

# 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

**January 26, 2020, 4:45pm – 5:15pm**

In accordance with Executive Order N-29-20 the January 26, 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/82940983956?pwd=TmpVVzZlc1YySUVVYmQzMW13bmZLUT09>

Meeting ID: 829 4098 3956

Passcode: 853713

One tap mobile

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Dial by your location

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Meeting ID: 829 4098 3956

Passcode: 853713

### AGENDA

**DIRECTORS:** Vacant, 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 December 2020 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through December 2020 - **(Attachment #2)** – Michael Margetts
6. Discussion and possible action regarding approval of 2020 Purchase Orders in excess of \$25,000 – **(None)**

7. Discussion and possible action regarding approval of 2020 Contracts in excess of \$25,000 – **(None)**
8. Review of December 2020 Harvest Fair financial statements – **(Attachment #3)** – Michael Margetts
9. Discussion and possible action regarding additional PPP loan – Michael Margetts
10. Request for future agenda items **(non-discussion items)**
11. Adjournment

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

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

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

DRAFT - UNAUDITED

DRAFT

	12/31/2020 Calendar YTD	12/31/2019 Calendar YTD	11/30/2020
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	4,283,510	4,509,034	4,582,446
Accounts Receivable, Net	507,311	374,531	531,817
Racing Settlement Receivable	2,728	9,798	12,728
Prepaid Expenses			
Inventory of Supplies			
Other Current Assets	396	95,279	396
<b>Total Current Assets</b>	<b>4,793,944</b>	<b>4,988,642</b>	<b>5,127,385</b>
<b>Property &amp; Equipment, Net</b>	<b>8,817,975</b>	<b>8,816,987</b>	<b>8,817,975</b>
Construction in Progress	595,992	23,681	228,477
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,413,967</b>	<b>8,840,668</b>	<b>9,046,452</b>
<b>Other Assets</b>			
Restricted Cash	120,904	120,904	120,904
Due From/Due (To) County for Vet's	41,367	(24,889)	30,473
GASB 68 Deferred Outflow of Resources	1,345,144	1,345,144	1,345,144
GASB 75 Deferred Outflow of Resources	260,378	260,378	260,378
<b>Total Other Assets</b>	<b>1,767,793</b>	<b>1,701,537</b>	<b>1,756,899</b>
<b>TOTAL ASSETS</b>	<b>15,975,703</b>	<b>15,530,847</b>	<b>15,930,736</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable	13,823	251,086	2,477
Scholarships Payable	13,250	8,250	13,250
Accrued Expenses	468,329	867,503	561,347
Racing Payable	4,701	(23,181)	224,609
Purses Paid - (Over)/Under	(24,012)	(34,691)	(24,012)
Other Short Term Liabilities	791	791	791
Short Term Notes	940,000		940,000
Current Portion of Long-Term Debt			
Deferred Income	268,451	308,870	269,069
<b>Total Current Liabilities</b>	<b>1,685,335</b>	<b>1,378,628</b>	<b>1,987,531</b>
<b>Long Term Liabilities</b>			
GASB 68 Deferred Inflow of Resources	88,252	88,252	88,252
GASB 68 Net Pension Liability	2,606,442	2,606,442	2,606,442
GASB 75 Deferred Inflow of Resources	429,195	429,195	429,195
GASB 75 Net Pension Liability	1,446,779	1,446,779	1,446,779
<b>Total Long Term Liabilities</b>	<b>4,570,668</b>	<b>4,570,668</b>	<b>4,570,668</b>
<b>NET ASSETS</b>			
<b>Investment in Capital Assets</b>	<b>8,816,985</b>	<b>8,816,986</b>	<b>8,816,986</b>
<b>Restricted for Scholarships</b>	<b>37,849</b>	<b>37,849</b>	<b>37,849</b>
<b>Restricted for Junior Livestock Auction</b>	<b>91,178</b>	<b>91,208</b>	<b>91,178</b>
<b>Other Restricted</b>	<b>120,916</b>	<b>120,916</b>	<b>120,916</b>
<b>Retained Earnings - Unrestricted</b>	<b>522,798</b>	<b>248,649</b>	<b>522,798</b>
<b>Profit/(Loss) Current Year</b>	<b>129,976</b>	<b>265,944</b>	<b>(217,189)</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15,975,703</b>	<b>15,530,847</b>	<b>15,930,737</b>

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

DRAFT - UNAUDITED

	12/31/2020 Actual YTD	12/31/2019 Prior Year YTD	Variance	12/31/2020 Budget YTD	Variance	12/31/2020 Actual PTD
<b>Operating Revenue</b>						
Fair	961,236	6,092,952	(5,131,715)	6,149,131	(5,187,895)	
Interim	2,778,189	4,311,599	(1,533,410)	3,916,355	(1,138,166)	240,257
Jockey Club	265,756	373,881	(108,125)	383,600	(117,844)	45,042
<b>Total Operating Revenue</b>	<b>4,005,182</b>	<b>10,778,432</b>	<b>(6,773,250)</b>	<b>10,449,086</b>	<b>(6,443,904)</b>	<b>285,299</b>
<b>Operating Expense</b>						
Fair	965,472	3,699,171	2,733,699	3,841,744	2,876,272	24,787
Interim	1,083,300	1,832,184	748,884	2,038,889	955,589	84,701
Jockey Club	104,331	338,265	233,933	357,222	252,891	1,107
General & Administrative	2,836,928	4,197,981	1,361,053	4,355,463	1,518,535	195,683
Allocated Costs - Harvest Fair		(28,911)	(28,911)			
<b>Total Operating Expenses</b>	<b>4,990,031</b>	<b>10,038,690</b>	<b>5,048,659</b>	<b>10,593,318</b>	<b>5,603,287</b>	<b>306,277</b>
<b>Operating Income/(Loss)</b>	<b>(984,849)</b>	<b>739,742</b>	<b>(1,724,591)</b>	<b>(144,232)</b>	<b>(840,617)</b>	<b>(20,978)</b>
Other Revenue	593,932	57,169	536,764	31,500	562,432	1,139
Harvest Fair - Revenue		56,900	(56,900)	59,343	(59,343)	
Harvest Fair - Expense	(78)	(57,120)	57,042	(59,343)	59,265	
Interest Expense						
JLA, net	29,637	(243)	29,880		29,637	
Net Affect of GASB 68 Adjustments		44,165	(44,165)			
Prior Year & Misc Expense	123,818	27,793	96,025		123,818	
<b>Net Income/(Loss)before depreciation and capital</b>	<b>(237,539)</b>	<b>868,405</b>	<b>(1,105,945)</b>	<b>(112,732)</b>	<b>(124,807)</b>	<b>(19,839)</b>
Depreciation Expense		728,030	728,030			
<b>Net Income(Loss) before capital</b>	<b>(237,539)</b>	<b>140,375</b>	<b>(377,915)</b>	<b>(112,732)</b>	<b>(124,807)</b>	<b>(19,839)</b>
Gain (loss) on disposal of asset						
Capital Expenditures						
Capital Funding	367,515	125,569	241,946		367,515	367,515
<b>Net Income (Loss) incl Capital</b>	<b>129,976</b>	<b>265,944</b>	<b>(135,968)</b>	<b>(112,732)</b>	<b>242,708</b>	<b>347,676</b>

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

DRAFT - UNAUDITED

	12/31/2020 Actual YTD	12/31/2019 Prior Year PTD	Variance	12/31/2020 Budget YTD	Variance
<b>Revenue</b>					
Admissions		1,564,915	(1,564,915)	1,782,005	(1,782,005)
Parking		438,536	(438,536)	410,146	(410,146)
Commercial Space		355,784	(355,784)	358,545	(358,545)
Carnival		712,319	(712,319)	678,600	(678,600)
Concessions	31,899	1,180,790	(1,148,891)	1,097,834	(1,065,935)
Exhibits	19,660	81,233	(61,573)	83,885	(64,225)
Racing	894,511	1,071,393	(176,882)	1,057,400	(162,889)
Attractions		185,442	(185,442)	196,416	(196,416)
Sponsorships	15,166	385,693	(370,526)	385,000	(369,834)
VIP Tent		28,560	(28,560)	28,500	(28,500)
Miscellaneous		88,288	(88,288)	70,800	(70,800)
<b>Total Fair Revenue</b>	<b>961,236</b>	<b>6,092,952</b>	<b>(5,131,715)</b>	<b>6,149,131</b>	<b>(5,187,895)</b>
<b>Expense</b>					
Labor and Benefits	239,847	1,255,136	1,015,289	1,381,581	1,141,734
Advertising & Publicity	13,194	299,853	286,659	271,176	257,982
Attendance	3,893	329,630	325,736	389,643	385,750
Signage/Other/Drinking Water				-	
Premium	728	261,017	260,288	265,000	264,272
Hall of Flowers	12,000	116,656	104,656	152,000	140,000
Exhibits	25,227	128,261	103,034	139,500	114,273
Commerical/Concessions Exhibits	60	9,851	9,791	2,300	2,240
Racing	655,632	588,667	(66,965)	558,500	(97,132)
Attractions	798	623,855	623,057	608,294	607,496
Miscellaneous	202	19,877	19,675	2,750	2,548
VIP Tent		16,981	16,981	25,000	25,000
RV Park - Fair - Contract Services	13,890	49,387	35,497	46,000	32,110
<b>Total Expense</b>	<b>965,472</b>	<b>3,699,171</b>	<b>2,733,699</b>	<b>3,841,744</b>	<b>2,876,272</b>
<b>Fair Income/(Loss)</b>	<b>(4,236)</b>	<b>2,393,781</b>	<b>(2,398,016)</b>	<b>2,307,387</b>	<b>(2,311,623)</b>

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

DRAFT - UNAUDITED

	12/31/2020 Actual YTD	12/31/2019 Prior Year YTD	Variance	12/31/2020 Budget YTD	Variance
<b>Revenue</b>					
Long Term Rentals	40,902	55,754	(14,852)	92,500	(51,598)
Building Rental	229,071	571,689	(342,619)	601,205	(372,134)
Facility Rental	868,247	532,946	335,301	295,400	572,847
Equipment Rental	47,770	193,962	(146,193)	205,000	(157,231)
Trailer & RV	1,369,759	1,612,782	(243,023)	1,200,000	169,759
Interim Parking	37,491	350,845	(313,354)	420,000	(382,509)
Insurance/Costs Reimbursed	25,528	84,334	(58,806)	78,000	(52,472)
Security Reimbursed	8,191	305,311	(297,120)	306,250	(298,059)
Food & Other Concessions	12,624	190,089	(177,465)	233,000	(220,376)
Alcohol Concessions	7,107	290,549	(283,442)	365,000	(357,893)
Other Interim Revenue	131,500	123,339	8,162	120,000	11,500
<b>Total Revenue</b>	<b>2,778,189</b>	<b>4,311,599</b>	<b>(1,533,410)</b>	<b>3,916,355</b>	<b>(1,138,166)</b>
<b>Expense</b>					
Int Wages & Benefits	822,753	1,176,571	353,817	1,395,245	572,492
Int Parking Wages & Benefits	24,282	101,332	77,050	90,182	65,900
<b>Total Wages &amp; Benefits</b>	<b>847,035</b>	<b>1,277,903</b>	<b>430,868</b>	<b>1,485,427</b>	<b>638,392</b>
Contract Services-Interim	7,045	8,194	1,149	11,000	3,955
Contract Services-RV Park	29,706	2,073	(27,634)	3,000	(26,706)
Straw Removal				-	
Security		64,574	64,574	67,830	67,830
Supplies & Equipment	5,171	13,034	7,864	13,750	8,579
RV Park Utilities	164,547	172,338	7,791	113,000	(51,547)
RV Park Advertising	4,900	4,696	(204)	6,000	1,100
Miscellaneous RV Parking				4,000	4,000
RV Supplies & Equipment	4,428	21,078	16,649	21,000	16,572
Interim Advertising		3,479	3,479	4,500	4,500
Business Partner Incentive				4,000	4,000
Insurance/Costs Reimbursed	3,063	6,770	3,707	6,250	3,187
Security Costs Reimbursed	7,187	245,268	238,081	283,632	276,445
Equipment Rental	48	1,737	1,690	3,500	3,452
CalTrans Median Strip Rent	10,169	10,810	641	10,500	331
Special Repairs & Equipment		231	231	1,500	1,500
<b>Total Expense</b>	<b>1,083,300</b>	<b>1,832,184</b>	<b>748,884</b>	<b>2,038,889</b>	<b>955,589</b>
<b>Interim Income/(Loss)</b>	<b>1,694,890</b>	<b>2,479,415</b>	<b>(784,526)</b>	<b>1,877,466</b>	<b>(182,576)</b>

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

DRAFT - UNAUDITED

	12/31/2020 Actual YTD	12/31/2019 Prior Year YTD	Variance	12/31/2020 Budget YTD	Variance
<b>Revenue</b>					
Admissions	5,060	27,690	(22,630)	30,000	(24,940)
Turf Club	645	4,899	(4,254)	6,000	(5,355)
Commissions	208,066	264,897	(56,831)	265,000	(56,934)
Programs/Other	255	2,396	(2,141)	2,500	(2,245)
Race Forms, etc	11,563	62,260	(50,697)	66,300	(54,737)
Concessions	1,767	8,938	(7,171)	10,000	(8,233)
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental	38,400		38,400	-	38,400
ATM Fees		2,801	(2,801)	3,800	(3,800)
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>265,756</b>	<b>373,881</b>	<b>(108,125)</b>	<b>383,600</b>	<b>(117,844)</b>
<b>Expense</b>					
Wages & Benefits	53,478	183,292	129,814	176,722	123,244
Contract Services	7,770	33,428	25,658	54,000	46,230
Supplies & Expense	14,752	32,589	17,837	30,500	15,748
Utilities	17,827	34,686	16,859	36,000	18,173
Cost of Periodicals	9,225	49,292	40,068	54,000	44,776
Garbage	1,271	3,909	2,638	4,500	3,229
Advertising & Marketing	10	1,070	1,060	1,500	1,490
<b>Total Jockey Club Expenses</b>	<b>104,331</b>	<b>338,265</b>	<b>233,933</b>	<b>357,222</b>	<b>252,891</b>
<b>Jockey Club Income/(Loss)</b>	<b>161,425</b>	<b>35,616</b>	<b>125,808</b>	<b>26,378</b>	<b>135,047</b>

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

**DRAFT - UNAUDITED**

	<b>12/31/2020</b>	<b>12/31/2019</b>		<b>12/31/2020</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>	
Cost Recovered Harvest Fair	0	56,900	(56,900)	59,343	(59,343)
<b>Total Revenue</b>	<b>0</b>	<b>56,900</b>	<b>(56,900)</b>	<b>59,343</b>	<b>(59,343)</b>
<b>Expense</b>					
Admin Wages and Benefits	0	2,881	2,881	3,000	3,000
Publicity Wages and Benefits	0	0	0	-	0
Maintenance Wages and Benefits	0	10,281	10,281	11,000	11,000
Interim Wages and Benefits	8	9,852	9,844	10,038	10,030
Exhibits Wages and Benefits	0	0	0	-	0
Attendance Wages and Benefits	70	25,307	25,237	26,505	26,435
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	8,800	8,800	8,800	8,800
<b>Total Expenses</b>	<b>78</b>	<b>57,120</b>	<b>57,042</b>	<b>59,343</b>	<b>59,265</b>
<b>Harvest Fair Income(Loss)</b>	<b>(78)</b>	<b>(221)</b>	<b>143</b>	<b>0</b>	<b>(78)</b>



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

DRAFT - UNAUDITED

	12/31/2020 Actual YTD	12/31/2019 Prior Year YTD	Variance	12/31/2020 Budget YTD	Variance
<b>Expense</b>					
Wages & Benefits-Admin	730,850	992,091	261,241	1,024,343	293,493
Contract Services-Admin	107,674	80,336	(27,338)	94,000	(13,674)
County Indirect Services	114,996	85,992	(29,004)	114,996	
Legal	20,493	57,741	37,248	50,000	29,507
Office Expense-Admin	62,738	144,617	81,879	142,650	79,912
Postage & Telephone	49,046	52,301	3,255	50,400	1,354
Director's Expense & Travel	4,676	23,204	18,528	25,000	20,324
Donations				-	
Insurance	69,996	66,234	(3,762)	70,000	4
Audit Fee	23,500	22,500	(1,000)	24,000	500
Bad Debt and Cash Short/Over	(78)	1,793	1,871	1,000	1,078
<b>Administration Expenses</b>	<b>1,183,891</b>	<b>1,526,810</b>	<b>342,919</b>	<b>1,596,389</b>	<b>412,498</b>
Wages & Benefits-Maint	1,143,522	1,745,888	602,366	1,881,074	737,552
Contract Services-Maint	37,355	105,376	68,021	92,000	54,645
Equipment Rental-Maint	8,865	38,525	29,659	35,000	26,135
Utilities	289,869	336,042	46,172	310,000	20,131
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	23,027	98,515	75,488	90,000	66,973
Maintenance Supplies	118,950	267,472	148,521	263,000	144,050
Repairs & Maintenance	5,869	35,522	29,653	43,000	37,131
Equipment Repairs	25,579	43,832	18,253	45,000	19,421
<b>Maintenance Expenses</b>	<b>1,653,037</b>	<b>2,671,171</b>	<b>1,018,134</b>	<b>2,759,074</b>	<b>1,106,037</b>
<b>General &amp; Administrative Expenses</b>	<b>2,836,928</b>	<b>4,197,981</b>	<b>1,361,053</b>	<b>4,355,463</b>	<b>1,518,535</b>

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

DRAFT - UNAUDITED

	12/31/2020 Actual YTD	12/31/2019 Prior Year YTD	Variance	12/31/2020 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	132,194	161,360	29,167	176,716	44,522
Interim	403,009	562,713	159,704	652,478	249,469
Jockey Club	15,824	52,257	36,433	50,972	35,148
Golf Course				-	
Administration	408,688	580,437	171,749	580,722	172,034
Maintenance	567,493	749,658	182,165	775,477	207,984
<b>Total Permanent Salaries</b>	<b>1,527,207</b>	<b>2,106,425</b>	<b>579,218</b>	<b>2,236,365</b>	<b>709,158</b>
<b>Temporary Salaries</b>					
Fair	14,737	833,860	819,123	898,070	883,333
Interim	50,859	240,952	190,093	252,409	201,550
Jockey Club	15,989	59,308	43,320	57,800	41,811
Golf Course				-	
Administration	345	4,223	3,878	12,000	11,655
Maintenance	2,422	259,941	257,519	300,000	297,578
<b>Total Temporary Salaries</b>	<b>84,352</b>	<b>1,398,284</b>	<b>1,313,932</b>	<b>1,520,279</b>	<b>1,435,927</b>
<b>Health Benefits</b>					
Fair	28,218	66,025	37,807	86,905	58,687
Interim	101,568	108,168	6,600	136,455	34,887
Jockey Club	7,541	24,442	16,901	23,981	16,440
Golf Course				-	
Administration	58,073	71,360	13,287	91,450	33,377
Maintenance	155,800	166,801	11,001	194,521	38,721
<b>Total Health Benefits</b>	<b>351,199</b>	<b>436,795</b>	<b>85,595</b>	<b>533,312</b>	<b>182,113</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	14,556	100,770	86,214	111,906	97,350
Interim	52,909	88,491	35,582	114,673	61,764
Jockey Club	3,397	12,265	8,869	11,551	8,154
Golf Course				-	
Administration	39,891	52,478	12,586	49,587	9,696
Maintenance	130,504	205,067	74,563	218,051	87,547
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>241,257</b>	<b>459,071</b>	<b>217,814</b>	<b>505,768</b>	<b>264,511</b>
<b>Retirement, UI, Other</b>					
Fair	50,209	117,775	67,567	132,984	82,775
Interim	238,364	285,945	47,581	340,955	102,591
Jockey Club	10,311	34,947	24,636	32,418	22,107
Golf Course				-	
Administration	223,853	286,475	62,623	293,584	69,731
Maintenance	287,199	373,622	86,423	404,025	116,826
<b>Total Retirement &amp; Other Benefits</b>	<b>809,935</b>	<b>1,098,764</b>	<b>288,830</b>	<b>1,203,966</b>	<b>394,031</b>
<b>TOTAL</b>	<b>3,013,951</b>	<b>5,499,339</b>	<b>2,485,389</b>	<b>5,999,690</b>	<b>2,985,739</b>
<b>TOTAL BY DEPT</b>					
Fair	239,913	1,279,791	1,039,877	1,406,581	1,166,668
Interim	846,709	1,286,268	439,559	1,496,970	650,261
Jockey Club	53,061	183,220	130,159	176,722	123,661
Golf Course					
Administration	730,850	994,972	264,122	1,027,343	296,493
Maintenance	1,143,418	1,755,089	611,671	1,892,074	748,656
<b>TOTAL ALL DEPARTMENTS</b>	<b>3,013,951</b>	<b>5,499,339</b>	<b>2,485,389</b>	<b>5,999,690</b>	<b>2,985,739</b>

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

	Actual YTD	Prior Year YTD	Variance	Budget YTD	Variance
<b>Salaries</b>					
Fair					
Hall of Flowers		71,248	71,248	60,000	60,000
Publicity	4,026	38,639	34,613	36,540	32,514
Parking		80,851	80,851	98,636	98,636
Admissions	315	65,873	65,558	75,681	75,366
Exhibits - Temp	1,373	152,669	151,296	195,000	193,627
Exhibits - Perm	132,194	161,360	29,167	176,716	44,522
Attractions		35,272	35,272	37,513	37,513
Concessions Auditor		3,275	3,275	8,500	8,500
Racing	8,957	361,379	352,422	361,200	352,243
<b>Total Salaries</b>	<b>146,864</b>	<b>970,566</b>	<b>823,701</b>	<b>1,049,786</b>	<b>902,922</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	12,783	17,417	4,634	37,905	25,122
Racing	15,435	48,608	33,173	49,000	33,565
<b>Total Health Benefits</b>	<b>28,218</b>	<b>66,025</b>	<b>37,807</b>	<b>86,905</b>	<b>58,687</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers		8,389	8,389	7,290	7,290
Publicity	474	4,612	4,138	4,440	3,966
Parking		9,520	9,520	11,985	11,985
Admissions		7,095	7,095	9,134	9,134
Exhibits	12,976	31,931	18,955	38,125	25,149
Attractions		4,153	4,153	4,558	4,558
Racing	1,106	35,069	33,963	36,374	35,268
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>14,556</b>	<b>100,770</b>	<b>86,214</b>	<b>111,906</b>	<b>97,350</b>
<b>TOTAL</b>	<b>189,638</b>	<b>1,137,360</b>	<b>947,722</b>	<b>1,248,597</b>	<b>1,058,959</b>
<b>Retirement, UI, Other</b>					
Fair					
Hall of Flowers		2,787	2,787	3,612	3,612
Publicity	250	699	449	780	530
Parking		4,306	4,306	5,938	5,938
Admissions		5,900	5,900	6,852	6,852
Exhibits - Perm	49,406	66,121	16,715	75,376	25,970
Attractions				-	
Racing	553	37,963	37,410	40,426	39,873
<b>Total Retirement &amp; Other Benefits</b>	<b>50,209</b>	<b>117,775</b>	<b>67,567</b>	<b>132,984</b>	<b>82,775</b>

**CASH EXPENDITURES**

**MONTH OF :** Dec-20

PERMANENT PAYROLL	\$	181,574.41
TEMP PAYROLL	\$	2,761.97
ACCOUNTS PAYABLE	\$	427,418.00
TOTAL PAYMENTS	\$	<u>611,754.38</u>
LEGAL FEES PAID		

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

## Historical Receivables Aging Summary

As Of: Thursday, December 31, 2020

	<u>91-120 Days</u>	<u>Over 120 Days</u>
<b>No AR Control</b>		
County of Sonoma Department of Health Services (00006709)	1,000.00	
Extreme Food & Beverage Inc. DBA Rocket Dog (00006156)	89.27	
Totals for No AR Control:	<u>1,089.27</u>	

**CREDIT CARD DETAIL - DECEMBER 2020**

<b>GL Account</b>	<b>GL Account Description</b>	<b>Amount</b>	<b>Reference</b>
62030-90-80	Office Supplies- Administrator	19.99	Becky
62030-90-80	Office Supplies- Administrator	44.21	Becky
68090-90-80	Travel and Training	156.00	Becky
		220.20	<b>Becky Total</b>
56000-30-60	Contract Services-RV Park-Inte	245.04	Cliff
62050-30-10	Tickets & Credentials	140.01	Cliff
70050-10-80	Grounds Supplies	76.30	Cliff
		461.35	<b>Cliff Total</b>
62030-30-60	Supplies-Interim	32.70	Kaitlyn
62010-90-80	Postage	44.00	Kaitlyn
62030-90-80	Office Supplies- Administrator	19.60	Kaitlyn
		96.30	<b>Kaitlyn Total</b>
65085-20-10	Website	38.95	Michael
65085-20-10	Website	19.95	Michael
62034-20-10	Supplies-Publicity	52.99	Michael
56000-90-80	Contract Services- Administrat	121.84	Michael
62030-50-10	Supplies- Exhibits	190.00	Michael
62030-30-60	Supplies-Interim	202.00	Michael
62030-30-60	Supplies-Interim	72.49	Michael
68070-90-80	Directors Expense	92.39	Michael
62030-90-80	Office Supplies- Administrator	20.00	Michael
62030-30-60	Supplies-Interim	150.00	Michael
65030-20-10	Multi-Media Advertising	455.00	Michael
65085-20-10	Website	38.95	Michael
		1,454.56	<b>Michael Total</b>
62032-30-60	Supplies - RV Park	73.90	Randy
		73.90	<b>Randy Total</b>
		2,306.31	<b>Grand Total</b>

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

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	As of	12/31/2020 Actual YTD
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash in Bank		96,508
Cash in Treasury		0
Accounts Receivable (net of allowance)		655
Other Assets		0
<b>TOTAL CURRENT ASSETS</b>		<b>97,163</b>
<b>TOTAL ASSETS</b>		<b>97,163</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable		184
Accrued Expenses		23,125
Sales & Use Tax Payable		82
Deposits & Refunds Payable		(80)
<b>TOTAL CURRENT LIABILITIES</b>		<b>23,311</b>
<b>FUND EQUITY</b>		
Beginning Retained Earnings		55,868
Profit(Loss) for the Year		17,984
<b>TOTAL EQUITY</b>		<b>73,852</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>97,163</b>

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

For the Period	12/31/2020 Actual YTD	12/31/2020 Budget YTD	Variance	Annual Budget
<b>Revenues</b>				
Sponsorships	2,500	9,000	(6,500)	22,000
Operations - Parking - Admissions	413	800	(387)	8,000
Awards Night		55,000	(55,000)	60,000
Sponsorships - Awards Night		15,000	(15,000)	15,000
Wine Competition	71,040	86,000	(14,960)	85,200
Culinary Competitions	2,855	4,000	(1,145)	4,000
Attractions		2,000	(2,000)	3,500
Misc Programs				
Retail Sales				
Tasting		110,103	(110,103)	112,900
Vendors		3,500	(3,500)	4,100
<b>Total Revenues</b>	76,808	285,403	(208,595)	314,700
<b>Expenses</b>				
Administration	24,074	71,800	47,726	73,755
Operations - Parking - Admissions	2,500	15,500	13,000	15,950
Awards Night		59,485	59,485	65,459
Wine Competition	21,571	45,300	23,729	51,150
Culinary Competition	5,178	4,600	(578)	4,600
Attractions		7,500	7,500	8,875
Misc. Programs				
Publicity/Marketing	12,594	50,000	37,406	55,000
Retail Sales				
Tasting		27,650	27,650	36,950
Vendors				
Prior Period Expense	(7,093)		7,093	
<b>Total Expenses</b>	58,824	281,835	223,011	311,739
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	17,984	3,568	14,416	2,961
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	17,984	3,568	14,416	2,961