



NOTICE OF MEETING

The Board of Directors meeting is scheduled for **Tuesday – February 20, 2024 at 5:15p.m.**, Administration Board Room, 1350 Bennett Valley Road, Santa Rosa, CA, to consider the attached agenda. Those persons wishing to attend the meeting and who may require special accommodations pursuant to the provisions of the Americans with Disabilities Act are requested to contact the office of the CEO, (707) 545-4200, at least five working days prior to the meeting to ensure the proper arrangements can be made.

Sonoma County Fair & Exposition, Inc. Board of Directors

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

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

This notice is also available on the Internet at: www.sonomacountyfair.com

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 – February 20, 2024 at 5:15 p.m.

AGENDA

1. **Call to Order**

2. **Pledge of Allegiance**

3. **Introduction of Guests**

4. **Public Comments**

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

5. **Approval of Regular Agenda**

6. **Approval of Items 1 through 4 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**

- January Interim Financial Reports (Attachment #1)
- February/March Interim Event Schedules (Attachment #2)
- Form 700 Filing

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

Chair update on committee meeting held February 6, 2024

- Discussion and possible action regarding the committee recommendation to approve the implementation of a clear bag policy for the Sonoma County Fair and all large events held at the fairgrounds: State Fair Policy Link for review <https://calexpostatefair.com/info/clear-bag-policy/> (Attachment 3) – Matt Daly, COO
- Discussion and possible action regarding the committee recommendation to approve increasing the Sylvia Zerbini's Liberte, A Cavalia Experience event advance tickets for Monday -Thursday shows to \$15 a ticket and Friday-Sunday shows to \$30, with an increase of \$5 for all tickets purchased at the door.
- Discussion and possible recommendation to the Full Fair board to approve a contract for sponsorship with Patty Crone for \$30,000 plus 10% of sponsorship dollars raised over \$300,000.

- Update on events and activities at the 2024 Sonoma County Fair – Becky Bartling, CEO

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

Chair update on committee meeting held February 6, 2024

- Discussion and possible action regarding the recommendation to the Full Board for a sponsorship proposal of the Flower Show from Sonoma Clean Power at \$20,000 annually for 3 years
- Discussion and possible action regarding the committee recommendation to approve consolidating the Harvest Fair Ag awards into the County Fair awards programs including Outstanding Young Person in Agribusiness, Friend of Sonoma County Agriculture, Outstanding Leader in Ag Education, and Lifetime Contribution to Sonoma County Agriculture
- Discussion and possible action regarding the committee recommendation to approve the steer breed divisions for 2025.
- Discussion and possible action regarding the committee recommendation to approve a custom-only market hog auction.
- Discussion and possible action regarding the recommendation to the Full Board of a contract with Duncan Designs for the creation and management of the 2024 Hall of Flowers, NTE \$75,000.

11. Buildings & Grounds – Director Muelrath

Chair update on committee meeting held February 8, 2024

- Discussion and possible action regarding the committee’s recommendation to approve the request for consideration to waive all equipment fees; and in lieu of the fair charging a parking fee, rent will be paid for use of the Saralee & Richard’s Barn, the Redwood Lot, the outdoor grass areas, a portion of the area by jockey quarters; with reimbursement for labor and crossing guards, for the 63rd annual 4-H Chickenque on Sunday, May 5, 2024. (Attachment #4)
- Discussion and possible action regarding the committee's recommendation to approve rent consideration NTE \$4,020.00, with full reimbursement for equipment and labor, to North Bay Dairy Women & CA Milk Advisory Board for use of the Garrett Building, the Link, & Showcase Kitchen for the Dist. 2 Dairy Princess Contest on April 27, 2024. (Attachment #5)
- Discussion and possible action regarding the committee's recommendation to approve allowing staff to work out the details and enter into a multi-year contract with Terry Saunders to produce an annual 4th of July fireworks event, for 3-years with an annual CPI increase and any annual increases in labor rates.
- Discussion and possible action regarding North Bay Properties valuation of the Jockey Club building and the committee's recommendation to approve allowing staff to negotiate an agreement with North Bay Properties to list the Jockey Club for lease. (Attachment #6)
- Discussion and possible action regarding the committee's recommendation to approve allowing staff to move forward with the installation of a dog park at the RV Park with labor/material fees of \$40K plus a 10% contingency.

- Discussion and possible action regarding the committee's recommendation to approve the removal of trees in front of the administration building. (Attachment #7)

12. Racing – Director Lowe

Committee meeting scheduled for February 8, 2024 was cancelled.

13. Budget & Finance – Director Mata

Chair update on committee meeting held February 20, 2024

- Discussion and possible action regarding the committee recommendation to approve Draft Financial Statements for December 31, 2023. (Attachment 8)
- Discussion and possible action regarding the committee recommendation to approve Draft Financial Statements for January 31, 2024. (Attachment 9)

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

President update on committee meeting held February 7, 2024

Discussion and possible action for approval of the 2024 Harvest Fair Budget. (Attachment 10)

15. Report on Fair Foundation – Directors Herzog & Mickelson

Update on committee meeting held February 2, 2024

16. Request for future agenda items

17. Adjournment

CONSENT AGENDA

1. **Full Board Meeting**
Approval of Minutes from the January 23, 2024, Meeting
2. **Fair Operations Committee Meeting**
Approval of Minutes from the February 6, 2024, Committee Meeting
3. **Competitive Exhibits & Ag Committee Meeting**
Approval of Minutes from the February 6, 2024, Committee Meeting
4. **Building & Grounds Committee Meeting**
Approval of Minutes from the February 8, 2024, Committee Meeting

Sonoma County Fair
DRAFT MINUTES OF THE MEETING OF THE
BOARD OF DIRECTORS
Tuesday – January 23, 2024, at 5:15 p.m.

DIRECTORS PRESENT: Kevin Howe, President; Kanani Reynolds, Vice President; Rocco Cunningham, Secretary; Rob Muelrath, Past President; Marilyn Herzog, Annette O’Kelley, Carole Quandt, Stacey Powers, Teejay Lowe

DIRECTORS ABSENT: Hugo Mata, Treasurer, Lisa Wittke Schaffner, Marcia Mickelson, Neysa Hinton, Sharon Wright, Alma Bowen

OTHERS PRESENT: Becky Bartling, Matt Daly, Debbie Townsend, Isaac Gentry, Cyndy Dalbeck, Hope Marshall, Greg Duncan, Jane Engdahl, Bella Adams, Jennifer Herrera, Keith Smith, Corey Brandt

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

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

INTRODUCTION OF GUESTS: Keith Smith, OVG Onsite Manager, and Corey Brandt, OVG District Manager

PUBLIC COMMENTS: None

APPROVAL OF REGULAR AGENDA:

Director Lowe moved to approve the agenda with the following corrections: Budget and Finance Committee meeting was canceled; The Harvest Fair Meeting was not canceled and was held on January 9, 2024; Date revisions to Consent Agenda; Director Cunningham seconded the motion; **the motion passed unanimously.**

APPROVAL OF CONSENT AGENDA – Item 1 through 5:

Director Lowe moved to approve the Consent Agenda with the following revisions to the Consent Agenda Dates.;

1. **Full Board Meeting** - Approval of Minutes from the December 19, 2023, Meeting
2. **Competitive Exhibits & Ag Committee Meeting** - Approval of Minutes from the January 9, 2024, Committee Meeting
3. **Building & Grounds Committee Meeting** - Approval of Minutes from the January 11, 2024, Committee Meeting
4. **Racing Committee Meeting** - Approval of Minutes from the January 11, 2024, Committee Meeting
5. **Budget & Finance Committee Meeting** - Approval of Minutes from the December 19, 2023, Committee Meeting

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

PRESIDENT COMMENTS:

None

CEO’S REPORT:

CEO Bartling reviewed the December 2024 Interim Financials. Bartling reviewed the January/February Interim Event Schedules. **No action taken.**

FAIR OPERATIONS – Director Wittke Schaffner

The January 9, 2024 meeting was canceled due to not having a quorum.

Jane Engdahl provided an update on planning events for the Fair. Circus acts and Circus Pop giant bubbles will be spread throughout the fair. On the first Friday of the fair, the Board race will be in clown costumes.

Director Muelrath moved to approve a contract with WGAS Sports for three Monster Truck shows and one Destruction Derby for the 2024 Fair at a not to exceed the amount of \$81,400; Director Lowe seconded the motion; **the motion passed unanimously.**

CEO Bartling shared an update on events and activities at the 2024 Sonoma County Fair.

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

Director O’Kelley gave an update on the committee meeting held on January 9, 2024. This year's goal is to have buyers pay day of the auction.

Director O’Kelley moved to approve the draft livestock schedule with possible changes; Director Herzog seconded the motion; **the motion passed unanimously.**

BUILDINGS & GROUNDS – Director Muelrath

Director Muelrath reported for the January 11, 2024, committee meeting.

Director Muelrath moved to approve investing \$15,000 from reserves to help fund a new organization with California Fairs Alliance (CFA), to work with a political strategist in an effort for fairgrounds to receive resiliency funds to support infrastructure improvements. Director Lowe seconded the motion; **the motion passed unanimously.**

Director Muelrath moved to approve awarding a two-year contract (2024-2025) to Professional Event Services, Inc. (PES) at the rates as listed on their financial bid sheet, and to approve adding a 10% upcharge to the rates paid by interim renters, as well as allowing the use of other security companies as needed; Director Cunningham seconded the motion; **the motion passed unanimously.**

RACING – Director Lowe

Director Lowe reported for the January 11, 2024, committee meeting that we will be having the 2024 race meets during the fair and bonus week, there will be a total of 10 race days. CEO Bartling provided an update that CARF will not be using us for stabling and training and is presenting a proposal to the State Fair Board. Infrastructure updates are not needed for the grandstands this year.

BUDGET & FINANCE – Director Mata

January 23, 2024, committee meeting was canceled due to not having a quorum.

CFO Dalbeck provided details for the request to open a money market account to put funds from the checking account into a money market account to earn interest. She also discussed the option to apply for a bridge loan for JLA and trade loan fees and interest for sponsorships. Cyndy will revisit this topic after the next Budget & Finance Committee meeting.

Director Herzog moved to approve the Corporate Resolution to open a money market account at Exchange Bank; Director Muelrath seconded the motion; Director Powers abstained; **the motion passed.**

HARVEST FAIR – Teejay Lowe and Rocco Cunningham

Director Lowe and Director Cunningham gave an update on the meeting held on January 9, 2024. There will be changes in 2024: The Awards Night will now be combined with the Grand Tasting event instead of having a separate Awards Night. The agriculture awards program will be discussed at the February Agriculture

Committee Meeting. Dates, budgets, and judges for the awards event during the fair will be set by the next meeting.

FAIR FOUNDATION – Director Herzog & Director O’Kelley

Director Herzog reported for the January 5, 2024 Board meeting, that the Directors were updated on the Grace Pavilion project and the installation of the clock tower in the courtyard of the Saralee and Richard Barn. The Foundation approved the \$10,000 request for the Jamison Awards to purchase animals for FFA members at Elsie Allen and Santa Rosa High Schools. Director O’Kelley provided an update on the planning of the summer intern program.

REQUEST FOR FUTURE AGENDA ITEMS:

None

ADJOURNMENT

There being no further business, a motion was made by Director Lowe to adjourn the meeting at 6:02 p.m.; Director Muelrath seconded the motion; the motion passed unanimously.

Sonoma County Fair
DRAFT Minutes of the
Fair Operations Committee Meeting
Tuesday – February 6, 2024 at 4:30 pm
Administration Building, Board Room

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

VOTING-DIRECTORS ABSENT: Alma Bowen

NON-VOTING DIRECTORS PRESENT:

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

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

PUBLIC COMMENTS: None

DISCUSSION AND POSSIBLE ACTION REGARDING A RECOMMENDATION TO THE FULL FAIR BOARD TO IMPLEMENT A CLEAR BAG POLICY FOR THE SONOMA COUNTY FAIR:

COO Daly presented the State Fair clear bag policy to implement at the Sonoma County Fair. He shared the importance of enhancing the security of the events, speeding up the lines, and implementing the clear bag policy for all large events at the fairgrounds. The plan to inform attendees is to include the information with Fair ads, signage in parking lots, to have it endorsed by the Santa Rosa Police Department, have clear bag giveaway promos, and graphics on social media, and digital billboards. We will do a dry run during the Country Summer concert. Director Wright moved to approve; Director Powers seconded the motion; **the motion passed unanimously.**

DISCUSSION AND POSSIBLE ACTION REGARDING A RECOMMENDATION TO THE FULL FAIR BOARD TO INCREASE TICKET PRICES FOR SYLVIA ZERBINI'S LIBERTE, A CAVALIA EXPERIENCE EVENTS FOR MONDAY-THURSDAY SHOWS TO \$15 A TICKET AND \$30 FRIDAY-SUNDAY- BECKY BARTLING, CEO

The overall cost of planning the high-level event has gone up. Director Wright moved to approve the increase in ticket prices as advance tickets with a \$5 increase for both if purchased at the door. Director Reynolds 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 is excited about Sylvia Zerbini's Liberte, a Cavalia experience event, and that she is wrapping up the planning of the event. Jane Engdahl reported that she is working on getting several different types of circus acts to perform throughout the fair such as a high dive event, Globe of Death, high wire act, juggling, and others.

No Action was taken.

REQUEST FOR FUTURE AGENDA ITEMS:

None

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

Sonoma County Fair
DRAFT Minutes of the
Competitive Exhibits, Agriculture and Educational Exhibits Committee Meeting
Tuesday, February 6, at 5:00 p.m.
Administration Building, Board Room

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

Directors Absent: Alma Bowen

Other Directors Present: None.

Others Present: Becky Bartling, Matt Daly, Hope Marshall, Bella Adams, Jennifer Herrera, Greg Duncan

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

Approval Of Agenda:

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

Public Comments:

None.

Discussion & Possible Action: Consolidate Fair & Harvest Fair ag award programs:

The Harvest Fair Board made the decision to give their awards program to the Sonoma County Fair board because they believe it is a better venue for presenting the awards. The committee discussed how the new awards could be consolidated with the current awards program. Director Cunningham moved to approve consolidating the Harvest Fair awards program with the County Fair awards program; Director Herzog seconded the motion; motion passed unanimously.

Discussion & Possible Action Steer Breed divisions for 2025:

Bella Adams presented the proposed new steer divisions which eliminate the Charolais division and divide the Crossbred division into “All Other Color Crossbred” and “Black Crossbred” divisions. Director Mickelson moved to approve the proposed steer divisions; Director Cunningham seconded the motion; motion passed unanimously.

Discussion And Possible Action: Recommendation to the full board for a sponsorship proposal of the Flower Show from Sonoma Clean Power at \$20,000 annually for 3 years:

Becky Bartling shared that Sonoma Clean Power would like to be the presenting sponsor of the Flower Show at \$20,000 annually for 3 years. Bartling informed the board that Sonoma Clean Power would like to increase their support of the fair. Director Herzog moved to approve the recommendation to the full board for a sponsorship proposal of the Flower Show from Sonoma Clean Power at \$20,000 annually for three years; Director Mickelson seconded the motion; motion passed unanimously.

Hat Day Update:

Director Powers gave an update on Hat Day planning. Hat Day is scheduled for August 10th, 12pm-3pm. 200 tickets will be sold. Powers will meet with staff to discuss logistics and location of the event.

Rodeo Queen Update:

Director Powers gave an update on the Rodeo Queen competition. The application will close in early April. A coronation will be held at Director Power's house on May 4th. There is currently one applicant, but the committee is working to promote the competition and get more participation.

Junior Livestock Auction Payment Policy Update:

Cyndy Dalbeck reported that Exchange Bank has offered the Fair a \$500,000 bridge loan to support paying the exhibitors in a timely manner. Staff will work to collect all payments within 10 days of the auctions.

Staff Report:

- 2023 JLA Summary & Receivable Update – Four people still have outstanding JLA bills, the total outstanding balance is \$3,968.21.
- Custom Hog Auction/Donation Program – Staff met with the Redwood Empire Food Bank and Farm Bureau to create a donation program for the market hog auction. Buyers will now have the opportunity to donate the pig to the Food Bank. The hog auction will be a 100% custom auction with the option to donate, no resale will be available.
- Exhibits & JLA Marketing/Publicity – Hope Marshall met with Tanya Henry, the publicist for the Harvest Fair, to discuss working with exhibits staff to publicize the exhibits program and the livestock auctions to encourage participation.
- 2024 Livestock Judge contracts are being sent out.
- Steer Pre-Registration – The pre-registration is scheduled for April 14th. Cattlewomen have confirmed that they will be present with an educational table to engage the exhibitors. Dr. Cantor is scheduled to be the vet on grounds. Jim Vietheer is confirmed to be the official breed caller.
- Flower Show Scholarship Update – The Flower Show Scholarship application will be updated to clarify award amounts. Staff will communicate with Christine Margetts regarding condensing the interviews for the Arthur “Big Boy” & Catherine “Honey” Kunde scholarship with the Flower Show scholarship. The judges on the interview panel will be: Marilyn Herzog, Stacey Powers, Rocco Cunningham, and Christine Margetts. Annette O’Kelley will be an alternate judge.

Request For Future Agenda Items:

- Ag Awards Program
- Flower Show Scholarship
- Junior Livestock Auction Payment Policy Update

Adjournment:

Director Cunningham moved to adjourn the meeting at 6:18 p.m., Director Powers seconded the motion, motion passed unanimously.

Sonoma County Fair & Exposition, Inc.
DRAFT Minutes of the
Buildings and Grounds Committee Meeting
Thursday – February 8, 2024 at 4:30 p.m.

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

VOTING-DIRECTORS ABSENT: Teejay Lowe, Vice Chair; Neysa Hinton

NON-VOTING DIRECTORS PRESENT: Marilyn Herzog

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

The meeting was called to order by Chair Muelrath at 4:33 p.m.

APPROVAL OF AGENDA:

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

PUBLIC COMMENTS (not related to the agenda):

None

DISCUSSION AND POSSIBLE ACTION REGARDING JANUARY 2024 INTERIM FINANCIAL REPORTS:

COO Daly reviewed the January 2024 interim financials, noting that the lost revenue from the COVID trailers continues to affect the monthly revenue total. However, there were seven (8) new events booked in January. **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING FEBRUARY-MARCH 2024 INTERIM EVENTS SCHEDULE:

COO Daly reviewed the list of February-March 2024 interim events. **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING REQUEST FOR CONSIDERATION TO WAIVE ALL EQUIPMENT FEES; AND IN LIEU OF THE FAIR CHARGING A PARKING FEE, RENT WILL BE PAID FOR USE OF SARALEE & RICHARD’S BARN, REDWOOD LOT, OUTDOOR GRASS AREAS, PORTION OF AREA BY JOCKEY QUARTERS; WITH REIMBURSEMENT FOR LABOR AND CROSSING GUARDS, FOR THE 63RD ANNUAL 4-H CHICKENQUE ON SUNDAY, MAY 5, 2024:

COO Daly and Booking & Reservation Coordinator Townsend explained that the event footprint has increased over the years and in the past all fees for equipment and facility use were waived and the Fair charged for parking. Charging a parking fee had a negative impact on the event, so UCCE proposed in lieu of charging a parking fee, they would pay for the facility rental fees and any labor fees.

Director Mata moved to approve waiving all equipment fees; and in lieu of the fair charging a parking fee, rent will be paid for use of Saralee & Richard’s Barn, Redwood Lot, outdoor grass areas, portion of area by Jockey Quarters; with all fees reimbursed for

labor and crossing guards, for the 63rd annual 4-H ChickenQue on Sunday, May 5, 2024; Director Cunningham seconded the motion; the motion passed unanimously.

DISCUSSION AND POSSIBLE ACTION REGARDING RENT CONSIDERATION REQUEST FOR GARRETT BUILDING, THE LINK & SHOWCASE KITCHEN, FROM NORTH BAY DAIRY WOMEN & CA MILK ADVISORY BOARD FOR DIST. 2 DAIRY PRINCESS CONTEST ON APRIL 27, 2024:

COO Daly reported a urgent last minute request was received requesting a venue for the Dist. 2 Dairy Princess Contest. Director Herzog added that the event has been held at the Petaluma Veteran's Memorial Building for years. This year, when they went to finalize the rental, they were told that their date was not available, even though the date had been on the calendar. The budget for this event is \$4,335.00, at this late date, they are unable to pay more than that. Therefore, they are requesting rent consideration.

Director Annette O'Kelley moved to approve granting rent consideration NTE \$4,020.00, with full reimbursement for equipment and labor, to North Bay Dairy Women & CA Milk Advisory Board for use of the Garrett Building, The Link & Showcase Kitchen for the Dist. 2 Dairy Princess Contest on April 27, 2024; Director Cunningham seconded the motion; the motion passed unanimously.

DISCUSSION AND POSSIBLE ACTION REGARDING A PARTNERSHIP WITH A LOCAL PROMOTER TO PRODUCE A 4TH OF JULY FIREWORKS EVENT:

COO Daly reported that he has been working with Terry Saunders to bring a 4th of July Firework event back to the fairgrounds. Daly stated that a multi-year contract has been requested. The contract would be for 3-years with an annual CPI increase and any increase in labor rates. Sonoma County Fair would manage gate sales and receive revenue from parking and alcohol sales. Terry Both Terry Saunders and Gianni Messmer were present to answer any questions.

Director Cunningham moved to approve allowing staff to work out the details and enter into a multi-year contract with Terry Saunders to produce an annual 4th of July fireworks event, for 3-years with an annual CPI increase and any annual increases in labor rates; Director Mata seconded the motion; the motion passed unanimously.

DISCUSSION AND POSSIBLE ACTION REGARDING A PARTNERSHIP WITH SONOMA COUNTY HOT AIR BALLOON CLASSIC ORGANIZATION TO PRODUCE A 2-DAY HOT AIR BALLOON FESTIVAL:

COO Daly reported that he has submitted a proposal to the event coordinators for them to take to their Board. To date, he has not heard back from them. **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING NORTH BAY PROPERTIES VALUATION OF THE JOCKEY CLUB BUILDING:

CEO Bartling reported the Jockey Club is still sitting empty. There have been a few groups interested in a possible lease, however to date, there has not been any commitment. Bartling stated that she met with North Bay Property Advisors. They prepared a Lease Valuation for the facility, including a property overview, projected renovation costs and potential uses. Bartling added that there are no upfront costs to utilize their services and, the Fair reserves the right to decline any offers, and the contract can be cancelled at any time with notice.

Director Mata moved to allow staff to negotiate an agreement with North Bay Properties to list the Jockey Club for lease; Director Cunningham seconded the motion; the motion passed unanimously.

DISCUSSION AND POSSIBLE ACTION REGARDING INSTALLATION OF A DOG PARK AT THE RV PARK WITH LABOR/MATERIAL FEES \$40K + 10% CONTINGENCY:

CEO Bartling reported that dog parks in RV Parks are a very desirable perk.

Maintenance Superintendent Gentry reported that he has been developing a design. Some of the labor will be done in-house, and Gentry will be reaching out to fencing contractors for installation of the fence.

Director Annette O’Kelley moved to allow staff to move forward with the installation of a dog park at the RV Park with labor/material fees of \$40K + a 10% contingency; Director Cunningham seconded the motion; the motion passed unanimously.

DISCUSSION AND POSSIBLE ACTION REGARDING REMOVAL OF TREES IN FRONT OF THE ADMINISTRATION OFFICE:

CEO Bartling reported that given the recent storms and the number of fallen trees, it is recommended that the three (3) trees on the Administration Lawn be removed. Bartling added that meetings have taken place with the Master Gardeners for installation of a water-wise landscape, and removal of the trees would benefit that project.

Maintenance Superintendent Gentry stated that the trees have a very shallow root base and are nearing the end of their life span.

No action taken.

UPDATE ON ACTIVITIES AROUND THE FAIRGROUNDS:

CEO Bartling reported that funds in the amount of \$270,500 have been received from the AB1499 program. It is projected that 5 million in funds will be distributed for 76 Fairs in 2025. Bartling stated that on March 26th County is proposing a Living Wage ordinance to the Board of Supervisors. If passed, this ordinance will have a severe impact on the Fair, our long-term vendors, and interim renters. Board members are encouraged to contact their supervisors.

Maintenance Superintendent Gentry reported that the roof on the Cattle Barn has been repaired and staff is working on prepping the Sheep Ring to paint. Gentry added that during the storms, some of the molding on the arches in Mexican Village fell off.

No action taken.

REQUEST FOR FUTURE AGENDA ITEMS:

None

There being no further business, Director Cunningham moved to adjourn the meeting at 5:41 p.m.; Director Mata seconded the motion; the motion passed unanimously.

INTERIM REVENUE - January 1-31, 2024
 (Prepared for February 20, 2024 Full Board Meeting)

JANUARY - Event Name	Event Type	Facility Rented	Rental	Parking	Food	Alcohol	*2024	2023
RV Park	RV Sites	RV Park	\$83,224.21				\$83,224.21	\$109,004.69
CA Deer Association	Annual Fundraiser	Grace Pavilion & Showcase Kitchen	\$12,510.00			\$3,821.30	\$16,331.30	\$12,345.20
World Class Cheerleading	Cheer Competition	Grace Pavilion	\$7,883.75	\$2,211.00	\$912.81		\$11,007.56	
Management of SR Vet's	Facility Management	Vet's Building	\$10,000.00				\$10,000.00	\$10,000.00
Schafer's Blackbelt Academy	Martial Art Tournaaement	Grace Pavilion	\$5,222.75	\$2,960.00	\$548.44		\$8,731.19	\$8,288.36
Tayman Park Golf Group	Golf Course	Golf Course	\$6,888.22				\$6,888.22	\$6,641.03
The Bay Team	Dog Agility	Lyttle Cow Palace	\$5,606.25	\$990.00			\$6,596.25	\$4,363.50
Deppartment of Health Service, So. Co. Animal Services	Emergency Boarding of Fowl	Poultry Barn	\$5,000.00				\$5,000.00	
Anneo Martinez Villegas	Wedding Reception	Garrett Building	\$4,495.90			\$350.00	\$4,845.90	
International Dog Show	Dog Agility	Lyttle Cow Palace	\$2,943.75	\$1,580.00	\$76.50		\$4,600.25	\$3,801.00
Estela Velasquez	Quinceañira	Saralee Barn	\$4,199.00			\$280.00	\$4,479.00	
Verizon	Telcom Site	Lower Barns	\$2,575.00				\$2,575.00	\$2,500.00
California Land Stewardship Institute	Climate Conference	Saralee Barn	\$2,375.01			\$36.00	\$2,411.01	
North Bay Carmart, LLC	Carmart	Brookwood Lot	\$1,787.75				\$1,787.75	\$1,960.75
Robert Stafford	Celebration of Life	Garden Annex	\$1,484.50				\$1,484.50	
UCCE	4-H & FFA Livestock Judging	Lyttle Cow Palace & Swine Ring	\$1,378.50				\$1,378.50	\$1,150.00
Sonoma County Board of Supervisors	Annual Meeting	Saralee Barn	\$1,231.50				\$1,231.50	
Golden State Gay Rodeo Assn.	Barrel Racing	Lyrttle Cow Palace	\$1,003.50				\$1,003.50	\$869.50
County of Sonoma	Exams	Finley Hall	\$1,000.00				\$1,000.00	
SRMT	Motorcycle Training	Brookwood Lot	\$750.00				\$750.00	\$1,712.00
Cheveto Mobile Window Tinting	Window Tinting	Brookwood Lot	\$550.00				\$550.00	\$500.00
**Revenue from 2023 Events not returning in 2024							n/a	\$41,836.00
*Gross Revenue includes security and insurance, which are reimbursed expenses							\$175,875.64	\$204,972.03
**COVID Trailers \$34,700 & Amy's Kitchen \$7136								
							2022	\$241,761.28



Interim Events

February 1 thru March 31, 2024

(Prepared for February 20, 2024 Full Board Meeting)

FEBRUARY

- 1-29 – Animal Control Emergency Boarding of Fowl (Poultry Barn)
 - 2-4 – Vizsla Club Dog Agility (Lyttle Cow Palace)
 - 2-4 – Spa & Swim Spa Sale (Garrett)
 - 3 – Farm Bureau Crab Feed (Grace/HOF/SC Kitchen/Annex)
 - 7 – Golden State Gay Rodeo, Barrel Racing Practice (Lyttle Cow Palace)
 - 8 – BOS Roundtable Meeting (Saralee)
 - 9-11 – English Cocker Spaniel Club Dog Agility (Lyttle Cow Palace)
 - 12-16 – *Maintenance Mania* (Saralee/HOF/Showcase)
 - 16-17 – Redwood Empire Coin Show (Finley)
 - 16-17 – McAllister Motorsports Indoor Short Track Racing (Grace)
 - 16-18 – County-Wide Dog Agility (Lyttle Cow Palace)
 - 21 – Golden State Gay Rodeo, Barrel Racing Practice (Lyttle Cow Palace)
 - 23-25 – Redwood Empire Gymnastics (Grace/Saralee)
 - 24-25 – The Bay Team Dog Agility (Lyttle Cow Palace)
 - 27-28 – LA Times Wine Judging (Showcase)
 - 29-March 3 – Just Between Friends Spring Kids'/Maternity Consignment Sale (Grace)
- Car Mart / Cheveto Mobile Window Tinting / Motorcycle Training

MARCH

- 1-3 – Sacramento Hot Tub Sale (HOF)
 - 1-4 – American Supercamp Motorcycle Training (LCP)
 - 1-31 – Animal Control Emergency Boarding of Fowl (Poultry Barn)
 - 2-3 – Just Between Friends Kids' & Maternity Consignment Sale (Grace)
 - 5 – SCOE Steam Showcase (Saralee/Finley/Showcase)
 - 8 – Mexican Dance (Grace)
 - 8 – Golden State Gay Rodeo, Barrel Racing Practice (LCP)
 - 9 – North Bay Science Discovery Day (Saralee/Finley/Garrett/Kraft/HOF/Annex)
 - 12-13 – Farm Bureau Ag Days (LCP/Saralee/Finley/Cattle Barns/Showcase)
 - 15-17 – Jurassic Quest (Grace/HOF/Shade Park)
 - 16-17 – The Bay Team Dog Agility Trials (LCP)
 - 20 – Dept. of Rehabilitation/State of CA Job & Resource Fair (Garrett/Kraft)
 - 20 – Golden State Gay Rodeo, Barrel Racing Practice (LCP)
 - 23 – Artisan Cheese Festival (Grace)
 - 23-24 – Interscholastic Equestrian Horse Show (LCP/Horse Barns)
 - 24 – Interscholastic Equestrian Horse Awards Banquet (Saralee)
 - 26-27 – Salmonid Restoration Federation Conference (Saralee/Finley)
- Car Mart / Cheveto Mobile Window Tinting / Motorcycle Training



CLEAR BAG POLICY

[HOME](#) » [GENERAL INFORMATION](#) » [CLEAR BAG POLICY](#)



California Exposition and State Fair will enforce a Clear Bag Policy to reduce security screening interactions and expedite entry to Fairgrounds.

Guests can carry in blankets and jackets as long as they are readily available for screening at entry.

Guests can bring in parental bags as long as they are readily available for screening at entry.

Exceptions will be made for medically necessary items after proper inspection and screening.

See below for frequently asked questions.

[VIEW CODE OF CONDUCT](#)



NO BAGS LARGER THAN 12" x 12" x 2"

Política De Bolsa Transparente

La Exposición y la Feria Estatal de California harán cumplir una Política de bolsa transparente para reducir las interacciones de control de seguridad y acelerar la entrada a Fairgrounds.

Los invitados pueden llevar mantas y chaquetas, siempre que estén disponibles para su revisión en la entrada.

Los invitados pueden traer bolsas para padres siempre que estén disponibles para su revisión en la entrada.

Se harán excepciones para artículos médicamente necesarios después de una inspección y evaluación adecuadas.

Consulte a continuación las preguntas frecuentes.

POLÍTICA DE BOLSA TRANSPARENTE





BOLSAS NO APROBADAS



NO SE PERMITEN BOLSAS MÁS GRANDES QUE 12" X 12" X 2"

FAQ – English

1. I have a diaper bag. Can I bring that in?  | 
2. I plan to do a lot of shopping. How am I supposed to carry my items if I'm only allowed a 12" x 12" x 2" bag?
3. I need to bring in a cooler with ice to the Fair. Can I do this with your new Clear Bag Policy?
4. I'm worried about people seeing the items in my purse while I'm walking around the Fair. What can I do?
5. Can I bring more than one clear bag?
6. Can I bring a reusable bag?

FAQ – Spanish

1. Tengo una bolsa de pañales. Pudeo traer eso?
2. Planeo hacer muchas compras. Cómo se supone que debo llevar mis artículos se solo se me permite una bolsa de 12" x 12" x 2"?
3. Necesito traer una hielera con hielo a la Feria. Puedo hacer esto con su nueva política de equipaje transparente?
4. Me preocupa que la gente vea los artículos en mi cartera mientras camino por la Feria. Que puedo hacer?
5. Puedo llevar más de una bolsa transparente?
6. Puedo llevar una bolsa reutilizable?

Clear Bag Photos



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University of California
Agriculture and Natural Resources

133 Aviation Blvd., Suite 109
Santa Rosa CA 95403
(707) 565-2621 office
(707) 565-2623 fax
<http://CESonoma.ucanr.edu>



January 9, 2024

Board of Directors
Sonoma County Event Center at the Fairgrounds
1350 Bennett Valley Road
Santa Rosa, CA 95404

Dear Board Members,

The University of California Cooperative Extension (UCCE), Sonoma County, will host the 63rd annual 4-H Open House and Chicken BBQ (nicknamed ChickenQue) on Sunday, May 5, 2024 at the Sonoma County Fairgrounds.



Since 1961, 4-H youth members, adult 4-H volunteers, and their families come together at the fairgrounds, rain or shine, to showcase the best of Sonoma County 4-H and host the largest single day chicken BBQ fundraiser west of the Mississippi! Sonoma 4-H clubs host interactive booths featuring the many projects their members are involved with. The event provides funding for countywide 4-H programs, including youth leadership development, agricultural and animal science education, and scholarships for higher education.

We request consideration to waive all equipment fees; and in lieu of the Fair charging a parking fee. We pay for use of Saralee & Richard's Barn, Redwood lot, outdoor grass area, and the jockey area and reimburse labor for the crossing guards.

For more than a century, UCCE Sonoma County has conducted applied research, extension, and education to strengthen our county's vital agriculture, natural resources, and family and consumer sciences. We invite you to read about our recent accomplishments focusing on local issues, especially related to climate change, wildfire recovery, food access and insecurity and youth development at <https://ucanr.edu/sites/SoCo/files/381365.pdf>. UCCE, 4-H members rely on the annual county fair to showcase their 4-H livestock and projects-Thank you!

We invite you to join us to learn more about 4-H youth programs and eat a delicious chicken lunch. Thank you and please contact us if you have additional questions.


Stephanie Larson
Sonoma County Director
slarson@ucanr.edu


Stefanie Stornetta
4-H Volunteer & ChickenQue Chair
sassy74129@comcast.net

The University of California working in cooperation with Sonoma County and the USDA



Sonoma @UCCESonoma

UCCE

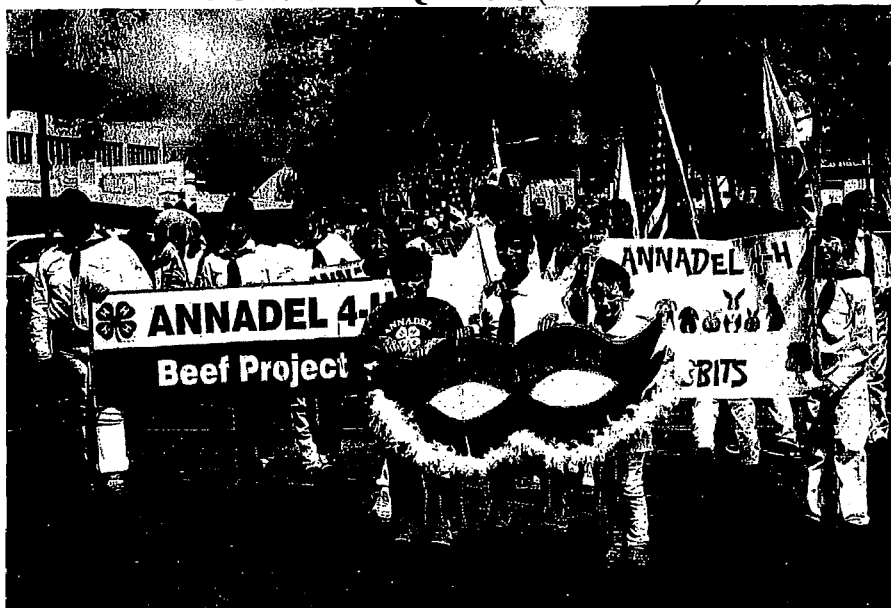




THEN: ChickenQue 1969 (8th annual)



NOW: ChickenQue 2023 (62nd annual)



The University of California working in cooperation with Sonoma County and the USDA





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The University of California working in cooperation with Sonoma County and the USDA



Sonoma @UCCESonoma

UCCE



Sonoma County Event Center

ATTACHMENT #5

The mission statement of the Sonoma County Fair is to promote and protect agricultural and social values, to enrich educational, cultural and recreational well-being, and to contribute to the economic development of our service area by utilizing our fairgrounds for attractive and financially responsible programs and events on a year-round basis.

Request for Rent Consideration Policies and Procedures

- 1) All requests for rent consideration will be reviewed and acted upon by the Sonoma County Fair Board of Directors.
2) Proposals will only be accepted from Ag-related 501(c)(3) non-profit organizations requesting rent considerations for events that provide a community benefit and/or has an educational focus.
3) Only written requests will be accepted and must be submitted at least two months in advance of the requested facility use.
4) Should fee consideration be granted, all direct costs realized by the Sonoma County Fair will be charged.
5) Waiver or reduction of rental fees for the use of the electronic signboard and the marquee will not be considered.

Organization Name: Dist. 2 Dairy Princess Contest
Contact Name/Phone/Email: Judy Buttko 707-481-4514
dist 2 dairy princess committee@gmail.com
Co Sponsored by North Bay Dairy Women's CA Milk Advisory Board

Rent Waiver or Reduction Consideration Request:

- 1) The mission of the organization: This organization is to educate the public & to promote the dairy industry. To promote processor-consumer relations and greater use of all dairy products through the support of advertising, educational programs.
2) The date(s) you are requesting the use of the facility: April 27, 2024
3) Alternative date(s) you will accept if your first choice is not available (weekday requests are more likely to be granted than are weekends): NA

#1 con't

and through social events. Will cooperate with all dairy farm and community organizations working for the best interests of the dairy farmers, state and federal officials (This is the mission of the North Bay Dairy Women).

The California Milk Advisory Board (CMAB), an instrumentality of the California Department of Food and Agriculture is funded by the states dairy farm families who lead the nation in sustainable dairy farming practices. CMAB's programs, which includes the Dairy Princess Program, focus on increasing demand for California sustainable dairy products in the state, across the United States and around the world through advertising, public relations, research, retail and food service promotional programs.

Dairy Princess Program (Contest): District 2 covers 6 counties, Sonoma, Marin, Lake, Mendocino, Napa and Solano. The California Dairy Princess Program has been in effect since 1958. This year will be our 67th contest. Dairy Princess ambassadors and alternates are selected during events at Districts though out the state, where they showcase their speaking skills, knowledge of dairy, and plans to represent the industry during their one-year term. California Dairy Princesses serve as industry advocates in their home district and through the state, supporting the reputation of milk and dairy products. This is done through their appearances at schools, fairs, industry meetings, service clubs and parades, to name a few.

Through profits from our event, we are able to fund 3 scholarships to youth in our district.

- 4) The purpose of the event: *The purpose of our event is to select a young lady to be our official spokesperson for our industry. This is done by personal interview, stage interview and a presentation on a selected topic. This is all done before a 3 judge panel.*
- 5) An estimate of how many people will be served: 450

6) Information about rent consideration provided by the Event Center in the past:

7) What type/amount of rent consideration are you requesting?

8) Any other pertinent information?

For Board of Directors' Use

Board Meeting Agenda Date: _____

Decision: _____ Grant _____ Not Approved

Comments: _____

Approved: _____
Fair Board President Signature

Please email completed form to: secretary@sonomacountyfair.com
 Or mail to: Sonoma County Event Center, Attn: Lorna Fox
 1350 Bennett Valley Road, Santa Rosa, CA 95404
 Questions: (707) 545-4200 x201

#7

Any type/amount of rent consideration would be appreciated.

Because of a booking mistake by the Sonoma County Veterans Memorial Buildings my booking for our event in 2024 was omitted in a system change. When I contacted them for our contract, they informed me that I did not have a booking with them (which I did in 6/2023) and the dates had already been booked for another event. This sent me looking for a venue that would fit our needs like the Petaluma Veteran's Memorial Building has done for over 55 years. The Sonoma County Fairgrounds is the closest fit for us, but also means that I will have to rent extra items that will allow me to make our event as close to what it has been.

In looking at your rental chart, I can use items off that list to make our event happen at the fairgrounds. But that also comes with a rental charge. If I penciled things out correctly, my rent, including the extra items needed would be close to \$6,000.00.

So anywhere I can get a cost break would be appreciated very much.



NORTH BAYTM
PROPERTY ADVISORS

Lease Valuation

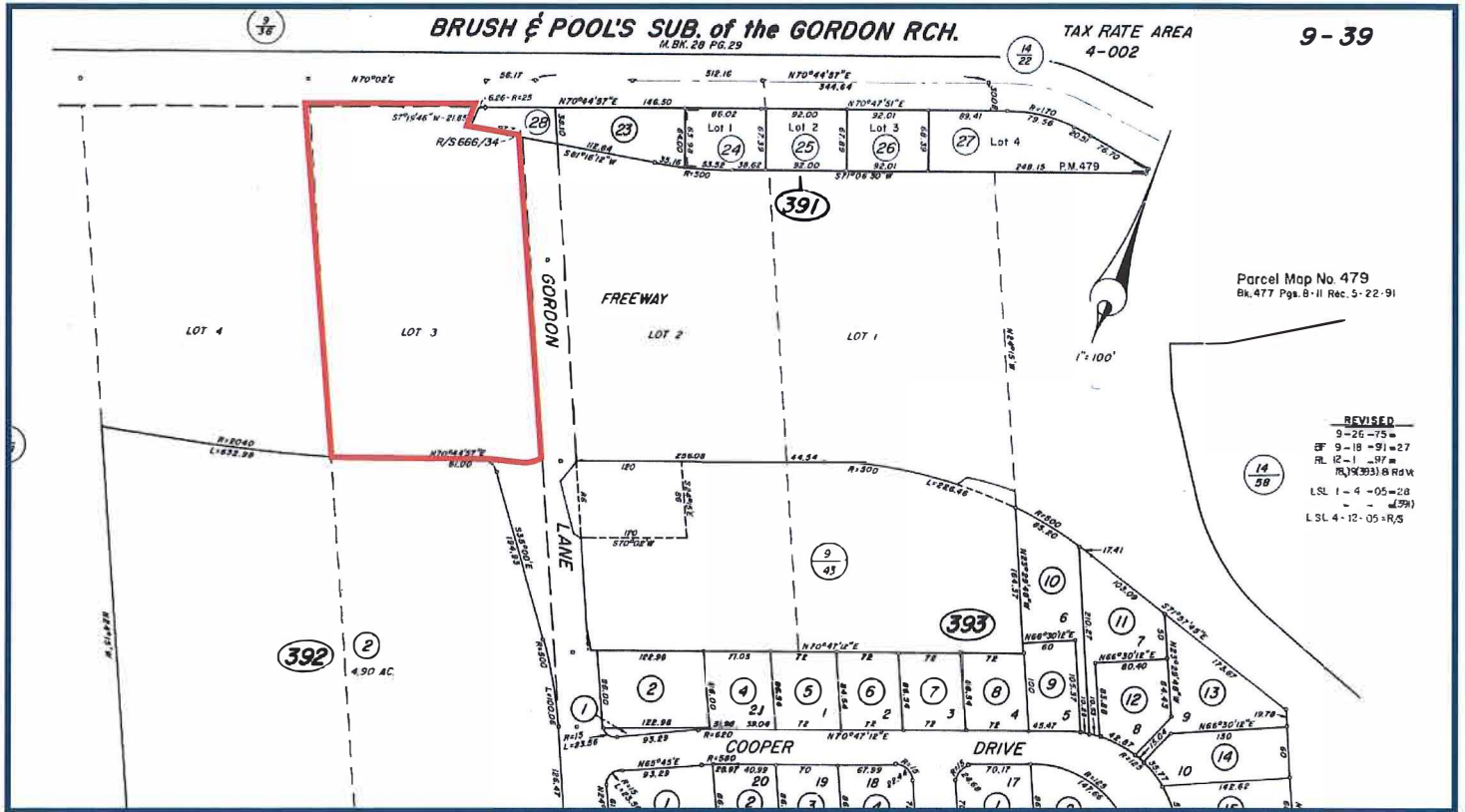
1350 Bennett Valley Road - Jockey Club
Santa Rosa, CA 95404



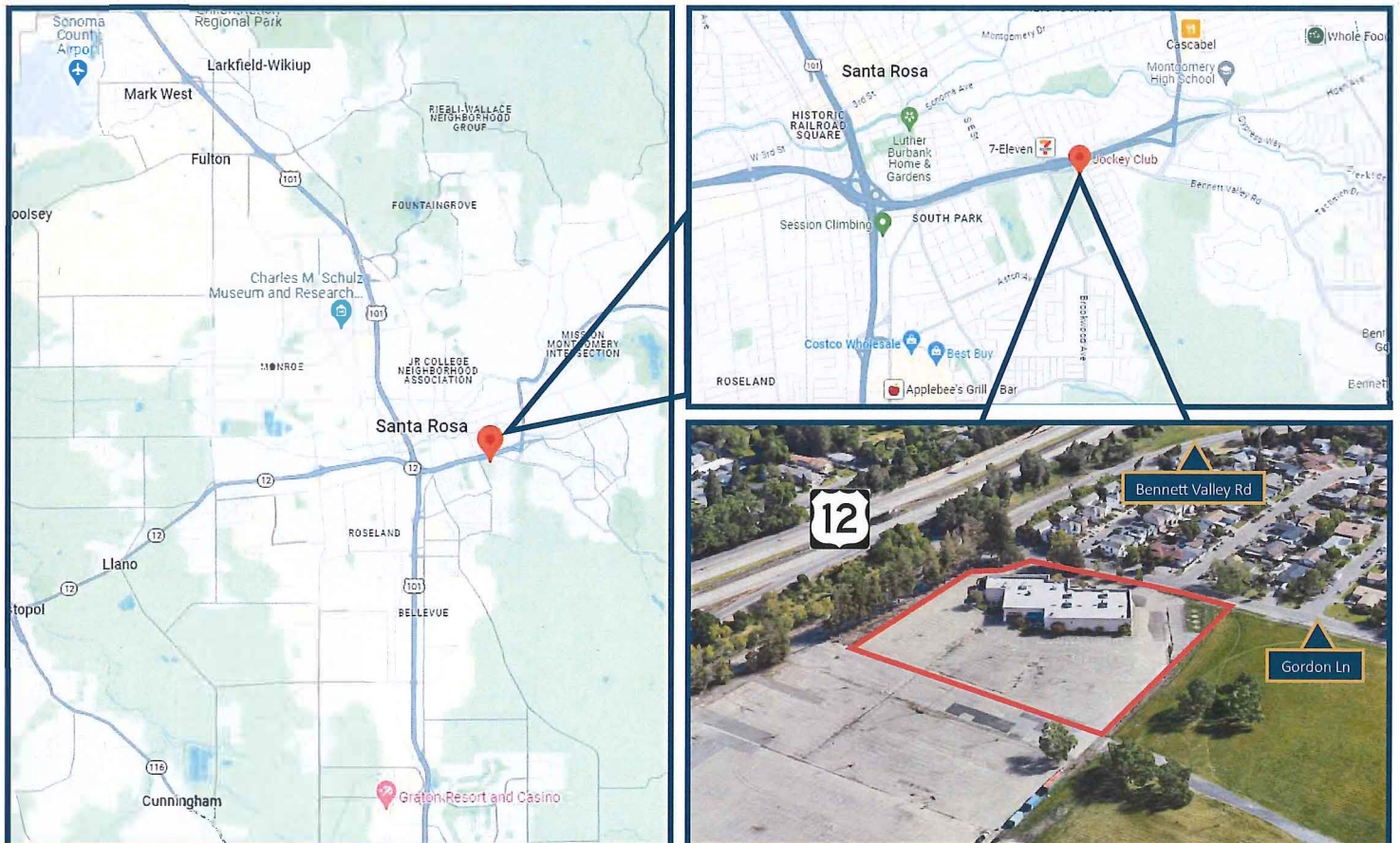
Prepared by:
North Bay Property Advisors
Nick Abbott, CCIM
William M. Severi, CCIM, CPM



PARCEL MAP



MAP



Summary of Findings and Recommendations

Property Overview

The subject site features a 20,160+/- sq. ft. building situated on the NE corner of the Sonoma County Fairgrounds. The land is owned by the County of Sonoma and is utilized by the Sonoma County Fair & Exposition Inc, a quasi-government agency which manages all the land and improvements associated with "The Fairgrounds". This particular property sits on a paved parcel of land of approximately 4.76+/- acres, with ingress and egress off Bennett Valley Road, and Gordon Lane. The existing improvements date back to the early 1980s, initially constructed as a satellite Wagering Facility.

Infrastructure & Zoning

The interior is in good condition, but hyper specialized for a wagering operation. The building has good infrastructure with multiple restrooms, a large commercial kitchen, good open space, adequate power, and a roof that appears to be performing well. The exterior is stucco, with limited natural light in the interior premises. The paved area around the building is available for use most of the year but may pose a challenge during other specified events at the fairgrounds. The Property is zoned in the City of Santa Rosa as Public Institutional (PI) with the same General Plan Designation. Despite this zoning designation, the County may play a role in permitting new uses for this site. If Permit Sonoma will have jurisdiction, that may change the process to approve a new use. It may also be possible that there exists a master plan document for the fairgrounds which gives the county authority for a range in uses, we would want to find and review this document if it exists. If it's determined that you must comply with the City of Santa Rosa zoning code, then you will be forced to work with the PI zoning designation or propose a General Plan land use change. This zoning designation is designed to permit governmental buildings such as hospitals, schools, and city administration offices. (See attached Exhibit A excerpt from General Plan.) Churches or religious uses are permitted with a Conditional Use Permit. If you pursue a use that can work with the PI zoning, we would anticipate a 6-12 month process. If the General Plan needs to be changed, we expect this to take an additional 6 months. This current zoning designation will be challenging for new uses. We would anticipate needing City of Santa Rosa support for almost all alternative uses of the subject premises. The cost will likely be in the \$15K to \$25K range to apply for a CUP. A general plan amendment would take over 12 months and could exceed \$20k in consulting fees and associated costs.

Projected Renovation Costs

The property will need some updating and likely some degree of renovation for a new user. It's unlikely the floor plan and current improvements will work for a new tenant. We are assuming that the HVAC system and roof are in good condition. We anticipate that flooring, paint, lighting, restroom updates, and potential construction work will be necessary for a new tenant to achieve a functional floor plan. This does not consider code upgrades that may be triggered because of performing the above work. Paint and flooring combined would likely be in the \$12-\$15/sq. ft. range. This assumes an entry-level commercial flooring product as well as a one-color interior paint job. If additional work is included, costs could easily reach \$25/sq. ft., totaling just over \$500,000. Our suggestion is to provide some free rent to

help offset the work needed to modify the existing facility improvements. Due to these costs, we would expect a lease term in the 5-10 year range, with options. We would like to prevent direct owner participation in any renovation.

Potential Uses and Asking Lease Rate

There are no other wagering facilities in the market, nor is there demand for a wagering facility from the marketplace. Significant renovations may be necessary to convert this property for a more viable use, like a bulk retailer, church, gym or other similar use. We've looked at larger buildings of all property types to get a feel for what lease rates look like through the North Bay. This has resulted in a lease rate range of \$0.65/sq. ft. for old industrial space without industrial zoning, to over \$2.00/sq. ft. for class A office space. Most of these spaces are offered as Industrial Gross, with the tenant paying operating expenses above the base year and a few involve NNN style leases. Based on this range, we believe an initial asking lease rate of \$1.65/sq. ft. Gross is a good starting point. This rate would equate to about \$33,264/month in base rent. The excess land of nearly 5 acres is hard to find and will be attractive for certain users that need land to store products, like RV storage; or need a lot of parking like a Church or grocery.

Timeline and Conclusion

We would estimate the lease-up to take 6-12 months to secure a tenant. Our suggested asking rent is \$1.65/sq. ft. per month. We are available to meet with your board to discuss specific questions and can start work on this as soon as you come to a decision. Thank you for the opportunity to work with you on this project. We look forward to your decision and taking the next steps together.

Respectfully,

Nick Abbott, CCIM

William M. Severi, CCIM, CPM

LAND USE AND LIVABILITY

COMMERCIAL

Retail and Business Services

Allows retail and service enterprises, offices, and restaurants. Regional centers, which are large complexes of retail and service enterprises anchored by one or more full line department stores, and destination centers, which are retail centers anchored by discount or warehouse stores, are allowed. Large grocery stores are expressly permitted in Community Shopping Centers and downtown only, and may be considered through a Conditional Use Permit process on other commercial sites.

OFFICE

Provides sites for administrative, financial, business, professional, medical, and public offices.

BUSINESS PARK

Planned, visually attractive centers for businesses which do not generate nuisances (noise, clutter, noxious emissions, etc). This designation accommodates campus-like environments for corporate headquarters, research and development facilities, offices, light manufacturing and assembly, industrial processing, general service, incubator-research facilities, testing, repairing, packaging, publishing and printing, and research and development facilities. Warehousing and distribution facilities, retail, hotels, and residential uses are permissible on an ancillary basis. Restaurants and other related services are permitted as accessory uses. Outdoor storage is not permitted.

INDUSTRIAL

Light Industry

Accommodates light industrial, warehousing and heavy commercial uses. Uses appropriate to this land use category include auto repair, bulk or warehoused goods, general warehousing, manufacturing/assembly with minor nuisances, home improvement retail, landscape materials retail, freight or bus terminals, research oriented industrial, accessory offices, and employee-serving commercial uses, and services with large space needs, such as health clubs. Professional office buildings are not permitted.

General Industry

Provides areas for manufacturing and distribution activities with potential for creating nuisances, along with accessory offices and retailing. Unrelated retail and service commercial uses that could be more appropriately located elsewhere in the city are not permitted. Uses may generate truck traffic and operate 24 hours a day.

PUBLIC/INSTITUTIONAL

An area or cluster of governmental or semi-public facilities, such as hospitals, utility facilities,

and government office centers, etc. Minor governmental offices located in a private building, places of religious assembly not occupying extensive land areas, and similar facilities are not shown on the General Plan Diagram. New facilities may be appropriate in any land use category based on need and subject to environmental review.

PARKS AND RECREATION

Neighborhood, community, and citywide parks and special purpose parks and facilities including recreation complexes, golf courses, and creekways are all part of the city's park system. The "R" symbol on the Land Use Diagram indicates a resort facility. Park facilities are categorized as follows:

Neighborhood Parks

City- or county-owned land intended to serve the recreation needs of people living or working within one-half mile radius of the park. Neighborhood parks are generally more than two acres in size but less than ten acres. They provide spaces for informal or casual play, family or small group activities such as picnics, community gardens, children's play areas, a special feature such as a splash area, hard court or multi-use field space for fitness, and passive natural areas. The city aims to provide access to neighborhood parks within one-half mile of residential neighborhoods.

Community Parks

Land with full public access intended to provide recreation opportunities beyond those supplied by neighborhood parks. Community parks are larger in scale than neighborhood parks (generally 10-25 acres in size). They provide spaces for organized sports, larger group events, children's play areas, several unique features, pathways and natural areas, community gardens and recreational facilities such as community centers. The city aims to provide access to community parks within one mile of residential neighborhoods.

Citywide Parks

Generally larger than 25 acres, they include special signature elements such as lakes, sports complexes, an amphitheater, lighted features, recreational facilities and buildings, large play structures, and spaces for large group activities such as citywide camps or corporate picnics. These facilities are used by residents throughout the city.

Special Purpose Parks and Facilities

Park lands generally designated for single use such as golf courses, heritage museums, botanical gardens, and environmental interpretive experiences. These facilities are used by residents throughout the city.

Park Identification on the General Plan Land Use Diagram: Existing and proposed parks are identified on the Land Use Diagram. Existing parks are identified in green showing the

A recap of our meeting with MG and Sonoma Water:

- Tree removal needed in order to move forward with a design plan.
- Design plan done in approximately 6 weeks by MG.
- Once plants identified, will work on a sponsorship with Devil's Mountain Wholesale Nursery. Contact made.
- Will pursue sponsorship for irrigation materials (Wyatt, SBI or other).

Goals:

- Water wise
- Low maintenance
- Aesthetically pleasing - color in 2-3 seasons if doable
- Replace trees (recommendations part of design plan)
- Irrigation system installed (Isaac works with MG)
- Offer sheet mulching workshop (Isaac works with Sonoma Water/MG)
- Educational signage (Sonoma Water may offer signage)
- Walk path - if doable
- Edible plants (Isaac)
- Dirt against building removed
- COSR rebate will be pursued for commercial property (Isaac lead - Sonoma Water may assist) Per Becky, rebate may be applied towards plants purchases, if needed.

Patty Crone
Sponsorship Coordinator
Patty.Crone@sonoma-county.org

(707) 545-4200
(707) 573-9342 fax
(509) 262-4253 cell

www.sonomacountyfair.com

From: Mimi Enright <Mimi.Enright@sonoma-county.org>

Sent: Tuesday, January 23, 2024 11:46 AM

To: Patty Crone <Patty.Crone@sonoma-county.org>; Paul Piazza - SCWA <Paul.Piazza@scwa.ca.gov>

Cc: Lauren Lum - SCWA <Lauren.Lum@scwa.ca.gov>; Kim Pearson <pearson3372@yahoo.com>; Linda King <LindaKeatingKing@outlook.com>; jdennhall@gmail.com <jdennhall@gmail.com>; Matthew Daly <Matthew.Daly@sonoma-county.org>; Isaac Gentry <Isaac.Gentry@sonoma-county.org>

Subject: RE: Master Gardener's - Fair Landscaping

Thanks for your quick reply, Patty. Here's a link to the Climate Forward Trees program I referenced on our Sonoma Master Gardener web site: https://sonomamg.ucanr.edu/Recommended_Plants_for_Sonoma_County/Climate_Forward_Trees/; and here's a direct link to the tree list: <https://ucanr.edu/sites/scmg/files/370607.pdf>.

But keep in mind that once the trees are removed then our design team could suggest possible trees for the areas flanking the entry that works with the other plants they would recommend in a planting design – once you are ready to move forward.

Kim, Linda & John, let us know if there is anything else you need for the design by Gate 2. Thanks all!

Best,
Mimi

Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT

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

Sonoma County Fair & Exposition, Inc
Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
 Jockey Club Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Harvest Fair

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
General & Administrative Expenses

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

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

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

	12/31/2023 Actual YTD	12/31/2023 Budget YTD	Variance vs budget	12/31/2022 Prior Year YTD	Variance vs prior year
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)	56,749	(14,907)
Exhibits - Temp	160,180	185,000	24,820	160,890	710
Exhibits - Perm	226,292	198,037	(28,254)	166,614	(59,678)
Attractions	33,588	34,750	1,162	23,785	(9,803)
Concessions Auditor	4,898	9,500	4,602	2,263	(2,636)
Racing	279,352	379,400	100,048	367,673	88,320
Total Salaries	955,362	1,073,496	118,134	941,932	(13,430)
Health Benefits					
Fair					
Exhibits - Perm	31,298	36,001	4,703	16,132	(15,167)
Racing	29,902	21,000	(8,902)	20,010	(9,892)
Total Health Benefits	61,200	57,001	(4,199)	36,142	(25,059)
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	43,363	43,025	(338)	32,548	(10,815)
Attractions	3,990	4,222	232	2,830	(1,161)
Racing	28,471	40,000	11,529	38,712	10,241
Total Workers Comp & Payroll Taxes	104,860	120,515	15,655	100,367	(4,493)
TOTAL	1,121,423	1,251,012	129,589	1,078,441	(42,982)
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	80,282	78,616	(1,666)	54,744	(25,538)
Attractions	-	-	-	-	-
Racing	25,153	28,000	2,847	27,044	1,891
Total Retirement & Other Benefits	119,136	125,747	6,611	93,697	(25,439)

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

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

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

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

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

Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT

	1/31/2024 Calendar YTD	1/31/2023 Calendar YTD	Invalid Period Calendar YTD
ASSETS			
Current Assets			
Cash in Bank and Treasury	7,642,946	8,302,179	8,600,161
Accounts Receivable, Net	60,533	477,467	89,872
Racing Settlement Receivable	(454)	6,533	(21)
Prepaid Expenses		27,000	
Other Current Assets	42,597	(9,504)	42,597
Total Current Assets	7,745,622	8,803,674	8,732,609
Property & Equipment, Net			
Property & Equipment, Net	7,614,174	8,048,871	7,614,174
Construction in Progress	1,290,490	850,389	1,290,490
Total Property & Equipment, Net of Depreciation	8,904,664	8,899,260	8,904,664
Other Assets			
Restricted Cash	86,423	120,904	86,423
Due From/Due (To) County for Vet's	(66,684)	37,270	51,132
GASB 68 Deferred Outflow of Resources	531,524	531,524	531,524
GASB 75 Deferred Outflow of Resources	143,665	143,665	143,665
Total Other Assets	694,929	833,363	812,744
TOTAL ASSETS	17,345,215	18,536,297	18,450,017
LIABILITIES AND EQUITY			
Current Liabilities			
Accounts Payable		16,505	1,074,701
Accrued Expenses	1,025,501	858,963	986,434
Racing Payable	34,244	20,051	23,043
Purses Paid - (Over)/Under	(228,599)	(130,307)	(228,599)
Other Short Term Liabilities			
Deferred Income	153,606	242,269	146,712
Total Current Liabilities	984,753	1,007,480	2,002,291
Long Term Liabilities			
Long Term Note			
GASB 68 Deferred Inflow of Resources	1,471,472	1,471,472	1,471,472
GASB 68 Net Pension Liability	(248,672)	(248,672)	(248,672)
GASB 75 Deferred Inflow of Resources	599,027	599,027	599,027
GASB 75 Net Pension Liability	592,416	592,416	592,416
Total Long Term Liabilities	2,414,243	2,414,243	2,414,243
NET ASSETS			
Investment in Capital Assets	8,317,970	8,317,970	8,317,970
Restricted for Scholarships	73,968	73,968	73,968
Restricted for Junior Livestock Auction	180,068	180,068	180,068
Other Restricted	86,435	120,916	86,435
Retained Earnings - Unrestricted	5,259,032	5,843,843	5,878,324
GASB 68 Prior Period Adjustment			
Profit/(Loss) Current Year	28,746	577,809	(503,282)
TOTAL LIABILITIES AND EQUITY	17,345,215	18,536,297	18,450,017

Sonoma County Fair & Exposition, Inc
Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
 Jockey Club Income Statement

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Harvest Fair

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
General & Administrative Expenses

DRAFT - UNAUDITED

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

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

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

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

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

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

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

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

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

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

HARVEST FAIR BUDGET WORKSHEET		2024 Budget	2023 Actual	2023 Budget	2022 Actual	2022 Budget
Revenue (50)						
41200-25	Ticket Sales - Tasting	80,000.00	65,600.00	90,000.00	69,245.00	90,000.00
41200-35	Ticket Sales - Award Night		29,250.00	41,250.00	31,200.00	45,000.00
41500-95	Commercial Space - Misc. Programs		-	-	-	3,500.00
42000-95	Concessions - Misc. Programs		-	300.00	340.46	-
43000-25	Winery Table Fee	5,000.00	6,100.00	4,500.00	-	-
43000-45	Entry Fees - Wine Competition	75,000.00	73,575.00	75,250.00	77,275.00	78,000.00
43000-55	Entry Fees - Food Competition	4,000.00	3,726.00	4,000.00	4,035.00	3,500.00
43000-85	Entry Fees - Attractions		1,790.00	1,000.00	1,000.00	2,000.00
43000-95	Entry Fees - Misc. Programs (am wine)	3,900.00	2,391.00	-	3,840.00	-
47100-75	Parking - Operations		-	500.00	-	1,000.00
49000-25	Sponsorships - Tasting	12,000.00	5,000.00	5,000.00	-	-
49000-35	Sponsorships - Awards Night		8,500.00	10,000.00	12,500.00	15,000.00
49000-45	Sponsorships - Wine Competition		-	5,000.00	-	-
49000-75	Sponsorship - Operations		5,000.00	-	6,500.00	9,000.00
49000-85	Sponsorships - Attractions		5,000.00	-	-	-
49100-45	Sponsored Awards - Wine Competition	500.00	-	-	-	500.00
49500-75	Misc. Revenue - Operations		540.97	-	407.49	-
49500-95	Misc. Revenue - Misc. Programs		52.17	-	64.98	-
	TOTAL REVENUE	180,400.00	206,525.14	236,800.00	206,407.93	247,500.00
Expense (70)						
50020-75	Salaries & Wages - all	28,000.00	29,723.61	47,000.00	45,677.48	41,000.00
56000-25	Contract Services - Tasting/Awards	30,000.00	16,680.74	15,000.00	9,472.75	10,500.00
56000-35	Contract Services - Awards Night		600.00	2,100.00	600.00	-
56000-45	Contract Services - Wine Competition	18,500.00	17,320.00	17,200.00	16,175.00	16,500.00
56000-55	Contract Services - Food Competition	3,500.00	3,500.00	3,500.00	3,775.00	3,500.00
56000-75	Contract Services - Operations	3,000.00	4,844.00	5,000.00	6,172.00	5,000.00
56000-85	Contract Services - Attractions		5,925.25	6,050.00	5,942.50	8,000.00
56040-45	Judge's Expenses - Wine Competition	\$6,800	6,789.80	9,000.00	7,454.73	13,000.00
56040-55	Judge's Expenses - Food Competition	300.00	345.51	250.00	138.75	250.00
58025-35	Awards - Awards Night		180.14	500.00	1,564.17	1,000.00
58025-45	Awards - Wine Competition	4,500.00	5,312.65	5,500.00	7,977.58	4,500.00
58025-55	Awards - Food Competition	1,000.00	1,097.93	2,200.00	-	1,000.00
58025-85	Awards - Attractions		1,500.00	1,500.00	1,584.86	1,500.00
62010-75	Postage - Operations	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00
62030-25	Supplies - Tasting	6,500.00	8,009.94	6,500.00	10,556.69	10,150.00
62030-35	Supplies - Awards Night		946.08	1,000.00	287.96	800.00
62030-45	Supplies - Wine Competition	1,500.00	1,571.06	2,000.00	2,041.50	750.00

HARVEST FAIR BUDGET WORKSHEET		2024 Budget	2023 Actual	2023 Budget	2022 Actual	2022 Budget
62030-55	Supplies - Food Competition	200.00	123.02	500.00	429.25	500.00
62030-85	Supplies - Attractions		2,745.16	1,600.00	1,594.33	1,000.00
64020-35	Cost of Goods - Awards Night		33,312.41	42,433.00	47,296.73	45,000.00
64020-45	Cost of Goods - Wine Competition		-	-	55.76	-
65090-45	Advertising - Pro Wine		-	16,000.00	-	-
65090-75	Advertising - Operations	30,000.00	23,732.52	28,500.00	46,940.55	53,000.00
68030-25	Cash/Over Short - Tasting		(7.41)	-	-	-
68040-75	Misc. Expense - Operations		-	200.00	99.54	1,000.00
68060-75	Director's Expense - Operations	500.00	100.61	500.00	364.96	500.00
68080-75	Bank Fees - Operations	9,500.00	10,306.38	9,000.00	7,647.87	5,000.00
68085-75	Insurance - Operations	250.00	440.00	1,650.00	1,620.00	1,300.00
68095-35	License & Permits - Awards Night		-	50.00	-	-
68095-75	License & Permits - Operations	275.00	515.00	400.00	476.00	1,700.00
70010-25	Equipment Rental - Tasting		-	-	-	200.00
70010-35	Equipment Rental - Awards Night		-	500.00	-	500.00
70010-45	Equipment Rental - Wine Competition		-	-	-	3,000.00
70010-75	Equipment Rental - Operations		-	-	-	4,000.00
70020-75	Utilities & Garbage - Operations	4,000.00	6,000.00	5,500.00	5,500.00	5,500.00
91080-75	Prior Year Expense - Operations		-	-	(4,806.40)	-
	EXPENSES	150,325.00	183,614.40	233,133.00	228,639.56	241,650.00
	NET INCOME (LOSS)	30,075.00	22,910.74	3,667.00	(22,231.63)	5,850.00