	4,010
48860-90-80	Vendor Space Fees	25					
48880-10-60	ATM Fees Interim	12,767	14,229	1,956		9,500	303
	<b>Total Concessions</b>	<b>543,162</b>	<b>480,638</b>	<b>20,191</b>	<b>16,802</b>	<b>498,848</b>	<b>52,318</b>
Utility Fee Reimbursement							
48500-10-60	<b>Utility Reimbursements - Interim</b>	<b>3,022</b>	<b>3,411</b>	<b>2,588</b>	<b>1,300</b>		<b>412</b>
Interim Parking Revenue							
48270-30-60	<b>Parking - Interim</b>	<b>385,606</b>	<b>350,845</b>	<b>37,491</b>	<b>52,484</b>	<b>271,292</b>	<b>33,636</b>

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
<b>G/L #</b>		<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2021</b>
Long Term Rentals							
48255-10-60	Car Mart	61,734	37,765	16,949	18,000	18,992	14,743
48256-10-60	Other - Long Term Rentals	16,680	17,989	23,954	44,084	87,748	57,002
<b>Total Long Term Rentals</b>		<b>78,414</b>	<b>55,754</b>	<b>40,902</b>	<b>62,084</b>	<b>106,740</b>	<b>71,745</b>
RV Park							
48240-10-60	<b>Trailer &amp; RV</b>	<b>2,306,750</b>	<b>1,612,782</b>	<b>1,374,674</b>	<b>1,025,000</b>	<b>1,389,000</b>	<b>1,223,599</b>
Costs Recovered							
48810-10-60	<b>Costs Recovered - Interim</b>	<b>89,209</b>	<b>76,185</b>	<b>22,190</b>	<b>22,946</b>	<b>52,969</b>	<b>219,533</b>
Security/ Insurance Reimbursement							
48510-10-60	Security Reimbursements	300,098	305,311	8,191	12,854	248,953	29,321
48515-10-60	Alcohol Reimbursements						
48520-10-60	Insurance Reimbursements	4,698	4,738	750	1,240	2,345	210
<b>Total Other Interim Revenue</b>		<b>304,796</b>	<b>310,049</b>	<b>8,941</b>	<b>14,094</b>	<b>251,298</b>	<b>29,531</b>
<b>Total Interim Revenue</b>		<b>4,820,515</b>	<b>4,311,599</b>	<b>2,783,564</b>	<b>1,781,661</b>	<b>3,566,688</b>	<b>2,775,006</b>
Interim Wages & Benefits							
Salaries & Wages - Permanent							
50010-30-60	Salaries & Wages Permanent	476,885	428,140	412,072	384,283	482,326	252,602
50012-30-60	Salaries & Wages Perm. - Overtime	54,732	61,447	12,246	7,754	46,353	15,600
50015-30-60	Salaries & Wages Perm. - Paid Leave	84,769	61,773	30,506	15,505	41,194	30,420
55011-30-60	Salaries & Wages Perm. - Cash Allowance	58,264	47,754	41,372	35,880	54,968	24,619
<b>Total Salaries &amp; Wages - Interim Permanent</b>		<b>674,649</b>	<b>599,114</b>	<b>496,197</b>	<b>443,422</b>	<b>624,841</b>	<b>323,242</b>
Salaries & Wages - Temporary							
50020-30-60	<b>Salaries &amp; Wages Temp - Interim</b>	<b>157,168</b>	<b>127,105</b>	<b>27,259</b>	<b>11,850</b>	<b>174,784</b>	<b>125,744</b>
50030-30-60	Salaries & Wages Temp - Parking Wages Interim	59,243	85,153	20,405		84,945	23,643
50013-30-60	Salaries & Wages Temp. - Overtime Interim	11,768	28,694	3,195		10,392	
<b>Total Salaries &amp; Wages - Interim Temporary</b>		<b>228,179</b>	<b>240,952</b>	<b>50,859</b>	<b>11,850</b>	<b>270,121</b>	<b>149,387</b>
Employee Benefits - Employer's Share							
54000-30-60	Employee Benefits - Employer's Share-Accrued Leave	(1,510)	4,405	(28,473)			58,596
55010-30-60	Employee Benefits - Employer's Share-Health Benefits	94,568	108,168	104,691	87,954	134,546	63,932

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
55030-30-60	Employee Benefits - Employer's Share-Other Benefits	10,651	7,797	5,307	3,765	5,250	3,726
55080-30-60	Sick Pay - Temporary	1,016	2,139	338			
55040-30-60	Employee Benefits - Employer's Share-Retirement	252,895	220,276	195,899	166,053	223,368	131,309
	<b>Total Employee Benefits - Employer's Share:</b>	<b>357,619</b>	<b>342,784</b>	<b>277,763</b>	<b>257,772</b>	<b>363,164</b>	<b>257,563</b>
Payroll Taxes							
55071-30-60	Payroll Taxes - Unemployment Ins. Perm.	206	132	109	420	202	72
55070-30-60	Payroll Taxes - Unemployment Ins. Temp.	9,712	9,333	3,105	735	16,748	5,485
55000-30-60	Payroll Taxes - FICA/Medicare Perm.	49,839	45,459	37,566	30,244	48,549	24,994
55001-30-60	Payroll Taxes - FICA/Medicare Temp.	17,533	18,596	3,917		20,664	11,428
	<b>Total Payroll Taxes</b>	<b>77,291</b>	<b>73,520</b>	<b>44,697</b>	<b>31,399</b>	<b>86,163</b>	<b>41,979</b>
Worker's Compensation Insurance							
55020-30-60	Workers Comp. Insurance - Permanent	13,134	11,505	10,701	7,037	18,052	9,062
55021-30-60	Workers Comp. Insurance- Temporary	9,454	10,027	2,112		12,155	6,162
	<b>Total Workers Compensation Insurance:</b>	<b>22,588</b>	<b>21,533</b>	<b>12,813</b>	<b>7,037</b>	<b>30,208</b>	<b>15,224</b>
	<b>Total Wages &amp; Benefits</b>	<b>1,360,326</b>	<b>1,277,903</b>	<b>882,330</b>	<b>751,480</b>	<b>1,374,497</b>	<b>787,395</b>
Supplies & Expense							
62030-30-60	Supplies - Interim	18,043	12,683	5,075	5,500	9,076	2,820
62031-30-60	Office Supplies	168	351	96	600	550	2,835
65021-30-60	Advertising - Interim	1,724	3,479		1,000	4,000	
67010-30-60	Concession & Other Costs Reimbursed	6,430	3,627	468		2,500	2,010
68065-10-60	Ticket Convenience Fees - Interim						
72045-30-60	Parking Site Rental - Interim				2,800		
73030-30-60	Special Repairs & Equip		231			1,000	
	<b>Total Interim Supplies &amp; Equipment</b>	<b>26,366</b>	<b>20,371</b>	<b>5,639</b>	<b>9,900</b>	<b>17,126</b>	<b>7,665</b>
RV Park - Interim							
56000-30-60	RV Park - Contract Services	10,366	2,073	29,690	2,073	2,500	42,424
62032-30-60	RV Park - Supplies	12,331	19,992	4,428	19,990	15,000	2,073
65020-30-60	RV Park - Advertising/Publicity	2,995	4,696	4,900	4,696	5,000	4,810
70010-30-60	RV Park - Gas & Electricity	151,735	144,341	154,566	144,341	120,000	99,166
70015-30-60	RV Park - Water & Sewer	29,196	27,998	25,024	27,998	30,000	19,643
73010-30-60	RV Park - Equipment Repair	200				7,000	
73020-30-60	RV Park - Buildings & Grounds Repair		1,086		1,086	2,000	
	<b>Total RV Park Supplies &amp; Expense</b>	<b>206,823</b>	<b>200,184</b>	<b>218,608</b>	<b>200,184</b>	<b>181,500</b>	<b>168,114</b>
Other - Sec/Insurance Reimbursement							
67015-30-60	Insurance Reimbursed	4,718	3,143	2,595	806		210
56020-30-60	Security - Non-Fair	46,057	64,574			4,500	
67005-30-60	Security Fees Reimbursed	269,584	245,268	7,187	11,560	242,236	85,884
	<b>Total Other - Sec/Ins Reimbursed</b>	<b>320,359</b>	<b>312,984</b>	<b>9,782</b>	<b>12,366</b>	<b>246,736</b>	<b>86,094</b>

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
<b>G/L #</b>		<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2021</b>
Land Rent							
56081-10-60	Cal Trans Median Strip Rent	10,500	10,810	10,169		11,000	
Straw Removal/Equip Rent							
56080-10-40	Straw Removal						
72050-30-60	Equipment Rental	3,434	1,737	48	701	3,500	1,680
	<b>Total Other Expenses</b>	<b>3,434</b>	<b>1,737</b>	<b>48</b>	<b>701</b>	<b>3,500</b>	<b>1,680</b>
56000-10-40	<b>Contract Services - Interim</b>	<b>12,580</b>	<b>8,194</b>	<b>7,045</b>	<b>4,300</b>	<b>8,000</b>	<b>7,351</b>
56002-80-60	<b>Business Partner Incentive</b>	<b>2,149</b>				<b>4,000</b>	
	<b>Total Interim Expense</b>	<b>1,942,537</b>	<b>1,832,184</b>	<b>1,133,620</b>	<b>978,931</b>	<b>1,846,358</b>	<b>1,058,299</b>
	<b>Profit / (Loss)</b>	<b>2,877,978</b>	<b>2,479,415</b>	<b>1,649,943</b>	<b>802,730</b>	<b>1,720,330</b>	<b>1,716,707</b>

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
48600-70-70	Interim Rental - Jockey Club			38,400			77,400
48605-70-70	Interim Concessions - Jockey Club						
48610-70-70	Commissions	264,767	264,897	208,066	225,084	245,000	116,919
48620-70-70	Admissions - General	33,790	27,690	5,060		18,000	
48625-70-70	Turf Club Admissions	6,355	4,899	645		4,500	(467)
48630-70-70	Jockey Club Program Sales						
48635-70-70	Jockey Club Program Commission	2,925	2,396	255		2,110	
48640-70-70	Concessions	7,150	8,938	1,767		7,250	
48650-70-70	Other Jockey Club Sales	602	235	38			
48660-70-70	Jockey Club Periodicals - Race Forms	71,284	62,025	11,525		50,000	
48680-70-70	CMC Reimbursement						
48810-70-70	Costs Recovered - Simulcast						
48811-70-70	Costs Recovered - Simulcast - Prior Year						
48880-70-70	ATM Fees Earned	5,270	2,801				
	<b>Total Satellite Wagering Revenue</b>	<b>392,142</b>	<b>373,881</b>	<b>265,756</b>	<b>225,084</b>	<b>326,860</b>	<b>193,853</b>
Jockey Club Wages & Benefits							
Salaries & Wages - Permanent							
50010-70-70	Salaries & Wages Permanent	55,679	43,725	1,123		37,773	
50012-70-70	Salaries & Wages Perm. - Overtime	1,321	1,910			3,707	
50015-70-70	Salaries & Wages Perm. - Paid Leave	1,507	13,209	15,492		4,051	
55011-70-70	Salaries & Wages Perm. - Cash Allowance	7,148	7,155	2,042		5,956	
	<b>Total Salaries &amp; Wages - Permanent:</b>	<b>65,655</b>	<b>65,998</b>	<b>18,657</b>		<b>51,487</b>	
Salaries & Wages - Temporary							
50013-70-70	Salaries & Wages Temporary - Overtime	2,495	3,283	347			
50020-70-70	Salaries & Wages Temporary	54,131	56,025	15,642	2,000	50,000	
	<b>Total Salaries &amp; Wages - Temporary:</b>	<b>56,626</b>	<b>59,308</b>	<b>15,989</b>	<b>2,000</b>	<b>50,000</b>	
Employee Benefits - Employers Share							
54000-70-70	Employee Benefits - Employer's Share-Accrued Leave	4,338	(6,586)	(790)			

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
55010-70-70	Employee Benefits - Employer's Share-Health Benefits	22,370	24,442	7,541		10,893	
55030-70-70	Employee Benefits - Employer's Share-Other Benefits	252	50	12		500	
55080-70-70	Sick Pay - Temporary	463	72	417			
55040-70-70	Employee Benefits - Employer's Share-Retirement	25,957	26,023	7,498		16,892	
<b>Total Employee Benefits - Employer's Share:</b>		<b>53,379</b>	<b>44,001</b>	<b>14,677</b>		<b>28,285</b>	
<b>JOCKEY CLUB EXPENSE</b>							
Payroll Taxes							
55000-70-70	Payroll Taxes - FICA/Medicare Perm.	4,454	4,500	1,255		3,483	
55001-70-70	Payroll Taxes - FICA/Medicare Temp.	4,367	4,548	1,255	153	3,825	
55070-70-70	Payroll Taxes - Unemployment Ins. Temp.	1,513	1,705	755	70	3,100	
55071-70-70	Payroll Taxes - Unemployment Ins. Perm.	21	13	4		25	
<b>Total Payroll Taxes</b>		<b>10,355</b>	<b>10,766</b>	<b>3,268</b>	<b>223</b>	<b>10,433</b>	
Worker's Compensation Insurance							
55020-70-70	Workers Comp. Insurance - Permanent	712	765	210		763	
55021-70-70	Workers Comp. Insurance- Temporary	2,355	2,452	677	80	2,250	
<b>Total Workers Compensation Insurance:</b>		<b>3,067</b>	<b>3,217</b>	<b>887</b>	<b>80</b>	<b>3,013</b>	
<b>Total Wages &amp; Benefits</b>		<b>189,082</b>	<b>183,292</b>	<b>53,478</b>	<b>2,303</b>	<b>143,217</b>	
Professional Services & Contracts							
56000-70-70	Contract Services - Satellite	10,343	6,690	1,940	1,000	12,000	1,539
56020-70-70	Security Service - Satellite	26,184	26,588	5,380		30,000	
72050-70-70	Equipment Rental - Jockey Club	936	2,181	2,397		5,500	16
<b>Total Professional Services &amp; Contracts</b>		<b>37,462</b>	<b>35,459</b>	<b>9,718</b>	<b>1,000</b>	<b>47,500</b>	<b>1,555</b>
Advertising & Marketing							
65020-70-70	Advertising - Jockey Club	1,500	1,070	10		2,000	
65095-70-70	Cost of Giveaway Items						
<b>Total Advertising Expense</b>		<b>1,500</b>	<b>1,070</b>	<b>10</b>		<b>2,000</b>	
Jockey Club Supplies & Expense							
62020-70-70	Telephone	7,373	9,083	10,223	10,000	8,600	3,865

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

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
62030-70-70	Tickets & Supplies						
62031-70-70	Supplies	6,335	2,818	1,002	500	1,400	441
68095-70-70	Licenses & Permits	627	150	449	450	150	
73010-70-70	Equipment Repair	10,691	6,949	1,036	3,000	4,700	
73020-70-70	Building Repair	14,138	8,941	93	1,000	14,000	752
73030-70-70	Special Repairs & Equip	3,173	2,617				
<b>Total Jockey Club Supplies &amp; Expense</b>		<b>42,336</b>	<b>30,558</b>	<b>12,804</b>	<b>14,950</b>	<b>28,850</b>	<b>5,058</b>
Programs, Concessions & Parking							
66090-70-70	Cost of Novelties Sold						
62080-70-70	Cost of Periodicals Sold	55,793	49,292	9,225		40,000	
<b>Total Programs, Concessions &amp; Parking</b>		<b>55,793</b>	<b>49,292</b>	<b>9,225</b>		<b>40,000</b>	
56085-70-70	Garbage	7,707	3,909	1,271	1,000	4,400	599
70010-70-70	Gas & Electricity	53,789	23,072	14,305	13,200	24,000	7,220
70015-70-70	Water & Sewer	13,750	11,613	3,984	3,500	12,000	
<b>Total Fuel &amp; Utilities</b>		<b>75,246</b>	<b>38,594</b>	<b>19,559</b>	<b>17,700</b>	<b>40,400</b>	<b>7,819</b>
81000-70-70	Improvements under \$5K	1,009					
<b>Total Satellite Wagering Expense</b>		<b>402,429</b>	<b>338,265</b>	<b>104,793</b>	<b>35,953</b>	<b>301,967</b>	<b>14,432</b>
<b>Profit / (Loss)</b>		<b>(10,287)</b>	<b>35,616</b>	<b>160,963</b>	<b>189,131</b>	<b>24,892</b>	<b>179,420</b>





**Sonoma County Fair  
Harvest Fair  
Budget Worksheet**

G/L #	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget
	2018	2019	2020	2021	2022
Total Allocated Wages & Benefits	40,667	20,111			10,000
Total Temp. Wages & Benefits	50,319	28,210	78		29,543
<b>Total Wages &amp; Benefits</b>	<b>90,985</b>	<b>48,320</b>	<b>78</b>		<b>39,543</b>
Other Expenses					
62010-90-20 Postage - Harvest Fair	2,000	2,000			2,000
68085-90-20 Miscellaneous - Harvest Fair	8,000	6,800			6,000
<b>Total Other Expenses</b>	<b>10,000</b>	<b>8,800</b>	<b>1,000</b>		<b>8,000</b>
<b>Total Harvest Fair Expense</b>	<b>100,985</b>	<b>57,120</b>	<b>1,078</b>		<b>47,543</b>
<b>Profit / (Loss)</b>	<b>3,067</b>	<b>(221)</b>	<b>14,308</b>		<b>458</b>

**Sonoma County Fair  
Administrative Expense  
Budget Worksheet**

ATTACHMENT #1

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
Administration Wages & Benefits							
Salaries & Wages - Permanent							
50010-90-80	Salaries & Wages Permanent	493,553	463,854	380,716	259,490	357,926	224,905
50012-90-80	Salaries & Wages Perm. - Overtime	33,060	34,495	1,930		10,632	6,736
50015-90-80	Salaries & Wages Perm. - Paid Leave	50,455	72,417	66,731	20,461	30,246	27,050
55011-90-80	Salaries & Wages Perm. - Cash Allowance	43,056	43,056	32,540	14,352	28,704	15,484
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>620,124</b>	<b>613,822</b>	<b>481,918</b>	<b>294,303</b>	<b>427,508</b>	<b>274,175</b>
Salaries & Wages - Temporary							
50013-90-80	Salaries & Wages Temporary - Overtime	835	57				
50020-90-80	Salaries & Wages Temporary	12,611	4,165	345	3,000	4,500	28,422
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>13,446</b>	<b>4,223</b>	<b>345</b>	<b>3,000</b>	<b>4,500</b>	<b>28,422</b>
Employee Benefits - Employer's Share							
54000-90-80	Employee Benefits - Employer's Share-Accrued Leave	5,104	6,789	(10,892)			(6,720)
55010-90-80	Employee Benefits - Employer's Share-Health Benefits	60,819	71,360	59,447	32,835	91,444	24,178
55030-90-80	Employee Benefits - Employer's Share-Other Benefits	6,994	7,289	7,205	9,140	10,140	8,631
55050-90-80	GASB 98 Pension Expense	(333,538)	(44,165)	(364,020)			
55080-90-80	Sick Pay - Temporary	98					
55040-90-80	Employee Benefits - Employer's Share-Retirement	235,517	235,726	191,379	112,879	148,615	118,191
<b>Total Employee Benefits - Employer's Share:</b>		<b>(25,007)</b>	<b>276,999</b>	<b>(116,881)</b>	<b>154,854</b>	<b>250,199</b>	<b>144,279</b>
Payroll Taxes							
55000-90-80	Payroll Taxes - FICA/Medicare Perm.	44,863	44,850	35,256	17,203	27,391	21,240
55001-90-80	Payroll Taxes - FICA/Medicare Temp.	836	323	26	230	344	2,174
55071-90-80	Payroll Taxes - Unemployment Ins. Perm.	840	267	21	140	101	243
55070-90-80	Payroll Taxes - Unemployment Ins. Temp.	198	137	102	180	293	63
<b>Total Payroll Taxes:</b>		<b>46,737</b>	<b>45,578</b>	<b>35,406</b>	<b>17,753</b>	<b>28,129</b>	<b>23,720</b>

**Sonoma County Fair  
Administrative Expense  
Budget Worksheet**

ATTACHMENT #1

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
Worker's Compensation Insurance							
55020-90-80	Workers Comp. Insurance - Permanent	7,670	7,130	5,831	3,471	7,855	4,308
55021-90-80	Workers Comp. Insurance- Temporary	559	174	14	135	225	1,172
	Total Workers Compensation Insurance:	8,229	7,304	5,845	3,606	8,080	5,480
	<b>Total Administration Wages &amp; Benefits:</b>	<b>663,529</b>	<b>947,926</b>	<b>406,633</b>	<b>473,516</b>	<b>718,416</b>	<b>476,077</b>
Administration Professional Services (Contracts)							
56000-90-80	Contract Services	18,355	23,950	42,128	40,000	23,000	7,843
56005-90-80	County Indirect Expenses	92,376	85,992	129,525	120,000	144,000	115,000
56050-90-80	Legal Fees	58,425	57,741	20,493	30,000	30,000	3,768
56070-90-80	Payroll Service	47,009	53,348	36,469	34,000	57,000	20,953
56075-90-80	Computer Support	9,882	3,038	30,776	25,000	3,600	2,203
	<b>Total Admin Professional Services (Contracts):</b>	<b>226,047</b>	<b>224,069</b>	<b>259,391</b>	<b>249,000</b>	<b>257,600</b>	<b>149,768</b>
Director's Expense							
68070-90-80	<b>Director's Expense</b>	<b>11,204</b>	<b>8,932</b>	<b>1,786</b>	<b>5,000</b>	<b>8,800</b>	<b>1,584</b>
Traveling/Training Expense - Employees							
68090-90-80	<b>Traveling/Training Expense</b>	<b>16,909</b>	<b>14,273</b>	<b>2,891</b>	<b>5,000</b>	<b>12,980</b>	<b>84</b>
Office Supplies and Expense							
56020-30-80	Security Alarms - Grounds						
62030-90-80	Office Supplies & Expense	20,009	15,693	1,873	3,000	16,000	2,670
62060-90-80	Computer Supplies	1,146	190	200	500	600	
68040-90-80	Miscellaneous Expense	(1,099)	796	247	500		1,023
68060-90-80	Bank/Credit Card Fees	88,407	92,614	42,454	52,000	104,000	80,259
68075-90-80	Staff Meetings	179	282		400	1,200	
68095-90-80	Licenses & Permits	11,404	11,105	7,262	11,000	10,875	2,495
72020-90-80	Office Equipment Rental (Copier Lease)	7,324	10,275	3,913	10,000	11,500	4,567
73010-90-80	Equipment Repair			803	250	600	
73030-90-80	Special Repairs & Equipment		1,656		1,000		
78890-90-80	Donations						

**Sonoma County Fair  
Administrative Expense  
Budget Worksheet**

ATTACHMENT #1

		Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Annual Budget	Actual YTD
G/L #		2018	2019	2020	2021	2022	2021
<b>Total Administration Office Supplies &amp; Expense:</b>		<b>127,370</b>	<b>132,611</b>	<b>56,753</b>	<b>78,650</b>	<b>144,775</b>	<b>91,014</b>
Telephone and Postage Expense							
62010-90-80	Postage	15,207	10,144	4,406	6,000	8,600	5,001
62015-90-80	Air Postage	146	413		400	500	
62020-90-80	Telephone	40,564	41,745	44,933	40,000	39,822	24,739
<b>Total Administration Telephone &amp; Postage Expense:</b>		<b>55,917</b>	<b>52,301</b>	<b>49,339</b>	<b>46,400</b>	<b>48,922</b>	<b>29,740</b>
Dues and Subscriptions							
68010-90-80	<b>Dues &amp; Subscriptions</b>	<b>7,856</b>	<b>11,289</b>	<b>6,349</b>	<b>7,500</b>	<b>9,572</b>	<b>10,061</b>
Insurance (General Liability)							
68085-90-80	Insurance Other	84,112	66,234	69,996	90,000	66,240	82,500
68086-90-80	Liability Claims						
<b>Total Insurance (General Liability) Expense:</b>		<b>84,112</b>	<b>66,234</b>	<b>69,996</b>	<b>90,000</b>	<b>66,240</b>	<b>82,500</b>
Audit Expense							
56060-90-80	<b>Audit Fees</b>	<b>37,100</b>	<b>22,500</b>	<b>23,500</b>	<b>24,000</b>	<b>26,500</b>	<b>19,750</b>
Current Year Bad Debt Expenses							
68020-90-80	<b>Bad Debt Expense</b>	<b>22,548</b>		<b>(18,866)</b>			
68020-58-10	<b>JLA Bad Debt Expense</b>						
68030-90-80	<b>Misc/Cash Over/Short</b>	<b>(5,012)</b>	<b>1,793</b>	<b>(159)</b>	<b>1,000</b>		<b>604</b>
81000-90-80	<b>Equipment &gt;\$500 &lt;\$5000 - Admin</b>		<b>717</b>	<b>987</b>	<b>500</b>	<b>1,000</b>	<b>1,464</b>
<b>Total Administration Expense</b>		<b>1,247,579</b>	<b>1,482,645</b>	<b>858,600</b>	<b>980,566</b>	<b>1,294,805</b>	<b>862,647</b>

**Sonoma County Fair  
Maintenance and General Operations Expense  
Budget Worksheet**

ATTACHMENT #1

G/L #		Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Adopted Budget 2021	Annual Budget 2022	Actual YTD 2021
<b>Maintenance Wages &amp; Benefits</b>							
<b>Salaries &amp; Wages - Permanent</b>							
50010-10-80	Salaries & Wages Permanent	537,789	579,901	477,203	328,389	578,087	314,384
50012-10-80	Salaries & Wages Perm. - Overtime	48,564	76,229	22,608	6,071	85,705	22,667
50015-10-80	Salaries & Wages Perm. - Paid Leave	82,991	61,730	83,773	14,253	54,876	55,544
55011-10-80	Salaries & Wages Perm. - Cash Allowance	65,164	67,027	54,869	28,703	64,440	33,782
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>734,508</b>	<b>784,887</b>	<b>638,453</b>	<b>377,416</b>	<b>783,109</b>	<b>426,377</b>
<b>Salaries &amp; Wages - Temporary</b>							
50013-10-80	Salaries & Wages Temporary - Overtime	26,213	38,320	5		47,407	
50020-10-80	Salaries & Wages Temporary	175,725	221,621	2,417		286,086	46,175
55999-99-99	Payroll Contra account for CIP projects						(3,285)
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>201,938</b>	<b>259,941</b>	<b>2,422</b>		<b>333,494</b>	<b>42,890</b>
<b>Employee Benefits - Employers Share</b>							
54000-10-80	Employee Benefits - Employer's Share-Accrued Leave	(4,311)	21,516	23,373			(30,347)
55010-10-80	Employee Benefits - Employer's Share-Health Benefits	134,263	166,801	161,850	83,334	210,345	123,774
55030-10-80	Employee Benefits - Employer's Share-Other Benefits	8,729	12,446	6,088	3,330	6,350	5,046
55080-10-80	Sick Pay - Temporary	1,630	1,080	104			
55040-10-80	Employee Benefits - Employer's Share-Retirement	270,047	283,779	236,035	143,051	242,975	165,692
<b>Total Employee Benefits - Employer's Share:</b>		<b>410,357</b>	<b>485,622</b>	<b>427,451</b>	<b>229,715</b>	<b>459,670</b>	<b>264,166</b>
<b>Payroll Taxes</b>							
55000-10-80	Payroll Taxes - FICA/Medicare Perm.	54,506	59,359	53,243	26,393	51,581	32,156
55001-10-80	Payroll Taxes - FICA/Medicare Temp.	15,696	19,968	193		25,512	3,532
55070-10-80	Payroll Taxes - Unemployment Ins. Temp.	8,623	10,206	157		20,677	2,747
55071-10-80	Payroll Taxes - Unemployment Ins. Perm.	230	163	129	350	252	93
<b>Total Payroll Taxes</b>		<b>79,055</b>	<b>89,696</b>	<b>53,722</b>	<b>26,743</b>	<b>98,022</b>	<b>38,528</b>
<b>Worker's Compensation Insurance</b>							
55020-10-80	Workers Comp. Insurance - Permanent	125,730	114,973	81,318	63,815	115,609	65,692
55021-10-80	Workers Comp. Insurance- Temporary	8,356	10,767	104		15,007	1,905
<b>Total Workers Compensation Insurance:</b>		<b>134,086</b>	<b>125,740</b>	<b>81,422</b>	<b>63,815</b>	<b>130,616</b>	<b>67,596</b>
<b>Total Maintenance Wages &amp; Benefits:</b>		<b>1,559,945</b>	<b>1,745,888</b>	<b>1,203,470</b>	<b>697,689</b>	<b>1,804,911</b>	<b>839,558</b>
<b>Professional Services (Contractual)</b>							
56000-10-80	Contract Services	100,872	105,376	37,355	30,000	100,000	36,849
56086-10-80	Recycling Program						
<b>Total Contract Services:</b>		<b>100,872</b>	<b>105,376</b>	<b>37,355</b>	<b>30,000</b>	<b>100,000</b>	<b>36,849</b>
<b>Rental - Maintenance Equipment</b>							
72050-10-80	Equipment Rental - Maintenance	34,542	38,525	8,865	6,000	42,000	14,035
<b>Light, Heat, Water and Power</b>							
70010-10-80	Gas & Electricity	151,700	175,044	139,075	153,600	135,500	60,753
70010-10-20	Gas & Electricity -Harvest Fair (reimbursement)						
70015-10-80	Water & Sewer	135,828	160,998	163,869	159,420	173,000	143,992
<b>Total Utilities:</b>		<b>287,528</b>	<b>336,042</b>	<b>302,944</b>	<b>313,020</b>	<b>308,500</b>	<b>204,745</b>
<b>Maintenance of Equipment - Supplies and Expense</b>							

**Sonoma County Fair  
Maintenance and General Operations Expense  
Budget Worksheet**

ATTACHMENT #1

G/L #		Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Adopted Budget 2021	Annual Budget 2022	Actual YTD 2021
73010-10-80	Equipment Repairs	54,129	43,832	25,579	24,000	50,000	22,048
68095-10-80	Licenses & Permits - Maintenance	6,588	8,471	5,869	12,000	8,500	7,998
70040-10-80	Mechanic Supplies	9,513	6,947	1,337	3,600	10,000	4,241
70045-10-80	Fuel	43,142	46,523	9,465	6,000	55,000	10,884
<b>Total Maintenance of Equipment:</b>		<b>113,373</b>	<b>105,773</b>	<b>42,251</b>	<b>45,600</b>	<b>123,500</b>	<b>45,170</b>
<b>Maintenance of Buildings &amp; Grounds - Supplies and Expense</b>							
62030-10-80	Office Supplies	1,348	762	87	420	1,500	13
70020-10-80	Janitorial Supplies	43,350	54,026	8,699	7,200	56,000	5,400
70025-10-80	Landscape Supplies	24,194	49,253	16,895	18,000	40,000	20,292
70030-10-80	Electrical Supplies	17,583	17,208	2,708	3,600	20,000	4,162
70035-10-80	Carpentry/Plumbing Supplies	10,873	12,109	1,711	3,600	16,000	2,766
70050-10-80	Grounds Supplies	46,188	32,134	9,451	12,000	36,000	10,582
70060-10-80	Paint Supplies	19,169	21,713	2,491	6,000	25,000	2,512
70070-10-80	Chairs/Tables/Other Inventory					6,000	
73021-10-80	Special Repairs - ADA	5,716	4,810			6,000	
73020-10-80	Building & Ground Repairs	51,406	26,797	66,107	12,000	35,000	21,699
<b>Total Maint of Buildings &amp; Grounds</b>		<b>219,827</b>	<b>218,812</b>	<b>108,149</b>	<b>62,820</b>	<b>241,500</b>	<b>67,426</b>
<b>Trash Removal, Clean Up (Contractual)</b>							
56085-10-80	Garbage Service	<b>83,059</b>	<b>98,515</b>	<b>23,027</b>	<b>36,000</b>	<b>100,000</b>	<b>24,611</b>
<b>Special Repairs &amp; Equipment</b>							
73030-10-80	Special Repairs & Equipment	<b>45,214</b>	<b>12,044</b>		<b>6,000</b>	<b>15,000</b>	<b>4,339</b>
<b>Equipment &gt;\$500 &lt;\$5,000- Maintenance</b>							
81000-10-80	Equipment >\$500 <\$5,000- Maintenance	<b>15,392</b>	<b>10,196</b>		<b>6,000</b>	<b>12,000</b>	
<b>Total Maintenance Expense:</b>		<b>2,459,750</b>	<b>2,671,171</b>	<b>1,726,060</b>	<b>1,203,129</b>	<b>2,747,411</b>	<b>1,236,734</b>

**Sonoma County Fair  
Other Revenue  
Budget Worksheet**

<b>G/L #</b>	<b>Actual YTD 2018</b>	<b>Actual YTD 2019</b>	<b>Actual YTD 2020</b>	<b>Adopted Budget 2021</b>	<b>Annual Budget 2022</b>	<b>Actual YTD 2021</b>
	Other Operating Revenue (Misc Non-Fair)					
48400-90-80	Interest	3,867	8,501	6,553	2,500	377
48850-90-80	Other Misc. Revenue	4,350		45,347		950,328
48870-90-80	Discounts Earned	819	454	144		44
48810-10-80	Costs Recovered	48,924	45,881	585,741	252,351	283,143
48401-90-80	Outstanding Receivables Interest	3,117	2,332	120		
	<b>Total Other Operating Revenue</b>	<b>61,077</b>	<b>57,169</b>	<b>637,906</b>	<b>252,351</b>	<b>1,233,893</b>
48910-90-80	<b>Prior Year Revenue Adjustments</b>	<b>258,024</b>	<b>51,717</b>	<b>154,284</b>		<b>89,581</b>
31101-90-80, 31200-90-80	<b>Capital Contribution</b>		<b>125,569</b>	<b>375,765</b>	<b>75,000</b>	<b>209,659</b>

**Sonoma County Fair  
Other Expense  
Budget Worksheet**

<b>G/L #</b>	<b>Actual YTD 2018</b>	<b>Actual YTD 19-01 - 2019-</b>	<b>Actual YTD 2020</b>	<b>Adopted Budget 2021</b>	<b>Annual Budget 2022</b>	<b>Actual YTD 2021</b>
Prior Year Operating Expense Adjustments & Other Expenses						
91080-90-80	100,766	23,924	30,465			
75025-90-80	(40,079)					
	<b>60,687</b>	<b>23,924</b>	<b>30,465</b>			
Other Interest Expense						
75010-90-80			6,387	7,030		489



**Capital Improvements and Equipment Purchases - Budget 2022**

Description	Outside Support		
	Project Estimate	Funding	Fair Funds
<b>Access Improvements</b>			
<b>Capital Improvements</b>			
Finley Roof	175,000		175,000
Finley HVAC	55,000		55,000
Hall of Flowers Roof	250,000		250,000
Race Track Rail	70,000		70,000
RV Park Improvements	30,000		30,000
Asphalt	75,000		75,000
<b>Capital Improvement Total</b>	<b>\$655,000</b>		<b>\$655,000</b>
<b>Equipment Purchases</b>			
Forklift	35,000		35,000
High Lift	75,000		75,000
Metal Detectors	50,000		50,000
Portable Ticket Booth	125,000	75,000	50,000
Parking Car Counters	15,000		15,000
Generator and Transfer Switch Grace Pavilion	180,000		180,000
			-
<b>Equipment Purchase Total</b>	<b>\$480,000</b>	<b>\$75,000</b>	<b>\$405,000</b>
<b>JLA Fund Capital Projects (JLA Restricted Funds used for these projects)</b>			
<b>JLA Projects Total</b>			
<b>Grand Total Capital Improvements and Equipment Purchases</b>	<b>\$1,135,000</b>	<b>\$75,000</b>	<b>\$1,060,000</b>

**Sonoma County Fair  
Salaries and Benefits  
Budget Worksheet**

	<b>Actual YTD 12/31/2018</b>	<b>Actual PTD 12/31/2019</b>	<b>Actual PTD 12/31/2020</b>	<b>Actual PTD 12/31/2021</b>	<b>Annual Budget 12/31/2022</b>	<b>Perm Staff Annual Budget 12/31/2022</b>
Publicity	33,898	44,477	4,750	0	43,832	
Attendance	72,600	71,060	0	0	142,020	
Hall of Flowers	57,444	82,424	0	0	82,845	
Exhibits	425,820	429,498	217,973	175,726	477,561	269,088
Misc. Fair	71,710	94,676	0	0	126,328	
Racing	456,000	492,313	26,886	0	523,208	
Attractions	37,890	41,612	0	0	41,423	
Interim	1,360,326	1,277,903	882,330	751,480	1,374,497	1,054,809
Jockey Club	189,082	183,292	53,478	2,303	143,217	84,042
Harvest Fair	90,985	48,320	78	0	39,543	
Administration	663,529	947,926	406,633	473,516	718,416	713,054
Maintenance	1,559,945	1,745,888	1,203,470	697,689	1,804,911	1,410,221
<b>Grand Total Salaries &amp; Benefits</b>	<b>5,019,230</b>	<b>5,459,391</b>	<b>2,795,597</b>	<b>2,100,714</b>	<b>5,517,801</b>	<b>3,531,214</b>