

NOTICE OF SPECIAL 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 17, 2020 at 5:00 p.m.

In accordance with Executive Order N-29-20 the December 17, 2020 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/83144190300?pwd=bEd4VEphTGRSdktQY094L3NCMm1GQT09>

Meeting ID: 831 4419 0300

Passcode: 119059

One tap mobile

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Dial by your location

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Meeting ID: 831 4419 0300

Passcode: 119059

AGENDA

DIRECTORS: Wanda Tapia, 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 review of the 2021 Budget – **(Attachment #1)** – Michael Margetts/Becky Bartling
5. 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 - Budget Without a Fair
Income Statement**

	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Budget 2020	YTD 2020	Annual Budget 2021
Operating Revenue						
Fair (less JLA)	6,425,050	6,250,823	6,092,952	6,149,131	961,236	900,000
Interim	3,382,323	4,820,515	4,311,599	3,916,355	2,554,419	1,781,661
Satellite Wagering	379,410	392,142	373,881	383,600	220,714	225,084
Harvest Fair	136,868	104,052	56,900	59,343		
Miscellaneous Non-Fair	152,287	61,077	57,169	31,500	592,622	252,351
Prior Year Revenue Adjustments	56,422	258,024	51,717		154,284	
Total Operating Revenue	10,532,360	11,886,633	10,944,217	10,539,929	4,483,275	3,159,095
Operating Expense						
Administration	1,665,394	1,247,579	1,482,645	1,596,389	1,106,243	980,566
Maintenance	2,447,241	2,459,750	2,671,171	2,759,074	1,544,827	1,203,129
Fair	3,764,108	3,434,095	3,699,171	3,841,744	944,813	904,726
Interim	1,732,235	1,942,537	1,832,184	2,038,889	1,005,608	978,931
Golf Course						
Satellite Wagering	352,552	402,429	338,265	357,222	103,225	35,953
Harvest Fair	111,169	100,985	57,120	59,343	78	
Harvest Fair Allocated Expenses	(40,667)	(40,667)	(28,911)	(21,000)		
Prior Year Expense Adjustments & Other Expenses	(13)	279,084	23,924		1,854	
Other - Interest Expense	12,190	12,500				
Total Operating Expense	10,044,209	9,838,294	10,075,568	10,631,661	4,706,647	4,103,305
Operating Income (Loss)	488,151	2,048,339	868,649	(91,732)	(223,372)	(944,209)
Other Operating Revenue (Net)	680		(243)		32,356	
Capital Contributions	549,026		125,569			
Net Income (Loss) Not Incl Depreciation	1,037,858	2,048,339	993,974	(91,732)	(191,017)	(944,209)
Net Income (Loss) Not Incl Depreciation	1,037,858	2,048,339	993,974	(91,732)	(191,017)	(944,209)

Sonoma County Fair & Exposition, Inc - Budget Without a Fair

Revenue Summary

	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Annual Budget 2020	Actual YTD 2020	Annual Budget 2021
Fair Revenue						
Admissions	1,499,502	1,612,041	1,564,915	1,782,005		
Commercial Space	398,177	403,719	355,784	358,545		
Carnival	722,179	738,196	712,319	678,600		
Concessions	1,114,556	1,163,306	1,180,790	1,097,834	31,899	
Exhibits	88,415	88,394	81,233	83,885	19,660	
Racing	1,416,845	1,095,401	1,071,393	1,057,400	894,511	900,000
Attractions	186,820	189,549	185,442	196,416		
VIP Tent	30,252	29,100	28,560	28,500		
Sponsorships	463,515	404,260	385,693	385,000	15,166	
Parking	427,986	459,304	438,536	410,146		
Miscellaneous	76,802	67,552	88,288	70,800		
Total Fair	6,425,050	6,250,823	6,092,952	6,149,131	961,236	900,000
Interim Revenue						
Building Rental	824,271	706,518	695,028	721,205	291,871	266,477
Facility Rental	276,925	226,970	532,946	295,400	820,121	277,071
Long Term Rentals	102,477	78,414	55,754	92,500	33,956	62,084
RV Park	825,547	2,306,750	1,612,782	1,200,000	1,276,026	1,025,000
Equipment Rental	160,687	176,069	193,962	205,000	44,559	43,403
Parking Revenues	374,209	385,606	350,845	420,000	36,854	52,484
Utility Reimbursement	5,282	3,022	3,411	4,500	2,258	1,300
Costs Recovered	81,479	89,209	76,185	70,000	21,620	22,946
Concessions	475,476	543,162	480,638	598,000	19,671	16,802
Other Revenues	255,969	304,796	310,049	309,750	7,484	14,094
Total Interim	3,382,323	4,820,515	4,311,599	3,916,355	2,554,419	1,781,661
Satellite Wagering	379,410	392,142	373,881	383,600	220,714	225,084
Harvest Fair	136,868	104,052	56,900	59,343		
Miscellaneous Non-Fair	152,287	61,077	57,169	31,500	592,622	252,351
Prior Year Rev	56,422	258,024	51,717		154,284	
Operating Revenue	10,532,360	11,886,633	10,944,217	10,539,929	4,483,275	3,159,095
Capital Contribution	549,026		125,569			
Total Revenue	11,081,386	11,886,633	11,069,786	10,539,929	4,483,275	3,159,095

**Sonoma County Fair & Exposition, Inc - Budget Without a Fair
Expense Summary**

	Actual YTD	Actual YTD	Actual YTD	Budget	YTD	Annual Budget
	2017	2018	2019	2020	2020	2021
Fair Expense						
Publicity	321,628	334,124	343,802	312,936	16,141	12,000
Attendance	396,716	404,365	400,690	478,484	3,382	
Premiums	295,034	263,202	261,017	265,000	728	
Hall of Flowers	220,460	190,760	199,081	222,902	12,000	
Exhibits	505,757	560,462	557,760	662,622	219,642	192,726
Miscellaneous Fair	174,788	144,793	188,847	192,609	14,152	
Racing	1,110,230	901,753	1,080,582	1,054,500	677,968	700,000
Attractions	739,494	634,638	667,392	652,691	798	
Total Fair	3,764,108	3,434,095	3,699,171	3,841,744	944,813	904,726
Interim	1,732,235	1,942,537	1,832,184	2,038,889	1,005,608	978,931
Satellite Wagering	352,552	402,429	338,265	357,222	103,225	35,953
Harvest Fair	111,169	100,985	57,120	59,343	78	
Harvest Fair Allocated Expenses	(40,667)	(40,667)	(20,111)	(21,000)		
Administration	1,665,394	1,247,579	1,482,645	1,596,389	1,106,243	980,566
Maintenance	2,447,241	2,459,750	2,671,171	2,759,074	1,544,827	1,203,129
Prior Year Operating Expense Adjustment	(13)	279,084	23,924		1,854	
Other - Interest Expense	12,190	12,500				
Total Operating Expense	10,044,209	9,838,294	10,084,369	10,631,661	4,706,647	4,103,305

Fair Revenues (Racing On Racing Page)

Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	Actual YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Admissions Revenue							
Fair Admission - Full Price							
41010-30-10	Fair Admission	1,120,764	1,222,338	1,163,998	1,214,026		
	Total Fair Admissions - Full Price	1,120,764	1,222,338	1,163,998	1,214,026		
Fair Admission - Discount							
41011-30-10	Admissions Prior Year						
41020-30-10	Discounted Fair Admissions	378,739	389,703	400,917	567,979		
41021-30-10	Discount Racing Patrons						
	Total Fair Admissions - Discount	378,739	389,703	400,917	567,979		
	Total Fair Admissions Revenue	1,499,502	1,612,041	1,564,915	1,782,005		
Commercial Space Revenue							
41500-50-10	Indoor Commercial Space	327,323	291,750	253,545	253,545		
41600-50-10	Outside Commercial Space	70,855	111,969	102,239	105,000		
	Total Commercial Space	398,177	403,719	355,784	358,545		
42100-50-10	Carnival Revenue	722,179	738,196	712,319	678,600		
Food Concession Revenue							
42200-50-10	Food Concessions	614,341	612,475	601,684	577,634	31,899	
42210-50-10	Food Voucher Concessions	(237)	(340)	(280)			
	Total Food Concession Revenue	614,104	612,135	601,404	577,634	31,899	
Alcohol Concessions							
42300-50-10	Alcohol Concessions	500,027	541,456	551,050	500,200		
42400-50-10	Other Concessions	425	9,716	28,336	20,000		
	Total Alcohol Concessions	500,452	551,171	579,386	520,200		
	Total Food and Alcohol Concessions	1,114,556	1,163,306	1,180,790	1,097,834	31,899	
	Total Admissions Revenue	3,734,415	3,917,262	3,813,807	3,916,984	31,899	
Exhibits Revenue							
43100-50-10	Entry Fees	48,738	45,331	48,259	48,000		
	Donated & Sponsored Awards						

Fair Revenues (Racing On Racing Page)

Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	Actual YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
43300-50-10	Sponsored Awards	19,905	20,896	20,765	20,000	10,060	
46510-50-10	Friends of Fair						
47815-50-10	Exhibits Sponsorships						
	Total Donated & Sponsored Awards	19,905	20,896	20,765	20,000	10,060	
46500-50-10	Flower Show Preview Tickets	17,460	20,300	11,385	15,085	9,600	
43400-50-10	Rodeo Queen	650					
47601-50-10	Sale of Birds and Small Animals						
47602-50-10	Other Exhibits Rev-milk sales/golf carts	400					
47700-51-10	Art Sale	1,262	1,867	824	800		
		19,772	22,167	12,209	15,885	9,600	
	Total Exhibits	88,415	88,394	81,233	83,885	19,660	
Attractions/Admissions Revenue							
46100-80-10	Rodeo						
46160-80-10	Destruction Derby						
46150-80-10	Chris Beck Paid Shows	138,540	132,632	148,312	166,416		
47822-80-10	Community Stage Food & Beverage	10,779					
47821-80-10	Other Attractions Revenue	37,501	56,917	37,130	30,000		
	Total Attractions	186,820	189,549	185,442	196,416		
47200-50-10	Novelties						
48810-80-10	Cost Recovered - Attractions						
	Total Attractions/Admission Revenue	186,820	189,549	185,442	196,416		
Parking Revenue							
47110-30-10	Fair Parking	410,776	440,607	421,416	393,046		
47111-30-10	Vets Lot Parking						
47120-30-10	Fair Preferred Parking	8,730	8,460	8,100	8,100		
47130-30-10	Fair Exhibitor Credential Parking	8,480	10,237	9,020	9,000		
	Total Parking Revenue	427,986	459,304	438,536	410,146		

Fair Revenues (Racing On Racing Page)

Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	Actual YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
47825-90-10	VIP Tent	30,252	29,100	28,560	28,500		
46400-80-10	Rodeo Sponsorship						
47800-90-10	Sponsorships Revenue	463,015	403,760	385,688	385,000	15,166	
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	500	5			
	Total Sponsorship Revenue	463,515	404,260	385,693	385,000	15,166	
Miscellaneous Fair Revenue							
46330-80-10	Fair Merchandise	2,043	327	750			
47500-20-10	Advertising Revenues	8,888	6,700	5,000	5,000		
47710-90-10	Golf Cart Fees	2,375	2,750	3,500	3,500		
47700-90-10	Fair Special Events			15,527			
48520-10-10	Other (Insurance Reimbursement)	1,525	1,835	2,885	2,800		
	Total Other	12,788	11,285	26,912	11,300		
48240-10-10	Trailer & RV Parking Fees	44,520	40,710	47,530	47,500		
47823-80-10	Ticket Convenience Fees						
48880-10-10	ATM Fees Earned Fairtime	17,451	15,230	13,096	12,000		
	Total Miscellaneous Fair Revenue	76,802	67,552	88,288	70,800		
	Total Fair Revenue	5,008,204	5,155,422	5,021,558	5,091,731	66,725	

Sonoma County Fair**Publicity Expense****Budget Worksheet**

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Publicity Wages & Benefits							
Salaries & Wages - Temporary							
50013-20-10	Salaries & Wages Temp. - Overtime		1,838	2,773	2,500		
50020-20-10	Salaries & Wages Temporary	40,973	27,675	35,866	34,040	4,026	
Total Salaries & Wages - Temporary:		40,973	29,513	38,639	36,540	4,026	
Payroll Taxes							
55070-20-10	Unemployment Insurance Publicity	889	910	699	780	250	
55000-20-10	FICA/Medicare	3,134	2,258	2,996	2,795	308	
Total Payroll Taxes		4,024	3,168	3,695	3,575	558	
Employee Benefits - Employer's Share							
55080-20-10	Sick Pay - Temporary			528	176		
Worker's Compensation Insurance							
55020-20-10	Workers Comp Insurance	1,690	1,217	1,616	1,645	166	
Total Workers Compensation Insurance:		1,690	1,217	1,616	1,645	166	
Total Wages & Benefits		46,686	33,898	44,477	41,936	4,750	
Professional Services (Contractual)							
56000-20-10	Contract Services - Puplicity	1,827	28,780	3,338	7,000	3,000	
56001-20-10	Contract Services - Publicity TT						
65060-20-10	Agency Services-Graphics	3,358	152				
Total Professional Contract Services		5,185	28,932	3,338	7,000	3,000	
Supplies and Expense							
62010-20-10	Postage						
62030-20-10	Supplies - Publicity	583	1,030	2,577	2,000	560	3,000
62031-20-10	Office Supplies	945	37				
62034-20-10	Supplies - Publicity	2,898	3,574	5,970	5,000	530	
65065-20-10	Sponsorship Expenses	3,142	10,882	8,505	6,000	625	
73030-20-10	Special Repairs & Equipment						

Sonoma County Fair**Publicity Expense****Budget Worksheet**

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
	Total Supplies & Expense	7,568	15,523	17,053	13,000	1,715	3,000
	Advertising						
62032-20-10	Advertising - Funbook	2,000	3,085	2,641	3,000		
65010-20-10	Media - Radio	52,454	49,972	45,016	40,000		
65015-20-10	Media - Television						
65020-20-10	Media - Print	30,295	39,591	35,500	30,000	550	
65025-20-10	Media - Outdoor	12,389	12,819	16,334	16,000		
65030-20-10	Multi-Media Advertising	34,111	25,460	33,933	35,000	5,082	6,000
65035-20-10	Public Relations						
65040-20-10	Media - Production	6,400	6,300	7,100	7,000		
65050-20-10	Poster Art & Production	463	506	517	500		
65055-20-10	Schedule of Events	3,943	3,954	4,086	4,000		
65075-20-10	Newsletter						
65078-20-10	Pre-Fair Events - Publicity	9,729	8,189	8,805	8,000		
65080-20-10	Fair Guide	59,204	56,194	59,348	56,000		
65085-20-10	Website	6,628	4,721	12,279	6,500	1,039	3,000
	Total Advertising	217,615	210,791	225,560	206,000	6,671	9,000
	Other VIP Patio - Directors' Room						
65070-20-10	Directors Room	44,574	44,980	53,375	45,000	6	
	Total Other VIP Patio - Directors' Room	44,574	44,980	53,375	45,000	6	
	Total Publicity Expense	321,628	334,124	343,802	312,936	16,141	12,000

Attendance Operations Expense

Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Wages and Benefits							
Salaries and Wages - Temporary							
50013-30-10	Salaries & Wages Temp. - Overtime Admissions		3,624	5,749	4,500		
50040-30-10	Salaries & Wages - Concession Auditors	8,063	8,197	3,275	8,500		
50070-30-10	Salaries & Wages Temp - Admissions	64,401	49,037	51,229	62,181		
Total Salaries & Wages - Temporary		72,463	60,859	60,252	75,181		
Payroll Taxes							
55000-30-10	Payroll Taxes - FICA/Medicare Attendance	5,543	5,493	4,609	5,751		
55070-30-10	Payroll Taxes - Unemployment Ins. Attendance	3,882	3,669	3,713	4,526		
Total Payroll Taxes		9,426	9,162	8,323	10,277		
Employee Benefits - Employer's Share							
55080-30-10	Sick Pay - Temporary		66				
Worker's Compensation Insurance							
55020-30-10	Workers Comp. Insurance - Attendance/Fair	2,989	2,513	2,485	3,383		
55021-30-10	Workers Comp. Insurance - Volunteers						
Total Workers Compensation Insurance		2,989	2,513	2,485	3,383		
Total Wages & Benefits		84,878	72,600	71,060	88,841		
Professional Services (Contractual)							
56000-30-10	Contract Services - Attendance	5,546	6,513	839	6,500		
56020-30-10	Security Service - Fair (Carnival Lot - Police)	92,718	91,842	95,000	100,272		
56021-30-10	Private Security - Fair	112,187	140,678	153,791	187,000		
56022-30-10	Fire Inspection - Fair	5,474	5,802	5,563	6,545		
56023-30-10	First Aid - Fair Attendance	20,946	21,700	22,066	25,090		
56024-30-10	Admissions Services	15,031	11,827	10,877	12,000		
56025-30-10	Other - E-Tix Support/Brinks Truck	6,749	7,714	3,696	7,800		
Total Professional Services (Contractual)		258,651	286,075	291,832	345,207		
Supplies and Expense							
62030-30-10	Supplies - Attendance	2,808	1,490	593	1,500	20	

ATTACHMENT #1
Sonoma County Fair
Attendance Operations Expense
Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
62031-30-10	Employee Tee Shirts/Hats	12,197	8,938	10,531	9,000		
62032-30-10	Office Supplies Fair Attendance	93	406	949	400	382	
62050-30-10	Tickets & Credentials	14,802	11,235	9,128	8,800	2,980	
62051-30-10	Signage/Other/Drinking Water	6,712	7,365	289	7,500		
62052-30-10	Tickets & Order Forms	669	1,092	760	1,100		
72050-30-10	Equipment Rental - Attendance	6,826	6,083	6,468	6,100		
Total Supplies and Expense		44,107	36,610	28,718	34,400	3,382	
Equipment Rental							
72051-30-10	Light Towers						
72052-30-10	Metal Detectors	9,080	9,080	9,080	10,036		
72053-30-10	Golf Carts						
72054-30-10	Tram Tractors						
73030-30-10	Special Repairs & Equip						
Total Equipment Rental		9,080	9,080	9,080	10,036		
Total Attendance Expense		396,716	404,365	400,690	478,484	3,382	

**Sonoma County Fair
Premium Expense
Budget Worksheet**

		Actual	Actual	Actual	Annual		Annual
		YTD	YTD	YTD	Budget	YTD	Budget
G/L #		2017	2018	2019	2020	2020	2021
Premium Expense							
Cash Awards							
58010-40-10	Cash Awards	158,290	149,781	127,212	130,000		
58010-55-10	Cash Awards - Hall of Flowers	121,620	97,050	118,900	120,000		
	Total Cash Awards	279,909	246,831	246,112	250,000		
Sponsored Cash Awards							
58040-40-10	Trophies, Medals, Ribbons	15,124	16,372	14,905	15,000	728	
	Total Sponsored Cash Awards	15,124	16,372	14,905	15,000	728	
	Total Premium Expense	295,034	263,202	261,017	265,000	728	

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Hall of Flowers Wages & Taxes							
50013-55-10	Overtime - HOF		66	495			
50075-55-10	Hall of Flowers Wages	65,136	49,372	70,753	60,000		
Total Salaries & Wages - Temporary:		65,136	49,438	71,248	60,000		
Payroll Taxes							
55000-55-10	FICA/Medicare - HOF	4,983	3,782	5,450	4,590		
55070-55-10	Unemployment Insurance - HOF	2,907	2,185	2,787	3,612		
Total Payroll Taxes		7,890	5,967	8,237	8,202		
Worker's Compensation Insurance							
55020-55-10	Worker's Comp. HOF	2,687	2,039	2,939	2,700		
Total Hall of Flowers Wages & Benefits:		75,713	57,444	82,424	70,902		
Hall of Flowers Design							
56090-55-10	HOF Designer Fee	77,000	72,000	72,000	72,000	12,000	
Hall of Flowers Contracts							
56095-55-10	HOF Contract Services						
Hall of Flowers Materials							
60090-55-10	HOF Materials	67,747	61,317	44,656	80,000		
Total Hall of Flowers Expense		220,460	190,760	199,081	222,902	12,000	

**Sonoma County Fair
Exhibits Expense
Budget Worksheet**

G/L #		Actual	Actual	Actual	Annual	YTD	Annual
		YTD	YTD	YTD	Budget		Budget
		2017	2018	2019	2020	2020	2021
Exhibits Wages & Benefits							
Salaries & Wages - Permanent							
50010-50-10	Salaries & Wages Permanent	63,182	125,347	124,105	145,348	101,232	99,417
50012-50-10	Salaries & Wages Perm. - Overtime	10,010	6,863	1,622	11,238	189	
50015-50-10	Salaries & Wages Perm. - Paid Leave	12,450	8,444	11,865	5,778	15,348	5,945
55011-50-10	Salaries & Wages Perm. - Cash Allowance	8,207	13,524	13,414	14,352	8,706	7,176
Total Salaries & Wages - Permanent:		93,850	154,178	151,005	176,716	125,475	112,538
Salaries & Wages - Temporary							
50013-50-10	Salaries & Wages Temporary - Overtime		33,664	32,919	40,000	198	
50020-50-10	Salaries & Wages Temporary	194,278	118,643	119,750	155,000	1,175	
Total Salaries & Wages - Temporary:		194,278	152,307	152,669	195,000	1,373	
Employee Benefits - Employer's Share							
54000-50-10	Employee Benefits - Employer's Share-Accrued Leave	(5,043)	8,203	10,355		(1,988)	
55010-50-10	Employee Benefits - Employer's Share-Health Benefits	9,633	15,172	17,417	37,905	11,940	11,825
55030-50-10	Employee Benefits - Employer's Share-Other Benefits	203	406	196	2,200	523	1,700
55080-50-10	Sick Pay - Temporary	220					
55040-50-10	Employee Benefits - Employer's Share-Retirement	32,172	54,962	56,892	61,297	45,348	40,227
Total Employee Benefits - Employer's Share:		37,185	78,743	84,860	101,402	55,823	53,752
Payroll Taxes							
55000-50-10	Payroll Taxes - FICA/Medicare Perm.	7,086	11,653	11,725	12,413	9,802	8,060
55001-50-10	Payroll Taxes - FICA/Medicare Temp.	14,879	11,651	11,680	14,918	105	
55070-50-10	Payroll Taxes - Unemployment Ins. Temp.	8,485	9,117	8,999	11,739	85	
55071-50-10	Payroll Taxes - Unemployment Ins. Perm.	60	47	34	140	25	70
Total Payroll Taxes		30,510	32,468	32,437	39,210	10,017	8,130

**Sonoma County Fair
Exhibits Expense
Budget Worksheet**

		Actual	Actual	Actual	Annual		Annual
		YTD	YTD	YTD	Budget	YTD	Budget
G/L #		2017	2018	2019	2020	2020	2021
Worker's Compensation Insurance							
55020-50-10	Workers Comp. Insurance - Permanent	2,668	1,841	2,229	2,019	2,125	1,306
55021-50-10	Workers Comp. Insurance- Temporary	8,023	6,283	6,298	8,775	57	
	Total Workers Compensation Insurance:	10,691	8,124	8,527	10,794	2,181	1,306
	Total Exhibits Wages & Benefits:	366,514	425,820	429,498	523,122	194,869	175,726
Judges (Contractual)							
56040-50-10	Judges (Contractual)	28,661	27,465	27,182	30,000	1,545	
Professional Services - Other (Contractual)							
56080-10-10	Straw Removal	5,855	7,178	6,188	7,000		
56000-50-10	Professional Services - Other (Contractual)	42,693	30,970	28,458	30,000		
	Total Professional Services (Contractual)	48,548	38,148	34,646	37,000		
Supplies & Expense							
60050-50-10	Premium Book	9,692	6,028	6,202	6,500		
60060-50-10	Rodeo Queen	823	929	420			
60081-50-10	Birds & Other Small Animal						
60082-50-10	Milk Barn Expense	1,365	744	4,129	3,000		
62030-50-10	Other Supplies	14,003	20,276	21,959	18,000	3,228	2,000
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		6,000		
	Total Supplies & Expense	25,883	34,650	32,710	33,500	3,228	2,000
Tent and Booth Rental							

**Sonoma County Fair
Exhibits Expense
Budget Worksheet**

G/L #		Actual	Actual	Actual	Annual	YTD	Annual
		YTD	YTD	YTD	Budget		Budget
		2017	2018	2019	2020	2020	2021
72030-50-10	Tent & Booth Rental Exhibits	1,524	3,823	1,294	1,500		
	Other Equipment Rental						
72050-50-10	Other Equipment Rental	2,467	4,012	4,276	4,500		
	Scholarship/Flower Show Preview						
62031-50-10	Supplies-Flower Show Preview	14,414	9,535	8,477	10,000		
68080-50-10	Scholarships Awarded	10,000	9,500	12,500	15,000	20,000	15,000
68095-51-10	Licenses & Permits - Sustainable Exhibit						
	Total Other Scholarship/Flower Show Preview	24,414	19,035	20,977	25,000	20,000	15,000
	Ag Education Exhibit						
60140-50-10	Agriculture Education Exhibit	7,746	7,508	7,176	8,000		
	Total Exhibits Expense	505,757	560,462	557,760	662,622	219,642	192,726

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Wages and Benefits							
Parking Lot - Salaries and Wages - Temporary							
50013-10-10	Overtime Parking Fair Temps		6,411	14,470	10,000		
50030-10-10	Parking Wages - Fair	64,048	54,662	66,380	88,636		
55000-10-10	FICA/Medicare Parking-Fair	4,900	4,672	6,185	7,546		
55020-10-10	Workers Comp- Parking Fair	2,642	2,519	3,335	4,439		
55070-10-10	Unemployment Insurance Parking-Fair	3,404	3,446	4,306	5,938		
	Total Wages & Benefits	74,994	71,710	94,676	116,559		
Sponsorships							
65065-10-10	Sponsorships	3,674					
Cost of Fair Merch/Misc							
62051-10-10	Sign Machine Supplies	3,105	2,670	3,571	2,750	131	
66090-80-10	Fair Merchandise						
	Total Cost of Fair Merch/Misc	3,105	2,670	3,571	2,750	131	
VIP Tent							
65066-10-10	Other - VIP	41,728	27,488	16,981	25,000		
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	19,912	8,936	9,851	2,300	60	
Vets Lot Parking							
72045-50-10	Parking Site Rental - Fair						
Fair Special Event							
67040-10-10	Fair Special Event			12,811			

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Volunteer Coordinator							
56002-10-10	Volunteer Coordinator	400					
Contract Services - RV Park - Fair							
56000-10-10	Contract Services - Vendor Coordinator and Auditor	30,975	33,989	49,387	46,000	13,890	
Total Misc Fair Expense		174,788	144,793	188,847	192,609	14,152	

Sonoma County Fair #1
Racing Revenue & Expense
Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Racing Admissions							
45110-60-10	Lower Box Seats	44,870	39,451	40,423	40,500		
45120-60-10	Upper Box Seats	985	925	875	900		
45130-60-10	Reserved Racing Seats	49,806	55,190	51,856	52,000		
45140-60-10	Other Racing Admissions	19,370	9,273	13,508	13,500		
45150-60-10	Named Races	6,980	2,530	3,580	4,000		
45320-60-10	Racing Advertisements						
	Total Racing Admissions	122,011	107,369	110,242	110,900		
Track Commissions							
45200-60-10	Track Commissions	1,205,903	940,384	901,495	900,000	886,460	900,000
45355-60-10	NCOTWINC Reim	28,766					
48810-60-10	Costs Recovered - Racing	324		12,915		8,051	
	Total Track Commissions	1,234,993	940,384	914,410	900,000	894,511	900,000
Program Sales							
45330-60-10	Race Program Sales	46,836	36,912	36,206	36,000		
45340-60-10	Race Forms/Tip Sheets	11,399	9,352	8,520	8,500		
	Programs/Forms	58,234	46,263	44,726	44,500		
Other							
45350-60-10	Other Racing Revenue	1,607	1,385	2,016	2,000		
	Total Racing Revenue	1,416,845	1,095,401	1,071,393	1,057,400	894,511	900,000
Horse Racing Wages & Benefits							
Salaries and Wages (Non Pari-Mutuel)							
50013-60-10	Overtime Race Program & Ticket Sellers		3,498	8,896	9,000	315	
51000-60-10	Local 1877 Wages	32,627	24,682	23,295	23,500		
51010-60-10	Local 78 Wages	12,635	9,081	8,685	8,700		
51020-60-10	Local 495 Wages	89,089	59,273	57,116	58,000		
51030-60-10	Temp Wages Racing - Other Services	48,061	51,289	61,957	60,000	8,957	
51080-60-10	Non Union Racing Wages	171,251	125,926	137,395	138,000		
56001-60-10	Contract Services Track Announcer						
	Total Wages (Non Pari-Mutuel)	353,662	273,750	297,344	297,200	9,272	
Salaries and Wages (Pari-Mutuel)							
51040-60-10, 6830-6	Local 280 Wages	69,296	47,123	72,921	73,000		

Sonoma County Fair #1
Racing Revenue & Expense
Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Employee Benefits							
55050-60-10	Health & Welfare	62,154	60,595	48,608	49,000	14,735	
55060-60-10	Pension	26,066	21,736	21,636	22,000		
Total Employee Benefits		88,220	82,331	70,244	71,000	14,735	
Payroll Taxes							
55000-60-10	Payroll Taxes - FICA/Medicare Temp.	32,254	24,614	22,784	23,000	719	
55070-60-10	Payroll Taxes - Unemployment Ins. Temp.	24,734	15,405	16,327	18,426	553	
Total Payroll Taxes		56,989	40,019	39,111	41,426	1,272	
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	17,392	12,729	12,285	13,374	387	
Total Racing Wages & Benefits		585,559	456,000	492,313	496,000	25,786	
Professional Services (Contractual) - Racing							
56000-60-10	Contract Services-Racing	93,355	88,143	108,303	110,000	619,356	700,000
56002-60-10	CARF Dues						
56003-60-10	Track Sound	6,500	6,500	8,250	8,500		
56004-60-10	Closed Circuit TV	37,002	26,790	57,344	56,000		
56005-60-10	First Aid/Ambulance	16,744	12,184	10,959	11,000		
56006-60-10	Finish Line Photos	9,900	7,700	6,900	6,900		
56007-60-10	Replay Show						
56008-60-10	Laundry Services	4,235		2,080	2,800		
56009-60-10	Phone Set Up	3,416	4,328	1,769	2,000		
56010-60-10	CARF Fairtime						
56011-60-10	CARF Shared Expenses						
56012-60-10	Racing Promotions Coordinator						
56013-60-10	Director of Racing	38,304	29,610	40,000	40,000	16,667	
56015-60-10	Other Services	7,103	5,351	6,321	8,500		
56020-60-10	Security	19,087	14,422	19,385	19,000		
56060-60-10	Parimutuel Audit	3,030	2,920	7,860	7,900		
56080-60-10	Straw Removal	8,500	7,425	4,606	5,000		
72040-60-10	Jumbotron Rental	19,635	14,280	20,400	22,400		
Total Professional Services		266,811	219,652	294,178	300,000	636,023	700,000

Sonoma County Fair #1
Racing Revenue & Expense
Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Supplies and Expense							
56016-60-10	CARF Admin Fee						
62030-60-10	Racing Supplies	5,504	4,919	4,509	2,500	483	
62031-60-10	Office Supplies	640	808	212	1,000		
62040-60-10	Condition Books	2,053	1,729	2,251	2,250		
62050-60-10	Other Expense	19,076	13,306	15,850	15,000	238	
62060-60-10	Grandstand Dining	11,503	4,481	3,519	3,500		
62070-60-10	Race Programs & Forms	41,016	34,108	33,733	33,500		
65022-60-10	Racing Advertising	1,640	3,179	4,791	5,000		
65095-60-10	Racing Promotion	14,039	14,114	16,057	13,000		
68010-60-10	Dues & Subscriptions		724	1,329	250		
81000-60-10	Equip. > 500 < 5,000	7,671	9,278	1,663	2,000		
70052-60-10	Turf Track Materials	6,937	15,784	40,181	40,000	14,851	
70055-60-10	Track Materials	31,120	27,114	29,822	30,000		
73030-60-10	Special Repairs & Equip	5,899	7,246	9,223	3,000		
	Total Supplies & Expense	147,099	136,789	163,141	151,000	15,572	
Rental - Totalisator Equipment							
56030-60-10	Totalisator Service	4,687	4,029	4,825	2,500	587	
56035-60-10	Starter Fees/Incentives	33,359	10,650	48,383	30,000		
Rental - Other Equipment							
72010-60-10	Starting Gate Rental	8,818	8,044	7,720	7,800		
72020-60-10	Office Equipment Rental	3,209	2,444	2,125	2,200		
72030-60-10	Televisions Rental						
72050-60-10	Other Equipment Rental	60,689	64,145	67,897	65,000		
	Total Equipment Rental	72,716	74,632	77,741	75,000		
	Total Racing Expense	1,110,230	901,753	1,080,582	1,054,500	677,968	700,000
	Profit / (Loss)	306,615	193,649	(9,189)	2,900	216,543	200,000

ATTACHMENT #1
Sonoma County Fair
Fair Entertainment Expense (Attractions Expense)
Budget Worksheet

G/L #	Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
	2017	2018	2019	2020	2020	2021
Attractions/Entertainment Wages & Benefits						
Salaries & Wages - Temporary						
50013-80-10		1,037	1,368			
52000-80-10						
52010-80-10	34,392	31,016	33,904	37,513		
	34,392	32,053	35,272	37,513		
Attractions Payroll Taxes						
55000-80-10	2,642	2,460	2,698	2,870		
55070-80-10	2,141	1,943	2,187	2,326		
	4,784	4,403	4,885	5,196		
Employee Benefits - Employer's Share						
55080-80-10	147	107				
Attractions Worker's Compensation Insurance						
55020-80-10	1,425	1,327	1,455	1,688		
	1,425	1,327	1,455	1,688		
	40,747	37,890	41,612	44,397		
Community Theater Expenses						
56001-80-10		32,962	26,996	27,000		
56002-80-10		7,500	7,500	7,500		
56003-80-10		2,075	1,460	1,500		
56004-80-10			14,882	15,000		
56005-80-10		24,895	29,438	20,100		
56006-80-10		29,763	14,882	32,460		
56015-80-10		3,778	4,635	5,500		
62032-80-10	338	822	1,834	1,500		
66060-80-10			144,870	120,000		
66068-80-10						

ATTACHMENT #1
Sonoma County Fair
Fair Entertainment Expense (Attractions Expense)
Budget Worksheet

		Actual	Actual	Actual	Annual		Annual
		YTD	YTD	YTD	Budget	YTD	Budget
G/L #		2017	2018	2019	2020	2020	2021
72051-80-10	Other Equip Rental - Concerts	3,386	17,563	14,959	11,500		
	Total Community Theater Expenses	3,724	119,358	261,454	242,060		
Grounds Entertainment Expenses							
66050-80-10	Ground Entertainment - Entertainer Expenses	205,745	154,192	172,629	160,472		
56000-80-10	Contract Services - Sound, Lights, Ambulance	48,911	45,970	42,185	46,020		
72030-80-10	Tent & Booth	14,098	15,954	31,493	27,242		
72040-80-10	Trailer Rental						
73030-80-10	Special Repairs & Equipment						
	Total Grounds Entertainment Expenses	268,754	216,116	246,307	233,734		
General Supplies & Expense							
62030-80-10	Supplies	35,669	25,933	21,921	15,000	438	
62031-80-10	Office Supplies & Postage	803	2,282	603	500	360	
67015-70-10	Insurance	1,390	1,620	1,925			
68095-50-10	Licenses & Permits - Commercial exhibits		342				
81000-80-10	Equipment>\$500<\$5000 - Attractions						
	Total General Supplies & Expenses	37,862	30,177	24,450	15,500	798	
66070-80-10	Community Theater - DO NOT USE	273,270	142,000				
	Total Grounds Acts	273,270	142,000				
Chris Beck Paid Shows							
66040-80-10	Rodeo	4,909	3,216	1,868	1,000		
66065-80-10	Chris Beck -Other Dirt Events	102,508	101,829	109,017	110,000		
	Total Grandstand Acts	107,417	105,045	110,885	111,000		
Other Attractions							
66080-80-10	Farmers Day	6,089	5,520	5,860	6,000		
66075-80-10	Hat Day (Revenues Net of Expenses)	1,630	(21,469)	(23,175)			
66087-51-10	Sustainable Exhibit						

ATTACHMENT #1
Sonoma County Fair
Fair Entertainment Expense (Attractions Expense)
Budget Worksheet

G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Annual Budget 2020	YTD 2020	Annual Budget 2021
Total Other Attractions	7,719	(15,949)	(17,315)	6,000		
Total Attractions Expense	739,494	634,638	667,392	652,691	798	

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Rental of Buildings							
48110-10-60	Grace Pavilion Rental	483,743	170,747	184,445	240,200	53,840	64,772
48120-10-60	VG Garrett Rental	20,150	33,423	39,715	76,135	56,650	5,961
48130-10-60	EC Kraft Rental	37,067	30,601	34,800	51,750	6,143	11,062
48140-10-40	Finley Hall Horse Shows						
48140-10-60	Finley Hall Interim Events	39,702	37,316	43,256	45,600	9,652	11,241
48150-10-60	Hall of Flowers & Annex Rental	50,890	83,261	68,949	75,620	14,544	27,649
48160-10-60	Showcase Hall	25,325	32,746	27,500	44,400	8,360	8,747
48170-10-60	Other Building Interim	115,110	120,873	123,339	120,000	121,500	100,000
48190-10-40	Saralee's Barn - Base Rate	33,317	162,719	167,825	55,000	16,661	12,753
48220-10-60	Racing Grandstand	18,967	34,833	5,200	12,500	4,520	24,292
	Total Rental of Buildings	824,271	706,518	695,028	721,205	291,871	266,477
48180-10-40	Stall Rent - Horse Show	11,715	6,070	10,065	6,000	874	
48210-10-60	Lyttle Cow Palace - Interim	57,317	43,250	38,505	61,600	25,200	19,915
48250-10-60	Other Facility - Interim	74,556	30,822	31,635	45,000	216,938	242,500
48265-10-60	Brookwood Parking Lot	19,358	21,462	26,283	22,000	23,708	2,510
48280-10-60	Carnival Lot	98,435	83,731	393,800	114,800	549,700	2,156
48290-10-60	Chris Beck - Interim	15,543	41,635	32,658	46,000	3,700	9,990
	Total Grounds Rental	276,925	226,970	532,946	295,400	820,121	277,071
48300-10-40	Equipment Rental - Horse Show						
48300-10-60	Equipment Rental - Interim	160,687	176,069	193,962	205,000	44,559	43,403
48350-10-40	Sound Equipment - Horse Shows						
48350-10-60	Sound Equipment - Interim						
	Total Equipment Rental	160,687	176,069	193,962	205,000	44,559	43,403
48820-10-60	Food Concessions - Interim	90,745	185,048	159,024	209,000	3,781	9,619
48821-10-60	Alcohol Concession - Interim	364,009	328,915	290,549	365,000	7,107	7,183
48840-10-60	Other Concessions - Interim	9,220	16,406	16,836	14,000	6,827	
48860-90-80	Vendor Space Fees		25				
48880-10-60	ATM Fees Interim	11,502	12,767	14,229	10,000	1,956	
	Total Concessions	475,476	543,162	480,638	598,000	19,671	16,802
Utility Fee Reimbursement							

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
48500-10-60	Utility Reimbursements - Interim	5,282	3,022	3,411	4,500	2,258	1,300
Interim Parking Revenue							
48270-30-60	Parking - Interim	374,209	385,606	350,845	420,000	36,854	52,484
Long Term Rentals							
48255-10-60	Car Mart	59,789	61,734	37,765	55,000	15,874	18,000
48256-10-60	Other - Long Term Rentals	42,689	16,680	17,989	37,500	18,082	44,084
	Total Long Term Rentals	102,477	78,414	55,754	92,500	33,956	62,084
RV Park							
48240-10-60	Trailer & RV	825,547	2,306,750	1,612,782	1,200,000	1,276,026	1,025,000
Costs Recovered							
48810-10-60	Costs Recovered - Interim	81,479	89,209	76,185	70,000	21,620	22,946
Security/ Insurance Reimbursement							
48510-10-60	Security Reimbursements	251,916	300,098	305,311	306,250	6,734	12,854
48515-10-60	Alcohol Reimbursements						
48520-10-60	Insurance Reimbursements	4,053	4,698	4,738	3,500	750	1,240
	Total Other Interim Revenue	255,969	304,796	310,049	309,750	7,484	14,094
	Total Interim Revenue	3,382,323	4,820,515	4,311,599	3,916,355	2,554,419	1,781,661
Interim Wages & Benefits							
Salaries & Wages - Permanent							
50010-30-60	Salaries & Wages Permanent	464,694	476,885	428,140	538,829	377,857	384,284
50012-30-60	Salaries & Wages Perm. - Overtime	70,542	54,732	61,447	70,930	11,898	7,754
50015-30-60	Salaries & Wages Perm. - Paid Leave	69,590	84,769	61,773	35,719	24,100	15,505
55011-30-60	Salaries & Wages Perm. - Cash Allowance	53,572	58,264	47,754	57,408	37,840	35,880
	Total Salaries & Wages - Interim Permanent	658,397	674,649	599,114	702,886	451,695	443,423
Salaries & Wages - Temporary							
50020-30-60	Salaries & Wages Temp - Interim	156,684	157,168	127,105	166,626	27,259	11,850
Salaries & Wages Temp - Parking Wages							
50030-30-60	Interim	56,414	59,243	85,153	75,783	18,973	
50013-30-60	Salaries & Wages Temp. - Overtime Interim		11,768	28,694	10,000	3,195	
	Total Salaries & Wages - Interim Temporary	213,098	228,179	240,952	252,409	49,427	11,850

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Employee Benefits - Employer's Share							
54000-30-60	Employee Benefits - Employer's Share-Accured Leave	(20,905)	(1,510)	4,405		(35,404)	
55010-30-60	Employee Benefits - Employer's Share-Health Benefits	77,638	94,568	108,168	136,455	98,445	87,954
55030-30-60	Employee Benefits - Employer's Share-Other Benefits	23,444	10,651	7,797	6,400	4,453	3,765
55080-30-60	Sick Pay - Temporary	2,656	1,016	2,139		338	
55040-30-60	Employee Benefits - Employer's Share-Retirement	235,411	252,895	220,276	262,012	178,541	166,053
Total Employee Benefits - Employer's Share:		318,244	357,619	342,784	404,867	246,373	257,772
Payroll Taxes							
55071-30-60	Payroll Taxes - Unemployment Ins. Perm.	384	206	132	630	100	420
55070-30-60	Payroll Taxes - Unemployment Ins. Temp.	9,321	9,712	9,333	13,000	3,016	735
55000-30-60	Payroll Taxes - FICA/Medicare Perm.	49,316	49,839	45,459	48,829	34,412	30,245
55001-30-60	Payroll Taxes - FICA/Medicare Temp.	20,199	17,533	18,596	21,803	3,807	
Total Payroll Taxes		79,220	77,291	73,520	84,262	41,335	31,399
Worker's Compensation Insurance							
55020-30-60	Workers Comp. Insurance - Permanent	21,649	13,134	11,505	28,178	9,622	7,037
55021-30-60	Workers Comp. Insurance- Temporary	8,900	9,454	10,027	12,825	2,053	
Total Workers Compensation Insurance:		30,548	22,588	21,533	41,003	11,675	7,037
Total Wages & Benefits		1,299,507	1,360,326	1,277,903	1,485,427	800,505	751,481
Supplies & Expense							
62030-30-60	Supplies - Interim	16,119	18,043	12,683	13,000	4,618	5,500
62031-30-60	Office Supplies	234	168	351	750	96	600
65021-30-60	Advertising - Interim	3,086	1,724	3,479	4,500		1,000
67010-30-60	Concession & Other Costs Reimbursed	5,074	6,430	3,627	2,750	694	
68065-10-60	Ticket Convenience Fees - Interim						
72045-30-60	Parking Site Rental - Interim				4,000		2,800
73030-30-60	Special Repairs & Equip			231	1,500		
Total Interim Supplies & Equipment		24,513	26,366	20,371	26,500	5,408	9,900
RV Park - Interim							
56000-30-60	RV Park - Contract Services	13,340	10,366	2,073	3,000	25,125	2,073
62032-30-60	RV Park - Supplies	4,003	12,331	19,992	18,000	4,244	19,992

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
65020-30-60	RV Park - Advertising/Publicity	3,051	2,995	4,696	6,000	4,900	4,696
70010-30-60	RV Park - Gas & Electricity	95,612	151,735	144,341	95,000	129,752	144,341
70015-30-60	RV Park - Water & Sewer	16,101	29,196	27,998	18,000	20,606	27,998
73010-30-60	RV Park - Equipment Repair		200				
73020-30-60	RV Park - Buildings & Grounds Repair	4,524		1,086	3,000		1,086
	Total RV Park Supplies & Expense	136,631	206,823	200,184	143,000	184,627	200,184
	Other - Sec/Insurance Reimbursement						
67015-30-60	Insurance Reimbursed	670	4,718	3,143	3,500	2,595	806
56020-30-60	Security - Non-Fair	12,400	46,057	64,574	67,830		
67005-30-60	Security Fees Reimbursed	229,835	269,584	245,268	283,632	5,920	11,560
	Total Other - Sec/Ins Reimbursed	242,905	320,359	312,984	354,962	8,515	12,366
	Land Rent						
56081-10-60	Cal Trans Median Strip Rent	10,187	10,500	10,810	10,500		
	Straw Removal/Equip Rent						
56080-10-40	Straw Removal	193					
72050-30-60	Equipment Rental	4,811	3,434	1,737	3,500	48	700
	Total Other Expenses	5,004	3,434	1,737	3,500	48	700
56000-10-40	Contract Services - Interim	6,675	12,580	8,194	11,000	6,505	4,300
56002-80-60	Business Partner Incentive	6,815	2,149		4,000		
	Total Interim Expense	1,732,235	1,942,537	1,832,184	2,038,889	1,005,608	978,931
	Profit / (Loss)	1,650,088	2,877,978	2,479,415	1,877,466	1,548,811	802,729

Sonoma County Fair
Jockey Club Revenue & Expense
 Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
48600-70-70	Interim Rental - Jockey Club						
48605-70-70	Interim Concessions - Jockey Club						
48610-70-70	Commissions	257,364	264,767	264,897	265,000	201,424	225,084
48620-70-70	Admissions - General	33,570	33,790	27,690	30,000	5,060	
48625-70-70	Turf Club Admissions	6,501	6,355	4,899	6,000	645	
48630-70-70	Jockey Club Program Sales	31					
48635-70-70	Jockey Club Program Commission	3,087	2,925	2,396	2,500	255	
48640-70-70	Concessions	7,264	7,150	8,938	10,000	1,767	
48650-70-70	Other Jockey Club Sales	1,157	602	235	300	38	
48660-70-70	Jockey Club Periodicals - Race Forms	68,136	71,284	62,025	66,000	11,525	
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	2,301	5,270	2,801	3,800		
	Total Satellite Wagering Revenue	379,410	392,142	373,881	383,600	220,714	225,084
Jockey Club Wages & Benefits							
Salaries & Wages - Permanent							
50010-70-70	Salaries & Wages Permanent	50,034	55,679	43,725	43,519	1,123	
50012-70-70	Salaries & Wages Perm. - Overtime	3,145	1,321	1,910	3,910		
50015-70-70	Salaries & Wages Perm. - Paid Leave	3,610	1,507	13,209	3,543	15,492	
55011-70-70	Salaries & Wages Perm. - Cash Allowance	6,975	7,148	7,155	6,624	2,042	
	Total Salaries & Wages - Permanent:	63,764	65,655	65,998	57,596	18,657	
Salaries & Wages - Temporary							
50013-70-70	Salaries & Wages Temporary - Overtime		2,495	3,283	2,800	347	

Sonoma County Fair
Jockey Club Revenue & Expense
 Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
50020-70-70	Salaries & Wages Temporary	70,990	54,131	56,025	55,000	15,642	2,000
	Total Salaries & Wages - Temporary:	70,990	56,626	59,308	57,800	15,989	2,000
	Employee Benefits - Employers Share						
54000-70-70	Employee Benefits - Employer's Share-Accured Leave	2,783	4,338	(6,586)		(790)	
55010-70-70	Employee Benefits - Employer's Share-Health Benefits	20,489	22,370	24,442	23,981	7,541	
55030-70-70	Employee Benefits - Employer's Share-Other Benefits	172	252	50	641	12	
55080-70-70	Sick Pay - Temporary	1,185	463	72		417	
55040-70-70	Employee Benefits - Employer's Share-Retirement	24,465	25,957	26,023	21,603	7,498	
	Total Employee Benefits - Employer's Share:	49,094	53,379	44,001	46,225	14,677	
JOCKEY CLUB EXPENSE							
	Payroll Taxes						
55000-70-70	Payroll Taxes - FICA/Medicare Perm.	4,475	4,454	4,500	3,897	1,255	
55001-70-70	Payroll Taxes - FICA/Medicare Temp.	5,521	4,367	4,548	4,422	1,255	153
55070-70-70	Payroll Taxes - Unemployment Ins. Temp.	1,838	1,513	1,705	3,480	755	70
55071-70-70	Payroll Taxes - Unemployment Ins. Perm.	31	21	13	70	4	
	Total Payroll Taxes	11,865	10,355	10,766	11,869	3,268	223
	Worker's Compensation Insurance						
55020-70-70	Workers Comp. Insurance - Permanent	1,728	712	765	631	210	
55021-70-70	Workers Comp. Insurance- Temporary	2,977	2,355	2,452	2,601	677	80
	Total Workers Compensation Insurance:	4,705	3,067	3,217	3,232	887	80
	Total Wages & Benefits	200,419	189,082	183,292	176,722	53,478	2,303
	Professional Services & Contracts						
56000-70-70	Contract Services - Satellite	9,816	10,343	6,690	15,000	1,940	1,000
56020-70-70	Security Service - Satellite	21,025	26,184	26,588	39,000	5,380	
72050-70-70	Equipment Rental - Jockey Club	3,370	936	2,181	2,500	2,205	

Sonoma County Fair
Jockey Club Revenue & Expense
Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Total Professional Services & Contracts		34,211	37,462	35,459	56,500	9,525	1,000
Advertising & Marketing							
65020-70-70	Advertising - Jockey Club	650	1,500	1,070	1,500	10	
65095-70-70	Cost of Giveaway Items	152					
Total Advertising Expense		802	1,500	1,070	1,500	10	
Jockey Club Supplies & Expense							
62020-70-70	Telephone	6,782	7,373	9,083	9,000	9,501	10,000
62030-70-70	Tickets & Supplies	39					
62031-70-70	Supplies	1,549	6,335	2,818	1,500	1,002	500
68095-70-70	Licenses & Permits	722	627	150		449	450
73010-70-70	Equipment Repair	1,418	10,691	6,949	7,500	1,036	3,000
73020-70-70	Building Repair	2,010	14,138	8,941	7,500		1,000
73030-70-70	Special Repairs & Equip		3,173	2,617	2,500		
Total Jockey Club Supplies & Expense		12,521	42,336	30,558	28,000	11,989	14,950
Programs, Concessions & Parking							
66090-70-70	Cost of Novelties Sold						
62080-70-70	Cost of Periodicals Sold	54,661	55,793	49,292	54,000	9,225	
Total Programs, Concessions & Parking		54,661	55,793	49,292	54,000	9,225	
Fuel & Utilities							
56085-70-70	Garbage	5,026	7,707	3,909	4,500	1,271	1,000
70010-70-70	Gas & Electricity	36,590	53,789	23,072	24,000	13,744	13,200
70015-70-70	Water & Sewer	8,322	13,750	11,613	12,000	3,984	3,500
Total Fuel & Utilities		49,938	75,246	38,594	40,500	18,998	17,700
81000-70-70	Improvements under \$5K		1,009				

Sonoma County Fair
Jockey Club Revenue & Expense
 Budget Worksheet

G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Annual Budget 2020	YTD 2020	Annual Budget 2021
Total Satellite Wagering Expense	352,552	402,429	338,265	357,222	103,225	35,953
Profit / (Loss)	26,859	(10,287)	35,616	26,378	117,489	189,131

ATTACHMENT #1
Sonoma County Fair
Harvest Fair
Budget Worksheet

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
HARVEST FAIR REVENUE							
Cost Recovery							
48810-10-20	Cost Recovered - Harvest Fair	136,868	104,052	56,900	59,343		
Total Cost Recovery		136,868	104,052	56,900	59,343		
Interim Wages & Benefits							
Salaries & Wages - Permanent							
50010-10-20	Allocated Maintenance Wages	15,000	15,000	10,281	11,000		
50010-30-20	Allocated Interim Wages	12,000	12,000	6,949	7,000		
50010-50-20	Allocated Exhibits Wages	4,000	4,000				
50010-90-20	Allocated Administration Wages	5,000	5,000	2,881	3,000		
Total Allocated Wages - Permanent:		36,000	36,000	20,111	21,000		
Salaries & Wages - Temporary							
50020-10-20	Temp Wages Harvest Fair Maintenance						
50020-20-20, 50013-20-20	Temp Wages Publicity Harvest Fair	2,862					
50020-30-20	Temp Wages Harvest Fair Interim						
50020-50-20, 50013-50-20	Temp Wages Harvest Fair Exhibits	1,561					
50020-90-20	Temp Wages Harvest Fair Administration						
50030-30-20	Temp Wages Harvest Fair Parking						
50040-30-20	Temp Wages Harvest Fair Cashiers						
50070-30-20, 50013-90-20	Temp Wages Harvest Fair Admissions	45,860	41,406	24,655	25,000	66	
52010-80-20	Temp Wages Harvest Fair Attractions Special Event						
Total Salaries & Wages - Interim Temporary		50,283	41,406	24,655	25,000	66	
Employee Benefits - Employer's Share							
55010-xx-20, 55030-xx	Employee Benefits - Allocated Wages						
Total Employee Benefits - Employer's Share							
Payroll Taxes							
55071-xx-20	Unemployment Ins. Allocated Wages						
55070-xx-20	Unemployment Ins. Temp.	1,965	1,704	652	1,505	4	
55000-xx-20	FICA/Medi - Allocated Wages	4,667	4,667				

ATTACHMENT #1
Sonoma County Fair
Harvest Fair
Budget Worksheet

G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Annual Budget 2020	YTD 2020	Annual Budget 2021
55000-xx-20, 55001-xx FICA/Medi - Temp Wages	6,180	5,501	1,886	1,913	5	
Total Payroll Taxes	12,811	11,871	2,538	3,418	9	
Worker's Compensation Insurance						
55020-xx-20, 55021-xx Workers Comp. Insurance - Allocated Wages						
55020-xx-20, 55021-xx Workers Comp. Insurance- Temporary	2,074	1,708	1,017	1,125	3	
Total Workers Compensation Insurance:	2,074	1,708	1,017	1,125	3	
Total Allocated Wages & Benefits	40,667	40,667	20,111	21,000		
Total Temp. Wages & Benefits	60,502	50,319	28,210	29,543	78	
Total Wages & Benefits	101,169	90,985	48,320	50,543	78	
Other Expenses						
62010-90-20 Postage - Harvest Fair	2,000	2,000	2,000	2,000		
68085-90-20 Miscellaneous - Harvest Fair	8,000	8,000	6,800	6,800		
Total Other Expenses	10,000	10,000	8,800	8,800		
Total Harvest Fair Expense	111,169	100,985	57,120	59,343	78	
Profit / (Loss)	25,699	3,067	(221)		(78)	

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Administration Wages & Benefits							
Salaries & Wages - Permanent							
50010-90-80	Salaries & Wages Permanent	479,073	493,553	463,854	512,554	344,934	259,490
50012-90-80	Salaries & Wages Perm. - Overtime	45,084	33,060	34,495	28,964	1,801	
50015-90-80	Salaries & Wages Perm. - Paid Leave	39,130	50,455	72,417	36,204	60,870	20,461
55011-90-80	Salaries & Wages Perm. - Cash Allowance	43,028	43,056	43,056	43,056	29,808	14,352
Total Salaries & Wages - Permanent:		606,316	620,124	613,822	620,778	437,413	294,303
Salaries & Wages - Temporary							
50013-90-80	Salaries & Wages Temporary - Overtime		835	57			
50020-90-80	Salaries & Wages Temporary	16,527	12,611	4,165	12,000	345	3,000
Total Salaries & Wages - Temporary:		16,527	13,446	4,223	12,000	345	3,000
Employee Benefits - Employer's Share							
54000-90-80	Employee Benefits - Employer's Share-Accrued Leave	14,052	5,104	6,789		(22,958)	
55010-90-80	Employee Benefits - Employer's Share-Health Benefits	58,516	60,819	71,360	91,450	55,323	32,835
55030-90-80	Employee Benefits - Employer's Share-Other Benefits	29,597	6,994	7,289	12,340	6,351	9,140
55050-90-80	GASB 68 Pension Expense	(1,414)	(333,538)	(44,165)			
55080-90-80	Sick Pay - Temporary		98				
55040-90-80	Employee Benefits - Employer's Share-Retirement	217,242	235,517	235,726	237,046	175,376	112,878
Total Employee Benefits - Employer's Share:		317,993	(25,007)	276,999	340,836	214,093	154,854
Payroll Taxes							
55000-90-80	Payroll Taxes - FICA/Medicare Perm.	45,253	44,863	44,850	40,487	32,961	17,203
55001-90-80	Payroll Taxes - FICA/Medicare Temp.	1,264	836	323	918	26	230
55070-90-80	Payroll Taxes - Unemployment Ins. Perm.	948	840	267	420	21	140
55071-90-80	Payroll Taxes - Unemployment Ins. Temp.	382	198	137	722	93	181
Total Payroll Taxes:		47,847	46,737	45,578	42,547	33,102	17,753

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
Worker's Compensation Insurance							
55020-90-80	Workers Comp. Insurance - Permanent	17,727	7,670	7,130	7,642	5,244	3,471
55021-90-80	Workers Comp. Insurance- Temporary	682	559	174	540	14	135
	Total Workers Compensation Insurance:	18,408	8,229	7,304	8,182	5,258	3,606
	Total Administration Wages & Benefits:	1,007,091	663,529	947,926	1,024,343	690,210	473,516
Administration Professional Services (Contracts)							
56000-90-80	Other Services & Misc.	119,399	18,355	23,950	17,000	38,331	40,000
56005-90-80	County Indirect Expenses	132,936	92,376	85,992	114,996	105,413	120,000
56050-90-80	Legal Fees	17,978	58,425	57,741	50,000	20,148	30,000
56070-90-80	Payroll Service	44,263	47,009	53,348	52,000	32,381	34,000
56075-90-80	Computer Support	9,353	9,882	3,038	25,000	30,776	25,000
	Total Admin Professional Services (Contracts):	323,929	226,047	224,069	258,996	227,049	249,000
Director's Expense							
68070-90-80	Director's Expense	11,027	11,204	8,932	10,000	1,693	5,000
Traveling/Training Expense - Employees							
68090-90-80	Traveling/Training Expense	16,562	16,909	14,273	15,000	2,735	5,000
Office Supplies and Expense							
56020-30-80	Security Alarms - Grounds						
62030-90-80	Office Supplies & Expense	14,228	20,009	15,693	15,000	1,730	3,000
62060-90-80	Computer Supplies		1,146	190	500	200	500
68040-90-80	Miscellaneous Expense	7,047	(1,099)	796	500	1	500
68060-90-80	Bank/Credit Card Fees	66,893	88,407	92,614	90,000	39,266	52,000
68075-90-80	Staff Meetings	113	179	282	400		400
68095-90-80	Licenses & Permits	11,044	11,404	11,105	11,000	6,374	11,000
72020-90-80	Office Equipment Rental (Copier Lease)	10,246	7,324	10,275	10,000	3,592	10,000
73010-90-80	Equipment Repair	90			250	803	250
73030-90-80	Special Repairs & Equipment	1,350		1,656	2,000		1,000

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

		Actual YTD	Actual YTD	Actual YTD	Annual Budget	YTD	Annual Budget
G/L #		2017	2018	2019	2020	2020	2021
78890-90-80	Donations	946					
	Total Administration Office Supplies & Expense:	111,959	127,370	132,611	129,650	51,965	78,650
	Telephone and Postage Expense						
62010-90-80	Postage	12,324	15,207	10,144	10,000	3,777	6,000
62015-90-80	Air Postage	580	146	413	400		400
62020-90-80	Telephone	37,579	40,564	41,745	40,000	39,597	40,000
	Total Administration Telephone & Postage Expense:	50,483	55,917	52,301	50,400	43,373	46,400
	Dues and Subscriptions						
68010-90-80	Dues & Subscriptions	8,281	7,856	11,289	10,000	6,349	7,500
	Insurance (General Liability)						
68085-90-80	Insurance Other	63,397	84,112	66,234	70,000	64,163	90,000
68086-90-80	Liability Claims						
	Total Insurance (General Liability) Expense:	63,397	84,112	66,234	70,000	64,163	90,000
	Audit Expense						
56060-90-80	Audit Fees	59,500	37,100	22,500	24,000	18,700	24,000
	Current Year Bad Debt Expenses						
68020-90-80	Bad Debt Expense	9,676	22,548				
68020-58-10	JLA Bad Debt Expense						
68030-90-80	Misc/Cash Over/Short	3,488	(5,012)	1,793	1,000	5	1,000
81000-90-80	Equipment>\$500<\$5000 - Admin			717	3,000	500	
	Total Administration Expense	1,665,394	1,247,579	1,482,645	1,596,389	1,106,243	980,566

Maintenance and General Operations Expense

Budget Worksheet

G/L #		Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Annual Budget 2020	YTD 2020	Annual Budget 2021
Maintenance Wages & Benefits							
Salaries & Wages - Permanent							
50010-10-80	Salaries & Wages Permanent	551,299	537,789	579,901	660,266	428,087	328,389
50012-10-80	Salaries & Wages Perm. - Overtime	93,423	48,564	76,229	63,814	22,170	6,071
50015-10-80	Salaries & Wages Perm. - Paid Leave	43,621	82,991	61,730	40,397	74,620	14,253
55011-10-80	Salaries & Wages Perm. - Cash Allowance	66,348	65,164	67,027	71,760	49,460	28,704
	Total Salaries & Wages - Permanent:	754,691	734,508	784,887	836,237	574,337	377,416
Salaries & Wages - Temporary							
50013-10-80	Salaries & Wages Temporary - Overtime		26,213	38,320	45,000	5	
50020-10-80	Salaries & Wages Temporary	206,633	175,725	221,621	255,000	2,417	
55999-99-99	Payroll Contra account for CIP projects						
	Total Salaries & Wages - Temporary:	206,633	201,938	259,941	300,000	2,422	
Employee Benefits - Employers Share							
54000-10-80	Employee Benefits - Employer's Share-Accrued Leave	5,240	(4,311)	21,516		5,395	
55010-10-80	Employee Benefits - Employer's Share-Health Benefits	122,272	134,263	166,801	194,521	140,578	83,334
55030-10-80	Employee Benefits - Employer's Share-Other Benefits	18,141	8,729	12,446	6,400	5,545	3,330
55080-10-80	Sick Pay - Temporary	240	1,630	1,080		104	
55040-10-80	Employee Benefits - Employer's Share-Retirement	263,615	270,047	283,779	312,235	211,572	143,051
	Total Employee Benefits - Employer's Share:	409,508	410,357	485,622	513,156	363,194	229,715
Payroll Taxes							
55000-10-80	Payroll Taxes - FICA/Medicare Perm.	56,506	54,506	59,359	58,367	48,867	26,393
55001-10-80	Payroll Taxes - FICA/Medicare Temp.	15,826	15,696	19,968	22,950	193	
55070-10-80	Payroll Taxes - Unemployment Ins. Temp.	10,059	8,623	10,206	13,000	157	
55071-10-80	Payroll Taxes - Unemployment Ins. Perm.	459	230	163	630	117	350
	Total Payroll Taxes	82,850	79,055	89,696	94,947	49,334	26,743
Worker's Compensation Insurance							
55020-10-80	Workers Comp. Insurance - Permanent	84,649	125,730	114,973	123,234	72,393	63,814
55021-10-80	Workers Comp. Insurance- Temporary	8,534	8,356	10,767	13,500	104	
	Total Workers Compensation Insurance:	93,182	134,086	125,740	136,734	72,497	63,814
	Total Maintenance Wages & Benefits:	1,546,866	1,559,945	1,745,888	1,881,074	1,061,784	697,689
Professional Services (Contractual)							
56000-10-80	Contract Services	97,396	100,872	105,376	90,000	32,236	30,000
56086-10-80	Recycling Program	1,184			2,000		
	Total Contract Services:	98,580	100,872	105,376	92,000	32,236	30,000
Rental - Maintenance Equipment							
72050-10-80	Equipment Rental - Maintenance	30,253	34,542	38,525	35,000	8,865	6,000
Light, Heat, Water and Power							
70010-10-80	Gas & Electricity	150,816	151,700	175,044	175,000	128,203	153,600

Maintenance and General Operations Expense

Budget Worksheet

G/L #		Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Annual Budget 2020	YTD 2020	Annual Budget 2021
70010-10-20	Gas & Electricity -Harvest Fair (reimbursement)						
70015-10-80	Water & Sewer	154,167	135,828	160,998	135,000	146,798	159,420
	Total Heat, Light, Water and Power:	304,983	287,528	336,042	310,000	275,000	313,020
	Maintenance of Equipment - Supplies and Expense						
73010-10-80	Equipment Repairs	38,158	54,129	43,832	45,000	24,220	24,000
68095-10-80	Licenses & Permits - Maintenance	6,283	6,588	8,471	8,000	5,869	12,000
70040-10-80	Mechanic Supplies	8,555	9,513	6,947	9,000	1,337	3,600
70045-10-80	Fuel	38,818	43,142	46,523	43,000	9,465	6,000
	Total Maintenance of Equipment:	91,814	113,373	105,773	105,000	40,891	45,600
	Maintenance of Buildings & Grounds - Supplies and Expense						
62030-10-80	Office Supplies	694	1,348	762	2,000	87	420
70020-10-80	Janitorial Supplies	48,445	43,350	54,026	45,000	8,699	7,200
70025-10-80	Landscape Supplies	25,285	24,194	49,253	25,000	16,895	18,000
70030-10-80	Electrical Supplies	20,024	17,583	17,208	18,000	2,129	3,600
70035-10-80	Carpentry/Plumbing Supplies	12,305	10,873	12,109	13,000	1,711	3,600
70050-10-80	Grounds Supplies	58,328	46,188	32,134	40,000	9,276	12,000
70060-10-80	Paint Supplies	29,861	19,169	21,713	23,000	2,631	6,000
70070-10-80	Chairs/Tables/Other Inventory				5,000		
73021-10-80	Special Repairs - ADA	6,923	5,716	4,810	5,000		
73020-10-80	Building & Ground Repairs	39,541	51,406	26,797	40,000	65,695	12,000
	Total Maint of Buildings & Grounds	241,407	219,827	218,812	216,000	107,124	62,820
	Trash Removal, Clean Up (Contractual)						
56085-10-80	Garbage Service	89,236	83,059	98,515	90,000	18,926	36,000
	Special Repairs & Equipment						
73030-10-80	Special Repairs & Equipment	19,000	45,214	12,044	18,000		6,000
	Equipment>\$500<\$5,000- Maintenance						
81000-10-80	Equipment>\$500<\$5,000- Maintenance	25,101	15,392	10,196	12,000		6,000
	Total Maintenance Expense:	2,447,241	2,459,750	2,671,171	2,759,074	1,544,827	1,203,129

**Sonoma County Fair
Other Revenue**

G/L #		Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Annual Budget 2020	YTD 2020	Annual Budget 2021
	Other Operating Revenue (Misc Non-Fair)						
48400-90-80	Interest	3,553	3,867	8,501	5,000	6,553	
48850-90-80	Other Misc. Revenue	1,123	4,350			44,721	
48870-90-80	Discounts Earned	643	819	454		136	
48810-10-80	Costs Recovered	145,372	48,924	45,881	25,000	541,093	252,351
48401-90-80	Outstanding Receivables Interest	1,596	3,117	2,332	1,500	120	
	Total Other Operating Revenue	152,287	61,077	57,169	31,500	592,622	252,351
48910-90-80	Prior Year Revenue Adjustments	56,422	258,024	51,717		154,284	
31101-90-80, 31200-90-80	Capital Contribution	549,026		125,569			

**Sonoma County Fair
Other Expense
Budget Worksheet**

G/L #	Actual YTD 2016	Actual YTD 2017	Actual YTD 19-01 - 2019-	Annual Budget 2020	YTD 2020	Annual Budget 2021
Prior Year Operating Expense Adjustments & Other Expenses						
91080-90-80	(13)	279,084	23,924		1,854	
75025-90-80						
	(13)	279,084	23,924		1,854	
Other Interest Expense						
75010-90-80	12,190	12,500				

Capital Improvements and Equipment Purchases - Budget 2021

Description	Outside Support	
	Project Estimate	Fair Funds
Access Improvements		
Capital Improvements		
Finley Roof		
RV Park Improvements		
Asphalt		
East Grace Pavilion Doors		
Carnival Lot Irrigation		
Capital Improvement Total		
Equipment Purchases		
Mule for Race Track		\$42,000
Equipment Purchase Total		\$42,000
JLA Fund Capital Projects (JLA Restricted Funds used for these projects)		
JLA Projects Total		
Grand Total Capital Improvements and Equipment Purchases		\$42,000

Sonoma County Fair Salaries

	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Annual Budget 2020	Actual YTD 2020
Publicity	46,686	33,898	44,477	41,936	4,750
Attendance	84,878	72,600	71,060	88,841	0
Hall of Flowers	75,713	57,444	82,424	70,902	0
Exhibits	366,514	425,820	429,498	523,122	194,869
Misc. Fair	74,994	71,710	94,676	116,559	0
Racing	585,559	456,000	492,313	496,000	25,786
Attractions	40,747	37,890	41,612	44,397	0
Interim	1,299,507	1,360,326	1,277,903	1,485,427	800,505
Jockey Club	200,419	189,082	183,292	176,722	53,478
Harvest Fair	101,169	90,985	48,320	50,543	78
Administration	1,007,091	663,529	947,926	1,024,343	690,210
Maintenance	1,546,866	1,559,945	1,745,888	1,881,074	1,061,784
Grand Total Salaries & Benefits	5,430,143	5,019,230	5,459,391	5,999,866	2,831,461

**Annual
Budget
2021**

0

0

0

175,726

0

0

0

751,481

2,303

0

473,516

697,689

2,100,714