



NOTICE OF MEETING

The Board of Directors meeting is scheduled for **Tuesday – May 21, 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 – May 21, 2024 at 5:15 p.m.

AGENDA

1. **Call to Order**
2. **Pledge of Allegiance**
3. **Introduction of Guests**
4. **Public Comments**
The President will ask for names of individuals expressing desire to make a comment during the Public Comment Agenda item or on a listed Agenda item. The President will then call upon those individuals to provide their comment during public comment or during the particular agenda item. Comments are limited to **three minutes**. Speaker's time may be modified based on the number of public speakers. Public comment is allowed on issues **NOT** on the current Agenda. However, no debate by the Board shall be permitted on such public comments and no action will be taken on such public comment items at this time, as law requires formal public notice prior to any action on a docket item. Comments will be accepted on Agenda items during the meeting.
5. **Approval of Regular Agenda**
6. **Approval of Items 1 through 5 on the Consent Agenda**
The Consent Agenda includes routine financial and administrative actions that are usually approved by a single majority vote. Questions or comments are accepted, but there will be no discussion on these items prior to voting on the motion unless Board Members or the public request specific items be discussed and/or removed from the Consent Agenda and placed on the p Agenda under the appropriate Committee or Agenda Item.
7. **President's Comments – Kevin Howe**
8. **CEO's Report – Becky Bartling**
 - April Interim Financial Reports (Attachment #1)
 - May/June Interim Event Schedules (Attachment #2)
 - Update on medical services during the Fair
9. **Fair Operations – Director Wittke Schaffner**
No Chair update on the committee meeting scheduled for May 7, 2024
 - 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 May 7, 2024
 - Discussion and Possible Action regarding the committee's recommendation to approve the 2024 Competitive Exhibits Ad Hoc Committee.
 - Rodeo Queen Introduction & Presentation of Award

11. Buildings & Grounds – Director Muelrath

Chair update on committee meeting held May 9, 2024

- Discussion and possible action regarding the committee's recommendation to approve a partnership with the Kunde Foundation for the clock project at the Saralee & Richard's Barn to have the Fair contribute \$20K over the next three years with a \$5K contingency.
- Discussion and possible action regarding the committee's recommendation to approve the request from cltv8 to have the sound curfew extended to 10:45 pm for their Hall of Flowers consumer event on Saturday, September 21, 2024
- Presentation from Frank Johnson, Tayman Park Golf Group, on Top Tracer Golf Simulator for Fairgrounds Driving Range has been deferred to June.
- Update on activities around the Fairgrounds – Becky Bartling, CEO & Isaac Gentry, Maintenance Superintendent

12. Racing – Director Lowe

Chair update on committee meeting held May 9, 2024

Update on 2024 Race Meet Operations – CEO Becky Bartling

13. Budget & Finance – Director Mata

Chair update on committee meeting held May 21, 2024

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

14. Report on Harvest Fair – Directors Teejay Lowe

President update on committee meeting held May 8, 2024

- Presentation of the \$1000 Scholarship to the 2024 Rodeo Queen.

15. Report on Fair Foundation – Directors Herzog & Mickelson

Update on committee meeting held May 3, 2024

16. Request for future agenda items

17. Adjournment

CONSENT AGENDA

1. **Full Board Meeting**
Approval of Minutes from the April 23, 2024, Meeting
2. **Aq Committee Meeting**
Approval of Minutes from the May 7, 2024, Meeting
3. **Building & Grounds Committee Meeting**
Approval of Minutes from the May 9, 2024, Meeting
4. **Racing Committee Meeting**
Approval of Minutes from the May 9, 2024, Meeting
5. **Budget & Finance Committee Meeting**
Approval of Minutes from the April 23, 2024, Meeting

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

DIRECTORS PRESENT: Hugo Mata, Treasurer, Rocco Cunningham, Secretary; Rob Muelrath, Past President; Marilyn Herzog, Carole Quandt, Stacey Powers, Neysa Hinton, Annette O’Kelley, Lisa Wittke Schaffner, Alma Bowen, TeeJay Lowe

DIRECTORS ABSENT: Kevin Howe, President; Kanani Reynolds, Vice President, Sharon Wright, Marcia Mickelson

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

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

PLEDGE OF ALLEGIANCE: Director Powers led the Pledge of Allegiance.

INTRODUCTION OF GUESTS: Michael Carnacchi – Sebastapol Bootmaker

PUBLIC COMMENTS: Michael Carnacchi – Sebastapol Bootmaker, donated boots in 2019 for an auction and requested clarification regarding the winner of the boots.

APPROVAL OF REGULAR AGENDA:

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

APPROVAL OF CONSENT AGENDA – Item 1 through 5:

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

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

PRESIDENT COMMENTS: None

CEO’S REPORT:

CEO Bartling reviewed the following:

- March Interim Financial Reports (Attachment #1)

- April/May Interim Event Schedules (Attachment #2)

CEO Bartling provided an update on AB3053 attempt to change livestock policies regarding post auction. Becky thanked board members for their support in helping to keep the bill from passing. Results will be available on 4/24/2024.

CEO Bartling reminded the board members to notify us if they are not able to make the meeting to avoid unnecessary travel if we do not have a quorum.

FAIR OPERATIONS: Director Wittke Schaffner

Director Wittke Schaffner provided an update on the committee meeting held on April 9, 2024.

Director Wittke Schaffner moved to approve a contract with Xiochil Entertainment to provide entertainment, each Sunday of the Fair, on the newly expanded Park Stage for a not to exceed amount of \$45,000; Director Muelrath seconded the motion; **the motion passed unanimously.**

Director Wittke Schaffner moved to approve a contract with Bay Area Digital Solutions for marketing of 2024 Fair not to exceed the amount of \$52,000; COO Daly shared the details and benefits of the contract. Director Hinton seconded the motion; **the motion passed unanimously.**

CEO Becky Bartling provided an update on events and activities at the 2024 Sonoma County Fair with a detailed description on activities that was mailed out to all board members today.

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

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

Director O'Kelley moved to approve the 2024 Excellence in the Horse Industry Nominee; Director Cunningham seconded the motion; **the motion passed unanimously.**

Director O'Kelley moved to approve the 2024 Dairy of the Year Nominee; Director Muelrath seconded the motion; **the motion passed unanimously.**

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

BUILDINGS & GROUNDS: Director Muelrath

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

Director Muelrath moved to approve extending the sound curfew for the 4th of July Fireworks event from 8 pm to 10 pm. **This item is no longer needed, the event has been canceled. CEO Bartling and COO Daly have plans to move forward with a 4th of July event that will go for 2 weeks, weekdays and weekends. A bouncy house theme. No action taken.**

Director Muelrath moved to approve proposed designs from Oakview Group (OVG) for two new concession units; Director O'Kelley seconded the motion; CEO Bartling reviewed handouts of the photos of the new concession units. Keith Smith from OVG provided details that the self-contained units are easy to work with, easy to modify, easy to transfer all over the property, are ADA compliant and look good. They will be wrapped generally and then updated with each event and drink vendor. The budget is \$36,000 - \$40,000 per unit. This is an annual ... **motion passed unanimously.**

Director Muelrath moved to approve to award the janitorial service contract for the 2024 Fair to J.R. Cleaning Systems, LLC, NTE \$145,000.00; Director Wittke Schaffner seconded the motion; Superintendent Gentry shared that the contract came in at \$137,500. **the motion passed unanimously.**

CEO Bartling shared that the presentation from Frank Johnson, Tayman Park Golf Group, on Top Tracer Golf Simulator for Fairgrounds Driving Range has been deferred to May.

CEO Bartling gave an update on activities around the Fairgrounds.

Maintenance Superintendent Gentry gave an update on activities around the Fairgrounds, the work at the Grace Pavilion entrance will begin May 13; the RV Park dog park, and dump station project will commence on April 29, 2024; Almost done painting the sheep barn, started scraping the dairy barns and will paint right before the fair.

RACING – Director Lowe

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

CEO Bartling provided an update on 2025 Racing; The Fair will have a discussion with CARF about stabling with the Sonoma County Fairgrounds. Stacey is working on a contract, and conversations continue about what will happen after the fair meet. CARF was given the authority to run race days between Humboldt and Fresno up to the end of the year. Discussion continues about the fees that are charged to racing facilities that support the CHRB, paying out differently, and moving forward in many different directions.

BUDGET & FINANCE – Director Powers

Director Powers reported for the April 23, 2024, committee meeting.

CEO Bartling discussed the inclusion of the Fair in the revised Sonoma County Living Wage Ordinance. Changes to Fair policy to include the Living Wage Ordinances are slated to go into effect July 1, 2024.

CFO Dalbeck shared that the JLA auction and payment process has been organized so that the fair will get paid in 10 days, and credit cards will be kept on file. Communication will go out to inform everyone of the changes with payment instructions.

Director Powers moved to approve Draft Financial Statements for March 31, 2024. CFO Dalbeck reviewed the statements. Director Cunningham seconded the motion; **the motion passed unanimously.**

HARVEST FAIR – Director Cunningham

Director Cunningham reported on the committee meeting held on April 10, 2024

Harvest Fair Publicist Tanya laid out the marketing plan for this year. Tickets for the public tasting will go on sale May 11, 2024. The Harvest Fair board has received positive feedback on the “new” Harvest Fair.

FAIR FOUNDATION –

Director Herzog reported on the Foundation meeting held on April 5, 2024

Director Herzog shared that the Foundation would like to focus on the exhibits in the Saralee barn and have small animals available for children to hold, feed, and pet.

REQUEST FOR FUTURE AGENDA ITEMS:

- Petaluma Fair and Country Summer Fair Dates
- AMR at the Fair

ADJOURNMENT

There being no further business, a motion was made by Director Wittke Schaffner to adjourn the meeting at 6:15 p.m.; Director Lowe seconded the motion; the motion passed unanimously.

Sonoma County Fair
DRAFT Minutes of the
Competitive Exhibits, Agriculture and Educational Exhibits Committee Meeting
Tuesday, May 7, at 5:00 p.m.
Administration Building, Board Room

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

Directors Absent: Alma Bowen, Marilyn Herzog

Other Directors Present: None.

Others Present: Becky Bartling, Matt Daly, Hope Marshall, Bella Adams, Cyndy Dalbeck

The meeting was called to order by Chair Annette O'Kelley at 5:04 PM

Approval Of Agenda:

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

Public Comments:

None.

Discussion & Possible Action: Approval of Ad Hoc Committee for 2024 Sonoma County Fair:

Chair O'Kelley proposed that the 2024 Sonoma County Fair Ag & Competitive Exhibits Ad Hoc committee be comprised of Rocco Cunningham, Marilyn Herzog, and herself. Director Mickelson moved to approve the Ad Hoc Committee; Director Cunningham seconded the motion; the motion passed unanimously.

Rodeo Queen Update:

Director Powers reported that the 2024 Wine Country Rodeo Queen contest was very successful. There were 6 contestants and 65 people attended the competition and reception.

The 2024 Wine Country Rodeo Queen is Ava McCarthy, a Petaluma resident. She will be invited to the Full Board meeting to meet the Board and be presented her check.

Some feedback received from contestants included hiring out-of-area judges and creating a Jr. Princess competition.

Discussion: Junior Livestock Auction Payment Policy Status Update:

Staff are working on updating materials with language that reflects the new payment policy.

Solicitor Dinner Update:

Staff is updating the solicitor packet and green cards. An invitation has gone out to all the Solicitors. Chair O'Kelley and Director Powers volunteered to personally call each solicitor. Dinner will be provided by Lombardi's.

CONSENT AGENDA # 2

Staff Report:

- 2023 JLA Summary & Receivable Update – Four people still have outstanding JLA bills, the total outstanding balance is \$1338.68.
- Exhibits & JLA Marketing/Publicity – Staff has been sending out social media updates, distributing guidebooks, and sending out email blasts to encourage people to enter the competitive exhibits program.
- Livestock Show Update: A dog show superintendent has been secured. Entries are coming in. Staff is monitoring the Avian Influenza situation for poultry and dairy cattle.
- Lamb & Goat Tagging – The tagging is scheduled for May 18th. Volunteers have been secured to help on the day.
- ChickenQue – Staff set up a booth at the Sonoma County 4-H ChickenQue. The Redwood Empire Food Bank also participated at the fair's booth. Many guidebooks were distributed to attendees.

Request For Future Agenda Items:

- Board member sign up for Sweet Lil's Farm

Adjournment:

Director Cunningham moved to adjourn the meeting at 5:46 p.m., Director Mickelson seconded the motion, motion passed unanimously.

Sonoma County Fair & Exposition, Inc.

**DRAFT Minutes of the
Buildings and Grounds Committee Meeting**
Thursday – May 9, 2024 at 4:30 p.m.

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

VOTING-DIRECTORS ABSENT: Rocco Cunningham

NON-VOTING DIRECTORS PRESENT: Lisa Wittke-Schaffner, Stacey Powers

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

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

APPROVAL OF AGENDA:

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

PUBLIC COMMENTS (not related to the agenda):

None

DISCUSSION AND POSSIBLE ACTION REGARDING APRIL 2024 INTERIM FINANCIAL REPORTS:

COO Daly reviewed the April 2024 interim financials, noting that not all of the revenues were available for reporting and that once received, the total is expected to exceed what was budgeted. **No action taken.**

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

COO Daly reviewed the list of May-June 2024 interim events. Daly noted the following Fair related events taking place: Pre-fair ticket sales online and in the Administration Office on Saturdays, will begin on May 11th with Hat Day tickets postponed to May 18th, Lamb/Goat weigh-in and tagging on May 18th and the Fair will be co-hosting a Santa Rosa Chamber Mixer with the Sonoma County Farm Bureau on June 27th at the Saralee & Richard’s Barn. **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING A PRESENTATION FROM FRANK JOHNSON, TAYMAN PARK GOLF GROUP, ON TOP TRACER GOLF SIMULATOR FOR FAIRGROUNDS DRIVING RANGE:

CEO Bartling reported that Frank Johnson was unable to attend the meeting and his presentation would be postponed until the June 13, 2024 Buildings & Grounds committee meeting. **No action taken.**

DISCUSSION AND POSSIBLE ACTION REGARDING POTENTIAL PARTNERSHIP WITH THE KUNDE FOUNDATION FOR THE CLOCK PROJECT AT THE SARALEE & RICHARD'S BARN:

CEO Bartling stated that the Kunde Foundation would like a partnership on the clock project with their contribution being \$20,000 over three years for the moving, renovation and setting it in place by the Richard and SaraLee Barn. The Kunde Foundation would like the Fair to participate in a similar amount to support the project. The Buildings and Grounds committee recommendation was to commit \$20K over three years, with a contingency of an additional \$5K.

Director Lowe moved to approve directing CEO and staff to work with the Kunde Foundation to work out the details of the partnership for funding of the Clock project at the Saralee & Richard's Barn; Director Mata seconded the motion; the motion passed unanimously.

DISCUSSION AND POSSIBLE ACTION REGARDING REQUEST FROM CLTV8 TO HAVE THE SOUND CURFEW EXTENDED 10:45PM FOR THEIR HALL OF FLOWERS CONSUMER EVENT ON SATURDAY, SEPTEMBER 21, 2024:

COO Daly reported that this successful high-end B2B cannabis event is adding a new element to the event. The promoter has requested use of the Carnival Lot for a consumer event that will include carnival rides and a concert. Daly stated that our sound ordinance has a 10pm curfew for Saturdays and the promoter has asked to have it extended to 10:45pm.

Director Lowe moved to approve granting extension of the sound curfew for the CLTV8 Hall of Flowers consumer event from 10pm to 10:45pm on Saturday September 21, 2024; Director O'Kelley seconded the motion; the motion passed unanimously.

UPDATE ON ACTIVITIES AROUND THE FAIRGROUNDS:

CEO Bartling gave an update regarding contracting of medical services for Fair. Bartling stated that previously these services had been contracted with AMR, however the County went out to bid with the contract being awarded to Sonoma County Fire. The estimate provide by them for the 2024 Fair was double over what was paid in 2023. Bartling added that there are several other concerns and staff is looking at options regarding this issue.

Maintenance Superintendent Gentry reported that ground has been broken for the dump station and dog park in the RV Park and the renovations to the front of the Grace Pavilion would begin on Monday, May 13th. **No action taken.**

REQUEST FOR FUTURE AGENDA ITEMS:

None

There being no further business, Director Lowe moved to adjourn the meeting at 5:18 p.m.; Director O'Kelley seconded the motion; the motion passed unanimously.

Sonoma County Fair
**DRAFT Minutes of the
Racing Committee Meeting**
Thursday, May 9, 2024

Immediately following Buildings & Grounds at approximately 5:00 p.m.

DIRECTORS PRESENT: Teejay Lowe, Chair; Lisa Wittke Schaffner, Vice Chair; Rob Muelrath, Kanani Reynolds

DIRECTORS ABSENT: Carole Quandt

OTHER DIRECTORS PRESENT: Neysa Hinton

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

The meeting was called to order by Chair Lowe at 5:20 p.m.

APPROVAL OF AGENDA:

Director Wittke-Schaffner moved to approve the agenda; Director Muelrath seconded the motion; the motion Passed unanimously.

PUBLIC COMMENTS:

None

UPDATE ON 2024 Race Meet Operations:

CEO Bartling reported that auxiliary stabling has been secured with CARF for Pleasanton use during our race meet. CARF/Golden State Racing will be running non-Fair dates (October-December) through the end of 2024. Bartling added that Pleasanton would be utilizing CARF's line of credit for \$3.2 million to buyout the golf course. Director of Racing Lapham reported that the CHRB racing application has been submitted and everything is on schedule for the completion before being heard in June. Staffing is coming along, however securing a track announcer is still in the works. Lapham added that the turf track is looking good, soil samples of the dirt track would be taken next week and the fire inspection of the barns has been completed. Box seat, named races and paddock view dining sales are all going great. Bartling added that discussions are taking place regarding CHRB and the amount of funding due from Racing entities, with Golden Gate Fields closing, the amount currently paid is expected to increase. Bartling stated that Michael Margetts would be involved in the negotiations. Discussions ensued regarding plans for Hat Day and the location.

No action taken.

REQUEST FOR FUTURE AGENDA ITEMS:

- Update on plans for Bonus Week of Racing
- Hat Day update from committee chairs

There being no further business, Director Muelrath moved to adjourn the meeting at 5:49 p.m, Director Reynolds seconded the motion; the motion passed unanimously.

**Sonoma County Fair
Minutes of the
Budget & Finance Committee Meeting
April 23, 2024 4:30 PM**

DIRECTORS PRESENT: Stacey Powers, Hugo Mata, Marilyn Herzog, Neysa Hinton

DIRECTORS ABSENT: Sharon Wright, Marcia Mickelson

CALL TO ORDER: The meeting was called to order by Director Mata at 4:40 p.m.

APPROVAL OF THE AGENDA:

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

PUBLIC COMMENTS: None

UPDATES ON ONGOING FINANCE MATTERS AND STATUS: CEO Bartling discussed the inclusion of the Fair in the revised Sonoma County Living Wage Ordinance. Changes to Fair policy to include the Living Wage Ordinances are slated to go into effect July 1, 2024. CFO Dalbeck discussed the JLA Payment process, noting that all buyers will need to provide a credit card upfront. Buyers will have 10 days post auction to change their payment method.

DISCUSSION AND POSSIBLE ACTION REGARDING DRAFT FINANCIAL STATEMENTS FOR THE PERIOD ENDING MARCH 31, 2024:

CFO Dalbeck discussed the results of operations for the period ended March 31, 2024 (Attachment #1). Director Hinton moved to accept the draft March 2024 financial statements, as presented. Director Powers seconded the motion. The motion passed unanimously.

REVIEW DETAIL OF US BANK CREDIT CARD CHARGES PAID MARCH 2024:

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

REVIEW OF DRAFT FEBRUARY 2024 HARVEST FAIR FINANCIAL STATEMENTS: CFO Dalbeck discussed the results of operations for the period ended February 29, 2024 (Attachment #3). No action taken.

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

REQUEST FOR FUTURE AGENDA ITEMS:

1. Review proposed increase costs for 2024 Fair EMT services.

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

*Records are on file in the Administration Office.

INTERIM REVENUE - April 1-30, 2024
(Prepared for May 21, 2024 Full Board Meeting)

ATTACHMENT #1

APRIL - Event Name	Event Type	Facility Rented	Rental	Parking	Food	Alcohol	*2024	2023
RV Park	RV Sites	RV Park	\$103,871.63				\$103,871.63	\$89,821.90
The Big Bounce America	Bounce Houses	Carnival Lot	\$21,950.00	\$41,239.00		\$3,645.60	\$66,834.60	
Redwood Empire Gymnastics	Gymnastics Competition	Grace & Saralee	\$28,671.35	\$15,990.00	\$1,500.00		\$46,161.35	
Gem Faire	Gem & Bead Show	Grace Pavilion	\$19,137.00	\$15,535.00			\$34,672.00	\$27,287.33
Adrian Galindo Herrera	Mexican Rodeo/Dance	Chris Beck Arena	\$13,014.00	\$5,228.00	\$1,065.29	\$5,322.80	\$24,630.09	
Homescape Events LLC	Home Expo	HOF, MV & Portion of Redwood Lot	\$16,624.63	\$2,250.00	\$1,463.20	\$131.92	\$20,469.75	
Active 20-30 Club SR #50	Annual Battle of the Brews	Grace & Showcase	\$16,615.00	\$3,555.00			\$20,170.00	\$24,991.68
Iglesia Del Dios ViVo	Hispanic Church Services	Kraft, Garrett & SC	\$15,570.71				\$15,570.71	\$14,933.75
Management of SR Vet's	Facility Management	Vet's Building	\$10,000.00				\$10,000.00	\$10,000.00
Tayman Park Golf Group	Golf Course	Golf Course	\$6,834.78				\$6,834.78	\$6,670.22
California Bissness	Miss Quince y Novias Expo	Hall of Flowers	\$3,627.50	\$1,500.00	\$398.30		\$5,525.80	\$4,183.06
CA Milk Advisory Board	Dist. 3 Dairy Princess Contest	Garrett, Link & Kraft	\$4,436.50			\$976.97	\$5,413.47	
So. Co. Animal Services	Emergency Boarding of Fowl	Poultry Barn	\$5,000.00				\$5,000.00	
Santa Rosa City Schools	8th GradeCareer Day	Hall of Flowers	\$4,271.25				\$4,271.25	
Taconhy Entertainment	Circus on Ice	Hall of Flowers	\$2,650.00	\$1,305.00			\$3,955.00	\$5,181.00
Wine Comps Mnmnt & Productions	PD Wine Coding & Judging	Grandstands/Showcase	\$3,791.25				\$3,791.25	\$3,041.00
North Bay Business Journal	40 Under 40 Event	Saralee Barn	\$3,410.17				\$3,410.17	\$4,244.34
Operating Engineers LU #3	Annual Picnic	Saralee Barn	\$3,303.50				\$3,303.50	
Phase Four Film LLC	Filming "Under the Lights"	Jockey Club & B-Lot	\$3,200.00				\$3,200.00	
Exotic Bird Mart	Bird Mart & Poultry Expo	Finley Hall	\$1,650.00	\$1,500.00			\$3,150.00	
Verizon Wireless	Telecom Site	Near Maintenance Yard	\$2,652.25				\$2,652.25	\$2,575.00
North Bay Carmart, LLC	Carmart	Brookwood Lot	\$2,570.00				\$2,570.00	\$3,235.10
Bay Area Fox Trotters	Horse Show	Lyttle Cow Palace	\$2,067.00				\$2,067.00	\$2,730.00
Golden State Gay Rodeo Assn.	Barrel Racing Practice	Lyttle Cow Palace	\$1,962.00				\$1,962.00	\$1,669.00
Gary O'Connor	Cycle Cart Event	Portion of B-Lot	\$1,562.50				\$1,562.50	
Red Peloton	Bike Races	Concourse	\$1,500.00				\$1,500.00	\$960.00
SRMT	Motorcycle Training	Brookwood Lot	\$1,400.00				\$1,400.00	\$1,712.00
Cheveto Mobile Window Tinting	Window Tinting	Brookwood Lot	\$550.00				\$550.00	\$500.00
Redwood Empire Holstein Assn.	Annual Dairy Show	Jamison Ring & Cattle Barn 1	\$243.75				\$243.75	
			\$302,136.77	\$88,102.00	\$4,426.79	\$10,077.29	n/a	\$76,397.83

***Gross Revenue includes security and insurance, which are reimbursed expenses**
****Note: Events not returning in 2024: COVID Trailers \$39,000.00, Butler Spring Carnival \$17,168.00, Mike Hudson Food Show \$10,228.14, Quinceanera \$4,422.25, Wedding \$1,935.00, CTE \$1,608.50, County Respiratory Fit Testing \$1,000.00, County of Sonoma Tourism Parking \$585.94 & County Exam \$450.00**

2018 \$348,533.57	2019 \$349,996.57	2022 \$421,863.05
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INTERIM EVENTS

May 1 thru June 30, 2024

(Prepared for May 21, 2024 Full Board Meeting)

MAY

1-31 – Fair Entries Open (Entry Office, 8:30am-4:30pm, M-F)

2-6 – American Crown Circus (C-Lot)

3-5 – Hot Tub & Spa Sale (Grace Pavilion)

4 – Rodeo Queen Riding Portion of Contest (LCP)

4 – ~~AutoX (Jockey Club Lot & B-Lot)~~ CANCELLED DUE TO RAIN

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

7 – Tuesday Night Bike Races (Concourse)

10-11 – Monster Trucks (Chris Beck Arena)

10-12 – Spa & Swim Spa Sale (Garrett & Portion of Redwood Lot)

11 – PRE-FAIR TICKETS ON SALE (Admin Office, 10am-4pm & Online)

11 – Roller Derby (Grace Pavilion)

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

16 – Crisis24 Training (Portion of B-Lot)

16 – Leadership Santa Rosa Ag Day Panel (Kraft)

16-18 – Out to Lunch Catering (Showcase Kitchen)

18 – PRE-FAIR TICKETS ON SALE (Admin Office, 10am-4pm & Online)

18 – AutoX (Jockey Club Lot & B-Lot)

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

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

19 – Confirmation Party (Showcase)

19 – Mexican Rodeo & Concert

21 – Tuesday Night Bike Races (Concourse)

22 – County Exams (Finley)

21-23 – Sunset International Wine Judging (Saralee)

25 – Quinceañera (Saralee)

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

29 – Solicitors' Dinner (Showcase 6-9pm)

Golf Course/Car Mar/ Cheveto Mobile Window Tinting/Motorcycle Training (5/11-5/12, 5/20, 5/25-5/26 & 5/27)

JUNE

1-30 – Fair Entries Open (Entry Office, 8:30am-4:30pm, M-F)

1 – AutoX (Jockey Club Lot & B-Lot)

1 – PRE-FAIR TICKETS ON SALE (Admin Office, 10am-4pm & Online)

5 – Sisters on the Fly RV Rally (Carnival Lot)

7 – Peggy Sue Drive-in Movie (Carnival Lot)

8 – PRE-FAIR TICKETS ON SALE (Admin Office, 10am-4pm & Online)

8 – Peggy Sue All American Car Show (Carnival Lot, Shade Park & Grace Pavilion)

11 – Tuesday Night Bike Races (B-Lot)

14-16 – Country Summer Music Festival (Facility)

18 – Tuesday Night Bike Races (B-Lot)

20-21 – Sunset International Wine Judging (Showcase)

21 – Mexican Dance (Saralee)

22 – PRE-FAIR TICKETS ON SALE (Admin Office, 10am-4pm & Online)

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

25 – Tuesday Night Bike Races (Concourse)

25-27 – HF Olive Oil Judging (Showcase)

27 – Chamber Mixer (Saralee 5-7pm)

29 – PRE-FAIR TICKETS ON SALE (Admin Office, 10am-4pm & Online)

29 – Quinceañera (Garrett)

29 – Al-Anon Holiday Bash (Showcase)

29 – Quinceañera (Finley)

29-30 – Church Conference (Grace Pavilion)

30 – AutoX (Jockey Club Lot & B-Lot)

Golf Course/Car Mar/ Cheveto Mobile Window Tinting/Motorcycle Training (6/8-6/9 & 6/22-6/23)

Sonoma County Fair & Exposition, Inc
Balance Sheet

DRAFT

	4/30/2024 Calendar YTD	vs. prior mo. 3/31/2024 Calendar YTD	vs. prior yr. 4/30/2023 Calendar YTD
ASSETS			
Current Assets			
Cash in Bank and Treasury	6,985,131	7,162,624	7,780,006
Accounts Receivable, Net	289,301	287,921	194,773
Racing Settlement Receivable	(454)	(454)	6,533
Prepaid Expenses			81,000
Other Current Assets		38,570	(9,155)
Total Current Assets	<u>7,273,977</u>	<u>7,488,661</u>	<u>8,053,156</u>
Property & Equipment, Net	8,886,661	8,883,314	8,156,042
Construction in Progress	1,827	1,827	1,011,787
Total Property & Equipment, Net of Depreciation	<u>8,888,488</u>	<u>8,885,141</u>	<u>9,167,829</u>
Other Assets			
Restricted Cash	86,423	86,423	120,904
Due From/Due (To) County for VETS mgmt	(64,338)	(66,676)	(49,618)
GASB 68 Deferred Outflow of Resources	1,063,884	1,063,884	531,524
GASB 75 Deferred Outflow of Resources	247,484	247,484	143,665
Total Other Assets	<u>1,333,453</u>	<u>1,331,116</u>	<u>746,475</u>
TOTAL ASSETS	<u><u>17,495,918</u></u>	<u><u>17,704,917</u></u>	<u><u>17,967,460</u></u>
LIABILITIES AND EQUITY			
Current Liabilities			
Accounts Payable			
Accrued Expenses	833,313	908,495	903,000
Racing Payable	33,081	34,244	20,051
Purses Paid - (Over)/Under	(193,699)	(193,699)	(127,317)
Deferred Income	346,839	267,591	510,541
Total Current Liabilities	<u>1,019,534</u>	<u>1,016,631</u>	<u>1,306,275</u>

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

DRAFT

	4/30/2024 Calendar YTD	vs. prior mo. 3/31/2024 Calendar YTD	vs. prior yr. 4/30/2023 Calendar YTD
Long Term Liabilities			
GASB 68 Net Pension Liability	1,539,564	1,539,564	(248,672)
GASB 75 Deferred Inflow of Resources	426,156	426,156	599,027
GASB 75 Net Pension Liability	644,392	644,392	592,416
Total Long Term Liabilites	2,770,476	2,770,476	2,414,243
NET ASSETS			
Investment in Capital Assets	8,850,814	8,850,814	8,317,970
Restricted for Scholarships	93,248	93,248	73,968
Restricted for Junior Livestock Auction	126,395	126,395	180,068
Other Restricted	86,435	86,435	120,916
Retained Earnings - Unrestricted	5,330,191	5,330,191	5,843,843
Profit/(Loss) Current Year	(781,175)	(569,273)	(289,824)
TOTAL LIABILITIES AND EQUITY	17,495,918	17,704,917	17,967,460

Sonoma County Fair & Exposition, Inc
Income Statement

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Operating Revenue						
Fair				12,911	(12,911)	
Interim	1,129,170	1,015,926	113,244	980,056	149,114	
Jockey Club	1,500		1,500		1,500	
Total Operating Revenue	1,130,670	1,015,926	114,744	992,967	137,703	
Operating Expense						
Fair	326,725	156,814	(169,911)	236,675	(90,050)	
Interim	480,720	510,348	29,628	444,566	(36,154)	
Jockey Club	12,159	31,900	19,741	10,329	(1,830)	
G&A - Maintenance	880,780	967,998	87,218	799,045	(81,735)	
G&A - Administration	461,648	535,120	73,472	409,568	(52,079)	
Total Operating Expenses	2,162,032	2,202,180	40,148	1,900,183	(261,849)	
Operating Income/(Loss)	(1,031,362)	(1,186,254)	154,892	(907,216)	(124,146)	
JLA, net	(13,799)		(13,799)	(20,461)	6,662	
Harvest Fair - Revenue (timing)						
Harvest Fair - Expense (timing)						
Interest Income	25,954	12,500	13,454	13,759	12,195	
Prior Year & Other Misc Revenue	284,841	2,000	282,841	60,208	224,633	
Interest Expense						
Net Affect of GASB 68 Adjs (Pension)						
Net Affect of GASB 75 Adjs (OPEC)						
Prior Year & Misc Expense	(46,809)		(46,809)	(15,149)	(31,660)	
Net Income/(Loss)before depreciation and capital	(781,175)	(1,171,754)	390,579	(868,860)	87,685	
Depreciation Expense						
Net Income(Loss) before capital	(781,175)	(1,171,754)	390,579	(868,860)	87,685	
Gain (loss) on disposal of asset						
Capital Expenditures						
Capital Funding				579,036	(579,036)	
Net Income (Loss) incl Capital	(781,175)	(1,171,754)	390,579	(289,824)	(491,351)	

Sonoma County Fair & Exposition, Inc
Fair Income Statement

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Revenue						
Admissions						
Parking						
Commercial Space						
Carnival						
Concessions						
Exhibits						
Racing				4,204	(4,204)	
Attractions						
Sponsorships				8,707	(8,707)	
VIP Tent						
Miscellaneous						
Total Fair Revenue				12,911	(12,911)	
Expense						
Wages & Benefits	127,309	106,314	(20,995)	104,320	(22,989)	
Advertising & Publicity	25,954	4,000	(21,954)	20,405	(5,549)	
Attendance	3,771		(3,771)		(3,771)	
Signage/Other/Drinking Water						
Premium	7,015		(7,015)	2,835	(4,180)	
Hall of Flowers	18,703		(18,703)	15,000	(3,703)	
Exhibits	5,915		(5,915)	8,022	2,106	
Commerical/Concessions Exhibits						
Racing	69,773		(69,773)	35,407	(34,366)	
Attractions	41,941	24,000	(17,941)	31,186	(10,755)	
Miscellaneous						
VIP Tent						
RV Park - Fair - Contract Services	26,343	22,500	(3,843)	19,500	(6,843)	
Total Expense	326,725	156,814	(169,911)	236,675	(90,050)	
Fair Income/(Loss)	(326,725)	(156,814)	(169,911)	(223,765)	(102,960)	

Sonoma County Fair & Exposition, Inc
Interim Income Statement

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Revenue						
Long Term Rentals	45,108	44,438	670	44,439	669	
Building Rental	203,892	304,918	(101,026)	120,390	83,502	
Facility Rental	93,912	59,887	34,025	204,109	(110,197)	
Equipment Rental	113,112	72,207	40,905	72,208	40,904	
Trailer & RV	320,094	350,000	(29,906)	361,555	(41,461)	
Interim Parking	199,556	68,455	131,101	58,013	141,543	
Insurance/Costs Reimbursed	27,154	20,067	7,087	20,772	6,382	
Security Reimbursed	27,361	20,687	6,674	20,589	6,772	
Food & Other Concessions	43,277	17,924	25,353	17,928	25,349	
Alcohol Concessions	23,781	17,343	6,438	17,345	6,435	
Other Interim Revenue	31,925	40,000	(8,075)	42,709	(10,784)	
Total Revenue	1,129,170	1,015,926	113,244	980,056	149,114	
Expense						
Int Wages & Benefits	326,325	379,108	52,783	309,762	(16,562)	
Int Parking Wages & Benefits	39,174	38,000	(1,174)	29,909	(9,265)	
Int RV Park Wages & Benefits	8,596	2,000	(6,596)		(8,596)	
Total Wages & Benefits	374,095	419,108	51,609	339,671	(25,827)	
Contract Services-Interim	5,365		(5,365)	4,136	(1,229)	
Contract Services-RV Park	1,459	3,200	1,741	1,837	378	
Straw Removal						
Security						
Supplies & Equipment	5,493	4,000	(1,493)	135	(5,358)	
RV Park Utilities	67,399	52,600	(14,799)	80,185	12,786	
RV Park Advertising		6,000	6,000			
Miscellaneous RV Parking						
RV Supplies & Equipment	391	3,600	3,209	316	(75)	
Interim Advertising		1,240	1,240			
Business Partner Incentive						
Insurance/Costs Reimbursed	5,823	1,450	(4,373)	590	(5,233)	
Security Costs Reimbursed	20,512	17,300	(3,212)	16,638	(3,873)	
Equipment Rental	185	1,600	1,415	1,058	874	
CalTrans Median Strip Rent						
Special Repairs & Equipment		250	250			
Total Expense	480,720	510,348	36,224	444,566	(27,558)	
Interim Income/(Loss)	648,450	505,578	149,468	535,490	121,556	

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

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	4/30/2024 Budget YTD	Variance vs budget	04/30/2023 Prior Year YTD	Variance vs prior year	
Revenue						
Admissions						
Turf Club						
Commissions						
Programs/Other						
Race Forms, etc						
Concessions						
Costs Recovered						
Prior Year Costs Recovered						
Interim Rental	1,500		1,500		1,500	
ATM Fees						
Interim Concessions						
Total Jockey Club Revenues	1,500		1,500		1,500	
Expense						
Wages & Benefits						
Contract Services	1,573	1,900	327	1,372	(201)	
Supplies & Expense	6,086	24,200	18,114	2,385	(3,701)	
Utilities	4,500	5,800	1,300	6,571	2,072	
Cost of Periodicals						
Garbage						
Advertising & Marketing						
Total Jockey Club Expenses	12,159	31,900	19,741	10,329	(1,830)	
Jockey Club Income/(Loss)	(10,659)	(31,900)	21,241	(10,329)	(330)	

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

DRAFT - UNAUDITED

January through period end:	4/30/2024	vs. budget		vs. prior year, same mo.	
	Actual YTD	4/30/2024 Budget YTD	Variance vs budget	04/30/2023 Prior Year YTD	Variance vs prior year
Revenue					
Cost Recovered Harvest Fair	_____	_____		_____	
Total Revenue					
Expense					
Admin Wages and Benefits					
Publicity Wages and Benefits					
Maintenance Wages and Benefits					
Interim Wages and Benefits					
Exhibits Wages and Benefits					
Attendance Wages and Benefits					
Attractions Wages and Benefits					
Miscellaneous	_____	_____		_____	
Total Expenses	_____	_____		_____	
Harvest Fair Income(Loss)	=====	=====		=====	

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

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Expense						
Wages & Benefits-Admin	241,774	280,080	38,306	208,824	(32,950)	
Contract Services-Admin	39,963	57,400	17,437	23,068	(16,895)	
County Indirect Services	58,000	57,200	(800)	54,400	(3,600)	
Legal	11,642	20,000	8,358	1,551	(10,091)	
Office Expense-Admin	50,218	36,100	(14,118)	24,804	(25,414)	
Postage & Telephone	13,477	15,000	1,523	12,137	(1,339)	
Director's Expense & Travel	3,861	7,340	3,479	10,348	6,487	
Donations						
Insurance	38,800	42,000	3,200	54,400	15,600	
Audit Fee	4,000	20,000	16,000	20,000	16,000	
Bad Debt and Cash Short/Over	(88)		88	36	124	
Administration Expenses	461,648	535,120	73,472	409,568	(52,079)	
Wages & Benefits-Maint	626,442	686,485	60,043	564,652	(61,790)	
Contract Services-Maint	27,695	56,083	28,388	3,031	(24,664)	
Equipment Rental-Maint	1,009	4,508	3,499	7,179	6,170	
Utilities	92,175	116,293	24,118	100,792	8,617	
Utilities - Harvest Fair(Reimbursed)						
Trash Removal	31,230	11,040	(20,190)	21,863	(9,366)	
Maintenance Supplies	61,336	53,937	(7,399)	77,738	16,402	
Repairs & Maintenance	15,465	21,620	6,155	4,949	(10,516)	
Equipment Repairs	25,429	18,032	(7,397)	18,842	(6,587)	
Maintenance Expenses	880,780	967,998	87,218	799,045	(81,735)	
General & Administrative Expenses	1,342,428	1,503,118	160,690	1,208,613	(133,815)	

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Permanent Salaries						
Fair	54,761	62,680	7,919	55,287	526	
Interim	184,257	203,380	19,123	152,827	(31,430)	
Jockey Club						
Golf Course						
Administration	146,842	159,300	12,458	118,450	(28,391)	
Maintenance	272,519	311,900	39,381	237,440	(35,080)	
Total Permanent Salaries	<u>658,379</u>	<u>737,260</u>	<u>78,881</u>	<u>564,004</u>	<u>(94,375)</u>	
Temporary Salaries						
Fair	15,492	1,000	(14,492)	2,733	(12,758)	
Interim	62,103	64,053	1,950	55,095	(7,008)	
Jockey Club						
Golf Course						
Administration	6,168	14,080	7,912	2,608	(3,560)	
Maintenance	73,017	46,900	(26,117)	46,780	(26,237)	
Total Temporary Salaries	<u>156,779</u>	<u>126,033</u>	<u>(30,746)</u>	<u>107,217</u>	<u>(49,562)</u>	
Health Benefits						
Fair	26,842	11,200	(15,642)	20,435	(6,407)	
Interim	34,245	40,680	6,435	30,966	(3,278)	
Jockey Club						
Golf Course						
Administration	21,392	26,440	5,048	17,219	(4,173)	
Maintenance	69,012	82,020	13,008	58,845	(10,167)	
Total Health Benefits	<u>151,491</u>	<u>160,340</u>	<u>8,849</u>	<u>127,466</u>	<u>(24,024)</u>	
FICA, Medicare & Workers Comp						
Fair	8,137	7,130	(1,007)	5,802	(2,335)	
Interim	27,496	31,230	3,734	26,295	(1,202)	
Jockey Club						
Golf Course						
Administration	15,340	17,440	2,100	12,944	(2,396)	
Maintenance	115,280	129,420	14,140	101,850	(13,430)	
Total Workers Comp & Payroll Taxes	<u>166,253</u>	<u>185,220</u>	<u>18,967</u>	<u>146,890</u>	<u>(19,363)</u>	

Sonoma County Fair & Exposition, Inc
Salary & Benefit Expenses

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. budget		vs. prior year, same mo.	
	Actual YTD	Budget YTD	Variance vs budget	Prior Year YTD	Variance vs prior year	
Retirement, UI, Other						
Fair	22,078	24,304	2,226	20,062	(2,015)	
Interim	65,993	79,765	13,772	74,488	8,494	
Jockey Club						
Golf Course						
Administration	52,032	62,820	10,788	57,603	5,571	
Maintenance	96,614	116,245	19,631	119,737	23,123	
Total Retirement & Other Benefits	<u>236,717</u>	<u>283,134</u>	<u>46,417</u>	<u>271,890</u>	<u>35,173</u>	
TOTAL	<u>1,369,619</u>	<u>1,491,987</u>	<u>122,368</u>	<u>1,217,467</u>	<u>(152,152)</u>	
TOTAL BY DEPT						
Fair	127,309	106,314	(20,995)	104,320	(22,989)	
Interim	374,095	419,108	45,013	339,671	(34,423)	
Jockey Club						
Golf Course						
Administration	241,774	280,080	38,306	208,824	(32,950)	
Maintenance	626,442	686,485	60,043	564,652	(61,790)	
TOTAL ALL DEPARTMENTS	<u>1,369,619</u>	<u>1,489,987</u>	<u>120,368</u>	<u>1,217,467</u>	<u>(152,152)</u>	

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

DRAFT - UNAUDITED

January through period end:	4/30/2024		vs. prior year, same mo.		
	Actual YTD	Budget YTD	Variance vs budget	04/30/2023 Prior Year YTD	Variance vs prior year
Salaries					
Fair					
Hall of Flowers	7,593		(7,593)		(7,593)
Publicity		1,000	1,000		
Parking					
Admissions					
Exhibits - Temp	6,782		(6,782)	2,336	(4,446)
Exhibits - Perm	54,761	62,680	7,919	55,287	526
Attractions	899		(899)		(899)
Concessions Auditor					
Racing	218		(218)	397	179
Total Salaries	<u>70,252</u>	<u>63,680</u>	<u>(6,572)</u>	<u>58,020</u>	<u>(12,232)</u>
Health Benefits					
Fair					
Exhibits - Perm	9,472	11,200	1,728	8,511	(962)
Racing	17,370		(17,370)	11,925	(5,445)
Total Health Benefits	<u>26,842</u>	<u>11,200</u>	<u>(15,642)</u>	<u>20,435</u>	<u>(6,407)</u>
FICA, Medicare & Workers Comp					
Fair					
Hall of Flowers	1,038		(1,038)		(1,038)
Publicity		130	130		
Parking					
Admissions					
Exhibits	6,995	7,000	5	5,755	(1,239)
Attractions	105		(105)		(105)
Racing				47	47
Total Workers Comp & Payroll Taxes	<u>8,137</u>	<u>7,130</u>	<u>(1,007)</u>	<u>5,802</u>	<u>(2,335)</u>

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

DRAFT - UNAUDITED

January through period end:	4/30/2024 Actual YTD	vs. budget 4/30/2024 Budget YTD	Variance vs budget	vs. prior year, same mo. 04/30/2023 Prior Year YTD	Variance vs prior year
Retirement, UE Insur, Other					
Fair					
Hall of Flowers	595		(595)		(595)
Publicity		60	60		
Parking					
Admissions	56		(56)		(56)
Exhibits - Perm	21,268	24,244	2,976	19,923	(1,345)
Attractions					
Racing	159		(159)	139	(20)
Total Retirement & Other Benefits	22,078	24,304	2,226	20,062	(2,015)
TOTAL	127,309	106,314	(20,995)	104,320	(22,989)
TOTAL BY DEPT with BENEFITS					
Hall of Flowers	9,225		(9,225)		(9,225)
Publicity		1,190	1,190		
Parking					
Admissions	56		(56)		(56)
Exhibits - Temp	13,777	7,000	(6,777)	8,092	(5,685)
Exhibits - Perm	85,501	98,124	12,623	83,721	(1,780)
Attractions	1,003		(1,003)		(1,003)
Vendor/Concessions Auditor					
Racing	17,747		(17,747)	12,508	(5,239)
TOTAL ALL DEPARTMENTS	127,309	106,314	(20,995)	104,320	(22,989)

CASH EXPENDITURES

MONTH OF :	APRIL 2024	MARCH 2024
PERMANENT PAYROLL	\$ 314,679.62	\$ 310,356.14
TEMP PAYROLL	69,914.29	87,405.40
ACCOUNTS PAYABLE (PAYMENTS)	378,720.71	290,797.58
MERCHANT FEES	6,580.05	4,668.03
RACING ITEMS	1,163.00	-
TOTAL PAYMENTS	<u>\$ 771,057.67</u>	<u>\$ 693,227.15</u>
LEGAL FEES PAID	\$ -	\$ 1,917.00

Ending Cash Balances, book:	April 30 2024	March 31 2024
operating account	\$ 3,148,373.06	\$ 4,406,495.97
money market account	2,015,433.39	2,008,726.83
merchant accounts	198,288.11	243,290.21
payroll accounts	1,389,883.60	270,120.52
other fair and racing accounts	319,575.92	320,413.92
	<u>\$ 7,071,554.08</u>	<u>\$ 7,249,047.45</u>

	<u>current month</u>	<u>year to date</u>
<i>money market interest earned</i>	6,706.56	15,433.39
<i>county fund interest earned</i>	4,983.05	10,520.27

Sonoma County Fair & Exposition Inc

INVOICES over 60 day past due as of 04.30.24 and still unpaid as of 05.16.24

Invoice #	Invoice Date	Due Date	pdp	Bill-To Account	Event	Invoiced Amounts	Balance Remianing	
57788	12/30/22	01/29/23	473	EC Events, LLC - EMERALD CUP HARVEST BALL - Event		148,506.60	98,506.60	
	6 monthly invoices			EC Events, LLC - EMERALD CUP - Account Interest		9,924.81	9,924.81	
							108,431.41	1
59834	08/31/23	09/30/23	229	Extreme Food	2023 Fair Food Vendor	5,274.42	1,724.39	2
59995	08/31/23	10/05/23	224	International Leather & Hat Co.	2023 Fair Food Vendor	1,000.00	1,000.00	2
59886	08/31/23	09/30/23	229	Action Foods 2 (Dill Pickle & Lemonade)	2023 Fair Food Vendor	9,154.92	5,109.84	2
59943	08/31/23	10/04/23	225	Aviotti Jet Club (JLA)	2023 Fair - JLA steer	5,666.00	466.00	3
59977	08/31/23	10/04/23	225	Van Anda, Rich & Bonnie JLA	2023 Fair - JLA birds	525.00	525.00	4
	08/31/23	09/30/23	229	3 individual accounts	2023 Fair - JLA add ons / partial balances		177.63	5
							9,002.86	
59894	09/29/23	10/29/23	200	Trapeze Entertainment, LLC dba Circus Caballero RED UNIT-CIRCUS (C-Lot)		18,250.00	1,625.00	6
60182	10/31/23	11/30/23	168	James Vale-CELEBRATION OF LIFE (SC/100-125)		1,739.25	1,314.25	7
60244	11/16/23	12/16/23	152	Northern California Motorcycle Training dba SRMT		642.00	642.00	8
60334	11/30/23	12/30/23	138	Northern California Motorcycle Training dba SRMT		642.00	642.00	8
60286	11/30/23	12/30/23	138	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark		7,800.00	7,800.00	9
60421	12/31/23	01/30/24	107	Department of Health Services, Sonoma County Animal Services-BOARDING OF 49-		4,354.84	4,354.84	10
60504	01/31/24	03/01/24	76	Department of Health Services, Sonoma County Animal Services-BOARDING OF 49-		5,000.00	5,000.00	10
							21,378.09	

- 1 waiting on collection agency to forward \$32,500 settlement from December les 25% commission less (if any) outside legal fees*
- 2 Patty Crone is actively back and forth with the first two and will collect at some poin before this Fair, the 3rd is out of money and may or may not return to this year's Fair. Will collect from this year's Fair or write off at that point. Problem stems from poor report auditing by the vendor auditor.
- 3 Will receive final payment by end of May, running on credit card next week
- 4 Bella has had a couple of conversations with this buyer (issue with the meat processor) and we will get payment in full or part in May
- 5 Bella will collect from these buyers as they register for this year's JLA
- 6 The circus tied into our power without our permission, this is power portion, they are portesting, we will collect or settle before they return again, which they want to do.
- 7 No reponse from this person despite multiple attempt to reach. Will final notice and send to collections once we have a new option*
- 8 Debbie is researching and will follow up, she and they thought they were current (only invoices owed other than this are April 30)
- 9 This is partial storage rent fee for part on November hold over. DHS paid all rental invoices and clean up but disagrees with this. We can persue with Treasury - General Accounting or write off.
- 10 Dept Animal Service is processing, requested expeditation, hopeful will see in a couple of weeks, but will see within a month

Sonoma County Fair & Exposition Inc

Accounts Receivable Recap and analytics

	04.30.24		03.31.24		12.31.23		04.30.23	
Accounts Receivable Aging								
Current and Credits	163,352.88	42.2%	257,937.77	64.6%	95,707.09	34.7%	252,201.23	82.2%
1 - 30 days past due	73,601.76	19.0%	(10,729.84)	-2.7%	9,018.63	3.3%	(69,942.44)	-22.8%
31 - 60 days past due	14,258.00	3.7%	-	0.0%	14,423.14	5.2%	3,796.00	1.2%
61 - 90 days past due	-	0.0%	4,479.84	1.1%	14,613.96	5.3%	(500.00)	-0.2%
90 - 120 days past due	3,854.84	1.0%	9,084.00	2.3%	27,094.03	9.8%	881.68	0.3%
120 + days past due	23,884.45	6.2%	30,150.45	7.5%	6,474.17	2.3%	15,301.38	5.0%
EC Events - Emerald Cup	108,431.41	28.0%	108,431.41	27.2%	108,431.41	39.3%	105,250.23	34.3%
	<u>387,383.34</u>		<u>399,353.63</u>		<u>275,762.43</u>		<u>306,988.08</u>	
Allowance for Doubtful Accounts	(98,082.83)		(111,432.83)		(113,240.24)		(112,215.55)	
A/R on Balance Sheet	<u>289,300.51</u>		<u>287,920.80</u>		<u>162,522.19</u>		<u>194,772.53</u>	
	289,300.51		289,300.51		162,522.19		194,772.53	
% of invoice more than 60 days past due	35.2%		38.1%		56.8%		39.4%	
% of invoice more than 60 days past due excluding EC Events	9.9%		15.0%		28.8%		6.3%	
Sufficiency of Allowance								
Over 60 days past due, excl * est. for allowance	27,739.29		43,714.29		48,182.16		15,683.06	
	<u>40%</u>		<u>40%</u>		<u>40%</u>		<u>40%</u>	
	11,095.72		17,485.72		19,272.86		6,273.22	
* E C Events settlement	108,431.41		108,431.41		108,431.41		105,250.23	
	<u>(32,500.00)</u>		<u>(32,500.00)</u>		<u>(32,500.00)</u>		<u>-</u>	
Doubtful Accounts Amount	87,027.13		93,417.13		95,204.27		111,523.45	
Allowance	<u>(98,082.83)</u>		<u>(111,432.83)</u>		<u>(113,240.24)</u>		<u>(112,215.55)</u>	
	(11,055.70)		(18,015.70)		(18,035.97)		(692.10)	
	sufficient		sufficient		sufficient		sufficient	