

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

May 26, 2020, 4:45 – 5:15

In accordance with Executive Order N-29-20 the May 26, 2020 Sonoma County Fair Budget & Finance 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/82555681871?pwd=VGtQUGZTOXh6K3lIU2hFR21DMktpUT09>

Meeting ID: 825 5568 1871

Password: 713396

One tap mobile

+16699006833,,82555681871#,,1#,713396# US (San Jose)

Dial by your location

+1 669 900 6833 US

Meeting ID: 825 5568 1871

Password: 713396

AGENDA

DIRECTORS: Teejay Lowe, Chair, Marcia Mickelson, Vice Chair; Tony Gerald, Bev Palm, Wanda Tapia

1. Call to Order
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 April 2020 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through March 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. Discussion of projections through December 2020 – Michael Margett/Becky Bartling

9. Review of April 2020 Harvest Fair financial statements – **(Attachment #3)**

10. Request for future agenda items **(non-discussion items)**

11. Adjournment

For additional information please call Lorna Fox at (707) 545-4200 x 201.

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.

ATTACHMENT #1
Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT - UNAUDITED

DRAFT

	4/30/2020 Calendar YTD	4/30/2019 Calendar YTD	3/31/2020
ASSETS			
Current Assets			
Cash in Bank and Treasury	4,975,019	4,064,008	4,171,159
Accounts Receivable, Net	54,106	108,183	43,468
Racing Settlement Receivable		2,353	
Prepaid Expenses			
Inventory of Supplies			
Other Current Assets			61,477
Total Current Assets	5,029,124	4,174,544	4,276,102
Property & Equipment, Net	8,817,975	8,920,092	8,817,975
Construction in Progress	130,360	105,219	56,119
Total Property & Equipment, Net of Depreciation	8,948,335	9,025,310	8,874,094
Other Assets			
Restricted Cash	120,904	120,904	120,904
Due From/Due (To) County for Vet's	40,860	(13,450)	20,700
GASB 68 Deferred Outflow of Resources	400,824	400,824	400,824
GASB 75 Deferred Outflow of Resources	254,492	254,492	254,492
Total Other Assets	817,080	762,770	796,921
TOTAL ASSETS	14,794,539	13,962,624	13,947,117
LIABILITIES AND EQUITY			
Current Liabilities			
Accounts Payable	85,455	10,008	
Scholarships Payable	8,250	3,500	8,250
Accrued Expenses	749,147	554,115	702,787
Racing Payable	3,710	3,093	3,710
Purses Paid - (Over)/Under	(31,672)	(64,917)	(31,672)
Other Short Term Liabilities	791	22,158	791
Short Term Notes	940,000		
Current Portion of Long-Term Debt			
Deferred Income	383,000	741,059	457,802
Total Current Liabilities	2,138,681	1,269,016	1,141,668
Long Term Liabilities			
GASB 68 Deferred Inflow of Resources	701,757	701,757	701,757
GASB 68 Net Pension Liability	778,377	778,377	778,377
GASB 75 Deferred Inflow of Resources	216,663	216,663	216,663
GASB 75 Net Pension Liability	1,967,830	1,967,830	1,967,830
Total Long Term Liabilities	3,664,627	3,664,627	3,664,627
NET ASSETS			
Investment in Capital Assets	8,816,985	8,935,760	8,816,986
Restricted for Scholarships	37,849	23,856	37,849
Restricted for Junior Livestock Auction	91,208	75,107	91,208
Other Restricted	120,916	120,916	120,916
Retained Earnings - Unrestricted	478,633	143,458	478,633
Profit/(Loss) Current Year	(554,360)	(270,115)	(404,770)
TOTAL LIABILITIES AND EQUITY	14,794,539	13,962,624	13,947,118

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

DRAFT - UNAUDITED

	4/30/2020 Actual YTD	4/30/2019 Prior Year YTD	Variance	4/30/2020 Budget YTD	Variance
Operating Revenue					
Fair	4,504	30,000	(25,496)		4,504
Interim	732,424	1,160,182	(427,759)	1,044,910	(312,486)
Jockey Club	111,138	130,144	(19,007)	130,401	(19,263)
Total Operating Revenue	848,066	1,320,327	(472,261)	1,175,311	(327,245)
Operating Expense					
Fair	164,034	191,890	27,856	207,795	43,761
Interim	455,810	447,024	(8,786)	504,245	48,435
Jockey Club	85,544	107,331	21,787	110,816	25,272
General & Administrative	989,230	888,318	(100,912)	995,915	6,685
Allocated Costs - Harvest Fair					
Total Operating Expenses	1,694,618	1,634,563	(60,055)	1,818,771	124,153
Operating Income/(Loss)	(846,552)	(314,236)	(532,316)	(643,460)	(203,092)
Other Revenue	144,603	13,115	131,488	10,400	134,203
Harvest Fair - Revenue					
Harvest Fair - Expense	(78)	(295)	217		(78)
Interest Expense					
JLA, net	(6,616)	(5,525)	(1,092)		(6,616)
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	154,284	36,827	117,457		154,284
Net Income/(Loss)before depreciation and capital	(554,360)	(270,115)	(284,245)	(633,060)	78,700
Depreciation Expense					
Net Income(Loss) before capital	(554,360)	(270,115)	(284,245)	(633,060)	78,700
Gain (loss) on disposal of asset					
Capital Expenditures					
Capital Funding					
Net Income (Loss) incl Capital	(554,360)	(270,115)	(284,245)	(633,060)	78,700

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

	4/30/2020 Actual YTD	4/30/2019 Prior Year PTD	Variance	4/30/2020 Budget YTD	Variance
Revenue					
Admissions				-	
Parking				-	
Commercial Space				-	
Carnival				-	
Concessions				-	
Exhibits				-	
Racing	4,504		4,504	-	4,504
Attractions				-	
Sponsorships		30,000	(30,000)	-	
VIP Tent				-	
Miscellaneous				-	
Total Fair Revenue	4,504	30,000	(25,496)		4,504
Expense					
Labor and Benefits	98,585	118,064	19,479	124,576	25,991
Advertising & Publicity	5,953	5,519	(434)	3,985	(1,968)
Attendance	979	1,801	822	1,239	260
Signage/Other/Drinking Water				-	
Premium	728	576	(152)	-	(728)
Hall of Flowers	12,000	36,350	24,350	24,000	12,000
Exhibits	1,258	8,365	7,108	8,289	7,031
Commerical/Concessions Exhibits	60	177	117	-	(60)
Racing	29,583	9,973	(19,610)	25,706	(3,877)
Attractions	795	1,880	1,084	-	(795)
Miscellaneous	202		(202)	-	(202)
VIP Tent				-	
RV Park - Fair - Contract Services	13,890	9,186	(4,704)	20,000	6,110
Total Expense	164,034	191,890	27,856	207,795	43,761
Fair Income/(Loss)	(159,530)	(161,890)	2,360	(207,795)	48,265

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

	4/30/2020 Actual YTD	4/30/2019 Prior Year YTD	Variance	4/30/2020 Budget YTD	Variance
Revenue					
Long Term Rentals	14,142	21,472	(7,330)	25,821	(11,679)
Building Rental	73,051	180,000	(106,949)	242,873	(169,822)
Facility Rental	44,081	59,405	(15,324)	61,884	(17,803)
Equipment Rental	37,721	71,616	(33,895)	77,214	(39,493)
Trailer & RV	453,256	601,099	(147,842)	408,000	45,256
Interim Parking	36,252	79,358	(43,106)	96,719	(60,467)
Insurance/Costs Reimbursed	10,332	21,917	(11,585)	19,606	(9,275)
Security Reimbursed	6,734	28,612	(21,878)	32,064	(25,330)
Food & Other Concessions	8,249	33,396	(25,148)	22,769	(14,520)
Alcohol Concessions	7,107	20,809	(13,702)	17,960	(10,853)
Other Interim Revenue	41,500	42,500	(1,000)	40,000	1,500
Total Revenue	732,424	1,160,182	(427,759)	1,044,910	(312,486)
Expense					
Int Wages & Benefits	379,471	316,276	(63,196)	374,845	(4,626)
Int Parking Wages & Benefits	20,480	28,394	7,914	27,363	6,883
Total Wages & Benefits	399,951	344,670	(55,281)	402,208	2,257
Contract Services-Interim	1,620	3,887	2,267	4,709	3,089
Contract Services-RV Park		363	363	530	530
Straw Removal				-	
Security		31,374	31,374	34,295	34,295
Supplies & Equipment	4,704	2,585	(2,119)	2,700	(2,004)
RV Park Utilities	37,844	35,860	(1,984)	26,294	(11,550)
RV Park Advertising	315		(315)	-	(315)
Miscellaneous RV Parking				-	
RV Supplies & Equipment	3,216	5,943	2,727	5,575	2,359
Interim Advertising		150	150	152	152
Business Partner Incentive				-	
Insurance/Costs Reimbursed	2,239	722	(1,517)	762	(1,477)
Security Costs Reimbursed	5,920	20,635	14,715	25,324	19,404
Equipment Rental		754	754	1,167	1,167
CalTrans Median Strip Rent				-	
Special Repairs & Equipment		81	81	529	529
Total Expense	455,810	447,024	(8,786)	504,245	48,435
Interim Income/(Loss)	276,614	713,158	(436,544)	540,665	(264,051)

Sonoma County Fair & Exposition, Inc
Jockey Club Income Statement

DRAFT - UNAUDITED

	4/30/2020	4/30/2019		4/30/2020	
	Actual	Prior Year	Variance	Budget	Variance
	YTD	YTD		YTD	
Revenue					
Admissions	5,060	9,709	(4,649)	9,450	(4,390)
Turf Club	645	2,458	(1,813)	2,451	(1,806)
Commissions	91,848	92,540	(692)	92,424	(576)
Programs/Other	255	487	(232)	484	(229)
Race Forms, etc	11,563	21,343	(9,780)	21,059	(9,496)
Concessions	1,767	3,608	(1,841)	3,533	(1,766)
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees				1,000	(1,000)
Interim Concessions				-	
Total Jockey Club Revenues	111,138	130,144	(19,007)	130,401	(19,263)
Expense					
Wages & Benefits	56,681	52,876	(3,805)	50,657	(6,024)
Contract Services	3,596	8,164	4,568	13,378	9,782
Supplies & Expense	5,848	14,043	8,195	13,250	7,402
Utilities	8,914	13,302	4,389	13,910	4,996
Cost of Periodicals	9,225	17,147	7,923	17,260	8,036
Garbage	1,271	748	(522)	861	(410)
Advertising & Marketing	10	1,050	1,040	1,500	1,490
Total Jockey Club Expenses	85,544	107,331	21,787	110,816	25,272
Jockey Club Income/(Loss)	25,593	22,813	2,780	19,585	6,008

Sonoma County Fair & Exposition, Inc
Harvest Fair

DRAFT - UNAUDITED

	4/30/2020 Actual YTD	4/30/2019 Prior Year YTD	Variance	4/30/2020 Budget YTD	Variance
Cost Recovered Harvest Fair	0	0	0	-	0
Total Revenue	0	0	0	0	0
Expense					
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	8	31	23	-	(8)
Exhibits Wages and Benefits	0	0	0	-	0
Attendance Wages and Benefits	70	264	194	-	(70)
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	0	0	-	0
Total Expenses	78	295	217	0	(78)
Harvest Fair Income(Loss)	(78)	(295)	217	0	(78)

Sonoma County Fair & Exposition, Inc
General & Administrative Expenses

DRAFT - UNAUDITED

	4/30/2020 Actual YTD	4/30/2019 Prior Year YTD	Variance	4/30/2020 Budget YTD	Variance
Expense					
Wages & Benefits-Admin	302,297	244,347	(57,950)	270,511	(31,786)
Contract Services-Admin	10,927	16,496	5,570	26,448	15,521
County Indirect Services	38,332	28,664	(9,668)	38,332	
Legal	7,935	17,185	9,250	16,664	8,729
Office Expense-Admin	26,307	23,111	(3,195)	27,375	1,068
Postage & Telephone	14,213	12,210	(2,003)	12,662	(1,551)
Director's Expense & Travel	2,965	2,318	(647)	4,350	1,385
Donations				-	
Insurance	23,332	21,668	(1,664)	23,332	
Audit Fee	5,610	16,200	10,590	6,000	390
Bad Debt and Cash Short/Over	328	(30)	(358)	489	161
Administration Expenses	432,246	382,170	(50,075)	426,163	(6,083)
Wages & Benefits-Maint	415,506	376,552	(38,954)	428,056	12,550
Contract Services-Maint	17,581	11,171	(6,410)	12,325	(5,256)
Equipment Rental-Maint	1,487	2,673	1,186	2,976	1,489
Utilities	67,967	52,821	(15,146)	53,113	(14,854)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	6,025	14,182	8,158	13,524	7,499
Maintenance Supplies	45,351	37,180	(8,171)	43,801	(1,550)
Repairs & Maintenance		7,984	7,984	12,414	12,414
Equipment Repairs	3,068	3,584	516	3,543	475
Maintenance Expenses	556,984	506,147	(50,837)	569,752	12,768
General & Administrative Expenses	989,230	888,318	(100,912)	995,915	6,685

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

	4/30/2020 Actual YTD	4/30/2019 Prior Year YTD	Variance	4/30/2020 Budget YTD	Variance
Permanent Salaries					
Fair	45,176	44,874	(302)	46,660	1,484
Interim	189,370	143,393	(45,977)	171,521	(17,849)
Jockey Club	19,028	16,122	(2,905)	10,437	(8,591)
Golf Course				-	
Administration	171,193	134,506	(36,687)	153,416	(17,777)
Maintenance	206,405	168,825	(37,580)	193,198	(13,207)
Total Permanent Salaries	631,171	507,720	(123,451)	575,232	(55,939)
Temporary Salaries					
Fair	12,480	20,641	8,161	18,864	6,384
Interim	46,340	64,711	18,371	70,948	24,608
Jockey Club	15,989	17,144	1,155	20,275	4,286
Golf Course				-	
Administration		291	291	851	851
Maintenance	2,422	21,792	19,370	26,055	23,633
Total Temporary Salaries	77,231	124,579	47,348	136,993	59,762
Health Benefits					
Fair	18,488	30,362	11,874	35,537	17,049
Interim	41,370	29,778	(11,592)	38,282	(3,088)
Jockey Club	7,541	6,458	(1,083)	7,018	(523)
Golf Course				-	
Administration	24,480	18,343	(6,137)	24,196	(284)
Maintenance	52,828	43,089	(9,739)	52,280	(548)
Total Health Benefits	144,707	128,030	(16,677)	157,313	12,606
FICA, Medicare & Workers Comp					
Fair	5,406	5,960	554	6,182	776
Interim	23,907	22,745	(1,161)	29,593	5,686
Jockey Club	3,397	3,421	25	3,333	(64)
Golf Course				-	
Administration	16,198	13,591	(2,607)	13,489	(2,709)
Maintenance	43,735	48,628	4,893	50,439	6,704
Total Workers Comp & Payroll Taxes	92,643	94,347	1,703	103,036	10,393
Retirement, UI, Other					
Fair	17,101	16,491	(610)	17,333	232
Interim	98,639	84,074	(14,565)	91,864	(6,775)
Jockey Club	10,311	9,659	(652)	9,594	(717)
Golf Course				-	
Administration	90,426	77,616	(12,810)	78,559	(11,867)
Maintenance	110,011	94,121	(15,890)	106,084	(3,927)
Total Retirement & Other Benefits	326,488	281,961	(44,527)	303,434	(23,054)
TOTAL	1,272,240	1,136,636	(135,604)	1,276,008	3,768
TOTAL BY DEPT					
Fair	98,651	118,328	19,677	124,576	25,925
Interim	399,625	344,701	(54,924)	402,208	2,583
Jockey Club	56,264	52,804	(3,460)	50,657	(5,607)
Golf Course					
Administration	302,297	244,347	(57,950)	270,511	(31,786)
Maintenance	415,402	376,456	(38,946)	428,056	12,654
TOTAL ALL DEPARTMENTS	1,272,240	1,136,636	(135,604)	1,276,008	3,768

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

	Actual YTD	Prior Year YTD	Variance	Budget YTD	Variance
Salaries					
Fair					
Hall of Flowers				-	
Publicity	4,026	13,360	9,334	11,877	7,851
Parking				-	
Admissions	315	312	(3)	-	(315)
Exhibits - Temp	294	1,958	1,664	2,538	2,244
Exhibits - Perm	45,176	44,874	(302)	46,660	1,484
Attractions		1,466	1,466	1,622	1,622
Concessions Auditor		480	480	-	
Racing	7,780	2,802	(4,978)	2,827	(4,953)
Total Salaries	57,590	65,251	7,661	65,524	7,934
Health Benefits					
Fair					
Exhibits - Perm	4,683	4,639	(44)	9,545	4,862
Racing	13,805	25,723	11,918	25,992	12,187
Total Health Benefits	18,488	30,362	11,874	35,537	17,049
FICA, Medicare & Workers Comp					
Fair					
Hall of Flowers				-	
Publicity	474	1,573	1,099	1,496	1,022
Parking				-	
Admissions		57	57	-	
Exhibits	3,965	3,791	(174)	4,114	149
Attractions		173	173	189	189
Racing	967	367	(601)	383	(584)
Total Workers Comp & Payroll Taxes	5,406	5,960	554	6,182	776
TOTAL	81,485	101,574	20,089	107,243	25,758
Retirement, UI, Other					
Fair				-	
Hall of Flowers				-	
Publicity	250	396	147	277	27
Parking				-	
Admissions		121	121	97	97
Exhibits - Perm	16,342	15,781	(561)	16,741	399
Attractions				-	
Racing	509	193	(316)	218	(291)
Total Retirement & Other Benefits	17,101	16,491	(610)	17,333	232



Post Office Box 1536
1350 Bennett Valley Road
Santa Rosa, California 95403
Tel (707) 545-4200 Fax (707) 573-9342

April 30, 2020

To: Board of Directors
From: Michael Margetts

April

Computer generated checks:

April
Total Payables Dispersed: \$ 284,297.59

Payroll

County Payroll-PD's 4/1/2020, 4/15/2020, 4/29/2020	\$ 414,746.95
Temp Payroll - PD's 4/10/2020, 4/24/2020	\$ <u>6,958.63</u>
	\$ 421,705.58

Total disbursements:

\$ 706,003.17

County Counsel Cost for March Paid in April 2020:

None

April 2020 - Accounts Receivable Over 60 Days

Customer Name	61-90 Days	91-120 Days	Over 120 Days	Comments
International Bully Registry			\$ 1,162.25	Kaitlyn & Debbie?
Luther Burbank Savings			\$ 1,000.00	Kaitlyn Sponsorship Cattle Drive Wrangler Fair
Spectra			\$ 280.00	Debbie?
Total Owing as of January 2020:	\$ -	\$ -	\$ 2,442.25	

U.S. Bank Corporate Payment Systems (00006275), 04/23/20, 8,380.70

85923 (Closed), Invoice: 4246044555679855420,

GL Account	GL Account Description	Reference	Amount	Totals
620503010	Tickets & Credentials	CSandersComcastAdmin	140.01	
700501080	Grounds Supplies	CSandersDoorking	166.16	
700526010	Turf Track Materials	CSandersSportsturf	559.05	
700526010	Turf Track Materials	CSandersSportsturf	337.00	
620209080	Telephone	CSandersVZRV	57.00	
560759080	Computer Support	CSandersVZWireless	310.00	\$ 1,569.22
620305010	Supplies- Exhibits	HBorckAdobe	24.99	
620305010	Supplies- Exhibits	HBorckAdobe	33.99	
620305010	Supplies- Exhibits	HBorckCostco	50.16	
620305010	Supplies- Exhibits	HBorckSafeway	31.09	\$ 140.23
620308010	Supplies- Attractions	JEngdahlAmazon	2.99	
620511010	Sign Machine - Fair	JEngdahlOfficeDepot	87.86	\$ 90.85
62030306095	Vets - Supplies	KFindleyThornAmazon	97.76	
620313060	Office Supplies Interim	KFindleyThornBestBuy	65.38	
620313060	Office Supplies Interim	KFindleyThornOfficeDepot	30.43	
670103060	Concessions & Other Costs Reimbursed-Interim	KFindleyThornSoCoEnviro	394.00	\$ 587.57
620301080	Office Supplies-Maintenance	LFoxAmazon	87.19	
620309080	Office Supplies- Administration	LFoxAmazon	17.84	
620323060	Supplies - RV Park	LFoxAmazon	77.93	
680709080	Directors Expense	LFoxCattlemens	452.48	
650702010	Directors Room	LFoxGoodwill	6.00	
680709080	Directors Expense	LFoxSafeway	6.98	
680709080	Directors Expense	LFoxSafeway	29.94	\$ 678.36
620342010	Supplies-Publicity	MMargettsAdobeCreative	52.99	
620309080	Office Supplies- Administration	MMargettsAmazon	14.16	
620309080	Office Supplies- Administration	MMargettsAmazon	60.62	
620309080	Office Supplies- Administration	MMargettsAmazon	22.68	
620323060	Supplies - RV Park	MMargettsAmazon	38.96	
620323060	Supplies - RV Park	MMargettsAmazon	65.30	
620323060	Supplies - RV Park	MMargettsAmazon	804.09	
620323060	Supplies - RV Park	MMargettsARVCDues	380.42	
560007070	Contract Services- Satellite	MMargettsComcastJC	379.85	
650302010	Multi-Media Advertising	MMargettsConstantContact	455.00	
620309080	Office Supplies- Administration	MMargettsFundley	20.00	
620305010	Supplies- Exhibits	MMargettsShopkeep.com	190.00	
650852010	Website	MMargettsSonic.net	19.95	
650852010	Website	MMargettsSonic.net	38.95	\$ 2,542.97
680909080	Travel and Training	RBartlingAlaskaAir	87.11	\$ 87.11
194007700	Carnival Lot Irrigation	RCrouchR&BCo	31.75	
730201080	Buildings & Grounds Repair	RCrouchTheHomeDepot	23.13	\$ 54.88
620303060	Supplies-Interim	RGarciaHarborFrieght	136.69	
700401080	Mechanic Supplies	RGarciaHarborFrieght	95.88	
620303060	Supplies-Interim	RGarciaUSaveCleaners	1,320.00	\$ 1,552.57
700501080	Grounds Supplies	RGoodmanBronTapes	201.93	
194007700	Carnival Lot Irrigation	RGoodmanDigitalPrints	32.26	
700501080	Grounds Supplies	RGoodmanGlobalindustries	573.80	
700501080	Grounds Supplies	RGoodmanTheLockPeople	268.95	\$ 1,076.94
			Total	\$ 8,380.70

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

	As of	4/30/2020 Actual YTD
<u>ASSETS</u>		
CURRENT ASSETS		
Cash in Bank		56,112
Cash in Treasury		0
Accounts Receivable (net of allowance)		18,010
Other Assets		0
TOTAL CURRENT ASSETS		74,122
TOTAL ASSETS		74,122
<u>LIABILITIES & EQUITY</u>		
CURRENT LIABILITIES		
Accounts Payable		0
Accrued Expenses		19,372
Sales & Use Tax Payable		45
Deposits & Refunds Payable		0
TOTAL CURRENT LIABILITIES		19,417
FUND EQUITY		
Beginning Retained Earnings		55,868
Profit(Loss) for the Year		(1,162)
TOTAL EQUITY		54,705
TOTAL LIABILITIES & EQUITY		74,122

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

For the Period	4/30/2020 Actual YTD	4/30/2020 Budget YTD	Variance	Annual Budget
Revenues				
Sponsorships				22,000
Operations - Parking - Admissions				8,000
Awards Night				60,000
Sponsorships - Awards Night				15,000
Wine Competition				85,200
Culinary Competitions				4,000
Attractions				3,500
Misc Programs				
Retail Sales				
Tasting				112,900
Vendors				4,100
Total Revenues				314,700
Expenses				
Administration	1,201		(1,201)	73,755
Operations - Parking - Admissions	(323)		323	15,950
Awards Night				65,459
Wine Competition				51,150
Culinary Competition				4,600
Attractions				8,875
Misc. Programs				
Publicity/Marketing	285		(285)	55,000
Retail Sales				
Tasting				36,950
Vendors				
Prior Period Expense				
Total Expenses	1,162		(1,162)	311,739
Operating Income/(Loss) - Prior to Revenue Split	(1,162)		(1,162)	2,961
Revenue Share with SCF				
Net Income	(1,162)		(1,162)	2,961