



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Board of Directors

To Be Held

Wednesday, March 15, 2017 at 6:00 p.m.

In the Directors' Room
Solano County Fairgrounds
900 Fairgrounds Drive
Vallejo, California

Directors

Lee Williams, President & Chair

Mike Coakley, Vice President

Dennis Yen, Treasurer

Ray Bell, Director

Norma Lisenko, Director

Kathleen Marianno, Director

Norma Placido, Director

Rosie Enriquez, Director

Joe Lopez, Director

Patricia Moreira, Director

Raymond Simonds, Director

Gary Falati, Director

William Luiz, Director

Carole Paterson, Director

Matters of Information

The Solano County Fair Association does not discriminate against persons with disabilities. If you wish to attend this meeting and you will require assistance in order to participate, please call the Fair Association's main office at 551-2000 at least 24 hours in advance of the meeting to make reasonable arrangements to ensure accessibility to this meeting.

Non-confidential materials related to an item on this Agenda submitted to the Board after distribution of the agenda packet are available for public inspection during normal business hours at the Solano County Fair Association main office, 900 Fairgrounds Drive, Vallejo, CA.

Our Mission:

To ensure a positive experience for the public by providing a year-round multi-purpose venue that showcases and celebrates the wide variety of resources and activities to our diverse communities.



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~ It's just 139 Days until the 2017 Fair! ~

AGENDA

1. CALL TO ORDER

All matters noticed on this agenda, in any category, may be considered for action as listed. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Chair.

2. ROLL CALL

3. PLEDGE OF ALLEGIANCE

4. APPROVAL OF MINUTES OF BOARD MEETING

- a. Regular Meeting of February 15, 2017

5. ADDITIONS TO OR DELETIONS FROM THE AGENDA

6. APPROVAL OF THE AGENDA

7. PUBLIC COMMENT / PRESENTATIONS

(This is your opportunity to address the Board on a matter not listed on the Agenda, but it must be within the subject matter jurisdiction of the Board. Comments are limited to 3 minutes per speaker.)

8. STAFF REPORTS

- a. **Rene Edens**, Solano Race Place Manager – Update on Satellite Wagering issues and challenges.
- b. **Mike Ioakimedes**, Business Development Manager – Update on business development programs and outreach efforts.

9. COMMITTEE REPORTS

- a. **Buildings & Grounds** – Chair: Gary Falati. Schedule next meeting of committee.
- b. **Entertainment & Programs** – Chair: Norma Lisenko. Schedule next meeting of committee.
- c. **Executive** – Chair: Lee Williams. Schedule next meeting of committee.
- d. **Finance Committee** – Chair: Dennis Yen. Report on Committee meeting of March 15, 2017. Next meeting to take place on Wednesday, April 19, 2017 at 5:45 pm in the Directors' Room.
ACTION: Discussion and action regarding the Committee's recommendation on the February 28, 2017 Financial Statement.
- e. **Hospitality** – Chair: Norma Placido. Schedule next meeting of committee.
- f. **Silent Auction** – Chair: Carole Paterson. Report on Committee meeting of March 15, 2017. Schedule next meeting of committee.



- g. **Livestock and Exhibits** – Chair: Rose Enriquez. Schedule next meeting of committee.
- h. **Ad Hoc 2017 – 2018 Nominating** – Chair: Ray Bell. Schedule next meeting of committee.
- i. **Ad Hoc Race Place Future** – Chair: Dennis Yen. Schedule next meeting of committee.
- j. **Ad Hoc Leave Policy** – Chair: Mike Coakley. Schedule next meeting of committee.
- k. **Solano 360** – Chair: Gary Falati. Report on recent actions taken by Solano County Board of Supervisors. Schedule next meeting of committee.
ACTION: Information only, no action required.

10. GENERAL MANAGER’S REPORT

- a. Update on Youth Ag Day (March 14, 2017).
- b. Update on Solano County Fair (August 2 – 6, 2017).
- c. Update on Division of Fairs & Expositions / California Fair Alliance / Legislative Issues.
- d. Other Matters.

11. PRESIDENT’S REPORT

12. BOARD TRAINING

- a. **Kim Alexander Yarbor, Deputy County Counsel, Solano County** – Conduct annual training session on public meeting law (Brown Act) for Board Members and Staff.

13. CLOSED SESSION

- a. CONFER WITH OR RECEIVE ADVICE FROM LEGAL COUNSEL – POTENTIAL LITIGATION (California Government Code Section 54956.9(b)) – 4 cases

14. RECONVENE AND REPORT OF ACTION IN CLOSED SESSION (IF APPLICABLE)

15. DIRECTORS’ COMMENTS

16. ADJOURN

Adjourn the meeting until the next regularly scheduled meeting of the Solano County Fair Association Board of Directors on Wednesday, April 19, 2017 at 6 p.m.

Date of Notice: Friday, March 10, 2017



SOLANO COUNTY FAIR ASSOCIATION
MINUTES FOR MEETING OF BOARD OF DIRECTORS
February 15, 2017

1. Minutes of the monthly meeting of the Solano County Fair Association's Board of Directors held on February 15, 2017 at 6:16 pm in the Directors' Room with President Lee Williams presiding.

2. **DIRECTORS PRESENT:** Lee Williams, President & Chair

Mike Coakley	Rosie Enriquez	Norma Lisenko	Ray Simonds	Kathleen Marianno
Gary Falati	Joe Lopez	Bill Luiz	Norma Placido	

DIRECTORS ABSENT: Patricia Moreira (excused), Dennis Yen (excused), Ray Bell (excused), Carole Paterson (excused).

OTHERS PRESENT: Stephen Hales, CEO/Secretary; Michael Passey, CFO.

3. **PLEDGE OF ALLEGIANCE:** The Pledge of Allegiance was led by Director Placido.

4. **APPROVAL OF MINUTES OF THE BOARD MEETING OF January 11, 2017:** It was moved by Director Falati and seconded by Director Placido to approve the minutes of the January 11, 2017 Board meeting with the following corrections: Director Marianno did attend the January 11, 2017 meeting. Directors Lisenko and Simonds were listed as absent but did in fact attend the January 11, 2017 Board meeting. The motion to approve the corrected minutes was carried unanimously.

CHANGES OR DELETIONS FROM THE AGENDA: With the following changes to the agenda were approved. **Delete agenda items # 7, #8, #12a and #14b.** Director Falati moved and Director Placido seconded. The motion was carried unanimously.

5. **APPROVAL OF THE AGENDA:** It was moved by Director Falati and seconded by Director Placido to approve the agenda as amended. The motion carried unanimously.

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

7. **COMMITTEE REPORTS:**

a. **Finance Committee – Report on Committee Meeting of January 11, 2017 –**

Committee Vice-Chair Simonds reported that the Finance Committee met earlier in the day and recommended approval of the December 31, 2016 financial statements as presented and January 31, 2017 financial statements with approved changes.

Action: It was moved by Director Placido and seconded by Director Marianno to approve the December 2016 as presented and the January 2017 Financial Statements with changes. The motion carried unanimously.

- b. **Entertainment Committee** – Information only item. No action required. Committee Chair Lisenko reported that the Entertainment Committee met on Wednesday, February 1st 2017. Minutes for that meeting are not available now but will be ready by the next board meeting.

Chair Lisenko reported that 75% of the entertainment for the 2017 Fair has been booked.

The **Main Stage** is fully booked with the following acts:

Lenny Williams	Metalachi
Lakeside	Hispanic Acts (penciled-in for Sunday)
Journey Revisited	Gospel Rock (penciled-in for Wednesday)

Cultural Stage / Pavilion - Booking and scheduling handled by outside contractor Askari Sowonde and Director Placido.

Bay Stage - Currently only the hypnotist is booked. Staff member Melissa Lamont is handling the booking.

Melissa was not on-site during last year's fair but she will be here for this year's fair and so it is anticipated that the Bay Stage and Ground entertainment will go more smoothly.

Chair Lisenko stated that the Entertainment Committee should meet in late August for a post-2017 Fair wrap-up and then in November after the budget is finalized, to begin reviewing entertainment options for the 2018 Fair.

Director Paterson offered to help with organizing focus groups comprised of local targeted groups to get a better understanding of our primary market.

Director Coakley inquired about having an antique car show. GM Hales responded that it had been considered but the '17 Fair is pretty full, plus with the new fair dates we are now right up against Hot August Nights so there might not be any cars available.

8. **GENERAL MANAGER'S REPORT:**

- a. **Update on Youth Ag Day (March 14, 2017)** – GM Hales reported that Marcia Coffman, Special Projects Coordinator was unable to attend the meeting but had produced a report that stated the 2017 Youth Ag Day was on-track to meet or exceed the event's goals. The report highlighted the following 2017 Youth Ag Day facts:

42 schools will be represented

115 third grade classes

2757 students

540 parent volunteers

47 school buses were secured for this event

\$11,840 was raised through sponsorship to defer the cost of the school buses.

41 Presenters will be participating in Ag Day

55 Ag Day volunteer will work that day

\$22,425 in sponsorship cash was raised for this event

\$4,600 in in-kind services was raised for this event.

- b. **Update on Solano County Fair (August 2-6, 2017)** – Final Artwork/logo for 2017 fair was presented to board along with this year's theme; ***This Fairs' for Ewe.***
- c. **Update on Horse Racing Matters** – GM Hales reported that Race Place Manager Renee Edens will be invited to the next board meeting to give the board an update on Horse Racing Matters.
- d. **Update on Division of Fairs & Expositions / California Fair Alliance / Legislative Issues** – No Report.
- e. **Other Matters** –
 - a. **Western Fair Association Convention** – This year was GM Hales first time attending the convention. Hales attended numerous seminars including one on cannabis. Listened to and booked Metalachi band for this year's fair. In the future, if funding is available, GM Hales would like to see if other staff members could attend conference as there are many great training and learning opportunities for them to benefit by. GM Hales informed the board that Steven Chambers the Executive Director of WFA is retiring at the end of this year.
 - b. **Maintenance Mania** - Several of our maintenance staff will be participating in Maintenance Mania at Cal Expo. Plenty of safety training available at event.
 - c. **McCormack Hall Exterior Door Project** - Former GM Pierce was able to begin a grant process with Cal Dept. of Food & Ag to repair the exterior door at McCormack Hall. GM Hales and CFO Passey are responding to document requests from State to complete the process.
 - d. **Ticket Booth Fire** - A parking ticket seller's booth caught on fire. There were no injuries and no damage to any other structures. Necessary repairs have been completed and we are again fully operational.
 - e. **THC Fair** - Several elected officials (County Supervisors and Vallejo City Council Members) as well as several SCFA Board members attended this event. Operationally everything went well. No problems and no incidents with people consuming on site. Overall attendance at event was light. The show's organizers were pleased with our venue and would like to return next year. Hopefully the novelty of this type of event has worn off and from this point forward we can treat this event like any other.
 - f. **Ad Hoc Race Place Committee** – It was noted that this committee needs to meet. Board directs GM Hales to meet with Chair Yen to set up meeting date.
 - g. **Ad Hoc Policy Committee** – Staff will research new county and state regulations and report back to board with findings prior to scheduling a committee meeting.
 - h. **360 Committee** – GM Hales would like to meet with this committee so that he can be brought up to speed about committee's work and future planning. It was noted that Director Yen is not a member of the SCFA 360 Committee but is the designated representative to the county's Solano 360 Committee. GM Hales mentioned that Director Yen's status as SCFA's representative to Solano 360 is best discussed under another agenda item.

- i. **Mini Board Retreat** – GM Hales would like to schedule a mini-board retreat to be held on Saturday, March 4th here in the Director’s trailer. The purpose of the retreat would be for board training. The retreat is expected to last from 1:00 pm to 5:00 pm.
- j. **Solano 360** – GM Hales reported that with the new approved SCFA staff re-organization the new General Manager (Hales) was not envisioned to have the same level of participation in Solano 360 as his predecessor. The board’s intent was to have Director Yen fill that role.

Immediately prior to former GM Pierce’s retirement current GM Hales and former GM Pierce met with county staff to discuss Solano 360. County staff was clear that they were not comfortable with a SCFA board member serving in a staff position. They were concerned about potential conflict of interest that might arise by having an appointed individual in what is designed as a staff position.

GM Hales presented the board with several options to address county staff’s concerns:

- Ignore the concerns and continue to have Director Yen as SCFA’ representative
- Consider using Business Development Manager, Mike Ioakimedes as SCFA’s representative. Ioakimedes has experience in land use decisions as a former appointed and elected official as well as professional legislative experience.
- GM Hales could assume the role
- Consider hiring someone from outside the organization.

GM Hales reported that there have not been any Solano 360 staff meetings held, nor have any been scheduled since former GM Pierce’s retirement. Solano County Administrator Birgitta Corsello would prefer that SCFA’s general manager be SCFA’s representative.

GM Hales informed the board that the four prior GM’s all had some level of expertise in land use matters and so they were very actively involved in the Solano 360 Planning process. GM Hales felt that the Solano 360 was, at times, such an intense effort that it prevented prior GM’s from focusing on critical parts of day-to-day fair/fairground management. Because of this GM Hales initial thought was that the GM should not be SCFA’s representative to Solano 360.

At this time GM Hales would suggest that the board consider hiring former SCFA GM Joe Barkett to be SCFA’s representative to Solano 360. Mr. Barkett has a great in-depth knowledge of fair operations in general and the Solano Fair in particular. It is unknown if Mr. Barkett is interested (he is currently retired) or available to fill this role. A major potential challenge to hiring Mr. Barkett might be what his fee as an outside consultant would be. In the re-organization, there were some funds created to address outside consultant fees, but they are very limited. It was noted that since his retirement Mr. Barkett has worked with several fair associations on their land use issues.

The discussion moved to the authority of the SCFA Board and if they could override or ignore county staff’s concerns and designate whomever they wanted to represent them. Staff cautioned that it would be best to search for a representative that met the needs of the SCFA board while addressing the concerns of county staff and the Board of Supervisors.

No board decision or action was taken as this was only an informational item.

9. **PRESIDENT’S REPORT** –

- a. **Youth Ag Day** - President Williams reported that he had been able to raise \$1600 for this year's Youth Ag Day. The funds were donated by:
 - i. **Rio Vista Lions Club** - \$500
 - ii. **Rio Vista Rotary Club** - \$500
 - iii. **Rio Vista Hog August Bites Committee** - \$500
 - iv. **President Lee Williams** - \$100

10. GENERAL CALENDAR

a. Western Fair Association Convention – Attending Directors Reports –

- I. **Director Placido** reported that the Convention was a wonderful positive experience with many educational opportunities. It was particularly interesting to get information on how other fairs conduct their operations and to share ideas and suggestions through the great networking opportunities.
- II. **Director Falati** reported that he attended an awards ceremony where Solano County Fair was awarded 3rd Place in the Best Magazine Fair Advertisement Category. Director Falati attended several seminars focused on the cannabis industry covering a wide variety of topics. He also attended seminars on the changing demographics with the emergence of larger numbers of Hispanic, Asian, and members of the LGBT community. Director Falati encouraged other Board members to attend the next convention if they can.
- III. **Director Williams** reported on attending a seminar focused on general board training including Brown Act adherence. He found the seminar very educational and informative. Director Williams noted that it seemed like all the cannabis seminars were packed with attendees. He wished that SCFA had enough funds to send more staff members to convention as he felt that the organization could benefit by what staff would learn and be exposed to.

11. DIRECTOR'S COMMENTS

Many Directors took the opportunity to praise GM Hales as this was his first solo board meeting and his first time attending the annual convention as a GM.

Director Placido asked staff to help set-up a meeting of the Hospitality Committee.

Director Coakley asked about setting up a Board Budget Training session. Staff will research and report back.

Director Coakley also asked for an update on the Master Concessionaire. GM Hales reported back that the first big event is coming up but all-in-all this concessionaire is a huge improvement over her predecessor.

12. ADJOURNMENT:

It was moved by Director Placido and seconded by Director Luiz that the meeting be adjourned until the next regular Board Meeting on March 15, 2017 at 6:00 p.m.

Respectfully submitted,



Stephen Hales
General Manager



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

1. Minutes of the Finance Committee meeting held on Wednesday, February 15, 2017 at 5:45 p.m. in the Directors Room with Vice Chair Ray Simonds presiding.
2. **COMMITTEE MEMBERS PRESENT:** Ray Simonds, Vice Chair

Mike Coakley Gary Falati Joe Lopez Bill Luiz

MEMBERS ABSENT: Dennis Yen (excused), Carole Paterson (excused) .
OTHERS PRESENT: Stephen Hales, General Manager; Mike Passey, Deputy GM
3. **CHANGES TO OR DELETIONS FROM THE AGENDA:** None
4. **APPROVAL OF THE AGENDA:** It was moved by Director Lopez and seconded by Director Falati that the agenda of the Finance Committee meeting be approved. The motion carried unanimously.
5. **APPROVAL OF THE MINUTES OF JANUARY 11, 2017:** It was moved by Director Lopez and seconded by Director Luiz that the minutes of January 11, 2017 be approved. The motion carried unanimously.
6. **PRESENTATION/ PUBLIC COMMENT:** None
7. **NEW BUSINESS**
 - a. **Review of and action regarding recommendation to the Board regarding the December 31, 2016 Financial Statements.**

Committee Vice Chair Ray Simonds led a page by page discussion of the December 31, 2016 financial statements. On page 3, Bill Luiz asked if the decline in Satellite Wagering revenue was better or worse than other satellite wagering facilities. Mike Passey answered that he did not know but would inquire for the next meeting. In addition to the regular financial statements, Mike Passey presented and reviewed the yearend summary of the restricted reserves.

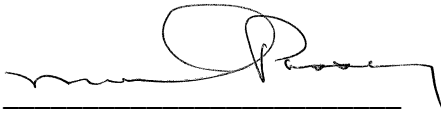
ACTION: Director Lopez moved and Director Luiz seconded that the December 31, 2016 financial statements be approved. The motion carried unanimously.
 - b. **Review of and action regarding recommendation to the Board regarding the January 31, 2017 Financial Statements.**

Committee Vice Chair Ray Simonds led a page by page discussion of the January 31, 2017 financial statements. On page 7, Lee Williams noted that the Jr Livestock Auction reserve was not correct. Mike Passey acknowledged the error and would correct it.

ACTION: Director Falati moved and Director Luiz seconded that the January 31, 2017 financial statements with the correction in the Jr. Livestock Auction reserve be accepted. The motion carried unanimously.

8. **COMMITTEE MEMBERS COMMENTS:** None
9. **ADJOURNMENT:** It was moved by Director Falati and seconded by Director Lopez that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'Mike Passey', written over a horizontal line.

Mike Passey
Deputy GM



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Silent Auction Committee

To Be Held

Wednesday, March 15, 2017 at 5:00 p.m.

In the Directors' Room
Solano County Fairgrounds
Vallejo, California

Carole Paterson, Chair

Dennis Yen, Vice Chair

Ray Bell

Mike Coakley

Gary Falati

Norma Lisenko

Kathy Marianno

Matters of Information

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AGENDA

1. CALL TO ORDER

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2. ROLL CALL

3. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. PRESENTATION / PUBLIC COMMENT

6. NEW BUSINESS

- a. Discussion of the silent auction at the 2017 Solano County Fair.

7. COMMITTEE MEMBERS' COMMENTS

8. ADJOURNMENT

Date of Notice: March 10, 2017



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Finance Committee

To Be Held

Wednesday, March 15, 2017 at 5:45 p.m.

In the Directors Room
Solano County Fairgrounds
Vallejo, California

Dennis Yen, Chair

Mike Coakley

Bill Luiz

Carole Paterson

Ray Simonds, Vice Chair

Gary Falati

Joe Lopez

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2. ROLL CALL

3. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. APPROVAL OF THE MINUTES OF FEBRUARY 15, 2017

6. PRESENTATION / PUBLIC COMMENT:

7. NEW BUSINESS

- a. Review of and action regarding recommendation to the Board regarding the February 28, 2017 Financial Statements.

8. COMMITTEE MEMBERS COMMENTS

9. ADJOURNMENT

Date of Notice: March 9, 2017

Solano County Fair Association
Statement of Financial Position
February 28, 2017
Unaudited

ASSETS

Assets

Current assets

Cash and cash equivalents	252,545
Accounts receivable- general	18,852
Accounts receivable- leases	61,530
Accounts receivable- other	66,113
Inventory	7,326
Deposits and prepaid	1,260
Total current assets	407,625

Noncurrent assets

Land	167,085
Buildings & grounds, net	839,731
Equipment, furniture and fixture, net	16,971
Capital assets, net	1,023,787
Intangible assets, net	5,144
Total non current assets	1,028,931

Deferred Outflows of Resources

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

Total assets and deferred outflows of resources

1,545,592

Solano County Fair Association
Statement of Financial Position
February 28, 2017
Unaudited

LIABILITIES AND NET ASSETS

Liabilities

Current liabilities

Accounts payable	50,519
Deferred revenue	7,203
Guaranteed deposits	59,079
Payroll payable and other liabilities	50,016
Compensated absences (current portion)	18,342
Pension obligation bonds (Solano County allocation)	101,301
Current debt associated with fixed assets	90,257
Total current liabilities	376,717

Noncurrent liabilities

Compensated absences	46,733
Long term debt associated with fixed assets	391,634
Net OPEB liability (Solano County allocation)	77,172
Net pension liability (Solano County allocation)	1,060,154
Pension obligation bonds (Solano County allocation)	633,654
Total noncurrent liabilities	2,209,347

Deferred Inflows of Resources

Deferred inflows related to pensions	278,120
Total deferred inflows of resources	278,120

Net Position

Invested in capital assets	541,896
Temporary restricted- capital project/ maintenance	17,397
Temporary restricted- parking lot improvements	13,960
Temporary restricted- Fair Hands/ Ag Day	41,664
Temporary restricted- racing facilities improvements	10,669
Jr livestock auction reserve	13,070
Unrestricted resources	(1,957,248)
Total net position	(1,318,592)

Total liabilities, net assets and deferred inflows of resources	1,545,592
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<i>FYI Undesignated net position</i>	<i>84,116</i>
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Solano County Fair Association
Statement of Earnings for the Period Ending
February 28, 2017
Unaudited

	Current Month	2017 Year-to-Date	2016 Year-to-Date	2017 Budget	% of Annual Budget
Revenues					
Operating Revenues					
Fair gate admissions	\$ -	\$ -	\$ -	\$ 214,700	0%
Fair parking/ RV space rental	-	-	-	99,700	0%
Fair concessions/ carnival	-	-	-	166,935	0%
Fair commercial space	-	-	-	44,000	0%
Fair entry fees	-	-	-	10,000	0%
Facility rental	77,532	112,875	88,072	870,200	13%
Satellite wagging	41,550	86,649	98,007	513,800	17%
Lease revenue	27,076	55,151	51,922	752,214	7%
Sign revenue	9,608	17,033	19,029	120,000	14%
Sponsorship/ silent auction revenue	10,610	18,635	41,900	94,200	20%
Miscellaneous	-	-	302	5,000	0%
Total operating revenues	\$ 166,377	\$ 290,343	\$ 299,231	\$2,890,749	10%
Other Revenues					
State apportionment	-	-	-	32,487	0%
Other non-operating revenue	-	3,339	-	29,240	
Interest revenue	\$ -	\$ -	\$ 1,495	\$ 100	0%
.33 funds	-	-	-	40,356	0%
Total other revenues	\$ -	\$ 3,339	\$ 1,495	\$ 102,183	3%
Total Revenues	\$ 166,377	\$ 293,682	\$ 300,727	\$2,992,932	10%
Expenses					
Wages/ payroll tax	\$ 67,946	\$ 139,596	\$ 139,262	\$1,050,019	13%
Workers' comp/ health/ comp absences	17,082	35,513	21,613	184,010	19%
Pension expense	11,465	23,825	29,109	162,081	15%
Professional services	18,802	31,460	31,043	374,401	8%
Supplies and expenses	4,397	11,409	14,584	105,950	11%
Utilities, water, and garbage	14,899	31,228	30,236	273,401	11%
Equipment maintenance	1,199	3,398	1,369	33,500	10%
Liability Insurance	7,113	16,585	12,665	89,100	19%
Dues, permits, assessments	46,969	50,086	6,289	104,607	48%
Buildings and grounds	2,347	5,986	6,494	47,450	13%
Advertising/ promo/ publications	-	1,594	3,252	95,300	2%
Travel/ meetings/ training	53	1,265	568	32,440	4%
Directors' expense	401	2,530	4,884	21,500	12%
Equipment rental	5,362	5,701	3,076	167,150	3%
Entertainment- stages and ground	-	-	-	105,700	0%
Premiums	-	-	-	33,800	0%
Bank charges, credit card fees	607	923	1,156	11,800	8%
Cash short/ (over), bad debt	8	2	(1)	-	
Equipment (non capitalized)	1,908	2,319	1,145	3,500	66%
Special projects	4,051	5,517	-	64,240	
Donated services/ sponsor expenses	-	-	13,450	11,600	0%
Interest expense	1,541	3,082	3,471	20,825	15%
Total Expenses	\$ 206,148	\$ 372,017	\$ 323,665	\$2,992,374	12%
Net Profit/(Loss) prior to depreciation	\$ (39,772)	\$ (78,335)	\$ (22,938)	\$ 558	
Less depreciation	\$ 20,469	\$ 40,938	\$ 47,665	\$ 237,000	17%
Net income/ (loss) after depreciation	<u>\$ (60,241)</u>	<u>\$ (119,273)</u>	<u>\$ (70,603)</u>	<u>\$ (236,442)</u>	

Solano County Fair Association

Statement of Earnings by Department

For the Period Ending

February 28, 2017

Unaudited

	Fair			Ag Day			Facility Rentals			Solano Race Place			2017
	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017	
Revenues	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date
Operating revenues													
Fair gate admissions	\$ -	\$ -	\$ 214,700										
Fair parking/ RV space rental	-	-	99,700										
Fair concessions/ carnival	-	-	166,935										
Fair commercial space	-	-	44,000										
Fair entry fees	-	-	10,000										
Facility rental							112,875	88,072	870,200				
Satellite wagering										86,649	98,007	513,800	
Lease revenue													55,151
Sign revenue													
Sponsorship/ silent auction revenue	2,000	24,255	66,200	16,635	17,645	28,000							
Miscellaneous	-	250	5,000										
State apportionment													
Other non-operating revenue													
Interest revenue													
.33 funds													
Total Revenues	\$ 2,000	\$ 24,505	\$ 606,535	\$ 16,635	\$ 17,645	\$ 28,000	\$ 112,875	\$ 88,072	\$ 870,200	\$ 86,649	\$ 98,007	\$ 513,800	\$ 55,151
Expenses													
Wages/ payroll tax	\$ 1,925	\$ 3,529	\$ 175,704	\$ 1,064	\$ 1,669	7,482	\$ 13,174	\$ 6,820	\$ 89,458	\$ 22,758	\$ 27,085	\$ 142,678	\$ -
Payroll accrued													
Workers' comp/ health	310	362	9,331	60	78	348	2,495	2,011	14,155	5,981	6,589	34,927	-
Pension expense	797	876	5,951	-	-	-	638	742	4,730	3,924	4,601	25,700	-
Professional services	6,558	5,556	156,788	-	-	400	12,018	7,648	84,624	9,173	14,044	68,160	-
Supplies and expenses	782	1,443	33,575	304	2,007	5,800	2,738	2,595	16,000	1,626	2,414	13,500	-
Utilities, water, and garbage	-	-	22,400	-	-	-	5,483	5,648	56,000	7,400	6,157	55,000	4,154
Equipment maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-
Liability Insurance	-	-	3,600	-	-	-	2,360	310	4,500	-	-	-	-
Dues, permits, assessments	553	418	3,214	-	-	-	-	-	1,145	461	300	3,219	40,946
Buildings and grounds	235	449	16,550	-	-	400	198	791	3,000	2,101	685	6,000	119
Advertising/ promo/ publications	-	3,432	81,300	-	-	-	33	-	1,500	-	(180)	12,500	-
Travel/ meetings/ training	131	4	15,950	-	-	13,000	-	-	500	-	9	500	-
Directors' expense	-	-	10,500	-	-	-	-	-	-	-	-	-	-
Equipment rental	-	610	139,100	-	-	1,500	5,138	305	14,500	-	-	1,000	449
Entertainment- stages and ground	-	-	105,700	-	-	-	-	-	-	-	-	-	-
Premiums	-	-	33,800	-	-	-	-	-	-	-	-	-	-
Bank charges, credit card fees	74	94	4,400	-	-	-	307	170	1,900	-	-	-	-
Cash short/ (over), bad debt	-	-	-	-	-	-	13	-	-	(11)	(1)	-	-

Solano County Fair Association

Statement of Earnings by Department

For the Period Ending

February 28, 2017

Unaudited

	Admin			Maint			Guest Safety			Other			2017 Year-to-Date
	2017 Year-to-Date	2016 Year-to-Date	2017 Budget	2017 Year-to-Date	2016 Year-to-Date	2017 Budget	2017 Year-to-Date	2016 Year-to-Date	2017 Budget	2017 Year-to-Date	2016 Year-to-Date	2017 Budget	
Revenues													
Operating revenues													
Fair gate admissions													0
Fair parking/ RV space rental													0
Fair concessions/ carnival													0
Fair commercial space													0
Fair entry fees													0
Facility rental													112,875
Satellite wagering													86,649
Lease revenue													55,151
Sign revenue													17,033
Sponsorship/ silent auction revenue													18,635
Miscellaneous										-	52	-	0
State apportionment										-	-	32,487	0
Other non-operating revenue										3,339	-	-	3,339
Interest revenue										-	1,495	100	0
.33 funds										-	-	40,356	0
Total Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,339	\$ 1,547	\$ 72,943	\$ 293,682
Expenses													
Wages/ payroll tax	\$ 52,087	\$ 52,185	\$ 273,499	\$ 33,959	\$ 49,601	\$ 301,420	\$ 8,129	\$ 12,039	\$ 52,550				133,096
Payroll accrued	\$ 6,500	\$ (13,962)	\$ 6,000										6,500
Workers' comp/ health	16,922	1,188	58,300	9,283	10,801	64,450	462	570	2,441				35,513
Pension expense	10,624	11,214	61,000	6,828	10,440	57,000	1,013	1,236	7,700				23,825
Professional services	1,295	786	45,000	-	-	-	2,009	2,604	15,988				31,460
Supplies and expenses	2,141	1,783	8,775	3,097	3,616	23,950	722	726	4,150				11,409
Utilities, water, and garbage	-	-	-	7,300	8,430	45,500	-	-	-				31,228
Equipment maintenance	59	65	500	2,692	1,187	30,000	647	117	3,000				3,398
Liability Insurance	14,225	12,355	81,000	-	-	-	-	-	-				16,585
Dues, permits, assessments	7,992	5,363	10,100	-	-	2,600	-	-	-				50,086
Buildings and grounds	-	-	-	3,333	4,289	18,000	-	-	-				5,986
Advertising/ promo/ publications	1,561	-	-	-	-	-	-	-	-				1,594
Travel/ meetings/ training	1,101	93	1,500	25	154	850	-	291	-				1,265
Directors' expense	2,530	4,884	11,000	-	-	-	-	-	-				2,530
Equipment rental	114	114	650	-	846	5,500	-	-	-				5,701
Entertainment- stages and ground	-	-	-	-	-	-	-	-	-				0
Premiums	-	-	-	-	-	-	-	-	-				0
Bank charges, credit card fees	541	892	5,500	-	-	-	-	-	-				923
Cash short/ (over), bad debt	-	-	-	-	-	-	-	-	-				2

Jr Livestock Auction- Solano County Fair

Statement of Financial Position as of

February 28, 2017

Unaudited

ASSETS

Assets **February 28, 2017**

Assets

Cash and cash equivalents	16,023
Accounts receivable	0
Total assets	<u>16,023</u>

LIABILITIES AND AUCTION RESERVES

Liabilities

Liabilities

Accounts payable	0
Deferred revenue	2,953
Total liabilities	<u>2,953</u>

Jr livestock auction reserve

Profit (loss) jr livestock auction	(100)
Jr livestock auction reserve as of Jan 1	13,170
Jr livestock auction reserve	<u>13,070</u>
Total liabilities and auction reserve	<u>16,023</u>

Jr Livestock Auction- Solano County Fair

Statement of Earnings

For the Period Ending

February 28, 2017

Unaudited

	Current Month	2017 Year-to-Date	2016 Year-to-Date
Revenues			
JLA- receipts from buyers	-	-	-
JLA- auction fund contributions	-	-	-
JLA- prior year revenue	-	-	-
Total Revenues	\$ -	\$ -	\$ -
Expenses			
JLA- payment to sellers	-	-	-
JLA- lunch/dinner	-	-	-
JLA- labor costs	-	-	-
JLA- supplies & expenses	-	100	149
JLA- leases & rentals	-	-	-
Total Expenses	\$ -	\$ 100	\$ 149
Net Profit/(Loss)	\$ -	\$ (100)	\$ (149)

JLA Reserve as of January 1	\$ 13,170
Add net profit/ (loss)	\$ (100)
JLA Reserve	\$ 13,070