

# OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

HUMBOLDT COUNTY

Conducting The HUMBOLDT COUNTY FAIR

at FERNDALE, California

For the period of January 1, 2021 to December 31, 2021

<b>DRAFT BUDGET - REVISED 11/25/2020</b>	Acct. No.	Actual 2019	Budgeted 2020	Estimated 2020	Proposed 2021
<b>TOTAL NET RESOURCES, JANUARY 1</b>					
Unrestricted net resources		\$119,895	(\$27,145)	(\$27,145)	\$22,855
Unrestricted Net Position - Pension/OPEB				0	0
Restricted resources				0	0
Investment in Capital Assets, Net of Related Debt		1,478,948	1,380,298	1,380,298	1,274,298
Subtotal (Total Net Resources)		1,598,843	1,353,153	1,353,153	1,297,153
<b>RESOURCES ACQUIRED:</b>					
Operating Revenues (From Page 2)		2,293,029	2,110,500	284,000	1,965,000
State (Local/Base) Allocations (to Page 2):	31200	38,190	38,000	210,000	104,000
Training Allocation & Other Fiscal & Admin Assistance (F&E)	31300	2,419	2,000	99,000	2,000
Capital Project Reimbursement Funds (from Sched 8A)	31900			0	0
One-time Revenue Sources (fire camp, sale of property, capital project aud	32500				
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000				
Other (e.g., Perf Rating used for oper.) (to Page 2)	34000				
<b>TOTAL RESOURCES ACQUIRED</b>		2,333,638	2,150,500	593,000	2,071,000
<b>TOTAL RESOURCES AVAILABLE</b>		3,932,481	3,503,653	1,946,153	3,368,153
<b>RESOURCES APPLIED:</b>					
Operating Expenditures (From Page 2)		2,469,760	1,960,500	543,000	1,959,000
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		2,469,760	1,960,500	543,000	1,959,000
Depreciation Expense (From Page 10)	90000	109,668	110,000	106,000	106,000
Pension Expense (From Page 10)	96000	0	0	0	0
OPEB Expense (From Page 10)	96001	0	0	0	0
<b>TOTAL RESOURCES APPLIED</b>		2,579,328	2,070,500	649,000	2,065,000
<b>TOTAL NET RESOURCES, DECEMBER 31</b>					
Unrestricted Net Resources Available for Operations		(\$27,145)	162,855	22,855	134,855
Unrestricted Net Position - Pension/OPEB	29400			0	0
Restricted Net Resources					
Investment in Capital Assets (From Schedule 7)		1,380,298	1,270,298	1,274,298	1,188,298
Subtotal (Should equal Total Net Resource Figure above)		\$1,353,153	\$1,433,153	\$1,297,153	\$1,303,153
Reserve Percentage		-1.1%	8.3%	4.2%	6.9%

<p><b>ALL FAIRS:</b></p> <p><i>Andrew J. Citrus</i> 12-30-20          President, Board of Directors Date</p> <p><i>Katharine</i> 12/30/20          Chief Executive Officer Date</p>	<p><b>COUNTY APPROVALS (County Fairs Only):</b></p> <p><i>Virginia Bass</i> 1/5/2021          Chairman, Board of Supervisors, Virginia Bass Date</p> <p><i>Ryan Sharp</i> 1/5/2021          County Clerk, Ryan Sharp, Deputy Date</p>
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Highlight Indicate GASB 68/75 Item.

## Summary of Operations

## HUMBOLDT COUNTY FAIR

DRAFT BUDGET REVISED 11/25/2020		Acct. No.	Actual 2019	Budgeted 2020	Estimated 2020	Proposed 2021
<b>OPERATING REVENUES:</b>						
Admissions to Grounds	41000		\$317,133	\$340,000		\$275,000
Commercial Space	41500		40,250	40,000		40,000
Carnival	42100		153,285	150,000		143,000
Concessions	42200		187,012	185,000		185,000
Exhibits	43000		44,739	44,000		44,000
Horse Show	44000					
Horse Racing (Live)	45000		524,479	611,000		610,000
Satellite Wagering	45005					
Fair Attractions	46000		12,000	10,000		10,000
Motorized Racing	46109					
Interim Attractions	46009					
Miscellaneous Fair	47000		523,499	517,500	96,000	455,000
Miscellaneous Non-Fair Programs	47005					
Interim Revenue	48000		476,386	213,000	188,000	203,000
Prior Year Revenue Adjustments	49000		14,246			
Other Operating Revenue	49500					
<b>TOTAL OPERATING REVENUES (to Page 1)</b>			<b>2,293,029</b>	<b>2,110,500</b>	<b>284,000</b>	<b>1,965,000</b>
<b>OPERATING EXPENDITURES:</b>						
Administration	50000		381,212	347,000	206,000	298,000
Maintenance & General Operations	52000		509,006	415,000	284,000	438,000
Publicity	54000		66,792	77,500		78,000
Attendance Operations	56000		153,772	115,000		125,000
Miscellaneous Fair	57000		207,509	192,000	45,000	180,000
Miscellaneous Non-Fair Programs	57005					
Premiums	58000		55,100	55,000		54,000
Exhibits	63000		71,069	65,000		67,000
Horse Show	64000					
Horse Racing (Live)	65000		694,680	609,000	8,000	636,000
Satellite Wagering	65005					
Fair Entertainment	66000		115,852	85,000		83,000
Motorized Racing	66109					
Interim Entertainment	66009		204,277			
Equipment (Funded by Fair)	72300					
Prior Year Expense Adjustments	80000		10,491			
Cash (over/under)	85000					
Other Operating Expense	94000					
<b>TOTAL OPERATING EXPENDITURES (to Page 1)</b>			<b>2,469,760</b>	<b>1,960,500</b>	<b>543,000</b>	<b>1,959,000</b>
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION, PENSION, OPEB</b>			<b>(176,731)</b>	<b>150,000</b>	<b>(259,000)</b>	<b>6,000</b>
Depreciation Expense	90000		109,568	110,000	106,000	106,000
Pension Expense	96000					
OPEB Expense	96001					
<b>NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION, PENSION, OPEB</b>			<b>(286,299)</b>	<b>40,000</b>	<b>(365,000)</b>	<b>(100,000)</b>
LOCAL (BASE) ALLOCATION - (From Page 1)	31200		38,190	38,000	210,000	104,000
OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)			2,419	2,000	99,000	2,000
UTILIZATION OF UNRESTRICTED NET RESOURCES (if applicable)						
<b>NET PROFIT/(LOSS) BEFORE DEPRECIATION &amp; PENSION, OPEB</b>			<b>(\$136,122)</b>	<b>\$190,000</b>	<b>\$50,000</b>	<b>\$112,000</b>
<b>NET PROFIT/(LOSS) AFTER DEPRECIATION &amp; PENSION, OPEB</b>			<b>(\$245,690)</b>	<b>\$80,000</b>	<b>(\$56,000)</b>	<b>\$6,000</b>

## Detail of Revenues

DRAFT BUDGET REVISED 11/25/2020	Acct.	Actual	Budgeted	Estimated	Proposed
	No.	2019	2020	2020	2021
<b>ADMISSIONS REVENUE:</b>					
Regular Fair Admissions	41010	252,228	275,000		225,000
Discounted Fair Admissions	41020	64,905	65,000		50,000
<b>TOTAL ADMISSIONS REVENUE</b>	<b>41000</b>	<b>317,133</b>	<b>340,000</b>	<b>0</b>	<b>275,000</b>
<b>COMMERCIAL SPACE REVENUE:</b>					
Outside Commercial Space	41510	17,950	18,000		18,000
Inside Commercial Space	41520	22,300	22,000		22,000
<b>TOTAL COMMERCIAL SPACE REVENUE</b>	<b>41500</b>	<b>40,250</b>	<b>40,000</b>	<b>0</b>	<b>40,000</b>
<b>CARNIVAL REVENUE:</b>					
Carnival	42100	79,622	80,000		75,000
Carnival: Pre-Sale	42110	73,663	70,000		68,000
<b>TOTAL CARNIVAL REVENUE</b>	<b>42100</b>	<b>153,285</b>	<b>150,000</b>	<b>0</b>	<b>143,000</b>
<b>CONCESSIONS REVENUE:</b>					
Food Concessions	42200	111,780	112,000		115,000
Non-Food Concessions	42300	75,232	73,000		70,000
<b>TOTAL CONCESSIONS REVENUE</b>	<b>42200</b>	<b>187,012</b>	<b>185,000</b>	<b>0</b>	<b>185,000</b>
<b>EXHIBITS REVENUE:</b>					
Entry Fees	43100	11,464	11,500		11,500
Donated & Sponsored Awards	43200	32,585	32,000		32,000
Advertising in Premium Book	43300				
Other (Explain)	43400	690	500		500
<b>TOTAL EXHIBITS REVENUE</b>	<b>43000</b>	<b>44,739</b>	<b>44,000</b>	<b>0</b>	<b>44,000</b>
<b>HORSE SHOW REVENUE:</b>					
Admissions	44100				
Entry and Stake Fees	44200				
Donations for Special Prizes	44300				
Stall Fees	44400				
Program Sales	44500				
Other (Explain)	44600				
<b>TOTAL HORSE SHOW REVENUE</b>	<b>44000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>LIVE HORSE RACING REVENUE:</b>					
Admissions	45100				
Track Commissions & Breakage	45200	300,278	400,000		400,000
Program Sales	45300	4,947	8,000		6,000
Concessions	45400	135,780	139,000		140,000
Other (Explain)	45500	83,474	64,000		64,000
<b>TOTAL LIVE HORSE RACING REVENUE</b>	<b>45000</b>	<b>524,479</b>	<b>611,000</b>	<b>0</b>	<b>610,000</b>

## Detail of Revenues

<b>DRAFT BUDGET</b>		Acct.	Actual	Budgeted	Estimated	Proposed
<b>REVISED 11/25/2020</b>		No.	2019	2020	2020	2021
<b>SATELLITE WAGERING REVENUE:</b>						
TOTAL SATELLITE WAGERING REVENUE	45005	0	0	0	0	0
<b>FAIR ATTRACTIONS REVENUE:</b>						
Sponsored Entertainment	46040	9,750	5,000		5,000	
Sponsored Rodeo	46120	2,250	2,500		2,500	
Sponsored BBQ	46125		2,500		2,500	
Destruction Derby Admissions	46400					
Performances Admissions	46500					
Admissions - Other	46600					
TOTAL FAIR ATTRACTIONS REVENUE	46000	12,000	10,000	0	10,000	
<b>MOTORIZED RACING REVENUE:</b>						
TOTAL MOTORIZED RACING REVENUE	46109	0	0	0	0	0
<b>INTERIM ATTRACTIONS REVENUE:</b>						
Performance Admissions	46209					
Other Admissions (List)	46309					
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	0	0	0
<b>MISCELLANEOUS FAIR REVENUE:</b>						
Parking	47100	64,662	65,000		52,000	
Fair Program Revenue	47200					
Utility Fee Reimbursement	47300					
Livestock Auction Revenue	47400	97,692	98,500	80,000	98,000	
Stall Rentals (Fairtime)	47500					
Camping Fees (Fairtime)	47700	12,154	12,000		15,000	
Other (Explain)	47800	36,410	42,000	3,000	40,000	
Sponsorships	47900	312,581	300,000	13,000	250,000	
TOTAL MISCELLANEOUS FAIR REVENUE	47000	523,499	517,500	96,000	455,000	
<b>MISCELLANEOUS NON-FAIR PROGRAMS:</b>						
Admissions	47105					
Commercial Exhibits	47205					
Concessions	47305					
Exhibits	47405					
Other (Explain)	47505					
TOTAL MISC. NON-FAIR PROGRAMS	47005	0	0	0	0	0

## Detail of Revenues

<b>DRAFT BUDGET</b> <b>REVISED 11/25/2020</b>	Acct.	Actual	Budgeted	Estimated	Proposed
	No.	2019	2020	2020	2021
<b>INTERIM REVENUE:</b>					
Rental of Buildings	48100	110,693	111,500	90,000	115,000
Grounds Rentals	48200	69,423	66,000	65,700	75,000
Equipment Rentals	48300				
Concessions Revenue	48400				
Utility Fee Reimbursement	48500	2,905	2,500	300	3,000
Interim Parking Revenue	48600				
Other Interim Revenue (List)	48700	87,218	33,000	32,000	10,000
Humboldt Ice Rink Revenue	48010	206,147			
<b>TOTAL INTERIM REVENUE</b>	<b>48000</b>	<b>476,386</b>	<b>213,000</b>	<b>188,000</b>	<b>203,000</b>
<b>TOTAL PRIOR YEAR REVENUE ADJUSTMENT:</b>					
	49000	14,246			
<b>OTHER OPERATING REVENUE:</b>					
Interest Earnings	49510				
Donations/Sponsorships (general)	49520				
Other (Explain)	49530				
Gain on Sale of Asset	49540				
<b>TOTAL OTHER OPERATING REVENUE</b>	<b>49500</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Detail of Expenditures

DRAFT BUDGET REVISED 11/25/2020	Acct.	Actual	Budgeted	Estimated	Proposed
	No.	2019	2020	2020	2021
<b>ADMINISTRATION EXPENSE:</b>					
Salaries & Wages - Permanent	50100	64,500	64,500	36,000	45,000
Salaries & Wages - Temporary	50200	89,013	80,000	27,000	69,000
Compensated Absences Expense	50300				0
Employee Benefits - Employer's Share	50310				
Payroll Taxes	50320	13,107	12,300	6,000	11,000
Worker's Compensation Insurance	50330	13,775	13,000	8,000	8,000
Professional Services (Contractual)	50400	27,283	30,000	27,000	34,000
Director's Expense	50500	191	500		
Traveling/Training Expense - Employees	50600	4,652	2,500		2,500
Office Supplies and Expense	50700	17,147	17,500	8,000	18,000
Telephone and Postage	50800	22,248	22,100	17,000	20,000
Dues and Subscriptions	50900	555	600	2,000	500
Insurance (General Liability)	51000	71,729	72,000	40,000	60,000
Other (Explain)	51100	46,012	26,500	29,500	20,000
Unemployment Insurance (Non-reimbursed)	51200				
Audit Expense	51300	11,000	5,500	5,500	10,000
Current Year Bad Debt Expense	51400				
<b>TOTAL ADMINISTRATION EXPENSE</b>	<b>50000</b>	<b>381,212</b>	<b>347,000</b>	<b>206,000</b>	<b>298,000</b>
<b>MAINTENANCE &amp; GENERAL OPERATIONS:</b>					
Salaries & Wages - Permanent	52100	58,925	61,500	50,000	57,800
Salaries & Wages - Temporary	52200	74,051	55,000	12,000	59,000
Employee Benefits	52210	1,874	2,000	1,700	2,000
Payroll Taxes	52220	15,082	14,100	7,000	14,000
Worker's Compensation Insurance	52230	10,449	9,400	9,000	9,300
Professional Services (Contractual)	52300	800	1,000	2,000	1,000
Rental - Land & Buildings	52400				
Rental - Maintenance Equipment	52500	8,000	6,000		6,000
Rental - Public Address & Intercom	52600				
Temporary Electrical Work (Contractual)	52700			7,000	
Light, Heat, Water and Power	52800	112,287	97,000	86,000	120,000
Maintenance of Equipment - Supplies & Expense	52900	51,160	42,000	20,000	45,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	159,593	114,000	79,800	110,000
Trash Removal, Clean up (Contractual)	53100	10,215	10,000	9,500	10,500
Other (Explain)	53200	6,570	3,000		3,400
Special Repairs & Maintenance (List)	53300				
<b>TOTAL MAINTENANCE EXPENSE</b>	<b>52001</b>	<b>509,006</b>	<b>415,000</b>	<b>284,000</b>	<b>438,000</b>

## Detail of Expenditures

<b>DRAFT BUDGET</b>		Acct.	Actual	Budgeted	Estimated	Proposed
<b>REVISED 11/25/2020</b>		No.	2019	2020	2020	2021
<b>PUBLICITY EXPENSE:</b>						
Salaries & Wages - Permanent	54100					
Salaries & Wages - Temporary	54101			12,000		12,000
Employee Benefits	54110					
Payroll Taxes	54120			1,500		1,500
Worker's Compensation Insurance	54130			700		700
Professional Services (Contractual)	54200					
Supplies and Expense	54300	4,980	6,000			6,000
Advertising	54400	43,103	40,000			40,000
Promotional Expense	54500	8,307	8,000			8,000
Public Relations Expense	54600					
Pre-Fair Events	54700	8,366	8,000			8,000
Other (Explain)	54800	2,036	1,300			1,800
<b>TOTAL PUBLICITY EXPENSE</b>	<b>54000</b>	<b>66,792</b>	<b>77,500</b>	<b>0</b>	<b>0</b>	<b>78,000</b>
<b>ATTENDANCE OPERATIONS:</b>						
Salaries & Wages - Permanent	56100					
Salaries & Wages - Temporary	56101	36,385	37,150			39,000
Employee Benefits	56110					
Payroll Taxes	56120	5,175	5,150			5,600
Worker's Compensation Insurance	56130	2,183	2,200			2,400
Professional Services (Contractual)	56200	102,854	63,000			70,000
Supplies and Expense	56300	7,175	7,500			8,000
Other (Explain)	56400					
<b>TOTAL ATTENDANCE OPERATIONS</b>	<b>56000</b>	<b>153,772</b>	<b>115,000</b>	<b>0</b>	<b>0</b>	<b>125,000</b>
<b>MISCELLANEOUS FAIR EXPENSE:</b>						
Midway & Friendship Square Supplies	57100	23,129	24,000			20,000
Parking Lot - Salaries & Wages - Permanent	57101					
Parking Lot - Salaries & Wages - Temporary	57102					
Program Expense	57200					
Utility Fees	57300					
Exhibit Guide	57400					
Livestock Auction Expense	57500	70,695	55,000	45,000		60,000
Sponsorship Expense	57700	34,968	35,500			30,000
Other (Explain)	57800	22,499	23,000			20,000
Commercial Exhibits & Concessions	57900	56,218	54,500			50,000
<b>TOTAL MISCELLANEOUS FAIR</b>	<b>57000</b>	<b>207,509</b>	<b>192,000</b>	<b>45,000</b>	<b>0</b>	<b>180,000</b>
<b>MISCELLANEOUS NON-FAIR PROGRAMS:</b>						
Salaries & Wages - Permanent	57105					
Salaries & Wages - Temporary	57106					
Employee Benefits	57115					
Payroll Taxes	57125					
Worker's Compensation Insurance	57135					
Supplies & Expense	57205					
Publicity	57305					
Attendance	57405					
Exhibits	57505					
Other (Explain)	57605					
Allocated Sponsorship	57900					
<b>TOTAL MISCELLANEOUS FAIR</b>	<b>57000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Details of Expenditures

<b>DRAFT BUDGET</b>		Acct.	Actual	Budgeted	Estimated	Proposed
<b>REVISED 11/25/2020</b>		No.	2019	2020	2020	2021
<b>PREMIUMS EXPENSE (Excluding Horse Show):</b>						
Cash Awards	58100	46,617	45,500		45,000	
Trophies, Medals, Ribbons	58200	7,711	7,500		7,000	
Sponsored Cash Awards	58300					
Sponsored Trophies, Medals, Ribbons	58400					
Other Awards (Explain)	58500	772	2,000		2,000	
<b>TOTAL PREMIUM EXPENSE</b>	<b>58000</b>	<b>55,100</b>	<b>55,000</b>	<b>0</b>	<b>54,000</b>	
<b>EXHIBITS EXPENSE:</b>						
Salaries & Wages - Permanent	63100					
Salaries & Wages - Temporary	63101	47,860	44,200		46,000	
Employee Benefits	63110					
Payroll Taxes	63120	4,517	4,500		4,500	
Worker's Compensation Insurance	63130	1,896	1,800		1,800	
Judges (Contractual)	63200	11,464	10,000		10,000	
Professional Services - Other (Contractual)	63300	968	1,000		1,000	
Supplies and Expense	63400	2,172	2,000		2,200	
Tent & Booth Rental	63500					
Decorations	63600					
Other (Explain)	63700	2,192	1,500		1,500	
<b>TOTAL EXHIBITS EXPENSE</b>	<b>63000</b>	<b>71,069</b>	<b>65,000</b>	<b>0</b>	<b>67,000</b>	
<b>HORSE SHOW EXPENSE (Including Premiums):</b>						
Salaries & Wages - Permanent	64100					
Salaries & Wages - Temporary	64101					
Employee Benefits	64110					
Payroll Taxes	64120					
Worker's Compensation Insurance	64130					
Judges (Contractual)	64200					
Professional Services - Other (Contractual)	64300					
Supplies and Expense	64400					
Cattle Fees	64500					
Other (Explain)	64600					
Tent & Booth Rental	64610					
Decorations	64620					
Cash Awards	64710					
Trophies, Medals, Ribbons	64720					
Sponsored Cash Awards	64730					
Sponsored Trophies, Medals, Ribbons	64740					
<b>TOTAL HORSE SHOW EXPENSE</b>	<b>64000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	



Detail of Expenditures

<b>DRAFT BUDGET</b>		Acct.	Actual	Budgeted	Estimated	Proposed
<b>REVISED 11/25/2020</b>		No.	2019	2020	2020	2021
<b>NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):</b>						
TOTAL EQUIPMENT EXPENSE	72300	0	0	0	0	
<b>PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:</b>						
Prior Year Expense	80100	10,036				
Bad Debt Expense	80120	455				
PRIOR YEAR EXPENDITURE	80000	10,491	0	0	0	
<b>CASH SHORTAGES &amp; OVERAGES:</b>						
Ticket Sales	85100					
Souvenir Sales	85200					
Merchandise Sales	85500					
Other (Explain)	85900					
CASH (OVER)/UNDER	85000	0	0	0	0	
<b>DEPRECIATION EXPENSE: (From: Sch 7 / To: Pg. 1)</b>						
	90000	109,568	110,000	106,000	106,000	
*PENSION EXPENSE: (To: Pg. 1)	96000			0	0	
*OPEB EXPENSE: (To: Pg. 1)	96001			0	0	
<b>OTHER OPERATING EXPENSE:</b>						
Loss on Sale of Asset	94010					
Other Expenses						
TOTAL OTHER OPERATING EXPENSE	94000	0	0	0	0	

## Detail of Expenditures

<b>DRAFT BUDGET</b>		Acct.	Actual	Budgeted	Estimated	Proposed
<b>REVISED 11/25/2020</b>		No.	2019	2020	2020	2021
<b>HORSE RACING EXPENSE (LIVE):</b>						
Salaries & Wages (Non Pari-Mutuel)	65100	48,395	46,400			49,600
Salaries & Wages (Pari-Mutuel)	65200	20,502	21,100			21,000
Employee Benefits	65210	6,648	6,500	1,200		6,700
Payroll Taxes	65220	9,772	9,500			8,600
Worker's Compensation Insurance	65230	4,561	4,500			5,600
Professional Services (Contractual)	65300	426,232	384,000			400,000
Supplies and Expense	65400	123,657	86,000			90,000
Rental - Totalisator Equipment	65600	32,991	29,000			33,000
Rental - Other Equipment	65700	4,670	5,500			5,000
Other (Explain)	65800	17,252	16,500	6,800		16,500
<b>TOTAL RACING EXPENSE (LIVE)</b>	<b>65000</b>	<b>694,680</b>	<b>609,000</b>	<b>8,000</b>		<b>636,000</b>
<b>SATELLITE WAGERING EXPENSE:</b>						
<b>TOTAL SATELLITE WAGERING</b>	<b>65005</b>	<b>0</b>	<b>0</b>	<b>0</b>		<b>0</b>
<b>FAIR ENTERTAINMENT EXPENSE:</b>						
Salaries & Wages - Permanent	66100					
Salaries & Wages - Temporary	66101					
Employee Benefits	66110					
Payroll Taxes	66120					
Worker's Compensation Insurance	66130					
Professional Services (Contractual)	66200					
Rodeo	66375	11,990	12,000			12,500
BBQ	66380	6,644	5,500			5,500
Grounds Entertainment	66500	67,765	57,500			55,000
Grandstand Entertainment	66600					
Other (Explain)	66700	29,453	10,000			10,000
<b>TOTAL FAIR ENTERTAINMENT</b>	<b>66000</b>	<b>115,852</b>	<b>85,000</b>	<b>0</b>		<b>83,000</b>
<b>MOTORIZED RACING EXPENSE:</b>						
<b>TOTAL MOTORIZED RACING EXPENSE</b>	<b>66109</b>	<b>0</b>	<b>0</b>	<b>0</b>		<b>0</b>
<b>INTERIM ENTERTAINMENT EXPENSE:</b>						
Salaries & Wages - Permanent	66208					
Salaries & Wages - Temporary	66209					
Employee Benefits	66219					
Payroll Taxes	66229					
Worker's Compensation Insurance	66239					
Supplies & Expense	66309					
Humboldt Ice Rink	70000	204,277				
Other (Explain)	66809					
<b>TOTAL INTERIM ENTERTAINMENT</b>	<b>66009</b>	<b>204,277</b>	<b>0</b>	<b>0</b>		<b>0</b>

**Variance Report**      **Automatically prepared**

	Acct. No.	Budgeted vs. Estimated Fluctuation		2020 Budgeted	2020 Estimated	2021 Proposed	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change				\$ Change	% Change
<b>OPERATING REVENUES:</b>								
Admissions to Grounds	41000	(\$340,000)	-100.0%	\$340,000		\$275,000	\$275,000	#DIV/0!
Commercial Space	41500	(40,000)	-100.0%	40,000		40,000	40,000	#DIV/0!
Carnival	42100	(150,000)	-100.0%	150,000		143,000	143,000	#DIV/0!
Concessions	42200	(185,000)	-100.0%	185,000		185,000	185,000	#DIV/0!
Exhibits	43000	(44,000)	-100.0%	44,000		44,000	44,000	#DIV/0!
Horse Show	44000		#DIV/0!					#DIV/0!
Horse Racing (Live)	45000	(611,000)	-100.0%	611,000		610,000	610,000	#DIV/0!
Satellite Wagering	45005		#DIV/0!					#DIV/0!
Fair Attractions	46000	(10,000)	-100.0%	10,000		10,000	10,000	#DIV/0!
Motorized Racing	46109		#DIV/0!					#DIV/0!
Interim Attractions	46009		#DIV/0!					#DIV/0!
Miscellaneous Fair	47000	(421,500)	-81.4%	517,500	96,000	455,000	359,000	374.0%
Misc. Non-Fair Programs	47005		#DIV/0!					#DIV/0!
Interim Revenue	48000	(25,000)	-11.7%	213,000	188,000	203,000	15,000	8.0%
Prior Year Revenue Adj	49000		#DIV/0!					#DIV/0!
Other Operating Revenue	49500		#DIV/0!					#DIV/0!
<b>TOTAL OPERATING REVENUES</b>		<b>(1,826,500)</b>	<b>-86.5%</b>	<b>2,110,500</b>	<b>284,000</b>	<b>1,965,000</b>	<b>1,681,000</b>	<b>591.9%</b>
<b>OPERATING EXPENDITURES:</b>								
Administration	50000	(141,000)	-40.6%	347,000	206,000	298,000	92,000	44.7%
Maintenance & Gen Ops	52000	(131,000)	-31.6%	415,000	284,000	438,000	154,000	54.2%
Publicity	54000	(77,500)	-100.0%	77,500		78,000	78,000	#DIV/0!
Attendance Operations	56000	(115,000)	-100.0%	115,000		125,000	125,000	#DIV/0!
Miscellaneous Fair	57000	(147,000)	-76.6%	192,000	45,000	180,000	135,000	300.0%
Misc. Non-Fair Programs	57005		#DIV/0!					#DIV/0!
Premiums	58000	(55,000)	-100.0%	55,000		54,000	54,000	#DIV/0!
Exhibits	63000	(65,000)	-100.0%	65,000		67,000	67,000	#DIV/0!
Horse Show	64000		#DIV/0!					#DIV/0!
Horse Racing (Live)	65000	(601,000)	-98.7%	609,000	8,000	636,000	628,000	7850.0%
Satellite Wagering	65005		#DIV/0!					#DIV/0!
Fair Entertainment Expense	66000	(85,000)	-100.0%	85,000		83,000	83,000	#DIV/0!
Motorized Racing	66109		#DIV/0!					#DIV/0!
Interim Entertainment Exp	66009		#DIV/0!					#DIV/0!
Equipment (Funded by Fair)	72300		#DIV/0!					#DIV/0!
Prior Year Expense Adj	80000		#DIV/0!					#DIV/0!
Cash (over/under)	85000		#DIV/0!					#DIV/0!
Depreciation	90000	(4,000)	-3.6%	110,000	106,000	106,000		
Other Operating Expense	94000		#DIV/0!					#DIV/0!
<b>TOTAL OPERATING EXPENDITURES</b>		<b>(1,421,500)</b>	<b>-68.7%</b>	<b>2,070,500</b>	<b>649,000</b>	<b>2,065,000</b>	<b>1,416,000</b>	<b>218.2%</b>
<b>NET EFFECT</b>		<b>(\$405,000)</b>	<b>-1012.5%</b>	<b>\$40,000</b>	<b>(\$365,000)</b>	<b>(\$100,000)</b>	<b>\$265,000</b>	<b>-1</b>

Exhibit I  
**BUDGET VARIANCE EXPLANATION**

**Fair Organization:**

	Accounts	Budgeted 2020 to Estimated 2020	Estimated 2020 to Proposed 2021
41000	Admissions		
41500	Commercial		
42100	Carnival		
42200	Concessions		
43000	Exhibits		
44000	Horse Show		
45000	Horse Racing		
45005	Satellite Wagering		
46000	Fair Attractions		
46009	Interim Attractions		
46109	Motorized Racing		
47000	Misc. Fair		
47005	Misc. Non-Fair		
48000	Interim		
49000	PY Revenue Adj.		
49500	Other Ops Rev		
50000	Administration		
52000	Maintenance/Gen. Ops		
54000	Publicity		
56000	Attendance Ops		
57000	Misc. Fair		
57005	Misc. Non-Fair		
58000	Premiums		
63000	Exhibits		
64000	Horse Show		
65000	Horse Racing		
65005	Satellite Wagering		
66000	Fair Entertainment		
66109	Motorized Racing		
66009	Interim Entertainment		
72300	Equipment		
80000	PY Expense Adj.		
85000	Cash (over/under)		
90000	Depreciation Expense		
94000	Other Operating Expense		

Permanent Positions on Roster for 2021  
 Filled, Vacant, and Proposed

ACCT. NO.	Expenditure Classification  CIVIL SERVICE CLASS TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
50100	Gen Mgr	4/1/2021	9	5,000.00	Mo..	45,000	45,000
50200	Office Mgr	4/1/2021	9	20.00	Hr.	28,000	
50200	Bookkeeper	4/1/2021	9	20.00	Hr.	24,000	52,000
52100	Maintenance Mgr	1/1/2021	12	18.00	Hr.	45,000	
52100	Maintenance - Gardener	1/1/2021	12	15.00	Hr.	12,800	57,800



## Temporary Positions Proposed for 2021

ACCT. NO.	Expenditure Classification  POSITION TITLE	# Employed		Length of Employment		Pay Rate		Amount Budgeted	
		Last	This	No.	Unit	Amount	Per Unit	Detail	Account Totals
		Year	Year						
50200	Fair Assistant	0	1	3	mos	15.00	Hr.	9,000	
50200	Fair Admin	0	2	2	mos	14.00	Hr.	8,000	17,000
52200	Fair Maint	0	12	3	mos	14.00	hHr.	59,000	
56101	Fair Admissions	0	29	2	wks	15.00	Hr.	39,000	
56101	Fair Exhibits - Hourly	0	25	83	hrs.	14.00	Hr.	29,000	
56101	Fair Exhibits - Salary	0	4	2	wks	Varies	Fair	17,000	46,000
65100	Racing - Receiving/Starters/Valets	0	22	6	days	260.00	Day	35,000	
65100	Racing - Bar Mgr	0	1	Fair		4,000.00	Fair	4,000	
65100	Racing - Bar	0	20	38	hrs.	14.00	Hr.	10,600	49,600
65200	Racing - Pari-Mutuel	0	18	39	hrs.	30.00	Hr.	21,000	





**PROPERTY, PLANT & EQUIPMENT  
PROPOSED ACQUISITIONS & DISPOSITIONS**

HUMBOLDT COUNTY FAIR  
(Legal Name of Fair)

FERNDALE  
(Location)

<b>DRAFT BUDGET</b>	<b>Estimated 2020</b>	<b>Proposed 2021</b>
PROPERTY, PLANT & EQUIPMENT (PP&E), January 1:	\$5,489,218	\$5,489,218
ACQUISITIONS OF FIXED ASSETS:		
Land	0	0
Buildings & Improvements:		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Building Improvements	0	0
Land Improvements	0	0
New Construction	0	0
Construction in Progress	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
TOTAL ACQUISITIONS OF FIXED ASSETS	0	0
TOTAL PP&E BEFORE DISPOSITIONS & DEPRECIATION	5,489,218	5,489,218
DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):		
Land	0	0
Buildings & Improvements	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
TOTAL DISPOSITIONS OF FIXED ASSETS	0	0
PP&E BEFORE DEPRECIATION, December 31	5,489,218	5,489,218
DEPRECIATION:		
Accumulated Depreciation, January 1	4,108,920	4,214,920
Less A/D on Dispositions of Fixed Assets above		
Annual Depreciation Expense (from page 10)	106,000	106,000
Accumulated Depreciation, December 31	4,214,920	4,320,920
PP&E, NET OF DEPRECIATION, December 31	1,274,298	1,168,298
LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)	0	0
INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)	\$1,274,298	\$1,168,298

NOTE: Enter all numbers as a positive.

**NON-FAIR FUNDS RECONCILIATION  
FOR CAPITALIZED PROJECTS**

HUMBOLDT COUNTY FAIR

(Legal Name of Fair)

	Account Number	Estimated 2020	Proposed 2021
SUMMARY: January 1 to December 31			
<b>PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue)</b>		\$0	\$0
<b>RESOURCES ACQUIRED (Both cash rec'd &amp; funds held outside of fair)</b>			
Revenue Generating Funds	31900		
Major Maintenance (MMP) Funds	31900		
ADA Funds	31900		
Infrastructure Matching Grants Fund	31900		
Infrastructure Loan Program	31900		
Replenishment Fund (Investment Capital)	31900		
Environmental Investment Program	31900		
Urgent Needs Fund	31900		
Flex Capital Funds (Used for capitalized assets only)	31900		
Grants from Outside Entities	31900		
Other (Specify)	31900		
<b>TOTAL RESOURCES</b>		0	0
<b>RESOURCES APPLIED (Run through Fair's accounting system) :</b>			
Construction in Progress	19000		
Land	19100		
Buildings & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
<b>TOTAL Non-Fair Funds Run Through Fair's Books</b>		0	0
<b>RESOURCES APPLIED (Paid directly by Non-Fair Entity)</b>			
Construction in Progress	19000		
Land	19100		
Building & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
<b>TOTAL Non-Fair Funds Paid Directly by Non-Fair Entity</b>		0	0
<b>FUNDS REMAINING (Show as Deferred Revenue)</b>		\$0	\$0

**SUMMARY OF SATELLITE WAGERING**

SW-1

	Acct. No.	Actual 2019	Budgeted 2020	Estimated 2020	Proposed 2021
<b>SATELLITE WAGERING REVENUE :</b>					
Admissions - General and Season	45115				
- VIP Area	45125				
Track Commissions (2%, .6%, etc.)	45205				
Program Sales	45305				
Concessions	45405				
Parking	45505				
Novelties/Souvenirs	45605				
Comcheck	45705				
Promotional and Advertising	45805				
Other - Sponsor revenue	45915				
- Impact Fees	45925				
- Miscellaneous (Explain)	45935				
- Reimbursement (Explain)	45945				
Prior Year Revenue Adjustment	49005				
<b>TOTAL (Forward to Page 4)</b>	<b>45005</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>SATELLITE WAGERING EXPENSE:</b>					
Labor Costs	65105				0
Employee Benefits	65115				
Payroll Taxes	65125				
Worker's Compensation Insurance	65135				
Travel/Training	65205				
Management Time	65315				
Professional Services & Contracts	65325				
Equipment Replacement Fund and/or Sinking Fund	65405				
Publicity and Marketing	65505				
Supplies & Expense - General (office, janitorial & maint)	65615				
- Programs, Concessions, Parking	65625				
Leases and/or Rentals	65705				
Fuel & Utilities	65805				
CHRB /CARF/Impact Fees	65905				
Other (Explain)	65915				
Prior Year Expenditure Adjustment	80005				
Cash Over/Under	85005				
<b>TOTAL (Forward to Page 9)</b>	<b>65005</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>NET EFFECT</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>



Summary of Motorized Racing (Fair-produced)

MR

	Acct. No.	Actual 2019	Budgeted 2020	Estimated 2020	Proposed 2021
<b>MOTORIZED RACING REVENUES:</b>					
Admissions					
Concessions					
Parking					
Sponsorships (List)					
Advertising Sales					
Reimbursements					
Prior Year Revenue Adjustment					
Other (List)					
<b>TOTAL (Carries to Page 4)</b>	46109	0	0	0	0
<b>MOTORIZED RACING EXPENDITURES:</b>					
Labor Costs					0
Supplies & Expense					
Publicity and Marketing					
Attendance					
Miscellaneous					
Prizes					
Leases and /or Rentals					
Fuel & Utilities					
Prior Year Expenditure Adjustment					
Cash over/under					
Other (List)					
<b>TOTAL (Carries to Page 9)</b>	66109	0	0	0	0
<b>NET EFFECT</b>					
		0	0	0	0
Number of Racing Days					
Total Number of Races					

