$\qquad$
$\qquad$ , California

For the period of January 1, 2020 to December 31, 2020


Summary of Operations

|  | Acct. | Actual | Budgeted | Estimated | Proposed |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. | 2018 | 2019 | 2019 | 2020 |

OPERATING REVENUES:

| Admissions to Grounds | 41000 | \$226,001 | \$217,000 | \$234,997 | \$231,600 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Space | 41500 | 76,629 | 78,000 | 80,569 | 80,500 |
| Carnival | 42100 | 131,072 | 130,000 | 140,484 | 140,000 |
| Concessions | 42200 | 90,408 | 83,000 | 94,417 | 95,000 |
| Exhibits | 43000 | 31,726 | 33,000 | 26,690 | 34,048 |
| Horse Show | 44000 | 26,843 | 27,600 | 24,679 | 28,650 |
| Horse Racing (Live) | 45000 |  |  |  |  |
| Satellite Wagering | 45005 |  |  |  |  |
| Fair Attractions | 46000 | 1,755 | 1,600 | 1,707 | 1,620 |
| Motorized Racing | 46109 |  |  |  |  |
| Interim Attractions | 46009 |  |  |  |  |
| Miscellaneous Fair | 47000 | 94,217 | 96,869 | 105,123 | 98,850 |
| Miscellaneous Non-Fair Programs | 47005 | 123,879 | 125,640 | 128,172 | 131,656 |
| Interim Revenue | 48000 | 495,734 | 487,509 | 523,738 | 558,952 |
| Prior Year Revenue Adjustments | 49000 |  |  |  |  |
| Other Operating Revenue | 49500 | 3,335 | 3,000 | 3,349 | 3,360 |
| TOTAL OPERATING REVENUES (to Page 1) |  | 1,301,599 | 1,283,218 | 1,363,925 | 1,404,236 |

OPERATING EXPENDITURES:

| Administration | 50000 | 453,332 | 443,636 | 465,031 | 535,965 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Maintenance \& General Operations | 52000 | 504,146 | 508,235 | 563,158 | 546,978 |
| Publicity | 54000 | 46,410 | 48,589 | 42,362 | 44,790 |
| Attendance Operations | 56000 | 68,042 | 65,764 | 61,886 | 67,014 |
| Miscellaneous Fair | 57000 | 34,826 | 33,150 | 34,384 | 35,003 |
| Miscellaneous Non-Fair Programs | 57005 | 40,124 | 38,150 | 41,056 | 41,040 |
| Premiums | 58000 | 13,099 | 11,407 | 9,445 | 12,500 |
| Exhibits | 63000 | 35,747 | 35,633 | 33,211 | 32,445 |
| Horse Show | 64000 | 19,195 | 18,738 | 21,003 | 20,915 |
| Horse Racing (Live) | 65000 |  |  |  |  |
| Satellite Wagering | 65005 |  |  |  |  |
| Fair Entertainment | 66000 | 104,529 | 100,714 | 102,739 | 106,150 |
| Motorized Racing | 66109 |  |  |  |  |
| Interim Entertainment | 66009 | 18,897 | 19,059 | 18,609 | 450 |
| Equipment (Funded by Fair) | 72300 |  |  |  |  |
| Prior Year Expense Adjustments | 80000 | 1,695 |  |  |  |
| Cash (over/under) | 85000 | (319) |  |  |  |
| Other Operating Expense | 94000 |  |  |  |  |
| TOTAL OPERATING EXPENDITURES (to Page 1) |  | 1,339,723 | 1,323,075 | 1,392,884 | 1,443,250 |
| NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION, PENSION, OPEB |  | $(38,124)$ | $(39,857)$ | $(28,959)$ | $(39,014)$ |
| Depreciation Expense | 90000 | 111,634 | 112,034 | 109,107 | 104,288 |
| Pension Expense | 96000 |  |  |  |  |
| OPEB Expense | 96001 |  |  |  |  |
| NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION, PENSION, OPEB |  | $(149,758)$ | $(151,891)$ | $(138,066)$ | $(143,302)$ |
| LOCAL (BASE) ALLOCATION - (From Page 1) | 31200 | 40,609 | 40,609 | 40,609 | 40,609 |
| 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) |  |  |  |  |  |
| NET PROFIT/(LOSS) BEFORE DEPRECIATION \& PENSION, OPEB |  | \$4,904 | \$3,171 | \$14,069 | \$4,014 |
| NET PROFIT/(LOSS) AFTER DEPRECIATION \& PENSION, OPEB |  | $(\$ 106,730)$ | $(\$ 108,863)$ | $(\$ 95,038)$ | $(\$ 100,274)$ |

Page 3
Detail of Revenues

|  | Acct. <br> No. |  |  |  |  |  | Actual <br> 2018 | Budgeted <br> 2019 | Estimated <br> 2019 | Proposed <br> 2020 |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
| ADMISSIONS REVENUE: | 4101 | 173,768 | 165,000 | 179,384 | 175,000 |  |  |  |  |  |
| Regular Fair Admissions | 4102 | 52,233 | 52,000 | 55,613 | 56,600 |  |  |  |  |  |
| Discounted Fair Admissions | 4100 | 226,001 | 217,000 | 234,997 | 231,600 |  |  |  |  |  |
| TOTAL ADMISSIONS REVENUE |  |  |  |  |  |  |  |  |  |  |

COMMERCIAL SPACE REVENUE:

| Commercial Space | 4201 | 76,629 | 78,000 | 80,569 | 80,500 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  |  |  |  |  |  |  |
| TOTAL COMMERCIAL SPACE REVENUE | 4200 | 76,629 | 78,000 | 80,569 | 80,500 |  |
| CARNIVAL REVENUE: |  |  |  |  |  |  |
| Carnival | 4301 | 54,982 | 55,000 | 49,931 | 40,000 |  |
| Carnival: Pre-Sale | 4302 | 76,090 | 75,000 | 90,553 | 100,000 |  |
| TOTAL CARNIVAL REVENUE | 4300 | 131,072 | 130,000 | 140,484 | 140,000 |  |
| CONCESSIONS REVENUE: |  |  |  |  |  |  |
| Food Concessions | 4351 | 83,865 | 77,000 | 88,353 | 89,000 |  |
| Non-Food Concessions | 4352 | 6,543 | 6,000 | 6,064 | 6,000 |  |
| TOTAL CONCESSIONS REVENUE | 4350 | 90,408 | 83,000 | 94,417 | 95,000 |  |

EXHIBITS REVENUE:

| Entry Fees | 4400 | 11,739 | 13,000 | 10,988 | 15,048 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Donated \& Sponsored Awards | 4402 | 2,572 | 2,500 | 1,572 | 1,500 |
| Commercial Wine | 4403 | 17,415 | 17,500 | 14,130 | 17,500 |
|  |  |  |  |  |  |
| TOTAL EXHIBITS REVENUE | 4400 | 31,726 | 33,000 | 26,690 | 34,048 |

HORSE SHOW REVENUE:

| 4H/FFA Fair Horse Show | 4501 | 1,568 | 1,600 | 1,729 | 2,200 |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Schooling Horse shows | 4502 | 25,275 | 26,000 | 22,500 | 26,000 |
| Donations for Special Prizes | 44300 | 0 | 0 | 450 | 450 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL HORSE SHOW REVENUE | 4500 | 26,843 | 27,600 | 24,679 | 28,650 |

LIVE HORSE RACING REVENUE:

|  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
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|  |  |  |  |  |  |
| TOTAL LIVE HORSE RACING REVENUE | 45000 | 0 | 0 | 0 | 0 |

Page 4
Detail of Revenues

|  | Acct. | Actual | Budgeted | Estimated | Proposed |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. | 2018 | 2019 | 2019 | 2020 |

SATELLITE WAGERING REVENUE:

| TOTAL SATELLITE WAGERING REVENUE | 45005 | 0 | 0 | 0 | 0 |
| :--- | :--- | :--- | :--- | :--- | :--- |


| Fair Activities - Mutton Bustin | 4451 | 1,755 | 1,600 | 1,707 | 1,620 |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL FAIR ATTRACTIONS REVENUE | 4450 |  |  |  |  |


| MOTORIZED RACING REVENUE: |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | 46109 | 0 | 0 | 0 | 0 |

## INTERIM ATTRACTIONS REVENUE:

|  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |
| TOTAL INTERIM ATTRACTIONS REVENUE | 46009 | 0 | 0 | 0 | 0 |

MISCELLANEOUS FAIR REVENUE:

| Parking | 4601 | 26,172 | 29,169 | 31,851 | 32,000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fair Program Revenue |  |  |  |  |  |
| Utility Fee Reimbursement | 4602 | 4,314 | 4,000 | 4,652 | 4,500 |
| Taffeta sales | 4603 | 702 | 200 | 1,055 | 200 |
| Fair Camping/RV's | 4604 | 4,970 | 5,500 | 4,050 | 4,000 |
| Sponsorships | 4605 | 42,471 | 45,000 | 46,108 | 45,000 |
| Friends of Fair | 4606 | 6,170 | 6,000 | 6,150 | 6,150 |
| Non Cash Sponsorship | 4607 | 9,418 | 7,000 | 11,257 | 7,000 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL MISCELLANEOUS FAIR REVENUE | 4600 | 94,217 | 96,869 | 105,123 | 98,850 |
| MISCELLANEOUS NON-FAIR PROGRAMS: |  |  |  |  |  |
| Blast | 4701 | 22,305 | 25,840 | 26,431 | 26,000 |
| Crab Feed | 4702 | 32,413 | 32,800 | 34,372 | 37,000 |
| Buckles \& BBQ Event | 4703 | 2,216 | 0 | 0 | 0 |
| Open Ride Arena Club | 4704 | 8,243 | 8,300 | 8,000 | 8,856 |
| Swap Meet | 4705 | 870 | 700 | 800 | 800 |
| Capital Bar | 4751 | 57,832 | 58,000 | 58,569 | 59,000 |
| TOTAL MISC. NON-FAIR PROGRAMS | 4700 | 123,879 | 125,640 | 128,172 | 131,656 |

Detail of Revenues

|  | Acct. | Actual | Budgeted | Estimated | Proposed |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. | 2018 | 2019 | 2019 | 2020 |

INTERIM REVENUE:

| Interim Bldg \& Grounds | 4801 | 233,744 | 222,495 | 222,469 | 233,300 |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
| Long Tern Rentals | 4802 | 70,837 | 72,300 | 58,262 | 65,832 |  |  |  |  |  |
| Interim Food Concessions | 4803 | 15,505 | 0 | 23,632 | 24,000 |  |  |  |  |  |
| Interim Utility Reimbursement | 4804 | 6,336 | 7,300 | 7,408 | 7,700 |  |  |  |  |  |
| Interim Parking Revenue | 4805 | 59,847 | 70,364 | 82,947 | 92,650 |  |  |  |  |  |
| Interim Recycle revenue | 4806 | 2,023 | 2,000 | 2,050 | 2,200 |  |  |  |  |  |
| RV Space Rental | 4807 | 24,242 | 28,000 | 29,680 | 34,990 |  |  |  |  |  |
| Interim Janitorial Reimbursement | 4808 | 205 | 0 | 0 |  |  |  |  |  |  |
| Racetrack rental | 4809 | 78,800 | 82,500 | 94,300 | 94,300 |  |  |  |  |  |
| Compost \& Propane (Other revenues) | 4851 | 3,315 | 1,500 | 1,940 | 1,800 |  |  |  |  |  |
| Association Membership | 4852 | 850 | 850 | 750 | 1,880 |  |  |  |  |  |
| Admin Revenue | 4855 | 30 | 200 | 300 | 300 |  |  |  |  |  |
| TOTAL INTERIM REVENUE | 4800 | 495,734 | 487,509 | 523,738 | 558,952 |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| TOTAL PRIOR YEAR REVENUE ADJUSTMENT: | 4900 |  |  |  |  |  |  |  |  |  |

OTHER OPERATING REVENUE:

| Interest Earnings | 4951 | 1,771 | 1,500 | 1,861 | 1,860 |
| :---: | ---: | ---: | ---: | ---: | ---: |
| NSG \& ATM Revenue | 4952 | 1,564 | 1,500 | 1,488 | 1,500 |
| Other (Explain) | 4953 |  |  |  |  |
| Gain on Sale of Asset | 4954 |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL OTHER OPERATING REVENUE | 4950 | 3,335 | 3,000 | 3,349 | 3,360 |

Detail of Expenditures

|  | Acct. | Actual | Budgeted | Estimated | Proposed |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. | 2018 | 2019 | 2019 | 2020 |

## ADMINISTRATION EXPENSE:

| Salaries \& Wages - Permanent | 5011 | 243,481 | 265,795 | 263,183 | 271,080 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries \& Wages - Temporary | 5012 | 21,015 | 13,643 | 6,930 | 7,000 |
| Compensated Absences Expense | 5013 | 2,353 | 551 | 1,956 | 1,002 |
| Employee Benefits - Employer's Share | 5014 | 97,658 | 81,413 | 120,216 | 91,849 |
| Payroll Taxes | 5015 | 3,287 | 4,898 | 530 | 4,466 |
| Unfunded PERS | 5130 | 0 | 0 | 0 | 72,908 |
| Fairgrounds Worker's Compensation Insurance | 5131 | 454 | 452 | 3,078 | 21,225 |
| Professional Services (Contractual) | 5132 | 8,361 | 4,845 | 2,207 | 2,207 |
| Director's Expense | 5133 | 3,141 | 4,000 | 4,931 | 3,200 |
| Traveling/Training Expense - Employees | 5134 | 4,843 | 3,900 | 3,843 | 3,900 |
| Office Supplies and Expense | 5135 | 13,312 | 9,100 | 6,500 | 6,500 |
| Computing Expense | 5137 | 6,737 | 3,000 | 4,000 | 3,000 |
| Telephone | 5138 | 5,109 | 6,777 | 5,470 | 5,500 |
| Postage | 5139 | 1,680 | 1,850 | 2,230 | 2,000 |
| Admin. Publicity | 5140 | 765 | 500 | 38 | 40 |
| Dues \& Subsriptions | 5141 | 3,178 | 2,928 | 2,637 | 2,538 |
| General Liability Insurance | 5142 | 25,334 | 26,834 | 25,856 | 26,550 |
| Unemployment Insurance | 5144 | 680 | 1,200 | 0 | 500 |
| Bank Charges | 5146 | 6,994 | 7,000 | 7,726 | 6,700 |
| Audit Expense | 5147 | 4,950 | 4,950 | 3,700 | 3,800 |
| TOTAL ADMINISTRATION EXPENSE | 5000 | 453,332 | 443,636 | 465,031 | 535,965 |

MAINTENANCE \& GENERAL OPERATIONS:

| Salaries \& Wages - Permanent | 5211 | 151,542 | 176,466 | 172,778 | 187,116 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries \& Wages - Temporary (includes parking) | 5212 | 73,420 | 61,020 | 58,201 | 84,683 |
| Employee Benefits | 5213 | 68,961 | 61,587 | 76,684 | 56,939 |
| Payroll Taxes | 5214 | 5,663 | 7,331 | 5,600 | 7,438 |
| Worker's Compensation Insurance | 5215 | 453 | 452 | 3,517 | 0 |
| Maintenance Rental Equip | 5216 | 2,852 | 248 | 53 | 50 |
| Light, Heat, Water and Power | 5221 | 91,597 | 82,531 | 89,540 | 89,500 |
| Vehicle Maintenance | 5222 | 21,385 | 17,800 | 22,798 | 20,000 |
| Maintenance Bldgs and Grounds | 5223 | 67,821 | 76,800 | 95,000 | 80,000 |
| Trash | 5224 | 20,441 | 20,000 | 21,747 | 16,552 |
| Fair \& Event Maintenance | 5225 | 0 | 4,000 | 8,413 | 4,200 |
| Penalties | 5228 | 0 | 0 | 8,006 | 0 |
| Small Tools | 5229 | 11 | 0 | 821 | 500 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL MAINTENANCE EXPENSE | 5200 | 504,146 | 508,235 | 563,158 | 546,978 |

Detail of Expenditures

|  | Acct. | Actual | Budgeted | Estimated | Proposed |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. | 2018 | 2019 | 2019 | 2020 |

PUBLICITY EXPENSE:

| Professional Services (Contractual) | 5320 | 22,769 | 23,600 | 17,825 | 18,500 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Publicity Supplies \& Exp | 5330 | 0 | 0 | 1,885 | 2,000 |
| Fair Paid Ads | 5340 | 19,493 | 21,500 | 20,263 | 20,500 |
| Pre-Fair VIP | 5370 | 3,279 | 3,200 | 2,098 | 3,500 |
| El Dorado Rose Exp | 5371 | 289 | 289 | 291 | 290 |
| publicity printing | 5380 | 580 | 0 | 0 | 0 |
|  |  |  |  |  |  |
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|  |  |  |  |  |  |
| TOTAL PUBLICITY EXPENSE | 5300 | 46,410 | 48,589 | 42,362 | 44,790 |

ATTENDANCE OPERATIONS:

| Fair Gate Wages | 5410 | 19,710 | 19,628 | 21,885 | 20,772 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Fair Parking Wages | 5411 | 12,298 | 11,300 | 7,262 | 11,180 |
| Fair Guest Services Wages | 5412 | 18,320 | 17,540 | 18,506 | 20,760 |
| Gate/Parking/GS taxes | 5413 | 4,276 | 3,696 | 3,991 | 4,202 |
| Professional Services - Shuttle | 5420 | 5,957 | 6,000 | 6,380 | 6,380 |
| Fair Parking Lot expenses | 5421 | 144 | 600 | 0 | 0 |
| Gate Supplies and Exp | 5422 | 7,337 | 7,000 | 3,862 | 3,720 |
|  |  |  |  |  |  |
| TOTAL ATTENDANCE OPERATIONS | 5400 | 68,042 | 65,764 | 61,886 | 67,014 |

MISCELLANEOUS FAIR EXPENSE:

| Tent \& Booth Rental | 5511 | 6,739 | 4,297 | 5,029 | 6,000 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Fair Professional services | 5530 | 19,007 | 19,312 | 18,522 | 18,522 |
| Fair Janitorial services (Ugly Sucker) | 5540 | 600 | 600 | 375 | 375 |
| Fair Equipment Rental | 5550 | 6,727 | 7,277 | 8,095 | 7,756 |
| Sponsordhip Expense | 5570 | 519 | 430 | 342 | 350 |
| Fair activiites expense (Mutton Bustin) | 5580 | 1,234 | 1,234 | 2,021 | 2,000 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL MISCELLANEOUS FAIR |  |  |  |  |  |

## MISCELLANEOUS NON-FAIR PROGRAMS:

| 4th of July Blast | 5610 | 8,716 | 8,650 | 6,258 | 6,240 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Crab Feed | 5620 | 15,831 | 15,000 | 16,951 | 17,000 |
| Buckles \& BBQ Event | 5632 | 1,007 | 0 | 0 | 0 |
| Capital Bar Expense | 5640 | 14,530 | 14,500 | 17,847 | 17,800 |
| Swap Meet exp | 5635 | 40 | 0 | 0 |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL MISC. NON-FAIR PROGRAMS | 5600 | 40,124 |  | 38,150 |  |

Details of Expenditures


## Detail of Expenditures

|  | Acct. | Actual | Budgeted | Estimated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2019 | Proposed |  |  |  |
| 2020 | 2018 | No. | 2019 | 2020 |

NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than $\$ 5,000$ and life less than one year):

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
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|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL EQUIPMENT EXPENSE | 72300 | 0 | 0 | 0 | 0 |

PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:

| General Expense Adjustments | 80010 |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Bad Debt Expense | 80020 | 1,695 |  |  |  |
| PRIOR YEAR EXPENDITURE | 80000 | 1,695 | 0 | 0 | 0 |

CASH SHORTAGES \& OVERAGES:

| Ticket Sales | 85100 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Souvenir Sales | 85200 |  |  |  |  |
| Merchandise Sales | 85500 |  |  |  |  |
| Other (Explain) | 85900 | (319) |  |  |  |
| CASH (OVER)/UNDER | 85000 | (319) | 0 | 0 | 0 |
| DEPRECIATION EXPENSE: (From: Sch 7 / To: Pg. 1) | 90000 | 111,634 | 112,034 | 109,107 | 104,288 |
| *PENSION EXPENSE: (To: Pg. 1) | 96000 |  |  | 0 | 0 |
| *OPEB EXPENSE: (To: Pg. 1) | 96001 |  |  | 0 | 0 |
|  |  |  |  |  |  |

OTHER OPERATING EXPENSE:

| Loss on Sale of Asset | 94010 |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Other Expenses |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL OTHER OPERATING EXPENSE |  |  |  |  |  |

## Detail of Expenditures

|  | Acct. | Actual | Budgeted | Estimated | Proposed |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. | 2018 | 2019 | 2019 | 2020 |

HORSE RACING EXPENSE (LIVE):

| Salaries \& Wages (Non Pari-Mutuel) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries \& Wages (Pari-Mutuel) |  |  |  |  |  |
| Employee Benefits |  |  |  |  |  |
| Payroll Taxes |  |  |  |  |  |
| Worker's Compensation Insurance |  |  |  |  |  |
| Professional Services (Contractual) |  |  |  |  |  |
| Supplies and Expense |  |  |  |  |  |
| Rental - Totalisator Equipment |  |  |  |  |  |
| Rental - Other Equipment |  |  |  |  |  |
| Other (Explain) |  |  |  |  |  |
| TOTAL RACING EXPENSE (LIVE) | 65000 | 0 | 0 | 0 | 0 |
| SATELLITE WAGERING EXPENSE: |  |  |  |  |  |
| TOTAL SATELLITE WAGERING | 65005 | 0 | 0 | 0 | 0 |

FAIR ENTERTAINMENT EXPENSE:

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Professional Services (Contractual) | 6020 | 27,714 | 24,714 | 24,052 | 26,150 |
| Supplies and Expense | 6030 |  | 0 | 128 | 0 |
|  |  |  |  |  |  |
| Grounds Entertainment | 6050 | 76,815 | 76,000 | 78,559 | 80,000 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL FAIR ENTERTAINMENT | 6000 | 104,529 | 100,714 | 102,739 | 106,150 |
| MOTORIZED RACING EXPENSE: |  |  |  |  |  |
|  | 66109 | 0 | 0 | 0 | 0 |

INTERIM ENTERTAINMENT EXPENSE:

| Interim Parking Wages | 6101 | 17,342 | 17,290 | 16,427 | 0 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Interim Parking payroll taxes | 6102 | 1,379 | 1,319 | 1,684 | 0 |
| Interim Parking Supplies | 6103 | 176 | 450 | 498 | 450 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| TOTAL INTERIM ENTERTAINMENT | 6100 | 18,897 | 19,059 | 18,609 |  |

## Variance Report Automatically prepared

| Acct. | Budgeted vs. <br> Estimated Fluctuation |  | 2019 | 2019 | 2020 | Estimated vs. Proposed Fluctuation |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. | \$ Change | \% Change | Budgeted | Estimated | Proposed | \$ Change \% Change |

OPERATING REVENUES:

| Admissions to Grounds | 41000 | \$17,997 | 8.3\% | \$217,000 | \$234,997 | \$231,600 | $(\$ 3,397)$ | -1.4\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Space | 41500 | 2,569 | 3.3\% | 78,000 | 80,569 | 80,500 | (69) | -0.1\% |
| Carnival | 42100 | 10,484 | 8.1\% | 130,000 | 140,484 | 140,000 | (484) | -0.3\% |
| Concessions | 42200 | 11,417 | 13.8\% | 83,000 | 94,417 | 95,000 | 583 | 0.6\% |
| Exhibits | 43000 | $(6,310)$ | -19.1\% | 33,000 | 26,690 | 34,048 | 7,358 | 27.6\% |
| Horse Show | 44000 | $(2,921)$ | -10.6\% | 27,600 | 24,679 | 28,650 | 3,971 | 16.1\% |
| Horse Racing (Live) | 45000 |  |  |  |  |  |  |  |
| Satellite Wagering | 45005 |  |  |  |  |  |  |  |
| Fair Attractions | 46000 | 107 | 6.7\% | 1,600 | 1,707 | 1,620 | (87) | -5.1\% |
| Motorized Racing | 46109 |  |  |  |  |  |  |  |
| Interim Attractions | 46009 |  |  |  |  |  |  |  |
| Miscellaneous Fair | 47000 | 8,254 | 8.5\% | 96,869 | 105,123 | 98,850 | $(6,273)$ | -6.0\% |
| Misc. Non-Fair Programs | 47005 | 2,532 | 2.0\% | 125,640 | 128,172 | 131,656 | 3,484 | 2.7\% |
| Interim Revenue | 48000 | 36,229 | 7.4\% | 487,509 | 523,738 | 558,952 | 35,214 | 6.7\% |
| Prior Year Revenue Adj | 49000 |  |  |  |  |  |  |  |
| Other Operating Revenue | 49500 | 349 | 11.6\% | 3,000 | 3,349 | 3,360 | 11 | 0.3\% |
| TOTAL OPERATING REVENUES |  | 80,707 | 6.3\% | 1,283,218 | 1,363,925 | 1,404,236 | 40,311 | 3.0\% |

OPERATING EXPENDITURES:

| Administration | 50000 | 21,395 | 4.8\% | 443,636 | 465,031 | 535,965 | 70,934 | 15.3\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Maintenance \& Gen Ops | 52000 | 54,923 | 10.8\% | 508,235 | 563,158 | 546,978 | $(16,180)$ | -2.9\% |
| Publicity | 54000 | $(6,227)$ | -12.8\% | 48,589 | 42,362 | 44,790 | 2,428 | 5.7\% |
| Attendance Operations | 56000 | $(3,878)$ | -5.9\% | 65,764 | 61,886 | 67,014 | 5,128 | 8.3\% |
| Miscellaneous Fair | 57000 | 1,234 | 3.7\% | 33,150 | 34,384 | 35,003 | 619 | 1.8\% |
| Misc. Non-Fair Programs | 57005 | 2,906 | 7.6\% | 38,150 | 41,056 | 41,040 | (16) | 0.0\% |
| Premiums | 58000 | $(1,962)$ | -17.2\% | 11,407 | 9,445 | 12,500 | 3,055 | 32.3\% |
| Exhibits | 63000 | $(2,422)$ | -6.8\% | 35,633 | 33,211 | 32,445 | (766) | -2.3\% |
| Horse Show | 64000 | 2,265 | 12.1\% | 18,738 | 21,003 | 20,915 | (88) | -0.4\% |
| Horse Racing (Live) | 65000 |  |  |  |  |  |  |  |
| Satellite Wagering | 65005 |  |  |  |  |  |  |  |
| Fair Entertainment Expense | 66000 | 2,025 | 2.0\% | 100,714 | 102,739 | 106,150 | 3,411 | 3.3\% |
| Motorized Racing | 66109 |  |  |  |  |  |  |  |
| Interim Parking Exp | 66009 | (450) | -2.4\% | 19,059 | 18,609 | 450 | $(18,159)$ | -97.6\% |
| Equipment (Funded by Fair) | 72300 |  |  |  |  |  |  |  |
| Prior Year Expense Adj | 80000 |  |  |  |  |  |  |  |
| Cash (over/under) | 85000 |  |  |  |  |  |  |  |
| Depreciation | 90000 | $(2,927)$ | -2.6\% | 112,034 | 109,107 | 104,288 | $(4,819)$ | -4.4\% |
| Other Operating Expense | 94000 |  |  |  |  |  |  |  |
| TOTAL OPERATING EXPENDITURES |  | 66,882 | 4.7\% | 1,435,109 | 1,501,991 | 1,547,538 | 45,547 | 3.0\% |


| NET EFFECT | $\$ 13,825$ | $-9.1 \%$ | $(\$ 151,891)$ | $(\$ 138,066)$ | $(\$ 143,302)$ | $(\$ 5,236)$ | 0 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Exhibit I
budget variance explanation
Fair Organization:

|  | Accounts | Budgeted 2018 to Estimated 2019 | Estimated 2018 to Proposed 2020 |
| :---: | :---: | :---: | :---: |
| 41000 | Admissions |  |  |
| 41500 | Commercial |  |  |
| 42100 | Carnival |  |  |
| 42200 | Concessions | Increased attendance increased food sales |  |
| 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 |  | increase due to moving unfunded PERS from Maintenance to Admin. |
| 52000 | Maintenance/Gen. Ops |  | decrease due to moving unfunded PERS from Maintenance to Admin. |
| 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 Parking |  | Moved interim parking wages to Maintenance as part time maintenance staff parking also. |
| 72300 | Equipment |  |  |
| 80000 | PY Expense Adj. |  |  |
| 85000 | Cash (over/under) |  |  |
| 90000 | Depreciation Expense |  |  |
| 94000 | Other Operating Expense |  |  |

