

# 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

#### November 24, 2020, 4:30pm – 5:00pm

In accordance with Executive Order N-29-20 the November 24, 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/81258986565?pwd=STM4ZGxvYktHYTg4M1ZLTjVwZXlmdz09>

Meeting ID: 812 5898 6565

Passcode: 499694

One tap mobile

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Dial by your location

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Meeting ID: 812 5898 6565

Passcode: 499694

### AGENDA

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

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 October 2020 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through October 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 and possible action regarding form 990 and form 199 tax filings – **(Handout)**
9. Discussion of 2021 Budget – Michael Margetts/Becky Bartling
10. Review of October 2020 Harvest Fair financial statements – **(Attachment #3)** – Michael Margetts
11. Request for future agenda items **(non-discussion items)**
12. 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

	10/31/2020 Calendar YTD	10/31/2019 Calendar YTD	9/30/2020
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	4,222,358	4,676,127	4,047,328
Accounts Receivable, Net	796,197	181,020	552,278
Racing Settlement Receivable	182,166	202,126	531,740
Prepaid Expenses			
Inventory of Supplies			
Other Current Assets	396		396
<b>Total Current Assets</b>	<b>5,201,116</b>	<b>5,059,273</b>	<b>5,131,742</b>
<b>Property &amp; Equipment, Net</b>	<b>8,817,975</b>	<b>9,381,738</b>	<b>8,817,975</b>
Construction in Progress	228,470	171,564	228,470
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,046,445</b>	<b>9,553,302</b>	<b>9,046,445</b>
<b>Other Assets</b>			
Restricted Cash	120,904	120,904	120,904
Due From/Due (To) County for Vet's	15,752	(20,915)	3,377
GASB 68 Deferred Outflow of Resources	1,345,144	400,824	1,345,144
GASB 75 Deferred Outflow of Resources	260,378	254,492	260,378
<b>Total Other Assets</b>	<b>1,742,179</b>	<b>755,305</b>	<b>1,729,803</b>
<b>TOTAL ASSETS</b>	<b>15,989,740</b>	<b>15,367,880</b>	<b>15,907,990</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable	55,759	122,631	165,746
Scholarships Payable	13,250	8,250	13,250
Accrued Expenses	545,580	762,094	528,595
Racing Payable	259,747	(26,728)	259,747
Purses Paid - (Over)/Under	(24,012)	(46,433)	(24,012)
Other Short Term Liabilities	791	828	791
Short Term Notes	940,000		940,000
Current Portion of Long-Term Debt			
Deferred Income	284,457	415,946	281,629
<b>Total Current Liabilities</b>	<b>2,075,572</b>	<b>1,236,587</b>	<b>2,165,746</b>
<b>Long Term Liabilities</b>			
GASB 68 Deferred Inflow of Resources	88,252	701,757	88,252
GASB 68 Net Pension Liability	2,606,442	778,377	2,606,442
GASB 75 Deferred Inflow of Resources	429,195	216,663	429,195
GASB 75 Net Pension Liability	1,446,779	1,967,830	1,446,779
<b>Total Long Term Liabilities</b>	<b>4,570,668</b>	<b>3,664,627</b>	<b>4,570,668</b>
<b>NET ASSETS</b>			
<b>Investment in Capital Assets</b>	<b>8,816,979</b>	<b>8,935,760</b>	<b>8,816,986</b>
<b>Restricted for Scholarships</b>	<b>37,849</b>	<b>23,856</b>	<b>37,849</b>
<b>Restricted for Junior Livestock Auction</b>	<b>91,178</b>	<b>75,107</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>143,458</b>	<b>522,798</b>
<b>Profit/(Loss) Current Year</b>	<b>(246,219)</b>	<b>1,167,570</b>	<b>(418,149)</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15,989,740</b>	<b>15,367,880</b>	<b>15,907,991</b>

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

DRAFT - UNAUDITED

	10/31/2020 Actual YTD	10/31/2019 Prior Year YTD	Variance	10/31/2020 Budget YTD	Variance
<b>Operating Revenue</b>					
Fair	961,235	6,080,889	(5,119,654)	6,149,131	(5,187,896)
Interim	2,275,018	3,176,352	(901,334)	3,068,670	(793,652)
Jockey Club	206,860	334,488	(127,627)	333,169	(126,309)
<b>Total Operating Revenue</b>	<b>3,443,114</b>	<b>9,591,728</b>	<b>(6,148,615)</b>	<b>9,550,970</b>	<b>(6,107,856)</b>
<b>Operating Expense</b>					
Fair	925,995	3,585,402	2,659,406	3,768,374	2,842,379
Interim	943,939	1,439,258	495,318	1,620,036	676,097
Jockey Club	102,946	282,800	179,854	289,314	186,368
General & Administrative	2,447,428	3,375,893	928,466	3,621,903	1,174,475
Allocated Costs - Harvest Fair		(28,911)	(28,911)		
<b>Total Operating Expenses</b>	<b>4,420,308</b>	<b>8,654,442</b>	<b>4,234,134</b>	<b>9,299,627</b>	<b>4,879,319</b>
<b>Operating Income/(Loss)</b>	<b>(977,195)</b>	<b>937,286</b>	<b>(1,914,481)</b>	<b>251,343</b>	<b>(1,228,538)</b>
Other Revenue	547,346	36,487	510,859	27,450	519,896
Harvest Fair - Revenue		56,900	(56,900)	59,343	(59,343)
Harvest Fair - Expense	(78)	(56,899)	56,821	(59,343)	59,265
Interest Expense					
JLA, net	41,076	16,101	24,974		41,076
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	142,632	51,717	90,915		142,632
<b>Net Income/(Loss)before depreciation and capital</b>	<b>(246,219)</b>	<b>1,041,591</b>	<b>(1,287,810)</b>	<b>278,793</b>	<b>(525,012)</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>(246,219)</b>	<b>1,041,591</b>	<b>(1,287,810)</b>	<b>278,793</b>	<b>(525,012)</b>
Gain (loss) on disposal of asset					
Capital Expenditures					
Capital Funding		125,979	(125,979)		
<b>Net Income (Loss) incl Capital</b>	<b>(246,219)</b>	<b>1,167,570</b>	<b>(1,413,789)</b>	<b>278,793</b>	<b>(525,012)</b>

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

DRAFT - UNAUDITED

	10/31/2020 Actual YTD	10/31/2019 Prior Year PTD	Variance	10/31/2020 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	80,783	(61,123)	83,885	(64,225)
Racing	894,510	1,059,780	(165,270)	1,057,400	(162,890)
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>961,235</b>	<b>6,080,889</b>	<b>(5,119,654)</b>	<b>6,149,131</b>	<b>(5,187,896)</b>
<b>Expense</b>					
Labor and Benefits	212,712	1,199,171	986,458	1,317,257	1,104,545
Advertising & Publicity	10,825	292,584	281,759	268,800	257,975
Attendance	3,144	328,149	325,005	389,643	386,499
Signage/Other/Drinking Water				-	
Premium	728	261,006	260,278	265,000	264,272
Hall of Flowers	12,000	116,656	104,656	152,000	140,000
Exhibits	19,509	123,329	103,820	139,500	119,991
Commerical/Concessions Exhibits	60	9,851	9,791	2,300	2,240
Racing	652,127	557,284	(94,843)	551,830	(100,297)
Attractions	798	617,467	616,669	608,294	607,496
Miscellaneous	202	16,871	16,669	2,750	2,548
VIP Tent		16,981	16,981	25,000	25,000
RV Park - Fair - Contract Services	13,890	46,053	32,163	46,000	32,110
<b>Total Expense</b>	<b>925,995</b>	<b>3,585,402</b>	<b>2,659,406</b>	<b>3,768,374</b>	<b>2,842,379</b>
<b>Fair Income/(Loss)</b>	<b>35,240</b>	<b>2,495,487</b>	<b>(2,460,247)</b>	<b>2,380,757</b>	<b>(2,345,517)</b>

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

DRAFT - UNAUDITED

	10/31/2020 Actual YTD	10/31/2019 Prior Year YTD	Variance	10/31/2020 Budget YTD	Variance
<b>Revenue</b>					
Long Term Rentals	28,355	53,016	(24,661)	74,591	(46,236)
Building Rental	133,041	385,084	(252,043)	451,514	(318,473)
Facility Rental	743,991	202,552	541,440	241,305	502,686
Equipment Rental	40,376	159,621	(119,246)	169,252	(128,877)
Trailer & RV	1,145,342	1,386,402	(241,061)	996,000	149,342
Interim Parking	36,252	243,104	(206,852)	285,913	(249,661)
Insurance/Costs Reimbursed	22,377	67,441	(45,065)	59,740	(37,363)
Security Reimbursed	6,734	196,754	(190,020)	220,493	(213,759)
Food & Other Concessions	9,944	150,911	(140,967)	185,918	(175,974)
Alcohol Concessions	7,107	228,129	(221,022)	283,944	(276,837)
Other Interim Revenue	101,500	103,338	(1,838)	100,000	1,500
<b>Total Revenue</b>	<b>2,275,018</b>	<b>3,176,352</b>	<b>(901,334)</b>	<b>3,068,670</b>	<b>(793,652)</b>
<b>Expense</b>					
Int Wages & Benefits	727,890	948,731	220,841	1,131,232	403,342
Int Parking Wages & Benefits	21,574	81,089	59,515	78,143	56,569
<b>Total Wages &amp; Benefits</b>	<b>749,464</b>	<b>1,029,820</b>	<b>280,357</b>	<b>1,209,375</b>	<b>459,911</b>
Contract Services-Interim	5,965	6,579	613	7,970	2,005
Contract Services-RV Park	22,001	1,053	(20,948)	1,538	(20,463)
Straw Removal				-	
Security		57,053	57,053	62,365	62,365
Supplies & Equipment	4,714	9,666	4,953	10,315	5,601
RV Park Utilities	148,191	144,071	(4,120)	105,049	(43,142)
RV Park Advertising	405	4,646	4,241	4,937	4,532
Miscellaneous RV Parking				-	
RV Supplies & Equipment	4,244	17,987	13,744	16,874	12,630
Interim Advertising		3,444	3,444	3,487	3,487
Business Partner Incentive				-	
Insurance/Costs Reimbursed	2,989	5,331	2,342	5,007	2,018
Security Costs Reimbursed	5,920	147,403	141,482	179,318	173,398
Equipment Rental	48	1,164	1,117	1,801	1,753
CalTrans Median Strip Rent		10,810	10,810	10,500	10,500
Special Repairs & Equipment		231	231	1,500	1,500
<b>Total Expense</b>	<b>943,939</b>	<b>1,439,258</b>	<b>495,318</b>	<b>1,620,036</b>	<b>676,097</b>
<b>Interim Income/(Loss)</b>	<b>1,331,079</b>	<b>1,737,094</b>	<b>(406,015)</b>	<b>1,448,634</b>	<b>(117,555)</b>

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

**DRAFT - UNAUDITED**

	<b>10/31/2020</b>	<b>10/31/2019</b>		<b>10/31/2020</b>	
	<b>Actual</b>	<b>Prior Year</b>		<b>Budget</b>	
	<b>YTD</b>	<b>YTD</b>	<b>Variance</b>	<b>YTD</b>	<b>Variance</b>
<b>Revenue</b>					
Admissions	5,060	26,325	(21,265)	25,622	(20,562)
Turf Club	645	5,414	(4,769)	5,401	(4,756)
Commissions	187,570	233,334	(45,763)	233,040	(45,470)
Programs/Other	255	2,254	(1,999)	2,243	(1,988)
Race Forms, etc	11,563	56,095	(44,532)	55,352	(43,789)
Concessions	1,767	8,266	(6,499)	8,511	(6,744)
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees		2,801	(2,801)	3,000	(3,000)
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>206,860</b>	<b>334,488</b>	<b>(127,627)</b>	<b>333,169</b>	<b>(126,309)</b>
<b>Expense</b>					
Wages & Benefits	53,478	153,593	100,115	141,699	88,221
Contract Services	7,684	26,731	19,048	43,801	36,117
Supplies & Expense	13,551	27,092	13,540	26,005	12,454
Utilities	17,728	26,935	9,207	28,157	10,429
Cost of Periodicals	9,225	44,338	35,113	44,629	35,405
Garbage	1,271	3,061	1,791	3,523	2,252
Advertising & Marketing	10	1,050	1,040	1,500	1,490
<b>Total Jockey Club Expenses</b>	<b>102,946</b>	<b>282,800</b>	<b>179,854</b>	<b>289,314</b>	<b>186,368</b>
<b>Jockey Club Income/(Loss)</b>	<b>103,914</b>	<b>51,688</b>	<b>52,227</b>	<b>43,855</b>	<b>60,059</b>

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

**DRAFT - UNAUDITED**

	<b>10/31/2020</b>	<b>10/31/2019</b>		<b>10/31/2020</b>	
	<b>Actual</b>	<b>Prior Year</b>		<b>Budget</b>	
	<b>YTD</b>	<b>YTD</b>	<b>Variance</b>	<b>YTD</b>	<b>Variance</b>
Cost Recovered Harvest Fair	0	56,900	(56,900)	59,343	(59,343)
Total Revenue	0	56,900	(56,900)	59,343	(59,343)
<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	9,828	9,821	10,038	10,030
Exhibits Wages and Benefits	0	0	0	-	0
Attendance Wages and Benefits	70	25,109	25,039	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>	78	56,899	56,821	59,343	59,265
<b>Harvest Fair Income(Loss)</b>	<b>(78)</b>	<b>1</b>	<b>(78)</b>	<b>0</b>	<b>(78)</b>



**Sonoma County Fair & Exposition, Inc  
General & Administrative Expenses**
**DRAFT - UNAUDITED**

	10/31/2020 Actual YTD	10/31/2019 Prior Year YTD	Variance	10/31/2020 Budget YTD	Variance
<b>Expense</b>					
Wages & Benefits-Admin	648,284	798,573	150,289	827,085	178,801
Contract Services-Admin	91,078	59,452	(31,627)	80,935	(10,143)
County Indirect Services	95,830	71,660	(24,170)	95,830	
Legal	20,148	46,011	25,863	41,660	21,512
Office Expense-Admin	54,203	128,260	74,057	130,850	76,647
Postage & Telephone	42,026	41,679	(347)	42,737	711
Director's Expense & Travel	4,428	14,120	9,692	16,550	12,122
Donations				-	
Insurance	58,330	55,400	(2,930)	58,330	
Audit Fee	18,700	18,000	(700)	18,000	(700)
Bad Debt and Cash Short/Over	327	1,521	1,194	867	540
<b>Administration Expenses</b>	<b>1,033,353</b>	<b>1,234,675</b>	<b>201,322</b>	<b>1,312,844</b>	<b>279,491</b>
Wages & Benefits-Maint	985,200	1,422,702	437,502	1,557,456	572,256
Contract Services-Maint	31,936	78,326	46,390	85,380	53,444
Equipment Rental-Maint	8,865	30,434	21,569	33,887	25,022
Utilities	261,056	249,389	(11,668)	252,386	(8,670)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	17,603	78,586	60,982	74,934	57,331
Maintenance Supplies	80,262	210,985	130,723	229,707	149,445
Repairs & Maintenance	5,869	33,281	27,411	38,218	32,349
Equipment Repairs	23,282	37,516	14,234	37,091	13,809
<b>Maintenance Expenses</b>	<b>1,414,075</b>	<b>2,141,219</b>	<b>727,144</b>	<b>2,309,059</b>	<b>894,984</b>
<b>General &amp; Administrative Expenses</b>	<b>2,447,428</b>	<b>3,375,893</b>	<b>928,466</b>	<b>3,621,903</b>	<b>1,174,475</b>

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

DRAFT - UNAUDITED

	10/31/2020 Actual YTD	10/31/2019 Prior Year YTD	Variance	10/31/2020 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	116,425	132,431	16,006	142,624	26,199
Interim	351,032	452,472	101,440	530,189	179,157
Jockey Club	15,824	47,615	31,791	37,757	21,933
Golf Course				-	
Administration	359,263	465,211	105,948	467,214	107,951
Maintenance	495,845	595,939	100,095	620,485	124,640
<b>Total Permanent Salaries</b>	<b>1,338,389</b>	<b>1,693,668</b>	<b>355,279</b>	<b>1,798,269</b>	<b>459,880</b>
<b>Temporary Salaries</b>					
Fair	14,737	825,647	810,910	892,292	877,555
Interim	48,583	194,738	146,155	210,602	162,019
Jockey Club	15,989	48,592	32,604	49,283	33,294
Golf Course				-	
Administration	270	4,127	3,857	12,000	11,730
Maintenance	2,422	238,855	236,433	285,651	283,229
<b>Total Temporary Salaries</b>	<b>82,001</b>	<b>1,311,959</b>	<b>1,229,959</b>	<b>1,449,828</b>	<b>1,367,827</b>
<b>Health Benefits</b>					
Fair	25,366	62,115	36,749	78,951	53,585
Interim	92,199	86,447	(5,752)	111,740	19,541
Jockey Club	7,541	19,067	11,527	18,960	11,419
Golf Course				-	
Administration	52,574	55,491	2,917	73,422	20,848
Maintenance	128,478	130,189	1,711	157,022	28,544
<b>Total Health Benefits</b>	<b>306,158</b>	<b>353,309</b>	<b>47,151</b>	<b>440,095</b>	<b>133,937</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	12,890	96,788	83,898	108,472	95,582
Interim	46,994	71,480	24,486	93,490	46,496
Jockey Club	3,397	10,021	6,624	9,580	6,183
Golf Course				-	
Administration	36,594	43,630	7,036	40,756	4,162
Maintenance	112,839	168,769	55,930	177,408	64,569
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>212,714</b>	<b>390,689</b>	<b>177,975</b>	<b>429,706</b>	<b>216,992</b>
<b>Retirement, UI, Other</b>					
Fair	43,360	106,646	63,286	119,918	76,558
Interim	210,329	234,093	23,764	274,897	64,568
Jockey Club	10,311	28,225	17,914	26,119	15,808
Golf Course				-	
Administration	199,583	232,995	33,412	236,693	37,110
Maintenance	245,513	298,247	52,734	327,890	82,377
<b>Total Retirement &amp; Other Benefits</b>	<b>709,095</b>	<b>900,206</b>	<b>191,110</b>	<b>985,517</b>	<b>276,422</b>
<b>TOTAL</b>	<b>2,648,356</b>	<b>4,649,830</b>	<b>2,001,474</b>	<b>5,103,415</b>	<b>2,455,059</b>
<b>TOTAL BY DEPT</b>					
Fair	212,778	1,223,627	1,010,849	1,342,257	1,129,479
Interim	749,137	1,039,230	290,093	1,220,918	471,781
Jockey Club	53,061	153,521	100,460	141,699	88,638
Golf Course					
Administration	648,284	801,453	153,170	830,085	181,801
Maintenance	985,096	1,431,999	446,903	1,568,456	583,360
<b>TOTAL ALL DEPARTMENTS</b>	<b>2,648,356</b>	<b>4,649,830</b>	<b>2,001,474</b>	<b>5,103,415</b>	<b>2,455,059</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	33,458	29,432	30,762	26,736
Parking		80,851	80,851	98,636	98,636
Admissions	315	65,796	65,481	75,681	75,366
Exhibits - Temp	1,373	152,547	151,174	195,000	193,627
Exhibits - Perm	116,425	132,431	16,006	142,624	26,199
Attractions		35,272	35,272	37,513	37,513
Concessions Auditor		3,146	3,146	8,500	8,500
Racing	8,957	358,873	349,916	361,200	352,243
<b>Total Salaries</b>	<b>131,096</b>	<b>933,621</b>	<b>802,525</b>	<b>1,009,916</b>	<b>878,820</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	11,096	13,623	2,526	29,951	18,855
Racing	14,270	48,493	34,223	49,000	34,730
<b>Total Health Benefits</b>	<b>25,366</b>	<b>62,115</b>	<b>36,749</b>	<b>78,951</b>	<b>53,585</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers		8,389	8,389	7,290	7,290
Publicity	474	4,002	3,528	3,858	3,384
Parking		9,520	9,520	11,985	11,985
Admissions		7,080	7,080	9,134	9,134
Exhibits	11,310	28,916	17,606	35,273	23,963
Attractions		4,153	4,153	4,558	4,558
Racing	1,106	34,728	33,622	36,374	35,268
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>12,890</b>	<b>96,788</b>	<b>83,898</b>	<b>108,472</b>	<b>95,582</b>
<b>TOTAL</b>	<b>169,352</b>	<b>1,092,525</b>	<b>923,173</b>	<b>1,197,339</b>	<b>1,027,987</b>
<b>Retirement, UI, Other</b>					
Fair					
Hall of Flowers		2,787	2,787	3,612	3,612
Publicity	250	644	394	506	256
Parking		4,306	4,306	5,938	5,938
Admissions		5,892	5,892	6,852	6,852
Exhibits - Perm	42,557	55,120	12,563	62,584	20,027
Attractions				-	
Racing	553	37,897	37,344	40,426	39,873
<b>Total Retirement &amp; Other Benefits</b>	<b>43,360</b>	<b>106,646</b>	<b>63,286</b>	<b>119,918</b>	<b>76,558</b>

**CASH EXPENDITURES****MONTH OF :** Oct-20

PERMANENT PAYROLL	\$	192,760.74
TEMP PAYROLL	\$	1,331.07
ACCOUNTS PAYABLE	\$	238,690.08
TOTAL PAYMENTS	<u>\$</u>	<u>432,781.89</u>
LEGAL FEES PAID	\$	414.00

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

## Historical Receivables Aging Summary

As Of: Saturday, October 31, 2020

	<u>31-60 Days</u>	<u>61-90 Days</u>	<u>91-120 Days</u>	<u>Over 120 Days</u>
<b>No AR Control</b>				
Los Alamos Racing (0000429)				37.99
Spectra by Comcast Spectacor (00006274)				280.00
Watch and Wager Harness (00008197)				41.53
Totals for No AR Control:				<u>359.52</u>
<b>JLA Auction Buyer (JLA)</b>				
Ghillotti Brothers JLA (00013451) JLA	300.00			
Ovations Catering JLA (00009312) JLA	7,948.00			
Totals for JLA Auction Buyer (JLA):	<u>8,248.00</u>			

**CREDIT CARD DETAIL - OCTOBER 2020**

GL Account	GL Account Description	Account Code	Amount	Reference
56000-90-80	Supplies- Exhibits	00006275	14.99	Heather
65085-20-10	Supplies- Exhibits	00006275	24.99	Heather
65085-20-10	Supplies- Exhibits	00006275	33.99	Heather
			73.97	<b>Heather Total</b>
62034-20-10	Contract Services- Administration	00006275	199.00	Kaitlyn
			199.00	<b>Kaitlyn Total</b>
56000-70-70	Contract Services- Administration	00006275	119.88	Michael
62030-90-80	Contract Services- Satellite	00006275	86.21	Michael
62030-50-10	Contract Services-RV Park-Interim	00006275	243.92	Michael
62030-90-80	Multi-Media Advertising	00006275	455.00	Michael
62030-90-80	Office Supplies- Administration	00006275	35.71	Michael
56000-90-80	Office Supplies- Administration	00006275	20.00	Michael
65030-20-10	Office Supplies- Administration	00006275	53.28	Michael
56000-30-60	Supplies- Exhibits	00006275	190.00	Michael
62050-30-10	Supplies-Publicity	00006275	52.99	Michael
62030-50-10	Tickets & Credentials	00006275	140.01	Michael
62030-50-10	Website	00006275	38.95	Michael
62030-50-10	Website	00006275	19.95	Michael
			1,455.90	<b>Michael Total</b>
			1,728.87	<b>Grand Total</b>

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

As of	10/31/2020 Actual YTD	10/31/2019 Prior Year YTD	Variance
<b><u>ASSETS</u></b>			
<b>CURRENT ASSETS</b>			
Cash in Bank	100,291	162,339	(62,048)
Cash in Treasury	0	0	0
Accounts Receivable (net of allowance)	16,155	23,520	(7,365)
Other Assets	0	0	0
<b>TOTAL CURRENT ASSETS</b>	<b>116,446</b>	<b>185,859</b>	<b>(69,413)</b>
<b>TOTAL ASSETS</b>	<b>116,446</b>	<b>185,859</b>	<b>(69,413)</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>			
<b>CURRENT LIABILITIES</b>			
Accounts Payable	0	95,570	(95,570)
Accrued Expenses	23,125	51,130	(28,005)
Sales & Use Tax Payable	62	9,578	(9,516)
Deposits & Refunds Payable	(80)	0	(80)
<b>TOTAL CURRENT LIABILITIES</b>	<b>23,107</b>	<b>156,278</b>	<b>(133,171)</b>
<b>FUND EQUITY</b>			
Beginning Retained Earnings	55,868	27,326	28,541
Profit(Loss) for the Year	37,471	2,255	35,216
<b>TOTAL EQUITY</b>	<b>93,339</b>	<b>29,581</b>	<b>63,758</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>116,446</b>	<b>185,859</b>	<b>(69,413)</b>

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

For the Period	10/31/2020 Actual YTD	10/31/2020 Budget YTD	Variance	Annual Budget
<b>Revenues</b>				
Sponsorships	2,500	9,000	(6,500)	22,000
Operations - Parking - Admissions	193	800	(607)	8,000
Awards Night		55,000	(55,000)	60,000
Sponsorships - Awards Night		15,000	(15,000)	15,000
Wine Competition	68,920	86,000	(17,080)	85,200
Culinary Competitions	2,555	4,000	(1,445)	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>	<b>74,168</b>	<b>285,403</b>	<b>(211,235)</b>	<b>314,700</b>
<b>Expenses</b>				
Administration	7,360	71,800	64,440	73,755
Operations - Parking - Admissions	2,500	15,500	13,000	15,950
Awards Night		59,485	59,485	65,459
Wine Competition	20,275	45,300	25,025	51,150
Culinary Competition	4,378	4,600	222	4,600
Attractions		7,500	7,500	8,875
Misc. Programs				
Publicity/Marketing	9,277	50,000	40,723	55,000
Retail Sales				
Tasting		27,650	27,650	36,950
Vendors				
Prior Period Expense	(7,093)		7,093	etix liability write off from prior year
<b>Total Expenses</b>	<b>36,697</b>	<b>281,835</b>	<b>245,138</b>	<b>311,739</b>
<b>Operating Income/(Loss) - Prior to Revenue Split</b>	<b>37,471</b>	<b>3,568</b>	<b>33,903</b>	<b>2,961</b>
<b>Revenue Share with SCF</b>				
<b>Net Income</b>	<b>37,471</b>	<b>3,568</b>	<b>33,903</b>	<b>2,961</b>