

**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**  
**February 19, 2024 4:30 – 5:15 pm**

**SONOMA COUNTY FAIRGROUNDS BOARDROOM**

**DIRECTORS:**

Hugo Mata, Chair, Marcia Mickelson, Vice Chair,  
Sharon Wright, Stacey Powers, Marilyn Herzog, Neysa Hinton

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. Update on Budget approval by County Board of Supervisors – Cyndy Dalbeck, CFO
5. Update on Sonoma County LWO and Board of Supervisors intent to apply to Sonoma County Fair – Becky Bartling, CEO
6. Update on Corporate Resolution to open a money market account at Exchange Bank – Cyndy Dalbeck, CFO
7. Discussion and possible action regarding Draft Financial Statements
  - a. December 31, 2023 – (Attachment #1) – Cyndy Dalbeck, CFO
  - b. January 31, 2024 – (Attachment #2) – Cyndy Dalbeck, CFO
8. Review detail of US Bank credit card charges
  - a. paid through December 31, 2023 - (Attachment #3) – Cyndy Dalbeck, CFO
  - b. paid through January 31, 2024 - (Attachment #4) – Cyndy Dalbeck, CFO
9. Review of Draft Harvest Fair Financial Statements, December 31, 2023 – (Attachment #5) – Cyndy Dalbeck, CFO

10. Discussion and possible action to approve request to apply for a bridge line of credit with Exchange Bank for balance of JLA payments 2 weeks post fair. At an amount not to amount not exceed \$500,000. – Cyndy Dalbeck, CFO
11. Discussion and possible action to approve contract with Michael Margetts for additional administrative support of 2024 race season meet and accounting. At an amount not to exceed \$36,000. Contract to beginning March 2024 – (Attachment #6) – Cyndy Dalbeck, CFO.
12. Request for future agenda items
13. Adjournment

For additional information please call (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

	12/31/2023 Calendar YTD	12/31/2022 Calendar YTD	11/30/2023 Calendar YTD
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	8,600,161	8,460,837	8,318,362
Accounts Receivable, Net	89,872	449,600	97,898
Racing Settlement Receivable	(21)	31,938	1,330
Prepaid Expenses		27,000	
Other Current Assets	42,597	(12,703)	42,597
<b>Total Current Assets</b>	<b>8,732,609</b>	<b>8,956,672</b>	<b>8,460,187</b>
<b>Property &amp; Equipment, Net</b>			
Property & Equipment, Net	8,314,174	8,048,871	8,314,174
Construction in Progress	1,290,490	269,100	1,290,821
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,604,664</b>	<b>8,317,970</b>	<b>9,604,995</b>
<b>Other Assets</b>			
Restricted Cash	86,423	120,904	86,423
Due From/Due (To) County for Vet's	51,132	33,424	9,635
GASB 68 Deferred Outflow of Resources	531,524	531,524	531,524
GASB 75 Deferred Outflow of Resources	143,665	143,665	143,665
<b>Total Other Assets</b>	<b>812,744</b>	<b>829,517</b>	<b>771,248</b>
<b>TOTAL ASSETS</b>	<b>19,150,017</b>	<b>18,104,160</b>	<b>18,836,430</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable	1,074,701	219,349	
Accrued Expenses	986,434	805,214	1,135,046
Racing Payable	23,043	20,051	98,282
Purses Paid - (Over)/Under	(228,599)	(130,307)	(259,072)
Other Short Term Liabilities			
Deferred Income	146,712	233,311	178,581
<b>Total Current Liabilities</b>	<b>2,002,291</b>	<b>1,147,618</b>	<b>1,152,836</b>
<b>Long Term Liabilities</b>			
Long Term Note			
GASB 68 Deferred Inflow of Resources	1,471,472	1,471,472	1,471,472
GASB 68 Net Pension Liability	(248,672)	(248,672)	(248,672)
GASB 75 Deferred Inflow of Resources	599,027	599,027	599,027
GASB 75 Net Pension Liability	592,416	592,416	592,416
<b>Total Long Term Liabilities</b>	<b>2,414,243</b>	<b>2,414,243</b>	<b>2,414,243</b>
<b>NET ASSETS</b>			
<b>Investment in Capital Assets</b>	8,317,970	8,317,970	8,317,970
<b>Restricted for Scholarships</b>	73,968	73,968	73,968
<b>Restricted for Junior Livestock Auction</b>	180,068	180,068	180,068
<b>Other Restricted</b>	86,435	120,916	86,435
<b>Retained Earnings - Unrestricted</b>	5,878,324	4,421,234	5,878,324
<b>GASB 68 Prior Period Adjustment</b>			
<b>Profit/(Loss) Current Year</b>	196,718	1,428,142	732,585
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>19,150,018</b>	<b>18,104,160</b>	<b>18,836,430</b>

Sonoma County Fair & Exposition, Inc  
Income Statement

DRAFT - UNAUDITED

	12/31/2023 Actual YTD	12/31/2023 Budget YTD	Variance vs budget	12/31/2022 Prior Year YTD	Variance vs prior year
<b>Operating Revenue</b>					
Fair	7,416,130	7,032,056	384,074	6,375,618	1,040,512
Interim	3,320,181	4,176,962	(856,781)	4,165,479	(845,297)
Jockey Club	600	130,000	(129,400)	72,000	(71,400)
<b>Total Operating Revenue</b>	<b>10,736,912</b>	<b>11,339,018</b>	<b>(602,106)</b>	<b>10,613,097</b>	<b>123,815</b>
<b>Operating Expense</b>					
Fair	4,294,098	4,291,109	(2,988)	3,825,850	(468,248)
Interim	1,755,478	1,913,361	157,883	1,746,748	(8,730)
Jockey Club	34,928	225,782	190,854	43,094	8,167
General & Administrative	5,194,069	5,350,752	156,683	4,341,776	(852,293)
Allocated Costs - Harvest Fair	(23,745)		23,745	(30,310)	(6,564)
<b>Total Operating Expenses</b>	<b>11,254,827</b>	<b>11,781,004</b>	<b>526,177</b>	<b>9,927,158</b>	<b>(1,327,669)</b>
<b>Operating Income/(Loss)</b>	<b>(517,915)</b>	<b>(441,986)</b>	<b>(75,929)</b>	<b>685,939</b>	<b>(1,203,854)</b>
Other Revenue	182,893	46,000	136,893	683,966	(501,073)
Harvest Fair - Revenue	37,724	61,543	(23,819)	54,477	(16,754)
Harvest Fair - Expense	(37,737)	(61,543)	23,806	(54,477)	16,740
Interest Expense				(4,893)	4,893
JLA, net	(53,673)		(53,673)		(53,673)
Net Affect of GASB 68 Adjustments				465,536	(465,536)
Prior Year & Misc Expense	(77,848)		(77,848)	99,310	(177,159)
<b>Net Income/(Loss) before depreciation and capital</b>	<b>(466,557)</b>	<b>(395,986)</b>	<b>(70,571)</b>	<b>1,929,858</b>	<b>(2,396,415)</b>
Depreciation Expense				693,325	693,325
<b>Net Income(Loss) before capital</b>	<b>(466,557)</b>	<b>(395,986)</b>	<b>(70,571)</b>	<b>1,236,534</b>	<b>(1,703,090)</b>
Gain (loss) on disposal of asset				(762)	762
Capital Expenditures					
Capital Funding	663,274		663,274	192,371	470,904
<b>Net Income (Loss) incl Capital</b>	<b>196,718</b>	<b>(395,986)</b>	<b>592,703</b>	<b>1,428,142</b>	<b>(1,231,424)</b>

Sonoma County Fair & Exposition, Inc  
Fair Income Statement

DRAFT - UNAUDITED

	12/31/2023 Actual YTD	12/31/2023 Budget YTD	Variance vs budget	12/31/2022 Prior Year PTD	Variance vs prior year
<b>Revenue</b>					
Admissions	2,180,693	2,148,786	31,907	1,819,700	360,993
Parking	703,149	539,000	164,149	377,922	325,227
Commercial Space	324,151	225,000	99,151	207,665	116,486
Carnival	820,814	800,000	20,814	802,972	17,843
Concessions	1,422,294	1,420,000	2,294	1,371,788	50,506
Exhibits	120,899	93,750	27,149	71,114	49,785
Racing	1,090,068	1,077,600	12,468	1,120,845	(30,776)
Attractions	227,575	226,920	655	185,420	42,156
Sponsorships	432,042	392,000	40,042	332,920	99,122
VIP Tent	28,137	33,000	(4,864)	25,360	2,777
Miscellaneous	66,307	76,000	(9,693)	59,913	6,394
<b>Total Fair Revenue</b>	<b>7,416,130</b>	<b>7,032,056</b>	<b>384,074</b>	<b>6,375,618</b>	<b>1,040,512</b>
<b>Expense</b>					
Labor and Benefits	1,240,559	1,376,759	136,201	1,172,138	(68,421)
Advertising & Publicity	353,993	275,500	(78,493)	256,559	(97,435)
Attendance	449,996	436,500	(13,496)	419,574	(30,422)
Premium	270,990	280,000	9,010	237,309	(33,681)
Hall of Flowers	289,651	295,000	5,349	124,685	(164,966)
Exhibits	172,484	192,300	19,816	190,921	18,437
Commerical/Concessions Exhibits	2,157	5,000	2,843	3,016	860
Racing	714,220	590,750	(123,470)	628,770	(85,450)
Attractions	697,971	696,000	(1,971)	649,004	(48,967)
Miscellaneous	5,994	5,300	(694)	4,182	(1,812)
VIP Tent	31,434	33,000	1,566	30,445	(989)
RV Park - Fair - Contract Services	64,649	105,000	40,351	109,247	44,597
<b>Total Expense</b>	<b>4,294,098</b>	<b>4,291,109</b>	<b>(2,988)</b>	<b>3,825,850</b>	<b>(468,248)</b>
<b>Fair Income/(Loss)</b>	<b>3,122,033</b>	<b>2,740,947</b>	<b>381,086</b>	<b>2,549,768</b>	<b>572,264</b>

Sonoma County Fair & Exposition, Inc  
Interim Income Statement

DRAFT - UNAUDITED

	12/31/2023 Actual YTD	12/31/2023 Budget YTD	Variance vs budget	12/31/2022 Prior Year YTD	Variance vs prior year
<b>Revenue</b>					
Long Term Rentals	127,266	126,286	980	121,196	6,070
Building Rental	347,624	548,825	(201,201)	476,028	(128,404)
Facility Rental	700,876	608,183	92,693	776,513	(75,636)
Equipment Rental	171,151	142,463	28,688	136,025	35,126
Trailer & RV	998,077	1,582,294	(584,217)	1,511,995	(513,918)
Interim Parking	277,056	292,786	(15,730)	251,452	25,605
Insurance/Costs Reimbursed	71,247	3,045	68,202	59,607	11,641
Security Reimbursed	114,456	206,589	(92,133)	297,460	(183,003)
Food & Other Concessions	101,752	191,703	(89,951)	129,085	(27,333)
Alcohol Concessions	285,819	345,878	(60,059)	281,910	3,909
Other Interim Revenue	124,856	128,910	(4,054)	124,209	648
<b>Total Revenue</b>	<b>3,320,181</b>	<b>4,176,962</b>	<b>(856,781)</b>	<b>4,165,479</b>	<b>(845,297)</b>
<b>Expense</b>					
Int Wages & Benefits	1,180,350	1,234,396	54,047	991,108	(189,241)
Int Parking Wages & Benefits	135,011	104,690	(30,321)	130,194	(4,817)
<b>Total Wages &amp; Benefits</b>	<b>1,315,361</b>	<b>1,339,087</b>	<b>23,726</b>	<b>1,121,303</b>	<b>(194,058)</b>
Contract Services-Interim	21,708	8,000	(13,708)	11,725	(9,982)
Contract Services-RV Park	3,642	2,501	(1,141)	51,950	48,308
Security		4,500	4,500	2,765	2,765
Supplies & Equipment	15,106	9,626	(5,480)	35,022	19,916
RV Park Utilities	253,156	209,500	(43,656)	235,345	(17,812)
RV Park Advertising	5,412	4,999	(413)	4,886	(526)
RV Supplies & Equipment	5,439	24,003	18,564	2,780	(2,659)
Interim Advertising		4,000	4,000		
Business Partner Incentive		4,000	4,000		
Insurance/Costs Reimbursed	7,400	2,499	(4,901)	6,230	(1,170)
Security Costs Reimbursed	113,593	285,145	171,552	254,924	141,331
Equipment Rental	4,319	3,501	(818)	9,324	5,005
CalTrans Median Strip Rent	10,340	11,000	660	10,493	153
Special Repairs & Equipment		1,000	1,000		
<b>Total Expense</b>	<b>1,755,478</b>	<b>1,913,361</b>	<b>157,883</b>	<b>1,746,748</b>	<b>(8,730)</b>
<b>Interim Income/(Loss)</b>	<b>1,564,704</b>	<b>2,263,601</b>	<b>(698,897)</b>	<b>2,418,731</b>	<b>(854,027)</b>

Sonoma County Fair & Exposition, Inc  
 Jockey Club Income Statement

DRAFT - UNAUDITED

	12/31/2023 Actual YTD	12/31/2023 Budget YTD	Variance vs budget	12/31/2022 Prior Year YTD	Variance vs prior year
<b>Revenue</b>					
Commissions		100,000	(100,000)		
Race Forms, etc		30,000	(30,000)		
Interim Rental	600	-	600	72,000	(71,400)
<b>Total Jockey Club Revenues</b>	<b>600</b>	<b>130,000</b>	<b>(129,400)</b>	<b>72,000</b>	<b>(71,400)</b>
<b>Expense</b>					
Wages & Benefits		75,236	75,236		
Contract Services	6,590	29,546	22,956	11,130	4,540
Supplies & Expense	10,886	67,000	56,114	9,674	(1,212)
Utilities	17,451	26,000	8,549	22,290	4,839
Cost of Periodicals		24,000	24,000		
Garbage		2,000	2,000		
Advertising & Marketing		2,000	2,000		
<b>Total Jockey Club Expenses</b>	<b>34,928</b>	<b>225,782</b>	<b>190,854</b>	<b>43,094</b>	<b>8,167</b>
<b>Jockey Club Income/(Loss)</b>	<b>(34,328)</b>	<b>(95,782)</b>	<b>61,454</b>	<b>28,906</b>	<b>(63,233)</b>

Sonoma County Fair & Exposition, Inc  
Harvest Fair

DRAFT - UNAUDITED

	12/31/2023 Actual YTD	12/31/2023 Budget YTD	Variance vs budget	12/31/2022 Prior Year YTD	Variance vs prior year
Cost Recovered Harvest Fair	37,724	61,543	(23,819)	54,477	(16,754)
Total Revenue	<b>37,724</b>	<b>61,543</b>	<b>(23,819)</b>	<b>54,477</b>	<b>(16,754)</b>
<b>Expense</b>					
Admin Wages and Benefits	465	3,000	2,535	0	(465)
Maintenance Wages and Benefits	6,886	10,000	3,114	21,510	14,623
Interim Wages and Benefits	4,090	11,038	6,948	2,467	(1,623)
Exhibits Wages and Benefits	5,847	3,000	(2,847)	0	(5,847)
Attendance Wages and Benefits	12,448	26,505	14,057	21,701	9,252
Miscellaneous	8,000	8,000	0	8,800	800
<b>Total Expenses</b>	<b>37,737</b>	<b>61,543</b>	<b>23,806</b>	<b>54,477</b>	<b>16,740</b>
<b>Harvest Fair Income(Loss)</b>	<b>(13)</b>	<b>0</b>	<b>(13)</b>	<b>0</b>	<b>(13)</b>



Sonoma County Fair & Exposition, Inc  
General & Administrative Expenses

DRAFT - UNAUDITED

	12/31/2023 Actual YTD	12/31/2023 Budget YTD	Variance vs budget	12/31/2022 Prior Year YTD	Variance vs prior year
<b>Expense</b>					
Wages & Benefits-Admin	915,923	1,002,525	86,602	724,185	(191,738)
Contract Services-Admin	142,032	172,000	29,968	153,850	11,818
County Indirect Services	163,200	164,000	800	157,891	(5,309)
Legal	22,506	25,000	2,494	26,790	4,284
Office Expense-Admin	199,569	164,700	(34,869)	182,857	(16,712)
Postage & Telephone	41,530	44,600	3,070	38,391	(3,140)
Director's Expense & Travel	23,746	22,000	(1,746)	21,099	(2,647)
Insurance	163,200	150,436	(12,764)	90,000	(73,200)
Audit Fee	28,620	28,620		31,500	2,880
Bad Debt and Cash Short/Over	910	-	(910)	109,633	108,723
<b>Administration Expenses</b>	<b>1,701,237</b>	<b>1,773,881</b>	<b>72,644</b>	<b>1,536,196</b>	<b>(165,042)</b>
Wages & Benefits-Maint	2,253,291	2,438,271	184,980	1,747,388	(505,903)
Contract Services-Maint	239,880	140,000	(99,880)	158,711	(81,169)
Equipment Rental-Maint	37,422	42,000	4,578	42,103	4,681
Utilities	442,252	378,000	(64,252)	368,438	(73,814)
Trash Removal	123,238	117,800	(5,438)	68,168	(55,071)
Maintenance Supplies	313,645	348,800	35,155	318,645	5,000
Repairs & Maintenance	10,937	42,000	31,063	19,450	8,513
Equipment Repairs	72,167	70,000	(2,167)	82,678	10,511
<b>Maintenance Expenses</b>	<b>3,492,832</b>	<b>3,576,871</b>	<b>84,039</b>	<b>2,805,581</b>	<b>(687,251)</b>
<b>General &amp; Administrative Expenses</b>	<b>5,194,069</b>	<b>5,350,752</b>	<b>156,683</b>	<b>4,341,776</b>	<b>(852,293)</b>

Sonoma County Fair & Exposition, Inc  
Salary & Benefit Expenses

DRAFT - UNAUDITED

	12/31/2023 Actual YTD	12/31/2023 Budget YTD	Variance vs budget	12/31/2022 Prior Year YTD	Variance vs prior year
<b>Permanent Salaries</b>					
Fair	232,139	201,037	(31,102)	166,614	(65,525)
Interim	631,834	577,295	(54,539)	505,525	(126,309)
Jockey Club		30,667	30,667		
Administration	527,291	542,370	15,079	411,257	(116,035)
Maintenance	981,647	957,926	(23,721)	682,528	(299,119)
<b>Total Permanent Salaries</b>	<b>2,372,911</b>	<b>2,309,295</b>	<b>(63,616)</b>	<b>1,765,924</b>	<b>(606,987)</b>
<b>Temporary Salaries</b>					
Fair	740,982	900,459	159,477	796,272	55,290
Interim	224,212	273,151	48,939	193,158	(31,054)
Jockey Club		18,304	18,304		
Administration	26,406	15,000	(11,406)	14,307	(12,099)
Maintenance	271,481	407,938	136,457	358,301	86,820
<b>Total Temporary Salaries</b>	<b>1,263,081</b>	<b>1,614,852</b>	<b>351,771</b>	<b>1,362,038</b>	<b>98,957</b>
<b>Health Benefits</b>					
Fair	61,200	57,001	(4,199)	36,142	(25,059)
Interim	113,362	142,139	28,777	95,105	(18,257)
Jockey Club		6,518	6,518		
Administration	87,127	102,082	14,955	55,677	(31,450)
Maintenance	226,632	248,446	21,814	173,589	(53,043)
<b>Total Health Benefits</b>	<b>488,320</b>	<b>556,186</b>	<b>67,866</b>	<b>360,511</b>	<b>(127,809)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	104,860	120,515	15,655	100,367	(4,493)
Interim	100,490	87,581	(12,910)	89,674	(10,816)
Jockey Club		5,242	5,242		
Administration	58,697	68,671	9,974	41,057	(17,640)
Maintenance	404,696	422,561	17,865	260,925	(143,771)
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>668,743</b>	<b>704,569</b>	<b>35,826</b>	<b>492,023</b>	<b>(176,721)</b>
<b>Retirement, UI, Other</b>					
Fair	119,136	125,747	6,611	93,697	(25,439)
Interim	242,477	271,464	28,986	233,540	(8,937)
Jockey Club		14,505	14,505		
Administration	216,867	277,402	60,535	201,888	(14,980)
Maintenance	373,860	411,400	37,540	293,555	(80,305)
<b>Total Retirement &amp; Other Benefits</b>	<b>952,340</b>	<b>1,100,518</b>	<b>148,178</b>	<b>822,679</b>	<b>(129,661)</b>
<b>TOTAL</b>	<b>5,745,396</b>	<b>6,285,421</b>	<b>540,024</b>	<b>4,803,175</b>	<b>(942,221)</b>
<b>TOTAL BY DEPT</b>					
Fair	1,258,318	1,404,759	146,442	1,193,091	(65,226)
Interim	1,312,375	1,351,630	39,254	1,117,001	(195,374)
Jockey Club		75,236	75,236		
Administration	916,388	1,005,525	89,137	724,185	(192,203)
Maintenance	2,258,316	2,448,271	189,956	1,768,898	(489,418)
<b>TOTAL ALL DEPARTMENTS</b>	<b>5,745,396</b>	<b>6,285,421</b>	<b>540,024</b>	<b>4,803,175</b>	<b>(942,221)</b>

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

	12/31/2023 Actual YTD	12/31/2023 Budget YTD	Variance vs budget	12/31/2022 Prior Year YTD	Variance vs prior year
<b>Salaries</b>					
Fair					
Hall of Flowers	84,438	76,000	(8,438)	81,662	(2,776)
Publicity	356	10,000	9,644	55	(301)
Parking	94,603	111,563	16,960	82,242	(12,361)
Admissions	71,655	69,246	(2,409)	56,749	(14,907)
Exhibits - Temp	160,180	185,000	24,820	160,890	710
Exhibits - Perm	226,292	198,037	(28,254)	166,614	(59,678)
Attractions	33,588	34,750	1,162	23,785	(9,803)
Concessions Auditor	4,898	9,500	4,602	2,263	(2,636)
Racing	279,352	379,400	100,048	367,673	88,320
<b>Total Salaries</b>	<b>955,362</b>	<b>1,073,496</b>	<b>118,134</b>	<b>941,932</b>	<b>(13,430)</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	31,298	36,001	4,703	16,132	(15,167)
Racing	29,902	21,000	(8,902)	20,010	(9,892)
<b>Total Health Benefits</b>	<b>61,200</b>	<b>57,001</b>	<b>(4,199)</b>	<b>36,142</b>	<b>(25,059)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers	9,943	9,234	(709)	9,824	(119)
Publicity	42	1,215	1,173	7	(35)
Parking	11,140	13,555	2,416	9,665	(1,475)
Admissions	7,912	9,264	1,352	6,783	(1,129)
Exhibits	43,363	43,025	(338)	32,548	(10,815)
Attractions	3,990	4,222	232	2,830	(1,161)
Racing	28,471	40,000	11,529	38,712	10,241
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>104,860</b>	<b>120,515</b>	<b>15,655</b>	<b>100,367</b>	<b>(4,493)</b>
<b>TOTAL</b>	<b>1,121,423</b>	<b>1,251,012</b>	<b>129,589</b>	<b>1,078,441</b>	<b>(42,982)</b>
<b>Retirement, UE Insur, Other</b>					
Fair					
Hall of Flowers	2,858	4,712	1,854	3,197	339
Publicity	22	620	598	3	(19)
Parking	4,243	6,917	2,674	3,681	(562)
Admissions	6,577	6,882	305	5,026	(1,551)
Exhibits - Perm	80,282	78,616	(1,666)	54,744	(25,538)
Attractions	-	-	-	-	-
Racing	25,153	28,000	2,847	27,044	1,891
<b>Total Retirement &amp; Other Benefits</b>	<b>119,136</b>	<b>125,747</b>	<b>6,611</b>	<b>93,697</b>	<b>(25,439)</b>

**CASH EXPENDITURES****MONTH OF :****DECEMBER**

PERMANENT PAYROLL		552,494.94
TEMP PAYROLL		91,837.61
ACCOUNTS PAYABLE (PAYMENTS)		278,713.01
ADD'L RACING		15,062.53
TOTAL PAYMENTS	\$	<u>938,108.09</u>
LEGAL FEES PAID	\$	7,782.30

## INVOICES PAST DUE 30 OR MORE DAYS as of 02/15/24

Invoice Date	Due Date	Invoice #	Bill-To Account	Event	Remaining Balance	DAYS PAST DUE	Comments
<b>slow payor, collecting a bit at time</b>							
12/12/21	01/11/22	55161	Skyline Entertainment-MEXICAN DANCE		4,236.13	765	no payments since July, will send to collections
<b>place with collections agency</b>							
08/31/22	09/30/22	56874	Bula Pies Fiji - 2022 FAIR		1,806.90	503	no update on collections
12/30/22	01/29/23	57788	EC Events, LLC-EMERALD CUP DEC 2022		98,506.60	382	The collection agency has a partial settlement payment which we will see less their 25% in March if no one forces EC Events into bankruptcy
01/01/23	02/01/23	58015	EC Events, LLC-EMERALD CUP DEC 2022		1,852.60	379	
02/01/23	03/01/23	58016	EC Events, LLC-EMERALD CUP DEC 2022		1,655.39	351	
03/31/23	04/30/23	58136	EC Events, LLC-EMERALD CUP DEC 2022		1,680.22	291	
04/30/23	06/21/23	58425	EC Events, LLC-EMERALD CUP DEC 2022		1,555.42	239	
05/31/23	06/30/23	58426	EC Events, LLC-EMERALD CUP DEC 2022		1,578.75	230	
06/30/23	07/30/23	58427	EC Events, LLC-EMERALD CUP DEC 2022		1,602.43	200	
<b>remaining FAIR invoices</b>							
08/31/23	09/30/23	59883	Sonoma Marin Area Rail Transit	2023 FAIR	1,000.00	138	sponsor
08/31/23	09/30/23	59879	Farm 2 Fair	2023 FAIR	12,000.00	138	sponsor
08/31/23	10/06/23	60015	Mangiata Catering LLC	2023 FAIR	1,350.00	132	concessionaire
08/31/23	10/06/23	60012	JLQ Concessions	2023 FAIR	125.00	132	concessionaire
08/31/23	10/05/23	59995	International Leather & Hat Co.	2023 FAIR	1,000.00	133	concessionaire
08/31/23	09/30/23	59886	Action Foods 2 (Dill Pickle & Lemonade)	2023 FAIR	5,109.84	138	concessionaire
08/31/23	09/30/23	59834	Reggae Rasta Styles	2023 FAIR	1,724.39	138	concessionaire
08/31/23	10/04/23	59977	Van Anda, Rich & Bonnie JLA	2023 FAIR	525.00	134	
08/31/23	10/04/23	59970	Stefana Alioto (JLA)	2023 FAIR	101.50	134	
08/31/23	10/04/23	59960	Linda Siino, JLA	2023 FAIR	50.75	134	
08/31/23	10/04/23	59952	Fishman Supply Company JLA	2023 FAIR	2,615.66	134	
08/31/23	10/04/23	59943	Aviotti Jet Club (JLA)	2023 FAIR	3,466.00	134	
08/31/23	09/30/23	59809	Glenn, Mark & Lori JLA	2023 FAIR	25.38	138	
09/29/23	10/29/23	59894	Trapeze Entertainment, LLC dba Circus Caballero RED UNIT-CIRCUS (C-Lot)		1,625.00	109	
10/30/23	11/29/23	60156	County of Sonoma Exams (7/1/23-6/30/24) - Correctional Deputy 1 & Deputy Sheriff Trainee		500.00	78	
10/30/23	11/29/23	60154	Out to Lunch Catering-CATERING PREP (Showcase Kitchen)		1,375.00	78	
10/30/23	11/29/23	60145	County of Sonoma Exams (7/1/23-6/30/24) - Probation Department Written Exam (Kraft-1)		500.00	78	
10/31/23	11/30/23	60183	Gem Faire, Inc.-GEM & BEAD SHOW		7,721.89	77	
10/31/23	11/30/23	60182	James Vale-CELEBRATION OF LIFE (SC/100-125)		1,314.25	77	
10/31/23	11/30/23	60129	Taylor Dance (Thursday Night Dance Class) (VETS)		262.50	77	
10/31/23	11/30/23	60120	Taylor Dance (Thursday Night Dance Class) (VETS)		137.50	77	
11/16/23	12/16/23	60244	SRMT (MY2023-2025)		642.00	61	
11/30/23	12/30/23	60334	SRMT (MY2023-2025)		642.00	47	
11/30/23	12/30/23	60333	NORCAL Golden Retriever Club-ABBA DOG AGILITY		4,481.25	47	
11/30/23	12/30/23	60286	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark		7,800.00	47	

\*\* above listing excludes invoices that are not yet due or less than 30 days past due and credit balances

Sonoma County Fair & Exposition, Inc  
Balance Sheet

DRAFT

	1/31/2024 Calendar YTD	1/31/2023 Calendar YTD	Invalid Period Calendar YTD
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	7,642,946	8,302,179	8,600,161
Accounts Receivable, Net	60,533	477,467	89,872
Racing Settlement Receivable	(454)	6,533	(21)
Prepaid Expenses		27,000	
Other Current Assets	42,597	(9,504)	42,597
<b>Total Current Assets</b>	<b>7,745,622</b>	<b>8,803,674</b>	<b>8,732,609</b>
<b>Property &amp; Equipment, Net</b>			
Construction in Progress	1,290,490	850,389	1,290,490
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>8,904,664</b>	<b>8,899,260</b>	<b>8,904,664</b>
<b>Other Assets</b>			
Restricted Cash	86,423	120,904	86,423
Due From/Due (To) County for Vet's	(66,684)	37,270	51,132
GASB 68 Deferred Outflow of Resources	531,524	531,524	531,524
GASB 75 Deferred Outflow of Resources	143,665	143,665	143,665
<b>Total Other Assets</b>	<b>694,929</b>	<b>833,363</b>	<b>812,744</b>
<b>TOTAL ASSETS</b>	<b>17,345,215</b>	<b>18,536,297</b>	<b>18,450,017</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable		16,505	1,074,701
Accrued Expenses	1,025,501	858,963	986,434
Racing Payable	34,244	20,051	23,043
Purses Paid - (Over)/Under	(228,599)	(130,307)	(228,599)
Other Short Term Liabilities			
Deferred Income	153,606	242,269	146,712
<b>Total Current Liabilities</b>	<b>984,753</b>	<b>1,007,480</b>	<b>2,002,291</b>
<b>Long Term Liabilities</b>			
Long Term Note			
GASB 68 Deferred Inflow of Resources	1,471,472	1,471,472	1,471,472
GASB 68 Net Pension Liability	(248,672)	(248,672)	(248,672)
GASB 75 Deferred Inflow of Resources	599,027	599,027	599,027
GASB 75 Net Pension Liability	592,416	592,416	592,416
<b>Total Long Term Liabilities</b>	<b>2,414,243</b>	<b>2,414,243</b>	<b>2,414,243</b>
<b>NET ASSETS</b>			
<b>Investment in Capital Assets</b>	8,317,970	8,317,970	8,317,970
<b>Restricted for Scholarships</b>	73,968	73,968	73,968
<b>Restricted for Junior Livestock Auction</b>	180,068	180,068	180,068
<b>Other Restricted</b>	86,435	120,916	86,435
<b>Retained Earnings - Unrestricted</b>	5,259,032	5,843,843	5,878,324
<b>GASB 68 Prior Period Adjustment</b>			
<b>Profit/(Loss) Current Year</b>	28,746	577,809	(503,282)
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>17,345,215</b>	<b>18,536,297</b>	<b>18,450,017</b>

Sonoma County Fair & Exposition, Inc  
Income Statement

DRAFT - UNAUDITED

	1/31/2024 Actual YTD	1/31/2024 Budget YTD	Variance vs budget	1/31/2023 Prior Year YTD	Variance vs prior year
<b>Operating Revenue</b>					
Fair					
Interim	166,079	193,456	(27,377)	206,397	(40,319)
Jockey Club					
<b>Total Operating Revenue</b>	<b>166,079</b>	<b>193,456</b>	<b>(27,377)</b>	<b>206,397</b>	<b>(40,319)</b>
<b>Operating Expense</b>					
Fair	49,209	38,284	(10,925)	25,704	(23,505)
Interim	79,023	125,777	46,754	41,843	(37,181)
Jockey Club	2,875	2,975	100	1,813	(1,062)
General & Administrative	272,881	359,445	86,564	124,349	(148,532)
Allocated Costs - Harvest Fair					
<b>Total Operating Expenses</b>	<b>403,989</b>	<b>526,481</b>	<b>122,492</b>	<b>193,709</b>	<b>(210,280)</b>
<b>Operating Income/(Loss)</b>	<b>(237,911)</b>	<b>(333,025)</b>	<b>95,114</b>	<b>12,688</b>	<b>(250,598)</b>
Other Revenue	272,610	500	272,110	6,686	265,925
Harvest Fair - Revenue					
Harvest Fair - Expense					
Interest Expense					
JLA, net	(5,954)		(5,954)	(5,452)	(502)
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense				(15,149)	15,149
<b>Net Income/(Loss)before depreciation and capital</b>	<b>28,746</b>	<b>(332,525)</b>	<b>361,271</b>	<b>(1,227)</b>	<b>29,973</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>28,746</b>	<b>(332,525)</b>	<b>361,271</b>	<b>(1,227)</b>	<b>29,973</b>
Gain (loss) on disposal of asset					
Capital Expenditures					
Capital Funding				579,036	(579,036)
<b>Net Income (Loss) incl Capital</b>	<b>28,746</b>	<b>(332,525)</b>	<b>361,271</b>	<b>577,809</b>	<b>(549,063)</b>

Sonoma County Fair & Exposition, Inc  
Fair Income Statement

DRAFT - UNAUDITED

	1/31/2024 Actual YTD	1/31/2024 Budget YTD	Variance vs budget	1/31/2023 Prior Year PTD	Variance vs prior year
<b>Revenue</b>					
Admissions					
Parking					
Commercial Space					
Carnival					
Concessions					
Exhibits					
Racing					
Attractions					
Sponsorships					
VIP Tent					
Miscellaneous					
Total Fair Revenue					
<b>Expense</b>					
Labor and Benefits	26,933	26,659	(274)	18,626	(8,307)
Advertising & Publicity	271		(271)		(271)
Attendance					
Premium				2,300	2,300
Hall of Flowers	2,750		(2,750)		(2,750)
Exhibits				65	65
Commerical/Concessions Exhibits					
Racing	19,255		(19,255)	4,713	(14,543)
Attractions		6,000	6,000		
Miscellaneous		5,625	5,625		
VIP Tent					
RV Park - Fair - Contract Services					
Total Expense	49,209	38,284	(10,925)	25,704	(23,505)
<b>Fair Income/(Loss)</b>	<b>(49,209)</b>	<b>(38,284)</b>	<b>(10,925)</b>	<b>(25,704)</b>	<b>(23,505)</b>



Sonoma County Fair & Exposition, Inc  
Interim Income Statement

DRAFT - UNAUDITED

	1/31/2024 Actual YTD	1/31/2024 Budget YTD	Variance vs budget	1/31/2023 Prior Year YTD	Variance vs prior year
<b>Revenue</b>					
Long Term Rentals	10,641	10,564	77	10,565	76
Building Rental	19,125	48,122	(28,997)	11,900	7,225
Facility Rental	14,600	5,771	8,829	43,548	(28,948)
Equipment Rental	15,484	7,731	7,753	7,732	7,752
Trailer & RV	82,899	109,000	(26,101)	110,619	(27,720)
Interim Parking	8,111	6,459	1,652	5,474	2,637
Insurance/Costs Reimbursed	3,333	1,513	1,820	1,734	1,600
Security Reimbursed	3,823	100	3,723		3,823
Food & Other Concessions	2,888	802	2,086	802	2,086
Alcohol Concessions	4,487	3,174	1,313	3,174	1,313
Other Interim Revenue	688	220	468	10,850	(10,163)
<b>Total Revenue</b>	<b>166,079</b>	<b>193,456</b>	<b>(27,377)</b>	<b>206,397</b>	<b>(40,319)</b>
<b>Expense</b>					
Int Wages & Benefits	55,725	96,117	40,392	26,381	(29,344)
Int Parking Wages & Benefits	6,301	9,500	3,199	4,373	(1,927)
<b>Total Wages &amp; Benefits</b>	<b>62,026</b>	<b>105,617</b>	<b>43,591</b>	<b>30,755</b>	<b>(31,271)</b>
Contract Services-Interim	684		(684)	547	(137)
Contract Services-RV Park	(70)	800	870	360	430
Security					
Supplies & Equipment	174	1,560	1,386		(174)
RV Park Utilities	11,408	14,400	2,992	10,021	(1,387)
RV Park Advertising					
RV Supplies & Equipment		900	900		
Interim Advertising					
Business Partner Incentive					
Insurance/Costs Reimbursed	1,318		(1,318)		(1,318)
Security Costs Reimbursed	3,483	2,500	(983)		(3,483)
Equipment Rental				160	160
CalTrans Median Strip Rent					
Special Repairs & Equipment					
<b>Total Expense</b>	<b>79,023</b>	<b>125,777</b>	<b>46,754</b>	<b>41,843</b>	<b>(37,181)</b>
<b>Interim Income/(Loss)</b>	<b>87,055</b>	<b>67,679</b>	<b>19,376</b>	<b>164,555</b>	<b>(77,499)</b>

Sonoma County Fair & Exposition, Inc  
 Jockey Club Income Statement

DRAFT - UNAUDITED

	1/31/2024 Actual YTD	1/31/2024 Budget YTD	Variance vs budget	1/31/2023 Prior Year YTD	Variance vs prior year
<b>Revenue</b>					
Commissions					
Race Forms, etc					
Interim Rental					
Total Jockey Club Revenues					
<b>Expense</b>					
Wages & Benefits					
Contract Services	108	475	367		(108)
Supplies & Expense	1,517	1,050	(467)	561	(957)
Utilities	1,250	1,450	200	1,253	3
Cost of Periodicals					
Garbage					
Advertising & Marketing					
Total Jockey Club Expenses	2,875	2,975	100	1,813	(1,062)
<b>Jockey Club Income/(Loss)</b>	<b>(2,875)</b>	<b>(2,975)</b>	<b>100</b>	<b>(1,813)</b>	<b>(1,062)</b>

Sonoma County Fair & Exposition, Inc  
Harvest Fair

DRAFT - UNAUDITED

	1/31/2024 Actual YTD	1/31/2024 Budget YTD	Variance vs budget	1/31/2023 Prior Year YTD	Variance vs prior year
Cost Recovered Harvest Fair					
Total Revenue	0	0	0	0	0
<b>Expense</b>					
Admin Wages and Benefits					
Maintenance Wages and Benefits					
Interim Wages and Benefits					
Exhibits Wages and Benefits					
Attendance Wages and Benefits					
Miscellaneous					
<b>Total Expenses</b>	0	0	0	0	0
<b>Harvest Fair Income(Loss)</b>	0	0	0	0	0

Sonoma County Fair & Exposition, Inc  
General & Administrative Expenses

DRAFT - UNAUDITED

	1/31/2024 Actual YTD	1/31/2024 Budget YTD	Variance vs budget	1/31/2023 Prior Year YTD	Variance vs prior year
<b>Expense</b>					
Wages & Benefits-Admin	70,929	70,965	36	14,895	(56,034)
Contract Services-Admin	5,111	13,600	8,489	1,781	(3,331)
County Indirect Services	13,600	14,300	700	13,600	
Legal		5,000	5,000		
Office Expense-Admin	4,117	8,500	4,383	4,713	596
Postage & Telephone	3,052	3,750	698	2,490	(563)
Director's Expense & Travel	325	1,835	1,510		(325)
Insurance	13,600	10,500	(3,100)	13,600	
Audit Fee					
Bad Debt and Cash Short/Over	(66)		66	32	98
<b>Administration Expenses</b>	<b>110,669</b>	<b>128,450</b>	<b>17,781</b>	<b>51,110</b>	<b>(59,558)</b>
Wages & Benefits-Maint	119,071	171,665	52,594	48,147	(70,924)
Contract Services-Maint	2,759	12,742	9,983	695	(2,064)
Equipment Rental-Maint	426	1,012	586	1,248	822
Utilities	20,590	19,299	(1,291)	13,779	(6,811)
Trash Removal	1,502	2,208	706	520	(982)
Maintenance Supplies	9,256	8,015	(1,241)	7,632	(1,625)
Repairs & Maintenance	4,309	9,844	5,535		(4,309)
Equipment Repairs	4,300	6,210	1,910	1,219	(3,081)
<b>Maintenance Expenses</b>	<b>162,213</b>	<b>230,995</b>	<b>68,782</b>	<b>73,239</b>	<b>(88,973)</b>
<b>General &amp; Administrative Expenses</b>	<b>272,881</b>	<b>359,445</b>	<b>86,564</b>	<b>124,349</b>	<b>(148,532)</b>

Sonoma County Fair & Exposition, Inc  
Salary & Benefit Expenses

DRAFT - UNAUDITED

	1/31/2024 Actual YTD	1/31/2024 Budget YTD	Variance vs budget	1/31/2023 Prior Year YTD	Variance vs prior year
<b>Permanent Salaries</b>					
Fair	10,440	15,670	5,230	3,751	(6,689)
Interim	29,591	50,845	21,254	11,043	(18,547)
Jockey Club					
Administration	52,524	39,825	(12,699)	8,475	(44,050)
Maintenance	52,559	77,975	25,416	17,000	(35,559)
<b>Total Permanent Salaries</b>	<b>145,114</b>	<b>184,315</b>	<b>39,201</b>	<b>40,269</b>	<b>(104,845)</b>
<b>Temporary Salaries</b>					
Fair	2,852	-	(2,852)	397	(2,455)
Interim	7,467	15,757	8,290	8,869	1,402
Jockey Club					
Administration	1,363	3,520	2,157		(1,363)
Maintenance	11,956	10,000	(1,956)	8,960	(2,996)
<b>Total Temporary Salaries</b>	<b>23,639</b>	<b>29,277</b>	<b>5,639</b>	<b>18,226</b>	<b>(5,413)</b>
<b>Health Benefits</b>					
Fair	7,517	2,800	(4,717)	12,605	5,088
Interim	5,023	10,170	5,147	2,568	(2,455)
Jockey Club					
Administration	3,166	6,610	3,444	1,425	(1,741)
Maintenance	10,054	20,505	10,451	4,884	(5,170)
<b>Total Health Benefits</b>	<b>25,760</b>	<b>40,085</b>	<b>14,325</b>	<b>21,482</b>	<b>(4,278)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	1,635	2,254	619	435	(1,200)
Interim	5,178	10,275	5,097	2,480	(2,698)
Jockey Club					
Administration	3,124	5,840	2,716	905	(2,220)
Maintenance	23,583	35,545	11,962	8,191	(15,392)
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>33,520</b>	<b>53,914</b>	<b>20,394</b>	<b>12,010</b>	<b>(21,510)</b>
<b>Retirement, UI, Other</b>					
Fair	4,489	5,935	1,446	1,439	(3,050)
Interim	13,327	18,570	5,243	5,794	(7,533)
Jockey Club					
Administration	10,751	15,170	4,419	4,091	(6,661)
Maintenance	20,475	27,640	7,165	9,112	(11,364)
<b>Total Retirement &amp; Other Benefits</b>	<b>49,042</b>	<b>67,315</b>	<b>18,273</b>	<b>20,435</b>	<b>(28,607)</b>
<b>TOTAL</b>	<b>277,075</b>	<b>374,906</b>	<b>97,831</b>	<b>112,422</b>	<b>(164,652)</b>
<b>TOTAL BY DEPT</b>					
Fair	26,933	26,659	(274)	18,626	(8,307)
Interim	60,586	105,617	45,031	30,755	(29,831)
Jockey Club					
Administration	70,929	70,965	36	14,895	(56,034)
Maintenance	118,627	171,665	53,038	48,147	(70,480)
<b>TOTAL ALL DEPARTMENTS</b>	<b>277,075</b>	<b>374,906</b>	<b>97,831</b>	<b>112,422</b>	<b>(164,652)</b>

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

	1/31/2024 Actual YTD	1/31/2024 Budget YTD	Variance vs budget	1/31/2023 Prior Year YTD	Variance vs prior year
<b>Salaries</b>					
Fair					
Hall of Flowers	2,743		(2,743)		(2,743)
Publicity					
Parking					
Admissions					
Exhibits - Temp					
Exhibits - Perm	10,440	15,670	5,230	3,751	(6,689)
Attractions					
Concessions Auditor					
Racing	109		(109)	397	288
<b>Total Salaries</b>	<b>13,293</b>	<b>15,670</b>	<b>2,377</b>	<b>4,148</b>	<b>(9,144)</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	1,397	2,800	1,403	705	(691)
Racing	6,120		(6,120)	11,900	5,779
<b>Total Health Benefits</b>	<b>7,517</b>	<b>2,800</b>	<b>(4,717)</b>	<b>12,605</b>	<b>5,088</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers	320		(320)		(320)
Publicity					
Parking					
Admissions					
Exhibits	1,315	2,254	939	388	(927)
Attractions					
Racing				47	47
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>1,635</b>	<b>2,254</b>	<b>619</b>	<b>435</b>	<b>(1,200)</b>
<b>TOTAL</b>	<b>22,444</b>	<b>20,724</b>	<b>(1,720)</b>	<b>17,188</b>	<b>(5,257)</b>
<b>Retirement, UE Insur, Other</b>					
Fair					
Hall of Flowers	170		(170)		(170)
Publicity					
Parking					
Admissions					
Exhibits - Perm	4,319	5,935	1,616	1,414	(2,904)
Attractions					
Racing				25	25
<b>Total Retirement &amp; Other Benefits</b>	<b>4,489</b>	<b>5,935</b>	<b>1,446</b>	<b>1,439</b>	<b>(3,050)</b>

**CASH EXPENDITURES****MONTH OF :****JANUARY**

PERMANENT PAYROLL	257,058.17
TEMP PAYROLL	49,463.90
ACCOUNTS PAYABLE (PAYMENTS)	160,365.11
ADD'L RACING	-
TOTAL PAYMENTS	<u>\$ 466,887.18</u>
LEGAL FEES PAID	\$ -

## INVOICES PAST DUE 30 OR MORE DAYS as of 02/15/24

Invoice Date	Due Date	Invoice #	Bill-To Account	Event	Remaining Balance	DAYS PAST DUE	Comments
<b>slow payor, collecting a bit at time</b>							
12/12/21	01/11/22	55161	Skyline Entertainment-MEXICAN DANCE		4,236.13	765	no payments since July, will send to collections
<b>place with collections agency</b>							
08/31/22	09/30/22	56874	Bula Pies Fiji - 2022 FAIR		1,806.90	503	no update on collections
12/30/22	01/29/23	57788	EC Events, LLC-EMERALD CUP DEC 2022		98,506.60	382	The collection agency has a partial settlement payment which we will see less their 25% in March if no one forces EC Events into bankruptcy
01/01/23	02/01/23	58015	EC Events, LLC-EMERALD CUP DEC 2022		1,852.60	379	
02/01/23	03/01/23	58016	EC Events, LLC-EMERALD CUP DEC 2022		1,655.39	351	
03/31/23	04/30/23	58136	EC Events, LLC-EMERALD CUP DEC 2022		1,680.22	291	
04/30/23	06/21/23	58425	EC Events, LLC-EMERALD CUP DEC 2022		1,555.42	239	
05/31/23	06/30/23	58426	EC Events, LLC-EMERALD CUP DEC 2022		1,578.75	230	
06/30/23	07/30/23	58427	EC Events, LLC-EMERALD CUP DEC 2022		1,602.43	200	
<b>remaining FAIR invoices</b>							
08/31/23	09/30/23	59883	Sonoma Marin Area Rail Transit	2023 FAIR	1,000.00	138	sponsor
08/31/23	09/30/23	59879	Farm 2 Fair	2023 FAIR	12,000.00	138	sponsor
08/31/23	10/06/23	60015	Mangiata Catering LLC	2023 FAIR	1,350.00	132	concessionaire
08/31/23	10/06/23	60012	JLQ Concessions	2023 FAIR	125.00	132	concessionaire
08/31/23	10/05/23	59995	International Leather & Hat Co.	2023 FAIR	1,000.00	133	concessionaire
08/31/23	09/30/23	59886	Action Foods 2 (Dill Pickle & Lemonade)	2023 FAIR	5,109.84	138	concessionaire
08/31/23	09/30/23	59834	Reggae Rasta Styles	2023 FAIR	1,724.39	138	concessionaire
08/31/23	10/04/23	59977	Van Anda, Rich & Bonnie JLA	2023 FAIR	525.00	134	
08/31/23	10/04/23	59970	Stefana Alioto (JLA)	2023 FAIR	101.50	134	
08/31/23	10/04/23	59960	Linda Siino, JLA	2023 FAIR	50.75	134	
08/31/23	10/04/23	59952	Fishman Supply Company JLA	2023 FAIR	2,615.66	134	
08/31/23	10/04/23	59943	Aviotti Jet Club (JLA)	2023 FAIR	3,466.00	134	
08/31/23	09/30/23	59809	Glenn, Mark & Lori JLA	2023 FAIR	25.38	138	
09/29/23	10/29/23	59894	Trapeze Entertainment, LLC dba Circus Caballero RED UNIT-CIRCUS (C-Lot)		1,625.00	109	
10/30/23	11/29/23	60156	County of Sonoma Exams (7/1/23-6/30/24) - Correctional Deputy 1 & Deputy Sheriff Trainee		500.00	78	
10/30/23	11/29/23	60154	Out to Lunch Catering-CATERING PREP (Showcase Kitchen)		1,375.00	78	
10/30/23	11/29/23	60145	County of Sonoma Exams (7/1/23-6/30/24) - Probation Department Written Exam (Kraft-1)		500.00	78	
10/31/23	11/30/23	60183	Gem Faire, Inc.-GEM & BEAD SHOW		7,721.89	77	
10/31/23	11/30/23	60182	James Vale-CELEBRATION OF LIFE (SC/100-125)		1,314.25	77	
10/31/23	11/30/23	60129	Taylor Dance (Thursday Night Dance Class) (VETS)		262.50	77	
10/31/23	11/30/23	60120	Taylor Dance (Thursday Night Dance Class) (VETS)		137.50	77	
11/16/23	12/16/23	60244	SRMT (MY2023-2025)		642.00	61	
11/30/23	12/30/23	60334	SRMT (MY2023-2025)		642.00	47	
11/30/23	12/30/23	60333	NORCAL Golden Retriever Club-ABBA DOG AGILITY		4,481.25	47	
11/30/23	12/30/23	60286	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark		7,800.00	47	

\*\* above listing excludes invoices that are not yet due or less than 30 days past due and credit balances



**NOVEMBER CR CARD CHARGES, POSTED DECEMBER, PAID DECEMBER**

<b>GL Account</b>	<b>GL Account Name</b>	<b>Reference</b>	<b>Amount</b>
680909080	Travel and Training	BECKY WFA REGISTRATION	300.00
680909080	Travel and Training	BECKY HAMPTON INN CFA	193.59
650852010	Website	BECKY USERWAY	98.00
			<b>591.59</b>
560003060	Contract Services-RV Park-Interim	MATT FIREFLY	659.50
620303060	Supplies-Interim	MATT COSTCO	139.95
680909080	Travel and Training	MATT IAFE	1,088.00
620309080	Office Supplies- Administration	MATT OFFICE DEPOT	56.46
620305010	Supplies- Exhibits	MATT OFFICE DEPOT	20.64
650852010	Website	MATT SHOPIFY	7.99
62031306095	Vets - Office Supplies	MATT AMAZON	73.09
620323060	Supplies - RV Park	MATT AMAZON	15.28
680709080	Directors Expense	MATT UNION HOTEL	223.96
620309080	Office Supplies- Administration	MATT OFFICE DEPOT	38.55
62031306095	Vets - Office Supplies	MATT AMAZON	107.60
560003060	Contract Services-RV Park-Interim	MATT FIREFLY	700.00
			<b>3,131.02</b>
620309080	Office Supplies- Administration	MICHAEL OFFICE DEPOT	145.99
620302010	Supplies- Publicity	MICHAEL CONSTANT CONTACT	659.00
560009080	Contract Services- Administration	MICHAEL SHRED IT	774.20
620342010	Supplies-Publicity	MICHAEL ADOBE	54.99
620309080	Office Supplies- Administration	MICHAEL ADOBE	19.99
620305010	Supplies- Exhibits	MICHAEL ADOBE	35.99
			<b>1,690.16</b>
620309080	Office Supplies- Administration	CYNDY PUBLIC SURPLUS	12.02
560003060	Contract Services-RV Park-Interim	CYNDY VERIZON	74.08
560001040	Contract Services-Interim	CYNDY VERIZON	409.63
680109080	Dues & Subscriptions	CYNDY ZOOM	33.58
560007070	Contract Services- Satellite	CYNDY COMCAST	364.35
560001040	Contract Services-Interim	CYNDY COMCAST	327.68
620109080	Postage	CYNDY FP POSTAGE	155.25
620309080	Office Supplies- Administration	CYNDY AMAZON	51.28
			<b>1,427.87</b>
580404010	Premiums- Trophies & Awards	HOPE STOCK SIGNS	95.00
620305010	Supplies- Exhibits	HOPE LEADING EDGE	890.23
600805810	Junior Livestock Auction	HOPE TABLECLOTHFACTORY	15.68
620305010	Supplies- Exhibits	HOPE AMAZON	16.27
580404010	Premiums- Trophies & Awards	HOPE SHERIDAN BUCKLE	100.00
620305010	Supplies- Exhibits	HOPE HOMEDEPOT	70.84
			<b>1,188.02</b>
620303060	Supplies-Interim	ROBERT HOMEDEPOT	85.65
620303060	Supplies-Interim	ROBERT SMART N FINAL	119.98
			<b>205.63</b>
730101080	Equipment Repair- Maintenance	RANDY A SHADE DARKER	491.63
730101080	Equipment Repair- Maintenance	RANDY WEST COAST DIESEL	1,831.67
			<b>2,323.30</b>

700251080	Landscape Supplies	ROBIN HOME DEPOT	97.61
700401080	Mechanic Supplies	ROBIN AMAZON	54.69
700301080	Electrical Supplies	ROBIN WALMART	19.29
700301080	Electrical Supplies	ROBIN WALMART	7.75
700301080	Electrical Supplies	ROBIN AMAZON	8.14
620301080	Office Supplies-Maintenance	ROBIN WALMART	7.88

<b>195.36</b>
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<b>10,752.95</b>
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**DECEMBER CR CARD CHARGES, POSTED DECEMBER, PAID JANUARY**

<b>GL Account</b>	<b>GL Account Name</b>	<b>Reference</b>	<b>Amount</b>
670103060	Other Costs Reimbursed-Interim	BECKY EBAY	35.99
650852010	Website	BECKY USERWAY	49.00
680909080	Travel and Training	BECKY WFA	375.00
680709080	Directors Expense	BECKY SANDWHICHES	100.76
670103060	Other Costs Reimbursed-Interim	BECKY EBAY	100.71
			<b>661.46</b>
620309080	Office Supplies- Administration	MATT OFFICE DEPOT	591.02
620342010	Supplies-Publicity	MATT OPENAI	20.00
620342010	Supplies-Publicity	MATT OPENAI	15.00
620303060	Supplies-Interim	MATT AMAZON	123.63
620303060	Supplies-Interim	MATT AMAZON	-12.27
650852010	Website	MATT SHOPIFY	7.99
620309080	Office Supplies- Administration	MATT RINGPROTECT	100.00
62030306095	Vets - Supplies	MATT FLAGSTORE	323.35
			<b>1,168.72</b>
620302010	Supplies- Publicity	MICHAEL CONSTANT CONTACT	659.00
620342010	Supplies-Publicity	MICHAEL ADOBE	54.99
620309080	Office Supplies- Administration	MICHAEL ADOBE	19.99
620305010	Supplies- Exhibits	MICHAEL ADOBE	35.99
			<b>769.97</b>
560003060	Contract Services-RV Park-Interim	CYNDY VERIZON	74.08
560001040	Contract Services-Interim	CYNDY VERIZON	409.63
680109080	Dues & Subscriptions	CYNDY ZOOM	33.58
560007070	Contract Services- Satellite	CYNDY COMCAST	364.35
62030306095	Vets - Supplies	CYNDY AMAZON	55.65
560001040	Contract Services-Interim	CYNDY COMCAST	342.68
620309080	Office Supplies- Administration	CYNDY OFFICE DEPOT	76.46
620309080	Office Supplies- Administration	CYNDY OFFICE DEPOT	178.43
			<b>1,534.86</b>
620109080	Postage	HOPE FEDEX	13.72
580404010	Premiums- Trophies & Awards	HOPE SHERIDAN BUCKLE	130.00
			<b>143.72</b>
620303060	Supplies-Interim	ROBERT FRIEDMANS	223.11
620303060	Supplies-Interim	ROBERT HOME DEPOT	30.56
			<b>253.67</b>
620303060	Supplies-Interim	RANDY HOME DEPOT	1,037.43
620303060	Supplies-Interim	RANDY HOME DEPOT	1,729.06
			<b>2,766.49</b>
730101080	Equipment Repair- Maintenance	ROBIN BLUESTARGAS	94.39
620301080	Office Supplies-Maintenance	ROBIN WALMART	2.44
620301080	Office Supplies-Maintenance	ROBIN STAPLES	17.46
620301080	Office Supplies-Maintenance	ROBIN AMAZON	34.93
720501080	Equipment Rental- Maintenance	ROBIN AIR TECH	41.62
720501080	Equipment Rental- Maintenance	ROBIN AIR TECH	71.83
700201080	Janitorial Supplies	ROBIN AMAZON	316.69
620323060	Supplies - RV Park	ROBIN SMARTSIGN	26.86

700251080	Landscape Supplies	ROBIN GARRET HARDWARE	114.40
700501080	Grounds Supplies	ROBIN COSTCO	78.62
700251080	Landscape Supplies	ROBIN GARRETT HARDWARE	54.23
620323060	Supplies - RV Park	ROBIN AMAZON	31.66
700501080	Grounds Supplies	ROBIN AMAZON	34.50
620323060	Supplies - RV Park	ROBIN AMAZON	65.54
620301080	Office Supplies-Maintenance	ROBIN AMAZON	7.47
700501080	Grounds Supplies	ROBIN HARDWEAR	87.19
620301080	Office Supplies-Maintenance	ROBIN AMAZON	10.80
700501080	Grounds Supplies	ROBIN HOME DEPOT	7.75
620323060	Supplies - RV Park	ROBIN AMAZON	-31.66
700201080	Janitorial Supplies	ROBIN TARGET	18.85
620323060	Supplies - RV Park	ROBIN AMAZON	40.39
620303060	Supplies-Interim	ROBIN COSTCO	35.95
700201080	Janitorial Supplies	ROBIN COSTCO	26.18
700301080	Electrical Supplies	ROBIN AMAZON	26.19
700251080	Landscape Supplies	ROBIN WYATT IRRIGATION	13.09
			<b>1,227.37</b>
720501080	Equipment Rental- Maintenance	ISAAC POSH PRIVVY	1,368.50
700201080	Janitorial Supplies	ISAAC CALIBER EQUIPMENT*	4,995.00
680909080	Travel and Training	ISAAC SWA	263.80
680909080	Travel and Training	ISAAC WFA	375.00
680959080	Licenses & Permits	ISAAC ROSELAND SMOG	355.25
			<b>7,357.55</b>
			<b>15,883.81</b>

ISAAC CALIBER EQUIPMENT\*  
walk behind floor scrubber

Agreement No: \_\_\_\_\_

**SONOMA COUNTY FAIR AND EXPOSITION, INC.**  
**SONOMA COUNTY HARVEST FAIR**  
 1350 Bennett Valley Road  
 Santa Rosa, California 95404  
 Phone: (707) 545-4200

**SERVICE AGREEMENT**

THIS AGREEMENT, made and entered into on \_\_\_\_\_, 2024 in the County of Sonoma, State of California, by and between the **SONOMA COUNTY FAIR & EXPOSITION, INC.** (hereafter called the Association), and **Michael Margetts, Sole Proprietor** (hereafter called the Contractor).

WITNESSETH: That the Contractor for and in consideration of the covenants, conditions, agreements, and stipulations of the Association hereinafter expressed, does hereby agree to furnish to the Association services and materials, as follows:

**Perform administrative support for 2024 race season, as outlined on Attachment A – Scope of Services.**

*Insurance waived per CEO*

**CONTRACT TERM: March 01, 2024 – December 31, 2024**

**CONTRACT PRICE AND PAYMENT: Monthly invoice of \$3,600.00 will be submitted by the 10<sup>th</sup> and paid by the 30<sup>th</sup>.**

**EXPENSES TO BE PAID AS FOLLOWS: None**

**TOTAL CONTRACT PRICE: \$36,000.00.**

***TERMS & CONDITIONS:***

1. Indemnification. Contractor agrees to accept all responsibility for loss or damage to any person or entity and to indemnify, hold harmless, and release FAIR and the County of Sonoma, their officers, agents, and employees, from and against any actions, claims, damages, liabilities, disabilities, or expenses, that may be asserted by any person or entity that are caused by negligent performance of this Agreement.
2. The Contractor, and the agents and employees of Contractor, in the performance of this agreement, shall act in an independent capacity and not as officers or employees or agents of the Association.
3. Without the written consent of the Association, this agreement is not assignable by Contractor in whole or in part.
4. Time is of the essence of this agreement. If the Contractor becomes aware of delays due to time allowances for review and approval being exceeded, delay by unanticipated field conditions, the Association, or any cause beyond the control of the Contractor, which will result in the schedule for performance of the Contractor's services not being met, the Contractor shall promptly notify the Association. If the Association becomes aware of any delays or other causes that will affect the Contractor's schedule, the Association shall promptly notify the Contractor.

Contractor is not responsible for delay caused by activities or factors beyond Contractor's reasonable control, including but not limited to, delays by reason of strikes, lockouts, work slowdowns or stoppages, accidents, acts of God.

5. No alteration or variation of the terms of this contract shall be valid unless made in writing and signed by the parties hereto, and no oral understanding or agreement not incorporated herein, shall be binding on any of the parties hereto.
6. The consideration to be paid Contractor, as provided herein, shall be in compensation for all of Contractor's expenses incurred in the performance hereof, including travel and per diem, unless otherwise expressly so provided. Only the Fair Manager may authorize extra or changed work or waiver of any right to adjustment in price or payment for additional work.

- 7. In the event of termination of this Agreement by either party, the Association shall within fifteen (15) calendar days of termination pay the Contractor for all services rendered by the Contractor up to the date of termination, in accordance with the payment provisions of this Agreement.
- 8. Either party may terminate this Agreement upon giving the other party not less than thirty (30) calendar day's written notice.
- 9. In the event either party brings an action or proceeding for damages arising out of the other's performance under the contract to establish a right or remedy, the prevailing party shall be entitled to recover attorney's fees and costs as part of such action or proceeding.

IN WITNESS WHEREOF, this agreement has been executed by the parties hereto, upon the date first above written.

**(ASSOCIATION)**

SONOMA COUNTY FAIR & EXPOSITION, INC.  
 1350 Bennett Valley Road  
 Santa Rosa, CA 95404  
 (707) 545-4200

\_\_\_\_\_  
 Rebecca Bartling, CEO  
 Dated: \_\_\_\_\_

**(CONTRACTOR)**

\_\_\_\_\_  
 Contractor's Signature  
 Dated:

\_\_\_\_\_  
 Michael Margetts

Address:  
421 Sonoma Drive, Cloverdale CA 95425

Phone: 707.322.2213

E-Mail: Margetts@sonic.net

ATTACHMENT A - SCOPE OF WORK  
2024 RACING MEET ADMINISTRATION

Description of Task
Liaise with Del Mar Thoroughbred Club for 2024 contracts for handle settlement (ADW and imports) and import race management.
Liaise with independent auditor to prepare engagement letters for Outs and Tote to CHRIMS agreed-upon-procedure agreements
Prepare Co-op Marketing agreement.
Attend relevant CHRB and other racing meetings.
Update Excel spreadsheets for daily download of ADW and Brick and Mortar racing data from CHRIMS (see examples - S:\Accounting & Finance\Racing\2023\Takout)
Prepare Man Days report for payment to unions (see examples - S:\Accounting & Finance\Racing\2023\Man Days)
Download daily ADW and Brick and Mortar racing information and format for upload to Excel spreadsheets (see examples - S:\Accounting & Finance\Racing\2023\Takout\CHRIMS reports_080723)
Prepare Purse Report used for calculation of payments for Association/Breeder fees and overpayment/underpayment from data obtained from CHRIMS and Incompass.
Prepare journal entries and make daily entries to general ledger
Reconcile NCOTWINC Brick and Mortar takeout payments to CHRIMS reports.
Download daily purse information from Incompass, prepare journal entry to record various purse entries and make journal entries to general ledger
Fund Exchange Bank Horsemen's account for purses, transfers, and payments.
Reconcile ADW and Brick and Mortar information from CHRIMS to Del Mar settlement reports.
Prepare checks in Incompass for Horsemen payouts as well as payment for taxes/fees.
Liaise with Del Mar on collection of ADW takeout.
Liaise with Paymaster of Purses prior to meet/during meet/subsequent to meet.
Prepare HISA and CHRB funding true up.
Liaise with Director of Racing for application for 2024 race meet.
Work with County Counsel to improve racing agreements to better protect Fairgrounds
Liaise with NCOTWINC for payroll charges for on-track management personnel and Local 280 clerks.
Prepare invoice support for payment of all takeout
Negotiate and assist in preparation of Vanning and Stabling agreements
Liaise with Paymaster and cut Horsemen's checks and answer Horsemen's inquiries