

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
Tuesday, May 21, 2024, 4:45 pm
Sonoma County Fairgrounds, Administration Building, Board Room

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. Discussion and possible action regarding Draft Financial Statements
 - a. through April 30, 2024 – (Attachment #1) – Cyndy Dalbeck, CFO
5. Review detail of US Bank credit card charges by employees
 - a. Charges paid in April 2024 - (Attachment #2) – Cyndy Dalbeck, CFO
6. Review of Draft Harvest Fair Financial Statements
 - a. March 31, 2024 – (Attachment #3) – Cyndy Dalbeck, CFO
7. Discussion and possible action regarding approval of 2024 Purchase Orders or Contracts in excess of \$25,000 – **None**
8. Request for future agenda items
9. 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

	4/30/2024 Calendar YTD	vs. prior mo. 3/31/2024 Calendar YTD	vs. prior yr. 4/30/2023 Calendar YTD
ASSETS			
Current Assets			
Cash in Bank and Treasury	6,985,131	7,162,624	7,780,006
Accounts Receivable, Net	289,301	287,921	194,773
Racing Settlement Receivable	(454)	(454)	6,533
Prepaid Expenses			81,000
Other Current Assets		38,570	(9,155)
Total Current Assets	7,273,977	7,488,661	8,053,156
Property & Equipment, Net	8,886,661	8,883,314	8,156,042
Construction in Progress	1,827	1,827	1,011,787
Total Property & Equipment, Net of Depreciation	8,888,488	8,885,141	9,167,829
Other Assets			
Restricted Cash	86,423	86,423	120,904
Due From/Due (To) County for VETS mgmt	(64,338)	(66,676)	(49,618)
GASB 68 Deferred Outflow of Resources	1,063,884	1,063,884	531,524
GASB 75 Deferred Outflow of Resources	247,484	247,484	143,665
Total Other Assets	1,333,453	1,331,116	746,475
TOTAL ASSETS	17,495,918	17,704,917	17,967,460
LIABILITIES AND EQUITY			
Current Liabilities			
Accounts Payable			
Accrued Expenses	833,313	908,495	903,000
Racing Payable	33,081	34,244	20,051
Purses Paid - (Over)/Under	(193,699)	(193,699)	(127,317)
Deferred Income	346,839	267,591	510,541
Total Current Liabilities	1,019,534	1,016,631	1,306,275

Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT

	4/30/2024 Calendar YTD	vs. prior mo. 3/31/2024 Calendar YTD	vs. prior yr. 4/30/2023 Calendar YTD
Long Term Liabilities			
GASB 68 Net Pension Liability	1,539,564	1,539,564	(248,672)
GASB 75 Deferred Inflow of Resources	426,156	426,156	599,027
GASB 75 Net Pension Liability	644,392	644,392	592,416
Total Long Term Liabilites	<u>2,770,476</u>	<u>2,770,476</u>	<u>2,414,243</u>
NET ASSETS			
Investment in Capital Assets	8,850,814	8,850,814	8,317,970
Restricted for Scholarships	93,248	93,248	73,968
Restricted for Junior Livestock Auction	126,395	126,395	180,068
Other Restricted	86,435	86,435	120,916
Retained Earnings - Unrestricted	5,330,191	5,330,191	5,843,843
Profit/(Loss) Current Year	(781,175)	(569,273)	(289,824)
TOTAL LIABILITIES AND EQUITY	<u><u>17,495,918</u></u>	<u><u>17,704,917</u></u>	<u><u>17,967,460</u></u>

Sonoma County Fair & Exposition, Inc
Income Statement

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Operating Revenue						
Fair				12,911	(12,911)	
Interim	1,129,170	1,015,926	113,244	980,056	149,114	
Jockey Club	1,500		1,500		1,500	
Total Operating Revenue	1,130,670	1,015,926	114,744	992,967	137,703	
Operating Expense						
Fair	326,725	156,814	(169,911)	236,675	(90,050)	
Interim	480,720	510,348	29,628	444,566	(36,154)	
Jockey Club	12,159	31,900	19,741	10,329	(1,830)	
G&A - Maintenance	880,780	967,998	87,218	799,045	(81,735)	
G&A - Administration	461,648	535,120	73,472	409,568	(52,079)	
Total Operating Expenses	2,162,032	2,202,180	40,148	1,900,183	(261,849)	
Operating Income/(Loss)	(1,031,362)	(1,186,254)	154,892	(907,216)	(124,146)	
JLA, net	(13,799)		(13,799)	(20,461)	6,662	
Harvest Fair - Revenue (timing)						
Harvest Fair - Expense (timing)						
Interest Income	25,954	12,500	13,454	13,759	12,195	
Prior Year & Other Misc Revenue	284,841	2,000	282,841	60,208	224,633	
Interest Expense						
Net Affect of GASB 68 Adjs (Pension)						
Net Affect of GASB 75 Adjs (OPEC)						
Prior Year & Misc Expense	(46,809)		(46,809)	(15,149)	(31,660)	
Net Income/(Loss)before depreciation and capital	(781,175)	(1,171,754)	390,579	(868,860)	87,685	
Depreciation Expense						
Net Income(Loss) before capital	(781,175)	(1,171,754)	390,579	(868,860)	87,685	
Gain (loss) on disposal of asset						
Capital Expenditures						
Capital Funding				579,036	(579,036)	
Net Income (Loss) incl Capital	(781,175)	(1,171,754)	390,579	(289,824)	(491,351)	

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Revenue						
Admissions						
Parking						
Commercial Space						
Carnival						
Concessions						
Exhibits						
Racing				4,204	(4,204)	
Attractions						
Sponsorships				8,707	(8,707)	
VIP Tent						
Miscellaneous						
Total Fair Revenue				12,911	(12,911)	
Expense						
Wages & Benefits	127,309	106,314	(20,995)	104,320	(22,989)	
Advertising & Publicity	25,954	4,000	(21,954)	20,405	(5,549)	
Attendance	3,771		(3,771)		(3,771)	
Signage/Other/Drinking Water						
Premium	7,015		(7,015)	2,835	(4,180)	
Hall of Flowers	18,703		(18,703)	15,000	(3,703)	
Exhibits	5,915		(5,915)	8,022	2,106	
Commerical/Concessions Exhibits						
Racing	69,773		(69,773)	35,407	(34,366)	
Attractions	41,941	24,000	(17,941)	31,186	(10,755)	
Miscellaneous						
VIP Tent						
RV Park - Fair - Contract Services	26,343	22,500	(3,843)	19,500	(6,843)	
Total Expense	326,725	156,814	(169,911)	236,675	(90,050)	
Fair Income/(Loss)	(326,725)	(156,814)	(169,911)	(223,765)	(102,960)	

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Revenue						
Long Term Rentals	45,108	44,438	670	44,439	669	
Building Rental	203,892	304,918	(101,026)	120,390	83,502	
Facility Rental	93,912	59,887	34,025	204,109	(110,197)	
Equipment Rental	113,112	72,207	40,905	72,208	40,904	
Trailer & RV	320,094	350,000	(29,906)	361,555	(41,461)	
Interim Parking	199,556	68,455	131,101	58,013	141,543	
Insurance/Costs Reimbursed	27,154	20,067	7,087	20,772	6,382	
Security Reimbursed	27,361	20,687	6,674	20,589	6,772	
Food & Other Concessions	43,277	17,924	25,353	17,928	25,349	
Alcohol Concessions	23,781	17,343	6,438	17,345	6,435	
Other Interim Revenue	31,925	40,000	(8,075)	42,709	(10,784)	
Total Revenue	1,129,170	1,015,926	113,244	980,056	149,114	
Expense						
Int Wages & Benefits	326,325	379,108	52,783	309,762	(16,562)	
Int Parking Wages & Benefits	39,174	38,000	(1,174)	29,909	(9,265)	
Int RV Park Wages & Benefits	8,596	2,000	(6,596)		(8,596)	
Total Wages & Benefits	374,095	419,108	51,609	339,671	(25,827)	
Contract Services-Interim	5,365		(5,365)	4,136	(1,229)	
Contract Services-RV Park	1,459	3,200	1,741	1,837	378	
Straw Removal						
Security						
Supplies & Equipment	5,493	4,000	(1,493)	135	(5,358)	
RV Park Utilities	67,399	52,600	(14,799)	80,185	12,786	
RV Park Advertising		6,000	6,000			
Miscellaneous RV Parking						
RV Supplies & Equipment	391	3,600	3,209	316	(75)	
Interim Advertising		1,240	1,240			
Business Partner Incentive						
Insurance/Costs Reimbursed	5,823	1,450	(4,373)	590	(5,233)	
Security Costs Reimbursed	20,512	17,300	(3,212)	16,638	(3,873)	
Equipment Rental	185	1,600	1,415	1,058	874	
CalTrans Median Strip Rent						
Special Repairs & Equipment		250	250			
Total Expense	480,720	510,348	36,224	444,566	(27,558)	
Interim Income/(Loss)	648,450	505,578	149,468	535,490	121,556	

**Sonoma County Fair & Exposition, Inc
Jockey Club Expenses**

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Revenue						
Admissions						
Turf Club						
Commissions						
Programs/Other						
Race Forms, etc						
Concessions						
Costs Recovered						
Prior Year Costs Recovered						
Interim Rental	1,500		1,500		1,500	
ATM Fees						
Interim Concessions						
Total Jockey Club Revenues	1,500		1,500		1,500	
Expense						
Wages & Benefits						
Contract Services	1,573	1,900	327	1,372	(201)	
Supplies & Expense	6,086	24,200	18,114	2,385	(3,701)	
Utilities	4,500	5,800	1,300	6,571	2,072	
Cost of Periodicals						
Garbage						
Advertising & Marketing						
Total Jockey Club Expenses	12,159	31,900	19,741	10,329	(1,830)	
Jockey Club Income/(Loss)	(10,659)	(31,900)	21,241	(10,329)	(330)	

Sonoma County Fair & Exposition, Inc
Harvest Fair Expenses

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	4/30/2024 Budget YTD	Variance vs budget	04/30/2023 Prior Year YTD	Variance vs prior year
Revenue						
Cost Recovered Harvest Fair						
Total Revenue						
Expense						
Admin Wages and Benefits						
Publicity Wages and Benefits						
Maintenance Wages and Benefits						
Interim Wages and Benefits						
Exhibits Wages and Benefits						
Attendance Wages and Benefits						
Attractions Wages and Benefits						
Miscellaneous						
Total Expenses						
Harvest Fair Income(Loss)						

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

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget 4/30/2024		vs. prior year, same mo. 04/30/2023	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Expense						
Wages & Benefits-Admin	241,774	280,080	38,306	208,824	(32,950)	
Contract Services-Admin	39,963	57,400	17,437	23,068	(16,895)	
County Indirect Services	58,000	57,200	(800)	54,400	(3,600)	
Legal	11,642	20,000	8,358	1,551	(10,091)	
Office Expense-Admin	50,218	36,100	(14,118)	24,804	(25,414)	
Postage & Telephone	13,477	15,000	1,523	12,137	(1,339)	
Director's Expense & Travel	3,861	7,340	3,479	10,348	6,487	
Donations						
Insurance	38,800	42,000	3,200	54,400	15,600	
Audit Fee	4,000	20,000	16,000	20,000	16,000	
Bad Debt and Cash Short/Over	(88)		88	36	124	
Administration Expenses	461,648	535,120	73,472	409,568	(52,079)	
Wages & Benefits-Maint	626,442	686,485	60,043	564,652	(61,790)	
Contract Services-Maint	27,695	56,083	28,388	3,031	(24,664)	
Equipment Rental-Maint	1,009	4,508	3,499	7,179	6,170	
Utilities	92,175	116,293	24,118	100,792	8,617	
Utilities - Harvest Fair(Reimbursed)						
Trash Removal	31,230	11,040	(20,190)	21,863	(9,366)	
Maintenance Supplies	61,336	53,937	(7,399)	77,738	16,402	
Repairs & Maintenance	15,465	21,620	6,155	4,949	(10,516)	
Equipment Repairs	25,429	18,032	(7,397)	18,842	(6,587)	
Maintenance Expenses	880,780	967,998	87,218	799,045	(81,735)	
General & Administrative Expenses	1,342,428	1,503,118	160,690	1,208,613	(133,815)	

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

January through period end:	4/30/2024	vs. budget		vs. prior year, same mo.	
	Actual YTD	4/30/2024 Budget YTD	Variance vs budget	04/30/2023 Prior Year YTD	Variance vs prior year
Permanent Salaries					
Fair	54,761	62,680	7,919	55,287	526
Interim	184,257	203,380	19,123	152,827	(31,430)
Jockey Club					
Golf Course					
Administration	146,842	159,300	12,458	118,450	(28,391)
Maintenance	272,519	311,900	39,381	237,440	(35,080)
Total Permanent Salaries	<u>658,379</u>	<u>737,260</u>	<u>78,881</u>	<u>564,004</u>	<u>(94,375)</u>
Temporary Salaries					
Fair	15,492	1,000	(14,492)	2,733	(12,758)
Interim	62,103	64,053	1,950	55,095	(7,008)
Jockey Club					
Golf Course					
Administration	6,168	14,080	7,912	2,608	(3,560)
Maintenance	73,017	46,900	(26,117)	46,780	(26,237)
Total Temporary Salaries	<u>156,779</u>	<u>126,033</u>	<u>(30,746)</u>	<u>107,217</u>	<u>(49,562)</u>
Health Benefits					
Fair	26,842	11,200	(15,642)	20,435	(6,407)
Interim	34,245	40,680	6,435	30,966	(3,278)
Jockey Club					
Golf Course					
Administration	21,392	26,440	5,048	17,219	(4,173)
Maintenance	69,012	82,020	13,008	58,845	(10,167)
Total Health Benefits	<u>151,491</u>	<u>160,340</u>	<u>8,849</u>	<u>127,466</u>	<u>(24,024)</u>
FICA, Medicare & Workers Comp					
Fair	8,137	7,130	(1,007)	5,802	(2,335)
Interim	27,496	31,230	3,734	26,295	(1,202)
Jockey Club					
Golf Course					
Administration	15,340	17,440	2,100	12,944	(2,396)
Maintenance	115,280	129,420	14,140	101,850	(13,430)
Total Workers Comp & Payroll Taxes	<u>166,253</u>	<u>185,220</u>	<u>18,967</u>	<u>146,890</u>	<u>(19,363)</u>

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

January through period end:	4/30/2024	vs. budget		vs. prior year, same mo.	
	Actual YTD	4/30/2024 Budget YTD	Variance vs budget	04/30/2023 Prior Year YTD	Variance vs prior year
Retirement, UI, Other					
Fair	22,078	24,304	2,226	20,062	(2,015)
Interim	65,993	79,765	13,772	74,488	8,494
Jockey Club					
Golf Course					
Administration	52,032	62,820	10,788	57,603	5,571
Maintenance	96,614	116,245	19,631	119,737	23,123
Total Retirement & Other Benefits	<u>236,717</u>	<u>283,134</u>	<u>46,417</u>	<u>271,890</u>	<u>35,173</u>
TOTAL	<u>1,369,619</u>	<u>1,491,987</u>	<u>122,368</u>	<u>1,217,467</u>	<u>(152,152)</u>
TOTAL BY DEPT					
Fair	127,309	106,314	(20,995)	104,320	(22,989)
Interim	374,095	419,108	45,013	339,671	(34,423)
Jockey Club					
Golf Course					
Administration	241,774	280,080	38,306	208,824	(32,950)
Maintenance	626,442	686,485	60,043	564,652	(61,790)
TOTAL ALL DEPARTMENTS	<u>1,369,619</u>	<u>1,489,987</u>	<u>120,368</u>	<u>1,217,467</u>	<u>(152,152)</u>

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

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Salaries						
Fair						
Hall of Flowers	7,593		(7,593)		(7,593)	
Publicity		1,000	1,000			
Parking						
Admissions						
Exhibits - Temp	6,782		(6,782)	2,336	(4,446)	
Exhibits - Perm	54,761	62,680	7,919	55,287	526	
Attractions	899		(899)		(899)	
Concessions Auditor						
Racing	218		(218)	397	179	
Total Salaries	<u>70,252</u>	<u>63,680</u>	<u>(6,572)</u>	<u>58,020</u>	<u>(12,232)</u>	
Health Benefits						
Fair						
Exhibits - Perm	9,472	11,200	1,728	8,511	(962)	
Racing	17,370		(17,370)	11,925	(5,445)	
Total Health Benefits	<u>26,842</u>	<u>11,200</u>	<u>(15,642)</u>	<u>20,435</u>	<u>(6,407)</u>	
FICA, Medicare & Workers Comp						
Fair						
Hall of Flowers	1,038		(1,038)		(1,038)	
Publicity		130	130			
Parking						
Admissions						
Exhibits	6,995	7,000	5	5,755	(1,239)	
Attractions	105		(105)		(105)	
Racing				47	47	
Total Workers Comp & Payroll Taxes	<u>8,137</u>	<u>7,130</u>	<u>(1,007)</u>	<u>5,802</u>	<u>(2,335)</u>	

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

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Retirement, UE Insur, Other						
Fair						
Hall of Flowers	595		(595)		(595)	
Publicity		60	60			
Parking						
Admissions	56		(56)		(56)	
Exhibits - Perm	21,268	24,244	2,976	19,923	(1,345)	
Attractions						
Racing	159		(159)	139	(20)	
Total Retirement & Other Benefits	22,078	24,304	2,226	20,062	(2,015)	
TOTAL	127,309	106,314	(20,995)	104,320	(22,989)	
TOTAL BY DEPT with BENEFITS						
Hall of Flowers	9,225		(9,225)		(9,225)	
Publicity		1,190	1,190			
Parking						
Admissions	56		(56)		(56)	
Exhibits - Temp	13,777	7,000	(6,777)	8,092	(5,685)	
Exhibits - Perm	85,501	98,124	12,623	83,721	(1,780)	
Attractions	1,003		(1,003)		(1,003)	
Vendor/Concessions Auditor						
Racing	17,747		(17,747)	12,508	(5,239)	
TOTAL ALL DEPARTMENTS	127,309	106,314	(20,995)	104,320	(22,989)	

CASH EXPENDITURES

MONTH OF :	APRIL 2024	MARCH 2024
PERMANENT PAYROLL	\$ 314,679.62	\$ 310,356.14
TEMP PAYROLL	69,914.29	87,405.40
ACCOUNTS PAYABLE (PAYMENTS)	378,720.71	290,797.58
MERCHANT FEES	6,580.05	4,668.03
RACING ITEMS	1,163.00	-
TOTAL PAYMENTS	<u>\$ 771,057.67</u>	<u>\$ 693,227.15</u>
LEGAL FEES PAID	\$ -	\$ 1,917.00

Ending Cash Balances, book:	April 30 2024	March 31 2024
operating account	\$ 3,148,373.06	\$ 4,406,495.97
money market account	2,015,433.39	2,008,726.83
merchant accounts	198,288.11	243,290.21
payroll accounts	1,389,883.60	270,120.52
other fair and racing accounts	319,575.92	320,413.92
	<u>\$ 7,071,554.08</u>	<u>\$ 7,249,047.45</u>

	<u>current month</u>	<u>year to date</u>
<i>money market interest earned</i>	6,706.56	15,433.39
<i>county fund interest earned</i>	4,983.05	10,520.27

Sonoma County Fair & Exposition Inc

INVOICES over 60 day past due as of 04.30.24 and still unpaid as of 05.16.24

Invoice #	Invoice Date	Due Date	pdp	Bill-To Account	Event	Invoiced Amounts	Balance Remianing	
57788	12/30/22	01/29/23	473	EC Events, LLC - EMERALD CUP HARVEST BALL - Event		148,506.60	98,506.60	
	6 monthly invoices			EC Events, LLC - EMERALD CUP - Account Interest		9,924.81	9,924.81	
							108,431.41	1
59834	08/31/23	09/30/23	229	Extreme Food	2023 Fair Food Vendor	5,274.42	1,724.39	2
59995	08/31/23	10/05/23	224	International Leather & Hat Co.	2023 Fair Food Vendor	1,000.00	1,000.00	2
59886	08/31/23	09/30/23	229	Action Foods 2 (Dill Pickle & Lemonade)	2023 Fair Food Vendor	9,154.92	5,109.84	2
59943	08/31/23	10/04/23	225	Aviotti Jet Club (JLA)	2023 Fair - JLA steer	5,666.00	466.00	3
59977	08/31/23	10/04/23	225	Van Anda, Rich & Bonnie JLA	2023 Fair - JLA birds	525.00	525.00	4
	08/31/23	09/30/23	229	3 individual accounts	2023 Fair - JLA add ons / partial balances		177.63	5
							9,002.86	
59894	09/29/23	10/29/23	200	Trapeze Entertainment, LLC dba Circus Caballero RED UNIT-CIRCUS (C-Lot)		18,250.00	1,625.00	6
60182	10/31/23	11/30/23	168	James Vale-CELEBRATION OF LIFE (SC/100-125)		1,739.25	1,314.25	7
60244	11/16/23	12/16/23	152	Northern California Motorcycle Training dba SRMT		642.00	642.00	8
60334	11/30/23	12/30/23	138	Northern California Motorcycle Training dba SRMT		642.00	642.00	8
60286	11/30/23	12/30/23	138	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark		7,800.00	7,800.00	9
60421	12/31/23	01/30/24	107	Department of Health Services, Sonoma County Animal Services-BOARDING OF 49-		4,354.84	4,354.84	10
60504	01/31/24	03/01/24	76	Department of Health Services, Sonoma County Animal Services-BOARDING OF 49-		5,000.00	5,000.00	10
							21,378.09	

- 1 waiting on collection agency to forward \$32,500 settlement from December les 25% commission less (if any) outside legal fees*
- 2 Patty Crone is actively back and forth with the first two and will collect at some poin before this Fair, the 3rd is out of money and may or may not return to this year's Fair. Will collect from this year's Fair or write off at that point. Problem stems from poor report auditing by the vendor auditor.
- 3 Will receive final payment by end of May, running on credit card next week
- 4 Bella has had a couple of conversations with this buyer (issue with the meat processor) and we will get payment in full or part in May
- 5 Bella will collect from these buyers as they register for this year's JLA
- 6 The circus tied into our power without our permission, this is power portion, they are portesting, we will collect or settle before they return again, which they want to do.
- 7 No reponse from this person despite multiple attempt to reach. Will final notice and send to collections once we have a new option*
- 8 Debbie is researching and will follow up, she and they thought they were current (only invoices owed other than this are April 30)
- 9 This is partial storage rent fee for part on November hold over. DHS paid all rental invoices and clean up but disagrees with this. We can persue with Treasury - General Accounting or write off.
- 10 Dept Animal Service is processing, requested expeditation, hopeful will see in a couple of weeks, but will see within a month

Sonoma County Fair & Exposition Inc
Accounts Receivable Recap and analytics

	04.30.24		03.31.24		12.31.23		04.30.23	
Accounts Receivable Aging								
Current and Credits	163,352.88	42.2%	257,937.77	64.6%	95,707.09	34.7%	252,201.23	82.2%
1 - 30 days past due	73,601.76	19.0%	(10,729.84)	-2.7%	9,018.63	3.3%	(69,942.44)	-22.8%
31 - 60 days past due	14,258.00	3.7%	-	0.0%	14,423.14	5.2%	3,796.00	1.2%
61 - 90 days past due	-	0.0%	4,479.84	1.1%	14,613.96	5.3%	(500.00)	-0.2%
90 - 120 days past due	3,854.84	1.0%	9,084.00	2.3%	27,094.03	9.8%	881.68	0.3%
120 + days past due	23,884.45	6.2%	30,150.45	7.5%	6,474.17	2.3%	15,301.38	5.0%
EC Events - Emerald Cup	108,431.41	28.0%	108,431.41	27.2%	108,431.41	39.3%	105,250.23	34.3%
	<u>387,383.34</u>		<u>399,353.63</u>		<u>275,762.43</u>		<u>306,988.08</u>	
Allowance for Doubtful Accounts	(98,082.83)		(111,432.83)		(113,240.24)		(112,215.55)	
A/R on Balance Sheet	<u>289,300.51</u>		<u>287,920.80</u>		<u>162,522.19</u>		<u>194,772.53</u>	
	289,300.51		289,300.51		162,522.19		194,772.53	
% of invoice more than 60 days past due	35.2%		38.1%		56.8%		39.4%	
% of invoice more than 60 days past due excluding EC Events	9.9%		15.0%		28.8%		6.3%	
Sufficiency of Allowance								
Over 60 days past due, excl * est. for allowance	27,739.29		43,714.29		48,182.16		15,683.06	
	<u>40%</u>		<u>40%</u>		<u>40%</u>		<u>40%</u>	
	11,095.72		17,485.72		19,272.86		6,273.22	
* E C Events settlement	108,431.41		108,431.41		108,431.41		105,250.23	
	<u>(32,500.00)</u>		<u>(32,500.00)</u>		<u>(32,500.00)</u>		<u>-</u>	
Doubtful Accounts Amount	87,027.13		93,417.13		95,204.27		111,523.45	
Allowance	<u>(98,082.83)</u>		<u>(111,432.83)</u>		<u>(113,240.24)</u>		<u>(112,215.55)</u>	
	(11,055.70)		(18,015.70)		(18,035.97)		(692.10)	
	sufficient		sufficient		sufficient		sufficient	

April 2024 paid credit card purchases (March)

GL Account	GL Account Name	Reference	Amount
620308010	Supplies- Attractions	BECKY AMAZON	24 FAIR 87.39
620308010	Supplies- Attractions	BECKY AMAZON	24 FAIR 225.50
650852010	Website	BECKY USERWAY	49.00
660408010	Rodeo	BECKY WPRA	24 FAIR 200.00
680909080	Travel and Training	BECKY ROSSO	66.10
			627.99
560003060	Contract Services-RV Park-Interim	MATT FIREFLY	629.00
620302010	Supplies- Publicity	MATT CONSTANTCONTACT	659.00
620305010	Supplies- Exhibits	MATT ENCORE EVENTS	24 FAIR 174.71
620305010	Supplies- Exhibits	MATT ENCORE EVENTS	24 FAIR 196.20
620308010	Supplies- Attractions	MATT AMAZON	24 FAIR 151.78
620309080	Office Supplies- Administration	MATT AMAZON	33.49
650702010	Directors Room	MATT ENCORE EVENTS	24 FAIR 500.00
650852010	Website	MATT SHOPIFY	955.99
			3,300.17
560001040	Contract Services-Interim	CYNDY COMCAST	549.98
560001040	Contract Services-Interim	CYNDY VERIZON	417.68
560003060	Contract Services-RV Park-Interim	CYNDY VERIZON	74.10
560007070	Contract Services- Satellite	CYNDY COMCAST	384.90
560009080	Contract Services- Administration	CYNDY COMCAST	345.96
620309080	Office Supplies- Administration	CYNDY OFFICE DEPOT	232.66
620309080	Office Supplies- Administration	CYNDY YEARLI	0.87
620309080	Office Supplies- Administration	CYNDY YEARLI	2.22
620309080	Office Supplies- Administration	CYNDY YEARLI	2.07
620309080	Office Supplies- Administration	MICHAEL ADOBE	110.97
680109080	Dues & Subscriptions	CYNDY ZOOM	33.58
			2,154.99
620305010	Supplies- Exhibits	HOPE ADOBE	22.99
620305010	Supplies- Exhibits	HOPE AMAZON	24 FAIR 73.20
620305010	Supplies- Exhibits	HOPE ARBA	24 FAIR 25.00
620305010	Supplies- Exhibits	HOPE LOOKOURWAY	24 FAIR 269.55
620305010	Supplies- Exhibits	HOPE PARTY CITY	24 FAIR 30.59
620305010	Supplies- Exhibits	HOPE PRESSDEMO	1.99

GL Account	GL Account Name	Reference	Amount
620305010	Supplies- Exhibits	HOPE STICKERMULE 24 FAIR	203.21
620308010	Supplies- Attractions	HOPE ORIENTALTRADING 24 FAIR	500.67
			1,127.20
560001040	Contract Services-Interim	ISAAC DOORKING	291.56
700501080	Grounds Supplies	ISAAC CROWDCONTROL BARRIER	2,507.80
730101080	Equipment Repair- Maintenance	ISAAC DMV	0.11
730101080	Equipment Repair- Maintenance	ISAAC DMV	5.00
			2,804.47
620303060	Supplies-Interim	ROBERT FRIEDMANS	142.76
			142.76
700301080	Electrical Supplies	RANDY BATTERIESPLUS	1,554.07
700301080	Electrical Supplies	RANDY BATTERIESPLUS	63.03
700301080	Electrical Supplies	RANDY PLATT ELECTRIC	201.50
			1,818.60
550301080	Other Benefits Perm Maintenance	ROBIN AMAZON	-107.71
550301080	Other Benefits Perm Maintenance	ROBIN AMAZON	92.29
550301080	Other Benefits Perm Maintenance	ROBIN AMAZON	-254.22
620303060	Supplies-Interim	ROBIN HOME DEPOT	25.95
620309080	Office Supplies- Administration	ROBIN AMAZON	30.58
620309080	Office Supplies- Administration	ROBIN DOLLAR TREE	17.81
620323060	Supplies - RV Park	ROBIN AMAZON	167.14
620323060	Supplies - RV Park	ROBIN STAPLES	-38.23
620323060	Supplies - RV Park	ROBIN STAPLES	65.54
700201080	Janitorial Supplies	ROBIN AMAZON	141.97
700201080	Janitorial Supplies	ROBIN HOME DEPOT	62.84
700201080	Janitorial Supplies	ROBIN HOMEDEPOT	48.76
700501080	Grounds Supplies	ROBIN HOME DEPOT	10.58
700501080	Grounds Supplies	ROBIN WALMART	173.89
730101080	Equipment Repair- Maintenance	ROBIN AMAZON	103.73
730101080	Equipment Repair- Maintenance	ROBIN GARRETT HARDWARE	386.73
730201080	Buildings & Grounds Repair	ROBIN BESTBUY	983.22
			1,910.87

TOTAL ALL

13,887.05

pd 4/19

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

As of	Actual	vs.		vs.	
	YTD 2024-03	Prior Year YTD 2023-03	Variance	Prior Year Year End 2023-12	Variance
<u>ASSETS</u>					
CURRENT ASSETS					
Cash in Bank	116,298	49,427	66,872	122,009	(55,137)
Accounts Receivable (net of allowance)	1,500	(80)	1,580	8,000	(6,420)
Due From (Due To) SCF	(38,570)	12,703	(51,273)	(38,570)	(12,703)
TOTAL CURRENT ASSETS	79,229	62,050	17,179	91,439	(74,260)
TOTAL ASSETS	79,229	62,050	17,179	91,439	(74,260)
<u>LIABILITIES & EQUITY</u>					
CURRENT LIABILITIES					
Accounts Payable	0	0	0	4,873	(4,873)
Accrued Expenses	0	0	0	0	0
Sales & Use Tax Payable	0	46	(46)	5,615	(5,661)
Deposits & Refunds Payable	36	4	33	0	33
TOTAL CURRENT LIABILITIES	36	49	(13)	10,488	(10,501)
FUND EQUITY					
Beginning Retained Earnings	80,951	63,528	17,423	63,528	(46,105)
Profit(Loss) for the Year	(1,759)	(1,528)	(230)	17,423	(17,653)
TOTAL EQUITY	79,193	62,000	17,192	80,951	(63,759)
TOTAL LIABILITIES & EQUITY	79,229	62,050	17,179	91,439	(74,260)

HARVEST FAIR ASSOCIATION OF SONOMA COUNTY
STATEMENT OF NET REVENUES - DRAFT

Period	2024-03	vs.			vs.		vs.		vs.	
		Actual Current Yr YTD 2024-03	BUDGET Current Yr YTD 2024-03	variance	BUDGET Current Yr Full Year 2024-12	variance	Actual Prior Yr YTD 2023-03	variance	Actual Prior Yr Full Year 2023-12	variance
G/L #										
Revenue										
	Tasting				97,000	(97,000)			81,362	(81,362)
	Awards Night							37,750	(37,750)	
	Wine Competition				79,400	(79,400)			75,966	(75,966)
	Food Competition				4,000	(4,000)			3,726	(3,726)
	Operations Administration - allocated									
	Other (Prior) Operations									
	Total Revenue				180,400	(180,400)			198,804	(198,804)
Expense										
	Tasting	446	859	413	104,083	103,636	565	119	97,749	97,302
	Awards Night						286	286	39,398	39,398
	Wine Competition	440	848	408	39,950	39,509	645	205	38,151	37,711
	Food Competition	22	43	21	6,293	6,271	32	9	6,083	6,060
	Operations Administration - allocated									
	Other (Prior) Operations	850		(850)		(850)		(850)		(850)
	Total Expenses	1,759	1,750	(9)	150,325	148,566	1,528	(230)	181,381	179,623
Net Revenue										
	Tasting	(446)	(859)	413	(7,083)	6,636	(565)	119	(16,387)	15,940
	Awards Night						(286)	286	(1,648)	1,648
	Wine Competition	(440)	(848)	408	39,450	(39,891)	(645)	205	37,815	(38,255)
	Food Competition	(22)	(43)	21	(2,293)	2,271	(32)	9	(2,357)	2,334
	Operations Administration - allocated									
	Other (Prior) Operations	(850)		(850)		(850)		(850)		(850)
	Net Revenue	(1,759)	(1,750)	(9)	30,075	(31,834)	(1,528)	(230)	17,423	(19,181)

**HARVEST FAIR ASSOCIATION OF SONOMA COUNTY
SCHEDULE OF TASTING EVENT - DRAFT**

Period	2024-03	vs.			vs.			vs.		vs.	
		Actual Current Yr YTD 2024-03	BUDGET Current Yr YTD 2024-03	variance	BUDGET Current Yr Full Year 2024-12	variance	Actual Prior Yr YTD 2023-03	variance	Actual Prior Yr Full Year 2023-12	variance	
G/L #											
	Revenue										
41200-25	Ticket Sales				80,000	(80,000)			66,552	(66,552)	
49000-25	Sponsorships - Tasting				12,000	(12,000)			5,000	(5,000)	
43000-85	Entry Fees - Grape Stomp								1,790	(1,790)	
49000-85	Sponsorship - Grape Stomp								5,000	(5,000)	
42000-95	Concessions										
43000-25	Winery Table Fee				5,000	(5,000)					
47100-75	Parking - Tasting								3,020	(3,020)	
49500-95	Misc. Revenue - stickers/posters										
	Total Revenue				97,000	(97,000)			81,362	(81,362)	
	Expense										
50020-25	Salaries & Wages - Tasting				25,000	25,000			26,678	26,678	
50020-85	Salaries & Wages - Attractions								537	537	
50020-75	Salaries & Wages - Parking				1,200	1,200			1,319	1,319	
56000-25	Contract Services - Tasting				30,000	30,000			16,681	16,681	
56000-75	Contract Services - Operations				3,000	3,000			4,844	4,844	
56000-85	Contract Services - Attractions								5,925	5,925	
62030-25	Supplies - Tasting				6,500	6,500			8,010	8,010	
62030-85	Supplies - Attractions								2,745	2,745	
68095-75	License & Permits				275	275			515	515	
68085-75	Insurance				250	250			440	440	
70010-25	Equipment Rental										
58025-85	Awards - Grape Stomp								1,500	1,500	
65090-75	Advertising				30,000	30,000			23,733	23,733	
68080-25	Bank Fees - Tasting										
68085-25	Insurance - Tasting										
68095-25	License & Permits - Tasting										
64020-25	Cost of Goods - Tasting										
81200-25	Special Repairs & Expense - Tasting										
68030-25	Cash Over/Short									(7)	(7)
68040-25	Misc. Expense										
78810-25	Allocated from Admin & Operations	446	859	413	7,858	7,411	565	119	4,829	4,383	
	Total Expenses	446	859	413	104,083	103,636	565	119	97,749	97,302	
	Net Revenue	(446)	(859)	413	(7,083)	6,636	(565)	119	(16,387)	15,940	

HARVEST FAIR ASSOCIATION OF SONOMA COUNTY
 SCHEDULE OF AWARDS NIGHT EVENT - DRAFT

Period	2024-03	vs.			vs.			vs.		
		Actual Current Yr YTD 2024-03	BUDGET Current Yr YTD 2024-03	variance	BUDGET Current Yr Full Year 2024-12	variance	Actual Prior Yr YTD 2023-03	variance	Actual Prior Yr Full Year 2023-12	variance
Revenue										
41200-35	Ticket Sales								29,250	(29,250)
49000-35	Sponsorships							8,500	(8,500)	
Total Revenue									37,750	(37,750)
Expense										
50020-35	Salaries & Wages								2,237	2,237
56000-35	Contract Services							600	600	
62030-35	Supplies							946	946	
68095-35	License & Permits									
68085-35	Insurance									
70010-35	Equipment Rental									
81200-35	Special Repairs & Expense									
64020-35	Cost of Goods - Catering								33,312	33,312
58025-35	Awards						38	38	180	180
68080-35	Bank Fees									
68030-35	Cash Over/Short									
68040-35	Misc. Expense									
78810-35	Allocated from Admin & Operations						248	248	2,122	2,122
Total Expenses							286	286	39,398	39,398
Net Revenue							(286)	286	(1,648)	1,648

HARVEST FAIR ASSOCIATION OF SONOMA COUNTY
SCHEDULE OF PRO WINE & AMATUER WINE COMPETITIONS - DRAFT

Period	2024-03	vs.			vs.		vs.		vs.	
		Actual Current Yr YTD 2024-03	BUDGET Current Yr YTD 2024-03	variance	BUDGET Current Yr Full Year 2024-12	variance	Actual Prior Yr YTD 2023-03	variance	Actual Prior Yr Full Year 2023-12	variance
G/L #										
	Revenue									
43000-45	Entry Fees - Pro				75,000	(75,000)			73,575	(73,575)
43005-45	Entry Fees - Amatuer				3,900	(3,900)			2,391	(2,391)
49000-45	Sponsorships									
49100-45	Sponsored Awards				500	(500)				
	Total Revenue				79,400	(79,400)			75,966	(75,966)
	Expense									
50020-45	Salaries & Wages				900	900			746	746
56000-45	Contract Services				18,500	18,500			17,320	17,320
62030-45	Supplies				1,500	1,500			1,571	1,571
68095-45	License & Permits									
70010-45	Equipment Rental									
81200-45	Special Repairs & Expense									
64020-45	Cost of Goods Sold									
58025-45	Awards				4,500	4,500			5,313	5,313
56040-45	Judge's Expenses				6,800	6,800			7,690	7,690
68040-45	Misc. Expense									
65090-45	Advertising									
78810-45	Allocated from Admin & Operations	440	848	408	7,750	7,309	645	205	5,512	5,072
	Total Expenses	440	848	408	39,950	39,509	645	205	38,151	37,711
	Net Revenue	(440)	(848)	408	39,450	(39,891)	(645)	205	37,815	(38,255)

HARVEST FAIR ASSOCIATION OF SONOMA COUNTY
SCHEDULE OF PRO FOOD COMPETITION - DRAFT

Period	2024-03	Actual Current Yr YTD 2024-03	vs. BUDGET Current Yr YTD 2024-03	variance	vs. BUDGET Current Yr Full Year 2024-12	variance	vs. Actual Prior Yr YTD 2023-03	variance	vs. Actual Prior Yr Full Year 2023-12	variance
Revenue	Revenue									
43000-55	Entry Fees				4,000	(4,000)			3,726	(3,726)
49000-55	Sponsorships									
49100-55	Sponsored Awards									
	Total Revenue				4,000	(4,000)			3,726	(3,726)
	Expense									
50020-55	Salaries & Wages				900	900			746	746
56000-55	Contract Services				3,500	3,500			3,500	3,500
62030-55	Supplies				200	200			123	123
68095-55	License & Permits									
70010-55	Equipment Rental									
81200-55	Special Repairs & Expense									
64020-55	Cost of Goods Sold									
58025-55	Awards				1,000	1,000			1,098	1,098
56040-55	Judge's Expenses				300	300			346	346
68040-55	Misc. Expense									
78810-55	Allocated from Admin & Operations	22	43	21	393	371	32	9	270	248
	Total Expenses	22	43	21	6,293	6,271	32	9	6,083	6,060
	Net Revenue	(22)	(43)	21	(2,293)	2,271	(32)	9	(2,357)	2,334

HARVEST FAIR ASSOCIATION OF SONOMA COUNTY
SCHEDULE OF ADMIN OPERATIONS - DRAFT

Period	2024-03	Actual Current Yr YTD 2024-03	vs. BUDGET Current Yr YTD 2024-03	variance	vs. BUDGET Current Yr Full Year 2024-12	variance	vs. Actual Prior Yr YTD 2023-03	variance	vs. Actual Prior Yr Full Year 2023-12	variance
Revenue										
41000-75	Admissions Revenue									
49000-75	Sponsorships - Operations							5,000	(5,000)	
49500-75	Miscellaneous Revenue						11	(11)	673	(673)
49000-65	Sponsorships - Misc									
44500-65	Retail Sales									
47300-65	Merchandise Sales									
Total Revenue							11	(11)	5,673	(5,673)
Expense										
62030-75	Supplies									
70010-75	Equipment Rental									
81200-75	Special Repairs & Expense									
68081-75	Bad Debt Expense									
68080-75	Bank Fees	725	1,750	1,025	9,500	8,775	1,501	776	10,306	9,581
70020-75	Utilities & Garbage				4,000	4,000			6,000	6,000
68030-75	Cash Over/Short									
62010-75	Postage				2,000	2,000			2,000	2,000
64025-75	Cost of Merchandise									
68060-75	Director's Expense	183		(183)	500	317		(183)	101	(83)
68010-75	Dues & Subscriptions									
91000-75	Capital Contribution									
68040-75	Misc. Expense									
Total Expenses		909	1,750	841	16,000	15,091	1,501	593	18,407	17,498
Net Revenues, before allocation		(909)	(1,750)	841	(16,000)	15,091	(1,490)	582	(12,734)	11,825
Allocation to Programs (per budgeted ticket sales / entry fees until post event, then actual ticket sales / entry fees)										
78710-25	Allocate to Tasting Event	446	859	(413)	7,858	(7,411)	565	(119)	4,829	(4,383)
78710-35	Allocate to Awards Night						248	(248)	2,122	(2,122)
78710-45	Allocate to Wine Competition	440	848	(408)	7,750	(7,309)	645	(205)	5,512	(5,072)
78710-55	Allocate to Food Competition	22	43	(21)	393	(371)	32	(9)	270	(248)
Net Revenues, after allocation		0	0	0	0	0	(0)	0	0	(0)
PRIOR YEAR EXPENSES (corrections or very late invoices)										
91080-75	Prior Year Expense	850		(850)		(850)		(850)		(850)

\$850 - AR write off of 2023 HF table fees that should not have been billed