

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 ***REVISED TIME* December 19, 2023 4:15* – 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. Discussion and possible action regarding Draft Financial Statements, November 30, 2023–
(Attachment #1) – Cyndy Dalbeck, CFO
5. Review detail of US Bank credit card charges paid through November 30, 2023 - **(Attachment #2)** –
Cyndy Dalbeck, CFO
6. Discussion of details of Special Events from 2023 Fair – Cyndy Dalbeck, CFO
7. Review of Draft Harvest Fair Financial Statements, October 31, 2023 – **(Attachment #3)** – Cyndy
Dalbeck, CFO
8. Discussion and possible action regarding approval of 2023 Purchase Orders or Contracts in excess of
\$25,000 – **None**
9. Discussion and possible action regarding approval of 2024 Budget **(Attachment #4)** – Becky Bartling,
CEO
10. Request for future agenda items
11. 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

	11/30/2023 Calendar YTD	11/30/2022 Calendar YTD	10/31/2023 Calendar YTD
ASSETS			
Current Assets			
Cash in Bank and Treasury	8,304,535	9,016,789	8,345,358
Accounts Receivable, Net	121,464	388,342	501,209
Racing Settlement Receivable	27,430	29,060	27,430
Other Current Assets	42,597	(12,703)	40,946
Total Current Assets	8,496,026	9,421,487	8,914,943
Property & Equipment, Net			
Construction in Progress	1,290,821	564,711	1,291,020
Total Property & Equipment, Net of Depreciation	9,604,995	8,977,168	9,595,747
Other Assets			
Restricted Cash	86,423	120,904	86,423
Due From/Due (To) County for Vet's	9,635	42,729	(14,717)
GASB 68 Deferred Outflow of Resources	531,524	388,392	531,524
GASB 75 Deferred Outflow of Resources	143,665	227,163	143,665
Total Other Assets	771,248	779,189	746,896
TOTAL ASSETS	18,872,269	19,177,844	19,257,587
LIABILITIES AND EQUITY			
Current Liabilities			
Accounts Payable			5,000
Accrued Expenses	1,135,046	834,088	1,086,258
Racing Payable	98,282	90,018	98,182
Purses Paid - (Over)/Under	(259,072)	(123,231)	(259,072)
Other Short Term Liabilities		165	
Deferred Income	178,581	306,447	179,881
Total Current Liabilities	1,152,836	1,107,488	1,110,249
Long Term Liabilities			
Long Term Note			
GASB 68 Deferred Inflow of Resources	1,471,472	692,692	1,471,472
GASB 68 Net Pension Liability	(248,672)	727,608	(248,672)
GASB 75 Deferred Inflow of Resources	599,027	329,461	599,027
GASB 75 Net Pension Liability	592,416	1,070,384	592,416
Total Long Term Liabilities	2,414,243	2,820,145	2,414,243
NET ASSETS			
Investment in Capital Assets	8,317,970	8,241,122	8,317,970
Restricted for Scholarships	73,968	73,968	73,968
Restricted for Junior Livestock Auction	180,068	159,248	180,068
Other Restricted	86,435	120,916	86,435
Retained Earnings - Unrestricted	5,878,324	4,498,082	5,878,324
GASB 68 Prior Period Adjustment			
Profit/(Loss) Current Year	768,424	2,156,874	1,196,329
TOTAL LIABILITIES AND EQUITY	18,872,269	19,177,844	19,257,587

Sonoma County Fair & Exposition, Inc
Income Statement

DRAFT - UNAUDITED

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year YTD	Variance vs prior year
Operating Revenue					
Fair	7,403,487	7,032,056	371,431	6,295,276	1,108,211
Interim	3,160,425	3,674,944	(514,519)	3,783,936	(623,510)
Jockey Club	600	107,500	(106,900)	72,000	(71,400)
Total Operating Revenue	10,564,513	10,814,500	(249,987)	10,151,212	413,301
Operating Expense					
Fair	4,213,997	4,231,501	17,505	3,698,534	(515,462)
Interim	1,563,115	1,705,400	142,285	1,471,520	(91,595)
Jockey Club	32,567	198,872	166,306	39,127	6,561
General & Administrative	4,704,157	4,960,385	256,228	3,650,535	(1,053,622)
Allocated Costs - Harvest Fair	(23,745)		23,745	(30,310)	(6,564)
Total Operating Expenses	10,490,090	11,096,159	606,069	8,829,407	(1,660,683)
Operating Income/(Loss)	74,422	(281,659)	356,081	1,321,804	(1,247,382)
Other Revenue	130,366	42,119	88,247	773,612	(643,247)
Harvest Fair - Revenue	37,724	61,543	(23,819)	54,477	(16,754)
Harvest Fair - Expense	(37,724)	(61,543)	23,819	(54,477)	16,754
Interest Expense					
JLA, net	(20,835)		(20,835)	17,671	(38,506)
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	(78,803)		(78,803)	17,631	(96,433)
Net Income/(Loss)before depreciation and capital	105,150	(239,540)	344,690	2,130,719	(2,025,568)
Depreciation Expense					
Net Income(Loss) before capital	105,150	(239,540)	344,690	2,130,719	(2,025,568)
Capital Funding	663,274		663,274	25,826	637,448
Net Income (Loss) incl Capital	768,424	(239,540)	1,007,964	2,156,544	(1,388,120)

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year PTD	Variance vs prior year
Revenue					
Admissions	2,180,693	2,148,786	31,907	1,811,458	369,235
Parking	704,099	539,000	165,099	377,922	326,177
Commercial Space	324,126	225,000	99,126	207,665	116,461
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	1,076,500	1,077,600	(1,100)	1,040,503	35,997
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)	33,602	(5,466)
Miscellaneous	66,307	76,000	(9,693)	59,913	6,394
Total Fair Revenue	7,403,487	7,032,056	371,431	6,295,276	1,108,211
Expense					
Labor and Benefits	1,198,175	1,343,151	144,977	1,121,345	(76,830)
Advertising & Publicity	341,473	275,500	(65,973)	246,005	(95,467)
Attendance	477,248	436,500	(40,748)	417,852	(59,396)
Premium	268,828	280,000	11,172	236,434	(32,394)
Hall of Flowers	289,651	295,000	5,349	124,685	(164,966)
Exhibits	171,249	192,300	21,051	180,951	9,702
Commerical/Concessions Exhibits	2,157	5,000	2,843	3,016	860
Racing	665,169	568,250	(96,919)	560,413	(104,756)
Attractions	697,971	696,000	(1,971)	662,783	(35,187)
Miscellaneous	5,994	5,300	(694)	4,182	(1,812)
VIP Tent	31,434	33,000	1,566	31,621	188
RV Park - Fair - Contract Services	64,649	101,500	36,851	109,247	44,597
Total Expense	4,213,997	4,231,501	17,505	3,698,534	(515,462)
Fair Income/(Loss)	3,189,491	2,800,555	388,936	2,596,742	592,749

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year YTD	Variance vs prior year
Revenue					
Long Term Rentals	116,685	116,191	494	113,957	2,727
Building Rental	319,107	360,616	(41,509)	408,130	(89,024)
Facility Rental	670,969	570,436	100,533	736,068	(65,099)
Equipment Rental	152,630	141,838	10,792	122,008	30,622
Trailer & RV	934,653	1,442,609	(507,956)	1,412,894	(478,241)
Interim Parking	265,545	262,049	3,496	215,552	49,994
Insurance/Costs Reimbursed	68,009	2,715	65,294	43,149	24,860
Security Reimbursed	111,417	160,887	(49,470)	229,171	(117,754)
Food & Other Concessions	125,188	168,653	(43,465)	122,005	3,183
Alcohol Concessions	281,369	330,440	(49,071)	266,794	14,575
Other Interim Revenue	114,856	118,510	(3,654)	114,209	648
Total Revenue	3,160,425	3,674,944	(514,519)	3,783,936	(623,510)
Expense					
Int Wages & Benefits	1,041,071	1,121,809	80,738	851,277	(189,794)
Int Parking Wages & Benefits	125,690	79,700	(45,990)	112,603	(13,087)
Total Wages & Benefits	1,166,761	1,201,509	34,748	963,880	(202,881)
Contract Services-Interim	18,822	8,000	(10,822)	9,322	(9,499)
Contract Services-RV Park	1,975	2,011	36	41,757	39,783
Security		4,500	4,500	2,765	2,765
Supplies & Equipment	11,444	8,028	(3,416)	30,615	19,170
RV Park Utilities	225,065	191,500	(33,565)	201,577	(23,488)
RV Park Advertising	5,412	4,999	(413)	4,886	(526)
RV Supplies & Equipment	5,291	23,242	17,951	2,566	(2,726)
Interim Advertising		3,100	3,100		
Insurance/Costs Reimbursed	4,392	2,499	(1,893)	3,915	(477)
Security Costs Reimbursed	109,293	241,271	131,978	194,047	84,754
Equipment Rental	4,319	2,741	(1,578)	5,697	1,378
CalTrans Median Strip Rent	10,340	11,000	660	10,493	153
Special Repairs & Equipment		1,000	1,000		
Total Expense	1,563,115	1,705,400	142,285	1,471,520	(91,595)
Interim Income/(Loss)	1,597,311	1,969,544	(372,233)	2,312,416	(715,105)

Sonoma County Fair & Exposition, Inc
 Jockey Club Income Statement

DRAFT - UNAUDITED

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year YTD	Variance vs prior year
Revenue					
Admissions		-			
Turf Club		-			
Commissions		82,500	(82,500)		
Programs/Other		-			
Race Forms, etc		25,000	(25,000)		
Concessions		-			
Costs Recovered		-			
Prior Year Costs Recovered		-			
Interim Rental	600	-	600	72,000	(71,400)
ATM Fees		-			
Interim Concessions		-			
Total Jockey Club Revenues	600	107,500	(106,900)	72,000	(71,400)
Expense					
Wages & Benefits	986	62,084	61,099		(986)
Contract Services	5,754	24,622	18,868	9,349	3,595
Supplies & Expense	9,821	65,833	56,012	9,113	(708)
Utilities	16,007	23,000	6,993	20,666	4,659
Cost of Periodicals		20,000	20,000		
Garbage		1,667	1,667		
Advertising & Marketing		1,667	1,667		
Total Jockey Club Expenses	32,567	198,872	166,306	39,127	6,561
Jockey Club Income/(Loss)	(31,967)	(91,372)	59,406	32,873	(64,839)

Sonoma County Fair & Exposition, Inc
Harvest Fair

DRAFT - UNAUDITED

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year YTD	Variance vs prior year
Cost Recovered Harvest Fair	37,724	61,543	(23,819)	54,477	(16,754)
Total Revenue	37,724	61,543	(23,819)	54,477	(16,754)
Expense					
Admin Wages and Benefits	465	3,000	2,535	0	(465)
Publicity Wages and Benefits	0	-	0	0	0
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	12,435	26,505	14,070	21,700	9,266
Attractions Wages and Benefits	0	-	0	0	0
Miscellaneous	8,000	8,000	0	8,800	800
Total Expenses	37,724	61,543	23,819	54,477	16,754
Harvest Fair Income(Loss)	0	0	0	0	(0)

Sonoma County Fair & Exposition, Inc
General & Administrative Expenses

DRAFT - UNAUDITED

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year YTD	Variance vs prior year
Expense					
Wages & Benefits-Admin	824,485	915,396	90,911	631,087	(193,398)
Contract Services-Admin	133,274	158,070	24,796	143,215	9,942
County Indirect Services	149,600	150,700	1,100	110,000	(39,600)
Legal	14,724	22,880	8,156	20,727	6,003
Office Expense-Admin	187,480	151,075	(36,405)	168,168	(19,311)
Postage & Telephone	37,707	41,187	3,480	35,222	(2,485)
Director's Expense & Travel	19,245	20,130	885	13,389	(5,856)
Insurance	149,600	137,500	(12,100)	82,500	(67,100)
Audit Fee	28,620	26,290	(2,330)	26,250	(2,370)
Bad Debt and Cash Short/Over	2,730	-	(2,730)	1,447	(1,283)
Administration Expenses	1,547,464	1,623,228	75,764	1,232,006	(315,459)
Wages & Benefits-Maint	1,984,089	2,243,967	259,879	1,459,510	(524,579)
Contract Services-Maint	236,281	133,000	(103,281)	156,545	(79,736)
Equipment Rental-Maint	35,009	41,400	6,391	36,703	1,694
Utilities	411,103	359,740	(51,363)	318,694	(92,409)
Trash Removal	118,790	109,800	(8,990)	63,763	(55,027)
Maintenance Supplies	292,391	340,150	47,759	293,309	917
Repairs & Maintenance	10,658	40,500	29,842	16,116	5,458
Equipment Repairs	68,373	68,600	227	73,890	5,517
Maintenance Expenses	3,156,693	3,337,157	180,464	2,418,530	(738,163)
General & Administrative Expenses	4,704,157	4,960,385	256,228	3,650,535	(1,053,622)

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year YTD	Variance vs prior year
Permanent Salaries					
Fair	208,120	183,769	(24,351)	141,506	(66,614)
Interim	552,163	521,969	(30,194)	435,438	(116,725)
Jockey Club		25,016	25,016		
Administration	484,422	492,000	7,578	356,344	(128,079)
Maintenance	861,598	874,222	12,624	564,647	(296,951)
Total Permanent Salaries	2,106,303	2,096,976	(9,327)	1,497,935	(608,368)
Temporary Salaries					
Fair	740,372	896,459	156,087	787,994	47,621
Interim	211,316	233,151	21,835	167,579	(43,738)
Jockey Club		15,253	15,253		
Administration	24,701	15,000	(9,701)	14,307	(10,394)
Maintenance	243,132	389,623	146,491	322,180	79,048
Total Temporary Salaries	1,219,521	1,549,486	329,965	1,292,059	72,538
Health Benefits					
Fair	56,522	54,201	(2,321)	31,677	(24,845)
Interim	98,760	130,500	31,740	78,838	(19,922)
Jockey Club		5,500	5,500		
Administration	74,476	93,582	19,105	46,651	(27,825)
Maintenance	197,166	228,446	31,280	130,724	(66,442)
Total Health Benefits	426,925	512,229	85,304	287,891	(139,034)
FICA, Medicare & Workers Comp					
Fair	101,026	116,465	15,439	96,946	(4,079)
Interim	89,678	79,826	(9,852)	77,646	(12,032)
Jockey Club	986	4,349	3,364		(986)
Administration	49,921	63,020	13,099	36,192	(13,730)
Maintenance	354,447	383,740	29,293	211,653	(142,794)
Total Workers Comp & Payroll Taxes	596,057	647,400	51,343	422,437	(173,620)
Retirement, UI, Other					
Fair	109,894	120,257	10,364	84,175	(25,718)
Interim	214,801	248,606	33,805	200,077	(14,724)
Jockey Club		11,966	11,966		
Administration	191,429	254,794	63,365	177,593	(13,836)
Maintenance	333,339	377,937	44,597	251,816	(81,524)
Total Retirement & Other Benefits	849,463	1,013,559	164,096	713,661	(135,802)
TOTAL	5,198,269	5,819,651	621,381	4,213,983	(984,286)
TOTAL BY DEPT					
Fair	1,215,934	1,371,151	155,218	1,142,298	(73,635)
Interim	1,166,719	1,214,052	47,334	959,578	(207,140)
Jockey Club	986	62,084	61,099		(986)
Administration	824,950	918,396	93,446	631,087	(193,863)
Maintenance	1,989,682	2,253,967	264,285	1,481,019	(508,662)
TOTAL ALL DEPARTMENTS	5,198,269	5,819,651	621,381	4,213,983	(984,286)

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year YTD	Variance vs prior year
Salaries					
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)	56,262	(15,393)
Exhibits - Temp	159,570	182,000	22,430	156,630	(2,940)
Exhibits - Perm	202,272	180,769	(21,503)	141,506	(60,766)
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	378,400	99,048	364,141	84,789
Total Salaries	930,733	1,052,228	121,495	908,546	(22,187)
Health Benefits					
Fair					
Exhibits - Perm	27,265	33,201	5,936	11,667	(15,598)
Racing	29,258	21,000	(8,258)	20,010	(9,247)
Total Health Benefits	56,522	54,201	(2,321)	31,677	(24,845)
FICA, Medicare & Workers Comp					
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	40,514	39,475	(1,039)	29,601	(10,913)
Attractions	3,990	4,222	232	2,830	(1,161)
Racing	27,485	39,500	12,015	38,239	10,753
Total Workers Comp & Payroll Taxes	101,026	116,465	15,439	96,946	(4,079)
TOTAL	1,088,281	1,222,894	134,613	1,037,169	(51,112)
Retirement, UE Insur, Other					
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	71,077	73,126	2,049	45,452	(25,625)
Attractions	-	-	-	-	-
Racing	25,115	28,000	2,885	26,814	1,699
Total Retirement & Other Benefits	109,894	120,257	10,364	84,175	(25,718)

CASH EXPENDITURES

<u>MONTH OF :</u>	<u>NOVEMBER</u>
PERMANENT PAYROLL	329,065.42
TEMP PAYROLL	67,684.74
ACCOUNTS PAYABLE (PAYMENTS)	245,023.94
ADD'L RACING	-
TOTAL PAYMENTS	<u>\$ 641,774.10</u>
LEGAL FEES PAID	\$ 4,828.00

Open Invoices over 30 dpd with Aging Group

Invoice #	Invoice Dat	Bill-To Account	Event	Amount Due	Aging Group	
56874	08/31/22	Bula Pies Fiji - 2022 Sonoma County Fair		1,806.90	Over 120	in collections
55161	12/12/21	Skyline Entertainment-MEXICAN DANCE (1,500-2,500)		4,236.13	Over 120	slowly paying
57788	12/30/22	EC Events, LLC-EMERALD CUP	Balance	98,506.60	Over 120	in collections
58015	01/01/23	EC Events, LLC-EMERALD CUP	Interest	1,852.60	Over 120	
58016	02/01/23	EC Events, LLC-EMERALD CUP	Interest	1,655.39	Over 120	
58136	03/31/23	EC Events, LLC-EMERALD CUP	Interest	1,680.22	Over 120	
58425	04/30/23	EC Events, LLC-EMERALD CUP	Interest	1,555.42	Over 120	
58426	05/31/23	EC Events, LLC-EMERALD CUP	Interest	1,578.75	Over 120	
58427	06/30/23	EC Events, LLC-EMERALD CUP	Interest	1,602.43	Over 120	108,431.41
59839	09/29/23	Artega's Epic Camel Encounter	2023 FAIR - (August 3rd-13th 2023)	150.05	31-60	Debra
59886	08/31/23	Action Foods 2 (Dill Pickle & Lemonade)	2023 FAIR - (August 3rd-13th 2023)	5,109.84	61-90	continues
59838	08/31/23	American Bull Riding Company	2023 FAIR - (August 3rd-13th 2023)	332.92	61-90	to work on
59943	08/31/23	Aviotti Jet Club (JLA)	2023 FAIR - (August 3rd-13th 2023)	5,666.00	61-90	these
60014	08/31/23	Big Jim's Concessions	2023 FAIR - (August 3rd-13th 2023)	700.00	61-90	collections
59946	08/31/23	Carrie Wimer, JLA	2023 FAIR - (August 3rd-13th 2023)	101.50	61-90	
60000	08/31/23	Corky's Carved Signs	2023 FAIR - (August 3rd-13th 2023)	1,155.00	61-90	
59879	08/31/23	Farm 2 Fair	2023 FAIR - (August 3rd-13th 2023)	22,000.00	61-90	
59952	08/31/23	Fishman Supply Company JLA	2023 FAIR - (August 3rd-13th 2023)	2,615.66	61-90	
59809	08/31/23	Glenn, Mark & Lori JLA	2023 FAIR - (August 3rd-13th 2023)	25.38	61-90	
59995	08/31/23	International Leather & Hat Co.	2023 FAIR - (August 3rd-13th 2023)	1,000.00	61-90	
60024	08/31/23	International Leather & Hat Co.	2023 FAIR - (August 3rd-13th 2023)	1,100.00	61-90	
60012	08/31/23	JLQ Concessions	2023 FAIR - (August 3rd-13th 2023)	125.00	61-90	
59958	08/31/23	Kerrnet Electric JLA	2023 FAIR - (August 3rd-13th 2023)	2,602.46	61-90	
59960	08/31/23	Linda Siino, JLA	2023 FAIR - (August 3rd-13th 2023)	50.75	61-90	
60015	08/31/23	Mangiata Catering LLC	2023 FAIR - (August 3rd-13th 2023)	1,350.00	61-90	
59996	08/31/23	Molson Coors	2023 FAIR - (August 3rd-13th 2023)	7,500.00	61-90	
59140	08/31/23	Moon Valley Nurseries	2023 FAIR - (August 3rd-13th 2023)	5,500.00	61-90	
60009	08/31/23	Mrs. J's Ice Cream	2023 FAIR - (August 3rd-13th 2023)	500.00	61-90	
59834	08/31/23	Reggae Rasta Styles	2023 FAIR - (August 3rd-13th 2023)	1,724.39	61-90	
60008	08/31/23	Richard and Sons Concessions, Inc.	2023 FAIR - (August 3rd-13th 2023)	50.00	61-90	
59871	08/31/23	Seven Palms, Inc. dba Munch-A-Bunch	2023 FAIR - (August 3rd-13th 2023)	329.90	61-90	
59883	08/31/23	Sonoma Marin Area Rail Transit	2023 FAIR - (August 3rd-13th 2023)	1,000.00	61-90	
59872	08/31/23	Squatch Coffee	2023 FAIR - (August 3rd-13th 2023)	39.15	61-90	
59970	08/31/23	Stefana Alioto (JLA)	2023 FAIR - (August 3rd-13th 2023)	101.50	61-90	
59971	08/31/23	Superior Supplies JLA	2023 FAIR - (August 3rd-13th 2023)	10,574.40	61-90	
60004	08/31/23	The Sleek Greek	2023 FAIR - (August 3rd-13th 2023)	200.00	61-90	
59977	08/31/23	Van Anda, Rich & Bonnie JLA	2023 FAIR - (August 3rd-13th 2023)	525.00	61-90	
59842	08/31/23	WOW Entertainment	2023 FAIR - (August 3rd-13th 2023)	77.89	61-90	
59843	08/31/23	WOW Entertainment	2023 FAIR - (August 3rd-13th 2023)	993.71	61-90	
60338	10/31/23	Los Banos Abattoir JLA	2023 FAIR - (August 3rd-13th 2023)	14,862.75	1-30	
60339	10/31/23	Sawyer Construction JLA	2023 FAIR - (August 3rd-13th 2023)	11,574.68	1-30	
60221	10/31/23	Sonoma Natural Beef, JLA	2023 FAIR - (August 3rd-13th 2023)	1,611.27	1-30	
60222	10/31/23	Two Bar S Cattle JLA	2023 FAIR - (August 3rd-13th 2023)	1,854.00	1-30	103,103.20
58998	08/31/23	Sonoma County Grape Growers Foundation-MEETING (SB/300)		3,256.25	61-90	
59894	09/29/23	Trapeze Entertainment, LLC dba Circus Caballero		1,625.00	31-60	
59888	09/29/23	Northern California Motorcycle Training dba SRMT		642.00	31-60	all of prior
59889	09/29/23	Northern California Motorcycle Training dba SRMT		642.00	31-60	older items
59890	09/29/23	Northern California Motorcycle Training dba SRMT		792.00	31-60	were paid
59891	09/29/23	Northern California Motorcycle Training dba SRMT		428.00	31-60	
59892	09/29/23	Northern California Motorcycle Training dba SRMT		428.00	31-60	this is more
59900	09/30/23	Northern California Motorcycle Training dba SRMT		642.00	31-60	current
60149	10/30/23	Northern California Motorcycle Training dba SRMT		642.00	1-30	
60150	10/30/23	Northern California Motorcycle Training dba SRMT		428.00	1-30	
60151	10/30/23	Northern California Motorcycle Training dba SRMT		642.00	1-30	
60244	11/16/23	Northern California Motorcycle Training dba SRMT		642.00	Current	
60334	11/30/23	Northern California Motorcycle Training dba SRMT		642.00	Current	

this EXCLUDES credit balances, invoices less than 30 days past due, and current invoices (not yet past due) - except those shown above along with invoices over 30 dpd

229,028.89

BIGGEST CHANGE is that we collected the \$234,000 due from the County for the Trailers space rental in the ball park (we are now charging \$7,800 a month for storage fee of those trailers - no longer occupied)

Credit Card Charges paid in November

GL Account	GL Account Name	Reference	Amount
620309080	Office Supplies- Administration	BECKY ADOBE	59.97
650852010	Website	BECKY USERWAY	98.00
			157.97
620309080	Office Supplies- Administration	CYNDY AMAZON	57.87
620309080	Office Supplies- Administration	CYNDY AMAZON	109.24
			167.11
680909080	Travel and Training	HOPE IAFE	150.00
			150.00
700351080	Carpentry/Plumbing Supplies	ISAAC CAL STEAM	302.95
700351080	Carpentry/Plumbing Supplies	ISAAC CAL STEAM	206.15
700501080	Grounds Supplies	ISAAC DRAFTECH	149.45
730101080	Equipment Repair- Maintenance	ISAAC ERIC LINDAUER AUTO	452.00
730101080	Equipment Repair- Maintenance	ISAAC WESTCOAST DIESEL	1,528.41
			2,638.96
650852010	Website	MATT NETWORKSOLUTION	249.89
650852010	Website	MATT SHOPIFY	7.99
			257.88
620342010	Supplies-Publicity	MICHAEL ADOBE	54.99
620305010	Supplies- Exhibits	MICHAEL ADOBE	35.99
620309080	Office Supplies- Administration	MICHAEL AMAZON	242.50
62031306095	Vets - Office Supplies	MICHAEL AMAZON	27.27
560007070	Contract Services- Satellite	MICHAEL COMCAST	364.35
560001040	Contract Services-Interim	MICHAEL COMCAST	327.68
620302010	Supplies- Publicity	MICHAEL CONSTANTCONTACT	659.00
620309080	Office Supplies- Administration	MICHAEL DROPBOX	119.88
62031306095	Vets - Office Supplies	MICHAEL OFFICE DEPOT	241.43
620309080	Office Supplies- Administration	MICHAEL OFFICE DEPOT	21.84
620309080	Office Supplies- Administration	MICHAEL OFFICE DEPOT	69.97
620309080	Office Supplies- Administration	MICHAEL OFFICE DEPOT	29.48
620309080	Office Supplies- Administration	MICHAEL OFFICE DEPOT	69.16
560001040	Contract Services-Interim	MICHAEL VERIZON	409.53
560003060	Contract Services-RV Park-Interim	MICHAEL VERIZON	74.01
680109080	Dues & Subscriptions	MICHAEL ZOOM	33.58
620309080	Office Supplies- Administration	MICHEL ADOBE	19.99
			2,800.65
700301080	Electrical Supplies	RANDY BATTERIES PLUS	23.48
			23.48
620303060	Supplies-Interim	ROBERT FRIEDMANS	162.69
620303060	Supplies-Interim	ROBERT HARBOR FREIGHT	49.14
620303060	Supplies-Interim	ROBERT HOME DEPOT	198.74
			410.57
700401080	Mechanic Supplies	ROBIN AMAZON	87.39
700501080	Grounds Supplies	ROBIN DOLLARTREE	2.73
730201080	Buildings & Grounds Repair	ROBIN GARRETT HARDWARE	50.62
730101080	Equipment Repair- Maintenance	ROBIN GARRETT HARDWARE	13.01
700401080	Mechanic Supplies	ROBIN HARBOR FREIGHT	81.55
700401080	Mechanic Supplies	ROBIN NORTHBAY COLOR	99.77
700401080	Mechanic Supplies	ROBIN NORTHBAY COLOR	62.27
700501080	Grounds Supplies	ROBIN OFFICE DEPOT	74.95
700401080	Mechanic Supplies	ROBIN PENINSULA COLOR	337.50
700501080	Grounds Supplies	ROBIN TARGET	18.76
			828.55
		Total, pd in Nov 2023	7,435.17

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

As of	10/31/2023 Actual YTD	10/31/2022 Prior Year YTD	Variance
<u>ASSETS</u>			
CURRENT ASSETS			
Cash in Bank	155,146	176,982	(21,836)
Cash in Treasury	0	0	0
Accounts Receivable (net of allowance)	16,592	21,143	(4,551)
Due From (Due to) SCF	(37,399)	12,703	(50,102)
TOTAL CURRENT ASSETS	134,339	210,828	(76,489)
TOTAL ASSETS	134,339	210,828	(76,489)
<u>LIABILITIES & EQUITY</u>			
CURRENT LIABILITIES			
Accounts Payable	(379)	0	(379)
Accrued Expenses	1,222	6,311	(5,090)
Sales & Use Tax Payable	5,659	6,276	(617)
Deposits & Refunds Payable	0	0	0
TOTAL CURRENT LIABILITIES	6,502	12,588	(6,086)
FUND EQUITY			
Beginning Retained Earnings	63,907	86,758	(22,850)
Profit(Loss) for the Year	63,930	111,483	(47,553)
TOTAL EQUITY	127,837	198,240	(70,403)
TOTAL LIABILITIES & EQUITY	134,339	210,828	(76,489)

**Sonoma County Harvest Fair
Summary of Event - DRAFT**

Period	2023-01 - 2023-10	Budget	Budget	Actual		Budget	Actual		Prior Year	Variance
G/L #		Annual	YTD	YTD	Variance	PTD	PTD	Variance	Actual	Current YTD
		2023	10/31/2023	10/31/2023	YTD	10/2023	10/2023	PTD	YTD	Prior YTD
Revenue										
	Tasting	101,300	101,300	73,349	(27,951)	101,300	73,349	(27,951)	69,818	3,531
	Awards Night	51,250	51,250	37,750	(13,500)	51,250	37,750	(13,500)	43,700	(5,950)
	Wine Competition	80,250	80,250	75,966	(4,284)	80,250	75,966	(4,284)	81,115	(5,149)
	Food Competition	4,000	4,000	3,726	(274)	4,000	3,726	(274)	4,035	(309)
	Operations_Administration			5,530	5,530		5,530	5,530	6,907	(1,377)
	Total Revenue	236,800	236,800	196,321	(40,479)	236,800	196,321	(40,479)	205,575	(9,254)
Expense										
	Tasting	97,200	97,200	38,807	72,843	97,200	38,807	72,843	46,569	16,792
	Awards Night	55,583	55,583	34,876	20,707	55,583	34,876	20,707	15,401	(19,475)
	Wine Competition	55,200	55,200	13,482	41,718	55,200	13,482	41,718	22,081	8,599
	Food Competition	7,950	7,950	5,066	2,884	7,950	5,066	2,884	4,343	(723)
	Operations_Administration	17,200	16,700	45,160	(28,460)	16,700	45,160	(28,460)	5,698	(39,461)
	Total Expenses	233,133	232,633	137,391	109,692	232,633	137,391	109,692	94,092	(34,269)
	Net Revenue	3,667	4,167	58,930	54,763	4,167	58,930	54,763	111,483	25,014

**Sonoma County Harvest Fair
Wine & Food Tasting - DRAFT**

Period	2023-01 - 2023-10	Budget	Budget	Actual	Variance	Budget	Actual	Variance
G/L #		Annual	YTD	YTD	YTD	PTD	PTD	PTD
		2023	10/31/2023	10/31/2023	YTD	10/2023	10/2023	PTD
Revenue								
41200-25	Ticket Sales	90,000	90,000	66,507	(23,493)	90,000	66,507	(23,493)
49000-25	Sponsorships	5,000	5,000	5,000		5,000	5,000	
43000-85	Entry Fees - Grape Stomp	1,000	1,000	1,790	790	1,000	1,790	790
42000-95	Concessions	300	300		(300)	300		(300)
43000-25	Winery Table Fee	4,500	4,500		(4,500)	4,500		(4,500)
47100-75	Parking - Operations	500	500		(500)	500		(500)
49500-95	Misc. Revenue - stickers/posters			52	52		52	52
	Total Revenue	101,300	101,300	73,349	(27,951)	101,300	73,349	(27,951)
Expense								
50020-25	Salaries & Wages - Tasting	28,500	28,500		28,500	28,500		28,500
50020-85	Salaries & Wages - Attractions	2,500	2,500		2,500	2,500		2,500
56000-25	Contract Services - Tasting	15,000	15,000	16,350	(1,350)	15,000	16,350	(1,350)
56000-75	Contract Services - Operations	5,000	5,000	1,344	3,656	5,000	1,344	3,656
56000-85	Contract Services - Attractions	6,050	6,050	5,500	15,000	6,050	5,500	15,000
62030-25	Supplies - Tasting	6,500	6,500	4,027	2,473	6,500	4,027	2,473
62030-85	Supplies - Attractions	1,600	1,600	364	1,236	1,600	364	1,236
68095-75	License & Permits	400	400	175	225	400	175	225
68085-75	Insurance	1,650	1,650		1,650	1,650		1,650
58025-85	Awards - Grape Stomp	1,500	1,500	1,500		1,500	1,500	
65090-75	Advertising	28,500	28,500	9,551	18,949	28,500	9,551	18,949
68030-25	Cash Over/Short			(4)	4		(4)	4
	Total Expenses	97,200	97,200	38,807	72,843	97,200	38,807	72,843
	Net Revenue	4,100	4,100	34,542	44,892	4,100	34,542	(100,794)

**Sonoma County Harvest Fair
Awards Night - DRAFT**

Period	2023-01 - 2023-10	Budget Annual 2023	Budget YTD 10/31/2023	Actual YTD 10/31/2023	Variance YTD	Budget PTD 10/2023	Actual PTD 10/2023	Variance PTD
G/L #								
Revenue								
41200-35	Ticket Sales	41,250	41,250	29,250	(12,000)	41,250	29,250	(12,000)
49000-35	Sponsorships	10,000	10,000	8,500	(1,500)	10,000	8,500	(1,500)
	Total Revenue	51,250	51,250	37,750	(13,500)	51,250	37,750	(13,500)
Expense								
50020-35	Salaries & Wages	9,000	9,000		9,000	9,000		9,000
56000-35	Contract Services	2,100	2,100	600	1,500	2,100	600	1,500
62030-35	Supplies	1,000	1,000	783	217	1,000	783	217
68095-35	License & Permits	50	50		50	50		50
70010-35	Equipment Rental	500	500		500	500		500
64020-35	Cost of Goods - Catering	42,433	42,433	33,312	9,121	42,433	33,312	9,121
58025-35	Awards	500	500	180	320	500	180	320
	Total Expenses	55,583	55,583	34,876	20,707	55,583	34,876	20,707
	Net Revenue	(4,333)	(4,333)	2,874	7,207	(4,333)	2,874	(34,207)

**Sonoma County Harvest Fair
Pro Wine and Amateur Wine Competition - DRAFT**

Period	2023-01 - 2023-10	Budget Annual 2023	Budget YTD 10/31/2023	Actual YTD 10/31/2023	Variance YTD	Budget PTD 10/2023	Actual PTD 10/2023	Variance PTD
G/L #								
Revenue								
43000-45	Entry Fees - Pro	75,250	75,250	73,575	(1,675)	75,250	73,575	(1,675)
43000-95	Entry Fees - Amateur			2,391	2,391		2,391	2,391
49000-45	Sponsorships	5,000	5,000		(5,000)	5,000		(5,000)
49100-45	Sponsored Awards							
	Total Revenue	80,250	80,250	75,966	(4,284)	80,250	75,966	(4,284)
Expense								
50020-45	Salaries & Wages	5,500	5,500		5,500	5,500		5,500
56000-45	Contract Services	17,200	17,200	8,820	8,380	17,200	8,820	8,380
62030-45	Supplies	2,000	2,000	1,259	741	2,000	1,259	741
58025-45	Awards	5,500	5,500	827	4,673	5,500	827	4,673
56040-45	Judge's Expenses	9,000	9,000	2,577	6,423	9,000	2,577	6,423
65090-45	Advertising	16,000	16,000		16,000	16,000		16,000
	Total Expenses	55,200	55,200	13,482	41,718	55,200	13,482	41,718
	Net Revenue	25,050	25,050	62,484	37,434	25,050	62,484	(46,002)

Sonoma County Harvest Fair
Pro Food Competition - DRAFT

Period	2023-01 - 2023-10	Budget Annual 2023	Budget YTD 10/31/2023	Actual YTD 10/31/2023	Variance YTD	Budget PTD 10/2023	Actual PTD 10/2023	Variance PTD
G/L #								
Revenue								
43000-55	Entry Fees	4,000	4,000	3,726	(274)	4,000	3,726	(274)
	Total Revenue	4,000	4,000	3,726	(274)	4,000	3,726	(274)
Expense								
50020-55	Salaries & Wages	1,500	1,500		1,500	1,500		1,500
56000-55	Contract Services	3,500	3,500	3,500		3,500	3,500	
62030-55	Supplies	500	500	123	377	500	123	377
58025-55	Awards	2,200	2,200	1,098	1,102	2,200	1,098	1,102
56040-55	Judge's Expenses	250	250	346	(96)	250	346	(96)
	Total Expenses	7,950	7,950	5,066	2,884	7,950	5,066	2,884
	Net Revenue	(3,950)	(3,950)	(1,340)	2,610	(3,950)	(1,340)	(3,158)

**Sonoma County Harvest Fair
Operations - Administration - DRAFT**

Period	2023-01 - 2023-10	Budget Annual 2023	Budget YTD 10/31/2023	Actual YTD 10/31/2023	Variance YTD	Budget PTD 10/2023	Actual PTD 10/2023	Variance PTD
G/L #								
Revenue								
49000-75	Sponsorships - Operations			5,000	5,000		5,000	5,000
49500-75	Miscellaneous Revenue			530	530		530	530
	Total Revenue			5,530	5,530		5,530	5,530
Expense								
50020-75	Salaries & Wages			28,073	(28,073)		28,073	(28,073)
68080-75	Bank Fees	9,000	8,500	9,087	(587)	8,500	9,087	(587)
70020-75	Utilities & Garbage	5,500	5,500	6,000	(500)	5,500	6,000	(500)
62010-75	Postage	2,000	2,000	2,000		2,000	2,000	
68060-75	Director's Expense	500	500		500	500		500
68040-75	Misc. Expense	200	200		200	200		200
	Total Expenses	17,200	16,700	45,160	(28,460)	16,700	45,160	(28,460)
	Net Revenue	(17,200)	(16,700)	(39,630)	(22,930)	(16,700)	(39,630)	33,990

Budget Worksheet											
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Operating Revenue											
Fair (less JLA)	6,425,050	6,250,823	6,092,952	1,017,617	3,439,478	6,375,618	7,032,056	7,403,255	-	7,403,255	8,133,063
Interim	3,382,323	4,820,515	4,311,599	2,783,564	3,525,370	4,165,479	4,176,962	3,008,148	770,949	3,779,097	3,327,005
Golf Course	-	-	-	-	-	-	-	-	-	-	-
Satellite Wagering	379,410	392,142	373,881	265,756	230,061	72,000	130,000	600	44,000	44,600	-
Harvest Fair	136,868	104,052	56,900	15,386	15,632	54,477	61,543	36,073	1,651	37,723	39,200
Miscellaneous Non-Fair	152,287	61,077	57,169	637,906	2,325,311	660,976	46,000	118,458	7,710	126,168	56,000
Prior Year Revenue Adjustments	56,422	258,024	51,717	154,284	85,005	99,310	-	37,413	-	37,413	-
Total Operating Revenue	10,532,360	11,886,633	10,944,217	4,874,513	9,620,857	11,427,860	11,446,561	10,603,947	824,310	11,428,256	11,555,268
Operating Expense											
Fair	3,765,498	3,435,715	3,701,096	1,003,305	1,621,797	3,827,590	4,292,909	4,158,181	104,362	4,262,543	4,481,900
Interim	1,732,235	1,942,537	1,832,184	1,133,620	1,487,932	1,746,748	1,913,361	1,429,576	333,281	1,762,857	1,689,001
Golf Course	-	-	-	-	-	-	-	-	-	-	-
Maintenance	2,447,241	2,459,750	2,671,171	1,726,060	1,574,975	2,805,581	3,576,871	2,910,372	464,292	3,374,664	3,579,667
Administration	1,665,394	1,247,579	1,482,645	858,600	679,521	1,064,594	1,773,881	1,409,745	294,809	1,704,554	1,773,164
Satellite Wagering	352,552	402,429	338,265	104,793	28,555	43,094	225,782	29,691	53,191	82,882	56,210
Harvest Fair	111,169	100,985	57,120	78	(75)	54,477	61,543	36,073	1,651	37,723	39,200
Prior Year Expense Adjustments	279,084	100,766	23,924	30,465	(46,999)	-	-	116,216	-	116,216	-
Gain or Loss on Sale of Assets	-	(40,079)	-	-	-	762	-	-	-	-	-
Other - Interest Expense	12,500	-	-	6,387	489	4,893	-	-	-	-	-
Total Operating Expense	10,365,672	9,649,683	10,106,404	4,863,308	5,346,195	9,547,738	11,844,347	10,089,853	1,251,586	11,341,439	11,619,142
Operating Income (Loss)	166,688	2,236,950	837,813	11,204	4,274,662	1,880,122	(397,786)	514,094	(427,277)	86,817	(63,874)
Capital Contributions	549,026	-	125,569	367,515	204,759	192,371	750,000	663,274	-	663,274	-
Scholarships (paid out)	-	-	-	(8,250)	(4,900)	(22,990)	-	(11,400)	-	(11,400)	-
Other Revenue (Net)	(680)	-	243	-	-	-	-	11,275	-	-	-
Net Income (Loss) Not Incl Depreciation	715,033	2,236,950	963,624	370,469	4,474,521	2,049,503	352,214	1,177,244	(427,277)	738,692	(63,874)

Budget Worksheet												
G/L #		Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Fair Revenue												
41000	Admissions	1,499,502	1,612,041	1,564,915	-	799,345	1,819,700	2,148,786	2,180,693	-	2,180,693	2,295,332
41500	Commercial Space	398,177	403,719	355,784	-	92,155	207,665	225,000	324,126	-	324,126	325,500
42000	Carnival	722,179	738,196	712,319	-	532,387	802,972	800,000	820,814	-	820,814	821,000
42000	Concessions	1,114,556	1,163,306	1,180,790	31,899	478,312	1,371,788	1,420,000	1,422,294	-	1,422,294	1,470,000
43000	Exhibits	88,415	88,394	81,233	19,660	144,342	71,114	93,750	120,668	-	120,668	106,735
45000	Racing	1,416,845	1,095,401	1,071,393	950,892	1,062,844	1,120,845	1,077,600	1,076,500	-	1,076,500	1,296,900
46000	Attractions	186,820	189,549	185,442	-	-	185,420	226,920	227,575	-	227,575	423,661
47000	VIP Tent	30,252	29,100	28,560	-	-	25,360	33,000	28,137	-	28,137	-
47000	Sponsorships	463,515	404,260	385,693	15,166	130,720	332,920	392,000	432,042	-	432,042	510,000
47000	Parking	427,986	459,304	438,536	-	193,182	377,922	539,000	704,099	-	704,099	812,935
47000	Miscellaneous	76,802	67,552	88,288	-	6,190	59,913	76,000	66,307	-	66,307	71,000
	Total Fair	6,425,050	6,250,823	6,092,952	1,017,617	3,439,478	6,375,618	7,032,056	7,403,255	-	7,403,255	8,133,063
Interim Revenue												
	Building Rental	824,271	706,518	695,028	360,571	627,991	600,237	677,735	404,398	237,358	641,756	773,989
	Facility Rental	276,925	226,970	532,946	868,247	636,506	776,513	608,183	647,865	77,547	725,412	229,418
	Long Term Rentals	102,477	78,414	55,754	40,902	92,492	121,196	126,286	106,482	20,657	127,139	126,802
	RV Park	825,547	2,306,750	1,612,782	1,374,674	1,492,912	1,511,995	1,582,294	865,676	272,435	1,138,111	1,096,880
	Equipment Rental	160,687	176,069	193,962	47,770	52,899	136,025	142,463	140,552	13,936	154,488	142,783
	Parking Revenues	374,209	385,606	350,845	37,491	87,188	251,452	292,786	262,843	42,348	305,191	360,162
	Utility Reimbursement	5,282	3,022	3,411	2,588	742	911	-	2,091	-	2,091	1,896
	Costs Recovered	81,479	89,209	76,185	22,190	234,071	55,780	700	61,293	-	61,293	67,291
	Concessions	475,476	543,162	480,638	20,191	107,241	410,996	537,581	404,582	54,337	458,919	418,918
	Other Revenues	255,969	304,796	310,049	8,941	193,328	300,376	208,934	112,365	52,331	164,696	108,866
48000	Total Interim	3,382,323	4,820,515	4,311,599	2,783,564	3,525,370	4,165,479	4,176,962	3,008,148	770,949	3,779,097	3,327,005
Operating Revenue												
	Golf Course											
45005	Satellite Wagering	379,410	392,142	373,881	265,756	230,061	72,000	130,000	600	44,000	44,600	-
47005	Harvest Fair	136,868	104,052	56,900	15,386	15,632	54,477	61,543	36,073	1,651	37,723	39,200
47005	Miscellaneous Non-Fair	152,287	61,077	57,169	637,906	2,325,311	660,976	46,000	118,458	7,710	126,168	56,000
49000	Prior Year Revenue Adjustments	56,422	258,024	51,717	154,284	85,005	99,310	-	37,413	-	37,413	-
	Total Operating Revenue	10,532,360	11,886,633	10,944,217	4,874,513	9,620,857	11,427,860	11,446,561	10,603,947	824,310	11,428,256	11,555,268
	Capital Contribution	549,026	-	125,569	367,515	204,759	192,371	750,000	663,274	-	663,274	-
	Total Revenue	11,081,386	11,886,633	11,069,786	5,242,028	9,825,616	11,620,231	12,196,561	11,267,221	824,310	12,091,531	11,555,268

Budget Worksheet											
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Fair Expense											
Publicity	321,628	334,124	343,802	17,944	67,586	256,624	287,335	338,711	-	338,711	307,350
Attendance	396,716	404,365	400,690	3,893	312,046	487,511	526,737	557,716	-	557,716	544,554
Premiums	295,034	263,202	261,017	728	9,171	237,309	280,000	268,828	-	268,828	282,000
Hall of Flowers	220,460	190,760	199,081	12,000	-	219,368	384,946	386,890	-	386,890	227,320
Exhibits	505,757	560,462	557,760	243,200	259,071	621,849	732,979	639,098	57,912	697,010	721,874
Miscellaneous Fair	176,178	146,413	190,772	14,152	77,073	242,478	280,335	214,220	7,000	221,220	245,399
Racing	1,110,230	901,753	1,080,582	710,589	836,281	1,083,617	1,061,650	1,019,786	39,450	1,059,236	1,360,130
Attractions	739,494	634,638	667,392	798	60,571	678,833	738,927	732,933	-	732,933	793,273
Total Fair	3,765,498	3,435,715	3,701,096	1,003,305	1,621,797	3,827,590	4,292,909	4,158,181	104,362	4,262,543	4,481,900
Interim	1,732,235	1,942,537	1,832,184	1,133,620	1,487,932	1,746,748	1,913,361	1,429,576	333,281	1,762,857	1,689,001
Golf Course											
Satellite Wagering	352,552	402,429	338,265	104,793	28,555	43,094	225,782	29,691	53,191	82,882	56,210
Harvest Fair	111,169	100,985	57,120	78	(75)	54,477	61,543	36,073	1,651	37,723	39,200
Maintenance	2,447,241	2,459,750	2,671,171	1,726,060	1,574,975	2,805,581	3,576,871	2,910,372	464,292	3,374,664	3,579,667
Administration	1,665,394	1,247,579	1,482,645	858,600	679,521	1,064,594	1,773,881	1,409,745	294,809	1,704,554	1,773,164
Total Operating Expense	10,074,088	9,588,996	10,082,481	4,826,456	5,392,705	9,542,083	11,844,347	9,973,637	1,251,586	11,225,223	11,619,142

Budget Worksheet													
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024	Month Budget Jan-2024	
Admissions Revenue													
Fair Admission - Full Price													
41010-30-10	Fair Admission	1,120,764	1,222,338	1,163,998	-	798,895	1,411,570	1,633,362	1,702,596	-	1,702,596	1,734,461	
	Total Fair Admissions - Full Price	1,120,764	1,222,338	1,163,998	-	798,895	1,411,570	1,633,362	1,702,596	-	1,702,596	1,734,461	-
Fair Admission - Discount													
41011-30-10	Admissions Prior Year	-	-	-	-	-	-	-	-	-	-	-	
41020-30-10	Discounted Fair Admissions	378,739	389,703	400,917	-	450	408,130	515,424	478,097	-	478,097	560,871	
41021-30-10	Discount Racing Patrons	-	-	-	-	-	-	-	-	-	-	-	
	Total Fair Admissions - Discount	378,739	389,703	400,917	-	450	408,130	515,424	478,097	-	478,097	560,871	-
	Total Fair Admissions Revenue	1,499,502	1,612,041	1,564,915	-	799,345	1,819,700	2,148,786	2,180,693	-	2,180,693	2,295,332	-
Commercial Space Revenue													
41500-50-10	Indoor Commercial Space	327,323	291,750	253,545	-	65,625	119,540	120,000	233,652	-	233,652	235,000	
41600-50-10	Outside Commercial Space	70,855	111,969	102,239	-	26,530	88,125	105,000	90,474	-	90,474	90,500	
	Total Commercial Space	398,177	403,719	355,784	-	92,155	207,665	225,000	324,126	-	324,126	325,500	-
Carnival Revenue													
42100-50-10	Carnival Revenue	722,179	738,196	712,319	-	532,387	802,972	800,000	820,814	-	820,814	821,000	
Food Concession Revenue													
42200-50-10	Food Concessions	614,341	612,475	601,684	31,899	320,021	660,364	670,000	715,231	-	715,231	720,000	
42210-50-10	Food Voucher Concessions	(237)	(340)	(280)	-	-	-	-	-	-	-	-	
	Total Food Concession Revenue	614,104	612,135	601,404	31,899	320,021	660,364	670,000	715,231	-	715,231	720,000	-
Alcohol Concessions													
42300-50-10	Alcohol Concessions	500,027	541,456	551,050	-	100,000	690,708	730,000	685,387	-	685,387	730,000	
42400-50-10	Other Concessions	425	9,716	28,336	-	58,291	20,717	20,000	21,676	-	21,676	20,000	
	Total Alcohol Concessions	500,452	551,171	579,386	-	158,291	711,425	750,000	707,063	-	707,063	750,000	-
	<i>Total Food and Alcohol Concessions</i>	<i>1,114,556</i>	<i>1,163,306</i>	<i>1,180,790</i>	<i>31,899</i>	<i>478,312</i>	<i>1,371,788</i>	<i>1,420,000</i>	<i>1,422,294</i>	<i>-</i>	<i>1,422,294</i>	<i>1,470,000</i>	<i>-</i>
	Total Admissions Revenue	3,734,415	3,917,262	3,813,807	31,899	1,902,200	4,202,125	4,593,786	4,747,927	-	4,747,927	4,911,832	-
Exhibits Revenue													
43100-50-10	Entry Fees	48,738	45,331	48,259	-	9,205	41,398	41,000	44,215	-	44,215	43,135	
Donated & Sponsored Awards													
43300-50-10	Sponsored Awards	19,905	20,896	20,765	10,060	115,000	5,545	20,000	21,361	-	21,361	21,500	
46510-50-10	Friends of Fair	-	-	-	-	-	-	-	-	-	-	-	
47815-50-10	Exhibits Sponsorships	-	-	-	-	-	-	10,000	18,000	-	18,000	8,000	
	Total Donated & Sponsored Awards	19,905	20,896	20,765	10,060	115,000	5,545	30,000	39,361	-	39,361	29,500	-
Other													
46500-50-10	Flower Show Preview Tickets	17,460	20,300	11,385	9,600	20,137	15,508	14,000	22,900	-	22,900	20,000	
43400-50-10	Rodeo Queen	650	-	-	-	-	3,550	3,550	3,300	-	3,300	3,300	
47601-50-10	Sale of Birds and Small Animals	-	-	-	-	-	-	-	-	-	-	-	
47602-50-10	Other Exhibits Rev-milk sales/golf carts	400	-	-	-	-	1,000	1,000	9,300	-	9,300	9,300	
47700-51-10	Art Sale Commissions	1,262	1,867	824	-	-	4,113	4,200	1,591	-	1,591	1,500	
	Total Other	19,772	22,167	12,209	9,600	20,137	24,171	22,750	37,091	-	37,091	34,100	-
	Total Exhibits Revenue	88,415	88,394	81,233	19,660	144,342	71,114	93,750	120,668	-	120,668	106,735	-
Attractions/Admissions Revenue													
46100-80-10	Rodeo	-	-	-	-	-	-	-	-	-	-	-	
46160-80-10	Destruction Derby	-	-	-	-	-	-	-	-	-	-	-	
46150-80-10	Chris Beck Paid Shows	138,540	132,632	148,312	-	-	174,425	206,920	211,365	-	211,365	223,661	
47822-80-10	Community Stage Food & Beverage	10,779	-	-	-	-	-	-	-	-	-	-	
47821-80-10	Other Attractions Revenue	37,501	56,917	37,130	-	-	10,395	20,000	16,211	-	16,211	200,000	
	Total Attractions	186,820	189,549	185,442	-	-	184,820	226,920	227,575	-	227,575	423,661	-

Other Revenue													
47200-50-10	Novelties	-	-	-	-	-	-	-	-	-	-	-	
48810-80-10	Cost Recovered - Attractions	-	-	-	-	-	600	-	-	-	-	-	
	Total Attr/Admiss Revenue	186,820	189,549	185,442	-	-	185,420	226,920	227,575	-	227,575	423,661	-
Parking Revenue													
47110-30-10	Fair Parking	410,776	440,607	421,416	-	190,758	365,032	527,000	689,959	-	689,959	798,865	-
47111-30-10	Vets Lot Parking	-	-	-	-	-	-	-	-	-	-	-	-
47120-30-10	Fair Preferred Parking	8,730	8,460	8,100	-	-	6,750	6,000	6,570	-	6,570	6,570	-
47130-30-10	Fair Exhibitor Credential Parking	8,480	10,237	9,020	-	2,424	6,140	6,000	7,570	-	7,570	7,500	-
	Total Parking Revenue	427,986	459,304	438,536	-	193,182	377,922	539,000	704,099	-	704,099	812,935	-
VIP Revenue													
47825-90-10	VIP Tent	30,252	29,100	28,560	-	-	25,360	33,000	28,137	-	28,137	-	-
Sponsorship Revenue													
46400-80-10	Rodeo Sponsorship	-	-	-	-	-	-	-	-	-	-	-	-
47800-90-10	Sponsorships Revenue	463,015	403,760	385,688	15,166	130,720	319,920	387,000	432,042	-	432,042	500,000	-
47810-90-10	County Exhibit Sponsorships	-	-	-	-	-	-	-	-	-	-	-	-
47813-51-10	Sustainable Sponsorships	-	-	-	-	-	-	-	-	-	-	-	-
47813-90-10	Sustainable Exhibit Sponsorships	-	-	-	-	-	-	-	-	-	-	-	-
47820-80/90-10	Farmer's Day Sponsorships	500	500	5	-	-	13,000	5,000	-	-	-	10,000	-
	Total Sponsorship Revenue	463,515	404,260	385,693	15,166	130,720	332,920	392,000	432,042	-	432,042	510,000	-
Miscellaneous Fair Revenue													
46330-80-10	Fair Merchandise	2,043	327	750	-	-	-	-	-	-	-	-	-
Other Fair Revenue													
47500-20-10	Advertising Revenues	8,888	6,700	5,000	-	-	-	5,000	10,000	-	10,000	-	-
47710-90-10	Golf Cart Fees	2,375	2,750	3,500	-	1,625	1,000	3,000	1,153	-	1,153	1,000	-
47700-90-10	Fair Special Events	-	-	15,527	-	-	19,561	25,000	20,660	-	20,660	20,000	-
48520-10-10	Other (Insurance Reimbursement)	1,525	1,835	2,885	-	990	1,795	-	2,080	-	2,080	2,000	-
	Total Other	12,788	11,285	26,912	-	2,615	22,356	33,000	33,892	-	33,892	23,000	-
RV & Fees Revenue													
48240-10-10	Trailer & RV Parking Fees	44,520	40,710	47,530	-	1,645	36,000	40,000	32,415	-	32,415	33,000	-
47823-80-10	Ticket Convenience Fees	-	-	-	-	-	-	-	-	-	-	15,000	-
48880-10-10	ATM Fees Earned Fairtime	17,451	15,230	13,096	-	1,930	1,557	3,000	-	-	-	-	-
	Total Miscellaneous Fair Revenue	76,802	67,552	88,288	-	6,190	59,913	76,000	66,307	-	66,307	71,000	-
	Total Fair Revenue	5,008,204	5,155,422	5,021,558	66,725	2,376,634	5,254,773	5,954,456	6,326,755	-	6,326,755	6,836,163	-
Total Racing Revenue		1,416,845	1,095,401	1,071,393	950,892	1,062,844	1,120,845	1,077,600	1,076,500	-	1,076,500	1,296,900	-
Total Fair Revenue Including Racing Revenue		6,425,050	6,250,823	6,092,952	1,017,617	3,439,478	6,375,618	7,032,056	7,403,255	-	7,403,255	8,133,063	-

Budget Worksheet											
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Wages and Benefits											
Salaries and Wages - Temporary											
50013-30-10	Sal/Wage Temp. - Overtime Admissions	-	3,624	5,749	-	-	9,100	10,912	-	10,912	10,685
50040-30-10	Salaries & Wages - Concession Auditors	8,063	8,197	3,275	-	5,122	9,500	4,898	-	4,898	5,000
50070-30-10	Sal/Wage Temp - Admissions	64,401	49,037	51,229	-	30,204	57,646	52,581	-	52,581	63,668
	Total Salaries & Wages - Temporary	72,463	60,859	60,252	-	35,326	76,246	68,390	-	68,390	79,353
Payroll Taxes											
55000-30-10	Payroll Taxes - FICA/Medi Attendance	5,543	5,493	4,609	-	2,702	5,833	5,140	-	5,140	6,070
55070-30-10	Payroll Taxes - UE Ins. Attendance	3,882	3,669	3,713	-	2,151	4,727	4,166	-	4,166	4,920
	Total Payroll Taxes	9,426	9,162	8,323	-	4,853	10,560	9,306	-	9,306	10,990
Employee Benefits - Employer's Share											
55080-30-10	Sick Pay - Temporary	-	66	-	-	-	-	-	-	-	-
Worker's Compensation Insurance											
55020-30-10	Workers Comp. Ins. - Attendance/Fair	2,989	2,513	2,485	-	1,457	3,431	2,772	-	2,772	3,570
55021-30-10	Workers Comp. Ins. - Volunteers	-	-	-	-	-	-	-	-	-	-
	Total Workers Compensation Insurance	2,989	2,513	2,485	-	1,457	3,431	2,772	-	2,772	3,570
	Total Wages & Benefits	84,878	72,600	71,060	-	41,636	90,237	80,468	-	80,468	93,913
Professional Services (Contractual)											
56000-30-10	Contract Services - Attendance	5,546	6,513	839	-	15,045	29,000	6,195	-	6,195	7,000
56020-30-10	Security Service - Fair (Carnival Lot - Police)	92,718	91,842	95,000	-	105,196	85,000	104,330	-	104,330	97,300
56021-30-10	Private Security - Fair	112,187	140,678	153,791	-	89,517	185,000	236,917	-	236,917	206,200
56022-30-10	Fire Inspection - Fair	5,474	5,802	5,563	-	5,168	7,000	6,941	-	6,941	7,500
56023-30-10	First Aid - Fair Attendance	20,946	21,700	22,066	-	17,367	19,000	20,439	-	20,439	22,000
56024-30-10	Admissions Services	15,031	11,827	10,877	-	5,080	11,000	14,170	-	14,170	16,000
56025-30-10	Other - E-Tix Support/Brinks Truck	6,749	7,714	3,696	-	4,300	4,000	5,070	-	5,070	5,500
	Total Professional Services (Contractual)	258,651	286,075	291,832	-	241,672	340,000	394,061	-	394,061	361,500
Supplies and Expense											
62030-30-10	Supplies - Attendance	2,808	1,490	593	20	1,940	10,000	23,972	-	23,972	13,900
62031-30-10	Employee Tee Shirts/Hats	12,197	8,938	10,531	-	-	13,000	11,106	-	11,106	12,220
62032-30-10	Office Supplies Fair Attendance	93	406	949	382	110	-	-	-	-	-
62050-30-10	Tickets & Credentials	14,802	11,235	9,128	3,491	11,129	6,500	5,755	-	5,755	9,080
62051-30-10	Signage/Other/Drinking Water	6,712	7,365	289	-	-	6,000	-	-	-	3,000
62052-30-10	Tickets & Order Forms	669	1,092	760	-	-	1,000	-	-	-	1,000
72050-30-10	Equipment Rental - Attendance	6,826	6,083	6,468	-	8,718	39,000	42,354	-	42,354	17,561
	Total Supplies and Expense	44,107	36,610	28,718	3,893	21,897	75,500	83,187	-	83,187	56,761
Equipment Rental											
72051-30-10	Light Towers	-	-	-	-	-	-	-	-	-	13,520
72052-30-10	Metal Detectors	9,080	9,080	9,080	-	6,840	21,000	-	-	-	-
72053-30-10	Golf Carts	-	-	-	-	-	-	-	-	-	10,045
72054-30-10	Tram Tractors	-	-	-	-	-	-	-	-	-	-
73030-30-10	Special Repairs & Equip	-	-	-	-	-	-	-	-	-	8,815
	Total Equipment Rental	9,080	9,080	9,080	-	6,840	21,000	-	-	-	32,380
	Total Attendance Expense	396,716	404,365	400,690	3,893	312,046	526,737	557,716	-	557,716	544,554

Budget Worksheet												
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024	
Premium Expense												
Cash Awards												
58010-40-10	Cash Awards	158,290	149,781	127,212	-	1,250	100,274	120,000	-	-	104,227	120,000
58010-55-10	Cash Awards - Hall of Flowers	121,620	97,050	118,900	-	3,600	115,200	140,000	140,550	-	140,550	140,000
	Total Cash Awards	279,909	246,831	246,112	-	4,850	215,474	260,000	244,777	-	244,777	260,000
Sponsored Cash Awards												
58040-40-10	Trophies, Medals, Ribbons	15,124	16,372	14,905	728	4,321	21,834	20,000	24,051	-	24,051	22,000
	Total Sponsored Cash Awards	15,124	16,372	14,905	728	4,321	21,834	20,000	24,051	-	24,051	22,000
	Total Premium Expense	295,034	263,202	261,017	728	9,171	237,309	280,000	268,828	-	268,828	282,000

Budget Worksheet											
G/L #	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Actual YTD	Remaining Budget	Projected Year End	Annual Budget
	2017	2018	2019	2020	2021	2022	2023	2023-01 - 2023-10	2023-11 - 2023-12	2023	2024
Hall of Flowers Wages & Taxes											
50013-55-10	Overtime - HOF	-	66	495	-	-	-	1,630	-	1,630	-
50075-55-10	Hall of Flowers Wages	65,136	49,372	70,753	-	-	81,662	76,000	82,808	-	82,808
	Total Salaries & Wages - Temporary:	65,136	49,438	71,248	-	-	81,662	76,000	84,438	-	84,438
Payroll Taxes											
55000-55-10	FICA/Medicare - HOF	4,983	3,782	5,450	-	-	6,382	5,814	6,460	-	6,460
55070-55-10	Unemployment Insurance - HOF	2,907	2,185	2,787	-	-	3,197	4,712	2,858	-	2,858
	Total Payroll Taxes	7,890	5,967	8,237	-	-	9,580	10,526	9,318	-	9,318
Worker's Compensation Insurance											
55020-55-10	Worker's Comp. HOF	2,687	2,039	2,939	-	-	3,441	3,420	3,483	-	3,483
	Total Hall of Flowers Wages & Benefits:	75,713	57,444	82,424	-	-	94,683	89,946	97,239	-	97,239
Hall of Flowers Design											
56090-55-10	HOF Designer Fee	77,000	72,000	72,000	12,000	-	60,000	75,000	89,950	-	89,950
Hall of Flowers Contracts											
56095-55-10	HOF Contract Services	-	-	-	-	-	-	150,000	146,000	-	146,000
Hall of Flowers Materials											
60090-55-10	HOF Materials	67,747	61,317	44,656	-	-	64,685	70,000	53,701	-	53,701
	Total Hall of Flowers Expense	220,460	190,760	199,081	12,000	-	219,368	384,946	386,890	-	386,890

Budget Worksheet											
G/L #	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Actual YTD	Remaining Budget	Projected Year End	Annual Budget
	2017	2018	2019	2020	2021	2022	2023	2023-01 - 2023-10	2023-11 - 2023-12	2023	2024
Exhibits Wages & Benefits											
Salaries & Wages - Permanent											
50010-50-10	Salaries & Wages Permanent	63,182	125,347	124,105	110,851	70,336	159,224	127,703	26,674	154,377	182,110
50012-50-10	Sal/Wage Perm. - Overtime	10,010	6,863	1,622	189	797	11,594	29,413	1,094	30,507	6,700
50015-50-10	Sal/Wag Perm. - Paid Leave	12,450	8,444	11,865	18,177	23,485	12,867	11,659	3,000	14,659	14,890
55011-50-10	Sal/Wag Perm. - Cash Allowance	8,207	13,524	13,414	9,617	5,824	14,352	7,201	2,500	9,701	-
	Total Salaries & Wages - Permanent:	93,850	154,178	151,005	138,834	100,442	198,037	175,976	33,268	209,244	203,700
Salaries & Wages - Temporary											
50013-50-10	Salaries & Wages Temporary - Overtime	-	33,664	32,919	198	-	30,000	28,667	3,000	31,667	30,000
50020-50-10	Salaries & Wages Temporary	194,278	118,643	119,750	1,175	4,242	155,000	129,782	-	129,782	155,000
	Total Salaries & Wages - Temporary:	194,278	152,307	152,669	1,373	4,242	185,000	158,449	3,000	161,449	185,000
Employee Benefits - Employer's Share											
54000-50-10	EE Benefits - ER Share - Accrued Leave	(5,043)	8,203	10,355	2,143	(19,666)	-	14,744	-	14,744	-
55010-50-10	EE Benefits - ER Share - Health Benefits	9,633	15,172	17,417	13,205	8,592	36,001	24,577	5,600	30,177	33,610
55030-50-10	EE Benefits - ER Share - Other Benefits	203	406	196	623	3,653	2,800	1,177	440	1,617	3,100
55080-50-10	Sick Pay - Temporary	220	-	-	-	-	-	-	-	-	-
55040-50-10	EE Benefits - ER Share - Retirement	32,172	54,962	56,892	48,315	33,420	64,296	54,014	10,796	64,810	73,750
	Total Employee Benefits - Employer's Share:	37,185	78,743	84,860	64,287	26,000	103,097	94,511	16,836	111,347	110,460
Payroll Taxes											
55000-50-10	Payroll Taxes - FICA/Medicare Perm.	7,086	11,653	11,725	10,824	7,741	14,052	12,680	3,700	16,380	15,600
55001-50-10	Payroll Taxes - FICA/Medicare Temp.	14,879	11,651	11,680	105	73	14,153	13,855	-	13,855	14,150
55070-50-10	Payroll Taxes - UE Ins. Perm.	8,485	9,117	8,999	85	59	11,470	10,443	-	10,443	504
55071-50-10	Payroll Taxes - UE Ins. Temp.	60	47	34	28	18	50	43	8	51	11,470
	Total Payroll Taxes	30,510	32,468	32,437	11,042	7,891	39,725	37,021	3,708	40,729	41,724
Worker's Compensation Insurance											
55020-50-10	Workers Comp. Insurance - Permanent	2,668	1,841	2,229	2,381	1,696	6,495	4,762	1,100	5,862	7,160
55021-50-10	Workers Comp. Insurance- Temporary	8,023	6,283	6,298	57	39	8,325	7,471	-	7,471	8,330
	Total Workers Compensation Insurance:	10,691	8,124	8,527	2,438	1,736	14,820	12,233	1,100	13,333	15,490
	Total Exhibits Wages & Benefits:	366,514	425,820	429,498	217,973	140,311	540,679	478,190	57,912	536,102	556,374
Judges (Contractual)											
56040-50-10	Judges (Contractual)	28,661	27,465	27,182	1,545	7,473	33,000	22,409	-	22,409	25,000
Professional Services - Other (Contractual)											
56080-10-10	Straw Removal	5,855	7,178	6,188	-	1,730	9,500	5,130	-	5,130	5,500
56000-50-10	Professional Services - Other (Contractual)	42,693	30,970	28,458	-	64,063	75,000	39,714	-	39,714	45,000
	Total Professional Services (Contractual)	48,548	38,148	34,646	-	65,793	84,500	44,844	-	44,844	50,500
Supplies & Expense											
60050-50-10	Premium Book	9,692	6,028	6,202	-	-	6,500	7,155	-	7,155	6,500
60060-50-10	Rodeo Queen	823	929	420	-	1,852	1,900	2,097	-	2,097	2,000
60081-50-10	Birds & Other Small Animal	-	-	-	-	-	-	-	-	-	1,000
60082-50-10	Milk Barn Expense	1,365	744	4,129	-	6,901	1,500	3,474	-	3,474	3,000
62030-50-10	Other Supplies	14,003	20,276	21,959	3,682	15,883	16,500	15,857	-	15,857	16,500
68040-50-10	Demo Kitchen Expense	-	-	-	-	-	-	-	-	-	-
68050-50-10	Inspiration Station Expense	-	-	-	-	-	-	-	-	-	-
68081-50-10	Friends of Fair Awards	-	-	-	-	-	-	-	-	-	-
68085-50-10	Insurance	-	-	-	-	-	-	-	-	-	-
73030-50-10	Special Repairs & Equipment	-	6,673	-	-	-	-	-	-	-	-
	Total Supplies & Expense	25,883	34,650	32,710	3,682	15,883	26,400	28,583	-	28,583	29,000
Tent and Booth Rental											

Budget Worksheet												
G/L #	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Actual YTD	Remaining Budget	Projected Year End	Annual Budget	
	2017	2018	2019	2020	2021	2022	2023	2023-01 - 2023-10	2023-11 - 2023-12	2023	2024	
Wages and Benefits												
Parking Lot - Salaries and Wages - Temporary												
50030-10-10	Parking Wages - Fair Temp	64,048	54,662	66,380	-	9,163	81,989	93,158	68,443	-	68,443	79,298
50013-10-10	Overtime Parking - Fair Temp	-	6,411	14,470	-	31,025	253	18,405	26,160	-	26,160	29,321
55000-10-10	FICA/Medicare Parking - Fair Temp	4,900	4,672	6,185	-	3,074	6,272	8,535	7,237	-	7,237	8,310
55070-10-10	UE Insurance Parking - Fair Temp	3,404	3,446	4,306	-	2,155	3,681	6,917	4,243	-	4,243	6,730
55020-10-10	Workers Comp Parking - Fair Temp	2,642	2,519	3,335	-	1,658	3,392	5,020	3,902	-	3,902	4,890
	Total Wages & Benefits	74,994	71,710	94,676	-	47,074	95,588	132,035	109,986	-	109,986	128,549
Sponsorships												
65065-10-10	Sponsorships	3,674	-	-	-	-	-	-	-	-	-	-
Cost of Fair Merch/Misc												
62051-10-10	Sign Machine Supplies	3,105	2,670	3,571	131	-	2,442	3,500	1,272	-	1,272	2,000
66090-80-10	Fair Merchandise	-	-	-	-	-	-	-	2,708	-	2,708	-
	Total Cost of Fair Merch/Misc	3,105	2,670	3,571	131	-	2,442	3,500	3,979	-	3,979	2,000
VIP Tent												
65066-10-10	Other - VIP	41,728	27,488	16,981	-	-	30,445	33,000	31,434	-	31,434	-
Convenience Fees												
68065-10-10	E-Tix Convenience Fees	-	-	-	-	-	-	-	-	-	-	-
Fair Misc. - Cattle Drive / Parking Supplies / Other												
67030-10-10	Fair Misc. Cattle Drive / Parking Supplies / Other	-	-	1,570	71	-	-	-	-	-	-	5,000
Commercial Exhibits & Concessions												
60150-10-10,												
60150-50-10,												
67015-70-70	Commercial Exhibits Expense	21,302	10,556	11,776	60	4,199	4,756	6,800	4,172	-	4,172	10,850
Vets Lot Parking												
72045-50-10	Parking Site Rental - Fair	-	-	-	-	-	-	-	-	-	-	-
Fair Special Event												
67040-10-10	Fair Special Event	-	-	12,811	-	-	-	-	-	-	-	-
Volunteer Coordinator												
56002-10-10	Volunteer Coordinator	400	-	-	-	-	-	-	-	-	-	-
Contract Services - RV Park - Fair												
56000-10-10	Contract Services - Vendor Coordinator and Auditor	30,975	33,989	49,387	13,890	25,800	109,247	105,000	64,649	7,000	71,649	99,000
	Total Misc Fair Expense	176,178	146,413	190,772	14,152	77,073	242,478	280,335	214,220	7,000	221,220	245,399

Budget Worksheet												
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024	
Racing Admissions												
45110-60-10	Lower Box Seats	44,870	39,451	40,423	-	-	31,665	41,000	28,477	-	28,477	30,000
45120-60-10	Upper Box Seats	985	925	875	-	-	793	2,100	2,286	-	2,286	3,000
45130-60-10	Reserved Racing Seats	49,806	55,190	51,856	-	-	79,496	53,000	83,354	-	83,354	85,000
45140-60-10	Other Racing Admissions	19,370	9,273	13,508	-	-	4,056	8,500	7,436	-	7,436	8,000
45150-60-10	Named Races	6,980	2,530	3,580	-	-	6,480	6,500	6,830	-	6,830	7,000
45320-60-10	Racing Advertisements	-	-	-	-	-	-	-	-	-	-	-
	Total Racing Admissions	122,011	107,369	110,242	-	-	122,490	111,100	128,383	-	128,383	133,000
Track Commissions												
45200-60-10	Track Commissions	1,205,903	940,384	901,495	942,841	1,062,844	923,793	925,000	802,349	-	802,349	1,122,400
45355-60-10	NCOTWINC Reim	28,766	-	-	-	-	-	-	-	-	-	-
48810-60-10	Costs Recovered - Racing	324	-	12,915	8,051	-	33,335	-	112,681	-	112,681	-
	Total Track Commissions	1,234,993	940,384	914,410	950,892	1,062,844	957,128	925,000	915,030	-	915,030	1,122,400
Program Sales												
45330-60-10	Race Program Sales	46,836	36,912	36,206	-	-	29,625	30,000	21,453	-	21,453	27,500
45340-60-10	Race Forms/Tip Sheets	11,399	9,352	8,520	-	-	9,452	9,500	9,913	-	9,913	12,000
	Programs/Forms	58,234	46,263	44,726	-	-	39,077	39,500	31,365	-	31,365	39,500
Other												
45350-60-10	Other Racing Revenue	1,607	1,385	2,016	-	-	2,149	2,000	1,723	-	1,723	2,000
	Total Racing Revenue	1,416,845	1,095,401	1,071,393	950,892	1,062,844	1,120,845	1,077,600	1,076,500	-	1,076,500	1,296,900
Horse Racing Wages & Benefits												
Salaries and Wages (Non Pari-Mutuel)												
50013-60-10	Overtime Race Program & Ticket Sellers	-	3,498	8,896	315	-	1,409	2,500	8,163	-	8,163	1,000
51000-60-10	Local 1877 Wages	32,627	24,682	23,295	-	-	23,530	24,600	28,836	-	28,836	41,000
51010-60-10	Local 78 Wages	12,635	9,081	8,685	-	-	3,805	3,800	4,032	-	4,032	6,000
51020-60-10	Local 495 Wages	89,089	59,273	57,116	-	-	52,160	56,000	54,050	-	54,050	72,000
51030-60-10	Temp Wages Racing - Other Services	48,061	51,289	61,957	8,957	9,217	89,483	80,000	15,871	6,000	21,871	60,000
51080-60-10	Non Union Racing Wages	171,251	125,926	137,395	-	-	158,374	150,000	130,193	-	130,193	173,000
56001-60-10	Contract Services Track Announcer	-	-	-	-	-	-	-	-	-	-	-
	Total Wages (Non Pari-Mutuel)	353,662	273,750	297,344	9,272	9,217	328,761	316,900	241,145	6,000	247,145	353,000
Salaries and Wages (Pari-Mutuel)												
51040-60-10, 6830	Local 280 Wages	69,296	47,123	72,921	-	-	40,320	65,000	46,137	-	46,137	65,000
Employee Benefits												
55050-60-10	Health & Welfare	62,154	60,595	48,608	15,835	819	20,010	21,000	29,218	-	29,218	45,000
55060-60-10	Pension	26,066	21,736	21,636	-	-	11,177	11,000	11,168	-	11,168	18,000
	Total Employee Benefits	88,220	82,331	70,244	15,835	819	31,187	32,000	40,386	-	40,386	128,000
Payroll Taxes												
55000-60-10	Payroll Taxes - FICA/Medicare Temp.	32,254	24,614	22,784	719	705	25,150	26,000	17,857	550	18,407	27,000
55070-60-10	Payroll Taxes - Unemployment Ins. Temp.	24,734	15,405	16,327	553	553	15,867	17,000	13,889	-	13,889	21,890
	Total Payroll Taxes	56,989	40,019	39,111	1,272	1,258	41,017	43,000	31,746	550	32,296	48,890
Employee Benefits - Employer's Share												
55080-60-10	Sick Pay - Temporary	-	48	408	120	-	-	-	-	-	-	-
Worker's Compensation Insurance												
55020-60-10	Workers Comp. Insurance- Temporary	17,392	12,729	12,285	387	380	13,561	14,000	9,629	400	10,029	15,890
	Total Racing Wages & Benefits	585,559	456,000	492,313	26,886	11,675	454,847	470,900	369,042	6,950	375,992	545,780
Professional Services (Contractual) - Racing												
56000-60-10	Contract Services-Racing	93,355	88,143	108,303	650,047	777,333	172,113	120,000	140,208	22,500	162,708	200,000

56002-60-10	CARF Dues	-	-	-	-	-	-	-	-	-	-	-
56003-60-10	Track Sound	6,500	6,500	8,250	-	-	3,015	5,000	9,660	-	9,660	12,000
56004-60-10	Closed Circuit TV	37,002	26,790	57,344	-	-	52,274	55,000	55,149	-	55,149	75,000
56005-60-10	First Aid/Ambulance	16,744	12,184	10,959	-	-	11,030	12,500	10,187	-	10,187	15,600
56006-60-10	Finish Line Photos	9,900	7,700	6,900	-	-	6,900	6,900	6,900	-	6,900	9,000
56007-60-10	Replay Show	-	-	-	-	-	-	-	-	-	-	-
56008-60-10	Laundry Services	4,235	-	2,080	-	-	-	-	-	-	-	-
56009-60-10	Phone Set Up	3,416	4,328	1,769	-	18	5,663	5,000	3,286	-	3,286	3,500
56010-60-10	CARF Fairtime	-	-	-	-	-	-	-	-	-	-	-
56011-60-10	CARF Shared Expenses	-	-	-	-	-	-	-	-	-	-	-
56012-60-10	Racing Promotions Coordinator	-	-	-	-	-	-	-	-	-	-	-
56013-60-10	Director of Racing	38,304	29,610	40,000	16,667	-	44,000	60,000	55,000	10,000	65,000	60,000
56015-60-10	Other Services	7,103	5,351	6,321	-	-	1,164	2,000	8,441	-	8,441	10,000
56020-60-10	Security	19,087	14,422	19,385	-	-	15,223	17,500	(11,712)	-	(11,712)	17,000
56060-60-10	Parimutuel Audit	3,030	2,920	7,860	-	8,175	10,025	10,000	1,200	-	1,200	2,000
56080-60-10	Straw Removal	8,500	7,425	4,606	-	-	-	3,000	6,000	-	6,000	7,500
72040-60-10	Jumbotron Rental	19,635	14,280	20,400	-	-	17,850	17,850	17,850	-	17,850	22,950
Total Professional Services		266,811	219,652	294,178	666,713	785,525	339,258	314,750	302,170	32,500	334,670	434,550
Supplies and Expense												
56016-60-10	CARF Admin Fee	-	-	-	-	-	-	-	-	-	-	-
62030-60-10	Racing Supplies	5,504	4,919	4,509	483	255	6,091	6,500	1,577	-	1,577	3,000
62031-60-10	Office Supplies	640	808	212	-	-	764	1,000	428	-	428	2,500
62040-60-10	Condition Books	2,053	1,729	2,251	-	-	1,868	2,000	2,102	-	2,102	2,300
62050-60-10	Other Expense	19,076	13,306	15,850	238	680	15,802	15,500	21,636	-	21,636	25,000
62060-60-10	Grandstand Dining	11,503	4,481	3,519	-	-	4,590	4,500	3,190	-	3,190	4,500
62070-60-10	Race Programs & Forms	41,016	34,108	33,733	-	-	29,064	29,500	24,082	-	24,082	30,000
65022-60-10	Racing Advertising	1,640	3,179	4,791	-	-	-	5,000	5,000	-	5,000	5,000
65095-60-10	Racing Promotion	14,039	14,114	16,057	-	13,010	11,277	11,500	16,500	-	16,500	13,000
68010-60-10	Dues & Subscriptions	-	724	1,329	-	25	-	-	200	-	200	200
81000-60-10	Equip. > 500 < 5,000	7,671	9,278	1,663	-	-	-	5,000	-	-	-	-
70052-60-10	Turf Track Materials	6,937	15,784	40,181	15,681	19,558	37,445	25,000	28,715	-	28,715	30,000
70055-60-10	Track Materials	31,120	27,114	29,822	-	-	26,415	30,000	27,856	-	27,856	30,000
73030-60-10	Special Repairs & Equip	5,899	7,246	9,223	-	-	37,145	15,000	15,286	-	15,286	15,000
Total Supplies & Expense		147,099	136,789	163,141	16,402	33,529	170,460	150,500	146,573	-	146,573	160,500
Totalisator Service												
56030-60-10	Totalisator Service	4,687	4,029	4,825	587	4,152	3,991	4,000	4,107	-	4,107	5,300
Starter Fees/Incentives												
56035-60-10	Starter Fees/Incentives	33,359	10,650	48,383	-	-	39,200	50,000	129,900	-	129,900	130,000
Rental - Other Equipment												
72010-60-10	Starting Gate Rental	8,818	8,044	7,720	-	-	8,515	8,500	7,340	-	7,340	10,000
72020-60-10	Office Equipment Rental	3,209	2,444	2,125	-	-	3,701	3,000	3,942	-	3,942	4,000
72030-60-10	Televisions Rental	-	-	-	-	-	-	-	-	-	-	-
72050-60-10	Other Equipment Rental	60,689	64,145	67,897	-	1,400	63,646	60,000	56,713	-	56,713	70,000
Total Equipment Rental		72,716	74,632	77,741	-	1,400	75,861	71,500	67,994	-	67,994	84,000
Total Racing Expense		1,110,230	901,753	1,080,582	710,589	836,281	1,083,617	1,061,650	1,019,786	39,450	1,059,236	1,360,130
Profit / (Loss)		306,615	193,649	(9,189)	240,304	226,563	37,227	15,950	56,714	(39,450)	17,264	(63,230)

Budget Worksheet											
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Attractions/Entertainment Wages & Benefits											
Salaries & Wages - Temporary											
52000-80-10	Sal/Wage Temp. - Stagehands	-	-	-	-	-	-	-	-	-	-
52010-80-10	Sal/Wage Temp. - Event Assistant	34,392	31,016	33,904	-	-	23,785	31,850	29,750	-	29,750
50013-80-10	Sal/Wage Temp - Overtime Attractions	-	1,037	1,368	-	-	-	2,900	3,838	-	3,838
	Total Salaries & Wages - Temporary:	34,392	32,053	35,272	-	-	23,785	34,750	33,588	-	33,588
Attractions Payroll Taxes											
55000-80-10	Payroll Taxes - FICA/Medicare Temp.	2,642	2,460	2,698	-	-	1,849	2,658	2,286	-	2,286
55070-80-10	Payroll Taxes - UE Ins. Temp.	2,141	1,943	2,187	-	-	1,475	2,155	2,411	-	2,411
	Total Attractions Payroll Taxes	4,784	4,403	4,885	-	-	3,323	4,813	4,697	-	4,697
Employee Benefits - Employer's Share											
55080-80-10	Sick Pay - Temporary	147	107	-	-	-	-	-	-	-	-
Attractions Worker's Compensation Insurance											
55020-80-10	Workers Comp. Insurance- Temporary	1,425	1,327	1,455	-	-	981	1,564	1,704	-	1,704
	Total Wages & Benefits	40,747	37,890	41,612	-	-	28,089	41,127	39,989	-	39,989
Community Theater Expenses											
56001-80-10	Contracted Labor (Production Crew)	-	32,962	26,996	-	-	24,652	22,500	20,900	-	20,900
56002-80-10	Concerts - Booking Agent (both)	-	7,500	7,500	-	-	-	7,500	-	-	-
56003-80-10	Catering (Concerts)	-	2,075	1,460	-	-	-	1,500	-	-	-
56004-80-10	Concert Series Lighting	-	-	14,882	-	-	-	-	-	-	10,000
56005-80-10	Concert Series Sound	-	24,895	29,438	-	-	26,930	30,000	23,000	-	23,000
56006-80-10	Concert Series Stage/Lighting	-	29,763	14,882	-	-	29,763	35,000	45,765	-	45,765
56015-80-10	Other Services Concerts (Security & Driver)	-	3,778	4,635	-	-	-	5,000	-	-	20,000
62032-80-10	Supplies - Concerts (including E-Tix)	338	822	1,834	-	-	-	1,500	-	-	6,000
66060-80-10	Community Theatre Artist Fees	-	-	144,870	-	-	171,078	140,000	146,141	-	146,141
66068-80-10	Concert Series FOH Mgmt	-	-	-	-	-	-	-	-	-	-
72051-80-10	Other Equip Rental - Concerts	3,386	17,563	14,959	-	-	2,998	10,000	2,154	-	2,154
	Total Community Theater Expenses	3,724	119,358	261,454	-	-	255,421	253,000	237,960	-	237,960
Grounds Entertainment Expenses											
66050-80-10	Ground Entertainment - Entertainer Expenses	205,745	154,192	172,629	-	-	175,171	175,000	183,410	-	183,410
56000-80-10	Contract Services - Sound, Lights, Ambulance	48,911	45,970	42,185	-	45,080	60,649	63,000	71,886	-	71,886
72030-80-10	Tent & Booth	14,098	15,954	31,493	-	5,131	20,849	28,000	33,415	-	33,415
72040-80-10	Trailer Rental	-	-	-	-	-	-	-	-	-	-
73030-80-10	Special Repairs & Equipment	-	-	-	-	-	-	-	-	-	-
	Total Grounds Entertainment Expenses	268,754	216,116	246,307	-	50,211	256,669	266,000	288,710	-	288,710
General Supplies & Expense											
62030-80-10	Supplies	35,669	25,933	21,921	438	472	20,790	15,000	32,576	-	32,576
62031-80-10	Office Supplies & Postage	803	2,282	603	360	318	3,407	3,500	1,839	-	1,839
67015-70-10	Insurance	1,390	1,620	1,925	-	825	1,740	1,800	2,015	-	2,015
68095-50-10	Licenses & Permits - Commercial exhibits	-	342	-	-	-	-	-	436	-	436
81000-80-10	Equipment>\$500<\$5000 - Attractions	-	-	-	-	-	-	500	-	-	-
	Total General Supplies & Expenses	37,862	30,177	24,450	798	1,615	25,937	20,800	36,866	-	36,866
Community Theater - DO NOT USE											
66070-80-10	Community Theater - DO NOT USE	273,270	142,000	-	-	-	-	-	830	-	830
Chris Beck Paid Shows											
66040-80-10	Rodeo	4,909	3,216	1,868	-	-	2,100	2,000	2,600	-	2,600
66065-80-10	Chris Beck -Other Dirt Events	102,508	101,829	109,017	-	8,745	131,016	130,000	138,482	-	138,482
	Total Grandstand Acts	107,417	105,045	110,885	-	8,745	133,116	132,000	141,082	-	141,082

Attachment #4

Other Attractions												
66080-80-10	Farmers Day	6,089	5,520	5,860	-	-	6,089	6,000	5,507	-	5,507	6,000
66075-80-10	Hat Day (Expenses)	1,630	(21,469)	(23,175)	-	-	(26,488)	-	(18,012)	-	(18,012)	-
66087-51-10	Sustainable Exhibit	-	-	-	-	-	-	20,000	-	-	-	-
Total Other Attractions		7,719	(15,949)	(17,315)	-	-	(20,399)	26,000	(12,505)	-	(12,505)	6,000
Total Attractions Expense		739,494	634,638	667,392	798	60,571	678,833	738,927	732,933	-	732,933	793,273

Budget Worksheet												
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024	
Interim Revenues and Expenses												
Rental of Buildings												
48110-10-60	Grace Pavilion Rental	483,743	170,747	184,445	103,640	299,700	169,849	376,874	151,205	168,676	319,881	355,556
48120-10-60	VG Garrett Rental	20,150	33,423	39,715	63,150	33,993	69,050	39,251	27,275	12,938	40,213	30,321
48130-10-60	EC Kraft Rental	37,067	30,601	34,800	6,143	10,175	71,425	19,526	15,138	1,450	16,588	37,613
48140-10-40	Finley Hall Horse Shows	-	-	-	-	-	-	-	-	-	-	-
48140-10-60	Finley Hall Interim Events	39,702	37,316	43,256	9,652	18,325	44,125	38,795	12,354	13,813	26,167	49,482
48150-10-60	Hall of Flowers & Annex Rental	50,890	83,261	68,949	14,544	45,233	36,173	28,971	19,205	6,250	25,455	38,688
48160-10-60	Showcase Hall	25,325	32,746	27,500	9,800	19,670	30,180	13,271	25,888	8,646	34,534	45,789
48170-10-60	Other Building Interim	115,110	120,873	123,339	131,500	120,250	124,209	128,910	104,856	20,400	125,256	120,000
48190-10-40	Saralee's Barn - Base Rate	33,317	162,719	167,825	16,661	74,645	47,906	21,247	42,598	2,635	45,233	61,315
48220-10-60	Racing Grandstand	18,967	34,833	5,200	5,480	6,000	7,320	10,890	5,880	2,550	8,430	35,225
	Total Rental of Buildings	824,271	706,518	695,028	360,571	627,991	600,237	677,735	404,398	237,358	641,756	773,989
Intereim Grounds Rental												
48180-10-40	Stall Rent - Horse Show	11,715	6,070	10,065	874	2,259	1,082	-	2,237	-	2,237	200
48210-10-60	Lyttle Cow Palace - Interim	57,317	43,250	38,505	25,900	18,250	29,538	36,826	31,975	8,926	40,901	61,516
48250-10-60	Other Facility - Interim	74,556	30,822	31,635	261,188	542,211	583,011	378,000	474,215	63,000	537,215	21,900
48265-10-60	Brookwood Parking Lot	19,358	21,462	26,283	26,884	25,131	32,385	25,904	49,696	3,996	53,692	19,532
48280-10-60	Carnival Lot	98,435	83,731	393,800	549,700	16,283	105,803	123,280	66,730	1,625	68,355	109,322
48290-10-60	Chris Beck - Interim	15,543	41,635	32,658	3,700	32,373	24,695	44,173	23,012	-	23,012	16,948
	Total Grounds Rental	276,925	226,970	532,946	868,247	636,506	776,513	608,183	647,865	77,547	725,412	229,418
Interim Equip Rental												
48300-10-40	Equipment Rental - Horse Show	-	-	-	-	-	-	-	-	-	-	-
48300-10-60	Equipment Rental - Interim	160,687	176,069	193,962	47,770	52,899	136,025	142,463	140,552	13,936	154,488	142,783
48350-10-40	Sound Equipment - Horse Shows	-	-	-	-	-	-	-	-	-	-	-
48350-10-60	Sound Equipment - Interim	-	-	-	-	-	-	-	-	-	-	-
	Total Equipment Rental	160,687	176,069	193,962	47,770	52,899	136,025	142,463	140,552	13,936	154,488	142,783
Interim Concessions												
48820-10-60	Food Concessions - Interim	90,745	185,048	159,024	3,781	48,937	118,252	139,132	113,484	22,750	136,234	114,480
48821-10-60	Alcohol Concession - Interim	364,009	328,915	290,549	7,107	55,551	281,910	345,878	280,299	29,587	309,886	288,294
48840-10-60	Other Concessions - Interim	9,220	16,406	16,836	7,347	2,450	10,833	43,071	8,297	-	8,297	8,644
48860-90-80	Vendor Space Fees	-	25	-	-	-	-	-	-	-	-	-
48880-10-60	ATM Fees Interim	11,502	12,767	14,229	1,956	303	-	9,500	2,502	2,000	4,502	7,500
	Total Concessions	475,476	543,162	480,638	20,191	107,241	410,996	537,581	404,582	54,337	458,919	418,918
Utility Fee Reimbursement												
48500-10-60	Utility Reimbursements - Interim	5,282	3,022	3,411	2,588	742	911	-	2,091	-	2,091	1,896
Interim Parking Revenue												
48270-30-60	Parking - Interim	374,209	385,606	350,845	37,491	87,188	251,452	292,786	262,843	42,348	305,191	360,162
Long Term Rentals												
48255-10-60	Car Mart	59,789	61,734	37,765	16,949	18,875	23,551	24,166	21,732	3,013	24,745	24,445
48256-10-60	Other - Long Term Rentals	42,689	16,680	17,989	23,954	73,617	97,645	102,120	84,750	17,644	102,394	102,357
	Total Long Term Rentals	102,477	78,414	55,754	40,902	92,492	121,196	126,286	106,482	20,657	127,139	126,802
RV Park												
48240-10-60	Trailer & RV	825,547	2,306,750	1,612,782	1,374,674	1,492,912	1,511,995	1,582,294	865,676	272,435	1,138,111	1,096,880
Costs Recovered												
48810-10-60	Costs Recovered - Interim	81,479	89,209	76,185	22,190	234,071	55,780	700	61,293	-	61,293	67,291
Security/ Insurance Reimbursement												
48510-10-60	Security Reimbursements	251,916	300,098	305,311	8,191	192,538	297,460	206,589	110,210	51,876	162,086	107,366
48515-10-60	Alcohol Reimbursements	-	-	-	-	-	-	-	-	-	-	-
48520-10-60	Insurance Reimbursements	4,053	4,698	4,738	750	790	2,916	2,345	2,155	455	2,610	1,500

Total Other Interim Revenue		255,969	304,796	310,049	8,941	193,328	300,376	208,934	112,365	52,331	164,696	108,366
Total Interim Revenue		3,382,323	4,820,515	4,311,599	2,783,564	3,525,370	4,165,479	4,176,962	3,008,148	770,949	3,779,097	3,327,005
Interim Wages & Benefits												
Salaries & Wages - Permanent												
50010-30-60	Salaries & Wages Permanent	464,694	476,885	428,140	412,072	340,101	387,898	490,326	374,527	81,326	455,853	561,220
50012-30-60	Sal/Wage Perm. - Overtime	70,542	54,732	61,447	12,246	23,547	50,113	39,652	41,317	8,000	49,317	54,510
50015-30-60	Sal/Wage Perm. - Paid Leave	69,590	84,769	61,773	30,506	47,617	78,401	39,318	47,676	13,300	60,976	45,220
55011-30-60	Sal/Wage Perm. - Cash Allowance	53,572	58,264	47,754	41,372	33,551	36,671	50,232	21,603	9,232	30,835	-
Total Salaries & Wages - Interim Permanent		658,397	674,649	599,114	496,197	444,815	553,084	619,527	485,123	111,858	596,981	660,950
Salaries & Wages - Temporary												
50020-30-60	Sal/Wage Temp - Interim	156,684	157,168	127,105	27,259	138,610	65,311	174,784	70,213	23,590	93,803	78,926
50040-40-60	Sal/Wage Temp - RV Park	-	-	-	-	5,119	7,515	-	2,667	-	-	6,000
50030-30-60	Sal/Wage Temp - Parking Interim	56,414	59,243	85,153	20,405	41,249	109,407	87,975	93,150	24,450	117,600	117,000
50013-30-60	Sal/Wage Temp. - Overtime Interim	-	11,768	28,694	3,195	-	18,439	10,392	32,112	2,950	35,062	18,000
Total Salaries & Wages - Interim Temporary		213,098	228,179	240,952	50,859	184,979	200,673	273,151	198,141	50,990	249,131	219,926
Employee Benefits - Employer's Share												
54000-30-60	EE Benefits - ER Share - Accrued Leave	(20,905)	(1,510)	4,405	(28,473)	57,404	(10,887)	-	36,060	-	36,060	-
55010-30-60	EE Benefits - ER Share - Health Benefits	77,638	94,568	108,168	104,691	90,497	95,105	142,139	89,026	23,139	112,165	122,050
55030-30-60	EE Benefits - ER Share - Other Benefits	23,444	10,651	7,797	5,307	4,586	10,155	7,165	7,552	1,215	8,767	7,880
55080-30-60	Sick Pay - Temporary	2,656	1,016	2,139	338	-	-	-	409	-	409	-
55040-30-60	EE Benefits - ER Share - Retirement	235,411	252,895	220,276	195,899	179,771	178,590	195,501	160,592	32,000	192,592	232,840
Total Employee Benefits - Employer's Share:		318,244	357,619	342,784	277,763	332,259	272,962	344,805	293,640	56,354	349,994	362,770
Payroll Taxes												
55000-30-60	Payroll Taxes - FICA/Medicare Perm.	49,316	49,839	45,459	37,566	34,182	42,243	34,070	37,467	5,170	42,637	50,560
55001-30-60	Payroll Taxes - FICA/Medicare Temp.	20,199	17,533	18,596	3,917	13,759	17,430	20,896	14,985	4,000	18,985	16,830
55071-30-60	Payroll Taxes - UE Ins. Perm.	384	206	132	109	99	147	126	136	22	158	1,515
55070-30-60	Payroll Taxes - UE Ins. Temp.	9,321	9,712	9,333	3,105	6,214	7,230	16,935	7,266	2,000	9,266	13,630
Total Payroll Taxes		79,220	77,291	73,520	44,697	54,254	67,050	72,027	59,854	11,192	71,046	82,535
Worker's Compensation Insurance												
55020-30-60	Workers Comp. Insurance - Permanent	21,649	13,134	11,505	10,701	12,677	19,584	17,284	20,226	2,984	23,211	25,620
55021-30-60	Workers Comp. Insurance- Temporary	8,900	9,454	10,027	2,112	7,419	7,950	12,292	8,080	2,000	10,080	9,900
Total Workers Compensation Insurance:		30,548	22,588	21,533	12,813	20,096	27,534	29,576	28,306	4,984	33,291	35,520
Total Wages & Benefits		1,299,507	1,360,326	1,277,903	882,330	1,036,403	1,121,303	1,339,087	1,065,065	235,378	1,300,443	1,361,701
Supplies & Expense												
62030-30-60	Supplies - Interim	16,119	18,043	12,683	5,075	3,108	34,803	9,076	11,034	2,397	13,431	14,900
62031-30-60	Office Supplies	234	168	351	96	2,842	219	550	-	158	158	500
65021-30-60	Advertising - Interim	3,086	1,724	3,479	-	-	-	4,000	-	900	900	3,100
67010-30-60	Concession & Other Costs Reimbursed	5,074	6,430	3,627	468	3,393	2,915	2,499	2,292	-	2,292	3,000
68065-10-60	Ticket Convenience Fees - Interim	-	-	-	-	-	-	-	-	-	-	-
72045-30-60	Parking Site Rental - Interim	-	-	-	-	-	-	-	-	-	-	-
73030-30-60	Special Repairs & Equip	-	-	231	-	-	-	1,000	-	-	-	250
Total Interim Supplies & Equipment		24,513	26,366	20,371	5,639	9,344	37,937	17,125	13,326	3,455	16,781	21,750
RV Park - Interim												
56000-30-60	RV Park - Contract Services	13,340	10,366	2,073	29,690	50,177	51,950	2,501	1,195	980	2,175	9,600
62032-30-60	RV Park - Supplies	4,003	12,331	19,992	4,428	2,615	2,780	15,003	1,461	922	2,383	3,600
65020-30-60	RV Park - Advertising/Publicity	3,051	2,995	4,696	4,900	4,810	4,886	4,999	5,412	752	6,164	6,000
70010-30-60	RV Park - Gas & Electricity	95,612	151,735	144,341	154,566	163,586	204,144	175,000	185,075	30,000	215,075	122,500
70015-30-60	RV Park - Water & Sewer	16,101	29,196	27,998	25,024	26,620	31,201	34,500	17,493	6,000	23,493	28,800
73010-30-60	RV Park - Equipment Repair	-	200	-	-	-	-	7,000	-	-	-	3,600
73020-30-60	RV Park - Buildings & Grounds Repair	4,524	-	1,086	-	-	-	2,000	3,830	600	4,430	3,600
Total RV Park Supplies & Expense		136,631	206,823	200,184	218,608	247,808	294,961	241,003	214,466	39,254	253,720	177,700
Other - Sec/Insurance Reimbursement												

67015-30-60	Insurance Reimbursed	670	4,718	3,143	2,595	210	3,315	-	1,525	-	1,525	1,650
56020-30-60	Security - Non-Fair	12,400	46,057	64,574	-	-	2,765	4,500	-	-	-	-
67005-30-60	Security Fees Reimbursed	229,835	269,584	245,268	7,187	169,975	254,924	285,145	103,682	49,801	153,483	110,400
	Total Other - Sec/Ins Reimbursed	242,905	320,359	312,984	9,782	170,185	261,004	289,645	105,207	49,801	155,008	112,050
	Land Rent											
56081-10-60	Cal Trans Median Strip Rent	10,187	10,500	10,810	10,169	10,493	10,493	11,000	10,340	-	10,340	11,000
	Straw Removal/Equip Rent											
56080-10-40	Straw Removal	193	-	-	-	-	-	-	-	-	-	-
72050-30-60	Equipment Rental	4,811	3,434	1,737	48	4,103	9,324	3,501	4,319	1,393	5,712	4,800
	Total Other Expenses	5,004	3,434	1,737	48	4,103	9,324	3,501	4,319	1,393	5,712	4,800
56000-10-40	Contract Services - Interim	6,675	12,580	8,194	7,045	9,595	11,725	8,000	16,854	-	16,854	-
56002-80-60	Business Partner Incentive	6,815	2,149	-	-	-	-	4,000	-	4,000	4,000	-
	Total Interim Expense	1,732,235	1,942,537	1,832,184	1,133,620	1,487,932	1,746,748	1,913,361	1,429,576	333,281	1,762,857	1,689,001
	Profit / (Loss)	1,650,088	2,877,978	2,479,415	1,649,943	2,037,438	2,418,731	2,263,601	1,578,572	437,668	2,016,239	1,638,004

Budget Worksheet												
G/L #	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Actual YTD	Remaining Budget	Projected Year End	Annual Budget	
	2017	2018	2019	2020	2021	2022	2023	2023-01 - 2023-10	2023-11 - 2023-12	2023	2024	
Jockey Club Revenues												
48600-70-70	Interim Rental - Jockey Club	-	-	-	38,400	115,000	72,000	-	600	-	600	-
48605-70-70	Interim Concessions - Jockey Club	-	-	-	-	-	-	-	-	-	-	-
48610-70-70	Commissions	257,364	264,767	264,897	208,066	115,528	-	100,000	-	34,000	34,000	-
48620-70-70	Admissions - General	33,570	33,790	27,690	5,060	-	-	-	-	-	-	-
48625-70-70	Turf Club Admissions	6,501	6,355	4,899	645	(467)	-	-	-	-	-	-
48630-70-70	Jockey Club Program Sales	31	-	-	-	-	-	-	-	-	-	-
48635-70-70	Jockey Club Program Commission	3,087	2,925	2,396	255	-	-	-	-	-	-	-
48640-70-70	Concessions	7,264	7,150	8,938	1,767	-	-	-	-	-	-	-
48650-70-70	Other Jockey Club Sales	1,157	602	235	38	-	-	-	-	-	-	-
48660-70-70	Jockey Club Periodicals - Race Forms	68,136	71,284	62,025	11,525	-	-	30,000	-	10,000	10,000	-
48680-70-70	CMC Reimbursement	-	-	-	-	-	-	-	-	-	-	-
48810-70-70	Costs Recovered - Simulcast	-	-	-	-	-	-	-	-	-	-	-
48811-70-70	Costs Recovered - Simulcast - Prior Year	-	-	-	-	-	-	-	-	-	-	-
48880-70-70	ATM Fees Earned	2,301	5,270	2,801	-	-	-	-	-	-	-	-
	Total Satellite Wagering Revenue	379,410	392,142	373,881	265,756	230,061	72,000	130,000	600	44,000	44,600	-
Jockey Club Wages & Benefits												
Salaries & Wages - Permanent												
50010-70-70	Salaries & Wages Permanent	50,034	55,679	43,725	1,123	-	-	24,281	-	8,281	8,281	-
50012-70-70	Salaries & Wages Perm. - Overtime	3,145	1,321	1,910	-	-	-	2,016	-	600	600	-
50015-70-70	Salaries & Wages Perm. - Paid Leave	3,610	1,507	13,209	15,492	-	-	4,370	-	1,970	1,970	-
55011-70-70	Salaries & Wages Perm. - Cash Allowance	6,975	7,148	7,155	2,042	-	-	3,588	-	1,188	1,188	-
	Total Salaries & Wages - Permanent:	63,764	65,655	65,998	18,657	-	-	34,255	-	12,039	12,039	-
Salaries & Wages - Temporary												
50013-70-70	Salaries & Wages Temporary - Overtime	-	2,495	3,283	347	-	-	-	-	-	-	-
50020-70-70	Salaries & Wages Temporary	70,990	54,131	56,025	15,642	-	-	18,304	-	6,101	6,101	-
	Total Salaries & Wages - Temporary:	70,990	56,626	59,308	15,989	-	-	18,304	-	6,101	6,101	-
Employee Benefits - Employers Share												
54000-70-70	Employee Benefits - Employer's Share- Accured Leave	2,783	4,338	(6,586)	(790)	-	-	-	-	-	-	-
55010-70-70	Employee Benefits - Employer's Share- Health Benefits	20,489	22,370	24,442	7,541	-	-	6,518	-	2,118	2,118	-
55030-70-70	Employee Benefits - Employer's Share- Other Benefits	172	252	50	12	-	-	-	-	-	-	-
55080-70-70	Sick Pay - Temporary	1,185	463	72	417	-	-	-	-	-	-	-
55040-70-70	Employee Benefits - Employer's Share- Retirement	24,465	25,957	26,023	7,498	-	-	9,757	-	3,257	3,257	-
	Total Employee Benefits - Employer's Share:	49,094	53,379	44,001	14,677	-	-	16,275	-	5,375	5,375	-
Payroll Taxes												
55000-70-70	Payroll Taxes - FICA/Medicare Perm.	4,475	4,454	4,500	1,255	-	-	2,346	-	800	800	-
55001-70-70	Payroll Taxes - FICA/Medicare Temp.	5,521	4,367	4,548	1,255	-	-	1,400	-	467	467	-
55070-70-70	Payroll Taxes - Unemployment Ins. Temp.	1,838	1,513	1,705	755	-	-	1,135	-	378	378	-
55071-70-70	Payroll Taxes - Unemployment Ins. Perm.	31	21	13	4	-	-	25	-	9	9	-
	Total Payroll Taxes	11,865	10,355	10,766	3,268	-	-	4,906	-	1,654	1,654	-
Worker's Compensation Insurance												
55020-70-70	Workers Comp. Insurance - Permanent	1,728	712	765	210	-	-	672	-	232	232	-
55021-70-70	Workers Comp. Insurance- Temporary	2,977	2,355	2,452	677	-	-	824	986	275	1,260	-

Total Workers Compensation Insurance:	4,705	3,067	3,217	887	-	-	1,495	986	506	1,492	-
Total Wages & Benefits	200,419	189,082	183,292	53,478	-	-	75,236	986	25,676	26,662	-
Overhead/Operating Expenses											
Professional Services & Contracts											
56000-70-70 Contract Services - Satellite	9,816	10,343	6,690	1,940	2,729	10,641	6,000	4,771	2,000	6,771	5,700
56020-70-70 Security Service - Satellite	21,025	26,184	26,588	5,380	-	-	23,296	-	7,765	7,765	-
72050-70-70 Equipment Rental - Jockey Club	3,370	936	2,181	2,397	16	-	1,500	-	500	500	-
Total Professional Services & Contracts	34,211	37,462	35,459	9,718	2,745	10,641	30,796	4,771	10,265	15,036	5,700
Advertising & Marketing											
65020-70-70 Advertising - Jockey Club	650	1,500	1,070	10	-	-	2,000	-	667	667	-
65095-70-70 Cost of Giveaway Items	152	-	-	-	-	-	-	-	-	-	-
Total Advertising Expense	802	1,500	1,070	10	-	-	2,000	-	667	667	-
Jockey Club Supplies & Expense											
62020-70-70 Telephone	6,782	7,373	9,083	10,223	4,889	6,345	5,000	8,747	1,667	10,414	12,600
62030-70-70 Tickets & Supplies	39	-	-	-	-	-	-	-	-	-	-
62031-70-70 Supplies	1,549	6,335	2,818	1,002	441	-	500	-	167	167	-
68095-70-70 Licenses & Permits	722	627	150	449	-	489	250	510	83	594	510
73010-70-70 Equipment Repair	1,418	10,691	6,949	1,036	-	-	20,000	-	-	-	-
73020-70-70 Building Repair	2,010	14,138	8,941	93	1,644	3,329	40,000	-	-	-	20,000
73030-70-70 Special Repairs & Equip	-	3,173	2,617	-	-	-	-	-	-	-	-
Total Jockey Club Supplies & Expense	12,521	42,336	30,558	12,804	6,974	10,163	65,750	9,258	1,917	11,174	33,110
Programs, Concessions & Parking											
66090-70-70 Cost of Novelties Sold	-	-	-	-	-	-	-	-	-	-	-
62080-70-70 Cost of Periodicals Sold	54,661	55,793	49,292	9,225	-	-	24,000	-	8,000	8,000	-
Total Programs, Concessions & Parking	54,661	55,793	49,292	9,225	-	-	24,000	-	8,000	8,000	-
Utilities											
56085-70-70 Garbage	5,026	7,707	3,909	1,271	599	-	2,000	-	667	667	-
70010-70-70 Gas & Electricity	36,590	53,789	23,072	14,305	18,236	22,290	20,000	14,676	4,000	18,676	17,400
70015-70-70 Water & Sewer	8,322	13,750	11,613	3,984	-	-	6,000	-	2,000	2,000	-
Total Fuel & Utilities	49,938	75,246	38,594	19,559	18,835	22,290	28,000	14,676	6,667	21,343	17,400
Improvements											
81000-70-70 Improvements under \$5K	-	1,009	-	-	-	-	-	-	-	-	-
Total Satellite Wagering Expense	352,552	402,429	338,265	104,793	28,555	43,094	225,782	29,691	53,191	82,882	56,210
Profit / (Loss)	26,859	(10,287)	35,616	160,963	201,506	28,906	(95,782)	(29,091)	(9,191)	(38,282)	(56,210)

Budget Worksheet												
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	expected yet 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024	
HARVEST FAIR REVENUE												
Cost Recovery												
48810-10-20	Cost Recovered - Harvest Fair	136,868	104,052	56,900	15,386	15,632	54,477	61,543	36,073	1,651	37,723	39,200
	Total Cost Recovery	136,868	104,052	56,900	15,386	15,632	54,477	61,543	36,073	1,651	37,723	39,200
Interim Wages & Benefits												
Salaries & Wages - Permanent												
50010-10-20	Allocated Maintenance Wages	15,000	15,000	10,281	-	(75)	21,510	10,000	6,886	-	6,886	7,000
50010-30-20	Allocated Interim Wages	12,000	12,000	6,949	-	-	-	8,000	2,547	-	2,547	3,000
50010-50-20	Allocated Exhibits Wages	4,000	4,000	-	-	-	-	3,000	5,847	-	5,847	6,000
50010-90-20	Allocated Administration Wages	5,000	5,000	2,881	-	-	-	3,000	465	-	465	500
	Total Allocated Wages - Permanent:	36,000	36,000	20,111	-	(75)	21,510	24,000	15,745	-	15,745	16,500
Salaries & Wages - Temporary												
50020-10-20	Temp Wages Harvest Fair Maintenance	-	-	-	-	-	-	-	-	-	-	-
50020-20-20,												
50013-20-20	Temp Wages Publicity Harvest Fair	2,862	-	-	-	-	-	-	-	-	-	-
50020-30-20	Temp Wages Harvest Fair Interim	-	-	-	-	-	-	-	-	-	-	-
50020-50-20,												
50013-50-20	Temp Wages Harvest Fair Exhibits	1,561	-	-	-	-	-	-	-	-	-	-
50020-90-20	Temp Wages Harvest Fair Administration	-	-	-	-	-	-	-	-	-	-	-
50030-30-20	Temp Wages Harvest Fair Parking	-	-	-	-	-	-	-	-	-	-	-
50040-30-20	Temp Wages Harvest Fair Cashiers	-	-	-	-	-	-	-	-	-	-	-
50070-30-20,												
50013-90-20	Temp Wages Harvest Fair Admissions	45,860	41,406	24,655	66	-	20,954	25,000	10,512	1,399	11,911	12,500
	Temp Wages Harvest Fair Attractions	-	-	-	-	-	-	-	-	-	-	-
52010-80-20	Special Event	-	-	-	-	-	-	-	-	-	-	-
	Total Salaries & Wages - Interim Temporary	50,283	41,406	24,655	66	-	20,954	25,000	10,512	1,399	11,911	12,500
Employee Benefits - Employer's Share												
55010-xx-20, 55030	Employee Benefits - Allocated Wages	-	-	-	-	-	-	-	-	-	-	-
	Total Employee Benefits - Employer's Share	-	-	-	-	-	-	-	-	-	-	-
Payroll Taxes												
55000-xx-20	FICA/Medi - Allocated Wages	4,667	4,667	-	-	-	-	-	-	-	-	-
55000-xx-20,												
55001-xx-20	FICA/Medi - Temp Wages	6,180	5,501	1,886	5	-	1,603	1,913	896	107	1,003	1,100
55071-xx-20	Unemployment Ins. Allocated Wages	-	-	-	-	-	-	-	-	-	-	-
55070-xx-20	Unemployment Ins. Temp.	1,965	1,704	652	4	-	747	1,505	437	87	524	550
	Total Payroll Taxes	12,811	11,871	2,538	9	-	2,350	3,418	1,333	194	1,526	1,650
Worker's Compensation Insurance												
	Workers Comp. Insurance - Allocated											
55020-xx-20, 5502	Wages	-	-	-	-	-	-	-	-	-	-	-
55020-xx-20, 5502	Workers Comp. Insurance- Temporary	2,074	1,708	1,017	3	-	864	1,125	483	58	541	550
	Total Workers Compensation Insurance:	2,074	1,708	1,017	3	-	864	1,125	483	58	541	550
	Total Allocated Wages & Benefits	40,667	40,667	20,111	-	(75)	21,510	24,000	15,745	-	15,745	16,500
	Total Temp. Wages & Benefits	60,502	50,319	28,210	78	-	24,168	29,543	12,328	1,651	13,978	14,700
	Total Wages & Benefits	101,169	90,985	48,320	78	(75)	45,677	53,543	28,073	1,651	29,723	31,200
Other Expenses												

62010-90-20	Postage - Harvest Fair	2,000	2,000	2,000	-	-	2,000	2,000	2,000	-	2,000	2,000
68085-90-20	Miscellaneous - Harvest Fair	8,000	8,000	6,800	-	-	6,800	6,000	6,000	-	6,000	6,000
	Total Other Expenses	10,000	10,000	8,800	-	-	8,800	8,000	8,000	-	8,000	8,000
	Total Harvest Fair Expense	111,169	100,985	57,120	78	(75)	54,477	61,543	36,073	1,651	37,723	39,200
	Profit / (Loss)	25,699	3,067	(221)	15,308	15,707	0	-	-	-	-	-

Budget Worksheet												
G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024	
Maintenance Wages & Benefits												
Salaries & Wages - Permanent												
50010-10-80	Salaries & Wages Permanent	551,299	537,789	579,901	477,203	377,202	512,231	792,068	620,949	130,068	751,017	865,040
50012-10-80	Sal/Wage Perm. - Overtime	93,423	48,564	76,229	22,608	29,056	45,634	93,222	54,956	9,000	63,956	78,720
50015-10-80	Sal/Wag Perm. - Paid Leave	43,621	82,991	61,730	83,773	93,639	48,188	62,636	59,511	18,636	78,147	69,950
55011-10-80	Sal/Wag Perm. - Cash Allowance	66,348	65,164	67,027	54,869	40,682	53,528	78,936	40,447	14,000	54,447	-
	Total Salaries & Wages - Permanent:	754,691	734,508	784,887	638,453	540,580	659,581	1,026,862	775,863	171,705	947,567	1,013,710
Salaries & Wages - Temporary												
50013-10-80	Salaries & Wages Temporary - Overtime	-	26,213	38,320	5	-	10,833	43,710	34,678	1,110	35,788	40,000
50020-10-80	Salaries & Wages Temporary	206,633	175,725	221,621	2,417	49,542	347,468	364,228	188,436	35,520	223,956	230,000
55999-99-99	Payroll Contra account for CIP projects	-	-	-	-	(3,285)	-	-	-	-	-	-
	Total Salaries & Wages - Temporary:	206,633	201,938	259,941	2,422	46,257	358,301	407,938	223,114	36,630	259,744	270,000
Employee Benefits - Employers Share												
54000-10-80	EE Benefits - ER Share - Accrued Leave	5,240	(4,311)	21,516	23,373	(60,250)	54,965	-	50,207	-	50,207	-
55010-10-80	EE Benefits - ER Share - Health Benefits	122,272	134,263	166,801	161,850	152,203	173,589	248,446	177,522	40,000	217,522	246,040
55030-10-80	EE Benefits - ER Share - Other Benefits	18,141	8,729	12,446	6,088	6,276	9,970	6,410	16,798	1,000	17,798	9,210
55080-10-80	Sick Pay - Temporary	240	1,630	1,080	104	-	-	-	872	-	872	-
55040-10-80	EE Benefits - ER Share - Retirement	263,615	270,047	283,779	236,035	201,089	216,889	300,434	246,114	49,434	295,548	349,370
	Total Employee Benefits - Employer's Share:	409,508	410,357	485,622	427,451	299,318	455,413	555,290	491,514	90,434	581,948	604,620
Payroll Taxes												
55000-10-80	Payroll Taxes - FICA/Medicare Perm.	56,506	54,506	59,359	53,243	40,897	49,722	81,997	59,339	17,997	77,336	77,600
55001-10-80	Payroll Taxes - FICA/Medicare Temp.	15,826	15,696	19,968	193	3,790	33,642	31,207	17,135	3,000	20,135	20,650
55070-10-80	Payroll Taxes - UE Ins. Perm.	10,059	8,623	10,206	157	2,761	12,981	25,292	5,309	2,000	7,309	2,775
55071-10-80	Payroll Taxes - UE Ins. Temp.	459	230	163	129	113	187	328	218	58	276	16,750
	Total Payroll Taxes	82,850	79,055	89,696	53,722	47,561	96,532	138,824	82,000	23,055	105,056	117,775
Worker's Compensation Insurance												
55020-10-80	Workers Comp. Insurance - Permanent	84,649	125,730	114,973	81,318	81,325	162,781	290,999	238,804	47,000	285,804	324,490
55021-10-80	Workers Comp. Insurance- Temporary	8,534	8,356	10,767	104	2,044	14,780	18,358	9,239	1,648	10,887	12,140
	Total Workers Compensation Insurance:	93,182	134,086	125,740	81,422	83,368	177,561	309,357	248,044	48,648	296,692	336,630
	Total Maintenance Wages & Benefits:	1,546,866	1,559,945	1,745,888	1,203,470	1,017,084	1,747,388	2,438,271	1,820,535	370,472	2,191,007	2,342,735
Professional Services (Contractual)												
56000-10-80	Contract Services	97,396	100,872	105,376	37,355	51,431	158,711	140,000	226,250	11,200	237,450	246,569
56086-10-80	Recycling Program	1,184	-	-	-	-	-	-	-	-	-	-
	Total Contract Services:	98,580	100,872	105,376	37,355	51,431	158,711	140,000	226,250	11,200	237,450	246,569
Rental - Maintenance Equipment												
72050-10-80	Equipment Rental - Maintenance	30,253	34,542	38,525	8,865	17,054	42,103	42,000	34,865	1,600	36,465	38,640
Light, Heat, Water and Power												
70010-10-80	Gas & Electricity	150,816	151,700	175,044	139,075	131,735	191,928	215,000	212,767	30,000	242,767	271,100
70010-10-20	Gas & Electricity -Harvest Fair (reimbursement)	-	-	-	-	-	-	-	-	-	-	-
70015-10-80	Water & Sewer	154,167	135,828	160,998	163,869	169,540	176,509	163,000	161,391	6,520	167,911	153,860
	Total Utilities:	304,983	287,528	336,042	302,944	301,274	368,438	378,000	374,158	36,520	410,678	424,960
Maintenance of Equipment - Supplies and Expense												
73010-10-80	Equipment Repairs	38,158	54,129	43,832	25,579	32,189	82,678	70,000	64,144	2,800	66,944	64,400
68095-10-80	Licenses & Permits - Maintenance	6,283	6,588	8,471	5,869	8,253	8,155	9,000	10,619	-	10,619	10,120
70040-10-80	Mechanic Supplies	8,555	9,513	6,947	1,337	5,964	13,397	10,000	11,345	500	11,845	9,200
70045-10-80	Fuel	38,818	43,142	46,523	9,465	19,368	67,854	70,000	65,983	4,900	70,883	69,920
	Total Maintenance of Equipment:	91,814	113,373	105,773	42,251	65,774	172,085	159,000	152,092	8,200	160,292	153,640
Maintenance of Buildings & Grounds - Supplies and Expen												

62030-10-80	Office Supplies	694	1,348	762	87	57	1,793	1,800	692	180	872	1,937
70020-10-80	Janitorial Supplies	48,445	43,350	54,026	8,699	5,400	61,093	65,000	27,648	6,500	34,148	46,000
70025-10-80	Landscape Supplies	25,285	24,194	49,253	16,895	20,292	23,602	30,000	35,589	900	36,489	36,800
70030-10-80	Electrical Supplies	20,024	17,583	17,208	2,708	4,563	20,624	20,000	18,290	2,000	20,290	17,481
70033-10-80	Safety Supplies	-	-	-	-	-	-	-	-	-	-	1,844
70032-10-80	Small Tools	-	-	-	-	-	-	-	-	-	-	4,600
70035-10-80	Carpentry/Plumbing Supplies	12,305	10,873	12,109	1,711	3,606	9,485	16,000	13,773	320	14,093	14,721
70050-10-80	Grounds Supplies	58,328	46,188	32,134	9,451	15,177	42,923	45,000	31,406	3,150	34,556	39,560
70060-10-80	Paint Supplies	29,861	19,169	21,713	2,491	5,255	33,659	35,000	11,897	1,750	13,647	18,400
70070-10-80	Chairs/Tables/Other Inventory	-	-	-	-	-	-	6,000	-	1,000	1,000	5,640
73021-10-80	Special Repairs - ADA	6,923	5,716	4,810	-	96	-	6,000	-	1,000	1,000	5,640
73020-10-80	Building & Ground Repairs	39,541	51,406	26,797	66,107	27,543	44,215	50,000	49,983	1,500	51,483	46,000
Total Maint of Buildings & Grounds		241,407	219,827	218,812	108,149	81,989	237,393	274,800	189,278	18,300	207,578	237,883
Trash Removal, Clean Up (Contractual)												
56085-10-80	Garbage Service	89,236	83,059	98,515	23,027	34,359	68,168	117,800	113,194	16,000	129,194	110,400
Special Repairs & Equipment												
73030-10-80	Special Repairs & Equipment	19,000	45,214	12,044	-	4,339	2,886	15,000	-	-	-	13,800
Equipment>\$500<\$5,000- Maintenance												
81000-10-80	Equipment>\$500<\$5,000- Maintenance	25,101	15,392	10,196	-	1,671	8,409	12,000	-	2,000	2,000	11,040
Total Maintenance Expense:		2,447,241	2,459,750	2,671,171	1,726,060	1,574,975	2,805,581	3,576,871	2,910,372	464,292	3,374,664	3,579,667

Budget Worksheet												
G/L #	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Actual YTD	Remaining Budget	Projected Year End	Annual Budget	
	2017	2018	2019	2020	2021	2022	2023	2023-01 - 2023-10	2023-11 - 2023-12	2023	2024	
Administration Wages & Benefits												
Salaries & Wages - Permanent												
50010-90-80	Salaries & Wages Permanent	479,073	493,553	463,854	380,716	287,224	346,967	476,123	356,023	79,123	435,146	467,540
50012-90-80	Sal/Wage Perm. - Overtime	45,084	33,060	34,495	1,930	6,754	6,656	20,585	12,021	2,735	14,756	12,380
50015-90-80	Sal/Wag Perm. - Paid Leave	39,130	50,455	72,417	66,731	32,256	42,630	42,662	39,401	12,262	51,663	37,860
55011-90-80	Sal/Wag Perm. - Cash Allowance	43,028	43,056	43,056	32,540	19,844	28,113	36,454	15,782	6,000	21,782	-
	Total Salaries & Wages - Permanent:	606,316	620,124	613,822	481,918	346,078	424,367	575,824	423,227	100,120	523,347	517,780
Salaries & Wages - Temporary												
50013-90-80	Salaries & Wages Temporary - Overtime	-	835	57	-	2,829	139	-	2,664	-	2,664	3,915
50020-90-80	Salaries & Wages Temporary	16,527	12,611	4,165	345	38,633	14,168	15,000	22,037	-	22,037	59,480
	Total Salaries & Wages - Temporary:	16,527	13,446	4,223	345	41,462	14,307	15,000	24,701	-	24,701	63,395
Employee Benefits - Employer's Share												
54000-90-80	EE Benefits - ER Share - Accrued Leave	14,052	5,104	6,789	(10,892)	(7,602)	15,003	-	28,452	-	28,452	-
55010-90-80	EE Benefits - ER Share - Health Benefits	58,516	60,819	71,360	59,447	33,560	55,677	102,082	64,860	16,750	81,610	79,270
55030-90-80	EE Benefits - ER Share - Other Benefits	29,597	6,994	7,289	7,205	10,101	11,886	12,540	10,581	2,010	12,591	11,690
55080-90-80	Sick Pay - Temporary	-	98	-	-	-	-	-	-	-	-	-
		(1,414)	(333,538)	(44,165)	(364,020)	(396,536)	(465,536)	-	-	-	-	-
55040-90-80	EE Benefits - ER Share - Retirement	217,242	235,517	235,726	191,379	145,700	160,880	227,301	146,406	37,000	183,406	184,520
	Total Employee Benefits - Employer's Share:	317,993	(25,007)	276,999	(116,881)	(214,776)	(222,090)	341,923	250,299	55,760	306,059	275,480
Payroll Taxes												
55000-90-80	Payroll Taxes - FICA/Medicare Perm.	45,253	44,863	44,850	35,256	25,279	31,526	36,988	33,514	6,000	39,514	39,640
55001-90-80	Payroll Taxes - FICA/Medicare Temp.	1,264	836	323	26	3,172	1,095	1,148	1,890	188	2,078	4,860
55071-90-80	Payroll Taxes - UE Ins. Perm.	948	840	267	21	256	887	930	836	160	996	1,260
55070-90-80	Payroll Taxes - UE Ins. Temp.	382	198	137	102	80	122	176	119	30	149	3,950
	Total Payroll Taxes:	47,847	46,737	45,578	35,406	28,787	33,629	39,242	36,359	6,378	42,737	49,710
Worker's Compensation Insurance												
55020-90-80	Workers Comp. Insurance - Permanent	17,727	7,670	7,130	5,831	5,504	7,847	29,860	8,980	5,000	13,980	11,420
55021-90-80	Workers Comp. Insurance- Temporary	682	559	174	14	1,710	590	675	1,019	115	1,134	2,880
	Total Workers Compensation Insurance:	18,408	8,229	7,304	5,845	7,214	8,437	30,535	9,999	5,115	15,114	14,300
	Total Administration Wages & Benefits:	1,007,091	663,529	947,926	406,633	208,765	258,649	1,002,525	744,585	167,373	911,958	920,665
Administration Professional Services (Contracts)												
56000-90-80	Contract Services	119,399	18,355	23,950	42,128	23,762	97,309	122,000	83,143	20,000	103,143	120,000
56005-90-80	County Indirect Expenses	132,936	92,376	85,992	129,525	135,000	157,891	164,000	136,000	27,000	163,000	171,600
56050-90-80	Legal Fees	17,978	58,425	57,741	20,493	5,883	26,790	25,000	9,896	4,200	14,096	60,000
56070-90-80	Payroll Service	44,263	47,009	53,348	36,469	28,367	46,182	50,000	40,995	8,300	49,295	54,000
56075-90-80	Computer Support	9,353	9,882	3,038	30,776	2,203	10,360	-	-	-	-	-
	Total Admin Professional Services (Contracts):	323,929	226,047	224,069	259,391	195,215	338,531	361,000	270,034	59,500	329,534	405,600
Director's Expense												
68070-90-80	Director's Expense	11,027	11,204	8,932	1,786	1,988	8,729	9,000	11,186	1,500	12,686	12,000
Traveling/Training Expense - Employees												
68090-90-80	Traveling/Training Expense	16,562	16,909	14,273	2,891	517	12,370	13,000	7,761	2,200	9,961	10,020
Office Supplies and Expense												
56020-30-80	Security Alarms - Grounds	-	-	-	-	-	-	-	-	-	-	-
62030-90-80	Office Supplies & Expense	14,228	20,009	15,693	1,873	3,385	17,076	18,000	16,139	3,000	19,139	24,000
62060-90-80	Computer Supplies	-	1,146	190	200	681	3,976	-	1,280	-	1,280	-

68040-90-80	Miscellaneous Expense	7,047	(1,099)	796	247	1,319	3,095	1,000	-	170	170	
68060-90-80	Bank/Credit Card Fees	66,893	88,407	92,614	42,454	90,669	135,048	120,000	151,967	20,000	171,967	180,000
68075-90-80	Staff Meetings	113	179	282	-	-	-	1,200	-	-	-	-
68095-90-80	Licenses & Permits	11,044	11,404	11,105	7,262	2,577	560	500	399	80	479	600
72020-90-80	Office Equipment Rental (Copier Lease)	10,246	7,324	10,275	3,913	5,162	5,424	11,500	3,627	1,920	5,547	5,700
73010-90-80	Equipment Repair	90	-	-	803	-	-	500	-	80	80	600
73030-90-80	Special Repairs & Equipment	1,350	-	1,656	-	-	-	-	-	-	-	-
78890-90-80	Donations	946	-	-	-	-	-	-	-	-	-	-
Total Administration Office Supplies & Expense:		111,959	127,370	132,611	56,753	103,793	165,178	152,700	173,412	25,250	198,662	210,900
Telephone and Postage Expense												
62010-90-80	Postage	12,324	15,207	10,144	4,406	6,033	8,466	8,600	7,546	830	8,376	9,000
62015-90-80	Air Postage	580	146	413	-	-	-	-	-	-	-	-
62020-90-80	Telephone	37,579	40,564	41,745	44,933	30,832	29,925	36,000	26,387	6,000	32,387	36,000
Total Administration Telephone & Postage Expense:		50,483	55,917	52,301	49,339	36,865	38,391	44,600	33,933	6,830	40,763	45,000
Dues and Subscriptions												
68010-90-80	Dues & Subscriptions	8,281	7,856	11,289	6,349	11,465	11,613	12,000	1,515	2,000	3,515	12,000
Insurance (General Liability)												
68085-90-80	Insurance Other	63,397	84,112	66,234	69,996	97,500	90,000	150,436	136,000	25,436	161,436	126,000
68086-90-80	Liability Claims	-	-	-	-	-	-	-	-	-	-	-
Total Insurance (General Liability) Expense:		63,397	84,112	66,234	69,996	97,500	90,000	150,436	136,000	25,436	161,436	126,000
Other Key Expenses												
56060-90-80	Audit Fees	59,500	37,100	22,500	23,500	19,750	31,500	28,620	28,620	4,720	33,340	29,479
68020-90-80	Bad Debt Expense	9,676	22,548	-	(18,866)	-	108,000	-	-	-	-	-
68020-58-10	JLA Bad Debt Expense	-	-	-	-	-	-	-	-	-	-	-
68030-90-80	Misc/Cash Over/Short	3,488	(5,012)	1,793	(159)	960	1,633	-	2,699	-	2,699	-
81000-90-80	Equipment>\$500<\$5000 - Admin	-	-	717	987	2,703	-	-	-	-	-	1,500
Total Administration Expense		1,665,394	1,247,579	1,482,645	858,600	679,521	1,064,594	1,773,881	1,409,745	294,809	1,704,554	1,773,164

Budget Worksheet												
G/L #	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Actual YTD	Remaining Budget	Projected Year End	Annual Budget	
	2017	2018	2019	2020	2021	2022	2023	2023-01 - 2023-10	2023-11 - 2023-12	2023	2024	
Other Operating Revenue (Misc Non-Fair)												
48400-90-80	Interest Income	3,553	3,867	8,501	6,553	1,252	7,366	6,000	27,409	1,010	28,419	50,000
48850-90-80	Other Misc. Revenue	1,123	4,350	-	45,347	1,731,161	535,502	-	3,498	-	3,498	-
48870-90-80	Discounts Earned	643	819	454	144	95	603	-	324	-	324	-
48810-10-80	Costs Recovered	145,372	48,924	45,881	585,741	592,802	117,505	40,000	77,303	6,700	84,003	6,000
48401-90-80	Outstanding Receivables Interest	1,596	3,117	2,332	120	-	-	-	9,925	-	9,925	-
	Total Other Operating Revenue	152,287	61,077	57,169	637,906	2,325,311	660,976	46,000	118,458	7,710	126,168	56,000
48910-90-80	Prior Year Revenue Adjustments	56,422	258,024	51,717	154,284	85,005	99,310	-	37,413	-	37,413	-
31101-90-80, 31200-90-80	Capital Contribution	549,026	-	125,569	367,515	204,759	192,371	750,000	663,274	-	663,274	-
OTHER....												
31210-90-80	Scholarship Contributions	-	-	-	8,250	4,900	22,990	-	11,400	-	11,400	-
47600-50-10, 47600-52-10, 60080-58-10	JLA - Net of Expenses	680	-	(243)	-	-	-	-	(11,275)	-	-	-

Budget Worksheet											
G/L #	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Actual YTD	Remaining Budget	Projected Year End	Annual Budget
	2017	2018	2019	2020	2021	2022	2023	2023-01 - 2023-10	2023-11 - 2023-12	2023	2024
Prior Year Operating Expense Adjustments & Other Expenses											
91080-90-80	Prior Year Expense	279,084	100,766	23,924	30,465	(46,999)	-	116,216	-	116,216	-
75025-90-80	Gain or Loss on Sale of Assets	-	(40,079)	-	-	-	762	-	-	-	-
	Total Prior Year & Other Expenses	279,084	60,687	23,924	30,465	(46,999)	762	116,216	-	116,216	-
Other Interest Expense											
75010-90-80	Other - Interest Expense	12,500	-	-	6,387	489	4,893	-	-	-	-

Sonoma County Fair
 Capital Improvements and Equipment Purchases - Budget 2024

Budget Worksheet				
Description	Materials & Contracts	Outside Support Funding	Fair Funds	Deferred to Future
Access Improvements				
Parking lot ADA improvements	25,000		25,000	
.				
Access Improvements Total	25,000	-	25,000	-
Capital Improvements				
Mexican village roof	180,000		180,000	
.				
R.V. park bathroom refresh	25,000		25,000	
R.V. park bathroom full remodel				75,000
R.V. dump station	10,000		10,000	
R.V. park improvements	100,000		100,000	
.				
Kraft Hall floor				100,000
.				
B lot gates	10,000		10,000	
Paving improvements - ongoing, annual	75,000		75,000	
.				
Jockey Club HVAC	200,000		200,000	
.				
.				
Capital Improvement Total	600,000	-	600,000	175,000
Equipment Purchases				
1 ton flat bed truck	50,000		50,000	50,000
45+ HP arena tractor (must be Teir 4i engine or better)				100,000
.				
.				
Equipment Purchase Total	50,000	-	50,000	150,000
A Fund Capital Projects (JLA Restricted Funds used for these projects)				
JLA Projects Total	-	-	-	-
Grand Total Capital Improvements and Equipment Purchases	675,000	-	675,000	325,000

Budget Worksheet												
G/ L #	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Adopted Budget	Projected Year End	Annual Budget	Perm Staff	Temp	
	2017	2018	2019	2020	2021	2022	2023	2023	2024	2024	2024	
Publicity	46,686	33,898	44,477	4,750	-	65	11,835	420	11,850	-	11,850	<i>all temp staff</i>
Attendance	84,878	72,600	71,060	-	41,636	67,937	90,237	80,468	93,913	-	93,913	<i>all temp staff</i>
Hall of Flowers	75,713	57,444	82,424	-	-	94,683	89,946	97,239	92,320	-	92,320	<i>all temp staff</i>
Exhibits	366,514	425,820	429,498	217,973	140,311	430,928	540,679	536,102	556,374	337,424	218,950	
Misc. Fair	74,994	71,710	94,676	-	47,074	95,588	132,035	109,986	128,549	-	128,549	<i>all temp staff</i>
Racing	585,559	456,000	492,313	26,886	11,675	454,847	470,900	375,992	545,780	-	545,780	<i>all temp staff</i>
Attractions	40,747	37,890	41,612	-	-	28,089	41,127	39,989	51,362	-	51,362	<i>all temp staff</i>
Interim	1,299,507	1,360,326	1,277,903	882,330	1,036,403	1,121,303	1,339,087	1,300,443	1,361,701	1,101,415	260,286	
Jockey Club	200,419	189,082	183,292	53,478	-	-	75,236	26,662	-	-	-	<i>none planned</i>
Harvest Fair (<i>*allocated</i>)	101,169	90,985	48,320	78	(75)	45,677	53,543	29,723	31,200	16,500	14,700	<i>not yet budgeted</i>
Administration	1,007,091	663,529	947,926	406,633	208,765	258,649	1,002,525	911,958	920,665	845,580	75,085	
Maintenance	1,546,866	1,559,945	1,745,888	1,203,470	1,017,084	1,747,388	2,438,271	2,191,007	2,342,735	2,023,195	319,540	
Grand Total Salaries & Benefits	5,430,143	5,019,230	5,459,391	2,795,597	2,502,874	4,345,155	6,285,421	5,699,989	6,136,449	4,324,114	1,812,335	