

# 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

#### February 23, 2021 - 4:45pm – 5:00pm

In accordance with Executive Order N-29-20 the February 23, 2021 Sonoma County Fair Committee meeting will be held virtually.

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

#### To Join Zoom Meeting:

<https://us02web.zoom.us/j/84375598500?pwd=YkRDd1pZbTFCeUVRMzE4T2xpcINFdz09>

Meeting ID: 843 7559 8500

Passcode: 839834

One tap mobile

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Dial by your location

+1 669 900 6833

Meeting ID: 843 7559 8500

Passcode: 839834

### AGENDA

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

1. Call to Order / Roll Call
2. Approval of the Agenda
3. Public Comments  
Any member of the audience desiring to address the Board on a matter not on the agenda: Please stand and after receiving recognition from the Chair, please state your name and make your comments. In order that all interested parties have an opportunity to address the Board, each person is granted 3 minutes to speak. While members of the public are welcome to address the Board, under the Brown Act, Board members may not deliberate or take action on items not on the agenda, and generally may only listen. For items that are on the agenda, each person will be allowed to address the topic being discussed, and will be allowed 3 minutes to speak.
4. Discussion and possible action regarding Draft Financial Statement, through January 2021 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through January 2021 - **(Attachment #2)** – Michael Margetts

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

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

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

	1/31/2021 Calendar YTD	1/31/2020 Calendar YTD
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash in Bank and Treasury	4,353,291	4,493,213
Accounts Receivable, Net	509,118	61,220
Racing Settlement Receivable	2,728	9,798
Prepaid Expenses		
Inventory of Supplies		
Other Current Assets		109,229
<b>Total Current Assets</b>	<b>4,865,136</b>	<b>4,673,460</b>
<b>Property &amp; Equipment, Net</b>	<b>8,705,272</b>	<b>8,816,987</b>
Construction in Progress	7	23,681
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>8,705,278</b>	<b>8,840,668</b>
<b>Other Assets</b>		
Restricted Cash	120,904	120,904
Due From/Due (To) County for Vet's	325	7,810
GASB 68 Deferred Outflow of Resources	1,345,144	1,345,144
GASB 75 Deferred Outflow of Resources	260,378	260,378
<b>Total Other Assets</b>	<b>1,726,752</b>	<b>1,734,236</b>
<b>TOTAL ASSETS</b>	<b>15,297,166</b>	<b>15,248,365</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	27,915	68,603
Scholarships Payable	13,250	8,250
Accrued Expenses	546,386	672,976
Racing Payable	4,701	(23,181)
Purses Paid - (Over)/Under	(4,679)	(34,691)
Other Short Term Liabilities	791	791
Short Term Notes		
Current Portion of Long-Term Debt		
Deferred Income	268,991	364,142
<b>Total Current Liabilities</b>	<b>857,356</b>	<b>1,056,890</b>
<b>Long Term Liabilities</b>		
GASB 68 Deferred Inflow of Resources	88,252	88,252
GASB 68 Net Pension Liability	2,606,442	2,606,442
GASB 75 Deferred Inflow of Resources	429,195	429,195
GASB 75 Net Pension Liability	1,446,779	1,446,779
<b>Total Long Term Liabilities</b>	<b>4,570,668</b>	<b>4,570,668</b>
<b>NET ASSETS</b>		
<b>Investment in Capital Assets</b>	<b>8,705,270</b>	<b>8,816,986</b>
<b>Restricted for Scholarships</b>	<b>37,849</b>	<b>37,849</b>
<b>Restricted for Junior Livestock Auction</b>	<b>120,815</b>	<b>91,208</b>
<b>Other Restricted</b>	<b>120,916</b>	<b>120,916</b>
<b>Retained Earnings - Unrestricted</b>	<b>(111,584)</b>	<b>522,798</b>
<b>Profit/(Loss) Current Year</b>	<b>995,877</b>	<b>31,050</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15,297,166</b>	<b>15,248,365</b>

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

DRAFT - UNAUDITED

	1/31/2021 Actual YTD	1/31/2020 Prior Year YTD	Variance	1/31/2021 Budget YTD	Variance	1/31/2021 Actual PTD
<b>Operating Revenue</b>						
Fair						
Interim	158,418	240,151	(81,733)	150,744	7,674	158,418
Jockey Club	23,375	32,687	(9,312)	10,000	13,375	23,375
<b>Total Operating Revenue</b>	<b>181,793</b>	<b>272,838</b>	<b>(91,044)</b>	<b>160,744</b>	21,049	<b>181,793</b>
<b>Operating Expense</b>						
Fair	8,645	34,738	26,093	7,222	(1,423)	8,645
Interim	35,374	61,777	26,403	41,877	6,503	35,374
Jockey Club	2,210	17,647	15,437	2,220	10	2,210
General & Administrative	86,660	128,738	42,078	108,178	21,518	86,660
Allocated Costs - Harvest Fair						
<b>Total Operating Expenses</b>	<b>132,889</b>	<b>242,900</b>	<b>110,011</b>	<b>159,497</b>	26,608	<b>132,889</b>
<b>Operating Income/(Loss)</b>	<b>48,904</b>	<b>29,938</b>	<b>18,966</b>	<b>1,247</b>	<b>47,657</b>	<b>48,904</b>
Other Revenue	947,461	1,554	945,907	42,058	905,403	947,461
Harvest Fair - Revenue						
Harvest Fair - Expense		(78)	78			
Interest Expense	(489)		(489)		(489)	(489)
JLA, net		(365)	365			
Net Affect of GASB 68 Adjustments						
Prior Year & Misc Expense						
<b>Net Income/(Loss)before depreciation and capital</b>	<b>995,877</b>	<b>31,050</b>	<b>964,827</b>	<b>43,305</b>	<b>952,572</b>	<b>995,877</b>
Depreciation Expense						
<b>Net Income(Loss) before capital</b>	<b>995,877</b>	<b>31,050</b>	<b>964,827</b>	<b>43,305</b>	952,572	<b>995,877</b>
Gain (loss) on disposal of asset						
Capital Expenditures						
Capital Funding						
<b>Net Income (Loss) incl Capital</b>	<b>995,877</b>	<b>31,050</b>	<b>964,827</b>	<b>43,305</b>	952,572	<b>995,877</b>

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

DRAFT - UNAUDITED

	1/31/2021 Actual YTD	1/31/2020 Prior Year PTD	Variance	1/31/2021 Budget YTD	Variance
<b>Revenue</b>					
Admissions				-	
Parking				-	
Commercial Space				-	
Carnival				-	
Concessions				-	
Exhibits				-	
Racing				-	
Attractions				-	
Sponsorships				-	
VIP Tent				-	
Miscellaneous				-	
<b>Total Fair Revenue</b>					
<b>Expense</b>					
Labor and Benefits	4,641	26,450	21,809	6,662	2,021
Advertising & Publicity	528		(528)	560	32
Attendance	238	66	(172)	-	(238)
Signage/Other/Drinking Water				-	
Premium				-	
Hall of Flowers				-	
Exhibits	75		(75)	-	(75)
Commerical/Concessions Exhibits				-	
Racing	3,163	6,301	3,138	-	(3,163)
Attractions				-	
Miscellaneous				-	
VIP Tent				-	
RV Park - Fair - Contract Services		1,921	1,921	-	
<b>Total Expense</b>	<b>8,645</b>	<b>34,738</b>	<b>26,093</b>	<b>7,222</b>	<b>(1,423)</b>
<b>Fair Income/(Loss)</b>	<b>(8,645)</b>	<b>(34,738)</b>	<b>26,093</b>	<b>(7,222)</b>	<b>(1,423)</b>

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

DRAFT - UNAUDITED

	1/31/2021 Actual YTD	1/31/2020 Prior Year YTD	Variance	1/31/2021 Budget YTD	Variance
<b>Revenue</b>					
Long Term Rentals	5,871	5,272	599	5,700	171
Building Rental		33,700	(33,700)	-	
Facility Rental	36,992	8,432	28,560	51,870	(14,878)
Equipment Rental		8,168	(8,168)	370	(370)
Trailer & RV	105,843	139,484	(33,641)	80,000	25,843
Interim Parking	252	14,302	(14,050)	1,934	(1,682)
Insurance/Costs Reimbursed	(571)	2,577	(3,148)	650	(1,221)
Security Reimbursed		2,958	(2,958)	220	(220)
Food & Other Concessions	31	1,264	(1,233)	-	31
Alcohol Concessions		3,495	(3,495)	-	
Other Interim Revenue	10,000	20,500	(10,500)	10,000	
<b>Total Revenue</b>	<b>158,418</b>	<b>240,151</b>	<b>(81,733)</b>	<b>150,744</b>	<b>7,674</b>
<b>Expense</b>					
Int Wages & Benefits	19,458	51,763	32,306	28,666	9,208
Int Parking Wages & Benefits		6,608	6,608		
<b>Total Wages &amp; Benefits</b>	<b>19,458</b>	<b>58,372</b>	<b>38,914</b>	<b>28,666</b>	<b>9,208</b>
Contract Services-Interim	540	540		400	(140)
Contract Services-RV Park	4,400		(4,400)		(4,400)
Straw Removal				-	
Security				-	
Supplies & Equipment	75	73	(2)	300	225
RV Park Utilities	10,902		(10,902)	12,000	1,098
RV Park Advertising				-	
Miscellaneous RV Parking				-	
RV Supplies & Equipment		11	11	311	311
Interim Advertising				-	
Business Partner Incentive				-	
Insurance/Costs Reimbursed				-	
Security Costs Reimbursed		2,782	2,782	200	200
Equipment Rental				-	
CalTrans Median Strip Rent				-	
Special Repairs & Equipment				-	
<b>Total Expense</b>	<b>35,374</b>	<b>61,777</b>	<b>26,403</b>	<b>41,877</b>	<b>6,503</b>
<b>Interim Income/(Loss)</b>	<b>123,044</b>	<b>178,374</b>	<b>(55,330)</b>	<b>108,867</b>	<b>14,177</b>

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

**DRAFT - UNAUDITED**

	<b>1/31/2021</b>	<b>1/31/2020</b>		<b>1/31/2021</b>	
	<b>Actual</b>	<b>Prior Year</b>	<b>Variance</b>	<b>Budget</b>	<b>Variance</b>
	<b>YTD</b>	<b>YTD</b>		<b>YTD</b>	
<b>Revenue</b>					
Admissions		1,958	(1,958)	-	
Turf Club		222	(222)	-	
Commissions	23,375	25,169	(1,794)	10,000	13,375
Programs/Other		105	(105)	-	
Race Forms, etc		4,508	(4,508)	-	
Concessions		724	(724)	-	
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees				-	
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>23,375</b>	<b>32,687</b>	<b>(9,312)</b>	<b>10,000</b>	<b>13,375</b>
<b>Expense</b>					
Wages & Benefits		12,241	12,241	-	
Contract Services				-	
Supplies & Expense	471	1,839	1,368	830	359
Utilities	1,739		(1,739)	1,390	(349)
Cost of Periodicals		3,143	3,143	-	
Garbage		424	424	-	
Advertising & Marketing				-	
<b>Total Jockey Club Expenses</b>	<b>2,210</b>	<b>17,647</b>	<b>15,437</b>	<b>2,220</b>	<b>10</b>
<b>Jockey Club Income/(Loss)</b>	<b>21,166</b>	<b>15,040</b>	<b>6,125</b>	<b>7,780</b>	<b>13,386</b>

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

**DRAFT - UNAUDITED**

	<b>1/31/2021 Actual YTD</b>	<b>1/31/2020 Prior Year YTD</b>	<b>Variance</b>	<b>1/31/2021 Budget YTD</b>	<b>Variance</b>
Cost Recovered Harvest Fair	0	0	0	-	0
<b>Total Revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Expense</b>					
Admin Wages and Benefits	0	0	0	-	0
Publicity Wages and Benefits	0	0	0	-	0
Maintenance Wages and Benefits	0	0	0	-	0
Interim Wages and Benefits	0	8	8	-	0
Exhibits Wages and Benefits	0	0	0	-	0
Attendance Wages and Benefits	0	70	70	-	0
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	0	0	-	0
<b>Total Expenses</b>	<b>0</b>	<b>78</b>	<b>78</b>	<b>0</b>	<b>0</b>
<b>Harvest Fair Income(Loss)</b>	<b>0</b>	<b>(78)</b>	<b>78</b>	<b>0</b>	<b>0</b>



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

DRAFT - UNAUDITED

	1/31/2021 Actual YTD	1/31/2020 Prior Year YTD	Variance	1/31/2021 Budget YTD	Variance
<b>Expense</b>					
Wages & Benefits-Admin	18,359	33,955	15,597	16,755	(1,604)
Contract Services-Admin	824	970	146	2,750	1,926
County Indirect Services	10,000	9,583	(417)	10,000	
Legal	207		(207)	2,500	2,293
Office Expense-Admin	4,448	4,030	(418)	3,025	(1,423)
Postage & Telephone	1,826	2,284	458	1,500	(326)
Director's Expense & Travel	298	28	(270)	100	(198)
Donations				-	
Insurance	7,500	5,833	(1,667)	7,500	
Audit Fee				-	
Bad Debt and Cash Short/Over		352	352	-	
<b>Administration Expenses</b>	<b>43,462</b>	<b>57,036</b>	<b>13,574</b>	<b>44,130</b>	<b>668</b>
Wages & Benefits-Maint	32,682	54,316	21,634	27,213	(5,469)
Contract Services-Maint	209	3,546	3,337	2,500	2,292
Equipment Rental-Maint		664	664	500	500
Utilities	5,224		(5,224)	20,800	15,576
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	2,592	3,389	796	3,000	408
Maintenance Supplies	1,659	9,573	7,914	6,035	4,376
Repairs & Maintenance	234		(234)	2,000	1,766
Equipment Repairs	598	215	(383)	2,000	1,402
<b>Maintenance Expenses</b>	<b>43,198</b>	<b>71,703</b>	<b>28,504</b>	<b>64,048</b>	<b>20,850</b>
<b>General &amp; Administrative Expenses</b>	<b>86,660</b>	<b>128,738</b>	<b>42,078</b>	<b>108,178</b>	<b>21,518</b>

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

DRAFT - UNAUDITED

	1/31/2021 Actual YTD	1/31/2020 Prior Year YTD	Variance	1/31/2021 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	2,101	4,869	2,768	4,300	2,199
Interim	8,342	22,034	13,692	15,900	7,558
Jockey Club		2,456	2,456	-	
Golf Course				-	
Administration	8,993	17,384	8,391	9,700	707
Maintenance	12,601	25,696	13,095	13,800	1,199
<b>Total Permanent Salaries</b>	<b>32,036</b>	<b>72,439</b>	<b>40,402</b>	<b>43,700</b>	<b>11,664</b>
<b>Temporary Salaries</b>					
Fair		4,569	4,569	-	
Interim		13,136	13,136	300	300
Jockey Club		6,061	6,061	-	
Golf Course				-	
Administration				-	
Maintenance		1,117	1,117	-	
<b>Total Temporary Salaries</b>		<b>24,883</b>	<b>24,883</b>	<b>300</b>	<b>300</b>
<b>Health Benefits</b>					
Fair	462	13,943	13,480	450	(12)
Interim	3,123	6,785	3,662	3,300	177
Jockey Club		1,075	1,075	-	
Golf Course				-	
Administration	1,375	3,174	1,799	1,200	(175)
Maintenance	6,050	7,322	1,273	3,200	(2,850)
<b>Total Health Benefits</b>	<b>11,010</b>	<b>32,299</b>	<b>21,289</b>	<b>8,150</b>	<b>(2,860)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	390	979	589	350	(40)
Interim	1,376	3,802	2,426	1,350	(26)
Jockey Club		918	918	-	
Golf Course				-	
Administration	1,229	2,184	956	700	(529)
Maintenance	4,458	5,868	1,410	3,500	(958)
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>7,453</b>	<b>13,752</b>	<b>6,298</b>	<b>5,900</b>	<b>(1,553)</b>
<b>Retirement, UI, Other</b>					
Fair	1,687	2,156	469	1,562	(125)
Interim	6,617	12,627	6,010	7,816	1,199
Jockey Club		1,666	1,666	-	
Golf Course				-	
Administration	6,763	11,214	4,451	5,155	(1,608)
Maintenance	9,573	14,312	4,739	6,713	(2,860)
<b>Total Retirement &amp; Other Benefits</b>	<b>24,640</b>	<b>41,975</b>	<b>17,335</b>	<b>21,246</b>	<b>(3,394)</b>
<b>TOTAL</b>	<b>75,139</b>	<b>185,347</b>	<b>110,207</b>	<b>79,296</b>	<b>4,157</b>
<b>TOTAL BY DEPT</b>					
Fair	4,641	26,516	21,875	6,662	2,021
Interim	19,458	58,384	38,926	28,666	9,208
Jockey Club		12,176	12,176		
Golf Course					
Administration	18,359	33,955	15,597	16,755	(1,604)
Maintenance	32,682	54,316	21,634	27,213	(5,469)
<b>TOTAL ALL DEPARTMENTS</b>	<b>75,139</b>	<b>185,347</b>	<b>110,207</b>	<b>79,296</b>	<b>4,157</b>

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

	Actual YTD	Prior Year YTD	Variance	Budget YTD	Variance
<b>Salaries</b>					
Fair					
Hall of Flowers				-	
Publicity		2,970	2,970	-	
Parking				-	
Admissions				-	
Exhibits - Temp				-	
Exhibits - Perm	2,101	4,869	2,768	4,300	2,199
Attractions				-	
Concessions Auditor				-	
Racing		1,533	1,533	-	
<b>Total Salaries</b>	<b>2,101</b>	<b>9,372</b>	<b>7,270</b>	<b>4,300</b>	<b>2,199</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	422	758	337	450	28
Racing	41	13,185	13,144	-	(41)
<b>Total Health Benefits</b>	<b>462</b>	<b>13,943</b>	<b>13,480</b>	<b>450</b>	<b>(12)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers				-	
Publicity		350	350	-	
Parking				-	
Admissions				-	
Exhibits	390	449	59	350	(40)
Attractions				-	
Racing		180	180	-	
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>390</b>	<b>979</b>	<b>589</b>	<b>350</b>	<b>(40)</b>
<b>TOTAL</b>	<b>2,954</b>	<b>24,293</b>	<b>21,339</b>	<b>5,100</b>	<b>2,146</b>
<b>Retirement, UI, Other</b>					
Fair					
Hall of Flowers				-	
Publicity		184	184	-	
Parking				-	
Admissions				-	
Exhibits - Perm	1,687	1,877	190	1,562	(125)
Attractions				-	
Racing		95	95	-	
<b>Total Retirement &amp; Other Benefits</b>	<b>1,687</b>	<b>2,156</b>	<b>469</b>	<b>1,562</b>	<b>(125)</b>

**CASH EXPENDITURES**

**MONTH OF :** JANUARY 2021

PERMANENT PAYROLL	\$	180,123.82
TEMP PAYROLL	\$	2,144.54
ACCOUNTS PAYABLE	\$	61,552.62
TOTAL PAYMENTS	\$	<u>243,820.98</u>
LEGAL FEES PAID	\$	207.00

# Historical Receivables Aging Summary

As Of: Sunday, January 31, 2021

	<u>61-90 Days</u>	<u>91-120 Days</u>	<u>Over 120 Days</u>	<u>Balance</u>
<hr/>				
CAL FIRE Sonoma/Lake/Napa Unit (00012093)	270,000.00			270,000.00
				0.00
				0.00
County of Sonoma Department of Health Services (00006709)			1,000.00	1,000.00
				0.00
				0.00
Los Alamitos Racing (0000429)			37.99	37.99
				0.00
				0.00
Pacific Racing Association (0000422)			6.49	6.49
Grand Total:	<u>270,000.00</u>	<u>0.00</u>	<u>1,044.48</u>	<u>271,044.48</u>

**CREDIT CARD DETAIL - JANUARY 2021**

<b>GL Account</b>	<b>GL Account Description</b>	<b>Amount</b>	<b>Reference</b>
56000-30-60	Contract Services-RV Park-Interim	247.60	Cliff
62050-30-10	Tickets & Credentials	140.01	Cliff
70050-10-80	Grounds Supplies	13.96	Cliff
		<u><b>401.57</b></u>	<b>Cliff Total</b>
65085-20-10	Website	19.95	Michael
62034-20-10	Supplies-Publicity	52.99	Michael
56000-90-80	Contract Services- Administration	121.84	Michael
62030-30-60	Supplies-Interim	74.97	Michael
62030-60-10	Supplies- Racing	190.00	Michael
62030-90-80	Office Supplies- Administration	199.95	Michael
62030-90-80	Office Supplies- Administration	20.00	Michael
62030-90-80	Office Supplies- Administration	35.00	Michael
65030-20-10	Multi-Media Advertising	455.00	Michael
68070-90-80	Directors Expense	52.72	Michael
62030-50-10	Supplies- Exhibits	15.74	Michael
62030-50-10	Supplies- Exhibits	24.99	Michael
68090-90-80	Travel and Training	84.16	Michael
62030-50-10	Supplies- Exhibits	33.99	Michael
		<u><b>1,381.30</b></u>	<b>Michael Total</b>
		<u><u><b>1,782.87</b></u></u>	<b>Grand Total</b>

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

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	As of	1/31/2021 Actual YTD
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash in Bank		95,973
Cash in Treasury		0
Accounts Receivable (net of allowance)		445
Other Assets - Due to SCF		(20,886)
<b>TOTAL CURRENT ASSETS</b>		<b>75,532</b>
<b>TOTAL ASSETS</b>		<b>75,532</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		0
Accrued Expenses		4,806
Sales & Use Tax Payable		82
Deposits & Refunds Payable		(80)
<b>TOTAL CURRENT LIABILITIES</b>		<b>4,808</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		71,044
Profit(Loss) for the Year		(321)
<b>TOTAL EQUITY</b>		<b>70,723</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>75,532</b>

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

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For the Period	1/31/2021 Actual YTD
<b>Revenues</b>	
Sponsorships	
Operations - Parking - Admissions	
Awards Night	
Sponsorships - Awards Night	
Wine Competition	
Culinary Competitions	
Attractions	
Misc Programs	
Retail Sales	
Tasting	
Vendors	
<b>Total Revenues</b>	
<b>Expenses</b>	
Administration	321
Operations - Parking - Admissions	
Awards Night	
Wine Competition	
Culinary Competition	
Attractions	
Misc. Programs	
Publicity/Marketing	
Retail Sales	
Tasting	
Vendors	
Prior Period Expense	
<b>Total Expenses</b>	321
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	(321)
<b>Revenue Share with SCF</b>	
<b>Net Income</b>	(321)