

Cost Allocation Proposed Methodology for 2018 Actual Costs

	2017		2017 %		2018		2018 %		2018 % Adjusted/Proposed	2018 Cost Distribution Through 9/30/18
	Distribute	Exclusion	With Exclusion	Wages YTD	based on YTD	Adjusted/Proposed				
Wages	49,284.00	-	5.55%	-	0.00%	0.00%	0.00%	0.00%	-	
Atlas Fire Large Animal Evac*	235,827.00	249,691.00	26.56%	109,602.00	28.13%	22.01%	22.00%	22.00%	174,922.00	
Fair	8,542.00	9,045.00	0.96%	8,858.00	1.02%	1.78%	2.00%	2.00%	15,902.00	
Ag Day	386,756.00	409,490.00	43.56%	211,381.00	46.13%	42.46%	58.00%	54.00%	429,354.00	
Facility Rentals	206,878.00	219,036.00	23.30%	158,503.00	24.67%	31.83%	15.00%	15.00%	119,265.00	
Solano Race Place	117.00	122.00	0.01%	7,895.00	0.01%	1.59%	1.50%	4.00%	31,804.00	
Leases	375.00	395.00	0.04%	1,652.00	0.04%	0.33%	0.50%	1.00%	7,951.00	
Electronic Sign	-	-	0.00%	-	0.00%	0.00%	1.00%	2.00%	15,902.00	
Other (Special Projects)	887,779.00	887,779.00	99.98%	497,891.00	100.00%	100.00%	100.00%	100.00%	795,101.00	

NOTES:

1 - Exclusion Atlas Fire 1x Event

2 - Adjusted/Proposed percentages are based on 2018 to better reflect the change in business model from a 4 day fair to a 2 day fair for this year.

3 - Adjusted to better reflect actual personnel costs for Facility Rentals. These personnel costs in 2018 and past years have not been distributed at that detailed level, they have typically been rolled up into Maintenance. Beginning 2019, personnel costs will be allocated at a more detailed level.

	2018 YTD Actual
Administration	418,286.00
Maint	312,176.00
Guest Safety	64,639.00
	<u>795,101.00</u>

Leases Labor Allocations Matrix

as of Fri 11/16/18 sgh

Overhead Dept	Guest Safety	Admin	Maint	Total	%
Lease Desc	Hrs/Month	Hrs/Month	Hrs/Month	Hrs/Month	Hrs/Month
Esign	8	30	8	46	29%
6FDK	30	20	8	58	37%
Pre-School/Gem & Minerals	20	8	8	36	23%
ATT COW	8	4	1	13	8%
Marriott Hotel	0	1	1	2	1%
Carl's Jr/Chevron	0	1	0	1	1%
Total Hrs/Month	66	64	26	156	100%
% Hrs/Month	42%	41%	17%	100%	

Overhead Dept	Guest Safety	Admin	Maint	Total	%
Lease Desc	\$/Month	\$/Month	\$/Month	\$/Month	\$/Month
Esign	\$240.00	\$1,200.00	\$240.00	\$1,680.00	32%
6FDK	\$900.00	\$800.00	\$240.00	\$1,940.00	36%
Pre-School/Gem & Minerals	\$600.00	\$320.00	\$240.00	\$1,160.00	22%
ATT COW	\$240.00	\$160.00	\$30.00	\$430.00	8%
Marriott Hotel	\$0.00	\$40.00	\$30.00	\$70.00	1%
Carl's Jr/Chevron	\$0.00	\$40.00	\$0.00	\$40.00	1%
Total \$/Month	\$1,980.00	\$2,560.00	\$780.00	\$5,320.00	100%
% \$/Month	37%	48%	15%	100%	

Loaded Per Hour Wage Rate

\$30.00

\$40.00

\$30.00

January 1 thru September 30 2018

Cost Center Allocations

~ DRAFT ~ As of Tue 11/13/18 sgh ~ DRAFT ~

Cost Centers		Profit Centers						Net +/-		% Net
Dept	\$	CC OH Alloc %	Rev	Direct Exp	Alloc Exp	Total Exp				
Fair		22%	\$28,511	\$254,136	\$174,922	\$429,058		(\$100,547)		
Ag Day	\$418,286	2%	\$26,762	\$37,586	\$15,902	\$53,488		(\$26,726)	31%	
Maint	\$312,176	5%	\$711,040	\$136,903	\$39,755	\$176,658		\$534,382		
GS	\$64,639	55%	\$1,065,055	\$470,617	\$437,306	\$907,923		\$157,132		
		15%	\$460,113	\$264,836	\$119,265	\$384,101		\$76,012	69%	
Other		1%	\$76,061	\$61,258	\$7,951	\$69,209		\$6,852		
Totals	\$795,101	100%	\$2,367,542	\$1,225,336	\$795,101	\$2,020,437		\$347,105	100%	

January 1 thru December 31 2017

Cost Center Allocations

~ DRAFT ~ As of Tue 11/13/18 sgh ~ DRAFT ~

Cost Centers		Profit Centers						Net +/-		% Net
Dept	\$	CC OH Alloc %	Rev	Direct Exp	Alloc Exp	Total Exp				
Fair		22%	\$493,846	\$825,295	\$242,438	\$1,067,733		(\$73,887)		
Ag Day	\$571,525	2%	\$32,704	\$31,507	\$22,040	\$53,547		(\$20,843)	-15%	
Maint	\$445,064	10%	\$895,336	\$198,829	\$110,199	\$309,028		\$586,308		
GS	\$85,403	48%	\$1,051,734	\$517,368	\$528,956	\$1,046,324		\$5,410	115%	
		16%	\$548,720	\$352,990	\$176,319	\$529,309		\$19,411		
Other		2%	\$99,983	\$36,936	\$22,040	\$58,976		\$41,007		
Totals	\$1,101,992	100%	\$3,122,323	\$1,962,925	\$1,101,992	\$3,064,917		\$57,406	100%	

January 1 thru December 31 2016

Cost Center Allocations

~ DRAFT ~ As of Tue 11/13/18 sgh ~ DRAFT ~

Cost Centers		Profit Centers						Net +/-		% Net
Dept	\$	CC OH Alloc %	Rev	Direct Exp	Alloc Exp	Total Exp				
Fair		22%	\$617,501	\$794,534	\$258,327	\$1,052,861		(\$435,360)		
Ag Day	\$515,207	2%	\$35,550	\$27,302	\$23,484	\$50,786		(\$15,236)	66%	
Maint	\$573,920	10%	\$877,232	\$195,082	\$117,422	\$312,504		\$564,729		
GS	\$85,088	48%	\$938,143	\$356,146	\$563,623	\$919,769		\$18,374	34%	
		16%	\$563,190	\$376,153	\$187,874	\$564,027		(\$837)		
Other		2%	\$91,327	\$26,111	\$23,484	\$49,595		\$41,732		
Totals	\$1,174,215	100%	\$3,122,943	\$1,775,328	\$1,174,215	\$2,949,543		\$173,400	100%	

Net Position As of September 30, 2018

<u>Assets</u>	Per Board Report			Audited 2017	Audited 2016	Audited 2015	Audited 2014	Audited 2013	
	Current Assets	2018	2018 Adjusted						Notes
Cash and cash equivalents		521,095	521,095		190,671	286,593	241,290	88,564	693,569
Accounts receivable - general		26,246	26,246		209,868	93,219	49,445	154,986	85,775
Accounts receivable - leases		73,918	73,918		52,126	46,016	45,213	43,908	45,038
Accounts receivable - other		66,415	66,415				32,266	51,737	31,503
Inventory		2,447	2,447		1,132	8,056			8,387
Deposits and prepaid		3,820	3,820		6,711	4,365	11,355	9,950	3,834
Total current assets		693,941	693,941		460,508	438,249	379,569	349,145	868,106
Non-current assets									
Capital and intangible assets									
Land		167,085	167,085		167,085	167,085	167,085	167,085	167,085
Building & grounds, net		484,344	9,728,055	1	9,792,687	9,857,905	9,859,537	9,402,214	9,394,184
Equipment, furniture, and fixture, net		8,472	350,723	1	395,047	444,970	438,003	456,969	433,744
Intangible assets, net		5,303	(9,645,833)	1	(9,522,046)	(9,400,093)	(9,146,023)	(8,932,510)	(8,780,512)
Net Pension Assets		-	-		-	-	697,516	725,428	
Total non-current assets		665,204	600,030		832,773	1,069,867	1,318,602	1,791,274	1,939,929
Total Assets		1,359,145	1,293,971		1,293,281	1,508,116	1,698,171	2,140,419	2,808,035
Deferred Outflows of Resources									
Deferred outflows related to pensions		109,036	443,081	2	443,081	288,303	109,036	-	-
Total deferred outflows of resources		109,036	443,081		443,081	288,303	109,036	-	-
Liabilities									
Current Liabilities									
Accounts payable		51,598	51,598		54,363	45,695	92,141	39,269	99,776
Deferred revenue		6,458	6,458		11,324	14,568	8,863	6,522	13,002
Guaranteed deposits		43,520	43,520		52,559	23,194	38,678	39,460	50,091
Payroll payables and other liabilities		21,961	21,961		40,588	35,736		25,726	14,168
Compensated absences (current portion)		36,860	36,860						
Pension obligation bonds (Solano County allocation)		101,301	368,740	1	299,740	243,645	202,824	132,925	96,044
Current debt associated with fixed assets		5,672	5,672				4,091	3,265	6,745
Total current liabilities		267,370	534,809		458,574	362,838	346,597	247,167	279,826
Non-current liabilities									
Compensated absences		46,733	57,019	2	57,019	50,917	46,733	46,733	56,271
Long term debt associated with fixed assets		293,605	220,116	1	293,605	391,634	487,142	260,317	287,330
Non OPEB liability (Solano County allocation)		77,172	162,076	1	126,691	99,030	77,172	64,862	53,283
Net pension liability (Solano County allocation)		1,060,154	1,543,319	1	1,455,961	1,176,919	1,060,154	-	-
Pension obligation bonds (Solano County allocation)		633,654	502,122	1	545,311	592,245	633,654	633,654	669,927
Total non-current liabilities		2,111,318	2,484,651		2,478,587	2,310,745	2,304,855	1,005,566	1,066,811
Total liabilities		2,378,688	3,019,461		2,937,161	2,673,583	2,651,452	1,252,733	1,346,637
Deferred Inflows of Resources									
Deferred inflows related to pensions		278,120	187,703	2	187,703	289,188	278,120	-	-
Total deferred inflows of resources		278,120	187,703		187,703	289,188	278,120	-	-
Net Position									
Invested in capital assets		360,625	333,942	1	441,139	582,725	738,285	806,428	902,159
Temporary restricted - capital project/maintenance		39,203	39,203						
Temporary restricted - parking lot improvements		9,834	9,834		9,834	13,960	13,960	126,902	126,902
Temporary restricted - Fair Hands/Ag Day		42,992	42,992						
Temporary restricted- Golf Course Improvements		-	-						11,211
Temporary restricted - racing facilities improvements		8,775	8,775					2,370	2,370
Jr livestock auction reserve		15,194	15,194		12,940	13,170	8,055	3,187	3,151
Unrestricted resources		(1,665,249)	(1,920,052)		(1,852,415)	(1,776,207)	(1,882,665)	(51,201)	415,605
Total net position		(1,188,626)	(1,470,112)		(1,388,502)	(1,166,352)	(1,122,365)	887,686	1,461,398
			(1,470,112)		(1,388,502)	(1,166,352)	(1,122,365)	887,686	1,461,398
Change In Net Position			(81,610)		(222,150)	(43,987)	(2,010,051)	(573,712)	
			as of Sept 2018						

Footnote - Estimate Changes Methodology:

- 1 - Based on ratio change between 2016 & 2017
- 2 - Based on 2017 audit figures

	<u>Grounds Related Revenue</u>	<u>Parking</u>	<u>Food & Bev</u>	<u>Sponsorships</u>
2017 New Events				
Hemp Cannabis Fair	\$10,150.00	\$5,264.00		
Gymnastics Event North Bay Athletics Association	\$15,350.00			
Drone Event Flite Fest	\$26,510.00	\$11,892.00	\$452.00	
Office of Emergency Services Meeting	\$5,000.00			
WESTAT CDC Medical Information Gathering	\$20,000.00			
2017 Totals	\$77,010.00	\$17,156.00	\$452.00	
2018 New Events				
Dino Expeditions	\$13,000.00	\$21,336.00	\$1,013.65	
Gymnastics North Bay Athletics Association - Feb	\$9,100.00			
Robotics REC Foundation	\$18,300.00	\$5,712.00	\$3,966.88	
MMA	\$10,800.00	\$4,140.00	\$5,796.47	
Navarro Quinceanera	\$9,150.00			
AA Regional Meeting	\$5,500.00			
Lopez Quinceanera	\$2,500.00			
Billy Rodriguez Horse Jaripeo - May	\$13,891.55	\$3,216.00	\$8,531.51	
Tatoo Event The Catalyst, LLC (7/20-7/22)	\$9,000.00	\$3,012.00		
Advance Camp Boyscout Badge Event (9/28-9/30)	\$22,500.00			
Lantern Festival	\$56,000.00	\$53,168.50	\$43,444.27	
Bay Area Rhodesian Ridgeback Club	\$400.00			
Ammonia and Safety Training Institute	\$4,100.00		\$405.00	
Gymnastics North Bay Athletics Association (10/27-10/28)	\$9,100.00			
Collins Jaripeo (8/5)	\$7,500.00	\$2,188.00	\$10,330.00	
Valdez Quinceanera	\$8,700.00			
Gonzales Quinceanera	\$6,650.00			
Jamz	\$2,100.00			
Rodriquez Quinceanera	\$8,000.00			
Paramount TV	\$1,500.00			
Michael's Transportation	\$2,000.00			
2018 YTD Totals	\$219,791.55	\$92,772.50	\$73,487.78	
Sponsorship				
Benicia Plumbing				\$2,000.00
PG&E - 811				\$5,000.00
California Maritime Academy				\$6,500.00
Kaiser				\$7,500.00
Sunstate Equipment Co.				\$6,000.00
Building Trades / Labor Council				\$2,500.00
Sustainable Solano				\$500.00
La Mesa				Trade
Vallejo Waterfront Weekend				Trade
Sponsorship Totals				\$30,000.00
Category Totals	\$326,801.55	\$109,928.50	\$73,939.78	\$30,000.00
Grand Total	\$510,669.83			