



## NOTICE OF MEETING

The Board of Directors meeting is scheduled for **Tuesday – November 21, 2023 at 5:15p.m.**, Administration Board Room, 1350 Bennett Valley Road, Santa Rosa, CA, to consider the attached agenda. Those persons wishing to attend the meeting and who may require special accommodations pursuant to the provisions of the Americans with Disabilities Act are requested to contact the office of the CEO, (707) 545-4200, at least five working days prior to the meeting to ensure the proper arrangements can be made.

### **Sonoma County Fair & Exposition, Inc. Board of Directors**

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

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

This notice is also available on the Internet at: [www.sonomacountyfair.com](http://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 – November 21, 2023 at 5:15 p.m.

### AGENDA

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

The President will ask for names of individuals expressing desire to make a comment during the Public Comment Agenda item or on a listed Agenda item. The President will then call upon those individuals to provide their comment during public comment or during the particular agenda item. Comments are limited to **three minutes**. Speaker's time may be modified based on the number of public speakers. Public comment is allowed on issues **NOT** on the current Agenda. However, no debate by the Board shall be permitted on such public comments and no action will be taken on such public comment items at this time, as law requires formal public notice prior to any action on a docket item. Comments will be accepted on Agenda items during the meeting.
5. **Approval of Regular Agenda**
6. **Closed Session at 5:20 P.M.**

The Board of Directors will consider the following in closed session: Conference with Legal Counsel – Existing Litigation Govt. Code Section 54956.9(b)(1); Jamgotchian v. Sonoma County Fair & Exposition, Inc. (Sonoma County Superior Court Case No. 23CV00620)
7. **Approval of Items 1 through 6 on the Consent Agenda**

The Consent Agenda includes routine financial and administrative actions that are usually approved by a single majority vote. Questions or comments are accepted, but there will be no discussion on these items prior to voting on the motion unless Board Members or the public request specific items be discussed and/or removed from the Consent Agenda and placed on the p Agenda under the appropriate Committee or Agenda Item.
8. **President's Comments – Kevin Howe**
9. **CEO's Report – Becky Bartling**
  - October Interim Financial Reports (Attachment #1)
  - November/December Interim Event Schedules (Attachment #2)
10. **Fair Operations – Director Wittke Schaffner**

Chair update on committee meeting held November 7, 2023

  - Discussion and possible action regarding the committee recommendation to approve the contract for the position of Sponsorship Coordinator for 2024 Fair, salary not to exceed \$30,000.
  - Discussion and possible action regarding the committee recommendation to approve a contract with Jane Engdahl for the 2024 fair special events coordinator not to exceed \$48,000.
  - Discussion and possible action to approve a contract with Sylvia Zerbini to produce Sylvia Zerbini's Liberte, A Cavalia Experience for \$75,000.00.
11. **Competitive Exhibits, Ag & Educational Exhibits – Director O'Kelley**

Chair update on committee meeting held November 7, 2023

- Discussion and possible action regarding the committee recommendation to forego the hybrid auction in 2024 and instead invest those funds in a program that will streamline the auction payment process, so purchases are pre-paid or paid the day of the sale.
- Discussion and possible action regarding the committee recommendation to approve placing an advertisement in the newspaper to thank the 2023 Junior Livestock Auction Supporters.

**12. Buildings & Grounds – Director Muelrath**

Chair update on committee meeting held November 9, 2023

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

**13. Racing – Director Lowe**

Chair update on committee meeting held November 9, 2023

**14. Budget & Finance – Director Mata**

Chair update on committee meeting held November 21, 2023

- Discussion and possible action regarding the committee recommendation to approve draft financial statements through October 31<sup>st</sup>, 2023 (Attachment #3)
- Discussion and possible action regarding the 2024 budget review and approval.

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

Update on committee meeting held November 9, 2023

- Discussion and possible action regarding the Harvest Fair Board recommendation to change the Harvest Fair Bylaws to be taken back to the Harvest Fair Board for approval for the December 6, 2023, meeting.

**16. Report on Fair Foundation – Directors Herzog & Mickelson**

Update on committee meeting held November 3, 2023

**17. Request for future agenda items**

**18. Adjournment**

## CONSENT AGENDA

1. **Full Board Meeting**  
Approval of Minutes from the October 24, 2023, Meeting
2. **Fair Operations Committee Meeting**  
Approval of Minutes from the November 7, 2023, Committee Meeting
3. **Competitive Exhibits & Ag Committee Meeting**  
Approval of Minutes from the November 7, 2023, Committee Meeting
4. **Building & Grounds Committee Meeting**  
Approval of Minutes from the November 9, 2023, Committee Meeting
5. **Racing Committee Meeting**  
Approval of Minutes from the November 9, 2023, Committee Meeting
6. **Budget & Finance Committee Meeting**  
Approval of Minutes from the October 24, 2023, Committee Meeting

**Sonoma County Fair**  
**DRAFT MINUTES OF THE MEETING OF THE**  
**BOARD OF DIRECTORS**  
**Tuesday – October 24, 2023, at 5:15 p.m.**

**DIRECTORS PRESENT:** Kevin Howe, President; Kanani Reynolds, Vice President; Hugo Mata, Treasurer; Rocco Cunningham, Secretary; Rob Muelrath, Past President; Annette O’Kelley, Marcia Mickelson, Neysa Hinton, Carole Quandt, Stacey Powers, Lisa Wittke Schaffner, Teejay Lowe, Marilyn Herzog

**DIRECTORS ABSENT:** Alma Bowen, Sharon Wright

**OTHERS PRESENT:** Becky Bartling, Debbie Townsend, Isaac Gentry, Hope Marshall, Bella Haynes, Jennifer Herrera, Matt Daly

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

**PLEDGE OF ALLEGIANCE:** Director Cunningham led the pledge of allegiance.

**INTRODUCTION OF GUESTS:** None

**PUBLIC COMMENTS:** None

**APPROVAL OF REGULAR AGENDA:**

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

**APPROVAL OF CONSENT AGENDA – Item 1 through 3:**

Director Wittke Schaffner moved to approve the Consent Agenda; Director Muelrath seconded the motion; **the motion passed unanimously.**

**PRESIDENT COMMENTS:**

President Howe presented past President Muelrath with a gift to thank him for his time serving as President. President Howe reviewed the handouts, Board Committee Assignments for 2023-2024 and the 2024 Board Calendar. President Howe requests that the Board of Directors notify the Chairs of the committees and Jennifer Herrera, administrative assistant if they will be absent.

**CEO’S REPORT:**

CEO Bartling reviewed the August/September 2023 Interim Financials.  
CEO Bartling reviewed the October/November 2023 Interim Event Schedules.

**FAIR OPERATIONS – Director Wittke Schaffner**

No committee meeting was held in October due to not having a quorum.

**Chair Wittke Schaffner moved to approve a contract with Ellis Event Services to act as a commercial vendor and Food Concessionaire coordinator for the 2024 Sonoma County Fair. Fee to be \$40,000 plus lodging expenses of not to exceed \$5,000. Director Muelrath seconded the motion. The motion passed unanimously.**

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

No committee meeting held in October due to not having a quorum.

The discussion and possible action items to propose Steer Division changes and to restructure Junior Livestock Auction Payment Policy have been tabled for next month’s committee meeting. **No action taken**

## **BUILDINGS & GROUNDS – Director Lowe**

Chair update on committee meeting held October 12, 2023

Discussion and possible action to approve a 40% reduction in the regular rental rate, with full reimbursement for any labor/equipment, to the Golden State Gay Rodeo Association for their use of the Lyttle Cow Palace for barrel racing October 2023-April 2024. Director Muelrath moved to approve, Director Cunningham seconded the motion. **The motion passed unanimously.**

Discussion and possible action to approve granting an adjustment to the hours (Friday 3pm-10:40pm / Saturday Noon-10:40pm / Sunday Noon-9pm), to Impact Entertainment, Sports & Event Marketing, LLC, for the 2024 Country Summer Music Festival. Director Muelrath moved to approve, Director Lowe seconded the motion. **The motion passed unanimously.**

Discussion and possible action regarding request for rent consideration, from Sonoma Marin Rush Riders (CGAD45), for use of Chris Beck Arena for a Gymkhana Horse Show on November 11 & 12, 2023 (Attachment #6). Director Muelrath moved to approve the motion to allow staff to decide the terms of the rent consideration. Director Reynolds seconded the motion. **The motion passed unanimously.**

Discussion and possible action to approve adjusted fees, more than \$25K, for the Hall of Flowers wall repair. CEO Bartling provided an update on the Hall of Flowers wall repair which has exceeded the approved budgeted amount of \$25k to \$59k. Superintendent Gentry provided details on the additional cost of repairing unexpected repairs such as extensive dry rot, and termites. Director Muelrath moved to approve the increase in the cost for the Hall of Flowers wall repair to \$59k. Director Lowe seconded the motion. **The motion passed unanimously.**

## **RACING – Director Lowe**

No committee meeting was held in October due to cancellation. CEO Bartling provided a summary of her meeting at Golden Gate Fields to consider other options for stabling. **No action taken.**

## **BUDGET & FINANCE – Director Mata**

Director Mata provided an update on the Budget & Finance Committee meeting. CFO Dalbeck provided a summary on the financial statements for August and September 2023. CEO Bartling shared the challenges of finalizing the August financials. August-end financials will be sent to the Board by email once it is closed out. **No action was taken.**

Director Mata moved to approve the draft financial statements for August 31, 2023; Director Powers seconded the motion; **the motion passed unanimously.**

Director Mata moved to approve the draft financial statements for September 30, 2023; Director Wittke Schaffner seconded the motion; **the motion passed unanimously.**

**HARVEST FAIR – Directors Wittke Schaffner**

No committee meeting was held in October due to the Harvest Fair Event.

Director Cunningham provided an update on the Harvest Fair held on October 14, 2023. President Howe and Director Lowe led the discussion regarding the restructuring of the Harvest Fair. **No action taken.**

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

No committee meeting was held in October due to cancellation.

Request for rent consideration approval to be done by email. **No action taken.**

**REQUEST FOR FUTURE AGENDA ITEMS:**

None

**ADJOURNMENT**

**There being no further business, a motion was made by Director Lowe to adjourn the meeting at 6:12 p.m.; Director Reynolds seconded the motion; the motion passed unanimously.**

**Sonoma County Fair**  
**DRAFT Minutes of the**  
**Fair Operations Committee Meeting**  
Tuesday – November 7, 2023 at 4:30pm  
Administration Building, Board Room

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

**VOTING-DIRECTORS ABSENT:** None

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

**OTHERS PRESENT:** Matt Daly, Debbie Townsend, Hope Marshall, Jennifer Herrera, Bella Adams, Cyndy Dalbeck

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

**PUBLIC COMMENTS:** None

**DISCUSSION AND POSSIBLE ACTION TO APPROVE CONTRACT FOR SPONSORSHIP COORDINATOR, NOT TO EXCEED \$30,000.00**

Matt Daly, COO, provided the details for the contract for the position of a new Sponsorship Coordinator for 2024 Fair, salary not to exceed \$30,000. Director Powers moved to approve, Director Quandt seconded the motion; the **motion passed unanimously**.

**DISCUSSION AND POSSIBLE ACTION TO APPROVE CONTRACT WITH JANE ENGDALH FOR THE 2024 FAIR SPECIAL EVENTS COORDINATOR NOT TO EXCEED \$48,000.**

Matt Daly, COO, provided the details for the Special Events Coordinator position for the 2024 Fair. Director Quandt moved to approve; Director Powers seconded the motion; the **motion passed unanimously**.

**UPDATE ON HAVING AN EQUESTRIAN EVENT IN THE COMMUNITY THEATER DURING THE FAIR**

Matt Daly, COO, and Hope Marshall, Premium & Exhibit Coordinator, discussed the details of the equestrian event which is in a similar style to the Cavalia Odysseo Show, to provide two shows per day with a 100 x 150 tent, 80 x 80 arena, seats for 500-600 attendees with a VIP area. **No Action taken.**

**REQUEST FOR FUTURE AGENDA ITEMS:** None

There being no further business, Director Wittke Schaffner moved to adjourn the meeting at 4:53 p.m., seconded by Director Wright; the motion passed unanimously.



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

DIRECTORS PRESENT: Chair, Annette O’Kelley; Vice-Chair, Rocco Cunningham; Alma Bowen, Marilyn Herzog, Stacey Powers

DIRECTORS ABSENT: Marcia Mickelson

OTHER DIRECTORS PRESENT: None.

OTHERS PRESENT: Matt Daly, Cyndy Dalbeck, Hope Marshall, Bella Adams, Patti Baxman, Jennifer Herrera

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

APPROVAL OF AGENDA:

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

PUBLIC COMMENTS: None.

Discussion & Possible Action: 2024 Hybrid Auction:

Hope Marshall recommended using the \$20,000 spent on the Hybrid Auction to find a new program that would streamline JLA payments from buyers and discussed the pros and cons of the program. Director Herzog moved to give staff the ability to further investigate Auction software options, Director Bowen seconded the motion; the motion passed unanimously.

Discussion & Possible Action: Place Advertisement to thank 2023 Auction Buyers:

Chair O’Kelley recommended placing an advertisement in the newspaper to thank the 2023 Junior Livestock Auction Supporters. After discussion Director Cunningham moved to give staff the ability to place a “thank you” advertisement at their discretion of timing and cost, Director Herzog seconded the motion, the motion passed unanimously.

Junior Livestock Auction Payment Policy Status Update:

Chair O’Kelley asked staff to give an update on creating a plan to collect auction payments more quickly that will result in the ability to issue checks to exhibitors sooner than 30 days. CFO Cyndy Dalbeck reported that staff is researching systems that will allow buyers to register before the auction and pre-authorize payments for processing on auction day. The sooner buyers pay for their purchase the sooner the Fair can issue auction checks.

Staff Report:

- 2023 JLA Summary & Receivable Update – Five people still have outstanding JLA bills, the total outstanding balance is \$8,650.04.
- Hall of Flowers Plant Sale Format Change – Due to feedback from exhibitors and fair patrons, the Hall of Flowers plant sale will change back to occurring only on the Monday after Fair. Currently, the Hall of Flowers closes at 6 pm and reopens at 7 pm but is being

## CONSENT AGENDA # 3

dismantled. Staff reported receiving complaints from fair patrons disappointed that the flower show closed early on Sunday evening, and they were not able to see the exhibit.

- 2024 Calendar Dates – A 2024 calendar was distributed with some tentative dates for tagging days, entry deadlines, auction dates, etc.

### REQUEST FOR FUTURE AGENDA ITEMS:

- Ag Mechanics Auction
- Advisory Group Nominations
- Dedications – Guidebook & Flower Show
- Junior Livestock Auction Payment Policy Status Update

### ADJOURNMENT

Director Cunningham moved to adjourn the meeting at 6:22 p.m., seconded by Director Herzog, motion passed unanimously.

Sonoma County Fair & Exposition, Inc.  
**DRAFT Minutes of the**  
**Buildings and Grounds Committee Meeting**  
Thursday – November 9, 2023 at 4:30 p.m.

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

**VOTING-DIRECTORS ABSENT:** Rocco Cunningham

**NON-VOTING DIRECTORS PRESENT:** None

**OTHERS PRESENT:** Becky Bartling, Matt Daly, Hope Marshall, Jennifer Herrera, Bella Adams, Cyndy Dalbeck

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

**APPROVAL OF AGENDA:**

Director Lowe 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 OCTOBER 2023 INTERIM FINANCIAL REPORTS:**

COO Daly reviewed the October interim financials, noting that the RV Park revenue has increased compared to the previous year. **No action taken.**

**DISCUSSION AND POSSIBLE ACTION REGARDING NOVEMBER-DECEMBER 2023 INTERIM EVENTS SCHEDULE:**

COO Daly reviewed the list of November-December 2023 interim events **No action taken.**

**DISCUSSION AND POSSIBLE ACTION TO FACILITATE INSTALLATION OF A 30 FOOT CLOCK MADE FROM FARM IMPLEMENTS AT THE SARALEE AND RICHARDS BARN; COST OF MOVING AND SETTING FUNDED BY THE SARALEE AND RICHARD KUNDE FOUNDATION:**

COO Daly presented the details regarding the installation of the clock, showed photos, and suggested a location to install near the western side of the courtyard between Saralee Barn and Finley Hall.

Director Lowe moved to approve the installation of the 30-foot clock to the western side of the courtyard between the Saralee and Richard’s Barn and Finley Hall; the cost of the move and installation will be funded by the Saralee and Richard Kunde Foundation. Director O’Kelley seconded the motion; **the motion passed unanimously.**

**DISCUSSION AND POSSIBLE ACTION REGARDING A REQUEST FOR RENT CONSIDERATION FOR SONOMA COUNTY 4-H & FFA ORGANIZATION'S USE OF LYTTLE COW PALACE, LIVESTOCK OFFICE & SHEEP RING FOR A YOUTH LIVESTOCK JUDGING CONTEST ON JANUARY 27, 2024**

Director O'Kelley moved to approve granting rent consideration request, to waive the facility rent, with full reimbursement of equipment and labor, to the Sonoma County 4-H & FFA organization to use the Lyttle Cow Palace for the livestock office and sheep ring for a youth livestock judging contest on January 27, 2024; Director Lowe seconded the motion; **the motion passed unanimously.**

**DISCUSSION AND POSSIBLE ACTION TO APPROVE A 3-YEAR CONTRACT (JANUARY 1, 2024 – DECEMBER 31, 2026) WITH NORTH BAY CARMART, LLC FOR THE OPERATION OF THE CARMART LOT**

Director Lowe moved to approve the 3-year contract (January 1, 2024-December 31, 2026) with NorthBay Carmart LLC. Director Mata seconded the motion; **the motion passed unanimously.**

**DISCUSSION AND POSSIBLE ACTION TO APPROVE A 3-YEAR CONTRACT (JANUARY 1, 2024 – DECEMBER 31, 2026) WITH CHEVETO MOBILE WINDOW TINTING**

Director Lowe moved to approve the 3-year contract (January 1, 2024-December 31, 2026) with Cheveto Mobile Window Tinting. Director Mata seconded the motion; **the motion passed unanimously.**

**DISCUSSION AND POSSIBLE ACTION TO APPROVE A 3-YEAR CONTRACT (JANUARY 1, 2024 – DECEMBER 31, 2026) WITH NORTHERN CALIFORNIA MOTORCYCLE TRAINING DBA SANTA ROSA MOTORCYCLE TRAINING (SRMT)**

Director Lowe moved to approve the 3-year contract (January 1, 2024-December 31, 2026) with Northern California Motorcycle Training DBA Santa Rosa Motorcycle Training. Director Mata seconded the motion; **the motion passed unanimously.**

**DISCUSSION AND POSSIBLE ACTION REGARDING ALLOWING FAIR STAFF TO INCREASE INTERIM RENTAL RATES BETWEEN 3-5% AS NEEDED, EFFECTIVE JANUARY 1, 2024**

Director Lowe moved to approve fair staff to increase interim rental rates up to 10% as needed, effective January 1, 2024. Director Hinton seconded the motion. **The motion passed unanimously.**

**UPDATE ON ACTIVITIES AROUND THE FAIRGROUNDS:**

CEO Bartling reported the potential of the Harvest Festival, a 4<sup>th</sup> of July event, the Heirloom Festival in September, CLTV8 Hall of Flowers Cannabis B2B, Just Between Friends, and a possible partnership in hosting the hot air balloon event. **No action taken.**

**REQUEST FOR FUTURE AGENDA ITEMS:**

- Discussion on hosting cultural events
- Renaming of Mexican Village

## CONSENT AGENDA # 4

There being no further business, Director Muelrath moved to adjourn the meeting at 5:11 p.m.; Director Lowe seconded the motion; the motion passed unanimously.

Sonoma County Fair  
**DRAFT Minutes of the  
Racing Committee Meeting**  
Thursday, November 9, 2023,  
Immediately following Buildings & Grounds at approximately 5:00 p.m.

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

**DIRECTORS ABSENT:** Lisa Wittke Schaffner, Vice Chair

**OTHER DIRECTORS PRESENT:** None

**OTHERS PRESENT:** Becky Bartling, Michael Margetts, Jennifer Herrera, Stacey Lapham, Cyndy Dalbeck, Debbie Townsend, Matt Daly

**The meeting was called to order by Chair Lowe at 5:12 p.m.**

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

**PUBLIC COMMENTS:**  
None

**UPDATE ON 2024 Fair Race dates requests:**  
CEO Becky Bartling provided an update on horse racing dates to be the regular two weeks of the fair from August 1<sup>st</sup> – 12<sup>th</sup> plus one week after. **No action taken.**

**Update on the closing of Golden Gate Fields**  
CEO Bartling provided an update on the closing of the Golden Gate Fields. **No action taken.**

**Update on discussions with CARF on leasing the Sonoma County Fair Racetrack and stables for stabling and training in 2024**  
CEO Bartling provided an update on the discussions with CARF to lease the racetrack and stables. CEO of CARF, Larry Swartzlander, was present for the discussion with the goal to have horse racing in 2024/2025 weather permitting.

**REQUEST FOR FUTURE AGENDA ITEMS:**  
None

**There being no further business, Director Lowe moved to adjourn the meeting at 6:08 p.m, Director Bowen seconded the motion; the motion passed unanimously.**

Sonoma County Fair  
Minutes of the  
Budget & Finance Committee Meeting  
October 24, 2023, 4:30 PM

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

**DIRECTORS ABSENT:** Sharon Wright

**CALL TO ORDER:** The meeting was called to order by Director Mata at 4:30 p.m.

**APPROVAL OF THE AGENDA:** Director Herzog moved to approve the agenda; Director Mickelson seconded the motion; the motion passed unanimously.

**PUBLIC COMMENTS:** None

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

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

**REVIEW DETAIL OF US BANK CREDIT CARD CHARGES PAID AUGUST 2023:**

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

**DISCUSSION AND POSSIBLE ACTION REGARDING DRAFT FINANCIAL STATEMENTS FOR THE PERIOD ENDING September 30,2023:**

\*ATTACHMENT LISTED INCORRECTLY ON AGENDA. AGENDA SHOULD REFERENCE ATTACHMENT 3\*

CFO, Dalbeck, discussed the results of operations for the period ended September 30, 2023. Director Herzog moved to accept the draft September 2023 financial statements, as presented. Director Mickelson seconded the motion. The motion passed unanimously.

**REVIEW OF AUGUST 2023 HARVEST FAIR FINANCIAL STATEMENTS:** No Harvest Fair Financial Statements available as the Harvest Fair Board has not yet met. No action taken.

**REVIEW OF SEPTEMBER 2023 HARVEST FAIR FINANCIAL STATEMENTS:** No Harvest Fair Financial Statements available as the Harvest Fair Board has not yet met. No action taken.

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

**REQUEST FOR FUTURE AGENDA ITEMS:**

1. Review plans to increase 2024 Interim Income

There being no further business, Director Hinton moved to adjourn the meeting at 5:09 p.m. Director Powers seconded the motion; the motion passed unanimously.

\*Records are on file in the Administration Office.

**INTERIM REVENUE - October 1-31, 2023**  
(Prepared for November 21, 2023 Full Board Meeting)

OCTOBER - Event Name	Event Type	Facility Rented	Rental	Parking	Food	Alcohol	*2023	2022
RV Park	RV Sites	RV Park	\$104,521.88				\$104,521.88	\$88,882.00
Del Valle Dog Club/Skyline Dog Fanciers	Harvest Moon Classic Dog Show	Grace, Showcase, Redwood Lot/Community Lawn, Carnival Lot	\$67,352.00	\$18,092.75	\$2,732.30	\$49.00	\$88,226.05	\$91,347.82
Co of So Emergency Management	COVID-19 Trailers (17)	Ball Park	\$39,000.00				\$39,000.00	\$31,500.00
Motorsport Production Services	Monster Truck Show	Chris Beck Arena	\$12,511.16	\$12,026.00	\$4,039.36	\$5,112.80	\$33,689.32	
Xiochil Ent.	Mexican Dance	Grace Pavilion	\$14,306.13	\$7,835.00	\$1,046.87	\$7,614.95	\$30,802.95	
Gem Faire	Gem & Bead Show	Grace Pavilion	\$18,591.89	\$8,330.00			\$26,921.89	\$20,608.61
Redwood Credit Union	Bike Build	Saralee Barn, Olive Grove,	\$16,092.19				\$16,092.19	
Greater Swiss Mountain Dog Club of America	Private Club Swiss Mountain Dog Breed National Dog Show	Garrett, Community Theater Lawn, Kids' Area & Parents Rest Station	\$15,014.25		\$215.05	\$52.50	\$15,281.80	
ABBA Dogs	Dog Agility/F-CAT/Scent Work	LCP, CB, F&F, Swine Barn &	\$9,281.25	\$3,995.00			\$13,276.25	\$8,023.00
Management of SR Vet's	Facility Management	Vet's Building	\$10,000.00				\$10,000.00	\$10,000.00
Hot Productions	Spa & Swim Spa Sale	Garrett & Redwood Lot	\$7,756.06				\$7,756.06	
Tayman Park Golf Group	Golf Course	Golf Course	\$6,737.32				\$6,737.32	\$6,398.28
Raquel G. Nelson	Saralee Barn	Celebration of Life	\$4,337.25			\$48.00	\$4,385.25	\$1,700.00
American Supercamp	Motorcycle Training	Lyttle Cow Palace	\$3,937.50				\$3,937.50	
Leidi Medina	Quinceanera	Garrett	\$3,295.50			\$210.00	\$3,505.50	
Wine Competions Production & Mgmt	Sunset Spirits Coding/Judging	Saralee Barn	\$2,668.75				\$2,668.75	
Verizon	Telcom Site	Lower Barns	\$2,575.00				\$2,575.00	\$2,500.00
SRMT	Motorcycle Training	Brookwood Lot	\$2,354.00				\$2,354.00	\$2,354.00
Driving Dynamics	Driver's Safety Class	Portion of Brookwood Lot	\$1,937.50				\$1,937.50	
North Bay Carmart, LLC	Carmart	Brookwood Lot	\$1,796.25				\$1,796.25	\$3,324.35
James Vale	Celebration of Life	Showcase Café	\$1,739.25				\$1,739.25	
Tyler Munger	Rally Cross	D-Lot	\$1,645.00				\$1,645.00	\$1,350.00
Out to Lunch Catering	Catering Prep	Showcase Kitchen	\$1,375.00				\$1,375.00	
Redwood Country Cloggers	Clogging Workshop	Kraft	\$1,320.00				\$1,320.00	
County of Sonoma	Exams (2)	Kraft & Finley	\$1,000.00				\$1,000.00	
Elise Stassart	Overnight Boarding of Horses	I Barns	\$510.00				\$510.00	
Cheveto Mobile Window Tinting	Window Tinting	Brookwood Lot	\$500.00				\$500.00	\$500.00
So. Co. Riding & Driving Club	Safe Trailing Course	Portion of Brookwood Lot	\$420.00				\$420.00	\$350.00
North Bay Herpetological Society	Forfeited Deposit	Hall of Flowers	\$300.00				\$300.00	
<b>**Revenue from 2022 Events not returning in 2023</b>							n/a	<b>\$157,347.51</b>
<b>*Gross Revenue includes security and insurance, which are reimbursed expenses</b>							<b>\$424,274.71</b>	<b>\$426,185.57</b>
<b>**CLTV8 (\$150,739.51), AIA Gala (\$3,903) &amp; Bay Area Fox Trotters (\$2,380)</b>							<b>\$424,274.71</b>	<b>\$426,185.57</b>
							<b>2021</b>	<b>\$301,569.45</b>





### Interim Events

November 1 thru December 31, 2023

(Prepared for November 9, 2023 Buildings & Grounds Committee Meeting)

#### NOVEMBER

- 1-2 – SRPD Training for High-Risk Vehicle Stops (HOF)
  - 4 – Autocross (B-Lot)
  - 4 – Celebration of Life (Saralee Barn)
  - 4 – Baptism (Showcase Cafe)
  - 7-8 – Harvest Challenge Wine Judging (Showcase Café)
  - 10 – ~~Mexican Dance (Grace Pavilion)~~ ~ CANCELLED, BAND UNABLE TO GET VISAS RENEWED
  - 11-12 – Sonoma Marin Rush Riders Horse Show (Chris Beck Arena)
  - 11-12 – Norcal Golden Retrievers Agility Trials (Lyttle Cow Palace)
  - 11-12 – SF Bay Weimaraner F-CAT (Portion of Carnival Lot)
  - 11-12 – Holiday Craft Show (Garrett)
  - 15 – Golden State Gay Rodeo Assn-BAC Barrel Racing (Lyttle Cow Palace)
  - 18 – Redwood Gospel Mission Turkey Smoking/Turkey Drop-off (Showcase Kitchen & Finley Lawn)
  - 18-19 – Hispanic Church Services (Kraft & Garrett)
  - 22 – Great Thanksgiving Banquet (Grace, Finley, Kraft, Garrett, Annex, Showcase Kitchen & Shade Park)
  - 29 – Golden State Gay Rodeo Assn-BAC Barrel Racing (Lyttle Cow Palace)
  - 30 – Wine Industry Expo (Grace, HOF, Finley, Kraft, Garrett, Annex & Showcase Café)
- Car Mart, Cheveto Mobile Window Tinting, Motorcycle Training & Golf Course

#### DECEMBER

- 2 – Ignite Martial Arts (Saralee Barn)
  - 2-3 – The Bay Team Dog Agility (Lyttle Cow Palace)
  - 8 – Dan Berger's International Wine Competition (Showcase Café)
  - 9 – Quinceañera (Finley Hall)
  - 9 – Z R Entertainment Mexican Concert/Dance (Grace Pavilion)
  - 13 – Golden State Gay Rodeo Assn-BAC Barrel Racing (Lyttle Cow Palace)
  - 15 – Crozat Family Foundation Car Giveaway – 10<sup>th</sup> Anniversary (Garrett Building)
  - 16 – So Ho Ho Holiday Market (Grace Pavilion)
  - 26 – Recology Christmas Tree Recycling Drop-off (B-Lot)
- Car Mart, Cheveto Mobile Window Tinting, Motorcycle Training & Golf Course

Sonoma County Fair & Exposition, Inc  
Balance Sheet

DRAFT

	10/31/2023 Calendar YTD	10/31/2022 Calendar YTD	9/30/2023 Calendar YTD
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	8,345,338	9,305,676	8,455,240
Accounts Receivable, Net	524,253	416,007	601,993
Racing Settlement Receivable	27,430	29,060	261,975
Other Current Assets	40,946	(12,703)	5,547
<b>Total Current Assets</b>	<b>8,937,966</b>	<b>9,738,040</b>	<b>9,324,755</b>
<b>Property &amp; Equipment, Net</b>	<b>8,304,728</b>	<b>8,412,457</b>	<b>8,306,228</b>
Construction in Progress	1,291,020	435,460	1,171,063
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,595,747</b>	<b>8,847,917</b>	<b>9,477,290</b>
<b>Other Assets</b>			
Restricted Cash	86,423	120,904	86,423
Due From/Due (To) County for Vet's	(14,717)	23,834	(38,095)
GASB 68 Deferred Outflow of Resources	531,524	388,392	531,524
GASB 75 Deferred Outflow of Resources	143,665	227,163	143,665
<b>Total Other Assets</b>	<b>746,896</b>	<b>760,293</b>	<b>723,517</b>
<b>TOTAL ASSETS</b>	<b>19,280,609</b>	<b>19,346,250</b>	<b>19,525,562</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable	5,000	(85)	950
Accrued Expenses	1,086,258	771,249	1,041,520
Racing Payable	98,182	85,176	105,975
Purses Paid - (Over)/Under	(259,072)	(123,231)	(259,072)
Other Short Term Liabilities		165	
Deferred Income	179,881	298,863	187,264
<b>Total Current Liabilities</b>	<b>1,110,249</b>	<b>1,032,137</b>	<b>1,076,637</b>
<b>Long Term Liabilities</b>			
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
<b>Total Long Term Liabilities</b>	<b>2,414,243</b>	<b>2,820,145</b>	<b>2,414,243</b>
<b>NET ASSETS</b>			
<b>Investment in Capital Assets</b>	<b>8,317,970</b>	<b>8,241,122</b>	<b>8,317,970</b>
<b>Restricted for Scholarships</b>	<b>73,968</b>	<b>73,968</b>	<b>73,968</b>
<b>Restricted for Junior Livestock Auction</b>	<b>180,068</b>	<b>159,248</b>	<b>180,068</b>
<b>Other Restricted</b>	<b>86,435</b>	<b>120,916</b>	<b>86,435</b>
<b>Retained Earnings - Unrestricted</b>	<b>5,878,324</b>	<b>4,498,082</b>	<b>5,878,324</b>
<b>GASB 68 Prior Period Adjustment</b>			
<b>Profit/(Loss) Current Year</b>	<b>1,219,353</b>	<b>2,400,632</b>	<b>1,497,917</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>19,280,610</b>	<b>19,346,250</b>	<b>19,525,563</b>

Sonoma County Fair & Exposition, Inc  
Income Statement

DRAFT - UNAUDITED

	10/31/2023 Actual YTD	10/31/2023 Budget YTD	Variance vs budget	10/31/2022 Prior Year YTD	Variance vs prior year
<b>Operating Revenue</b>					
Fair	7,420,755	7,032,056	388,699	6,295,073	1,125,682
Interim	3,006,748	3,406,013	(399,265)	3,522,464	(515,716)
Jockey Club	600	86,000	(85,400)	72,000	(71,400)
<b>Total Operating Revenue</b>	<b>10,428,103</b>	<b>10,524,069</b>	<b>(95,966)</b>	<b>9,889,537</b>	<b>538,566</b>
<b>Operating Expense</b>					
Fair	4,156,166	4,186,747	30,582	3,576,948	(579,218)
Interim	1,429,576	1,580,079	150,503	1,289,448	(140,128)
Jockey Club	29,691	172,590	142,900	36,975	7,285
General & Administrative	4,320,117	4,591,651	271,534	3,377,088	(943,029)
Allocated Costs - Harvest Fair	(23,745)		23,745	(30,310)	(6,564)
<b>Total Operating Expenses</b>	<b>9,911,804</b>	<b>10,531,068</b>	<b>619,264</b>	<b>8,250,149</b>	<b>(1,661,655)</b>
<b>Operating Income/(Loss)</b>	<b>516,299</b>	<b>(6,999)</b>	<b>523,298</b>	<b>1,639,388</b>	<b>(1,123,088)</b>
Other Revenue	129,858	38,290	91,568	695,529	(565,671)
Harvest Fair - Revenue	36,073	61,543	(25,470)	54,477	(18,405)
Harvest Fair - Expense	(36,073)	(61,543)	25,470	(51,819)	15,746
Interest Expense					
JLA, net	(11,275)		(11,275)	19,270	(30,546)
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	(78,803)		(78,803)	17,631	(96,433)
<b>Net Income/(Loss) before depreciation and capital</b>	<b>556,079</b>	<b>31,291</b>	<b>524,788</b>	<b>2,374,476</b>	<b>(1,818,397)</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>556,079</b>	<b>31,291</b>	<b>524,788</b>	<b>2,374,476</b>	<b>(1,818,397)</b>
Gain (loss) on disposal of asset					
Capital Expenditures					
Capital Funding	663,274		663,274	25,826	637,448
<b>Net Income (Loss) incl Capital</b>	<b>1,219,353</b>	<b>31,291</b>	<b>1,188,062</b>	<b>2,400,302</b>	<b>(1,180,949)</b>

Sonoma County Fair & Exposition, Inc  
Fair Income Statement

DRAFT - UNAUDITED

	10/31/2023 Actual YTD	10/31/2023 Budget YTD	Variance vs budget	10/31/2022 Prior Year PTD	Variance vs prior year
<b>Revenue</b>					
Admissions	2,180,693	2,148,786	31,907	1,811,458	369,235
Parking	704,099	539,000	165,099	377,922	326,177
Commercial Space	324,126	225,000	99,126	207,665	116,461
Carnival	765,814	800,000	(34,186)	802,972	(37,157)
Concessions	1,477,294	1,420,000	57,294	1,371,788	105,506
Exhibits	120,668	93,750	26,918	71,114	49,554
Racing	1,076,500	1,077,600	(1,100)	1,040,300	36,200
Attractions	227,575	226,920	655	185,420	42,156
Sponsorships	459,542	392,000	67,542	332,920	126,622
VIP Tent	28,137	33,000	(4,864)	33,602	(5,466)
Miscellaneous	56,307	76,000	(19,693)	59,913	(3,606)
Total Fair Revenue	7,420,755	7,032,056	388,699	6,295,073	1,125,682
<b>Expense</b>					
Labor and Benefits	1,171,625	1,311,897	140,273	1,063,235	(108,390)
Advertising & Publicity	347,091	275,500	(71,591)	238,217	(108,873)
Attendance	476,048	436,500	(39,548)	412,750	(63,298)
Signage/Other/Drinking Water		-			
Premium	268,828	280,000	11,172	234,516	(34,312)
Hall of Flowers	289,651	295,000	5,349	124,685	(164,966)
Exhibits	160,395	192,300	31,905	173,728	13,333
Commerical/Concessions Exhibits	2,157	5,000	2,843	3,016	860
Racing	662,456	558,250	(104,206)	528,712	(133,744)
Attractions	677,666	696,000	18,334	662,039	(15,628)
Miscellaneous	5,994	5,300	(694)	4,182	(1,812)
VIP Tent	29,607	33,000	3,393	31,621	2,015
RV Park - Fair - Contract Services	64,649	98,000	33,351	100,247	35,597
Total Expense	4,156,166	4,186,747	30,582	3,576,948	(579,218)
<b>Fair Income/(Loss)</b>	<b>3,264,589</b>	<b>2,845,309</b>	<b>419,281</b>	<b>2,718,125</b>	<b>546,464</b>

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

DRAFT - UNAUDITED

	10/31/2023 Actual YTD	10/31/2023 Budget YTD	Variance vs budget	10/31/2022 Prior Year YTD	Variance vs prior year
<b>Revenue</b>					
Long Term Rentals	106,482	105,629	853	101,201	5,281
Building Rental	299,542	331,867	(32,325)	373,922	(74,381)
Facility Rental	646,515	530,636	115,879	694,531	(48,015)
Equipment Rental	140,552	128,527	12,025	107,078	33,475
Trailer & RV	865,676	1,309,859	(444,183)	1,305,451	(439,775)
Interim Parking	262,843	250,438	12,405	206,067	56,777
Insurance/Costs Reimbursed	65,539	2,590	62,949	39,489	26,050
Security Reimbursed	110,210	154,713	(44,503)	217,944	(107,735)
Food & Other Concessions	124,233	166,953	(42,720)	120,095	4,138
Alcohol Concessions	280,299	316,291	(35,992)	252,579	27,720
Other Interim Revenue	104,856	108,510	(3,654)	104,106	750
<b>Total Revenue</b>	<b>3,006,748</b>	<b>3,406,013</b>	<b>(399,265)</b>	<b>3,522,464</b>	<b>(515,716)</b>
<b>Expense</b>					
Int Wages & Benefits	954,217	1,028,113	73,897	768,187	(186,030)
Int Parking Wages & Benefits	110,848	75,595	(35,253)	94,224	(16,624)
<b>Total Wages &amp; Benefits</b>	<b>1,065,065</b>	<b>1,103,708</b>	<b>38,644</b>	<b>862,410</b>	<b>(202,654)</b>
Contract Services-Interim	16,854	8,000	(8,854)	8,670	(8,184)
Contract Services-RV Park	1,195	1,521	326	38,823	37,628
Straw Removal		-			
Security		4,500	4,500	2,765	2,765
Supplies & Equipment	11,034	7,071	(3,963)	29,689	18,655
RV Park Utilities	202,568	173,500	(29,068)	183,835	(18,733)
RV Park Advertising	5,412	4,247	(1,165)	4,886	(526)
Miscellaneous RV Parking		-			
RV Supplies & Equipment	5,291	22,481	17,190	2,394	(2,897)
Interim Advertising		3,100	3,100		
Business Partner Incentive		-			
Insurance/Costs Reimbursed	3,817	2,499	(1,318)	2,544	(1,273)
Security Costs Reimbursed	103,682	235,344	131,662	137,454	33,772
Equipment Rental	4,319	2,108	(2,211)	4,978	659
CalTrans Median Strip Rent	10,340	11,000	660	11,000	660
Special Repairs & Equipment		1,000	1,000		
<b>Total Expense</b>	<b>1,429,576</b>	<b>1,580,079</b>	<b>150,503</b>	<b>1,289,448</b>	<b>(140,128)</b>
<b>Interim Income/(Loss)</b>	<b>1,577,172</b>	<b>1,825,934</b>	<b>(248,762)</b>	<b>2,233,016</b>	<b>(655,844)</b>

Sonoma County Fair & Exposition, Inc  
 Jockey Club Income Statement

DRAFT - UNAUDITED

	10/31/2023 Actual YTD	10/31/2023 Budget YTD	Variance vs budget	10/31/2022 Prior Year YTD	Variance vs prior year
<b>Revenue</b>					
Admissions		-			
Turf Club		-			
Commissions		66,000	(66,000)		
Programs/Other		-			
Race Forms, etc		20,000	(20,000)		
Concessions		-			
Costs Recovered		-			
Prior Year Costs Recovered		-			
Interim Rental	600	-	600	72,000	(71,400)
ATM Fees		-			
Interim Concessions		-			
Total Jockey Club Revenues	600	86,000	(85,400)	72,000	(71,400)
<b>Expense</b>					
Wages & Benefits	986	49,560	48,574		(986)
Contract Services	5,281	19,697	14,416	9,013	3,731
Supplies & Expense	8,747	64,667	55,919	8,427	(320)
Utilities	14,676	20,000	5,324	19,536	4,859
Cost of Periodicals		16,000	16,000		
Garbage		1,333	1,333		
Advertising & Marketing		1,333	1,333		
Total Jockey Club Expenses	29,691	172,590	142,900	36,975	7,285
<b>Jockey Club Income/(Loss)</b>	<b>(29,091)</b>	<b>(86,590)</b>	<b>57,500</b>	<b>35,025</b>	<b>(64,115)</b>

Sonoma County Fair & Exposition, Inc  
Harvest Fair

DRAFT - UNAUDITED

	10/31/2023 Actual YTD	10/31/2023 Budget YTD	Variance vs budget	10/31/2022 Prior Year YTD	Variance vs prior year
Cost Recovered Harvest Fair	36,073	61,543	(25,470)	54,477	(18,405)
Total Revenue	36,073	61,543	(25,470)	54,477	(18,405)
<b>Expense</b>					
Admin Wages and Benefits	465	3,000	2,535	0	(465)
Publicity Wages and Benefits	0	-	0	0	0
Maintenance Wages and Benefits	6,886	10,000	3,114	21,510	14,623
Interim Wages and Benefits	3,925	11,038	7,113	2,194	(1,731)
Exhibits Wages and Benefits	5,847	3,000	(2,847)	0	(5,847)
Attendance Wages and Benefits	10,949	26,505	15,556	19,315	8,366
Attractions Wages and Benefits	0	-	0	0	0
Miscellaneous	8,000	8,000	0	8,800	800
<b>Total Expenses</b>	36,073	61,543	25,470	51,819	15,746
<b>Harvest Fair Income(Loss)</b>	0	0	0	2,658	(2,658)

Sonoma County Fair & Exposition, Inc  
General & Administrative Expenses

DRAFT - UNAUDITED

	10/31/2023 Actual YTD	10/31/2023 Budget YTD	Variance vs budget	10/31/2022 Prior Year YTD	Variance vs prior year
<b>Expense</b>					
Wages & Benefits-Admin	744,585	835,152	90,567	577,896	(166,688)
Contract Services-Admin	124,138	143,700	19,562	139,296	15,158
County Indirect Services	136,000	137,000	1,000	100,000	(36,000)
Legal	9,896	20,800	10,904	18,753	8,857
Office Expense-Admin	174,927	137,450	(37,477)	161,628	(13,299)
Postage & Telephone	33,933	37,770	3,837	31,178	(2,755)
Director's Expense & Travel	18,947	18,300	(647)	12,525	(6,422)
Donations	-	-	-	-	-
Insurance	136,000	125,000	(11,000)	75,000	(61,000)
Audit Fee	28,620	23,900	(4,720)	26,250	(2,370)
Bad Debt and Cash Short/Over	2,699	-	(2,699)	1,430	(1,269)
<b>Administration Expenses</b>	<b>1,409,745</b>	<b>1,479,072</b>	<b>69,327</b>	<b>1,143,956</b>	<b>(265,788)</b>
Wages & Benefits-Maint	1,820,535	2,067,799	247,264	1,318,678	(501,856)
Contract Services-Maint	226,250	128,800	(97,450)	152,682	(73,569)
Equipment Rental-Maint	34,865	40,400	5,535	35,343	478
Utilities	374,158	341,480	(32,678)	302,271	(71,887)
Utilities - Harvest Fair(Reimbursed)	-	-	-	-	-
Trash Removal	113,194	101,800	(11,394)	57,918	(55,275)
Maintenance Supplies	266,607	326,100	59,493	281,464	14,857
Repairs & Maintenance	10,619	39,000	28,381	11,893	1,274
Equipment Repairs	64,144	67,200	3,056	72,882	8,738
<b>Maintenance Expenses</b>	<b>2,910,372</b>	<b>3,112,579</b>	<b>202,207</b>	<b>2,233,132</b>	<b>(677,240)</b>
<b>General &amp; Administrative Expenses</b>	<b>4,320,117</b>	<b>4,591,651</b>	<b>271,534</b>	<b>3,377,088</b>	<b>(943,029)</b>



Sonoma County Fair & Exposition, Inc  
Salary & Benefit Expenses

DRAFT - UNAUDITED

	10/31/2023 Actual YTD	10/31/2023 Budget YTD	Variance vs budget	10/31/2022 Prior Year YTD	Variance vs prior year
<b>Permanent Salaries</b>					
Fair	196,567	167,769	(28,798)	97,112	(99,454)
Interim	502,126	474,669	(27,457)	389,428	(112,698)
Jockey Club		19,816	19,816		
Golf Course		-			
Administration	436,361	448,250	11,889	324,115	(112,246)
Maintenance	792,510	800,222	7,712	509,726	(282,784)
<b>Total Permanent Salaries</b>	<b>1,927,564</b>	<b>1,910,726</b>	<b>(16,838)</b>	<b>1,320,381</b>	<b>(607,183)</b>
<b>Temporary Salaries</b>					
Fair	733,909	891,459	157,550	778,870	44,961
Interim	195,475	222,161	26,686	149,185	(46,290)
Jockey Club		12,203	12,203		
Golf Course		-			
Administration	24,701	15,000	(9,701)	14,307	(10,394)
Maintenance	223,114	371,308	148,194	301,279	78,165
<b>Total Temporary Salaries</b>	<b>1,177,198</b>	<b>1,512,131</b>	<b>334,932</b>	<b>1,243,641</b>	<b>66,443</b>
<b>Health Benefits</b>					
Fair	53,795	51,401	(2,394)	29,899	(23,896)
Interim	89,026	119,000	29,974	69,421	(19,605)
Jockey Club		4,400	4,400		
Golf Course		-			
Administration	64,860	85,332	20,472	41,426	(23,434)
Maintenance	177,522	208,446	30,924	115,620	(61,903)
<b>Total Health Benefits</b>	<b>385,203</b>	<b>468,579</b>	<b>83,376</b>	<b>256,366</b>	<b>(128,837)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	99,279	114,765	15,486	95,169	(4,110)
Interim	82,137	73,426	(8,711)	69,630	(12,507)
Jockey Club	986	3,469	2,483		(986)
Golf Course		-			
Administration	45,403	57,368	11,965	33,742	(11,661)
Maintenance	324,518	352,916	28,398	188,012	(136,505)
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>552,322</b>	<b>601,944</b>	<b>49,622</b>	<b>386,553</b>	<b>(165,769)</b>
<b>Retirement, UI, Other</b>					
Fair	104,435	114,503	10,068	80,821	(23,614)
Interim	197,587	226,995	29,408	180,366	(17,221)
Jockey Club		9,673	9,673		
Golf Course		-			
Administration	173,725	232,202	58,477	164,306	(9,418)
Maintenance	308,884	344,908	36,023	225,551	(83,333)
<b>Total Retirement &amp; Other Benefits</b>	<b>784,631</b>	<b>928,280</b>	<b>143,649</b>	<b>651,044</b>	<b>(133,587)</b>
<b>TOTAL</b>	<b>4,826,919</b>	<b>5,421,659</b>	<b>594,741</b>	<b>3,857,985</b>	<b>(968,933)</b>
<b>TOTAL BY DEPT</b>					
Fair	1,187,984	1,339,897	151,913	1,081,871	(106,113)
Interim	1,066,351	1,116,251	49,901	858,030	(208,321)
Jockey Club	986	49,560	48,574		(986)
Golf Course					
Administration	745,049	838,152	93,102	577,896	(167,153)
Maintenance	1,826,549	2,077,799	251,250	1,340,188	(486,361)
<b>TOTAL ALL DEPARTMENTS</b>	<b>4,826,919</b>	<b>5,421,659</b>	<b>594,741</b>	<b>3,857,985</b>	<b>(968,933)</b>

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

	10/31/2023 Actual YTD	10/31/2023 Budget YTD	Variance vs budget	10/31/2022 Prior Year YTD	Variance vs prior year
<b>Salaries</b>					
Fair					
Hall of Flowers	84,438	76,000	(8,438)	81,662	(2,776)
Publicity	356	10,000	9,644	55	(301)
Parking	94,603	111,563	16,960	82,242	(12,361)
Admissions	63,931	69,246	5,315	56,230	(7,701)
Exhibits - Temp	158,449	182,000	23,551	153,922	(4,527)
Exhibits - Perm	190,719	164,769	(25,950)	97,112	(93,607)
Attractions	37,602	34,750	(2,852)	23,690	(13,912)
Concessions Auditor	4,898	9,500	4,602	2,263	(2,636)
Racing	279,119	373,400	94,281	360,170	81,051
<b>Total Salaries</b>	<b>914,116</b>	<b>1,031,228</b>	<b>117,112</b>	<b>857,346</b>	<b>(56,770)</b>
<b>Health Benefits</b>					
Fair					
Exhibits - Perm	24,577	30,401	5,824	9,889	(14,688)
Racing	29,218	21,000	(8,218)	20,010	(9,208)
<b>Total Health Benefits</b>	<b>53,795</b>	<b>51,401</b>	<b>(2,394)</b>	<b>29,899</b>	<b>(23,896)</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair					
Hall of Flowers	9,943	9,234	(709)	9,824	(119)
Publicity	42	1,215	1,173	7	(35)
Parking	11,140	13,555	2,416	9,665	(1,475)
Admissions	7,912	9,264	1,352	6,783	(1,129)
Exhibits	38,767	38,225	(542)	28,298	(10,469)
Attractions	3,990	4,222	232	2,826	(1,164)
Racing	27,485	39,050	11,565	37,767	10,282
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>99,279</b>	<b>114,765</b>	<b>15,486</b>	<b>95,169</b>	<b>(4,110)</b>
<b>TOTAL</b>	<b>1,067,190</b>	<b>1,197,394</b>	<b>130,205</b>	<b>982,414</b>	<b>(84,776)</b>
<b>Retirement, UI, Other</b>					
Fair					
Hall of Flowers	2,858	4,712	1,854	3,197	339
Publicity	22	620	598	3	(19)
Parking	4,243	6,917	2,674	3,681	(562)
Admissions	6,577	6,882	305	5,021	(1,557)
Exhibits - Perm	65,678	67,372	1,695	42,104	(23,574)
Attractions	-	-	-	-	-
Racing	25,056	28,000	2,944	26,814	1,758
<b>Total Retirement &amp; Other Benefits</b>	<b>104,435</b>	<b>114,503</b>	<b>10,068</b>	<b>80,821</b>	<b>(23,614)</b>

**CASH EXPENDITURES****MONTH OF :** **OCTOBER**

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PERMANENT PAYROLL	\$	332,490.33
TEMP PAYROLL	\$	79,437.23
ACCOUNTS PAYABLE (PAYMENTS)	\$	358,057.37
ADD'L RACING	\$	<u>79,437.23</u>
TOTAL PAYMENTS	\$	<u><u>849,422.16</u></u>
LEGAL FEES PAID	\$	-

Open Invoices over 30 dpd with Aging Group

as of 11/16/23

Invoice #	Invoice Date	Due Date	Bill-To Account	Event	Amount	Remaining	Aging Group	Comments
56874	08/31/22	09/30/22	Bula Pies Fiji	2022 Sonoma County Fair	1,806.90	Over 120		In Collections
55161	12/12/21	01/11/22	Skyline Entertainment	Skyline Entertainment-MEXICAN DANCE (1,500-2,500)	4,236.13	Over 120		slowly paying
57788	12/30/22	01/29/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	98,506.60	Over 120		In collections
58015	01/01/23	02/01/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,852.60	Over 120		
58016	02/01/23	03/01/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,655.39	Over 120		
58136	03/31/23	04/30/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,680.22	Over 120		
58425	04/30/23	06/21/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,555.42	Over 120		
58426	05/31/23	06/30/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,578.75	Over 120		
58427	06/30/23	07/30/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,602.43	91-120		108,431.41
58407	05/31/23	06/30/23	County of Sonoma Emergency Management	County of Sonoma Emergency Management-COVID-19 D-Lot T	39,000.00	Over 120		Several discussions, reaching out to agencies
58701	07/31/23	09/01/23	County of Sonoma Emergency Management	County of Sonoma Emergency Management-COVID-19 D-Lot T	39,000.00	61-90		Dept Health to pay
58700	06/30/23	09/01/23	County of Sonoma Emergency Management	County of Sonoma Emergency Management-COVID-19 D-Lot T	39,000.00	61-90		
59151	08/31/23	09/30/23	County of Sonoma Emergency Management	County of Sonoma Emergency Management-COVID-19 D-Lot T	39,000.00	31-60		
59942	09/30/23	10/30/23	County of Sonoma Emergency Management	County of Sonoma Emergency Management-COVID-19 D-Lot T	39,000.00	1-30		
60239	10/31/23	11/30/23	County of Sonoma Emergency Management	County of Sonoma Emergency Management-COVID-19 D-Lot T	39,000.00	Current		234,000.00
58694	07/31/23	08/31/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	428.00	61-90		address change
58693	07/31/23	08/31/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	250.00	61-90		late to resend the
58692	07/31/23	08/31/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	550.00	61-90		invoices, should
58691	07/31/23	08/31/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	642.00	61-90		have payment(s)
58686	07/31/23	08/31/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	428.00	61-90		within next
58690	08/31/23	09/30/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	792.00	31-60		week or two
58689	08/31/23	09/30/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	428.00	31-60		
58688	08/31/23	09/30/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	642.00	31-60		
58687	08/31/23	09/30/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	642.00	31-60		
59892	09/29/23	10/29/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	428.00	1-30		
59891	09/29/23	10/29/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	428.00	1-30		
59890	09/29/23	10/29/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	792.00	1-30		
59889	09/29/23	10/29/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	642.00	1-30		
59888	09/29/23	10/29/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	642.00	1-30		
59900	09/30/23	10/30/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	642.00	1-30		
60151	10/30/23	11/29/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	642.00	Current		
60150	10/30/23	11/29/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	428.00	Current		
60149	10/30/23	11/29/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	642.00	Current		
60244	11/16/23	12/16/23	Northern California Motorcycle Training dba SRMTSRMT	(MY2023-2025)	642.00	Current		10,730.00
58290	05/19/23	06/18/23	Spectra by Comcast Spectator	Sonoma County Roller Derby (500)	272.43	Over 120		Debbie looking
58543	06/30/23	07/30/23	Spectra by Comcast Spectator	Xiochil Entertainment-Outside Concert (CL-950)	18.07	91-120		into the older items
60075	09/30/23	10/30/23	Spectra by Comcast Spectator	Homescape Events LLC-FALL HOME SHOW (GP & SP-749)	43.30	1-30		
60074	09/30/23	10/30/23	Spectra by Comcast Spectator	West Coast Diesels LLC-TRACTOR PULL (CI/CB-2500)	7,752.03	1-30		
60072	09/30/23	10/30/23	Spectra by Comcast Spectator	Luz Solis-QUINCEANERS (Garrett/350)	290.00	1-30		
60071	09/30/23	10/30/23	Spectra by Comcast Spectator	Paulette Swallow-LIVESTOCK JACKPOT SHOW (500/day)	223.76	1-30		
		10/31/23	Spectra by Comcast Spectator	assorted events, October	13,499.51	Current		22,099.10
58617	07/31/23	08/30/23	County of Sonoma Human Resources Dept. (VETS)	County of Sonoma Human Resources Dept. (Eligibility Specials)	595.00	61-90		Debbie working
58599	07/31/23	08/30/23	So Co Orchid Society (VETS)	So Co Orchid Society (2nd Tuesday Monthly Meeting) (VETS)	165.00	61-90		on the fair items
58998	08/31/23	09/30/23	Sonoma County Grape Growers Foundation	Sonoma County Grape Growers Foundation-MEETING (SB/300)	3,256.25	31-60		VETS's working on theirs
		08/31/23	Assorted vendors	2023 FAIR - (August 3rd-13th 2023)	122,281.99	31-60		126,298.24

\*excludes open credits

\*excludes other current and under 30 open invoices

507,601.78