

Solano County Fair Association

Solano COUNTY



Conducting The

Solano County Fair

at Vallejo

, California

For the period of January 1, 2026 to December 31, 2026

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026	Year over Year Budget 2025/2026
<b>TOTAL NET RESOURCES, JANUARY 1:</b>						
Unrestricted net resources	29100	\$2,272,007	\$168,244	\$168,244	\$162,510	-3.41%
Unrestricted Net Position - Pension/OPEB	29400	(\$1,535,572)	\$0	0	0	n/a
Restricted resources	29300	\$89,978	\$89,978	89,978	79,978	-11.11%
Investment in Capital Assets, Net of Related Debt	29000	\$447,143	\$577,703	577,703	549,567	-4.87%
Prior Year Audit Adjustment (2023 Adjustment & GASB conversion)		\$353,283				n/a
Subtotal (Total Net Resources)		\$1,626,839	\$835,925	835,925	792,056	-5.25%
<b>RESOURCES ACQUIRED:</b>						
Operating Revenues (From Page 2)		\$3,291,377	\$3,325,350	3,444,230	4,252,200	27.87%
State (Local/Base) Allocations (to Page 2):	31200-11-0000	\$32,000	\$32,000	32,000	32,000	0.00%
.33 Horse Racing Funds	31220-20-6000		\$32,000	44,781	38,000	18.75%
AB 1499 Training Allocation & Other Fiscal & Admin Assistance (F&E)	31210-11-0000	\$204,500	\$224,950	613,500	613,500	172.73%
Capital Project Reimbursement Funds (from Sched 8A)	31900			0	400,000	n/a
One-time Revenue Sources (fire camp, sale of property, capital project audit adj)	32500					n/a
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000					n/a
Other (e.g., Perf Rating used for oper.) (to Page 2)	34000					n/a
TOTAL RESOURCES ACQUIRED		\$3,527,877	\$3,614,300	4,134,512	5,335,700	47.63%
TOTAL RESOURCES AVAILABLE		\$5,154,716	\$4,450,225	4,970,442	6,127,756	37.70%
<b>RESOURCES APPLIED:</b>						
Operating Expenditures (From Page 2)		\$4,272,002	\$3,435,002	4,120,368	4,841,263	40.94%
Other Operating Expenditures (e.g. Audit Adjustments)		0	0	0	0	n/a
Subtotal - Operating Expenditures (Excluding Depreciation)		\$4,272,002	\$3,435,002	\$4,120,368	\$4,841,262.55	40.94%
Depreciation Expense (From Page 10)	90000	\$45,526	\$54,423	\$57,619	58,255.51	7.04%
Amortization Expense (From Page 10)	90010	\$400	\$273	\$400	400.00	48.52%
TOTAL RESOURCES APPLIED		\$4,317,928	\$3,489,698	\$4,178,386	\$4,899,918.06	40.41%
INCREASE/(DECREASE) IN NET RESOURCES DURING THE YEAR		(\$790,051)	\$124,602	(\$43,875)	\$435,781.94	249.74%
<b>TOTAL NET RESOURCES, DECEMBER 31:</b>						
Unrestricted Net Resources Available for Operations	2024 Adj. to match Activity	\$835,925	\$960,527	\$792,056	\$1,227,838	27.83%
Restricted Net Resources	252, 253, 254, 255	\$89,978	\$89,978	\$79,978	74,978	-16.67%
Investment in Capital Assets (From Schedule 7)		\$577,703	\$523,007	\$549,567	935,912	78.95%
Subtotal (Should equal Total Net Resource Figure above)		\$835,925	\$960,527	\$792,056	\$1,227,838	27.83%
Reserve Percentage		3.94%	10.12%	3.94%	4.48%	-55.71%
<b>ALL FAIRS:</b>						
President, Board of Directors	Date	COUNTY APPROVALS (County Fairs Only):  12/11/25 Chairman, Board of Supervisors Date				
Chief Executive Officer	Date	 12/17/25 County Clerk Date				

**2026 Budget**  
(New Format - State of CA form)

**Assumptions in the 2026 Budget**

1. The budget represents revenues and expenses to fund facility renovations and improve reserve percentages.
2. The New Year's event is approved and is successful.
3. Increased AB 1499 Sales Tax revenue. (0.5% to 7%)
4. Electronic Sign is repaired in 2026 to regain E-sign revenue potential.
5. Four (4) additional fundraising concerts in 2026. (budgeted conservatively)
6. Administrative Expenses:
  - a. Lucia's payroll is transferred to Facility Rentals, which is 90% of her duties. A portion is appropriated to Fair Operations and Fair Alcohol management.
  - b. Budgets for an office assistant before and after Fair.
  - c. General salary increases are incorporated into the budget at the discretion of the CEO.
7. Maintenance Expenses:
  - a. Includes two (2) new hires to eliminate the need of outside labor contractors. (North Bay Site Services)
  - b. General salary increases are incorporated into the budget at the discretion of the CEO.
8. Guest Services: Maintains current staffing levels and General salary increases are incorporated into the budget at the discretion of the CEO.

9. Satellite Wagering:
  - a. Budgeted for the recently vacant position to be filled at the discretion of the CEO.
  - b. Expenses budgeted to match 2025 Estimates.
10. Facility Rentals”
  - a. Revenue and expenses have expectations similar to the 2025 Budget process.
  - b. As previously mentioned, expenses include payroll for Lucia.
11. Enterprise leases are increased by the information received from County.
12. Capital purchases:
  - a. Given successful concert series, budget includes capital purchases:
    - i. E-sign repairs
    - ii. Boom Lift.
13. 2026 Fair revenues and expenditures are based on 2025 actuals, with exceptions.
14. Fairtime Revenue (closer look):
  - a. Reduces Derby to one-day.
  - b. Reduced revenue for performance admissions to closely match 2025.
  - c. While the revenue is not in the budget, we may attempt to bring back indoor commercial vendors.
  - d. Miscellaneous Fair Revenue: Parking, Vendor camping fees, and Sponsorships. Budget represents \$85k in sponsorship revenue.
15. Fairtime Expenses
  - e. Fairtime Payroll: Assumes paid positions in Admissions, Parking, Exhibits (Livestock and stills).
  - f. Attendance Operations (Fair operations) Assumes Pickering Events to manage Admission, Parking, and Concession Auditing.

## Summary of Operations

## Solano County Fair

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026	Year over Year Budget 2025/2026
<b>OPERATING REVENUES:</b>						
Admissions to Grounds	40000-70	\$79,830	\$93,445	\$89,868	\$93,300	-0.16%
Commercial Space	41500	6,100	7,000	\$6,347	6,300	-10.00%
Carnival	42100	29,575	25,000	\$30,205	28,200	12.80%
Concessions	42200	51,535	72,420	\$68,522	71,500	-1.27%
Exhibits	43000	21,038	22,400	\$24,323	23,500	4.91%
Ag Day	45000	2,000	5,000	\$5,000	5,000	0.00%
Satellite Wagering	45005	706,759	808,500	\$764,905	801,300	-0.89%
Fair Attractions	46000		140,000	\$73,100	70,000	-50.00%
Miscellaneous Fair	47000	100,500	110,200	\$78,961	136,200	23.59%
Electronic Sign	47005	110,177	125,000	\$72,806	180,000	44.00%
Interim Attraction	50-4000			\$882,250	814,004	n/a
Facility Rentals	48000	1,509,724	1,619,120	\$1,199,502	1,670,770	3.19%
Prior Year Revenue Adjustments	49000	182,147		(\$193,157)		n/a
Enterprise Leases	49500	476,738	295,265	\$319,958	332,126	12.48%
Other Operating Revenue (Interest Earned)	49500	15,254	2,000	\$21,641	20,000	900.00%
<b>TOTAL OPERATING REVENUES (to Page 1)</b>		<b>3,291,377.08</b>	<b>3,325,350</b>	<b>\$3,444,230</b>	<b>4,252,200</b>	<b>27.87%</b>
				\$118,880		
<b>OPERATING EXPENDITURES:</b>						
Administration	11-0000	939,328	826,849	\$953,404	821,432	-0.86%
Maintenance & General Operations	12-0000	706,332	551,360	\$626,408	692,632	25.62%
Guest Safety	15-0000	273,242	126,504	\$124,752	128,475	1.56%
Satellite Wagering	20-6000	464,044	307,641	\$427,000	437,011	42.05%
Publicity	70-1017	67,351.52	60,000	\$89,944	65,000	8.33%
Attendance Operations	70-1010 70-1011	315,219	266,138	\$282,124	290,349	9.10%
Miscellaneous Fair	70-1012 to 1016	76,773	104,996	\$149,132	154,391	47.04%
Premiums	70-1200	21,171	22,500	\$22,089	23,000	2.22%
Exhibits	70-1200 to 1213	67,217	71,750	\$71,383	74,522	3.86%
Ag Day	80-5000	2,332	4,640	\$2,000	3,139	-32.36%
Facility Rentals	40-3000	669,205	655,261	\$584,617	621,704	-5.12%
Electronic Sign	45-0000	81,087	88,111	\$68,515	77,350	-12.21%
Fair Entertainment	70-1018	263,549.24	251,250	\$435,143	368,238	46.56%
Enterprise - Lease	55-0000	155,094	83,502	\$60,433	68,020	-18.54%
Interim Attractions	50-4000			\$300,000	1,000,000	n/a
Equipment (Funded by Fair)	87500	29,805	14,500	\$17,423	16,000	10.34%
Prior Year Expense Adjustments	80000	131,087		\$5,067		n/a
Cash (over/under)	85000	8,091		\$932		n/a
Other Operating Expense	94000	1,074				n/a
<b>TOTAL OPERATING EXPENDITURES (to Page 1)</b>		<b>4,272,001.67</b>	<b>3,435,002</b>	<b>\$4,120,368</b>	<b>4,841,263</b>	<b>40.94%</b>
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION</b>		<b>(980,625)</b>	<b>(109,652)</b>	<b>(\$676,137)</b>	<b>(589,063)</b>	<b>437.21%</b>
Depreciation Expense	90000	45,526	54,423	\$57,619	58,256	7.04%
Amortization Expense	90010	400	273	\$400	400	46.52%
<b>NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION</b>		<b>(1,026,151)</b>	<b>(164,075)</b>	<b>(\$733,756)</b>	<b>(647,318)</b>	<b>294.53%</b>
State (Local/Base) Allocations (From Page 1)	31200	32,000	32,000	\$32,000	32,000	0.00%
Training Allocation & Other Fiscal & Admin Assistance (F&E) (From Page 1)	31300	204,500	224,950	\$613,500	613,500	172.73%
Capital Project Reimbursements (From Page 1)	31900				400,000	n/a
Other Funds (e.g. County, Supplemental, Fiscal Ass't) (From Page 1)	Various					n/a
<b>NET PROFIT/(LOSS) BEFORE DEPRECIATION</b>		<b>(\$744,125)</b>	<b>\$147,298</b>	<b>(\$30,637)</b>	<b>\$456,437</b>	<b>209.87%</b>
<b>NET PROFIT/(LOSS) AFTER DEPRECIATION</b>		<b>(\$789,651)</b>	<b>\$92,875</b>	<b>(\$88,256)</b>	<b>\$398,182</b>	<b>328.73%</b>