



## NOTICE OF MEETING OF THE BOARD OF DIRECTORS SONOMA COUNTY HARVEST FAIR

**Wednesday, Nov 8, 2023, at 5:00 p.m.**  
**Sonoma County Fairgrounds**  
**Administration Building, Board Room**

Notice is hereby given that meetings of the Sonoma County Harvest Fair  
will convene at times and location set forth in this notice.

### AGENDA

**MEMBERS:** President; Scott Goyne, Vice-President; Rocco Cunningham, Becky Bartling, Ethan Brown, Cindy Crane, Pat Emery, Michael Haney, Les Perry, Lisa Wittke Schaffner, Jason Schneider, Andrew Smith, Joe Stefenoni, Amy Tesconi, Claudia Vecchio

1. Call to Order
2. Introduction of Guests
3. Public Comments on issues not on the Agenda: *Any member of the audience desiring to address the Board on a matter not on the agenda: Please stand and after receiving recognition from the Chair, please state your name and make your comments. In order that all interested parties have an opportunity to address the Board, each person is granted 3 minutes to speak. While members of the public are welcome to address the Board, under the Brown Act, Board members may not deliberate or take action on items not on the agenda, and generally may only listen. For items that are on the agenda, each person will be allowed to address the topic being discussed and will be allowed 3 minutes to speak.*
4. Approval of Regular Agenda
5. Approval of Item 1 and 2 on the Consent Agenda: *The consent Agenda includes routine financial and administrative actions that are usually approved by a single majority vote. Questions or comments are accepted, but there will be no discussion on these items prior to voting on the motion unless Board Members or the public request specific items to be discussed and/or removed from the Consent Agenda and placed on the Regular Agenda under the appropriate Committee or Agenda Item.*
6. President's Report
7. Review of Harvest Fair Grand Tasting & Awards Night Events
8. Discussion: Restructuring of the Harvest Fair
9. Request for Future Agenda Items
10. Adjournment

**NEXT MEETING: December 6, 2023**

### CONSENT AGENDA

1. Approval of September 13, 2023 Harvest Fair Board Meeting Minutes
2. Approval of Harvest Fair Financials through September 30, 2023

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



**Sonoma County Harvest Fair**  
**DRAFT Minutes of the Board of Directors' Meeting**  
**Wednesday, September 13, 2023, 5:00 p.m.**

**DIRECTORS PRESENT:** Scott Goyne, President; Ethan Brown, Cindy Crane, Pat Emery, Les Perry, Jason Schneider, Joe Stefanoni, Amy Tesconi, Claudia Vecchio, Lisa Wittke Schaffner

**DIRECTORS ABSENT:**, Rocco Cunningham, Andrew Smith, Michael Haney, Becky Bartling, CEO

**OTHERS PRESENT:** Sheila Quince, Hope Marshall, Bella Adams, Cyndy Dalbeck, Tyffani Sedgewick

The meeting was called to order by President Goyne at 5:13 p.m.

**PUBLIC COMMENTS:** None.

**APPROVAL OF THE AGENDA:**

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

**APPROVAL OF ITEMS 1 & 2 ON THE CONSENT AGENDA:**

**Director Schneider** moved to approve items 1 and 2 on the consent agenda; **Director Brown** seconded the motion; the motion passed unanimously.

**PRESIDENTS' REPORT:**

President Goyne shared that he had attended both committee meetings for September and thought they were both productive meetings.

**COMPETITIONS & GRANT TASTING COMMITTEE UPDATE:**

Sheila Quince reported that 974 wines are entered into the 2023 Pro Wine competition. She distributed a judging itinerary/schedule to all the directors and invited the board to see the judging process. Director Crane gave an overview of what the VIP area will look like; she is creating "grab and go" charcuterie boxes and has rental furniture being donated for the VIP area. Director Schneider shared that Bottle Barn would be securing winemakers to pour exclusively in the VIP area and providing non-alcoholic beverages for the Grand Tasting.

**COMMUNICATIONS, PR, AND AWARDS NIGHT COMMITTEE UPDATE:**

Tyffani Sedgewick gave an overview of the committee meeting, with an update on how media outreach is going. Tyffani provided a list of ads, radio, and other marketing tools she planned on moving forward with before the Grand Tasting. Tyffani will provide staff with a list of media passes needed for the Grand Tasting.

**REQUEST FOR FUTURE AGENDA ITEMS:**

- **Policy on giving non-profits comp tickets.**
- **2024 Dates**
- **Marketing meeting**
- **Nominating committee**

With there being no further business, Director Brown moved to adjourn the meeting; Director Wittke Schaffner seconded the motion; the meeting was adjourned at 6:24 p.m.

**HARVEST FAIR ASSOCIATION OF SONOMA COUNTY  
BALANCE SHEET - DRAFT**

As of	8/31/2023 Actual YTD	8/31/2022 Prior Year YTD	Variance
<b><u>ASSETS</u></b>			
<b>CURRENT ASSETS</b>			
Cash in Bank	89,767	139,027	(49,260)
Cash in Treasury	0	0	0
Accounts Receivable (net of allowance)	(659)	(62,564)	61,905
Due From (Due to) SCF	0	0	0
<b>TOTAL CURRENT ASSETS</b>	<b>89,108</b>	<b>76,463</b>	<b>12,645</b>
<b>TOTAL ASSETS</b>	<b>89,108</b>	<b>76,463</b>	<b>12,645</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>			
<b>CURRENT LIABILITIES</b>			
Accounts Payable	(379)	0	(379)
Accrued Expenses	4	4,806	(4,803)
Sales & Use Tax Payable	46	0	46
Deposits & Refunds Payable	59,111	765	58,346
<b>TOTAL CURRENT LIABILITIES</b>	<b>58,781</b>	<b>5,571</b>	<b>53,210</b>
<b>FUND EQUITY</b>			
Beginning Retained Earnings	63,907	86,758	(22,850)
Profit(Loss) for the Year	(33,580)	(15,866)	(17,715)
<b>TOTAL EQUITY</b>	<b>30,327</b>	<b>70,892</b>	<b>(40,565)</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>89,108</b>	<b>76,463</b>	<b>12,645</b>

## Sonoma County Harvest Fair Summary of Event

Period	2023-01 - 2023-08	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 8/31/2023	Actual PTD 8/31/2023	Variance PTD
G/L #								
Revenue								
	Tasting	101,300						
	Awards Night	51,250						
	Wine Competition	80,250						
	Food Competition	4,000						
	Retail Sales							
	Operations_Administration							
	Attractions							
	Misc. Programs			11	11		11	11
	Non Operating Revenue							
	<b>Total Revenue</b>	<b>236,800</b>		<b>11</b>	<b>11</b>		<b>11</b>	<b>11</b>
Expense								
	Tasting	97,200		3,570	11,430		3,570	11,430
	Awards Night	55,583		26,643	(26,643)		26,643	(26,643)
	Wine Competition	55,200		327	(327)		327	(327)
	Food Competition	7,950		290	(290)		290	(290)
	Operations_Administration	17,200	2,750	2,762	(12)	2,750	2,762	(12)
	<b>Total Expenses</b>	<b>233,133</b>	<b>2,750</b>	<b>33,591</b>	<b>(15,841)</b>	<b>2,750</b>	<b>33,591</b>	<b>(15,841)</b>
	<b>Net Revenue</b>	<b>3,667</b>	<b>(2,750)</b>	<b>(33,580)</b>	<b>(30,830)</b>	<b>(2,750)</b>	<b>(33,580)</b>	<b>(30,830)</b>



**Sonoma County Harvest Fair  
Pro Wine and Amateur Wine Competition**

Period	2023-01 - 2023-08	Annual Budget	Budget YTD	Actual YTD	Variance YTD	Budget PTD	Actual PTD	Variance PTD
G/L #		2023	2023	YTD	YTD	8/31/2023	8/31/2023	PTD
Revenue								
	Ticket Sales							
43000-45	Entry Fees	75,250						
49000-45	Sponsorships	5,000						
49100-45	Sponsored Awards							
	<b>Total Revenue</b>	<b>80,250</b>						
Expense								
50020-45	Salaries & Wages	5,500						
56000-45	Contract Services	17,200						
62030-45	Supplies	2,000						
70010-45	Equipment Rental							
58025-45	Awards	5,500		327	(327)		327	(327)
56040-45	Judge's Expenses	9,000						
65090-45	Advertising	16,000						
	<b>Total Expenses</b>	<b>55,200</b>		<b>327</b>	<b>(327)</b>		<b>327</b>	<b>(327)</b>
	<b>Net Revenue</b>	<b>25,050</b>		<b>(327)</b>	<b>(327)</b>		<b>(327)</b>	<b>327</b>

## Sonoma County Harvest Fair Awards Night

Period	2023-01 - 2023-08	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 8/31/2023	Actual PTD 8/31/2023	Variance PTD
G/L #								
Revenue								
41200-35	Ticket Sales	41,250						
49000-35	Sponsorships	10,000						
	<b>Total Revenue</b>	<b>51,250</b>						
Expense								
50020-35	Salaries & Wages	9,000						
56000-35	Contract Services	2,100						
62030-35	Supplies	1,000						
68095-35	License & Permits	50						
68085-35	Insurance							
70010-35	Equipment Rental	500						
64020-35	Cost of Goods Sold	42,433		25,858	(25,858)		25,858	(25,858)
58025-35	Awards	500		180	(180)		180	(180)
	<b>Total Expenses</b>	<b>55,583</b>		<b>26,643</b>	<b>(26,643)</b>		<b>26,643</b>	<b>(26,643)</b>
	<b>Net Revenue</b>	<b>(4,333)</b>		<b>(26,643)</b>	<b>(26,643)</b>		<b>(26,643)</b>	<b>26,643</b>

## Sonoma County Harvest Fair Pro Food Competition

Period	2023-01 - 2023-08	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 8/31/2023	Actual PTD 8/31/2023	Variance PTD
G/L #								
Revenue								
	Ticket Sales							
43000-55	Entry Fees	4,000						
49100-65	Sponsored Awards							
	<b>Total Revenue</b>	<b>4,000</b>						
Expense								
50020-55	Salaries & Wages	1,500						
56000-55	Contract Services	3,500						
62030-55	Supplies	500		62	(62)		62	(62)
58025-55	Awards	2,200						
	<b>Total Expenses</b>	<b>7,950</b>		<b>290</b>	<b>(290)</b>		<b>290</b>	<b>(290)</b>
	<b>Net Revenue</b>	<b>(3,950)</b>		<b>(290)</b>	<b>(290)</b>		<b>(290)</b>	<b>290</b>



## Sonoma County Harvest Fair

### Misc. Programs - Amateur Wine, Chef Comp and Demos, Concessions, Commercial Space

Period	2023-01 - 2023-08	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 8/31/2023	Actual PTD 8/31/2023	Variance PTD
G/L #								
Revenue								
41200-95	Ticket Sales							
43000-95	Entry Fees							
49000-95	Sponsorships							
	Sponsored Awards							
	Retail Sales							
42500-95	Alcohol Concessions							
41500-95	Commercial Space							
42010-95	Insurance Reimbursement							
49500-95	Miscellaneous Revenue			11	11		11	11
	<b>Total Revenue</b>			<b>11</b>	<b>11</b>		<b>11</b>	<b>11</b>
Expense								
50020-95	Salaries & Wages							
56000-95	Contract Services							
62030-95	Supplies							
68095-95	License & Permits							
68085-95	Insurance							
70010-95	Equipment Rental							
58025-95	Awards							
	<b>Total Expenses</b>							
	<b>Net Revenue</b>			<b>11</b>	<b>11</b>		<b>11</b>	<b>11</b>

## Sonoma County Harvest Fair Operations - Administration

Period	2023-01 - 2023-08	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 8/31/2023	Actual PTD 8/31/2023	Variance PTD
G/L #								
Revenue								
41000-75	Admissions Revenue							
49000-75	Sponsorships							
49500-75	Miscellaneous Revenue							
	Merchandise Sales							
<b>Total Revenue</b>								
Expense								
50020-75	Salaries & Wages							
62030-75	Supplies							
70010-75	Equipment Rental							
81200-75	Special Repairs & Expense							
68081-75	Bad Debt Expense							
68080-75	Bank Fees	9,000	2,750	2,762	(12)	2,750	2,762	(12)
70020-75	Utilities & Garbage	5,500						
91080-75	Prior Year Expense							
68030-75	Cash Over/Short							
62010-75	Postage	2,000						
64025-75	Cost of Merchandise							
68060-75	Director's Expense	500						
68010-75	Dues & Subscriptions							
91000-75	Capital Contribution							
68040-75	Misc. Expense	200						
<b>Total Expenses</b>		17,200	2,750	2,762	(12)	2,750	2,762	(12)
<b>Net Revenue</b>		(17,200)	(2,750)	(2,762)	(12)	(2,750)	(2,762)	12

**Sonoma County Harvest Fair  
Retail Sales**

Period	2023-01 - 2023-08	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 8/31/2023	Actual PTD 8/31/2023	Variance PTD
G/L #								
Revenue								
44500-65	Retail Sales							
	<b>Total Revenue</b>							
Expense								
50020-65	Salaries & Wages							
56000-65	Contract Services							
62030-65	Supplies							
68095-65	License & Permits							
70010-65	Equipment Rental							
81200-65	Special Repairs & Expense							
64020-65	Cost of Goods Sold							
	<b>Total Expenses</b>							
	<b>Net Revenue</b>							

**Sonoma County Harvest Fair  
Attractions**

Period	2023-01 - 2023-08	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 8/31/2023	Actual PTD 8/31/2023	Variance PTD
G/L #								
Revenue								
49000-85	Sponsorships							
49500-85	Miscellaneous Revenue							
	<b>Total Revenue</b>							
Expense								
	<b>Total Expenses</b>							
	<b>Net Revenue</b>							

**HARVEST FAIR ASSOCIATION OF SONOMA COUNTY  
BALANCE SHEET - DRAFT**

---

As of	9/30/2023 Actual YTD	9/30/2022 Prior Year YTD	Variance
<b><u>ASSETS</u></b>			
<b>CURRENT ASSETS</b>			
Cash in Bank	170,027	168,876	1,150
Cash in Treasury	0	0	0
Accounts Receivable (net of allowance)	(62,392)	(101,901)	39,509
Due From (Due to) SCF	0	0	0
<b>TOTAL CURRENT ASSETS</b>	<b>107,635</b>	<b>66,976</b>	<b>40,659</b>
<b>TOTAL ASSETS</b>	<b>107,635</b>	<b>66,976</b>	<b>40,659</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>			
<b>CURRENT LIABILITIES</b>			
Accounts Payable	(379)	0	(379)
Accrued Expenses	(469)	4,449	(4,918)
Sales & Use Tax Payable	46	0	46
Deposits & Refunds Payable	92,313	765	91,548
<b>TOTAL CURRENT LIABILITIES</b>	<b>91,510</b>	<b>5,214</b>	<b>86,297</b>
<b>FUND EQUITY</b>			
Beginning Retained Earnings	63,907	86,758	(22,850)
Profit(Loss) for the Year	(47,783)	(24,996)	(22,787)
<b>TOTAL EQUITY</b>	<b>16,124</b>	<b>61,761</b>	<b>(45,637)</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>107,635</b>	<b>66,976</b>	<b>40,659</b>

## Sonoma County Harvest Fair Summary of Event

Period	2023-01 - 2023-09	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 9/30/2023	Actual PTD 9/30/2023	Variance PTD
G/L #								
Revenue								
	Tasting	101,300						
	Awards Night	51,250		(300)	(300)		(300)	(300)
	Wine Competition	80,250						
	Food Competition	4,000						
	Retail Sales							
	Operations_Administration							
	Attractions							
	Misc. Programs			11	11		11	11
	Non Operating Revenue							
	<b>Total Revenue</b>	<b>236,800</b>		<b>(289)</b>	<b>(289)</b>		<b>(289)</b>	<b>(289)</b>
Expense								
	Tasting	97,200		6,026	10,274		6,026	10,274
	Awards Night	55,583		26,638	(26,638)		26,638	(26,638)
	Wine Competition	55,200		6,016	(6,016)		6,016	(6,016)
	Food Competition	7,950		3,851	(3,851)		3,851	(3,851)
	Operations_Administration	17,200	5,750	4,964	786	5,750	4,964	786
	<b>Total Expenses</b>	<b>233,133</b>	<b>5,750</b>	<b>47,494</b>	<b>(25,444)</b>	<b>5,750</b>	<b>47,494</b>	<b>(25,444)</b>
	<b>Net Revenue</b>	<b>3,667</b>	<b>(5,750)</b>	<b>(47,783)</b>	<b>(42,033)</b>	<b>(5,750)</b>	<b>(47,783)</b>	<b>(42,033)</b>

## Sonoma County Harvest Fair Wine & Food Tasting

Period	2023-01 - 2023-09	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 9/30/2023	Actual PTD 9/30/2023	Variance PTD
G/L #								
Revenue								
41200-25	Ticket Sales	90,000						
	Entry Fees							
49000-25	Sponsorships	5,000						
	Sponsored Awards							
43000-85	Grape Stomp Entry Fees	1,000						
42000-95	Concessions	300						
43000-25	Winery Table Fee	4,500						
	Miscellaneous Revenue							
47100-75	Parking	500						
	<b>Total Revenue</b>	<b>101,300</b>						
Expense								
50020-25	Salaries & Wages	28,500						
50020-85	Salaries & Wages - Attractions	2,500						
56000-25	Contract Services	15,000						
56000-75	Contract Services - Operations	5,000						
56000-85	Contract Services - Attractions	6,050		1,300	15,000		1,300	15,000
62030-25	Supplies	6,500						
62030-85	Supplies - Attractions	1,600						
68095-75	License & Permits	400		175	(175)		175	(175)
68085-75	Insurance	1,650						
70010-25	Equipment Rental							
58025-85	Awards - Grape Stomp	1,500						
65090-75	Advertising	28,500		4,551	(4,551)		4,551	(4,551)
	<b>Total Expenses</b>	<b>97,200</b>		<b>6,026</b>	<b>10,274</b>		<b>6,026</b>	<b>10,274</b>
	<b>Net Revenue</b>	<b>4,100</b>		<b>(6,026)</b>	<b>10,274</b>		<b>(6,026)</b>	<b>(10,274)</b>

## Sonoma County Harvest Fair Awards Night

Period	2023-01 - 2023-09	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 9/30/2023	Actual PTD 9/30/2023	Variance PTD
G/L #								
Revenue								
41200-35	Ticket Sales	41,250		(300)	(300)		(300)	(300)
49000-35	Sponsorships	10,000						
	<b>Total Revenue</b>	<b>51,250</b>		<b>(300)</b>	<b>(300)</b>		<b>(300)</b>	<b>(300)</b>
Expense								
50020-35	Salaries & Wages	9,000						
56000-35	Contract Services	2,100		600	(600)		600	(600)
62030-35	Supplies	1,000						
68095-35	License & Permits	50						
68085-35	Insurance							
70010-35	Equipment Rental	500						
64020-35	Cost of Goods Sold	42,433		25,858	(25,858)		25,858	(25,858)
58025-35	Awards	500		180	(180)		180	(180)
	<b>Total Expenses</b>	<b>55,583</b>		<b>26,638</b>	<b>(26,638)</b>		<b>26,638</b>	<b>(26,638)</b>
	<b>Net Revenue</b>	<b>(4,333)</b>		<b>(26,938)</b>	<b>(26,938)</b>		<b>(26,938)</b>	<b>26,338</b>



**Sonoma County Harvest Fair  
Pro Wine and Amateur Wine Competition**

Period	2023-01 - 2023-09	Annual Budget	Budget YTD	Actual YTD	Variance YTD	Budget PTD 9/30/2023	Actual PTD 9/30/2023	Variance PTD
G/L #		2023	2023	YTD	YTD	9/30/2023	9/30/2023	PTD
Revenue								
	Ticket Sales							
43000-45	Entry Fees	75,250						
49000-45	Sponsorships	5,000						
49100-45	Sponsored Awards							
	<b>Total Revenue</b>	<b>80,250</b>						
Expense								
50020-45	Salaries & Wages	5,500						
56000-45	Contract Services	17,200		3,000	(3,000)		3,000	(3,000)
62030-45	Supplies	2,000		112	(112)		112	(112)
70010-45	Equipment Rental							
58025-45	Awards	5,500		327	(327)		327	(327)
56040-45	Judge's Expenses	9,000		2,577	(2,577)		2,577	(2,577)
65090-45	Advertising	16,000						
	<b>Total Expenses</b>	<b>55,200</b>		<b>6,016</b>	<b>(6,016)</b>		<b>6,016</b>	<b>(6,016)</b>
	<b>Net Revenue</b>	<b>25,050</b>		<b>(6,016)</b>	<b>(6,016)</b>		<b>(6,016)</b>	<b>6,016</b>

**Sonoma County Harvest Fair  
Pro Food Competition**

Period	2023-01 - 2023-09	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 9/30/2023	Actual PTD 9/30/2023	Variance PTD
G/L #								
Revenue								
	Ticket Sales							
43000-55	Entry Fees	4,000						
49100-65	Sponsored Awards							
	<b>Total Revenue</b>	<b>4,000</b>						
Expense								
50020-55	Salaries & Wages	1,500						
56000-55	Contract Services	3,500		3,500	(3,500)		3,500	(3,500)
62030-55	Supplies	500		123	(123)		123	(123)
58025-55	Awards	2,200						
	<b>Total Expenses</b>	<b>7,950</b>		<b>3,851</b>	<b>(3,851)</b>		<b>3,851</b>	<b>(3,851)</b>
	<b>Net Revenue</b>	<b>(3,950)</b>		<b>(3,851)</b>	<b>(3,851)</b>		<b>(3,851)</b>	<b>3,851</b>

## Sonoma County Harvest Fair

### Misc. Programs - Amateur Wine, Chef Comp and Demos, Concessions, Commercial Space

Period	2023-01 - 2023-09	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 9/30/2023	Actual PTD 9/30/2023	Variance PTD
G/L #								
Revenue								
41200-95	Ticket Sales							
43000-95	Entry Fees							
49000-95	Sponsorships							
	Sponsored Awards							
	Retail Sales							
42500-95	Alcohol Concessions							
41500-95	Commercial Space							
42010-95	Insurance Reimbursement							
49500-95	Miscellaneous Revenue			11	11		11	11
	<b>Total Revenue</b>			<b>11</b>	<b>11</b>		<b>11</b>	<b>11</b>
Expense								
50020-95	Salaries & Wages							
56000-95	Contract Services							
62030-95	Supplies							
68095-95	License & Permits							
68085-95	Insurance							
70010-95	Equipment Rental							
58025-95	Awards							
	<b>Total Expenses</b>							
	<b>Net Revenue</b>			<b>11</b>	<b>11</b>		<b>11</b>	<b>11</b>

## Sonoma County Harvest Fair Operations - Administration

Period	2023-01 - 2023-09	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 9/30/2023	Actual PTD 9/30/2023	Variance PTD
G/L #								
Revenue								
41000-75	Admissions Revenue							
49000-75	Sponsorships							
49500-75	Miscellaneous Revenue							
	Merchandise Sales							
<b>Total Revenue</b>								
Expense								
50020-75	Salaries & Wages							
62030-75	Supplies							
70010-75	Equipment Rental							
81200-75	Special Repairs & Expense							
68081-75	Bad Debt Expense							
68080-75	Bank Fees	9,000	5,750	4,964	786	5,750	4,964	786
70020-75	Utilities & Garbage	5,500						
91080-75	Prior Year Expense							
68030-75	Cash Over/Short							
62010-75	Postage	2,000						
64025-75	Cost of Merchandise							
68060-75	Director's Expense	500						
68010-75	Dues & Subscriptions							
91000-75	Capital Contribution							
68040-75	Misc. Expense	200						
<b>Total Expenses</b>		17,200	5,750	4,964	786	5,750	4,964	786
<b>Net Revenue</b>		<b>(17,200)</b>	<b>(5,750)</b>	<b>(4,964)</b>	786	<b>(5,750)</b>	<b>(4,964)</b>	<b>(786)</b>

**Sonoma County Harvest Fair  
Retail Sales**

Period	2023-01 - 2023-09	Annual Budget 2023	Budget YTD 2023	Actual YTD	Variance YTD	Budget PTD 9/30/2023	Actual PTD 9/30/2023	Variance PTD
G/L #								
Revenue								
44500-65	Retail Sales							
	<b>Total Revenue</b>							
Expense								
50020-65	Salaries & Wages							
56000-65	Contract Services							
62030-65	Supplies							
68095-65	License & Permits							
70010-65	Equipment Rental							
81200-65	Special Repairs & Expense							
64020-65	Cost of Goods Sold							
	<b>Total Expenses</b>							
	<b>Net Revenue</b>							

**Sonoma County Harvest Fair  
Attractions**

Period	2023-01 - 2023-09	Annual Budget	Budget YTD	Actual YTD	Variance YTD	Budget PTD	Actual PTD	Variance PTD
G/L #		2023	2023	YTD	YTD	9/30/2023	9/30/2023	PTD
Revenue								
49000-85	Sponsorships							
49500-85	Miscellaneous Revenue							
	<b>Total Revenue</b>							
Expense								
	<b>Total Expenses</b>							
	<b>Net Revenue</b>							