



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Board of Directors

To Be Held

Wednesday, January 11, 2017 at 6:00 p.m.

In the Directors Room
Solano County Fairgrounds
Vallejo, California

Directors

Lee Williams, President & Chair

Mike Coakley, Vice President

Dennis Yen, Treasurer

Ray Bell, Director

Gary Falati, Director

Joe Lopez, Director

Kathleen Marianno, Director

Carole Paterson, Director

Raymond Simonds, Director

Rose Enriquez, Director

Norma Lisenko, Director

William Luiz, Director

Patricia Moreira, Director

Norma Placido, Director

Matters of Information

The Solano County Fair Association does not discriminate against persons with disabilities. If you wish to attend this meeting and you will require assistance in order to participate, please call the Fair Association's main office at 551-2000 at least 24 hours in advance of the meeting to make reasonable arrangements to ensure accessibility to this meeting.

Non-confidential materials related to an item on this Agenda submitted to the Board after distribution of the agenda packet are available for public inspection during normal business hours at the Solano County Fair Association main office, 900 Fairgrounds Drive, Vallejo, CA.

Our Mission:

To ensure a positive experience for the public by providing a year-round multi-purpose venue that showcases and celebrates the wide variety of resources and activities to our diverse communities.



This Page Intentionally Left Blank



AGENDA

1. CALL TO ORDER

All matters noticed on this agenda, in any category, may be considered for action as listed. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Chair.

2. ROLL CALL

3. PLEDGE OF ALLEGIANCE

4. APPROVAL OF MINUTES OF BOARD MEETINGS

- a. Regular Meeting of December 14, 2016

5. CHANGES TO OR DELETIONS FROM THE AGENDA

6. APPROVAL OF THE AGENDA

7. PUBLIC COMMENT / PRESENTATIONS

(This is your opportunity to address the Board on a matter not listed on the Agenda, but it must be within the subject matter jurisdiction of the Board. Comments are limited to 3 minutes per speaker.)

8. COMMITTEE REPORTS

- a. Finance Committee – Report on Committee meeting of January 11, 2017

ACTION: Discussion and action regarding the Committee's recommendation on the November 30, 2016 Financial Statements

9. GENERAL MANAGER'S REPORT

- a. Update on Youth Ag Day (March 14, 2017)
- b. Update on Solano County Fair (August 2 – 6, 2017)
- c. Update on Horse Racing Matters
- d. Update on Division of Fairs & Expositions / California Fair Alliance / Legislative Issues
- e. Other Matters

10. PRESIDENT'S REPORT



11. GENERAL CALENDAR

- a. Receive a report on adopting an updated Classification and Salaries Schedule. Item continued from November 16, 2016 meeting.

ACTION: Discussion and possible action regarding approving an updated Classification and Salaries Schedule

12. DIRECTORS' COMMENTS

13. ADJOURN

Adjourn the meeting until the next regularly scheduled meeting of the Solano County Fair Association Board of Directors on February 15, 2017 at 6 p.m.

Date of Notice: January 5, 2017



**SOLANO COUNTY FAIR ASSOCIATION
MINUTES FOR MEETING OF BOARD OF DIRECTORS
DECEMBER 14, 2016**

1. Minutes of the monthly meeting of the Solano County Fair Association's Board of Directors held on December 14, 2016 at 6:00 pm in the Solano Race Place with President Lee Williams presiding.

2. **DIRECTORS PRESENT:** Lee Williams, President & Chair
Ray Bell Mike Coakley Norma Lisenko
Joe Lopez Carole Paterson Norma Placido
Dennis Yen

DIRECTORS ABSENT: Denise Allen (excused), Gary Falati (excused), Rosie Enriquez, Bill Luiz (excused), Kathleen Marianno (excused), Patricia Moreira, Ray Simonds (excused).

OTHERS PRESENT: Stephen Pierce, General Manager; Stephen Hales, Assistant General Manager, Operations & Maintenance; Marilyn Royse; Sandy Vessel, Sidney Vessel.

3. **PLEDGE OF ALLEGIANCE:** The Pledge of Allegiance was led by Marilyn Royse.
4. **APPROVAL OF MINUTES OF THE BOARD MEETING OF NOVEMBER 15, 2016:** It was moved by Director Lopez and seconded by Director Paterson to approve the minutes of the November 15, 2016 Board meeting as presented. The motion carried unanimously.
5. **CHANGES OR DELETIONS FROM THE AGENDA:** None.
6. **APPROVAL OF THE AGENDA:** It was moved by Director Placido and seconded by Director Coakley to approve the agenda as amended. The motion carried unanimously.
7. **PUBLIC COMMENTS / PRESENTATIONS:** President Williams presented the Western Fairs Association Blue Ribbon Award to Marilyn Royse on behalf of SCFA's Board in recognition of her 22 years of service.
8. **GENERAL MANAGER'S REPORT:**
- a. **Update on Youth Ag Day Matters** – Mr. Pierce reported that the most recent numbers show over \$12,000 in cash donations and \$4,700 in in-kind donations received; 2,288 third-graders, 20 presenters and 2 volunteers have signed up. Mr. Pierce added that additional donations and volunteers are needed.
 - b. **Update on Solano County Fair** – Mr. Pierce announced that the 2017 Fair will take place from Wednesday, August 2 through Sunday, August 6, one week later than in 2016.

c. **Other Matters** – Mr. Pierce briefly reminded the Board that committee assignments have been reshuffled due to Former Director Royce’s resignation. Updated committee assignment lists will be provided in January. Mr. Pierce introduced Sandy and Sidney Vessel, owners/operators of Sandy’s Catering, LLC and the SCFA’s new Master Food and Beverage Concessionaire.

9. **PRESIDENT’S REPORT:** President Williams announced the nomination of Kathleen Marianno by Supervisor Thompson to represent District 5. Her nomination was approved by the Board of Supervisors at their December 6 meeting.

10. **GENERAL CALENDAR:**

a. **Discussion and action regarding nomination of Marilyn Royse as an Honorary Director of the Solano County Fair Association.**

Action: It was moved by Director Paterson and seconded by Director Placido to confer the position of “Honorary Director” on former Director Royce in honor of her many years of service on the Fair Association’s Board. The motion carried unanimously.

11. **CLOSED SESSION:**

a. **EMPLOYMENT OF GENERAL MANAGER (California Government Code Section 54957(b)).** Upon reconvening into open session, President Williams reported out that the Board formally announced its selection of Stephen Hales as the new General Manager, effective January 14, 2017.

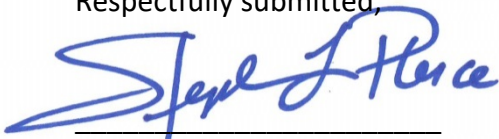
12. **DIRECTOR’S COMMENTS**

Director Lopez wished everybody a happy Christmas and New Year. Director Bell expressed his appreciation for his relationship with Mr. Pierce and Honorary Director Royse. Director Placido lauded Mr. Pierce’s hard work and leadership during his 2 years as the Fair’s General Manager. Director Paterson shared her regards and best wishes to Mr. Pierce. Director Yen expressed his appreciation for the condition Mr. Pierce is leaving the fair in. Director Coakley stated his regret that Mr. Pierce was leaving. Director Lisenko reminisced about Mr. Pierce’s past as the County’s Public Communications Officer and the many great things he’s done at the fair. Director Lopez praised Mr. Pierce’s performance as the CEO. President Williams concluded the comments by remarking on how pleasant it’s been to work with Mr. Pierce.

13. **ADJOURNMENT:**

It was moved by Director Placido and seconded by Director Paterson that the meeting be adjourned until the regular Board Meeting on January 11, 2017 at 6:00 p.m. The motion carried unanimously.

Respectfully submitted,



Stephen L. Pierce
General Manager

11c. Receive a report on adopting an updated Classification and Salaries Schedule (Continued from November 16, 2016)

The Classification and Salaries Schedule was included in the agenda for the November 16, 2016 board of Directors meeting. In light of the announcement that the General Manager was resigning and organizational changes that would result from this announcement, the Board opted to continue the item until its January meeting.

As a member of CalPERS, the Solano County Fair Association is required to comply with California Code of Regulations § 570.5 that states the SCFA must have a current Classification and Salaries Schedule.

In adopting the CY2017 SCFA Budget, this Board approved a 3% cost of living adjustment and implemented wage adjustments due to the increase in the California state minimum wage. These pay changes necessitated an update to the Classification and Salaries Schedule for the SCFA.

As a result of the organizational change, the General Manager's salary is now linked to the pay scale established by the State of California for District Agricultural Fairs. The hourly range reflects the low of a Category 4 Fair and the high of a Category 5 Fair. The Solano County Fair is considered a Category 4.5 Fair. The Deputy General Manager salary is set at 80% of the General Manager.

A new job classification was added – Business Development Manager. This position is responsible for securing corporate sponsorships and new rental activity as well as the associated marketing.

Attached is a proposed listing of SCFA's job titles and wages. All employees are currently paid wages within the range of their job title.

ACTION: Discussion and possible action regarding approving an updated Classification and Salaries Schedule.

SOLANO COUNTY FAIR

Listing of Job Titles and Wages / Alphabetical by Class Title

Effective January 14, 2017

JOB TITLE	HOURLY	
	LOW	HIGH
Administration Clerk/ Receptionist (Seasonal)	\$11.00	\$14.00
Accounting Assistant	\$15.00	\$20.09
Business Development Manager	\$19.95	\$24.04
Deputy General Manager	\$34.40	\$46.35
Exhibits Seasonal	\$10.50	\$15.50
Electrician	\$25.00	\$32.96
Electrician II	\$33.00	\$43.78
Event Coordinator	\$15.00	\$20.09
General Manager	\$43.00	\$57.94
Guest Safety Staff	\$15.00	\$20.09
Maintenance (Seasonal)	\$10.50	\$15.45
Maintenance Supervisor (Fair)	\$16.00	\$22.66
Maintenance Staff (Full Time)	\$15.00	\$23.18
Satellite Wagering Manager	\$23.00	\$30.90
Satellite Wagering Supervisor	\$16.00	\$21.63
Special Project Coordinator	\$16.00	\$25.75
Ticket Taker (Parking/ Admissions)	\$10.50	\$15.45



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Finance Committee

To Be Held

Wednesday, January 11, 2017 at 5:45 p.m.

In the Directors Room
Solano County Fairgrounds
Vallejo, California

Dennis Yen, Chair

Mike Coakley

Bill Luiz

Carole Paterson

Ray Simonds, Vice Chair

Gary Falati

Joe Lopez

Matters of Information

The Solano County Fair Association does not discriminate against persons with disabilities. If you wish to attend this meeting and you will require assistance in order to participate, please call the Fair Association's main office at 551-2000 at least 24 hours in advance of the meeting to make reasonable arrangements to ensure accessibility to this meeting.

Non-confidential materials related to an item on this Agenda submitted to the Board after distribution of the agenda packet are available for public inspection during normal business hours at the Solano County Fair Association main office, 900 Fairgrounds Drive, Vallejo, CA.

Our Mission:

To ensure a positive experience for the public by providing a year-round multi-purpose venue that showcases and celebrates the wide variety of resources and activities to our diverse communities.



AGENDA

1. CALL TO ORDER

All matters noticed on this agenda, in any category, may be considered for action as listed. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Chair.

2. ROLL CALL

3. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. APPROVAL OF THE MINUTES OF NOVEMBER 16, 2016

6. PRESENTATION / PUBLIC COMMENT:

7. NEW BUSINESS

- a. Review of and action regarding recommendation to the Board regarding the November 30, 2016 Financial Statements.

8. COMMITTEE MEMBERS COMMENTS

9. ADJOURNMENT

Date of Notice: January 4, 2017



**THE SOLANO COUNTY FAIR ASSOCIATION
FINANCE COMMITTEE MEETING MINUTES
November 16, 2016**

1. Minutes of the Finance Committee meeting held on Wednesday, November 16, 2016 at 5:45 p.m. in the Directors Room with Chair Dennis Yen presiding.
2. **COMMITTEE MEMBERS PRESENT:** Chair Dennis Yen, President & Chair

Mike Coakley Bill Luiz Joe Lopez Marilyn Royse

MEMBERS ABSENT: Denese Allen (excused), Ray Simonds (excused) .
OTHERS PRESENT: Stephen Pierce, General Manager; Mike Passey, Finance Manager
3. **CHANGES TO OR DELETIONS FROM THE AGENDA:** None
4. **APPROVAL OF THE AGENDA:** It was moved by Director Lopez and seconded by Director Royse that the agenda of the Finance Committee meeting be approved. The motion carried unanimously.
5. **APPROVAL OF THE MINUTES OF OCTOBER 19, 2016:** It was moved by Director Lopez and seconded by Director Luiz that the minutes of October 19, 2016 be approved. The motion carried unanimously.
6. **PRESENTATION/ PUBLIC COMMENT:** None
7. **NEW BUSINESS**
 - a. **Review of and action regarding recommendation to the Board regarding the October 31, 2016 Financial Statements.**

Committee Chair Yen led a page by page discussion of the financial statements.

ACTION: Director Luiz moved and Director Coakley seconded that the October 31, 2016 financial statements be approved. The motion carried unanimously.
8. **COMMITTEE MEMBERS COMMENTS:** None
9. **ADJOURNMENT:** It was moved by Director Lopez and seconded by Director Coakley that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,

Mike Passey
Assistant GM- Administration & Finance

Solano County Fair Association
Statement of Financial Position
As of November 30, 2016
Unaudited

ASSETS

Assets	November 30, 2016
Current assets	
Cash and cash equivalents	337,975
Accounts receivable- general	74,730
Accounts receivable- leases	30,698
Accounts receivable- handle%, racing	39,411
Accounts receivable- other	870
Inventory	7,099
Deposits and prepaid	<u>4,417</u>
Total current assets	<u>495,199</u>
Noncurrent assets	
Land	167,085
Buildings & grounds	9,857,905
Equipment, furniture and fixture	444,971
Less accumulated depreciation	<u>(9,401,318)</u>
Capital assets, net	<u>1,068,644</u>
Total assets	<u>1,563,843</u>
 Deferred Outflows of Resources	
Deferred outflows related to pensions	<u>109,036</u>
Total deferred outflows of resources	<u>109,036</u>
Total assets and deferred outflows of resources	<u><u>1,672,879</u></u>

Solano County Fair Association

Statement of Financial Position

As of November 30, 2016

Unaudited

LIABILITIES AND NET ASSETS

Liabilities	November 30, 2016
Current liabilities	
Accounts payable	41,040
Payroll payable	26,836
Guaranteed deposits	66,156
Deferred revenue	10,168
Other liabilities	4,448
<i>Current portion of long term obligations</i>	
Compensated absences	12,934
Pension obligation bonds (Solano County allocation)	101,301
Current debt associated with fixed assets	2,431
Total current liabilities	265,313
Noncurrent liabilities	
Compensated absences	46,733
Long term debt associated with fixed assets	487,142
Net OPEB liability (Solano County allocation)	77,172
Net pension liability (Solano County allocation)	1,060,154
Pension obligation bonds (Solano County allocation)	633,654
Total noncurrent liabilities	2,304,855
Total current and non current liabilities	2,570,169
Deferred Inflows of Resources	
Deferred inflows related to pensions	278,120
Total deferred inflows of resources	278,120
Net Position	
Net invested in capital assets	579,070
Temporary restricted- capital project/ maintenance	42,621
Temporary restricted- parking lot improvements	13,960
Temporary restricted- Fair Hands	29,131
Temporary restricted- racing facilities improvements	8,421
Jr livestock auction reserve	12,373
Unrestricted resources	(1,860,986)
Total net position	(1,175,410)
Total liabilities, net assets and deferred inflows of resources	1,672,879
<i>Total temporary restricted reserve</i>	106,506
<i>Total unrestricted reserve</i>	(1,860,986)
<i>Total reserve</i>	(1,754,480)
<i>FYI Undesignated net position</i>	180,378

Solano County Fair Association

Statement of Earnings

For the Period Ending 11/30/2016

Unaudited

Revenues	Current Month	2016 Year-to-Date	2015 Year-to-Date	2016 Annual Budget	% of Annual Budget
Operating revenues					
Admissions to grounds	\$ -	\$ 204,212	\$ 180,993	\$ 193,430	106%
Commercial space	-	48,295	41,900	41,900	115%
Concessions (Fair)	-	167,309	158,877	160,789	104%
Exhibits	-	23,347	14,433	15,200	154%
Satellite wagering	39,978	529,991	570,070	596,500	89%
Fair parking, misc	-	98,080	91,340	93,700	105%
Sponsorship	4,250	109,928	94,951	91,480	120%
Sign Revenue	7,584	118,828	101,443	110,000	108%
Interim revenue	22,552	871,537	723,151	743,700	117%
Golf course revenue	-	-	-	-	
Lease revenue	26,744	722,511	701,128	737,744	98%
Total operating revenues	\$ 101,108	\$ 2,894,038	\$ 2,678,286	\$ 2,784,443	104%
Other revenues					
Interest revenue	\$ -	\$ 2,104	\$ 856	\$ 100	2104%
State apportionment	-	32,487	-	32,487	
Other non-operating revenue	-	9,216	2,116	-	
Gain on disposal of asset	-	3,000	1,200	-	
.33 funds	-	44,469	81,207	46,000	97%
Total other revenues	\$ -	\$ 91,275	\$ 85,379	\$ 78,587	116%
Total Revenues	\$ 101,108	\$ 2,985,313	\$ 2,763,664	\$ 2,863,030	104%
Expenses					
Wages/ payroll tax	\$ 78,984	\$ 962,578	\$ 901,850	\$ 991,393	97%
Workers' comp/ health/ pers/ union	24,933	301,041	307,485	346,896	87%
Professional services	13,779	366,187	371,848	391,640	94%
Supplies and expenses	15,808	208,230	193,027	217,915	96%
Landscape maintenance assessment	27,111	54,221	53,552	55,000	99%
Travel and meetings	264	27,953	24,353	25,800	108%
Utilities, water, and garbage	32,535	285,021	228,350	285,790	100%
Equipment maintenance	3,471	38,457	32,771	34,100	113%
Equipment rental	1,825	165,459	126,379	137,250	121%
Buildings and grounds	5,213	45,273	29,867	32,750	138%
Directors' expense	224	18,298	18,575	21,300	86%
Advertising and promotion expense	2,082	87,324	95,436	92,000	95%
Entertainment- stages and ground	-	103,629	101,750	105,025	99%
Premiums	-	32,601	28,814	30,350	107%
Donated services	-	18,365	2,500	2,500	735%
Bank charges, credit card fees	553	12,560	10,447	9,900	127%
Cash short/ (over), bad debt	-	44	528	-	
Equipment (non capitalized)	1,036	16,723	11,975	3,450	485%
Special projects	-	30,471	2,611	16,000	
Interest expense	1,735	19,090	21,071	20,825	
Total Expenses	\$ 209,552	\$ 2,793,526	\$ 2,563,188	\$ 2,819,884	99%
Net Profit/(Loss) prior to depreciation	\$ (108,444)	\$ 191,787	\$ 200,476	\$ 43,146	
Less depreciation	23,053	255,294	207,351	261,702	98%
Net income/ (loss) after depreciation	<u>\$ (131,497)</u>	<u>\$ (63,507)</u>	<u>\$ (6,875)</u>	<u>\$ (218,556)</u>	

Solano County Fair Association

Statement of Earnings by Department

For the Period Ending 11/30/2016

Unaudited

	Fair			Ag Day			Facility Rentals			Solano Race Place			Electronic Sign		
	YTD- 2016	YTD- 2015	Budget	YTD- 2016	YTD- 2015	Budget	YTD- 2016	YTD- 2015	Budget	YTD- 2016	YTD- 2015	Budget	YTD- 2016	YTD- 2015	Budget
Revenues															
Admissions to grounds	\$ 204,212	\$ 180,993	\$ 193,430												
Commercial space	48,295	41,900	41,900												
Concessions (Fair)	167,309	158,877	160,789												
Exhibits	23,347	14,433	15,200												
Solano Race Place										529,991	570,070	596,500			
Fair parking, misc	98,080	91,340	93,700												
Sponsorship	49,178	64,762	65,100	35,400	27,203	\$ 26,380									
Sign revenue													118,828	101,443	110,000
Interim revenue							871,537	723,151	743,700						
Lease revenue															
Interest revenue															
State apportionment															
Project funds															
Equipment replacement funds															
Gain on disposal of assets															
.33 funds															
Total Revenues	\$ 590,420	\$ 552,305	\$ 570,119	\$ 35,400	\$ 27,203	\$ 26,380	\$ 871,537	\$ 723,151	\$ 743,700	\$ 529,991	\$ 570,070	\$ 596,500	\$ 118,828	\$ 101,443	\$ 110,000
Expenses															
Wages/ payroll tax	\$ 150,573	\$ 139,977	\$ 153,941	\$ 6,037	\$ 6,134	\$ 6,244	\$ 76,681	\$ 62,273	\$ 66,328	\$ 136,445	\$ 146,867	\$ 148,823	\$ 301	\$ -	\$ 538
Workers' comp/ benefits	16,246	11,628	13,150	280	286	290	16,634	15,301	16,981	56,216	57,246	59,012	14	-	25
Accrued payroll															
Professional services	164,291	149,945	167,650	-	-	-	69,612	53,143	68,970	73,344	73,246	85,000	2,272	2,218	1,400
Supplies and expenses	39,195	37,002	40,620	6,613	4,914	4,825	27,340	18,994	20,775	19,811	16,086	16,000	1,159	1,016	1,500
Landscape maint assessment															
Travel and meetings	14,004	10,317	11,800	11,770	11,668	12,000	48	37	-	603	465	500	113	136	-
Utilities, water, and garbage	19,576	19,493	23,719	-	-	-	83,331	57,203	59,297	46,583	35,874	59,298	32,808	44,245	48,600
Equipment maintenance	151	-	750	-	-	-	239	-	-	-	3,801	1,000	-	-	-
Equipment rental	141,139	108,976	110,225	1,188	1,268	1,170	14,444	5,237	13,000	774	-	-	1,155	401	2,500
Buildings and grounds	14,304	8,073	12,900	385	244	250	4,188	2,064	500	5,636	2,172	2,000	1,771	3,407	4,000
Directors' expense	9,583	9,779	10,800												
Advertising/ promotions	77,829	82,405	78,000	520	-	-	590	1,717	1,500	8,386	11,315	12,500	-	-	-
Entertainment	103,629	101,750	105,025												
Premiums	32,601	28,814	30,350												
Donated services							18,365	2,500	2,500				-	-	-
Bank charges, credit card fees	4,329	2,679	2,500				2,870	2,796	1,500	-	50	-	-	-	-
Cash short/ (over), bad debt	31	334	-				23	96	-	(10)	48	-	-	-	-
Equipment (non capitalized)	3,320	4,981	200	-	529	-	7,585	3,385	1,000	1,370	832	1,000	844	-	-
Special projects															8,000
Projects from Restricted Reserve															
Interest															
Total Expenses	\$ 790,799	\$ 716,152	\$ 761,630	\$ 26,794	\$ 25,042	\$ 24,779	\$ 321,950	\$ 224,745	\$ 252,351	\$ 349,158	\$ 348,002	\$ 385,133	\$ 40,438	\$ 51,424	\$ 66,563

Net Profit/(Loss) before depreciatio \$ (200,379) \$ (163,847) \$ (191,511) \$ 8,607 \$ 2,161 \$ 1,601 \$ 549,587 \$ 498,406 \$ 491,349 \$ 180,833 \$ 222,068 \$ 211,367 \$ 78,390 \$ 50,020 \$ 43,437

Solano County Fair Association

Statement of Earnings by Department

For the Period Ending 11/30/2016

Unaudited

	Admin			Maint			Guest Safety			Other			Total		
	YTD- 2016	YTD- 2015	Budget	YTD- 2016	YTD- 2015	Budget	YTD- 2016	YTD- 2015	Budget	YTD- 2016	YTD- 2015	Budget	YTD- 2016	YTD- 2015	Budget
Revenues															
Admissions to grounds													\$ 204,212	\$ 180,993	\$ 193,430
Commercial space													48,295	41,900	41,900
Concessions (Fair)													167,309	158,877	160,789
Exhibits													23,347	14,433	15,200
Solano Race Place													529,991	570,070	596,500
Fair parking, misc													98,080	91,340	93,700
Sponsorship													109,928	94,951	91,480
Sign revenue													118,828	101,443	110,000
Interim revenue													871,537	723,151	743,700
Lease revenue										722,511	701,128	737,744	722,511	701,128	737,744
Interest revenue										2,104	856	100	2,104	856	100
State apportionment										32,487	-	32,487	32,487	-	32,487
Project funds										9,216	2,116	-	9,216	2,116	-
Equipment replacement funds										-	-	-	-	-	-
Gain on disposal of assets										3,000	1,200	-	3,000	1,200	-
.33 funds	44,469	81,207	46,000										44,469	81,207	46,000
Total Revenues	\$ 44,469	\$ 81,207	\$ 46,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 769,317	\$ 705,300	\$ 770,331	\$ 2,985,313	\$ 2,763,664	\$ 2,863,030
Expenses															
Wages/ payroll tax	\$ 244,868	\$ 237,339	\$ 264,594	\$ 291,675	\$ 271,481	\$ 299,267	\$ 46,732	\$ 43,528	\$ 48,658	\$ 326	\$ -	\$ -	\$ 953,638	\$ 907,599	\$ 988,393
Workers' comp/ benefits	89,940	107,706	127,278	113,713	108,961	121,900	7,983	6,357	8,260	15	-	-	\$ 301,041	\$ 307,485	\$ 346,896
Accrued payroll	\$ 8,940	\$ (5,749)	\$ 3,000										\$ 8,940	\$ (5,749)	\$ 3,000
Professional services	39,064	64,891	45,000	-	8,943	9,500	15,604	19,463	14,120	2,000	-	-	\$ 366,187	\$ 371,848	\$ 391,640
Supplies and expenses	89,222	91,425	107,020	21,486	20,401	23,775	3,404	3,190	3,400	-	-	-	\$ 208,230	\$ 193,027	\$ 217,915
Landscape maint assessment										54,221	53,552	55,000	\$ 54,221	\$ 53,552	\$ 55,000
Travel and meetings	498	899	1,500	629	830	-	291	-	-				\$ 27,953	\$ 24,353	\$ 25,800
Utilities, water, and garbage				36,670	29,667	47,438				66,054	28,015	47,438	\$ 285,021	\$ 214,498	\$ 285,790
Equipment maintenance	375	524	850	36,273	25,457	30,000	1,419	2,989	1,500	-	-	-	\$ 38,457	\$ 32,771	\$ 34,100
Equipment rental	639	477	605	3,468	7,542	7,000	-	-	-	2,653	2,478	2,750	\$ 165,459	\$ 126,379	\$ 137,250
Buildings and grounds				16,849	12,703	13,000	-	-	-	2,139	1,205	100	\$ 45,273	\$ 29,867	\$ 32,750
Directors' expense	8,715	8,796	10,500										\$ 18,298	\$ 18,575	\$ 21,300
Advertising/ promotions	-	-	-										\$ 87,324	\$ 95,436	\$ 92,000
Entertainment													\$ 103,629	\$ 101,750	\$ 105,025
Premiums													\$ 32,601	\$ 28,814	\$ 30,350
Donated services													\$ 18,365	\$ 2,500	\$ 2,500
Bank charges, credit card fees	5,361	4,973	5,900										\$ 12,560	\$ 10,497	\$ 9,900
Cash short/ (over), bad debt	-	-	-										\$ 44	\$ 478	\$ -
Equipment (non capitalized)	1,360	1,868	1,000	1,725	380	-	518	-	250				\$ 16,723	\$ 11,975	\$ 3,450
Special projects						8,000				30,471	2,611		\$ 30,471	\$ 2,611	\$ 16,000
Projects from Restricted Reserve													\$ -	\$ -	\$ -
Interest										19,090	21,071	20,825	\$ 19,090	\$ 21,071	\$ 20,825
Total Expenses	\$ 488,982	\$ 513,149	\$ 567,247	\$ 522,488	\$ 486,365	\$ 559,880	\$ 75,949	\$ 75,526	\$ 76,188	\$ 176,968	\$ 108,933	\$ 126,113	\$ 2,793,526	\$ 2,549,337	\$ 2,819,884

Net Profit/(Loss) before depreciation \$ (444,513) \$ (431,942) \$ (521,247) \$ (522,488) \$ (486,365) \$ (559,880) \$ (75,949) \$ (75,526) \$ (76,188) \$ 592,349 \$ 596,367 \$ 644,218 \$ 191,787 \$ 214,328 \$ 43,146

Jr Livestock Auction- Solano County Fair

Statement of Financial Position

As of November 30, 2016

Unaudited

ASSETS

Assets	November 30, 2016
Assets	
Cash and cash equivalents	15,166
Total assets	<u>15,166</u>

LIABILITIES AND AUCTION RESERVES

Liabilities	November 30, 2016
Liabilities	
Accounts payable	0
Deferred revenue	2,793
Total liabilities	<u>2,793</u>
Jr livestock auction reserve	
Profit (loss) jr livestock auction	4,318
Jr livestock auction reserve as of Jan 1, 2016	8,055
Jr livestock auction reserve	12,373
Total liabilities and auction reserve	<u>15,166</u>

Jr Livestock Auction- Solano County Fair

Statement of Earnings For the Period Ending 11/30/2016 Unaudited

	Current Month	2016 Year-to-Date	2015 Year-to-Date
Revenues			
JLA- receipts from buyers	-	117,780	120,724
JLA- auction fund contributions	-	1,230	2,915
JLA- prior year revenue	-	778	-
Total Revenues	\$ -	\$ 119,788	\$ 123,639
Expenses			
JLA- payment to sellers	\$ -	\$ 107,125	\$ 112,116
JLA- lunch/dinner	-	1,586	1,193
JLA- labor costs	-	400	400
JLA- supplies & expenses	-	6,359	5,944
JLA- leases & rentals	-	-	224
Total Expenses	\$ -	\$ 115,470	\$ 119,877
Net Profit/(Loss)	\$ -	\$ 4,318	\$ 3,761

JLA Reserve as of Jan 1, 2016	\$ 8,055
Add net profit/ (loss)	\$ 4,318
JLA Reserve	\$ 12,373