

2024 PROPOSED BUDGET

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

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected* Year End 2023	Annual Budget 2024
Operating Revenue							
Fair (less JLA)	6,092,952	1,017,617	3,439,478	6,375,618	7,032,056	7,403,255	8,133,063
Interim	4,311,599	2,783,564	3,525,370	4,165,479	4,176,957	3,779,097	3,327,005
Golf Course	-	-	-	-	-	-	-
Satellite Wagering	373,881	265,756	230,061	72,000	130,000	44,600	-
Harvest Fair	56,900	15,386	15,632	54,477	54,186	37,723	39,200
Miscellaneous Non-Fair	57,169	637,906	2,325,311	660,976	46,000	126,168	56,000
Prior Year Revenue Adjustments	51,717	154,284	85,005	99,310	-	37,413	-
Total Operating Revenue	10,944,217	4,874,513	9,620,857	11,427,860	11,439,199	11,428,256	11,555,268
Operating Expense							
Fair	3,701,096	1,003,305	1,621,797	3,827,590	4,302,641	4,262,543	4,481,900
Interim	1,832,184	1,133,620	1,487,932	1,746,748	1,899,340	1,762,857	1,689,001
Golf Course	-	-	-	-	-	-	-
Maintenance	2,671,171	1,726,060	1,574,975	2,805,581	3,680,286	3,374,664	3,579,667
Administration	1,482,645	858,600	679,521	1,064,594	1,720,580	1,704,554	1,773,164
Satellite Wagering	338,265	104,793	28,555	43,094	229,014	82,882	56,210
Harvest Fair	57,120	78	(75)	54,477	54,186	37,723	39,200
Prior Year Expense Adjustments	23,924	30,465	(46,999)	-	-	116,216	-
Gain or Loss on Sale of Assets	-	-	-	762	-	-	-
Other - Interest Expense	-	6,387	489	4,893	-	-	-
Total Operating Expense	10,106,404	4,863,308	5,346,195	9,547,738	11,886,047	11,341,439	11,619,142
Operating Income (Loss)	837,813	11,204	4,274,662	1,880,122	(446,847)	86,817	(63,874)
Capital Contributions	125,569	367,515	204,759	192,371	750,000	663,274	-
Scholarships	-	8,250	4,900	22,990	-	11,400	-
Other Revenue (Net)	243	-	-	-	-	-	-
Net Income (Loss) Not Incl Depreciation	963,624	386,969	4,484,321	2,095,483	303,153	761,492	(63,874)

2024 PROPOSED BUDGET

**Sonoma County Fair & Exposition, Inc
Revenue Summary**

Budget Worksheet								
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
	Fair Revenue							
41000	Admissions	1,564,915	-	799,345	1,819,700	2,148,786	2,180,693	2,295,332
41500	Commercial Space	355,784	-	92,155	207,665	225,000	324,126	325,500
42000	Carnival	712,319	-	532,387	802,972	800,000	820,814	821,000
42000	Concessions	1,180,790	31,899	478,312	1,371,788	1,420,000	1,422,294	1,470,000
43000	Exhibits	81,233	19,660	144,342	71,114	93,750	120,668	106,735
45000	Racing	1,071,393	950,892	1,062,844	1,120,845	1,077,600	1,076,500	1,296,900
46000	Attractions	185,442	-	-	185,420	226,920	227,575	423,661
47000	VIP Tent	28,560	-	-	25,360	33,000	28,137	-
47000	Sponsorships	385,693	15,166	130,720	332,920	392,000	432,042	510,000
47000	Parking	438,536	-	193,182	377,922	539,000	704,099	812,935
47000	Miscellaneous	88,288	-	6,190	59,913	76,000	66,307	71,000
	Total Fair	6,092,952	1,017,617	3,439,478	6,375,618	7,032,056	7,403,255	8,133,063
	Interim Revenue							
	Building Rental	695,028	360,571	627,991	600,237	677,732	641,756	773,989
	Facility Rental	532,946	868,247	636,506	776,513	608,182	725,412	229,418
	Long Term Rentals	55,754	40,902	92,492	121,196	126,286	127,139	126,802
	RV Park	1,612,782	1,374,674	1,492,912	1,511,995	1,582,294	1,138,111	1,096,880
	Equipment Rental	193,962	47,770	52,899	136,025	217,206	154,488	142,783
	Parking Revenues	350,845	37,491	87,188	251,452	292,786	305,191	360,162
	Utility Reimbursement	3,411	2,588	742	911	-	2,091	1,896
	Costs Recovered	76,185	22,190	234,071	55,780	700	61,293	67,291
	Concessions	480,638	20,191	107,241	410,996	537,581	458,919	418,918
	Other Revenues	310,049	8,941	193,328	300,376	134,190	164,696	108,866
48000	Total Interim	4,311,599	2,783,564	3,525,370	4,165,479	4,176,957	3,779,097	3,327,005
	Operating Revenue							
	Golf Course							
45005	Satellite Wagering	373,881	265,756	230,061	72,000	130,000	44,600	-
47005	Harvest Fair	56,900	15,386	15,632	54,477	54,186	37,723	39,200
47005	Miscellaneous Non-Fair	57,169	637,906	2,325,311	660,976	46,000	126,168	56,000
49000	Prior Year Revenue Adjustments	51,717	154,284	85,005	99,310	-	37,413	-
	Total Operating Revenue	10,944,217	4,874,513	9,620,857	11,427,860	11,439,199	11,428,256	11,555,268

2024 PROPOSED BUDGET

**Sonoma County Fair & Exposition, Inc
Revenue Summary**

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Capital Contribution	125,569	367,515	204,759	192,371	750,000	663,274	-
Total Revenue	11,069,786	5,242,028	9,825,616	11,620,231	12,189,199	12,091,531	11,555,268

2024 PROPOSED BUDGET

**Sonoma County Fair & Exposition, Inc
Expense Summary**

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Fair Expense							
Publicity	343,802	17,944	67,586	256,624	287,335	338,711	307,350
Attendance	400,690	3,893	312,046	487,511	526,737	557,716	544,554
Premiums	261,017	728	9,171	237,309	280,000	268,828	282,000
Hall of Flowers	199,081	12,000	-	219,368	384,946	386,890	227,320
Exhibits	557,760	243,200	259,071	621,849	752,011	697,010	721,874
Miscellaneous Fair	190,772	14,152	77,073	242,478	278,535	221,220	245,399
Racing	1,080,582	710,589	836,281	1,083,617	1,054,150	1,059,236	1,360,130
Attractions	667,392	798	60,571	678,833	738,927	732,933	793,273
Total Fair	3,701,096	1,003,305	1,621,797	3,827,590	4,302,641	4,262,543	4,481,900
Interim	1,832,184	1,133,620	1,487,932	1,746,748	1,899,340	1,762,857	1,689,001
Golf Course							
Satellite Wagering	338,265	104,793	28,555	43,094	229,014	82,882	56,210
Harvest Fair	57,120	78	(75)	54,477	54,186	37,723	39,200
Maintenance	2,671,171	1,726,060	1,574,975	2,805,581	3,680,286	3,374,664	3,579,667
Administration	1,482,645	858,600	679,521	1,064,594	1,720,580	1,704,554	1,773,164
Total Operating Expense	10,082,481	4,826,456	5,392,705	9,542,083	11,886,047	11,225,223	11,619,142

2024 PROPOSED BUDGET

Sonoma County Fair

Fair Revenues (Racing On Racing Page)

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Admissions Revenue							
Fair Admission - Full Price							
41010-30-10 Fair Admission	1,163,998	-	798,895	1,411,570	1,633,362	1,702,596	1,734,461
Total Fair Admissions - Full Price	1,163,998	-	798,895	1,411,570	1,633,362	1,702,596	1,734,461
Fair Admission - Discount							
41011-30-10 Admissions Prior Year	-	-	-	-	-	-	-
41020-30-10 Discounted Fair Admissions	400,917	-	450	408,130	515,424	478,097	560,871
41021-30-10 Discount Racing Patrons	-	-	-	-	-	-	-
Total Fair Admissions - Discount	400,917	-	450	408,130	515,424	478,097	560,871
Total Fair Admissions Revenue	1,564,915	-	799,345	1,819,700	2,148,786	2,180,693	2,295,332
Commercial Space Revenue							
41500-50-10 Indoor Commercial Space	253,545	-	65,625	119,540	120,000	233,652	235,000
41600-50-10 Outside Commercial Space	102,239	-	26,530	88,125	105,000	90,474	90,500
Total Commercial Space	355,784	-	92,155	207,665	225,000	324,126	325,500
Carnival Revenue							
42100-50-10 Carnival Revenue	712,319	-	532,387	802,972	800,000	820,814	821,000
Food Concession Revenue							
42200-50-10 Food Concessions	601,684	31,899	320,021	660,364	670,000	715,231	720,000
42210-50-10 Food Voucher Concessions	(280)	-	-	-	-	-	-
Total Food Concession Revenue	601,404	31,899	320,021	660,364	670,000	715,231	720,000
Alcohol Concessions							
42300-50-10 Alcohol Concessions	551,050	-	100,000	690,708	730,000	685,387	730,000
42400-50-10 Other Concessions	28,336	-	58,291	20,717	20,000	21,676	20,000
Total Alcohol Concessions	579,386	-	158,291	711,425	750,000	707,063	750,000
<i>Total Food and Alcohol Concessions</i>	<i>1,180,790</i>	<i>31,899</i>	<i>478,312</i>	<i>1,371,788</i>	<i>1,420,000</i>	<i>1,422,294</i>	<i>1,470,000</i>
Total Admissions Revenue	3,813,807	31,899	1,902,200	4,202,125	4,593,786	4,747,927	4,911,832
Exhibits Revenue							
43100-50-10 Entry Fees	48,259	-	9,205	41,398	41,000	44,215	43,135
Donated & Sponsored Awards							
43300-50-10 Sponsored Awards	20,765	10,060	115,000	5,545	20,000	21,361	21,500
46510-50-10 Friends of Fair	-	-	-	-	-	-	-
47815-50-10 Exhibits Sponsorships	-	-	-	-	10,000	18,000	8,000
Total Donated & Sponsored Awards	20,765	10,060	115,000	5,545	30,000	39,361	29,500

2024 PROPOSED BUDGET

Sonoma County Fair

Fair Revenues (Racing On Racing Page)

Budget Worksheet		Actual	Actual	Actual	Actual	Adopted	Projected	Annual
		YTD	YTD	YTD	YTD	Budget	Year End	Budget
G/L #		2019	2020	2021	2022	2023	2023	2024
Other								
46500-50-10	Flower Show Preview Tickets	11,385	9,600	20,137	15,508	14,000	22,900	20,000
43400-50-10	Rodeo Queen	-	-	-	3,550	3,550	3,300	3,300
47601-50-10	Sale of Birds and Small Animals	-	-	-	-	-	-	-
47602-50-10	Other Exhibits Rev-milk sales/golf carts	-	-	-	1,000	1,000	9,300	9,300
47700-51-10	Art Sale Commissions	824	-	-	4,113	4,200	1,591	1,500
	Total Other	12,209	9,600	20,137	24,171	22,750	37,091	34,100
	Total Exhibits Revenue	81,233	19,660	144,342	71,114	93,750	120,668	106,735
Attractions/Admissions Revenue								
46100-80-10	Rodeo	-	-	-	-	-	-	-
46160-80-10	Destruction Derby	-	-	-	-	-	-	-
46150-80-10	Chris Beck Paid Shows	148,312	-	-	174,425	206,920	211,365	223,661
47822-80-10	Community Stage Food & Beverage	-	-	-	-	-	-	-
47821-80-10	Other Attractions Revenue	37,130	-	-	10,395	20,000	16,211	200,000
	Total Attractions	185,442	-	-	184,820	226,920	227,575	423,661
Other Revenue								
47200-50-10	Novelties	-	-	-	-	-	-	-
48810-80-10	Cost Recovered - Attractions	-	-	-	600	-	-	-
	Total Attr/Admiss Revenue	185,442	-	-	185,420	226,920	227,575	423,661
Parking Revenue								
47110-30-10	Fair Parking	421,416	-	190,758	365,032	527,000	689,959	798,865
47111-30-10	Vets Lot Parking	-	-	-	-	-	-	-
47120-30-10	Fair Preferred Parking	8,100	-	-	6,750	6,000	6,570	6,570
47130-30-10	Fair Exhibitor Credential Parking	9,020	-	2,424	6,140	6,000	7,570	7,500
	Total Parking Revenue	438,536	-	193,182	377,922	539,000	704,099	812,935
VIP Revenue								
47825-90-10	VIP Tent	28,560	-	-	25,360	33,000	28,137	-
Sponsorship Revenue								
46400-80-10	Rodeo Sponsorship	-	-	-	-	-	-	-
47800-90-10	Sponsorships Revenue	385,688	15,166	130,720	319,920	387,000	432,042	500,000
47810-90-10	County Exhibit Sponsorships	-	-	-	-	-	-	-

2024 PROPOSED BUDGET

Sonoma County Fair

Fair Revenues (Racing On Racing Page)

Budget Worksheet								
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
47813-51-10	Sustainable Sponsorships	-	-	-	-	-	-	-
47813-90-10	Sustainable Exhibit Sponsorships	-	-	-	-	-	-	-
47820-80/90-10	Farmer's Day Sponsorships	5	-	-	13,000	5,000	-	10,000
	Total Sponsorship Revenue	385,693	15,166	130,720	332,920	392,000	432,042	510,000
	Miscellaneous Fair Revenue							
46330-80-10	Fair Merchandise	750	-	-	-	-	-	-
	Other Fair Revenue							
47500-20-10	Advertising Revenues	5,000	-	-	-	5,000	10,000	-
47710-90-10	Golf Cart Fees	3,500	-	1,625	1,000	3,000	1,153	1,000
47700-90-10	Fair Special Events	15,527	-	-	19,561	25,000	20,660	20,000
48520-10-10	Other (Insurance Reimbursement)	2,885	-	990	1,795	-	2,080	2,000
	Total Other	26,912	-	2,615	22,356	33,000	33,892	23,000
	RV & Fees Revenue							
48240-10-10	Trailer & RV Parking Fees	47,530	-	1,645	36,000	40,000	32,415	33,000
47823-80-10	Ticket Convenience Fees	-	-	-	-	-	-	15,000
48880-10-10	ATM Fees Earned Fairtime	13,096	-	1,930	1,557	3,000	-	-
	Total Miscellaneous Fair Revenue	88,288	-	6,190	59,913	76,000	66,307	71,000
	Total Fair Revenue	5,021,558	66,725	2,376,634	5,254,773	5,954,456	6,326,755	6,836,163
	Total Racing Revenue	1,071,393	950,892	1,062,844	1,120,845	1,077,600	1,076,500	1,296,900
	Total Fair Revenue Including Racing Revenue	6,092,952	1,017,617	3,439,478	6,375,618	7,032,056	7,403,255	8,133,063

2024 PROPOSED BUDGET
Sonoma County Fair
Publicity Expense

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Publicity Wages & Benefits							
Salaries & Wages - Temporary							
50013-20-10	Salaries & Wages Temp. - Overtime	2,773	-	-	-	-	-
50020-20-10	Salaries & Wages Temporary	35,866	4,026	-	55	10,000	356
	Total Salaries & Wages - Temporary:	38,639	4,026	-	55	10,000	356
Payroll Taxes							
55000-20-10	FICA/Medicare	2,996	308	-	4	765	27
55070-20-10	Unemployment Insurance Publicity	699	250	-	3	620	22
	Total Payroll Taxes	3,695	558	-	8	1,385	49
Employee Benefits - Employer's Share							
55080-20-10	Sick Pay - Temporary	528	-	-	-	-	-
Worker's Compensation Insurance							
55020-20-10	Workers Comp Insurance	1,616	166	-	2	450	15
	Total Wages & Benefits	44,477	4,750	-	65	11,835	420
Professional Services (Contractual)							
56000-20-10	Contract Services - Puplicity	3,338	3,000	4,088	9,850	18,000	1,850
56001-20-10	Contract Services - Publicity TT	-	-	-	-	-	-
65060-20-10	Agency Services-Graphics	-	-	-	-	-	-
	Total Professional Contract Services	3,338	3,000	4,088	9,850	18,000	1,850
Supplies and Expense							
62010-20-10	Postage	-	-	-	-	-	-
62030-20-10	Supplies - Publicity	2,577	560	1,615	6,683	9,000	5,287
62031-20-10	Office Supplies	-	-	-	-	-	-
62034-20-10	Supplies - Publicity	5,970	636	876	4,574	-	2,024
65065-20-10	Sponsorship Expenses	8,505	625	220	13,473	5,000	90,121
73030-20-10	Special Repairs & Equipment	-	-	-	-	-	-
	Total Supplies & Expense	17,053	1,821	2,711	24,730	14,000	97,432
Advertising							
62032-20-10	Advertising - Funbook	2,641	-	-	-	-	-
65010-20-10	Media - Radio	45,016	-	12,307	27,355	21,000	15,691
65015-20-10	Media - Television	-	-	-	-	-	-
65020-20-10	Media - Print	35,500	550	12,848	8,608	11,000	5,035
65025-20-10	Media - Outdoor	16,334	-	8,545	23,198	24,000	25,239

2024 PROPOSED BUDGET
Sonoma County Fair
Publicity Expense

Budget Worksheet		Actual	Actual	Actual	Actual	Adopted	Projected	Annual
		YTD	YTD	YTD	YTD	Budget	Year End	Budget
G/L #		2019	2020	2021	2022	2023	2023	2024
65030-20-10	Multi-Media Advertising	33,933	5,992	18,867	59,652	62,000	66,114	72,000
65035-20-10	Public Relations	-	-	-	-	-	-	-
65040-20-10	Media - Production	7,100	-	150	6,200	8,000	2,280	8,000
65050-20-10	Poster Art & Production	517	-	-	436	500	-	500
65055-20-10	Schedule of Events	4,086	-	1,765	3,418	4,000	-	4,000
65075-20-10	Newsletter	-	-	-	-	-	-	-
65078-20-10	Pre-Fair Events - Publicity	8,805	-	-	-	-	-	-
65080-20-10	Fair Guide	59,348	-	-	27,845	58,000	77,456	58,000
65085-20-10	Website	12,279	1,826	6,306	16,996	-	6,282	-
	Total Advertising	225,560	8,368	60,787	173,708	188,500	198,097	208,500
	Other VIP Patio - Directors' Room							
65070-20-10	Directors Room	53,375	6	-	48,271	55,000	40,912	55,000
	Total Publicity Expense	343,802	17,944	67,586	256,624	287,335	338,711	307,350

2024 PROPOSED BUDGET
Sonoma County Fair
Attendance Operations Expense

Budget Worksheet								
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024	
Wages and Benefits								
Salaries and Wages - Temporary								
50013-30-10	Sal/Wage Temp. - Overtime Admissions	5,749	-	-	-	9,100	10,912	10,685
50040-30-10	Salaries & Wages - Concession Auditors	3,275	-	5,122	2,263	9,500	4,898	5,000
50070-30-10	Sal/Wage Temp - Admissions	51,229	-	30,204	55,339	57,646	52,581	63,668
	Total Salaries & Wages - Temporary	60,252	-	35,326	57,602	76,246	68,390	79,353
Payroll Taxes								
55000-30-10	Payroll Taxes - FICA/Medi Attendance	4,609	-	2,702	4,407	5,833	5,140	6,070
55070-30-10	Payroll Taxes - UE Ins. Attendance	3,713	-	2,151	3,552	4,727	4,166	4,920
	Total Payroll Taxes	8,323	-	4,853	7,958	10,560	9,306	10,990
Employee Benefits - Employer's Share								
55080-30-10	Sick Pay - Temporary	-	-	-	-	-	-	-
Worker's Compensation Insurance								
55020-30-10	Workers Comp. Ins. - Attendance/Fair	2,485	-	1,457	2,376	3,431	2,772	3,570
55021-30-10	Workers Comp. Ins. - Volunteers	-	-	-	-	-	-	-
	Total Workers Compensation Insurance	2,485	-	1,457	2,376	3,431	2,772	3,570
	Total Wages & Benefits	71,060	-	41,636	67,937	90,237	80,468	93,913
Professional Services (Contractual)								
56000-30-10	Contract Services - Attendance	839	-	15,045	5,245	29,000	6,195	7,000
56020-30-10	Security Service - Fair (Carnival Lot - Police)	95,000	-	105,196	76,305	85,000	104,330	97,300
56021-30-10	Private Security - Fair	153,791	-	89,517	209,375	185,000	236,917	206,200
56022-30-10	Fire Inspection - Fair	5,563	-	5,168	6,250	7,000	6,941	7,500
56023-30-10	First Aid - Fair Attendance	22,066	-	17,367	16,079	19,000	20,439	22,000
56024-30-10	Admissions Services	10,877	-	5,080	9,234	11,000	14,170	16,000
56025-30-10	Other - E-Tix Support/Brinks Truck	3,696	-	4,300	3,150	4,000	5,070	5,500
	Total Professional Services (Contractual)	291,832	-	241,672	325,638	340,000	394,061	361,500
Supplies and Expense								
62030-30-10	Supplies - Attendance	593	20	1,940	26,055	10,000	23,972	13,900
62031-30-10	Employee Tee Shirts/Hats	10,531	-	-	11,908	13,000	11,106	12,220
62032-30-10	Office Supplies Fair Attendance	949	382	110	-	-	-	-
62050-30-10	Tickets & Credentials	9,128	3,491	11,129	5,077	6,500	5,755	9,080

2024 PROPOSED BUDGET
Sonoma County Fair
Attendance Operations Expense

Budget Worksheet		Actual	Actual	Actual	Actual	Adopted	Projected	Annual
		YTD	YTD	YTD	YTD	Budget	Year End	Budget
G/L #		2019	2020	2021	2022	2023	2023	2024
62051-30-10	Signage/Other/Drinking Water	289	-	-	-	6,000	-	3,000
62052-30-10	Tickets & Order Forms	760	-	-	-	1,000	-	1,000
72050-30-10	Equipment Rental - Attendance	6,468	-	8,718	39,651	39,000	42,354	17,561
	Total Supplies and Expense	28,718	3,893	21,897	82,690	75,500	83,187	56,761
	Equipment Rental							
72051-30-10	Light Towers	-	-	-	-	-	-	13,520
72052-30-10	Metal Detectors	9,080	-	6,840	11,246	21,000	-	-
72053-30-10	Golf Carts	-	-	-	-	-	-	10,045
72054-30-10	Tram Tractors	-	-	-	-	-	-	-
73030-30-10	Special Repairs & Equip	-	-	-	-	-	-	8,815
	Total Equipment Rental	9,080	-	6,840	11,246	21,000	-	32,380
	Total Attendance Expense	400,690	3,893	312,046	487,511	526,737	557,716	544,554

2024 PROPOSED BUDGET
Sonoma County Fair
Premium Expense

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Premium Expense							
Cash Awards							
58010-40-10 Cash Awards	127,212	-	1,250	100,274	120,000	104,227	120,000
58010-55-10 Cash Awards - Hall of Flowers	118,900	-	3,600	115,200	140,000	140,550	140,000
Total Cash Awards	246,112	-	4,850	215,474	260,000	244,777	260,000
Sponsored Cash Awards							
58040-40-10 Trophies, Medals, Ribbons	14,905	728	4,321	21,834	20,000	24,051	22,000
Total Sponsored Cash Awards	14,905	728	4,321	21,834	20,000	24,051	22,000
Total Premium Expense	261,017	728	9,171	237,309	280,000	268,828	282,000

2024 PROPOSED BUDGET
Sonoma County Fair
Hall of Flowers Expense

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Hall of Flowers Wages & Taxes							
50013-55-10 Overtime - HOF	495	-	-	-	-	1,630	-
50075-55-10 Hall of Flowers Wages	70,753	-	-	81,662	76,000	82,808	78,000
Total Salaries & Wages - Temporary:	71,248	-	-	81,662	76,000	84,438	78,000
Payroll Taxes							
55000-55-10 FICA/Medicare - HOF	5,450	-	-	6,382	5,814	6,460	5,970
55070-55-10 Unemployment Insurance - HOF	2,787	-	-	3,197	4,712	2,858	4,840
Total Payroll Taxes	8,237	-	-	9,580	10,526	9,318	10,810
Worker's Compensation Insurance							
55020-55-10 Worker's Comp. HOF	2,939	-	-	3,441	3,420	3,483	3,510
Total Hall of Flowers Wages & Benefits:	82,424	-	-	94,683	89,946	97,239	92,320
Hall of Flowers Design							
56090-55-10 HOF Designer Fee	72,000	12,000	-	60,000	75,000	89,950	75,000
Hall of Flowers Contracts							
56095-55-10 HOF Contract Services	-	-	-	-	150,000	146,000	-
Hall of Flowers Materials							
60090-55-10 HOF Materials	44,656	-	-	64,685	70,000	53,701	60,000
Total Hall of Flowers Expense	199,081	12,000	-	219,368	384,946	386,890	227,320

2024 PROPOSED BUDGET
Sonoma County Fair
Exhibits Expense

Budget Worksheet								
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024	
Exhibits Wages & Benefits								
Salaries & Wages - Permanent								
50010-50-10	Salaries & Wages Permanent	124,105	110,851	70,336	98,692	159,224	154,377	182,110
50012-50-10	Sal/Wage Perm. - Overtime	1,622	189	797	7,257	11,594	30,507	6,700
50015-50-10	Sal/Wag Perm. - Paid Leave	11,865	18,177	23,485	15,712	12,867	14,659	14,890
55011-50-10	Sal/Wag Perm. - Cash Allowance	13,414	9,617	5,824	9,911	14,352	9,701	-
	Total Salaries & Wages - Permanent:	151,005	138,834	100,442	131,572	198,037	209,244	203,700
Salaries & Wages - Temporary								
50013-50-10	Salaries & Wages Temporary - Overtime	32,919	198	-	5,054	30,000	31,667	30,000
50020-50-10	Salaries & Wages Temporary	119,750	1,175	4,242	155,836	155,000	129,782	155,000
	Total Salaries & Wages - Temporary:	152,669	1,373	4,242	160,890	185,000	161,449	185,000
Employee Benefits - Employer's Share								
54000-50-10	EE Benefits - ER Share - Accrued Leave	10,355	2,143	(19,666)	35,042	-	14,744	-
55010-50-10	EE Benefits - ER Share - Health Benefits	17,417	13,205	8,592	16,132	55,033	30,177	33,610
55030-50-10	EE Benefits - ER Share - Other Benefits	196	623	3,653	1,737	2,800	1,617	3,100
55080-50-10	Sick Pay - Temporary	-	-	-	-	-	-	-
55040-50-10	EE Benefits - ER Share - Retirement	56,892	48,315	33,420	44,438	64,296	64,810	73,750
	Total Employee Benefits - Employer's Share:	84,860	64,287	26,000	97,348	122,129	111,347	110,460
Payroll Taxes								
55000-50-10	Payroll Taxes - FICA/Medicare Perm.	11,725	10,824	7,741	10,144	14,052	16,380	15,600
55001-50-10	Payroll Taxes - FICA/Medicare Temp.	11,680	105	73	12,601	14,153	13,855	14,150
55070-50-10	Payroll Taxes - UE Ins. Perm.	8,999	85	59	8,533	11,470	10,443	504
55071-50-10	Payroll Taxes - UE Ins. Temp.	34	28	18	37	50	51	11,470
	Total Payroll Taxes	32,437	11,042	7,891	31,315	39,725	40,729	41,724
Worker's Compensation Insurance								
55020-50-10	Workers Comp. Insurance - Permanent	2,229	2,381	1,696	3,239	6,495	5,862	7,160
55021-50-10	Workers Comp. Insurance- Temporary	6,298	57	39	6,564	8,325	7,471	8,330
	Total Workers Compensation Insurance:	8,527	2,438	1,736	9,803	14,820	13,333	15,490
	Total Exhibits Wages & Benefits:	429,498	217,973	140,311	430,928	559,711	536,102	556,374
Judges (Contractual)								
56040-50-10	Judges (Contractual)	27,182	1,545	7,473	31,880	33,000	22,409	25,000

2024 PROPOSED BUDGET
Sonoma County Fair
Exhibits Expense

Budget Worksheet								
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024	
Professional Services - Other (Contractual)								
56080-10-10	Straw Removal	6,188	-	1,730	9,440	9,500	5,130	5,500
56000-50-10	Professional Services - Other (Contractual)	28,458	-	64,063	71,354	75,000	39,714	45,000
	Total Professional Services (Contractual)	34,646	-	65,793	80,794	84,500	44,844	50,500
Supplies & Expense								
60050-50-10	Premium Book	6,202	-	-	-	6,500	7,155	6,500
60060-50-10	Rodeo Queen	420	-	-	1,852	1,900	2,097	2,000
60081-50-10	Birds & Other Small Animal	-	-	-	-	-	-	1,000
60082-50-10	Milk Barn Expense	4,129	-	-	6,901	1,500	3,474	3,000
62030-50-10	Other Supplies	21,959	3,682	15,883	17,349	16,500	15,857	16,500
68040-50-10	Demo Kitchen Expense	-	-	-	-	-	-	-
68050-50-10	Inspiration Station Expense	-	-	-	-	-	-	-
68081-50-10	Friends of Fair Awards	-	-	-	-	-	-	-
68085-50-10	Insurance	-	-	-	-	-	-	-
73030-50-10	Special Repairs & Equipment	-	-	-	-	-	-	-
	Total Supplies & Expense	32,710	3,682	15,883	26,102	26,400	28,583	29,000
Tent and Booth Rental								
72030-50-10	Tent & Booth Rental Exhibits	1,294	-	604	670	1,200	3,050	2,500
Other Equipment Rental								
72050-50-10	Other Equipment Rental	4,276	-	4,058	4,165	4,200	9,511	7,000
Scholarship/Flower Show Preview								
62031-50-10	Supplies-Flower Show Preview	8,477	-	-	7,768	8,000	10,868	6,500
68080-50-10	Scholarships Awarded	12,500	20,000	24,950	16,587	15,000	22,000	20,000
68095-51-10	Licenses & Permits - Sustainable Exhibit	-	-	-	-	-	-	-
	Total Other Scholarship/Flower Show Preview	20,977	20,000	24,950	24,355	23,000	32,868	26,500
Ag Education Exhibit								
60140-50-10	Agriculture Education Exhibit	7,176	-	-	22,955	20,000	26,853	25,000
	Total Exhibits Expense	557,760	243,200	259,071	621,849	752,011	697,010	721,874

2024 PROPOSED BUDGET
Sonoma County Fair
Miscellaneous Fair Expense

Budget Worksheet								
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024	
Wages and Benefits								
Parking Lot - Salaries and Wages - Temporary								
50030-10-10	Parking Wages - Fair Temp	66,380	-	9,163	81,989	93,158	68,443	79,298
50013-10-10	Overtime Parking - Fair Temp	14,470	-	31,025	253	18,405	26,160	29,321
55000-10-10	FICA/Medicare Parking - Fair Temp	6,185	-	3,074	6,272	8,535	7,237	8,310
55070-10-10	UE Insurance Parking - Fair Temp	4,306	-	2,155	3,681	6,917	4,243	6,730
55020-10-10	Workers Comp Parking - Fair Temp	3,335	-	1,658	3,392	5,020	3,902	4,890
	Total Wages & Benefits	94,676	-	47,074	95,588	132,035	109,986	128,549
Sponsorships								
65065-10-10	Sponsorships	-	-	-	-	-	-	-
Cost of Fair Merch/Misc								
62051-10-10	Sign Machine Supplies	3,571	131	-	2,442	3,500	1,272	2,000
66090-80-10	Fair Merchandise	-	-	-	-	-	2,708	-
	Total Cost of Fair Merch/Misc	3,571	131	-	2,442	3,500	3,979	2,000
VIP Tent								
65066-10-10	Other - VIP	16,981	-	-	30,445	33,000	31,434	-
Convenience Fees								
68065-10-10	E-Tix Convenience Fees	-	-	-	-	-	-	-
Fair Misc. - Cattle Drive / Parking Supplies / Other								
67030-10-10	Fair Misc. Cattle Drive / Parking Supplies / Other	1,570	71	-	-	-	-	5,000
Commercial Exhibits & Concessions								
60150-10-10, 6	Commercial Exhibits Expense	11,776	60	4,199	4,756	5,000	4,172	10,850
Vets Lot Parking								
72045-50-10	Parking Site Rental - Fair	-	-	-	-	-	-	-
Fair Special Event								
67040-10-10	Fair Special Event	12,811	-	-	-	-	-	-
Volunteer Coordinator								
56002-10-10	Volunteer Coordinator	-	-	-	-	-	-	-
Contract Services - RV Park - Fair								
56000-10-10	Contract Services - Vendor Coordinator and Auditor	49,387	13,890	25,800	109,247	105,000	71,649	99,000
	Total Misc Fair Expense	190,772	14,152	77,073	242,478	278,535	221,220	245,399

2024 PROPOSED BUDGET
Sonoma County Fair
Racing Revenue & Expense

Budget Worksheet								
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024	
Racing Admissions								
45110-60-10	Lower Box Seats	40,423	-	-	31,665	41,000	28,477	30,000
45120-60-10	Upper Box Seats	875	-	-	793	2,100	2,286	3,000
45130-60-10	Reserved Racing Seats	51,856	-	-	79,496	53,000	83,354	85,000
45140-60-10	Other Racing Admissions	13,508	-	-	4,056	8,500	7,436	8,000
45150-60-10	Named Races	3,580	-	-	6,480	6,500	6,830	7,000
45320-60-10	Racing Advertisements	-	-	-	-	-	-	-
	Total Racing Admissions	110,242	-	-	122,490	111,100	128,383	133,000
Track Commissions								
45200-60-10	Track Commissions	901,495	942,841	1,062,844	923,793	925,000	802,349	1,122,400
45355-60-10	NCOTWINC Reim	-	-	-	-	-	-	-
48810-60-10	Costs Recovered - Racing	12,915	8,051	-	33,335	-	112,681	-
	Total Track Commissions	914,410	950,892	1,062,844	957,128	925,000	915,030	1,122,400
Program Sales								
45330-60-10	Race Program Sales	36,206	-	-	29,625	30,000	21,453	27,500
45340-60-10	Race Forms/Tip Sheets	8,520	-	-	9,452	9,500	9,913	12,000
	Programs/Forms	44,726	-	-	39,077	39,500	31,365	39,500
Other								
45350-60-10	Other Racing Revenue	2,016	-	-	2,149	2,000	1,723	2,000
	Total Racing Revenue	1,071,393	950,892	1,062,844	1,120,845	1,077,600	1,076,500	1,296,900
Horse Racing Wages & Benefits								
Salaries and Wages (Non Pari-Mutuel)								
50013-60-10	Overtime Race Program & Ticket Sellers	8,896	315	-	1,409	2,500	8,163	1,000
51000-60-10	Local 1877 Wages	23,295	-	-	23,530	24,600	28,836	41,000
51010-60-10	Local 78 Wages	8,685	-	-	3,805	3,800	4,032	6,000
51020-60-10	Local 495 Wages	57,116	-	-	52,160	56,000	54,050	72,000
51030-60-10	Temp Wages Racing - Other Services	61,957	8,957	9,217	89,483	80,000	21,871	60,000
51080-60-10	Non Union Racing Wages	137,395	-	-	158,374	150,000	130,193	173,000
56001-60-10	Contract Services Track Announcer	-	-	-	-	-	-	-
	Total Wages (Non Pari-Mutuel)	297,344	9,272	9,217	328,761	316,900	247,145	353,000
Salaries and Wages (Pari-Mutuel)								
51040-60-10, 6	Local 280 Wages	72,921	-	-	40,320	65,000	46,137	65,000
Employee Benefits								
								-

2024 PROPOSED BUDGET
Sonoma County Fair
Racing Revenue & Expense

Budget Worksheet		Actual	Actual	Actual	Actual	Adopted	Projected	Annual
		YTD	YTD	YTD	YTD	Budget	Year End	Budget
G/L #		2019	2020	2021	2022	2023	2023	2024
55050-60-10	Health & Welfare	48,608	15,835	819	20,010	21,000	29,218	45,000
55060-60-10	Pension	21,636	-	-	11,177	11,000	11,168	18,000
	Total Employee Benefits	70,244	15,835	819	31,187	32,000	40,386	128,000
	Payroll Taxes							
55000-60-10	Payroll Taxes - FICA/Medicare Temp.	22,784	719	705	25,150	26,000	18,407	27,000
55070-60-10	Payroll Taxes - Unemployment Ins. Temp.	16,327	553	553	15,867	17,000	13,889	21,890
	Total Payroll Taxes	39,111	1,272	1,258	41,017	43,000	32,296	48,890
	Employee Benefits - Employer's Share							
55080-60-10	Sick Pay - Temporary	408	120	-	-	-	-	-
	Worker's Compensation Insurance							
55020-60-10	Workers Comp. Insurance- Temporary	12,285	387	380	13,561	14,000	10,029	15,890
	Total Racing Wages & Benefits	492,313	26,886	11,675	454,847	470,900	375,992	545,780
	Professional Services (Contractual) - Racing							
56000-60-10	Contract Services-Racing	108,303	650,047	777,333	172,113	120,000	162,708	200,000
56002-60-10	CARF Dues	-	-	-	-	-	-	-
56003-60-10	Track Sound	8,250	-	-	3,015	5,000	9,660	12,000
56004-60-10	Closed Circuit TV	57,344	-	-	52,274	55,000	55,149	75,000
56005-60-10	First Aid/Ambulance	10,959	-	-	11,030	12,500	10,187	15,600
56006-60-10	Finish Line Photos	6,900	-	-	6,900	6,900	6,900	9,000
56007-60-10	Replay Show	-	-	-	-	-	-	-
56008-60-10	Laundry Services	2,080	-	-	-	-	-	-
56009-60-10	Phone Set Up	1,769	-	18	5,663	5,000	3,286	3,500
56010-60-10	CARF Fairtime	-	-	-	-	-	-	-
56011-60-10	CARF Shared Expenses	-	-	-	-	-	-	-
56012-60-10	Racing Promotions Coordinator	-	-	-	-	-	-	-
56013-60-10	Director of Racing	40,000	16,667	-	44,000	60,000	65,000	60,000
56015-60-10	Other Services	6,321	-	-	1,164	2,000	8,441	10,000
56020-60-10	Security	19,385	-	-	15,223	17,500	(11,712)	17,000
56060-60-10	Parimutuel Audit	7,860	-	8,175	10,025	2,500	1,200	2,000
56080-60-10	Straw Removal	4,606	-	-	-	3,000	6,000	7,500
72040-60-10	Jumbotron Rental	20,400	-	-	17,850	17,850	17,850	22,950
	Total Professional Services	294,178	666,713	785,525	339,258	307,250	334,670	434,550
	Supplies and Expense							

2024 PROPOSED BUDGET
Sonoma County Fair
Racing Revenue & Expense

Budget Worksheet		Actual	Actual	Actual	Actual	Adopted	Projected	Annual
		YTD	YTD	YTD	YTD	Budget	Year End	Budget
G/L #		2019	2020	2021	2022	2023	2023	2024
56016-60-10	CARF Admin Fee	-	-	-	-	-	-	-
62030-60-10	Racing Supplies	4,509	483	255	6,091	6,500	1,577	3,000
62031-60-10	Office Supplies	212	-	-	764	1,000	428	2,500
62040-60-10	Condition Books	2,251	-	-	1,868	2,000	2,102	2,300
62050-60-10	Other Expense	15,850	238	680	15,802	15,500	21,636	25,000
62060-60-10	Grandstand Dining	3,519	-	-	4,590	4,500	3,190	4,500
62070-60-10	Race Programs & Forms	33,733	-	-	29,064	29,500	24,082	30,000
65022-60-10	Racing Advertising	4,791	-	-	-	5,000	5,000	5,000
65095-60-10	Racing Promotion	16,057	-	13,010	11,277	11,500	16,500	13,000
68010-60-10	Dues & Subscriptions	1,329	-	25	-	-	200	200
81000-60-10	Equip. > 500 < 5,000	1,663	-	-	-	5,000	-	-
70052-60-10	Turf Track Materials	40,181	15,681	19,558	37,445	25,000	28,715	30,000
70055-60-10	Track Materials	29,822	-	-	26,415	30,000	27,856	30,000
73030-60-10	Special Repairs & Equip	9,223	-	-	37,145	15,000	15,286	15,000
	Total Supplies & Expense	163,141	16,402	33,529	170,460	150,500	146,573	160,500
	Totalisator Service							
56030-60-10	Totalisator Service	4,825	587	4,152	3,991	4,000	4,107	5,300
	Starter Fees/Incentives							
56035-60-10	Starter Fees/Incentives	48,383	-	-	39,200	50,000	129,900	130,000
	Rental - Other Equipment							
72010-60-10	Starting Gate Rental	7,720	-	-	8,515	8,500	7,340	10,000
72020-60-10	Office Equipment Rental	2,125	-	-	3,701	3,000	3,942	4,000
72030-60-10	Televisions Rental	-	-	-	-	-	-	-
72050-60-10	Other Equipment Rental	67,897	-	1,400	63,646	60,000	56,713	70,000
	Total Equipment Rental	77,741	-	1,400	75,861	71,500	67,994	84,000
	Total Racing Expense	1,080,582	710,589	836,281	1,083,617	1,054,150	1,059,236	1,360,130
	Profit / (Loss)	(9,189)	240,304	226,563	37,227	23,450	17,264	(63,230)

2024 PROPOSED BUDGET
Sonoma County Fair
Fair Entertainment Expense (Attractions Expense)

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Attractions/Entertainment Wages & Benefits							
Salaries & Wages - Temporary							
52000-80-10	Sal/Wage Temp. - Stagehands	-	-	-	-	-	-
52010-80-10	Sal/Wage Temp. - Event Assistant	33,904	-	-	23,785	31,850	29,750
50013-80-10	Sal/Wage Temp - Overtime Attractions	1,368	-	-	-	2,900	3,838
	Total Salaries & Wages - Temporary:	35,272	-	-	23,785	34,750	33,588
Attractions Payroll Taxes							
55000-80-10	Payroll Taxes - FICA/Medicare Temp.	2,698	-	-	1,849	2,658	2,286
55070-80-10	Payroll Taxes - UE Ins. Temp.	2,187	-	-	1,475	2,155	2,411
	Total Attractions Payroll Taxes	4,885	-	-	3,323	4,813	4,697
Employee Benefits - Employer's Share							
55080-80-10	Sick Pay - Temporary	-	-	-	-	-	-
Attractions Worker's Compensation Insurance							
55020-80-10	Workers Comp. Insurance- Temporary	1,455	-	-	981	1,564	1,704
	Total Wages & Benefits	41,612	-	-	28,089	41,127	39,989
Community Theater Expenses							
56001-80-10	Contracted Labor (Production Crew)	26,996	-	-	24,652	22,500	20,900
56002-80-10	Concerts - Booking Agent (both)	7,500	-	-	-	7,500	-
56003-80-10	Catering (Concerts)	1,460	-	-	-	1,500	-
56004-80-10	Concert Series Lighting	14,882	-	-	-	-	10,000
56005-80-10	Concert Series Sound	29,438	-	-	26,930	30,000	23,000
56006-80-10	Concert Series Stage/Lighting	14,882	-	-	29,763	35,000	45,765
56015-80-10	Other Services Concerts (Security & Driver)	4,635	-	-	-	5,000	-
62032-80-10	Supplies - Concerts (including E-Tix)	1,834	-	-	-	1,500	6,000
66060-80-10	Community Theatre Artist Fees	144,870	-	-	171,078	140,000	146,141
66068-80-10	Concert Series FOH Mgmt	-	-	-	-	-	-
72051-80-10	Other Equip Rental - Concerts	14,959	-	-	2,998	10,000	2,154
	Total Community Theater Expenses	261,454	-	-	255,421	253,000	237,960
Grounds Entertainment Expenses							
66050-80-10	Ground Entertainment - Entertainer Expenses	172,629	-	-	175,171	175,000	183,410
56000-80-10	Contract Services - Sound, Lights, Ambulance	42,185	-	45,080	60,649	63,000	71,886
72030-80-10	Tent & Booth	31,493	-	5,131	20,849	28,000	33,415

2024 PROPOSED BUDGET
Sonoma County Fair
Fair Entertainment Expense (Attractions Expense)

Budget Worksheet		Actual	Actual	Actual	Actual	Adopted	Projected	Annual
		YTD	YTD	YTD	YTD	Budget	Year End	Budget
G/L #		2019	2020	2021	2022	2023	2023	2024
72040-80-10	Trailer Rental	-	-	-	-	-	-	-
73030-80-10	Special Repairs & Equipment	-	-	-	-	-	-	-
	Total Grounds Entertainment Expenses	246,307	-	50,211	256,669	266,000	288,710	337,610
	General Supplies & Expense							
62030-80-10	Supplies	21,921	438	472	20,790	15,000	32,576	25,000
62031-80-10	Office Supplies & Postage	603	360	318	3,407	3,500	1,839	1,000
67015-70-10	Insurance	1,925	-	825	1,740	1,800	2,015	-
68095-50-10	Licenses & Permits - Commercial exhibits	-	-	-	-	-	436	500
81000-80-10	Equipment>\$500<\$5000 - Attractions	-	-	-	-	500	-	-
	Total General Supplies & Expenses	24,450	798	1,615	25,937	20,800	36,866	26,500
	Community Theater - DO NOT USE							
66070-80-10	Community Theater - DO NOT USE	-	-	-	-	-	830	-
	Chris Beck Paid Shows							
66040-80-10	Rodeo	1,868	-	-	2,100	2,000	2,600	49,100
66065-80-10	Chris Beck -Other Dirt Events	109,017	-	8,745	131,016	130,000	138,482	97,600
	Total Grandstand Acts	110,885	-	8,745	133,116	132,000	141,082	146,700
	Other Attractions							
66080-80-10	Farmers Day	5,860	-	-	6,089	6,000	5,507	6,000
66075-80-10	Hat Day (Expenses)	(23,175)	-	-	(26,488)	-	(18,012)	-
66087-51-10	Sustainable Exhibit	-	-	-	-	20,000	-	-
	Total Other Attractions	(17,315)	-	-	(20,399)	26,000	(12,505)	6,000
	Total Attractions Expense	667,392	798	60,571	678,833	738,927	732,933	793,273

2024 PROPOSED BUDGET
Sonoma County Fair
Interim Revenue & Expense

Budget Worksheet								
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024	
Interim Revenues and Expenses								
Rental of Buildings								
48110-10-60	Grace Pavilion Rental	184,445	103,640	299,700	169,849	376,873	319,881	355,556
48120-10-60	VG Garrett Rental	39,715	63,150	33,993	69,050	29,250	40,213	30,321
48130-10-60	EC Kraft Rental	34,800	6,143	10,175	71,425	19,525	16,588	37,613
48140-10-40	Finley Hall Horse Shows	-	-	-	-	-	-	-
48140-10-60	Finley Hall Interim Events	43,256	9,652	18,325	44,125	38,794	26,167	49,482
48150-10-60	Hall of Flowers & Annex Rental	68,949	14,544	45,233	36,173	28,971	25,455	38,688
48160-10-60	Showcase Hall	27,500	9,800	19,670	30,180	13,271	34,534	45,789
48170-10-60	Other Building Interim	123,339	131,500	120,250	124,209	128,910	125,256	120,000
48190-10-40	Saralee's Barn - Base Rate	167,825	16,661	74,645	47,906	21,248	45,233	61,315
48220-10-60	Racing Grandstand	5,200	5,480	6,000	7,320	10,890	8,430	35,225
	Total Rental of Buildings	695,028	360,571	627,991	600,237	677,732	641,756	773,989
Interim Grounds Rental								
48180-10-40	Stall Rent - Horse Show	10,065	874	2,259	1,082	-	2,237	200
48210-10-60	Lyttle Cow Palace - Interim	38,505	25,900	18,250	29,538	36,824	40,901	61,516
48250-10-60	Other Facility - Interim	31,635	261,188	542,211	583,011	378,000	537,215	21,900
48265-10-60	Brookwood Parking Lot	26,283	26,884	25,131	32,385	25,904	53,692	19,532
48280-10-60	Carnival Lot	393,800	549,700	16,283	105,803	123,280	68,355	109,322
48290-10-60	Chris Beck - Interim	32,658	3,700	32,373	24,695	44,173	23,012	16,948
	Total Grounds Rental	532,946	868,247	636,506	776,513	608,182	725,412	229,418
Interim Equip Rental								
48300-10-40	Equipment Rental - Horse Show	-	-	-	-	-	-	-
48300-10-60	Equipment Rental - Interim	193,962	47,770	52,899	136,025	217,206	154,488	142,783
48350-10-40	Sound Equipment - Horse Shows	-	-	-	-	-	-	-
48350-10-60	Sound Equipment - Interim	-	-	-	-	-	-	-
	Total Equipment Rental	193,962	47,770	52,899	136,025	217,206	154,488	142,783
Interim Concessions								
48820-10-60	Food Concessions - Interim	159,024	3,781	48,937	118,252	139,132	136,234	114,480
48821-10-60	Alcohol Concession - Interim	290,549	7,107	55,551	281,910	345,878	309,886	288,294
48840-10-60	Other Concessions - Interim	16,836	7,347	2,450	10,833	43,071	8,297	8,644
48860-90-80	Vendor Space Fees	-	-	-	-	-	-	-
48880-10-60	ATM Fees Interim	14,229	1,956	303	-	9,500	4,502	7,500
	Total Concessions	480,638	20,191	107,241	410,996	537,581	458,919	418,918

2024 PROPOSED BUDGET
Sonoma County Fair
Interim Revenue & Expense

Budget Worksheet								
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024	
Utility Fee Reimbursement								
48500-10-60	Utility Reimbursements - Interim	3,411	2,588	742	911	-	2,091	1,896
Interim Parking Revenue								
48270-30-60	Parking - Interim	350,845	37,491	87,188	251,452	292,786	305,191	360,162
Long Term Rentals								
48255-10-60	Car Mart	37,765	16,949	18,875	23,551	24,166	24,745	24,445
48256-10-60	Other - Long Term Rentals	17,989	23,954	73,617	97,645	102,120	102,394	102,357
	Total Long Term Rentals	55,754	40,902	92,492	121,196	126,286	127,139	126,802
RV Park								
48240-10-60	Trailer & RV	1,612,782	1,374,674	1,492,912	1,511,995	1,582,294	1,138,111	1,096,880
Costs Recovered								
48810-10-60	Costs Recovered - Interim	76,185	22,190	234,071	55,780	700	61,293	67,291
Security/ Insurance Reimbursement								
48510-10-60	Security Reimbursements	305,311	8,191	192,538	297,460	131,845	162,086	107,366
48515-10-60	Alcohol Reimbursements	-	-	-	-	-	-	-
48520-10-60	Insurance Reimbursements	4,738	750	790	2,916	2,345	2,610	1,500
	Total Other Interim Revenue	310,049	8,941	193,328	300,376	134,190	164,696	108,866
	Total Interim Revenue	4,311,599	2,783,564	3,525,370	4,165,479	4,176,957	3,779,097	3,327,005
Interim Wages & Benefits								
Salaries & Wages - Permanent								
50010-30-60	Salaries & Wages Permanent	428,140	412,072	340,101	387,898	490,326	455,853	561,220
50012-30-60	Sal/Wage Perm. - Overtime	61,447	12,246	23,547	50,113	39,652	49,317	54,510
50015-30-60	Sal/Wage Perm. - Paid Leave	61,773	30,506	47,617	78,401	39,318	60,976	45,220
55011-30-60	Sal/Wage Perm. - Cash Allowance	47,754	41,372	33,551	36,671	50,232	30,835	-
	Total Salaries & Wages - Interim Permanent	599,114	496,197	444,815	553,084	619,527	596,981	660,950
Salaries & Wages - Temporary								
50020-30-60	Sal/Wage Temp - Interim	127,105	27,259	138,610	65,311	174,784	93,803	78,926
50040-40-60	Sal/Wage Temp - RV Park	-	-	5,119	7,515	15,000	-	6,000
50030-30-60	Sal/Wage Temp - Parking Interim	85,153	20,405	41,249	109,407	87,975	117,600	117,000
50013-30-60	Sal/Wage Temp. - Overtime Interim	28,694	3,195	-	18,439	10,392	35,062	18,000
	Total Salaries & Wages - Interim Temporary	240,952	50,859	184,979	200,673	273,151	249,131	219,926

2024 PROPOSED BUDGET
Sonoma County Fair
Interim Revenue & Expense

Budget Worksheet								
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Employee Benefits - Employer's Share								
54000-30-60	EE Benefits - ER Share - Accrued Leave	4,405	(28,473)	57,404	(10,887)	-	36,060	-
55010-30-60	EE Benefits - ER Share - Health Benefits	108,168	104,691	90,497	95,105	159,371	112,165	122,050
55030-30-60	EE Benefits - ER Share - Other Benefits	7,797	5,307	4,586	10,155	7,165	8,767	7,880
55080-30-60	Sick Pay - Temporary	2,139	338	-	-	-	409	-
55040-30-60	EE Benefits - ER Share - Retirement	220,276	195,899	179,771	178,590	195,501	192,592	232,840
	Total Employee Benefits - Employer's Share:	342,784	277,763	332,259	272,962	362,037	349,994	362,770
Payroll Taxes								
55000-30-60	Payroll Taxes - FICA/Medicare Perm.	45,459	37,566	34,182	42,243	34,070	42,637	50,560
55001-30-60	Payroll Taxes - FICA/Medicare Temp.	18,596	3,917	13,759	17,430	20,896	18,985	16,830
55071-30-60	Payroll Taxes - UE Ins. Perm.	132	109	99	147	126	158	1,515
55070-30-60	Payroll Taxes - UE Ins. Temp.	9,333	3,105	6,214	7,230	16,935	9,266	13,630
	Total Payroll Taxes	73,520	44,697	54,254	67,050	72,027	71,046	82,535
Worker's Compensation Insurance								
55020-30-60	Workers Comp. Insurance - Permanent	11,505	10,701	12,677	19,584	17,284	23,211	25,620
55021-30-60	Workers Comp. Insurance- Temporary	10,027	2,112	7,419	7,950	12,292	10,080	9,900
	Total Workers Compensation Insurance:	21,533	12,813	20,096	27,534	29,576	33,291	35,520
	Total Wages & Benefits	1,277,903	882,330	1,036,403	1,121,303	1,356,319	1,300,443	1,361,701
Supplies & Expense								
62030-30-60	Supplies - Interim	12,683	5,075	3,108	34,803	9,076	13,431	14,900
62031-30-60	Office Supplies	351	96	2,842	219	550	158	500
65021-30-60	Advertising - Interim	3,479	-	-	-	4,000	900	3,100
67010-30-60	Concession & Other Costs Reimbursed	3,627	468	3,393	2,915	2,499	2,292	3,000
68065-10-60	Ticket Convenience Fees - Interim	-	-	-	-	-	-	-
72045-30-60	Parking Site Rental - Interim	-	-	-	-	-	-	-
73030-30-60	Special Repairs & Equip	231	-	-	-	1,000	-	250
	Total Interim Supplies & Equipment	20,371	5,639	9,344	37,937	17,125	16,781	21,750
RV Park - Interim								
56000-30-60	RV Park - Contract Services	2,073	29,690	50,177	51,950	2,500	2,175	9,600
62032-30-60	RV Park - Supplies	19,992	4,428	2,615	2,780	5,000	2,383	3,600
65020-30-60	RV Park - Advertising/Publicity	4,696	4,900	4,810	4,886	5,750	6,164	6,000

2024 PROPOSED BUDGET
Sonoma County Fair
Interim Revenue & Expense

		Budget Worksheet						
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
70010-30-60	RV Park - Gas & Electricity	144,341	154,566	163,586	204,144	138,000	215,075	122,500
70015-30-60	RV Park - Water & Sewer	27,998	25,024	26,620	31,201	34,500	23,493	28,800
73010-30-60	RV Park - Equipment Repair	-	-	-	-	7,000	-	3,600
73020-30-60	RV Park - Buildings & Grounds Repair	1,086	-	-	-	2,000	4,430	3,600
	Total RV Park Supplies & Expense	200,184	218,608	247,808	294,961	209,750	253,720	177,700
	Other - Sec/Insurance Reimbursement							
67015-30-60	Insurance Reimbursed	3,143	2,595	210	3,315	-	1,525	1,650
56020-30-60	Security - Non-Fair	64,574	-	-	2,765	4,500	-	-
67005-30-60	Security Fees Reimbursed	245,268	7,187	169,975	254,924	285,145	153,483	110,400
	Total Other - Sec/Ins Reimbursed	312,984	9,782	170,185	261,004	289,645	155,008	112,050
	Land Rent							
56081-10-60	Cal Trans Median Strip Rent	10,810	10,169	10,493	10,493	11,000	10,340	11,000
	Straw Removal/Equip Rent							
56080-10-40	Straw Removal	-	-	-	-	-	-	-
72050-30-60	Equipment Rental	1,737	48	4,103	9,324	3,501	5,712	4,800
	Total Other Expenses	1,737	48	4,103	9,324	3,501	5,712	4,800
56000-10-40	Contract Services - Interim	8,194	7,045	9,595	11,725	8,000	16,854	-
56002-80-60	Business Partner Incentive	-	-	-	-	4,000	4,000	-
	Total Interim Expense	1,832,184	1,133,620	1,487,932	1,746,748	1,899,340	1,762,857	1,689,001
	Profit / (Loss)	2,479,415	1,649,943	2,037,438	2,418,731	2,277,617	2,016,239	1,638,004

2024 PROPOSED BUDGET
Sonoma County Fair
Jockey Club Revenue & Expense

Budget Worksheet								
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024	
Jockey Club Revenues								
48600-70-70	Interim Rental - Jockey Club	-	38,400	115,000	72,000	-	600	-
48605-70-70	Interim Concessions - Jockey Club	-	-	-	-	-	-	-
48610-70-70	Commissions	264,897	208,066	115,528	-	100,000	34,000	-
48620-70-70	Admissions - General	27,690	5,060	-	-	-	-	-
48625-70-70	Turf Club Admissions	4,899	645	(467)	-	-	-	-
48630-70-70	Jockey Club Program Sales	-	-	-	-	-	-	-
48635-70-70	Jockey Club Program Commission	2,396	255	-	-	-	-	-
48640-70-70	Concessions	8,938	1,767	-	-	-	-	-
48650-70-70	Other Jockey Club Sales	235	38	-	-	-	-	-
48660-70-70	Jockey Club Periodicals - Race Forms	62,025	11,525	-	-	30,000	10,000	-
48680-70-70	CMC Reimbursement	-	-	-	-	-	-	-
48810-70-70	Costs Recovered - Simulcast	-	-	-	-	-	-	-
48811-70-70	Costs Recovered - Simulcast - Prior Year	-	-	-	-	-	-	-
48880-70-70	ATM Fees Earned	2,801	-	-	-	-	-	-
	Total Satellite Wagering Revenue	373,881	265,756	230,061	72,000	130,000	44,600	-
Jockey Club Wages & Benefits								
Salaries & Wages - Permanent								
50010-70-70	Salaries & Wages Permanent	43,725	1,123	-	-	25,781	8,281	-
50012-70-70	Salaries & Wages Perm. - Overtime	1,910	-	-	-	2,016	600	-
50015-70-70	Salaries & Wages Perm. - Paid Leave	13,209	15,492	-	-	4,370	1,970	-
55011-70-70	Salaries & Wages Perm. - Cash Allowance	7,155	2,042	-	-	3,588	1,188	-
	Total Salaries & Wages - Permanent:	65,998	18,657	-	-	35,755	12,039	-
Salaries & Wages - Temporary								
50013-70-70	Salaries & Wages Temporary - Overtime	3,283	347	-	-	-	-	-
50020-70-70	Salaries & Wages Temporary	56,025	15,642	-	-	18,304	6,101	-
	Total Salaries & Wages - Temporary:	59,308	15,989	-	-	18,304	6,101	-
Employee Benefits - Employers Share								
54000-70-70	Employee Benefits - Employer's Share- Accrued Leave	(6,586)	(790)	-	-	-	-	-
55010-70-70	Employee Benefits - Employer's Share- Health Benefits	24,442	7,541	-	-	7,126	2,118	-

2024 PROPOSED BUDGET
Sonoma County Fair
Jockey Club Revenue & Expense

Budget Worksheet								
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
55030-70-70	Employee Benefits - Employer's Share- Other Benefits	50	12	-	-	500	-	-
55080-70-70	Sick Pay - Temporary	72	417	-	-	-	-	-
55040-70-70	Employee Benefits - Employer's Share- Retirement	26,023	7,498	-	-	10,234	3,257	-
	Total Employee Benefits - Employer's Share:	44,001	14,677	-	-	17,860	5,375	-
	Payroll Taxes							
55000-70-70	Payroll Taxes - FICA/Medicare Perm.	4,500	1,255	-	-	2,461	800	-
55001-70-70	Payroll Taxes - FICA/Medicare Temp.	4,548	1,255	-	-	1,400	467	-
55070-70-70	Payroll Taxes - Unemployment Ins. Temp.	1,705	755	-	-	1,135	378	-
55071-70-70	Payroll Taxes - Unemployment Ins. Perm.	13	4	-	-	25	9	-
	Total Payroll Taxes	10,766	3,268	-	-	5,021	1,654	-
	Worker's Compensation Insurance							
55020-70-70	Workers Comp. Insurance - Permanent	765	210	-	-	704	232	-
55021-70-70	Workers Comp. Insurance- Temporary	2,452	677	-	-	824	1,260	-
	Total Workers Compensation Insurance:	3,217	887	-	-	1,528	1,492	-
	Total Wages & Benefits	183,292	53,478	-	-	78,468	26,662	-
	Overhead/Operating Expenses							
	Professional Services & Contracts							
56000-70-70	Contract Services - Satellite	6,690	1,940	2,729	10,641	6,000	6,771	5,700
56020-70-70	Security Service - Satellite	26,588	5,380	-	-	23,296	7,765	-
72050-70-70	Equipment Rental - Jockey Club	2,181	2,397	16	-	1,500	500	-
	Total Professional Services & Contracts	35,459	9,718	2,745	10,641	30,796	15,036	5,700
	Advertising & Marketing							
65020-70-70	Advertising - Jockey Club	1,070	10	-	-	2,000	667	-
65095-70-70	Cost of Giveaway Items	-	-	-	-	-	-	-
	Total Advertising Expense	1,070	10	-	-	2,000	667	-
	Jockey Club Supplies & Expense							
62020-70-70	Telephone	9,083	10,223	4,889	6,345	5,000	10,414	12,600
62030-70-70	Tickets & Supplies	-	-	-	-	-	-	-

2024 PROPOSED BUDGET
Sonoma County Fair
Jockey Club Revenue & Expense

Budget Worksheet		Actual	Actual	Actual	Actual	Adopted	Projected	Annual
		YTD	YTD	YTD	YTD	Budget	Year End	Budget
G/L #		2019	2020	2021	2022	2023	2023	2024
62031-70-70	Supplies	2,818	1,002	441	-	500	167	-
68095-70-70	Licenses & Permits	150	449	-	489	250	594	510
73010-70-70	Equipment Repair	6,949	1,036	-	-	20,000	-	-
73020-70-70	Building Repair	8,941	93	1,644	3,329	40,000	-	20,000
73030-70-70	Special Repairs & Equip	2,617	-	-	-	-	-	-
	Total Jockey Club Supplies & Expense	30,558	12,804	6,974	10,163	65,750	11,174	33,110
Programs, Concessions & Parking								
66090-70-70	Cost of Novelties Sold	-	-	-	-	-	-	-
62080-70-70	Cost of Periodicals Sold	49,292	9,225	-	-	24,000	8,000	-
	Total Programs, Concessions & Parking	49,292	9,225	-	-	24,000	8,000	-
Utilities								
56085-70-70	Garbage	3,909	1,271	599	-	2,000	667	-
70010-70-70	Gas & Electricity	23,072	14,305	18,236	22,290	20,000	18,676	17,400
70015-70-70	Water & Sewer	11,613	3,984	-	-	6,000	2,000	-
	Total Fuel & Utilities	38,594	19,559	18,835	22,290	28,000	21,343	17,400
Improvements								
81000-70-70	Improvements under \$5K	-	-	-	-	-	-	-
	Total Satellite Wagering Expense	338,265	104,793	28,555	43,094	229,014	82,882	56,210
	Profit / (Loss)	35,616	160,963	201,506	28,906	(99,014)	(38,282)	(56,210)

2024 PROPOSED BUDGET
Sonoma County Fair
Harvest Fair

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
HARVEST FAIR REVENUE							
Cost Recovery							
48810-10-20	56,900	15,386	15,632	54,477	54,186	37,723	39,200
	56,900	15,386	15,632	54,477	54,186	37,723	39,200
Interim Wages & Benefits							
Salaries & Wages - Permanent							
50010-10-20	10,281	-	(75)	21,510	15,000	6,886	7,000
50010-30-20	6,949	-	-	-	-	2,547	3,000
50010-50-20	-	-	-	-	5,000	5,847	6,000
50010-90-20	2,881	-	-	-	-	465	500
	20,111	-	(75)	21,510	20,000	15,745	16,500
Salaries & Wages - Temporary							
50020-10-20	-	-	-	-	-	-	-
50020-20-20, 5	-	-	-	-	-	-	-
50020-30-20	-	-	-	-	-	-	-
50020-50-20, 5	-	-	-	-	-	-	-
50020-90-20	-	-	-	-	-	-	-
50030-30-20	-	-	-	-	-	-	-
50040-30-20	-	-	-	-	-	-	-
50070-30-20, 5	24,655	66	-	20,954	23,000	11,911	12,500
52010-80-20	-	-	-	-	-	-	-
	24,655	66	-	20,954	23,000	11,911	12,500
Employee Benefits - Employer's Share							
55010-xx-20, 5	-	-	-	-	-	-	-
	-	-	-	-	-	-	-
Payroll Taxes							
55000-xx-20	-	-	-	-	-	-	-
55000-xx-20, 5	1,886	5	-	1,603	1,426	1,003	1,100
55071-xx-20	-	-	-	-	-	-	-
55070-xx-20	652	4	-	747	1,760	524	550

2024 PROPOSED BUDGET
Sonoma County Fair
Harvest Fair

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Total Payroll Taxes	2,538	9	-	2,350	3,186	1,526	1,650
Worker's Compensation Insurance							
Workers Comp. Insurance - Allocated							
55020-xx-20, 5! Wages	-	-	-	-	-	-	-
55020-xx-20, 5! Workers Comp. Insurance- Temporary	1,017	3	-	864	-	541	550
Total Workers Compensation Insurance:	1,017	3	-	864	-	541	550
Total Allocated Wages & Benefits	20,111	-	(75)	21,510	20,000	15,745	16,500
Total Temp. Wages & Benefits	28,210	78	-	24,168	26,186	13,978	14,700
Total Wages & Benefits	48,320	78	(75)	45,677	46,186	29,723	31,200
Other Expenses							
62010-90-20 Postage - Harvest Fair	2,000	-	-	2,000	2,000	2,000	2,000
68085-90-20 Miscellaneous - Harvest Fair	6,800	-	-	6,800	6,000	6,000	6,000
Total Other Expenses	8,800	-	-	8,800	8,000	8,000	8,000
Total Harvest Fair Expense	57,120	78	(75)	54,477	54,186	37,723	39,200
Profit / (Loss)	(221)	15,308	15,707	0	-	-	-

2024 PROPOSED BUDGET
Sonoma County Fair
Maintenance and General Operations Expense

Budget Worksheet								
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024	
Maintenance Wages & Benefits								
Salaries & Wages - Permanent								
50010-10-80	Salaries & Wages Permanent	579,901	477,203	377,202	512,231	792,068	751,017	865,040
50012-10-80	Sal/Wage Perm. - Overtime	76,229	22,608	29,056	45,634	93,222	63,956	78,720
50015-10-80	Sal/Wag Perm. - Paid Leave	61,730	83,773	93,639	48,188	62,636	78,147	69,950
55011-10-80	Sal/Wag Perm. - Cash Allowance	67,027	54,869	40,682	53,528	78,936	54,447	-
	Total Salaries & Wages - Permanent:	784,887	638,453	540,580	659,581	1,026,862	947,567	1,013,710
Salaries & Wages - Temporary								
50013-10-80	Salaries & Wages Temporary - Overtime	38,320	5	-	10,833	43,710	35,788	40,000
50020-10-80	Salaries & Wages Temporary	221,621	2,417	49,542	347,468	364,228	223,956	230,000
55999-99-99	Payroll Contra account for CIP projects	-	-	(3,285)	-	-	-	-
	Total Salaries & Wages - Temporary:	259,941	2,422	46,257	358,301	407,938	259,744	270,000
Employee Benefits - Employers Share								
54000-10-80	EE Benefits - ER Share - Accrued Leave	21,516	23,373	(60,250)	54,965	-	50,207	-
55010-10-80	EE Benefits - ER Share - Health Benefits	166,801	161,850	152,203	173,589	258,862	217,522	246,040
55030-10-80	EE Benefits - ER Share - Other Benefits	12,446	6,088	6,276	9,970	6,410	17,798	9,210
55080-10-80	Sick Pay - Temporary	1,080	104	-	-	-	872	-
55040-10-80	EE Benefits - ER Share - Retirement	283,779	236,035	201,089	216,889	300,434	295,548	349,370
	Total Employee Benefits - Employer's Share:	485,622	427,451	299,318	455,413	565,706	581,948	604,620
Payroll Taxes								
55000-10-80	Payroll Taxes - FICA/Medicare Perm.	59,359	53,243	40,897	49,722	81,997	77,336	77,600
55001-10-80	Payroll Taxes - FICA/Medicare Temp.	19,968	193	3,790	33,642	31,207	20,135	20,650
55070-10-80	Payroll Taxes - UE Ins. Perm.	10,206	157	2,761	12,981	25,292	7,309	2,775
55071-10-80	Payroll Taxes - UE Ins. Temp.	163	129	113	187	328	276	16,750
	Total Payroll Taxes	89,696	53,722	47,561	96,532	138,824	105,056	117,775
Worker's Compensation Insurance								
55020-10-80	Workers Comp. Insurance - Permanent	114,973	81,318	81,325	162,781	290,999	285,804	324,490
55021-10-80	Workers Comp. Insurance- Temporary	10,767	104	2,044	14,780	18,358	10,887	12,140
	Total Workers Compensation Insurance:	125,740	81,422	83,368	177,561	309,357	296,692	336,630
	Total Maintenance Wages & Benefits:	1,745,888	1,203,470	1,017,084	1,747,388	2,448,686	2,191,007	2,342,735

2024 PROPOSED BUDGET
Sonoma County Fair
Maintenance and General Operations Expense

Budget Worksheet								
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Professional Services (Contractual)								
56000-10-80	Contract Services	105,376	37,355	51,431	158,711	140,000	237,450	246,569
56086-10-80	Recycling Program	-	-	-	-	-	-	-
	Total Contract Services:	105,376	37,355	51,431	158,711	140,000	237,450	246,569
Rental - Maintenance Equipment								
72050-10-80	Equipment Rental - Maintenance	38,525	8,865	17,054	42,103	42,000	36,465	38,640
Light, Heat, Water and Power								
70010-10-80	Gas & Electricity	175,044	139,075	131,735	191,928	190,000	242,767	271,100
70010-10-20	Gas & Electricity -Harvest Fair (reimbursement)	-	-	-	-	-	-	-
70015-10-80	Water & Sewer	160,998	163,869	169,540	176,509	163,000	167,911	153,860
	Total Utilities:	336,042	302,944	301,274	368,438	353,000	410,678	424,960
Maintenance of Equipment - Supplies and Expense								
73010-10-80	Equipment Repairs	43,832	25,579	32,189	82,678	70,000	66,944	64,400
68095-10-80	Licenses & Permits - Maintenance	8,471	5,869	8,253	8,155	9,000	10,619	10,120
70040-10-80	Mechanic Supplies	6,947	1,337	5,964	13,397	10,000	11,845	9,200
70045-10-80	Fuel	46,523	9,465	19,368	67,854	70,000	70,883	69,920
	Total Maintenance of Equipment:	105,773	42,251	65,774	172,085	159,000	160,292	153,640
Maintenance of Buildings & Grounds - Supplies and Ex								
62030-10-80	Office Supplies	762	87	57	1,793	1,800	872	1,197
70020-10-80	Janitorial Supplies	54,026	8,699	5,400	61,093	65,000	34,148	46,000
70025-10-80	Landscape Supplies	49,253	16,895	20,292	23,602	30,000	36,489	36,800
70030-10-80	Electrical Supplies	17,208	2,708	4,563	20,624	20,000	20,290	17,481
70033-10-80	Safety Supplies	-	-	-	-	-	-	1,844
70032-10-80	Small Tools	-	-	-	-	-	-	4,600
70035-10-80	Carpentry/Plumbing Supplies	12,109	1,711	3,606	9,485	16,000	14,093	14,721
70050-10-80	Grounds Supplies	32,134	9,451	15,177	42,923	45,000	34,556	39,560
70060-10-80	Paint Supplies	21,713	2,491	5,255	33,659	35,000	13,647	18,400
70070-10-80	Chairs/Tables/Other Inventory	-	-	-	-	6,000	1,000	5,640
73021-10-80	Special Repairs - ADA	4,810	-	96	-	6,000	1,000	5,640
73020-10-80	Building & Ground Repairs	26,797	66,107	27,543	44,215	50,000	51,483	46,000
	Total Maint of Buildings & Grounds	218,812	108,149	81,989	237,393	274,800	207,578	237,883
Trash Removal, Clean Up (Contractual)								
56085-10-80	Garbage Service	98,515	23,027	34,359	68,168	235,800	129,194	110,400
Special Repairs & Equipment								
73030-10-80	Special Repairs & Equipment	12,044	-	4,339	2,886	15,000	-	13,800

2024 PROPOSED BUDGET
Sonoma County Fair
Maintenance and General Operations Expense

Budget Worksheet								
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Equipment>\$500<\$5,000- Maintenance								
81000-10-80	Equipment>\$500<\$5,000- Maintenance	10,196	-	1,671	8,409	12,000	2,000	11,040
Total Maintenance Expense:		2,671,171	1,726,060	1,574,975	2,805,581	3,680,286	3,374,664	3,579,667

2024 PROPOSED BUDGET
Sonoma County Fair
Administrative Expense

Budget Worksheet								
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Administration Wages & Benefits								
Salaries & Wages - Permanent								
50010-90-80	Salaries & Wages Permanent	463,854	380,716	287,224	346,967	476,123	435,146	467,540
50012-90-80	Sal/Wage Perm. - Overtime	34,495	1,930	6,754	6,656	20,585	14,756	12,380
50015-90-80	Sal/Wag Perm. - Paid Leave	72,417	66,731	32,256	42,630	42,662	51,663	37,860
55011-90-80	Sal/Wag Perm. - Cash Allowance	43,056	32,540	19,844	28,113	36,454	21,782	-
	Total Salaries & Wages - Permanent:	613,822	481,918	346,078	424,367	575,824	523,347	517,780
Salaries & Wages - Temporary								
50013-90-80	Salaries & Wages Temporary - Overtime	57	-	2,829	139	-	2,664	3,915
50020-90-80	Salaries & Wages Temporary	4,165	345	38,633	14,168	15,000	22,037	59,480
	Total Salaries & Wages - Temporary:	4,223	345	41,462	14,307	15,000	24,701	63,395
Employee Benefits - Employer's Share								
54000-90-80	EE Benefits - ER Share - Accrued Leave	6,789	(10,892)	(7,602)	15,003	-	28,452	-
55010-90-80	EE Benefits - ER Share - Health Benefits	71,360	59,447	33,560	55,677	102,082	81,610	79,270
55030-90-80	EE Benefits - ER Share - Other Benefits	7,289	7,205	10,101	11,886	15,240	12,591	11,690
55080-90-80	Sick Pay - Temporary	-	-	-	-	-	-	-
55040-90-80	EE Benefits - ER Share - Retirement	235,726	191,379	145,700	160,880	227,301	183,406	184,520
	Total Employee Benefits - ERr's Share:	321,164	247,139	181,760	243,446	344,623	306,059	275,480
Payroll Taxes								
55000-90-80	Payroll Taxes - FICA/Medicare Perm.	44,850	35,256	25,279	31,526	36,988	39,514	39,640
55001-90-80	Payroll Taxes - FICA/Medicare Temp.	323	26	3,172	1,095	1,148	2,078	4,860
55071-90-80	Payroll Taxes - UE Ins. Perm.	267	21	256	887	930	996	1,260
55070-90-80	Payroll Taxes - UE Ins. Temp.	137	102	80	122	176	149	3,950
	Total Payroll Taxes:	45,578	35,406	28,787	33,629	39,242	42,737	49,710
Worker's Compensation Insurance								
55020-90-80	Workers Comp. Insurance - Permanent	7,130	5,831	5,504	7,847	29,860	13,980	11,420
55021-90-80	Workers Comp. Insurance- Temporary	174	14	1,710	590	675	1,134	2,880
	Total Workers Compensation Insurance:	7,304	5,845	7,214	8,437	30,535	15,114	14,300
	Total Administration Wages & Benefits:	992,091	770,653	605,301	724,185	1,005,224	911,958	920,665
Administration Professional Services (Contracts)								
56000-90-80	Contract Services	23,950	42,128	23,762	97,309	122,000	103,143	120,000

2024 PROPOSED BUDGET
Sonoma County Fair
Administrative Expense

Budget Worksheet								
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
56005-90-80	County Indirect Expenses	85,992	129,525	135,000	157,891	164,000	163,000	171,600
56050-90-80	Legal Fees	57,741	20,493	5,883	26,790	25,000	14,096	60,000
56070-90-80	Payroll Service	53,348	36,469	28,367	46,182	50,000	49,295	54,000
56075-90-80	Computer Support	3,038	30,776	2,203	10,360	-	-	-
	Total Admin Prof. Services (Contracts):	224,069	259,391	195,215	338,531	361,000	329,534	405,600
Director's Expense								
68070-90-80	Director's Expense	8,932	1,786	1,988	8,729	9,000	12,686	12,000
Traveling/Training Expense - Employees								
68090-90-80	Traveling/Training Expense	14,273	2,891	517	12,370	13,000	9,961	10,020
Office Supplies and Expense								
56020-30-80	Security Alarms - Grounds	-	-	-	-	-	-	-
62030-90-80	Office Supplies & Expense	15,693	1,873	3,385	17,076	18,000	19,139	24,000
62060-90-80	Computer Supplies	190	200	681	3,976	-	1,280	-
68040-90-80	Miscellaneous Expense	796	247	1,319	3,095	1,000	170	-
68060-90-80	Bank/Credit Card Fees	92,614	42,454	90,669	135,048	120,000	171,967	180,000
68075-90-80	Staff Meetings	282	-	-	-	1,200	-	-
68095-90-80	Licenses & Permits	11,105	7,262	2,577	560	500	479	600
72020-90-80	Office Equipment Rental (Copier Lease)	10,275	3,913	5,162	5,424	11,500	5,547	5,700
73010-90-80	Equipment Repair	-	803	-	-	500	80	600
73030-90-80	Special Repairs & Equipment	1,656	-	-	-	-	-	-
78890-90-80	Donations	-	-	-	-	-	-	-
	Total Admin. Office Supplies & Expense:	132,611	56,753	103,793	165,178	152,700	198,662	210,900
Telephone and Postage Expense								
62010-90-80	Postage	10,144	4,406	6,033	8,466	8,600	8,376	9,000
62015-90-80	Air Postage	413	-	-	-	-	-	-
62020-90-80	Telephone	41,745	44,933	30,832	29,925	36,000	32,387	36,000
	Total Admin. Tel. & Postage Expense:	52,301	49,339	36,865	38,391	44,600	40,763	45,000
Dues and Subscriptions								
68010-90-80	Dues & Subscriptions	11,289	6,349	11,465	11,613	12,000	3,515	12,000

2024 PROPOSED BUDGET
Sonoma County Fair
Administrative Expense

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Insurance (General Liability)							
68085-90-80 Insurance Other	66,234	69,996	97,500	90,000	94,436	161,436	126,000
68086-90-80 Liability Claims	-	-	-	-	-	-	-
Total Insurance (Gen. Liab.) Expense:	66,234	69,996	97,500	90,000	94,436	161,436	126,000
Other Key Expenses							
56060-90-80 Audit Fees	22,500	23,500	19,750	31,500	28,620	33,340	29,479
68020-90-80 Bad Debt Expense	-	(18,866)	-	108,000	-	-	-
68020-58-10 JLA Bad Debt Expense	-	-	-	-	-	-	-
68030-90-80 Misc/Cash Over/Short	1,793	(159)	960	1,633	-	2,699	-
81000-90-80 Equipment>\$500<\$5000 - Admin	717	987	2,703	-	-	-	1,500
Total Administration Expense	1,482,645	858,600	679,521	1,064,594	1,720,580	1,704,554	1,773,164

2024 PROPOSED BUDGET
Sonoma County Fair
Other Revenue

Budget Worksheet								
G/L #		Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
	Other Operating Revenue (Misc Non-Fair)							
48400-90-80	Interest Income	8,501	6,553	1,252	7,366	6,000	28,419	50,000
48850-90-80	Other Misc. Revenue	-	45,347	1,731,161	535,502	-	3,498	-
48870-90-80	Discounts Earned	454	144	95	603	-	324	-
48810-10-80	Costs Recovered	45,881	585,741	592,802	117,505	40,000	84,003	6,000
48401-90-80	Outstanding Receivables Interest	2,332	120	-	-	-	9,925	-
	Total Other Operating Revenue	57,169	637,906	2,325,311	660,976	46,000	126,168	56,000
48910-90-80	Prior Year Revenue Adjustments	51,717	154,284	85,005	99,310	-	37,413	-
31101-90-80, 3	Capital Contribution	125,569	367,515	204,759	192,371	750,000	663,274	-

2024 PROPOSED BUDGET
Sonoma County Fair
Other Expense

Budget Worksheet							
G/L #	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Prior Year Operating Expense Adjustments & Other Expenses							
91080-90-80	Prior Year Expense	23,924	30,465	(46,999)	-	116,216	-
75025-90-80	Gain or Loss on Sale of Assets	-	-	-	762	-	-
	Total Prior Year & Other Expenses	23,924	30,465	(46,999)	762	116,216	-
Other Interest Expense							
75010-90-80	Other - Interest Expense	-	6,387	489	4,893	-	-

2024 PROPOSED BUDGET
Sonoma County Fair
Capital Improvements and Equipment Purchases - Budget 2024

Budget Worksheet				
Description	Materials & Contracts	Outside Support Funding	Fair Funds	Deferred to Future
Access Improvements				
Parking lot ADA improvements	25,000		25,000	
Access Improvements Total	25,000	-	25,000	-
Capital Improvements				
Mexican village roof	180,000		180,000	
R.V. park bathroom refresh	25,000		25,000	
R.V. park bathroom full remodel				75,000
R.V. dump station	10,000		10,000	
R.V. park improvements	100,000		100,000	
Kraft Hall floor				100,000
B lot gates	10,000		10,000	
Paving improvements - ongoing, annual	75,000		75,000	
Jockey Club HVAC	200,000		200,000	
Capital Improvement Total	600,000	-	600,000	175,000
Equipment Purchases				
1 ton flat bed truck	50,000		50,000	
45+ HP arena tractor (must be Teir 4i engine or better)				100,000
Equipment Purchase Total	50,000	-	50,000	100,000
JLA Fund Capital Projects (JLA Restricted Funds used for these projects)				
JLA Projects Total	-	-	-	-
Grand Total Capital Improvements and Equipment Purchases	675,000	-	675,000	275,000

2024 PROPOSED BUDGET
Sonoma County Fair
Total Wages & Benefits - Temp & Perm

Budget Worksheet							
	Actual YTD 2019	Actual YTD 2020	Actual YTD 2021	Actual YTD 2022	Adopted Budget 2023	Projected Year End 2023	Annual Budget 2024
Publicity	44,477	4,750	-	65	11,835	420	11,850
Attendance	71,060	-	41,636	67,937	90,237	80,468	93,913
Hall of Flowers	82,424	-	-	94,683	89,946	97,239	92,320
Exhibits	429,498	217,973	140,311	430,928	559,711	536,102	556,374
Misc. Fair	94,676	-	47,074	95,588	132,035	109,986	128,549
Racing	492,313	26,886	11,675	454,847	470,900	375,992	545,780
Attractions	41,612	-	-	28,089	41,127	39,989	51,362
Interim	1,277,903	882,330	1,036,403	1,121,303	1,356,319	1,300,443	1,361,701
Jockey Club	183,292	53,478	-	-	78,468	26,662	-
Harvest Fair <i>(*allocated)</i>	48,320	78	(75)	45,677	46,186	29,723	31,200
Administration	992,091	770,653	605,301	724,185	1,005,224	911,958	920,665
Maintenance	1,745,888	1,203,470	1,017,084	1,747,388	2,448,686	2,191,007	2,342,735
Grand Total Salaries & Benefits	5,503,556	3,159,617	2,899,410	4,810,691	6,330,674	5,699,989	6,136,449