



NOTICE OF MEETING

The Board of Directors meeting is scheduled for **Tuesday – June 20, 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 – June 20, 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.

- Full Board Meeting minutes for May 23, 2023 will be presented for approval at the July Full Board Meeting.

5. Approval of Regular Agenda

6. 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.

7. President's Comments – Rob Muelrath

8. CEO's Report – Becky Bartling

- May Interim Financial Reports (Attachment #1)
- June-July 2023 Interim Event Schedules (Attachment #2)

9. Fair Operations – Director Wittke Schaffner

- Committee meeting scheduled for June 6, 2023 was canceled
- Discussion and possible action to approve a \$15 parking fee for the Brookwood, D-Lot, and Veterans Lot for the 2023 Fair.

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

Chair update on committee meeting held June 6, 2023

11. Buildings & Grounds – Director Lowe

Chair update on committee meeting held June 8, 2023

- Discussion and possible action extending the ending time of the outdoor concert on July 9, 2023 to 8:30 PM.

12. Racing – Director Lowe

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

13. Budget & Finance – Director Reynolds

Chair update on committee meeting held June 20, 2023

- Discussion and possible action regarding committee recommendation to approve draft financial statements for May 31, 2023 (Attachment #3)

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

- Update on committee meeting held June 14, 2023
- Discussion and Possible action for approval of the 2023 Harvest Fair Budget.

15. Report on Fair Foundation – Directors Herzog & Mickelson

Update on committee meeting held June 2, 2023

16. Request for future agenda items

17. Adjournment

CONSENT AGENDA

1. **Aq Committee Meeting**
Approval of Minutes from the June 6, 2023 Committee Meeting
2. **Buildings & Grounds Committee Meeting**
Approval of Minutes from the June 8, 2023 Committee Meeting
3. **Budget & Finance Committee Meeting**
Approval of Minutes from the May 23, 2023 Committee Meeting

CONSENT AGENDA

Sonoma County Fair
DRAFT Minutes of the
Competitive Exhibits, Agriculture and Educational Exhibits Committee Meeting
Tuesday, June 6, 2023 at 5:00 p.m.
Administration Building, Board Room

DIRECTORS PRESENT: Chair, Annette O'Kelley; Vice-Chair, Marcia Mickelson, Alma Bowen, Rocco Cunningham

DIRECTORS ABSENT: Marilyn Herzog, Kevin Howe, Kanani Reynolds

OTHER DIRECTORS PRESENT: None.

OTHERS PRESENT: Becky Bartling, Matt Daly, Bella Adams

The meeting was called to order by Chair Annette O'Kelley at 5:07 PM

APPROVAL OF AGENDA:

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

PUBLIC COMMENTS: None.

Discussion & Possible Action: Waiving Ownership requirement for Therapeutic Horse

Division:

Bella Adams explained to the committee members that the Horse Advisory Group would like to add a Therapeutic Horse division to the Fair's Horse Show. In order to add the division, the 120-day ownership requirement would need to be waived because most exhibitors in therapeutic programs do not own the horse. **Director Mickelson moved to waive the ownership requirements for exhibitors in the Therapeutic division of the Open Horse Show, Director Bowen seconded the motion, the motion passed unanimously.**

Livestock Ultrasound & Result Tabulation Approx. Cost \$4,228 for Steers:

Bella Adams reported to the committee members that John Openshaw is available to ultrasound the Market Steers for an approximate cost of \$4,228. That cost includes calculations with a formula that would rank the steers based on their rate of gain, weight, class placing, and ultrasound data. This could be an alternative to the carcass contest data provided by Los Banos Abattoir, to fix the problem of steers being processed weeks apart from each other. If this is approved, staff will send out plenty of communication to exhibitors to explain what data will be collected and how. **Director Cunningham moved to approve the \$4228 cost of Ultrasounding Steers, Director Bowen seconded the motion, the motion passed unanimously.**

Staff Report:

- Flower Show Scholarship- There are 11 applicants total, 8 are eligible for interviews. Directors Bowen, Cunningham, and Herzog were selected to interview the applicants. Staff will reach out to secure a date.
- How to Obtain A Buyer Workshop – Staff working with Director Herzog to secure a date for the educational workshop.

- Lamb/Goat Tagging Recap – The tagging went well and the Advisory group was a tremendous help. 233 lambs and 35 goats total were tagged.
- Solicitor/Farmers Day Meeting recap – The dinner took place on May 24th at the Fairgrounds in the E.C Kraft building. Staff passed out pre-filled green cards to solicitors and received updated contact information for solicitors to update JLA Brochure. Blank buyer cards, add-on, and brochures are in the office.
- Also discussed the new location & reimagining of Farmers Day and it was received well. Farmers Day entries opened June 1st.
- Entry Count Update – Currently at about 2,000 entries, sending out communication to encourage more entries. We will have the final numbers at the July meeting.
- JLA Buyer Hats – Director Mickelson received bids for new buyer hats. Director Cunningham will work on getting a logo created for the JLA and more hat bids.

REQUEST FOR FUTURE AGENDA ITEMS:

- How Ultrasound Info is used
- Update Steer Breed Divisions
- Ag Exhibit Update
- Auction Lunches
- Auction Announcers

ADJOURNMENT

Director Cunningham moved to adjourn the meeting at 6:19 p.m., seconded by Director Bowen, motion passed unanimously.

CONSENT AGENDA

Sonoma County Fair & Exposition, Inc.
**DRAFT Minutes of the
Buildings and Grounds Committee Meeting**
Thursday – June 8, 2023, 2023 at 4:30 p.m.

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

VOTING-DIRECTORS ABSENT: Marilyn Herzog, Hugo Mata

NON-VOTING DIRECTORS PRESENT: None

OTHERS PRESENT: Becky Bartling, Robert Garcia, Matt Daly, Isaac Gentry, Jennifer Herrera Tomasello, Debbie Townsend, Eric Madriz, Alex Rodriguez

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

APPROVAL OF AGENDA:

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

PUBLIC COMMENTS (not related to the agenda):

None

DISCUSSION AND POSSIBLE ACTION REGARDING MAY 2023 INTERIM FINANCIAL REPORTS:

CEO Bartling reviewed the May interim financials, reporting the events to date and the fairgrounds is looking forward to revenue produced from upcoming events. **No action taken.**

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

CEO Bartling reviewed the list of June-July 2023 interim events including Peggy Sue’s, County Summer, and the Mexican Concert. CEO Bartling shared that ticket sales for Sonoma County Fair are doing well. Lisa recommended bringing in the GEM show vendor from San Diego Fair. There was a discussion to have Freidman’s Hardware store sell Fair tickets. Chair Lowe will contact store management. **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING REQUEST FROM XIOCHIL ENTERTAINMENT FOR A 9:30 PM SOUND CURFEW FOR THEIR SUNDAY EVENTS ON THE CARNIVAL LOT (JULY 9TH & August 27th):

COO Matt Daly reviewed the details of the request to change the curfew from 8 PM to 9:30 PM. Eric and Alex presented the reason for the request, to accommodate the Hispanic community culture for Sunday events to 9:30 PM. CEO Bartling recommends an 8:30 PM curfew, Chair Lowe recommends extending the curfew to 8:30 PM and bringing back consideration for August 27th at the next meeting.

Director Cunningham moved to approve the July 9th event curfew to 8:30 PM; Director Witkke Schaffner seconded the motion; the motion passed unanimously.

UPDATE ON ACTIVITIES AROUND THE FAIRGROUNDS- BECKY BARTLING, CEO

Superintendent Isaac Gentry reported back on Sonoma County Fairgrounds repair projects, demolition of the Spaghetti Palace has been completed, and bid requests have been submitted for asphalt and Jockey Club repairs. Gentry shared that the fairgrounds must have an ADA-compliant wheelchair lift for every stage, and one portable wheelchair lift will be available on the grounds to provide accessible routes to the stage.

REQUEST FOR FUTURE AGENDA ITEMS:

- Update on July 9th 8:30 PM curfew and consideration of continuing the curfew on August 27th.

There being no further business, Director Witkke Schaffner moved to adjourn the meeting at 5:07 p.m.; Director O'Kelley seconded the motion; the motion passed unanimously.

CONSENT AGENDA

NOTICE OF COMMITTEE MEETING Sonoma County Fair & Exposition, Inc

Notice is hereby given that meetings of the Sonoma County Fair and Exposition, Inc. will convene at times and locations set forth in this notice.

BUDGET & FINANCE COMMITTEE - AGENDA June 20, 2023 4:45 – 5:15 pm

SONOMA COUNTY FAIRGROUNDS BOARDROOM

DIRECTORS: Kanani Reynolds, Chair; Kevin Howe, Vice Chair, Sharon Wright, Marcie Mickelson, Hugo Mata

1. Call to Order
2. Approval of the Agenda
3. Public Comments
Any member of the audience desiring to address the Board on a matter not on the agenda: Please stand and after receiving recognition from the Chair, please state your name and make your comments. In order that all interested parties have an opportunity to address the Board, each person is granted 3 minutes to speak. While members of the public are welcome to address the Board, under the Brown Act, Board members may not deliberate or take action on items not on the agenda, and generally may only listen. For items that are on the agenda, each person will be allowed to address the topic being discussed, and will be allowed 3 minutes to speak.
4. Discussion and possible action regarding Draft Financial Statements, May 31, 2023– **(Attachment #1)** – Michael Margetts, CFO
5. Review detail of US Bank credit card charges paid through May 2023 - **(Attachment #2)** – Michael Margetts, CFO
6. Review of Draft Harvest Fair Financial Statements – **None approved at meeting**
7. Discussion and possible action regarding approval of 2023 Purchase Orders or Contracts in excess of \$25,000 – **None**
8. Discussion of proposed changes to Living Wage Ordinance – Michael Margetts, CFO and Becky Bartling, CEO
9. Request for future agenda items
10. Adjournment

For additional information please call Debbie Townsend at (707) 545-4200.

DISABLED ACCOMODATION: If you are a person with a disability and require information or materials in an appropriate alternative format; or if you require any other accommodation, please contact 707-545-4200. Advance notification within this guideline will enable the County to make reasonable arrangements to ensure accessibility.

Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT

	5/31/2023 Calendar YTD	5/31/2022 Calendar YTD	4/30/2023 Calendar YTD
ASSETS			
Current Assets			
Cash in Bank and Treasury	7,309,539	8,147,575	7,780,006
Accounts Receivable, Net	206,808	122,984	148,900
Racing Settlement Receivable	6,533		6,533
Prepaid Expenses	81,000		81,000
Inventory of Supplies			
Other Current Assets	(12,703)	128,305	(12,703)
Total Current Assets	7,591,175	8,398,864	8,003,735
Property & Equipment, Net			
Construction in Progress	8,274,056	8,346,907	8,156,042
	1,034,740	122,226	1,015,334
Total Property & Equipment, Net of Depreciation	9,308,796	8,469,134	9,171,376
Other Assets			
Restricted Cash	120,904	120,904	120,904
Due From/Due (To) County for Vet's	6,910	63,691	(5,301)
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	803,003	800,150	790,792
TOTAL ASSETS	17,702,974	17,668,148	17,965,903
LIABILITIES AND EQUITY			
Current Liabilities			
Accounts Payable			
Scholarships Payable			
Accrued Expenses	647,167	779,447	903,000
Racing Payable	20,051	3,656	20,051
Purses Paid - (Over)/Under	(127,317)	81,256	(127,317)
Other Short Term Liabilities		165	
Short Term Notes			
Current Portion of Long-Term Debt			
Deferred Income	713,783	567,621	510,541
Total Current Liabilities	1,253,683	1,432,144	1,306,275
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	(501,716)	322,522	(291,379)
TOTAL LIABILITIES AND EQUITY	17,702,974	17,668,148	17,965,904

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

DRAFT - UNAUDITED

	5/31/2023 Actual YTD	5/31/2022 Prior Year YTD	Variance	5/31/2023 Budget YTD	Variance
Operating Revenue					
Fair	12,911	7,212	5,699		12,911
Interim	1,320,633	1,706,144	(385,511)	1,619,502	(298,869)
Jockey Club		60,000	(60,000)		
Total Operating Revenue	1,333,544	1,773,356	(439,812)	1,619,502	(285,958)
Operating Expense					
Fair	352,747	314,863	(37,884)	329,976	(22,771)
Interim	588,968	513,828	(75,139)	678,510	89,542
Jockey Club	12,932	23,963	11,032	55,000	42,068
General & Administrative Allocated Costs - Harvest Fair	1,586,369	1,190,064	(396,305)	1,824,857	238,488
Total Operating Expenses	2,541,015	2,042,719	(498,297)	2,888,344	347,329
Operating Income/(Loss)	(1,207,471)	(269,363)	(938,109)	(1,268,842)	61,370
Other Revenue	50,807	548,604	(497,797)	19,145	31,662
Harvest Fair - Revenue					
Harvest Fair - Expense					
Interest Expense					
JLA, net	(21,849)	(176)	(21,673)		(21,849)
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	(1,164,991)	296,696	(1,461,687)	(1,249,697)	84,706
Depreciation Expense					
Net Income(Loss) before capital	(1,164,991)	296,696	(1,461,687)	(1,249,697)	84,706
Gain (loss) on disposal of asset					
Capital Expenditures					
Capital Funding	663,274	25,826	637,448		663,274
Net Income (Loss) incl Capital	(501,716)	322,522	(824,239)	(1,249,697)	747,980

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

	5/31/2023 Actual YTD	5/31/2022 Prior Year PTD	Variance	5/31/2023 Budget YTD	Variance
Revenue					
Admissions				-	
Parking				-	
Commercial Space				-	
Carnival				-	
Concessions				-	
Exhibits				-	
Racing	4,204	7,212	(3,009)	-	4,204
Attractions				-	
Sponsorships	8,707		8,707	-	8,707
VIP Tent				-	
Miscellaneous				-	
Total Fair Revenue	12,911	7,212	5,699		12,911
Expense					
Labor and Benefits	136,778	114,791	(21,987)	169,576	32,799
Advertising & Publicity	40,277	23,847	(16,430)	6,000	(34,277)
Attendance	4,334		(4,334)	-	(4,334)
Signage/Other/Drinking Water				-	
Premium	4,835		(4,835)	-	(4,835)
Hall of Flowers	49,942	36,970	(12,972)	55,000	5,058
Exhibits	19,132	19,685	554	21,900	2,768
Commerical/Concessions Exhibits				-	
Racing	44,314	73,841	29,527	55,000	10,686
Attractions	32,886	25,487	(7,400)	22,500	(10,386)
Miscellaneous		242	242	-	
VIP Tent	250		(250)	-	(250)
RV Park - Fair - Contract Services	20,000	20,000		-	(20,000)
Total Expense	352,747	314,863	(37,884)	329,976	(22,771)
Fair Income/(Loss)	(339,836)	(307,651)	(32,185)	(329,976)	(9,860)

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

	5/31/2023 Actual YTD	5/31/2022 Prior Year YTD	Variance	5/31/2023 Budget YTD	Variance
Revenue					
Long Term Rentals	58,826	52,028	6,798	56,664	2,162
Building Rental	164,822	240,546	(75,724)	262,716	(97,894)
Facility Rental	275,426	342,821	(67,395)	225,002	50,424
Equipment Rental	81,473	69,067	12,405	66,227	15,246
Trailer & RV	451,962	719,776	(267,814)	702,253	(250,291)
Interim Parking	94,903	84,331	10,572	107,710	(12,807)
Insurance/Costs Reimbursed	46,805	11,147	35,658	2,115	44,690
Security Reimbursed	26,067	60,809	(34,742)	35,627	(9,560)
Food & Other Concessions	35,332	24,719	10,613	29,616	5,716
Alcohol Concessions	31,631	47,824	(16,193)	74,502	(42,871)
Other Interim Revenue	53,386	53,075	311	57,070	(3,684)
Total Revenue	1,320,633	1,706,144	(385,511)	1,619,502	(298,869)
Expense					
Int Wages & Benefits	392,406	322,111	(70,295)	471,339	78,932
Int Parking Wages & Benefits	52,788	30,357	(22,430)	27,027	(25,761)
Total Wages & Benefits	445,194	352,469	(92,725)	498,366	53,172
Contract Services-Interim	7,432	3,640	(3,792)	5,000	(2,432)
Contract Services-RV Park	3,588	17,333	13,745	476	(3,112)
Straw Removal				-	
Security		702	702	2,000	2,000
Supplies & Equipment	2,275	11,969	9,694	2,182	(93)
RV Park Utilities	100,313	92,027	(8,286)	83,000	(17,313)
RV Park Advertising				278	278
Miscellaneous RV Parking				-	
RV Supplies & Equipment	1,574	1,560	(15)	9,341	7,767
Interim Advertising				135	135
Business Partner Incentive				-	
Insurance/Costs Reimbursed	2,779	660	(2,119)	1,413	(1,366)
Security Costs Reimbursed	24,754	31,509	6,755	75,175	50,421
Equipment Rental	1,058	1,960	902	956	(102)
CalTrans Median Strip Rent				-	
Special Repairs & Equipment				188	188
Total Expense	588,968	513,828	(75,139)	678,510	89,542
Interim Income/(Loss)	731,666	1,192,315	(460,650)	940,992	(209,326)

Sonoma County Fair & Exposition, Inc
Jockey Club Income Statement

DRAFT - UNAUDITED

	5/31/2023 Actual YTD	5/31/2022 Prior Year YTD	Variance	5/31/2023 Budget YTD	Variance
Revenue					
Admissions				-	
Turf Club				-	
Commissions				-	
Programs/Other				-	
Race Forms, etc				-	
Concessions				-	
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental		60,000	(60,000)	-	
ATM Fees				-	
Interim Concessions				-	
Total Jockey Club Revenues		60,000	(60,000)		
Expense					
Wages & Benefits				-	
Contract Services	1,480	5,652	4,171	-	(1,480)
Supplies & Expense	3,443	5,764	2,321	50,000	46,557
Utilities	8,009	12,548	4,540	5,000	(3,009)
Cost of Periodicals				-	
Garbage				-	
Advertising & Marketing				-	
Total Jockey Club Expenses	12,932	23,963	11,032	55,000	42,068
Jockey Club Income/(Loss)	(12,932)	36,037	(48,968)	(55,000)	42,068

Sonoma County Fair & Exposition, Inc
Harvest Fair

DRAFT - UNAUDITED

	5/31/2023	5/31/2022		5/31/2023	
	Actual	Prior Year	Variance	Budget	Variance
	YTD	YTD		YTD	
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

DRAFT - UNAUDITED

	5/31/2023 Actual YTD	5/31/2022 Prior Year YTD	Variance	5/31/2023 Budget YTD	Variance
Expense					
Wages & Benefits-Admin	267,639	252,426	(15,213)	367,764	100,125
Contract Services-Admin	62,855	44,778	(18,077)	71,850	8,995
County Indirect Services	68,000	60,000	(8,000)	68,500	500
Legal	3,102	2,186	(917)	10,400	7,298
Office Expense-Admin	32,186	35,307	3,122	47,525	15,339
Postage & Telephone	15,313	13,570	(1,743)	16,519	1,206
Director's Expense & Travel	11,387	5,691	(5,697)	9,150	(2,237)
Donations				-	
Insurance	68,000	45,000	(23,000)	62,500	(5,500)
Audit Fee	20,000	24,150	4,150	11,950	(8,050)
Bad Debt and Cash Short/Over	(77)	3,047	3,124	-	77
Administration Expenses	548,406	486,155	(62,252)	666,158	117,752
Wages & Benefits-Maint	712,533	394,085	(318,448)	830,669	118,136
Contract Services-Maint	9,029	64,947	55,918	39,200	30,171
Equipment Rental-Maint	7,179	4,429	(2,750)	6,400	(779)
Utilities	142,817	129,673	(13,145)	128,790	(14,027)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	35,570	11,450	(24,119)	32,800	(2,770)
Maintenance Supplies	101,499	67,696	(33,803)	83,970	(17,529)
Repairs & Maintenance	1,607	3,026	1,420	18,670	17,063
Equipment Repairs	27,730	28,603	873	18,200	(9,530)
Maintenance Expenses	1,037,963	703,909	(334,054)	1,158,699	120,736
General & Administrative Expenses	1,586,369	1,190,064	(396,305)	1,824,857	238,488

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

DRAFT - UNAUDITED

	5/31/2023 Actual YTD	5/31/2022 Prior Year YTD	Variance	5/31/2023 Budget YTD	Variance
Permanent Salaries					
Fair	69,189	36,760	(32,429)	72,400	3,211
Interim	193,356	150,401	(42,955)	212,500	19,144
Jockey Club				-	
Golf Course				-	
Administration	148,408	141,573	(6,835)	198,000	49,592
Maintenance	297,801	188,657	(109,145)	339,150	41,349
Total Permanent Salaries	708,755	517,391	(191,364)	822,050	113,295
Temporary Salaries					
Fair	10,506	45,535	35,030	34,000	23,494
Interim	81,915	61,162	(20,754)	93,279	11,364
Jockey Club				-	
Golf Course				-	
Administration	6,722	976	(5,746)	-	(6,722)
Maintenance	58,110	23,993	(34,117)	88,710	30,600
Total Temporary Salaries	157,253	131,666	(25,587)	215,989	58,736
Health Benefits					
Fair	23,021	3,756	(19,266)	26,200	3,179
Interim	40,385	23,292	(17,093)	55,000	14,615
Jockey Club				-	
Golf Course				-	
Administration	22,449	15,205	(7,244)	39,250	16,801
Maintenance	76,757	42,092	(34,666)	97,000	20,243
Total Health Benefits	162,613	84,345	(78,268)	217,450	54,837
FICA, Medicare & Workers Comp					
Fair	8,147	9,662	1,516	10,313	2,166
Interim	34,735	28,903	(5,831)	32,788	(1,947)
Jockey Club				-	
Golf Course				-	
Administration	16,811	14,421	(2,390)	23,648	6,837
Maintenance	128,994	50,481	(78,513)	152,174	23,180
Total Workers Comp & Payroll Taxes	188,686	103,468	(85,219)	218,923	30,237
Retirement, UI, Other					
Fair	25,915	19,078	(6,837)	26,663	748
Interim	94,803	85,138	(9,664)	104,799	9,996
Jockey Club				-	
Golf Course				-	
Administration	73,249	80,251	7,002	106,866	33,617
Maintenance	150,871	88,863	(62,008)	153,636	2,765
Total Retirement & Other Benefits	344,837	273,330	(71,507)	391,964	47,127
TOTAL	1,562,144	1,110,199	(451,945)	1,866,376	304,232
TOTAL BY DEPT					
Fair	136,778	114,791	(21,987)	169,576	32,799
Interim	445,194	348,897	(96,297)	498,366	53,172
Jockey Club					
Golf Course					
Administration	267,639	252,426	(15,213)	367,764	100,125
Maintenance	712,533	394,085	(318,448)	830,669	118,136
TOTAL ALL DEPARTMENTS	1,562,144	1,110,199	(451,945)	1,866,376	304,232

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

	Actual YTD	Prior Year YTD	Variance	Budget YTD	Variance
Salaries					
Fair					
Hall of Flowers	5,829	11,738	5,909	-	(5,829)
Publicity	66		(66)	3,000	2,934
Parking				-	
Admissions		131	131	-	
Exhibits - Temp	3,634	9,614	5,981	10,000	6,366
Exhibits - Perm	69,189	36,760	(32,429)	72,400	3,211
Attractions	580	539	(41)	-	(580)
Concessions Auditor				-	
Racing	397	23,513	23,116	21,000	20,603
Total Salaries	79,695	82,295	2,600	106,400	26,705
Health Benefits					
Fair					
Exhibits - Perm	11,096	3,287	(7,809)	14,200	3,104
Racing	11,925	469	(11,456)	12,000	75
Total Health Benefits	23,021	3,756	(19,266)	26,200	3,179
FICA, Medicare & Workers Comp					
Fair					
Hall of Flowers	686	1,382	696	-	(686)
Publicity	8		(8)	365	357
Parking				-	
Admissions				-	
Exhibits	7,337	5,433	(1,905)	7,328	(9)
Attractions	68	63	(5)	-	(68)
Racing	47	2,784	2,737	2,620	2,573
Total Workers Comp & Payroll Taxes	8,147	9,662	1,516	10,313	2,166
TOTAL	110,863	95,713	(15,150)	142,913	32,050
Retirement, UI, Other					
Fair					
Hall of Flowers	361	728	366	-	(361)
Publicity	4		(4)	186	182
Parking				-	
Admissions	36	33	(3)	-	(36)
Exhibits - Perm	25,262	17,548	(7,714)	26,052	790
Attractions				-	
Racing	251	769	517	425	174
Total Retirement & Other Benefits	25,915	19,078	(6,837)	26,663	748

Open Invoices with Aging Group

Invoice #	Invoice Date	Bill-To Account	Amount Due	Due Date	Event	Aging Group	Notes
58020	02/28/23	Golden State Gay Rodeo Assn	948.50	03/30/23	Golden State Gay Rodeo Assn (GSGRA)-RIDING PRACTICES (40)	61-90	
58016	02/01/23	Bay Area Chaper County of Sonoma Human Resources Risk Management	1,655.39	03/01/23	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	91-120	
53709	02/10/21	Division	1,000.00	03/12/21	COVID Vaccination-County RISK Department	Over 120	
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	4,736.13	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	
56868	08/31/22	WOW Entertainment	638.65	09/30/22	2022 FAIR - (August 4-14; Close Monday August 8th)	Over 120	Paid
56874	08/31/22	Bula Pies Fiji	1,806.90	09/30/22	2022 FAIR - (August 4-14; Close Monday August 8th)	Over 120	
57041	08/31/22	MKM LLC	2,000.00	09/30/22	2022 FAIR - (August 4-14; Close Monday August 8th)	Over 120	Paid
57043	08/31/22	MKM LLC	2,233.94	09/30/22	2022 FAIR - (August 4-14; Close Monday August 8th)	Over 120	Paid
57045	08/31/22	Mrs. J's Ice Cream	499.99	09/30/22	2022 FAIR - (August 4-14; Close Monday August 8th)	Over 120	Paid
57046	08/31/22	Mrs. J's Ice Cream	2,258.82	09/30/22	2022 FAIR - (August 4-14; Close Monday August 8th)	Over 120	Paid
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	

MAY 2023 - CREDIT CARD CHARGES

GL Account	GL Account Name	Date	Reference		Amount
680709080	Directors Expense	05/10/23	BECKY AMAZON BOARD CHAIR	Becky	235.54
680709080	Directors Expense	05/10/23	BECKY AMAZON BOARD CHAIR	Becky	174.79
620309080	Office Supplies- Administration	05/10/23	BECKY ADOBE	Becky	14.99
660408010	Rodeo	05/10/23	BECKY PRO RODEO	Becky	200.00
650852010	Website	05/10/23	BECKY USERWAY	Becky	98.00
				Becky Total	723.32
600805810	Junior Livestock Auction	05/10/23	HOPE FOOD SBUX PRE WEIGH	Hope	60.00
600805810	Junior Livestock Auction	05/10/23	HOPE MTM MIKES PRE WEIGH	Hope	240.30
				Hope Total	300.30
730101080	Equipment Repair- Maintenance	05/10/23	ISAAC TURF STAR	Isaac	1,925.37
				Isaac Total	1,925.37
193100000	Equipment	05/10/23	MATT DMV TAX	Matt	765.76
193100000	Equipment	05/10/23	MATT DMV TAX	Matt	879.09
193100000	Equipment	05/10/23	MATT DMV TAX	Matt	1,246.65
620309080	Office Supplies- Administration	05/10/23	MATT TECHSOUP	Matt	125.00
650852010	Website	05/10/23	MATT SHOPIFY WEBSITE ADMIN	Matt	350.00
				Matt Total	3,366.50
560009080	Contract Services- Administration	05/10/23	MICHAEL COMCAST	Michael	327.68
560001040	Contract Services-Interim	05/10/23	MICHAEL COMCAST	Michael	364.35
560001040	Contract Services-Interim	05/10/23	MICHAEL VZW	Michael	346.96
560003060	Contract Services-RV Park-Interim	05/10/23	MICHAEL VZW	Michael	73.01
680109080	Dues & Subscriptions	05/10/23	MICHAEL ZOOM	Michael	33.58
620309080	Office Supplies- Administration	05/10/23	MICHAEL ADOBE	Michael	14.99
620309080	Office Supplies- Administration	05/10/23	MICHAEL AMAZON	Michael	28.48
620309080	Office Supplies- Administration	05/10/23	MICHAEL CAL CHAMBER	Michael	-234.99
620309080	Office Supplies- Administration	05/10/23	MICHAEL OFFICE DEPOT	Michael	290.58
620309080	Office Supplies- Administration	05/10/23	MICHAEL OFFICE DEPOT	Michael	63.90
620309080	Office Supplies- Administration	05/10/23	MICHAEL OFFICE DEPOT	Michael	-55.91
620309080	Office Supplies- Administration	05/10/23	MICHAEL OFFICE DEPOT	Michael	-7.99
620309080	Office Supplies- Administration	05/10/23	MICHAEL OFFICE DEPOT	Michael	24.01
620309080	Office Supplies- Administration	05/10/23	MICHAEL OFFICE DEPOT	Michael	69.90
620309080	Office Supplies- Administration	05/10/23	MICHAEL OFFICE DEPOT	Michael	96.77
620323060	Supplies - RV Park	05/10/23	MICHAEL AMAZON	Michael	49.50
620305010	Supplies- Exhibits	05/10/23	MICHAEL ADOBE	Michael	35.99
620302010	Supplies- Publicity	05/10/23	MICHAEL CONSTANT CONTACT	Michael	567.00
620342010	Supplies-Publicity	05/10/23	MICHAEL ADOBE	Michael	54.99
				Michael Total	2,142.80
620303060	Supplies-Interim	05/10/23	ROBERT HARBOR FREIGHT	Robert	345.03
620303060	Supplies-Interim	05/10/23	ROBERT HARBOR FREIGHT	Robert	643.40
				Robert Total	988.43
700351080	Carpentry/Plumbing Supplies	05/10/23	ROBIN AMAZON	Robin	27.79
730101080	Equipment Repair- Maintenance	05/10/23	ROBIN ULTRABRIGHT	Robin	169.97
700501080	Grounds Supplies	05/10/23	ROBIN BARGAINJUNKIE	Robin	17.70
700501080	Grounds Supplies	05/10/23	ROBIN COSTCO	Robin	54.05
700501080	Grounds Supplies	05/10/23	ROBIN EVOLUTION TOOLS	Robin	196.63
700501080	Grounds Supplies	05/10/23	ROBIN HARBOR FREIGHT	Robin	100.46
700501080	Grounds Supplies	05/10/23	ROBIN HARBOR FREIGHT	Robin	61.11
700501080	Grounds Supplies	05/10/23	ROBIN WALMART	Robin	19.43
700251080	Landscape Supplies	05/10/23	ROBIN AMAZON	Robin	46.96

ATTACHMENT #2

700251080	Landscape Supplies	05/10/23	ROBIN MEISSNER	Robin	86.85
700401080	Mechanic Supplies	05/10/23	ROBIN AMAZON	Robin	107.61
700401080	Mechanic Supplies	05/10/23	ROBIN AMAZON	Robin	31.78
700401080	Mechanic Supplies	05/10/23	ROBIN AMAZON	Robin	107.61
700401080	Mechanic Supplies	05/10/23	ROBIN BAKERS GAS	Robin	383.47
700401080	Mechanic Supplies	05/10/23	ROBIN ULTRABRIGHT	Robin	89.98
620318010	Office Supplies Attractions	05/10/23	ROBIN ECONOMY LOCK	Robin	8.19
620301080	Office Supplies-Maintenance	05/10/23	ROBIN AMAZON	Robin	85.64
620301080	Office Supplies-Maintenance	05/10/23	ROBIN AMAZON	Robin	81.93
620301080	Office Supplies-Maintenance	05/10/23	ROBIN AMAZON	Robin	122.34
620301080	Office Supplies-Maintenance	05/10/23	ROBIN AMAZON	Robin	166.04
620301080	Office Supplies-Maintenance	05/10/23	ROBIN AMAZON	Robin	15.28
620301080	Office Supplies-Maintenance	05/10/23	ROBIN TARGET	Robin	9.60
620301080	Office Supplies-Maintenance	05/10/23	ROBIN TARGET	Robin	4.36
620323060	Supplies - RV Park	05/10/23	ROBIN HOMEDEPOT	Robin	320.33
620323060	Supplies - RV Park	05/10/23	ROBIN TARGET	Robin	65.65
620303010	Supplies- Attendance	05/10/23	ROBIN AMAZON SFTY CONES	Robin	819.04
620303060	Supplies-Interim	05/10/23	ROBIN AMAZON	Robin	527.64
				Robin Total	3,727.44
				Grand Total	13,174.16