



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Board of Directors

To Be Held

Wednesday, May 17, 2017 at 6:00 p.m.

In the Directors' Room
Solano County Fairgrounds
900 Fairgrounds Drive
Vallejo, California

Directors

Lee Williams, President & Chair

Mike Coakley, Vice President

Dennis Yen, Treasurer

Ray Bell, Director

Norma Lisenko, Director

Kathleen Marianno, Director

Norma Placido, Director

Rosie Enriquez, Director

Joe Lopez, Director

Patricia Moreira, Director

Raymond Simonds, Director

Gary Falati, Director

William Luiz, Director

Carole Paterson, Director

Matters of Information

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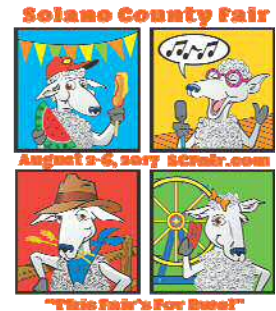
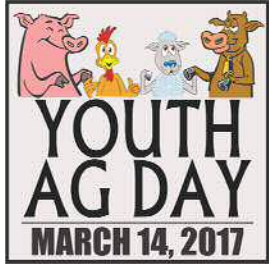
Non-confidential materials related to an item on this Agenda submitted to the Board after distribution of the agenda packet are available for public inspection during normal business hours at the Solano County Fair Association office, 900 Fairgrounds Drive, Vallejo, CA.

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.



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~ Just 77 Days until the 2017 Fair! ~

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 MEETING

- a. Regular Meeting of April 19, 2017

5. ADDITIONS 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. SOLANO 360 PROJECT

- a. **Nancy Huston**, Assistant County Administrator, Solano County
 - i. Update on the Solano 360 Project.



9. COMMITTEE REPORTS

- a. **Finance** – Chair: Dennis Yen. Report on Committee meeting of May 17, 2017. Next meeting to take place on Wednesday, June 21, 2017 at 5:45 pm in the Directors’ Room.

ACTION: Discussion and action regarding the Committee’s recommendation on the April 30, 2017 Financial Statement

- b. **Silent Auction** – Chair: Carole Paterson. Report on Committee meeting of May 17, 2017. Next meeting to take place on Wednesday, June 21, 2017 at 5:00 pm in the Director’s room.

- c. **Ad Hoc Race Place** – Chair: Dennis Yen. Report on Ad Hoc Committee meeting of April 26, 2017. Next meeting date & time TBD at the Solano Race Place.

10. STAFF REPORT

- a. **Mike Ioakimedes, Business Development Manager**
 - i. Day at the Capital (May 9, 2017)
 - ii. Visit Vallejo (formerly Vallejo Convention & Visitors Bureau)

11. GENERAL MANAGER’S REPORT

12. PRESIDENT’S REPORT

13. GENERAL CALENDAR

- a. Consider a request from the California Department of Food & Agriculture (CDFA) for the SCFA Board to execute a “motion or resolution” enabling SCFA’s current CEO to execute the contract with CDFA to enable the completion of the McCormack Hall Exterior Door Upgrade Project that was originally authorized by SCFA’s Board in September 2016.

ACTION: Discussion and action to comply with CDFA’s request. Immediately below is the example of the motion or resolution language received from CDFA’s Resource Coordinator Sarah Pelle on Friday, May 12, 2017:

“The Solano County Fair Board authorizes their CEO Stephen Hales to enter into contract with the California Department of Food & Agriculture (CDFA) and sign the allocation contract for \$32,487.00.”



14. DIRECTORS' COMMENTS

15. ADJOURN

Adjourn the meeting until the next regularly scheduled meeting of the Solano County Fair Association Board of Directors on Wednesday, June 21, 2017 at 6 p.m.

Date of Notice: Friday, May 12, 2017



**SOLANO COUNTY FAIR ASSOCIATION
MINUTES FOR MEETING OF BOARD OF DIRECTORS
April 19, 2017**

1. Minutes of the monthly meeting of the Solano County Fair Association’s Board of Directors held on April 19, 2017 at 6:03 pm in the Directors’ Room with Vice President Mike Coakley presiding.

2. **DIRECTORS PRESENT:** Lee Williams, President & Chair, (arrived after beginning of meeting)
Mike Coakley Vice President
Dennis Yen, Treasurer
Carol Paterson Rosie Enriquez Norma Lisenko Kathleen Marianno
Gary Falati Joe Lopez Bill Luiz

DIRECTORS ABSENT: Ray Bell (excused), Patricia Moreira (excused), Norma Placido (excused), Ray Simonds (excused).

OTHERS PRESENT: Stephen Hales, General Manager; Michael Passey, Deputy General Manager; Kim Alexander Yarbor, Deputy County Counsel; Marcia Coffman, Special Projects Coordinator.

3. **PLEDGE OF ALLEGIANCE:** The Pledge of Allegiance was led by Director Enriquez.

4. **APPROVAL OF MINUTES OF THE BOARD MEETING OF March 15, 2017:** It was moved by Director Lopez and seconded by Director Falati to approve the minutes of the March 15, 2017 Board meeting.
a. The motion to approve the minutes was carried unanimously.

5. **CHANGES OR DELETIONS FROM THE AGENDA:** There were no changes offered to the agenda.

6. **APPROVAL OF THE AGENDA:** It was moved by Director Lopez and seconded by Director Falati to approve the agenda as presented. The motion carried unanimously.

7. **PUBLIC COMMENTS / PRESENTATIONS:** None.

8. **STAFF REPORTS** – Marcia Coffman not present at this time. Item will be revisited later in the meeting

9. **COMMITTEE REPORTS:**

- a. **Ad Hoc Leave Policy Committee** – Committee work still in progress. Committee will report to Board at the May 2017 meeting
- b. **Building & Grounds** – Chair Falati reported that the committee had met earlier in the day. There was a discussion of the Fairground’s electronic billboard with staff giving an update on upgrade proposals. Much of the decisions on building and grounds maintenance are being

deferred until the Board of Supervisors scheduled meeting on June 27, 2017 and the anticipated action to decide if there will be a contract extension granted to the Solano 360 developer.

- i. Work that is being done is centered on the livestock portion of the grounds with some interiors scheduled for repainting. That concluded the committee report.
- c. **Silent Auction** – Chair Paterson reported that the committee had met earlier in the day.
- i. A draft of the Silent Auction and BBQ Invitation letter was distributed to the Directors for their feedback.
 - ii. Chair Paterson reported that the Silent Auction will coordinate with the Hospitality Committee to improve upon last year’s event where there were issues with the sign-in table and the general food service portion of the operation.
 - iii. Chair Paterson asked the Board for their input as the committee goal for this year is to have 75% of the silent auction items be experienced oriented. It was noted that when the Directors are soliciting auction item donations that cash donations that could be used toward purchasing experienced oriented items are welcome.
 - iv. A final decision on who will cater the BBQ has not been made yet, but strong consideration is being given to Sandy’s Catering.
- d. **Finance Committee – Report on Committee Meeting of April 19, 2017**
- i. Chair Yen reported that the Finance Committee met earlier in the day and recommended approval of the March 31, 2017 financial statements as presented.
 - ii. **Action:** It was moved by Director Coakley and seconded by Director Luiz to approve the March 2017 as presented. The motion carried unanimously.
- e. **Marcia Coffman is now present and gave her Ag Day Report.**
- i. 2017 Ag Day was an immense success and Marcia thanked those Directors that could participate. Acknowledgement letters were being sent out. Schools were being informed who sponsored their bus.
 - ii. Unfortunately, 2 scheduled presenters were not able to participate due to circumstances beyond their control. 1 school couldn’t attend because of a lack of busses.

Statistics for 2017 Ag Day included:
 - iii. 42 schools participated
 - iv. 112 classes
 - v. 2,668 students
 - vi. 46 Presenters
 - vii. 57 Volunteers
 - viii. \$27,050 in cash donations-exceeding the budgeted figure of \$25,000
 - ix. \$5,673 received as in-kind donations – exceeding the budgeted figure of \$3,000
 - x. Ag Day as an event has just about reached it capacity primarily due to a lack of appropriate busses. Most school districts no longer allow parent drivers and many

commercial bus companies do not have the special certification to transport school groups. Additionally, the private bus companies are 3 to 4 times the cost of a standard school bus and they only have about 50% of the capacity.

- xi. Ms. Coffman concluded her report and distributed to the Directors VIP lists that need updating.

10. GENERAL MANAGER'S REPORT:

a. Update on Solano County Fair (August 2-6)

- i. GM Hales reported that the Fair Guide Books are online and hard copies are soon to be published. Online entries are live and entries are coming in.
- ii. Mike Loeb has started on the grounds décor. This year's focus will be on the livestock area.
- iii. It looks like we will not be hosting either the MMA or PAL boxing competition at this year's fair.
- iv. Most of the music is booked except for the Sunday Hispanic act on the Galaxy Stage. Most of the grounds acts are booked.
- v. The Voice of the Fair person will be different this year. A local woman from Vacaville will be this year's voice.

b. Update on Division of Fairs & Expositions / California Fair Alliance / Legislative Issues.

- i. Director Yen and Business Development Manager Mike Ioakimedes will be attending the Western Fairs Association sponsored Capitol Fairgrounds Day in Sacramento on May 9th.
- ii. There are some concerns from the Carnival industry as to proposed changes in regulatory standards that are anticipated to cause industry costs to rise.
- iii. The CSFA funded McCormack Hall door repairs project paperwork is still going through the process. Funding pending.

c. Other Matters

- i. The Fair's Electronic Sign – There have been on-going staff level discussion about potential upgrades to the sign. Staff will report back to the board when there are firm proposals in place to discuss
- ii. GM Hales met with county officials on site to review potential scheduling of demolition of old horse racing facilities and infrastructure. \$4 million is allocated in the proposed Solano County budget (fiscal year 2017-2018) for demolition with an additional \$1.5 million proposed for facility improvements. Part of the scope of the demolition proposal includes potentially removing either McCormack or Expo Hall.

11. PRESIDENT'S REPORT –

- a. President Williams expressed his regret that he was not able to attend the memorial service for former Fair Director Denise Allen. President Williams was unable to attend due to work commitments.
- b. The May Board meeting will also be a BBQ held in the Director's Patio.
- c. President Williams discussed a previous proposal to have some sort of a function on Friday night of the Fair in addition to Saturday's BBQ. The Board is supportive of this event, and Director Paterson will help with the event planning.

12. DIRECTOR'S COMMENTS

- a. Many Directors took the opportunity to comment on a job well done by fair staff and Sandy's Catering regarding the memorial service held for former Fair Director Denise Allen.
- b. The Board also acknowledged Youth Ag Day as a job well done.
- c. Director Paterson asked if there had ever been an effort to involve the Fair with Vallejo's Fourth of July activities, specifically the 4th of July parade. Staff responded that at one time the Fair did participate but when Fair dates fell close to the 4th it became problematic to participate.
- d. Director Paterson also asked about the possibility of the Race Place perhaps expanding their operation to include Gaming Areas for youth. Staff reported that it had been tried in the past and was not successful but perhaps it was time to revisit the question.
- e. Director Enriquez asked if there had ever been an attempt to advertise the Solano County Fair at the Dixon May Fair. General board discussion acknowledged that something of a rivalry had existed between the two fairs and that had led to little or no interaction advertising wise. Several board members said they might engage in some casual out-reach to try and foster a more cooperative relationship.
- f. Director Yen reported that he had several conversations with a local sports organization, first resulting in that organization hosting a meet at the fairgrounds, and later discussing the possibility of the sports organization relocating on a long-term basis to the fairgrounds. Director Yen stressed that these talks were casual and if they become something more serious he would bring that information back to the board.
- g. Director Coakley reported that he had heard of potential funding for the Fairgrounds Drive Road Improvement project. The board agreed that they were interested in having a presentation made at their next meeting.

13. ADJOURNMENT:

- a. It was moved by Director Paterson and seconded by Director Coakley that the meeting be adjourned until the next regular Board Meeting on May 17, 2017 at 6:00 p.m.

Respectfully submitted,



Stephen G. Hales
General Manager



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Silent Auction Committee

To Be Held

Wednesday, May 17, 2017 at 5:00 p.m.

In the Directors' Room
Solano County Fairgrounds
Vallejo, California

Carole Paterson, Chair

Dennis Yen, Vice Chair

Ray Bell

Mike Coakley

Gary Falati

Norma Lisenko

Kathy Marianno

Matters of Information

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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

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2. ROLL CALL

3. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. PRESENTATION / PUBLIC COMMENT

6. NEW BUSINESS

- a. Discussion of the silent auction at the 2017 Solano County Fair.

7. COMMITTEE MEMBERS' COMMENTS

8. ADJOURNMENT

Date of Notice: May 12, 2017



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Finance Committee

To Be Held

Wednesday, May 17, 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

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2. ROLL CALL

3. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. APPROVAL OF THE MINUTES OF APRIL 19, 2017

6. PRESENTATION / PUBLIC COMMENT:

7. NEW BUSINESS

- a. Review of and action regarding recommendation to the Board regarding the April 30, 2017 Financial Statements.

8. COMMITTEE MEMBERS COMMENTS

9. ADJOURNMENT

Date of Notice: May 11, 2017



**THE SOLANO COUNTY FAIR ASSOCIATION
FINANCE COMMITTEE MEETING MINUTES
April 19, 2017**

1. Minutes of the Finance Committee meeting held on Wednesday, April 19, 2017 at 5:45 p.m. in the Directors Room with Chair Dennis Yen presiding.
2. **COMMITTEE MEMBERS PRESENT:** Dennis Yen, Chair

Mike Coakley; Gary Falati; Joe Lopez; Bill Luiz; Carole Paterson

MEMBERS ABSENT: Ray Simonds, excused

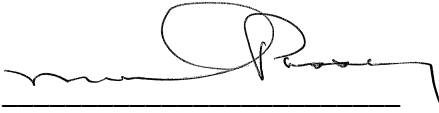
OTHERS PRESENT: Stephen Hales, General Manager; Mike Passey, Deputy GM
3. **CHANGES TO OR DELETIONS FROM THE AGENDA:** None
4. **APPROVAL OF THE AGENDA:** It was moved by Director Falati and seconded by Director Paterson that the agenda of the Finance Committee meeting be approved. The motion carried unanimously.
5. **APPROVAL OF THE MINUTES OF MARCH 15, 2017:** It was moved by Director Luiz and seconded by Director Coakley that the minutes of March 15, 2017 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 March 31, 2017 Financial Statements.**

Committee Chair Dennis Yen led a page by page discussion of the March 31, 2017 financial statements.

ACTION: Director Luiz moved and Director Paterson seconded that the March 31, 2017 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 Luiz that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Mike Passey", written over a horizontal line.

Mike Passey
Deputy GM

Solano County Fair Association
Statement of Financial Position
April 30, 2017
Unaudited

ASSETS

Assets

Current assets

| | |
|------------------------------|----------------|
| Cash and cash equivalents | 247,788 |
| Accounts receivable- general | 14,112 |
| Accounts receivable- leases | 77,594 |
| Accounts receivable- other | 50,098 |
| Inventory | 5,521 |
| Deposits and prepaid | 960 |
| Total current assets | <u>396,073</u> |

Noncurrent assets

| | |
|---------------------------------------|----------------|
| Land | 167,085 |
| Buildings & grounds, net | 800,870 |
| Equipment, furniture and fixture, net | 15,487 |
| Capital assets, net | <u>983,442</u> |
| Intangible assets, net | 5,867 |
| Total non current assets | <u>989,309</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

1,494,418

Solano County Fair Association
Statement of Financial Position
April 30, 2017
Unaudited

LIABILITIES AND NET ASSETS

Liabilities

Current liabilities

| | |
|---|---------|
| Accounts payable | 55,854 |
| Deferred revenue | 7,203 |
| Guaranteed deposits | 71,024 |
| Payroll payable and other liabilities | 31,655 |
| Compensated absences (current portion) | 22,350 |
| Pension obligation bonds (Solano County allocation) | 101,301 |
| Current debt associated with fixed assets | 85,005 |
| Total current liabilities | 374,392 |

Noncurrent liabilities

| | |
|---|-----------|
| Compensated absences | 46,733 |
| Long term debt associated with fixed assets | 391,634 |
| 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 | 2,209,347 |

Deferred Inflows of Resources

| | |
|--------------------------------------|---------|
| Deferred inflows related to pensions | 278,120 |
| Total deferred inflows of resources | 278,120 |

Net Position

| | |
|--|-------------|
| Invested in capital assets | 506,802 |
| Temporary restricted- capital project/ maintenance | 17,397 |
| Temporary restricted- parking lot improvements | 13,960 |
| Temporary restricted- Fair Hands/ Ag Day | 37,264 |
| Temporary restricted- racing facilities improvements | 10,669 |
| Jr livestock auction reserve | 13,070 |
| Unrestricted resources | (1,966,605) |
| Total net position | (1,367,442) |

| | |
|---|-----------|
| Total liabilities, net assets and deferred inflows of resources | 1,494,418 |
|---|-----------|

| | |
|--------------------------------------|--------|
| <i>FYI Undesignated net position</i> | 74,760 |
|--------------------------------------|--------|

Solano County Fair Association
Statement of Earnings for the Period Ending
April 30, 2017
Unaudited

| Revenues | Current Month | 2017 Year-to-Date | 2016 Year-to-Date | 2017 Budget | % of Annual Budget |
|--|--------------------------|------------------------------|------------------------------|------------------------|-------------------------------|
| Operating Revenues | | | | | |
| Fair gate admissions | \$ - | \$ - | \$ - | \$ 214,700 | 0% |
| Fair parking/ RV space rental | - | - | - | 99,700 | 0% |
| Fair concessions/ carnival | - | - | - | 166,935 | 0% |
| Fair commercial space | - | - | - | 44,000 | 0% |
| Fair entry fees | 587 | 587 | 599 | 10,000 | 6% |
| Facility rental | 99,473 | 336,626 | 281,216 | 870,200 | 39% |
| Satellite wagering | 50,220 | 183,596 | 200,832 | 513,800 | 36% |
| Lease revenue | 27,166 | 109,388 | 104,150 | 752,214 | 15% |
| Sign revenue | 8,550 | 35,181 | 40,958 | 120,000 | 29% |
| Sponsorship/ silent auction revenue | 500 | 42,704 | 55,405 | 94,200 | 45% |
| Miscellaneous | - | - | 977 | 5,000 | 0% |
| Total operating revenues | <u>\$ 186,496</u> | <u>\$ 708,083</u> | <u>\$ 684,137</u> | <u>\$2,890,749</u> | <u>24%</u> |
| Other Revenues | | | | | |
| State apportionment | - | - | - | 32,487 | 0% |
| Other non-operating revenue | - | 3,339 | - | 29,240 | |
| Interest revenue | \$ - | \$ 110 | \$ 1,637 | \$ 100 | 110% |
| .33 funds | - | - | - | 40,356 | 0% |
| Total other revenues | <u>\$ -</u> | <u>\$ 3,449</u> | <u>\$ 1,637</u> | <u>\$ 102,183</u> | <u>3%</u> |
| Total Revenues | <u>\$ 186,496</u> | <u>\$ 711,532</u> | <u>\$ 685,774</u> | <u>\$2,992,932</u> | <u>24%</u> |
| Expenses | | | | | |
| Wages/ payroll tax | \$ 72,459 | \$ 294,926 | \$ 296,218 | \$1,050,019 | 28% |
| Workers' comp/ health/ comp absense | 14,552 | 66,226 | 52,961 | 184,010 | 36% |
| Pension expense | 11,571 | 46,906 | 52,657 | 162,081 | 29% |
| Professional services | 22,489 | 76,245 | 66,006 | 374,401 | 20% |
| Supplies and expenses | 7,081 | 35,786 | 28,178 | 105,950 | 34% |
| Utilities, water, and garbage | 19,653 | 68,808 | 66,638 | 273,401 | 25% |
| Equipment maintenance | 13,915 | 29,461 | 14,338 | 33,500 | 88% |
| Liability Insurance | 8,852 | 32,550 | 27,162 | 89,100 | 37% |
| Dues, permits, assessments | 551 | 52,010 | 50,691 | 104,607 | 50% |
| Buildings and grounds | 4,170 | 17,141 | 12,517 | 47,450 | 36% |
| Advertising/ promo/ publications | 120 | 3,148 | 4,943 | 95,300 | 3% |
| Travel/ meetings/ training | 45 | 14,210 | 14,654 | 32,440 | 44% |
| Directors' expense | 306 | 4,001 | 5,422 | 21,500 | 19% |
| Equipment rental | 339 | 11,357 | 5,011 | 167,150 | 7% |
| Entertainment- stages and ground | - | - | - | 105,700 | 0% |
| Premiums | 2,542 | 2,542 | 2,397 | 33,800 | 8% |
| Bank charges, credit card fees | 774 | 2,246 | 2,372 | 11,800 | 19% |
| Cash short/ (over), bad debt | 21 | 24 | (28) | - | |
| Equipment (non capitalized) | 197 | 3,478 | 6,517 | 3,500 | 99% |
| Special projects | 145 | 32,059 | - | 64,240 | |
| Donated services/ sponsor expenses | - | - | 16,126 | 11,600 | 0% |
| Interest expense | 1,541 | 6,164 | 6,942 | 20,825 | 30% |
| Total Expenses | <u>\$ 181,325</u> | <u>\$ 799,289</u> | <u>\$ 731,720</u> | <u>\$2,992,374</u> | <u>27%</u> |
| Net Profit/(Loss) prior to depreciation | <u>\$ 5,172</u> | <u>\$ (87,757)</u> | <u>\$ (45,946)</u> | <u>\$ 558</u> | |
| Less depreciation | <u>\$ 19,858</u> | <u>\$ 80,560</u> | <u>\$ 93,923</u> | <u>\$ 237,000</u> | <u>34%</u> |
| Net income/ (loss) after depreciation | <u>\$ (14,686)</u> | <u>\$ (168,317)</u> | <u>\$ (139,869)</u> | <u>\$ (236,442)</u> | |

Solano County Fair Association
Statement of Earnings by Department
For the Period Ending
April 30, 2017
Unaudited

| | Fair | | | Ag Day | | | Facility Rentals | | | Solano Race Place | | | Leases | | | Electronic Sign | | |
|--|--------------------|-------------------|---------------------|------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------|------------------|-------------------|
| | 2017 | 2016 | 2017 | 2017 | 2016 | 2017 | 2017 | 2016 | 2017 | 2017 | 2016 | 2017 | 2017 | 2016 | 2017 | 2017 | 2016 | 2017 |
| Revenues | Year-to-Date | Year-to-Date | Budget | Year-to-Date | Year-to-Date | Budget | Year-to-Date | Year-to-Date | Budget | Year-to-Date | Year-to-Date | Budget | Year-to-Date | Year-to-Date | Budget | Year-to-Date | Year-to-Date | Budget |
| Operating revenues | | | | | | | | | | | | | | | | | | |
| Fair gate admissions | \$ - | \$ - | \$ 214,700 | | | | | | | | | | | | | | | |
| Fair parking/ RV space rental | - | - | 99,700 | | | | | | | | | | | | | | | |
| Fair concessions/ carnival | - | - | 166,935 | | | | | | | | | | | | | | | |
| Fair commercial space | - | - | 44,000 | | | | | | | | | | | | | | | |
| Fair entry fees | 587 | 599 | 10,000 | | | | | | | | | | | | | | | |
| Facility rental | | | | | | | 336,626 | 281,216 | 870,200 | | | | | | | | | |
| Satellite wagering | | | | | | | | | | 183,596 | 200,832 | 513,800 | | | | | | |
| Lease revenue | | | | | | | | | | | | | 109,388 | 104,150 | 752,214 | | | |
| Sign revenue | | | | | | | | | | | | | | | | 35,181 | 40,958 | 120,000 |
| Sponsorship/ silent auction revenue | 10,000 | 24,255 | 66,200 | 32,704 | 31,150 | 28,000 | | | | | | | | | | | | |
| Miscellaneous | - | 925 | 5,000 | | | | | | | | | | | | | | | |
| State apportionment | | | | | | | | | | | | | | | | | | |
| Other non-operating revenue | | | | | | | | | | | | | | | | | | |
| Interest revenue | | | | | | | | | | | | | | | | | | |
| .33 funds | | | | | | | | | | | | | | | | | | |
| Total Revenues | \$ 10,587 | \$ 25,779 | \$ 606,535 | \$ 32,704 | \$ 31,150 | \$ 28,000 | \$ 336,626 | \$ 281,216 | \$ 870,200 | \$ 183,596 | \$ 200,832 | \$ 513,800 | \$ 109,388 | \$ 104,150 | \$ 752,214 | \$ 35,181 | \$ 40,958 | \$ 120,000 |
| Expenses | | | | | | | | | | | | | | | | | | |
| Wages/ payroll tax | \$ 4,454 | \$ 7,670 | \$ 175,704 | \$ 5,642 | \$ 3,722 | 7,482 | \$ 35,121 | \$ 23,897 | \$ 89,458 | \$ 45,676 | \$ 49,129 | \$ 142,678 | \$ - | \$ - | \$ 614 | \$ - | \$ 295 | \$ 614 |
| Payroll accrued | | | | | | | | | | | | | | | | | | |
| Workers' comp/ health/ comp absenses | 650 | 2,411 | 9,331 | 315 | 175 | 348 | 5,385 | 4,607 | 14,155 | 11,476 | 12,282 | 34,927 | - | - | 29 | - | 14 | 29 |
| Pension expense | 1,595 | 1,725 | 5,951 | - | - | - | 1,285 | 1,342 | 4,730 | 7,865 | 8,496 | 25,700 | - | - | - | - | - | - |
| Professional services | 15,169 | 11,457 | 156,788 | 813 | - | 400 | 33,769 | 14,160 | 84,624 | 18,615 | 31,064 | 68,160 | - | - | 2,000 | 814 | 812 | 1,441 |
| Supplies and expenses | 3,343 | 2,530 | 33,575 | 7,449 | 5,994 | 5,800 | 7,978 | 3,690 | 16,000 | 4,263 | 3,782 | 13,500 | - | - | - | 2 | 23 | 200 |
| Utilities, water, and garbage | - | - | 22,400 | - | - | - | 14,499 | 16,775 | 56,000 | 15,863 | 13,728 | 55,000 | 9,311 | 9,752 | 43,501 | 14,260 | 11,157 | 51,000 |
| Equipment maintenance | - | - | - | - | - | - | 1,237 | 239 | - | 869 | - | - | 85 | - | - | - | - | - |
| Liability Insurance | - | - | 3,600 | - | - | - | 2,710 | 1,165 | 4,500 | - | - | - | - | - | - | - | - | - |
| Dues, permits, assessments | 753 | 1,145 | 3,214 | - | - | - | 652 | 977 | 1,145 | 780 | 937 | 3,219 | 40,946 | 40,962 | 83,204 | 267 | 408 | 1,125 |
| Buildings and grounds | 924 | 489 | 16,550 | 375 | - | 400 | 2,977 | 1,758 | 3,000 | 4,441 | 1,776 | 6,000 | 519 | 605 | 1,000 | 586 | 1,218 | 2,500 |
| Advertising/ promo/ publications | 159 | 3,599 | 81,300 | 260 | 520 | - | 191 | 167 | 1,500 | 978 | 658 | 12,500 | - | - | - | - | - | - |
| Travel/ meetings/ training | 266 | 6 | 15,950 | 12,513 | 13,919 | 13,000 | - | 4 | 500 | - | 9 | 500 | - | - | - | 18 | 37 | 140 |
| Directors' expense | - | - | 10,500 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Equipment rental | - | 610 | 139,100 | 1,254 | 1,188 | 1,500 | 7,894 | 305 | 14,500 | - | - | 1,000 | 899 | 901 | 2,900 | - | 750 | 2,000 |
| Entertainment- stages and ground | - | - | 105,700 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Premiums | 2,542 | 2,397 | 33,800 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Bank charges, credit card fees | 176 | 185 | 4,400 | - | - | - | 749 | 461 | 1,900 | - | - | - | - | - | - | - | - | - |
| Cash short/ (over), bad debt | - | - | - | - | - | - | 24 | (6) | - | - | (22) | - | - | - | - | - | - | - |
| Equipment (non capitalized) | 923 | - | - | - | - | - | 1,396 | 4,256 | 3,000 | 351 | 656 | - | - | - | - | - | 844 | - |
| Special projects | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Donated services/ sponsor expenses | - | 176 | 1,600 | - | - | - | - | 15,950 | 10,000 | - | - | - | - | - | - | - | - | - |
| Interest expense | - | - | - | - | - | - | - | - | - | - | - | - | 6,164 | 6,942 | 20,825 | - | - | - |
| Total Expenses | \$ 30,954 | \$ 34,399 | \$ 819,463 | \$ 28,622 | \$ 25,519 | \$ 28,930 | \$ 115,865 | \$ 89,747 | \$ 305,012 | \$ 111,177 | \$ 122,495 | \$ 363,184 | \$ 57,925 | \$ 59,162 | \$ 154,073 | \$ 15,946 | \$ 15,558 | \$ 59,049 |
| Net Profit/(Loss) before depreciation | \$ (20,367) | \$ (8,620) | \$ (212,928) | \$ 4,082 | \$ 5,632 | \$ (930) | \$ 220,761 | \$ 191,469 | \$ 565,188 | \$ 72,419 | \$ 78,337 | \$ 150,616 | \$ 51,463 | \$ 44,988 | \$ 598,141 | \$ 19,235 | \$ 25,399 | \$ 60,951 |

Solano County Fair Association
Statement of Earnings by Department
For the Period Ending
April 30, 2017
Unaudited

| | Admin | | | Maint | | | Guest Safety | | | Other | | | Total | | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|--------------|-----------|--------------|--------------|--------------|
| | 2017 | 2016 | 2017 | 2017 | 2016 | 2017 | 2017 | 2016 | 2017 | 2017 | 2016 | 2017 | 2017 | 2016 | 2017 |
| Revenues | Year-to-Date | Year-to-Date | Budget | Year-to-Date | Year-to-Date | Budget | Year-to-Date | Year-to-Date | Budget | Year-to-Date | Year-to-Date | Budget | Year-to-Date | Year-to-Date | Budget |
| Operating revenues | | | | | | | | | | | | | | | |
| Fair gate admissions | | | | | | | | | | | | | 0 | 0 | 214,700 |
| Fair parking/ RV space rental | | | | | | | | | | | | | 0 | 0 | 99,700 |
| Fair concessions/ carnival | | | | | | | | | | | | | 0 | 0 | 166,935 |
| Fair commercial space | | | | | | | | | | | | | 0 | 0 | 44,000 |
| Fair entry fees | | | | | | | | | | | | | 587 | 599 | 10,000 |
| Facility rental | | | | | | | | | | | | | 336,626 | 281,216 | 870,200 |
| Satellite wagering | | | | | | | | | | | | | 183,596 | 200,832 | 513,800 |
| Lease revenue | | | | | | | | | | | | | 109,388 | 104,150 | 752,214 |
| Sign revenue | | | | | | | | | | | | | 35,181 | 40,958 | 120,000 |
| Sponsorship/ silent auction revenue | | | | | | | | | | | | | 42,704 | 55,405 | 94,200 |
| Miscellaneous | | | | | | | | | | | | | - | 52 | - |
| State apportionment | | | | | | | | | | | | | - | - | 32,487 |
| Other non-operating revenue | | | | | | | | | | | | | 3,339 | - | - |
| Interest revenue | | | | | | | | | | | | | 110 | 1,637 | 100 |
| .33 funds | | | | | | | | | | | | | - | - | 40,356 |
| Total Revenues | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 3,449 | \$ 1,689 | \$ 72,943 | \$ 711,532 | \$ 685,774 | \$ 2,963,692 |
| Expenses | | | | | | | | | | | | | | | |
| Wages/ payroll tax | \$ 98,813 | \$ 93,133 | \$ 273,499 | \$ 64,918 | \$ 97,920 | \$ 301,420 | \$ 16,027 | \$ 19,367 | \$ 52,550 | \$ 55 | \$ - | \$ - | 270,705 | 295,133 | 1,044,019 |
| Payroll accrued | \$ 24,221 | \$ 1,085 | \$ 6,000 | | | | | | | | | | 24,221 | 1,085 | 6,000 |
| Workers' comp/ health/ comp absenses | 28,129 | 9,581 | 58,300 | 19,365 | 22,982 | 64,450 | 902 | 911 | 2,441 | 3 | - | 0 | 66,226 | 52,961 | 184,010 |
| Pension expense | 21,145 | 19,977 | 61,000 | 12,952 | 18,923 | 57,000 | 2,064 | 2,194 | 7,700 | | | | 46,906 | 52,657 | 162,081 |
| Professional services | 2,603 | 1,653 | 45,000 | - | - | - | 4,464 | 6,860 | 15,988 | | | | 76,245 | 66,006 | 374,401 |
| Supplies and expenses | 3,574 | 3,131 | 8,775 | 7,666 | 7,429 | 23,950 | 1,510 | 1,598 | 4,150 | | | | 35,786 | 28,178 | 105,950 |
| Utilities, water, and garbage | - | - | - | 14,874 | 15,225 | 45,500 | - | - | - | | | | 68,808 | 66,638 | 273,401 |
| Equipment maintenance | 112 | 122 | 500 | 23,869 | 12,865 | 30,000 | 3,290 | 1,111 | 3,000 | | | | 29,461 | 14,338 | 33,500 |
| Liability Insurance | 29,840 | 25,997 | 81,000 | - | - | - | - | - | - | | | | 32,550 | 27,162 | 89,100 |
| Dues, permits, assessments | 8,551 | 6,202 | 10,100 | 61 | 61 | 2,600 | - | - | - | | | | 52,010 | 50,691 | 104,607 |
| Buildings and grounds | - | - | - | 7,319 | 6,671 | 18,000 | - | - | - | | | | 17,141 | 12,517 | 47,450 |
| Advertising/ promo/ publications | 1,561 | - | - | - | - | - | - | - | - | | | | 3,148 | 4,943 | 95,300 |
| Travel/ meetings/ training | 1,178 | 135 | 1,500 | 235 | 254 | 850 | - | 291 | - | | | | 14,210 | 14,654 | 32,440 |
| Directors' expense | 4,001 | 5,422 | 11,000 | - | - | - | - | - | - | | | | 4,001 | 5,422 | 21,500 |
| Equipment rental | 228 | 410 | 650 | 1,082 | 846 | 5,500 | - | - | - | | | | 11,357 | 5,011 | 167,150 |
| Entertainment- stages and ground | - | - | - | - | - | - | - | - | - | | | | 0 | 0 | 105,700 |
| Premiums | - | - | - | - | - | - | - | - | - | | | | 2,542 | 2,397 | 33,800 |
| Bank charges, credit card fees | 1,322 | 1,725 | 5,500 | - | - | - | - | - | - | | | | 2,246 | 2,372 | 11,800 |
| Cash short/ (over), bad debt | - | - | - | - | - | - | - | - | - | | | | 24 | (28) | 0 |
| Equipment (non capitalized) | 405 | 54 | - | 206 | 706 | - | 197 | - | 500 | | | | 3,478 | 6,517 | 3,500 |
| Special projects | - | - | - | - | - | - | - | - | - | 32,059 | - | 64,240 | 32,059 | 0 | 64,240 |
| Donated services/ sponsor expenses | - | - | - | - | - | - | - | - | - | | | | 0 | 16,126 | 11,600 |
| Interest expense | - | - | - | - | - | - | - | - | - | | | | 6,164 | 6,942 | 20,825 |
| Total Expenses | \$ 225,682 | \$ 168,627 | \$ 562,824 | \$ 152,547 | \$ 183,882 | \$ 549,270 | \$ 28,454 | \$ 32,331 | \$ 86,329 | \$ 32,117 | \$ - | \$ 64,240 | \$ 799,289 | \$ 731,720 | \$ 2,992,374 |
| Net Profit/(Loss) before depreciation | \$ (225,682) | \$ (168,627) | \$ (562,824) | \$ (152,547) | \$ (183,882) | \$ (549,270) | \$ (28,454) | \$ (32,331) | \$ (86,329) | \$ (28,668) | \$ 1,689 | \$ 8,703 | \$ (87,757) | \$ (45,946) | \$ (28,682) |

Jr Livestock Auction- Solano County Fair

Statement of Financial Position as of

April 30, 2017

Unaudited

ASSETS

| Assets | April 30, 2017 |
|---------------------------|-----------------------|
| Assets | |
| Cash and cash equivalents | 16,023 |
| Accounts receivable | <u>0</u> |
| Total assets | <u><u>16,023</u></u> |

LIABILITIES AND AUCTION RESERVES

| Liabilities | |
|--|----------------------|
| Liabilities | |
| Accounts payable | 0 |
| Deferred revenue | <u>2,953</u> |
| Total liabilities | <u>2,953</u> |
| Jr livestock auction reserve | |
| Profit (loss) jr livestock auction | (100) |
| Jr livestock auction reserve as of Jan 1 | <u>13,170</u> |
| Jr livestock auction reserve | <u>13,070</u> |
| Total liabilities and auction reserve | <u><u>16,023</u></u> |

Jr Livestock Auction- Solano County Fair

Statement of Earnings

For the Period Ending

April 30, 2017

Unaudited

| | Current Month | 2017 Year-to-Date | 2016 Year-to-Date |
|---------------------------------|------------------|----------------------|----------------------|
| Revenues | | | |
| JLA- receipts from buyers | - | - | - |
| JLA- auction fund contributions | - | - | - |
| JLA- prior year revenue | - | - | 778 |
| Total Revenues | \$ - | \$ - | \$ 778 |
| Expenses | | | |
| JLA- payment to sellers | - | - | - |
| JLA- lunch/dinner | - | - | - |
| JLA- labor costs | - | - | - |
| JLA- supplies & expenses | - | 100 | 149 |
| JLA- leases & rentals | - | - | - |
| Total Expenses | \$ - | \$ 100 | \$ 149 |
| Net Profit/(Loss) | \$ - | \$ (100) | \$ 629 |

| | |
|------------------------------------|-----------|
| JLA Reserve as of January 1 | \$ 13,170 |
| Add net profit/ (loss) | \$ (100) |
| JLA Reserve | \$ 13,070 |