

# 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

**October 22, 2019, 4:30 – 5:00**

### Sonoma County Fairgrounds Board Room

**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 September 2019 – **(Attachment #1)** – Michael Margetts
5. Review detail of US Bank credit card charges paid through August 2019 - **(Attachment #2)** – Michael Margetts
6. Discussion and possible action regarding approval of 2019 Purchase Orders in excess of \$25,000 – **(None)**
7. Discussion and possible action regarding approval of 2019 Contracts in excess of \$25,000 – **(None)**
8. Review of Harvest Fair financial statements – **(None, no meeting)**
9. Discussion about increase in Santa Rosa minimum wage – Michael Margetts
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.*

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

DRAFT - UNAUDITED

DRAFT

	9/30/2019 Calendar YTD	9/30/2018 Calendar YTD	8/31/2019
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	5,194,203	3,717,019	3,902,737
Accounts Receivable, Net	143,703	620,919	2,029,346
Racing Settlement Receivable	202,626	65,790	202,626
Prepaid Expenses			
Inventory of Supplies		1,800	
Other Current Assets		99,342	
<b>Total Current Assets</b>	<b>5,540,531</b>	<b>4,504,870</b>	<b>6,134,709</b>
<b>Property &amp; Equipment, Net</b>	8,920,092	9,485,599	8,920,092
Construction in Progress	633,211	121,845	633,211
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,553,302</b>	<b>9,607,444</b>	<b>9,553,302</b>
<b>Other Assets</b>			
Restricted Cash	120,904	120,916	120,904
Due From/Due (To) County for Vet's	12,534	(16,000)	19,220
GASB 68 Deferred Outflow of Resources	400,824	961,078	400,824
GASB 75 Deferred Outflow of Resources	254,492		254,492
<b>Total Other Assets</b>	<b>788,754</b>	<b>1,065,994</b>	<b>795,440</b>
<b>TOTAL ASSETS</b>	<b>15,882,588</b>	<b>15,178,309</b>	<b>16,483,451</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable	230,139	148,864	891,910
Scholarships Payable	8,250	5,000	8,250
Accrued Expenses	763,474	673,282	762,030
Racing Payable	156,692	82,218	177,092
Purses Paid - (Over)/Under	(112,462)	(149,224)	(112,462)
Other Short Term Liabilities	185	6,902	185
Short Term Notes			
Current Portion of Long-Term Debt			
Deferred Income	526,136	311,329	353,021
<b>Total Current Liabilities</b>	<b>1,572,413</b>	<b>1,078,371</b>	<b>2,080,026</b>
<b>Long Term Liabilities</b>			
GASB 68 Deferred Inflow of Resources	701,757	139,498	701,757
GASB 68 Net Pension Liability	778,377	2,029,925	778,377
GASB 75 Deferred Inflow of Resources	216,663		216,663
GASB 75 Net Pension Liability	1,967,830		1,967,830
<b>Total Long Term Liabilities</b>	<b>3,664,627</b>	<b>2,169,423</b>	<b>3,664,627</b>
<b>NET ASSETS</b>			
<b>Investment in Capital Assets</b>	8,911,835	8,784,100	8,911,836
<b>Restricted for Scholarships</b>	23,856	19,908	23,856
<b>Restricted for Junior Livestock Auction</b>	75,107	61,764	75,107
<b>Retained Earnings - Unrestricted</b>	291,298	992,935	291,298
<b>Profit/(Loss) Current Year</b>	1,343,452	2,071,809	1,436,703
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15,882,588</b>	<b>15,178,309</b>	<b>16,483,452</b>

**Sonoma County Fair & Exposition, Inc  
Income Statement**
**DRAFT - UNAUDITED**

	9/30/2019 Actual YTD	9/30/2018 Prior Year YTD	Variance	9/30/2019 Budget YTD	Variance
<b>Operating Revenue</b>					
Fair	6,098,876	6,239,839	(140,963)	6,344,353	(245,477)
Interim	2,835,547	3,608,573	(773,026)	2,551,984	283,563
Jockey Club	310,389	306,516	3,872	293,673	16,715
<b>Total Operating Revenue</b>	<b>9,244,812</b>	<b>10,154,928</b>	<b>(910,116)</b>	<b>9,190,010</b>	<b>54,802</b>
<b>Operating Expense</b>					
Fair	3,622,500	3,424,223	(198,277)	3,509,992	(112,508)
Interim	1,252,126	1,327,582	75,456	1,317,056	64,930
Jockey Club	254,336	298,425	44,089	250,229	(4,107)
General & Administrative Allocated Costs - Harvest Fair	2,989,276	2,988,457	(820)	3,032,414	43,138
<b>Total Operating Expenses</b>	<b>8,118,239</b>	<b>8,038,688</b>	<b>(79,551)</b>	<b>8,109,691</b>	<b>(8,548)</b>
<b>Operating Income/(Loss)</b>	<b>1,126,573</b>	<b>2,116,240</b>	<b>(989,667)</b>	<b>1,080,319</b>	<b>46,253</b>
Other Revenue	28,410	28,431	(21)	19,860	8,550
Harvest Fair - Revenue					
Harvest Fair - Expense	(7,593)	(11,457)	3,864	(14,000)	6,407
Interest Expense					
JLA, net	18,366	13,446	4,920		18,366
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	51,717	(73,616)	125,332		51,717
<b>Net Income/(Loss)before depreciation and capital</b>	<b>1,217,473</b>	<b>2,073,045</b>	<b>(855,572)</b>	<b>1,086,179</b>	<b>131,294</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>1,217,473</b>	<b>2,073,045</b>	<b>(855,572)</b>	<b>1,086,179</b>	<b>131,294</b>
Gain (loss) on disposal of asset		(1,236)	1,236		
Capital Expenditures					
Capital Funding	125,979		125,979		125,979
<b>Net Income (Loss) incl Capital</b>	<b>1,343,452</b>	<b>2,071,809</b>	<b>(728,357)</b>	<b>1,086,179</b>	<b>257,273</b>

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

DRAFT - UNAUDITED

	9/30/2019 Actual YTD	9/30/2018 Prior Year PTD	Variance	9/30/2019 Budget YTD	Variance
<b>Revenue</b>					
Admissions	1,568,336	1,612,281	(43,945)	1,683,947	(115,611)
Parking	438,536	459,304	(20,768)	490,156	(51,620)
Commercial Space	355,684	403,719	(48,036)	413,900	(58,217)
Carnival	712,319	738,496	(26,177)	739,000	(26,681)
Concessions	1,180,703	1,163,306	17,397	1,169,700	11,003
Exhibits	97,858	88,394	9,463	85,000	12,858
Racing	1,059,959	1,083,877	(23,918)	1,043,300	16,659
Attractions	185,442	189,549	(4,107)	197,000	(11,558)
Sponsorships	383,193	404,260	(21,068)	420,500	(37,308)
VIP Tent	28,560	29,100	(540)	29,100	(540)
Miscellaneous	88,288	67,552	20,736	72,750	15,538
<b>Total Fair Revenue</b>	<b>6,098,876</b>	<b>6,239,839</b>	<b>(140,963)</b>	<b>6,344,353</b>	<b>(245,477)</b>
<b>Expense</b>					
Labor and Benefits	1,155,830	1,063,672	(92,158)	1,142,134	(13,696)
Advertising & Publicity	285,148	311,328	26,180	271,504	(13,644)
Attendance	350,576	332,527	(18,049)	339,212	(11,364)
Signage/Other/Drinking Water				-	
Premium	260,995	263,177	2,181	272,050	11,055
Hall of Flowers	126,127	133,317	7,190	152,000	25,873
Exhibits	135,341	146,314	10,972	141,500	6,159
Commerical/Concessions Exhibits	9,123	20,677	11,555	2,300	(6,823)
Racing	554,735	473,994	(80,741)	470,200	(84,535)
Attractions	654,720	615,386	(39,334)	606,392	(48,328)
Miscellaneous	26,871	4,096	(22,775)	36,200	9,329
VIP Tent	16,981	27,488	10,507	27,500	10,519
RV Park - Fair - Contract Services	46,053	32,249	(13,804)	49,000	2,947
<b>Total Expense</b>	<b>3,622,500</b>	<b>3,424,223</b>	<b>(198,277)</b>	<b>3,509,992</b>	<b>(112,508)</b>
<b>Fair Income/(Loss)</b>	<b>2,476,376</b>	<b>2,815,615</b>	<b>(339,240)</b>	<b>2,834,361</b>	<b>(357,985)</b>

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

**DRAFT - UNAUDITED**

	<b>9/30/2019 Actual YTD</b>	<b>9/30/2018 Prior Year YTD</b>	<b>Variance</b>	<b>9/30/2019 Budget YTD</b>	<b>Variance</b>
<b>Revenue</b>					
Long Term Rentals	48,694	62,595	(13,902)	76,534	(27,840)
Building Rental	326,081	374,810	(48,729)	333,438	(7,357)
Facility Rental	192,517	201,824	(9,306)	192,709	(192)
Equipment Rental	142,914	131,524	11,390	124,778	18,136
Trailer & RV	1,233,032	1,814,861	(581,828)	829,250	403,782
Interim Parking	214,629	263,052	(48,423)	269,000	(54,372)
Insurance/Costs Reimbursed	57,111	70,739	(13,627)	55,810	1,301
Security Reimbursed	168,527	182,259	(13,733)	167,519	1,008
Food & Other Concessions	142,030	159,011	(16,981)	146,278	(4,248)
Alcohol Concessions	226,702	257,026	(30,323)	266,668	(39,966)
Other Interim Revenue	83,310	90,874	(7,564)	90,000	(6,690)
<b>Total Revenue</b>	<b>2,835,547</b>	<b>3,608,573</b>	<b>(773,026)</b>	<b>2,551,984</b>	<b>283,563</b>
<b>Expense</b>					
Int Wages & Benefits	828,955	925,368	96,413	932,001	103,046
Int Parking Wages & Benefits	69,498	45,680	(23,819)	44,625	(24,873)
<b>Total Wages &amp; Benefits</b>	<b>898,453</b>	<b>971,048</b>	<b>72,594</b>	<b>976,626</b>	<b>78,173</b>
Contract Services-Interim	6,579	9,580	3,001	11,250	4,671
Contract Services-RV Park	1,053	10,366	9,313	10,000	8,948
Straw Removal				-	
Security	57,053	24,867	(32,186)	49,500	(7,553)
Supplies & Equipment	8,737	14,330	5,593	20,200	11,463
RV Park Utilities	111,994	120,085	8,091	100,500	(11,494)
RV Park Advertising	4,646		(4,646)	3,000	(1,646)
Miscellaneous RV Parking				-	
RV Supplies & Equipment	17,734	8,484	(9,250)	9,080	(8,654)
Interim Advertising	3,444	875	(2,569)	3,000	(444)
Business Partner Incentive				-	
Insurance/Costs Reimbursed	5,331	3,370	(1,960)	4,000	(1,331)
Security Costs Reimbursed	124,898	151,174	26,276	113,000	(11,898)
Equipment Rental	1,164	2,904	1,739	4,400	3,236
CalTrans Median Strip Rent	10,810	10,500	(310)	10,500	(310)
Special Repairs & Equipment	231		(231)	2,000	1,769
<b>Total Expense</b>	<b>1,252,126</b>	<b>1,327,582</b>	<b>75,456</b>	<b>1,317,056</b>	<b>64,930</b>
<b>Interim Income/(Loss)</b>	<b>1,583,421</b>	<b>2,280,991</b>	<b>(697,570)</b>	<b>1,234,928</b>	<b>348,493</b>

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

**DRAFT - UNAUDITED**

	<b>9/30/2019</b>	<b>9/30/2018</b>		<b>9/30/2019</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	24,738	26,641	(1,903)	27,000	(2,262)
Turf Club	4,570	4,755	(185)	4,400	170
Commissions	215,713	207,400	8,313	201,000	14,713
Programs/Other	2,181	2,538	(357)	2,414	(233)
Race Forms, etc	52,548	54,757	(2,209)	50,850	1,698
Concessions	7,838	5,156	2,683	5,009	2,829
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental				-	
ATM Fees	2,801	5,270	(2,469)	3,000	(200)
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>310,389</b>	<b>306,516</b>	<b>3,872</b>	<b>293,673</b>	<b>16,715</b>
<b>Expense</b>					
Wages & Benefits	136,194	135,453	(741)	132,394	(3,800)
Contract Services	24,419	24,941	522	25,500	1,081
Supplies & Expense	22,868	36,871	14,003	20,475	(2,393)
Utilities	25,639	52,232	26,594	29,250	3,611
Cost of Periodicals	41,529	42,084	555	37,385	(4,144)
Garbage	2,638	5,344	2,706	3,725	1,087
Advertising & Marketing	1,050	1,500	450	1,500	450
<b>Total Jockey Club Expenses</b>	<b>254,336</b>	<b>298,425</b>	<b>44,089</b>	<b>250,229</b>	<b>(4,107)</b>
<b>Jockey Club Income/(Loss)</b>	<b>56,052</b>	<b>8,091</b>	<b>47,961</b>	<b>43,444</b>	<b>12,608</b>

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

**DRAFT - UNAUDITED**

	<b>9/30/2019 Actual YTD</b>	<b>9/30/2018 Prior Year YTD</b>	<b>Variance</b>	<b>9/30/2019 Budget YTD</b>	<b>Variance</b>
Cost Recovered Harvest Fair	0	0	0	-	0
Total Revenue	0	0	0	0	0
<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	7,000	7,000
Interim Wages and Benefits	790	1,160	370	-	(790)
Exhibits Wages and Benefits	0	0	0	-	0
Attendance Wages and Benefits	6,803	10,297	3,494	7,000	198
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	0	0	-	0
<b>Total Expenses</b>	<b>7,593</b>	<b>11,457</b>	<b>3,864</b>	<b>14,000</b>	<b>6,407</b>
<b>Harvest Fair Income(Loss)</b>	<b>(7,593)</b>	<b>(11,457)</b>	<b>3,864</b>	<b>(14,000)</b>	<b>6,407</b>

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

DRAFT - UNAUDITED

	9/30/2019 Actual YTD	9/30/2018 Prior Year YTD	Variance	9/30/2019 Budget YTD	Variance
<b>Expense</b>					
Wages & Benefits-Admin	685,976	708,389	22,413	683,544	(2,432)
Contract Services-Admin	57,418	48,410	(9,008)	55,600	(1,818)
County Indirect Services	57,328	53,191	(4,137)	64,458	7,130
Legal	42,423	37,504	(4,919)	32,800	(9,623)
Office Expense-Admin	117,023	111,203	(5,820)	104,185	(12,838)
Postage & Telephone	38,473	44,316	5,843	44,300	5,827
Director's Expense & Travel	10,135	15,507	5,372	14,400	4,265
Donations				-	
Insurance	44,566	52,221	7,655	48,744	4,178
Audit Fee	18,000	35,380	17,380	45,000	27,000
Bad Debt and Cash Short/Over	1,489	1,902	413	747	(742)
<b>Administration Expenses</b>	<b>1,072,831</b>	<b>1,108,023</b>	<b>35,192</b>	<b>1,093,778</b>	<b>20,947</b>
Wages & Benefits-Maint	1,262,828	1,159,775	(103,053)	1,237,898	(24,930)
Contract Services-Maint	73,269	90,244	16,975	83,000	9,731
Equipment Rental-Maint	30,231	32,554	2,323	33,500	3,269
Utilities	217,412	203,017	(14,396)	232,900	15,488
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	76,891	63,967	(12,924)	64,200	(12,691)
Maintenance Supplies	203,562	228,058	24,496	225,738	22,176
Repairs & Maintenance	33,056	62,263	29,207	28,400	(4,656)
Equipment Repairs	19,196	40,556	21,361	33,000	13,804
<b>Maintenance Expenses</b>	<b>1,916,445</b>	<b>1,880,434</b>	<b>(36,011)</b>	<b>1,938,636</b>	<b>22,191</b>
<b>General &amp; Administrative Expenses</b>	<b>2,989,276</b>	<b>2,988,457</b>	<b>(820)</b>	<b>3,032,414</b>	<b>43,138</b>



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

DRAFT - UNAUDITED

	9/30/2019 Actual YTD	9/30/2018 Prior Year YTD	Variance	9/30/2019 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	118,483	114,133	(4,350)	114,636	(3,847)
Interim	383,243	447,265	64,022	431,613	48,370
Jockey Club	41,586	45,137	3,551	42,676	1,090
Golf Course				-	
Administration	394,071	409,924	15,853	389,349	(4,722)
Maintenance	515,308	482,950	(32,358)	500,491	(14,817)
<b>Total Permanent Salaries</b>	<b>1,452,690</b>	<b>1,499,408</b>	<b>46,719</b>	<b>1,478,765</b>	<b>26,075</b>
<b>Temporary Salaries</b>					
Fair	791,080	702,391	(88,689)	773,370	(17,710)
Interim	173,619	161,341	(12,278)	167,400	(6,219)
Jockey Club	44,421	41,814	(2,607)	39,400	(5,021)
Golf Course				-	
Administration	3,861	13,288	9,427	15,000	11,139
Maintenance	226,874	184,567	(42,306)	208,500	(18,374)
<b>Total Temporary Salaries</b>	<b>1,239,855</b>	<b>1,103,402</b>	<b>(136,453)</b>	<b>1,203,670</b>	<b>(36,185)</b>
<b>Health Benefits</b>					
Fair	56,459	70,468	14,009	68,498	12,039
Interim	77,792	66,328	(11,465)	84,600	6,808
Jockey Club	16,901	15,541	(1,360)	16,064	(837)
Golf Course				-	
Administration	48,982	41,976	(7,007)	51,993	3,011
Maintenance	115,349	92,005	(23,344)	120,133	4,784
<b>Total Health Benefits</b>	<b>315,484</b>	<b>286,318</b>	<b>(29,166)</b>	<b>341,288</b>	<b>25,804</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	94,970	91,127	(3,842)	95,483	513
Interim	60,777	64,793	4,016	69,271	8,494
Jockey Club	8,922	8,526	(396)	8,447	(475)
Golf Course				-	
Administration	38,137	40,113	1,976	34,291	(3,846)
Maintenance	149,847	149,925	78	156,590	6,743
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>352,653</b>	<b>354,484</b>	<b>1,830</b>	<b>364,082</b>	<b>11,429</b>
<b>Retirement, UI, Other</b>					
Fair	101,550	95,408	(6,142)	97,147	(4,403)
Interim	203,299	232,336	29,037	222,942	19,643
Jockey Club	24,292	24,419	127	25,427	1,135
Golf Course				-	
Administration	200,925	202,990	2,065	192,711	(8,214)
Maintenance	254,466	249,358	(5,108)	258,184	3,718
<b>Total Retirement &amp; Other Benefits</b>	<b>784,533</b>	<b>804,511</b>	<b>19,979</b>	<b>796,411</b>	<b>11,878</b>
<b>TOTAL</b>	<b>4,145,215</b>	<b>4,048,123</b>	<b>(97,092)</b>	<b>4,184,216</b>	<b>39,001</b>
<b>TOTAL BY DEPT</b>					
Fair	1,162,542	1,073,527	(89,015)	1,149,134	(13,408)
Interim	898,731	972,063	73,332	975,826	77,095
Jockey Club	136,122	135,437	(685)	132,014	(4,108)
Golf Course					
Administration	685,976	708,291	22,315	683,344	(2,632)
Maintenance	1,261,844	1,158,805	(103,039)	1,243,898	(17,946)
<b>TOTAL ALL DEPARTMENTS</b>	<b>4,145,215</b>	<b>4,048,123</b>	<b>(97,092)</b>	<b>4,184,216</b>	<b>39,001</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	49,438	(21,811)	60,000	(11,248)
Publicity	33,238	22,697	(10,541)	43,170	9,932
Parking	80,659	61,073	(19,586)	70,000	(10,659)
Admissions	65,654	55,888	(9,766)	66,500	846
Exhibits - Temp	151,410	151,183	(227)	164,000	12,590
Exhibits - Perm	118,483	114,133	(4,350)	114,636	(3,847)
Attractions	35,272	32,053	(3,218)	33,000	(2,272)
Concessions Auditor	3,146	8,197	5,052	10,200	7,055
Racing	343,742	312,008	(31,734)	319,500	(24,242)
<b>Total Salaries</b>	<b>902,851</b>	<b>806,669</b>	<b>(96,182)</b>	<b>881,006</b>	<b>(21,845)</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	12,065	10,469	(1,595)	23,498	11,433
Racing	44,395	59,999	15,604	45,000	605
<b>Total Health Benefits</b>	<b>56,459</b>	<b>70,468</b>	<b>14,009</b>	<b>68,498</b>	<b>12,039</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers	8,389	5,821	(2,568)	7,290	(1,099)
Publicity	3,935	2,673	(1,262)	4,175	241
Parking	9,498	7,191	(2,306)	8,505	(993)
Admissions	7,080	7,999	919	9,320	2,241
Exhibits	27,572	26,976	(596)	29,074	1,502
Attractions	4,153	3,787	(366)	4,010	(143)
Racing	34,343	36,680	2,337	33,109	(1,234)
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>94,970</b>	<b>91,127</b>	<b>(3,842)</b>	<b>95,483</b>	<b>513</b>
<b>TOTAL</b>	<b>1,054,280</b>	<b>968,264</b>	<b>(86,016)</b>	<b>1,044,987</b>	<b>(9,293)</b>
<b>Retirement, UI, Other</b>					
Fair					
Hall of Flowers	2,787	2,185	(602)	3,612	825
Publicity	644	872	228	2,598	1,954
Parking	4,294	3,446	(848)	4,214	(80)
Admissions	5,892	5,612	(280)	6,604	712
Exhibits - Perm	50,115	46,813	(3,302)	48,714	(1,401)
Attractions				-	
Racing	37,818	36,480	(1,338)	31,405	(6,413)
<b>Total Retirement &amp; Other Benefits</b>	<b>101,550</b>	<b>95,408</b>	<b>(6,142)</b>	<b>97,147</b>	<b>(4,403)</b>



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

**September 30, 2019**

**To: Board of Directors**  
**From: Michael Margetts**

**September**

**Computer generated checks:**

**September**  
**Total Payables Dispersed: \$ 45,837.32**

**Payroll**

**County Payroll-PD's 9/4/19&9/18/19** \$ 294,983.09  
**Temp Payroll - PD's 9/13/19&9/27/19** \$ 91,325.52  
\$ 386,308.61

**Total disbursements:**

**\$ 432,145.93**

**County Counsel Cost for August Paid in September 2019:**

**\$ 4,416.00**

**September 2019 - Accounts Receivable Over 60 Days**

<b>Customer Name</b>	<b>61-90 Days</b>	<b>91-120 Days</b>	<b>Over 120 Days</b>	<b>Comments</b>
Garden Brothers Circus			\$ 80.00	Debbie is contacting them for payment.
Heather Payne	\$ 1,101.79		\$ 363.06	Bowls to Burgers
Local Sesh			\$ 5,060.00	Kaitlyn received message from them that they will not be able to pay this until 2019. Michael sent contract to County Counsel to write an initial demand letter. Demand letter sent. Local Sesh has been making monthly \$2,000 payments. Original amount owing \$33177.15, \$26,117.15 has been paid to date
<b>Total Owing as of September 2019:</b>	<b>\$ 1,101.79</b>	<b>\$ -</b>	<b>\$ 5,503.06</b>	

## V-84378 U.S. Bank Corp Payment Systems September 2019

# 84378 (Closed), Invoice: 4246044555679855819, U.S. Bank Corporate Payment Systems (00006275), 08/31/19, 40,244.28

GL Account	GL Account Description	Reference	Amount	
730101080	Equipment Repair- Maintenance	CSandersAdvAutoGlass	518.14	
620503010	Tickets & Credentials	CSandersComcastAdmin	148.38	
620306010	Supplies- Racing	CSandersGoldenGateN racing	90.91	
620306010	Supplies- Racing	CSandersGoldenGateN racing	74.36	
720501080	Equipment Rental- Maintenance	CSandersHercRentals	411.77	
700451080	Fuel Supplies	CSandersShellOil	30.00	
730306010	Special Repairs & Equip-Racing	CSandersSportsturflrrig	1,626.00	
730306010	Special Repairs & Equip-Racing	CSandersSportsturflrrig Truf track sprinkler repair	481.00	
730306010	Special Repairs & Equip-Racing	CSandersUnitedForestProd	1,082.50	
620209080	Telephone	CSandersVZRV	57.00	
560759080	Computer Support	CSandersVZWireless	446.50	<b>4,966.56</b>
620309080	Office Supplies- Administration	HBorck1800Flowers	75.59	
620305010	Supplies- Exhibits	HBorckAdobeCreativeCloud	33.99	
620305010	Supplies- Exhibits	HBorckAmazon Batteries	21.76	
620305010	Supplies- Exhibits	HBorckAmazon Tripod, staples	95.08	
620305010	Supplies- Exhibits	HBorckAmazon Scoops, scissors	68.97	
620305010	Supplies- Exhibits	HBorckAmazon Memory Sticks	32.51	
620305010	Supplies- Exhibits	HBorckAmazon Flagpoles	14.18	
620305010	Supplies- Exhibits	HBorckAmazon Artist Easel Stand	39.98	
620305010	Supplies- Exhibits	HBorckDominos	107.57	
660808010	Farmers Day	HBorckMom'sApplePie JLA	1,059.56	
620305010	Supplies- Exhibits	HBorckOfficeDepot Toner	628.81	
660808010	Farmers Day	HBorckQCSupply Sorting Panels	438.60	
620305010	Supplies- Exhibits	HBorckSmartFoodServ	35.05	
601405010	Agriculture Education	HBorckSQPromac Ag Ed Vinyl	675.19	
620305010	Supplies- Exhibits	HBorckTarget Utility Tub	70.31	
680709080	Directors Expense	HBorckTrophyDepot Gavel	98.12	<b>3,495.27</b>
620303010	Supplies- Attendance	JEngdahlAmazon Felt cowboy hat	6.25	
620308010	Supplies- Attractions	JEngdahlAmazon wiggly eyes	6.28	
620308010	Supplies- Attractions	JEngdahlAmazon Crayons	7.95	
620308010	Supplies- Attractions	JEngdahlAmazon crates	9.79	
620308010	Supplies- Attractions	JEngdahlAmazon pens	13.99	
620308010	Supplies- Attractions	JEngdahlAmazon Bandanas	13.99	
620308010	Supplies- Attractions	JEngdahlAmazon ink pens	16.76	
620308010	Supplies- Attractions	JEngdahlAmazon Sheriff Badges	16.88	
620308010	Supplies- Attractions	JEngdahlAmazon canvas drop cloth	19.55	
620308010	Supplies- Attractions	JEngdahlAmazon Napkins	20.05	
620308010	Supplies- Attractions	JEngdahlAmazon brochure holder	34.97	
620308010	Supplies- Attractions	JEngdahlAmazon Costumes	43.44	
620308010	Supplies- Attractions	JEngdahlAmazon balloons	44.75	
620308010	Supplies- Attractions	JEngdahlAmazon Costumes	46.58	
620308010	Supplies- Attractions	JEngdahlAmazon padlocks	61.47	
620308010	Supplies- Attractions	JEngdahlAmazon	73.68	
620308010	Supplies- Attractions	JEngdahlAmazon Instant Film Bead and threads	78.93	
620308010	Supplies- Attractions	JEngdahlAmazon paper	84.35	
620308010	Supplies- Attractions	JEngdahlAmazon candy	89.46	
620318010	Office Supplies Attractions	JEngdahlAmazon Cowboy Hats	95.90	
620511010	Sign Machine - Fair	JEngdahlAmazon Eggs, pails, rope	165.10	

## V-84378 U.S. Bank Corp Payment Systems September 2019

# 84378 (Closed), Invoice: 4246044555679855819, U.S. Bank Corporate Payment Systems (00006275), 08/31/19, 40,244.28

GL Account	GL Account Description	Reference	Amount	
650782010	Pre-Fair Events - Publicity	JEngdahlAmazon Costumes	346.34	
650782010	Pre-Fair Events - Publicity	JEngdahlBudget Rental Van	997.73	
620308010	Supplies- Attractions	JEngdahlBV Ace cotton, spray	32.67	
620511010	Sign Machine - Fair	JEngdahlHP.com Toner	299.04	
620308010	Supplies- Attractions	JEngdahlSafeway chips	384.03	
620308010	Supplies- Attractions	JEngdahlSafeway chips	25.15	
620308010	Supplies- Attractions	JEngdahlTarget Markers	14.15	
620308010	Supplies- Attractions	JEngdahlTarget markers	0.71	
620308010	Supplies- Attractions	JEngdahlTarget erasers, markers	173.37	
620308010	Supplies- Attractions	JEngdahlTarget	19.61	
620308010	Supplies- Attractions	JEngdahlWholeFood Chocolate Milk	14.57	
620308010	Supplies- Attractions	JEngdahlZulily plush toys, novelty items	251.49	
620308010	Supplies- Attractions	JEngdahlZulily plush toys, novelty items	266.74	<b>3,775.72</b>
560056010	First Aid/Ambulance	KFindleyThornAmazon Wristbands	7.99	
560056010	First Aid/Ambulance	KFindleyThornAmazon Wristbands	11.99	
620303010	Supplies- Attendance	KFindleyThornAmazon	29.99	
620303060	Supplies-Interim	KFindleyThornAmazon cable ties	35.89	
62030306095	Vets - Supplies	KFindleyThornAmazon Calculator	51.17	
62030306095	Vets - Supplies	KFindleyThornAmazon	140.47	
620342010	Supplies-Publicity	KFindleyThornAmazon Dust mops, cable ties	174.35	
650652010	Sponsorship Expenses	KFindleyThornAmazon first aid canopy tent	239.75	
680709080	Directors Expense	KFindleyThornChevron employee breakfast	479.60	
680709080	Directors Expense	KFindleyThornChevron employee breakfast	59.95	
680709080	Directors Expense	KFindleyThornCostco employee breakfast	116.97	
620303060	Supplies-Interim	KFindleyThornDollarTree parking supplies	15.26	
620309080	Office Supplies- Administration	KFindleyThornEnvelopes Hat Day	308.91	
670301010	Cattle Drive	KFindleyThornFireDept Cattle Drive propane permit	69.00	
680909080	Travel and Training	KFindleyThornIAFE	99.00	
620309080	Office Supplies- Administration	KFindleyThornOfficeDepot laminating pouches	135.97	
620303010	Supplies- Attendance	KFindleyThornPartyCity	49.00	
620303010	Supplies- Attendance	KFindleyThornPartyCity table covers	59.31	
650226010	Advertising-Fair Racing	KFindleyThornPayPalCarlycallan	175.00	
650302010	Multi-Media Advertising	KFindleyThornSCFBoxOffice Influencer Marketing Campaign Carnival tickets	100.00	
650202010	Media- Print	KFindleyThornTheBohemianPacifi Advertising	500.00	

## V-84378 U.S. Bank Corp Payment Systems September 2019

# 84378 (Closed), Invoice: 4246044555679855819, U.S. Bank Corporate Payment Systems (00006275), 08/31/19, 40,244.28

GL Account	GL Account Description	Reference	Amount	
650661010	VIP Tent	KFindleyThronTheHomeDepot flowers	63.20	<b>2,922.77</b>
620303010	Supplies- Attendance	LFoxAmazon returns	-65.32	
620306010	Supplies- Racing	LFoxAmazon returns	-63.15	
620309080	Office Supplies- Administration	LFoxAmazon returns	-37.98	
620309080	Office Supplies- Administration	LFoxAmazon misc	12.99	
620309080	Office Supplies- Administration	LFoxAmazon rubber bands	16.31	
620309080	Office Supplies- Administration	LFoxAmazon steno book	17.68	
620309080	Office Supplies- Administration	LFoxAmazon batteries	20.70	
620309080	Office Supplies- Administration	LFoxAmazon Address Labels	32.38	
620309080	Office Supplies- Administration	LFoxAmazon markers	33.49	
620309080	Office Supplies- Administration	LFoxAmazon misc	34.47	
620309080	Office Supplies- Administration	LFoxAmazon Phone Earpiece	37.98	
620309080	Office Supplies- Administration	LFoxAmazon Bandanas	47.72	
620309080	Office Supplies- Administration	LFoxAmazon Batteries	64.76	
620309080	Office Supplies- Administration	LFoxAmazon Batteries	65.16	
620309080	Office Supplies- Administration	LFoxAmazon Novelty straws	65.32	
620323010	Office Supplies Fair Attendance	LFoxAmazon misc	74.23	
620323010	Office Supplies Fair Attendance	LFoxAmazon misc	75.60	
620323060	Supplies - RV Park	LFoxAmazon Bullhorn	76.28	
650702010	Directors Room	LFoxAmazon Cardstock	80.40	
680709080	Directors Expense	LFoxAmazon Coin Envelopes	116.88	
700501080	Grounds Supplies	LFoxAmazon Coded Phone	139.96	
560018010	Contract Labor Prod Crew Attractns	LFoxBesttWesternStageCrew	147.32	
560018010	Contract Labor Prod Crew Attractns	LFoxBesttWesternStageCrew	633.10	
560018010	Contract Labor Prod Crew Attractns	LFoxBesttWesternStageCrew	541.64	
560018010	Contract Labor Prod Crew Attractns	LFoxBesttWesternStageCrew	347.39	
670103060	Concessions & Other Costs Reimbursed-	LFoxCardcomTech	757.55	
560001010	Contract Services-Fair	LFoxHamptonInn	1,358.88	
560001080	Contract Services- Maintenance	LFoxHamptonInn	2,218.44	
560001080	Contract Services- Maintenance	LFoxHamptonInn	2,378.04	
560008010	Contract Services- Attractions	LFoxHamptonInn	2,038.32	
560008010	Contract Services- Attractions	LFoxHamptonInn	1,189.02	
560018010	Contract Labor Prod Crew Attractns	LFoxHamptonInn	2,208.18	
620306010	Supplies- Racing	LFoxOfficeDepot Office Chair	165.66	
680759080	Staff Meeting Expense	LFoxRoundtablepizza	282.39	
680109080	Dues & Subscriptions	LFoxSFChron	210.60	
620323010	Office Supplies Fair Attendance	LFoxStaples	91.55	<b>15,413.94</b>
620342010	Supplies-Publicity	MMargettsAdobeCreativeCloud	52.99	
620309080	Office Supplies- Administration	MMargettsAmazon Toner	49.78	
620309080	Office Supplies- Administration	MMargettsAmazon CC Paper	41.16	
730309080	Special Repairs & Equipment Admin	MMargettsAmazon 2MoneyCounters	1,656.22	
620506010	Other Expenses- Racing	MMargettsAnimalHlth alcohol	747.00	
620506010	Other Expenses- Racing	MMargettsAnimalHlth	0.05	
620506010	Other Expenses- Racing	MMargettsAnimalHlth needles	71.94	
560007070	Contract Services- Satellite	MMargettsComcastJC	118.08	
650302010	Multi-Media Advertising	MMargettsConstantContact	455.00	
228360000	Due To/Due From Foundation	MMargettsFoundationNonprofitEa	20.00	
560018010	Contract Labor Prod Crew Attractns	MMargettsHamptonInnCecilaReese	2,218.44	
680109080	Dues & Subscriptions	MMargettsNARVCDues	495.00	

## V-84378 U.S. Bank Corp Payment Systems September 2019

**# 84378 (Closed), Invoice: 4246044555679855819, U.S. Bank Corporate Payment Systems (00006275), 08/31/19, 40,244.28**

GL Account	GL Account Description	Reference	Amount	
620309080	Office Supplies- Administration	MMargettsNolo Employee Handbook	34.99	
680909080	Travel and Training	MMargettsPricelineJEGRVConf	17.25	
680909080	Travel and Training	MMargettsPricelineJEGRVConf	17.25	
620309080	Office Supplies- Administration	MMargettsSCFWifi	0.71	
620305010	Supplies- Exhibits	MMargettsShopkeep	158.00	
620305010	Supplies- Exhibits	MMargettsShopkeep	29.99	
650852010	Website	MMargettsSonic.net	38.95	
650852010	Website	MMargettsSonic.net	19.95	
680909080	Travel and Training	MMargettsUnitedAirJEGRVConf	63.00	
680909080	Travel and Training	MMargettsUnitedAirJEGRVConf	208.30	
680909080	Travel and Training	MMargettsUnitedAirJEGRVConf	255.30	<b>6,769.35</b>
620309080	Office Supplies- Administration	RBartlingAlphaCard	324.83	
670301010	Cattle Drive	RBartlingCommDvlp	52.25	<b>377.08</b>
700301080	Electrical Supplies	RCrouchBatteriesPlus	25.05	<b>25.05</b>
700351080	Carpentry/Plumbing Supplies	RFitchGorlitzSewer	98.91	
700351080	Carpentry/Plumbing Supplies	RFitchR&BCo	240.52	
700351080	Carpentry/Plumbing Supplies	RFitchTheHomeDepot Carpentry	87.11	<b>426.54</b>
620323060	Supplies - RV Park	RGarciaDellBusOnlineRVParkComputer	615.34	
620303060	Supplies-Interim	RGarciaHarborFreight Tool box	29.94	
620303060	Supplies-Interim	RGarciaMarlosRVServ	45.76	
670301010	Cattle Drive	RGarciaParkingMeter	0.50	
700451080	Fuel Supplies	RGarciaRottenRobbie	53.73	<b>745.27</b>
730201080	Buildings & Grounds Repair	RGoodmanAEDSuperstore Cabinet mount for alarm	693.03	
620323060	Supplies - RV Park	RGoodmanAmazon stencils	30.58	
700501080	Grounds Supplies	RGoodmanAmazon stencils	21.77	
620301080	Office Supplies-Maintenance	RGoodmanOfficeDepot Ink	129.89	
700501080	Grounds Supplies	RGoodmanUline Rope	291.26	
700501080	Grounds Supplies	RGoodmanWalmart	22.44	<b>1,188.97</b>
620303060	Supplies-Interim	SArcherAutozone	137.76	<b>137.76</b>
			<b>TOTAL</b>	<b>40244.28</b>