

Humboldt County Fair Association

# MONTHLY BUDGET

## JAN 2025 - DEC 2025

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Prepared by the Lighthouse Group



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## Scope

This report provides an overview of the financial data available for the time period of January through December 2024 for Humboldt County Fair Association, as well as the proposed budget for 2025. The key assumption to note in the FY25 budget is that there will be no horse racing.

## Objective

This report is prepared for the following objectives:

1. Display Humboldt County Fair Association's budget proposal for 2025
2. Compare the proposed budget revenue and expenses for 2025 to the 2024 budget and 2024 results.
3. Provide a high-level overview about the key variances.

## Overview

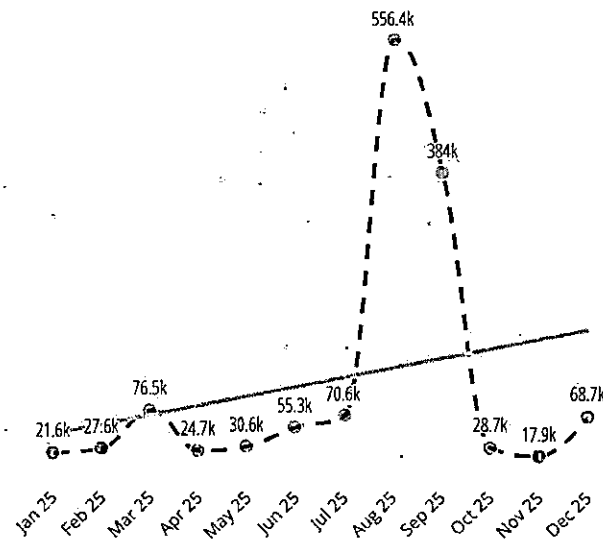
### 2025 Budget Proposal

- As a result of not running horse racing in FY25, total revenue is budgeted for \$1.4M, a 49% decrease from 2024 results. Horse racing revenue in 2024 was \$1.0M.
- Budget also incorporates expected decreases compared to 2024 in admissions revenue (\$99k) and concessions revenue (\$177k).
- As a result of the expected decreases in attendance and not running horse racing, expenses are also expected to decrease versus 2024, especially in administrative expense (\$118k), maintenance (\$73k), bar expenses (\$53k), and horse racing (\$884k).
- As a result of these decreases in expenses, total operating expenses are budgeted for \$1.4M, a \$1.2M decrease from 2024.
- Total JLA Revenues are budgeted for \$1.3M, a \$119k increase from 2024.
- Net Revenue is budgeted for \$8k, a \$14k increase from the \$6k net loss in 2024.

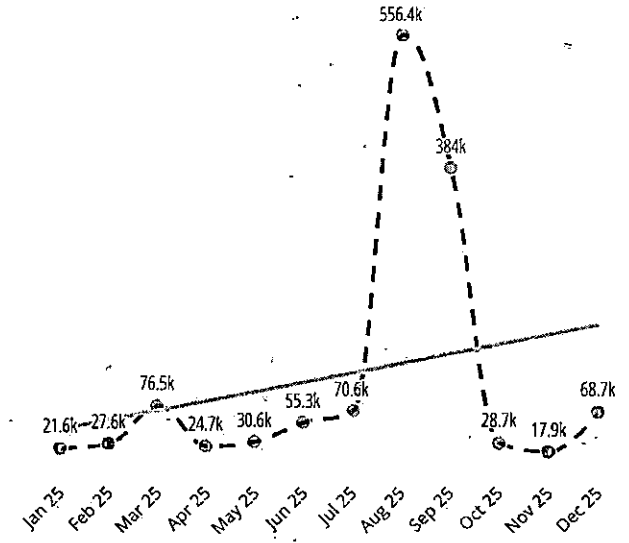
## Profitability Summary

	Jan 25 - Dec 25	
	<b>BUDGET</b>	<b>TREND</b>
Income	\$1,362,683	▼ -49%
Gross Profit Margin	100%	●
Net Profit Margin	1%	▼ -347%
Gross Profit	\$1,362,683	▼ -49%
Net Profit	\$7,602	▼ -225%
Cost of Goods Sold		
Total Expense	1,440,387	▼ -46%

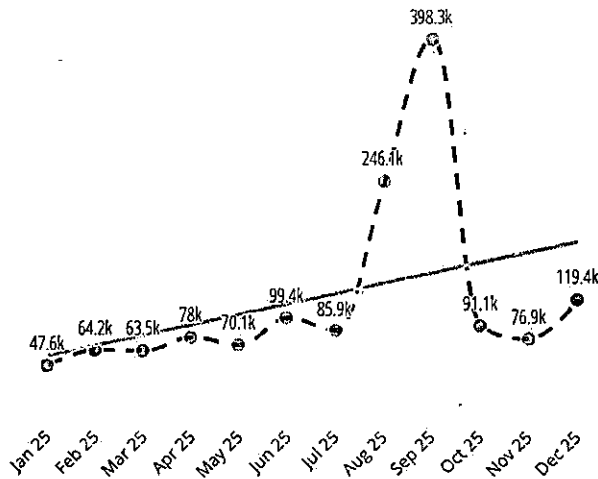
### Total Income



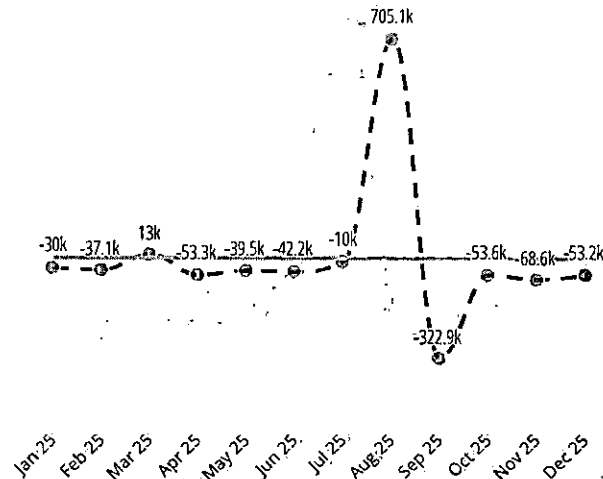
### Gross Profit



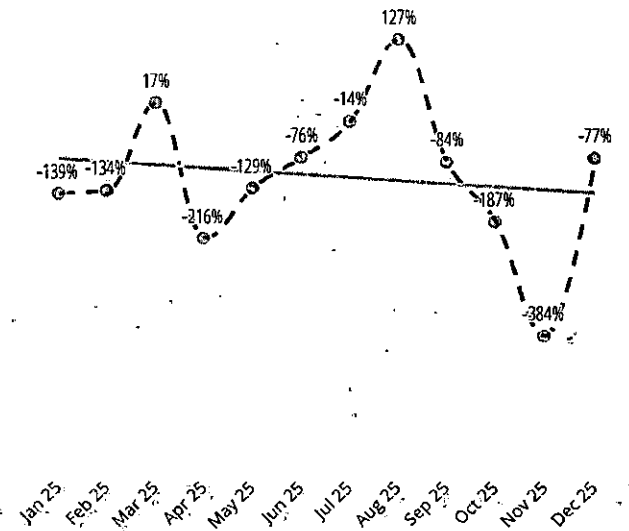
### Total Expense



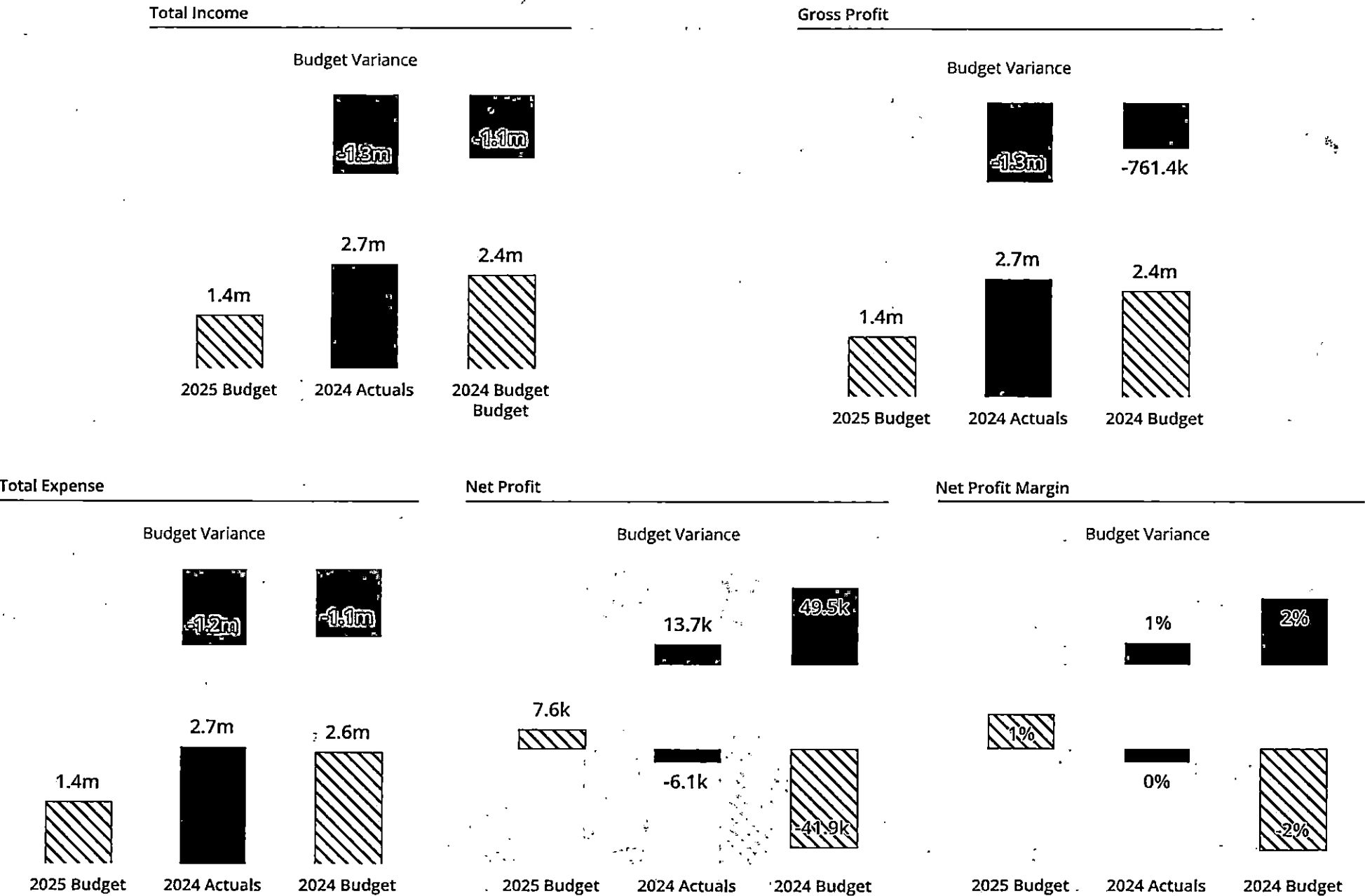
### Net Profit



### Net Profit Margin



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# Profit and Loss Budget Analysis Humboldt County Fair Association

	Jan 25 - Dec 25	Jan 24 - Dec 24			
	Proposed Budget	Actuals	\$ Change vs 2024 Actuals	% Change vs 2024 Actuals	Comments
Income					
31200 Local (Base) Allocation	39,500		39,500		
41000 Admission Revenue					
41010 Regular Fair Admissions	234,182	332,645	-98,463	-29.60%	
41020 Discounted Fair Admissions	11,493	16,325	-4,832	-29.60%	
41030 JL Wristbands	9,500	4,820	4,680	97.10%	
<b>Total 41000 Admission Revenue</b>	<b>255,175</b>	<b>353,790</b>	<b>-98,615</b>	<b>-27.87%</b>	
41500 Commercial Space Revenue					
41510 Outside Commercial Space	27,110	24,646	2,464	10.00%	
41520 Inside Commercial Space	25,867	22,450	3,417	15.22%	
<b>Total 41500 Commercial Space Revenue</b>	<b>52,977</b>	<b>47,096</b>	<b>5,881</b>	<b>12.49%</b>	
42100 Carnival Revenue					
42101 Regular Carnival Revenue	45,946	65,265	-19,319	-29.60%	
42110 Pre-Sale Carnival Revenue	35,000	33,215	1,785	5.37%	
<b>Total 42100 Carnival Revenue</b>	<b>80,946</b>	<b>98,480</b>	<b>-17,534</b>	<b>-17.80%</b>	
42200 Concessions Revenue					
42201 Food Concessions	92,848	131,885	-39,037	-29.60%	
42250 Alcohol Concessions	90,364	228,192	-137,828	-60.40%	
42300 Non-Food Concessions	1,980	1,800	180	10.00%	
<b>Total 42200 Concessions Revenue</b>	<b>185,192</b>	<b>361,877</b>	<b>-176,685</b>	<b>-48.82%</b>	
43000 Exhibits Revenue					
43100 Entry Fees	45,000	46,996	-1,996	-4.25%	
43200 Donated & Sponsored Awards	22,593	20,570	2,023	9.84%	
43500 Junior Livestock Exhibit Revenue	1,881	1,710	171	10.00%	
<b>Total 43000 Exhibits Revenue</b>	<b>70,474</b>	<b>70,215</b>	<b>259</b>	<b>0.37%</b>	
45000 Horse Racing Revenue					
45300 Racing Program & Forms Sales		7,692	-7,692	-100.00%	
45500 Other Live Racing Revenue		1,822	-1,822	-100.00%	
45510 Box Seat Revenue		26,475	-26,475	-100.00%	
45520 Race Sponsor Revenue		11,200	-11,200	-100.00%	
45700 CARF Commission Revenue		994,206	-994,206	-100.00%	

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**Profit and Loss  
Budget Analysis  
Humboldt County Fair Association**

	Jan 25 - Dec 25	Jan 24 - Dec 24		Comments
	Proposed Budget	Actuals	% Change vs 2024 Actuals	
<b>Total 45000 Horse Racing Revenue</b>		1,041,395	-1,041,395	-100.00%
47000 Miscellaneous Fair Revenue				
47100 Fair Parking	42,000	52,194	-10,194	-19.53%
47200 Jr. Fair Board	1,000	940	60	6.38%
47700 JL Camping Fees	11,465	11,465	0	0.00%
47800 Sponsorships	220,000	233,733	-13,733	-5.88%
47900 Other Miscellaneous Fair Revenue				
47901 Art Sales	1,364	1,240	124	10.00%
47902 Fair Merchandise	4,875	4,432	443	9.99%
47903 Vendor Application Fee	2,475	2,025	450	22.22%
47904 Vendor Concession Commissions	806	732	74	10.05%
47905 Special Fair Event		11,915	-11,915	-100.00%
47907 Chili Cookoff	5,000		5,000	
47908 Other Fair Time Camping	11,503	10,457	1,046	10.00%
<b>Total 47900 Other Miscellaneous Fair Revenue</b>	26,023	30,801	-4,778	-15.51%
<b>Total 47000 Miscellaneous Fair Revenue</b>	299,488	328,193	-28,705	-8.75%
47005 Miscellaneous Non-Fair Programs	55,000	39,079	15,921	40.74%
<b>Total 47005 Miscellaneous Non-Fair Programs</b>	55,000	44,144	10,856	24.59%
48000 Interim Revenue				
48100 Rental of Buildings	48,668	52,925	-4,257	-8.04%
48105 Arlington Rental Revenue	10,680	45	10,635	23633.33%
48200 Grounds Rental	18,580	17,810	770	4.32%
48201 RV Camping Interim Revenue	108,323	92,966	15,357	16.52%
48202 Stall & Arena Rental Income	25,181	23,740	1,441	6.07%
48203 RV & Boat Storage	50,245	50,843	-598	-1.18%
48300 Equipment Rentals	4,467	4,060	407	10.02%
47006 Interim Concession Revenue		5,065	-5,065	-100.00%
48501 Damage Reimbursement & Fees (deleted)		200	-200	-100.00%
48503 Insurance Processing Fee	1,394	1,135	259	22.78%
48601 Damage Fees Charged	397	160	237	147.51%
48700 Other Interim Revenues	193	175	18	10.32%

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<b>Total 48000 Interim Revenue</b>	<b>268,128</b>	<b>244,059</b>	<b>24,069</b>	<b>9.86%</b>	
49500 Other Operating Revenue	568	517	51	9.96%	
49520 Non-Fair Donations & Sponsorships	235	214	21	9.81%	
49540 Other Operating Revenue	55,000	97,046	-42,046	-43.33%	
<b>Total 49500 Other Operating Revenue</b>	<b>55,803</b>	<b>97,776</b>	<b>-41,973</b>	<b>-42.93%</b>	
<b>Total Income</b>	<b>1,362,683</b>	<b>2,687,027</b>	<b>-1,324,344</b>	<b>-49.29%</b>	
<b>Cost of Goods Sold</b>					
<b>Total Cost of Goods Sold</b>					
Gross Profit	1,362,683	2,687,027	-1,324,344	-49.29%	
<b>Expense</b>					
50000 Administration Expense					
50100 Admin Salaries - Permanent	222,920	269,981	-47,061	-17.43%	
50200 Admin Salaries - Temporary	6,880	6,680	200	2.99%	
50320 Admin Payroll Taxes	20,487	24,465	-3,978	-16.26%	
50330 Admin Worker's Comp Insurance	17,537	17,420	117	0.67%	
50400 Admin Contracted Professional Services	44,998	67,559	-22,561	-33.39%	
50500 Directors' Expenses	213	207	6	2.99%	
50600 Employee Travel, Recruitment & Training	12,690	12,791	-101	-0.79%	
50700 Office Supplies	10,432	11,072	-640	-5.78%	
50701 Computer Software & Supplies	22,999	37,339	-14,340	-38.40%	
50702 Credit Card & Bank Fees	37,369	37,795	-426	-1.13%	
50703 QuickBooks CC Payments Fees	7,040	8,269	-1,229	-14.86%	
50800 Postage	8,022	3,328	4,694	141.05%	
50900 Dues & Subscriptions	3,501	4,944	-1,443	-29.18%	
51000 Insurance (General Liability)	80,999	74,042	6,957	9.40%	
51010 Insurance (Vehicle)	4,338	-119	4,457	-3737.74%	
51050 Property Taxes	10,501	10,500	1	0.01%	
51400 Current Year Bad Debt Expense		20,300	-20,300	-100.00%	
51500 Other Administration Expense	529	487	42	8.52%	
<b>Total 50000 Administration Expense</b>	<b>532,453</b>	<b>650,372</b>	<b>-117,919</b>	<b>-18.13%</b>	
52000 Maintenance & General Operations					

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**Profit and Loss  
Budget Analysis  
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52100 Maint Salaries - Permanent	134,603	126,944	7,659	6.03%	
52200 Maint Salaries - Temporary	44,799	73,920	-29,121	-39.40%	
52220 Maintenance Payroll Taxes	12,689	20,018	-7,329	-36.61%	
52230 Maintenance Worker's Comp Insurance	17,534	18,008	-474	-2.63%	
52300 Maint Contracted Professional Services	11,466	56,645	-45,179	-79.76%	
52500 Maintenance Equipment Rental	7,831	8,604	-773	-8.99%	
52800 Power	90,505	143,665	-53,160	-37.00%	
52900 Equipment Maintenance	10,001	7,064	2,937	41.59%	
53000 Buildings & Grounds Maintenance	15,001	1,629	13,372	820.94%	
53150 RV Camping Expense	1,004	975	29	2.97%	
53100 Trash Removal, Clean-up	30,001	35,087	-5,086	-14.50%	
53200 Maintenance Supplies	36,557	47,041	-10,484	-22.29%	
53300 Special Repairs Under \$5K	659	659			
<b>Total 52000 Maintenance &amp; General Operations</b>	<b>467,276</b>	<b>540,975</b>	<b>-73,699</b>	<b>-13.62%</b>	
52300- Maint Contracted Professional Services		2,825	-2,824.69	-100.00%	
54000 Publicity Expenses					
54400 Advertising Expense	24,960	29,665	-4,705	-15.86%	
<b>Total 54000 Publicity Expenses</b>	<b>24,960</b>	<b>29,665</b>	<b>-4,705</b>	<b>-15.86%</b>	
56000 Attendance Expense					
56101 Attendance Salaries - Temporary	35,000	50,892	-15,892	-31.23%	
56120 Attendance Payroll Taxes	4,299	6,336	-2,037	-32.15%	
56200 Attendance Contracted Professional Services	35,000	47,772	-12,772	-26.74%	
56300 Attendance Supplies	3,710	5,449	-1,739	-31.91%	
56400 Attendance Other Expenses	4,500	4,057	443	10.92%	
56401 Attendance Rentals-Tent, Restrooms, other	9,799	14,399	-4,600	-31.95%	
<b>Total 56000 Attendance Expense</b>	<b>92,308</b>	<b>128,904</b>	<b>-36,596</b>	<b>-28.39%</b>	
57000 Miscellaneous Fair Expense	1,501		1,501		
57100 Parking Contracted Services	24,000	22,665	1,335	5.89%	
57200 Fair Bar Expenses					
57210 Bartender-Temporary	15,000	29,784	-14,784	-49.64%	
57220 Bartender Payroll Taxes	1,800	3,708	-1,908	-51.46%	

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57230 Fair Bar Alcohol	46,316	81,759	-35,443	-43.35%	
57240 Fair Bar Other	5,800	55	5,745	10390.14%	
<b>Total 57200 Fair Bar Expenses</b>	<b>68,916</b>	<b>121,735</b>	<b>-52,819</b>	<b>-43.39%</b>	
57300 Fair Merchandise Expense	4,000	2,130	1,870	87.76%	
57500 Dairy Heifer Sale	1,518	1,474	44	3.01%	
57700 Sponsorship Expense	18,000	22,190	-4,190	-18.88%	
57800 Other Misc Fair Expense	3,123	2,767	356	12.87%	
57900 Commercial Exh & Concessions Expense	9,500	9,414	86	0.91%	
80040 EMT/First Responder Salaries-Temporary	1,820	3,534	-1,714	-48.50%	
80050 EMT/First Responder Payroll Taxes	241	453	-212	-46.84%	
<b>Total 57000 Miscellaneous Fair Expense</b>	<b>132,619</b>	<b>186,362</b>	<b>-53,743</b>	<b>-28.84%</b>	
58000 Premium Expense					
58100 Cash Premium Awards	31,428	26,883	4,545	16.91%	
58200 Exhibit Awards (trophies, ribbons)	9,203	11,959	-2,756	-23.05%	
<b>Total 58000 Premium Expense</b>	<b>40,631</b>	<b>38,842</b>	<b>1,789</b>	<b>4.61%</b>	
63000 Exhibits Expense					
63101 Exhibits Salaries - Temporary	21,405	30,577	-9,172	-30.00%	
63120 Exhibits Payroll Taxes	2,665	3,807	-1,142	-29.99%	
63200 Judges (non JLA)	9,183	10,204	-1,021	-10.00%	
63300 Exhibits Contracted Professional Services	4,389	6,270	-1,881	-30.00%	
63400 Exhibit Supplies	2,896	2,780	116	4.19%	
63600 Exhibits Decorations	1,960	1,631	329	20.15%	
63700 Other Exhibits Expense	10,300	10,172	128	1.26%	
<b>Total 63000 Exhibits Expense</b>	<b>52,798</b>	<b>65,441</b>	<b>-12,643</b>	<b>-19.32%</b>	
65000 Horse Racing Expense					
65100 Horse Racing Salaries - Union		89,116	-89,116	-100.00%	
65200 Horse Racing Salaries- Non Union		25,363	-25,363	-100.00%	
65210 Horse Racing Employee Benefits (ER share)		2,689	-2,689	-100.00%	
65220 Horse Racing Payroll Taxes		14,131	-14,131	-100.00%	
65300 Horse Racing Contracted Professional Services		128,552	-128,552	-100.00%	
65301 CARF Management Fees		983	-983	-100.00%	

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65302 CARF Commission Bill Back		506,070	-506,070	-100.00%	
65400 Horse Racing Supplies		17,245	-17,245	-100.00%	
65700 Horse Racing Equipment Rental		31,089	-31,089	-100.00%	
65800 Other Horse Racing Expense		63,330	-63,330	-100.00%	
<b>Total 65000 Horse Racing Expense</b>		<b>883,805</b>	<b>-883,805</b>	<b>-100.00%</b>	
66000 Fair Entertainment Expense					
66200 Fair Entertainment Contracted Professional Services	62,000	62,608	-608	-0.97%	
66300 Fair Entertainment Supplies	1,369	1,329	40	3.02%	
66700 Other Fair Entertainment Expense	2,060	2,000	60	3.00%	
<b>Total 66000 Fair Entertainment Expense</b>	<b>65,429</b>	<b>65,937</b>	<b>-508</b>	<b>-0.77%</b>	
66009 Misc. Non Fair Events	31,450	40,324	-8,874	-22.01%	
<b>Total 66009 Misc. Non Fair Events</b>	<b>31,450</b>	<b>40,324</b>	<b>-8,874</b>	<b>-22.01%</b>	
72300 Major Equipment Purchases under \$5K		30,600	-30,600	-100.00%	
80000 Prior Year Operating Expense Adjustment		28,375	-28,375	-100.00%	
80010 Prior Year General Expense Adjustments		17	-17	-100.00%	
<b>Total 80000 Prior Year Operating Expense Adjustment</b>		<b>28,392</b>	<b>-28,392</b>	<b>-100.00%</b>	
85000 Cash Shortages & Overages	-1	-1			
85100 Ticket Sales Over/Under	2	2			
85900 Other Cash Over/Under	462	447	15	3.28%	
<b>Total 85000 Cash Shortages &amp; Overages</b>	<b>463</b>	<b>447</b>	<b>16</b>	<b>3.51%</b>	
Payroll Expenses					
Taxes		34	-34	-100.00%	
Wages		38	-38	-100.00%	
<b>Total Payroll Expenses</b>		<b>73</b>	<b>-73</b>	<b>-100.00%</b>	
<b>Total Expense</b>	<b>1,440,387</b>	<b>2,690,140</b>	<b>-1,249,753</b>	<b>-46.46%</b>	
Net Operating Income	-77,704	-3,114	-74,590	2395.39%	
Other Income					
49600 Auction Revenues	825	750	75	10.00%	
49605 JLA Revenues	165	700	-535	-76.43%	

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49700 JLA Other Revenue	374	340	34	10.00%	
49705 JLA Add-ons	167,512	152,284	15,228	10.00%	
49730 JLA Harvesting Fee's & Fine Processing Collected	30,481	27,710	2,771	10.00%	
49750 JLA BBQ Presale Income	8,503	7,730	773	10.00%	
49800 JLA BBQ Income	22,682	15,190	7,492	49.32%	
49810 JLA BBQ Ticket No Sell Fine	1,650	1,500	150	10.00%	
49812 JLA Buyer Income					
49815 JLA Auction Commission	79,978	72,791	7,187	9.87%	
49820 JLA Buyer Payments	940,203	854,606	85,597	10.02%	
<b>Total 49820 JLA Buyer Payments</b>	<b>940,203</b>	<b>854,606</b>	<b>85,597</b>	<b>10.02%</b>	
<b>Total 49812 JLA Buyer Income</b>	<b>1,020,181</b>	<b>927,397</b>	<b>92,784</b>	<b>10.00%</b>	
<b>Total 49605 JLA Revenues</b>	<b>1,251,548</b>	<b>1,132,851</b>	<b>118,697</b>	<b>10.48%</b>	
49710 Veggie Auction Revenue	12,264	11,149	1,115	10.00%	
49720 Veggie Add-ons	2,706	2,460	246	10.00%	
49725 Veggie Auction Commission	6,805	6,186	619	10.01%	
<b>Total 49710 Veggie Auction Revenue</b>	<b>21,775</b>	<b>19,795</b>	<b>1,980</b>	<b>10.00%</b>	
49900 Dairy Heifer Auction Revenue	29,238	26,580	2,658	10.00%	
49910 Dairy Add-Ons	5,225	4,750	475	10.00%	
49915 Dairy Heifer Auction Commission	1,625	1,478	148	9.98%	
<b>Total 49900 Dairy Heifer Auction Revenue</b>	<b>36,088</b>	<b>32,808</b>	<b>3,281</b>	<b>10.00%</b>	
<b>Total 49600 Auction Revenues</b>	<b>1,310,236</b>	<b>1,186,204</b>	<b>124,033</b>	<b>10.46%</b>	
<b>Total Other Income</b>	<b>1,310,236</b>	<b>1,186,204</b>	<b>124,033</b>	<b>10.46%</b>	
<b>Other Expense</b>					
95000 Junior Livestock Auction Expenses					
95100 JLA - Contracted Services	50,485	49,015	1,470	3.00%	
95200 JLA - Supplies	12,302	13,437	-1,135	-8.44%	
95400 JLA Scholarship Expense	3,090	3,000	90	3.00%	
95500 JLA Seller Expenditures					
95500.4 JLA Seller Payments	1,138,730	1,103,989	34,741	3.15%	

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Profit and Loss  
Budget Analysis  
Humboldt County Fair Association

	Jan 25 - Dec 25	Jan 24 - Dec 24			
	Proposed Budget	Actuals	\$ Change vs 2024 Actuals	% Change vs 2024 Actuals	Comments
<b>Total 95500 JLA Seller Expenditures</b>	<b>1,138,730</b>	<b>1,103,989</b>	<b>34,741</b>	<b>3.15%</b>	
96000 JLA BBQ Expense	20,323	19,731	592	3.00%	
<b>Total 95000 Junior Livestock Auction Expenses</b>	<b>1,224,930</b>	<b>1,189,172</b>	<b>35,758</b>	<b>3.01%</b>	
<b>Total Other Expense</b>	<b>1,224,930</b>	<b>1,189,172</b>	<b>35,758</b>	<b>3.01%</b>	
<b>Net Profit</b>	<b>7,602</b>	<b>-6,082</b>	<b>13,684</b>	<b>224.99%</b>	

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**Profit and Loss  
Budget  
Humboldt County Fair Association**

	Jan 25 Budget	Feb 25 Budget	Mar 25 Budget	Apr 25 Budget	May 25 Budget	Jun 25 Budget	Jul 25 Budget	Aug 25 Budget	Sep 25 Budget	Oct 25 Budget	Nov 25 Budget	Dec 25 Budget	Total Budget
<b>Income</b>													
31200 Local (Base) Allocation									39,500				39,500
41000 Admission Revenue													
41010 Regular Fair Admissions								140,049	94,133				234,182
41020 Discounted Fair Admissions								7,899	3,594				11,493
41030 JL Wristbands									9,500				9,500
<b>Total 41000 Admission Revenue</b>								<b>147,948</b>	<b>107,227</b>				<b>255,175</b>
41500 Commercial Space Revenue													
41510 Outside Commercial Space					1,320			18,412	7,378				27,110
41520 Inside Commercial Space				2,477	922			22,468					25,867
<b>Total 41500 Commercial Space Revenue</b>				<b>2,477</b>	<b>2,242</b>			<b>40,880</b>	<b>7,378</b>				<b>52,977</b>
42100 Carnival Revenue													
42101 Regular Carnival Revenue									45,946				45,946
42110 Pre-Sale Carnival Revenue								33,045	1,955				35,000
<b>Total 42100 Carnival Revenue</b>								<b>33,045</b>	<b>47,901</b>				<b>80,946</b>
42200 Concessions Revenue													
42201 Food Concessions								8,047	84,801				92,848
42250 Alcohol Concessions								47,250	43,114				90,364
42300 Non-Food Concessions									1,980				1,980
<b>Total 42200 Concessions Revenue</b>								<b>55,297</b>	<b>129,895</b>				<b>185,192</b>
43000 Exhibits Revenue													
43100 Entry Fees					8	12,799	25,536	6,485	172				45,000
43200 Donated & Sponsored Awards				3,866	4,476	604	549	10,094	2,532	439		33	22,593
43500 Junior Livestock Exhibit Revenue									1,881				1,881
47200 Jr. Fair Board									1,000				1,000
<b>Total 43000 Exhibits Revenue</b>				<b>3,866</b>	<b>4,484</b>	<b>13,403</b>	<b>26,085</b>	<b>16,579</b>	<b>5,585</b>	<b>439</b>		<b>33</b>	<b>70,474</b>
47000 Miscellaneous Fair Revenue													
47100 Fair Parking						877	-652	22,856	18,855	64			42,000
47700 JL Camping Fees					370	6,481	-4,028	10,797	-2,155				11,465
47800 Sponsorships							4,706	214,823	471				220,000

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# Profit and Loss Budget Humboldt County Fair Association

	Jan 25	Feb 25	Mar 25	Apr 25	May 25	Jun 25	Jul 25	Aug 25	Sep 25	Oct 25	Nov 25	Dec 25	Total
	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
47900 Other Miscellaneous Fair Revenue													
47901 Art Sales								990	374				1,364
47902 Fair Merchandise			132					3,586	1,157				4,875
47903 Vendor Application Fee			794	672	428	306	153	122					2,475
47904 Vendor Concession Commissions									806				806
47907 Chili Cookoff									5,000				5,000
47908 Other Fair Time Camping									11,503				11,503
<b>Total 47900 Other Miscellaneous Fair Revenue</b>			<b>926</b>	<b>672</b>	<b>428</b>	<b>306</b>	<b>153</b>	<b>4,698</b>	<b>18,840</b>				<b>26,023</b>
<b>Total 47000 Miscellaneous Fair Revenue</b>			<b>926</b>	<b>672</b>	<b>798</b>	<b>7,664</b>	<b>179</b>	<b>253,174</b>	<b>36,011</b>	<b>64</b>			<b>299,488</b>
47005 Miscellaneous Non-Fair Programs								2,111			5,351	47,538	55,000
<b>Total 47005 Miscellaneous Non-Fair Programs</b>								<b>2,111</b>			<b>5,351</b>	<b>47,538</b>	<b>55,000</b>
48000 Interim Revenue													
48100 Rental of Buildings	2,239	9,058	4,345	1,922	2,382	6,299	4,543	1,577	1,209	10,924	3,168	1,002	48,668
48105 Arlington Rental Revenue												10,680	10,680
48200 Grounds Rental	2,535	1,841	1,857	1,690	1,899	861	2,258	1,158	908	1,726	887	960	18,580
48201 RV Camping Interim Revenue	5,855	4,619	3,800	3,821	12,414	23,525	35,160	4,395	7,098	4,343	2,349	944	108,323
48202 Stall & Arena Rental Income	3,845	3,979	4,294	4,036	3,182	1,814	331		18	329	887	2,466	25,181
48203 RV & Boat Storage	6,967	6,935	6,720	6,220	3,101	678	242	-148		9,289	5,137	5,104	50,245
48300 Equipment Rentals		1,095	99			259	1,650		264	1,100			4,467
48503 Insurance Processing Fee	25	98	49			49	172	344	485	74	98		1,394
48601 Damage Fees Charged					100	198				99			397
48700 Other Interim Revenues	149									44			193
<b>Total 48000 Interim Revenue</b>	<b>21,615</b>	<b>27,625</b>	<b>21,164</b>	<b>17,689</b>	<b>23,078</b>	<b>33,683</b>	<b>44,356</b>	<b>7,326</b>	<b>9,982</b>	<b>27,928</b>	<b>12,526</b>	<b>21,156</b>	<b>268,128</b>
49500 Other Operating Revenue									568				568
49520 Non-Fair Donations & Sponsorships										235			235
49540 Other Operating Revenue			54,407			593							55,000

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**Profit and Loss  
Budget  
Humboldt County Fair Association**

	Jan 25 Budget	Feb 25 Budget	Mar 25 Budget	Apr 25 Budget	May 25 Budget	Jun 25 Budget	Jul 25 Budget	Aug 25 Budget	Sep 25 Budget	Oct 25 Budget	Nov 25 Budget	Dec 25 Budget	Total Budget
<b>Total 49500 Other Operating Revenue</b>			54,407			593			568	235			55,803
<b>Total Income</b>	21,615	27,625	76,497	24,704	30,602	55,343	70,620	556,360	384,047	28,666	17,877	68,727	1,362,683
<b>Cost of Goods Sold</b>													
<b>Total Cost of Goods Sold</b>													
<b>Gross Profit</b>	21,615	27,625	76,497	24,704	30,602	55,343	70,620	556,360	384,047	28,666	17,877	68,727	1,362,683
<b>Expense</b>													
50000 Administration Expense													
50100 Admin Salaries - Permanent	12,207	13,186	21,347	18,090	18,710	18,653	18,088	36,251	22,152	13,984	14,650	15,602	222,920
50200 Admin Salaries - Temporary								5,228	1,652				6,880
50320 Admin Payroll Taxes	1,541	1,281	1,859	1,843	1,627	1,642	1,601	3,682	1,978	1,085	1,137	1,211	20,487
<b>Total 50320 Admin Payroll Taxes</b>	1,541	1,281	1,859	1,843	1,627	1,642	1,601	3,682	1,978	1,085	1,137	1,211	20,487
50330 Admin Worker's Comp Insurance		4,231		4,231		4,964			722	746	733	1,910	17,537
50400 Admin Contracted Professional Services	3,778	4,066	3,915	4,174	5,525	3,421	3,329	3,209	3,209	3,209	3,871	3,292	44,998
50500 Directors' Expenses	213												213
50600 Employee Travel, Recruitment & Training	156	22	211	980	581	577	208		999	105	1,791	7,060	12,690
50700 Office Supplies	727	97	405	999	940	661	551	1,662	1,430	1,520	693	747	10,432
50701 Computer Software & Supplies	155	587	1,963	859	781	462	529	2,478	12,282	352	702	1,849	22,999
50702 Credit Card & Bank Fees	496	576	487	477	553	564	1,694	10,368	16,508	4,442	764	440	37,369
50703 QuickBooks CC Payments Fees	229	221	232	703	1,016	703	830	770	396	490	404	1,046	7,040
50800 Postage	591	403	435	747	724	419	1,372	480	648	875	454	874	8,022
50801 Telephone / Internet	1,547	1,055	1,139	1,955	1,894	1,098	3,593	1,255	1,696	2,290	1,189	2,287	20,998
50900 Dues & Subscriptions	515			515	157	33	707	79		827	364	304	3,501
51000 Insurance (General Liability)		12,855		12,855		19,867			6,888	7,118	7,012	14,404	80,999
51010 Insurance (Vehicle)				696								5,034	4,338
51050 Property Taxes	1,490	33	-13	-309	-1,150	1,813				8,637			10,501
51500 Other Administration Expense					529								529
<b>Total 50000 Administration Expense</b>	23,645	38,613	31,980	47,423	31,887	54,877	32,502	65,462	70,560	45,680	33,764	56,060	532,453
52000 Maintenance & General Operations													

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# Profit and Loss

## Budget

### Humboldt County Fair Association

	Jan 25 Budget	Feb 25 Budget	Mar 25 Budget	Apr 25 Budget	May 25 Budget	Jun 25 Budget	Jul 25 Budget	Aug 25 Budget	Sep 25 Budget	Oct 25 Budget	Nov 25 Budget	Dec 25 Budget	Total Budget
52100 Maint Salaries - Permanent	8,868	8,489	13,048	10,961	5,845	6,060	10,041	27,758	17,926	7,829	8,169	9,609	134,603
52200 Maint Salaries - Temporary	250	495	621	715	445	1,938	704	8,696	19,073	2,767	3,083	6,012	44,799
52220 Maintenance Payroll Taxes	693	1,663	737	611	364	572	666	2,542	3,253	623	775	1,190	12,689
52230 Maintenance Worker's Comp Insurance		4,092		4,092		4,802			698	721	711	2,418	17,534
52300 Maint Contracted Professional Services	93	69	69		252	208		6,290	3,666	198	198	423	11,466
52500 Maintenance Equipment Rental	247	248	490	343		499	257	35	457	357	2,233	2,665	7,831
52800 Power	4,386	4,663	7,182	2,079	4,980	9,619	9,130	12,205	5,163	15,076	7,509	8,513	90,505
52801 Propane	1,161	1,235	1,902	551	1,319	2,547	2,417	3,232	1,367	3,992	1,988	2,254	23,965
52802 Water	1,486	1,580	2,433	704	1,687	3,259	3,093	4,135	1,749	5,107	2,544	2,884	30,661
52900 Equipment Maintenance			2,895	75		2,131		3,220	258	536	886		10,001
53000 Buildings & Grounds Maintenance	139	74	313	592	11,593	249	130	520	493	470	248	180	15,001
53100 Trash Removal, Clean-up	2,390	1,886	231	346	1,306	2,390	1,255	2,193		2,616		15,388	30,001
53150 RV Camping Expense					1,004								1,004
53200 Maintenance Supplies	1,111	1,549	1,368	2,064	1,154	2,188	2,256	15,471	6,997	194	324	1,881	36,557
53300 Special Repairs Under \$5K				649	10								659
<b>Total 52000 Maintenance &amp; General Operations</b>	<b>20,824</b>	<b>25,043</b>	<b>31,289</b>	<b>23,782</b>	<b>29,959</b>	<b>36,462</b>	<b>29,949</b>	<b>86,297</b>	<b>61,100</b>	<b>40,486</b>	<b>28,668</b>	<b>53,417</b>	<b>467,276</b>
54000 Publicity Expenses													
54400 Advertising Expense				1,864	2,029	2,050	7,758	4,223	1,645	8	2,489	2,894	24,960
<b>Total 54000 Publicity Expenses</b>				<b>1,864</b>	<b>2,029</b>	<b>2,050</b>	<b>7,758</b>	<b>4,223</b>	<b>1,645</b>	<b>8</b>	<b>2,489</b>	<b>2,894</b>	<b>24,960</b>
56000 Attendance Expense													
56101 Attendance Salaries - Temporary								3,054	31,323	540	83		35,000
56120 Attendance Payroll Taxes								375	3,848	66	10		4,299
56200 Attendance Contracted Professional Services									35,000				35,000
56300 Attendance Supplies							677	534	1,992	507			3,710
56400 Attendance Other Expenses								3,543	957				4,500
56401 Attendance Rentals-Tent, Restrooms, other								9,799					9,799

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**Profit and Loss**  
**Budget**  
**Humboldt County Fair Association**

	Jan 25 Budget	Feb 25 Budget	Mar 25 Budget	Apr 25 Budget	May 25 Budget	Jun 25 Budget	Jul 25 Budget	Aug 25 Budget	Sep 25 Budget	Oct 25 Budget	Nov 25 Budget	Dec 25 Budget	Total Budget
<b>Total 56000 Attendance Expense</b>							677	17,305	73,120	1,113	93		92,308
57000 Miscellaneous Fair Expense						502	999						1,501
57100 Parking Contracted Services									24,000				24,000
57200 Fair Bar Expenses													
57210 Bartender-Temporary	25							105	14,870				15,000
57220 Bartender Payroll Taxes	3							13	1,784				1,800
57230 Fair Bar Alcohol								18,712	27,604				46,316
57240 Fair Bar Other							69	1,605	4,126				5,800
<b>Total 57200 Fair Bar Expenses</b>	<b>28</b>						<b>69</b>	<b>20,435</b>	<b>48,384</b>				<b>68,916</b>
57300 Fair Merchandise Expense							2,967	1,033					4,000
57500 Dairy Heifer Sale									1,518				1,518
57700 Sponsorship Expense				2,804	1,362		769	4,100	8,965				18,000
57800 Other Misc Fair Expense							1,218	249	796		860		3,123
57900 Commercial Exh & Concessions Expense								2,436	7,064				9,500
80040 EMT/First Responder Salaries-Temporary									1,820				1,820
80050 EMT/First Responder Payroll Taxes									241				241
<b>Total 57000 Miscellaneous Fair Expense</b>	<b>28</b>			<b>2,804</b>	<b>1,362</b>	<b>502</b>	<b>6,022</b>	<b>28,253</b>	<b>92,788</b>		<b>860</b>		<b>132,619</b>
58000 Premium Expense													
58100 Cash Premium Awards	1,053	521	261	126			47		28,523		863	34	31,428
58200 Exhibit Awards (trophies, ribbons)						2,328		1,343	5,532				9,203
<b>Total 58000 Premium Expense</b>	<b>1,053</b>	<b>521</b>	<b>261</b>	<b>126</b>		<b>2,328</b>	<b>47</b>	<b>1,343</b>	<b>34,055</b>		<b>863</b>	<b>34</b>	<b>40,631</b>
63000 Exhibits Expense													
63101 Exhibits Salaries - Temporary								7,273	14,489	-357			21,405
63120 Exhibits Payroll Taxes								905	1,692	68			2,665
63200 Judges (non JLA)							104	3,857	5,132		90		9,183
63300 Exhibits Contracted Professional Services								889	3,500				4,389

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**Profit and Loss**  
**Budget**  
**Humboldt County Fair Association**

	Jan 25 Budget	Feb 25 Budget	Mar 25 Budget	Apr 25 Budget	May 25 Budget	Jun 25 Budget	Jul 25 Budget	Aug 25 Budget	Sep 25 Budget	Oct 25 Budget	Nov 25 Budget	Dec 25 Budget	Total Budget
63400 Exhibit Supplies				1,142				801	953				2,896
63600 Exhibits Decorations							343		1,617				1,960
63700 Other Exhibits Expense	2,025						3,821	380	292	3,782			10,300
<b>Total 63000 Exhibits Expense</b>	<b>2,025</b>			<b>1,142</b>			<b>4,268</b>	<b>14,105</b>	<b>27,675</b>	<b>3,493</b>	<b>90</b>		<b>52,798</b>
66000 Fair Entertainment Expense													
66200 Fair Entertainment Contracted Professional Services								26,861	35,139				62,000
66300 Fair Entertainment Supplies					112	116		988	153				1,369
66700 Other Fair Entertainment Expense									2,060				2,060
<b>Total 66000 Fair Entertainment Expense</b>					<b>112</b>	<b>116</b>		<b>27,849</b>	<b>37,352</b>				<b>65,429</b>
66009 Misc. Non Fair Events				879	4,329	3,045	4,718	1,149		326	10,030	6,974	31,450
<b>Total 66009 Misc. Non Fair Events</b>				<b>879</b>	<b>4,329</b>	<b>3,045</b>	<b>4,718</b>	<b>1,149</b>		<b>326</b>	<b>10,030</b>	<b>6,974</b>	<b>31,450</b>
85000 Cash Shortages & Overages						-1							-1
85100 Ticket Sales Over/Under									2				2
85900 Other Cash Over/Under					400		-18	88	-8				462
<b>Total 85000 Cash Shortages &amp; Overages</b>					<b>400</b>	<b>-1</b>	<b>-18</b>	<b>88</b>	<b>-6</b>				<b>463</b>
<b>Total Expense</b>	<b>47,575</b>	<b>64,177</b>	<b>63,530</b>	<b>78,020</b>	<b>70,078</b>	<b>99,379</b>	<b>85,923</b>	<b>246,074</b>	<b>398,289</b>	<b>91,106</b>	<b>76,857</b>	<b>119,379</b>	<b>1,440,387</b>
Net Operating Income	-25,960	-36,552	12,967	-53,316	-39,476	-44,036	-15,303	310,286	-14,242	-62,440	-58,980	-50,652	-77,704
Other Income													
49600 Auction Revenues							660		165				825
49605 JLA Revenues										35		130	165
49700 JLA Other Revenue	44							330					374
49705 JLA Add-ons									168,062		-550		167,512
49730 JLA Harvesting Fee's & Fine Processing Collected									30,481				30,481
49750 JLA BBQ Presale Income						1,826	4,653	-726	2,750				8,503
49800 JLA BBQ Income								14,693	7,989				22,682
49810 JLA BBQ Ticket No Sell Fine									1,650				1,650
49812 JLA Buyer Income													

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# Profit and Loss Budget Humboldt County Fair Association

	Jan 25 Budget	Feb 25 Budget	Mar 25 Budget	Apr 25 Budget	May 25 Budget	Jun 25 Budget	Jul 25 Budget	Aug 25 Budget	Sep 25 Budget	Oct 25 Budget	Nov 25 Budget	Dec 25 Budget	Total Budget
49815 JLA Auction Commission									79,978				79,978
49820 JLA Buyer Payments								388,137	528,671	19,161	4,234		940,203
<b>Total 49820 JLA Buyer Payments</b>								<b>388,137</b>	<b>528,671</b>	<b>19,161</b>	<b>4,234</b>		<b>940,203</b>
<b>Total 49812 JLA Buyer Income</b>								<b>388,137</b>	<b>608,649</b>	<b>19,161</b>	<b>4,234</b>		<b>1,020,181</b>
<b>Total 49605 JLA Revenues</b>	44					1,826	4,653	402,434	819,581	19,196	3,684	130	1,251,548
49710 Veggie Auction Revenue								-1	12,265				12,264
49720 Veggie Add-ons									2,706				2,706
49725 Veggie Auction Commission									6,805				6,805
<b>Total 49710 Veggie Auction Revenue</b>								<b>-1</b>	<b>21,776</b>				<b>21,775</b>
49900 Dairy Heifer Auction Revenue									29,238				29,238
49910 Dairy Add-Ons									5,225				5,225
49915 Dairy Heifer Auction Commission									1,625				1,625
<b>Total 49900 Dairy Heifer Auction Revenue</b>									<b>36,088</b>				<b>36,088</b>
<b>Total 49600 Auction Revenues</b>	44					1,826	5,313	402,433	877,610	19,196	3,684	130	1,310,236
<b>Total Other Income</b>	44					1,826	5,313	402,433	877,610	19,196	3,684	130	1,310,236
Other Expense													
95000 Junior Livestock Auction Expenses													
95100 JLA - Contracted Services								3,788	23,507	10,367	12,823		50,485
95200 JLA - Supplies	4,121	554						732	5,529			1,366	12,302
95400 JLA Scholarship Expense								3,090					3,090
95500 JLA Seller Expenditures													
95500.4 JLA Seller Payments									1,136,913		463	1,354	1,138,730
<b>Total 95500 JLA Seller Expenditures</b>									<b>1,136,913</b>		<b>463</b>	<b>1,354</b>	<b>1,138,730</b>
96000 JLA BBQ Expense									20,323				20,323
<b>Total 95000 Junior Livestock Auction Expenses</b>	4,121	554						<b>7,610</b>	<b>1,186,272</b>	<b>10,367</b>	<b>13,286</b>	<b>2,720</b>	<b>1,224,930</b>
<b>Total Other Expense</b>	4,121	554						<b>7,610</b>	<b>1,186,272</b>	<b>10,367</b>	<b>13,286</b>	<b>2,720</b>	<b>1,224,930</b>

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Profit and Loss  
Budget  
Humboldt County Fair Association

	Jan 25 Budget	Feb 25 Budget	Mar 25 Budget	Apr 25 Budget	May 25 Budget	Jun 25 Budget	Jul 25 Budget	Aug 25 Budget	Sep 25 Budget	Oct 25 Budget	Nov 25 Budget	Dec 25 Budget	Total Budget
Net Profit	-30,037	-37,106	12,967	-53,316	-39,476	-42,210	-9,990	705,109	-322,904	-53,611	-68,582	-53,242	7,602

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