

OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

Humboldt COUNTY

Conducting The

Humboldt County Fair

at

FERNDALE

California

For the period of January 1, 2023 to December 31, 2023

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|---|-----------|-------------|---------------|----------------|---------------|
| TOTAL NET RESOURCES, JANUARY 1: | | | | | |
| Unrestricted net resources | | | | \$573,913 | \$993,903 |
| Unrestricted Net Position - Pension/OPEB | | | | 0 | 0 |
| Restricted resources | | | | 0 | 0 |
| Investment in Capital Assets, Net of Related Debt | | | | 0 | (106,000) |
| Subtotal (Total Net Resources) | | 0 | 0 | 573,913 | 887,903 |
| RESOURCES ACQUIRED: | | | | | |
| Operating Revenues (From Page 2) | | 1,922,027 | 2,186,000 | 2,263,227 | 2,255,750 |
| State (Local/Base) Allocations (to Page 2): | 31200 | 414,600 | 40,000 | 99,190 | |
| Training Allocation & Other Fiscal & Admin Assistance (F&E) | 31300 | | | | |
| Capital Project Reimbursement Funds (from Sched 8A) | 31900 | | | 0 | 0 |
| One-time Revenue Sources (fire camp, sale of property, capital project au | 32500 | | | | |
| Contributions from Other Gov't (non-F&E) Sources (to Page 2) | 33000 | 180,000 | | 20,000 | |
| Other (e.g., Perf Rating used for oper.) (to Page 2) | 34000 | 42,830 | | | |
| TOTAL RESOURCES ACQUIRED | | 2,559,457 | 2,226,000 | 2,382,417 | 2,255,750 |
| TOTAL RESOURCES AVAILABLE | | 2,559,457 | 2,226,000 | 2,956,330 | 3,143,653 |
| RESOURCES APPLIED: | | | | | |
| Operating Expenditures (From Page 2) | | 1,879,544 | 2,136,950 | 1,962,427 | 2,362,900 |
| Other Operating Expenditures (e.g. Audit Adjustments) | | | | | |
| Subtotal - Operating Expenditures (Excluding Depreciation) | | 1,879,544 | 2,136,950 | 1,962,427 | 2,362,900 |
| Depreciation Expense (From Page 10) | 90000 | 106,000 | 106,000 | 106,000 | 106,000 |
| Pension Expense (From Page 10) | 96000 | 0 | 0 | 0 | 0 |
| OPEB Expense (From Page 10) | 96100 | 0 | 0 | 0 | 0 |
| TOTAL RESOURCES APPLIED | | 1,985,544 | 2,242,950 | 2,068,427 | 2,468,900 |
| TOTAL NET RESOURCES, DECEMBER 31: | | | | | |
| Unrestricted Net Resources Available for Operations | | 573,913 | (16,950) | 993,903 | 886,753 |
| Unrestricted Net Position - Pension/OPEB | 29400 | | | 0 | 0 |
| Restricted Net Resources | | | | | |
| Investment in Capital Assets (From Schedule 7) | | | | (106,000) | (212,000) |
| Subtotal (Should equal Total Net Resource Figure above) | | \$573,913 | (\$16,950) | \$887,903 | \$674,753 |
| Reserve Percentage | | 30.5% | -0.8% | 50.6% | 37.5% |

ALL FAIRS:

Andy Thur 3/28/23
 President, Board of Directors Date

[Signature] 3/28/23
 Chief Executive Officer Date

COUNTY APPROVALS (County Fairs Only):

 Chairman, Board of Supervisors Date

 County Clerk Date

Summary of Operations

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|---|--------------|------------------|-------------------|-------------------|--------------------|
| OPERATING REVENUES: | | | | | |
| Admissions to Grounds | 41000 | \$218,661 | \$340,000 | \$406,671 | \$380,000 |
| Commercial Space | 41500 | 29,070 | 31,000 | 39,025 | 37,000 |
| Carnival | 42100 | 130,109 | 147,000 | 153,900 | 144,000 |
| Concessions | 42200 | 142,725 | 165,500 | 224,058 | 208,000 |
| Exhibits | 43000 | 30,076 | 31,500 | 52,439 | 43,000 |
| Horse Show | 44000 | | | | |
| Horse Racing (Live) | 45000 | 696,994 | 760,000 | 726,231 | 718,000 |
| Satellite Wagering | 45005 | | | | |
| Fair Attractions (Guy Chilli Cookoff) | 46000 | | | 2,525 | |
| Motorized Racing | 46109 | | | | |
| Interim Attractions | 46009 | 8,350 | | | |
| Miscellaneous Fair | 47000 | 378,968 | 400,500 | 408,139 | 379,000 |
| Miscellaneous Non-Fair Programs | 47005 | | | | 76,750 |
| Interim Revenue | 48000 | 287,074 | 310,500 | 250,239 | 270,000 |
| Prior Year Revenue Adjustments | 49000 | | | | |
| Other Operating Revenue | 49500 | | | | |
| TOTAL OPERATING REVENUES (to Page 1) | | 1,922,027 | 2,186,000 | 2,263,227 | 2,255,750 |
| OPERATING EXPENDITURES: | | | | | |
| Administration | 50000 | 264,448 | 371,700 | 443,958 | 578,000 |
| Maintenance & General Operations | 52000 | 488,202 | 554,200 | 471,994 | 529,000 |
| Publicity | 54000 | 23,164 | 43,500 | 38,692 | 42,500 |
| Attendance Operations | 56000 | 109,831 | 120,000 | 100,029 | 128,000 |
| Miscellaneous Fair | 57000 | 174,782 | 140,550 | 103,681 | 154,000 |
| Miscellaneous Non-Fair Programs | 57005 | | | | 38,900 |
| Premiums | 58000 | 26,419 | 31,000 | 8,939 | 33,500 |
| Exhibits | 63000 | 38,479 | 51,500 | 52,076 | 56,000 |
| Horse Show | 64000 | | | | |
| Horse Racing (Live) | 65000 | 707,666 | 758,500 | 670,858 | 737,000 |
| Satellite Wagering | 65005 | | | | |
| Fair Entertainment | 66000 | 44,650 | 61,000 | 72,200 | 66,000 |
| Motorized Racing | 66109 | | | | |
| Interim Entertainment | 66009 | | | | |
| Equipment (Funded by Fair) | 72300 | | | | |
| Prior Year Expense Adjustments | 80000 | 1,903 | | | |
| Cash (over/under) | 85000 | | | | |
| Other Operating Expense | 94000 | | 5,000 | | |
| TOTAL OPERATING EXPENDITURES (to Page 1) | | 1,879,544 | 2,136,950 | 1,962,427 | 2,362,900 |
| NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION, PENSION, OPEB | | 42,483 | 49,050 | 300,800 | (107,150) |
| Depreciation Expense | 90000 | 106,000 | 106,000 | 106,000 | 106,000 |
| Pension Expense | 96000 | | | | |
| OPEB Expense | 96100 | | | | |
| NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION, PENSION, OPEB | | (63,517) | (56,950) | 194,800 | (213,150) |
| LOCAL (BASE) ALLOCATION - (From Page 1) | 31200 | 414,600 | 40,000 | 99,190 | |
| OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1) | | 222,830 | | 20,000 | |
| UTILIZATION OF UNRESTRICTED NET RESOURCES (if applicable) | | | | | |
| NET PROFIT/(LOSS) BEFORE DEPRECIATION & PENSION, OPEB | | \$679,913 | \$89,050 | \$419,990 | (\$107,150) |
| NET PROFIT/(LOSS) AFTER DEPRECIATION & PENSION, OPEB | | \$573,913 | (\$16,950) | \$313,990 | (\$213,150) |

Detail of Revenues

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|---|--------------|----------------|------------------|-------------------|------------------|
| ADMISSIONS REVENUE: | | | | | |
| Regular Fair Admissions | 41010 | 188,064 | 300,000 | 364,130 | 340,000 |
| Discounted Fair Admissions | 41020 | 30,597 | 40,000 | 42,541 | 40,000 |
| TOTAL ADMISSIONS REVENUE | 41000 | 218,661 | 340,000 | 406,671 | 380,000 |
| COMMERCIAL SPACE REVENUE: | | | | | |
| Outside Commercial Space | 41510 | 15,815 | 17,000 | 26,700 | 25,000 |
| Inside Commercial Space | 41520 | 13,255 | 14,000 | 12,325 | 12,000 |
| TOTAL COMMERCIAL SPACE REVENUE | 41500 | 29,070 | 31,000 | 39,025 | 37,000 |
| CARNIVAL REVENUE: | | | | | |
| Carnival | 42100 | 92,595 | 105,000 | 86,340 | 81,000 |
| Carnival: Pre-Sale | 42110 | 37,514 | 42,000 | 67,560 | 63,000 |
| TOTAL CARNIVAL REVENUE | 42100 | 130,109 | 147,000 | 153,900 | 144,000 |
| CONCESSIONS REVENUE: | | | | | |
| Food Concessions | 42200 | 95,244 | 110,000 | 154,640 | 143,000 |
| Non-Food Concessions (beer midway) | 42300 | 47,481 | 55,500 | 69,418 | 65,000 |
| TOTAL CONCESSIONS REVENUE | 42200 | 142,725 | 165,500 | 224,058 | 208,000 |
| EXHIBITS REVENUE: | | | | | |
| Entry Fees | 43100 | 12,008 | 12,500 | 12,703 | 12,500 |
| Donated & Sponsored Awards | 43200 | 7,763 | 8,000 | 10,636 | 10,500 |
| Advertising in Premium Book | 43300 | | | | |
| Other (Explain) Veggie Auction | 43400 | 10,305 | 11,000 | 29,100 | 20,000 |
| TOTAL EXHIBITS REVENUE | 43000 | 30,076 | 31,500 | 52,439 | 43,000 |
| HORSE SHOW REVENUE: | | | | | |
| Admissions | 44100 | | | | |
| Entry and Stake Fees | 44200 | | | | |
| Donations for Special Prizes | 44300 | | | | |
| Stall Fees | 44400 | | | | |
| Program Sales | 44500 | | | | |
| Other (Explain) | 44600 | | | | |
| TOTAL HORSE SHOW REVENUE | 44000 | 0 | 0 | 0 | 0 |
| LIVE HORSE RACING REVENUE: | | | | | |
| Admissions | 45100 | | | | |
| Track Commissions & Breakage | 45200 | 545,012 | 605,000 | 544,749 | 545,000 |
| Program Sales | 45300 | 5,778 | 6,000 | 6,786 | 6,000 |
| Concessions | 45400 | 100,443 | 135,000 | 146,171 | 140,000 |
| Other (Explain) box seats blankets/sponsors | 45500 | 45,761 | 14,000 | 28,525 | 27,000 |
| TOTAL LIVE HORSE RACING REVENUE | 45000 | 696,994 | 760,000 | 726,231 | 718,000 |

Detail of Revenues

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|--|--------------|----------------|------------------|-------------------|------------------|
| SATELLITE WAGERING REVENUE: | | | | | |
| TOTAL SATELLITE WAGERING REVENUE | 45005 | 0 | 0 | 0 | 0 |
| FAIR ATTRACTIONS REVENUE: | | | | | |
| Rodeo Admissions | 46100 | | | | |
| Queen Pageant Admissions | 46200 | | | | |
| 4 Wheel-Drive Pull Admissions | 46300 | | | | |
| Destruction Derby Admissions | 46400 | | | | |
| Performances Admissions | 46500 | | | | |
| Other Admissions (Explain) Guy Fieri Event | 46050 | | | 2,525 | |
| TOTAL FAIR ATTRACTIONS REVENUE | 46000 | 0 | 0 | 2,525 | 0 |
| MOTORIZED RACING REVENUE: | | | | | |
| TOTAL MOTORIZED RACING REVENUE | 46109 | 0 | 0 | 0 | 0 |
| INTERIM ATTRACTIONS REVENUE: | | | | | |
| Performance Admissions | 46209 | | | | |
| Other Admissions (List) | 46309 | 8,350 | | | |
| TOTAL INTERIM ATTRACTIONS REVENUE | 46009 | 8,350 | 0 | 0 | 0 |
| MISCELLANEOUS FAIR REVENUE: | | | | | |
| Parking | 47100 | 35,108 | 40,000 | 59,890 | 56,000 |
| Fair Program Revenue | 47200 | | | | |
| Utility Fee Reimbursement | 47300 | | | | |
| Live Auction Revenue | 47400 | 101,411 | 92,000 | 113,733 | 107,000 |
| Stall Rentals (Fairtime) | 47500 | | | | |
| Camping Fees (Fairtime) | 47700 | 3,706 | 4,000 | 18,084 | 4,000 |
| Other (Explain) Merch/Liquor sales | 47800 | 6,393 | 9,500 | 13,332 | 12,000 |
| Sponsorships | 47900 | 232,350 | 255,000 | 203,100 | 200,000 |
| | | | | | |
| | | | | | |
| TOTAL MISCELLANEOUS FAIR REVENUE | 47000 | 378,968 | 400,500 | 408,139 | 379,000 |
| MISCELLANEOUS NON-FAIR PROGRAMS: | | | | | |
| Admissions | 47105 | | | | |
| Commercial Exhibits | 47205 | | | | |
| Concessions | 47305 | | | | |
| Exhibits | 47405 | | | | |
| Other (Explain) FERNSTOCK | 47505 | | | | 76,750 |
| | | | | | |
| TOTAL MISC. NON-FAIR PROGRAMS | 47005 | 0 | 0 | 0 | 76,750 |

Detail of Revenues

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|---|--------------|----------------|------------------|-------------------|------------------|
| INTERIM REVENUE: | | | | | |
| Rental of Buildings | 48100 | 70,954 | 80,000 | 85,227 | 80,000 |
| Grounds Rentals | 48200 | 42,997 | 45,000 | 41,673 | 40,000 |
| Camping (non fair) | 48210 | 123,602 | 136,000 | 71,373 | 110,000 |
| Long Term Rent | 48215 | 44,365 | 47,000 | 50,441 | 40,000 |
| Utility Fee Reimbursement | 48500 | 2,401 | 2,500 | 415 | |
| Interim Parking Revenue | 48600 | | | | |
| Other Interim Revenue (List) | 48700 | 2,755 | | 1,110 | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| TOTAL INTERIM REVENUE | 48000 | 287,074 | 310,500 | 250,239 | 270,000 |
| TOTAL PRIOR YEAR REVENUE ADJUSTMENT: | | | | | |
| | 49000 | | | | |
| OTHER OPERATING REVENUE: | | | | | |
| Interest Earnings | 49510 | | | | |
| Donations/Sponsorships (general) | 49520 | | | | |
| Other (Explain) | 49530 | | | | |
| Gain on Sale of Asset | 49540 | | | | |
| | | | | | |
| | | | | | |
| TOTAL OTHER OPERATING REVENUE | 49500 | 0 | 0 | 0 | 0 |

Detail of Expenditures

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|--|--------------|----------------|------------------|-------------------|------------------|
| ADMINISTRATION EXPENSE: | | | | | |
| Salaries & Wages - Permanent | 50100 | | 80,000 | 80,000 | 205,000 |
| Salaries & Wages - Temporary/Part Time | 50200 | 9,091 | 70,000 | 74,324 | 50,000 |
| Admin Wages - Hourly Fairtime | 50250 | | 10,000 | 13,894 | 14,000 |
| Compensated Absences Expense | 50300 | | | | 0 |
| Employee Benefits - Employer's Share | 50310 | | | | |
| Payroll Taxes | 50320 | 1,496 | 15,000 | 21,218 | 23,000 |
| Worker's Compensation Insurance | 50330 | 9,558 | 11,000 | 25,434 | 25,000 |
| Professional Services (Contractual) | 50400 | 108,207 | 32,000 | 68,471 | 100,000 |
| Director's Expense | 50500 | 1,792 | 2,500 | 446 | 500 |
| Traveling/Training Expense - Employees | 50600 | | | 2,334 | |
| Office Supplies and Expense | 50700 | 20,183 | 19,000 | 21,369 | 22,000 |
| Telephone and Postage | 50800 | 23,281 | 18,500 | 35,039 | 35,000 |
| Dues and Subscriptions | 50900 | 3,647 | 1,200 | 3,591 | 3,500 |
| Insurance (General Liability) | 51000 | 42,360 | 62,000 | 53,079 | 55,000 |
| Other (Explain) service charge/TOTtaxes | 51100 | 44,833 | 50,500 | 44,759 | 45,000 |
| Unemployment Insurance (Non-reimbursed) | 51200 | | | | |
| Audit Expense | 51300 | | | | |
| Current Year Bad Debt Expense | 51400 | | | | |
| TOTAL ADMINISTRATION EXPENSE | 50000 | 264,448 | 371,700 | 443,958 | 578,000 |
| MAINTENANCE & GENERAL OPERATIONS: | | | | | |
| Salaries & Wages - Permanent | 52100 | 54,876 | 120,000 | 146,645 | 150,000 |
| Salaries & Wages - Temporary | 52200 | 105,213 | 90,000 | 56,623 | 60,000 |
| Employee Benefits | 52210 | 858 | 1,200 | | |
| Payroll Taxes | 52220 | 8,020 | 20,000 | 13,080 | 14,000 |
| Worker's Compensation Insurance | 52230 | | | | |
| Professional Services (Contractual) | 52300 | | | | |
| Rental - Land & Buildings | 52400 | | | | |
| Rental - Maintenance Equipment | 52500 | | | | |
| Rental - Public Address & Intercom | 52600 | | | | |
| Temporary Electrical Work (Contractual) | 52700 | | | 8,303 | |
| Light, Heat, Water and Power | 52800 | 112,329 | 132,000 | 139,188 | 140,000 |
| Maintenance of Equipment - Supplies & Expense | 52900 | 43,550 | 46,000 | 47,985 | 50,000 |
| Maint. of Bldgs. & Grounds- Supplies & Expense | 53000 | 146,812 | 130,000 | 47,629 | 100,000 |
| Trash Removal, Clean up (Contractual) | 53100 | 16,544 | 15,000 | 12,541 | 15,000 |
| Other (Explain) | 53200 | | | | |
| Special Repairs & Maintenance (List) | 53300 | | | | |
| TOTAL MAINTENANCE EXPENSE | 52001 | 488,202 | 554,200 | 471,994 | 529,000 |

Detail of Expenditures

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|--|--------------|----------------|------------------|-------------------|------------------|
| PUBLICITY EXPENSE: | | | | | |
| Salaries & Wages - Permanent | 54100 | | | | |
| Salaries & Wages - Temporary | 54101 | | 2,500 | 2,374 | 2,500 |
| Employee Benefits | 54110 | | | | |
| Payroll Taxes | 54120 | | | 297 | |
| Worker's Compensation Insurance | 54130 | | | | |
| Professional Services (Contractual) | 54200 | | | | |
| Supplies and Expense | 54300 | 244 | | 297 | |
| Advertising | 54400 | 19,633 | 35,000 | 27,272 | 30,000 |
| Promotional Expense | 54500 | 2,663 | 6,000 | 8,452 | 10,000 |
| Public Relations Expense | 54600 | | | | |
| Pre-Fair Events | 54700 | | | | |
| Other (Explain) | 54800 | 624 | | | |
| TOTAL PUBLICITY EXPENSE | 54000 | 23,164 | 43,500 | 38,692 | 42,500 |
| ATTENDANCE OPERATIONS: | | | | | |
| Salaries & Wages - Permanent | 56100 | | | | |
| Salaries & Wages - Temporary | 56101 | 29,504 | 35,000 | 30,489 | 35,000 |
| Employee Benefits | 56110 | | | | |
| Payroll Taxes | 56120 | 18,955 | 5,000 | 3,848 | 5,000 |
| Worker's Compensation Insurance | 56130 | | 2,000 | | |
| Professional Services (Contractual) | 56200 | 56,930 | 70,000 | 57,706 | 80,000 |
| Supplies and Expense | 56300 | 4,342 | 8,000 | 7,986 | 8,000 |
| Other (Explain) | 56400 | 100 | | | |
| TOTAL ATTENDANCE OPERATIONS | 56000 | 109,831 | 120,000 | 100,029 | 128,000 |
| MISCELLANEOUS FAIR EXPENSE: | | | | | |
| All Midway Fair Expenses(bar,food auditor,B&B) | 57100 | 30,818 | 36,000 | 41,892 | 42,000 |
| Parking Lot - Salaries & Wages - Permanent | 57101 | | | | |
| Parking Lot - Salaries & Wages - Temporary | 57102 | | | | |
| Program Expense | 57200 | | | | |
| Utility Fees | 57300 | | | | |
| Exhibit Guide | 57400 | | | | |
| Livestock Auction Expense | 57600 | 100,258 | 69,400 | 36,888 | 80,000 |
| Sponsorships | 57700 | 18,951 | 13,150 | 9,674 | 12,000 |
| Guy Fieri Event | 57705 | 3,850 | | 4,990 | |
| Other (Explain) Trash/Jr. Fair Board | 57800 | 20,905 | 22,000 | 10,237 | 20,000 |
| Commercial Exhibits & Concessions | 57900 | | | | |
| TOTAL MISCELLANEOUS FAIR | 57000 | 174,782 | 140,550 | 103,681 | 154,000 |
| MISCELLANEOUS NON-FAIR PROGRAMS: | | | | | |
| 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 | | | | 38,900 |
| TOTAL MISC. NON-FAIR PROGRAMS | 57005 | 0 | 0 | 0 | 38,900 |

Details of Expenditures

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|---|--------------|----------------|------------------|-------------------|------------------|
| PREMIUMS EXPENSE (Excluding Horse Show): | | | | | |
| Cash Awards | 58100 | 20,994 | 25,000 | 16 | 25,000 |
| Trophies, Medals, Ribbons | 58200 | 5,425 | 6,000 | 8,558 | 8,500 |
| Sponsored Cash Awards | 58300 | | | | |
| Sponsored Trophies, Medals, Ribbons | 58400 | | | | |
| Other Awards (Explain) | 58500 | | | 365 | |
| TOTAL PREMIUM EXPENSE | 58000 | 26,419 | 31,000 | 8,939 | 33,500 |
| EXHIBITS EXPENSE: | | | | | |
| Salaries & Wages - Permanent | 63100 | | | | |
| Salaries & Wages - Temporary | 63101 | 27,289 | 30,500 | 13,068 | 15,000 |
| Employee Benefits | 63110 | | | | |
| Payroll Taxes | 63120 | 1,797 | 2,000 | 3,445 | 3,500 |
| Worker's Compensation Insurance | 63130 | | 1,500 | | |
| Judges (Contractual) | 63200 | 3,624 | 5,000 | 5,522 | 6,000 |
| Judges Lodging | 63210 | 4,038 | 5,500 | 3,724 | 5,000 |
| Judges Miles | 63220 | 1,409 | 3,000 | 3,226 | 3,500 |
| Professional Services - Other (Contractual) | 63300 | 52 | 2,000 | 19,532 | 20,000 |
| Supplies and Expense | 63400 | | 2,000 | 3,264 | 3,000 |
| Tent & Booth Rental | 63500 | | | | |
| Decorations | 63600 | | | 295 | |
| Other (Explain) | 63700 | 270 | | | |
| TOTAL EXHIBITS EXPENSE | 63000 | 38,479 | 51,500 | 52,076 | 56,000 |
| HORSE SHOW EXPENSE (Including Premiums): | | | | | |
| 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 | | | | |
| TOTAL HORSE SHOW EXPENSE | 64000 | 0 | 0 | 0 | 0 |

Detail of Expenditures

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|---------------------------------------|--------------|----------------|------------------|-------------------|------------------|
| HORSE RACING EXPENSE (LIVE): | | | | | |
| Salaries & Wages (Non Pari-Mutuel) | 65100 | 82,012 | 83,000 | 84,301 | 85,000 |
| Salaries & Wages (Pari-Mutuel) | 65200 | 27,152 | 28,000 | 16,210 | 20,000 |
| Employee Benefits | 65210 | 5,882 | 6,000 | 9,707 | 16,200 |
| Payroll Taxes | 65220 | 18,097 | 18,000 | 20,658 | 20,000 |
| Worker's Compensation Insurance | 65230 | | | 740 | 800 |
| Professional Services (Contractual) | 65300 | 413,344 | 440,000 | 423,226 | 440,000 |
| Racing Lodging / other | 65310 | 19,147 | 20,000 | 17,790 | 20,000 |
| Racing Incentives | 65350 | 19,430 | 32,000 | 7,500 | 35,000 |
| Supplies and Expense | 65400 | 73,405 | 126,500 | 90,726 | 100,000 |
| Rental - Totalisator Equipment | 65600 | | | | |
| Rental - Other Equipment | 65700 | 4,141 | 5,000 | | |
| Other (Explain) | 65800 | 45,056 | | | |
| TOTAL RACING EXPENSE (LIVE) | 65000 | 707,666 | 758,500 | 670,858 | 737,000 |
| SATELLITE WAGERING EXPENSE: | | | | | |
| TOTAL SATELLITE WAGERING | 65005 | 0 | 0 | 0 | 0 |
| FAIR ENTERTAINMENT EXPENSE: | | | | | |
| Salaries & Wages - Permanent | 66100 | | | | |
| Salaries & Wages - Temporary | 66101 | | | | |
| Employee Benefits | 66110 | | | | |
| Payroll Taxes | 66120 | | | | |
| Worker's Compensation Insurance | 66130 | | | | |
| Professional Services (Contractual) | 66200 | | | | |
| Supplies and Expense | 66300 | | | | |
| Rodeo | 66400 | | | | |
| Grounds Entertainment (lodging) | 66500 | 44,650 | 55,000 | 62,000 | 55,000 |
| Grandstand Entertainment | 66600 | | | | |
| Other (Explain) Lodging/Sound system | 66700 | | 6,000 | 10,200 | 11,000 |
| TOTAL FAIR ENTERTAINMENT | 66000 | 44,650 | 61,000 | 72,200 | 66,000 |
| MOTORIZED RACING EXPENSE: | | | | | |
| TOTAL MOTORIZED RACING EXPENSE | 66109 | 0 | 0 | 0 | 0 |
| INTERIM ENTERTAINMENT EXPENSE: | | | | | |
| Salaries & Wages - Permanent | 66208 | | | | |
| Salaries & Wages - Temporary | 66209 | | | | |
| Employee Benefits | 66219 | | | | |
| Payroll Taxes | 66229 | | | | |
| Worker's Compensation Insurance | 66239 | | | | |
| Supplies & Expense | 66309 | | | | |
| Concerts (List) | 66609 | | | | |
| Other (Explain) | 66809 | | | | |
| TOTAL INTERIM ENTERTAINMENT | 66009 | 0 | 0 | 0 | 0 |

Detail of Expenditures

| | Acct. No. | Actual 2021 | Budgeted 2022 | Estimated 2022 | Proposed 2023 |
|---|--------------|----------------|------------------|-------------------|------------------|
| NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year): | | | | | |
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| | | | | | |
| TOTAL EQUIPMENT EXPENSE | 72300 | 0 | 0 | 0 | 0 |
| PRIOR YEAR OPERATING EXPENSE ADJUSTMENT: | | | | | |
| General Expense Adjustments | 80010 | | | | |
| Bad Debt Expense | 80020 | 1,903 | | | |
| PRIOR YEAR EXPENDITURE | 80000 | 1,903 | 0 | 0 | 0 |
| CASH SHORTAGES & OVERAGES: | | | | | |
| Ticket Sales | 85100 | | | | |
| Souvenir Sales | 85200 | | | | |
| Merchandise Sales | 85500 | | | | |
| Other (Explain) | 85900 | | | | |
| CASH (OVER)/UNDER | 85000 | 0 | 0 | 0 | 0 |
| | | | | | |
| DEPRECIATION EXPENSE: (From: Sch 7 / To: Pg. 1) | 90000 | 106,000 | 106,000 | 106,000 | 106,000 |
| *PENSION EXPENSE: (To: Pg. 1) | 96000 | | | 0 | 0 |
| *OPEB EXPENSE: (To: Pg. 1) | 96100 | | | 0 | 0 |
| | | | | | |
| OTHER OPERATING EXPENSE: | | | | | |
| Loss on Sale of Asset | 94010 | | | | |
| Other Expenses | | | 5,000 | | |
| | | | | | |
| TOTAL OTHER OPERATING EXPENSE | 94000 | 0 | 5,000 | 0 | 0 |

Variance Report **Automatically prepared**

| | Acct. No. | Budgeted vs. Estimated Fluctuation | | 2022 Budgeted | 2022 Estimated | 2023 Proposed | Estimated vs. Proposed Fluctuation | |
|-------------------------------------|--------------|---------------------------------------|----------------|-------------------|-------------------|--------------------|---------------------------------------|--------------|
| | | \$ Change | % Change | | | | \$ Change | % Change |
| | | OPERATING REVENUES: | | | | | | |
| Admissions to Grounds | 41000 | \$66,671 | 19.6% | \$340,000 | \$406,671 | \$380,000 | (\$26,671) | -6.6% |
| Commercial Space | 41500 | 8,025 | 25.9% | 31,000 | 39,025 | 37,000 | (2,025) | -5.2% |
| Carnival | 42100 | 6,900 | 4.7% | 147,000 | 153,900 | 144,000 | (9,900) | -6.4% |
| Concessions | 42200 | 58,558 | 35.4% | 165,500 | 224,058 | 208,000 | (16,058) | -7.2% |
| Exhibits | 43000 | 20,939 | 66.5% | 31,500 | 52,439 | 43,000 | (9,439) | -18.0% |
| Horse Show | 44000 | | #DIV/0! | | | | | #DIV/0! |
| Horse Racing (Live) | 45000 | (33,769) | -4.4% | 760,000 | 726,231 | 718,000 | (8,231) | -1.1% |
| Satellite Wagering | 45005 | | #DIV/0! | | | | | #DIV/0! |
| Fair Attractions | 46000 | 2,525 | #DIV/0! | | 2,525 | | (2,525) | -100.0% |
| Motorized Racing | 46109 | | #DIV/0! | | | | | #DIV/0! |
| Interim Attractions | 46009 | | #DIV/0! | | | | | #DIV/0! |
| Miscellaneous Fair | 47000 | 7,639 | 1.9% | 400,500 | 408,139 | 379,000 | (29,139) | -7.1% |
| Misc. Non-Fair Programs | 47005 | | #DIV/0! | | | 76,750 | 76,750 | #DIV/0! |
| Interim Revenue | 48000 | (60,261) | -19.4% | 310,500 | 250,239 | 270,000 | 19,761 | 7.9% |
| Prior Year Revenue Adj | 49000 | | #DIV/0! | | | | | #DIV/0! |
| Other Operating Revenue | 49500 | | #DIV/0! | | | | | #DIV/0! |
| TOTAL OPERATING REVENUES | | 77,227 | 3.5% | 2,186,000 | 2,263,227 | 2,255,750 | (7,477) | -0.3% |
| OPERATING EXPENDITURES: | | | | | | | | |
| Administration | 50000 | 72,258 | 19.4% | 371,700 | 443,958 | 578,000 | 134,042 | 30.2% |
| Maintenance & Gen Ops | 52000 | (82,206) | -14.8% | 554,200 | 471,994 | 529,000 | 57,006 | 12.1% |
| Publicity | 54000 | (4,808) | -11.1% | 43,500 | 38,692 | 42,500 | 3,808 | 9.8% |
| Attendance Operations | 56000 | (19,971) | -16.6% | 120,000 | 100,029 | 128,000 | 27,971 | 28.0% |
| Miscellaneous Fair | 57000 | (36,869) | -26.2% | 140,550 | 103,681 | 154,000 | 50,319 | 48.5% |
| Misc. Non-Fair Programs | 57005 | | #DIV/0! | | | 38,900 | 38,900 | #DIV/0! |
| Premiums | 58000 | (22,061) | -71.2% | 31,000 | 8,939 | 33,500 | 24,561 | 274.8% |
| Exhibits | 63000 | 576 | 1.1% | 51,500 | 52,076 | 56,000 | 3,924 | 7.5% |
| Horse Show | 64000 | | #DIV/0! | | | | | #DIV/0! |
| Horse Racing (Live) | 65000 | (87,642) | -11.6% | 758,500 | 670,858 | 737,000 | 66,142 | 9.9% |
| Satellite Wagering | 65005 | | #DIV/0! | | | | | #DIV/0! |
| Fair Entertainment Expense | 66000 | 11,200 | 18.4% | 61,000 | 72,200 | 66,000 | (6,200) | -8.6% |
| 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 | | | 106,000 | 106,000 | 106,000 | | |
| Other Operating Expense | 94000 | (5,000) | -100.0% | 5,000 | | | | #DIV/0! |
| TOTAL OPERATING EXPENDITURES | | (174,523) | -7.8% | 2,242,950 | 2,068,427 | 2,468,900 | 400,473 | 19.4% |
| NET EFFECT | | \$251,750 | -442.1% | (\$56,950) | \$194,800 | (\$213,150) | (\$407,950) | -2 |