

# NOTICE OF COMMITTEE MEETING

## Sonoma County Fair & Exposition, Inc

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

### BUDGET & FINANCE COMMITTEE - AGENDA

**\*REVISED TIME\* October 24, 2023 4:30 – 5:15 pm**

#### SONOMA COUNTY FAIRGROUNDS BOARDROOM

**DIRECTORS:** Hugo Mata, Chair, Marcie Mickelson, Vice Chair, Sharon Wright, Stacey Powers, Marilyn Herzog, Neysa Hinton

1. Call to Order
2. Approval of the Agenda
3. Public Comments  
Any member of the audience desiring to address the Board on a matter not on the agenda: Please stand and after receiving recognition from the Chair, please state your name and make your comments. In order that all interested parties have an opportunity to address the Board, each person is granted 3 minutes to speak. While members of the public are welcome to address the Board, under the Brown Act, Board members may not deliberate or take action on items not on the agenda, and generally may only listen. For items that are on the agenda, each person will be allowed to address the topic being discussed and will be allowed 3 minutes to speak.
4. Discussion and possible action regarding Draft Financial Statements, August 31, 2023– **(Attachment #1)** – Cyndy Dalbeck, CFO
5. Review detail of US Bank credit card charges paid through August 31, 2023 - **(Attachment #2)** – Cyndy Dalbeck, CFO
6. Discussion and possible action regarding Draft Financial Statements, September 30, 2023– **(Attachment #2)** – Cyndy Dalbeck, CFO
7. Review detail of US Bank credit card charges paid through September 30, 2023 – **none**
8. Review of Draft Harvest Fair Financial Statements, August 31, 2023 – **none**
9. Review of Draft Harvest Fair Financial Statements, September 30, 2023 – **none**
10. Discussion and possible action regarding approval of 2023 Purchase Orders or Contracts in excess of \$25,000 – **None**
11. Request for future agenda items
12. Adjournment

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

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

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

**DRAFT**

	8/31/2023 Calendar YTD	8/31/2022 Calendar YTD	7/31/2023 Calendar YTD
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	7,706,133	7,559,429	7,240,063
Accounts Receivable, Net	2,093,891	2,452,095	(74,258)
Racing Settlement Receivable	1,331,709	1,872,539	13,771
Prepaid Expenses			81,000
Inventory of Supplies			
Other Current Assets	5,547	1,571	3,547
<b>Total Current Assets</b>	<b>11,137,280</b>	<b>11,885,633</b>	<b>7,264,122</b>
<b>Property &amp; Equipment, Net</b>	<b>8,274,056</b>	<b>8,412,457</b>	<b>8,274,056</b>
Construction in Progress	1,075,302	378,658	1,075,302
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,349,359</b>	<b>8,791,116</b>	<b>9,349,359</b>
<b>Other Assets</b>			
Restricted Cash	86,419	120,904	86,423
Due From/Due (To) County for Vet's	2,280	85,923	(19,046)
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>763,887</b>	<b>822,382</b>	<b>742,567</b>
<b>TOTAL ASSETS</b>	<b>21,250,526</b>	<b>21,499,131</b>	<b>17,356,047</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable	39,073	1,579	
Scholarships Payable			
Accrued Expenses	1,044,576	797,666	775,665
Racing Payable	811,700	730,974	25,522
Purses Paid - (Over)/Under	(224,028)	(89,361)	(107,143)
Other Short Term Liabilities		165	
Short Term Notes			
Current Portion of Long-Term Debt			
Deferred Income	207,023	275,788	1,328,890
<b>Total Current Liabilities</b>	<b>1,878,345</b>	<b>1,716,812</b>	<b>2,022,934</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>			
Investment in Capital Assets	8,317,970	8,241,122	8,317,970
Restricted for Scholarships	73,968	43,086	73,968
Restricted for Junior Livestock Auction	180,068	159,248	180,068
Other Restricted	86,435	120,916	86,435
Retained Earnings - Unrestricted	5,878,324	4,528,964	5,878,324
<b>GASB 68 Prior Period Adjustment</b>			
<b>Profit/(Loss) Current Year</b>	<b>2,421,173</b>	<b>3,868,838</b>	<b>(1,617,894)</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>21,250,527</b>	<b>21,499,131</b>	<b>17,356,048</b>

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

	8/31/2023 Actual YTD	8/31/2022 Prior Year YTD	Variance	8/31/2023 Budget YTD	Variance
<b>Operating Revenue</b>					
Fair	7,407,262	6,292,222	1,115,040	7,032,056	375,206
Interim	2,303,096	2,793,559	(490,463)	2,726,622	(423,526)
Jockey Club	450	72,000	(71,550)	43,000	(42,550)
<b>Total Operating Revenue</b>	<b>9,710,808</b>	<b>9,157,781</b>	<b>553,027</b>	<b>9,801,678</b>	<b>(90,870)</b>
<b>Operating Expense</b>					
Fair	3,495,237	2,910,145	(585,093)	4,015,322	520,085
Interim	1,149,358	1,032,427	(116,931)	1,292,385	143,028
Jockey Club	24,302	32,647	8,345	120,426	96,124
General & Administrative	3,357,027	2,646,204	(710,823)	3,706,843	349,816
Allocated Costs - Harvest Fair					
<b>Total Operating Expenses</b>	<b>8,025,924</b>	<b>6,621,423</b>	<b>(1,404,501)</b>	<b>9,134,976</b>	<b>1,109,053</b>
<b>Operating Income/(Loss)</b>	<b>1,684,884</b>	<b>2,536,358</b>	<b>(851,474)</b>	<b>666,702</b>	<b>1,018,183</b>
Other Revenue	122,914	692,313	(569,398)	30,632	92,282
Harvest Fair - Revenue					
Harvest Fair - Expense					
Interest Expense					
JLA, net	28,904	596,381	(567,478)		28,904
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	(78,803)	17,631	(96,433)		(78,803)
<b>Net Income/(Loss)before depreciation and capital</b>	<b>1,757,899</b>	<b>3,842,682</b>	<b>(2,084,783)</b>	<b>697,334</b>	<b>1,060,566</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>1,757,899</b>	<b>3,842,682</b>	<b>(2,084,783)</b>	<b>697,334</b>	<b>1,060,566</b>
Gain (loss) on disposal of asset					
Capital Expenditures					
Capital Funding	663,274	25,826	637,448		663,274
<b>Net Income (Loss) incl Capital</b>	<b>2,421,173</b>	<b>3,868,508</b>	<b>(1,447,335)</b>	<b>697,334</b>	<b>1,723,840</b>

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

	8/31/2023 Actual YTD	8/31/2022 Prior Year PTD	Variance	8/31/2023 Budget YTD	Variance
<b>Revenue</b>					
Admissions	2,180,693	1,811,642	369,051	2,148,786	31,907
Parking	704,099	377,722	326,377	539,000	165,099
Commercial Space	324,126	208,866	115,260	225,000	99,126
Carnival	765,814	802,972	(37,157)	800,000	(34,186)
Concessions	1,477,144	1,371,788	105,356	1,420,000	57,144
Exhibits	111,588	77,046	34,541	93,750	17,838
Racing	1,062,246	1,030,331	31,914	1,077,600	(15,354)
Attractions	227,575	185,420	42,156	226,920	655
Sponsorships	469,542	332,920	136,622	392,000	77,542
VIP Tent	28,137	33,602	(5,466)	33,000	(4,864)
Miscellaneous	56,298	59,913	(3,615)	76,000	(19,702)
<b>Total Fair Revenue</b>	<b>7,407,262</b>	<b>6,292,222</b>	<b>1,115,040</b>	<b>7,032,056</b>	<b>375,206</b>
<b>Expense</b>					
Labor and Benefits	1,095,799	994,842	(100,957)	1,231,172	135,374
Advertising & Publicity	266,514	173,632	(92,882)	275,500	8,986
Attendance	319,282	273,207	(46,075)	436,500	117,218
Signage/Other/Drinking Water				-	
Premium	258,146	176,192	(81,954)	280,000	21,854
Hall of Flowers	276,571	119,572	(156,998)	295,000	18,429
Exhibits	121,986	128,168	6,182	169,100	47,114
Commerical/Concessions Exhibits		46	46	5,000	5,000
Racing	529,469	426,353	(103,115)	518,250	(11,219)
Attractions	575,797	532,171	(43,626)	675,500	99,703
Miscellaneous	3,979	724	(3,255)	5,300	1,321
VIP Tent	911	15,653	14,742	33,000	32,089
RV Park - Fair - Contract Services	46,784	69,584	22,800	91,000	44,216
<b>Total Expense</b>	<b>3,495,237</b>	<b>2,910,145</b>	<b>(585,093)</b>	<b>4,015,322</b>	<b>520,085</b>
<b>Fair Income/(Loss)</b>	<b>3,912,024</b>	<b>3,382,077</b>	<b>529,947</b>	<b>3,016,734</b>	<b>895,291</b>

**Sonoma County Fair & Exposition, Inc**  
**Interim Income Statement**
**DRAFT - UNAUDITED**

	8/31/2023 Actual YTD	8/31/2022 Prior Year YTD	Variance	8/31/2023 Budget YTD	Variance
<b>Revenue</b>					
Long Term Rentals	83,862	76,001	7,862	84,295	(433)
Building Rental	187,766	264,067	(76,302)	282,073	(94,307)
Facility Rental	457,053	565,653	(108,600)	389,491	67,562
Equipment Rental	103,158	89,874	13,284	84,852	18,306
Trailer & RV	683,767	1,049,709	(365,942)	1,047,033	(363,266)
Interim Parking	181,101	139,991	41,111	199,091	(17,990)
Insurance/Costs Reimbursed	59,864	21,411	38,453	2,365	57,499
Security Reimbursed	96,621	153,380	(56,759)	125,634	(29,013)
Food & Other Concessions	107,864	103,712	4,152	113,444	(5,580)
Alcohol Concessions	258,560	245,656	12,904	310,314	(51,754)
Other Interim Revenue	83,481	84,106	(625)	88,030	(4,549)
<b>Total Revenue</b>	<b>2,303,096</b>	<b>2,793,559</b>	<b>(490,463)</b>	<b>2,726,622</b>	<b>(423,526)</b>
<b>Expense</b>					
Int Wages & Benefits	773,193	604,588	(168,605)	834,103	60,910
Int Parking Wages & Benefits	84,594	67,573	(17,020)	53,682	(30,912)
<b>Total Wages &amp; Benefits</b>	<b>857,787</b>	<b>672,162</b>	<b>(185,625)</b>	<b>887,785</b>	<b>29,998</b>
Contract Services-Interim	13,069	6,324	(6,745)	8,000	(5,069)
Contract Services-RV Park	1,040	30,184	29,144	1,031	(9)
Straw Removal				-	
Security		2,765	2,765	4,000	4,000
Supplies & Equipment	9,478	28,004	18,525	5,819	(3,659)
RV Park Utilities	151,856	141,655	(10,201)	137,000	(14,856)
RV Park Advertising	5,412	4,886	(526)	3,495	(1,917)
Miscellaneous RV Parking				-	
RV Supplies & Equipment	3,722	1,792	(1,930)	20,014	16,292
Interim Advertising				2,651	2,651
Business Partner Incentive				-	
Insurance/Costs Reimbursed	3,227	1,749	(1,478)	2,499	(728)
Security Costs Reimbursed	91,058	126,929	35,871	207,428	116,370
Equipment Rental	2,369	4,978	2,609	1,475	(894)
CalTrans Median Strip Rent	10,340	11,000	660	11,000	660
Special Repairs & Equipment				188	188
<b>Total Expense</b>	<b>1,149,358</b>	<b>1,032,427</b>	<b>(116,931)</b>	<b>1,292,385</b>	<b>143,028</b>
<b>Interim Income/(Loss)</b>	<b>1,153,739</b>	<b>1,761,132</b>	<b>(607,393)</b>	<b>1,434,237</b>	<b>(280,498)</b>

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

**DRAFT - UNAUDITED**

	<b>8/31/2023</b>	<b>8/31/2022</b>		<b>8/31/2023</b>	
	<b>Actual</b>	<b>Prior Year</b>		<b>Budget</b>	
	<b>YTD</b>	<b>YTD</b>	<b>Variance</b>	<b>YTD</b>	<b>Variance</b>
<b>Revenue</b>					
Admissions				-	
Turf Club				-	
Commissions				33,000	(33,000)
Programs/Other				-	
Race Forms, etc				10,000	(10,000)
Concessions				-	
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental	450	72,000	(71,550)	-	450
ATM Fees				-	
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>450</b>	<b>72,000</b>	<b>(71,550)</b>	<b>43,000</b>	<b>(42,550)</b>
<b>Expense</b>					
Wages & Benefits	986		(986)	24,911	23,925
Contract Services	4,701	8,041	3,340	9,849	5,148
Supplies & Expense	6,621	7,303	681	62,333	55,712
Utilities	11,994	17,303	5,309	14,000	2,006
Cost of Periodicals				8,000	8,000
Garbage				667	667
Advertising & Marketing				667	667
<b>Total Jockey Club Expenses</b>	<b>24,302</b>	<b>32,647</b>	<b>8,345</b>	<b>120,426</b>	<b>96,124</b>
<b>Jockey Club Income/(Loss)</b>	<b>(23,852)</b>	<b>39,353</b>	<b>(63,205)</b>	<b>(77,426)</b>	<b>53,574</b>

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

**DRAFT - UNAUDITED**

	<b>8/31/2023</b>	<b>8/31/2022</b>		<b>8/31/2023</b>	
	<b>Actual</b>	<b>Prior Year</b>	<b>Variance</b>	<b>Budget</b>	<b>Variance</b>
	<b>YTD</b>	<b>YTD</b>		<b>YTD</b>	
Cost Recovered Harvest Fair	0	0	0	-	0
Total Revenue	0	0	0	0	0
<b>Expense</b>					
Admin Wages and Benefits	0	0	0	-	0
Publicity Wages and Benefits	0	0	0	-	0
Maintenance Wages and Benefits	0	0	0	-	0
Interim Wages and Benefits	0	0	0	-	0
Exhibits Wages and Benefits	0	0	0	-	0
Attendance Wages and Benefits	0	0	0	-	0
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	0	0	-	0
<b>Total Expenses</b>	0	0	0	0	0
<b>Harvest Fair Income(Loss)</b>	0	0	0	0	0

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

**DRAFT - UNAUDITED**

	<b>8/31/2023</b>	<b>8/31/2022</b>		<b>8/31/2023</b>	
	<b>Actual</b>	<b>Prior Year</b>		<b>Budget</b>	
<b>Expense</b>	<b>YTD</b>	<b>YTD</b>	<b>Variance</b>	<b>YTD</b>	<b>Variance</b>
Wages & Benefits-Admin	565,955	471,071	(94,884)	665,414	99,459
Contract Services-Admin	106,756	117,002	10,247	114,960	8,204
County Indirect Services	108,800	90,000	(18,800)	109,600	800
Legal	9,044	9,024	(20)	16,640	7,596
Office Expense-Admin	77,245	83,517	6,273	109,800	32,555
Postage & Telephone	26,166	23,974	(2,192)	30,936	4,770
Director's Expense & Travel	16,395	10,671	(5,724)	14,640	(1,755)
Donations				-	
Insurance	108,800	67,500	(41,300)	100,000	(8,800)
Audit Fee	23,070	26,250	3,180	19,120	(3,950)
Bad Debt and Cash Short/Over	2,321	1,415	(906)	-	(2,321)
<b>Administration Expenses</b>	<b>1,044,551</b>	<b>900,425</b>	<b>(144,127)</b>	<b>1,181,110</b>	<b>136,559</b>
Wages & Benefits-Maint	1,487,633	1,039,201	(448,432)	1,714,743	227,110
Contract Services-Maint	169,780	135,819	(33,961)	112,000	(57,780)
Equipment Rental-Maint	23,128	15,558	(7,570)	18,400	(4,728)
Utilities	265,068	221,253	(43,815)	257,580	(7,488)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	77,631	34,331	(43,300)	66,800	(10,831)
Maintenance Supplies	224,771	231,503	6,733	265,010	40,239
Repairs & Maintenance	9,944	9,593	(351)	31,000	21,056
Equipment Repairs	54,521	58,519	3,999	60,200	5,679
<b>Maintenance Expenses</b>	<b>2,312,476</b>	<b>1,745,780</b>	<b>(566,696)</b>	<b>2,525,733</b>	<b>213,257</b>
<b>General &amp; Administrative Expenses</b>	<b>3,357,027</b>	<b>2,646,204</b>	<b>(710,823)</b>	<b>3,706,843</b>	<b>349,816</b>



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

DRAFT - UNAUDITED

	8/31/2023 Actual YTD	8/31/2022 Prior Year YTD	Variance	8/31/2023 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	159,785	81,687	(78,098)	131,602	(28,183)
Interim	406,221	302,723	(103,498)	379,452	(26,770)
Jockey Club				9,816	9,816
Golf Course				-	
Administration	325,607	262,284	(63,323)	348,500	22,893
Maintenance	643,959	391,624	(252,335)	647,722	3,763
<b>Total Permanent Salaries</b>	<b>1,535,572</b>	<b>1,038,317</b>	<b>(497,255)</b>	<b>1,517,091</b>	<b>(18,481)</b>
<b>Temporary Salaries</b>					
Fair	709,077	728,289	19,212	847,459	138,382
Interim	153,512	115,561	(37,951)	172,478	18,966
Jockey Club				6,101	6,101
Golf Course				-	
Administration	23,708	14,071	(9,637)	15,000	(8,708)
Maintenance	180,068	240,782	60,714	333,790	153,722
<b>Total Temporary Salaries</b>	<b>1,066,365</b>	<b>1,098,703</b>	<b>32,338</b>	<b>1,374,828</b>	<b>308,463</b>
<b>Health Benefits</b>					
Fair	46,249	22,509	(23,740)	45,801	(448)
Interim	69,564	45,124	(24,440)	96,000	26,436
Jockey Club				2,200	2,200
Golf Course				-	
Administration	45,634	30,981	(14,653)	68,832	23,198
Maintenance	138,235	85,486	(52,749)	168,446	30,211
<b>Total Health Benefits</b>	<b>299,682</b>	<b>184,100</b>	<b>(115,582)</b>	<b>381,279</b>	<b>81,597</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	94,561	91,002	(3,559)	110,315	15,754
Interim	64,564	52,982	(11,583)	57,588	(6,976)
Jockey Club	986		(986)	1,707	722
Golf Course				-	
Administration	34,558	27,727	(6,831)	46,064	11,506
Maintenance	263,658	142,956	(120,702)	288,228	24,570
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>458,327</b>	<b>314,667</b>	<b>(143,660)</b>	<b>503,902</b>	<b>45,575</b>
<b>Retirement, UI, Other</b>					
Fair	86,126	71,355	(14,771)	95,995	9,869
Interim	163,926	149,560	(14,366)	182,268	18,342
Jockey Club				5,086	5,086
Golf Course				-	
Administration	136,448	136,008	(440)	187,018	50,570
Maintenance	261,713	178,353	(83,360)	276,558	14,845
<b>Total Retirement &amp; Other Benefits</b>	<b>648,213</b>	<b>535,276</b>	<b>(112,937)</b>	<b>746,925</b>	<b>98,712</b>
<b>TOTAL</b>	<b>4,008,159</b>	<b>3,171,063</b>	<b>(837,096)</b>	<b>4,524,025</b>	<b>515,866</b>
<b>TOTAL BY DEPT</b>					
Fair	1,095,799	994,842	(100,957)	1,231,172	135,374
Interim	857,787	665,949	(191,838)	887,785	29,998
Jockey Club	986		(986)	24,911	23,925
Golf Course					
Administration	565,955	471,071	(94,884)	665,414	99,459
Maintenance	1,487,633	1,039,201	(448,432)	1,714,743	227,110
<b>TOTAL ALL DEPARTMENTS</b>	<b>4,008,159</b>	<b>3,171,063</b>	<b>(837,096)</b>	<b>4,524,025</b>	<b>515,866</b>

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

	Actual YTD	Prior Year YTD	Variance	Budget YTD
<b>Salaries</b>				
Fair				
Hall of Flowers	79,270	80,070	800	76,000
Publicity	356	32	(324)	10,000
Parking	94,603	82,242	(12,361)	111,563
Admissions	62,734	56,204	(6,530)	69,246
Exhibits - Temp	153,981	147,981	(5,999)	173,000
Exhibits - Perm	159,785	81,687	(78,098)	131,602
Attractions	36,774	23,690	(13,084)	34,750
Concessions Auditor	4,898	2,263	(2,636)	9,500
Racing	276,460	335,807	59,347	363,400
<b>Total Salaries</b>	<b>868,862</b>	<b>809,975</b>	<b>(58,887)</b>	<b>979,061</b>
<b>Health Benefits</b>				
Fair				
Exhibits - Perm	19,201	7,946	(11,255)	24,801
Racing	27,048	14,563	(12,485)	21,000
<b>Total Health Benefits</b>	<b>46,249</b>	<b>22,509</b>	<b>(23,740)</b>	<b>45,801</b>
<b>FICA, Medicare &amp; Workers Comp</b>				
Fair				
Hall of Flowers	9,334	9,636	302	9,234
Publicity	42	4	(38)	1,215
Parking	11,140	9,665	(1,475)	13,555
Admissions	7,912	6,783	(1,129)	9,264
Exhibits	34,853	26,307	(8,545)	35,725
Attractions	3,893	2,826	(1,067)	4,222
Racing	27,388	35,782	8,394	37,100
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>94,561</b>	<b>91,002</b>	<b>(3,559)</b>	<b>110,315</b>
<b>TOTAL</b>	<b>1,009,672</b>	<b>923,486</b>	<b>(86,186)</b>	<b>1,135,177</b>
<b>Retirement, UI, Other</b>				
Fair				
Hall of Flowers	2,858	3,197	339	4,712
Publicity	22	2	(20)	620
Parking	4,243	3,681	(562)	6,917
Admissions	6,577	5,021	(1,557)	6,882
Exhibits - Perm	54,671	40,530	(14,141)	55,864
Attractions				-
Racing	17,754	18,924	1,170	21,000
<b>Total Retirement &amp; Other Benefits</b>	<b>86,126</b>	<b>71,355</b>	<b>(14,771)</b>	<b>95,995</b>



Attachment #1

Open Invoices over 30 dpd with Aging Group

as of 10/17/23

Invoice								
Invoice #	Date	Due Date	Bill-To Account	Event	Amount Due	Aging Group	NOTES	
55161	12/12/21	01/11/22	Skyline Entertainment	Skyline Entertainment-MEXICAN DANCE (1,500-2,500), \$9,307.75	4,236.13	Over 120		
56874	08/31/22	09/30/22	Bula Pies Fiji	2022 Sonoma County Fair, \$2,306.90	1,806.90	Over 120	In Collections	
56711	08/31/22	09/30/22	Trione Vineyards, LLC	2022 Sonoma County Fair, \$2,000.00	500.00	Over 120		
57788	12/30/22	01/29/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000), \$148,506.60	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	In Collections	
58016	02/01/23	03/01/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,655.39	Over 120	In Collections	
58136	03/31/23	04/30/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,680.22	Over 120	In Collections	
58425	04/30/23	06/21/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,555.42	91-120	In Collections	
58426	05/31/23	06/30/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,578.75	91-120	In Collections	
58427	06/30/23	07/30/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,602.43	61-90	In Collections	
58533	07/03/23	08/02/23	Cheveto Mobile Window Tinting	Cheveto Mobile Window Tinting-CARMART VENDOR (January 1 - December 31 2023)	500.00	61-90		
58407	05/31/23	06/30/23	County of Sonoma Emergency Mana	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark	39,000.00	91-120	resent invoice, 10/10, expect by 10/31	
58700	06/30/23	09/01/23	County of Sonoma Emergency Mana	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark	39,000.00	31-60	was invoiced late, expect by 10/31	
58701	07/31/23	09/01/23	County of Sonoma Emergency Mana	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark	39,000.00	31-60	was invoiced late, expect by 10/31	
58617	07/31/23	08/30/23	County of Sonoma Human Resources	County of Sonoma Human Resources Dept. (Eligibility Specialist- Written Exam) (VETS)	595.00	31-60		
58686	07/31/23	08/31/23	Northern California Motorcycle Train	SRMT (MY2023-2025)	428.00	31-60		
58691	07/31/23	08/31/23	Northern California Motorcycle Train	SRMT (MY2023-2025)	642.00	31-60		
58692	07/31/23	08/31/23	Northern California Motorcycle Train	SRMT (MY2023-2025)	550.00	31-60		
58693	07/31/23	08/31/23	Northern California Motorcycle Train	SRMT (MY2023-2025)	250.00	31-60		
58694	07/31/23	08/31/23	Northern California Motorcycle Train	SRMT (MY2023-2025)	428.00	31-60		
58599	07/31/23	08/30/23	So Co Orchid Society (VETS)	So Co Orchid Society (2nd Tuesday Monthly Meeting) (VETS)	165.00	31-60		
58587	07/31/23	08/30/23	Sonoma County Vet Connect (VET)	Sonoma County Vet Connect (VET)	55.00	31-60		
58290	05/19/23	06/18/23	Spectra by Comcast Spectacor	Sonoma County Roller Derby (500), \$1,088.85	272.43	Over 120		
58543	06/30/23	07/30/23	Spectra by Comcast Spectacor	Xiochil Entertainment-Outside Concert (CL-950)	83.13	61-90		
58683	06/30/23	08/31/23	Spectra by Comcast Spectacor	Impact Ent., Sports & Event Marketing, LLC - Country Summer (12,000/day)	352.99	31-60		
58526	06/30/23	07/30/23	Wine Competitions Management & F	Wine Competitions Management & Productions-Annual Storage & Experience Rose & Int'l W	4,105.00	61-90		
58525	07/01/23	07/31/23	Wine Competitions Management & F	Wine Competitions Management & Productions-Annual Storage & Experience Rose & Int'l W	600.00	61-90		
					241,000.99			

\*excludes open credits

\*excludes 2023 Fair invoices

\*excludes other current and under 30 open invoices

Attachment #2

GL Account	GL Account Name	Reference	name	Amount	Event/Job
620303060	Supplies-Interim	BECKY ACE HARDWARE	becky	-26.14	
620308010	Supplies- Attractions	BECKY EBAY	becky	147.31	2023 FAIR - (August 3rd-13th 2023)
620308010	Supplies- Attractions	BECKY PAPERPLOTTER	becky	356.00	2023 FAIR - (August 3rd-13th 2023)
620309080	Office Supplies- Administration	BECKY ADOBE	becky	14.99	
620309080	Office Supplies- Administration	BECKY AMAZON	becky	34.80	
620318010	Office Supplies Attractions	BECKY PLANETGREEN	becky	966.61	2023 FAIR - (August 3rd-13th 2023)
650852010	Website	BECKY USERWAY	becky	98.00	
680909080	Travel and Training	BECKY ALAMO	becky	145.73	
680909080	Travel and Training	BECKY ALASKA AIR	becky	378.00	
680909080	Travel and Training	BECKY ALASKA AIR	becky	428.00	
			<b>becky, total, 7/25 stmt</b>	<b>2,543.30</b>	
620303010	Supplies- Attendance	BECKY AMAZON	becky	521.34	
620303010	Supplies- Attendance	BECKY AMAZON	becky	25.60	2023 FAIR - (August 3rd-13th 2023)
620309080	Office Supplies- Administration	BECKY ADOBE	becky	14.99	
620309080	Office Supplies- Administration	BECKY AMAZON	becky	34.94	
620309080	Office Supplies- Administration	BECKY OFFICE DEPOT	becky	-86.48	
620511010	Sign Machine - Fair	BECKY AMAZON	becky	403.49	2023 FAIR - (August 3rd-13th 2023)
620511010	Sign Machine - Fair	BECKY PLOTTER PAPER GUYS	becky	377.84	2023 FAIR - (August 3rd-13th 2023)
650852010	Website	BECKY USERWAY	becky	98.00	
660608010	Community Theater	BECKY COSTCO	becky	70.04	2023 FAIR - (August 3rd-13th 2023)
680709080	Directors Expense	BECKY LONESTAR SILVER SMIT	becky	139.50	
			<b>becky, total, 8/25 stmt</b>	<b>1,599.26</b>	
580404010	Premiums- Trophies & Awards	HOPE CRAZY4BOWS	hope	901.31	2023 FAIR - (August 3rd-13th 2023)
580404010	Premiums- Trophies & Awards	HOPE FRAMEUP	hope	134.49	2023 FAIR - (August 3rd-13th 2023)
600805810	Junior Livestock Auction	HOPE DAVESMKT	hope	153.86	2023 FAIR - (August 3rd-13th 2023)
600805810	Junior Livestock Auction	HOPE STOCKSIGNS	hope	1,123.50	2023 FAIR - (August 3rd-13th 2023)
600805810	Junior Livestock Auction	HOPE TANDONUTS	hope	51.32	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE AMAZON	hope	51.68	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE AMAZON	hope	76.42	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE AMAZON	hope	71.29	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE AMAZON	hope	37.29	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE AMAZON	hope	19.64	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE AMAZON	hope	32.76	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE COSTCO	hope	21.74	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE COSTCO	hope	43.48	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE COSTCO	hope	283.39	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE COSTCO	hope	130.44	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE DAVESMKT	hope	83.69	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE DAVESMKT	hope	87.50	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE DAVESMKT	hope	153.86	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE FOODMAXX	hope	33.66	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE FRIEDMANS	hope	14.05	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE MTNMIKES	hope	37.68	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE STARBUCKS	hope	20.00	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE STARBUCKS	hope	20.00	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE STOCKSIGNS	hope	1,123.50	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE TANDONUTS	hope	46.80	2023 FAIR - (August 3rd-13th 2023)
660808010	Farmers Day	HOPE AMAZON	hope	413.92	2023 FAIR - (August 3rd-13th 2023)
			<b>hope, total, 7/25 stmt</b>	<b>5,167.27</b>	
560405010	Judge Services- Exhibits	HOPE MT MIKES PIZZA	hope	90.04	2023 FAIR - (August 3rd-13th 2023)
560405010	Judge Services- Exhibits	HOPE MT MIKES PIZZA	hope	98.59	2023 FAIR - (August 3rd-13th 2023)
580404010	Premiums- Trophies & Awards	HOPE PAYPAL -goincustomcr	hope	899.25	2023 FAIR - (August 3rd-13th 2023)
580404010	Premiums- Trophies & Awards	HOPE PAYPAL-goingtucrazy	hope	175.00	2023 FAIR - (August 3rd-13th 2023)
600805810	Junior Livestock Auction	HOPE COSTCO	hope	54.35	2023 FAIR - (August 3rd-13th 2023)
600805810	Junior Livestock Auction	HOPE COSTCO	hope	132.34	2023 FAIR - (August 3rd-13th 2023)
600805810	Junior Livestock Auction	HOPE STARBUCKS	hope	160.00	2023 FAIR - (August 3rd-13th 2023)
600805810	Junior Livestock Auction	HOPE STARBUCKS	hope	120.00	2023 FAIR - (August 3rd-13th 2023)
600805810	Junior Livestock Auction	HOPE WESTERN FARM	hope	137.69	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE AMAZON	hope	19.07	
620305010	Supplies- Exhibits	HOPE AMAZON	hope	132.51	
620305010	Supplies- Exhibits	HOPE AMAZON	hope	3.79	
620305010	Supplies- Exhibits	HOPE AMAZON	hope	656.42	
620305010	Supplies- Exhibits	HOPE AMAZON	hope	14.83	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE AMAZON	hope	22.00	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE AMERICAN DAIRY GOAT	hope	838.25	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE BEST BUY	hope	127.80	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE BEST BUY	hope	267.65	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE BEST BUY	hope	267.65	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE COSTCO	hope	132.35	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE HILL HOUSE	hope	9.00	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE MT MIKES PIZZA	hope	101.09	2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	HOPE STAPLES	hope	179.13	2023 FAIR - (August 3rd-13th 2023)

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620305010	Supplies- Exhibits	HOPE STAPLES	hope	38.98
620305010	Supplies- Exhibits	HOPE WESTERN FARM	hope	137.69 2023 FAIR - (August 3rd-13th 2023)
620315010	Supplies-Flower Show Preview	HOPE COSTCO	hope	184.13 2023 FAIR - (August 3rd-13th 2023)
			<b>hope, total, 8/25 stmt</b>	<b>4,999.60</b>
620303010	Supplies- Attendance	ISAAC POSH PRIVVY	isaac	1,268.50 2023 FAIR - (August 3rd-13th 2023)
620303010	Supplies- Attendance	ISAAC TUFFSHED	isaac	32.79
700401080	Mechanic Supplies	ISAAC ACME	isaac	86.33
700501080	Grounds Supplies	ISAAC BATAEFF	isaac	21.97
700501080	Grounds Supplies	ISAAC TARPSPLUS	isaac	318.22
			<b>isaac, total, 7/25 stmt</b>	<b>1,727.81</b>
560001080	Contract Services- Maintenance	ISAAC KELLIE CASTRO	isaac	545.00
620109080	Postage	ISAAC USPS	isaac	8.56
620308010	Supplies- Attractions	ISAAC CNTY OF SONOMA	isaac	1,116.27 2023 FAIR - (August 3rd-13th 2023)
620308010	Supplies- Attractions	ISAAC CNTY OF SONOMA	isaac	1,116.27 2023 FAIR - (August 3rd-13th 2023)
620308010	Supplies- Attractions	ISAAC CNTY OF SONOMA	isaac	1,116.27 2023 FAIR - (August 3rd-13th 2023)
700301080	Electrical Supplies	ISAAC INDEPENDENT ELECTRIC	isaac	361.37
730101080	Equipment Repair- Maintenance	ISAAC BELLKORP AG	isaac	-567.85
730101080	Equipment Repair- Maintenance	ISAAC BELLKORP AG	isaac	873.04
			<b>isaac, total, 8/25 stmt</b>	<b>4,568.93</b>
620309080	Office Supplies- Administration	MATT AMAZON	matt	206.82
620309080	Office Supplies- Administration	MATT OFFICEDEPOT	matt	182.57
620309080	Office Supplies- Administration	MATT OFFICEDEPOT	matt	255.31
620309080	Office Supplies- Administration	MATT OFFICEDEPOT	matt	102.14
650852010	Website	MATT SHOPIFY	matt	9.24
			<b>matt, total, 7/25 stmt</b>	<b>756.08</b>
620303060	Supplies-Interim	MATTHEW COSTCO	matt	393.58
620303060	Supplies-Interim	MATTHEW TRAFFIC SAFETY	matt	621.19
620309080	Office Supplies- Administration	MATTHEW AMAZON	matt	172.85
620309080	Office Supplies- Administration	MATTHEW AMAZON	matt	168.61
620309080	Office Supplies- Administration	MATTHEW AMAZON	matt	42.13
620309080	Office Supplies- Administration	MATTHEW AMAZON	matt	71.39
620309080	Office Supplies- Administration	MATTHEW AMAZON	matt	457.08
620309080	Office Supplies- Administration	MATTHEW AMAZON	matt	209.96
620309080	Office Supplies- Administration	MATTHEW OFFICE DEPOT	matt	157.89
620309080	Office Supplies- Administration	MATTHEW OFFICE DEPOT	matt	108.05
620315010	Supplies-Flower Show Preview	MATTHEW KORBEL CHAMPAG	matt	464.81 2023 FAIR - (August 3rd-13th 2023)
620323060	Supplies - RV Park	MATTHEW OFFICE DEPOT	matt	130.39
650302010	Multi-Media Advertising	MATTHEW FOURS MEDIA	matt	1,500.00
650852010	Website	MATTHEW SHOPIFY	matt	7.99
660708010	Community (Redwood) Theater Shows	MATTHEW AMAZON	matt	120.16 2023 FAIR - (August 3rd-13th 2023)
660708010	Community (Redwood) Theater Shows	MATTHEW TU CASA FURNITUF	matt	710.00 2023 FAIR - (August 3rd-13th 2023)
			<b>matt, total, 8/25 stmt</b>	<b>5,336.08</b>
560001040	Contract Services-Interim	MICHAEL COMCAST	michael	327.68
560001040	Contract Services-Interim	MICHAEL VERIZON	michael	457.04
560003060	Contract Services-RV Park-Interim	MICHAEL VERIZON	michael	73.93
560007070	Contract Services- Satellite	MICHAEL COMCAST	michael	364.35
600905510	Hall of Flowers Materials	MICHAEL AMAZON	michael	337.59 2023 FAIR - (August 3rd-13th 2023)
600905510	Hall of Flowers Materials	MICHAEL AMAZON	michael	46.97 2023 FAIR - (August 3rd-13th 2023)
600905510	Hall of Flowers Materials	MICHAEL AMAZON	michael	466.86 2023 FAIR - (August 3rd-13th 2023)
600905510	Hall of Flowers Materials	MICHAEL AUTOGRAPHFOLIAG	michael	909.28 2023 FAIR - (August 3rd-13th 2023)
600905510	Hall of Flowers Materials	MICHAEL BARNDORLIGHT	michael	374.09 2023 FAIR - (August 3rd-13th 2023)
620109080	Postage	MICHAEL FP POSTAGE	michael	517.50
620109080	Postage	MICHAEL FP POSTAGE	michael	1,035.00
620302010	Supplies- Publicity	MICHAEL CONSTANTCONTACT	michael	567.00
620305010	Supplies- Exhibits	MICHAEL ADOBE	michael	35.99
620306010	Supplies- Racing	MICHAEL AMAZON	michael	71.00
620309080	Office Supplies- Administration	MICHAEL ADOBE	michael	19.99
620309080	Office Supplies- Administration	MICHAEL AMAZON	michael	344.10
620309080	Office Supplies- Administration	MICHAEL AMAZON	michael	38.62
620309080	Office Supplies- Administration	MICHAEL AMAZON	michael	126.51
620309080	Office Supplies- Administration	MICHAEL AMAZON	michael	110.49
620309080	Office Supplies- Administration	MICHAEL AMAZON	michael	164.62
620309080	Office Supplies- Administration	MICHAEL BARCODESINC	michael	283.59
620309080	Office Supplies- Administration	MICHAEL STAPLES	michael	31.68
620309080	Office Supplies- Administration	MICHAEL TECHSOUP	michael	423.00
620342010	Supplies-Publicity	MICHAEL ADOBE	michael	54.99
650852010	Website	MICHAEL DOMAINHOSTING	michael	35.88
650852010	Website	MICHAEL RSVPIFY	michael	39.00 2023 FAIR - (August 3rd-13th 2023)
650956010	Racing Promotion	MICHAEL 4IMPRINT	michael	586.92 2023 FAIR - (August 3rd-13th 2023)
680109080	Dues & Subscriptions	MICHAEL SHRM	michael	244.00
680109080	Dues & Subscriptions	MICHAEL ZOOM	michael	33.58
			<b>michael, total, 7/25 stmt</b>	<b>8,121.25</b>
560001040	Contract Services-Interim	MICHAEL COMCAST	michael	327.68

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560001040	Contract Services-Interim	MICHAEL VERIZON	michael	368.32
560003060	Contract Services-RV Park-Interim	MICHAEL VERIZON	michael	72.96
560007070	Contract Services- Satellite	MICHAEL COMCAST	michael	364.35
600805810	Junior Livestock Auction	MICHAEL FED EX	michael	32.95 2023 FAIR - (August 3rd-13th 2023)
600905510	Hall of Flowers Materials	MICHAEL AMAZON	michael	145.28 2023 FAIR - (August 3rd-13th 2023)
620109080	Postage	MICHAEL FED EX	michael	26.75
620302010	Supplies- Publicity	MICHAEL CONTANT CONTACT	michael	659.00
620305010	Supplies- Exhibits	MICHAEL ADOBE	michael	35.99
620306010	Supplies- Racing	MICHAEL AMAZON	michael	13.08 2023 FAIR - (August 3rd-13th 2023)
620309080	Office Supplies- Administration	MICHAEL ADOBE	michael	19.99
620309080	Office Supplies- Administration	MICHAEL AMAZON	michael	14.37
620309080	Office Supplies- Administration	MICHAEL AMAZON	michael	90.15
620309080	Office Supplies- Administration	MICHAEL AMAZON	michael	58.49
620309080	Office Supplies- Administration	MICHAEL AMAZON	michael	39.21
620309080	Office Supplies- Administration	MICHAEL BARCODES	michael	365.38
620309080	Office Supplies- Administration	MICHAEL BATTERYWORLD	michael	24.44
620315010	Supplies-Flower Show Preview	MICHAEL BOTTLE BARN	michael	104.81 2023 FAIR - (August 3rd-13th 2023)
620315010	Supplies-Flower Show Preview	MICHAEL DEPT ABC	michael	3.00 2023 FAIR - (August 3rd-13th 2023)
620315010	Supplies-Flower Show Preview	MICHAEL ISERVSMART	michael	12.95 2023 FAIR - (August 3rd-13th 2023)
620315010	Supplies-Flower Show Preview	MICHAEL OLIVERS MKT	michael	864.82 2023 FAIR - (August 3rd-13th 2023)
620316010	Office Supplies-Racing	MICHAEL OFFICE DEPOT	michael	393.01 2023 FAIR - (August 3rd-13th 2023)
620342010	Supplies-Publicity	MICHAEL ADOBE	michael	54.99
620506010	Other Expenses- Racing	MICHAEL SOCO ENVIRONMEN	michael	892.50 2023 FAIR - (August 3rd-13th 2023)
650652010	Sponsorship Expenses	MICHAEL LOWES	michael	1,666.41 2023 FAIR - (August 3rd-13th 2023)
650852010	Website	MICHAEL NETWORK SOLUTION	michael	389.90
650956010	Racing Promotion	MICHAEL 4IMPRINT	michael	792.77 2023 FAIR - (August 3rd-13th 2023)
650956010	Racing Promotion	MICHAEL 4IMPRINT	michael	854.27 2023 FAIR - (August 3rd-13th 2023)
680109080	Dues & Subscriptions	MICHAEL ZOOM	michael	33.58
730306010	Special Repairs & Equip-Racing	MICHAEL AMAZON	michael	349.44 2023 FAIR - (August 3rd-13th 2023)
			<b>michael, total, 8/25 stmt</b>	<b>9,070.84</b>
700301080	Electrical Supplies	RANDY BATTERIESPLUS	randy	277.56
700301080	Electrical Supplies	RANDY BATTERIESPLUS	randy	104.55
700301080	Electrical Supplies	RANDY BATTERIESPLUS	randy	85.19
700301080	Electrical Supplies	RANDY BATTERIESPLUS	randy	62.82
700301080	Electrical Supplies	RANDY HOMEDEPOT	randy	37.34
			<b>randy, total, 7/25 stmt</b>	<b>567.46</b>
700301080	Electrical Supplies	RANDY BATTERIES PLUS	randy	122.40
700301080	Electrical Supplies	RANDY PATERIES PLUS	randy	1,720.14
				<b>1,842.54</b>
620303060	Supplies-Interim	ROBERT HARBORFREIGHT	robert	313.38
620303060	Supplies-Interim	ROBERT POWERINDUSTRY	robert	77.11
			<b>robert, total, 7/25 stmt</b>	<b>390.49</b>
620309080	Office Supplies- Administration	ROBERT CHEFSTORE	robert	62.10
620309080	Office Supplies- Administration	ROBERT CHEFSTORE	robert	25.76
			<b>robert, total, 8/25 stmt</b>	<b>87.86</b>
560001080	Contract Services- Maintenance	ROBIN EUREKAOXYGEN	robin	1,042.00
620303010	Supplies- Attendance	ROBIN AMAZON	robin	74.95 2023 FAIR - (August 3rd-13th 2023)
620305010	Supplies- Exhibits	ROBIN AMAZON	robin	90.78
620305010	Supplies- Exhibits	ROBIN AMAZON	robin	23.98
620305010	Supplies- Exhibits	ROBIN ULINE	robin	88.63
700501080	Grounds Supplies	ROBIN AEDBRANDS	robin	452.31
700501080	Grounds Supplies	ROBIN ALLPADLOCKS	robin	264.06
700501080	Grounds Supplies	ROBIN AMAZON	robin	-15.07
700501080	Grounds Supplies	ROBIN AMAZON	robin	203.79
700501080	Grounds Supplies	ROBIN AMAZON	robin	13.37
700501080	Grounds Supplies	ROBIN AMAZON	robin	14.08
700501080	Grounds Supplies	ROBIN COSTCO	robin	22.93
700501080	Grounds Supplies	ROBIN GRAINGER	robin	23.82
700501080	Grounds Supplies	ROBIN RILEYSTREET	robin	40.82
700501080	Grounds Supplies	ROBIN RILEYSTREET	robin	19.18
700501080	Grounds Supplies	ROBIN RINCONYARD	robin	79.09
700501080	Grounds Supplies	ROBIN TARGET	robin	24.65
700501080	Grounds Supplies	ROBIN TRADERJOES	robin	13.09
700501080	Grounds Supplies	ROBIN ULINE	robin	280.86
700501080	Grounds Supplies	ROBIN WALMART	robin	6.38
700601080	Paint Supplies	ROBIN RILEYSTREET	robin	14.10
			<b>robin, total, 7/25 stmt</b>	<b>2,777.80</b>
620109080	Postage	ROBIN THE UPS STORE	robin	16.03
620109080	Postage	ROBIN THE UPS STORE	robin	39.78
620109080	Postage	ROBIN THE UPS STORE	robin	12.72
620109080	Postage	ROBIN THE UPS STORE	robin	18.39
620109080	Postage	ROBIN THE UPS STORE	robin	79.27
620303060	Supplies-Interim	ROBIN WHITE CAP	robin	67.66

## Attachment #2

620305010	Supplies- Exhibits	ROBIN LOWES	robin	55.76	2023 FAIR - (August 3rd-13th 2023)
620309080	Office Supplies- Administration	ROBIN COSTCO	robin	192.84	
620309080	Office Supplies- Administration	ROBIN WAL-MART	robin	48.02	
620506010	Other Expenses- Racing	ROBIN INDUSTRIAL SAFETY	robin	81.20	2023 FAIR - (August 3rd-13th 2023)
700401080	Mechanic Supplies	ROBIN UKIAH OXYGEN	robin	187.22	
700501080	Grounds Supplies	ROBIN AMAZON	robin	41.50	
700501080	Grounds Supplies	ROBIN AMAZON	robin	16.38	
700501080	Grounds Supplies	ROBIN DOLLAR TREE	robin	2.73	
700501080	Grounds Supplies	ROBIN HARBOR FREIGHT	robin	26.15	2023 FAIR - (August 3rd-13th 2023)
700501080	Grounds Supplies	ROBIN HARBOR FREIGHT	robin	8.74	
700501080	Grounds Supplies	ROBIN INDUSTRIAL SAFETY	robin	163.51	
700501080	Grounds Supplies	ROBIN LOWES	robin	1,287.72	
700501080	Grounds Supplies	ROBIN ULINE	robin	94.13	
700501080	Grounds Supplies	ROBIN WAL-MART	robin	35.03	
700601080	Paint Supplies	ROBIN AMAZON	robin	77.57	
				<b>robin, total, 8/25 stmt</b>	<b>2,552.35</b>
				<b>grand total</b>	<b>52,108.92</b>

Stmt Date	7/25/2023
Posting Date	8/24/2023
Payment Date	8/25/2023
Amount	<u>22,051.46</u>

Stmt Date	8/25/2023
Posting Date	8/25/2023
Payment Date	9/22/2023
Amount	<u>30,057.46</u>

combined	<u>52,108.92</u>
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**Sonoma County Fair & Exposition, Inc**  
**Balance Sheet**

DRAFT

	9/30/2023 Calendar YTD	9/30/2022 Calendar YTD	8/31/2023 Calendar YTD
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash in Bank and Treasury	8,457,317	8,579,467	7,706,133
Accounts Receivable, Net	599,716	1,043,603	2,093,891
Racing Settlement Receivable	261,975	378,037	1,331,709
Prepaid Expenses			
Inventory of Supplies			
Other Current Assets	5,547	1,571	5,547
<b>Total Current Assets</b>	<b>9,324,555</b>	<b>10,002,679</b>	<b>11,137,280</b>
<b>Property &amp; Equipment, Net</b>	<b>8,306,228</b>	<b>8,412,457</b>	<b>8,274,056</b>
Construction in Progress	1,171,063	378,658	1,075,302
<b>Total Property &amp; Equipment, Net of Depreciation</b>	<b>9,477,290</b>	<b>8,791,116</b>	<b>9,349,359</b>
<b>Other Assets</b>			
Restricted Cash	86,423	120,904	86,419
Due From/Due (To) County for Vet's	(38,095)	31,094	2,280
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>723,517</b>	<b>767,553</b>	<b>763,887</b>
<b>TOTAL ASSETS</b>	<b>19,525,362</b>	<b>19,561,348</b>	<b>21,250,526</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts Payable	950	(410)	39,073
Scholarships Payable			
Accrued Expenses	1,041,520	731,878	1,044,576
Racing Payable	105,975	85,126	811,700
Purses Paid - (Over)/Under	(259,072)	(123,231)	(224,028)
Other Short Term Liabilities		165	
Short Term Notes			
Current Portion of Long-Term Debt			
Deferred Income	187,264	283,188	207,023
<b>Total Current Liabilities</b>	<b>1,076,637</b>	<b>976,717</b>	<b>1,878,345</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>			
Investment in Capital Assets	8,317,970	8,241,122	8,317,970
Restricted for Scholarships	73,968	43,086	73,968
Restricted for Junior Livestock Auction	180,068	159,248	180,068
Other Restricted	86,435	120,916	86,435
Retained Earnings - Unrestricted	5,878,324	4,528,964	5,878,324
<b>GASB 68 Prior Period Adjustment</b>			
<b>Profit/(Loss) Current Year</b>	<b>1,497,717</b>	<b>2,671,149</b>	<b>2,421,173</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>19,525,363</b>	<b>19,561,348</b>	<b>21,250,527</b>

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

	9/30/2023 Actual YTD	9/30/2022 Prior Year YTD	Variance	9/30/2023 Budget YTD	Variance
<b>Operating Revenue</b>					
Fair	7,421,666	6,296,245	1,125,421	7,032,056	389,610
Interim	2,586,267	3,052,114	(465,847)	3,024,300	(438,033)
Jockey Club	600	72,000	(71,400)	64,500	(63,900)
<b>Total Operating Revenue</b>	<b>10,008,533</b>	<b>9,420,359</b>	<b>588,174</b>	<b>10,120,856</b>	<b>(112,323)</b>
<b>Operating Expense</b>					
Fair	4,017,129	3,314,305	(702,824)	4,141,493	124,365
Interim	1,299,880	1,155,423	(144,457)	1,424,459	124,580
Jockey Club	26,832	34,868	8,036	146,308	119,476
General & Administrative	3,867,556	3,044,150	(823,407)	4,188,379	320,823
Allocated Costs - Harvest Fair					
<b>Total Operating Expenses</b>	<b>9,211,396</b>	<b>7,548,746</b>	<b>(1,662,650)</b>	<b>9,900,640</b>	<b>689,243</b>
<b>Operating Income/(Loss)</b>	<b>797,137</b>	<b>1,871,613</b>	<b>(1,074,476)</b>	<b>220,216</b>	<b>576,921</b>
Other Revenue	128,009	692,823	(564,814)	34,461	93,548
Harvest Fair - Revenue					
Harvest Fair - Expense	(239)	(2,629)	2,390		(239)
Interest Expense					
JLA, net	(11,661)	65,556	(77,216)		(11,661)
Net Affect of GASB 68 Adjustments					
Prior Year & Misc Expense	(78,803)	17,631	(96,433)		(78,803)
<b>Net Income/(Loss)before depreciation and capital</b>	<b>834,443</b>	<b>2,644,993</b>	<b>(1,810,550)</b>	<b>254,677</b>	<b>579,766</b>
Depreciation Expense					
<b>Net Income(Loss) before capital</b>	<b>834,443</b>	<b>2,644,993</b>	<b>(1,810,550)</b>	<b>254,677</b>	<b>579,766</b>
Gain (loss) on disposal of asset					
Capital Expenditures					
Capital Funding	663,274	25,826	637,448		663,274
<b>Net Income (Loss) incl Capital</b>	<b>1,497,717</b>	<b>2,670,819</b>	<b>(1,173,101)</b>	<b>254,677</b>	<b>1,243,040</b>

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

	9/30/2023 Actual YTD	9/30/2022 Prior Year PTD	Variance	9/30/2023 Budget YTD	Variance
<b>Revenue</b>					
Admissions	2,180,693	1,811,436	369,258	2,148,786	31,907
Parking	704,099	377,922	326,177	539,000	165,099
Commercial Space	324,126	208,866	115,260	225,000	99,126
Carnival	765,814	802,972	(37,157)	800,000	(34,186)
Concessions	1,477,294	1,371,788	105,506	1,420,000	57,294
Exhibits	111,588	71,114	40,474	93,750	17,838
Racing	1,076,500	1,040,293	36,207	1,077,600	(1,100)
Attractions	227,575	185,420	42,156	226,920	655
Sponsorships	469,542	332,920	136,622	392,000	77,542
VIP Tent	28,137	33,602	(5,466)	33,000	(4,864)
Miscellaneous	56,298	59,913	(3,615)	76,000	(19,702)
<b>Total Fair Revenue</b>	<b>7,421,666</b>	<b>6,296,245</b>	<b>1,125,421</b>	<b>7,032,056</b>	<b>389,610</b>
<b>Expense</b>					
Labor and Benefits	1,141,445	1,045,862	(95,584)	1,280,143	138,698
Advertising & Publicity	336,285	202,250	(134,035)	275,500	(60,785)
Attendance	442,958	302,716	(140,242)	436,500	(6,458)
Signage/Other/Drinking Water				-	
Premium	268,588	234,469	(34,119)	280,000	11,412
Hall of Flowers	289,651	124,685	(164,966)	295,000	5,349
Exhibits	153,387	162,837	9,451	192,300	38,913
Commerical/Concessions Exhibits	2,157	2,796	639	5,000	2,843
Racing	622,015	506,160	(115,855)	548,250	(73,765)
Attractions	671,040	630,324	(40,717)	696,000	24,960
Miscellaneous	3,979	2,442	(1,537)	5,300	1,321
VIP Tent	28,306	25,179	(3,127)	33,000	4,694
RV Park - Fair - Contract Services	57,316	74,584	17,268	94,500	37,184
<b>Total Expense</b>	<b>4,017,129</b>	<b>3,314,305</b>	<b>(702,824)</b>	<b>4,141,493</b>	<b>124,365</b>
<b>Fair Income/(Loss)</b>	<b>3,404,538</b>	<b>2,981,940</b>	<b>422,598</b>	<b>2,890,563</b>	<b>513,975</b>

**Sonoma County Fair & Exposition, Inc**  
**Interim Income Statement**
**DRAFT - UNAUDITED**

	9/30/2023 Actual YTD	9/30/2022 Prior Year YTD	Variance	9/30/2023 Budget YTD	Variance
<b>Revenue</b>					
Long Term Rentals	96,007	89,454	6,553	94,962	1,045
Building Rental	226,249	284,067	(57,819)	305,023	(78,774)
Facility Rental	531,169	611,519	(80,350)	435,900	95,269
Equipment Rental	122,761	98,323	24,438	89,366	33,395
Trailer & RV	761,450	1,173,559	(412,109)	1,169,107	(407,657)
Interim Parking	209,246	157,967	51,280	217,051	(7,805)
Insurance/Costs Reimbursed	61,924	22,397	39,527	2,590	59,334
Security Reimbursed	101,731	159,755	(58,023)	133,134	(31,403)
Food & Other Concessions	115,380	109,102	6,278	162,774	(47,394)
Alcohol Concessions	266,869	251,865	15,004	315,883	(49,014)
Other Interim Revenue	93,481	94,106	(625)	98,510	(5,029)
<b>Total Revenue</b>	<b>2,586,267</b>	<b>3,052,114</b>	<b>(465,847)</b>	<b>3,024,300</b>	<b>(438,033)</b>
<b>Expense</b>					
Int Wages & Benefits	863,715	681,010	(182,706)	926,489	62,774
Int Parking Wages & Benefits	101,446	77,863	(23,583)	64,721	(36,725)
<b>Total Wages &amp; Benefits</b>	<b>965,161</b>	<b>758,872</b>	<b>(206,288)</b>	<b>991,209</b>	<b>26,048</b>
Contract Services-Interim	14,846	7,551	(7,295)	8,000	(6,846)
Contract Services-RV Park	1,306	34,757	33,451	1,031	(275)
Straw Removal				-	
Security		2,765	2,765	4,500	4,500
Supplies & Equipment	10,073	28,753	18,680	6,114	(3,959)
RV Park Utilities	182,437	165,372	(17,065)	155,500	(26,937)
RV Park Advertising	5,412	4,886	(526)	3,495	(1,917)
Miscellaneous RV Parking				-	
RV Supplies & Equipment	5,076	2,251	(2,824)	21,720	16,644
Interim Advertising				3,100	3,100
Business Partner Incentive				-	
Insurance/Costs Reimbursed	3,227	1,749	(1,478)	2,499	(728)
Security Costs Reimbursed	97,683	132,490	34,806	214,628	116,945
Equipment Rental	4,319	4,978	659	1,475	(2,844)
CalTrans Median Strip Rent	10,340	11,000	660	11,000	660
Special Repairs & Equipment				188	188
<b>Total Expense</b>	<b>1,299,880</b>	<b>1,155,423</b>	<b>(144,457)</b>	<b>1,424,459</b>	<b>124,580</b>
<b>Interim Income/(Loss)</b>	<b>1,286,387</b>	<b>1,896,691</b>	<b>(610,303)</b>	<b>1,599,841</b>	<b>(313,453)</b>

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

**DRAFT - UNAUDITED**

	<b>9/30/2023</b>	<b>9/30/2022</b>		<b>9/30/2023</b>	
	<b>Actual</b>	<b>Prior Year</b>	<b>Variance</b>	<b>Budget</b>	<b>Variance</b>
	<b>YTD</b>	<b>YTD</b>		<b>YTD</b>	
<b>Revenue</b>					
Admissions				-	
Turf Club				-	
Commissions				49,500	(49,500)
Programs/Other				-	
Race Forms, etc				15,000	(15,000)
Concessions				-	
Costs Recovered				-	
Prior Year Costs Recovered				-	
Interim Rental	600	72,000	(71,400)	-	600
ATM Fees				-	
Interim Concessions				-	
<b>Total Jockey Club Revenues</b>	<b>600</b>	<b>72,000</b>	<b>(71,400)</b>	<b>64,500</b>	<b>(63,900)</b>
<b>Expense</b>					
Wages & Benefits	986		(986)	37,035	36,050
Contract Services	4,809	8,577	3,768	14,773	9,964
Supplies & Expense	7,684	7,865	181	63,500	55,816
Utilities	13,353	18,427	5,074	17,000	3,647
Cost of Periodicals				12,000	12,000
Garbage				1,000	1,000
Advertising & Marketing				1,000	1,000
<b>Total Jockey Club Expenses</b>	<b>26,832</b>	<b>34,868</b>	<b>8,036</b>	<b>146,308</b>	<b>119,476</b>
<b>Jockey Club Income/(Loss)</b>	<b>(26,232)</b>	<b>37,132</b>	<b>(63,364)</b>	<b>(81,808)</b>	<b>55,576</b>

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

**DRAFT - UNAUDITED**

	<b>9/30/2023</b>	<b>9/30/2022</b>		<b>9/30/2023</b>	
	<b>Actual</b>	<b>Prior Year</b>	<b>Variance</b>	<b>Budget</b>	<b>Variance</b>
	<b>YTD</b>	<b>YTD</b>		<b>YTD</b>	
Cost Recovered Harvest Fair	0	0	0	-	0
Total Revenue	0	0	0	0	0
<b>Expense</b>					
Admin Wages and Benefits	0	0	0	-	0
Publicity Wages and Benefits	0	0	0	-	0
Maintenance Wages and Benefits	0	0	0	-	0
Interim Wages and Benefits	25	264	239	-	(25)
Exhibits Wages and Benefits	0	0	0	-	0
Attendance Wages and Benefits	214	2,365	2,151	-	(214)
Attractions Wages and Benefits	0	0	0	-	0
Miscellaneous	0	0	0	-	0
<b>Total Expenses</b>	<b>239</b>	<b>2,629</b>	<b>2,390</b>	<b>0</b>	<b>(239)</b>
<b>Harvest Fair Income(Loss)</b>	<b>(239)</b>	<b>(2,629)</b>	<b>2,390</b>	<b>0</b>	<b>(239)</b>

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

**DRAFT - UNAUDITED**

	<b>9/30/2023</b>	<b>9/30/2022</b>		<b>9/30/2023</b>	
	<b>Actual</b>	<b>Prior Year</b>		<b>Budget</b>	
<b>Expense</b>	<b>YTD</b>	<b>YTD</b>	<b>Variance</b>	<b>YTD</b>	<b>Variance</b>
Wages & Benefits-Admin	659,137	521,605	(137,533)	750,908	91,770
Contract Services-Admin	120,132	130,359	10,227	129,330	9,198
County Indirect Services	122,400	90,000	(32,400)	123,300	900
Legal	9,896	16,920	7,024	18,720	8,824
Office Expense-Admin	84,076	144,873	60,797	123,425	39,349
Postage & Telephone	30,687	27,543	(3,144)	34,353	3,666
Director's Expense & Travel	17,996	11,808	(6,188)	16,470	(1,526)
Donations				-	
Insurance	122,400	67,500	(54,900)	112,500	(9,900)
Audit Fee	23,070	26,250	3,180	21,510	(1,560)
Bad Debt and Cash Short/Over	2,326	1,354	(972)	-	(2,326)
<b>Administration Expenses</b>	<b>1,192,120</b>	<b>1,038,210</b>	<b>(153,909)</b>	<b>1,330,516</b>	<b>138,396</b>
Wages & Benefits-Maint	1,655,599	1,171,513	(484,085)	1,891,203	235,604
Contract Services-Maint	224,587	149,453	(75,134)	126,000	(98,587)
Equipment Rental-Maint	33,655	29,601	(4,055)	34,400	745
Utilities	331,514	268,850	(62,664)	310,180	(21,334)
Utilities - Harvest Fair(Reimbursed)				-	
Trash Removal	103,151	53,177	(49,974)	93,800	(9,351)
Maintenance Supplies	257,918	257,559	(359)	301,080	43,162
Repairs & Maintenance	10,619	11,893	1,274	37,500	26,881
Equipment Repairs	58,393	63,892	5,499	63,700	5,307
<b>Maintenance Expenses</b>	<b>2,675,436</b>	<b>2,005,939</b>	<b>(669,497)</b>	<b>2,857,863</b>	<b>182,427</b>
<b>General &amp; Administrative Expenses</b>	<b>3,867,556</b>	<b>3,044,150</b>	<b>(823,407)</b>	<b>4,188,379</b>	<b>320,823</b>

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

DRAFT - UNAUDITED

	9/30/2023 Actual YTD	9/30/2022 Prior Year YTD	Variance	9/30/2023 Budget YTD	Variance
<b>Permanent Salaries</b>					
Fair	173,767	90,595	(83,172)	148,269	(25,498)
Interim	450,484	343,734	(106,749)	421,952	(28,532)
Jockey Club				14,616	14,616
Golf Course				-	
Administration	383,858	289,129	(94,729)	397,500	13,642
Maintenance	714,146	427,880	(286,266)	717,722	3,575
<b>Total Permanent Salaries</b>	<b>1,722,255</b>	<b>1,151,339</b>	<b>(570,916)</b>	<b>1,700,058</b>	<b>(22,196)</b>
<b>Temporary Salaries</b>					
Fair	720,553	755,858	35,305	861,459	140,906
Interim	180,292	129,270	(51,022)	193,891	13,599
Jockey Club				9,152	9,152
Golf Course				-	
Administration	24,701	14,307	(10,394)	15,000	(9,701)
Maintenance	204,245	274,894	70,650	352,105	147,860
<b>Total Temporary Salaries</b>	<b>1,129,790</b>	<b>1,174,329</b>	<b>44,539</b>	<b>1,431,607</b>	<b>301,817</b>
<b>Health Benefits</b>					
Fair	51,107	28,766	(22,341)	48,601	(2,506)
Interim	79,294	52,374	(26,920)	107,500	28,206
Jockey Club				3,300	3,300
Golf Course				-	
Administration	55,245	36,203	(19,043)	77,082	21,836
Maintenance	157,879	100,553	(57,326)	188,446	30,567
<b>Total Health Benefits</b>	<b>343,525</b>	<b>217,896</b>	<b>(125,630)</b>	<b>424,929</b>	<b>81,404</b>
<b>FICA, Medicare &amp; Workers Comp</b>					
Fair	97,329	93,832	(3,497)	113,065	15,736
Interim	73,396	59,927	(13,469)	63,988	(9,408)
Jockey Club	986		(986)	2,588	1,602
Golf Course				-	
Administration	40,282	31,020	(9,261)	51,716	11,434
Maintenance	294,304	165,953	(128,351)	321,052	26,748
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>506,296</b>	<b>350,733</b>	<b>(155,563)</b>	<b>552,409</b>	<b>46,113</b>
<b>Retirement, UI, Other</b>					
Fair	98,904	79,054	(19,851)	108,749	9,845
Interim	180,593	167,740	(12,853)	203,879	23,286
Jockey Club				7,379	7,379
Golf Course				-	
Administration	155,051	150,945	(4,106)	209,610	54,558
Maintenance	284,865	202,233	(82,632)	311,879	27,014
<b>Total Retirement &amp; Other Benefits</b>	<b>719,414</b>	<b>599,972</b>	<b>(119,442)</b>	<b>841,496</b>	<b>122,082</b>
<b>TOTAL</b>	<b>4,421,280</b>	<b>3,494,268</b>	<b>(927,012)</b>	<b>4,950,499</b>	<b>529,219</b>
<b>TOTAL BY DEPT</b>					
Fair	1,141,659	1,048,104	(93,555)	1,280,143	138,484
Interim	964,059	753,046	(211,013)	991,209	27,150
Jockey Club	986		(986)	37,035	36,050
Golf Course					
Administration	659,137	521,605	(137,533)	750,908	91,770
Maintenance	1,655,439	1,171,513	(483,925)	1,891,203	235,764
<b>TOTAL ALL DEPARTMENTS</b>	<b>4,421,280</b>	<b>3,494,268</b>	<b>(927,012)</b>	<b>4,950,499</b>	<b>529,219</b>



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

	Actual YTD	Prior Year YTD	Variance	Budget YTD
<b>Salaries</b>				
Fair				
Hall of Flowers	84,438	81,662	(2,776)	76,000
Publicity	356	55	(301)	10,000
Parking	94,603	82,242	(12,361)	111,563
Admissions	62,734	56,204	(6,530)	69,246
Exhibits - Temp	156,589	152,285	(4,304)	182,000
Exhibits - Perm	173,767	90,595	(83,172)	148,269
Attractions	37,602	23,690	(13,912)	34,750
Concessions Auditor	4,898	2,263	(2,636)	9,500
Racing	279,119	355,215	76,096	368,400
<b>Total Salaries</b>	<b>894,106</b>	<b>844,210</b>	<b>(49,896)</b>	<b>1,009,728</b>
<b>Health Benefits</b>				
Fair				
Exhibits - Perm	21,889	8,917	(12,971)	27,601
Racing	29,218	19,849	(9,369)	21,000
<b>Total Health Benefits</b>	<b>51,107</b>	<b>28,766</b>	<b>(22,341)</b>	<b>48,601</b>
<b>FICA, Medicare &amp; Workers Comp</b>				
Fair				
Hall of Flowers	9,943	9,824	(119)	9,234
Publicity	42	7	(35)	1,215
Parking	11,140	9,665	(1,475)	13,555
Admissions	7,912	6,783	(1,129)	9,264
Exhibits	36,817	27,548	(9,269)	36,975
Attractions	3,990	2,826	(1,164)	4,222
Racing	27,485	37,181	9,695	38,600
<b>Total Workers Comp &amp; Payroll Taxes</b>	<b>97,329</b>	<b>93,832</b>	<b>(3,497)</b>	<b>113,065</b>
<b>TOTAL</b>	<b>1,042,541</b>	<b>966,808</b>	<b>(75,733)</b>	<b>1,171,394</b>
<b>Retirement, UI, Other</b>				
Fair				
Hall of Flowers	2,858	3,197	339	4,712
Publicity	22	3	(19)	620
Parking	4,243	3,681	(562)	6,917
Admissions	6,577	5,021	(1,557)	6,882
Exhibits - Perm	60,197	40,379	(19,819)	61,618
Attractions				-
Racing	25,006	26,772	1,767	28,000
<b>Total Retirement &amp; Other Benefits</b>	<b>98,904</b>	<b>79,054</b>	<b>(19,851)</b>	<b>108,749</b>



Attachment #3

Open Invoices over 30 dpd with Aging Group

as of 10/17/23

Invoice #	Invoice Date	Due Date	Bill-To Account	Event	Amount Due	Aging Group	NOTES
55161	12/12/21	01/11/22	Skyline Entertainment	Skyline Entertainment-MEXICAN DANCE (1,500-2,500)	4,236.13	Over 120	In Collections
56711	08/31/22	09/30/22	Trione Vineyards, LLC	2022 Sonoma County Fair	500.00	Over 120	
56874	08/31/22	09/30/22	Bula Pies Fiji	2022 Sonoma County Fair	1,806.90	Over 120	
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	In Collections
58016	02/01/23	03/01/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,655.39	Over 120	In Collections
58136	03/31/23	04/30/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,680.22	Over 120	In Collections
58425	04/30/23	06/21/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,555.42	91-120	In Collections
58426	05/31/23	06/30/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,578.75	91-120	In Collections
58427	06/30/23	07/30/23	EC Events, LLC	EC Events, LLC-EMERALD CUP HARVEST BALL (10,000)	1,602.43	61-90	In Collections
58407	05/31/23	06/30/23	County of Sonoma Emergency Manag	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark	39,000.00	91-120	resent invoice, 10/10, expect by 10/31
58700	06/30/23	09/01/23	County of Sonoma Emergency Manag	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark	39,000.00	31-60	was invoiced late, expect by 10/31
58701	07/31/23	09/01/23	County of Sonoma Emergency Manag	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark	39,000.00	31-60	was invoiced late, expect by 10/31
59151	08/31/23	09/30/23	County of Sonoma Emergency Manag	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark	39,000.00	1-30	expect by 10/31
59942	09/30/23	10/30/23	County of Sonoma Emergency Manag	County of Sonoma Emergency Management-COVID-19 D-Lot Trailers/Ballpark	39,000.00	Current	expect by 10/31
58533	07/03/23	08/02/23	Cheveto Mobile Window Tinting	Cheveto Mobile Window Tinting-CARMART VENDOR (January 1 - December 31 2023)	500.00	61-90	
58617	07/31/23	08/30/23	County of Sonoma Human Resources	County of Sonoma Human Resources Dept. (Eligibility Specialist- Written Exam) (VETS)	595.00	31-60	
58686	07/31/23	08/31/23	Northern California Motorcycle Traini	SRMT (MY2023-2025)	428.00	31-60	
58691	07/31/23	08/31/23	Northern California Motorcycle Traini	SRMT (MY2023-2025)	642.00	31-60	
58692	07/31/23	08/31/23	Northern California Motorcycle Traini	SRMT (MY2023-2025)	550.00	31-60	
58693	07/31/23	08/31/23	Northern California Motorcycle Traini	SRMT (MY2023-2025)	250.00	31-60	
58694	07/31/23	08/31/23	Northern California Motorcycle Traini	SRMT (MY2023-2025)	428.00	31-60	
58599	07/31/23	08/30/23	So Co Orchid Society (VETS)	So Co Orchid Society (2nd Tuesday Monthly Meeting) (VETS)	165.00	31-60	
58587	07/31/23	08/30/23	Sonoma County Vet Connect (VET)	Sonoma County Vet Connect (VET)	55.00	31-60	
58290	05/19/23	06/18/23	Spectra by Comcast Spectacor	Sonoma County Roller Derby (500)	272.43	Over 120	
58543	06/30/23	07/30/23	Spectra by Comcast Spectacor	Xiochil Entertainment-Outside Concert (CL-950)	83.13	61-90	
58683	06/30/23	08/31/23	Spectra by Comcast Spectacor	Impact Ent., Sports & Event Marketing, LLC - Country Summer (12,000/day)	352.99	31-60	
58526	06/30/23	07/30/23	Wine Competitions Management & Pi	Wine Competitions Management & Productions-Annual Storage & Experience Rose & Int'l Wc	4,105.00	61-90	
58525	07/01/23	07/31/23	Wine Competitions Management & Pi	Wine Competitions Management & Productions-Annual Storage & Experience Rose & Int'l Wc	600.00	61-90	
					319,000.99		

\*excludes open credits

\*excludes 2023 Fair invoices

\*excludes other current and under 30 open invoices