



## NOTICE OF MEETING

The Board of Directors meeting is scheduled for **Tuesday – April 23, 2024 at 5:15p.m.**, Administration Board Room, 1350 Bennett Valley Road, Santa Rosa, CA, to consider the attached agenda. Those persons wishing to attend the meeting and who may require special accommodations pursuant to the provisions of the Americans with Disabilities Act are requested to contact the office of the CEO, (707) 545-4200, at least five working days prior to the meeting to ensure the proper arrangements can be made.

### **Sonoma County Fair & Exposition, Inc. Board of Directors**

Kevin Howe, President  
Hugo Mata, Treasurer  
Rob Muelrath, Past President  
Lisa Wittke Schaffner  
Marcia Mickelson  
Sharon Wright  
Alma Bowen

Kanani Reynolds, Vice President  
Rocco Cunningham, Secretary  
Marilyn Herzog  
Annette O'Kelley  
Neysa Hinton  
Carole Quandt  
Stacey Powers  
Teejay Lowe

This notice is also available on the Internet at: [www.sonomacountyfair.com](http://www.sonomacountyfair.com)

### **MISSION STATEMENT**

*Sonoma County Fair and Exposition Inc. is a non-profit enterprise that serves as a multi-use facility and event center. Our focus is on agriculture education, economic development and entertainment. We also strengthen our community by being an asset at the ready for emergency conditions in the North Bay region.*

### **PUBLIC COMMENT**

Speakers are requested to sign in prior to the start of the meeting and are limited to **three minutes**.

Speaker's time may be modified based on the # of public speakers. Public comment is allowed on issues **NOT** on the current Agenda. However, no debate by the Board shall be permitted on such public comments and no action will be taken on such public comment items at this time, as law requires formal public notice prior to any action on a docket item. Comments will be accepted on Agenda items during the meeting. Speakers wishing to address the Board on items on the agenda are requested to sign in prior to the start of the meeting and identify the agenda item(s) on which you desire to address the Board.

# SONOMA COUNTY FAIR & EXPOSITION, INC.

## Meeting of the Board of Directors Tuesday – April 23, 2024 at 5:15 p.m.

### AGENDA

1. **Call to Order**
2. **Pledge of Allegiance**
3. **Introduction of Guests**
4. **Public Comments**

The President will ask for names of individuals expressing desire to make a comment during the Public Comment Agenda item or on a listed Agenda item. The President will then call upon those individuals to provide their comment during public comment or during the particular agenda item. Comments are limited to **three minutes**. Speaker's time may be modified based on the number of public speakers. Public comment is allowed on issues **NOT** on the current Agenda. However, no debate by the Board shall be permitted on such public comments and no action will be taken on such public comment items at this time, as law requires formal public notice prior to any action on a docket item. Comments will be accepted on Agenda items during the meeting.
5. **Approval of Regular Agenda**
6. **Approval of Items 1 through 5 on the Consent Agenda**

The Consent Agenda includes routine financial and administrative actions that are usually approved by a single majority vote. Questions or comments are accepted, but there will be no discussion on these items prior to voting on the motion unless Board Members or the public request specific items be discussed and/or removed from the Consent Agenda and placed on the p Agenda under the appropriate Committee or Agenda Item.
7. **President's Comments – Kevin Howe**
8. **CEO's Report – Becky Bartling**
  - March Interim Financial Reports (Attachment #1)
  - April/May Interim Event Schedules (Attachment #2)
  - Update on AB3053
  - Discussion on attendance notification
9. **Fair Operations – Director Wittke Schaffner**

Chair update on committee meeting held April 9, 2024

  - Discussion and possible action regarding the committee recommendation to approve a contract with Xiochil Entertainment to provide entertainment, each Sunday of the Fair, on the newly expanded Park Stage for a not to exceed amount of \$45,000
  - Discussion and possible action regarding the committee recommendation to approve a contract with Bay Digital Area Solutions for marketing of 2024 Fair not to exceed the amount of \$52,000.
  - Update on events and activities at the 2024 Sonoma County Fair – Becky Bartling, CEO
10. **Competitive Exhibits, Ag & Educational Exhibits – Director O'Kelley**

No Chair update on the committee meeting scheduled for April 9, 2024, the meeting was not held due to not having a quorum at start time.

- Discussion and possible action regarding the committee recommendation to approve the 2024 Excellence in the Horse Industry Nominee
- Discussion and possible action regarding the committee recommendation to the 2024 Dairy of the Year Nominee

Names are not provided on the agenda or minutes to keep the award a surprise for the recipients.

**11. Buildings & Grounds – Director Muelrath**

Chair update on committee meeting held April 11, 2024

- Discussion and possible action regarding the committee's recommendation to approve extending the sound curfew for the 4<sup>th</sup> of July Fireworks event from 8 pm to 10 pm – Matthew Daly, COO
- Discussion and possible action regarding the committee's recommendation to approve proposed designs from Oakview Group (OVG) for two new concession units - Becky Bartling, CE
- Discussion and possible action regarding the committee's recommendation to award the janitorial service contract for the 2024 Fair to J.R. Cleaning Systems, LLC, NTE \$145,000.00 - Isaac Gentry, Maintenance Superintendent
- Presentation from Frank Johnson, Tayman Park Golf Group, on Top Tracer Golf Simulator for Fairgrounds Driving Range has been deferred to May.
- Update on activities around the Fairgrounds – Becky Bartling, CEO & Isaac Gentry, Maintenance Superintendent

**12. Racing – Director Lowe**

No Chair update, committee meeting scheduled for April 11, 2024, was canceled.

Update on 2025 Racing – CEO Becky Bartling

**13. Budget & Finance – Director Mata**

Chair update on committee meeting held April 23, 2024

- Discussion and possible action regarding the committee recommendation to approve Draft Financial Statements for March 31, 2024. (Attachment 3)

**14. Report on Harvest Fair – Directors Wittke Schaffner & Rocco Cunningham**

President update on committee meeting held April 10, 2024

**15. Report on Fair Foundation – Directors Herzog & Mickelson**

Update on committee meeting held April 5, 2024

**16. Request for future agenda items**

**17. Adjournment**

## CONSENT AGENDA

1. **Full Board Meeting**  
Approval of Minutes from the March 19, 2024, Meeting
2. **Fair Operations Committee Meeting**  
Approval of Minutes from the April 9, 2024, Committee Meeting
3. **Building & Grounds Committee Meeting**  
Approval of Minutes from the April 11, 2024, Committee Meeting
4. **Budget & Finance Committee Meeting**  
Approval of Minutes from the March 19, 2024, Committee Meeting
5. **Executive Personnel Committee Meeting**  
Approval of Minutes from the March 19, 2024, Committee Meeting

**Sonoma County Fair**  
**DRAFT MINUTES OF THE MEETING OF THE**  
**BOARD OF DIRECTORS**  
**Tuesday – March 19, 2024, at 5:15 p.m.**

**DIRECTORS PRESENT:** Kevin Howe, President; Kanani Reynolds, Vice President; Rocco Cunningham, Secretary; Rob Muelrath, Past President; Hugo Mata, Treasurer, Marilyn Herzog, Carole Quandt, Stacey Powers, Sharon Wright, Marcia Mickelson, Neysa Hinton, Annette O’Kelley

**DIRECTORS ABSENT:** Lisa Wittke Schaffner, Alma Bowen, TeeJay Lowe

**OTHERS PRESENT:** Becky Bartling, Matt Daly, Debbie Townsend, Isaac Gentry, Cyndy Dalbeck, Greg Duncan, Jennifer Herrera

**CALL TO ORDER:** The meeting was called to order by President Howe at 5:35 p.m.

**PLEDGE OF ALLEGIANCE:** Director Herzog led the Pledge of Allegiance.

**INTRODUCTION OF GUESTS:** Scott Lawrence, Sr. Commercial Accounts Manager from Sonoma Clean Power; Doug Gooby

**PUBLIC COMMENTS:** None

**APPROVAL OF REGULAR AGENDA:**

Director Muelrath moved to approve the agenda; Director Mata seconded the motion; **the motion passed unanimously.**

**APPROVAL OF CONSENT AGENDA – Item 1 through 5:**

Director Wright moved to approve the Consent Agenda; Director Herzog seconded the motion; the motion passed unanimously.

1. **Full Board Meeting**  
Approval of Minutes from the February 20, 2024, Meeting
2. **Fair Operations Committee Meeting**  
Approval of Minutes from the March 5, 2024, Committee Meeting
3. **Competitive Exhibits & Aq Committee Meeting**  
Approval of Minutes from the March 5, 2024, Committee Meeting
4. **Building & Grounds Committee Meeting**  
Approval of Minutes from the March 7, 2024, Committee Meeting
5. **Budget & Finance Committee Meeting**  
Approval of Minutes from the February 20, 2024, Committee Meeting

**PRESIDENT COMMENTS:**

None

### **CEO'S REPORT:**

CEO Bartling reviewed the February 2024 Interim Financials and is pleased to report that we are right on budget. Bartling reviewed the March/April Interim Event. Bartling requested support from the Board of Directors in assisting Patty Crone in contacting or providing contact information of potential sponsorships listed in the handout. **No action taken.**

### **FAIR OPERATIONS: Director Powers**

Vice Chair Powers provided an update on the committee meeting held on March 5, 2024.

Director Powers moved to approve revising the golf cart policy to not allow side-by-side vehicles at the Fair and to allow staff to determine verbiage for a robust golf cart policy to include a maximum speed of 5 mph and a safety golf cart inspection; Director O'Kelley seconded the motion; **the motion passed unanimously.**

Director Powers moved to a contract with Jeff Davis and Four-Star Rodeo to produce the PRCA Rodeo for the 2024 Fair for an amount NTE \$40,700; Director Muelrath seconded the motion; **the motion passed unanimously.**

Director Powers moved to approve the tent rental, installation, and equipment for the Sylvia Zerbini's Leberte, a Cavalia Experience during the 2024 Fair for an amount NTE \$55,000; Director Reynolds seconded the motion; **the motion passed unanimously.**

CEO Becky Bartling provided an update on events and activities at the 2024 Sonoma County Fair. The plans include the Globe of Death, Giant Bubble acts using the circus theme, the equestrian event, and a violinist.

### **COMPETITIVE EXHIBITS, AG & EDUCATIONAL EXHIBITS: Director O'Kelley**

Chair O'Kelley gave an update on the committee meeting held on March 5, 2024.

Director O'Kelley moved to approve the plan to recognize the future Agricultural Award Recipients from the Sonoma County Fair and Sonoma County Harvest Fair as follows: a press release, recognition in Sonoma County Farm News, presentation of awards at the Director's Luncheon, recognition at a livestock show or auction, receive a Named Race, and a Board of Supervisors Resolution that can be presented at the luncheon or the Chambers in July. The Harvest Fair's Ag awards will also be presented during the Sonoma County Fair using this same plan.; Director Cunningham seconded the motion; **the motion passed unanimously.**

Director O'Kelley moved to approve Ron Crane as the 2024 Outstanding Person in Agriculture with a focus on recognition; Director Muelrath seconded the motion; **the motion passed unanimously.**

Director O'Kelley moved to approve changes to the Round Robin rules; The changes include: 1st place showmanship winners are the only person to automatically qualify for Round Robin; If an exhibitor wins in more than one species, they will need to declare which species they will compete under; 2nd place showmanship winners will be considered an alternate if a 1st place contestant has already qualified or cannot compete. Director Cunningham seconded the motion; **the motion passed unanimously.**

Director O'Kelley moved to approve endorsing new awards for the Ag Mechanics auction and a minimum bid price for the top 4 ag mechanics auction items per the recommendation of the Petaluma Ag Teacher, Jake Dunn; Director Muelrath seconded the motion; **the motion passed unanimously.**

### **BUILDINGS & GROUNDS: Director Muelrath**

Director Muelrath reported for the March 7, 2024, committee meeting.

Director Muelrath moved to approve moving the Fairgrounds power use to Sonoma Clean Power. A presentation was given by the Senior Commercial Accounts Manager, Scott Lawrence sharing the value and

savings of approximately \$75,000 per year. Director Mata seconded the motion; **the motion passed unanimously.**

Director Muelrath moved to approve the following rent consideration:

- Santa Rosa City Schools for Career Day in the Hall of Flowers on April 4, 2024 – to allow staff to partner with Santa Rosa City Schools, which is not a 501c, to identify a cost-effective plan that benefits both Fair and the School that includes presentation time with the students to educate them about the fair.
- The use of Cattle Barn 1 & Jamison Ring for a Redwood Empire Holstein Show on April 21, 2024 – to reduce the facility rental to 40% of the rental price with full reimbursement to the Fair of equipment and labor to the Redwood Empire Holstein Association.
- Sonoma Marin Rush Riders (CGAD45), for use of Chris Beck Arena for a Gymkhana Horse Show on May 18 & 19, 2024 - to reduce the facility rental to 40% of the rental price with full reimbursement to the Fair of equipment and labor to the Sonoma Marin Rush Riders with the agreement to provide a member email list to the fairgrounds.
- Redwood Gospel Mission for their annual Great Thanksgiving Banquet on November 27, 2024 - NTE \$7718.75 which includes facility rental fee for Grace, Garden, Finley, Kraft, Garrett, and Showcase Kitchen with full reimbursement to the Fair for all equipment, labor, and outside areas.

Director Mata seconded the motion; **the motion passed unanimously.**

Director Muelrath moved to approve a partnership with Sonoma County Hot Air Balloon Classic Organization to produce a 2-Day Hot Air Balloon Festival on July 13 & 14, 2024 with a parking trade out for \$3-\$4 per ticket sale. Food and alcohol revenue will go to the Fair and Merchandise will go to the Sonoma County Hot Air Balloon Classic Organization. Director Mata seconded the motion; **the motion passed unanimously.**

Director Muelrath moved to approve moving the dates of The Country Summer Music Festival in 2025 to June 20, 21, & 2 to move away from hosting the event during Father's Day weekend. The board members agreed that they were not prepared to make a decision. Director Muelrath pulled the motion so that the Board has more time to review and research before voting.

Director Muelrath moved to approve the purchase of a flatbed truck NTE \$40,000.00.  
Director O'Kelley seconded the motion; **the motion passed unanimously.**

### **RACING – Director Lowe**

Committee meeting scheduled for March 7, 2024 was canceled.

CEO Bartling reported that the Fair Administration will be attending a CHRB meeting on Thursday, March 21, 2024 at Cal Expo in Sacramento. The meeting will allocate dates for the meet at the Alameda County Fairgrounds in Pleasanton.

### **BUDGET & FINANCE – Director Mata**

Director Mata reported for the March 19, 2024, committee meeting.

Director Mata moved to approve Draft Financial Statements for February 29, 2024. CFO Dalbeck reviewed the statements. Director Wright seconded the motion; **the motion passed unanimously.**

Director Mata moved to approve the request to apply for a bridge line of credit with Exchange Bank for the balance of JLA payments 2 to 4 weeks post-fair at an amount not to exceed \$500,000. Director Muelrath seconded the motion; **the motion passed unanimously.**

Director Mata moved to approve a contract with Michael Margetts for additional administrative support of the 2024 race season meet and accounting at an amount not to exceed \$36,000, contract beginning March 2024. Director Muelrath seconded the motion; **the motion passed unanimously.**

#### **EXECUTIVE COMMITTEE – President Howe**

Director Howe moved to approve sending a letter to each County Supervisor on the Fairgrounds and its vendors being included in the Living Wage Ordinance. Director Wright seconded the motion; **the motion passed unanimously.**

Discussion around sending a letter to the Mayor of Santa Rosa and the Chair of the County Board of Supervisors on creating an ad hoc for collaboration on future Fairgrounds development for the CEO. **No action was taken.**

#### **HARVEST FAIR – Director Teejay Lowe**

Director Lowe was not in attendance to provide an update on the meeting held on March 6, 2024.

CEO Bartling updated the Board on making the Harvest Fair stronger and more efficient by combining the awards dinner with the tasting event. Harvest Fair hired a new coordinator for the competition, staff is working on promotional items and have selected three advisory members from the previous board, Amy Tesconi, Scott Goyne, and Jason Schnieder.

#### **FAIR FOUNDATION –**

Director O’Kelley shared that the Foundation received a letter from Christine Margetts offering more funding for the internship program.

#### **REQUEST FOR FUTURE AGENDA ITEMS:**

- None

#### **ADJOURNMENT**

There being no further business, a motion was made by Director Howe to adjourn the meeting at 6:36 p.m.; Director Reynolds seconded the motion; **the motion passed unanimously.**



**Sonoma County Fair**  
**DRAFT Minutes of the**  
**Fair Operations Committee Meeting**  
Tuesday – April 9, 2024 at 4:30 pm  
Administration Building, Board Room

**VOTING-DIRECTORS PRESENT:** Lisa Wittke Schaffner, Chair; Stacey Powers, Vice Chair; Sharon Wright, Carole Quandt, Kanani Reynolds

**VOTING-DIRECTORS ABSENT:** Alma Bowen

**NON-VOTING DIRECTORS PRESENT:** Neysa Hinton, Rocco Cunningham, Merlyn Herzog

**OTHERS PRESENT:** Becky Bartling, Matt Daly, Debbie Townsend, Cyndy Dalbeck, Jane Engdahl, Greg Duncan, Jennifer Herrera

The meeting was called to order by Vice Chair Powers at 4:30 p.m.

**APPROVAL OF AGENDA:**

Director Wright moved to approve the agenda; Director Quandt seconded the motion; the motion passed unanimously.

**PUBLIC COMMENTS:**

None

**DISCUSSION AND POSSIBLE ACTION REGARDING APPROVAL OF A CONTRACT WITH XIOCHIL ENTERTAINMENT TO PROVIDE ENTERTAINMENT, EACH SUNDAY OF FAIR, ON THE NEWLY EXPANDED PARK STAGE FOR A NOT TO EXCEED THE AMOUNT OF \$45,000**

Director Reynolds moved to approve the contract with Xiochil Entertainment to provide entertainment each Sunday of the fair, on the newly expanded park stage not to exceed the amount of \$45,000; Director Wright seconded the motion; the motion passed unanimously.

**DISCUSSION AND POSSIBLE ACTION REGARDING TH BLUE RIBBON AWARD:**

CEO Bartling would like for the board to consider someone for the Blue Ribbon Award who has gone above and beyond for the Fair, it does not have to be agriculture-related. This will be revisited in May with a list of candidates.

No action taken.

**DISCUSSION AND POSSIBLE ACTION TO APPROVE THE CONTRACT WITH BAY DIGITAL AREA SOLUTIONS FOR MARKETING OF THE 2024 FAIR NOT TO EXCEED THE AMOUNT OF \$52,000:**

COO Daly reviewed proposals from two different marketing companies for the 2024 Fair and finds that Bay Digital Area Solutions is the best fit. Daly would like to put the marketing funds into one company who can provide a variety of marketing tools and streams within our budget to keep a uniformed look and higher impressions.

Director Wright moved to approve the contract with Bay Digital Area Solutions for marketing of the 2024 Fair not to exceed the amount of \$52,000. Director Quandt seconded the motion; the motion passed unanimously.

**UPDATE ON FAIR ENTERTAINMENT & ACTIVITIES AT THE 2024 SONOMA COUNTY FAIR:**

CEO Bartling updated the Board on the Cavalia event, they will be having 15 performers, 25 horses with a one-hour and fifteen-minute show. Special Events Coordinator Engdahl updated on the performers that have been booked up to date and reviewed the event schedule.

**No Action was taken.**

**REQUEST FOR FUTURE AGENDA ITEMS:**

- Discussion and possible action regarding Blue Ribbon Award

**There being no further business, Director Wittke Schaffner moved to adjourn the meeting at 5:00 p.m., seconded by Director Reynolds; the motion passed unanimously.**

Sonoma County Fair & Exposition, Inc.

**DRAFT Minutes of the  
Buildings and Grounds Committee Meeting  
Thursday – April 11, 2024 at 4:30 p.m.**

**VOTING-DIRECTORS PRESENT:** Neysa Hinton, Hugo Mata, Annette O’Kelley, Rocco Cunningham

**VOTING-DIRECTORS ABSENT:** Rob Muelrath, Chair; Teejay Lowe, Vice Chair

**NON-VOTING DIRECTORS PRESENT:** None

**OTHERS PRESENT:** Becky Bartling, Matt Daly, Isaac Gentry, Debbie Townsend, Cyndy Dalbeck

The meeting was called to order by Director Hinton at 4:33 p.m.

**APPROVAL OF AGENDA:**

**Director Cunningham moved to approve the agenda; Director Mata seconded the motion; the motion passed unanimously.**

**PUBLIC COMMENTS (not related to the agenda):**

None

**DISCUSSION AND POSSIBLE ACTION REGARDING MARCH 2024 INTERIM FINANCIAL REPORTS:**

COO Daly reviewed the March 2024 interim financials, noting that several new events had been booked that produced strong revenues, contributing to a positive increase over 2023. **No action taken.**

**DISCUSSION AND POSSIBLE ACTION REGARDING APRIL-MAY 2024 INTERIM EVENTS SCHEDULE:**

COO Daly reviewed the list of April-May 2024 interim events, noting that the weekend of April 19-21 will be especially busy. Daly stated that more and more new events are being booked. **No action taken.**

**DISCUSSION AND POSSIBLE ACTION REGARDING EXTENDING THE SOUND CURFEW FOR THE 4<sup>TH</sup> OF JULY FIREWORKS EVENT FROM 8PM TO 10PM:**

COO Daly stated the 4<sup>th</sup> of July falls on a Thursday and our sound ordinance has an 8pm curfew for weekdays. Since the fireworks do not start until approximately 9:30pm and the show is 20 minutes, a 10pm curfew is needed.

**Director O’Kelley moved to approve granting extension of the sound curfew for the 4<sup>th</sup> of July Fireworks event from 8pm to 10pm; Director Mata seconded the motion; the motion passed unanimously.**

**DISCUSSION AND POSSIBLE ACTION REGARDING PROPOSED DESIGNS FROM OAKVIEW GROUP (OVG) FOR TWO NEW CONTAINER BARS:**

CEO Bartling reported that Oakview Group had purchased two new concession units. Bartling stated that these types of units are becoming very popular, they are 10x10 self-contained units, can be easily moved anywhere and the wrap design can be changed. The potential designs were reviewed, and discussions ensued.

**Director Mata moved to approve the proposed concession units designs submitted by Oakview Group (OVG) for two new container bars; Director O’Kelley seconded the motion; the motion passed unanimously.**

**DISCUSSION AND POSSIBLE ACTION TO AWARD THE JANITORIAL SERVICE CONTRACT FOR THE 2024 FAIR TO J.R. CLEANING SYSTEMS, LLC, NTE \$145,000.00**

Maintenance Superintendent Gentry reported that to reduce overhead and resolve staffing issues, an RFP had been sent out for the 2024 Fair Janitorial Services. Gentry stated that J.R. Cleaning Systems, LLC had 35 trained people on staff, compared to last year’s company, which had to hire staff from a temp agency. Gentry noted that the contract does not include the bonus week of racing.

**Director Mata moved to approve awarding the janitorial service contract for the 2024 Fair to J.R. Cleaning Systems, LLC, NTE \$145,000.00; Director Cunningham seconded the motion; the motion passed unanimously.**

**UPDATE ON ACTIVITIES AROUND THE FAIRGROUNDS:**

Maintenance Superintendent Gentry reported that the renovations to the front of the Grace Pavilion were scheduled to begin on May 13<sup>th</sup>, the Dog Run for the RV Park has been postponed due to rain, and the new waterwise landscaping project for the Administration lawn and removal of the trees would start in the Fall.

**No action taken.**

**REQUEST FOR FUTURE AGENDA ITEMS:**

- Add discussion and possible action item to the April Full Board agenda regarding a presentation from Frank Johnson, Tayman Park Golf Group, on Top Tracer Golf Simulator for Fairgrounds Driving Range

**There being no further business, Director Cunningham moved to adjourn the meeting at 5:12 p.m.; Director Mata seconded the motion; the motion passed unanimously.**

**Sonoma County Fair  
Minutes of the  
Budget & Finance Committee Meeting  
March 19, 2024 4:30 PM**

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**DIRECTORS PRESENT:** Stacey Powers, Sharon Wright, Hugo Mata, Marcia Mickelson, Marilyn Herzog, Neysa Hinton

**DIRECTORS ABSENT:**

**CALL TO ORDER:** The meeting was called to order by Director Mata at 4:31 p.m.

**APPROVAL OF THE AGENDA:**

Director Mickelson moved to approve the agenda; Director Powers seconded the motion; the motion passed unanimously.

**PUBLIC COMMENTS:** None

**UPDATES ON ONGOING FINANCE MATTER AND STATUS:** CFO Dalbeck discussed updates regarding the approval of the 2024 Sonoma County Fair budget by the County of Sonoma Board of Supervisors. CEO Bartling discussed the status and ongoing discussion with the County of Sonoma Board of Supervisors regarding the Living Wage Ordinance. CFO Dalbeck discussed the successful opening of a Money Market Account at Exchange Bank. CFO Dalbeck discussed the process of applying for a bridge loan with Exchange Bank to fund JLA auction payments post Fair. No action taken.

**DISCUSSION AND POSSIBLE ACTION REGARDING DRAFT FINANCIAL STATEMENTS FOR THE PERIOD ENDING FEBRUARY 29, 2024:**

CFO Dalbeck discussed the results of operations for the period ended February 29, 2024 (Attachment #1). Director Wright moved to accept the draft February 2024 financial statements, as presented. Director Powers seconded the motion. The motion passed unanimously.

**REVIEW DETAIL OF US BANK CREDIT CARD CHARGES PAID FEBRUARY 2024:**

CFO Dalbeck discussed the payments made on the US Bankcard during the month of February 2024 (Attachment #2). No action taken.

**REVIEW OF DRAFT JANUARY 2024 HARVEST FAIR FINANCIAL STATEMENTS:** CFO Dalbeck discussed the results of operations for the period ended January 31, 2024 (Attachment #3). No action taken.

**DISCUSSION AND POSSIBLE ACTION REGARDING APPROVAL OF 2024 PURCHASE ORDERS OR CONTRACTS IN EXCESS OF \$25,000:** None. No Action Taken

**REQUEST FOR FUTURE AGENDA ITEMS:**

1. Review JLA payment process and policies.

There being no further business, Director Powers moved to adjourn the meeting at 5:01 p.m. Director Wright seconded the motion; the motion passed unanimously.

\*Records are on file in the Administration Office.

**Sonoma County Fair  
DRAFT Minutes of the  
Executive Committee Meeting  
Tuesday – March 19, 2024 at 4:00 pm  
Administration Board Room**

**DIRECTORS PRESENT:** Kevin Howe, President; Kanani Reynolds Vice President; Hugo Mata, Treasurer; Rocco Cunningham Secretary; Rob Muelrath, Past President; Sharon Wright

**DIRECTORS ABSENT:** Teejay Lowe

**NON-VOTING DIRECTORS PRESENT:** None

**OTHERS PRESENT:** Becky Bartling, Debbie Townsend, Matt Daly, Jennifer Herrera, Isaac Gentry

The meeting was called to order by President Howe at 5:04 p.m.

**INTRODUCTION OF GUESTS:** None

**PUBLIC COMMENTS:** None

**APPROVAL OF THE AGENDA:** Director Muelrath moved to approve the agenda as presented; Director Mata seconded the motion; the motion passed unanimously.

**REPORT ON ANY ACTION TAKEN OR RECOMMENDATION TO BE MADE TO FULL BOARD:**

**Discussion and possible action regarding sending a letter to each County Supervisor on the Fairgrounds and its vendors being included in the Living Wage Ordinance**

Director Howe moved to recommend to the Full Board to approve sending a letter to each County Supervisor on the Fairgrounds and its vendors being included in the Living Wage Ordinance; Director Muelrath seconded the motion; **the motion passed unanimously.**

**Discussion and possible action regarding sending a letter to the Mayor of Santa Rosa and the Chair of the County Board of Supervisors on creating an ad hoc for collaboration on future Fairgrounds development.**

Director Howe moved to recommend to the Full Board to approve sending a letter to each County Supervisor on the Fairgrounds and its vendors being included in the Living Wage Ordinance; CEO Bartling met with the City Manager to discuss moving forward with an RFP for the race track and wrote a letter to the Board of Supervisors requesting a to put an ad hoc committee together. Director Muelrath recommends holding off on sending the letter until the Fair and Board receives more information regarding a collaboration via charter. CEO Bartling shared that the attorney recommends that the Board President does not decide who goes on the ad hoc, the CEO should choose two members from the Board, Bartling selected Director Muelrath and Lowe. **No action was taken at that time.**

**REQUEST FOR FUTURE AGENDA ITEMS:** None

**There being no further business, Director Howe moved to adjourn the meeting at 5:31 p.m.; Director Cunningham seconded the motion; the motion passed unanimously.**

**INTERIM REVENUE - March 1-31, 2024**  
 (Prepared for April 11, 2024 Buildings Grounds Committee Meeting)

**ATTACHMENT #1**

| MARCH - Event Name   | Event Type                           | Facility Rented   | Rental      | Parking     | Food        | Alcohol    | *2024                | 2023                 |                      |
|--|--------------------------------------|---|-------------|-------------|-------------|------------|----------------------|----------------------|----------------------|
| Jurassic Quest   | Dinosaur Exhibits                    | Grace Pavilion & HOF                                    | \$26,162.75 | \$51,641.75 | \$18,964.08 | \$3,466.75 | \$100,235.33         |                      |                      |
| RV Park  | RV Sites                             | RV Park   | \$69,284.40 |             |             |            | \$69,284.40          | \$81,965.24          |                      |
| Arck Enterprises - JBF   | Kids' & Maternity Consignment Sale   | Grace Pavilion  | \$19,368.75 | \$10,971.00 |             |            | \$30,339.75          | \$21,726.50          |                      |
| UCCE   | Science Discovery Day                | Garrett, Kraft, HOF, Annex & Finley                     | \$24,971.07 |             | \$2,282.36  |            | \$27,253.43          | \$23,359.12          |                      |
| Artisan Cheese Festival  | Cheese Fest                          | Showcase Café & Grace Pavilion                          | \$11,603.00 | \$10,185.00 | \$3,153.00  | \$1,527.00 | \$26,468.00          | \$20,496.25          |                      |
| ZR Entertainment, LLC  | Mexican Dance                        | Grace Pavilion  | \$12,015.00 | \$2,430.00  | \$182.72    | \$1,674.05 | \$16,301.77          | \$1,000.00           |                      |
| S.C.O.E.   | STEAM Showcase                       | Finley, Kraft, Showcase Café, Saralee Barn,             | \$11,397.66 |             |             |            | \$11,397.66          | \$9,403.00           |                      |
| Management of SR Vet's   | Facility Management                  | Vet's Building  | \$10,000.00 |             |             |            | \$10,000.00          | \$10,000.00          |                      |
| Interscholastic Equestrian Assn. (IEA) Zone 10   | Horse Show                           | Lyttle Cow Palace & Saralee                             | \$8,431.90  |             | \$738.28    | \$68.80    | \$9,238.98           |                      |                      |
| Tayman Park Golf Group   | Golf Course                          | Golf Course   | \$6,822.36  |             |             |            | \$6,822.36           | \$6,779.36           |                      |
| Sonoma County Farm Bureau  | Ag Days                              | Sheep Ring, LS Office, Lyttle Cow Palace & Saralee Barn | \$6,052.00  |             |             |            | \$6,052.00           | \$6,251.84           |                      |
| State of CA/Dept. of Rehabilitation  | Job & Resourse Fair                  | Garrett & Kraft   | \$5,078.75  |             |             |            | \$5,078.75           |                      |                      |
| Deppartment of Health Service, So. Co. Animal Services   | Emergency Boarding of Fowl           | Poultry Barn  | \$5,000.00  |             |             |            | \$5,000.00           |                      |                      |
| American Supercamp   | Motorcycle Training                  | Lyttle Cow Palace                                       | \$4,500.00  |             |             |            | \$4,500.00           | \$3,700.00           |                      |
| The Bay Team   | Dog Agility Trials                   | Lyttle Cow Palace                                       | \$3,233.75  | \$851.00    |             |            | \$4,084.75           | \$3,731.00           |                      |
| Salmonid Restoration Federation  | Conference/Workshops                 | Saralee & Showcase                                      | \$3,250.81  |             |             | \$118.00   | \$3,368.81           |                      |                      |
| North Bay Carmart, LLC   | Carmart                              | Brookwood Lot   | \$2,797.50  |             |             |            | \$2,797.50           | \$2,169.00           |                      |
| Verizon  | Telecom Site                         | Near Maintenance Yard                                   | \$2,652.25  |             |             |            | \$2,652.25           | \$2,575.00           |                      |
| SRMT   | Motorcycle Training & Annual Storage | Brookwood Lot   | \$2,100.00  |             |             |            | \$2,100.00           | \$1,712.00           |                      |
| Golden State Gay Rodeo Assn.   | Barrel Racing Practice               | Lyttle Cow Palace                                       | \$1,953.00  |             |             |            | \$1,953.00           | \$1,753.00           |                      |
| Empire Sports Car Assn.  | AutoX                                | Brookwood Lot   | \$1,700.00  |             |             |            | \$1,700.00           | \$1,200.00           |                      |
| Cheveto Mobile Window Tinting  | Window Tinting                       | Brookwood Lot   | \$550.00    |             |             |            | \$550.00             | \$500.00             |                      |
| County of Sonoma   | Written Exam                         | Finley Hall   | \$500.00    |             |             |            | \$500.00             |                      |                      |
|  |                                      |   |             |             |             |            | n/a                  | \$67,613.05          |                      |
| *Gross Revenue includes security and insurance, which are reimbursed expenses  |                                      |   |             |             |             |            |                      |                      |                      |
| **Note: Events not returning in 2024: COVID Trailers \$34700.00, Spring Home Show \$21175.75, NCBE Crab Feed \$6633.80, Quinceanera \$4903.50, PRDC Drill Team Practice \$200.00 |                                      |   |             |             |             |            | \$347,678.74         | \$265,934.36         |                      |
| 5 New events: \$122,900.56   |                                      |   |             |             |             |            | 2018<br>\$382,032.60 | 2019<br>\$336,660.17 | 2022<br>\$340,689.85 |





**INTERIM EVENTS**

April 1 thru May 31, 2024

(Prepared for April 23, 2024 Full Board Meeting)

**APRIL**

- 1-30 – *Animal Control Emergency Boarding of Fowl (Poultry Barn)*
- 2 – Tuesday Night Bike Races (Concourse)
- 2-3 – Press Democrat North Coast Wine Challenge Judging (Showcase Café)
- 3 – Golden State Gay Rodeo, Barrel Racing Practice (LCP)
- 4 – SRCS Career Day (HOF)
- 6 – Battle of the Brews (Grace Pavilion/Showcase)
- 6-7 – Bay Area Fox Trotters (LCP)
- 7 – Operating Engineers BBQ (Saralee)
- 7 – Cycle Cart Event (B-Lot)
- 9 – Tuesday Night Bike Races (Concourse)
- 13 – ~~Mexican Dance (Grace Pavilion)~~ - **CANCELLED**
- 10-14 – Hispanic Church Services (Garrett/Kraft/Annex)
- 14 – *Steer Weigh-in (Sheep Ring) 9am-Noon*
- 17 – North Bay Business Journal 40 Under 40 Event (Saralee)
- 17 – Circus on Ice (HOF)
- 18 & 20 – Movie Filming (Jockey Club/B-Lot)
- 19-21 – Gem Faire (Grace Pavilion)
- 19-21 – Big Bounce America (Carnival Lot)
- 20 – Exotic Bird Mart (Finley)
- 21 – Redwood Empire Holstein Junior Show (Cattle Barn 1 & Jamison Ring)
- 21 – Miss Quince Y Novias Expo (HOF)
- 21 – Jaripeo-Mexican Rodeo/Dance (Chris Beck)
- 23 – Tuesday Night Bike Races (Concourse)
- 24 – Golden State Gay Rodeo, Barrel Racing Practice (LCP)

**APRIL (cont.)**

26-28 – Gymnastics Tournament (Grace Pavilion/Saralee)

27 – Dairy Princess Contest (Garrett/Showcase Kitchen)

27-28 – Spring Home Show (HOF/Mexican Village)

*Golf Course/Car Mar/ Cheveto Mobile Window Tinting/Motorcycle Training (4/13-4/14, 4/27-4/28)*

**MAY**

1-31 – *Animal Control Emergency Boarding of Fowl (Poultry Barn)*

2-6 – American Crown Circus (C-Lot)

3-5 – Hot Tub Sale (Grace Pavilion)

4 – AutoX (Jockey Club Lot & B-Lot)

5 – 4-H ChickenQue (Redwood Lot, Concourse, Saralee Barn)

7 – Tuesday Night Bike Races (Concourse)

10-11 – Monster Trucks (Chris Beck Arena)

**11 – PRE-FAIR TICKETS ON SALE (Admin Office, 10am-2pm & Online)**

11 – Roller Derby (Grace Pavilion)

11-12 – Go Adventure Van Expo (Carnival Lot)

**18 – PRE-FAIR TICKETS ON SALE (Admin Office, 10am-2pm & Online)**

18 – AutoX (Jockey Club Lot & B-Lot)

18 – *Lamb/Goat Weigh-in (Sheep Ring) 9am-Noon*

18-19 – Gymkhana Horse Show (Chris Beck Arena)

19 – Confirmation Party (Showcase)

20-23 – Sunset International Wine Judging (Saralee)

21 – Tuesday Night Bike Races (Concourse)

21-22 – County Exams

**25 – PRE-FAIR TICKETS ON SALE (Admin Office, 10am-2pm & Online)**

25 – Safe Trailering Course (Portion of B-Lot)

25 – Quinceañera (Saralee)

25-26 – REDGA Memorial Doe Show (Swine Barn & Jamison Ring)

*Golf Course/Car Mar/ Cheveto Mobile Window Tinting/Motorcycle Training (5/11-5/12 & 5/25-5/26)*

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

DRAFT - UNAUDITED

| As of:   | 3/31/2024<br>Calendar<br>YTD | 3/31/2023<br>Calendar<br>YTD | 2/29/2024<br>Calendar<br>YTD |
|--|------------------------------|------------------------------|------------------------------|
| <b>ASSETS</b>  |                              |                              |                              |
| <b>Current Assets</b>                                      |                              |                              |                              |
| Cash in Bank and Treasury                                  | 7,162,624                    | 7,868,775                    | 7,357,215                    |
| Accounts Receivable, Net                                   | 288,321                      | 318,455                      | 226,314                      |
| Racing Settlement Receivable                               | (454)                        | 6,533                        | (454)                        |
| Prepaid Expenses   |                              | 81,000                       |                              |
| Inventory of Supplies                                      |                              |                              |                              |
| Other Current Assets                                       | 38,570                       | (9,155)                      | 38,570                       |
| <b>Total Current Assets</b>                                | <b>7,489,061</b>             | <b>8,265,608</b>             | <b>7,621,645</b>             |
| <b>Property &amp; Equipment, Net</b>                       | <b>8,883,314</b>             | <b>8,154,456</b>             | <b>8,850,814</b>             |
| Construction in Progress                                   | 1,827                        | 997,222                      | 1,827                        |
| <b>Total Property &amp; Equipment, Net of Depreciation</b> | <b>8,885,141</b>             | <b>9,151,678</b>             | <b>8,852,641</b>             |
| <b>Other Assets</b>  |                              |                              |                              |
| Restricted Cash  | 86,423                       | 120,904                      | 86,423                       |
| Due From/Due (To) County for Vet's                         | (67,076)                     | (66,658)                     | (5,256)                      |
| GASB 68 Deferred Outflow of Resources                      | 1,063,884                    | 531,524                      | 1,063,884                    |
| GASB 75 Deferred Outflow of Resources                      | 247,484                      | 143,665                      | 247,484                      |
| <b>Total Other Assets</b>                                  | <b>1,330,716</b>             | <b>729,435</b>               | <b>1,392,536</b>             |
| <b>TOTAL ASSETS</b>  | <b>17,704,917</b>            | <b>18,146,721</b>            | <b>17,866,821</b>            |
| <b>LIABILITIES AND EQUITY</b>                              |                              |                              |                              |
| <b>Current Liabilities</b>                                 |                              |                              |                              |
| Accounts Payable   |                              |                              | 2,011                        |
| Scholarships Payable                                       |                              |                              |                              |
| Accrued Expenses   | 908,495                      | 956,741                      | 863,036                      |
| Racing Payable   | 34,244                       | 20,051                       | 34,244                       |
| Purses Paid - (Over)/Under                                 | (193,699)                    | (127,317)                    | (193,699)                    |
| Other Short Term Liabilities                               |                              |                              |                              |
| Short Term Notes   |                              |                              |                              |
| Current Portion of Long-Term Debt                          |                              |                              |                              |
| Deferred Income  | 267,591                      | 403,303                      | 169,280                      |
| <b>Total Current Liabilities</b>                           | <b>1,016,631</b>             | <b>1,252,778</b>             | <b>874,872</b>               |

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

DRAFT - UNAUDITED

| As of:                                  | 3/31/2024<br>Calendar<br>YTD | 3/31/2023<br>Calendar<br>YTD | 2/29/2024<br>Calendar<br>YTD |
|---|------------------------------|------------------------------|------------------------------|
| <b>Long Term Liabilities</b>            |                              |                              |                              |
| Long Term Note                          |                              |                              |                              |
| GASB 68 Deferred Inflow of Resources    | 160,364                      | 1,471,472                    | 160,364                      |
| GASB 68 Net Pension Liability           | 1,539,564                    | (248,672)                    | 1,539,564                    |
| GASB 75 Deferred Inflow of Resources    | 426,156                      | 599,027                      | 426,156                      |
| GASB 75 Net Pension Liability           | 644,392                      | 592,416                      | 644,392                      |
| <b>Total Long Term Liabilites</b>       | <b>2,770,476</b>             | <b>2,414,243</b>             | <b>2,770,476</b>             |
| <b>NET ASSETS</b>                       |                              |                              |                              |
| Investment in Capital Assets            | 8,850,814                    | 8,317,970                    | 8,850,814                    |
| Restricted for Scholarships             | 93,248                       | 73,968                       | 93,248                       |
| Restricted for Junior Livestock Auction | 126,395                      | 180,068                      | 126,395                      |
| Other Restricted                        | 86,435                       | 120,916                      | 86,435                       |
| Retained Earnings - Unrestricted        | 5,330,191                    | 5,843,843                    | 5,330,191                    |
| GASB 68 Prior Period Adjustment         |                              |                              |                              |
| Profit/(Loss) Current Year              | (569,273)                    | (57,065)                     | (265,610)                    |
| <b>TOTAL LIABILITIES AND EQUITY</b>     | <b>17,704,917</b>            | <b>18,146,721</b>            | <b>17,866,821</b>            |

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

**DRAFT - UNAUDITED**

| January through period end:                                 | 3/31/2024<br>Actual<br>YTD | vs.<br>3/31/2024<br>Budget<br>YTD | Variance<br>vs budget | vs.<br>3/31/2023<br>Prior Year<br>YTD | Variance<br>vs prior year |
|---|----------------------------|-----------------------------------|-----------------------|---------------------------------------|---------------------------|
| <b>Operating Revenue</b>                                    |                            |                                   |                       |                                       |                           |
| Fair  |                            |                                   |                       | 12,911                                | (12,911)                  |
| Interim   | 741,065                    | 716,264                           | 24,801                | 703,464                               | 37,601                    |
| Jockey Club   |                            |                                   |                       |                                       |                           |
| <b>Total Operating Revenue</b>                              | <b>741,065</b>             | <b>716,264</b>                    | <b>24,801</b>         | <b>716,374</b>                        | <b>24,690</b>             |
| <b>Operating Expense</b>                                    |                            |                                   |                       |                                       |                           |
| Fair  | 238,745                    | 117,844                           | (120,901)             | 157,611                               | (81,134)                  |
| Interim   | 353,999                    | 382,158                           | 28,159                | 323,806                               | (30,193)                  |
| Jockey Club   | 8,977                      | 28,925                            | 19,948                | 7,757                                 | (1,220)                   |
| General & Administrative                                    | 990,048                    | 1,099,780                         | 109,732               | 865,719                               | (124,329)                 |
| Allocated Costs - Harvest Fair                              |                            |                                   |                       |                                       |                           |
| <b>Total Operating Expenses</b>                             | <b>1,591,769</b>           | <b>1,628,707</b>                  | <b>36,938</b>         | <b>1,354,893</b>                      | <b>(236,876)</b>          |
| <b>Operating Income/(Loss)</b>                              | <b>(850,704)</b>           | <b>(912,443)</b>                  | <b>61,739</b>         | <b>(638,519)</b>                      | <b>(212,186)</b>          |
| Other Revenue   | 293,276                    | 14,000                            | 279,276               | 37,411                                | 255,865                   |
| Harvest Fair - Revenue                                      |                            |                                   |                       |                                       |                           |
| Harvest Fair - Expense                                      |                            |                                   |                       |                                       |                           |
| Interest Expense  |                            |                                   |                       |                                       |                           |
| JLA, net  | (11,699)                   |                                   | (11,699)              | (19,844)                              | 8,145                     |
| Net Affect of GASB 68 Adjustments                           |                            |                                   |                       |                                       |                           |
| Prior Year & Misc Expense                                   | (146)                      |                                   | (146)                 | (15,149)                              | 15,003                    |
| <b>Net Income/(Loss)before depreciation<br/>and capital</b> | <b>(569,273)</b>           | <b>(898,443)</b>                  | <b>329,170</b>        | <b>(636,101)</b>                      | <b>66,828</b>             |
| Depreciation Expense  |                            |                                   |                       |                                       |                           |
| <b>Net Income(Loss) before capital</b>                      | <b>(569,273)</b>           | <b>(898,443)</b>                  | <b>329,170</b>        | <b>(636,101)</b>                      | <b>66,828</b>             |
| Gain (loss) on disposal of asset                            |                            |                                   |                       |                                       |                           |
| Capital Expenditures  |                            |                                   |                       |                                       |                           |
| Capital Funding   |                            |                                   |                       | 579,036                               | (579,036)                 |
| <b>Net Income (Loss) incl Capital</b>                       | <b>(569,273)</b>           | <b>(898,443)</b>                  | <b>329,170</b>        | <b>(57,065)</b>                       | <b>(512,208)</b>          |

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

**DRAFT - UNAUDITED**

| January through period end:        | 3/31/2024<br>Actual<br>YTD | vs.<br>3/31/2024<br>Budget<br>YTD | Variance<br>vs budget | vs.<br>3/31/2023<br>Prior Year<br>PTD | Variance<br>vs prior year |
|------------------------------------|----------------------------|-----------------------------------|-----------------------|---------------------------------------|---------------------------|
| <b>Revenue</b>                     |                            |                                   |                       |                                       |                           |
| Admissions                         |                            | -                                 |                       |                                       |                           |
| Parking                            |                            | -                                 |                       |                                       |                           |
| Commercial Space                   |                            | -                                 |                       |                                       |                           |
| Carnival                           |                            | -                                 |                       |                                       |                           |
| Concessions                        |                            | -                                 |                       |                                       |                           |
| Exhibits                           |                            | -                                 |                       |                                       |                           |
| Racing                             |                            | -                                 |                       | 4,204                                 | (4,204)                   |
| Attractions                        |                            | -                                 |                       |                                       |                           |
| Sponsorships                       |                            | -                                 |                       | 8,707                                 | (8,707)                   |
| VIP Tent                           |                            | -                                 |                       |                                       |                           |
| Miscellaneous                      |                            | -                                 |                       |                                       |                           |
| <b>Total Fair Revenue</b>          |                            |                                   |                       | <b>12,911</b>                         | <b>(12,911)</b>           |
| <b>Expense</b>                     |                            |                                   |                       |                                       |                           |
| Labor and Benefits                 | 97,767                     | 78,969                            | (18,798)              | 78,537                                | (19,229)                  |
| Advertising & Publicity            | 3,494                      | 4,000                             | 506                   | 9,087                                 | 5,593                     |
| Attendance                         | 3,771                      | -                                 | (3,771)               |                                       | (3,771)                   |
| Signage/Other/Drinking Water       |                            | -                                 |                       |                                       |                           |
| Premium                            | 6,983                      | -                                 | (6,983)               | 2,835                                 | (4,148)                   |
| Hall of Flowers                    | 18,641                     | -                                 | (18,641)              | 15,000                                | (3,641)                   |
| Exhibits                           | 4,419                      | -                                 | (4,419)               | 6,930                                 | 2,511                     |
| Commerical/Concessions Exhibits    |                            | -                                 |                       |                                       |                           |
| Racing                             | 59,345                     | -                                 | (59,345)              | 25,228                                | (34,117)                  |
| Attractions                        | 17,983                     | 18,000                            | 17                    | 10,994                                | (6,989)                   |
| Miscellaneous                      |                            | -                                 |                       |                                       |                           |
| VIP Tent                           |                            | -                                 |                       |                                       |                           |
| RV Park - Fair - Contract Services | 26,343                     | 16,875                            | (9,468)               | 9,000                                 | (17,343)                  |
| <b>Total Expense</b>               | <b>238,745</b>             | <b>117,844</b>                    | <b>(120,901)</b>      | <b>157,611</b>                        | <b>(81,134)</b>           |
| <b>Fair Income/(Loss)</b>          | <b>(238,745)</b>           | <b>(117,844)</b>                  | <b>(120,901)</b>      | <b>(144,700)</b>                      | <b>(94,045)</b>           |

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

DRAFT - UNAUDITED

| January through period end:       | DRAFT - UNAUDITED          |                                   |                       |                                       |                           |
|-----------------------------------|----------------------------|-----------------------------------|-----------------------|---------------------------------------|---------------------------|
|                                   | 3/31/2024<br>Actual<br>YTD | vs.<br>3/31/2024<br>Budget<br>YTD | Variance<br>vs budget | vs.<br>3/31/2023<br>Prior Year<br>YTD | Variance<br>vs prior year |
| <b>Revenue</b>                    |                            |                                   |                       |                                       |                           |
| Long Term Rentals                 | 33,034                     | 32,524                            | 510                   | 32,525                                | 508                       |
| Building Rental                   | 136,136                    | 201,124                           | (64,988)              | 74,957                                | 61,179                    |
| Facility Rental                   | 60,998                     | 39,112                            | 21,886                | 147,007                               | (86,009)                  |
| Equipment Rental                  | 71,289                     | 49,546                            | 21,743                | 49,547                                | 21,742                    |
| Trailer & RV                      | 216,207                    | 261,000                           | (44,793)              | 270,206                               | (53,999)                  |
| Interim Parking                   | 108,208                    | 41,445                            | 66,763                | 35,123                                | 73,085                    |
| Insurance/Costs Reimbursed        | 19,796                     | 17,642                            | 2,154                 | 18,302                                | 1,494                     |
| Security Reimbursed               | 13,809                     | 12,746                            | 1,063                 | 12,647                                | 1,162                     |
| Food & Other Concessions          | 35,959                     | 14,331                            | 21,628                | 14,333                                | 21,627                    |
| Alcohol Concessions               | 13,703                     | 16,794                            | (3,091)               | 16,795                                | (3,092)                   |
| Other Interim Revenue             | 31,925                     | 30,000                            | 1,925                 | 32,021                                | (96)                      |
| <b>Total Revenue</b>              | <b>741,065</b>             | <b>716,264</b>                    | <b>24,801</b>         | <b>703,464</b>                        | <b>37,601</b>             |
| <b>Expense</b>                    |                            |                                   |                       |                                       |                           |
| Int Wages & Benefits              | 237,037                    | 281,463                           | 44,426                | 222,013                               | (15,024)                  |
| Int Parking Wages & Benefits      | 39,660                     | 33,915                            | (5,745)               | 26,921                                | (12,739)                  |
| <b>Total Wages &amp; Benefits</b> | <b>276,697</b>             | <b>315,378</b>                    | <b>38,681</b>         | <b>248,934</b>                        | <b>(27,763)</b>           |
| Contract Services-Interim         | 3,422                      |                                   | (3,422)               | 2,433                                 | (989)                     |
| Contract Services-RV Park         | 1,261                      | 2,400                             | 1,139                 | 1,003                                 | (257)                     |
| Straw Removal                     |                            | -                                 |                       |                                       |                           |
| Security                          |                            | -                                 |                       |                                       |                           |
| Supplies & Equipment              | 4,524                      | 3,000                             | (1,524)               | 135                                   | (4,389)                   |
| RV Park Utilities                 | 49,741                     | 41,200                            | (8,541)               | 59,296                                | 9,555                     |
| RV Park Advertising               |                            | -                                 |                       |                                       |                           |
| Miscellaneous RV Parking          |                            | -                                 |                       |                                       |                           |
| RV Supplies & Equipment           | 196                        | 2,700                             | 2,504                 | 184                                   | (12)                      |
| Interim Advertising               |                            | 930                               | 930                   |                                       |                           |
| Business Partner Incentive        |                            | -                                 |                       |                                       |                           |
| Insurance/Costs Reimbursed        | 5,823                      | 1,300                             | (4,523)               |                                       | (5,823)                   |
| Security Costs Reimbursed         | 12,150                     | 13,800                            | 1,650                 | 11,089                                | (1,060)                   |
| Equipment Rental                  | 185                        | 1,200                             | 1,015                 | 730                                   | 546                       |
| CalTrans Median Strip Rent        |                            | -                                 |                       |                                       |                           |
| Special Repairs & Equipment       |                            | 250                               | 250                   |                                       |                           |
| <b>Total Expense</b>              | <b>353,999</b>             | <b>382,158</b>                    | <b>28,159</b>         | <b>323,806</b>                        | <b>(30,193)</b>           |
| <b>Interim Income/(Loss)</b>      | <b>387,066</b>             | <b>334,106</b>                    | <b>52,960</b>         | <b>379,658</b>                        | <b>7,408</b>              |

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

DRAFT - UNAUDITED

| January through period end:      | vs.                        |                            |                       | vs.                            |                           |
|----------------------------------|----------------------------|----------------------------|-----------------------|--------------------------------|---------------------------|
|                                  | 3/31/2024<br>Actual<br>YTD | 3/31/2024<br>Budget<br>YTD | Variance<br>vs budget | 3/31/2023<br>Prior Year<br>YTD | Variance<br>vs prior year |
| <b>Revenue</b>                   |                            |                            |                       |                                |                           |
| Admissions                       |                            | -                          |                       |                                |                           |
| Turf Club                        |                            | -                          |                       |                                |                           |
| Commissions                      |                            | -                          |                       |                                |                           |
| Programs/Other                   |                            | -                          |                       |                                |                           |
| Race Forms, etc                  |                            | -                          |                       |                                |                           |
| Concessions                      |                            | -                          |                       |                                |                           |
| Costs Recovered                  |                            | -                          |                       |                                |                           |
| Prior Year Costs Recovered       |                            | -                          |                       |                                |                           |
| Interim Rental                   |                            | -                          |                       |                                |                           |
| ATM Fees                         |                            | -                          |                       |                                |                           |
| Interim Concessions              |                            | -                          |                       |                                |                           |
| Total Jockey Club Revenues       |                            |                            |                       |                                |                           |
| <b>Expense</b>                   |                            |                            |                       |                                |                           |
| Wages & Benefits                 |                            | -                          |                       |                                |                           |
| Contract Services                | 1,073                      | 1,425                      | 352                   | 900                            | (173)                     |
| Supplies & Expense               | 4,562                      | 23,150                     | 18,588                | 1,777                          | (2,786)                   |
| Utilities                        | 3,342                      | 4,350                      | 1,008                 | 5,080                          | 1,739                     |
| Cost of Periodicals              |                            | -                          |                       |                                |                           |
| Garbage                          |                            | -                          |                       |                                |                           |
| Advertising & Marketing          |                            | -                          |                       |                                |                           |
| Total Jockey Club Expenses       | <b>8,977</b>               | <b>28,925</b>              | <b>19,948</b>         | <b>7,757</b>                   | <b>(1,220)</b>            |
| <b>Jockey Club Income/(Loss)</b> | <b>(8,977)</b>             | <b>(28,925)</b>            | <b>19,948</b>         | <b>(7,757)</b>                 | <b>(1,220)</b>            |



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

**DRAFT - UNAUDITED**

| January through period end:      | vs.                        |                            |                       | vs.                            |                           |
|----------------------------------|----------------------------|----------------------------|-----------------------|--------------------------------|---------------------------|
|                                  | 3/31/2024<br>Actual<br>YTD | 3/31/2024<br>Budget<br>YTD | Variance<br>vs budget | 3/31/2023<br>Prior Year<br>YTD | Variance<br>vs prior year |
| Cost Recovered Harvest Fair      | 0                          | -                          | 0                     | 0                              | 0                         |
| Total Revenue                    | <u>0</u>                   | <u>0</u>                   | <u>0</u>              | <u>0</u>                       | <u>0</u>                  |
| <b>Expense</b>                   |                            |                            |                       |                                |                           |
| Admin Wages and Benefits         | 0                          | -                          | 0                     | 0                              | 0                         |
| Publicity Wages and Benefits     | 0                          | -                          | 0                     | 0                              | 0                         |
| Maintenance Wages and Benefits   | 0                          | -                          | 0                     | 0                              | 0                         |
| Interim Wages and Benefits       | 0                          | -                          | 0                     | 0                              | 0                         |
| Exhibits Wages and Benefits      | 0                          | -                          | 0                     | 0                              | 0                         |
| Attendance Wages and Benefits    | 0                          | -                          | 0                     | 0                              | 0                         |
| Attractions Wages and Benefits   | 0                          | -                          | 0                     | 0                              | 0                         |
| Miscellaneous                    | 0                          | -                          | 0                     | 0                              | 0                         |
| <b>Total Expenses</b>            | <u>0</u>                   | <u>0</u>                   | <u>0</u>              | <u>0</u>                       | <u>0</u>                  |
| <b>Harvest Fair Income(Loss)</b> | <u><u>0</u></u>            | <u><u>0</u></u>            | <u><u>0</u></u>       | <u><u>0</u></u>                | <u><u>0</u></u>           |

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

DRAFT - UNAUDITED

| January through period end:                  | vs.                        |                            | vs.                   |                                |                           |
|--|----------------------------|----------------------------|-----------------------|--------------------------------|---------------------------|
|  | 3/31/2024<br>Actual<br>YTD | 3/31/2024<br>Budget<br>YTD | Variance<br>vs budget | 3/31/2023<br>Prior Year<br>YTD | Variance<br>vs prior year |
| <b>Expense</b>                               |                            |                            |                       |                                |                           |
| Wages & Benefits-Admin                       | 199,878                    | 210,375                    | 10,497                | 149,421                        | (50,457)                  |
| Contract Services-Admin                      | 17,736                     | 43,800                     | 26,064                | 17,219                         | (517)                     |
| County Indirect Services                     | 55,050                     | 42,900                     | (12,150)              | 40,800                         | (14,250)                  |
| Legal  | 11,642                     | 15,000                     | 3,358                 | 1,481                          | (10,162)                  |
| Office Expense-Admin                         | 41,647                     | 25,500                     | (16,147)              | 17,003                         | (24,644)                  |
| Postage & Telephone                          | 9,781                      | 11,250                     | 1,469                 | 9,142                          | (640)                     |
| Director's Expense & Travel                  | 3,795                      | 5,505                      | 1,710                 | 10,348                         | 6,553                     |
| Donations                                    |                            | -                          |                       |                                |                           |
| Insurance                                    | 29,100                     | 31,500                     | 2,400                 | 40,800                         | 11,700                    |
| Audit Fee                                    |                            | -                          |                       |                                |                           |
| Bad Debt and Cash Short/Over                 | (108)                      | -                          | 108                   | 66                             | 174                       |
| <b>Administration Expenses</b>               | <b>368,522</b>             | <b>385,830</b>             | <b>17,308</b>         | <b>286,280</b>                 | <b>(82,242)</b>           |
| Wages & Benefits-Maint                       | 455,739                    | 509,435                    | 53,696                | 410,838                        | (44,901)                  |
| Contract Services-Maint                      | 19,143                     | 53,507                     | 34,364                | 2,236                          | (16,906)                  |
| Equipment Rental-Maint                       | 1,009                      | 3,128                      | 2,119                 | 6,790                          | 5,781                     |
| Utilities                                    | 66,334                     | 84,395                     | 18,061                | 73,266                         | 6,932                     |
| Utilities - Harvest Fair(Reimbursed)         |                            | -                          |                       |                                |                           |
| Trash Removal                                | 11,208                     | 7,728                      | (3,480)               | 15,211                         | 4,003                     |
| Maintenance Supplies                         | 41,190                     | 29,859                     | (11,331)              | 55,613                         | 14,423                    |
| Repairs & Maintenance                        | 8,883                      | 11,730                     | 2,847                 | 4,699                          | (4,184)                   |
| Equipment Repairs                            | 18,020                     | 14,168                     | (3,852)               | 10,786                         | (7,235)                   |
| <b>Maintenance Expenses</b>                  | <b>621,526</b>             | <b>713,950</b>             | <b>92,424</b>         | <b>579,440</b>                 | <b>(42,087)</b>           |
| <b>General &amp; Administrative Expenses</b> | <b>990,048</b>             | <b>1,099,780</b>           | <b>109,732</b>        | <b>865,719</b>                 | <b>(124,329)</b>          |

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

**DRAFT - UNAUDITED**

| nd:   | 3/31/2024<br>Actual<br>YTD | vs.<br>3/31/2024<br>Budget<br>YTD | Variance<br>vs budget | vs.<br>3/31/2023<br>Prior Year<br>YTD | Variance<br>vs prior year |
|---|----------------------------|-----------------------------------|-----------------------|---------------------------------------|---------------------------|
| <b>Permanent Salaries</b>                     |                            |                                   |                       |                                       |                           |
| Fair  | 40,429                     | 47,010                            | 6,581                 | 40,264                                | (165)                     |
| Interim                                       | 134,564                    | 152,535                           | 17,971                | 110,480                               | (24,085)                  |
| Jockey Club                                   |                            | -                                 |                       |                                       |                           |
| Golf Course                                   |                            | -                                 |                       |                                       |                           |
| Administration                                | 131,218                    | 119,475                           | (11,743)              | 86,136                                | (45,081)                  |
| Maintenance                                   | 200,155                    | 233,925                           | 33,770                | 175,636                               | (24,519)                  |
| <b>Total Permanent Salaries</b>               | <u>506,366</u>             | <u>552,945</u>                    | <u>46,579</u>         | <u>412,516</u>                        | <u>(93,850)</u>           |
| <b>Temporary Salaries</b>                     |                            |                                   |                       |                                       |                           |
| Fair  | 11,141                     | -                                 | (11,141)              | 1,533                                 | (9,608)                   |
| Interim                                       | 43,215                     | 47,108                            | 3,893                 | 42,355                                | (860)                     |
| Jockey Club                                   |                            | -                                 |                       |                                       |                           |
| Golf Course                                   |                            | -                                 |                       |                                       |                           |
| Administration                                | 4,323                      | 10,560                            | 6,238                 |                                       | (4,323)                   |
| Maintenance                                   | 49,505                     | 30,000                            | (19,505)              | 31,107                                | (18,398)                  |
| <b>Total Temporary Salaries</b>               | <u>108,184</u>             | <u>87,668</u>                     | <u>(20,516)</u>       | <u>74,995</u>                         | <u>(33,189)</u>           |
| <b>Health Benefits</b>                        |                            |                                   |                       |                                       |                           |
| Fair  | 24,134                     | 8,400                             | (15,734)              | 17,824                                | (6,310)                   |
| Interim                                       | 24,498                     | 30,510                            | 6,012                 | 21,548                                | (2,950)                   |
| Jockey Club                                   |                            | -                                 |                       |                                       |                           |
| Golf Course                                   |                            | -                                 |                       |                                       |                           |
| Administration                                | 15,310                     | 19,830                            | 4,520                 | 11,995                                | (3,315)                   |
| Maintenance                                   | 49,352                     | 61,515                            | 12,163                | 40,934                                | (8,418)                   |
| <b>Total Health Benefits</b>                  | <u>113,295</u>             | <u>120,255</u>                    | <u>6,960</u>          | <u>92,301</u>                         | <u>(20,994)</u>           |
| <b>FICA, Medicare &amp; Workers Comp</b>      |                            |                                   |                       |                                       |                           |
| Fair  | 5,915                      | 5,250                             | (665)                 | 4,233                                 | (1,682)                   |
| Interim                                       | 20,600                     | 23,490                            | 2,890                 | 19,524                                | (1,076)                   |
| Jockey Club                                   |                            | -                                 |                       |                                       |                           |
| Golf Course                                   |                            | -                                 |                       |                                       |                           |
| Administration                                | 11,137                     | 13,080                            | 1,943                 | 9,231                                 | (1,906)                   |
| Maintenance                                   | 83,797                     | 96,440                            | 12,643                | 74,505                                | (9,292)                   |
| <b>Total Workers Comp &amp; Payroll Taxes</b> | <u>121,448</u>             | <u>138,260</u>                    | <u>16,812</u>         | <u>107,493</u>                        | <u>(13,956)</u>           |

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

**DRAFT - UNAUDITED**

| nd:  | 3/31/2024<br>Actual<br>YTD | vs.<br>3/31/2024<br>Budget<br>YTD | Variance<br>vs budget | vs.<br>3/31/2023<br>Prior Year<br>YTD | Variance<br>vs prior year |
|--|----------------------------|-----------------------------------|-----------------------|---------------------------------------|---------------------------|
| <b>Retirement, UI, Other</b>                 |                            |                                   |                       |                                       |                           |
| Fair   | 16,147                     | 18,309                            | 2,162                 | 14,683                                | (1,464)                   |
| Interim                                      | 48,210                     | 60,235                            | 12,025                | 55,028                                | 6,817                     |
| Jockey Club                                  |                            | -                                 |                       |                                       |                           |
| Golf Course                                  |                            | -                                 |                       |                                       |                           |
| Administration                               | 37,891                     | 47,430                            | 9,539                 | 42,059                                | 4,169                     |
| Maintenance                                  | 71,757                     | 87,555                            | 15,798                | 88,657                                | 16,900                    |
| <b>Total Retirement &amp; Other Benefits</b> | <u>174,005</u>             | <u>213,529</u>                    | <u>39,524</u>         | <u>200,426</u>                        | <u>26,421</u>             |
| <b>TOTAL</b>                                 | <u><b>1,023,298</b></u>    | <u><b>1,112,657</b></u>           | <u><b>89,359</b></u>  | <u><b>887,731</b></u>                 | <u><b>(135,566)</b></u>   |
| <b>TOTAL BY DEPT</b>                         |                            |                                   |                       |                                       |                           |
| Fair   | 97,767                     | 78,969                            | (18,798)              | 78,537                                | (19,229)                  |
| Interim                                      | 271,088                    | 313,878                           | 42,791                | 248,934                               | (22,153)                  |
| Jockey Club                                  |                            |                                   |                       |                                       |                           |
| Golf Course                                  |                            |                                   |                       |                                       |                           |
| Administration                               | 199,878                    | 210,375                           | 10,497                | 149,421                               | (50,457)                  |
| Maintenance                                  | 454,566                    | 509,435                           | 54,869                | 410,838                               | (43,727)                  |
| <b>TOTAL ALL DEPARTMENTS</b>                 | <u><b>1,023,298</b></u>    | <u><b>1,112,657</b></u>           | <u><b>89,359</b></u>  | <u><b>887,731</b></u>                 | <u><b>(135,566)</b></u>   |

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

**DRAFT - UNAUDITED**

| nd:   | 3/31/2024<br>Actual<br>YTD | vs.<br>3/31/2024<br>Budget<br>YTD | Variance<br>vs budget  | vs.<br>3/31/2023<br>Prior Year<br>YTD | Variance<br>vs prior year |
|---|----------------------------|-----------------------------------|------------------------|---------------------------------------|---------------------------|
| <b>Salaries</b>                               |                            |                                   |                        |                                       |                           |
| Fair  |                            |                                   |                        |                                       |                           |
| Hall of Flowers                               | 6,609                      | -                                 | (6,609)                |                                       | (6,609)                   |
| Publicity                                     |                            | -                                 |                        |                                       |                           |
| Parking                                       |                            | -                                 |                        |                                       |                           |
| Admissions                                    |                            | -                                 |                        |                                       |                           |
| Exhibits - Temp                               | 3,930                      | -                                 | (3,930)                | 1,136                                 | (2,794)                   |
| Exhibits - Perm                               | 40,429                     | 47,010                            | 6,581                  | 40,264                                | (165)                     |
| Attractions                                   | 384                        | -                                 | (384)                  |                                       | (384)                     |
| Concessions Auditor                           |                            | -                                 |                        |                                       |                           |
| Racing  | 218                        | -                                 | (218)                  | 397                                   | 179                       |
| <b>Total Salaries</b>                         | <u>51,570</u>              | <u>47,010</u>                     | <u>(4,560)</u>         | <u>41,797</u>                         | <u>(9,773)</u>            |
| <b>Health Benefits</b>                        |                            |                                   |                        |                                       |                           |
| Fair  |                            |                                   |                        |                                       |                           |
| Exhibits - Perm                               | 6,778                      | 8,400                             | 1,622                  | 5,925                                 | (853)                     |
| Racing  | 17,356                     | -                                 | (17,356)               | 11,900                                | (5,457)                   |
| <b>Total Health Benefits</b>                  | <u>24,134</u>              | <u>8,400</u>                      | <u>(15,734)</u>        | <u>17,824</u>                         | <u>(6,310)</u>            |
| <b>FICA, Medicare &amp; Workers Comp</b>      |                            |                                   |                        |                                       |                           |
| Fair  |                            |                                   |                        |                                       |                           |
| Hall of Flowers                               | 923                        | -                                 | (923)                  |                                       | (923)                     |
| Publicity                                     |                            | -                                 |                        |                                       |                           |
| Parking                                       |                            | -                                 |                        |                                       |                           |
| Admissions                                    |                            | -                                 |                        |                                       |                           |
| Exhibits                                      | 4,947                      | 5,250                             | 303                    | 4,186                                 | (761)                     |
| Attractions                                   | 45                         | -                                 | (45)                   |                                       | (45)                      |
| Racing  |                            | -                                 |                        | 47                                    | 47                        |
| <b>Total Workers Comp &amp; Payroll Taxes</b> | <u>5,915</u>               | <u>5,250</u>                      | <u>(665)</u>           | <u>4,233</u>                          | <u>(1,682)</u>            |
| <b>TOTAL</b>                                  | <u><b>81,619</b></u>       | <u><b>60,660</b></u>              | <u><b>(20,959)</b></u> | <u><b>63,855</b></u>                  | <u><b>(17,765)</b></u>    |

**Retirement, UE Insur, Other**

|  |               |               |              |               |                |
|--|---------------|---------------|--------------|---------------|----------------|
| Fair   |               |               |              |               |                |
| Hall of Flowers                              | 534           | -             | (534)        |               | (534)          |
| Publicity                                    |               | -             |              |               |                |
| Parking                                      |               | -             |              |               |                |
| Admissions                                   | 24            | -             | (24)         |               | (24)           |
| Exhibits - Perm                              | 15,430        | 18,309        | 2,879        | 14,595        | (835)          |
| Attractions                                  |               | -             |              |               |                |
| Racing                                       | 159           | -             | (159)        | 87            | (72)           |
| <b>Total Retirement &amp; Other Benefits</b> | <b>16,147</b> | <b>18,309</b> | <b>2,162</b> | <b>14,683</b> | <b>(1,464)</b> |

**CASH EXPENDITURES**

| <b>MONTH OF :</b>           | <b>MARCH 2024</b>    | <b>FEBRUARY 2024</b> |
|-----------------------------|----------------------|----------------------|
| PERMANENT PAYROLL           | \$ 310,356.14        | \$ 304,449.11        |
| TEMP PAYROLL                | 87,405.40            | 68,095.09            |
| ACCOUNTS PAYABLE (PAYMENTS) | 290,797.58           | 158,481.42           |
| MERCHANT FEES               | 4,668.03             | 4,962.79             |
| ADD'L RACING                | -                    | -                    |
| <b>TOTAL PAYMENTS</b>       | <b>\$ 693,227.15</b> | <b>\$ 535,988.41</b> |
| LEGAL FEES PAID             | \$ 1,917.00          | \$ 9,725.30          |

| <b>Ending Cash Balances, book:</b> | <b>3/31/2024</b>       | <b>2/29/2024</b>       |
|------------------------------------|------------------------|------------------------|
| operating account                  | \$ 4,406,495.97        | \$ 4,518,000.24        |
| money market account               | 2,008,726.83           | 2,001,820.17           |
| merchant accounts                  | 243,290.21             | 85,432.57              |
| payroll accounts                   | 270,120.52             | 518,027.95             |
| other fair and racing accounts     | 320,413.92             | 320,538.92             |
|                                    | <b>\$ 7,249,047.45</b> | <b>\$ 7,443,819.85</b> |

**ACCOUNTS RECEIVABLE & COLLECTIONS**

**A/R Balances with AGING**

|                                | <u>3/31/2024</u>    | vs. 2/29/2024 | vs. 1/31/2024 | vs. 12/31/2023 | vs. 12/31/2022 |
|--------------------------------|---------------------|---------------|---------------|----------------|----------------|
| Current                        | 253,408.17          | 215,145.47    | 159,725.54    | 95,707.09      | 431,367.62     |
| 1-60 DPD                       | (10,729.84)         | (31,898.89)   | 4,834.68      | 23,441.77      | 89,228.87      |
| 61-120 DPD                     | 13,563.84           | 13,008.25     | 24,670.05     | 41,707.99      | 30,399.42      |
| 121+ DPD                       | 138,581.86          | 143,299.10    | 136,169.71    | 114,905.58     | 9,954.87       |
| <b>Total</b>                   | <b>394,824.03</b>   | 339,553.93    | 325,399.98    | 275,762.43     | 560,950.78     |
| <b>Allowance for Bad Debts</b> | <b>(113,239.73)</b> | (113,239.73)  | (113,240.24)  | (113,240.24)   | (111,350.52)   |

**Detail for Balances more than 60 days past due and still due as of 4/18**

| Invoice #  | Invoice Date | Due Date | Bill To Customer and Event        | Invoice    | Balance           |
|--|--------------|----------|-----------------------------------|------------|-------------------|
| <b><u>Waiting on collection company to forward \$35,000 settlement check less 25% fee, accounted for loss in allowance for bad debt Dec 2022</u></b> |              |          |                                   |            |                   |
| 57788  | 12/30/22     | 01/29/23 | EC Events, LLC - EMERALD CUP 2023 | 148,506.60 | 98,506.60         |
| 58015  | 01/01/23     | 02/01/23 | EC Events, LLC - EMERALD CUP 2023 | 1,852.60   | 1,852.60          |
| 58016  | 02/01/23     | 03/01/23 | EC Events, LLC - EMERALD CUP 2023 | 1,655.39   | 1,655.39          |
| 58136  | 03/31/23     | 04/30/23 | EC Events, LLC - EMERALD CUP 2023 | 1,680.22   | 1,680.22          |
| 58425  | 04/30/23     | 06/21/23 | EC Events, LLC - EMERALD CUP 2023 | 1,555.42   | 1,555.42          |
| 58426  | 05/31/23     | 06/30/23 | EC Events, LLC - EMERALD CUP 2023 | 1,578.75   | 1,578.75          |
| 58427  | 06/30/23     | 07/30/23 | EC Events, LLC - EMERALD CUP 2023 | 1,602.43   | 1,602.43          |
|  |              |          |                                   |            | <b>108,431.41</b> |

Collection Agency has \$32,500 check held in trust since Dec  
Funds to be sent to us in April less 25% collection fee  
Agency has been non responsive to last 2 emails about timing

**30 Day notice of intent to send to collections letters prepared to mail**

|       |          |          |  |           |           |
|-------|----------|----------|--|-----------|-----------|
| 60015 | 08/31/23 | 10/06/23 | Mangiata Catering LLC - 2023 Fair - Sponsorship              | 1,350.00  | 1,350.00  |
| 59879 | 08/31/23 | 09/30/23 | Farm 2 Fair - 2023 Fair - Sponsorship                        | 22,000.00 | 12,000.00 |
| 59995 | 08/31/23 | 10/05/23 | International Leather & Hat Co. - 2023 Fair - Vendor         | 1,000.00  | 1,000.00  |
| 59834 | 08/31/23 | 09/30/23 | Reggae Rasta Styles - 2023 Fair - Vendor                     | 5,274.42  | 1,724.39  |
| 59886 | 08/31/23 | 09/30/23 | Action Foods 2 (Dill Pickle & Lemonade) - 2023 Fair - Vendor | 9,154.92  | 5,109.84  |

sponsorship, ignoring  
sponsorship, ignored, then wanted documents, ignoring again  
has no money, going out of business

**2023 JLA - Bella working on**

|       |          |          |   |          |          |
|-------|----------|----------|---|----------|----------|
| 59977 | 08/31/23 | 10/04/23 | Van Anda, Rich & Bonnie JLA - 2023 Fair - birds | 525.00   | 525.00   |
| 59943 | 08/31/23 | 10/04/23 | Aviotti Jet Club (JLA) - 2023 Fair - steer      | 5,666.00 | 1,466.00 |

Bella working with, there was an issue with the birds  
Bella is collecting a bit each week, will be paid by end of May

**various County agencies - slow to process and slow to pay**

|       |          |          |  |          |          |
|-------|----------|----------|--|----------|----------|
| 60156 | 10/30/23 | 11/29/23 | County of Sonoma, Exams (7/1/23-6/30/24) - Correctional Deputy 1 & D | 500.00   | 500.00   |
| 60145 | 10/30/23 | 11/29/23 | County of Sonoma, Exams (7/1/23-6/30/24) - Probation Department Wr   | 500.00   | 500.00   |
| 60286 | 11/30/23 | 12/30/23 | County of Sonoma Emergency Management - Trailer Storage (Nov)        | 7,800.00 | 7,800.00 |
| 60421 | 12/31/23 | 01/30/24 | Dept of Health Services, Sonoma Cnty Animal Services - BOARDING      | 4,354.84 | 4,354.84 |

check received, not yet deposited  
check received, not yet deposited  
will follow up again with County AR  
check pending, should have soon

**other Interim Invoices**

|       |          |          |   |           |          |
|-------|----------|----------|---|-----------|----------|
| 59894 | 09/29/23 | 10/29/23 | Trapeze Entertainment, LLC dba Circus Caballero RED UNIT-CIRCUS (C-Lc | 18,250.00 | 1,625.00 |
| 60154 | 10/30/23 | 11/29/23 | Beth Barsman dba Out to Lunch Catering-CATERING PREP (Showcase Kit    | 1,375.00  | 1,375.00 |
| 60182 | 10/31/23 | 11/30/23 | James Vale-CELEBRATION OF LIFE (SC/100-125)                           | 1,739.25  | 1,314.25 |
| 60244 | 11/16/23 | 12/16/23 | No Cal Motorcycle Training dba SRMT (MY2024-2026                      | 642.00    | 642.00   |
| 60334 | 11/30/23 | 12/30/23 | No Cal Motorcycle Training dba SRMT (MY2024-2026                      | 642.00    | 642.00   |
| 60427 | 12/31/23 | 01/30/24 | Crozat Family Foundation-10 CAR GIVEAWAY (Garrett/70)                 | 2,771.87  | 625.00   |

balance is power use, they are contesting  
check received, not yet deposited  
check received, not yet deposited  
check received, not yet deposited