

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

2020 BUDGET AS PASSED BY SONOMA COUNTY FAIR BOARD 12/17/19

	Annual Budget	Projected	Annual Budget
	12/31/2019	12/31/2019	12/31/2020
Operating Revenue			
Fair (less JLA)	6,344,353	6,071,272	6,149,131
Interim	3,494,300	3,872,160	3,917,355
Satellite Wagering	369,800	385,889	383,600
Harvest Fair	74,358	56,900	59,343
Miscellaneous Non-Fair	26,500	41,212	31,500
Prior Year Revenue Adjustments		51,717	
<b>Total Operating Revenue</b>	<b>10,309,311</b>	<b>10,479,149</b>	<b>10,540,929</b>
Operating Expense			
Administration	1,497,025	1,480,729	1,596,389
Maintenance	2,548,185	2,539,570	2,759,075
Fair	3,607,409	3,686,605	3,841,742
Interim	1,858,617	1,812,242	2,038,877
Golf Course			
Satellite Wagering	344,356	344,300	357,222
Harvest Fair	74,358	56,899	59,343
Harvest Fair Allocated Expenses		(20,111)	(21,000)
Prior Year Expense Adjustments & Other Expenses		102,002	
Other - Interest Expense		8,000	
<b>Total Operating Expense</b>	<b>9,929,950</b>	<b>10,010,235</b>	<b>10,631,647</b>
<b>Operating Income (Loss)</b>	<b>379,361</b>	<b>468,914</b>	<b>(90,718)</b>
<b>Other Operating Revenue (Net)</b>		16,101	
<b>Capital Contributions</b>		125,569	
<b>Net Income (Loss) Not Incl Depreciation</b>	<b>379,361</b>	<b>610,584</b>	<b>(90,718)</b>
<b>Net Income (Loss) Not Incl Depreciation</b>	<b>379,361</b>	<b>610,584</b>	<b>(90,718)</b>

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

**2020 BUDGET AS PASSED BY SONOMA COUNTY FAIR BOARD 12/17/19**

	<b>Annual Budget 12/31/2019</b>	<b>Projected 12/31/2019</b>	<b>Annual Budget 12/31/2020</b>
Fair Revenue			
Admissions	1,683,947	1,564,915	1,782,005
Commercial Space	413,900	355,784	358,545
Carnival	739,000	712,319	678,600
Concessions	1,169,700	1,180,790	1,097,834
Exhibits	85,000	84,483	83,885
Racing	1,043,300	1,046,464	1,057,400
Attractions	197,000	185,442	196,416
VIP Tent	29,100	28,560	28,500
Sponsorships	420,500	385,693	385,000
Parking	490,156	438,536	410,146
Miscellaneous	72,750	88,288	70,800
<b>Total Fair</b>	<b>6,344,353</b>	<b>6,071,272</b>	<b>6,149,131</b>
Interim Revenue			
Building Rental	618,050	632,491	722,205
Facility Rental	258,000	250,271	295,400
Long Term Rentals	113,000	79,423	92,500
RV Park	1,019,250	1,506,402	1,200,000
Equipment Rental	172,000	192,777	205,000
Parking Revenues	401,000	342,104	420,000
Utility Reimbursement	4,500	4,160	4,500
Costs Recovered	70,000	79,360	70,000
Concessions	590,000	507,416	598,000
Other Revenues	248,500	277,755	309,750
<b>Total Interim</b>	<b>3,494,300</b>	<b>3,872,160</b>	<b>3,917,355</b>
Satellite Wagering	369,800	385,889	383,600
Harvest Fair	74,358	56,900	59,343
Miscellaneous Non-Fair	26,500	41,212	31,500
Prior Year Rev		51,717	
<b>Operating Revenue</b>	<b>10,309,311</b>	<b>10,479,149</b>	<b>10,540,929</b>
Capital Contribution		125,569	
<b>Total Revenue</b>	<b>10,309,311</b>	<b>10,604,718</b>	<b>10,540,929</b>

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

**2020 BUDGET AS PASSED BY SONOMA COUNTY FAIR BOARD 12/17/19**

<b>Sonoma County Fair &amp; Exposition, Inc</b>		
<b>Revenues by Program</b>		
County Fair	5,301,053	5,091,731
Horse Racing Satellite Wagering	1,413,100	1,441,000
Interim Events	3,595,158	4,008,198
Revenue Prior to Fund Balance	10,309,311	10,540,929
Fund Balance	300,139	601,718
Grants		
Total Program Revenue	10,609,450	11,142,647
<b>Revenues by Category</b>		
Use/(Source) of Fund Balance	300,139	601,718
Charges for Services	10,309,311	10,540,929
Other Financing Sources		
Total Revenue by Category	10,609,450	11,142,647

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

**2020 BUDGET AS PASSED BY SONOMA COUNTY FAIR BOARD 12/17/19**

	<b>Annual Budget 12/31/2019</b>	<b>Projected 12/31/2019</b>	<b>Annual Budget 12/31/2020</b>
<b>Fair Expense</b>			
Publicity	337,602	341,120	312,934
Attendance	429,848	402,813	478,484
Premiums	272,050	261,006	265,000
Hall of Flowers	222,902	199,081	222,902
Exhibits	601,687	554,769	662,622
Miscellaneous Fair	197,719	203,704	192,608
Racing	900,213	1,060,125	1,054,500
Attractions	645,388	663,987	652,691
<b>Total Fair</b>	<b>3,607,409</b>	<b>3,686,605</b>	<b>3,841,742</b>
<b>Interim</b>	<b>1,858,617</b>	<b>1,812,242</b>	<b>2,038,877</b>
<b>Satellite Wagering</b>	<b>344,356</b>	<b>344,300</b>	<b>357,222</b>
<b>Harvest Fair</b>	<b>74,358</b>	<b>56,899</b>	<b>59,343</b>
<b>Harvest Fair Allocated Expenses</b>		<b>(20,111)</b>	<b>(21,000)</b>
<b>Administration</b>	<b>1,497,025</b>	<b>1,480,729</b>	<b>1,596,389</b>
<b>Maintenance</b>	<b>2,548,185</b>	<b>2,539,570</b>	<b>2,759,075</b>
<b>Prior Year Operating Expense Adjustment</b>		<b>100,766</b>	
<b>Other - Interest Expense</b>		<b>8,000</b>	
<b>Total Operating Expense</b>	<b>9,929,950</b>	<b>10,008,999</b>	<b>10,631,647</b>

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

**2020 BUDGET AS PASSED BY SONOMA COUNTY FAIR BOARD 12/17/19**

**Sonoma County Fair & Exposition, Inc**  
**Expenses by Program**

County Fair	2,707,196	2,787,242
Maintenance	2,548,185	2,759,075
Administration	1,497,025	1,596,389
Interim Events	1,932,975	2,077,220
Horse Racing Satellite Wagering	1,244,569	1,411,722
Expenses Prior to Capital Expenditures and Debt Service	9,929,950	10,631,647
Capital Purchases	679,500	511,000
Debt Service		
Total Expenses By Program	<u>10,609,450</u>	<u>11,142,647</u>

**Expenses by Category**

Salaries & Benefits	5,513,216	5,999,862
Services & Supplies	4,416,734	4,631,785
Capital Expenditures	679,500	511,000
Other Financing Uses		
Total Expenses by Category	<u>10,609,450</u>	<u>11,142,647</u>

**Sonoma County Fair**  
**Fair Revenues (Racing On Racing Page)**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Admissions Revenue				
Fair Admission - Full Price				
41010-30-10	Fair Admission	1,236,034	1,163,998	1,214,026
	Total Fair Admissions - Full Price	1,236,034	1,163,998	1,214,026
Fair Admission - Discount				
41011-30-10	Admissions Prior Year			
41020-30-10	Discounted Fair Admissions	384,476	400,917	567,979
41021-30-10	Discount Racing Patrons	63,437		
	Total Fair Admissions - Discount	447,913	400,917	567,979
	<b>Total Fair Admissions Revenue</b>	<b>1,683,947</b>	<b>1,564,915</b>	<b>1,782,005</b>
Commercial Space Revenue				
41500-50-10	Indoor Commercial Space	298,900	253,545	253,545
41600-50-10	Outside Commercial Space	115,000	102,239	105,000
	<b>Total Commercial Space</b>	<b>413,900</b>	<b>355,784</b>	<b>358,545</b>
42100-50-10	<b>Carnival Revenue</b>	<b>739,000</b>	<b>712,319</b>	<b>678,600</b>
Food Concession Revenue				
42200-50-10	Food Concessions	615,000	601,684	577,634
42210-50-10	Food Voucher Concessions		(280)	
	<b>Total Food Concession Revenue</b>	<b>615,000</b>	<b>601,404</b>	<b>577,634</b>
Alcohol Concessions				
42300-50-10	Alcohol Concessions	545,000	551,050	500,200
42400-50-10	Other Concessions	9,700	28,336	20,000
	<b>Total Alcohol Concessions</b>	<b>554,700</b>	<b>579,386</b>	<b>520,200</b>
	Total Food and Alcohol Concessions	1,169,700	1,180,790	1,097,834
	<b>Total Admissions Revenue</b>	<b>4,006,547</b>	<b>3,813,807</b>	<b>3,916,984</b>
Exhibits Revenue				
43100-50-10	Entry Fees	45,000	48,259	48,000
Donated & Sponsored Awards				
43300-50-10	Sponsored Awards	19,000	20,315	20,000
46510-50-10	Friends of Fair			
47815-50-10	Exhibits Sponsorships			
	Total Donated & Sponsored Awards	19,000	20,315	20,000
46500-50-10	Flower Show Preview Tickets	20,000	15,085	15,085
43400-50-10	Rodeo Queen			
47601-50-10	Sale of Birds and Small Animals			

**Sonoma County Fair**  
**Fair Revenues (Racing On Racing Page)**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
47602-50-10	Other Exhibits Rev-milk sales/golf carts			
47700-51-10	Art Sale	1,000	824	800
		21,000	15,909	15,885
	<b>Total Exhibits</b>	<b>85,000</b>	<b>84,483</b>	<b>83,885</b>
Attractions/Admissions Revenue				
46100-80-10	Rodeo			
46160-80-10	Destruction Derby			
46150-80-10	Chris Beck Paid Shows	140,000	148,312	166,416
47822-80-10	Community Stage Food & Beverage			
47821-80-10	Other Attractions Revenue	57,000	37,130	30,000
	<b>Total Attractions</b>	<b>197,000</b>	<b>185,442</b>	<b>196,416</b>
47200-50-10	Novelties			
48810-80-10	Cost Recovered - Attractions			
	<b>Total Attractions/Admission Revenue</b>	<b>197,000</b>	<b>185,442</b>	<b>196,416</b>
Parking Revenue				
47110-30-10	Fair Parking	471,406	421,416	393,046
47111-30-10	Vets Lot Parking			
47120-30-10	Fair Preferred Parking	8,500	8,100	8,100
47130-30-10	Fair Exhibitor Credential Parking	10,250	9,020	9,000
	<b>Total Parking Revenue</b>	<b>490,156</b>	<b>438,536</b>	<b>410,146</b>
47825-90-10	<b>VIP Tent</b>	<b>29,100</b>	<b>28,560</b>	<b>28,500</b>
46400-80-10	Rodeo Sponsorship			
47800-90-10	Sponsorships Revenue	420,000	385,688	385,000
47810-90-10	County Exhibit Sponsorships			
47813-51-10	Sustainable Sponsorships			
47813-90-10	Sustainable Exhibit Sponsorships			
47820-80/90-10	Farmer's Day Sponsorships	500	5	
	<b>Total Sponsorship Revenue</b>	<b>420,500</b>	<b>385,693</b>	<b>385,000</b>
Miscellaneous Fair Revenue				

**Sonoma County Fair**  
**Fair Revenues (Racing On Racing Page)**  
**Budget Worksheet**

		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
G/L #				
46330-80-10	<b>Fair Merchandise</b>	<b>500</b>	<b>750</b>	
47500-20-10	Advertising Revenues	6,500	5,000	5,000
47710-90-10	Golf Cart Fees	2,750	3,500	3,500
47700-90-10	Fair Special Events		15,527	
48520-10-10	Other (Insurance Reimbursement)	1,800	2,885	2,800
	<b>Total Other</b>	<b>11,050</b>	<b>26,912</b>	<b>11,300</b>
48240-10-10	Trailer & RV Parking Fees	46,200	47,530	47,500
47823-80-10	Ticket Convenience Fees			
48880-10-10	ATM Fees Earned Fairtime	15,000	13,096	12,000
	<b>Total Miscellaneous Fair Revenue</b>	<b>72,750</b>	<b>88,288</b>	<b>70,800</b>
	<b>Total Fair Revenue</b>	<b>5,301,053</b>	<b>5,024,808</b>	<b>5,091,731</b>
Total Racing Revenue		1,043,300	1,046,464	1,057,400
Total Fair Revenue Including Racing Revenue		6,344,353	6,071,272	6,149,131



**Sonoma County Fair  
Publicity Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Publicity Wages & Benefits				
Salaries & Wages - Temporary				
50013-20-10	Salaries & Wages Temp. - Overtime		2,773	2,500
50020-20-10	Salaries & Wages Temporary	51,000	37,185	34,040
	<b>Total Salaries &amp; Wages - Temporary:</b>	<b>51,000</b>	<b>39,958</b>	<b>36,540</b>
Payroll Taxes				
55070-20-10	Unemployment Insurance Publicity	3,070	1,036	778
55000-20-10	FICA/Medicare	3,902	3,096	2,795
	<b>Total Payroll Taxes</b>	<b>6,972</b>	<b>4,132</b>	<b>3,573</b>
Employee Benefits - Employer's Share				
55080-20-10	Sick Pay - Temporary		528	176
Worker's Compensation Insurance				
55020-20-10	Workers Comp Insurance	1,030	1,534	1,644
	<b>Total Workers Compensation Insurance:</b>	<b>1,030</b>	<b>1,534</b>	<b>1,644</b>
	<b>Total Wages &amp; Benefits</b>	<b>59,002</b>	<b>46,152</b>	<b>41,934</b>
Professional Services (Contractual)				
56000-20-10	Contract Services - Pubilicity	4,000	3,338	7,000
56001-20-10	Contract Services - Publicity TT			
65060-20-10	Agency Services-Graphics			
	<b>Total Professional Contract Services</b>	<b>4,000</b>	<b>3,338</b>	<b>7,000</b>
Supplies and Expense				
62010-20-10	Postage			
62030-20-10	Supplies - Publicity	1,100	2,277	2,000
62031-20-10	Office Supplies	500		
62034-20-10	Supplies - Publicity	3,500	5,811	5,000
65065-20-10	Sponsorship Expenses	8,000	6,587	6,000
73030-20-10	Special Repairs & Equipment			
	<b>Total Supplies &amp; Expense</b>	<b>13,100</b>	<b>14,675</b>	<b>13,000</b>
Advertising				
62032-20-10	Advertising - Funbook	3,000	2,641	3,000
65010-20-10	Media - Radio	45,000	45,016	40,000
65015-20-10	Media - Television			
65020-20-10	Media - Print	35,000	35,500	30,000
65025-20-10	Media - Outdoor	13,000	16,334	16,000
65030-20-10	Multi-Media Advertising	35,000	34,229	35,000
65035-20-10	Public Relations			
65040-20-10	Media - Production	7,000	7,100	7,000

**Sonoma County Fair  
Publicity Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
65050-20-10	Poster Art & Production	500	517	500
65055-20-10	Schedule of Events	4,000	4,086	4,000
65075-20-10	Newsletter			
65078-20-10	Pre-Fair Events - Publicity	8,500	8,208	8,000
65080-20-10	Fair Guide	56,000	59,348	56,000
65085-20-10	Website	9,500	10,641	6,500
<b>Total Advertising</b>		<b>216,500</b>	<b>223,620</b>	<b>206,000</b>
Other VIP Patio - Directors' Room				
65070-20-10	Directors Room	45,000	53,336	45,000
<b>Total Other VIP Patio - Directors' Room</b>		<b>45,000</b>	<b>53,336</b>	<b>45,000</b>
<b>Total Publicity Expense</b>		<b>337,602</b>	<b>341,120</b>	<b>312,934</b>

**Sonoma County Fair**  
**Attendance Operations Expense**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Wages and Benefits				
Salaries and Wages - Temporary				
50013-30-10	Salaries & Wages Temp. - Overtime Admissions	4,500	3,624	4,500
50040-30-10	Salaries & Wages - Concession Auditors	10,200	8,197	8,500
50070-30-10	Salaries & Wages Temp - Admissions	62,000	48,977	62,181
	<b>Total Salaries &amp; Wages - Temporary</b>	<b>76,700</b>	<b>60,799</b>	<b>75,181</b>
55000-30-10	Payroll Taxes - FICA/Medicare Attendance	5,868	5,488	5,751
55070-30-10	Payroll Taxes - Unemployment Ins. Attendance	4,617	3,669	4,526
	<b>Total Payroll Taxes</b>	<b>10,485</b>	<b>9,158</b>	<b>10,277</b>
Employee Benefits - Employer's Share				
55080-30-10	Sick Pay - Temporary	100	66	
Worker's Compensation Insurance				
55020-30-10	Workers Comp. Insurance - Attendance/Fair	3,451	2,511	3,383
55021-30-10	Workers Comp. Insurance - Volunteers			
	<b>Total Workers Compensation Insurance</b>	<b>3,451</b>	<b>2,511</b>	<b>3,383</b>
	<b>Total Wages &amp; Benefits</b>	<b>90,736</b>	<b>72,533</b>	<b>88,841</b>
Professional Services (Contractual)				
56000-30-10	Contract Services - Attendance	6,612	6,513	6,500
56020-30-10	Security Service - Fair (Carnival Lot - Police)	95,000	91,842	100,272
56021-30-10	Private Security - Fair	143,600	140,678	187,000
56022-30-10	Fire Inspection - Fair	6,000	5,802	6,545
56023-30-10	First Aid - Fair Attendance	22,500	21,700	25,090
56024-30-10	Admissions Services	13,000	11,827	12,000
56025-30-10	Other - E-Tix Support/Brinks Truck	7,800	7,714	7,800
	<b>Total Professional Services (Contractual)</b>	<b>294,512</b>	<b>286,075</b>	<b>345,207</b>
Supplies and Expense				
62030-30-10	Supplies - Attendance	1,500	1,481	1,500
62031-30-10	Employee Tee Shirts/Hats	9,000	8,938	9,000
62032-30-10	Office Supplies Fair Attendance	400	406	400
62050-30-10	Tickets & Credentials	9,500	9,760	8,800
62051-30-10	Signage/Other/Drinking Water	7,500	7,365	7,500
62052-30-10	Tickets & Order Forms	1,100	1,092	1,100
72050-30-10	Equipment Rental - Attendance	6,500	6,083	6,100
	<b>Total Supplies and Expense</b>	<b>35,500</b>	<b>35,125</b>	<b>34,400</b>

**Sonoma County Fair**  
**Attendance Operations Expense**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Equipment Rental				
72051-30-10	Light Towers			
72052-30-10	Metal Detectors	9,100	9,080	10,036
72053-30-10	Golf Carts			
72054-30-10	Tram Tractors			
73030-30-10	Special Repairs & Equip			
<b>Total Equipment Rental</b>		<b>9,100</b>	<b>9,080</b>	<b>10,036</b>
<b>Total Attendance Expense</b>		<b>429,848</b>	<b>402,813</b>	<b>478,484</b>

**Sonoma County Fair  
Premium Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Premium Expense				
Cash Awards				
58010-40-10	Cash Awards	160,000	127,212	130,000
58010-55-10	Cash Awards - Hall of Flowers	97,050	118,900	120,000
<b>Total Cash Awards</b>		<b>257,050</b>	<b>246,112</b>	<b>250,000</b>
Sponsored Cash Awards				
58040-40-10	Trophies, Medals, Ribbons	15,000	14,894	15,000
Total Sponsored Cash Awards		15,000	14,894	15,000
<b>Total Premium Expense</b>		<b>272,050</b>	<b>261,006</b>	<b>265,000</b>

**Sonoma County Fair  
Hall of Flowers Expense  
Budget Worksheet**

		Annual Budget	Projected	Annual Budget
G/L #		12/31/2019	12/31/2019	12/31/2020
Hall of Flowers Wages & Taxes				
50013-55-10	Overtime - HOF		495	
50075-55-10	Hall of Flowers Wages	60,000	70,753	60,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>60,000</b>	<b>71,248</b>	<b>60,000</b>
Payroll Taxes				
55000-55-10	FICA/Medicare - HOF	4,590	5,450	4,590
55070-55-10	Unemployment Insurance - HOF	3,612	2,787	3,612
<b>Total Payroll Taxes</b>		<b>8,202</b>	<b>8,237</b>	<b>8,202</b>
Worker's Compensation Insurance				
55020-55-10	Worker's Comp. HOF	2,700	2,939	2,700
<b>Total Hall of Flowers Wages &amp; Benefits:</b>		<b>70,902</b>	<b>82,424</b>	<b>70,902</b>
Hall of Flowers Design				
56090-55-10	<b>HOF Designer Fee</b>	<b>72,000</b>	<b>72,000</b>	<b>72,000</b>
Hall of Flowers Contracts				
56095-55-10	<b>HOF Contract Services</b>			
Hall of Flowers Materials				
60090-55-10	<b>HOF Materials</b>	<b>80,000</b>	<b>44,656</b>	<b>80,000</b>
<b>Total Hall of Flowers Expense</b>		<b>222,902</b>	<b>199,081</b>	<b>222,902</b>

**Sonoma County Fair  
Exhibits Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Exhibits Wages & Benefits				
Salaries & Wages - Permanent				
50010-50-10	Salaries & Wages Permanent	130,737	124,893	145,348
50012-50-10	Salaries & Wages Perm. - Overtime	10,135	1,622	11,238
50015-50-10	Salaries & Wages Perm. - Paid Leave	5,312	8,135	5,778
55011-50-10	Salaries & Wages Perm. - Cash Allowance	14,352	13,690	14,352
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>160,536</b>	<b>148,339</b>	<b>176,715</b>
Salaries & Wages - Temporary				
50013-50-10	Salaries & Wages Temporary - Overtime	35,000	32,919	40,000
50020-50-10	Salaries & Wages Temporary	130,000	119,629	155,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>165,000</b>	<b>152,547</b>	<b>195,000</b>
Employee Benefits - Employer's Share				
54000-50-10	Employee Benefits - Employer's Share-Accured Leave		13,085	
55010-50-10	Employee Benefits - Employer's Share-Health Benefits	32,392	20,150	37,905
55030-50-10	Employee Benefits - Employer's Share-Other Benefits	5,703	528	2,200
55080-50-10	Sick Pay - Temporary			
55040-50-10	Employee Benefits - Employer's Share-Retirement	53,434	56,315	61,297
<b>Total Employee Benefits - Employer's Share:</b>		<b>91,528</b>	<b>90,078</b>	<b>101,403</b>
Payroll Taxes				
55000-50-10	Payroll Taxes - FICA/Medicare Perm.	11,183	11,430	12,414
55001-50-10	Payroll Taxes - FICA/Medicare Temp.	12,623	11,671	14,918
55070-50-10	Payroll Taxes - Unemployment Ins. Temp.	9,933	8,999	11,739
55071-50-10	Payroll Taxes - Unemployment Ins. Perm.	140	53	140
<b>Total Payroll Taxes</b>		<b>33,879</b>	<b>32,153</b>	<b>39,210</b>
Worker's Compensation Insurance				
55020-50-10	Workers Comp. Insurance - Permanent	1,820	2,029	2,019
55021-50-10	Workers Comp. Insurance- Temporary	7,425	6,293	8,775
Total Workers Compensation Insurance:		9,245	8,322	10,794
<b>Total Exhibits Wages &amp; Benefits:</b>		<b>460,187</b>	<b>431,439</b>	<b>523,122</b>
Judges (Contractual)				
56040-50-10	<b>Judges (Contractual)</b>	<b>30,000</b>	<b>27,182</b>	<b>30,000</b>
Professional Services - Other (Contractual)				
56080-10-10	Straw Removal	7,000	6,188	7,000
56000-50-10	Professional Services - Other (Contractual)	42,000	28,458	30,000
<b>Total Professional Services (Contractual)</b>		<b>49,000</b>	<b>34,646</b>	<b>37,000</b>

**Sonoma County Fair**  
**Exhibits Expense**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Supplies & Expense				
60050-50-10	Premium Book	6,000	6,202	6,500
60060-50-10	Rodeo Queen	1,000	420	
60081-50-10	Birds & Other Small Animal			
60082-50-10	Milk Barn Expense	3,000	4,129	3,000
62030-50-10	Other Supplies	18,000	17,026	18,000
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			6,000
	<b>Total Supplies &amp; Expense</b>	<b>28,000</b>	<b>27,778</b>	<b>33,500</b>
Tent and Booth Rental				
72030-50-10	<b>Tent &amp; Booth Rental Exhibits</b>	<b>1,500</b>	<b>1,294</b>	<b>1,500</b>
Other Equipment Rental				
72050-50-10	<b>Other Equipment Rental</b>	<b>4,000</b>	<b>4,276</b>	<b>4,500</b>
Scholarship/Flower Show Preview				
62031-50-10	Supplies-Flower Show Preview	11,000	8,477	10,000
68080-50-10	Scholarships Awarded	10,000	12,500	15,000
68095-51-10	Licenses & Permits - Sustainable Exhibit			
	<b>Total Other Scholarship/Flower Show Preview</b>	<b>21,000</b>	<b>20,977</b>	<b>25,000</b>
Ag Education Exhibit				
60140-50-10	<b>Agriculture Education Exhibit</b>	<b>8,000</b>	<b>7,176</b>	<b>8,000</b>
	<b>Total Exhibits Expense</b>	<b>601,687</b>	<b>554,769</b>	<b>662,622</b>



**Sonoma County Fair**  
**Miscellaneous Fair Expense**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Wages and Benefits				
Parking Lot - Salaries and Wages - Temporary				
50013-10-10	Overtime Parking Fair Temps	7,500	14,470	10,000
50030-10-10	Parking Wages - Fair	62,500	66,380	88,636
55000-10-10	FICA/Medicare Parking-Fair	5,355	6,185	7,546
55020-10-10	Workers Comp- Parking Fair	3,150	3,335	4,439
55070-10-10	Unemployment Insurance Parking-Fair	4,214	4,306	5,938
	Total Wages & Benefits	82,719	94,676	116,558
Sponsorships				
65065-10-10	Sponsorships	3,700		
Cost of Fair Merch/Misc				
62051-10-10	Sign Machine Supplies	2,500	2,777	2,750
66090-80-10	Fair Merchandise			
	Total Cost of Fair Merch/Misc	2,500	2,777	2,750
VIP Tent				
65066-10-10	Other - VIP	27,500	26,981	25,000
Convenience Fees				
68065-10-10	E-Tix Convenience Fees			
Fair Misc. Cattle Drive Other				
67030-10-10	Fair Misc. Cattle Drive Other		1,282	
Commercial Exhibits & Concessions				
60150-10-10, 60150-50-10	Commercial Exhibits Expense	2,300	9,123	2,300
Vets Lot Parking				
72045-50-10	Parking Site Rental - Fair			
Fair Special Event				
67040-10-10	Fair Special Event	30,000	22,811	
Volunteer Coordinator				
56002-10-10	Volunteer Coordinator			
Contract Services - RV Park - Fair				
56000-10-10	Contract Services - Vendor Coordinator and Auditor	49,000	46,053	46,000
	<b>Total Misc Fair Expense</b>	<b>197,719</b>	<b>203,704</b>	<b>192,608</b>

**Sonoma County Fair  
Racing Revenue & Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Racing Admissions				
45110-60-10	Lower Box Seats	39,500	40,423	40,500
45120-60-10	Upper Box Seats	900	875	900
45130-60-10	Reserved Racing Seats	55,200	51,856	52,000
45140-60-10	Other Racing Admissions	9,300	13,508	13,500
45150-60-10	Named Races	2,500	3,580	4,000
45320-60-10	Racing Advertisements			
	<b>Total Racing Admissions</b>	<b>107,400</b>	<b>110,242</b>	<b>110,900</b>
Track Commissions				
45200-60-10	Track Commissions	888,500	876,566	900,000
45355-60-10	NCOTWINC Reim			
48810-60-10	Costs Recovered - Racing		12,915	
	<b>Total Track Commissions</b>	<b>888,500</b>	<b>889,481</b>	<b>900,000</b>
Program Sales				
45330-60-10	Race Program Sales	36,500	36,206	36,000
45340-60-10	Race Forms/Tip Sheets	9,500	8,520	8,500
	<b>Programs/Forms</b>	<b>46,000</b>	<b>44,726</b>	<b>44,500</b>
Other				
45350-60-10	Other Racing Revenue	1,400	2,016	2,000
	<b>Total Racing Revenue</b>	<b>1,043,300</b>	<b>1,046,464</b>	<b>1,057,400</b>
Horse Racing Wages & Benefits				
Salaries and Wages (Non Pari-Mutuel)				
50013-60-10	Overtime Race Program & Ticket Sellers		8,818	9,000
51000-60-10	Local 1877 Wages	25,000	23,295	23,500
51010-60-10	Local 78 Wages	9,500	8,685	8,700
51020-60-10	Local 495 Wages	60,000	57,116	58,000
51030-60-10	Temp Wages Racing - Other Services	48,000	59,452	60,000
51080-60-10	Non Union Racing Wages	130,000	137,395	138,000
56001-60-10	Contract Services Track Announcer			
	<b>Total Wages (Non Pari-Mutuel)</b>	<b>272,500</b>	<b>294,761</b>	<b>297,200</b>
Salaries and Wages (Pari-Mutuel)				
51040-60-10, 6830-6	<b>Local 280 Wages</b>	<b>48,000</b>	<b>72,921</b>	<b>73,000</b>
Employee Benefits				
55050-60-10	Health & Welfare	45,000	48,493	49,000
55060-60-10	Pension	15,000	21,636	22,000
	<b>Total Employee Benefits</b>	<b>60,000</b>	<b>70,129</b>	<b>71,000</b>
Payroll Taxes				
55000-60-10	Payroll Taxes - FICA/Medicare Temp.	20,845	22,562	23,000

**Sonoma County Fair**  
**Racing Revenue & Expense**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
55070-60-10	Payroll Taxes - Unemployment Ins. Temp.	16,405	16,261	18,426
	<b>Total Payroll Taxes</b>	<b>37,250</b>	<b>38,824</b>	<b>41,426</b>
	Employee Benefits - Employer's Share			
55080-60-10	Sick Pay - Temporary		96	
	Worker's Compensation Insurance			
55020-60-10	Workers Comp. Insurance- Temporary	12,263	12,166	13,374
	<b>Total Racing Wages &amp; Benefits</b>	<b>430,013</b>	<b>488,896</b>	<b>496,000</b>
	Professional Services (Contractual) - Racing			
56000-60-10	Contract Services-Racing	85,000	109,187	110,000
56002-60-10	CARF Dues			
56003-60-10	Track Sound	6,500	8,250	8,500
56004-60-10	Closed Circuit TV	27,000	57,344	56,000
56005-60-10	First Aid/Ambulance	12,500	12,459	11,000
56006-60-10	Finish Line Photos	6,900	6,900	6,900
56007-60-10	Replay Show			
56008-60-10	Laundry Services		2,080	2,800
56009-60-10	Phone Set Up	4,000	3,769	2,000
56010-60-10	CARF Fairtime			
56011-60-10	CARF Shared Expenses			
56012-60-10	Racing Promotions Coordinator			
56013-60-10	Director of Racing	35,000	36,000	40,000
56015-60-10	Other Services	5,500	8,321	8,500
56020-60-10	Security	14,500	22,885	19,000
56060-60-10	Parimutuel Audit	2,200	7,860	7,900
56080-60-10	Straw Removal	7,500	7,106	5,000
72040-60-10	Jumbotron Rental	20,500	20,400	22,400
	<b>Total Professional Services</b>	<b>227,100</b>	<b>302,562</b>	<b>300,000</b>
	Supplies and Expense			
56016-60-10	CARF Admin Fee			
62030-60-10	Racing Supplies	5,000	4,032	2,500
62031-60-10	Office Supplies	1,000	212	1,000
62040-60-10	Condition Books	1,800	2,251	2,250
62050-60-10	Other Expense	15,000	15,850	15,000
62060-60-10	Grandstand Dining	5,000	3,519	3,500
62070-60-10	Race Programs & Forms	35,000	33,733	33,500
65022-60-10	Racing Advertising	5,000	4,791	5,000
65095-60-10	Racing Promotion	14,000	16,057	13,000
68010-60-10	Dues & Subscriptions		235	250
81000-60-10	Equip. > 500 < 5,000	5,000	1,663	2,000

**Sonoma County Fair  
Racing Revenue & Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
70052-60-10	Turf Track Materials	15,000	18,447	40,000
70055-60-10	Track Materials	30,000	29,822	30,000
73030-60-10	Special Repairs & Equip	2,000	7,958	3,000
	<b>Total Supplies &amp; Expense</b>	<b>133,800</b>	<b>138,570</b>	<b>151,000</b>
Rental - Totalisator Equipment				
56030-60-10	<b>Totalisator Service</b>	<b>3,800</b>	<b>3,972</b>	<b>2,500</b>
56035-60-10	<b>Starter Fees/Incentives</b>	<b>30,000</b>	<b>48,383</b>	<b>30,000</b>
Rental - Other Equipment				
72010-60-10	Starting Gate Rental	8,000	7,720	7,800
72020-60-10	Office Equipment Rental	2,500	2,125	2,200
72030-60-10	Televisions Rental			
72050-60-10	Other Equipment Rental	65,000	67,897	65,000
	<b>Total Equipment Rental</b>	<b>75,500</b>	<b>77,741</b>	<b>75,000</b>
	<b>Total Racing Expense</b>	<b>900,213</b>	<b>1,060,125</b>	<b>1,054,500</b>
	<b>Profit / (Loss)</b>	<b>143,087</b>	<b>(13,661)</b>	<b>2,900</b>

**Sonoma County Fair**  
**Fair Entertainment Expense (Attractions Expense)**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Attractions/Entertainment Wages & Benefits				
Salaries & Wages - Temporary				
50013-80-10	Salaries & Wages Temp - Overtime Attractions	1,000	1,368	
52000-80-10	Stagehand Wages			
52010-80-10	Salaries & Wages Temp. Event Assistant	32,000	33,904	44,397
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>33,000</b>	<b>35,272</b>	<b>44,397</b>
Attractions Payroll Taxes				
55000-80-10	Payroll Taxes - FICA/Medicare Temp.	2,525	2,698	
55070-80-10	Payroll Taxes - Unemployment Ins. Temp.	1,987	2,187	
<b>Total Attractions Payroll Taxes</b>		<b>4,512</b>	<b>4,885</b>	
Employee Benefits - Employer's Share				
55080-80-10	Sick Pay - Temporary	100		
Attractions Worker's Compensation Insurance				
55020-80-10	Workers Comp. Insurance- Temporary	1,485	1,455	
<b>Total Workers Compensation Insurance:</b>		<b>1,485</b>	<b>1,455</b>	
<b>Total Wages &amp; Benefits</b>		<b>39,097</b>	<b>41,612</b>	<b>44,397</b>
Community Theater Expenses				
56001-80-10	Contracted Labor ( Production Crew)	32,000	26,996	27,000
56002-80-10	Concerts - Booking Agent (both)	7,500	7,500	7,500
56003-80-10	Catering (Concerts)	1,700	1,460	1,500
56004-80-10	Concert Series Lighting		14,882	15,000
56005-80-10	Concert Series Sound	26,000	29,438	20,100
56006-80-10	Concert Series Stage/Lighting	29,763	14,882	32,460
56015-80-10	Other Services Concerts (Security & Driver)	4,700	4,635	5,500
62032-80-10	Supplies - Concerts (including E-Tix)	1,500	1,834	1,500
66060-80-10	Community Theatre Artist Fees	140,000	144,870	120,000
66068-80-10	Concert Series FOH Mgmt			
72051-80-10	Other Equip Rental - Concerts	12,644	15,634	11,500
<b>Total Community Theater Expenses</b>		<b>255,807</b>	<b>262,129</b>	<b>242,060</b>
Grounds Entertainment Expenses				
66050-80-10	Ground Entertainment - Entertainer Expenses	157,500	172,629	160,472
56000-80-10	Contract Services - Sound, Lights, Ambulance	45,435	42,185	46,020
72030-80-10	Tent & Booth	16,000	31,493	27,242
72040-80-10	Trailer Rental			
73030-80-10	Special Repairs & Equipment			
<b>Total Grounds Entertainment Expenses</b>		<b>218,935</b>	<b>246,307</b>	<b>233,734</b>
General Supplies & Expense				

**Sonoma County Fair**  
**Fair Entertainment Expense (Attractions Expense)**  
**Budget Worksheet**

		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
G/L #				
62030-80-10	Supplies	18,000	21,201	15,000
62031-80-10	Office Supplies & Postage	1,000	369	500
67015-70-10	Insurance			
68095-50-10	Licenses & Permits - Commercial exhibits			
81000-80-10	Equipment>\$500<\$5000 - Attractions			
	<b>Total General Supplies &amp; Expenses</b>	<b>19,000</b>	<b>21,570</b>	<b>15,500</b>
66070-80-10	Community Theater - <b>DO NOT USE</b>			
	<b>Total Grounds Acts</b>			
Chris Beck Paid Shows				
66040-80-10	Rodeo	1,900	668	1,000
66065-80-10	Chris Beck -Other Dirt Events	101,149	109,017	110,000
	<b>Total Grandstand Acts</b>	<b>103,049</b>	<b>109,685</b>	<b>111,000</b>
Other Attractions				
66080-80-10	Farmers Day	8,000	5,860	6,000
66075-80-10	Hat Day (Revenues Net of Expenses)	1,500	(23,175)	
66087-51-10	Sustainable Exhibit			
	<b>Total Other Attractions</b>	<b>9,500</b>	<b>(17,315)</b>	<b>6,000</b>
	<b>Total Attractions Expense</b>	<b>645,388</b>	<b>663,987</b>	<b>652,691</b>

**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Rental of Buildings				
48110-10-60	Grace Pavilion Rental	201,000	205,871	241,200
48120-10-60	VG Garrett Rental	32,850	37,978	76,135
48130-10-60	EC Kraft Rental	45,000	46,944	51,750
48140-10-40	Finley Hall Horse Shows			
48140-10-60	Finley Hall Interim Events	40,000	46,182	45,600
48150-10-60	Hall of Flowers & Annex Rental	67,200	77,580	75,620
48160-10-60	Showcase Hall	37,000	32,200	44,400
48170-10-60	Other Building Interim	120,000	123,338	120,000
48190-10-40	Saralee's Barn - Base Rate	50,000	52,500	55,000
48220-10-60	Racing Grandstand	25,000	9,900	12,500
	<b>Total Rental of Buildings</b>	<b>618,050</b>	<b>632,491</b>	<b>722,205</b>
48180-10-40	Stall Rent - Horse Show	5,000	10,065	6,000
48210-10-60	Lyttle Cow Palace - Interim	56,000	50,555	61,600
48250-10-60	Other Facility - Interim	43,000	44,339	45,000
48265-10-60	Brookwood Parking Lot	20,000	23,804	22,000
48280-10-60	Carnival Lot	99,000	87,850	118,800
48290-10-60	Chris Beck - Interim	35,000	33,658	42,000
	<b>Total Grounds Rental</b>	<b>258,000</b>	<b>250,271</b>	<b>295,400</b>
48300-10-40	Equipment Rental - Horse Show			
48300-10-60	Equipment Rental - Interim	172,000	192,777	205,000
48350-10-40	Sound Equipment - Horse Shows			
48350-10-60	Sound Equipment - Interim			
	<b>Total Equipment Rental</b>	<b>172,000</b>	<b>192,777</b>	<b>205,000</b>
48820-10-60	Food Concessions - Interim	207,000	173,362	209,000
48821-10-60	Alcohol Concession - Interim	361,000	310,190	365,000
48840-10-60	Other Concessions - Interim	14,000	15,456	14,000
48860-90-80	Vendor Space Fees			
48880-10-60	ATM Fees Interim	8,000	8,408	10,000
	<b>Total Concessions</b>	<b>590,000</b>	<b>507,416</b>	<b>598,000</b>
Utility Fee Reimbursement				
48500-10-60	<b>Utility Reimbursements - Interim</b>	<b>4,500</b>	<b>4,160</b>	<b>4,500</b>
Interim Parking Revenue				
48270-30-60	<b>Parking - Interim</b>	<b>401,000</b>	<b>342,104</b>	<b>420,000</b>
Long Term Rentals				
48255-10-60	Car Mart	70,000	45,571	55,000
48256-10-60	Other - Long Term Rentals	43,000	33,852	37,500
	<b>Total Long Term Rentals</b>	<b>113,000</b>	<b>79,423</b>	<b>92,500</b>
RV Park				
48240-10-60	<b>Trailer &amp; RV</b>	<b>1,019,250</b>	<b>1,506,402</b>	<b>1,200,000</b>
Costs Recovered				
48810-10-60	<b>Costs Recovered - Interim</b>	<b>70,000</b>	<b>79,360</b>	<b>70,000</b>
Security/ Insurance Reimbursement				
48510-10-60	Security Reimbursements	245,000	273,278	306,250
48515-10-60	Alcohol Reimbursements			

**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
48520-10-60	Insurance Reimbursements	3,500	4,477	3,500
	<b>Total Other Interim Revenue</b>	<b>248,500</b>	<b>277,755</b>	<b>309,750</b>
	<b>Total Interim Revenue</b>	<b>3,494,300</b>	<b>3,872,160</b>	<b>3,917,355</b>
Interim Wages & Benefits				
Salaries & Wages - Permanent				
50010-30-60	Salaries & Wages Permanent	508,611	442,730	538,829
50012-30-60	Salaries & Wages Perm. - Overtime	66,495	51,245	70,930
50015-30-60	Salaries & Wages Perm. - Paid Leave	34,299	57,482	35,719
55011-30-60	Salaries & Wages Perm. - Cash Allowance	57,408	50,293	57,408
	<b>Total Salaries &amp; Wages - Interim Permanent</b>	<b>666,813</b>	<b>601,750</b>	<b>702,886</b>
Salaries & Wages - Temporary				
50020-30-60	<b>Salaries &amp; Wages Temp - Interim</b>	<b>161,000</b>	<b>127,197</b>	<b>166,626</b>
	Salaries & Wages Temp - Parking Wages			
50030-30-60	Interim	53,000	78,642	75,783
50013-30-60	Salaries & Wages Temp. - Overtime Interim	5,500	24,000	10,000
	<b>Total Salaries &amp; Wages - Interim Temporary</b>	<b>219,500</b>	<b>229,838</b>	<b>252,409</b>
Employee Benefits - Employer's Share				
54000-30-60	Employee Benefits - Employer's Share-Accured Leave		3,939	
55010-30-60	Employee Benefits - Employer's Share-Health Benefits	104,017	109,947	136,455
55030-30-60	Employee Benefits - Employer's Share-Other Benefits	13,970	7,419	6,400
55080-30-60	Sick Pay - Temporary	1,000	1,171	
55040-30-60	Employee Benefits - Employer's Share-Retirement	240,515	226,312	262,012
	<b>Total Employee Benefits - Employer's Share:</b>	<b>359,503</b>	<b>348,786</b>	<b>404,867</b>
Payroll Taxes				
55071-30-60	Payroll Taxes - Unemployment Ins. Perm.	630	226	630
55070-30-60	Payroll Taxes - Unemployment Ins. Temp.	13,214	10,199	13,000
55000-30-60	Payroll Taxes - FICA/Medicare Perm.	46,620	45,334	48,829
55001-30-60	Payroll Taxes - FICA/Medicare Temp.	16,792	17,479	21,803
	<b>Total Payroll Taxes</b>	<b>77,255</b>	<b>73,238</b>	<b>84,261</b>
Worker's Compensation Insurance				
55020-30-60	Workers Comp. Insurance - Permanent	27,071	14,379	28,178
55021-30-60	Workers Comp. Insurance- Temporary	10,975	10,077	12,825
	<b>Total Workers Compensation Insurance:</b>	<b>38,046</b>	<b>24,456</b>	<b>41,003</b>
	<b>Total Wages &amp; Benefits</b>	<b>1,361,117</b>	<b>1,278,068</b>	<b>1,485,425</b>
Supplies & Expense				
62030-30-60	Supplies - Interim	23,000	12,445	13,000
62031-30-60	Office Supplies	1,500	372	750
65021-30-60	Advertising - Interim	4,000	4,444	4,500
67010-30-60	Concession & Other Costs Reimbursed	2,000	2,608	2,750
68065-10-60	Ticket Convenience Fees - Interim			
72045-30-60	Parking Site Rental - Interim	4,000	4,000	4,000
73030-30-60	Special Repairs & Equip	3,000	231	1,500



**Sonoma County Fair  
Interim Revenue & Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
	<b>Total Interim Supplies &amp; Equipment</b>	<b>37,500</b>	<b>24,099</b>	<b>26,500</b>
RV Park - Interim				
56000-30-60	RV Park - Contract Services	11,500	2,053	3,000
62032-30-60	RV Park - Supplies	8,000	19,187	18,000
65020-30-60	RV Park - Advertising/Publicity	5,000	5,646	6,000
70010-30-60	RV Park - Gas & Electricity	100,000	133,421	95,000
70015-30-60	RV Park - Water & Sewer	17,000	21,651	18,000
73010-30-60	RV Park - Equipment Repair	500	80	
73020-30-60	RV Park - Buildings & Grounds Repair	3,000	500	3,000
	<b>Total RV Park Supplies &amp; Expense</b>	<b>145,000</b>	<b>182,537</b>	<b>143,000</b>
Other - Sec/Insurance Reimbursement				
67015-30-60	Insurance Reimbursed	3,500	4,223	3,500
56020-30-60	Security - Non-Fair	57,000	62,053	67,830
67005-30-60	Security Fees Reimbursed	215,000	231,109	283,622
	<b>Total Other - Sec/Ins Reimbursed</b>	<b>275,500</b>	<b>297,384</b>	<b>354,952</b>
Land Rent				
56081-10-60	Cal Trans Median Strip Rent	10,500	10,810	10,500
Straw Removal/Equip Rent				
56080-10-40	Straw Removal			
72050-30-60	Equipment Rental	6,000	2,264	3,500
	<b>Total Other Expenses</b>	<b>6,000</b>	<b>2,264</b>	<b>3,500</b>
56000-10-40	<b>Contract Services - Interim</b>	<b>15,000</b>	<b>9,079</b>	<b>11,000</b>
56002-80-60	<b>Business Partner Incentive</b>	<b>8,000</b>	<b>8,000</b>	<b>4,000</b>
	<b>Total Interim Expense</b>	<b>1,858,617</b>	<b>1,812,242</b>	<b>2,038,877</b>
	<b>Profit / (Loss)</b>	<b>1,635,683</b>	<b>2,059,918</b>	<b>1,878,478</b>

**Sonoma County Fair**  
**Satellite Wagering Revenue & Expense**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
48600-70-70	Interim Rental - Jockey Club			
48605-70-70	Interim Concessions - Jockey Club			
48610-70-70	Commissions	250,000	265,334	265,000
48620-70-70	Admissions - General	34,000	30,825	30,000
48625-70-70	Turf Club Admissions	6,000	6,014	6,000
48630-70-70	Jockey Club Program Sales			
48635-70-70	Jockey Club Program Commission	2,800	2,511	2,500
48640-70-70	Concessions	7,000	10,210	10,000
48650-70-70	Other Jockey Club Sales	1,000	316	300
48660-70-70	Jockey Club Periodicals - Race Forms	65,000	66,879	66,000
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	4,000	3,801	3,800
	<b>Total Satellite Wagering Revenue</b>	<b>369,800</b>	<b>385,889</b>	<b>383,600</b>
Jockey Club Wages & Benefits				
Salaries & Wages - Permanent				
50010-70-70	Salaries & Wages Permanent	52,869	50,755	43,519
50012-70-70	Salaries & Wages Perm. - Overtime	4,082	2,710	3,910
50015-70-70	Salaries & Wages Perm. - Paid Leave	3,735	6,028	3,543
55011-70-70	Salaries & Wages Perm. - Cash Allowance	7,176	7,155	6,624
	<b>Total Salaries &amp; Wages - Permanent:</b>	<b>67,862</b>	<b>66,648</b>	<b>57,595</b>
Salaries & Wages - Temporary				
50013-70-70	Salaries & Wages Temporary - Overtime	2,000	2,869	2,800
50020-70-70	Salaries & Wages Temporary	50,000	54,124	55,000
	<b>Total Salaries &amp; Wages - Temporary:</b>	<b>52,000</b>	<b>56,992</b>	<b>57,800</b>
Employee Benefits - Employers Share				
54000-70-70	Employee Benefits - Employer's Share-Accured Leave		(64)	
55010-70-70	Employee Benefits - Employer's Share-Health Benefits	23,195	23,529	23,981
55030-70-70	Employee Benefits - Employer's Share-Other Benefits	641	165	641
55080-70-70	Sick Pay - Temporary	500	152	
55040-70-70	Employee Benefits - Employer's Share-Retirement	24,894	25,826	21,603
	<b>Total Employee Benefits - Employer's Share:</b>	<b>49,230</b>	<b>49,608</b>	<b>46,226</b>
JOCKEY CLUB EXPENSE				
Payroll Taxes				
55000-70-70	Payroll Taxes - FICA/Medicare Perm.	4,643	4,561	3,897

**Sonoma County Fair**  
**Satellite Wagering Revenue & Expense**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
55001-70-70	Payroll Taxes - FICA/Medicare Temp.	3,978	4,428	4,422
55070-70-70	Payroll Taxes - Unemployment Ins. Temp.	3,130	1,815	3,480
55071-70-70	Payroll Taxes - Unemployment Ins. Perm.	70	24	70
<b>Total Payroll Taxes</b>		<b>11,821</b>	<b>10,829</b>	<b>11,868</b>
Worker's Compensation Insurance				
55020-70-70	Workers Comp. Insurance - Permanent	753	770	632
55021-70-70	Workers Comp. Insurance- Temporary	2,340	2,410	2,601
<b>Total Workers Compensation Insurance:</b>		<b>3,093</b>	<b>3,180</b>	<b>3,233</b>
<b>Total Wages &amp; Benefits</b>		<b>184,006</b>	<b>187,258</b>	<b>176,722</b>
Professional Services & Contracts				
56000-70-70	Contract Services - Satellite	10,500	7,447	15,000
56020-70-70	Security Service - Satellite	24,000	25,284	39,000
72050-70-70	Equipment Rental - Jockey Club	4,000	2,120	2,500
<b>Total Professional Services &amp; Contracts</b>		<b>38,500</b>	<b>34,851</b>	<b>56,500</b>
Advertising & Marketing				
65020-70-70	Advertising - Jockey Club	1,500	1,050	1,500
65095-70-70	Cost of Giveaway Items			
<b>Total Advertising Expense</b>		<b>1,500</b>	<b>1,050</b>	<b>1,500</b>
Jockey Club Supplies & Expense				
62020-70-70	Telephone	7,000	8,577	9,000
62030-70-70	Tickets & Supplies			
62031-70-70	Supplies	5,000	1,319	1,500
68095-70-70	Licenses & Permits			
73010-70-70	Equipment Repair	5,000	7,597	7,500
73020-70-70	Building Repair	5,000	9,038	7,500
73030-70-70	Special Repairs & Equip		2,617	2,500
<b>Total Jockey Club Supplies &amp; Expense</b>		<b>22,000</b>	<b>29,147</b>	<b>28,000</b>
Programs, Concessions & Parking				
66090-70-70	Cost of Novelties Sold			
62080-70-70	Cost of Periodicals Sold	51,350	53,648	54,000
<b>Total Programs, Concessions &amp; Parking</b>		<b>51,350</b>	<b>53,648</b>	<b>54,000</b>
56085-70-70	Garbage	5,000	3,911	4,500
70010-70-70	Gas & Electricity	30,000	22,919	24,000
70015-70-70	Water & Sewer	11,000	11,516	12,000

**Sonoma County Fair  
Satellite Wagering Revenue & Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
	<b>Total Fuel &amp; Utilities</b>	<b>46,000</b>	<b>38,347</b>	<b>40,500</b>
81000-70-70	Improvements under \$5K	1,000		
	<b>Total Satellite Wagering Expense</b>	<b>344,356</b>	<b>344,300</b>	<b>357,222</b>
	<b>Profit / (Loss)</b>	<b>25,445</b>	<b>41,589</b>	<b>26,378</b>

**Sonoma County Fair  
Harvest Fair  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
HARVEST FAIR REVENUE				
Cost Recovery				
48810-10-20	Cost Recovered - Harvest Fair	74,358	56,900	59,343
	<b>Total Cost Recovery</b>	<b>74,358</b>	<b>56,900</b>	<b>59,343</b>
Interim Wages & Benefits				
Salaries & Wages - Permanent				
50010-10-20	Allocated Maintenance Wages		10,281	11,000
50010-30-20	Allocated Interim Wages		6,949	7,000
50010-50-20	Allocated Exhibits Wages			
50010-90-20	Allocated Administration Wages		2,881	3,000
	<b>Total Allocated Wages - Permanent:</b>		<b>20,111</b>	<b>21,000</b>
Salaries & Wages - Temporary				
50020-10-20	Temp Wages Harvest Fair Maintenance	7,000		
50020-20-20, 50013-20-20	Temp Wages Publicity Harvest Fair	9,000		
50020-30-20	Temp Wages Harvest Fair Interim			
50020-50-20, 50013-50-20	Temp Wages Harvest Fair Exhibits	28,000		
50020-90-20	Temp Wages Harvest Fair Administration	1,500		
50030-30-20	Temp Wages Harvest Fair Parking	2,000		
50040-30-20	Temp Wages Harvest Fair Cashiers			
50070-30-20, 50013-90-20	Temp Wages Harvest Fair Admissions	16,855	24,457	25,000
52010-80-20	Temp Wages Harvest Fair Attractions Special Event	2,000		
	<b>Total Salaries &amp; Wages - Interim Temporary</b>	<b>66,355</b>	<b>24,457</b>	<b>25,000</b>
Employee Benefits - Employer's Share				
55010-xx-20, 55030-xx	Employee Benefits - Allocated Wages			
	<b>Total Employee Benefits - Employer's Share</b>			
Payroll Taxes				
55071-xx-20	Unemployment Ins. Allocated Wages			
55070-xx-20	Unemployment Ins. Temp.	3,441	652	1,505
55000-xx-20	FICA/Medi - Allocated Wages			
55000-xx-20, 55001-xx	FICA/Medi - Temp Wages	754	1,871	1,913
	<b>Total Payroll Taxes</b>	<b>4,195</b>	<b>2,523</b>	<b>3,418</b>
Worker's Compensation Insurance				
55020-xx-20, 55021-xx	Workers Comp. Insurance - Allocated Wages			
55020-xx-20, 55021-xx	Workers Comp. Insurance- Temporary	2,807	1,009	1,125
	<b>Total Workers Compensation Insurance:</b>	<b>2,807</b>	<b>1,009</b>	<b>1,125</b>
Total Allocated Wages & Benefits			20,111	21,000
Total Temp. Wages & Benefits		73,358	27,988	29,543
	<b>Total Wages &amp; Benefits</b>	<b>73,358</b>	<b>48,099</b>	<b>50,543</b>
Other Expenses				

**Sonoma County Fair  
Harvest Fair  
Budget Worksheet**

		<b>Annual Budget 12/31/2019</b>	<b>Projected 12/31/2019</b>	<b>Annual Budget 12/31/2020</b>
<b>G/L #</b>				
62010-90-20	Postage - Harvest Fair		2,000	2,000
68085-90-20	Miscellaneous - Harvest Fair	1,000	6,800	6,800
	<b>Total Other Expenses</b>	<b>1,000</b>	<b>8,800</b>	<b>8,800</b>
	<b>Total Harvest Fair Expense</b>	<b>74,358</b>	<b>56,899</b>	<b>59,343</b>
	<b>Profit / (Loss)</b>	<b>0</b>	<b>1</b>	<b>1</b>

**Sonoma County Fair  
Administrative Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
Administration Wages & Benefits				
Salaries & Wages - Permanent				
50010-90-80	Salaries & Wages Permanent	492,431	461,364	512,554
50012-90-80	Salaries & Wages Perm. - Overtime	27,734	31,922	28,964
50015-90-80	Salaries & Wages Perm. - Paid Leave	34,914	66,201	36,204
55011-90-80	Salaries & Wages Perm. - Cash Allowance	43,056	43,056	43,056
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>598,135</b>	<b>602,542</b>	<b>620,778</b>
Salaries & Wages - Temporary				
50013-90-80	Salaries & Wages Temporary - Overtime		57	
50020-90-80	Salaries & Wages Temporary	15,000	4,069	12,000
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>15,000</b>	<b>4,127</b>	<b>12,000</b>
Employee Benefits - Employer's Share				
54000-90-80	Employee Benefits - Employer's Share-Accrued Leave		5,031	
55010-90-80	Employee Benefits - Employer's Share-Health Benefits	70,451	69,934	91,450
55030-90-80	Employee Benefits - Employer's Share-Other Benefits	22,848	7,872	12,340
55050-90-80	GASB 98 Pension Expense			
55080-90-80	Sick Pay - Temporary	200		
55040-90-80	Employee Benefits - Employer's Share-Retirement	222,442	234,896	237,046
<b>Total Employee Benefits - Employer's Share:</b>		<b>315,940</b>	<b>317,732</b>	<b>340,836</b>
Payroll Taxes				
55000-90-80	Payroll Taxes - FICA/Medicare Perm.	39,679	44,976	40,487
55001-90-80	Payroll Taxes - FICA/Medicare Temp.	1,148	316	918
55070-90-80	Payroll Taxes - Unemployment Ins. Perm.	420	261	420
55071-90-80	Payroll Taxes - Unemployment Ins. Temp.	903	190	722
<b>Total Payroll Taxes:</b>		<b>42,150</b>	<b>45,742</b>	<b>42,548</b>
Worker's Compensation Insurance				
55020-90-80	Workers Comp. Insurance - Permanent	7,420	7,168	7,642
55021-90-80	Workers Comp. Insurance- Temporary	750	170	540
Total Workers Compensation Insurance:		8,170	7,338	8,182
<b>Total Administration Wages &amp; Benefits:</b>		<b>979,395</b>	<b>977,482</b>	<b>1,024,343</b>
Administration Professional Services (Contracts)				
56000-90-80	Other Services & Misc.	7,000	17,266	17,000
56005-90-80	County Indirect Expenses	86,000	86,040	114,996
56050-90-80	Legal Fees	41,000	50,111	50,000
56070-90-80	Payroll Service	42,000	52,531	52,000

**Sonoma County Fair  
Administrative Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
56075-90-80	Computer Support	25,000	4,754	25,000
<b>Total Admin Professional Services (Contracts):</b>		<b>201,000</b>	<b>210,703</b>	<b>258,996</b>
Director's Expense				
68070-90-80	<b>Director's Expense</b>	<b>10,000</b>	<b>6,739</b>	<b>10,000</b>
Traveling/Training Expense - Employees				
68090-90-80	<b>Traveling/Training Expense</b>	<b>15,000</b>	<b>12,980</b>	<b>15,000</b>
Office Supplies and Expense				
56020-30-80	Security Alarms - Grounds			
62030-90-80	Office Supplies & Expense	17,000	14,284	15,000
62060-90-80	Computer Supplies	400	190	500
68040-90-80	Miscellaneous Expense	500	380	500
68060-90-80	Bank/Credit Card Fees	80,000	90,105	90,000
68075-90-80	Staff Meetings	180	312	400
68095-90-80	Licenses & Permits	10,000	10,875	11,000
72020-90-80	Office Equipment Rental (Copier Lease)	7,000	9,924	10,000
73010-90-80	Equipment Repair	250	40	250
73030-90-80	Special Repairs & Equipment	1,000	1,816	2,000
78890-90-80	Donations			
<b>Total Administration Office Supplies &amp; Expense:</b>		<b>116,330</b>	<b>127,926</b>	<b>129,650</b>
Telephone and Postage Expense				
62010-90-80	Postage	20,000	8,479	10,000
62015-90-80	Air Postage	300	378	400
62020-90-80	Telephone	36,000	39,822	40,000
<b>Total Administration Telephone &amp; Postage Expense:</b>		<b>56,300</b>	<b>48,679</b>	<b>50,400</b>
Dues and Subscriptions				
68010-90-80	<b>Dues &amp; Subscriptions</b>	<b>7,000</b>	<b>9,572</b>	<b>10,000</b>
Insurance (General Liability)				
68085-90-80	Insurance Other	65,000	66,240	70,000
68086-90-80	Liability Claims			
<b>Total Insurance (General Liability) Expense:</b>		<b>65,000</b>	<b>66,240</b>	<b>70,000</b>
Audit Expense				
56060-90-80	<b>Audit Fees</b>	<b>45,000</b>	<b>18,000</b>	<b>24,000</b>
Current Year Bad Debt Expenses				
68020-90-80	<b>Bad Debt Expense</b>			
68020-58-10	<b>JLA Bad Debt Expense</b>			
68030-90-80	<b>Misc/Cash Over/Short</b>	<b>1,000</b>	<b>1,691</b>	<b>1,000</b>



**Sonoma County Fair  
Administrative Expense  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
81000-90-80	Equipment>\$500<\$5000 - Admin	1,000	717	3,000
Total Administration Expense		1,497,025	1,480,729	1,596,389

**Sonoma County Fair**  
**Maintenance and General Operations Expense**  
**Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
<b>Maintenance Wages &amp; Benefits</b>				
<b>Salaries &amp; Wages - Permanent</b>				
50010-10-80	Salaries & Wages Permanent	610,441	575,249	660,266
50012-10-80	Salaries & Wages Perm. - Overtime	58,301	59,611	63,814
50015-10-80	Salaries & Wages Perm. - Paid Leave	37,673	58,440	40,397
55011-10-80	Salaries & Wages Perm. - Cash Allowance	71,760	67,027	71,760
<b>Total Salaries &amp; Wages - Permanent:</b>		<b>778,176</b>	<b>760,326</b>	<b>836,237</b>
<b>Salaries &amp; Wages - Temporary</b>				
50013-10-80	Salaries & Wages Temporary - Overtime	30,000	37,562	45,000
50020-10-80	Salaries & Wages Temporary	190,000	213,293	255,000
55999-99-99	Payroll Contra account for CIP projects			
<b>Total Salaries &amp; Wages - Temporary:</b>		<b>220,000</b>	<b>250,855</b>	<b>300,000</b>
<b>Employee Benefits - Employers Share</b>				
54000-10-80	Employee Benefits - Employer's Share-Accrued Leave		23,365	
55010-10-80	Employee Benefits - Employer's Share-Health Benefits	164,433	163,560	194,521
55030-10-80	Employee Benefits - Employer's Share-Other Benefits	11,033	9,885	6,400
55080-10-80	Sick Pay - Temporary	1,000	984	
55040-10-80	Employee Benefits - Employer's Share-Retirement	279,737	280,453	312,235
<b>Total Employee Benefits - Employer's Share:</b>		<b>456,203</b>	<b>478,248</b>	<b>513,156</b>
<b>Payroll Taxes</b>				
55000-10-80	Payroll Taxes - FICA/Medicare Perm.	54,041	56,826	58,367
55001-10-80	Payroll Taxes - FICA/Medicare Temp.	16,500	19,348	22,950
55070-10-80	Payroll Taxes - Unemployment Ins. Temp.	9,000	10,166	13,000
55071-10-80	Payroll Taxes - Unemployment Ins. Perm.	630	245	630
<b>Total Payroll Taxes</b>		<b>80,171</b>	<b>86,585</b>	<b>94,947</b>
<b>Worker's Compensation Insurance</b>				
55020-10-80	Workers Comp. Insurance - Permanent	113,365	116,005	123,234
55021-10-80	Workers Comp. Insurance- Temporary	34,770	12,893	13,500
<b>Total Workers Compensation Insurance:</b>		<b>148,135</b>	<b>128,899</b>	<b>136,734</b>
<b>Total Maintenance Wages &amp; Benefits:</b>		<b>1,682,685</b>	<b>1,704,913</b>	<b>1,881,075</b>
<b>Professional Services (Contractual)</b>				
56000-10-80	Contract Services	90,000	81,570	90,000
56086-10-80	Recycling Program	2,000		2,000
<b>Total Contract Services:</b>		<b>92,000</b>	<b>81,570</b>	<b>92,000</b>
<b>Rental - Maintenance Equipment</b>				
72050-10-80	Equipment Rental - Maintenance	<b>35,000</b>	<b>31,434</b>	<b>35,000</b>
<b>Light, Heat, Water and Power</b>				
70010-10-80	Gas & Electricity	175,800	175,273	175,000
70010-10-20	Gas & Electricity -Harvest Fair (reimbursement)			
70015-10-80	Water & Sewer	135,000	131,315	135,000
<b>Total Utilities:</b>		<b>310,800</b>	<b>306,589</b>	<b>310,000</b>
<b>Maintenance of Equipment - Supplies and Expense</b>				
73010-10-80	Equipment Repairs	45,000	45,516	45,000
68095-10-80	Licenses & Permits - Maintenance	6,700	8,532	8,000
70040-10-80	Mechanic Supplies	10,000	7,369	9,000
70045-10-80	Fuel	48,000	39,260	43,000
<b>Total Maintenance of Equipment:</b>		<b>109,700</b>	<b>100,677</b>	<b>105,000</b>
<b>Maintenance of Buildings &amp; Grounds - Supplies and Expense</b>				
62030-10-80	Office Supplies	3,000	1,261	2,000
70020-10-80	Janitorial Supplies	42,000	48,644	45,000
70025-10-80	Landscape Supplies	23,000	29,623	25,000

**Sonoma County Fair**  
**Maintenance and General Operations Expense**  
**Budget Worksheet**

		<b>Annual Budget 12/31/2019</b>	<b>Projected 12/31/2019</b>	<b>Annual Budget 12/31/2020</b>
<b>G/L #</b>				
70030-10-80	Electrical Supplies	18,000	16,000	18,000
70035-10-80	Carpentry/Plumbing Supplies	12,000	14,210	13,000
70050-10-80	Grounds Supplies	50,000	34,631	40,000
70060-10-80	Paint Supplies	20,000	22,138	23,000
70070-10-80	Chairs/Tables/Other Inventory			5,000
73021-10-80	Special Repairs - ADA		4,810	5,000
73020-10-80	Building & Ground Repairs	45,000	26,444	40,000
<b>Total Maint of Buildings &amp; Grounds</b>		<b>213,000</b>	<b>197,762</b>	<b>216,000</b>
<b>Trash Removal, Clean Up (Contractual)</b>				
56085-10-80	Garbage Service	<b>80,000</b>	<b>94,386</b>	<b>90,000</b>
<b>Special Repairs &amp; Equipment</b>				
73030-10-80	Special Repairs & Equipment	<b>15,000</b>	<b>14,044</b>	<b>18,000</b>
<b>Equipment&gt;\$500&lt;\$5,000- Maintenance</b>				
81000-10-80	Equipment>\$500<\$5,000- Maintenance	<b>10,000</b>	<b>8,194</b>	<b>12,000</b>
<b>Total Maintenance Expense:</b>		<b>2,548,185</b>	<b>2,539,570</b>	<b>2,759,075</b>

**Sonoma County Fair  
Other Revenue  
Budget Worksheet**

G/L #		Annual Budget 12/31/2019	Projected 12/31/2019	Annual Budget 12/31/2020
	Other Operating Revenue (Misc Non-Fair)			
48400-90-80	Interest	3,500	9,376	5,000
48850-90-80	Other Misc. Revenue			
48870-90-80	Discounts Earned		438	
48810-10-80	Costs Recovered	23,000	29,147	25,000
48401-90-80	Outstanding Receivables Interest		2,250	1,500
	<b>Total Other Operating Revenue</b>	<b>26,500</b>	<b>41,212</b>	<b>31,500</b>
48910-90-80	<b>Prior Year Revenue Adjustments</b>		<b>51,717</b>	
31101-90-80, 31200-90-80	<b>Capital Contribution</b>		<b>125,569</b>	

Sonoma County Fair  
Other Expense  
Budget Worksheet

		Annual Budget	Projected	Annual Budget
G/L #		12/31/2019	12/31/2019	12/31/2020
Prior Year Operating Expense Adjustments & Other Expenses				
91080-90-80	Prior Year Expense		100,766	
75025-90-80	Gain or Loss on Sale of Assets		1,236	
Total Prior Year & Other Expenses			102,002	
Other Interest Expense				
75010-90-80	Other - Interest Expense		8,000	