

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

October 26, 2021 - 4:45pm - 5:15pm

AGENDA

NOTE: This meeting will be held in-person in the Sonoma County Fairgrounds Board Room and 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/88147032739?pwd=SkIIRzI3Zm5wUVlyRVhBRG0yYzN5UT09>

Meeting ID: 881 4703 2739

Passcode: **056273**

Dial by your location

+1 669 900 6833

Meeting ID: 881 4703 2739

Passcode: **056273**

DIRECTORS: Kevin Howe, Chair, Max Mickelsen, Vice Chair; Carole Quandt, Lisa Wittke Schaffner, Kanani Reynolds, Rob Muelrath

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 Statements, September 2021 – **(Attachment #1)**
– Michael Margetts, CFO
5. Review detail of US Bank credit card charges paid through September 2021 - **(None – Paid in October)**
– Michael Margetts, CFO
6. Review of Harvest Fair financial statements – **(None, not discussed at meeting)** – Michael Margetts, CFO

7. Discussion and possible action regarding approval of 2021 Purchase Orders or Contracts in excess of \$25,000 – **(None)**
8. Discussion regarding 2022 budget – (Michael Margetts, CFO and Becky Bartling, CEO)
9. Request for future agenda items
10. Adjournment

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

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

Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT - UNAUDITED

DRAFT

| | 9/30/2021 Actual YTD | 9/30/2020 Prior Year YTD | 9/30/2019 Actual YTD | 8/31/2021 Actual YTD |
|--|----------------------------|--------------------------------|----------------------------|----------------------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Cash in Bank and Treasury | 7,692,556 | 4,047,328 | 5,194,203 | 6,140,229 |
| Accounts Receivable, Net | 165,891 | 558,698 | 199,959 | 703,348 |
| Racing Settlement Receivable | 536,298 | 541,538 | 202,126 | 2,214,586 |
| Prepaid Expenses | | | | |
| Inventory of Supplies | | | | |
| Other Current Assets | 143,394 | 396 | | |
| Total Current Assets | 8,538,138 | 5,147,961 | 5,596,288 | 9,058,162 |
| Property & Equipment, Net | | | | |
| Construction in Progress | 8,704,284 | 9,412,673 | 8,920,092 | 8,704,284 |
| | 227,649 | (366,228) | 633,211 | 227,649 |
| Total Property & Equipment, Net of Depreciation | 8,931,933 | 9,046,445 | 9,553,302 | 8,931,933 |
| Other Assets | | | | |
| Restricted Cash | 120,904 | 120,904 | 120,904 | 120,904 |
| Due From/Due (To) County for Vet's | 64,105 | 13,377 | (33,160) | 47,996 |
| GASB 68 Deferred Outflow of Resources | 558,298 | 1,345,144 | 400,824 | 558,298 |
| GASB 75 Deferred Outflow of Resources | 353,515 | 260,378 | 254,492 | 353,515 |
| Total Other Assets | 1,096,823 | 1,739,803 | 743,060 | 1,080,713 |
| TOTAL ASSETS | 18,566,894 | 15,934,209 | 15,892,651 | 19,070,808 |
| LIABILITIES AND EQUITY | | | | |
| Current Liabilities | | | | |
| Accounts Payable | (2,124) | 165,746 | 306,226 | 447,683 |
| Scholarships Payable | 5,000 | 13,250 | 8,250 | 9,300 |
| Accrued Expenses | 1,171,587 | 528,595 | 748,457 | 1,152,538 |
| Racing Payable | 191,721 | 259,747 | (26,728) | 308,586 |
| Purses Paid - (Over)/Under | (16,230) | (24,012) | (46,433) | (16,230) |
| Other Short Term Liabilities | 165 | 791 | 185 | 165 |
| Short Term Notes | | 940,000 | | |
| Current Portion of Long-Term Debt | | | | |
| Deferred Income | 490,109 | 281,629 | 433,863 | 493,410 |
| Total Current Liabilities | 1,840,228 | 2,165,746 | 1,423,820 | 2,395,451 |
| Long Term Liabilities | | | | |
| Long Term Note | 477,500 | | | 477,500 |
| GASB 68 Deferred Inflow of Resources | 704,451 | 88,252 | 701,757 | 704,451 |
| GASB 68 Net Pension Liability | 1,167,608 | 2,606,442 | 778,377 | 1,167,608 |
| GASB 75 Deferred Inflow of Resources | 170,172 | 429,195 | 216,663 | 170,172 |
| GASB 75 Net Pension Liability | 1,470,708 | 1,446,779 | 1,967,830 | 1,470,708 |
| Total Long Term Liabilities | 3,990,439 | 4,570,668 | 3,664,627 | 3,990,439 |
| NET ASSETS | | | | |
| Investment in Capital Assets | 8,704,282 | 8,816,986 | 8,935,760 | 8,704,283 |
| Restricted for Scholarships | 36,899 | 37,849 | 23,856 | 36,899 |
| Restricted for Junior Livestock Auction | 120,815 | 91,178 | 75,107 | 120,815 |
| Other Restricted | 120,916 | 120,916 | 120,916 | 120,916 |
| Retained Earnings - Unrestricted | 288,834 | 522,798 | 143,458 | 288,834 |
| GASB 68 Prior Period Adjustment | | | | |
| Profit/(Loss) Current Year | 3,464,481 | (391,931) | 1,505,108 | 3,413,171 |
| TOTAL LIABILITIES AND EQUITY | 18,566,894 | 15,934,209 | 15,892,651 | 19,070,809 |

Sonoma County Fair & Exposition, Inc
Income Statement

DRAFT - UNAUDITED

| | 9/30/2021 | 9/30/2020 | 9/30/2019 | Current | 9/30/2021 | 9/30/2021 | Current |
|--|------------------|--------------------|------------------|------------------|------------------|------------------|------------------|
| | Current | Prior Year | Two Prior | Prior Year | Budget | Revised | Budget |
| | YTD | YTD | YTD | Variance | YTD | Budget | Variance |
| | | | | | YTD | YTD | |
| Operating Revenue | | | | | | | |
| Fair | 3,292,788 | 961,235 | 6,079,789 | 2,331,553 | 1,061,607 | 939,332 | 1,291,849 |
| Interim | 2,535,228 | 1,825,240 | 2,942,921 | 709,987 | 1,411,705 | 128,977 | 994,546 |
| Jockey Club | 193,853 | 198,594 | 310,389 | (4,742) | 160,000 | | 33,853 |
| Total Operating Revenue | 6,021,868 | 2,985,070 | 9,333,099 | 3,036,798 | 2,633,312 | 1,068,309 | 2,320,247 |
| Operating Expense | | | | | | | |
| Fair | 1,400,973 | 909,565 | 3,530,059 | (491,407) | 1,016,419 | 507,483 | 122,929 |
| Interim | 828,131 | 855,164 | 1,253,420 | 27,033 | 626,940 | 78,426 | (122,765) |
| Jockey Club | 13,305 | 101,089 | 254,697 | 87,784 | 24,252 | 18,639 | 29,586 |
| General & Administrative | 1,870,796 | 2,199,612 | 3,005,674 | 328,816 | 1,771,343 | 211,468 | 112,015 |
| Allocated Costs - Harvest Fair | | | | | | | |
| Total Operating Expenses | 4,113,205 | 4,065,430 | 8,043,850 | (47,774) | 3,438,954 | 816,016 | 141,765 |
| Operating Income/(Loss) | 1,908,663 | (1,080,360) | 1,289,248 | 2,989,023 | (805,642) | 252,293 | 2,462,012 |
| Other Revenue | 1,233,361 | 502,775 | 29,860 | 730,586 | 252,351 | 46,276 | 934,734 |
| Harvest Fair - Revenue | | | | | | | |
| Harvest Fair - Expense | 75 | (78) | (7,593) | 153 | | | (75) |
| Interest Expense | (489) | | | (489) | (5,110) | | (4,621) |
| JLA, net | 23,630 | 61,913 | 16,101 | (38,283) | | | (23,630) |
| Net Affect of GASB 68 Adjustments | | | | | | | |
| Prior Year & Misc Expense | 89,581 | 123,818 | 51,717 | (34,237) | | | (89,581) |
| Net Income/(Loss) before depreciation and capital | 3,254,822 | (391,931) | 1,379,334 | 3,646,753 | (558,401) | 298,569 | 3,278,839 |
| Depreciation Expense | | | | | | | |
| Net Income(Loss) before capital | 3,254,822 | (391,931) | 1,379,334 | 3,646,753 | (558,401) | 298,569 | 3,278,839 |
| Gain (loss) on disposal of asset | | | | | | | |
| Capital Expenditures | | | | | | | |
| Capital Funding | 209,659 | | 125,979 | 209,659 | | | |
| Net Income (Loss) incl Capital | 3,464,481 | (391,931) | 1,505,313 | 3,856,412 | (558,401) | 298,569 | 3,278,839 |

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

| | 9/30/2021 | 9/30/2020 | 9/30/2019 | Current | 9/30/2021 | 9/30/2021 | Current |
|------------------------------------|------------------|----------------|------------------|------------------|------------------|----------------|------------------|
| | Current | Prior Year | Two Prior | Prior Year | Budget | Revised | Budget |
| | YTD | YTD | YTD | Variance | YTD | Budget | Variance |
| Revenue | | | | | | | |
| Admissions | 800,071 | | 1,564,915 | 800,071 | - | 232,578 | 567,493 |
| Parking | 192,508 | | 438,536 | 192,508 | - | 101,510 | 90,998 |
| Commercial Space | 88,755 | | 355,684 | 88,755 | - | 69,553 | 19,202 |
| Carnival | 532,387 | | 712,319 | 532,387 | - | 192,475 | 339,912 |
| Concessions | 463,356 | 31,899 | 1,180,790 | 431,457 | - | 243,216 | 220,140 |
| Exhibits | 144,242 | 19,660 | 80,783 | 124,582 | 161,607 | - | (17,365) |
| Racing | 935,314 | 894,510 | 1,059,780 | 40,804 | 900,000 | - | 35,314 |
| Attractions | | | 185,442 | | - | - | |
| Sponsorships | 130,720 | 15,166 | 384,693 | 115,554 | - | 100,000 | 30,720 |
| VIP Tent | | | 28,560 | | - | - | |
| Miscellaneous | 5,435 | | 88,288 | 5,435 | - | - | 5,435 |
| Total Fair Revenue | 3,292,788 | 961,235 | 6,079,789 | 2,331,553 | 1,061,607 | 939,332 | 1,291,849 |
| Expense | | | | | | | |
| Labor and Benefits | 175,942 | 199,086 | 1,167,834 | 23,144 | 128,292 | 168,008 | 120,358 |
| Advertising & Publicity | 59,109 | 10,825 | 285,490 | (48,284) | 10,120 | 50,000 | 1,011 |
| Attendance | 261,402 | 3,045 | 327,779 | (258,357) | - | 190,975 | (70,427) |
| Signage/Other/Drinking Water | | | | | - | - | |
| Premium | 6,740 | 728 | 260,995 | (6,012) | - | 6,500 | (240) |
| Hall of Flowers | | 12,000 | 116,656 | 12,000 | - | - | |
| Exhibits | 75,028 | 19,509 | 122,341 | (55,519) | 178,007 | - | 102,979 |
| Commerical/Concessions Exhibits | 3,374 | 60 | 9,851 | (3,314) | - | - | (3,374) |
| Racing | 733,966 | 649,422 | 542,871 | (84,544) | 700,000 | - | (33,966) |
| Attractions | 59,746 | 798 | 616,337 | (58,948) | - | 91,000 | 31,254 |
| Miscellaneous | 825 | 202 | 16,871 | (623) | - | 1,000 | 175 |
| VIP Tent | | | 16,981 | | - | - | |
| RV Park - Fair - Contract Services | 24,840 | 13,890 | 46,053 | (10,950) | - | - | (24,840) |
| Total Expense | 1,400,973 | 909,565 | 3,530,059 | (491,407) | 1,016,419 | 507,483 | 122,929 |
| Fair Income/(Loss) | 1,891,815 | 51,670 | 2,549,729 | 1,840,145 | 45,188 | 431,849 | 1,414,778 |

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

| | 9/30/2021 | 9/30/2020 | 2019-09-30 | Current | 9/30/2021 | 9/30/2021 | Current |
|-----------------------------------|------------------|------------------|------------------|----------------|------------------|----------------|------------------|
| | Current | Prior Year | Two Prior | Prior Year | Budget | Revised | Budget |
| | YTD | YTD | YTD | Variance | YTD | YTD | Variance |
| Revenue | | | | | | | |
| Long Term Rentals | 71,745 | 28,355 | 48,694 | 43,390 | 46,684 | | 25,061 |
| Building Rental | 491,937 | 133,041 | 362,431 | 358,897 | 120,763 | 97,560 | 273,614 |
| Facility Rental | 461,327 | 421,802 | 197,817 | 39,524 | 272,356 | | 188,971 |
| Equipment Rental | 19,724 | 39,876 | 146,427 | (20,152) | 31,104 | | (11,380) |
| Trailer & RV | 1,082,443 | 1,018,253 | 1,233,032 | 64,190 | 795,000 | | 287,443 |
| Interim Parking | 23,456 | 36,252 | 229,629 | (12,796) | 39,769 | 18,340 | (34,653) |
| Costs Reimbursed | 218,468 | 22,377 | 65,525 | 196,091 | 16,322 | | 202,146 |
| Security Reimbursed | 23,921 | 6,734 | 191,324 | 17,187 | 7,662 | | 16,259 |
| Food & Other Concessions | 17,455 | 9,944 | 148,030 | 7,511 | 7,612 | 6,877 | 2,966 |
| Alcohol Concessions | 34,501 | 7,107 | 226,702 | 27,394 | 4,433 | 6,200 | 23,868 |
| Other Interim Revenue | 90,250 | 101,500 | 93,310 | (11,250) | 70,000 | | 20,250 |
| Total Revenue | 2,535,228 | 1,825,240 | 2,942,921 | 709,987 | 1,411,705 | 128,977 | 994,546 |
| Expense | | | | | | | |
| Int Wages & Benefits | 615,640 | 673,781 | 840,051 | 58,141 | 461,423 | 78,426 | (75,791) |
| Int Parking Wages & Benefits | 19,832 | 20,909 | 58,402 | 1,077 | | | (19,832) |
| Total Wages & Benefits | 635,472 | 694,690 | 898,453 | 59,218 | 461,423 | 78,426 | (95,623) |
| Contract Services-Interim | 7,351 | 5,425 | 6,579 | (1,926) | 3,700 | | (3,651) |
| Contract Services-RV Park | 39,022 | 7,647 | 1,053 | (31,376) | 13,500 | | (25,522) |
| Straw Removal | | | | | | | |
| Security | | | 57,053 | | | | |
| Supplies & Equipment | 6,451 | 4,714 | 8,737 | (1,737) | 4,450 | | (2,001) |
| RV Park Utilities | 108,539 | 129,084 | 111,994 | 20,545 | 126,415 | | 17,876 |
| RV Park Advertising | 4,810 | 405 | 4,646 | (4,405) | 4,646 | | (164) |
| Miscellaneous RV Parking | | | | | 2,400 | | 2,400 |
| RV Supplies & Equipment | 1,416 | 4,244 | 17,734 | 2,828 | 1,400 | | (16) |
| Interim Advertising | | | 3,444 | | 1,000 | | 1,000 |
| Business Partner Incentive | | | | | | | |
| Insurance/Costs Reimbursed | 2,220 | 2,989 | 5,331 | 769 | 506 | | (1,714) |
| Security Costs Reimbursed | 22,850 | 5,920 | 126,192 | (16,930) | 6,900 | | (15,950) |
| Equipment Rental | | 48 | 1,164 | 48 | 600 | | 600 |
| CalTrans Median Strip Rent | | | 10,810 | | | | |
| Special Repairs & Equipment | | | 231 | | | | |
| Total Expense | 828,131 | 855,164 | 1,253,420 | 27,033 | 626,940 | 78,426 | (122,765) |
| Interim Income/(Loss) | 1,707,096 | 970,076 | 1,689,502 | 737,020 | 784,765 | 50,551 | 871,780 |

Sonoma County Fair & Exposition, Inc
Jockey Club Income Statement

DRAFT - UNAUDITED

| | 9/30/2021 | 9/30/2020 | 9/30/2019 | Current | 9/30/2021 | 9/30/2021 | Current |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|-----------------|---------------|
| | Current | Prior Year | Two Prior | Prior Year | Budget | Revised | Budget |
| | YTD | YTD | YTD | Variance | YTD | Budget | Variance |
| | | | | | | YTD | |
| Revenue | | | | | | | |
| Admissions | | 5,060 | 24,738 | (5,060) | - | | |
| Turf Club | (467) | 645 | 4,570 | (1,112) | - | | (467) |
| Commissions | 116,919 | 179,304 | 215,713 | (62,385) | 160,000 | | (43,081) |
| Programs/Other | | 255 | 2,181 | (255) | - | | |
| Race Forms, etc | | 11,563 | 52,548 | (11,563) | - | | |
| Concessions | | 1,767 | 7,838 | (1,767) | - | | |
| Costs Recovered | | | | | - | | |
| Prior Year Costs Recovered | | | | | - | | |
| Interim Rental | 77,400 | | | 77,400 | - | | 77,400 |
| ATM Fees | | | 2,801 | | - | | |
| Interim Concessions | | | | | - | | |
| Total Jockey Club Revenues | 193,853 | 198,594 | 310,389 | (4,742) | 160,000 | | 33,853 |
| Expense | | | | | | | |
| Wages & Benefits | | 53,478 | 136,194 | 53,478 | 922 | 18,639 | 19,561 |
| Contract Services | 1,307 | 7,498 | 24,419 | 6,190 | 1,150 | | (157) |
| Supplies & Expense | 4,178 | 11,969 | 23,229 | 7,791 | 9,270 | | 5,092 |
| Utilities | 7,220 | 17,639 | 25,639 | 10,419 | 12,510 | | 5,290 |
| Cost of Periodicals | | 9,225 | 41,529 | 9,225 | - | | |
| Garbage | 599 | 1,271 | 2,638 | 672 | 400 | | (199) |
| Advertising & Marketing | | 10 | 1,050 | 10 | - | | |
| Total Jockey Club Expenses | 13,305 | 101,089 | 254,697 | 87,784 | 24,252 | 18,639 | 29,586 |
| Jockey Club Income/(Loss) | 180,548 | 97,505 | 55,691 | 83,042 | 135,748 | (18,639) | 63,439 |

Sonoma County Fair & Exposition, Inc
Harvest Fair

DRAFT - UNAUDITED

| | 9/30/2021 | 9/30/2020 | 9/30/2019 | Current | 9/30/2021 | 9/30/2021 | Current | 9/30/2021 |
|----------------------------------|-------------|-------------|----------------|------------|-----------|-----------|-----------|-----------|
| | Current | Prior Year | Two Prior | Prior Year | Budget | Revised | Budget | Actual |
| | YTD | YTD | YTD | Variance | YTD | Budget | Variance | PTD |
| Cost Recovered Harvest Fair | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 |
| Total Revenue | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Expense | | | | | | | | |
| Admin Wages and Benefits | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 |
| Publicity Wages and Benefits | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 |
| Maintenance Wages and Benefits | (75) | 0 | 0 | 75 | - | 0 | 75 | 0 |
| Interim Wages and Benefits | 0 | 8 | 790 | 8 | - | 0 | 0 | 0 |
| Exhibits Wages and Benefits | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 |
| Attendance Wages and Benefits | 0 | 70 | 6,803 | 70 | - | 0 | 0 | 0 |
| Attractions Wages and Benefits | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 |
| Miscellaneous | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 |
| Total Expenses | (75) | 78 | 7,593 | 153 | 0 | 0 | 75 | 0 |
| Harvest Fair Income(Loss) | 75 | (78) | (7,593) | 153 | 0 | 0 | 75 | 0 |

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

DRAFT - UNAUDITED

| | 9/30/2021 | 9/30/2020 | 9/30/2019 | Current | 9/30/2021 | 9/30/2021 | Current |
|--|------------------|------------------|------------------|----------------|------------------|----------------|----------------|
| | Current | Prior Year | Two Prior | Prior Year | Budget | Revised | Budget |
| | YTD | YTD | YTD | Variance | YTD | Budget | Variance |
| | | | | | | YTD | |
| Expense | | | | | | | |
| Wages & Benefits-Admin | 418,773 | 603,550 | 685,976 | 184,778 | 432,717 | 9,892 | 23,837 |
| Contract Services-Admin | 27,991 | 47,286 | 57,418 | 19,294 | 57,250 | | 29,259 |
| County Indirect Services | 105,000 | 86,247 | 64,494 | (18,753) | 90,000 | | (15,000) |
| Legal | 3,486 | 19,734 | 42,423 | 16,248 | 22,500 | | 19,014 |
| Office Expense-Admin | 93,156 | 59,897 | 117,023 | (33,259) | 69,365 | 5,216 | (18,575) |
| Postage & Telephone | 26,372 | 36,790 | 38,473 | 10,419 | 33,780 | | 7,408 |
| Director's Expense & Travel | 1,668 | 4,279 | 10,135 | 2,610 | 8,700 | | 7,032 |
| Donations | | | | | - | | |
| Insurance | 75,000 | 52,497 | 49,983 | (22,503) | 67,500 | | (7,500) |
| Audit Fee | 1,975 | 18,700 | 18,000 | 16,725 | 18,000 | | 16,025 |
| Bad Debt and Cash Short/Over | 550 | 355 | 1,489 | (195) | 800 | | 250 |
| Administration Expenses | 753,971 | 929,334 | 1,085,414 | 175,364 | 800,612 | 15,108 | 61,750 |
| Wages & Benefits-Maint | 758,704 | 903,011 | 1,262,828 | 144,307 | 588,796 | 166,360 | (3,548) |
| Contract Services-Maint | 36,330 | 31,428 | 76,350 | (4,902) | 22,500 | | (13,830) |
| Equipment Rental-Maint | 13,655 | 3,608 | 30,231 | (10,047) | 4,500 | | (9,155) |
| Utilities | 185,942 | 235,430 | 217,412 | 49,488 | 237,620 | | 51,678 |
| Utilities - Harvest Fair(Reimbursed) | | | | | - | | |
| Trash Removal | 20,091 | 16,236 | 76,891 | (3,854) | 27,000 | 15,000 | 21,909 |
| Maintenance Supplies | 71,953 | 64,774 | 204,295 | (7,179) | 54,315 | 15,000 | (2,638) |
| Repairs & Maintenance | 12,336 | 5,788 | 33,056 | (6,548) | 18,000 | | 5,664 |
| Equipment Repairs | 17,813 | 10,001 | 19,196 | (7,812) | 18,000 | | 187 |
| Maintenance Expenses | 1,116,825 | 1,270,277 | 1,920,260 | 153,452 | 970,731 | 196,360 | 50,266 |
| General & Administrative Expenses | 1,870,796 | 2,199,612 | 3,005,674 | 328,816 | 1,771,343 | 211,468 | 112,015 |

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

| | 9/30/2021 | 9/30/2020 | 9/30/2019 | Current | 9/30/2021 | 9/30/2021 | Current |
|---|------------------|------------------|------------------|------------------|------------------|----------------|-----------------|
| | Current | Prior Year | Two Prior | Prior Year | Budget | Revised | Budget |
| | YTD | YTD | YTD | Variance | YTD | Budget | Variance |
| Permanent Salaries | | | | | | | |
| Fair | 47,810 | 107,907 | 118,483 | 60,097 | 82,204 | | 34,394 |
| Interim | 261,163 | 320,715 | 383,243 | 59,551 | 244,581 | 43,983 | 27,401 |
| Jockey Club | | 15,824 | 41,586 | 15,824 | - | 8,778 | 8,778 |
| Golf Course | | | | | - | | |
| Administration | 220,733 | 333,517 | 394,071 | 112,784 | 247,576 | (1,053) | 25,790 |
| Maintenance | 338,254 | 455,829 | 515,308 | 117,575 | 291,966 | 48,390 | 2,102 |
| Total Permanent Salaries | 867,961 | 1,233,792 | 1,452,690 | 365,831 | 866,327 | 100,098 | 98,464 |
| Temporary Salaries | | | | | | | |
| Fair | 79,570 | 14,737 | 803,084 | (64,833) | - | 168,008 | 88,438 |
| Interim | 141,536 | 48,024 | 173,619 | (93,511) | 9,600 | | (131,936) |
| Jockey Club | | 15,989 | 44,421 | 15,989 | 800 | | 800 |
| Golf Course | | | | | - | | |
| Administration | 22,886 | | 3,861 | (22,886) | 3,000 | 11,500 | (8,386) |
| Maintenance | 39,242 | 2,422 | 226,874 | (36,820) | - | 63,760 | 24,518 |
| Total Temporary Salaries | 283,234 | 81,172 | 1,251,859 | (202,062) | 13,400 | 243,268 | (26,566) |
| Health Benefits | | | | | | | |
| Fair | 6,077 | 24,459 | 56,459 | 18,382 | 8,632 | | 2,555 |
| Interim | 53,980 | 85,953 | 77,792 | 31,973 | 64,186 | 7,854 | 18,060 |
| Jockey Club | | 7,541 | 16,901 | 7,541 | - | 4,515 | 4,515 |
| Golf Course | | | | | - | | |
| Administration | 22,143 | 49,825 | 48,982 | 27,682 | 37,251 | 39 | 15,147 |
| Maintenance | 112,660 | 116,379 | 115,349 | 3,719 | 72,035 | 16,134 | (24,491) |
| Total Health Benefits | 194,860 | 284,157 | 315,484 | 89,297 | 182,104 | 28,542 | 15,786 |
| FICA, Medicare & Workers Comp | | | | | | | |
| Fair | 15,322 | 12,112 | 94,970 | (3,210) | 6,830 | | (8,492) |
| Interim | 44,199 | 43,850 | 60,777 | (349) | 26,100 | 3,948 | (14,151) |
| Jockey Club | | 3,397 | 8,922 | 3,397 | 94 | 777 | 871 |
| Golf Course | | | | | - | | |
| Administration | 25,507 | 34,138 | 38,137 | 8,632 | 19,808 | 207 | (5,492) |
| Maintenance | 89,145 | 103,077 | 149,847 | 13,932 | 76,339 | 12,555 | (251) |
| Total Workers Comp & Payroll Taxes | 174,172 | 196,574 | 352,653 | 22,402 | 129,171 | 17,487 | (27,514) |
| Retirement, UI, Other | | | | | | | |
| Fair | 27,163 | 39,936 | 101,550 | 12,774 | 30,626 | | 3,464 |
| Interim | 134,594 | 195,821 | 203,299 | 61,227 | 116,956 | 22,641 | 5,003 |
| Jockey Club | | 10,311 | 24,292 | 10,311 | 28 | 4,569 | 4,597 |
| Golf Course | | | | | - | | |
| Administration | 127,504 | 186,070 | 200,925 | 58,566 | 125,082 | (801) | (3,223) |
| Maintenance | 179,328 | 225,200 | 254,466 | 45,873 | 148,456 | 25,521 | (5,351) |
| Total Retirement & Other Benefits | 468,588 | 657,339 | 784,533 | 188,751 | 421,148 | 51,930 | 4,490 |
| TOTAL | 1,988,815 | 2,453,034 | 4,157,219 | 464,218 | 1,612,150 | 441,325 | 64,660 |
| TOTAL BY DEPT | | | | | | | |
| Fair | 175,942 | 199,152 | 1,174,546 | 23,210 | 128,292 | 168,008 | 120,358 |
| Interim | 635,472 | 694,364 | 898,731 | 58,891 | 461,423 | 78,426 | (95,623) |
| Jockey Club | | 53,061 | 136,122 | 53,061 | 922 | 18,639 | 19,561 |
| Golf Course | | | | | | | |
| Administration | 418,773 | 603,550 | 685,976 | 184,778 | 432,717 | 9,892 | 23,837 |
| Maintenance | 758,629 | 902,907 | 1,261,844 | 144,279 | 588,796 | 166,360 | (3,473) |
| TOTAL ALL DEPARTMENTS | 1,988,815 | 2,453,034 | 4,157,219 | 464,218 | 1,612,150 | 441,325 | 64,660 |

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

| | 9/30/2021 | 9/30/2020 | 9/30/2019 | Current | 9/30/2021 | 9/30/2021 | Current |
|---|----------------|----------------|------------------|----------------|---------------|----------------|----------------|
| | Current | Prior Year | Two Prior | Prior Year | Budget | Revised | Budget |
| | YTD | YTD | YTD | Variance | YTD | Budget | Variance |
| Salaries | | | | | | | |
| Fair | | | | | | | |
| Hall of Flowers | | | 71,248 | | - | - | |
| Publicity | | 4,026 | 33,238 | 4,026 | - | - | |
| Parking | 39,762 | | 80,659 | (39,762) | - | 80,000 | 40,238 |
| Admissions | 30,204 | 315 | 65,654 | (29,889) | - | 47,800 | 17,596 |
| Exhibits - Temp | 4,242 | 1,373 | 151,410 | (2,869) | - | 40,208 | 35,966 |
| Exhibits - Perm | 47,810 | 107,907 | 118,483 | 60,097 | 82,204 | - | 34,394 |
| Attractions | | | 35,272 | | - | - | |
| Concessions Auditor | 5,122 | | 3,146 | (5,122) | - | - | (5,122) |
| Racing | 240 | 8,957 | 355,746 | 8,717 | - | - | (240) |
| Total Salaries | 127,380 | 122,578 | 914,855 | (4,802) | 82,204 | 168,008 | 122,832 |
| Health Benefits | | | | | | | |
| Fair | | | | | | | |
| Exhibits - Perm | 5,401 | 10,253 | 12,065 | 4,852 | 8,632 | - | 3,231 |
| Racing | 676 | 14,206 | 44,395 | 13,530 | - | - | (676) |
| Total Health Benefits | 6,077 | 24,459 | 56,459 | 18,382 | 8,632 | | 2,555 |
| FICA, Medicare & Workers Comp | | | | | | | |
| Fair | | | | | | | |
| Hall of Flowers | | | 8,389 | | - | - | |
| Publicity | | 474 | 3,935 | 474 | - | - | |
| Parking | 4,682 | | 9,498 | (4,682) | - | - | (4,682) |
| Admissions | 4,160 | | 7,080 | (4,160) | - | - | (4,160) |
| Exhibits | 6,452 | 10,532 | 27,572 | 4,080 | 6,830 | - | 378 |
| Attractions | | | 4,153 | | - | - | |
| Racing | 28 | 1,106 | 34,343 | 1,078 | - | - | (28) |
| Total Workers Comp & Payroll Taxes | 15,322 | 12,112 | 94,970 | (3,210) | 6,830 | | (8,492) |
| TOTAL | 148,779 | 159,150 | 1,066,284 | 10,370 | 97,666 | 168,008 | 116,895 |
| Retirement, UI, Other | | | | | | | |
| Fair | | | | | | | |
| Hall of Flowers | | | 2,787 | | - | - | |
| Publicity | | 250 | 644 | 250 | - | - | |
| Parking | 2,128 | | 4,294 | (2,128) | - | - | (2,128) |
| Admissions | 2,151 | | 5,892 | (2,151) | - | - | (2,151) |
| Exhibits - Perm | 22,884 | 39,133 | 50,115 | 16,250 | 30,626 | - | 7,742 |
| Attractions | | | | | - | - | |
| Racing | | 553 | 37,818 | 553 | - | - | |
| Total Retirement & Other Benefits | 27,163 | 39,936 | 101,550 | 12,774 | 30,626 | | 3,464 |

ATTACHMENT #1
Sonoma County Fairgrounds
1350 Bennett Valley Road
Santa Rosa, CA 95404
707.545.4200

Historical Receivables Aging Summary

As Of: Thursday, September 30, 2021

| | <u>61-90 Days</u> | <u>91-120 Days</u> | <u>Over 120 Days</u> | <u>Balance</u> |
|--------------------------------------|-------------------|--------------------|----------------------|-----------------|
| No AR Control | | | | |
| County of Sonoma (0000423) | 450.00 | | | 450.00 |
| North Bay Carmart LLC (00010895) | | 2,498.35 | | 2,498.35 |
| Tayman Park Golf Group,Inc (0003598) | 342.96 | | | 342.96 |
| Grand Total: | <u>792.96</u> | <u>2,498.35</u> | | <u>3,291.31</u> |