



NOTICE OF MEETING

The Board of Directors meeting is scheduled for **Tuesday – July 25, 2023 at 5:15p.m.**, Administration Board Room, 1350 Bennett Valley Road, Santa Rosa, CA, to consider the attached agenda. Those persons wishing to attend the meeting and who may require special accommodations pursuant to the provisions of the Americans with Disabilities Act are requested to contact the office of the CEO, (707) 545-4200, at least five working days prior to the meeting to ensure the proper arrangements can be made.

Sonoma County Fair & Exposition, Inc. Board of Directors

Rob Muelrath, President
Kanani Reynolds, Treasurer
Teejay Lowe, Past President
Lisa Wittke Schaffner
Marcia Mickelson
Sharon Wright
Alma Bowen

Kevin Howe, Vice President
Hugo Mata, Secretary
Marilyn Herzog
Annette O'Kelley
Neysa Hinton
Carole Quandt
Rocco Cunningham
Stacey Powers

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 – July 25, 2023 at 5:15 p.m.

AGENDA

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

The President will ask for names of individuals expressing desire to make a comment during the Public Comment Agenda item or on a listed Agenda item. The President will then call upon those individuals to provide their comment during public comment or during the particular agenda item. Comments are limited to three minutes. The 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. **Closed Session**
 - a. The Board of Directors will consider the following in closed session: Conference with Legal Counsel - Existing Litigation Govt. Code Section 54956.9(b)(1); Shayna Long v. Sonoma County Fair and Exposition Inc, et al. (Sonoma County Superior Court Case No. SCV-272969)
7. **Approval of Items 1 through 3 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 Regular Agenda under the appropriate Committee or Agenda Item.
8. **President's Comments – Rob Muelrath**
9. **CEO's Report – Becky Bartling**
 - June Interim Financial Reports (Attachment #1)
 - July-August 2023 Interim Event Schedules (Attachment #2)
10. **Fair Operations – Director Wittke Schaffner**

Chair update on committee meeting held on July 11, 2023

 - Agenda for the Committee meeting scheduled for July 11, 2023, was not posted 72 hours prior to the meeting, therefore there were no actions taken.
11. **Competitive Exhibits, Ag & Educational Exhibits – Director O'Kelley**

Chair update on committee meeting held July 11, 2023

 - Agenda for the Committee meeting scheduled for July 11, 2023, was not posted 72 hours prior to the meeting, therefore there were no actions taken.

12. Buildings & Grounds – Director Lowe

Chair update on committee meeting held July 13, 2023

- Discussion and possible action regarding committee recommendation for staff to work with the promoter of the next Xiochil Entertainment outdoor concert, on August 27, 2023, to determine if adjustments could be made to mitigate the levels of the horns, allowing for an extension of the sound curfew to either 8:30pm or 9pm
- Discussion and possible action regarding committee recommendation to approve **an Interim** Parking fee range of \$10-\$20, with staff making the determination of fee to charge for concerts and sporting events

13. Racing – Director Lowe

Chair update on committee meeting held July 13, 2023

- Discussion and possible action regarding committee recommendation to approve a contract with Pegasus Communications Video Patrol/Production NTE \$65K
- Update on the closure of Golden Gate Fields and 2024 race dates meeting in August – Becky Bartling, CEO

14. Budget & Finance – Director Reynolds

Chair update on committee meeting held July 25, 2023

- Discussion and possible action regarding committee recommendation to approve draft financial statements for June 30, 2023 (Attachment #3)
- Discussion and possible action regarding changes to signers on Fairgrounds bank account (Attachment #4)

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

Update on committee meeting held July 12, 2023

16. Report on Fair Foundation – Directors Herzog, Mickelson & O’Kelley

Update on committee meeting held July 7, 2023

17. Request for future agenda items

18. Adjournment

CONSENT AGENDA

1. **Full Board Meeting**
Approval of Minutes from the June 20, 2023, Meeting
2. **Buildings & Grounds Committee Meeting**
Approval of Minutes from the July 13, 2023, Committee Meeting
3. **Racing Committee Meeting**
Approval of Minutes from the July 13, 2023, Committee Meeting

CONSENT AGENDA # 1

**Sonoma County Fair
DRAFT MINUTES OF THE MEETING OF THE
BOARD OF DIRECTORS
Tuesday – June 20, 2023, at 5:15 p.m.**

DIRECTORS PRESENT: Rob Muelrath, President; Kevin Howe, Vice President; Kanani Reynolds, Treasurer; Hugo Mata, Secretary; Teejay Lowe, Past President; Marilyn Herzog, Annette O’Kelley, Marcia Mickelson, Carole Quandt, Alma Bowen, Rocco Cunningham

DIRECTORS ABSENT: Lisa Wittke Schaffner, Neysa Hinton, Stacey Powers, Sharon Wright,

OTHERS PRESENT: Becky Bartling, Matt Daly, Jennifer Herrera, Isaac Gentry, Michael Margetts, Greg Duncan

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

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

INTRODUCTION OF GUESTS: None

PUBLIC COMMENTS: None

APPROVAL OF REGULAR AGENDA:

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

APPROVAL OF CONSENT AGENDA – Item 1 through 3:

Director Mata moved to approve the Consent; Director O’Kelley seconded the motion; the motion passed unanimously.

PRESIDENT COMMENTS:

No comments

CEO’S REPORT:

CEO Bartling reviewed the May 2023 Interim Financials. Bartling reviewed the June-July 2023 Interim Event Schedules. **No actions taken.**

FAIR OPERATIONS – Director Wittke Schaffner

Update was given that the committee meeting for June 6, 2023 was cancelled. CEO Bartling discussed the request to approve the \$15 parking fee for the Brookwood, D-Lot, and Veterans Lot for the 2023 Fair.

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

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

Director O’Kelley updated on the committee meeting held on June 6, 2023. No action was taken.

BUILDINGS & GROUNDS – Director Lowe

Director Lowe gave a report for the June 8, 2023 committee meeting.

Director Lowe moved to approve the request to extend the end time of the outdoor concert on July 9, 2023 to 8:30 PM; Director Cunningham seconded the motion; the motion passed unanimously.

RACING – Director Lowe

Nothing to report; committee meeting held June 6, 2023 was canceled.

EXECUTIVE/PERSONNEL – President Muelrath

No meeting held in June

BUDGET & FINANCE – Director Reynolds

Director Reynolds gave a report for the June 20, 2023 committee meeting.

Director Reynolds moved to approve the draft financial statements for May 31, 2023; Director Bowen seconded the motion; the motion passed unanimously.

HARVEST FAIR – Directors Wittke Schaffner & Rocco Cunningham

Director Cunningham gave an update on the committee meeting held June 14, 2023.

Director Cunningham moved to approve the 2023 Harvest Fair Budget; Director Howe seconded the motion; the motion passed unanimously.

FAIR FOUNDATION – Director Herzog, Director Mickelson & Director O’Kelley

Director O’Kelley gave an update on the committee meeting held June 2, 2023.

REQUEST FOR FUTURE AGENDA ITEMS:

None

ADJOURNMENT

There being no further business, a motion was made by Director Lowe to adjourn the meeting at 6:07 p.m.; Director Mata seconded the motion; the motion passed unanimously.

CONSENT AGENDA # 2

Sonoma County Fair & Exposition, Inc.
**DRAFT Minutes of the
Buildings and Grounds Committee Meeting**
Thursday – July 13, 2023 at 4:30 p.m.

VOTING-DIRECTORS PRESENT: Teejay Lowe, Chair; Vice Chair; Annette O’Kelley, Lisa Wittke Schaffner, Rocco Cunningham, Marilyn Herzog, Hugo Mata

VOTING-DIRECTORS ABSENT: None

NON-VOTING DIRECTORS PRESENT: Rob Muelrath, Carole Quandt

OTHERS PRESENT: Becky Bartling, Isaac Gentry, Debbie Townsend, Jennifer Herrera Tomasello

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

APPROVAL OF AGENDA:

Director Wittke Schaffner 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 JUNE 2023 2023 INTERIM FINANCIAL REPORTS:

CEO Bartling reviewed the June 2023 interim financials. **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING JULY-AUGUST 2023 INTERIM EVENTS SCHEDULE:

CEO Bartling reviewed the list of July-August 2023 interim events. **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING SOUND CURFEW FOR XIOCHIL ENTERTAINMENT MEXICAN CONCERT ON AUGUST 27, 2023:

CEO Bartling stated that at the July Board meeting, the sound curfew for Xiochil Entertainment’s Mexican concert held on June 4, 2023, was approved to extent to 8:30pm. At that time, it was recommended that after the June event, consideration would be given to allow the 8:30pm sound curfew for the August 27th event or allow an extension to 9pm. Bartling reported that some complaints were received from neighbors, sound checks were taken, and adjustments were made to ensure that the levels met the sound policy. However, Bartling added that it was the horns that were an issue.

Director Wittke Schaffner moved to approve staff to work with the promoter of the next Xiochil Entertainment outdoor concert, on August 27, 2023, to determine if adjustments could be made to mitigate the levels of the horns, allowing for an extension of the sound curfew to either 8:30pm or 9pm; Director Mata seconded the motion; the motion passed unanimously.

DISCUSSION AND POSSIBLE ACTION REGARDING PARKING FEES FOR CONCERTS AND SPORTING EVENTS:

CEO Bartling reported that the current rate for interim parking fees is \$10. Bartling stated that the parking fee at other venues for concerts and sporting events is much higher and recommended an increase to \$15. Discussions ensued regarding a possibly higher rate.

Director O’Kelly moved to approve an Interim Parking fee range of \$10-\$20, with staff making the determination of fee to charge for concerts and sporting events; Director Cunningham seconded the motion; the motion passed unanimously.

UPDATE ON ACTIVITIES AROUND THE FAIRGROUNDS- BECKY BARTLING, CEO

CEO Bartlett stated that staff is very busy preparing for Fair. Maintenance Superintendent Gentry reported that the repair of the Hall of Flowers wall will begin August 21st and the project will take approximately 4 weeks. Gentry added that another project in progress is asphalt repair in front of the Finley Hall, in front of the Kraft Building, at the former location of the Spaghetti Palace and a trip hazard in the Garden Courtyard.

REQUEST FOR FUTURE AGENDA ITEMS:

None

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

CONSENT AGENDA # 3

Sonoma County Fair
**DRAFT Minutes of the
Racing Committee Meeting**

Thursday, July 13, 2023,
Immediately following Buildings & Grounds at approximately 5:00 p.m.

DIRECTORS PRESENT: Chair; Teejay Lowe, Hugo Mata, Vice Chair; Carole Quandt, Stacey Powers

DIRECTORS ABSENT: Neysa Hinton, Alma Bowen,

OTHER DIRECTORS PRESENT: Rob Muelrath

OTHERS PRESENT: Becky Bartling, Michael Margetts, Jennifer Herrera, Stacey Lapham

The meeting was called to order by Chair Lowe at 5:02 p.m.

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

PUBLIC COMMENTS:

None

UPDATE ON 2023 RACE MEET:

Director of Racing, Stacey Lapham, provided an update on horse racing and the track and grandstand condition and improvements. **No action taken.**

Update on 2024 racing dates committee meeting on August 16

CEO Bartling and COO Daly will be attending the 2024 racing dates committee meeting. **No action taken.**

Discussion and possible action to approve a contract with Pegasus Communications Video Patrol/Production NTE \$65K - Stacey Lapham, Director of Racing

Director Powers moved to approve the agenda; Director Mata seconded the motion; the motion **Passed unanimously.**

Update on fair board members dino race

CEO Bartling provided an update on the board members' dino race to be held on Friday, August 4th. Race is mandatory participation for all board members. More details will be shared at the July full board meeting. **No action taken.**

REQUEST FOR FUTURE AGENDA ITEMS:

None

There being no further business, Director Lowe moved to adjourn the meeting at 5:30 p.m, the motion passed unanimously.

ATTACHMENT #1

INTERIM REVENUE - June 1-30, 2023
(Prepared for July 25, 2023 Full Board Meeting)

JUNE - Event Name	Event Type	Facility Rented	Rental	Parking	Food	Alcohol	*2023	2022
Impact Ent., Sports & Event Marketing, LLC	Country Summer Music Festival	Carnival Lot, Saralee Barn, Showcase Café, Redwood Lot, West Pavilion Lot, Finley Hall & Parent's Rest Station	\$20,000.00	\$41,118.00	\$52,932.25	\$185,382.61	\$299,432.86	\$312,060.51
RV Park	RV Sites & Country Summer RVs	RV Park	\$99,230.93				\$99,230.93	\$118,438.80
Co. of So. Emergency Management	COVID-19 Trailers (31)	Ball Park	\$39,000.00				\$39,000.00	\$46,500.00
Peggy Sue's All American Cruise	Drive-In Movie & Car Show	Carnival Lot, Garrett,	\$15,149.50	\$10,927.00	\$7,047.76	\$4,491.04	\$37,615.30	\$28,741.87
Xiochil Entertainment	Outdoor Mexican Concert	Carnival Lot	\$13,617.00	\$3,149.00	\$949.81	\$8,404.33	\$26,120.14	
Management of SR Vets	Facility Management	Vet's Building	\$10,000.00				\$10,000.00	\$10,000.00
Tayman Park Golf Group	Golf Course	Golf Course	\$6,566.24				\$6,566.24	\$6,580.30
Carolina Uraje	Quinceanera	Finley Hall	\$5,023.36			\$270.00	\$5,293.36	
Pamela Lopez	Quinceanera	Garrett Building	\$4,787.25			\$270.00	\$5,057.25	
Wine Competitions Management & Productions	Experience Rose & Int'l Women's Wine and Spirits Coding & Competition	Grandstands & Showcase Café	\$4,105.00				\$4,105.00	\$7,411.25
SRMT	Motorcycle Training	Brookwood Lot	\$2,996.00				\$2,996.00	\$2,140.00
Verizon Wireless	Telecom Site	South Barns	\$2,575.00				\$2,575.00	\$2,500.00
North Bay Carmart, LLC	Carmart	Brookwood Lot	\$1,826.00				\$1,826.00	\$1,917.35
Wine Competitions Management & Productions	Annual Storage Fee	Grandstands	\$600.00				\$600.00	\$600.00
Cheveto Mobile Window Tinting	Window Tinting	Brookwood Lot	\$500.00				\$500.00	\$500.00
Red Peloton	Bike Races	Concourse	\$480.00				\$480.00	
Lynn Green	Overnight Horse Boarding	Double Letter Barns	\$180.00				\$180.00	
							n/a	\$76,142.62

*Gross Revenue includes security and insurance, which are reimbursed expenses								
**Note: Events not returning in 2023: Hot Air Balloons (\$31,203.26), Circus (\$21,787), Jury Selection (\$12,000), B2B Wine Expo (\$8,658.46), Ride-A-Rig (\$1,543.90), Health Screenings (\$600) & Safe Trailering Course (\$350)							\$541,578.08	\$613,532.70

NOTE: Country Summer rental fees may still need some minor adjustments to alcohol, ticket sales & maintenance labor.							2021	\$283,721.14
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2019 \$576,079.62
2018 \$719,135.55



Interim Events
July 1 thru August 31, 2023

JULY

1-31 – COVID-19 Trailers in Ballpark
9 – Mexican Dance/Concert (Carnival Lot)
14-16- Hot Air Balloon Classic

Car Mart / Cheveto Mobile Window Tinting – CLOSED July 30th
Motorcycle Training – CLASSES END July 30th
Golf Course – CLOSED July 29th

AUGUST

1-31 – COVID-19 Trailers in Ballpark
3-13 – *Sonoma County Fair ~ Jurassic Jubilee*
22 – Bike Races
24 – Press Democrat~Best of Sonoma County Awards Presentation
26 – So. Co. Republican Party GOP Conference
26-27 – Rally Cross (D-Lot)
27 – Mexican Dance/Concert (Carnival Lot)
29 – Bike Races

Car Mart / Cheveto Mobile Window Tinting – REOPENS August 12th
Motorcycle Training – CLASSES RESUME August 19th
Golf Course – REOPENS August 14th

Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT

ATTACHMENT #3

	6/30/2023 Calendar YTD	6/30/2022 Calendar YTD	5/31/2023 Calendar YTD
ASSETS			
Current Assets			
Cash in Bank and Treasury	7,069,876	8,139,144	7,309,951
Accounts Receivable, Net	402,545	442,550	244,499
Racing Settlement Receivable	6,533		6,533
Prepaid Expenses	81,000		81,000
Inventory of Supplies			
Other Current Assets	3,547		(9,155)
Total Current Assets	7,563,501	8,581,695	7,632,825
Property & Equipment, Net	8,274,056	8,346,907	8,274,056
Construction in Progress	1,045,459	123,226	1,031,193
Total Property & Equipment, Net of Depreciation	9,319,516	8,470,134	9,305,249
Other Assets			
Restricted Cash	120,904	120,904	120,904
Due From/Due (To) County for Vet's	(44,683)	41,001	(37,408)
GASB 68 Deferred Outflow of Resources	531,524	388,392	531,524
GASB 75 Deferred Outflow of Resources	143,665	227,163	143,665
Total Other Assets	751,410	777,461	758,686
TOTAL ASSETS	17,634,426	17,829,289	17,696,760
LIABILITIES AND EQUITY			
Current Liabilities			
Accounts Payable		23,734	
Scholarships Payable			
Accrued Expenses	824,984	553,329	647,167
Racing Payable	20,051	7,965	20,051
Purses Paid - (Over)/Under	(125,461)	92,404	(127,317)
Other Short Term Liabilities		165	
Short Term Notes			
Current Portion of Long-Term Debt			
Deferred Income	832,031	783,146	712,187
Total Current Liabilities	1,551,606	1,460,743	1,252,087
Long Term Liabilities			
Long Term Note			
GASB 68 Deferred Inflow of Resources	1,471,472	692,692	1,471,472
GASB 68 Net Pension Liability	(248,672)	727,608	(248,672)
GASB 75 Deferred Inflow of Resources	599,027	329,461	599,027
GASB 75 Net Pension Liability	592,416	1,070,384	592,416
Total Long Term Liabilities	2,414,243	2,820,145	2,414,243
NET ASSETS			
Investment in Capital Assets	8,317,969	8,241,122	8,317,970
Restricted for Scholarships	73,968	43,086	73,968
Restricted for Junior Livestock Auction	180,068	159,248	180,068
Other Restricted	120,916	120,916	120,916
Retained Earnings - Unrestricted	5,843,843	4,528,964	5,843,843
GASB 68 Prior Period Adjustment			
Profit/(Loss) Current Year	(868,186)	455,064	(506,334)
TOTAL LIABILITIES AND EQUITY	17,634,426	17,829,289	17,696,761

**Sonoma County Fair & Exposition, Inc
Income Statement**
ATTACHMENT #3
DRAFT - UNAUDITED

	6/30/2023 Actual YTD	6/30/2022 Prior Year YTD	Variance	6/30/2023 Budget YTD	Variance
Operating Revenue					
Fair	15,981	18,361	(2,380)		15,981
Interim	1,762,061	2,391,662	(629,601)	2,294,762	(532,701)
Jockey Club		72,000	(72,000)		
Total Operating Revenue	1,778,042	2,482,022	(703,981)	2,294,762	(516,721)
Operating Expense					
Fair	584,230	437,841	(146,388)	475,073	(109,156)
Interim	738,555	653,892	(84,663)	963,412	224,857
Jockey Club	15,822	28,044	12,222	66,000	50,178
General & Administrative	2,010,786	1,499,500	(511,285)	2,273,908	263,123
Allocated Costs - Harvest Fair					
Total Operating Expenses	3,349,393	2,619,278	(730,114)	3,778,394	429,001
Operating Income/(Loss)	(1,571,351)	(137,256)	(1,434,095)	(1,483,632)	(87,719)
Other Revenue	57,317	552,792	(495,474)	22,974	34,343
Harvest Fair - Revenue					
Harvest Fair - Expense					
Interest Expense					
JLA, net	(30,949)	(3,928)	(27,021)		(30,949)
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	13,522	17,631	(4,108)		13,522
Net Income/(Loss)before depreciation and capital	(1,531,461)	429,239	(1,960,699)	(1,460,658)	(70,803)
Depreciation Expense					
Net Income(Loss) before capital	(1,531,461)	429,239	(1,960,699)	(1,460,658)	(70,803)
Gain (loss) on disposal of asset					
Capital Expenditures					
Capital Funding	663,274	25,826	637,448	750,000	(86,726)
Net Income (Loss) incl Capital	(868,186)	455,064	(1,323,251)	(710,658)	(157,529)

Sonoma County Fair & Exposition, Inc
Fair Income Statement

ATTACHMENT #3

DRAFT - UNAUDITED

	6/30/2023 Actual YTD	6/30/2022 Prior Year PTD	Variance	6/30/2023 Budget YTD	Variance
Revenue					
Admissions				-	
Parking				-	
Commercial Space				-	
Carnival				-	
Concessions				-	
Exhibits				-	
Racing	7,274	18,361	(11,087)	-	7,274
Attractions				-	
Sponsorships	8,707		8,707	-	8,707
VIP Tent				-	
Miscellaneous				-	
Total Fair Revenue	15,981	18,361	(2,380)		15,981
Expense					
Labor and Benefits	213,140	169,609	(43,531)	217,173	4,034
Advertising & Publicity	95,204	32,131	(63,073)	20,000	(75,204)
Attendance	11,487	3,060	(8,427)	-	(11,487)
Signage/Other/Drinking Water				-	
Premium	11,864	(93)	(11,957)	-	(11,864)
Hall of Flowers	80,707	61,564	(19,143)	85,000	4,293
Exhibits	27,464	21,890	(5,574)	24,400	(3,064)
Commerical/Concessions Exhibits		46	46	-	
Racing	69,877	86,449	16,573	72,500	2,623
Attractions	47,552	37,462	(10,091)	35,000	(12,552)
Miscellaneous		724	724	-	
VIP Tent	250		(250)	-	(250)
Fair - Contract Services	26,685	25,000	(1,685)	21,000	(5,685)
Total Expense	584,230	437,841	(146,388)	475,073	(109,156)
Fair Income/(Loss)	(568,249)	(419,481)	(148,768)	(475,073)	(93,175)

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

	6/30/2023 Actual YTD	6/30/2022 Prior Year YTD	Variance	6/30/2023 Budget YTD	Variance
Revenue					
Long Term Rentals	65,607	62,368	3,239	67,080	(1,473)
Building Rental	174,947	259,992	(85,045)	278,217	(103,270)
Facility Rental	286,519	457,165	(170,646)	295,276	(8,757)
Equipment Rental	94,408	78,634	15,774	76,227	18,181
Trailer & RV	530,420	866,951	(336,532)	827,160	(296,740)
Interim Parking	138,303	122,191	16,113	175,509	(37,206)
Insurance/Costs Reimbursed	36,006	19,839	16,167	2,115	33,891
Security Reimbursed	40,783	145,937	(105,154)	112,871	(72,088)
Food & Other Concessions	101,186	87,474	13,712	107,349	(6,163)
Alcohol Concessions	230,449	227,006	3,443	285,888	(55,439)
Other Interim Revenue	63,434	64,106	(673)	67,070	(3,636)
Total Revenue	1,762,061	2,391,662	(629,601)	2,294,762	(532,701)
Expense					
Int Wages & Benefits	489,715	398,286	(91,429)	578,940	89,225
Int Parking Wages & Benefits	73,476	39,138	(34,338)	49,637	(23,839)
Total Wages & Benefits	563,191	437,423	(125,767)	628,577	65,386
Contract Services-Interim	8,912	4,391	(4,521)	7,000	(1,912)
Contract Services-RV Park	3,662	21,468	17,806	476	(3,186)
Straw Removal				-	
Security		2,765	2,765	3,000	3,000
Supplies & Equipment	3,347	20,329	16,982	2,679	(668)
RV Park Utilities	118,326	110,549	(7,778)	101,000	(17,326)
RV Park Advertising				278	278
Miscellaneous RV Parking				-	
RV Supplies & Equipment	3,313	1,696	(1,617)	11,175	7,862
Interim Advertising				135	135
Business Partner Incentive				-	
Insurance/Costs Reimbursed	2,779	1,096	(1,683)	1,773	(1,006)
Security Costs Reimbursed	33,310	52,214	18,904	195,175	161,865
Equipment Rental	1,714	1,960	247	956	(758)
CalTrans Median Strip Rent				11,000	11,000
Special Repairs & Equipment				188	188
Total Expense	738,555	653,892	(84,663)	963,412	224,857
Interim Income/(Loss)	1,023,505	1,737,770	(714,264)	1,331,350	(307,845)

Sonoma County Fair & Exposition, Inc
Jockey Club Income Statement

ATTACHMENT #3

DRAFT - UNAUDITED

	6/30/2023 Actual YTD	6/30/2022 Prior Year YTD	Variance	6/30/2023 Budget YTD	Variance
Revenue					
Admissions				-	
Turf Club				-	
Commissions				-	
Programs/Other				-	
Race Forms, etc				-	
Concessions				-	
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental		72,000	(72,000)	-	
ATM Fees				-	
Interim Concessions				-	
Total Jockey Club Revenues		72,000	(72,000)		
Expense					
Wages & Benefits				-	
Contract Services	1,953	7,117	5,164	-	(1,953)
Supplies & Expense	4,501	6,276	1,775	60,000	55,499
Utilities	9,369	14,652	5,283	6,000	(3,369)
Cost of Periodicals				-	
Garbage				-	
Advertising & Marketing				-	
Total Jockey Club Expenses	15,822	28,044	12,222	66,000	50,178
Jockey Club Income/(Loss)	(15,822)	43,956	(59,778)	(66,000)	50,178

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

DRAFT - UNAUDITED

	6/30/2023 Actual YTD	6/30/2022 Prior Year YTD	Variance	6/30/2023 Budget YTD	Variance
Cost Recovered Harvest Fair	0	0	0	-	0
Total Revenue	0	0	0	0	0
Expense					
Admin Wages and Benefits	0	0	0	-	0
Publicity Wages and Benefits	0	0	0	-	0
Maintenance Wages and Benefits	0	0	0	-	0
Interim Wages and Benefits	0	0	0	-	0
Exhibits Wages and Benefits	0	0	0	-	0
Attendance Wages and Benefits	0	0	0	-	0
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	0	0	-	0
Total Expenses	0	0	0	0	0
Harvest Fair Income(Loss)	0	0	0	0	0

Sonoma County Fair & Exposition, Inc
General & Administrative Expenses

ATTACHMENT #3

DRAFT - UNAUDITED

	6/30/2023 Actual YTD	6/30/2022 Prior Year YTD	Variance	6/30/2023 Budget YTD	Variance
Expense					
Wages & Benefits-Admin	338,428	311,956	(26,472)	447,758	109,330
Contract Services-Admin	70,232	67,422	(2,810)	86,220	15,988
County Indirect Services	81,600	70,000	(11,600)	82,200	600
Legal	3,878	4,442	564	12,480	8,603
Office Expense-Admin	34,539	49,187	14,649	61,550	27,011
Postage & Telephone	18,656	16,384	(2,272)	22,519	3,863
Director's Expense & Travel	12,582	6,880	(5,702)	10,980	(1,602)
Donations				-	
Insurance	81,600	52,500	(29,100)	75,000	(6,600)
Audit Fee	20,000	24,150	4,150	14,340	(5,660)
Bad Debt and Cash Short/Over	106	1,640	1,534	-	(106)
Administration Expenses	661,620	604,561	(57,059)	813,047	151,427
Wages & Benefits-Maint	901,669	498,575	(403,094)	1,020,351	118,682
Contract Services-Maint	23,793	81,855	58,062	56,000	32,207
Equipment Rental-Maint	14,759	4,629	(10,131)	8,400	(6,359)
Utilities	177,170	156,715	(20,455)	156,830	(20,340)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	42,896	15,057	(27,839)	40,800	(2,096)
Maintenance Supplies	146,282	96,718	(49,564)	125,840	(20,442)
Repairs & Maintenance	2,833	3,260	427	20,440	17,607
Equipment Repairs	39,764	38,132	(1,632)	32,200	(7,564)
Maintenance Expenses	1,349,166	894,940	(454,226)	1,460,861	111,696
General & Administrative Expenses	2,010,786	1,499,500	(511,285)	2,273,908	263,123

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

ATTACHMENT #3

DRAFT - UNAUDITED

	6/30/2023 Actual YTD	6/30/2022 Prior Year YTD	Variance	6/30/2023 Budget YTD	Variance
Permanent Salaries					
Fair	82,515	47,171	(35,344)	88,400	5,885
Interim	236,734	186,514	(50,220)	257,300	20,566
Jockey Club				-	
Golf Course				-	
Administration	187,482	175,455	(12,027)	241,000	53,519
Maintenance	375,158	220,431	(154,727)	412,150	36,992
Total Permanent Salaries	881,889	629,571	(252,318)	998,850	116,961
Temporary Salaries					
Fair	54,004	78,744	24,740	50,500	(3,504)
Interim	117,490	76,484	(41,006)	140,179	22,689
Jockey Club				-	
Golf Course				-	
Administration	10,412	1,515	(8,897)	500	(9,912)
Maintenance	88,936	45,514	(43,422)	120,890	31,954
Total Temporary Salaries	270,842	202,257	(68,585)	312,069	41,227
Health Benefits					
Fair	28,165	4,696	(23,469)	29,000	835
Interim	50,034	30,526	(19,508)	66,500	16,466
Jockey Club				-	
Golf Course				-	
Administration	30,101	20,424	(9,677)	47,500	17,399
Maintenance	97,083	56,170	(40,913)	117,000	19,917
Total Health Benefits	205,383	111,815	(93,568)	260,000	54,617
FICA, Medicare & Workers Comp					
Fair	14,719	14,518	(202)	15,639	920
Interim	44,206	34,797	(9,408)	38,188	(6,018)
Jockey Club				-	
Golf Course				-	
Administration	20,924	17,635	(3,290)	29,300	8,376
Maintenance	159,196	64,074	(95,122)	182,647	23,451
Total Workers Comp & Payroll Taxes	239,045	131,024	(108,022)	265,774	26,728
Retirement, UI, Other					
Fair	33,736	24,480	(9,257)	33,634	(102)
Interim	114,727	104,422	(10,305)	126,410	11,683
Jockey Club				-	
Golf Course				-	
Administration	89,509	96,928	7,419	129,458	39,949
Maintenance	181,296	112,387	(68,910)	187,665	6,368
Total Retirement & Other Benefits	419,269	338,216	(81,053)	477,167	57,898
TOTAL	2,016,428	1,412,883	(603,545)	2,313,860	297,432
TOTAL BY DEPT					
Fair	213,140	169,609	(43,531)	217,173	4,034
Interim	563,191	432,743	(130,448)	628,577	65,386
Jockey Club					
Golf Course					
Administration	338,428	311,956	(26,472)	447,758	109,330
Maintenance	901,669	498,575	(403,094)	1,020,351	118,682
TOTAL ALL DEPARTMENTS	2,016,428	1,412,883	(603,545)	2,313,860	297,432

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

	Actual YTD	Prior Year YTD	Variance	Budget YTD
Salaries				
Fair				
Hall of Flowers	43,113	34,853	(8,260)	-
Publicity	66		(66)	6,500
Parking		253	253	-
Admissions	512	234	(278)	-
Exhibits - Temp	6,376	12,853	6,477	18,000
Exhibits - Perm	82,515	47,171	(35,344)	88,400
Attractions	3,540	2,045	(1,495)	-
Concessions Auditor				-
Racing	397	28,507	28,110	26,000
Total Salaries	136,519	125,915	(10,604)	138,900
Health Benefits				
Fair				
Exhibits - Perm	13,780	4,186	(9,594)	17,000
Racing	14,386	511	(13,875)	12,000
Total Health Benefits	28,165	4,696	(23,469)	29,000
FICA, Medicare & Workers Comp				
Fair				
Hall of Flowers	5,077	4,312	(765)	-
Publicity	8		(8)	791
Parking		10	10	-
Admissions	60	12	(48)	-
Exhibits	9,111	6,534	(2,577)	11,578
Attractions	417	277	(140)	-
Racing	47	3,372	3,325	3,270
Total Workers Comp & Payroll Taxes	14,719	14,518	(202)	15,639
TOTAL	179,403	145,129	(34,274)	183,539
Retirement, UI, Other				
Fair				
Hall of Flowers	2,474	2,126	(348)	-
Publicity	4		(4)	403
Parking				-
Admissions	251	133	(118)	-
Exhibits - Perm	30,756	21,452	(9,304)	32,806
Attractions				-
Racing	251	769	517	425
Total Retirement & Other Benefits	33,736	24,480	(9,257)	33,634

JUNE - CASH EXPENDITURES

MONTH OF :		JUNE
PERMANENT PAYROLL	\$	304,690.52
TEMP PAYROLL	\$	222,266.19
ACCOUNTS PAYABLE	\$	363,846.91
TOTAL PAYMENTS	\$	<u>890,803.62</u>
LEGAL FEES PAID	\$	775.50

Open Invoices with Aging Group

Invoice #	Invoice Date	Bill-To Account	Amount Due	Due Date	Event	Aging Group
54000	06/15/21	Hot Productions	250.00	07/15/21	Hot Productions-SPA & SWIM SPA SALE	Over 120
55161	12/12/21	Skyline Entertainment	4,536.13	01/11/22	Skyline Entertainment-MEXICAN DANCE (1,500-2,500)	Over 120
56711	08/31/22	Trione Vineyards, LLC	500.00	09/30/22	2022 FAIR - (August 4-14; Close Monday August 8th)	Over 120
56874	08/31/22	Bula Pies Fiji	1,806.90	09/30/22	2022 FAIR - (August 4-14; Close Monday August 8th)	Over 120
57349	09/30/22	Spectra by Comcast Spectacor	88.59	10/30/22	Balbuena, Yanet-QUINCEANERA (Finley/400)	Over 120
57354	09/30/22	Spectra by Comcast Spectacor	210.00	10/30/22	Sanchez, Marbella-QUINCEANERA (Kraft 250)	Over 120
57374	09/30/22	Spectra by Comcast Spectacor	1,157.12	10/30/22	Big Time Speedway Presents, LLC-FLAT TRACK RACING (CB-1,500)	Over 120
57382	09/30/22	Spectra by Comcast Spectacor	210.00	10/30/22	Lopez Perez, Maria D.-QUINCEANERA (Finley/400)	Over 120
57451	10/31/22	Spectra by Comcast Spectacor	248.75	11/30/22	Del Valle Dog Club/Skyline Dog Fanciers-HARVEST MOON CLASSIC DOG SHOW (6,000)	Over 120
57788	12/30/22	EC Events, LLC	98,506.60	01/29/23	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	Over 120
58015	01/01/23	EC Events, LLC	1,852.60	02/01/23	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	Over 120
58016	02/01/23	EC Events, LLC	1,655.39	03/01/23	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	Over 120
58020	02/28/23	Golden State Gay Rodeo Assn (GSG)	948.50	03/30/23	Golden State Gay Rodeo Assn (GSGRA)-RIDING PRACTICES (40)	91-120
58090	03/23/23	Tayman Park Golf Group, Inc	550.31	04/22/23	Tayman Park Golf Group, Inc (MY2022-2024)-MARCH 2023	61-90
58136	03/31/23	EC Events, LLC	1,680.22	04/30/23	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	61-90
58141	03/31/23	Spectra by Comcast Spectacor	538.40	04/30/23	North Coast Builders Exchange-CRAB FEED (SB-500)	61-90
58149	03/31/23	Homescape Events LLC	2,768.25	04/30/23	Homescape Events LLC-ANNUAL SPRING HOME SHOW	61-90
58151	03/31/23	Petaluma Riding & Driving Club	100.00	04/30/23	Petaluma Riding & Driving Club-DRILL TEAM PRACTICE (16)	61-90
58158	03/31/23	Petaluma Riding & Driving Club	100.00	04/30/23	Petaluma Riding & Driving Club-DRILL TEAM PRACTICE (16)	61-90