

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Summary			
Revenues	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Operating revenues				
Admissions to grounds	182,858	189,649	164,271	182,500
Commercial space	33,713	35,000	37,194	37,200
Concessions (Fair)	138,076	144,981	140,936	145,000
Exhibits	11,698	12,250	14,227	14,200
Horse racing	-	-	-	-
Satellite wagering	585,272	597,000	604,295	604,300
Fair parking, trailer space	93,890	98,290	85,680	94,200
Sponsorship	61,191	73,000	46,151	63,000
Electronic sign revenue	123,629	175,000	92,500	130,000
Facility rentals revenue	767,740	818,848	704,800	771,150
Golf course revenue	135,695	176,200	92,436	-
Leases	296,692	291,407	299,080	324,100
Six Flags Parking Lease	395,040	395,000	400,000	408,000
Interest revenue	2,885	2,500	1,100	1,100
State allocation	-	-	-	-
Other sources	-	-	-	-
Sale of assets	-	-	-	-
.33 funds	33,856	45,000	45,000	45,000
Misc	-	-	-	-
Total Revenues	2,862,235	3,054,125	2,727,670	2,819,750
Expenses				
Wages/ payroll tax	1,075,432	1,141,874	1,121,975	991,802
Workers' comp/ benefits	348,691	393,177	336,833	315,580
Professional services	362,837	404,950	343,242	379,075
Supplies and expenses	231,934	234,090	225,289	206,052
Landscape Maint Assess- Six Flags	51,004	50,500	51,622	51,700
Travel, training & meetings	34,662	36,500	38,708	38,100
Utilities, water, and garbage	239,162	230,250	275,292	255,300
Equipment maintenance	51,469	56,100	55,639	41,600
Equipment rental	160,630	166,792	168,025	154,330
Buildings and grounds	39,252	43,750	50,219	47,700
Directors' expense	24,124	27,575	26,001	20,800
Advertising/ promotions	89,548	97,200	93,043	88,190
Entertainment	150,942	170,000	171,210	158,200
Premiums	28,389	28,000	29,238	29,300
Donated services	6,538	12,098	12,268	6,500
Bank and credit card fees	11,615	10,150	10,839	9,220
Bad debt/ cash short/ (over)	1,061	-	-	-
Equipment (non capitalized)	532	4,000	2,674	2,700
Special projects	22,834	10,000	-	-
Special projects from restrict resrvs	42,361	-	-	-
Interest	26,840	24,988	24,988	22,987
Total Expenses	2,999,857	3,141,994	3,037,105	2,819,136
Profit/(Loss) before depreciation:	(137,622)	(87,869)	(309,435)	614
Capital Expense:	20,272	236,000	83,457	120,000

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Fair			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds	182,858	189,649	164,271	182,500
Commercial space	33,713	35,000	37,194	37,200
Concessions (Fair)	138,076	144,981	140,936	145,000
Exhibits	11,698	12,250	14,227	14,200
Horse racing				
Satellite wagering				
Fair parking, trailer space	93,890	98,290	85,680	94,200
Sponsorship	43,526	55,000	28,786	40,300
Electronic sign revenue				
Facility rentals revenue				
Golf course revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other sources				
Sale of assets				
.33 funds			35,000	35,000
Misc	-	-		
Total Revenues	503,761	535,170	506,094	548,400
Expenses				
Wages/ payroll tax	160,256	165,137	162,201	152,540
Workers' comp/ benefits	12,009	12,363	9,975	7,368
Professional services	147,084	155,850	154,605	154,400
Supplies and expenses	35,956	35,420	37,862	34,700
Landscape Maint Assess- Six Flags				
Travel, training & meetings	21,841	21,650	21,405	21,000
Utilities, water, and garbage	16,147	15,750	20,626	20,700
Equipment maintenance	847	1,000	-	-
Equipment rental	136,580	140,075	146,012	135,100
Buildings and grounds	13,009	14,550	18,323	14,000
Directors' expense	14,183	14,895	12,001	10,800
Advertising/ promotions	73,263	77,700	75,158	70,290
Entertainment	150,942	170,000	171,210	158,200
Premiums	28,389	28,000	29,238	29,300
Donated services				
Bank and credit card fees	2,834	2,150	1,488	1,500
Bad debt/ cash short/ (over)	1,238	-	-	-
Equipment (non capitalized)	-	-	-	-
Special projects				
Special projects from restrict resrvs				
Interest				
Total Expenses	814,578	854,540	860,104	809,898
Profit/(Loss) before depreciation:	(310,817)	(319,371)	(354,011)	(261,498)
Capital Expense:				

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Ag Day			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Horse racing				
Satellite wagering				
Fair parking, trailer space				
Sponsorship	17,665	18,000	17,365	22,700
Electronic sign revenue				
Facility rentals revenue				
Golf course revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other sources				
Sale of assets				
.33 funds				
Misc				
Total Revenues	17,665	18,000	17,365	22,700
Expenses				
Wages/ payroll tax	5,345	4,306	3,165	3,122
Workers' comp/ benefits	298	240	153	151
Professional services	2	-	-	-
Supplies and expenses	3,259	3,290	3,003	2,390
Landscape Maint Assess- Six Flags				
Travel, training & meetings	8,692	9,000	13,994	14,000
Utilities, water, and garbage				
Equipment maintenance				
Equipment rental	2,106	2,106	2,115	2,100
Buildings and grounds	660	750	293	300
Directors' expense				
Advertising/ promotions				
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)				
Special projects				
Special projects from restrict resrvs				
Interest				
Total Expenses	20,362	19,692	22,723	22,063
Profit/(Loss) before depreciation:	(2,697)	(1,692)	(5,358)	637
Capital Expense:				

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Facility Rentals			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Horse racing				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue	767,740	818,848	704,800	771,150
Golf course revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other sources				
Sale of assets				
.33 funds				
Misc				
Total Revenues	767,740	818,848	704,800	771,150
Expenses				
Wages/ payroll tax	60,981	61,361	57,068	57,162
Workers' comp/ benefits	16,434	17,320	16,791	16,761
Professional services	50,919	47,000	50,500	60,775
Supplies and expenses	17,875	15,300	13,013	13,000
Landscape Maint Assess- Six Flags				
Travel, training & meetings	-	-	28	-
Utilities, water, and garbage	45,005	40,000	63,718	63,700
Equipment maintenance	61	500	-	-
Equipment rental	14,036	13,500	9,372	9,300
Buildings and grounds	1,460	2,500	4,738	4,700
Directors' expense				
Advertising/ promotions	913	3,000	2,735	2,700
Entertainment				
Premiums				
Donated services	6,538	12,098	12,268	6,500
Bank and credit card fees	917	500	1,580	1,600
Bad debt/ cash short/ (over)	10	-	-	-
Equipment (non capitalized)	-	1,500	1,781	1,800
Special projects				
Special projects from restrict resrvs				
Interest				
Total Expenses	215,149	214,579	233,592	237,998
Profit/(Loss) before depreciation:	552,591	604,270	471,208	533,152
Capital Expense:				

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Satellite Wagering			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Horse racing				
Satellite wagering	585,272	597,000	604,295	604,300
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Golf course revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other sources				
Sale of assets				
.33 funds				
Misc				
Total Revenues	585,272	597,000	604,295	604,300
Expenses				
Wages/ payroll tax	155,387	158,872	158,647	158,568
Workers' comp/ benefits	59,066	68,431	62,294	62,260
Professional services	80,820	83,080	80,000	80,000
Supplies and expenses	31,933	32,450	29,246	28,950
Landscape Maint Assess- Six Flags				
Travel, training & meetings	484	550	352	350
Utilities, water, and garbage	51,658	56,000	49,264	49,300
Equipment maintenance	1,549	2,500	-	-
Equipment rental	401	-	-	-
Buildings and grounds	1,395	750	1,545	1,500
Directors' expense				
Advertising/ promotions	14,459	15,000	15,150	15,200
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)	30	-	-	-
Equipment (non capitalized)	-	-	-	-
Special projects				
Special projects from restrict resrvs				
Interest				
Total Expenses	397,182	417,633	396,498	396,128
Profit/(Loss) before depreciation:	188,090	179,367	207,797	208,172
Capital Expense:				

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Electronic Sign			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Horse racing				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue	123,629	175,000	92,500	130,000
Facility rentals revenue				
Golf course revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other sources				
Sale of assets				
.33 funds				
Misc				
Total Revenues	123,629	175,000	92,500	130,000
Expenses				
Wages/ payroll tax	245	1,615	316	323
Workers' comp/ benefits	14	90	15	16
Professional services	3,755	20,420	2,385	2,400
Supplies and expenses	650	250	1,660	1,150
Landscape Maint Assess- Six Flags				
Travel, training & meetings	140	150	223	200
Utilities, water, and garbage	42,959	45,000	43,982	44,000
Equipment maintenance	511	3,000	-	-
Equipment rental	-	1,000	350	350
Buildings and grounds	295	500	1,007	500
Directors' expense				
Advertising/ promotions	-	-	-	-
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)	-	-	-	-
Equipment (non capitalized)	-	500	893	900
Special projects				
Special projects from restrict resrvs				
Interest				
Total Expenses	48,569	72,525	50,832	49,839
Profit/(Loss) before depreciation:	75,060	102,475	41,668	80,161
Capital Expense:				

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Golf			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Horse racing				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Golf course revenue	135,695	176,200	92,436	-
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other sources				
Sale of assets				
.33 funds				
Misc				
Total Revenues	135,695	176,200	92,436	-
Expenses				
Wages/ payroll tax	108,493	117,450	116,471	-
Workers' comp/ benefits	26,465	27,286	26,649	-
Professional services	8,642	5,000	4,242	-
Supplies and expenses	18,110	17,800	14,310	-
Landscape Maint Assess- Six Flags				
Travel, training & meetings	570	750	158	-
Utilities, water, and garbage	23,970	24,500	20,082	-
Equipment maintenance	9,011	10,000	16,546	4,000
Equipment rental	1,687	2,200	2,609	-
Buildings and grounds	9,584	11,500	9,547	15,000
Directors' expense				
Advertising/ promotions	913	1,500	-	-
Entertainment				
Premiums				
Donated services				
Bank and credit card fees	1,682	1,100	1,685	-
Bad debt/ cash short/ (over)	(217)	-	-	-
Equipment (non capitalized)	-	500	-	-
Special projects	3,820			
Special projects from restrict resrvs	37,041			
Interest				
Total Expenses	249,771	219,587	212,299	19,000
Profit/(Loss) before depreciation:	(114,076)	(43,387)	(119,863)	(19,000)
Capital Expense:		16,919	16,919	15,000

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Admin			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Horse racing				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Golf course revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other sources				
Sale of assets				
.33 funds				
Misc	-	-	-	-
Total Revenues	-	-	-	-
Expenses				
Wages/ payroll tax	264,459	282,854	278,341	274,315
Workers' comp/ benefits	115,557	141,523	100,811	108,822
Professional services	35,784	53,100	18,500	48,500
Supplies and expenses	98,448	101,180	98,969	98,950
Landscape Maint Assess- Six Flags				
Travel, training & meetings	2,135	2,500	1,850	1,850
Utilities, water, and garbage				
Equipment maintenance	490	600	859	900
Equipment rental	2,411	2,411	2,442	2,400
Buildings and grounds				
Directors' expense	9,941	12,680	14,000	10,000
Advertising/ promotions	-	-	-	-
Entertainment				
Premiums				
Donated services				
Bank and credit card fees	6,182	6,400	6,086	6,120
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	195	500	-	-
Special projects				
Special projects from restrict resrvs				
Interest				
Total Expenses	535,602	603,749	521,858	551,856
Profit/(Loss) before depreciation:	(535,602)	(603,749)	(521,858)	(551,856)
Capital Expense:				

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Maint			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Horse racing				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Golf course revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other sources				
Sale of assets				
.33 funds				
Misc				
Total Revenues	-	-	-	-
Expenses				
Wages/ payroll tax	278,224	296,899	295,670	295,715
Workers' comp/ benefits	116,505	122,948	117,724	117,784
Professional services	13,348	14,000	7,400	7,400
Supplies and expenses	22,042	24,850	23,817	23,600
Landscape Maint Assess- Six Flags				
Travel, training & meetings	800	900	698	700
Utilities, water, and garbage	39,853	29,000	38,408	38,400
Equipment maintenance	36,857	36,000	34,312	34,300
Equipment rental	655	2,500	2,643	2,600
Buildings and grounds	11,647	13,000	14,628	11,600
Directors' expense				
Advertising/ promotions				
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	-	500	-	-
Special projects				
Special projects from restrict resrvs				
Interest				
Total Expenses	519,931	540,597	535,301	532,099
Profit/(Loss) before depreciation:	(519,931)	(540,597)	(535,301)	(532,099)
Capital Expense:				

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Guest Safety			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Horse racing				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Golf course revenue				
Leases				
Six Flags Parking Lease				
Interest revenue				
State allocation				
Other sources				
Sale of assets				
.33 funds				
Misc				
Total Revenues	-	-	-	-
Expenses				
Wages/ payroll tax	42,042	53,379	50,095	50,057
Workers' comp/ benefits	2,343	2,975	2,420	2,418
Professional services	22,483	26,500	25,610	25,600
Supplies and expenses	3,661	3,550	3,409	3,312
Landscape Maint Assess- Six Flags				
Travel, training & meetings	-	1,000	-	-
Utilities, water, and garbage				
Equipment maintenance	1,826	2,000	3,922	2,400
Equipment rental	-	-	-	-
Buildings and grounds	170	200	-	-
Directors' expense				
Advertising/ promotions				
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	337	500	-	-
Special projects				
Special projects from restrict resrvs				
Interest				
Total Expenses	72,862	90,104	85,456	83,787
Profit/(Loss) before depreciation:	(72,862)	(90,104)	(85,456)	(83,787)
Capital Expense:				

SOLANO COUNTY FAIR ASSOCIATION DRAFT BUDGET

11/12/14

	Other Sources			
	2013 Actual	2014 Budget	Projected 2014	Proposed Budget 2015
Revenues				
Operating revenues				
Admissions to grounds				
Commercial space				
Concessions (Fair)				
Exhibits				
Horse racing				
Satellite wagering				
Fair parking, trailer space				
Sponsorship				
Electronic sign revenue				
Facility rentals revenue				
Golf course revenue				
Leases	296,692	291,407	299,080	324,100
Six Flags Parking Lease	395,040	395,000	400,000	408,000
Interest revenue	2,885	2,500	1,100	1,100
State allocation	-	-	-	-
Other sources	-	-	-	-
Sale of assets	-	-	-	-
.33 funds	33,856	45,000	10,000	10,000
Misc	-	-	-	-
Total Revenues	728,473	733,907	710,180	743,200
Expenses				
Wages/ payroll tax	-	-	-	-
Workers' comp/ benefits	-	-	-	-
Professional services	-	-	-	-
Supplies and expenses	-	-	-	-
Landscape Maint Assess- Six Flags	51,004	50,500	51,622	51,700
Travel, training & meetings				
Utilities, water, and garbage	19,570	20,000	39,212	39,200
Equipment maintenance	317	500	-	-
Equipment rental	2,754	3,000	2,482	2,480
Buildings and grounds	1,032	-	138	100
Directors' expense				
Advertising/ promotions				
Entertainment				
Premiums				
Donated services				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	-	-	-	-
Special projects	19,014	10,000		-
Special projects from restrict resrvs	5,320			-
Interest	26,840	24,988	24,988	22,987
Total Expenses	125,851	108,988	118,442	116,467
Profit/(Loss) before depreciation:	602,622	624,919	591,738	626,733
Capital Expense:	30,323	4,000	4,000	221,000