

# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Summary			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds	180,993	193,430	204,212	214,700
Commercial space	41,900	41,900	48,295	44,000
Concessions (Fair)	158,877	160,789	167,250	166,935
Exhibits	10,833	12,000	15,557	15,000
Satellite wagering	605,117	596,500	560,448	513,800
Fair parking, trailer space	91,300	93,700	98,080	99,700
Sponsorship	100,931	94,680	113,468	94,200
Electronic sign revenue	110,474	110,000	125,417	120,000
Facility rentals revenue	750,491	743,700	855,858	870,200
Leases	316,926	318,850	319,028	320,000
Six Flags Parking Lease	410,680	418,894	423,740	432,214
Interest revenue	1,169	100	2,000	100
State allocation	-	32,487	32,487	32,487
Other- Project Funds	28,366	-	-	29,240
Gain/loss on sale of assets	1,200	-	-	-
.33 funds	81,207	46,000	44,469	40,356
Miscellaneous	40	-	-	-
<b>Total Revenues</b>	<b>2,890,503</b>	<b>2,863,030</b>	<b>3,010,309</b>	<b>2,992,932</b>
<b>Expenses</b>				
Wages/ payroll tax	968,946	991,394	1,016,686	1,050,019
Workers' comp/unemployment/ benefits	334,060	346,895	335,499	346,091
Professional services	403,920	382,140	387,869	374,401
Supplies and expenses	203,606	212,915	216,611	221,353
Landscape Maint Assess- Six Flags	53,552	55,000	54,221	55,500
Travel, training & meetings	24,547	25,800	27,572	32,440
Utilities, water, and garbage	243,804	286,139	294,780	301,104
Equipment maintenance	33,693	34,100	37,390	33,500
Equipment rental	126,605	137,250	167,028	167,150
Buildings and grounds	40,695	42,250	55,341	47,450
Directors' expense	19,145	21,300	19,083	21,500
Advertising/ promotions	97,419	92,000	89,275	92,000
Entertainment	101,750	105,025	103,629	105,700
Premiums	28,814	30,350	32,705	33,800
Donated services	2,500	2,500	18,365	10,000
Bank and credit card fees	10,999	9,900	11,421	11,800
Bad debt/ cash short/ (over)	525	-	101	-
Equipment (non capitalized)	11,975	3,450	13,408	3,500
Contingency Fund	-	5,000	-	19,000
Special projects - .33 Funds restricted	2,611	16,000	30,471	45,240
Special projects	-	-	-	-
Interest	22,987	20,825	20,825	20,825
<b>Total Expenses</b>	<b>2,732,153</b>	<b>2,820,233</b>	<b>2,932,280</b>	<b>2,992,373</b>
<b>Profit/(Loss) before depreciation:</b>	<b>158,350</b>	<b>42,797</b>	<b>78,029</b>	<b>559</b>
<b>Capital Expense:</b>	<b>457,323</b>	<b>14,000</b>	<b>6,967</b>	
	<b>3,189,476</b>	<b>2,834,233</b>	<b>2,939,247</b>	

# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Fair			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds	180,993	193,430	204,212	214,700
Commercial space	41,900	41,900	48,295	44,000
Concessions (Fair)	158,877	160,789	167,250	166,935
Exhibits	10,833	12,000	15,557	15,000
Satellite wagering				
Fair parking, trailer space	91,300	93,700	98,080	99,700
Sponsorship	73,728	68,300	82,318	66,200
Electronic sign revenue				
Facility rentals revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other- Project Funds				
Gain/loss on sale of assets				
.33 funds				
Miscellaneous	40	-	-	-
<b>Total Revenues</b>	<b>557,670</b>	<b>570,119</b>	<b>615,712</b>	<b>606,535</b>
<b>Expenses</b>				
Wages/ payroll tax	140,686	153,941	151,159	175,703
Workers' comp/unemployment/ benefits	12,046	13,150	13,575	15,281
Professional services	152,394	167,650	165,279	156,788
Supplies and expenses	37,272	40,620	37,486	45,289
Landscape Maint Assess- Six Flags				
Travel, training & meetings	10,316	11,800	13,997	15,950
Utilities, water, and garbage	19,493	23,719	19,576	22,400
Equipment maintenance	-	750	151	-
Equipment rental	108,977	110,225	140,822	139,100
Buildings and grounds	8,073	12,900	13,856	16,550
Directors' expense	9,955	10,800	9,583	10,500
Advertising/ promotions	82,525	78,000	76,275	78,000
Entertainment	101,750	105,025	103,629	105,700
Premiums	28,814	30,350	32,705	33,800
Donated services				
Bank and credit card fees	2,723	2,500	4,244	4,400
Bad debt/ cash short/ (over)	334	-	101	-
Equipment (non capitalized)	4,981	200	3,320	-
Contingency Fund				
Special projects - .33 Funds restricted				
Special projects				
Interest				
<b>Total Expenses</b>	<b>720,339</b>	<b>761,630</b>	<b>785,759</b>	<b>819,461</b>
<b>Profit/(Loss) before depreciation:</b>	<b>(162,669)</b>	<b>(191,511)</b>	<b>(170,047)</b>	<b>(212,926)</b>
<b>Capital Expense:</b>				

# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Ag Day			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Satellite wagering				
Fair parking, trailer space				
Sponsorship	27,203	26,380	31,150	28,000
Electronic sign revenue				
Facility rentals revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other- Project Funds				
Gain/loss on sale of assets				
.33 funds				
Miscellaneous				
<b>Total Revenues</b>	<b>27,203</b>	<b>26,380</b>	<b>31,150</b>	<b>28,000</b>
<b>Expenses</b>				
Wages/ payroll tax	6,644	6,244	7,266	7,482
Workers' comp/unemployment/ benefits	309	290	338	348
Professional services	-	-	-	400
Supplies and expenses	4,919	4,825	6,519	5,800
Landscape Maint Assess- Six Flags				
Travel, training & meetings	11,668	12,000	11,770	13,000
Utilities, water, and garbage				
Equipment maintenance				
Equipment rental	1,268	1,170	1,188	1,500
Buildings and grounds	328	250	385	400
Directors' expense				
Advertising/ promotions				
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	529	-	-	-
Contingency Fund				
Special projects - .33 Funds restricted				
Special projects				
Interest				
<b>Total Expenses</b>	<b>25,665</b>	<b>24,779</b>	<b>27,466</b>	<b>28,929</b>
<b>Profit/(Loss) before depreciation:</b>	<b>1,538</b>	<b>1,601</b>	<b>3,684</b>	<b>(929)</b>
<b>Capital Expense:</b>				

# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Facility Rentals			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue	750,491	743,700	855,858	870,200
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other- Project Funds				
Gain/loss on sale of assets				
.33 funds				
Miscellaneous				
<b>Total Revenues</b>	<b>750,491</b>	<b>743,700</b>	<b>855,858</b>	<b>870,200</b>
<b>Expenses</b>				
Wages/ payroll tax	65,042	66,329	84,473	89,457
Workers' comp/unemployment/ benefits	16,539	16,981	18,349	18,885
Professional services	55,220	68,970	79,780	84,624
Supplies and expenses	21,564	20,775	27,479	21,645
Landscape Maint Assess- Six Flags				
Travel, training & meetings	37	-	-	500
Utilities, water, and garbage	59,040	59,297	54,000	56,000
Equipment maintenance	-	-	239	-
Equipment rental	5,237	13,000	14,500	14,500
Buildings and grounds	2,126	500	3,000	3,000
Directors' expense				
Advertising/ promotions	1,807	1,500	1,500	1,500
Entertainment				
Premiums				
Donated services	2,500	2,500	18,365	10,000
Bank and credit card fees	2,908	1,500	1,850	1,900
Bad debt/ cash short/ (over)	96	-	-	-
Equipment (non capitalized)	3,385	1,000	4,901	3,000
Contingency Fund				
Special projects - .33 Funds restricted				
Special projects				
Interest				
<b>Total Expenses</b>	<b>235,501</b>	<b>252,351</b>	<b>308,436</b>	<b>305,011</b>
<b>Profit/(Loss) before depreciation:</b>	<b>514,990</b>	<b>491,349</b>	<b>547,422</b>	<b>565,189</b>
<b>Capital Expense:</b>				

# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Satellite Wagering			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Satellite wagering	605,117	596,500	560,448	513,800
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other- Project Funds				
Gain/loss on sale of assets				
.33 funds				
Miscellaneous				
<b>Total Revenues</b>	<b>605,117</b>	<b>596,500</b>	<b>560,448</b>	<b>513,800</b>
<b>Expenses</b>				
Wages/ payroll tax	167,033	148,823	147,696	142,678
Workers' comp/unemployment/ benefits	62,576	59,012	60,612	60,627
Professional services	78,979	85,000	79,158	68,160
Supplies and expenses	16,764	16,000	20,419	16,719
Landscape Maint Assess- Six Flags				
Travel, training & meetings	465	500	460	500
Utilities, water, and garbage	38,315	59,298	60,000	55,000
Equipment maintenance	3,801	1,000	-	-
Equipment rental	-	-	500	1,000
Buildings and grounds	2,400	2,000	6,000	6,000
Directors' expense				
Advertising/ promotions	13,087	12,500	11,500	12,500
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)	95	-	-	-
Equipment (non capitalized)	832	1,000	1,370	-
Contingency Fund				
Special projects - .33 Funds restricted				
Special projects				
Interest				
<b>Total Expenses</b>	<b>384,347</b>	<b>385,133</b>	<b>387,715</b>	<b>363,184</b>
<b>Profit/(Loss) before depreciation:</b>	<b>220,770</b>	<b>211,367</b>	<b>172,733</b>	<b>150,616</b>
<b>Capital Expense:</b>				

# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Electronic Sign			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue	110,474	110,000	125,417	120,000
Facility rentals revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other- Project Funds				
Gain/loss on sale of assets				
.33 funds				
Miscellaneous				
<b>Total Revenues</b>	<b>110,474</b>	<b>110,000</b>	<b>125,417</b>	<b>120,000</b>
<b>Expenses</b>				
Wages/ payroll tax	-	538	295	614
Workers' comp/unemployment/ benefits	-	25	14	29
Professional services	2,420	1,400	1,441	1,441
Supplies and expenses	1,082	1,500	1,275	1,325
Landscape Maint Assess- Six Flags				
Travel, training & meetings	147	-	140	140
Utilities, water, and garbage	47,076	48,600	51,000	51,000
Equipment maintenance	-	-	-	-
Equipment rental	401	2,500	1,200	2,000
Buildings and grounds	3,442	4,000	3,000	2,500
Directors' expense				
Advertising/ promotions	-	-	-	-
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)	-	-	-	-
Equipment (non capitalized)	-	-	1,000	-
Contingency Fund				
Special projects - .33 Funds restricted				
Special projects				
Interest				
<b>Total Expenses</b>	<b>54,568</b>	<b>58,563</b>	<b>59,364</b>	<b>59,048</b>
<b>Profit/(Loss) before depreciation:</b>	<b>55,906</b>	<b>51,437</b>	<b>66,053</b>	<b>60,952</b>
<b>Capital Expense:</b>				

# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Admin			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other- Project Funds				
Gain/loss on sale of assets				
.33 funds				
Miscellaneous	-	-	-	-
<b>Total Revenues</b>	-	-	-	-
<b>Expenses</b>				
Wages/ payroll tax	250,564	267,594	269,045	279,501
Workers' comp/unemployment/ benefits	117,265	127,278	112,925	119,303
Professional services	93,664	45,000	42,435	45,000
Supplies and expenses	97,052	102,020	95,307	99,875
Landscape Maint Assess- Six Flags				
Travel, training & meetings	1,034	1,500	505	1,500
Utilities, water, and garbage				
Equipment maintenance	549	850	500	500
Equipment rental	477	605	639	650
Buildings and grounds				
Directors' expense	9,190	10,500	9,500	11,000
Advertising/ promotions	-	-	-	-
Entertainment				
Premiums				
Donated services				
Bank and credit card fees	5,368	5,900	5,327	5,500
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	1,868	1,000	1,000	-
Contingency Fund	-	5,000	-	19,000
Special projects - .33 Funds restricted				
Special projects				
Interest				
<b>Total Expenses</b>	<b>577,031</b>	<b>567,247</b>	<b>537,183</b>	<b>581,829</b>
<b>Profit/(Loss) before depreciation:</b>	<b>(577,031)</b>	<b>(567,247)</b>	<b>(537,183)</b>	<b>(581,829)</b>
<b>Capital Expense:</b>				

# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Maint			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other- Project Funds				
Gain/loss on sale of assets				
.33 funds				
Miscellaneous				
<b>Total Revenues</b>	-	-	-	-
<b>Expenses</b>				
Wages/ payroll tax	290,832	299,267	308,094	301,420
Workers' comp/unemployment/ benefits	118,292	121,900	120,471	121,450
Professional services	-	-	-	-
Supplies and expenses	21,519	23,775	24,605	26,550
Landscape Maint Assess- Six Flags				
Travel, training & meetings	880	-	700	850
Utilities, water, and garbage	35,363	47,787	43,000	45,500
Equipment maintenance	26,177	30,000	35,000	30,000
Equipment rental	7,542	7,000	5,300	5,500
Buildings and grounds	22,892	22,500	27,500	18,000
Directors' expense				
Advertising/ promotions				
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	380	-	1,300	-
Contingency Fund				
Special projects - .33 Funds restricted				
Special projects				
Interest				
<b>Total Expenses</b>	<b>523,877</b>	<b>552,229</b>	<b>565,970</b>	<b>549,270</b>
<b>Profit/(Loss) before depreciation:</b>	<b>(523,877)</b>	<b>(552,229)</b>	<b>(565,970)</b>	<b>(549,270)</b>
<b>Capital Expense:</b>				



# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Guest Safety			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other- Project Funds				
Gain/loss on sale of assets				
.33 funds				
Miscellaneous				
<b>Total Revenues</b>	-	-	-	-
<b>Expenses</b>				
Wages/ payroll tax	48,145	48,658	48,658	52,550
Workers' comp/unemployment/ benefits	7,033	8,260	9,215	10,141
Professional services	21,243	14,120	14,276	15,988
Supplies and expenses	3,434	3,400	3,521	4,150
Landscape Maint Assess- Six Flags				
Travel, training & meetings	-	-	-	-
Utilities, water, and garbage				
Equipment maintenance	3,166	1,500	1,500	3,000
Equipment rental	-	-	-	-
Buildings and grounds	-	-	-	-
Directors' expense				
Advertising/ promotions				
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	-	250	517	500
Contingency Fund				
Special projects - .33 Funds restricted				
Special projects				
Interest				
<b>Total Expenses</b>	<b>83,021</b>	<b>76,188</b>	<b>77,687</b>	<b>86,329</b>
<b>Profit/(Loss) before depreciation:</b>	<b>(83,021)</b>	<b>(76,188)</b>	<b>(77,687)</b>	<b>(86,329)</b>
<b>Capital Expense:</b>				

# SOLANO COUNTY FAIR ASSOCIATION 2017 BUDGET (PROPOSED)

10/19/2016

	Other Sources			
	2015 Actual	2016 Budget	Projected 2016	Proposed Budget 2017
<b>Revenues</b>				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Leases	316,926	318,850	319,028	320,000
Six Flags Parking Lease	410,680	418,894	423,740	432,214
Interest revenue	1,169	100	2,000	100
State allocation	-	32,487	32,487	32,487
Other- Project Funds	28,366	-	-	29,240
Gain/loss on sale of assets	1,200	-	-	-
.33 funds	81,207	46,000	44,469	40,356
Miscellaneous	-	-	-	-
<b>Total Revenues</b>	<b>839,548</b>	<b>816,331</b>	<b>821,724</b>	<b>854,397</b>
<b>Expenses</b>				
Wages/ payroll tax	-	-	-	614
Workers' comp/unemployment/ benefits	-	-	-	29
Professional services	-	-	5,500	2,000
Supplies and expenses	-	-	-	-
Landscape Maint Assess- Six Flags	53,552	55,000	54,221	55,500
Travel, training & meetings				
Utilities, water, and garbage	44,517	47,438	67,204	71,204
Equipment maintenance	-	-	-	-
Equipment rental	2,703	2,750	2,879	2,900
Buildings and grounds	1,434	100	1,600	1,000
Directors' expense				
Advertising/ promotions				
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	-	-	-	-
Contingency Fund				
Special projects - .33 Funds restricted	2,611	16,000	30,471	45,240
Special projects				
Interest	22,987	20,825	20,825	20,825
<b>Total Expenses</b>	<b>127,804</b>	<b>142,113</b>	<b>182,700</b>	<b>199,311</b>
<b>Profit/(Loss) before depreciation:</b>	<b>711,744</b>	<b>674,218</b>	<b>639,024</b>	<b>655,086</b>
<b>Capital Expense:</b>				