

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Summary			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds	204,212	214,700	155,592	-
Fair parking, RV space rental	98,080	99,700	84,187	4,500
Fair concessions/ carnival	167,309	166,935	144,038	-
Commercial space	48,295	44,000	39,550	-
Entry Fees	10,407	10,000	9,233	8,000
Facility rentals revenue	938,143	870,200	925,026	1,116,000
Satellite wagering	563,190	513,800	548,720	524,000
Lease revenue	748,995	752,214	777,919	790,318
Sign revenue	128,237	120,000	117,418	110,000
Sponsorship/ silent auction revenue	119,613	94,200	85,252	55,000
Atlas Fire LAE- donations/ reimb.	-	-	126,710	-
Miscellaneous	5,452	5,000	3,528	-
State allocation	32,487	32,487	30,552	32,487
Other non-operating revenue	12,216	29,240	28,794	-
County Contributions	-	-	-	-
Interest revenue	2,417	100	704	300
.33 funds	44,469	40,356	39,932	37,500
Total Revenues	3,123,520	2,992,932	3,117,155	2,678,105
Expenses				
Wages/ payroll tax	1,047,469	1,044,020	1,075,706	1,017,606
Payroll accrued	(16,762)	6,000	-	6,000
Workers' comp/health/vacation accrual	174,398	184,013	191,918	179,130
Pension expense	159,117	163,279	147,272	154,300
Professional services	399,932	374,401	310,015	263,000
Supplies and expenses	92,160	105,750	103,268	90,870
Utilities, water, and garbage	273,117	273,398	290,100	330,935
Equipment maintenance	39,170	33,500	55,879	49,600
Liability Insurance	85,437	89,100	94,681	112,364
Dues, permits, assessments	109,141	104,607	98,643	99,346
Buildings and grounds	46,706	46,450	59,017	44,350
Advertising/ promotions	92,857	95,300	91,303	41,900
Travel, training & meetings	28,062	32,440	26,994	19,600
Directors' expense	18,596	21,500	21,602	17,000
Equipment rental	163,535	167,150	162,160	78,850
Entertainment- stages, grounds	106,984	105,700	104,780	5,000
Premiums	32,601	33,800	30,240	30,350
Bank and credit card fees	13,177	11,800	11,427	9,030
Bad debt/ cash short/ (over)	35	-	246	-
Equipment (non capitalized)	17,697	3,500	8,690	6,800
Special projects	21,111	64,240	36,936	2,350
Atlas Fire LAE expenses	-	-	127,779	-
Donated services & sponsor expenses	19,835	11,600	3,181	3,000
Interest expense	20,825	20,825	18,492	15,971
Total Expenses	2,945,198	2,992,373	3,070,330	2,577,353
Jr. Livestock Auction Profit/ (loss)	5,115		(1,543)	
Profit/(Loss) before depreciation:	183,437	559	45,282	100,752
Capital Expense:	4,369	-	2,895	-

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Fair			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds	204,212	214,700	155,592	-
Fair parking, RV space rental	98,080	99,700	84,187	4,500
Fair concessions/ carnival	167,309	166,935	144,038	-
Commercial space	48,295	44,000	39,550	-
Entry Fees	10,407	10,000	9,233	8,000
Facility rentals revenue				
Satellite wagering				
Lease revenue				
Sign revenue				
Sponsorship/ silent auction revenue	88,463	66,200	52,548	25,000
Atlas Fire LAE- donations/ reimb.				
Miscellaneous	5,150	5,000	3,528	-
State allocation				
Other non-operating revenue				
County Contributions				
Interest revenue				
.33 funds				
Total Revenues	621,916	606,535	488,676	37,500
Expenses				
Wages/ payroll tax	151,442	175,703	213,572	104,815
Payroll accrued				
Workers' comp/health/vacation accrual	12,319	9,331	17,301	12,392
Pension expense	5,057	7,149	4,571	5,800
Professional services	167,706	156,788	148,782	51,550
Supplies and expenses	24,640	33,375	30,412	12,320
Utilities, water, and garbage	19,576	22,400	19,476	9,000
Equipment maintenance	151	-	-	-
Liability Insurance	3,496	3,600	3,066	300
Dues, permits, assessments	3,412	3,214	2,047	1,625
Buildings and grounds	14,305	15,550	15,489	2,400
Advertising/ promotions	81,170	81,300	79,300	13,150
Travel, training & meetings	14,004	15,950	11,905	1,750
Directors' expense	9,583	10,500	11,391	1,000
Equipment rental	137,784	139,100	128,697	13,400
Entertainment- stages, grounds	106,984	105,700	104,780	5,000
Premiums	32,601	33,800	30,240	30,350
Bank and credit card fees	4,366	4,400	3,120	120
Bad debt/ cash short/ (over)	31	-	-	-
Equipment (non capitalized)	4,047	-	1,251	300
Special projects				
Atlas Fire LAE expenses				
Donated services & sponsor expenses	1,470	1,600	3,181	3,000
Interest expense				
Total Expenses	794,142	819,460	828,581	268,272

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	(172,226)	(212,925)	(339,906)	(230,772)
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Capital Expense:

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Ag Day			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds				
Fair parking, RV space rental				
Fair concessions/ carnival				
Commercial space				
Entry Fees				
Facility rentals revenue				
Satellite wagering				
Lease revenue				
Sign revenue				
Sponsorship/ silent auction revenue	31,150	28,000	32,704	30,000
Atlas Fire LAE- donations/ reimb.				
Miscellaneous				
State allocation				
Other non-operating revenue				
County Contributions				
Interest revenue				
.33 funds				
Total Revenues	31,150	28,000	32,704	30,000
Expenses				
Wages/ payroll tax	6,339	7,482	8,091	8,720
Payroll accrued				
Workers' comp/health/vacation accrual	295	348	451	486
Pension expense	-	-	-	-
Professional services	-	400	813	1,600
Supplies and expenses	6,805	5,800	7,751	7,800
Utilities, water, and garbage				
Equipment maintenance				
Liability Insurance				
Dues, permits, assessments				
Buildings and grounds	385	400	375	500
Advertising/ promotions	520	-	260	250
Travel, training & meetings	11,770	13,000	12,513	13,000
Directors' expense				
Equipment rental	1,188	1,500	1,254	1,450
Entertainment- stages, grounds				
Premiums				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	-	-	-	-
Special projects				
Atlas Fire LAE expenses				
Donated services & sponsor expenses				
Interest expense				
Total Expenses	27,302	28,930	31,508	33,806

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	3,848	(930)	1,196	(3,806)
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Capital Expense:

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Facility Rentals			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds				
Fair parking, RV space rental				
Fair concessions/ carnival				
Commercial space				
Entry Fees				
Facility rentals revenue	938,143	870,200	925,026	1,116,000
Satellite wagering				
Lease revenue				
Sign revenue				
Sponsorship/ silent auction revenue				
Atlas Fire LAE- donations/ reimb.				
Miscellaneous				
State allocation				
Other non-operating revenue				
County Contributions				
Interest revenue				
.33 funds				
Total Revenues	938,143	870,200	925,026	1,116,000
Expenses				
Wages/ payroll tax	84,555	89,458	148,797	196,677
Payroll accrued				
Workers' comp/health/vacation accrual	14,176	14,155	19,784	25,075
Pension expense	4,136	4,730	6,570	13,100
Professional services	93,600	84,624	70,395	88,950
Supplies and expenses	15,748	16,000	18,583	21,350
Utilities, water, and garbage	87,216	56,000	70,375	93,206
Equipment maintenance	239	-	1,302	1,500
Liability Insurance	2,225	4,500	3,115	3,500
Dues, permits, assessments	4,439	1,145	995	1,000
Buildings and grounds	4,386	3,000	15,450	10,750
Advertising/ promotions	1,007	1,500	574	15,000
Travel, training & meetings	87	500	124	250
Directors' expense				
Equipment rental	15,651	14,500	25,702	53,500
Entertainment- stages, grounds				
Premiums				
Bank and credit card fees	3,034	1,900	2,708	2,950
Bad debt/ cash short/ (over)	13	-	251	-
Equipment (non capitalized)	7,585	3,000	3,171	3,000
Special projects				
Atlas Fire LAE expenses				
Donated services & sponsor expenses	18,365	10,000	-	-
Interest expense				
Total Expenses	356,462	305,012	387,896	529,808

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	581,680	565,188	537,130	586,192
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Capital Expense:

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Satellite Wagering			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds				
Fair parking, RV space rental				
Fair concessions/ carnival				
Commercial space				
Entry Fees				
Facility rentals revenue				
Satellite wagering	563,190	513,800	548,720	524,000
Lease revenue				
Sign revenue				
Sponsorship/ silent auction revenue				
Atlas Fire LAE- donations/ reimb.				
Miscellaneous				
State allocation				
Other non-operating revenue				
County Contributions				
Interest revenue				
.33 funds				
Total Revenues	563,190	513,800	548,720	524,000
Expenses				
Wages/ payroll tax	152,000	142,678	150,485	153,940
Payroll accrued				
Workers' comp/health/vacation accrual	36,129	34,927	32,530	32,830
Pension expense	26,055	25,700	23,864	22,000
Professional services	76,151	68,160	57,065	65,800
Supplies and expenses	12,400	13,500	11,822	13,250
Utilities, water, and garbage	50,170	55,000	50,218	58,129
Equipment maintenance	-	-	1,840	2,000
Liability Insurance				
Dues, permits, assessments	4,127	3,219	2,227	2,500
Buildings and grounds	6,222	6,000	9,659	10,000
Advertising/ promotions	10,160	12,500	11,169	13,500
Travel, training & meetings	603	500	507	1,000
Directors' expense				
Equipment rental	774	1,000	-	500
Entertainment- stages, grounds				
Premiums				
Bank and credit card fees				
Bad debt/ cash short/ (over)	(9)	-	(5)	-
Equipment (non capitalized)	1,370	-	1,611	1,500
Special projects				
Atlas Fire LAE expenses				
Donated services & sponsor expenses				
Interest expense				
Total Expenses	376,152	363,184	352,992	376,949

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	187,038	150,616	195,728	147,051
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Capital Expense:

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Leases			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds				
Fair parking, RV space rental				
Fair concessions/ carnival				
Commercial space				
Entry Fees				
Facility rentals revenue				
Satellite wagering				
Lease revenue	748,995	752,214	777,919	790,318
Sign revenue				
Sponsorship/ silent auction revenue				
Atlas Fire LAE- donations/ reimb.				
Miscellaneous				
State allocation				
Other non-operating revenue				
County Contributions				
Interest revenue				
.33 funds				
Total Revenues	748,995	752,214	777,919	790,318
Expenses				
Wages/ payroll tax	326	614	111	538
Payroll accrued				
Workers' comp/health/vacation accrual	15	29	6	30
Pension expense				
Professional services	2,000	2,000	-	-
Supplies and expenses	-	-	-	-
Utilities, water, and garbage	40,532	43,498	38,756	43,900
Equipment maintenance	-	-	85	-
Liability Insurance				
Dues, permits, assessments	81,909	83,204	81,909	82,221
Buildings and grounds	2,258	1,000	2,125	2,200
Advertising/ promotions				
Travel, training & meetings				
Directors' expense				
Equipment rental	2,878	2,900	2,697	2,500
Entertainment- stages, grounds				
Premiums				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)				
Special projects				
Atlas Fire LAE expenses				
Donated services & sponsor expenses				
Interest expense	20,825	20,825	18,492	15,971
Total Expenses	150,742	154,070	144,181	147,360

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	598,253	598,144	633,738	642,958
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Capital Expense:

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Electronic Sign			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds				
Fair parking, RV space rental				
Fair concessions/ carnival				
Commercial space				
Entry Fees				
Facility rentals revenue				
Satellite wagering				
Lease revenue				
Sign revenue	128,237	120,000	117,418	110,000
Sponsorship/ silent auction revenue				
Atlas Fire LAE- donations/ reimb.				
Miscellaneous				
State allocation				
Other non-operating revenue				
County Contributions				
Interest revenue				
.33 funds				
Total Revenues	128,237	120,000	117,418	110,000
Expenses				
Wages/ payroll tax	301	614	355	1,938
Payroll accrued				
Workers' comp/health/vacation accrual	14	29	20	108
Pension expense				
Professional services	2,476	1,441	2,441	2,500
Supplies and expenses	102	200	13	100
Utilities, water, and garbage	36,438	51,000	48,902	56,000
Equipment maintenance	-	-	380	1,000
Liability Insurance				
Dues, permits, assessments	1,124	1,125	1,299	1,300
Buildings and grounds	1,771	2,500	1,171	1,500
Advertising/ promotions	-	-	-	-
Travel, training & meetings	115	140	69	100
Directors' expense				
Equipment rental	1,155	2,000	-	1,000
Entertainment- stages, grounds				
Premiums				
Bank and credit card fees				
Bad debt/ cash short/ (over)	-	-	-	-
Equipment (non capitalized)	844	-	-	-
Special projects				
Atlas Fire LAE expenses				
Donated services & sponsor expenses				
Interest expense				
Total Expenses	44,340	59,049	54,650	65,546

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	83,897	60,951	62,768	44,454
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Capital Expense:

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Admin			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds				
Fair parking, RV space rental				
Fair concessions/ carnival				
Commercial space				
Entry Fees				
Facility rentals revenue				
Satellite wagering				
Lease revenue				
Sign revenue				
Sponsorship/ silent auction revenue				
Atlas Fire LAE- donations/ reimb.				
Miscellaneous				
State allocation				
Other non-operating revenue				
County Contributions				
Interest revenue				
.33 funds				
Total Revenues	-	-	-	-
Expenses				
Wages/ payroll tax	276,371	273,501	296,649	265,680
Payroll accrued	(16,762)	6,000	-	6,000
Workers' comp/health/vacation accrual	37,282	58,303	57,282	45,008
Pension expense	59,723	61,000	66,931	63,000
Professional services	41,863	45,000	22,985	49,100
Supplies and expenses	8,493	8,775	9,697	9,600
Utilities, water, and garbage				
Equipment maintenance	425	500	480	600
Liability Insurance	79,715	81,000	88,500	108,564
Dues, permits, assessments	11,527	10,100	9,900	10,400
Buildings and grounds	-	-	177	-
Advertising/ promotions	-	-	-	-
Travel, training & meetings	514	1,500	1,591	3,000
Directors' expense	9,014	11,000	10,211	16,000
Equipment rental	639	650	455	500
Entertainment- stages, grounds				
Premiums				
Bank and credit card fees	5,777	5,500	5,599	5,960
Bad debt/ cash short/ (over)	-	-	-	-
Equipment (non capitalized)	1,360	-	1,060	1,500
Special projects				
Atlas Fire LAE expenses				
Donated services & sponsor expenses				
Interest expense	-	-	-	-
Total Expenses	515,940	562,829	571,518	584,912

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	(515,940)	(562,829)	(571,518)	(584,912)
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Capital Expense:

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Maint			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds				
Fair parking, RV space rental				
Fair concessions/ carnival				
Commercial space				
Entry Fees				
Facility rentals revenue				
Satellite wagering				
Lease revenue				
Sign revenue				
Sponsorship/ silent auction revenue				
Atlas Fire LAE- donations/ reimb.				
Miscellaneous				
State allocation				
Other non-operating revenue				
County Contributions				
Interest revenue				
.33 funds				
Total Revenues	-	-	-	-
Expenses				
Wages/ payroll tax	322,702	301,420	199,329	222,861
Payroll accrued				
Workers' comp/health/vacation accrual	71,719	64,450	61,284	59,221
Pension expense	57,617	57,000	38,319	42,000
Professional services	-	-	-	-
Supplies and expenses	20,204	23,950	20,590	21,600
Utilities, water, and garbage	39,185	45,500	62,373	70,700
Equipment maintenance	36,636	30,000	47,371	40,000
Liability Insurance				
Dues, permits, assessments	2,604	2,600	266	300
Buildings and grounds	17,380	18,000	14,508	17,000
Advertising/ promotions				
Travel, training & meetings	679	850	285	500
Directors' expense				
Equipment rental	3,468	5,500	3,355	6,000
Entertainment- stages, grounds				
Premiums				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	1,725	-	1,205	-
Special projects				
Atlas Fire LAE expenses				
Donated services & sponsor expenses				
Interest expense				
Total Expenses	573,920	549,270	448,885	480,182

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	(573,920)	(549,270)	(448,885)	(480,182)
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Capital Expense:

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Guest Safety			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds				
Fair parking, RV space rental				
Fair concessions/ carnival				
Commercial space				
Entry Fees				
Facility rentals revenue				
Satellite wagering				
Lease revenue				
Sign revenue				
Sponsorship/ silent auction revenue				
Atlas Fire LAE- donations/ reimb.				
Miscellaneous				
State allocation				
Other non-operating revenue				
County Contributions				
Interest revenue				
.33 funds				
Total Revenues	-	-	-	-
Expenses				
Wages/ payroll tax	53,432	52,550	58,317	62,437
Payroll accrued				
Workers' comp/health/vacation accrual	2,448	2,441	3,259	3,980
Pension expense	6,529	7,700	7,017	8,400
Professional services	16,137	15,988	7,534	3,500
Supplies and expenses	3,768	4,150	4,400	4,850
Utilities, water, and garbage				
Equipment maintenance	1,718	3,000	4,421	4,500
Liability Insurance				
Dues, permits, assessments				
Buildings and grounds	-	-	63	-
Advertising/ promotions				
Travel, training & meetings	291	-	-	-
Directors' expense				
Equipment rental	-	-	-	-
Entertainment- stages, grounds				
Premiums				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)	765	500	392	500
Special projects				
Atlas Fire LAE expenses				
Donated services & sponsor expenses				
Interest expense				
Total Expenses	85,088	86,329	85,403	88,167

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	(85,088)	(86,329)	(85,403)	(88,167)
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Capital Expense:

SOLANO COUNTY FAIR ASSOCIATION 2018 BUDGET

	Other Sources			
	Actual 2016	Budget 2017	Projected 2017	Proposed Budget 2018
Revenues				
Operating revenues				
Admissions to grounds				
Fair parking, RV space rental				
Fair concessions/ carnival				
Commercial space				
Entry Fees				
Facility rentals revenue				
Satellite wagering				
Lease revenue				
Sign revenue				
Sponsorship/ silent auction revenue				
Atlas Fire LAE- donations/ reimb.	-	-	126,710	-
Miscellaneous	302	-	-	-
State allocation	32,487	32,487	30,552	32,487
Other non-operating revenue	12,216	29,240	28,794	-
County Contributions				
Interest revenue	2,417	100	704	300
.33 funds	44,469	40,356	39,932	37,500
Total Revenues	91,890	102,183	226,692	70,287
Expenses				
Wages/ payroll tax				
Payroll accrued				
Workers' comp/health/vacation accrual				
Pension expense				
Professional services				
Supplies and expenses				
Utilities, water, and garbage				
Equipment maintenance				
Liability Insurance				
Dues, permits, assessments				
Buildings and grounds				
Advertising/ promotions				
Travel, training & meetings				
Directors' expense				
Equipment rental				
Entertainment- stages, grounds				
Premiums				
Bank and credit card fees				
Bad debt/ cash short/ (over)				
Equipment (non capitalized)				
Special projects	21,111	64,240	36,936	2,350
Atlas Fire LAE expenses	-	-	127,779	-
Donated services & sponsor expenses				
Interest expense				
Total Expenses	21,111	64,240	164,715	2,350

Jr. Livestock Auction Profit/ (loss)

Profit/(Loss) before depreciation:	70,779	37,943	61,977	67,937
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Capital Expense: