

# OPERATING BUDGET

\_\_\_\_\_ DISTRICT AGRICULTURAL ASSOCIATION \_\_\_\_\_

\_\_\_\_\_ COUNTY \_\_\_\_\_

Conducting The \_\_\_\_\_

at \_\_\_\_\_, California

For the period of January 1, 2019 to December 31, 2019

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>TOTAL NET RESOURCES, JANUARY 1:</b>					
Unrestricted net resources		\$482,132	\$492,997	\$400,133	\$518,574
Unrestricted Net Position - Pension			\$0	0	0
Restricted resources				151,680	0
Investment in Capital Assets, Net of Related Debt		1,492,399	1,414,587	1,414,384	1,523,754
Subtotal (Total Net Resources)		1,974,531	1,907,584	1,966,197	2,042,328
<b>RESOURCES ACQUIRED:</b>					
Operating Revenues (From Page 2)		1,262,108	1,246,030	1,310,406	1,283,218
State (Local/Base) Allocations (to Page 2):	31200	38,190	38,190	38,190	38,190
Training Allocation & Other Fiscal & Admin Assistance (F&E)	31300	2,419	2,419	2,419	2,419
Capital Project Reimbursement Funds (from Sched 8A)	31900		192,000	126,720	65,280
One-time Revenue Sources (fire camp, sale of property, capital projects)	32500				
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000				
Other (e.g., Perf Rating used for oper.) (to Page 2)	34000				
<b>TOTAL RESOURCES ACQUIRED</b>		1,302,717	1,478,639	1,477,735	1,389,107
<b>TOTAL RESOURCES AVAILABLE</b>		3,277,248	3,386,223	3,443,932	3,431,435
<b>RESOURCES APPLIED:</b>					
Operating Expenditures (From Page 2)		1,296,069	1,284,509	1,289,570	1,323,075
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		1,296,069	1,284,509	1,289,570	1,323,075
Depreciation Expense (From Page 10)	90000	112,034	111,634	112,034	112,034
Pension Expense (From Page 10)	96000	0	0	0	0
<b>TOTAL RESOURCES APPLIED</b>		1,408,103	1,396,143	1,401,604	1,435,109
<b>TOTAL NET RESOURCES, DECEMBER 31:</b>					
Unrestricted Net Resources Available for Operations		454,761	486,620	518,574	426,753
Unrestricted Net Position - Pension	29400				
Restricted Net Resources					
Investment in Capital Assets (From Schedule 7)		1,414,384	1,503,460	1,523,754	1,569,573
Subtotal (Should equal Total Net Resource Figure above)		\$1,869,145	\$1,990,080	\$2,042,328	\$1,996,326
Reserve Percentage		35.1%	37.9%	40.2%	32.3%

<p><b>ALL FAIRS:</b></p> <p><i>[Signature]</i> 12/5/18  President, Board of Directors Date</p> <p><i>[Signature]</i> 12/5/18  Chief Executive Officer Date</p>	<p><b>COUNTY APPROVALS (County Fairs Only):</b></p> <p>_____  Chairman, Board of Supervisors Date</p> <p>_____  County Clerk Date</p>
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## Summary of Operations

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>OPERATING REVENUES:</b>					
Admissions to Grounds	4100	\$191,147	\$217,321	\$226,001	\$217,000
Commercial Space	4200	75,297	76,000	76,129	78,000
Carnival	4300	130,000	130,000	130,698	130,000
Concessions	4350	77,905	82,200	90,738	83,000
Exhibits	4400	14,464	14,640	31,726	33,000
Horse Show	4450	24,608	24,800	27,568	27,600
Fair Activities	4500	1,600	1,800	1,755	1,600
Satellite Wagering	45005				
Fair Attractions	46000				
Motorized Racing	46109				
Interim Attractions	46009				
Miscellaneous Fair	4600	118,788	107,200	94,034	96,869
Miscellaneous Non-Fair Programs	4750	108,201	125,592	124,407	125,640
Interim Revenue	4800	515,269	464,077	504,282	487,509
Misc Interim Revenue	4850				
Prior Year Revenue Adjustments	4900	(88)			
Other Operating Revenue	4950	4,918	2,400	3,068	3,000
<b>TOTAL OPERATING REVENUES (to Page 1)</b>		<b>1,262,109</b>	<b>1,246,030</b>	<b>1,310,406</b>	<b>1,283,218</b>
<b>OPERATING EXPENDITURES:</b>					
Administration	5000	433,715	417,443	422,590	443,636
Maintenance & General Operations	5200	505,549	499,273	496,467	508,235
Publicity	5300	40,446	47,512	45,695	48,589
Attendance Operations	5400	65,644	63,949	68,042	65,764
Miscellaneous Fair	5500	33,878	29,110	28,102	33,150
Miscellaneous Non-Fair Programs	5600	38,013	41,034	39,370	38,150
Premiums	5700	11,215	10,724	12,734	11,407
Exhibits	5800	34,860	41,211	34,950	35,633
Horse Show	5900	17,471	18,017	19,361	18,738
Horse Racing (Live)					
Satellite Wagering					
Fair Entertainment	6000	97,341	98,393	104,529	100,714
Motorized Racing					
Interim Entertainment	6100	19,086	17,843	20,305	19,059
Equipment (Funded by Fair)					
Prior Year Expense Adjustments	80000	(1,243)		(2,872)	
Cash (over/under)	85000	95		297	
Other Operating Expense	94000				
<b>TOTAL OPERATING EXPENDITURES (to Page 1)</b>		<b>1,296,070</b>	<b>1,284,509</b>	<b>1,289,570</b>	<b>1,323,075</b>
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION &amp; PENSION</b>		<b>(33,961)</b>	<b>(38,479)</b>	<b>20,836</b>	<b>(39,857)</b>
Depreciation Expense	90000	112,034	106,815	112,034	112,034
Pension Expense	96000				
<b>NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION &amp; PENSION</b>		<b>(145,995)</b>	<b>(145,294)</b>	<b>(91,198)</b>	<b>(151,891)</b>
LOCAL (BASE) ALLOCATION - (From Page 1)	31200	38,190	38,190	38,190	38,190
OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)		2,419	2,419	2,419	2,419
UTILIZATION OF UNRESTRICTED NET RESOURCES (if applicable)					
<b>NET PROFIT/(LOSS) BEFORE DEPRECIATION &amp; PENSION, CURRENT YEAR</b>		<b>\$6,648</b>	<b>\$2,130</b>	<b>\$61,445</b>	<b>\$752</b>
<b>NET PROFIT/(LOSS) AFTER DEPRECIATION &amp; PENSION, CURRENT YEAR</b>		<b>(\$105,386)</b>	<b>(\$104,685)</b>	<b>(\$50,589)</b>	<b>(\$111,282)</b>

## Detail of Revenues

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>ADMISSIONS REVENUE:</b>					
Regular Fair Admissions	4101	139,707	162,821	173,768	165,000
Discounted Fair Admissions	4102	51,440	54,500	52,233	52,000
TOTAL ADMISSIONS REVENUE	4100	191,147	217,321	226,001	217,000
<b>COMMERCIAL SPACE REVENUE:</b>					
Outside Commercial Space	4200	75,297	76,000	76,129	78,000
Inside Commercial Space	0				
TOTAL COMMERCIAL SPACE REVENUE	4200	75,297	76,000	76,129	78,000
<b>CARNIVAL REVENUE:</b>					
Carnival	4301	51,938	60,000	54,608	55,000
Carnival: Pre-Sale	4302	78,062	70,000	76,090	75,000
TOTAL CARNIVAL REVENUE	4300	130,000	130,000	130,698	130,000
<b>CONCESSIONS REVENUE:</b>					
Food Concessions	4351	72,655	77,000	84,040	77,000
Non-Food Concessions	4352	5,250	5,200	6,698	6,000
TOTAL CONCESSIONS REVENUE	4350	77,905	82,200	90,738	83,000
<b>EXHIBITS REVENUE:</b>					
Entry Fees	4400	12,824	13,000	11,739	13,000
Donated & Sponsored Awards	4402	1,640	1,640	2,572	2,500
Commercial Wine	4403			17,415	17,500
TOTAL EXHIBITS REVENUE	4400	14,464	14,640	31,726	33,000
<b>Fair Activities</b>					
Fair Activities - mutton bustin	4451	1,600	1,800	1,755	1,600
	0				
	0				
	0				
	0				
	0				
	4450	1,600	1,800	1,755	1,600
<b>HORSE SHOW REVENUE:</b>					
4H/FFA Youth Fair show	4501	2,177	1,800	1,568	1,600
Schooling Shows	4502	22,431	23,000	26,000	26,000
Donations for Special Prizes	0				
Stall Fees	0				
Other (Explain)	0				
TOTAL HORSE SHOW REVENUE	4500	24,608	24,800	27,568	27,600

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## Detail of Revenues

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>SATELLITE WAGERING REVENUE:</b>					
TOTAL SATELLITE WAGERING REVENUE	45005	0	0	0	0
<b>FAIR ATTRACTIONS REVENUE:</b>					
Rodeo Admissions	46100				
Queen Pageant Admissions	46200				
4 Wheel-Drive Pull Admissions	46300				
Destruction Derby Admissions	46400				
Performances Admissions	46500				
Other Admissions (Explain)	46600				
TOTAL FAIR ATTRACTIONS REVENUE	46000	0	0	0	0
<b>MOTORIZED RACING REVENUE:</b>					
TOTAL MOTORIZED RACING REVENUE	46109	0	0	0	0
<b>INTERIM ATTRACTIONS REVENUE:</b>					
Performance Admissions	46209				
Other Admissions (List)	46309				
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	0	0
<b>MISCELLANEOUS FAIR REVENUE:</b>					
Parking	4601	23,883	29,000	26,097	29,169
Fair Program Revenue	0				
Utility Fee Reimbursement	4602	4,680	4,680	4,059	4,000
Taffeta sales	4603	932	512	702	200
Fair Camping/Rv's	4604	5,265	5,500	5,150	5,500
commercial wine (moved to 4403)	0	17,553	18,000		
Other (Explain)	0				
Sponsorships	4605	52,442	55,000	42,438	45,000
Friends of Fair	4606	5,785	5,900	6,170	6,000
Non Cash Sponsorship	4607	8,248	7,000	9,418	7,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	118,788	125,592	94,034	96,869
<b>MISCELLANEOUS NON-FAIR PROGRAMS:</b>					
Blast	4701	19,087	20,000	22,370	25,840
Crab Feed	4702	28,429	32,800	32,700	32,800
Buckles & BBQ	4703	2,990	3,400	2,216	0
Open Ride Arena Club Membership from #4820	4704			8,100	8,300
Swap Meet	4705	0	0	870	700
Capital Bar	4751	48,857	51,000	58,151	58,000
TOTAL MISC. NON-FAIR PROGRAMS	4750	99,363	107,200	124,407	125,640

\$7

## Detail of Revenues

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>INTERIM REVENUE:</b>					
Interim Bldg & Grounds Rentals	4801	177,731	168,369	233,571	222,495
Long Term Rentals	4802	68,145	68,000	71,387	72,300
Interim Food Concessions	4803	38,722	24,000	18,500	0
Interim Utility Reimbursement	4804	6,405	5,166	7,295	7,300
Interim Parking Revenue	4805	62,366	72,000	59,867	70,364
Interim Recycle Revenue	4806	3,094	1,650	2,000	2,000
RV Space Rental	4807	34,407	30,747	25,427	28,000
Open Ride Membership	4820	8,838	8,400		
Interim Janitorial Reimbursement	4808	130	420	0	0
Racetrack Rental	4809	86,441	82,600	82,050	82,500
Other Revenues (Compost & Propane)	4851	36,938	1,500	3,315	1,500
Association Memberships	4852	890	1,140	850	850
Admin Revenue	4855	0	85	20	200
<b>TOTAL INTERIM REVENUE</b>	<b>48000</b>	<b>524,107</b>	<b>464,077</b>	<b>504,282</b>	<b>487,509</b>
<b>TOTAL PRIOR YEAR REVENUE ADJUSTMENT:</b>					
	4900	(88)			
<b>OTHER OPERATING REVENUE:</b>					
Interest Earnings	4951	1,786	1,250	1,504	1,500
NSF & ATM	4952	1,132	1,150	1,564	1,500
Other (Explain)	4953				
Gain on Sale of Asset	4954	2,000	0	0	0
<b>TOTAL OTHER OPERATING REVENUE</b>	<b>49500</b>	<b>4,918</b>	<b>2,400</b>	<b>3,068</b>	<b>3,000</b>

4704

## Detail of Expenditures

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>ADMINISTRATION EXPENSE:</b>					
Salaries & Wages - Permanent	5011	231,404	232,806	243,680	265,795
Salaries & Wages - Temporary	5012	22,480	25,000	21,015	13,643
Compensated Absences Expense	5013	3,395	2,871	336	551
Employee Benefits - Employer's Share	5014	97,668	78,582	75,419	81,413
Payroll Taxes	5015	5,499	5,439	3,214	4,898
Worker's Compensation Insurance	5131	0	452	452	452
Professional Services (Contractual)	5132	4,696	1,142	5,188	4,845
Director's Expense	5133	5,390	4,455	3,141	4,000
Traveling/Training Expense - Employees	5134	3,948	4,543	4,537	3,900
Office Supplies and Expense	5135	13,775	8,900	9,490	9,100
Computing Expense	5137	5,622	3,000	7,164	3,000
Telephone	5138	4,683	5,052	5,137	6,777
Postage	5139	2,480	2,421	1,850	1,850
Admin publicity	5140	501	100	670	500
Dues & Subscriptions	5141	3,834	2,337	2,928	2,928
Gen. Liability Insurance	5142	14,687	26,678	25,334	26,834
Unemployment Insurance	5144	1,408	1,700	1,006	1,200
Bank Charges	5146	7,113	6,833	7,079	7,000
Audit Expense	5147	5,132	5,132	4,950	4,950
<b>TOTAL ADMINISTRATION EXPENSE</b>	<b>50000</b>	<b>433,715</b>	<b>417,443</b>	<b>422,590</b>	<b>443,636</b>
<b>MAINTENANCE &amp; GENERAL OPERATIONS:</b>					
Salaries & Wages - Permanent	5211	136,026	166,440	151,987	176,466
Salaries & Wages - Temporary	5212	78,805	60,452	77,207	61,020
Employee Benefits	5213	62,740	61,587	52,124	61,587
Payroll Taxes	5214	6,828	7,240	5,873	7,331
Worker's Compensation Insurance	5215	0	452	452	452
Maintenance Rental Equipment	5218	248	248	2,248	248
Light, Heat, Water and Power	5221	96,064	89,426	91,191	82,531
Vehicle Maintenance	5222	20,413	17,500	18,500	17,800
Maintenance Bldgs & Grounds	5223	80,722	76,800	76,800	76,800
Trash	5224	23,703	19,128	20,085	20,000
Fair & Event Maintenance	5225				4,000
	0				
Maintenance of Equipment - Supplies & Expense	0				
Maint. of Bldgs. & Grounds- Supplies & Expense	0				
Trash Removal, Clean up (Contractual)	0				
Other (Explain)	0				
Special Repairs & Maintenance (List)	0				
<b>TOTAL MAINTENANCE EXPENSE</b>	<b>5200</b>	<b>505,549</b>	<b>499,273</b>	<b>496,467</b>	<b>508,235</b>

deducted from 5223

## Detail of Expenditures

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>PUBLICITY EXPENSE:</b>					
Publicity Professional Services	5320	9,182	23,614	22,769	23,600
Fair Paid Ads	5340	25,461	21,000	19,432	21,500
Pre- Fair VIP	5370	2,591	2,590	3,205	3,200
El Dorado Rose Expenses	5371	237	308	289	289
Professional Services (Contractual)	0				
Supplies and Expense	0				
Advertising	0				
Promotional Expense	5350	1,836			
Public Relations Expense	5330	206			
Pre-Fair Events	0				
Other (Explain)	5380	933			
<b>TOTAL PUBLICITY EXPENSE</b>	<b>5300</b>	<b>40,446</b>	<b>47,512</b>	<b>45,695</b>	<b>48,589</b>
<b>ATTENDANCE OPERATIONS:</b>					
Fair Gate Wages	5410	20,791	20,925	19,710	19,628
Fair Parking	5411	13,482	13,821	12,298	11,300
Fair Guest Services Wages	5412	12,814	12,328	18,320	17,540
Gate/parking/GS payroll taxes	5413	3,569	3,712	4,276	3,696
Professional Services - Shuttle	5420	5,554	5,554	5,957	6,000
Fair Parking Lot Exp	5421	610	609	144	600
Gate Supplies & Exp	5422	8,824	7,000	7,337	7,000
Other (Explain)	0				
<b>TOTAL ATTENDANCE OPERATIONS</b>	<b>5400</b>	<b>65,644</b>	<b>63,949</b>	<b>68,042</b>	<b>65,764</b>
<b>MISCELLANEOUS FAIR EXPENSE:</b>					
Tent & Booth Rental	5511	5,788	5,788	6,793	4,297
Fair Professional Services	5530	19,601	19,462	19,072	19,312
Fair Janitorial Services (Ugly Sucker)	5540			600	600
Fair Equipment Rental	5550	6,819	7,489	6,727	7,277
Sponsorship Expense	5570	261	300	469	430
Fair Activities Expense _ Mutton Bustin	5580	1,409	1,859	1,234	1,234
Exhibit Guide	0		0		
Stall Expense	0		0		
Sponsorships	0		0		
Other (Explain)	0		0		
Commercial Exhibits & Concessions	0				
<b>TOTAL MISCELLANEOUS FAIR</b>	<b>5500</b>	<b>33,878</b>	<b>34,898</b>	<b>28,102</b>	<b>33,150</b>
<b>MISCELLANEOUS NON-FAIR PROGRAMS:</b>					
4th of July Family Blast	5610	8,085	8,084	8,619	8,650
Crab Feed	5620	15,404	17,000	14,931	15,000
Buckles & BBQ	5632	1,077	1,150	1,267	0
Capital Bar Expense	5640	13,447	14,800	14,513	14,500
Swap Meet Exp	5635	0		40	0
Worker's Compensation Insurance	0				
Supplies & Expense	0				
Publicity	0				
Attendance	0				
Exhibits	0				
Other (Explain)	0				
<b>TOTAL MISC. NON-FAIR PROGRAMS</b>	<b>5600</b>	<b>38,013</b>	<b>41,034</b>	<b>39,370</b>	<b>38,150</b>

## Details of Expenditures

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>PREMIUMS EXPENSE (Excluding Horse Show):</b>					
Cash Awards	5710	8,284	8,274	7,845	8,000
Trophies, Medals, Ribbons	5720	2,931	2,450	3,999	3,407
Taffeta	5721	0		890	0
Sponsored Trophies, Medals, Ribbons	0				
Other Awards (Explain)	0				
<b>TOTAL PREMIUM EXPENSE</b>	<b>5700</b>	<b>11,215</b>	<b>10,724</b>	<b>12,734</b>	<b>11,407</b>
<b>EXHIBITS EXPENSE:</b>					
Judges	5820	6783	6,783	6,335	6,783
Professional Services - Other (Contractual)	5830	10,550	13,040	11,097	12,190
Supplies and Expense	5840	5,482	5,100	4,825	5,000
	63500				
Decorations	5860	193	500	210	400
4H/FFA Youth Fair Horse show	5861	348			
Commercial wine & awards & Receptor	5862	11504	10,000	12,483	11,260
<b>TOTAL EXHIBITS EXPENSE</b>	<b>5800</b>	<b>34,860</b>	<b>35,423</b>	<b>34,950</b>	<b>35,633</b>
<b>HORSE SHOW EXPENSE (Including Premiums):</b>					
Scholling Show Expenses	5911	17,471	17,667	19,023	18,400
Fair horse show	5861	0	350	338	338
Employee Benefits	0				
Payroll Taxes	0				
Worker's Compensation Insurance	0				
Judges (Contractual)	0				
Professional Services - Other (Contractual)	0				
Supplies and Expense	0				
Cattle Fees	0				
Other (Explain)	0				
Tent & Booth Rental	0				
Decorations	0				
Cash Awards	0				
Trophies, Medals, Ribbons	0				
Sponsored Cash Awards	0				
Sponsored Trophies, Medals, Ribbons	0				
<b>TOTAL HORSE SHOW EXPENSE</b>	<b>5900</b>	<b>17,471</b>	<b>18,017</b>	<b>19,361</b>	<b>18,738</b>



## Detail of Expenditures

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>HORSE RACING EXPENSE (LIVE):</b>					
Salaries & Wages (Non Pari-Mutuel)	65100				
Salaries & Wages (Pari-Mutuel)	65200				
Employee Benefits	65210				
Payroll Taxes	65220				
Worker's Compensation Insurance	65230				
Professional Services (Contractual)	65300				
Supplies and Expense	65400				
Rental - Totalisator Equipment	65600				
Rental - Other Equipment	65700				
Other (Explain)	65800				
<b>TOTAL RACING EXPENSE (LIVE)</b>	<b>65000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>SATELLITE WAGERING EXPENSE:</b>					
<b>TOTAL SATELLITE WAGERING</b>	<b>65005</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FAIR ENTERTAINMENT EXPENSE:</b>					
Professional Services (Contractual)	6020	24,069	22,873	27,714	24,714
Supplies and Expense	6030	450	0	0	0
Rodeo	0				
Grounds Entertainment	6050	72,822	75,000	76,815	76,000
Grandstand Entertainment	0				
Other (Explain)	0				
<b>TOTAL FAIR ENTERTAINMENT</b>	<b>6000</b>	<b>97,341</b>	<b>97,873</b>	<b>104,529</b>	<b>100,714</b>
<b>MOTORIZED RACING EXPENSE:</b>					
<b>TOTAL MOTORIZED RACING EXPENSE</b>	<b>66109</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>INTERIM ENTERTAINMENT EXPENSE:</b>					
Interim Parking Wages	6101	17,399	16,173	18,699	17,290
Interim Parking Payroll taxes	6102	1,183	1,167	1,430	1,319
Interim Parking supplies	6103	504	503	176	450
Payroll Taxes	0				
Worker's Compensation Insurance	0				
Supplies & Expense	0				
Concerts (List)	0				
Other (Explain)	0				
<b>TOTAL INTERIM ENTERTAINMENT</b>	<b>6100</b>	<b>19,086</b>	<b>17,843</b>	<b>20,305</b>	<b>19,059</b>

75000

## Detail of Expenditures

	Acct. No.	Actual 2017	Budgeted 2018	Estimated 2018	Proposed 2019
<b>NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):</b>					
TOTAL EQUIPMENT EXPENSE	72300	0	0	0	0
<b>PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:</b>					
General Expense Adjustments	80010	(1,243)		(2,872)	
Bad Debt Expense	80020				
PRIOR YEAR EXPENDITURE	80000	(1,243)	0	(2,872)	0
<b>CASH SHORTAGES &amp; OVERAGES:</b>					
Ticket Sales	85100	95		319	
Souvenir Sales	85200				
Merchandise Sales	85500				
Other (Explain)	85900			(22)	
CASH (OVER)/UNDER	85000	95	0	297	0
<b>DEPRECIATION EXPENSE: (From: Sch 7 / To: Pg. 1)</b>					
	90000	112,034	111,634	112,034	112,034
<b>*PENSION EXPENSE: (To: Pg. 1)</b>					
	96000				
<b>OTHER OPERATING EXPENSE:</b>					
Loss on Sale of Asset	94010				
Other Expenses					
TOTAL OTHER OPERATING EXPENSE	94000	0	0	0	0

\*For budgeting purposes, the expected employer's contribution made toward the pension plan for the year should be placed into Pension Expense Employer's share of the contributions made should not be reflected in the operating expenditures.

**Variance Report**                      **Automatically prepared**

	Acct. No.	Budgeted vs. Estimated Fluctuation		2018 Budgeted	2018 Estimated	2019 Proposed	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change				\$ Change	% Change
<b>OPERATING REVENUES:</b>								
Admissions to Grounds	41000	\$8,680	4.0%	\$217,321	\$226,001	\$217,000	(\$9,001)	-4.0%
Commercial Space	41500	129	0.2%	76,000	76,129	78,000	1,871	2.5%
Carnival	42100	698	0.5%	130,000	130,698	130,000	(698)	-0.5%
Concessions	42200	8,538	10.4%	82,200	90,738	83,000	(7,738)	-8.5%
Exhibits	43000	17,086	116.7%	14,640	31,726	33,000	1,274	4.0%
Horse Show	44000	(23,045)	-92.9%	24,800	1,755	1,600	(155)	-8.8%
Horse Racing (Live)	45000	25,768	1431.6%	1,800	27,568	27,600	32	0.1%
Satellite Wagering	45005		#DIV/0!					#DIV/0!
Fair Attractions	46000		#DIV/0!					#DIV/0!
Motorized Racing	46109		#DIV/0!					#DIV/0!
Interim Attractions	46009		#DIV/0!					#DIV/0!
Miscellaneous Fair	47000	(13,166)	-12.3%	107,200	94,034	96,869	2,835	3.0%
Misc. Non-Fair Programs	47005	(1,185)	-0.9%	125,592	124,407	125,640	1,233	1.0%
Interim Revenue	48000	40,205	8.7%	464,077	504,282	487,509	(16,773)	-3.3%
Prior Year Revenue Adj	49000		#DIV/0!					#DIV/0!
Other Operating Revenue	49500	668	27.8%	2,400	3,068	3,000	(68)	-2.2%
<b>TOTAL OPERATING REVENUES</b>		<b>64,376</b>	<b>5.2%</b>	<b>1,246,030</b>	<b>1,310,406</b>	<b>1,283,218</b>	<b>(27,188)</b>	<b>-2.1%</b>
<b>OPERATING EXPENDITURES:</b>								
Administration	50000	5,147	1.2%	417,443	422,590	443,636	21,046	5.0%
Maintenance & Gen Ops	52000	(2,806)	-0.6%	499,273	496,467	508,235	11,768	2.4%
Publicity	54000	(1,817)	-3.8%	47,512	45,695	48,589	2,894	6.3%
Attendance Operations	56000	4,093	6.4%	63,949	68,042	65,764	(2,278)	-3.3%
Miscellaneous Fair	57000	(1,008)	-3.5%	29,110	28,102	33,150	5,048	18.0%
Misc. Non-Fair Programs	57005	(1,664)	-4.1%	41,034	39,370	38,150	(1,220)	-3.1%
Premiums	58000	2,010	18.7%	10,724	12,734	11,407	(1,327)	-10.4%
Exhibits	63000	(6,261)	-15.2%	41,211	34,950	35,633	683	2.0%
Horse Show	64000	1,344	7.5%	18,017	19,361	18,738	(623)	-3.2%
Horse Racing (Live)	65000		#DIV/0!					#DIV/0!
Satellite Wagering	65005		#DIV/0!					#DIV/0!
Fair Entertainment Expense	66000	6,136	6.2%	98,393	104,529	100,714	(3,815)	-3.6%
Motorized Racing	66109		#DIV/0!					#DIV/0!
Interim Entertainment Exp	66009	2,462	13.8%	17,843	20,305	19,059	(1,246)	-6.1%
Equipment (Funded by Fair)	72300		#DIV/0!					#DIV/0!
Prior Year Expense Adj	80000	(2,872)	#DIV/0!		(2,872)		2,872	-100.0%
Cash (over/under)	85000	297	#DIV/0!		297		(297)	-100.0%
Depreciation	90000	5,219	4.9%	106,815	112,034	112,034		
Other Operating Expense	94000		#DIV/0!					#DIV/0!
<b>TOTAL OPERATING EXPENDITURES</b>		<b>10,280</b>	<b>0.7%</b>	<b>1,391,324</b>	<b>1,401,604</b>	<b>1,435,109</b>	<b>33,506</b>	<b>2.4%</b>
<b>NET EFFECT</b>		<b>\$54,096</b>	<b>-37.2%</b>	<b>(\$145,294)</b>	<b>(\$91,198)</b>	<b>(\$151,891)</b>	<b>(\$60,694)</b>	<b>1</b>

Exhibit I  
**BUDGET VARIANCE EXPLANATION**

Fair Organization:			
	Accounts	Budgeted 2018 to Estimated 2018	Estimated 2018 to Proposed 2019
41000	Admissions		
41500	Commercial		
42100	Carnival		
42200	Concessions		
43000	Exhibits		
44000	Horse Show		
45000	Horse Racing		
45005	Satellite Wagering		
46000	Fair Attractions		
46009	Interim Attractions		
46109	Motorized Racing		
47000	Misc. Fair		
47005	Misc. Non-Fair		
48000	Interim		
49000	PY Revenue Adj.		
49500	Other Ops Rev		
50000	Administration		
52000	Maintenance/Gen. Ops		
54000	Publicity		
56000	Attendance Ops		
57000	Misc. Fair		
57005	Misc. Non-Fair		
58000	Premiums		
63000	Exhibits		
64000	Horse Show		
65000	Horse Racing		
65005	Satellite Wagering		
66000	Fair Entertainment		
66109	Motorized Racing		
66009	Interim Entertainment		
72300	Equipment		
80000	PY Expense Adj.		
85000	Cash (over/under)		
90000	Depreciation Expense		
94000	Other Operating Expense		

Permanent Positions on Roster for 2019

Filled, Vacant, and Proposed

ACCT. NO.	Expenditure Classification CIVIL SERVICE CLASS TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
5011	CEO	2/25/2002	12	4,503.00	pp		117,090
5011	Deputy Mgr	7/2/2013	7	27.95	hr		
5011	Deputy Mgr		5	29.34	hr		59,256
5011	Admin. Ast	10/13/2003	12	24.92	hr		51,841
5011	Admin Asst	2/27/2013	3	17.48	hr		
5011	Admin Asst		9	18.35	hr		37,608
							265,795
5211	Maintenance Supervisor	1/3/2005	12	31.30	hr		65,109
5211	Maintenance Lead	5/16/2016	4.5	20.26	hr		
5211	Maintenance Lead		7.5	21.27	hr		43,360
5211	Maintenance	1/4/2018	12	16.19	hr		33,677
5211	Maintenance	1/2/2019	12	16.50	hr		34,320
							176,466

**Projected Employee Leave Balance  
2019 Year-End Adjustment**

Position	Estimated 2018					Projected 2019					Projected 2018 Year-End Adjustment	
	*\$	HOURS			*\$	*\$	HOURS			Total		
		* Hourly Salary	Vac. / AL / Holiday credits	PLP			CTO	Vac. / AL / Holiday credits	PLP			CTO
CEO	54.76	21			1,134	56.29					(1,134)	
Deputy Mgr	27.19	63	71		3,647	29.34	39	38			(1,388)	
Admin Asst	24.24	107	33		3,381	24.92	100	48			307	
Admin Asst	17	15	14		485	18.35	30	94			1,790	
Maint. Supervisor	30.45	125	38		4,965	31.3	83				(2,367)	
Lead Maint.	19.71	75	27		2,014	21.27	95				7	
Maint worker	17.71	55	30		1,506	19.12	111	60			1,763	
Maint worker	18.5					18.5	55	30			1,573	
<b>Total Accrued Liability (should equal Acct 24500)</b>		<b>460</b>	<b>213</b>		<b>17,132</b>		<b>513</b>	<b>270</b>		<b>17,683</b>		
<b>Total budgeted carried forward to Acct. 50300</b>											<b>551</b>	

\* - Use end-of-year salary rate for calculation of leave liability.

## Temporary Positions Proposed for 2019

ACCT. NO.	Expenditure Classification POSITION TITLE	# Employed		Length of Employment		Pay Rate		Amount Budgeted	
		Last Year	This Year	No.	Unit	Amount	Per Unit	Detail	Account
5012	Office asst	2	2	803	hr	14.00	hr		11,243
5012	Office asst	2	2	160	hr	15.00	hr		2,400
5212	Maint temp								60,432
	Maintenance temp	1	1	1400	hr	14.84		20,776	
	Maint. Temp Interim	4	4	625	hr	11.00		27,500	
	Maint temp Music Festival	2	2	36	hr	12.00		864	
	Maint temp Fair	6	6	180	hr	11.00		11,880	
									61,020
5411	Fair Parking staff	24	24	40	hr	11.00		10,560	
	Fair Parking Supervisor	1	1	52	hr	14.23		740	
									11,300
5410	Gate Staff								
	Supervisors	2	2	74	hr	25.00		3,700	
	Sellers	24	24	52	hr	11.00		13,728	
	Travel			88		25.00		2,200	
									19,628
5412	Guest Services								
	Gate Supervisor set up	1	1	1		500.00		500	
	Gate Supervisor	1	1	48		15.00		720	
	1st year	18	18	40		11.00		7,920	
	returning	16	16	40		11.50		7,360	
	asst supervisor	1	1	80	hr	13.00		1,040	
									17,540
6101	Interim Parkers								
	Supervisor	1	1	280		14.00		3,920	
	Asst Supervisor	1	1	225		12.00		2,700	
	Parkers	4	4	225		11.00		9,900	
	Parkers	1	1	70		11.00		770	
									17,290

Proposed 2019 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted		
			Number	Unit Rate	Detail	Account	
						Totals	
5830	Livestock Superintendent	1	2300	2,300.00			
	Office mgr	1	750	750.00			
	Super travel	1	400	400.00			
	Office Mgr travel	1	400	400.00			
	Clerks	3	600	1800			
	Rabbit Clerks	2	50	100			
	RV Trailer Super	1	750	750			
	Vet Inspector	1	500	500			
	Poultry Inspector	1	150	150			
					7,150.00		
5830	Entry Clerk	1	28 days	125.00	3,500		
	Photography/Fine Arts				500		
	Scale Certification				140		
	Floriculture/Horticulture				100		
	Food Arts/Dairy By-Products				100		
	Gems & Minerals				100		
	Fabric Arts				100		
	Preserves				100		
	Wool/Knitting/Crocheting				100		
	Quilts				100		
	Industrial Arts				200	12,190	
	5530	Info Booths	1	1	650.00	650	
		Vendor Coordinator asst	1	1	600.00	600	
Restrooms crew		2	2	500.00	1,000		
Police Dept		1	1	10,886.00	10,886		
EMS & Fire		1	1	5,526.00	5,526		
Street sweeper		1	1	650.00	650		
						19,312	
	Publicity						
5320	Logo Design	1	1	650.00	650		
5320	Photographer Lodging				500		
5420	transit	1	1	6,000.00	6,000	6,000	
5371	ED Rose Coordinator	1	1	75.00	75	75	
5820	Judges				6,783	6,783	
5862	Wine Judges	1	33	75.00	2,475	2,475	
5911	Fair Horse Show Manager	1	1	0.00	0		
	Horse show judges	1	9/450 1/300	450.00	4,350		
	Schooling Horse Show Manager	1	9	300.00	2,700		
	HS staff	1	9	300.00	1,800		
5911						8,850	
6020	Stage mgr	1		2,000.00	2,000		
	stage help	1	4	500	500	2,500	
	5580 sheep coordinator	1	40	10	400	400	



**PROPERTY, PLANT & EQUIPMENT  
PROPOSED ACQUISITIONS & DISPOSITIONS**

0 \_\_\_\_\_  
(Legal Name of Fair)

0 \_\_\_\_\_  
(Location)

	Estimated 2018	Proposed 2019
<b>PROPERTY, PLANT &amp; EQUIPMENT (PP&amp;E), January 1:</b>	<b>\$4,995,125</b>	<b>\$5,200,590</b>
<b>ACQUISITIONS OF FIXED ASSETS:</b>		
Land	0	0
Buildings & Improvements:		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Building Improvements	0	0
Land Improvements	0	0
New Construction	192,000	150,000
Construction in Progress	13,465	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
<b>TOTAL ACQUISITIONS OF FIXED ASSETS</b>	<b>205,465</b>	<b>150,000</b>
<b>TOTAL PP&amp;E BEFORE DISPOSITIONS &amp; DEPRECIATION</b>	<b>5,200,590</b>	<b>5,350,590</b>
<b>DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):</b>		
Land	0	0
Buildings & Improvements	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
<b>TOTAL DISPOSITIONS OF FIXED ASSETS</b>	<b>0</b>	<b>0</b>
<b>PP&amp;E BEFORE DEPRECIATION, December 31</b>	<b>5,200,590</b>	<b>5,350,590</b>
<b>DEPRECIATION:</b>		
Accumulated Depreciation, January 1	3,548,677	3,660,711
Less A/D on Dispositions of Fixed Assets above		
Annual Depreciation Expense (from page 10)	112,034	112,034
Accumulated Depreciation, December 31	3,660,711	3,772,745
<b>PP&amp;E, NET OF DEPRECIATION, December 31</b>	<b>1,539,879</b>	<b>1,577,845</b>
<b>LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)</b>	<b>16,125</b>	<b>8,272</b>
<b>INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)</b>	<b>\$1,523,754</b>	<b>\$1,569,573</b>

NOTE: Enter all numbers as a positive.

**NON-FAIR FUNDS RECONCILIATION  
FOR CAPITALIZED PROJECTS**

0  
\_\_\_\_\_  
(Legal Name of Fair)

	Account Number	Estimated 2018	Proposed 2019
SUMMARY: January 1 to December 31			
<b>PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue)</b>		\$0	\$0
RESOURCES ACQUIRED (Both cash rec'd & funds held outside of fair)			
Revenue Generating Funds	31900		
Major Maintenance (MMP) Funds	31900		
ADA Funds	31900		
Infrastructure Matching Grants Fund	31900		
Infrastructure Loan Program	31900		
Replenishment Fund (Investment Capital)	31900		
Environmental Investment Program	31900		
Urgent Needs Fund	31900		
Flex Capital Funds (Used for capitalized assets only)	31900		
Grants from Outside Entities	31900		
Other (Specify)	31900	192000	
<b>TOTAL RESOURCES</b>		192,000	0
RESOURCES APPLIED (Run through Fair's accounting system) :			
Construction in Progress	19000		
Land	19100		
Buildings & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
<b>TOTAL Non-Fair Funds Run Through Fair's Books</b>		0	0
RESOURCES APPLIED (Paid directly by Non-Fair Entity)			
Construction in Progress	19000		
Land	19100		
Building & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)		126720	65,280
<b>TOTAL Non-Fair Funds Paid Directly by Non-Fair Entity</b>		126,720	65,280
<b>FUNDS REMAINING (Show as Deferred Revenue)</b>			
		\$65,280	-\$65,280