



NOTICE OF MEETING

The Board of Directors meeting is scheduled for **Tuesday – December 19, 2023 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

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 – December 19, 2023 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 6 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**

- November Interim Financial Reports (Attachment #1)
- December/January Interim Event Schedules (Attachment #2)

9. **Fair Operations – Director Wittke Schaffner**

Chair update on committee meeting held December 5, 2023

- Discussion and possible action regarding the committee recommendation to eliminate the VIP tent program for the fair.

10. **Competitive Exhibits, Ag & Educational Exhibits – Director O'Kelley**

Chair update on committee meeting held December 5, 2023

- Discussion and possible action regarding the committee recommendation to dedicate the Hall of Flowers to (Name omitted until Honoree is contacted).
- Discussion and possible action regarding the committee recommendation to approve to dedicate the guidebook to (Name omitted until Honoree is contacted).
- Discussion and possible action regarding the committee recommendation to approve the list of candidates to be contacted for the 2023-2025 Advisory committees.

11. Buildings & Grounds – Director Muelrath

Chair update on committee meeting held December 7, 2023

- Discussion and possible action regarding the committee's recommendation to approve reduced alcohol and food buyout fees for the Artisan Cheese Festival on March 23, 2024, to be 25% for food, \$1 per person for alcohol, and \$15 per vehicle buyout.
- Discussion and possible action regarding the committee's recommendation to support the foundation's improvement plans for the front of the Grace Pavilion.

12. Racing – Director Lowe

Chair update on committee meeting held December 7, 2023

- Discussion and possible action regarding the committee recommendation to approve a contract with Stacey Lapham for Director of Racing for the 2024 Sonoma County Fair Wine Country Racing not to exceed \$60,000.

13. Budget & Finance – Director Mata

Chair update on committee meeting held December 19, 2023

- Discussion and possible action regarding the committee recommendation to approve draft financial statements through November 30, 2023 (Attachment #3)
- Discussion and possible action regarding approval of 2023 Purchase Orders or Contracts in excess of \$25,000
- Discussion and possible action regarding the committee recommendation to approve the 2024 Budget. (Attachment #4)

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

Update on committee meeting held December 6, 2023

- Discussion and possible action regarding the committee recommendation to approve the change to the Harvest Fair Bylaws (Attachment #5)

15. Report on Fair Foundation – Directors Herzog & Mickelson

Chair update - No committee meeting held in December due to cancellation.

16. Request for future agenda items

17. Adjournment

CONSENT AGENDA

1. **Full Board Meeting**
Approval of Minutes from the November 21, 2023, Meeting
2. **Fair Operations Committee Meeting**
Approval of Minutes from the December 5, 2023, Committee Meeting
3. **Competitive Exhibits & Ag Committee Meeting**
Approval of Minutes from the December 5, 2023, Committee Meeting
4. **Building & Grounds Committee Meeting**
Approval of Minutes from the December 7, 2023, Committee Meeting
5. **Racing Committee Meeting**
Approval of Minutes from the December 7, 2023, Committee Meeting
6. **Budget & Finance Committee Meeting**
Approval of Minutes from the November 21, 2023, Committee Meeting

Sonoma County Fair
DRAFT MINUTES OF THE MEETING OF THE
BOARD OF DIRECTORS
Tuesday – November 21, 2023, at 5:15 p.m.

DIRECTORS PRESENT: Kanani Reynolds, Vice President; Rocco Cunningham, Secretary; Rob Muelrath, Past President; Annette O’Kelley, Marcia Mickelson, Neysa Hinton, Carole Quandt, Stacey Powers, Teejay Lowe, Marilyn Herzog, Sharon Wright

DIRECTORS ABSENT: Kevin Howe, President; Hugo Mata, Treasurer; Lisa Wittke Schaffner, Alma Bowen,

OTHERS PRESENT: Becky Bartling, Michael Margetts, Isaac Gentry, Hope Marshall, Jennifer Herrera, Matt Daly, Cyndy Dalbeck

CALL TO ORDER: The meeting was called to order by Vice President Reynolds at 5:15 p.m.

PLEDGE OF ALLEGIANCE: Director Muelrath led the pledge of allegiance.

INTRODUCTION OF GUESTS: Legal Counsel, Michael King

PUBLIC COMMENTS: None

APPROVAL OF REGULAR AGENDA:

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

CLOSED SESSION:

The Board of Directors considered the following in closed session at 5:20 pm: Conference with Legal Counsel – Existing Litigation Govt. Code Section 54956.9(b)(1); Jamgotchian v. Sonoma County Fair & Exposition, Inc. (Sonoma County Superior Court Case No. 23CV00620)

APPROVAL OF CONSENT AGENDA – Item 1 through 6:

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

PRESIDENT COMMENTS:

President Howe was not present.

CEO’S REPORT:

CEO Bartling reviewed the October 2023 Interim Financials.

CEO Bartling reviewed the November/December 2023 Interim Event Schedules.

FAIR OPERATIONS – Director Powers

- Discussion and possible action regarding the committee recommendation to approve the contract for the position of Sponsorship Coordinator for 2024 Fair, salary not to exceed \$30,000. Director Powers moved to approve; Director Wright seconded the motion. **The motion passed unanimously.**

- Discussion and possible action regarding the committee recommendation to approve a contract with Jane Engdahl for the 2024 fair special events coordinator not to exceed \$48,000. Director Powers moved to approve; Director Muelrath seconded the motion. **The motion passed unanimously.**
- Discussion and possible action to approve a contract with Sylvia Zerbini to produce Sylvia Zerbini's Cavalia experience for \$75,000.00. Director Powers moved to approve; Director Herzog seconded the motion. **The motion passed unanimously.**

COMPETITIVE EXHIBITS, AG & EDUCATIONAL EXHIBITS – Director O’Kelley

- Discussion and possible action regarding the committee recommendation to forego the hybrid auction in 2024 and instead invest those funds in a program that will streamline the auction payment process, so purchases are pre-paid or paid the day of the sale. **Director O’Kelley moved to approve allowing staff the ability to investigate auction software options to change the 2024 Hybrid Auction, Director Cunningham seconded the motion. The motion passed unanimously.**
- Discussion and possible action regarding the committee recommendation to approve placing an advertisement in the newspaper to thank the 2023 Junior Livestock Auction Supporters using JLA Funds. Director O’Kelley moved to approve, Director Muelrath seconded the motion. **The motion passed unanimously.**

BUILDINGS & GROUNDS – Director Muelrath

- Discussion and possible action regarding the committee recommendation to facilitate the installation of a 30-foot clock made from farm implements at the western side of the courtyard between Saralee and Richards barn and Finley Hall; cost of moving and setting funded by the Saralee and Richard Kunde foundation. Director Muelrath moved to approve; Director O’Kelley seconded the motion. **The motion passed unanimously.**
- Discussion and possible action regarding the committee recommendation for rent consideration, to waive the facility rent, with full reimbursement of equipment and labor, for the Sonoma County 4-H & FFA organization’s use of Lyttle Cow Palace, livestock office & sheep ring for a youth livestock judging contest on January 27, 2024. Director Muelrath moved to approve; Director O’Kelley seconded the motion. **The motion passed unanimously.**
- Discussion and possible action regarding the committee recommendation to approve a 3-year contract (January 1, 2024 – December 31, 2026) with North Bay Carmart, LLC for the operation of the Carmart lot. Director Muelrath moved to approve; Director Wright seconded the motion. **The motion passed unanimously.**
- Discussion and possible action regarding the committee recommendation to approve a 3-year contract (January 1, 2024 – December 31, 2026) with Cheveto mobile window tinting. Director Muelrath moved to approve; Director Wright seconded the motion. **The motion passed unanimously.**
- Discussion and possible action to approve a 3-year contract (January 1, 2024 – December 31, 2026) with Northern California Motorcycle Training dba Santa Rosa Motorcycle Training (SRMT). Director Muelrath moved to approve; Director Wright seconded the motion. **The motion passed unanimously.**
- Discussion and possible action regarding the committee recommendation regarding allowing fair staff to increase interim rental rates up to 10% as needed, effective January 1, 2024. Director Muelrath moved to approve; Director Lowe seconded the motion. **The motion passed unanimously.**

RACING – Director Lowe

Director Lowe provided an update on the Racing Committee meeting. Horse racing dates have been confirmed for three weeks from August 1st – 12th during the fair plus one week after. Golden Gate Fields will stay open until June 2023. We have not received a report back from CARF regarding leasing the racetrack and stables.

No action taken.

BUDGET & FINANCE – Director Mickelson

- Discussion and possible action regarding the committee recommendation to approve draft financial statements through October 31st, 2023. Director Mickelson moved to approve; Director Wright seconded the motion; **the motion passed unanimously.**
- Discussion and possible action regarding the 2024 budget review and approval. The 2024 budget review will be moved to a special Budget & Finance Committee meeting. **No action taken.**

HARVEST FAIR – Directors Cunningham

Director Cunningham provided an update on the Harvest Fair Board's recommendation to amend the Harvest Fair Bylaws to be taken back to the Harvest Fair Board for approval for the December 6, 2023, meeting.

No action taken.

FAIR FOUNDATION – Director Herzog

Director Herzog provided an update on the Fair Foundation meeting. The committee discussed the role of the foundation and their next project. **No action taken.**

REQUEST FOR FUTURE AGENDA ITEMS:

None

ADJOURNMENT

There being no further business, a motion was made by Director Reynolds to adjourn the meeting at 6:28 p.m.; Director Lowe seconded the motion; the motion passed unanimously.

Sonoma County Fair
DRAFT Minutes of the
Fair Operations Committee Meeting
Tuesday – December 5, 2023 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, Alma Bowen

VOTING-DIRECTORS ABSENT: None

NON-VOTING DIRECTORS PRESENT: Rocco Cunningham, Annette O’Kelley

OTHERS PRESENT: Becky Bartling, Matt Daly, Debbie Townsend, Jennifer Herrera, Cyndy Dalbeck, Greg Ducan

The meeting was called to order by Chair Wittke Schaffner at 4:31 p.m.

PUBLIC COMMENTS: None

DISCUSSION AND POSSIBLE ACTION REGARDING TICKETING FOR SYLVIA ZERBINI’S LIBERTE, A CAVALIA EXPERIENCE- BECKY BARTLING, CEO

CEO Bartling reported that the capacity of the show will be under 1000 per event with 14 shows total, 2 shows per day on Friday, Saturday, and Sunday. There will be a VIP elevated experience. Ticket pricing discussions will continue once the VIP experience is structured. **No action taken.**

DISCUSSION AND POSSIBLE ACTION TO ELIMINATE THE VIP TENT PROGRAM FOR THE FAIR- BECKY BARTLING, CEO.

Director Wittke Schaffner moved to approve; Director Quandt seconded the motion; the **motion passed unanimously.**

UPDATE ON EVENTS AND ACTIVITIES AT THE 2024 SONOMA COUNTY FAIR-BECKY BARTLING, BECKY BARTLING, CEO.

CEO Bartling reported that she has been working with Jane in planning the street performers for the fair, reviewing bids for the security contractor RFP, using our metal detectors instead of the security contractors, and discussions about entering the Rose Parade in May 2024.

No Action taken.

REQUEST FOR FUTURE AGENDA ITEMS:

- Update, discussion, and possible action on Fair ticket pricing for Sylvia Zerbini’s Liberte, A Cavalia Experience.

There being no further business, Director Wittke Schaffner moved to adjourn the meeting at 4:55 p.m., seconded by Director Wright; the motion passed unanimously.

Sonoma County Fair
DRAFT Minutes of the
Competitive Exhibits, Agriculture and Educational Exhibits Committee Meeting
Tuesday, December 5, at 5:00 p.m.
Administration Building, Board Room

Directors Present: Chair, Annette O'Kelley; Vice-Chair, Rocco Cunningham; Alma Bowen, Marilyn Herzog, Marcia Mickelson, Stacey Powers

Directors Absent: None

Other Directors Present: None.

Others Present: Matt Daly, Cyndy Dalbeck, Hope Marshall, Bella Adams, Patti Baxman, Jennifer Herrera, Greg Duncan

The meeting was called to order by Chair Annette O'Kelley at 5:00 PM

Approval Of Agenda:

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

Public Comments:

Hall of Flowers designer, Greg Duncan, shared some preliminary ideas for the 2024 Hall of Flowers theme.

Discussion And Possible Action: Hall Of Flowers Dedication:

Directors discussed possible candidates for the Hall of flowers dedication. Director Herzog moved to dedicate the Hall of Flowers to (Name Omitted until Honoree Contacted); Director Cunningham seconded the motion; motion passed unanimously.

Discussion And Possible Action: Guidebook Dedication:

Directors discussed possible candidates for the Guidebook dedication. Director Herzog moved to dedicate the guidebook to (Name Omitted until Honoree Contacted); Director Mickelson seconded the motion; motion passed unanimously.

Discussion And Possible Action: Livestock Advisory Committee:

Directors discussed possible candidates for the vacant seats on the Livestock Advisory Committees. Director Mickelson moved to approve the list of candidates to be contacted for the 2023-2025 Advisory committees, Director Powers seconded the motion; motion passed unanimously.

Staff Report:

- 2023 Junior Livestock Auction Payment Policy Status Update – No major updates for this month. Staff is starting discussions with ShoWorks regarding new update.
- 2023 JLA Summary & Receivable Update – Four people still have outstanding JLA bills, the total outstanding balance is \$6,008.54.
- 2024 Prop 12 Requirements – Staff received an update from the Yosemite Meats, the fair hog processor, regarding Prop 12 documentation needed for 2024.

CONSENT AGENDA # 3

- JLA Buyer Advertisement – Staff are working on an advertisement to be placed in the Press Democrat around mid-December to thank the 2023 auction buyers.

Request For Future Agenda Items:

- Prop 12
- Avian Flu
- Market Steer Breed Divisions

Adjournment:

Director Herzog moved to adjourn the meeting at 5:41 p.m., Director Mickelson seconded the motion, motion passed unanimously.

Sonoma County Fair & Exposition, Inc.
**DRAFT Minutes of the
Buildings and Grounds Committee Meeting**
Thursday – December 7, 2023 at 4:30 p.m.

VOTING-DIRECTORS PRESENT: Rob Muelrath, Chair; Teejay Lowe, Vice Chair; Hugo Mata, Annette O’Kelley, Rocco Cunningham

VOTING-DIRECTORS ABSENT: Neysa Hinton

NON-VOTING DIRECTORS PRESENT: Kanani Reynolds, Carole Quandt

OTHERS PRESENT: Becky Bartling, Matt Daly, Hope Marshall, Jennifer Herrera, Isaac Gentry, Cyndy Dalbeck, Debbie Townsend

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

APPROVAL OF AGENDA:

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

PUBLIC COMMENTS (not related to the agenda):

None

DISCUSSION AND POSSIBLE ACTION REGARDING NOVEMBER 2023 INTERIM FINANCIAL REPORTS:

CEO Bartling reviewed the November interim financials. **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING DECEMBER 2023- JANUARY 2024 INTERIM EVENTS SCHEDULE:

COO Daly reviewed the list of December 2023 – January 2024 interim events **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING REQUEST FOR REDUCED ALCOHOL AND FOOD BUYOUT FEES FOR THE ARTISAN CHEESE FESTIVAL ON MARCH 23, 2024:

Director O’Kelley moved to approve reduced buyout fees for the Artisan Cheese Festival on March 23, 2024 to be 25% for food, \$1 per person for alcohol and \$15 per vehicle; Director Cunningham seconded the motion; **the motion passed unanimously.**

DISCUSSION AND POSSIBLE ACTION REGARDING REMODEL/IMPROVEMENT PLANS FOR THE FRONT OF THE GRACE PAVILION:

Director Cunningham moved to approve \$25K to finish the project; Director Mata seconded the motion; **the motion passed unanimously.**

UPDATE ON ACTIVITIES AROUND THE FAIRGROUNDS:

CEO Bartling reported that maintenance is working on TLC projects such as patching the roof on the cattle barn and purchasing a new scrubber. **No action taken.**

REQUEST FOR FUTURE AGENDA ITEMS:

None

There being no further business, Director Lowe moved to adjourn the meeting at 5:06 p.m.; Director O’Kelley seconded the motion; **the motion passed unanimously.**

Sonoma County Fair
**DRAFT Minutes of the
Racing Committee Meeting**
Thursday, December 7, 2023,
Immediately following Buildings & Grounds at approximately 5:00 p.m.

DIRECTORS PRESENT: Teejay Lowe, Chair; Carole Quandt, Rob Muelrath, Kanani Reynolds

DIRECTORS ABSENT: Lisa Wittke Schaffner, Vice Chair

OTHER DIRECTORS PRESENT: None

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

The meeting was called to order by Chair Lowe at 5:07 p.m.

APPROVAL OF AGENDA: Director Reynolds moved to approve the agenda; Director Quandt seconded the motion; the motion Passed unanimously.

PUBLIC COMMENTS:

None

UPDATE ON 2024 Fair Race meet:

CEO Becky Bartling shared that she is still waiting to hear back from Golden Gate Fields and discussed different options for the revisions of the golf course contract due to the changes with the regular stabling and training. **No action taken.**

Discussion and possible action to approve a contract with Stacey Lapham for Director of Racing for the 2024 Sonoma County Fair Wine Country Racing not to exceed \$60,000. - Becky Bartling, CEO

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

Update on the future of racing – Becky Bartling, CEO

CEO Bartling provided an update on the ongoing discussions with CARF to lease the racetrack and stables.

REQUEST FOR FUTURE AGENDA ITEMS:

- Discuss proposing VIP Cavalia Experience package to past VIP Tent buyers.

There being no further business, Director Lowe moved to adjourn the meeting at 5:33 p.m, Director Bowen seconded the motion; the motion passed unanimously.

**Sonoma County Fair
DRAFT Minutes of the
Budget & Finance Committee Meeting
November 21, 2023, 4:30 PM**

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

DIRECTORS ABSENT: Hugo Mata

CALL TO ORDER: The meeting was called to order by Director Mickelson at 4:48 p.m.

APPROVAL OF THE AGENDA: Director Powers moved to approve the agenda; Director Wright seconded the motion; the motion passed unanimously.

PUBLIC COMMENTS: None

DISCUSSION AND POSSIBLE ACTION REGARDING DRAFT FINANCIAL STATEMENTS FOR THE PERIOD ENDING OCTOBER 31, 2023:

CFO, Dalbeck, discussed the results of operations for the period ended October 31, 2023. Director Wright moved to accept the draft October 2023 financial statements, as presented. Director Powers seconded the motion. The motion passed unanimously.

REVIEW DETAIL OF US BANK CREDIT CARD CHARGES PAID OCTOBER 2023:

CFO, Dalbeck, discussed the payments made on the US Bankcard during the month of October 2023. No action taken.

REVIEW OF DRAFT AUGUST 2023 HARVEST FAIR FINANCIAL STATEMENTS: CFO, Dalbeck, discussed the results of operations for the period ended August 31, 2023. No action taken.

REVIEW OF DRAFT SEPTEMBER 2023 HARVEST FAIR FINANCIAL STATEMENTS: CFO, Dalbeck, discussed the results of operations for the period ended September 30, 2023. No action taken.

DISCUSSION AND POSSIBLE ACTION REGARDING APPROVAL OF 2023 PURCHASE ORDERS AND CONTRACTS IN EXCESS OF \$25,000: None. No action taken.

REQUEST FOR FUTURE AGENDA ITEMS:

1. Review detail of updated Junior Livestock Auction P&L statement
2. Review detail of updated Hat Day P&L statement
3. Review detail of draft 2024 Operating Budget

There being no further business, Director Wright moved to adjourn the meeting at 5:08 p.m. Director Powers seconded the motion; the motion passed unanimously.

*Records are on file in the Administration Office.

INTERIM REVENUE - November 1-30, 2023
(Prepared for December 19, 2023 Full Board Meeting Meeting)

NOVEMBER - Event Name	Event Type	Facility Rented	Rental	Parking	Food	Alcohol	*2023	2022
RV Park	RV Sites	RV Park	\$69,399.00				\$69,399.00	\$103,689.43
Renovation Carismatica	Hispanic Church Services	Garrett, Kraft & Parents	\$10,801.30		\$800.00		\$11,601.30	\$9,285.00
Management of SR Vet's	Facility Management	Vet's Building	\$10,000.00				\$10,000.00	\$10,000.00
Redwood Gospel Mission	Annual Great Thanksgiving	Grace, Showcase	\$8,343.75				\$8,343.75	\$5,793.50
County of Sonoma Emergency	COVID-19 Trailers (Storage of	Ball Park	\$7,800.00				\$7,800.00	\$31,500.00
Homescape Events	Holiday Gift Extravaganza	Garrett	\$6,350.00	\$480.00			\$6,830.00	\$16,876.18
Tayman Park Golf Group	Golf Course	Golf Course	\$6,722.61				\$6,722.61	\$6,475.69
Norcal Golden Retriever Club	Dog Agility	Lyttle Cow Palace	\$4,481.25	\$1,374.00			\$5,855.25	\$7,095.00
Private Event	Baptism	Showcase Café	\$3,545.50			\$270.00	\$3,815.50	\$3,346.49
Sonoma Marin Rush Riders	Horse Show	Chris Beck Arena	\$2,988.13		\$228.07		\$3,216.20	
Private Event	Celebration of Life	Saralee Barn	\$2,937.25			\$52.00	\$2,989.25	
Wine Competitions Production &	Harvest Challenge	Saralee Barn	\$2,893.75				\$2,893.75	\$3,391.00
Extreme Food & Beverage	On Grounds RV/Storage	RV Lot behind Racing	\$2,875.00				\$2,875.00	
Verizon	Telcom Site	Lower Barn Area	\$2,575.00				\$2,575.00	\$2,500.00
Golden State Gay Rodeo	Barrel Racing	Lyttle Cow Palace	\$1,971.00				\$1,971.00	\$820.50
Empire Sports Car Association	Autocross	Portion of B-Lot	\$1,587.50				\$1,587.50	
North Bay Carmart, LLC	Carmart	Brookwood Lot	\$1,523.25				\$1,523.25	\$1,833.35
SRMT	Motorcycle Training	Brookwood Lot	\$1,284.00				\$1,284.00	\$1,712.00
San Francisco Bay Weimarner Club	FCAT	Portion of Carnival Lot	\$1,250.00				\$1,250.00	
City of Santa Rosa	SRPD Training	Hall of Flowers	\$1,000.00				\$1,000.00	
Chevento Mobile Window Tinting	Window Tinting	Brookwood Lot	\$500.00				\$500.00	\$500.00
**Revenue from 2022 Events not returning in 2023								
							\$154,032.36	\$259,444.08
							2021	\$253,348.23

*Gross Revenue includes security and insurance, which are reimbursed expenses

**Mexican Dance \$35,697.94; Marmot \$13,398; American Supercamp \$4,320 & Redwood Country Cloggers \$1,310



Interim Events

December 1, 2023 thru January 31, 2024
(Prepared for December 19, 2023 Full Board Meeting)

DECEMBER

- 1-31 - Empty COVID Trailer Storage (Ball Park)
- 2 – Ignite Martial Arts (Saralee Barn)
- 2-3 – The Bay Team Dog Agility (Lyttle Cow Palace)
- 5 – SRPD Drone Training (HOF)
- 5-31 – *Animal Boarding (Fur & Feathers and Double Letter Barns)*
- 8 – Dan Berger’s International Wine Competition (Showcase Café)
- 9 – Quinceañera (Finley Hall)
- 9 – Z R Entertainment Mexican Concert/Dance (Grace Pavilion)
- 13 – Golden State Gay Rodeo Assn-BAC Barrel Racing (Lyttle Cow Palace)
- 15 – Crozat Family Foundation Car Giveaway – 10th Anniversary (Garrett Building)
- 16 – So Ho Ho Holiday Market (Grace Pavilion)
- 16-17 – Vizsla Dog Agility (Lyttle Cow Palace)
- 17 – SCF Staff Holiday (Showcase Café)
- 26 – Recology Christmas Tree Recycling Drop-off (B-Lot)

Car Mart, Chevento Mobile Window Tinting, Motorcycle Training & Golf Course

JANUARY

- 1-16 – Recology Christmas Tree Recycling Drop-off (B-Lot)
- 6 – CA Deer Assn. Annual Banquet (Grace Pavilion/Showcase Kitchen)
- 9 – Board of Supervisors Annual Meeting (Saralee Barn)
- 10 – Golden State Gay Rodeo, Barrel Racing Practice (Lyttle Cow Palace)
- 13 – Schafer’s ATA Martial Arts Tournament (Grace Pavilion)
- 13 – Quinceañera (Saralee Barn)
- 13-15 – The Bay Team Dog Agility (Lyttle Cow Palace)
- 17 – CA Land Stewardship Climate Conference (Saralee Barn)
- 20 – Nor Cal Cup Cheer Competition (Grace Pavilion)
- 20 – Wedding (Garrett)
- 20-21 – International Dog Shows (Lyttle Cow Palace)
- 24 – Golden State Gay Rodeo, Barrel Racing Practice (Lyttle Cow Palace)
- 27 – Sonoma County Livestock Judging Contest-4H/FFA (Lyttle Cow Palace & Sheep Ring)
- 24-25 – County Exams (Finley)

Car Mart, Chevento Mobile Window Tinting, Motorcycle Training & Golf Course

Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT

	11/30/2023 Calendar YTD	11/30/2022 Calendar YTD	10/31/2023 Calendar YTD
ASSETS			
Current Assets			
Cash in Bank and Treasury	8,304,535	9,016,789	8,345,358
Accounts Receivable, Net	121,464	388,342	501,209
Racing Settlement Receivable	27,430	29,060	27,430
Other Current Assets	42,597	(12,703)	40,946
Total Current Assets	8,496,026	9,421,487	8,914,943
Property & Equipment, Net	8,314,174	8,412,457	8,304,728
Construction in Progress	1,290,821	564,711	1,291,020
Total Property & Equipment, Net of Depreciation	9,604,995	8,977,168	9,595,747
Other Assets			
Restricted Cash	86,423	120,904	86,423
Due From/Due (To) County for Vet's	9,635	42,729	(14,717)
GASB 68 Deferred Outflow of Resources	531,524	388,392	531,524
GASB 75 Deferred Outflow of Resources	143,665	227,163	143,665
Total Other Assets	771,248	779,189	746,896
TOTAL ASSETS	18,872,269	19,177,844	19,257,587
LIABILITIES AND EQUITY			
Current Liabilities			
Accounts Payable			5,000
Accrued Expenses	1,135,046	834,088	1,086,258
Racing Payable	98,282	90,018	98,182
Purses Paid - (Over)/Under	(259,072)	(123,231)	(259,072)
Other Short Term Liabilities		165	
Deferred Income	178,581	306,447	179,881
Total Current Liabilities	1,152,836	1,107,488	1,110,249
Long Term Liabilities			
Long Term Note			
GASB 68 Deferred Inflow of Resources	1,471,472	692,692	1,471,472
GASB 68 Net Pension Liability	(248,672)	727,608	(248,672)
GASB 75 Deferred Inflow of Resources	599,027	329,461	599,027
GASB 75 Net Pension Liability	592,416	1,070,384	592,416
Total Long Term Liabilities	2,414,243	2,820,145	2,414,243
NET ASSETS			
Investment in Capital Assets	8,317,970	8,241,122	8,317,970
Restricted for Scholarships	73,968	73,968	73,968
Restricted for Junior Livestock Auction	180,068	159,248	180,068
Other Restricted	86,435	120,916	86,435
Retained Earnings - Unrestricted	5,878,324	4,498,082	5,878,324
GASB 68 Prior Period Adjustment			
Profit/(Loss) Current Year	768,424	2,156,874	1,196,329
TOTAL LIABILITIES AND EQUITY	18,872,269	19,177,844	19,257,587

Sonoma County Fair & Exposition, Inc
Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year PTD	Variance vs prior year
Revenue					
Admissions	2,180,693	2,148,786	31,907	1,811,458	369,235
Parking	704,099	539,000	165,099	377,922	326,177
Commercial Space	324,126	225,000	99,126	207,665	116,461
Carnival	820,814	800,000	20,814	802,972	17,843
Concessions	1,422,294	1,420,000	2,294	1,371,788	50,506
Exhibits	120,899	93,750	27,149	71,114	49,785
Racing	1,076,500	1,077,600	(1,100)	1,040,503	35,997
Attractions	227,575	226,920	655	185,420	42,156
Sponsorships	432,042	392,000	40,042	332,920	99,122
VIP Tent	28,137	33,000	(4,864)	33,602	(5,466)
Miscellaneous	66,307	76,000	(9,693)	59,913	6,394
Total Fair Revenue	7,403,487	7,032,056	371,431	6,295,276	1,108,211
Expense					
Labor and Benefits	1,198,175	1,343,151	144,977	1,121,345	(76,830)
Advertising & Publicity	341,473	275,500	(65,973)	246,005	(95,467)
Attendance	477,248	436,500	(40,748)	417,852	(59,396)
Premium	268,828	280,000	11,172	236,434	(32,394)
Hall of Flowers	289,651	295,000	5,349	124,685	(164,966)
Exhibits	171,249	192,300	21,051	180,951	9,702
Commerical/Concessions Exhibits	2,157	5,000	2,843	3,016	860
Racing	665,169	568,250	(96,919)	560,413	(104,756)
Attractions	697,971	696,000	(1,971)	662,783	(35,187)
Miscellaneous	5,994	5,300	(694)	4,182	(1,812)
VIP Tent	31,434	33,000	1,566	31,621	188
RV Park - Fair - Contract Services	64,649	101,500	36,851	109,247	44,597
Total Expense	4,213,997	4,231,501	17,505	3,698,534	(515,462)
Fair Income/(Loss)	3,189,491	2,800,555	388,936	2,596,742	592,749

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
 Jockey Club Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Harvest Fair

DRAFT - UNAUDITED

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year YTD	Variance vs prior year
Cost Recovered Harvest Fair	37,724	61,543	(23,819)	54,477	(16,754)
Total Revenue	37,724	61,543	(23,819)	54,477	(16,754)
Expense					
Admin Wages and Benefits	465	3,000	2,535	0	(465)
Publicity Wages and Benefits	0	-	0	0	0
Maintenance Wages and Benefits	6,886	10,000	3,114	21,510	14,623
Interim Wages and Benefits	4,090	11,038	6,948	2,467	(1,623)
Exhibits Wages and Benefits	5,847	3,000	(2,847)	0	(5,847)
Attendance Wages and Benefits	12,435	26,505	14,070	21,700	9,266
Attractions Wages and Benefits	0	-	0	0	0
Miscellaneous	8,000	8,000	0	8,800	800
Total Expenses	37,724	61,543	23,819	54,477	16,754
Harvest Fair Income(Loss)	0	0	0	0	(0)

Sonoma County Fair & Exposition, Inc
General & Administrative Expenses

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

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

	11/30/2023 Actual YTD	11/30/2023 Budget YTD	Variance vs budget	11/30/2022 Prior Year YTD	Variance vs prior year
Salaries					
Fair					
Hall of Flowers	84,438	76,000	(8,438)	81,662	(2,776)
Publicity	356	10,000	9,644	55	(301)
Parking	94,603	111,563	16,960	82,242	(12,361)
Admissions	71,655	69,246	(2,409)	56,262	(15,393)
Exhibits - Temp	159,570	182,000	22,430	156,630	(2,940)
Exhibits - Perm	202,272	180,769	(21,503)	141,506	(60,766)
Attractions	33,588	34,750	1,162	23,785	(9,803)
Concessions Auditor	4,898	9,500	4,602	2,263	(2,636)
Racing	279,352	378,400	99,048	364,141	84,789
Total Salaries	930,733	1,052,228	121,495	908,546	(22,187)
Health Benefits					
Fair					
Exhibits - Perm	27,265	33,201	5,936	11,667	(15,598)
Racing	29,258	21,000	(8,258)	20,010	(9,247)
Total Health Benefits	56,522	54,201	(2,321)	31,677	(24,845)
FICA, Medicare & Workers Comp					
Fair					
Hall of Flowers	9,943	9,234	(709)	9,824	(119)
Publicity	42	1,215	1,173	7	(35)
Parking	11,140	13,555	2,416	9,665	(1,475)
Admissions	7,912	9,264	1,352	6,783	(1,129)
Exhibits	40,514	39,475	(1,039)	29,601	(10,913)
Attractions	3,990	4,222	232	2,830	(1,161)
Racing	27,485	39,500	12,015	38,239	10,753
Total Workers Comp & Payroll Taxes	101,026	116,465	15,439	96,946	(4,079)
TOTAL	1,088,281	1,222,894	134,613	1,037,169	(51,112)
Retirement, UE Insur, Other					
Fair					
Hall of Flowers	2,858	4,712	1,854	3,197	339
Publicity	22	620	598	3	(19)
Parking	4,243	6,917	2,674	3,681	(562)
Admissions	6,577	6,882	305	5,026	(1,551)
Exhibits - Perm	71,077	73,126	2,049	45,452	(25,625)
Attractions	-	-	-	-	-
Racing	25,115	28,000	2,885	26,814	1,699
Total Retirement & Other Benefits	109,894	120,257	10,364	84,175	(25,718)

CASH EXPENDITURES

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

Open Invoices over 30 dpd with Aging Group

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

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

229,028.89

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

Budget Worksheet

G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Fair Revenue											
41000 Admissions	1,499,502	1,612,041	1,564,915	-	799,345	1,819,700	2,148,786	2,180,693	-	2,180,693	2,295,332
41500 Commercial Space	398,177	403,719	355,784	-	92,155	207,665	225,000	324,126	-	324,126	325,500
42000 Carnival	722,179	738,196	712,319	-	532,387	802,972	800,000	820,814	-	820,814	821,000
42000 Concessions	1,114,556	1,163,306	1,180,790	31,899	478,312	1,371,788	1,420,000	1,422,294	-	1,422,294	1,470,000
43000 Exhibits	88,415	88,394	81,233	19,660	144,342	71,114	93,750	120,668	-	120,668	106,735
45000 Racing	1,416,845	1,095,401	1,071,393	950,892	1,062,844	1,120,845	1,077,600	1,076,500	-	1,076,500	1,296,900
46000 Attractions	186,820	189,549	185,442	-	-	185,420	226,920	227,575	-	227,575	423,661
47000 VIP Tent	30,252	29,100	28,560	-	-	25,360	33,000	28,137	-	28,137	-
47000 Sponsorships	463,515	404,260	385,693	15,166	130,720	352,920	392,000	432,042	-	432,042	510,000
47000 Parking	427,986	459,304	438,536	-	193,182	377,922	539,000	704,099	-	704,099	812,935
47000 Miscellaneous	76,802	67,552	88,288	-	6,190	59,913	76,000	66,307	-	66,307	71,000
Total Fair	6,425,050	6,250,823	6,092,952	1,017,617	3,439,478	6,375,618	7,032,056	7,403,255	-	7,403,255	8,133,063
Interim Revenue											
Building Rental	824,271	706,518	695,028	360,571	627,991	600,237	677,735	404,398	237,358	641,756	773,989
Facility Rental	276,925	226,970	532,946	866,247	636,506	776,513	608,183	647,865	77,547	725,412	229,418
Long Term Rentals	102,477	78,414	55,754	40,902	92,492	121,196	126,286	106,482	20,657	127,139	126,802
RV Park	825,547	2,306,750	1,612,782	1,374,674	1,492,912	1,511,995	1,582,294	865,676	272,435	1,138,111	1,096,880
Equipment Rental	160,687	176,069	193,962	47,770	52,899	136,025	142,463	140,552	13,936	154,488	142,783
Parking Revenues	374,209	385,606	350,845	37,491	87,188	251,452	292,786	262,843	42,348	305,191	360,162
Utility Reimbursement	5,282	3,022	3,411	2,588	742	911	-	2,091	-	2,091	1,896
Costs Recovered	81,479	89,209	76,185	22,190	234,071	55,780	700	61,293	-	61,293	67,291
Concessions	475,476	543,162	480,638	20,191	107,241	410,996	537,581	404,582	54,337	458,919	418,918
Other Revenues	255,969	304,796	310,049	8,941	193,328	300,376	208,934	112,365	52,331	164,696	108,866
Total Interim	3,382,323	4,820,515	4,311,599	2,783,564	3,525,370	4,165,479	4,176,962	3,008,148	770,949	3,779,097	3,327,005
Operating Revenue											
Golf Course											
Satellite Wagering	379,410	392,142	373,881	265,756	230,061	72,000	130,000	600	44,000	44,600	-
Harvest Fair	136,868	104,052	56,900	15,386	15,632	54,477	61,543	36,073	1,651	37,723	39,200
Miscellaneous Non-Fair	152,287	61,077	57,169	637,906	2,325,311	660,976	46,000	118,458	7,710	126,168	56,000
Prior Year Revenue Adjustments	56,422	258,024	51,717	154,284	85,005	99,310	-	37,413	-	37,413	-
Total Operating Revenue	10,532,360	11,886,633	10,944,217	4,874,513	9,620,857	11,427,660	11,446,561	10,603,947	824,310	11,428,256	11,555,268
Capital Contribution											
Total Revenue	11,081,386	11,886,633	11,069,786	5,242,028	9,825,616	11,620,231	12,196,561	11,267,221	824,310	12,091,531	11,555,268

Sonoma County Fair & Exposition, Inc
Expense Summary

Budget Worksheet

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

Sonoma County Fair
Fair Revenues (Racing On Racing Page)

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

Budget Worksheet

G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Publicity Wages & Benefits											
Salaries & Wages - Temporary											
50013-20-10 Salaries & Wages Temp. - Overtime	-	1,838	2,773	-	-	-	-	-	-	-	-
50020-20-10 Salaries & Wages Temporary	40,973	27,675	35,866	4,026	-	55	10,000	356	-	356	10,000
Total Salaries & Wages - Temporary:	40,973	29,513	38,639	4,026	-	55	10,000	356	-	356	10,000
Payroll Taxes											
55000-20-10 FICA/Medicare	3,134	2,258	2,996	308	-	4	765	27	-	27	770
55070-20-10 Unemployment Insurance Publicity	899	910	699	250	-	3	620	22	-	22	620
Total Payroll Taxes	4,024	3,168	3,695	558	-	8	1,385	49	-	49	1,390
Employee Benefits - Employer's Share											
55080-20-10 Sick Pay - Temporary	-	-	528	-	-	-	-	-	-	-	-
Worker's Compensation Insurance											
55020-20-10 Workers Comp Insurance	1,690	1,217	1,616	166	-	2	450	15	-	15	460
Total Wages & Benefits	46,686	33,898	44,477	4,750	-	65	11,835	420	-	420	11,850
Professional Services (Contractual)											
56000-20-10 Contract Services - Publicity	1,827	28,780	3,338	3,000	4,088	9,850	18,000	1,850	-	1,850	18,000
56001-20-10 Contract Services - Publicity TT	-	-	-	-	-	-	-	-	-	-	-
65060-20-10 Agency Services-Graphics	3,358	152	-	-	-	-	-	-	-	-	-
Total Professional Contract Services	5,185	28,932	3,338	3,000	4,088	9,850	18,000	1,850	-	1,850	18,000
Supplies and Expense											
62010-20-10 Postage	-	-	-	-	-	-	-	-	-	-	-
62030-20-10 Supplies - Publicity	583	1,030	2,577	560	1,615	6,683	9,000	5,287	-	5,287	9,000
62031-20-10 Office Supplies	945	37	-	-	-	-	-	-	-	-	-
62034-20-10 Supplies - Publicity	2,898	3,574	5,970	636	876	4,574	-	2,024	-	2,024	-
65065-20-10 Sponsorship Expenses	3,142	10,882	8,505	625	220	13,473	5,000	90,121	-	90,121	5,000
73030-20-10 Special Repairs & Equipment	-	-	-	-	-	-	-	-	-	-	-
Total Supplies & Expense	7,568	15,523	17,053	1,821	2,711	24,730	14,000	97,432	-	97,432	14,000
Advertising											
62032-20-10 Advertising - Funbook	2,000	3,085	2,641	-	-	-	-	-	-	-	-
65010-20-10 Media - Radio	52,454	49,972	45,016	-	12,307	27,355	21,000	15,691	-	15,691	26,000
65015-20-10 Media - Television	-	-	-	-	-	-	-	-	-	-	-
65020-20-10 Media - Print	30,295	39,591	35,500	550	12,848	8,608	11,000	5,035	-	5,035	16,000
65025-20-10 Media - Outdoor	12,389	12,819	16,334	-	8,545	23,198	24,000	25,239	-	25,239	24,000
65030-20-10 Multi-Media Advertising	34,111	25,460	33,933	5,992	18,867	59,652	62,000	66,114	-	66,114	72,000
65035-20-10 Public Relations	-	-	-	-	-	-	-	-	-	-	-
65040-20-10 Media - Production	6,400	6,300	7,100	-	150	6,200	8,000	2,280	-	2,280	8,000
65050-20-10 Poster Art & Production	463	506	517	-	-	436	500	-	-	-	500
65055-20-10 Schedule of Events	3,943	3,954	4,086	-	1,765	3,418	4,000	-	-	-	4,000
65075-20-10 Newsletter	-	-	-	-	-	-	-	-	-	-	-
65078-20-10 Pre-Fair Events - Publicity	9,729	8,189	8,805	-	-	-	-	-	-	-	-
65080-20-10 Fair Guide	59,204	56,194	59,348	-	-	27,845	58,000	77,456	-	77,456	58,000
65085-20-10 Website	6,628	4,721	12,279	1,826	6,306	16,996	-	6,282	-	6,282	-
Total Advertising	217,615	210,791	225,560	8,368	60,787	173,708	188,500	198,097	-	198,097	208,500
Other VIP Patio - Directors' Room											
65070-20-10 Directors Room	44,574	44,980	53,375	6	-	48,271	55,000	40,912	-	40,912	55,000
Total Publicity Expense	321,628	334,124	343,802	17,944	67,586	256,624	287,335	338,711	-	338,711	307,350

Sonoma County Fair
Attendance Operations Expense

Budget Worksheet

G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Wages and Benefits											
Salaries and Wages - Temporary											
50013-30-10	-	3,624	5,749	-	-	-	9,100	10,912	-	10,912	10,685
50040-30-10	8,063	8,197	3,275	-	5,122	2,263	9,500	4,898	-	4,898	5,000
50070-30-10	64,401	49,037	51,229	-	30,204	55,339	57,646	52,581	-	52,581	63,668
Total Salaries & Wages - Temporary	72,463	60,859	60,252	-	35,326	57,602	76,246	68,390	-	68,390	79,353
Payroll Taxes											
55000-30-10	5,543	5,493	4,609	-	2,702	4,407	5,833	5,140	-	5,140	6,070
55070-30-10	3,882	3,669	3,713	-	2,151	3,552	4,727	4,166	-	4,166	4,920
Total Payroll Taxes	9,426	9,162	8,323	-	4,853	7,958	10,560	9,306	-	9,306	10,990
Employee Benefits - Employer's Share											
55080-30-10	-	66	-	-	-	-	-	-	-	-	-
Worker's Compensation Insurance											
55020-30-10	2,989	2,513	2,485	-	1,457	2,376	3,431	2,772	-	2,772	3,570
55021-30-10	-	-	-	-	-	-	-	-	-	-	-
Total Workers Compensation Insurance	2,989	2,513	2,485	-	1,457	2,376	3,431	2,772	-	2,772	3,570
Total Wages & Benefits	84,878	72,600	71,060	-	41,636	67,937	90,237	80,468	-	80,468	93,913
Professional Services (Contractual)											
56000-30-10	5,546	6,513	839	-	15,045	5,245	29,000	6,195	-	6,195	7,000
56020-30-10	92,718	91,842	95,000	-	105,196	76,305	85,000	104,330	-	104,330	97,300
56021-30-10	112,187	140,678	153,791	-	89,517	209,375	185,000	236,917	-	236,917	206,200
56022-30-10	5,474	5,802	5,563	-	5,168	6,250	7,000	6,941	-	6,941	7,500
56023-30-10	20,946	21,700	22,066	-	17,367	16,079	19,000	20,439	-	20,439	22,000
56024-30-10	15,031	11,827	10,877	-	5,080	9,234	11,000	14,170	-	14,170	16,000
56025-30-10	6,749	7,714	3,696	-	4,300	3,150	4,000	5,070	-	5,070	5,500
Total Professional Services (Contractual)	258,651	286,075	291,832	-	241,672	325,638	340,000	394,061	-	394,061	361,500
Supplies and Expense											
62030-30-10	2,808	1,490	593	20	1,940	26,055	10,000	23,972	-	23,972	13,900
62031-30-10	12,197	8,938	10,531	-	-	11,908	13,000	11,106	-	11,106	12,220
62032-30-10	93	406	949	382	110	-	-	-	-	-	-
62050-30-10	14,802	11,235	9,128	3,491	11,129	5,077	6,500	5,755	-	5,755	9,080
62051-30-10	6,712	7,365	289	-	-	-	6,000	-	-	-	3,000
62052-30-10	669	1,092	760	-	-	-	1,000	-	-	-	1,000
72050-30-10	6,826	6,083	6,468	-	8,718	39,651	39,000	42,354	-	42,354	17,561
Total Supplies and Expense	44,107	36,610	28,718	3,893	21,897	82,690	75,500	83,187	-	83,187	56,761
Equipment Rental											
72051-30-10	-	-	-	-	-	-	-	-	-	-	13,520
72052-30-10	9,080	9,080	9,080	-	6,840	11,246	21,000	-	-	-	-
72053-30-10	-	-	-	-	-	-	-	-	-	-	10,045
72054-30-10	-	-	-	-	-	-	-	-	-	-	-
73030-30-10	-	-	-	-	-	-	-	-	-	-	8,815
Total Equipment Rental	9,080	9,080	9,080	-	6,840	11,246	21,000	-	-	-	32,380
Total Attendance Expense	396,716	404,365	400,690	3,893	312,046	487,511	526,737	557,716	-	557,716	544,554

Budget Worksheet

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

Sonoma County Fair
Hall of Flowers Expense

Budget Worksheet

G/L #	2017		2018		2019		2020		2021		2022		Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
	Actual YTD	YTD	Actual YTD	YTD	Actual YTD	YTD	Actual YTD	YTD	Actual YTD	YTD	Actual YTD	YTD					
Hall of Flowers Wages & Taxes																	
50013-55-10	-	-	66	-	495	-	-	-	-	-	-	-	-	1,630	-	1,630	-
50075-55-10	65,136	49,372	49,372	70,753	70,753	-	-	-	-	-	81,662	81,662	76,000	82,808	-	82,808	78,000
Total Salaries & Wages - Temporary:	65,136	49,438	71,248	-	-	-	-	-	-	-	81,662	81,662	76,000	84,438	-	84,438	78,000
Payroll Taxes																	
55000-55-10	4,983	3,782	5,450	-	6,382	-	-	-	-	-	6,382	6,382	5,814	6,460	-	6,460	5,970
55070-55-10	2,907	2,185	2,787	-	3,197	-	-	-	-	-	3,197	3,197	4,712	2,858	-	2,858	4,840
Total Payroll Taxes	7,890	5,967	8,237	-	9,580	-	-	-	-	-	9,580	9,580	10,526	9,318	-	9,318	10,810
Worker's Compensation Insurance																	
55020-55-10	2,687	2,039	2,939	-	3,441	-	-	-	-	-	3,441	3,441	3,420	3,483	-	3,483	3,510
Total Hall of Flowers Wages & Benefits:	75,713	57,444	82,424	-	94,683	-	-	-	-	-	94,683	94,683	89,946	97,239	-	97,239	92,320
Hall of Flowers Design																	
56090-55-10	77,000	72,000	72,000	12,000	12,000	-	-	-	-	-	60,000	60,000	75,000	89,950	-	89,950	75,000
Hall of Flowers Contracts																	
56095-55-10	-	-	-	-	-	-	-	-	-	-	-	-	150,000	146,000	-	146,000	-
Hall of Flowers Materials																	
60090-55-10	67,747	61,317	44,656	-	64,685	-	-	-	-	-	64,685	64,685	70,000	53,701	-	53,701	60,000
Total Hall of Flowers Expense	220,460	190,760	199,081	12,000	219,368	-	-	-	-	-	219,368	219,368	384,946	386,890	-	386,890	227,320

Sonoma County Fair
Miscellaneous Fair Expense

Budget Worksheet

G/L #	2017		2018		2019		2020		2021		2022		Adopted Budget 2023	Actual YTD 2023-10		Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024	
	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD	Actual YTD							
Wages and Benefits																			
Parking Lot - Salaries and Wages - Temporary																			
50030-10-10	64,048	54,662	66,380	-	9,163	81,989	-	-	-	-	-	68,443	93,158	68,443	-	-	68,443	79,298	
50013-10-10	-	6,411	14,470	-	31,025	253	-	-	-	-	-	26,160	18,405	26,160	-	-	26,160	29,321	
55000-10-10	4,900	4,672	6,185	-	3,074	6,272	-	-	-	-	-	7,237	8,535	7,237	-	-	7,237	8,310	
55070-10-10	3,404	3,446	4,306	-	2,155	3,681	-	-	-	-	-	4,243	6,917	4,243	-	-	4,243	6,730	
55020-10-10	2,642	2,519	3,335	-	1,658	3,392	-	-	-	-	-	3,902	5,020	3,902	-	-	3,902	4,890	
	74,994	71,710	94,676	-	47,074	95,588	-	-	-	-	-	109,986	132,035	109,986	-	-	109,986	128,549	
Sponsorships																			
65065-10-10	3,674	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Fair Merch/Misc																			
62051-10-10	3,105	2,670	3,571	131	-	2,442	-	-	-	-	-	1,272	3,500	1,272	-	-	1,272	2,000	
66090-80-10	-	-	-	-	-	-	-	-	-	-	-	2,708	-	2,708	-	-	2,708	-	
	3,105	2,670	3,571	131	-	2,442	-	-	-	-	-	3,979	3,500	3,979	-	-	3,979	2,000	
VIP Tent																			
65066-10-10	41,728	27,488	16,981	-	-	30,445	-	-	-	-	-	31,434	33,000	31,434	-	-	31,434	-	
Convenience Fees																			
66065-10-10	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fair Misc. - Cattle Drive / Parking Supplies / Other																			
67030-10-10	-	-	1,570	71	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,000
Commercial Exhibits & Concessions																			
60150-10-10,	21,302	10,556	11,776	60	4,199	4,756	-	-	-	-	-	4,172	6,800	4,172	-	-	4,172	10,850	
67015-70-70	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Vets Lot Parking																			
72045-50-10	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fair Special Event																			
67040-10-10	-	-	12,811	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Volunteer Coordinator																			
56002-10-10	400	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Contract Services - RV Park - Fair																			
56000-10-10	30,975	33,989	49,387	13,890	25,800	109,247	-	-	-	-	-	71,649	105,000	64,649	7,000	-	71,649	99,000	
Contract Services - Vendor Coordinator and Auditor																			
	176,178	146,413	190,772	14,152	77,073	242,478	-	-	-	-	-	214,220	280,335	214,220	7,000	-	221,220	245,399	
Total Misc Fair Expense																			

Sonoma County Fair
Racing Revenue & Expense

Budget Worksheet

G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Racing Admissions											
45110-60-10	44,870	39,451	40,423	-	-	31,665	41,000	28,477	-	28,477	30,000
45120-60-10	985	925	875	-	-	793	2,100	2,286	-	2,286	3,000
45130-60-10	49,806	55,190	51,856	-	-	79,496	53,000	83,354	-	83,354	85,000
45140-60-10	19,370	9,273	13,508	-	-	4,056	8,500	7,436	-	7,436	8,000
45150-60-10	6,980	2,530	3,580	-	-	6,480	6,500	6,830	-	6,830	7,000
45320-60-10	-	-	-	-	-	-	-	-	-	-	-
Total Racing Admissions	122,011	107,369	110,242	-	-	122,490	111,100	128,383	-	128,383	133,000
Track Commissions											
45200-60-10	1,205,903	940,384	901,495	942,841	1,062,844	923,793	925,000	802,349	-	802,349	1,122,400
45355-60-10	28,766	-	-	-	-	-	-	-	-	-	-
48810-60-10	324	-	12,915	8,051	-	33,335	-	112,681	-	112,681	-
Total Track Commissions	1,234,993	940,384	914,410	950,892	1,062,844	957,128	925,000	915,030	-	915,030	1,122,400
Program Sales											
45330-60-10	46,836	36,912	36,206	-	-	29,625	30,000	21,453	-	21,453	27,500
45340-60-10	11,399	9,352	8,520	-	-	9,452	9,500	9,913	-	9,913	12,000
Programs/Forms	58,234	46,263	44,726	-	-	39,077	39,500	31,365	-	31,365	39,500
Other											
45350-60-10	1,607	1,385	2,016	-	-	2,149	2,000	1,723	-	1,723	2,000
Total Racing Revenue	1,416,845	1,095,401	1,071,393	950,892	1,062,844	1,120,845	1,077,600	1,076,500	-	1,076,500	1,296,900
Horse Racing Wages & Benefits											
Salaries and Wages (Non Pari-Mutuel)											
50013-60-10	-	3,498	8,896	315	-	1,409	2,500	8,163	-	8,163	1,000
51000-60-10	32,627	24,682	23,295	-	-	23,530	24,600	28,836	-	28,836	41,000
51010-60-10	12,635	9,081	8,685	-	-	3,805	3,800	4,032	-	4,032	6,000
51020-60-10	89,089	59,273	57,116	-	-	52,160	56,000	54,050	-	54,050	72,000
51030-60-10	48,061	51,289	61,957	8,957	9,217	89,483	80,000	15,871	6,000	21,871	60,000
51080-60-10	171,251	125,926	137,395	-	-	158,374	150,000	130,193	-	130,193	173,000
56001-60-10	-	-	-	-	-	-	-	-	-	-	-
Total Wages (Non Pari-Mutuel)	353,662	273,750	297,344	9,272	9,217	328,761	316,900	241,145	6,000	247,145	353,000
Salaries and Wages (Pari-Mutuel)											
51040-60-10, 6830	69,296	47,123	72,921	-	-	40,320	65,000	46,137	-	46,137	65,000
Employee Benefits											
55050-60-10	62,154	60,595	48,608	15,835	819	20,010	21,000	29,218	-	29,218	45,000
55060-60-10	26,066	21,736	21,636	-	-	11,177	11,000	11,168	-	11,168	18,000
Total Employee Benefits	88,220	82,331	70,244	15,835	819	31,187	32,000	40,386	-	40,386	128,000
Payroll Taxes											
55000-60-10	32,254	24,614	22,784	719	705	25,150	26,000	17,857	550	18,407	27,000
55070-60-10	24,734	15,405	16,327	553	553	15,867	17,000	13,889	-	13,889	21,890
Total Payroll Taxes	56,989	40,019	39,111	1,272	1,258	41,017	43,000	31,746	550	32,296	48,890
Employee Benefits - Employer's Share											
55080-60-10	-	48	408	120	-	-	-	-	-	-	-
Worker's Compensation Insurance											
55020-60-10	17,392	12,729	12,285	387	380	13,561	14,000	9,629	400	10,029	15,890
Total Racing Wages & Benefits	585,559	456,000	492,313	26,866	11,675	454,847	470,900	369,042	6,950	375,992	545,780
Professional Services (Contractual) - Racing											
56000-60-10	93,355	88,143	108,303	650,047	777,333	172,113	120,000	140,208	22,500	162,708	200,000

Sonoma County Fair
Fair Entertainment Expense (Attractions Expense)

Budget Worksheet

G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	Remaining Budget 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
Attractions/Entertainment Wages & Benefits											
Salaries & Wages - Temporary											
52000-80-10	-	-	-	-	-	-	-	-	-	-	-
52010-80-10	34,392	31,016	33,904	-	-	23,785	31,850	29,750	-	29,750	39,624
50013-80-10	-	1,037	1,368	-	-	-	2,900	3,838	-	3,838	3,788
Total Salaries & Wages - Temporary:	34,392	32,053	35,272	-	-	23,785	34,750	33,588	-	33,588	43,412
Attractions Payroll Taxes											
55000-80-10	2,642	2,460	2,698	-	-	1,849	2,658	2,286	-	2,286	3,320
55070-80-10	2,141	1,943	2,187	-	-	1,475	2,155	2,411	-	2,411	2,690
Total Attractions Payroll Taxes	4,784	4,403	4,885	-	-	3,323	4,813	4,697	-	4,697	6,010
Employee Benefits - Employer's Share											
55080-80-10	147	107	-	-	-	-	-	-	-	-	-
Attractions Worker's Compensation Insurance											
55020-80-10	1,425	1,327	1,455	-	-	981	1,564	1,704	-	1,704	1,940
Total Wages & Benefits	40,747	37,890	41,612	-	-	28,089	41,127	39,989	-	39,989	51,362
Community Theater Expenses											
56001-80-10	-	32,962	26,996	-	-	24,652	22,500	20,900	-	20,900	19,000
56002-80-10	-	7,500	7,500	-	-	-	7,500	-	-	-	-
56003-80-10	-	2,075	1,460	-	-	-	1,500	-	-	-	-
56004-80-10	-	-	14,882	-	-	-	-	-	-	-	10,000
56005-80-10	-	24,895	29,438	-	-	26,930	30,000	23,000	-	23,000	10,000
56006-80-10	-	29,763	14,882	-	-	29,763	35,000	45,765	-	45,765	66,500
56015-80-10	-	3,778	4,635	-	-	-	5,000	-	-	-	20,000
62032-80-10	338	822	1,834	-	-	-	1,500	-	-	-	6,000
66060-80-10	-	-	144,870	-	-	171,078	140,000	146,141	-	146,141	75,000
66068-80-10	3,386	17,563	14,959	-	-	2,998	10,000	2,154	-	2,154	-
72051-80-10	3,724	119,358	261,454	-	-	255,421	253,000	237,960	-	237,960	18,601
Total Community Theater Expenses	268,754	216,116	246,307	-	-	50,211	266,000	288,710	-	288,710	337,610
Grounds Entertainment Expenses											
66050-80-10	205,745	154,192	172,629	-	-	175,171	175,000	183,410	-	183,410	224,000
56000-80-10	48,911	45,970	42,185	-	45,080	60,649	63,000	71,886	-	71,886	83,610
72030-80-10	14,098	15,954	31,493	-	5,131	20,849	28,000	33,415	-	33,415	30,000
72040-80-10	-	-	-	-	-	-	-	-	-	-	-
73030-80-10	-	-	-	-	-	-	-	-	-	-	-
Total Grounds Entertainment Expenses	268,754	216,116	246,307	-	-	256,669	266,000	288,710	-	288,710	337,610
General Supplies & Expense											
62030-80-10	35,669	25,933	21,921	438	472	20,790	15,000	32,576	-	32,576	25,000
62031-80-10	803	2,282	603	360	318	3,407	3,500	1,839	-	1,839	1,000
67015-70-10	1,390	1,620	1,925	-	825	1,740	1,800	2,015	-	2,015	-
68095-50-10	-	342	-	-	-	-	-	436	-	436	500
81000-80-10	37,862	30,177	24,450	798	1,615	25,937	20,800	36,866	-	36,866	26,500
Total General Supplies & Expenses	37,862	30,177	24,450	798	1,615	25,937	20,800	36,866	-	36,866	26,500
Community Theater - DO NOT USE											
66070-80-10	273,270	142,000	-	-	-	-	-	830	-	830	-
Chris Beck Paid Shows											
66040-80-10	4,909	3,216	1,868	-	-	2,100	2,000	2,600	-	2,600	49,100
66065-80-10	102,508	101,829	109,017	-	8,745	131,016	130,000	138,482	-	138,482	97,600
Total Grandstand Acts	107,417	105,045	110,885	-	8,745	133,116	132,000	141,082	-	141,082	146,700

Sonoma County Fair
Interim Revenue & Expense

Budget Worksheet

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

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

Sonoma County Fair
Jockey Club Revenue & Expense

Budget Worksheet

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

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

Budget Worksheet

G/L #	Actual YTD 2017	Actual YTD 2018	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Actual YTD 2023-01 - 2023-10	expected yet 2023-11 - 2023-12	Projected Year End 2023	Annual Budget 2024
HARVEST FAIR REVENUE											
Cost Recovery											
48810-10-20	136,868	104,052	56,900	15,386	15,632	54,477	61,543	36,073	1,651	37,723	39,200
Total Cost Recovery	136,868	104,052	56,900	15,386	15,632	54,477	61,543	36,073	1,651	37,723	39,200
Interim Wages & Benefits											
Salaries & Wages - Permanent											
50010-10-20	15,000	15,000	10,281	-	(75)	21,510	10,000	6,886	-	6,886	7,000
50010-30-20	12,000	12,000	6,949	-	-	-	8,000	2,547	-	2,547	3,000
50010-50-20	4,000	4,000	-	-	-	-	3,000	5,847	-	5,847	6,000
50010-90-20	5,000	5,000	2,881	-	-	-	3,000	465	-	465	500
Total Allocated Wages - Permanent:	36,000	36,000	20,111	-	(75)	21,510	24,000	15,745	-	15,745	16,500
Salaries & Wages - Temporary											
50020-10-20	-	-	-	-	-	-	-	-	-	-	-
50020-20-20	-	-	-	-	-	-	-	-	-	-	-
50013-20-20	2,862	-	-	-	-	-	-	-	-	-	-
50020-30-20	-	-	-	-	-	-	-	-	-	-	-
50020-50-20	-	-	-	-	-	-	-	-	-	-	-
50013-50-20	1,561	-	-	-	-	-	-	-	-	-	-
50020-90-20	-	-	-	-	-	-	-	-	-	-	-
50030-30-20	-	-	-	-	-	-	-	-	-	-	-
50040-30-20	-	-	-	-	-	-	-	-	-	-	-
50070-30-20	-	-	-	-	-	-	-	-	-	-	-
50013-90-20	45,860	41,406	24,655	66	-	20,954	25,000	10,512	1,399	11,911	12,500
52010-80-20	-	-	-	-	-	-	-	-	-	-	-
Total Salaries & Wages - Interim Temporary	50,283	41,406	24,655	66	-	20,954	25,000	10,512	1,399	11,911	12,500
Employee Benefits - Employer's Share											
55010-xx-20, 55031	-	-	-	-	-	-	-	-	-	-	-
Total Employee Benefits - Employer's Share	-	-	-	-	-	-	-	-	-	-	-
Payroll Taxes											
55000-xx-20	4,667	4,667	-	-	-	-	-	-	-	-	-
55001-xx-20	6,180	5,501	1,886	5	-	1,603	1,913	896	107	1,003	1,100
55071-xx-20	1,965	1,704	652	4	-	747	1,505	437	87	524	550
55070-xx-20	12,811	11,871	2,538	9	-	2,350	3,418	1,333	194	1,526	1,650
Total Payroll Taxes	21,623	23,742	5,072	18	-	4,700	6,836	2,770	291	3,051	3,350
Worker's Compensation Insurance											
55020-xx-20, 5502	-	-	-	-	-	-	-	-	-	-	-
55020-xx-20, 5502	2,074	1,708	1,017	3	-	864	1,125	483	58	541	550
Total Workers Compensation Insurance:	2,074	1,708	1,017	3	-	864	1,125	483	58	541	550
Total Allocated Wages & Benefits											
48810-10-20	40,667	40,667	20,111	-	(75)	21,510	24,000	15,745	-	15,745	16,500
50010-10-20	60,502	50,319	28,210	78	-	24,168	29,543	12,328	1,651	13,978	14,700
Total Temp. Wages & Benefits	101,169	90,985	48,320	78	(75)	45,677	53,543	28,073	1,651	29,723	31,200
Other Expenses											

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

Sonoma County Fair
Maintenance and General Operations Expense

Budget Worksheet

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

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

Sonoma County Fair
Administrative Expense

Budget Worksheet

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

68040-90-80	Miscellaneous Expense	7,047	(1,099)	796	3,095	1,000	-	170	170
68060-90-80	Bank/Credit Card Fees	66,893	88,407	92,614	42,454	90,669	151,967	20,000	171,967
68075-90-80	Staff Meetings	113	179	282	-	-	-	-	-
68095-90-80	Licenses & Permits	11,044	11,404	11,105	7,262	2,577	399	80	479
72020-90-80	Office Equipment Rental (Copier Lease)	10,246	7,324	10,275	3,913	5,162	3,627	1,920	5,547
73010-90-80	Equipment Repair	90	-	803	-	-	-	80	80
73030-90-80	Special Repairs & Equipment	1,350	-	1,656	-	-	-	-	-
78890-90-80	Donations	946	-	-	-	-	-	-	-
	Total Administration Office Supplies & Expense:	111,959	127,370	132,611	56,753	103,793	173,412	25,250	198,662
	Telephone and Postage Expense								
62010-90-80	Postage	12,324	15,207	10,144	4,406	6,033	7,546	830	8,376
62015-90-80	Air Postage	580	146	413	-	-	-	-	-
62020-90-80	Telephone	37,579	40,564	41,745	44,933	30,832	26,387	6,000	32,387
	Total Administration Telephone & Postage Expense:	50,483	55,917	52,301	49,339	36,865	33,933	6,830	40,763
	Dues and Subscriptions								
68010-90-80	Dues & Subscriptions	8,281	7,856	11,289	6,349	11,465	1,515	2,000	3,515
	Insurance (General Liability)								
68035-90-80	Insurance Other	63,397	84,112	66,234	69,996	97,500	136,000	25,436	161,436
68086-90-80	Liability Claims	-	-	-	-	-	-	-	-
	Total Insurance (General Liability) Expense:	63,397	84,112	66,234	69,996	97,500	136,000	25,436	161,436
	Other Key Expenses								
56060-90-80	Audit Fees	59,500	37,100	22,500	23,500	19,750	28,620	4,720	33,340
68020-90-80	Bad Debt Expense	9,676	22,548	-	(18,866)	-	-	-	-
68020-58-10	JLA Bad Debt Expense	-	-	-	-	-	-	-	-
68030-90-80	Misc/Cash Over/Short	3,488	(5,012)	1,793	(159)	960	2,699	-	2,699
81000-90-80	Equipment>\$500-<\$5000 - Admin	-	-	717	987	2,703	-	-	-
	Total Administration Expense	1,665,394	1,247,579	1,482,645	858,600	679,521	1,409,745	294,809	1,704,554
									1,773,164

Sonoma County Fair
Other Revenue

Budget Worksheet

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

Sonoma County Fair
Other Expense

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

Sonoma County Fair
Capital Improvements and Equipment Purchases - Budget 2024

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

Sonoma County Fair
Total Wages & Benefits - Temp & Perm

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

BYLAWS OF
HARVEST FAIR ASSOCIATION OF SONOMA COUNTY, INC.

ARTICLE I

Name, Organization and Purpose,
Principal Office, Seal

Section 1.01 The name of this Corporation is HARVEST FAIR ASSOCIATION OF SONOMA COUNTY, INC. (hereinafter referred to as the "Corporation").

Section 1.02 The Corporation is a non-profit corporation organized under the Non-Profit Corporation Law of the State of California. The activities of the Corporation shall be limited to the activities described in its Articles of Incorporation. None of the earnings, funds or assets of the Corporation shall be distributed to or inure to the benefit of any officer, director, individual or any other person, firm or corporation excepting only upon dissolution of the Corporation, the Sonoma County Fair and Exposition, Inc., or the County of Sonoma, as provided in its Articles of Incorporation.

Section 1.03 The principal office of the Corporation shall be in the City of Santa Rosa, County of Sonoma, State of California.

Section 1.04 The corporate seal of the Corporation shall set forth the name of the Corporation and shall have inscribed thereon the words "Incorporated September 2, 1976, California".

Section 1.05 The Corporation acts as agent of the Sonoma County Fair and Exposition, Inc. to annually conduct the Harvest Fair at the Sonoma County Fairgrounds. The purpose of the Harvest Fair is to showcase the production of farms, orchards and vineyards in the County so as to provide recognition for these products and to foster the economic welfare of the County's agricultural industry. Subject to any restriction imposed by law, the Articles of Incorporation, these Bylaws, and the agreement between Sonoma County Fair and Exposition, Inc. and this Corporation, the Harvest Fair Board of Directors shall manage the business of the Corporation.

ARTICLE II

Directors

Section 2.01 The Corporation shall not have any members.

Section 2.02 Any action which would otherwise require approval by the members shall require only the approval of the Board of Directors. All rights which would otherwise vest under the Non-Profit Public Benefit Law in members shall vest in the Directors.

ARTICLE III

Directors

Section 3.01 There will be (3 to 5) members of the Board of Directors appointed by the President of the Sonoma County Fair and Exposition Inc. The number of directors may be changed by amendment of this bylaw; provided, however, that there shall never be less than three (3) directors.

Section 3.02 The Board of Directors shall be composed of the following persons selected in the following manner:

1. All members of the Board of Directors shall be appointed by the President of the Sonoma County Fair and Exposition, Inc.,
2. Sonoma County Fair CEO, who will serve as an ex officio of the board, and have voting rights in the case of a tie or lack of quorum.

Section 3.03 The following Directors shall hold office for an indefinite term:

a) The Sonoma County Fair CEO –Secretary/Treasurer to the Board

Section 3.04 The President of the Sonoma County Fair and Exposition Inc shall appoint the Board members. Board members may serve for more than one year but serve at the pleasure of the current President of the Sonoma County Fair and Exposition Inc.

Section 3.05 Directors may be removed from office by majority vote of the Board of Directors, or by the President of the Board of Directors of Sonoma County Fair & Exposition, Inc.

Section 3.06 At the regular meeting of the Board of Directors in November of each year, the Directors shall elect a President, a Vice-President, from among the Directors who shall serve at the pleasure of the Board. The Fair CEO shall serve as Secretary/Treasurer. All voting for elections of directors and officers and for their removal shall be by secret written ballot at a meeting of the Board at which a majority of the authorized number of Directors are present or was initially present. Directors may not cumulate votes.

Section 3.07 Meetings of the Directors shall be held at such place in the County of Sonoma as may be designated from time to time by the Board of Directors.

Section 3.08 The Board of Directors by resolution shall provide for the holding of regular meetings and shall fix the time and place of holding such meetings.

Section 3.09 The President, or when absent, the Vice-President, or in the absence of the Vice-President, a chairman chosen by a majority of the Directors present, shall preside.

Section 3.10 Any Director of the Corporation may resign at any time giving written notice to the President or the Board of Directors. Such resignation shall take effect at the time specified therein and, unless otherwise specified therein, the acceptance of such resignation shall not be necessary to make it effective.

Section 3.11 No Director shall be entitled to receive any monetary compensation for serving as a Director or an officer of the Corporation.

Section 3.12 Harvest Fair Board shall comply with the provisions of the Ralph M. Brown Act (Government code section 54950 et seq.) and the California Political Reform Act (Government Code section 1090 et seq.)

ARTICLE IV

Powers of Board of Directors

Section 4.01 All corporate powers shall be exercised by or under the authority of, and the business, property and affairs of the Corporation shall be controlled by, the Board of Directors. No Director shall be responsible for any error in judgment or for anything that he or she may do or refrain from doing in good faith.

Section 4.02 The Board of Directors, on behalf of the Corporation, may incur such indebtedness for the proper purposes of the Corporation as the Board may deem necessary or appropriate.

ARTICLE V

Officers

Section 5.01 The officers of the Corporation shall be a President, a Vice-President, a Secretary/Treasurer and such subordinate officers, including one or more assistant secretaries and assistant treasurers, as the Board of Directors may designate. Only Directors shall be qualified to hold the office of President, Vice-President, but the Board of Directors may appoint any person, whether or not a Director of the Corporation, to hold any subordinate office.

Section 5.02 President and Vice-President shall be elected by the Board of Directors and shall hold office at the pleasure of the Board until his or her successor shall have been elected and qualified, or until his or her death or until he or she shall resign or be removed. Any officer may be removed, with or without cause, by the affirmative vote of a majority of the Directors.

Section 5.02.1 The Fair CEO shall serve as Secretary/Treasurer of the Board.

Section 5.03 Any officer may resign at any time by giving written notice to the President or to the Secretary/Treasurer of the Corporation. Any such resignation shall take effect at the time specified therein and, unless otherwise specified therein, the acceptance of such resignation shall not be necessary to make it effective.

Section 5.04 A vacancy in any office because of death, resignation, removal, disqualification or any other cause, shall be filled in the manner prescribed in these bylaws for regular appointment or election to such office.

Section 5.05 The President shall have general supervision over the business of the Corporation, subject, however, to the control of the Board of Directors. He or she shall preside over all meetings of the Board of Directors. He or she may sign and execute, in the name of the Corporation, deeds, mortgages, leases, bonds, contracts and other instruments duly authorized by the Board of Directors, and generally shall perform all duties incident to the office of President and such other duties as may from time to time be assigned to him or her by the Board of Directors. The President shall be responsible for appointing an advisory board of industry professionals to support the mission of the Harvest Fair.

Section 5.06 At the request of the President, or in case of his or her absence or disability, the Vice-President shall perform all duties of the President and, when so acting, shall have all the powers of the President and, when so acting, shall have all the powers of, and be subject to all restrictions upon, the President. In addition, the Vice-President shall perform such other duties as may from time to time be assigned to him or her by the Board of Directors or the President.

Section 5.07 The Secretary/Treasurer, or their designee, shall:

- (a) Certify and keep at the office of the Corporation, or at such other place as the Board of Directors may order, the original or a copy of the bylaws, as amended or otherwise altered.
- (b) Keep at the office of the Corporation, or at such other place as the Board of Directors may order, a book of minutes of all meetings of the Directors, recording therein the time and place of holding, whether regular or special, and if special how authorized, the notice thereof given, and the proceedings thereat.
- (c) See that all notices are duly given in accordance with the provisions of these bylaws or as required by law.
- (d) Be custodian of the records and seal of the Corporation.
- (e) Exhibit at all reasonable times to any Director, upon application, the bylaws, the corporate records and minutes of the proceedings of the Directors of the Corporation, and.
- (f) In general, perform all duties of the office of Secretary/Treasurer and such other duties as may from time to time be assigned to him or her by the Board of Directors or the President.

Section 5.08 The Secretary/Treasurer, or Chief Financial Officer, shall receive and have charge of all funds of the Corporation and shall disburse such funds only as directed by the Board of Directors. He or

she shall, in general, perform all duties incident to the office of Secretary/Treasurer and such other duties as may from time to time be assigned to him or her by the Board of Directors or the President.

Section 5.09 Subordinate officers shall perform such duties as shall be prescribed from time to time by the Board of Directors or the President.

ARTICLE VI

Dissolution

Section 6.01 The Corporation shall not be voluntarily dissolved except by the affirmative vote of two-thirds (2/3) of all the Directors. In the event of dissolution of the Corporation in any manner and for any cause, after the payment or adequate provision for payment of all its debts and liabilities, all of the remaining funds, assets and properties of the Corporation shall be paid or distributed to the Sonoma County Fair and Exposition, Inc., or to the County of Sonoma, in accordance with the Articles of Incorporation.

ARTICLE VII

General

Section 7.01 The fiscal year of the Corporation shall be the calendar year.

Section 7.02 No Director, solely because of being a Director, shall be personally liable for the debts, obligations or liabilities of the Corporation.

Section 7.03 Robert's Rules of Order, as may be amended from time to time, shall govern the conduct of meetings insofar as such rules are not inconsistent with or in conflict with these Bylaws, the Articles of Incorporation or the law.

ARTICLE VIII

Amendment of Bylaws

Section 8.01 Any of these Bylaws, except Article VI, may be amended or repealed and new bylaws may be recommended to the Sonoma County Fair & Exposition Board of Directors by a majority vote of the Sonoma County Harvest Fair Board of Directors. Final approval of any bylaw changes must be approved by a majority vote of the Sonoma County Fair & Exposition Board of Directors.

SECRETARY/TREASURER'S CERTIFICATE OF ADOPTION

On, the foregoing Bylaws were adopted by a majority vote of the members of the Board of Directors of the Sonoma County Fair & Exposition, Inc. upon the recommendations made by the Board of Directors of the Harvest Fair Association of Sonoma County, Inc.

ATTEST: _____

REBECCA BARTLING, SECRETARY/TREASURER

Date of Amendments:	XXXXXXXXX
	August, 1976
	January 9, 1980
	February 11, 1981
	January 6, 1982
	April 13, 1983
	April 11, 1990
	March 11, 1992
	March 13, 1996
	December 8, 1998
	April 14, 2004
	April 16, 2009
	November 14, 2012
	February 13, 2013
	March 13, 2013
	February 25, 2016
	December 6, 2023