



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Board of Directors

To Be Held

Wednesday, December 13, 2017 at 6:00 p.m.

In the

Directors' Room

Solano County Fairgrounds

Vallejo, California

Directors

Mike Coakley, President & Chair

Dennis Yen, Vice President

Carole Paterson, Treasurer

Ray Bell, Director

Kari Birdseye, Director

Rosie Enriquez, Director

Gary Falati, Director

Norma Lisenko, Director

Joe Lopez, Director

Kathy Marianno, Director

Norma Placido, Director

Raymond Simonds, Director

Lee Williams, Director

Staff

Stephen Hales, General Manager & Chief Executive Officer

Michael Passey, Deputy General Manager & Chief Financial Officer

Michael Ioakimedes, Business Development Manager

Kim Alexander Yarbor, Deputy County Counsel

97 days to Youth Ag Day (Tuesday, March 20, 2018)

197 days to the Solano County Fair (Thursday, June 28 – Sunday, July 1, 2018)

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.



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 to participate, please call the Fair Association's Administration Office at (707) 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 at the Solano County Fair Association's Administration Office, 900 Fairgrounds Drive, Vallejo, California or at the Solano County Government Center, 675 Texas Street, Fairfield, California. These materials may also be viewed on the Solano County Fair Association's website at www.scfair.org.

AGENDA

Board Meeting

Wednesday, December 13, 2017 6:00 p.m.

1. CALL TO ORDER *(Mike Coakley, President)*

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. PLEDGE OF ALLEGIANCE *(Mike Coakley, President)*

3. ROLL CALL *(Mike Coakley, President)*

4. CHANGES TO OR DELETIONS FROM THE AGENDA *(Mike Coakley, President)*

5. APPROVAL OF THE AGENDA *(Mike Coakley, President)*

Motion & Moved: _____ Second: _____ Aye: _____ No: _____

6. APPROVAL OF MINUTES OF BOARD MEETING *(Mike Coakley, President)*

a. Regular Meeting of November 15, 2017.

Motion & Moved: _____ Second: _____ Aye: _____ No: _____

7. PUBLIC COMMENT *(Mike Coakley, President)*

(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 (*Mike Coakley, President*)

- a. **Finance Committee** (*Carole Paterson Treasurer & Committee Chair*) – Report on Committee meeting of Wednesday, December 13, 2017.

ACTION: Discussion and action regarding the Committee’s recommendation on the November 2017 Financial Statements.

Motion & Moved: _____ Second: _____ Aye: _____ No: _____

- b. **Combined Executive/Facilities/360 Committee** (*Dennis Yen, Vice-President*) – Report on Committee meeting of Monday, December 11, 2017.

ACTION: Information only, no action required.

9. SATELLITE WAGERING FACILITY MANAGER’S REPORT (*Rene Edens, Solano Race Place Manager*)

- a. Recap of the 2017 Racing Season.
b. Expectations for the 2018 Racing Season.

10. BUSINESS DEVELOPMENT MANAGER’S REPORT (*Mike Ioakimedes, BDM*)

- a. 2018 Facility Rental Tentative Schedule & Prospects for New Events/Activities.
b. Participation in and completion of UC Berkeley Extension “*Professional Program in Fundraising and Volunteer Management*” Program September – December 2017.
c. Update on Legislative Issues.

11. GENERAL MANAGER’S REPORT (*Stephen Hales, GM/CEO*)

- a. Update on Youth Ag Day (Tuesday, March 20, 2018).
b. Update on Solano County Fair (Thursday, June 28 – Sunday, July 1, 2018).
c. Update on Horse Racing Matters & California Authority of Racing Fairs.
d. Update on California Department of Food & Agriculture/Division of Fairs & Expositions.
e. Update on California Fair Alliance/Western Fairs Association & 2018 WFA Convention.

11. PRESIDENT’S REPORT (*Mike Coakley, President*)



12. GENERAL CALENDAR *(Mike Coakley, President)*

- a. Receive a presentation on the proposed 2018 SCFA Budget *(Stephen Hales, GM/CEO & Mike Passey, DGM/CFO)*

ACTION: Discussion and possible action to approve forwarding the proposed 2018 SCFA Budget to the Board of Supervisors for final approval.

Motion & Moved: _____ *Second:* _____ *Aye:* _____ *No:* _____

13. DIRECTORS' COMMENTS *(Mike Coakley, President)*

14. ADJOURNMENT *(Mike Coakley, President)*

Motion & Moved: _____ *Second:* _____ *Aye:* _____ *No:* _____

Adjourn the meeting until the next regularly scheduled meeting of the SCFA Board of Directors on Wednesday, January 17, 2018 at 6:00 pm.

Date of Notice: Friday, December 8, 2017



**SOLANO COUNTY FAIR ASSOCIATION
MINUTES FOR MEETING OF BOARD OF DIRECTORS
Wednesday, November 15, 2017**

1. Minutes of the special meeting of the Solano County Fair Association’s Board of Directors held on November 15, 2017 at 5:00 pm in the Directors’ Room with President Mike Coakley presiding.
2. **DIRECTORS PRESENT:**
Mike Coakley President Dennis Yen, Vice President Carol Paterson Treasurer
Kathleen Marianno Gary Falati Joe Lopez Ray Bell
Norma Lisenko

DIRECTORS ABSENT: Rosie Enriquez (excused), Norma Placido (excused), Kari Birdseye (excused), Raymond Simonds (excused), Lee Williams (excused)

OTHERS PRESENT: Stephen Hales, General Manager/Chief Executive Officer; Michael Passey, Deputy General Manager/Chief Financial Officer; Mike Ioakimedes, Business Development Manager; Tom Egidio & Debbie Egidio, DTS Egidio
3. **PLEDGE OF ALLEGIANCE:** The Pledge of Allegiance was led by Director Bell
4. **CHANGES OR DELETIONS FROM THE AGENDA:** There were no changes to the agenda.
5. **APPROVAL OF THE AGENDA:** It was moved by Director Paterson and seconded by Director Marianno to approve the agenda. The motion carried unanimously.
6. **APPROVAL OF MINUTES OF BOARD MEETING:** It was moved by Director Falati and seconded by Director Patterson to approve the minutes of the October 25, 2017 Board meeting
 - a. The motion to approve the minutes was carried unanimously.
7. **PUBLIC COMMENTS / PRESENTATIONS:** None.
8. **COMMITTEE REPORTS:**
 - a. **Finance Committee – Report on Committee Meeting of November 15, 2017**
 - i. Chair Paterson reported that the Finance Committee met earlier in the day and reviewed both the September 2017 and October 2017 financial reports.
 - ii. The committee recommended approval of both the September 30, 2017 and the October 31, 2017 financial statements as presented.

- iii. **Action:** It was moved by Director Yen and seconded by Director Marianno to approve the September 30, 2017 financials as presented. The motion carried unanimously.
 - iv. **Action:** It was moved by Director Yen and seconded by Director Marianno to approve the October 31, 2017 financials as presented. The motion carried unanimously.
- b. Combined Executive/Facilities/360 Committee – Report on Committee meetings of Wednesday, October 11, 2017 and Thursday, November 2, 2017.**
- i. Chair Coakley reported that the Combined Executive/Facilities/360 Committee meeting of October 11, 2017 was cancelled due to SCFA’s response to the Wine Country Fires. The meeting was rescheduled for Thursday, November 2, 2017.
 - ii. Chair Coakley reported that Combined Executive/Facilities/360 Committee meeting of November 2, 2017 was held. The committee met and reviewed current SCFA overall organizational challenges and recommended to the full board that a board retreat be held so that all issues may be examined in depth.
- c. Competitive Exhibits Committee – Report on Committee discussion of Monday, October 1, 2017**
- i. Chair Paterson began to give a report on the Competitive Exhibits Committee meeting when GM Hales interjected that the amended agenda revised on Friday, November 10, 2017 was the intended agenda for this meeting. The agenda had been revised to allow for a board retreat to be held this evening to discuss pressing SCFA issues and challenges.

APPROVAL OF THE AMENDED AGENDA: It was moved by Director Yen and seconded by Director Paterson to approve the agenda as amended. The motion carried unanimously.

9. OVERVIEW OF PHILOSOPHICAL & STRATEGIC DISCUSSION PROCESS & EXPECTATIONS

- a. DTS Egidio began with advising the board that what was to follow would normally take significantly more time than the four hours available this evening. He also advised the board that all ideas would be considered, and reminded the board that everyone here was here because of their love of the fair, fairgrounds, and fair association.
- b. A review of SCFA’s mission statement was conducted and it was determined that the mission statement was still relevant.

10. SCFA’s BOARD, GM / CEO & STAFF ROLES & RESPONSIBILITIES

- a. DTS Egidio reviewed the roles and responsibilities of the SCFA board, internal staff, consultants, and how those roles translate to meeting the overall goals of the organization.

11. SCFA REVENUE SOURCES & FINANCIAL POSITION

- a. The following were identified as revenue sources for SCFA:
 - i. Leases (6 Flags, Hotel, Cell Site, Chevron, Gem & Mineral Society, Day Care)
 - ii. Facility Rentals / Events
 - iii. Solano Race Place
 - iv. Annual Fair & Ag Day
 - v. Electronic Sign
 - vi. Fair & Expos (CDFA) Allocations
 - vii. Misc. Grants

12. SCFA'S IMMEDIATE CHALLENGES & OPPORTUNITIES

- a. The following were identified as SCFA immediate challenges and opportunities
 - i. Opportunities
 - 1. Paintball
 - 2. County pay to improve facilities (\$1.7 million approved for improvements)
 - 3. Market now for future
 - 4. Latin music events
 - a. Produce own
 - 5. Promoter driven
 - 6. Owning F&B and liquor license
 - 7. Cannabis trade show / event
 - 8. Race Place utilization
 - 9. Lantern Festival
 - ii. Challenges
 - 1. Space (FEMA in County Bldg)
 - 2. Board of Supes / County Staff
 - 3. 2018 Budget – lack of time
 - 4. Need “loan” for 1st Quarter
 - 5. Composition of Board
 - 6. Direction from Supes on SCFA role
 - 7. Status of 360
 - 8. Aging facilities
 - 9. Overextended staff
 - 10. Fairgrounds Drive – Highway 37 / Interstate 80 interchange
 - 11. Race Place Facility

13. SCFA'S PURPOSE – WHY ARE WE HERE, WHAT DO WE WANT TO ACHIEVE AND HOW DO WE ACHIEVE THESE GOALS

- a. DTS Egidio led a discussion that centered around the core mission of SCFA and how to best achieve that goal.

14. PROVIDE SUBSTANTIVE PHILOSOPHICAL AND STRATEGIC DIRECTION TO GM / CEO HALES TO ENABLE THE EXPEDITED FORMULATION OF THE 2018 OPERATING BUDGET AND PRESENTATION OF BUDGET TO THE SOLANO COUNTY BOARD OF SUPERVISORS FOR THEIR REVIEW AND APPROVAL

- a. The Board gave direction to GM Hales that recognizing the heavy impact on staff time that the large animal evacuation center demanded, that GM Hales request from the Board of Supervisors that SCFA be allowed to delay their budget presentation until January 2018.
- b. The Board gave direction to GM Hales to prepare the 2018 operating budget incorporating the board feedback provided during.
 - i. **Action:** It was moved by Director Paterson and seconded by Director Falati to provide the aforementioned direction to GM Hales. The motion carried unanimously.

15. DETERMINE DATE & TIME OF NEXT MEETING OF THE SOLANO COUNTY FAIR ASSOCIATION BOARD OF DIRECTORS

- a. It was moved by Director Paterson and seconded by Director Falati that the date and time of the next meeting of SCFA board be the next regular Board Meeting on December 13, 2017 at 6:00 p.m.

16. DIRECTORS' COMMENTS

- a. The entire board wanted to express their appreciation and thanks for the work of DTS Egidio this evening
- b. The entire board also wanted to thank staff, and everyone else involved, for their hard work concerning the animal evacuation center.

17. ADJOURN

- a. It was moved by Director Paterson and seconded by Director Marianno that the meeting be adjourned until the next regular Board Meeting on December 13, 2017 at 6:00 p.m.

Respectfully submitted,



Stephen G. Hales
General Manager/Chief Executive Officer



SOLANO COUNTY FAIR ASSOCIATION
COMBINED EXECUTIVE, FACILITIES & SOLANO 360 COMMITTEE MEETING MINUTES
November 2, 2017

1. Minutes of the Combined Executive, Facilities, & Solano 360 Committees meeting held on November 2, 2017 at 6:00 pm in the Directors' Room with Chair Mike Coakley presiding.

2. **COMMITTEE MEMBERS PRESENT:** Mike Coakley, Chair
Carole Paterson Kathy Marianno Lee Williams

MEMBERS ABSENT: Vice Chair Dennis Yen (excused), Director Placido (excused) , Director Falati (excused)

OTHERS PRESENT: Stephen Hales, General Manager/Chief Executive Officer; Michael Passey, Deputy General Manager/Chief Financial officer; Mike Ioakimedes, Business Development Manager

3. **CHANGES OR DELETIONS FROM THE AGENDA:** There were no changes or additions to the agenda.

4. **APPROVAL OF THE AGENDA:** It was moved by Director Paterson and seconded by Director Lee to approve the agenda. The motion carried unanimously.

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

6. **NEW BUSINESS:**

a. Discussion of issues and options impacting planning for the 2018 Solano County Fair.

a. GM Hales gave an update on the continued search for 2018 Fair dates.

b. There has been some difficulty finding dates when a carnival operation would be available – but also would not coincide with the fair dates of other larger local regional fairs.

c. The late July / early August dates that we have had for recent Fair dates do not seem to have a carnival operator available.

d. Possible Dates for the 2018 Solano County Fair:

i. July 6, 7, 8, 2018 – 3-day Fair- Butler Carnival operator available, but these dates conflict with other local county fairs.

ii. August 8 – 12, 2018 – Carnival available but SCFA would run up against the Town & County Fair in Napa.

iii. August 22-26, 2018 – Carnival available but same dates as Yolo county Fair. General attendance might not suffer but the conflicting dates would have a significant negative impact on our Junior Livestock Program.

- iv. No September 2018 dates are available when a carnival is available.
 - v. October 2018 – Carnivals available but possible conflicts with other local events early in the month. Mid to late dates in month – The Grand National presents livestock participation challenges and conflicts.
 - vi. Looking back into early June not good for carnivals – plus we are mindful of keeping some separation between the County Fair dates and the Dixon May Fair that is traditionally held on Mother’s Day weekend.
- e. A basic question is: Are we a Fair about competitive exhibits or are we a Fair about carnivals? Keeping in mind that the carnival elements, within the existing fair model, is a major revenue producer for Fair activities.
 - f. There might be more local “homegrown” options to carnival type activities.
 - g. The Livestock and other Competitive Exhibits programs are the core functions of the Fair. Their cost is \$100,000
 - h. As an urban Fair why not expand on the Ag educational component moving the Fair into a more educationally oriented celebration?
 - i. Basic cost of current Fair model prior to opening Fair day is \$300,000. Over \$100,000 goes to Entertainment and approximately \$65,000 goes to Security. There is a significant labor cost for existing staff that is charged annually against the Fair.
 - j. Homegrown entertainment talent might be a method to better connect with the local community while keeping costs down.
 - k. The Carnival is a revenue producing element under the current Fair model, but it is not a core element of the Fair.
 - l. From a livestock and other competitive exhibits, it might be best to stick with our current time frame (late July / Early August)
 - m. The current time frame will remain problematic beyond 2018. SCFA may want to seriously consider moving the Fair dates to non-summer dates.
 - n. When folks think of the Fair they still think of:
 - i. Horseracing
 - ii. Headliner style entertainment
 - iii. A longer Fair (2 weeks) run
 - o. Paying the Bills – Does local talent generate more fair attendance?
 - p. Do our current marketing efforts equally promote the currently booked local acts or are we still promoting a Fair brand that depends on “headliner” style entertainment?
 - q. Projected costs of operating the current fair model including “headliner” entertainment without carnival generated revenue could cost between \$400,00 to \$500,00
 - r. Would moving to a more “hometown” Fair model open more Fair sponsorship opportunities?

- s. Moving to the hometown fair model might mean closer coordination with local schools and educators. That effort might prove problematic this year as the 2017-2018 school year has already begun.
 - t. The hometown Fair model might lose a segment of the current Fair customer base as the entertainment element is de-emphasized, (local music acts vs. “headliners”) or eliminated, (no carnival).
 - u. One model that other fairs in similar situations have tried is to reduce the number of days of the fair run to one or two days. Maintaining their competitive exhibits programs but eliminating their carnivals. These efforts produced mixed results at best.
 - v. The primary responsibility of SCFA is to produce an annual Fair. During its almost 70-year history SCFA has been able to generate the financial means to do that. SCFA might not have the financial resources to produce a Fair in 2018. SCFA may need to request the Board of Supervisors for financial assistance in underwriting the 2018 Fair.
 - w. It is critical that SCFA have a clear vision of what the best fair model for the Solano County fair is, both in terms of fulfilling SCFA’s core mission, as well as protecting SCFA’s long-term financial security.
 - x. A major challenge might be in changing the public’s expectations of the role that the annual County Fair plays in the community.
 - y. The attractiveness of the Solano County Fair to vendors is another factor that needs to be taken into consideration. If Solano’s fair is scheduled against a larger, local fair it makes it difficult to attract desirable vendors.
 - z. Under the existing model the carnival element can be a revenue generator, but if that model is changed there is no guarantee that the carnival will continue to produce revenue at the same level.
 - aa. The committee is agreed that SCFA needs a carnival element for at least the 2018 Fair, but the entertainment element should be changed by de-emphasizing the Main Stage “headliner” acts and featuring more local music talent.
 - bb. All efforts should be pointed towards driving up Fair attendance.
- b.** Discussion of 2018 Operating Budget issues, options, formulation process and presentation for approval to the Solano County Board of Supervisors.
- a. GM Hales recommended that a special full SCFA board meeting be held to discuss the 2018 Operating Budget considering the direction given to staff concerning the dates and make-up of the 2018 Solano County Fair.
 - b. Tom and Debbie Egidio have agreed to lead a board retreat to possibly be held on Saturday, November 11, 2017. At this retreat the future organizational direction of SCFA, along with accompanying budget considerations would be discussed and finalized.
 - c. Final action and adoption of the 2018 Operating Budget would be taken at the regularly scheduled November board meeting to be held on November 15, 2018.

- c. Discussion of Fair Board “governance” issues – number and composition of board members and possibility of a reduction in the number of Fair Board members mandated by the Solano County Board of Supervisors.
 - a. The committee members will have individual conversations with their respective County Supervisors to discuss the pros and cons of changing SCFA’s board composition.
 - b. The committee also discussed re-visiting the SCFA by-laws to see if there are areas of governance that need to be reviewed.

Action: Informational only item. No Action Required.

7. COMMITTEE MEMBER COMMENTS:

None

8. ADJOURNMENT:

It was moved by Director Marianno and seconded by Director Paterson that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,



Stephen G. Hales
General Manager/Chief Executive Officer



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Finance Committee

To Be Held

Wednesday, December 13, 2017 at 5:45 p.m.

In the Directors Room
Solano County Fairgrounds
Vallejo, California

Carole Paterson, Chair

Mike Coakley

Joe Lopez

Norma Placido

Dennis Yen, Vice Chair

Norma Lisenko

Kathy Marianno

Matters of Information

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Our Mission:

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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. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. APPROVAL OF THE MINUTES OF NOVEMBER 15, 2017

6. PRESENTATION / PUBLIC COMMENT:

7. NEW BUSINESS

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

8. COMMITTEE MEMBERS COMMENTS

9. ADJOURNMENT

Date of Notice: December 7, 2017



**THE SOLANO COUNTY FAIR ASSOCIATION
FINANCE COMMITTEE MEETING MINUTES
November 15, 2017**

1. Minutes of the Finance Committee meeting held on Wednesday, November 15, 2017 at 4:30 p.m. in the Directors' Room with Chair Carole Paterson presiding.

2. **COMMITTEE MEMBERS PRESENT:**

Carole Paterson, Chair; Dennis Yen; Joe Lopez; Kathy Marianno; Mike Coakley

MEMBERS ABSENT: Norma Lisenko, excused; Norma Placido, excused

OTHERS PRESENT: Stephen Hales, General Manager; Michael Passey, Deputy General Manager and CFO

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

4. **APPROVAL OF THE AGENDA:**

ACTION: It was moved by Director Lopez and seconded by Director Marianno that the agenda of the Finance Committee meeting be approved. The motion carried unanimously.

5. **APPROVAL OF THE MINUTES OF SEPTEMBER 20, 2017:**

ACTION: It was moved by Director Lopez and seconded by Director Marianno that the minutes of September 20, 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 September 30, 2017 Financial Statements.**

ACTION: It was moved by Director Marianno and seconded by Director Lopez that the September 30, 2017 financial statements be approved. The motion carried unanimously.

b. **Review of and action regarding recommendation to the Board regarding the October 31, 2017 Financial Statements.**

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

Director Lopez expressed his concerns that Equipment Maintenance was over budget by 151% and Building and Grounds expense was over by 113%. General Manager Hales explained that we are dealing with worn out equipment and facilities that are requiring greater expense to maintain. Director Lopez commented that we should be upgrading or

replacing old equipment every couple of years. General Manager Hales explained that at budget time each year, the decision was not to replace worn out equipment and not to upgrade facilities. These decisions were based on the uncertainty of the fair's future need regarding equipment and existing facilities due to redevelopment plans of the Mills Project and later the Solano360. Now we are paying for those past decisions. Director Lopez said that the board should have been notified that we were going over budgeted expenses. General Manager Hales responded that he has notified the Board monthly that we were spending more than what we have budgeted on equipment repairs and that this would be a problem. Director Lopez asked where are we going to get the money to pay for these expenses. Mike Passey responded that our total annual expenses are still projected to be within budget this year. Accounts that are projected to be under budget can be transferred to pay for these unanticipated expenses.

Director Yen asked will the new FEMA agreement show up on the financials. Mike Passey said that they will be part of the facility rental revenues and expenses.

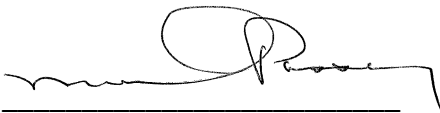
ACTION: It was moved by Director Yen and seconded by Director Marianno that the October 31, 2017 financial statements be approved. The motion carried unanimously.

8. **COMMITTEE MEMBERS COMMENTS:** None

9. **ADJOURNMENT:**

ACTION: It was moved by Director Lopez and seconded by Director Yen that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,



Mike Passey
Deputy GM & CFO

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

ASSETS

Assets

Current assets

Cash and cash equivalents	244,104
Accounts receivable- general	27,007
Accounts receivable- leases	33,110
Accounts receivable- other	38,646
Inventory	1,234
Deposits and prepaid	6,758
Total current assets	350,858

Noncurrent assets

Land	167,085
Buildings & grounds, net	664,956
Equipment, furniture and fixture, net	15,383
Capital assets, net	847,425
Intangible assets, net	5,631
Total non current assets	853,056

Deferred Outflows of Resources

Deferred outflows related to pensions	109,036
Total deferred outflows of resources	109,036

Total assets and deferred outflows of resources

1,312,950

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

LIABILITIES AND NET ASSETS

Liabilities

Current liabilities

Accounts payable	46,579
Deferred revenue	9,704
Guaranteed deposits	64,129
Payroll payable and other liabilities	47,605
Compensated absences (current portion)	30,714
Pension obligation bonds (Solano County allocation)	101,301
Current debt associated with fixed assets	2,626
Total current liabilities	302,657

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	453,165
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	11,627
Unrestricted resources	(2,021,256)
Total net position	(1,477,174)

Total liabilities, net assets and deferred inflows of resources	1,312,950
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<i>FYI Undesignated net position</i>	<i>20,108</i>
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Solano County Fair Association
Statement of Earnings for the Period Ending
November 30, 2017
Unaudited

	Current Month	2017 Year-to-Date	2016 Year-to-Date	2017 Budget	% of Annual Budget
Revenues					
Operating Revenues					
Fair gate admissions	\$ -	\$ 155,592	\$ 204,212	\$ 214,700	72%
Fair parking/ RV space rental	-	84,187	98,080	99,700	84%
Fair concessions/ carnival	-	144,760	167,309	166,935	87%
Fair commercial space	-	39,550	48,295	44,000	90%
Fair entry fees	-	9,233	10,407	10,000	92%
Facility rental	42,949	878,130	868,414	870,200	101%
Satellite wagering	41,816	514,762	529,991	513,800	100%
Lease revenue	26,689	748,660	722,459	752,214	100%
Sign revenue	8,248	109,798	118,828	120,000	91%
Sponsorship/ silent auction revenue	-	85,253	119,613	94,200	91%
Donation/ reimbursement	10,040	10,978	-	-	
Miscellaneous	4,448	7,976	5,452	5,000	160%
Total operating revenues	\$ 134,190	\$ 2,788,878	\$ 2,893,060	\$2,890,749	96%
Other Revenues					
State apportionment	-	30,552	32,487	32,487	94%
Other non-operating revenue	-	7,140	12,216	29,240	
Interest revenue	\$ -	\$ 704	\$ 2,104	\$ 100	704%
.33 funds	-	39,932	44,469	40,356	99%
Total other revenues	\$ -	\$ 78,329	\$ 91,275	\$ 102,183	77%
Total Revenues	\$ 134,190	\$ 2,867,207	\$ 2,984,335	\$2,992,932	96%
Expenses					
Wages/ payroll tax	\$ 56,167	\$ 1,019,137	\$ 962,578	\$1,050,019	97%
Workers' comp/ health/ comp absenses	12,408	181,015	159,568	184,010	98%
Pension expense	10,796	132,373	141,473	162,081	82%
Professional services	9,504	305,545	367,398	374,401	82%
Supplies and expenses	4,575	100,345	88,379	105,950	95%
Utilities, water, and garbage	28,062	276,159	257,333	273,401	101%
Equipment maintenance	3,132	53,582	38,482	33,500	160%
Liability Insurance	7,113	87,568	78,423	89,100	98%
Dues, permits, assessments	41,165	97,671	119,986	104,607	93%
Buildings and grounds	1,663	55,913	45,273	47,450	118%
Advertising/ promo/ publications	1,004	87,433	90,576	95,300	92%
Travel/ meetings/ training	417	26,862	27,953	32,440	83%
Directors' expense	495	21,254	18,298	21,500	99%
Equipment rental	959	160,374	162,104	167,150	96%
Entertainment- stages and ground	-	104,780	106,984	105,700	99%
Premiums	-	30,240	32,601	33,800	89%
Bank charges, credit card fees	528	10,781	12,560	11,800	91%
Cash short/ (over), bad debt	-	249	44	-	
Equipment (non capitalized)	98	8,548	16,723	3,500	244%
Special projects	-	36,936	23,771	64,240	
Atlas Fire large animal evac expense	14,068	107,242	-	-	
Donated services/ sponsor expenses	-	3,181	19,835	11,600	27%
Interest expense	1,541	16,951	19,090	20,825	81%
Total Expenses	\$ 193,692	\$ 2,924,140	\$ 2,789,434	\$2,992,374	98%
Net Profit/(Loss) prior to depreciation	\$ (59,503)	\$ (56,933)	\$ 194,902	\$ 558	
Less depreciation	\$ 20,602	\$ 219,701	\$ 255,294	\$ 237,000	93%
Net income/ (loss) after depreciation	<u>\$ (80,105)</u>	<u>\$ (276,634)</u>	<u>\$ (60,392)</u>	<u>\$ (236,442)</u>	

Solano County Fair Association
Statement of Earnings by Department
For the Period Ending
November 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	\$ 155,592	\$ 204,212	\$ 214,700															
Fair parking/ RV space rental	84,187	98,080	99,700															
Fair concessions/ carnival	144,760	167,309	166,935															
Fair commercial space	39,550	48,295	44,000															
Fair entry fees	9,233	10,407	10,000															
Facility rental							878,130	868,414	870,200									
Satellite wagering										514,762	529,991	513,800						
Lease revenue													748,660	722,459	752,214			
Sign revenue																109,798	118,828	120,000
Sponsorship/ silent auction revenue	52,548	88,463	66,200	32,704	31,150	28,000												
Donations/ reimbursements																		
Miscellaneous	7,976	5,150	5,000															
State apportionment																		
Other non-operating revenue																		
Interest revenue																		
.33 funds																		
Total Revenues	\$ 493,846	\$ 621,915	\$ 606,535	\$ 32,704	\$ 31,150	\$ 28,000	\$ 878,130	\$ 868,414	\$ 870,200	\$ 514,762	\$ 529,991	\$ 513,800	\$ 748,660	\$ 722,459	\$ 752,214	\$ 109,798	\$ 118,828	\$ 120,000
Expenses																		
Wages/ payroll tax	\$ 209,419	\$ 150,573	\$ 175,704	\$ 7,431	\$ 6,037	7,482	\$ 136,972	\$ 76,681	\$ 89,458	\$ 134,567	\$ 136,445	\$ 142,678	\$ 111	\$ 326	\$ 614	\$ 355	\$ 301	\$ 614
Payroll accrued																		
Workers' comp/ health/ comp absenses	15,318	11,473	9,331	415	280	348	18,894	12,963	14,155	30,079	32,987	34,927	6	15	29	20	14	29
Pension expense	5,010	4,772	5,951	-	-	-	5,499	3,671	4,730	21,420	23,229	25,700	-	-	-	-	-	-
Professional services	145,282	165,111	156,788	813	-	400	69,670	70,003	84,624	54,467	73,344	68,160	-	2,000	2,000	2,237	2,272	1,441
Supplies and expenses	29,952	24,450	33,575	7,699	6,613	5,800	18,033	15,285	16,000	11,524	12,020	13,500	-	-	-	13	102	200
Utilities, water, and garbage	19,478	19,576	22,400	-	-	-	67,727	83,331	56,000	48,296	46,583	55,000	36,133	38,366	43,501	45,823	32,808	51,000
Equipment maintenance	-	151	-	-	-	-	1,303	239	-	1,840	-	-	85	-	-	380	-	-
Liability Insurance	3,066	3,496	3,600	-	-	-	3,115	2,225	4,500	-	-	-	-	-	-	-	-	-
Dues, permits, assessments	1,786	6,526	3,214	-	-	-	995	11,201	1,145	1,915	7,790	3,219	81,909	81,909	83,204	1,233	1,058	1,125
Buildings and grounds	14,400	14,304	16,550	375	385	400	15,017	4,188	3,000	9,355	5,636	6,000	2,006	2,139	1,000	1,171	1,771	2,500
Advertising/ promo/ publications	76,626	81,081	81,300	260	520	-	574	590	1,500	9,973	8,386	12,500	-	-	-	-	-	-
Travel/ meetings/ training	11,841	14,004	15,950	12,513	11,770	13,000	124	48	500	507	603	500	-	-	-	63	113	140
Directors' expense	11,391	9,583	10,500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equipment rental	128,695	137,784	139,100	1,254	1,188	1,500	24,144	14,444	14,500	-	774	1,000	2,472	2,653	2,900	-	1,155	2,000
Entertainment- stages and ground	104,780	106,984	105,700	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premiums	30,240	32,601	33,800	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bank charges, credit card fees	3,096	4,329	4,400	-	-	-	2,560	2,870	1,900	-	-	-	-	-	-	-	-	-
Cash short/ (over), bad debt	-	31	-	-	-	-	251	23	-	(2)	(10)	-	-	-	-	-	-	-
Equipment (non capitalized)	1,191	3,320	-	-	-	-	3,171	7,585	3,000	1,611	1,370	-	-	-	-	-	844	-
Special projects	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Donated services/ sponsor expenses	3,181	1,470	1,600	-	-	-	-	18,365	10,000	-	-	-	-	-	-	-	-	-
Interest expense	-	-	-	-	-	-	-	-	-	-	-	-	16,951	19,090	20,825	-	-	-
Total Expenses	\$ 814,751	\$ 791,620	\$ 819,463	\$ 30,760	\$ 26,794	\$ 28,930	\$ 368,048	\$ 323,712	\$ 305,012	\$ 325,551	\$ 349,158	\$ 363,184	\$ 139,673	\$ 146,497	\$ 154,073	\$ 51,294	\$ 40,438	\$ 59,049
Net Profit/(Loss) before depreciation	\$ (320,905)	\$ (169,705)	\$ (212,928)	\$ 1,944	\$ 4,357	\$ (930)	\$ 510,082	\$ 544,703	\$ 565,188	\$ 189,211	\$ 180,833	\$ 150,616	\$ 608,987	\$ 575,962	\$ 598,141	\$ 58,503	\$ 78,390	\$ 60,951

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

	Admin			Maint			Guest Safety			Other			Atlas Fire Large Animal Evac			Total		
	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																155,592	204,212	214,700
Fair parking/ RV space rental																84,187	98,080	99,700
Fair concessions/ carnival																144,760	167,309	166,935
Fair commercial space																39,550	48,295	44,000
Fair entry fees																9,233	10,407	10,000
Facility rental																878,130	868,414	870,200
Satellite wagering																514,762	529,991	513,800
Lease revenue																748,660	722,459	752,214
Sign revenue																109,798	118,828	120,000
Sponsorship/ silent auction revenue																85,253	119,613	94,200
Donations/ reimbursements													10,978	-	-	10,978	0	0
Miscellaneous													-	302		7,976	5,452	5,000
State apportionment													30,552	32,487	32,487	30,552	32,487	32,487
Other non-operating revenue													7,140	12,216	29,240	7,140	12,216	29,240
Interest revenue													704	2,104	100	704	2,104	100
.33 funds													39,932	44,469	40,356	39,932	44,469	40,356
Total Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 78,329	\$ 91,577	\$ 102,183	\$ 10,978	\$ -	\$ -	\$ 2,867,207	\$ 2,984,335	\$ 2,992,932
Expenses																		
Wages/ payroll tax	\$ 266,935	\$ 244,868	\$ 273,499	\$ 180,180	\$ 291,675	\$ 301,420	\$ 51,741	\$ 46,732	\$ 52,550				\$ 38,836	\$ -	\$ -	1,026,546	953,638	1,044,019
Payroll accrued	\$ 31,426	\$ 8,940	\$ 6,000													31,426	8,940	6,000
Workers' comp/ health/ comp absenses	60,178	37,149	58,300	53,213	62,569	64,450	2,893	2,116	2,441				2,092	-	-	183,108	159,568	184,010
Pension expense	60,233	52,791	61,000	33,976	51,143	57,000	6,234	5,867	7,700				2,653	-	-	135,026	141,473	162,081
Professional services	25,816	39,064	45,000	-	-	-	7,261	15,604	15,988				4,666	-	-	310,210	367,398	374,401
Supplies and expenses	8,804	7,622	8,775	20,154	18,882	23,950	4,167	3,404	4,150				9,686	-	-	110,031	88,379	105,950
Utilities, water, and garbage	-	-	-	58,702	36,670	45,500	-	-	-				6,315	-	-	282,474	257,333	273,401
Equipment maintenance	413	400	500	45,140	36,273	30,000	4,421	1,419	3,000				1,062	-	-	54,644	38,482	33,500
Liability Insurance	81,387	72,701	81,000	-	-	-	-	-	-				-	-	-	87,568	78,423	89,100
Dues, permits, assessments	9,569	8,899	10,100	266	2,604	2,600	-	-	-				-	-	-	97,671	119,986	104,607
Buildings and grounds	177	-	-	13,348	16,849	18,000	63	-	-				2,290	-	-	58,202	45,273	47,450
Advertising/ promo/ publications	-	-	-	-	-	-	-	-	-				-	-	-	87,433	90,576	95,300
Travel/ meetings/ training	1,529	498	1,500	285	629	850	-	291	-				-	-	-	26,862	27,953	32,440
Directors' expense	9,863	8,715	11,000	-	-	-	-	-	-				-	-	-	21,254	18,298	21,500
Equipment rental	455	639	650	3,354	3,468	5,500	-	-	-				39,642	-	-	200,016	162,104	167,150
Entertainment- stages and ground	-	-	-	-	-	-	-	-	-				-	-	-	104,780	106,984	105,700
Premiums	-	-	-	-	-	-	-	-	-				-	-	-	30,240	32,601	33,800
Bank charges, credit card fees	5,125	5,361	5,500	-	-	-	-	-	-				-	-	-	10,781	12,560	11,800
Cash short/ (over), bad debt	-	-	-	-	-	-	-	-	-				-	-	-	249	44	0
Equipment (non capitalized)	978	1,360	-	1,206	1,725	-	392	518	500				-	-	-	8,548	16,723	3,500
Special projects	-	-	-	-	-	-	-	-	-	36,936	23,771	64,240	-	-	-	36,936	23,771	64,240
Donated services/ sponsor expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,181	19,835	11,600
Interest expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	16,951	19,090	20,825
Total Expenses	\$ 562,888	\$ 489,007	\$ 562,824	\$ 409,824	\$ 522,488	\$ 549,270	\$ 77,172	\$ 75,949	\$ 86,329	\$ 36,936	\$ 23,771	\$ 64,240	\$ 107,242	\$ -	\$ -	\$ 2,924,140	\$ 2,789,434	\$ 2,992,374
Net Profit/(Loss) before depreciation	\$ (562,888)	\$ (489,007)	\$ (562,824)	\$ (409,824)	\$ (522,488)	\$ (549,270)	\$ (77,172)	\$ (75,949)	\$ (86,329)	\$ 41,393	\$ 67,805	\$ 37,943	\$ (96,264)	\$ -	\$ -	\$ (56,933)	\$ 194,902	\$ 558

Jr Livestock Auction- Solano County Fair

Statement of Financial Position as of

November 30, 2017

Unaudited

ASSETS

Assets	November 30, 2017
Assets	
Cash and cash equivalents	11,682
Accounts receivable	<u>1,774</u>
Total assets	<u><u>13,456</u></u>

LIABILITIES AND AUCTION RESERVES

Liabilities

Liabilities	
Accounts payable	0
Deferred revenue	<u>1,829</u>
Total liabilities	<u>1,829</u>

Jr livestock auction reserve

Profit (loss) jr livestock auction	(1,543)
Jr livestock auction reserve as of Jan 1	<u>13,170</u>
Jr livestock auction reserve	<u>11,627</u>
Total liabilities and auction reserve	<u><u>13,456</u></u>

Jr Livestock Auction- Solano County Fair

Statement of Earnings

For the Period Ending

November 30, 2017

Unaudited

	Current Month	2017 Year-to-Date	2016 Year-to-Date
Revenues			
JLA- receipts from buyers	-	156,084	118,577
JLA- auction fund contributions	50	2,560	1,230
JLA- prior year revenue	-	-	778
Total Revenues	\$ 50	\$ 158,644	\$ 120,585
Expenses			
JLA- payment to sellers	-	146,135	107,125
JLA- lunch/dinner	-	3,807	1,586
JLA- labor costs	-	2,073	400
JLA- supplies & expenses	0	8,172	6,359
JLA- leases & rentals	-	-	-
Total Expenses	\$ 0	\$ 160,187	\$ 115,470
Net Profit/(Loss)	\$ 50	\$ (1,543)	\$ 5,115

JLA Reserve as of January 1	\$ 13,170
Add net profit/ (loss)	\$ (1,543)
JLA Reserve	\$ 11,627