



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Board of Directors

To Be Held

Wednesday, July 20, 2016 at 6:00 p.m.

In the Directors Room
Solano County Fairgrounds
Vallejo, California

Directors

Marilyn Royse, President & Chair

Lee Williams, Vice President

Mike Coakley, Treasurer

Denese Allen, Director

Rosie Enriquez, Director

Norma Lisenko, Director

William Luiz, Director

Carole Paterson, Director

Raymond Simonds, Director

Ray Bell, Director

Gary Falati, Director

Joe Lopez, Director

Patricia Moreira, Director

Norma Placido, Director

Dennis Yen, 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.



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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 June 15, 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. Solano360 – Report by SCFA representatives to the Solano360 Implementation Committee

ACTION: Discussion on the report by SCFA representatives to the Solano360 Implementation Committee and possible action thereon.

- b. Finance Committee – Report on Committee meeting of July 20, 2016

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

- c. Silent Auction Committee – Report on Committee meeting of July 6, 2016

ACTION: Discussion and possible action regarding the Committee's recommendations regarding the Silent Auction during Celebrate Solano BBQ at the 2016 Solano County Fair

9. GENERAL MANAGER'S REPORT

- a. Update on the Solano County Fair (July 27 to July 31, 2016)
- b. Update on Horse Racing Matters



- c. Update on Division of Fairs & Expositions / California Fair Alliance / Legislative Issues
- d. Other Matters

10. PRESIDENT'S REPORT

11. DIRECTORS' COMMENTS

12. ADJOURN

Adjourn the meeting until the next regularly scheduled meeting of the Solano County Fair Association Board of Directors on August 24, 2016 at 6 p.m.

Date of Notice: July 14, 2016



**SOLANO COUNTY FAIR ASSOCIATION
MINUTES FOR MEETING OF THE BOARD OF DIRECTORS
JUNE 15, 2016**

1. Minutes of the monthly meeting of the Solano County Fair Association’s Board of Directors held on June 15, 2016 at 6:00 p.m. in the Directors’ Room with President Marilyn Royse presiding.

2. **DIRECTORS PRESENT:** Marilyn Royse, President & Chair

Denese Allen	Ray Bell	Mike Coakley
Rosie Enriquez	Gary Falati	Norma Lisenko
Bill Luiz	Patricia Moreira	Carole Paterson
Lee Williams	Ray Simonds	Dennis Yen

DIRECTORS ABSENT: Norma Placido (excused)

OTHERS PRESENT: Stephen Pierce, General Manager; Michael Passey, Assistant General Manager for Finance; and Kim Alexander Yarbor, Solano County Deputy County Counsel

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

4. **APPROVAL OF MINUTES OF THE BOARD MEETING OF APRIL 20, 2016:** President Royce noted that the meeting for May had been cancelled due to a lack of quorum. It was moved by Director Coakley and seconded by Director Moreira to approve the minutes of the April 20, 2016 Board meeting as presented. The motion carried unanimously.

5. **CHANGES TO OR DELETIONS FROM THE AGENDA:** None.

6. **APPROVAL OF THE AGENDA:** It was moved by Director Allen and seconded by Director Paterson that the agenda be approved as presented. The motion carried unanimously.

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

8a. **SOLANO360 IMPLEMENTATION COMMITTEE: Report by SCFA representatives to the Solano360 Implementation Committee, and possible action thereon.**

Mr. Pierce reported that the regularly scheduled meeting for the Solano360 Implementation Committee on May 5 was cancelled, but the June 2 meeting occurred as scheduled. Mr. Pierce was unable to attend due to a family medical issue. The information presented at the meeting focused on providing updated information on the various program areas as currently envisioned by Solano Community Development. The next scheduled meeting for the Solano360 Implementation Committee is July 7, 2016 at 1 p.m. in the County Administration Center.

8b. **FINANCE COMMITTEE: Report on Finance Committee meeting of April 20, 2016.**

(i) Committee Chair Coakley reported that the Finance Committee met earlier in the day and recommends approval of April 30, 2016 and the May 31, 2016 financial statements as presented.

Action: It was moved by Director Coakley and seconded by Director Luiz to approve the April and March 2016 Financial Statements as presented. The motion carried unanimously.

- (ii) Committee Chair Coakley reviewed the recommendation of staff to formalize in writing the existing Cash Handling Policy and Procedures.

Action: It was moved by Director Yen and seconded by Director Paterson to approve the Cash Handling Policy and Procedures. The motion carried unanimously.

8c. HOSPITALITY COMMITTEE: Report on Hospitality Committee meeting of June 15, 2016.

Mr. Pierce reviewed the layout of the Celebrate Solano BBQ in the east end of the Outdoor Arena and the boxing / mixed martial arts tournaments on the west end of the arena. He explained the changes in the layout from last year to address the need to better control the entrance, separate the entrance activity from the Silent Auction activity, and to allow for multi-event usage of port-a-potties and the tent for the Silent Auction as the sporting event VIP area. Chairs used for floor seating at the sporting events are also being shared with the Celebrate Solano BBQ. This sharing of resources is reducing the cost of all events. All of the costs of the sporting events are the responsibility of the promoter as well as all of the Fair's incremental costs associated with the event. The promoter receives the event ticket revenue and has the potential to share in admission revenue. The gain to the Fair is increased attendance and the associated parking, admission, and food / beverage purchases, as well as the excitement of a more diverse lineup of entertainment. In response to a question from Director Yen, Mr. Pierce reported that like last year the livestock grand champions will be recognized on stage and youth with animals in the auction will be mingling with the BBQ guests. Director Lopez asked for clarification on the capacity of the arena and whether family members were invited to the BBQ as well. Mr. Pierce reported that the seating capacity of the BBQ area of the arena is 450 people. The invitations state that each person invited is allowed to bring one guest and is encouraged to meet their families after the event to enjoy the Fair. Mr. Pierce asked directors how they wished to handle people arriving at the BBQ who had not received an invitation, either directly or from a director. Directors decided that additional guests could attend for a fee and to modify the invites to inform invitees of this option. Mr. Pierce reported that the tickets to the BBQ have been consolidated into one three-part ticket: parking, Fair admission and BBQ admission. Director Allen asked how will handle moving people parking in handicap spots in the parking lot or having difficulty walking to the Outdoor Arena. Mr. Pierce reported that two golf carts are dedicated to provide transportation back and forth to the arena. After discussion directors agreed that an additional cart should be used to make rounds in the VIP parking lot itself to shuttle guests. Directors were to identify to Mr. Pierce any expected guests who have special needs but do not have official handicap placards for reserved parking.

9. GENERAL MANAGER'S REPORT:

- a. **Update on Solano County Fair.** Mr. Pierce reported that everything is on track for 2016 Solano County Fair. The shells of a demo derby car or two are scheduled to be on display in advance of the Fair in time for the Norcal Knockout Car Show on July 2. It will be near Expo Hall until opening day of the Fair, which it will then move to the parking lot display. With Batman style Boom! Pow! type décor. The only parts still up in the air is how many days the Mad Hatter Parade will be going on, and if the Fair can secure a Mexican wrestling event to expand the Sunday activities. Mr. Pierce shared a variety of marketing materials, including:
- Gospel Rocks Solano! postcard, poster and email poster.

- Copy of the email poster for the Hometown Double! (Time Bandits and USAF Galaxy Band) which has been sent to veteran groups and the public affairs office on Travis Air Force Base.
- Large and small posters of the overall fair.

Directors were encouraged to take posters and postcards for distribution in their respective communities. Mr. Pierce shared an outline of the entertainment lineup to date and the proposed layout for the Fair activities. Layout changes reflect Vallejo STEAM will not be participating as hoped, the Library will be inside McCormack Hall instead of outside, and location of the pig races has been adjusted to provide room for face painting and some other vendor activities. Entertainment updates include the confirmation of the two cultural band performances we will be providing extra emphasis on in our promotional efforts: Double Vision (a local Filipino band) on the Bay Stage and the Gold Band of San Francisco (a local Central American band) on the Cultural Stage. The concept is to promote a variety of entertainment options on Saturday night and to appeal to different market segments. Targeting this segment of the Hispanic market will not dilute the Sunday's event, which is more la banda music, and is scaled to the anticipated market share based on input from the promoter used for Sunday's event. Mr. Pierce noted the directors will start to see the strategic painting projects: outside of the concourse and County building bathrooms (gray), portions of the administration complex (gray and redwood), exterior of McCormack Hall (purple section) and the red fire lane curbs. Guests will receive a 32-page Fair brochure this year with a map, extended details on activities happening during the Fair, and spots for advertisements by sponsors. The cost of producing this product is less than maps and schedules printed last year. This increases the value of sponsorships and is linked to selling advertisements in the 2017 Blue Ribbon Guidebook.

- b. Update on Horse Racing Matters. Mr. Pierce reported that NOTWINC (Northern California Off-Track Wagering) has approved refunding a portion of the Associations' costs to install new equipment as a result of a change in contractors. It is estimated the SCFA will receive about \$2,000. In response to a question from Director Simonds, Mr. Pierce reported that the three big races were busy events at the Fairgrounds but they did not provide any bump to overcome the fact that racing numbers are down from prior year, both in local attendance and local handle, and it is not being offset by ADW as it did last year.
- c. Update on Division of Fairs and Expositions / California Fair Alliance / Legislative Issues. Mr. Pierce reported that the Board of Supervisors unanimously approved adding their support for AB 2678, which would dedicate 30 percent of the state's share of sales tax generated on fairgrounds to F&E for redistribution to the California Fair network. Fairs & Exposition debuted some banners at the 2016 Convention. They are being made available for use by local fairs based on availability. Unfortunately, the banners are not available but F&E has provided the files so staff can print the set of eight banners in our print shop for display during the 2016 Fair and again for Youth Ag Day in 2017.
- d. Update on Other Matters. Mr. Pierce reminded directors that they should have received their certificate of recognition for their volunteer service in 2015, which was a follow-up from the recognition ceremony by the Board of Supervisors in April 2016. Mr. Pierce reported that the Solano County Budget Hearings are scheduled to start on June 23 at 9 am. Copies of the information published in the Solano County 2016/17 Recommended Budget regarding the Association and the Solano360 project was emailed earlier to the directors. Directors who were available to attend were encouraged to attend; however, Mr. Pierce could not say if and when topics related to the Fairgrounds would be discussed.

10. **PRESIDENT'S REPORT:** President Royce said the grounds look great. She attended opening day of the dog show last week, and the traffic congestion on day one was taken care of so it was not a problem later in the week. When she returned on Saturday, which had 500 extra dogs, the people who expressed concerns earlier were coming up to apologize because the issues had been handle so quickly and so well. She attended the Creekwalk activities in Vacaville and encouraged the performers who will be performing at the Solano County Fair to promote the Fair.

11. **DIRECTOR'S COMMENTS:**

Director Lisenko announced that she will unfortunately not be able to attend the Fair this year and asked how the tickets she would normally receive will would be dispersed. Mr. Pierce said the BBQ tickets will be dispersed by Director Moreira, and Director Lisenko would receive all other tickets in time for her to distribute prior to her vacation departure. Director Allen asked Mr. Pierce to convey her appreciation to staff for working so very hard in preparation for the Fair, and is looking forward to the Fair. Director Yen attended the gun show earlier this month, and noted that he thought the gun shot population has changed in a very positive manner, including older adults coming in with their grandchildren as well as people in law enforcement for their personal use. Director Paterson thanked the directors for seeking donations for the Silent Auction, and encouraged them to continue getting the items and coordinating what they have acquired with Mr. Pierce. Silent Auction committee members were asked to meet briefly after the meeting. Director Enriquez asked that, given this is her first Fair as director, that she be paired with a veteran director for assignments during the Fair. Director Williams noted that the timing of events at the Solano County Horseshow is done by stop watch, and suggested that a more visible timer display should be used. He relayed a suggestion from Mr. Pierce that, based on participation, we reach out to the Dixon May Fair to consider consolidating the horse shows. The County Fair horse show happens in advance of the Fair in order for the participants to compete and be eligible for State Fair competitions. Director Williams liked the idea and thought it should be an item for discussion with the Livestock & Exhibits Committee. Director Moreira noted that there are a lot of different activities happening this year to generate more excitement, and is looking forward to seeing them in action at the Fair. Director Simonds inquired if the .33 money that the Fair receives is at jeopardy. Mr. Pierce said no because the .33 money received is a result of the satellite wagering facility.

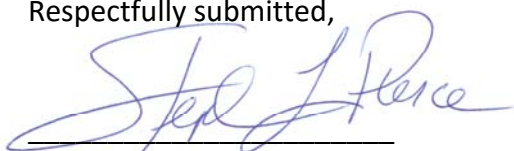
12. **CLOSED SESSION:**

President Royce reported that only information was provided during closed session and no actions were taken.

13. **ADJOURNMENT:**

It was moved by Director Moreira and seconded by Director Luiz that the meeting be adjourned until the regular Board Meeting on July 20, 2016 at 6:00 p.m.

Respectfully submitted,



Stephen L. Pierce
General Manager



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Finance Committee

To Be Held

Wednesday, July 20, 2016 at 5:45 p.m.

In the Directors Room
Solano County Fairgrounds
Vallejo, California

Mike Coakley, Chair

Gary Falati

Carole Paterson

Lee Williams

Joe Lopez, Vice Chair

Bill Luiz

Ray Simonds

Matters of Information

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AGENDA

1. CALL TO ORDER

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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 JUNE 15, 2016

6. PRESENTATION / PUBLIC COMMENT:

7. NEW BUSINESS

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

8. COMMITTEE MEMBERS COMMENTS

9. ADJOURNMENT

Date of Notice: July 14, 2016



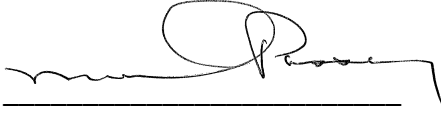
**THE SOLANO COUNTY FAIR ASSOCIATION
FINANCE COMMITTEE MEETING MINUTES
June 15, 2016**

1. Minutes of the Finance Committee meeting held on Wednesday, June 15, 2016 at 5:30 p.m. in the Directors Room with Chair Mike Coakley presiding.
2. **COMMITTEE MEMBERS PRESENT:**
Mike Coakly, Chair Joe Lopez Gary Falati Bill Luiz
Carole Paterson Ray Simonds Lee Williams
- MEMBERS ABSENT:** None
- OTHERS PRESENT:** Stephen Pierce, General Manager; Mike Passey, AGM- Admin and Finance
3. **CHANGES TO OR DELETIONS FROM THE AGENDA:** None
4. **APPROVAL OF THE AGENDA:**
ACTION: Director Falati moved and Director Paterson seconded that the agenda of the Finance Committee meeting be approved. The motion carried unanimously.
5. **APPROVAL OF THE MINUTES OF APRIL 20, 2016:**
ACTION: Director Paterson moved and Director Lopez seconded that the minutes of April 20, 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 April 30, 2016 Financial Statements and the May 31, 2016 Financial Statements.**
Committee Chair Coakley led a page by page discussion of the financial statements.
ACTION: Director Luiz moved and Director Paterson seconded that the April 30, 2016 financial statements and the May 31, 2016 financial statements be approved. The motion carried unanimously.
 - b. **Review of and action regarding recommendations to the Board regarding a proposed Cash Handling Policy and Procedures.**
Mr. Passey summarized the Cash Handling Policy and Procedures.
ACTION: Director Luiz moved and Director Paterson seconded recommending the proposed Cash Handling Policy and Procedures. The motion carried unanimously.

8. **COMMITTEE MEMBERS COMMENTS:** None

9. **ADJOURNMENT:** Director Lopez moved and Director Luiz seconded 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
Assistant GM- Administration & Finance

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

ASSETS

Assets	June 30, 2016
Current assets	
Cash and cash equivalents	558,249
Accounts receivable- general	75,391
Accounts receivable- leases	(179,525)
Accounts receivable- handle%, racing	46,172
Accounts receivable- other	17,797
Inventory	7,525
Allowance for doubtful accounts	(16,745)
Deposits and prepaid	6,681
Total current assets	515,545
Noncurrent assets	
Land	167,085
Buildings & grounds	9,859,537
Less accumulated depreciation- buildings & grounds	(8,864,043)
Equipment, furniture and fixture	438,004
Less accumulated depreciation- equipment & fixtures	(422,010)
Capital assets, net	1,178,573
Net pension asset (Solano County allocaton)	697,516
Total noncurrent assets	1,876,089
Total assets	2,391,635

Solano County Fair Association

Statement of Financial Position

As of June 30, 2016

Unaudited

LIABILITIES AND NET ASSETS

Liabilities	June 30, 2016
Current liabilities	
Accounts payable	(5,402)
Payroll payable	25,817
Guaranteed deposits	138,129
Deferred revenue	4,096
Other liabilities	(1,513)
<i>Current portion of long term obligations</i>	
Compensated absences	7,881
Pension obligation bonds (Solano County allocation)	101,300
Current debt associated with fixed assets	78,588
Total current liabilities	<u>348,895</u>
Noncurrent liabilities	
Compensated absences	46,733
Pension obligation bonds (Solano County allocation)	633,654
Long term debt associated with fixed assets	487,142
Net OPEB liability (Solano County allocation)	64,862
Total noncurrent liabilities	<u>1,232,391</u>
Total liabilities	<u>1,581,286</u>
Net Assets	
Invested in capital assets (less related debt)	612,844
Temporary restricted- capital project/ maintenance	42,621
Temporary restricted- parking lot improvements	13,960
Temporary restricted- Fair Hands	41,291
Temporary restricted- racing facilities improvements	8,421
Jr livestock auction reserve	8,474
Unrestricted resources	82,737
Total net assets	<u>810,348</u>
Total liabilities and net assets	<u>2,391,635</u>
<i>Total temporary restricted reserve</i>	<u>114,767</u>
<i>Total unrestricted reserve</i>	<u>82,737</u>
<i>Total reserve</i>	<u>197,505</u>
 <i>FYI Undesignated net position</i>	 185,037

Solano County Fair Association

Statement of Earnings

For the Period Ending 6/30/2016

Unaudited

Revenues	Current Month	2016 Year-to-Date	2015 Year-to-Date	2016 Annual Budget	% of Annual Budget
Operating revenues					
Admissions to grounds	\$ -	\$ -	\$ -	\$ 193,430	0%
Commercial space	-	-	-	41,900	0%
Concessions (Fair)	-	-	-	160,789	0%
Exhibits	6,953	10,050	4,754	15,200	66%
Satellite wagering	48,602	309,990	332,945	596,500	52%
Fair parking, misc	-	-	40	93,700	0%
Sponsorship	5,000	55,715	48,954	91,480	61%
Sign Revenue	12,137	63,260	41,113	110,000	58%
Interim revenue	117,124	510,266	498,329	743,700	69%
Golf course revenue	-	-	-	-	-
Lease revenue	97,269	298,358	287,119	737,744	40%
Total operating revenues	<u>\$ 287,084</u>	<u>\$ 1,247,639</u>	<u>\$ 1,213,255</u>	<u>\$ 2,784,443</u>	45%
Other revenues					
Interest revenue	\$ -	\$ 1,771	\$ 371	\$ 100	1771%
State apportionment	-	32,487	-	32,487	-
Other non-operating revenue	-	-	2,116	-	-
Gain on disposal of asset	3,000	3,000	1,200	-	-
.33 funds	-	-	81,207	46,000	0%
Total other revenues	<u>\$ 3,000</u>	<u>\$ 37,258</u>	<u>\$ 84,894</u>	<u>\$ 78,587</u>	47%
Total Revenues	<u>\$ 290,084</u>	<u>\$ 1,284,897</u>	<u>\$ 1,298,149</u>	<u>\$ 2,863,030</u>	45%
Expenses					
Wages/ payroll tax	\$ 96,510	\$ 477,755	\$ 433,406	\$ 991,393	48%
Workers' comp/ health/ pers/ union	26,051	157,555	164,600	346,896	45%
Professional services	18,262	105,792	116,717	391,640	27%
Supplies and expenses	20,045	102,177	105,675	217,915	47%
Landscape maintenance assessment	-	27,111	26,442	55,000	49%
Travel and meetings	407	12,434	13,255	25,800	48%
Utilities, water, and garbage	30,398	134,156	78,425	285,790	47%
Equipment maintenance	2,120	18,643	19,239	34,100	55%
Equipment rental	15,859	21,779	8,217	137,250	16%
Buildings and grounds	15,262	36,331	12,917	32,750	111%
Directors' expense	995	6,604	6,283	21,300	31%
Advertising and promotion expense	5,648	12,411	11,022	92,000	13%
Entertainment- stages and ground	-	-	150	105,025	0%
Premiums	224	4,283	4,283	30,350	14%
Donated services	-	15,950	2,500	2,500	638%
Bank charges, credit card fees	787	4,264	4,081	9,900	43%
Cash short/ (over), bad debt	-	(28)	109	-	-
Equipment (non capitalized)	1,755	8,723	8,594	3,450	253%
Special projects	-	-	16,934	16,000	-
Interest expense	1,735	10,413	11,493	20,825	-
Total Expenses	<u>\$ 236,057</u>	<u>\$ 1,156,352</u>	<u>\$ 1,044,341</u>	<u>\$ 2,819,884</u>	41%
Net Profit/(Loss) prior to depreciation	<u>\$ 54,027</u>	<u>\$ 128,545</u>	<u>\$ 253,808</u>	<u>\$ 43,146</u>	-
Less depreciation	23,053	140,029	101,826	261,702	54%
Net income/ (loss) after depreciation	<u>\$ 30,974</u>	<u>\$ (11,484)</u>	<u>\$ 151,982</u>	<u>\$ (218,556)</u>	-

Solano County Fair Association

Statement of Earnings by Department

For the Period Ending 6/30/2016

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	\$ -	\$ -	\$ 193,430												
Commercial space	-	-	41,900												
Concessions (Fair)	-	-	160,789												
Exhibits	10,050	4,754	15,200												
Solano Race Place										309,990	332,945	596,500			
Fair parking, misc	-	40	93,700												
Sponsorship	9,000	21,651	65,100	26,715	26,703	\$ 26,380									
Sign revenue													63,260	41,113	110,000
Interim revenue							510,266	498,329	743,700						
Lease revenue															
Interest revenue															
State apportionment															
Project funds															
Equipment replacement funds															
Gain on disposal of assets															
.33 funds															
Total Revenues	\$ 19,050	\$ 26,446	\$ 570,119	\$ 26,715	\$ 26,703	\$ 26,380	\$ 510,266	\$ 498,329	\$ 743,700	\$ 309,990	\$ 332,945	\$ 596,500	\$ 63,260	\$ 41,113	\$ 110,000
Expenses															
Wages/ payroll tax	\$ 19,552	\$ 17,497	\$ 153,941	\$ 4,024	\$ 4,839	\$ 6,244	\$ 51,120	\$ 39,796	\$ 66,328	\$ 72,337	\$ 78,910	\$ 148,823	\$ 301	\$ -	\$ 538
Workers' comp/ benefits	5,754	3,735	13,150	189	228	290	9,492	8,575	16,981	30,485	30,830	59,012	14	-	25
Professional services	17,425	17,897	167,650	-	-	-	29,660	31,481	68,970	44,349	38,565	85,000	1,255	1,210	1,400
Supplies and expenses	15,769	14,156	40,620	3,379	4,637	4,825	10,384	13,108	20,775	8,428	8,461	16,000	748	682	1,500
Landscape maint assessment															
Travel and meetings	187	92	11,800	10,870	11,668	12,000	4	37	-	467	360	500	77	68	-
Utilities, water, and garbage	-	-	23,719	-	-	-	40,660	21,268	59,297	22,634	12,951	59,298	19,590	21,353	48,600
Equipment maintenance	151	-	750	-	-	-	239	-	-	-	-	1,000	-	-	-
Equipment rental	10,993	-	110,225	888	1,268	1,170	6,218	3,548	13,000	321	-	-	750	-	2,500
Buildings and grounds	9,608	3,754	12,900	385	244	250	2,090	100	500	2,515	952	2,000	1,218	554	4,000
Directors' expense	120	432	10,800												
Advertising/ promotions	4,950	3,291	78,000	-	-	-	873	1,267	1,500	6,587	6,464	12,500	-	-	-
Entertainment	-	150	105,025												
Premiums	4,283	4,283	30,350												
Donated services							15,950	2,500	2,500				-	-	-
Bank charges, credit card fees	642	861	2,500				1,101	766	1,500	-	-	-	-	-	-
Cash short/ (over), bad debt	-	-	-				(6)	59	-	(22)	50	-	-	-	-
Equipment (non capitalized)	1,538	4,245	200	-	-	-	4,428	2,481	1,000	873	-	1,000	844	-	-
Special projects															8,000
Projects from Restricted Reserve															
Interest															
Total Expenses	\$ 90,973	\$ 70,392	\$ 761,630	\$ 19,734	\$ 22,884	\$ 24,779	\$ 172,214	\$ 124,985	\$ 252,351	\$ 188,975	\$ 177,544	\$ 385,133	\$ 24,797	\$ 23,867	\$ 66,563

Net Profit/(Loss) before depreciatio \$ (71,923) \$ (43,947) \$ (191,511) \$ 6,981 \$ 3,819 \$ 1,601 \$ 338,052 \$ 373,344 \$ 491,349 \$ 121,016 \$ 155,401 \$ 211,367 \$ 38,462 \$ 17,246 \$ 43,437

Solano County Fair Association

Statement of Earnings by Department

For the Period Ending 6/30/2016

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													\$ -	\$ -	\$ 193,430
Commercial space													-	-	41,900
Concessions (Fair)													-	-	160,789
Exhibits													10,050	4,754	15,200
Solano Race Place													309,990	332,945	596,500
Fair parking, misc													-	40	93,700
Sponsorship													55,715	48,954	91,480
Sign revenue													63,260	41,113	110,000
Interim revenue													510,266	498,329	743,700
Lease revenue										298,358	287,119	737,744	298,358	287,119	737,744
Interest revenue										1,771	371	100	1,771	371	100
State apportionment										32,487	-	32,487	32,487	-	32,487
Project funds										-	2,116	-	-	2,116	-
Equipment replacement funds										-	-	-	-	-	-
Gain on disposal of assets										3,000	1,200	-	3,000	1,200	-
.33 funds	-	81,207	46,000										-	81,207	46,000
Total Revenues	\$ -	\$ 81,207	\$ 46,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 335,616	\$ 290,807	\$ 770,331	\$ 1,284,897	\$ 1,298,149	\$ 2,863,030
Expenses															
Wages/ payroll tax	\$ 154,029	\$ 129,484	\$ 267,594	\$ 150,457	\$ 138,817	\$ 299,267	\$ 25,609	\$ 24,063	\$ 48,658	\$ 326	\$ -	\$ -	\$ 477,755	\$ 433,406	\$ 991,393
Workers' comp/ benefits	46,057	60,384	127,278	61,229	58,594	121,900	4,319	2,254	8,260	15	-	-	\$ 157,555	\$ 164,600	\$ 346,896
Professional services	2,503	11,583	45,000	-	4,499	9,500	10,599	11,483	14,120				\$ 105,792	\$ 116,717	\$ 391,640
Supplies and expenses	48,010	51,100	107,020	13,306	11,836	23,775	2,154	1,695	3,400	-	-	-	\$ 102,177	\$ 105,675	\$ 217,915
Landscape maint assessment										27,111	26,442	55,000	\$ 27,111	\$ 26,442	\$ 55,000
Travel and meetings	185	729	1,500	354	300	-	291	-	-				\$ 12,434	\$ 13,255	\$ 25,800
Utilities, water, and garbage				21,996	12,596	47,438				29,277	10,257	47,438	\$ 134,156	\$ 78,425	\$ 285,790
Equipment maintenance	193	305	850	16,863	17,796	30,000	1,198	1,138	1,500	-	-	-	\$ 18,643	\$ 19,239	\$ 34,100
Equipment rental	410	249	605	846	1,800	7,000	-	-	-	1,351	1,351	2,750	\$ 21,779	\$ 8,217	\$ 137,250
Buildings and grounds				19,673	7,175	13,000	-	-	-	842	138	100	\$ 36,331	\$ 12,917	\$ 32,750
Directors' expense	6,484	5,851	10,500										\$ 6,604	\$ 6,283	\$ 21,300
Advertising/ promotions	-	-	-										\$ 12,411	\$ 11,022	\$ 92,000
Entertainment													\$ -	\$ 150	\$ 105,025
Premiums													\$ 4,283	\$ 4,283	\$ 30,350
Donated services													\$ 15,950	\$ 2,500	\$ 2,500
Bank charges, credit card fees	2,520	2,454	5,900										\$ 4,264	\$ 4,081	\$ 9,900
Cash short/ (over), bad debt	-	-	-										\$ (28)	\$ 109	\$ -
Equipment (non capitalized)	54	1,868	1,000	986	-	-	-	-	250				\$ 8,723	\$ 8,594	\$ 3,450
Special projects						8,000				-	16,934		\$ -	\$ 16,934	\$ 16,000
Projects from Restricted Reserve													\$ -	\$ -	\$ -
Interest										10,413	11,493	20,825	\$ 10,413	\$ 11,493	\$ 20,825
Total Expenses	\$ 260,447	\$ 264,007	\$ 567,247	\$ 285,710	\$ 253,412	\$ 559,880	\$ 44,170	\$ 40,633	\$ 76,188	\$ 69,334	\$ 66,616	\$ 126,113	\$ 1,156,352	\$ 1,044,341	\$ 2,819,884

Net Profit/(Loss) before depreciatio \$ (260,447) \$ (182,801) \$ (521,247) \$ (285,710) \$ (253,412) \$ (559,880) \$ (44,170) \$ (40,633) \$ (76,188) \$ 266,282 \$ 224,191 \$ 644,218 \$ 128,545 \$ 253,808 \$ 43,146

Jr Livestock Auction- Solano County Fair

Statement of Financial Position

As of June 30, 2016

Unaudited

ASSETS

Assets	June 30, 2016
Assets	
Cash and cash equivalents	10,817
Total assets	<u>10,817</u>

LIABILITIES AND AUCTION RESERVES

Liabilities	June 30, 2016
Liabilities	
Accounts payable	0
Deferred revenue	2,343
Total liabilities	<u>2,343</u>
Jr livestock auction reserve	
Profit (loss) jr livestock auction	419
Jr livestock auction reserve as of Jan 1, 2016	<u>8,055</u>
Jr livestock auction reserve	<u>8,474</u>
Total liabilities and auction reserve	<u>10,817</u>

Jr Livestock Auction- Solano County Fair

Statement of Earnings For the Period Ending 6/30/2016 Unaudited

	Current Month	2016 Year-to-Date	2015 Year-to-Date
Revenues			
JLA- receipts from buyers	-	-	1,000
JLA- auction fund contributions	50	50	-
JLA- prior year revenue	-	778	-
Total Revenues	\$ 50	\$ 828	\$ 1,000
Expenses			
JLA- payment to sellers	\$ -	\$ -	\$ -
JLA- lunch/dinner	-	-	-
JLA- labor costs	-	-	-
JLA- supplies & expenses	260	409	58
JLA- leases & rentals	-	-	-
Total Expenses	\$ 260	\$ 409	\$ 58
Net Profit/(Loss)	\$ (210)	\$ 419	\$ 942

JLA Reserve as of Jan 1, 2016	\$ 8,055
Add net profit/ (loss)	\$ 419
JLA Reserve	\$ 8,474

Fair Hands Activity Report

for the period ending June 30, 2016

Fund Balances & Revenues

	Jan. 1, 2016 Balance	2016 Anticipated Activity	2016 Actual Activity
McFreese Memorial Fund	4,000	-	20,000
Silent Auction Fund	3,000	4,600	-
Youth Ag Day Fund	-	24,500	26,715
Other Donations Fund	-	-	-
Total Fund Balance & Revenues	7,000	29,100	46,715

Anticipated & Actual Uses by Fund

Youth Ag Day - March 15, 2016

McFreese Memorial Fund	500	-
Youth Ag Day Fund	24,500	22,500

Silent Auction - July 30, 2016

Silent Auction Fund	1,600	-
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Equipment/Supplies

Silent Auction Fund	-	-
Other Donations Fund	-	-

Special Projects

Silent Auction Fund	-	-
Other Donations Fund	-	-

Junior Livestock Auction

McFreese Memorial Fund	500	-
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Total Uses	27,100	22,500
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Projected Year End Balances

McFreese Memorial Fund	3,000	24,000
Silent Auction Fund	6,000	3,000
Youth Ag Day Fund	-	4,215
Other Donations Fund	-	-
Total Fair Hands Reserve	9,000	31,215