

California Exposition & State Fair

Service Contracts

From \$15,000 to \$99,999 (rounded) Requiring Notification

May 18, 2018 – August 31, 2018

Contractor	Amount
Rachel Diane Achuff <ul style="list-style-type: none"> • 2018 State Fair Livestock Birthing Animal Exhibit • Term: July 6, 2018 – July 30, 2018 	\$17,318
Gladstone Inc. <ul style="list-style-type: none"> • 2019-2021 State Fair Online Entry Program • Term: January 1, 2019 – December 31, 2021 • Expense based on actual number of entries 	\$18,000 (\$6,000/year)
Speeda Sound, Inc. <ul style="list-style-type: none"> • 2018 State Fair Backline Equipment Rental Services • Term: July 13, 2018 – July 29, 2018 	\$22,100
Michael's Transportation Service Inc. <ul style="list-style-type: none"> • 2018 State Fair Bus Lease Services • Term: July 13, 2018 – July 29, 2018 	\$28,225
University of California, Davis <ul style="list-style-type: none"> • 2018 State Fair VMTH Residue Testing and Speakers • Term: July 11, 2018 – July 29, 2018 	\$40,000
Andrew L. Field dba Substrate Engineering <ul style="list-style-type: none"> • State Fair Sound Services for Livestock Exhibits • Three year contract – July 1, 2018 – August 1, 2020 	\$43,650 (\$14,550/year)
Speeda Sound, Inc. – Amendment No. 1 <ul style="list-style-type: none"> • 2019-2020 State Fair Entertainment Sound System Rental • Extends term through August 31, 2020 	\$83,550 (\$27,850/year)
Rolling Stages, Inc. <ul style="list-style-type: none"> • 2018 State Fair Shade Cover Structures Rental • Term: June 30, 2018 – August 4, 2018 	\$69,155

\$100,000 and Over (rounded) Requiring Approval

Contractor	Amount
Sacramento County Sheriff's Department <ul style="list-style-type: none"> • 2018 Off Duty Police Staff Services • Term: July 13, 2018 – December 31, 2018 	\$100,000

Upcoming Solicitations (before 12/31/18)

- Amusement Ride Safety Inspections – Three Year Term - 2019-2021
- Entertainment Booking/Production Services - Three Year Term – 2019-2021
- Pest Control Services – Three Year Term – 2019-2021
- Fencing Rental Services – Three Year Term – 2019-2021

California Exposition & State Fair

PURCHASE ORDERS

\$15,000 to \$99,999 Requiring Notification

>\$100,000 Requiring Approval

May 18, 2018 – August 31, 2018

Contractor	Amount
S & S Enterprises <ul style="list-style-type: none">• State Fair Janitorial Supplies	\$47,934
Pinnacle Petroleum <ul style="list-style-type: none">• Bulk Renewable Diesel and Red Dye Diesel Fuel• Delivered as ordered / needed	\$30,000
Sig-1 <ul style="list-style-type: none">• State Fair Award Leather Banners	\$20,483
Shelton Communications <ul style="list-style-type: none">• Audio Visual Equipment & Cabling: Board Room Communications Project• Reimbursed by the Cal OES Communications grant	\$16,250

CALIFORNIA EXPOSITION & STATE FAIR
PROFIT/LOSS STATEMENT
 June 30, 2018

R o w	Column	A	B	C	D	E	F	G
		Quarter 2 2018	Quarter 2 2017	YTD 2018	YTD 2017	C - D Annual Variance YTD	Budget 2018	C - F Annual Variance From Budget YTD
	Revenue							
1	State Fair	\$ 93,218	\$ 125,024	\$ 356,518	\$ 196,124	\$ 160,394	16,870,076	\$ (16,513,558)
2	Expo Events	1,219,707	869,774	2,802,425	2,433,361	\$ 369,064	4,029,167	(1,226,742)
3	Papa Murphy's Park	34,440	34,440	68,880	68,880	\$ -	160,000	(91,120)
4	Rock and Brews	37,500	-	55,000	-	\$ 55,000	120,000	(65,000)
5	Watch & Wager	21,435	22,408	70,752	70,420	\$ 332	100,000	(29,248)
6	Simulcast	289,761	286,337	541,334	524,406	\$ 16,928	925,000	(383,666)
7	RV Park	283,497	264,305	525,573	464,217	\$ 61,356	850,500	(324,927)
8	Raging Waters	111,363	117,358	190,087	196,422	\$ (6,335)	390,000	(199,913)
9	Electronic Sign	81,375	81,375	162,750	162,750	\$ -	330,500	(167,750)
10	Miscellaneous	8,202	10,801	8,776	11,369	\$ (2,593)	20,000	(11,224)
11	Reimbursements	728,904	598,063	1,316,658	1,007,245	\$ 309,413	2,506,155	(1,189,497)
12	Grants	861,421	452,198	864,532	452,198	\$ 412,334	20,000	844,532
13	Interest Revenue	23,091	18,058	45,348	29,115	\$ 16,233	40,000	5,348
14	TOTAL REVENUE	\$ 3,793,914	\$ 2,880,141	\$ 7,008,633	\$ 5,616,507	\$ 1,392,128	\$ 26,361,398	\$ (19,352,765)
15	Personal Services							
16	Salaries & Wages	2,118,765	1,981,029	3,993,465	3,513,698	\$ 479,767	9,736,303	5,742,838
17	Benefits	971,418	901,492	1,920,463	1,724,805	\$ 195,658	4,516,766	2,596,303
18	Total Personal Services	\$ 3,090,183	\$ 2,882,521	\$ 5,913,928	\$ 5,238,502	\$ 675,426	\$ 14,253,069	\$ 8,339,141
19	Operating Expenses							
20	General Expense	367,189	495,045	590,488	715,792	\$ (125,304)	1,892,262	1,301,774
21	Advertising	235,526	335,718	311,426	412,460	\$ (101,034)	1,080,900	769,474
22	Printing	48,586	75,618	66,708	81,800	\$ (15,092)	176,708	110,000
23	Communications	45,337	45,174	83,348	83,803	\$ (455)	174,670	91,322
24	Postage	11,290	16,254	12,353	21,631	\$ (9,278)	28,564	16,211
25	Insurance	180,241	184,683	366,990	378,270	\$ (11,280)	825,960	458,970
26	Travel	7,354	9,302	17,516	17,630	\$ (114)	46,293	28,777
27	Training	4,232	1,251	7,400	3,934	\$ 3,466	52,828	45,428
28	Facility Operations	191,204	192,759	250,212	295,703	\$ (45,491)	587,850	337,638
29	Utilities	285,764	282,014	625,546	607,351	\$ 18,195	1,583,900	958,354
30	Cons & Prof Svcs External	825,114	891,284	1,245,825	1,481,468	\$ (235,643)	3,848,870	2,603,045
31	Cons & Prof Svcs Internal	19,498	24,844	36,652	43,657	\$ (7,005)	150,100	113,448
32	Data Processing	21,944	28,093	71,376	74,144	\$ (2,768)	135,639	64,263
33	Entertainment	18,425	-	18,425	8,493	\$ 9,932	868,512	850,087
34	Judging	11,076	25,234	28,500	30,971	\$ (2,471)	81,274	52,774
35	Premiums	-	-	-	-	\$ -	376,969	376,969
36	ProRata	144,903	87,146	289,806	174,291	\$ 115,515	579,612	289,806
37	Other	21,234	9,654	27,168	13,712	\$ 13,456	208,698	181,530
38	Total Operating Expenses	\$ 2,438,917	\$ 2,704,073	\$ 4,049,739	\$ 4,445,110	\$ (395,371)	\$ 12,699,609	\$ 8,649,870
39	TOTAL EXPENSES	\$ 5,529,100	\$ 5,586,594	\$ 9,963,667	\$ 9,683,612	\$ 280,055	\$ 26,952,678	\$ 16,989,011
40	OPERATING PROFIT (LOSS)	\$ (1,735,186)	\$ (2,706,453)	\$ (2,955,034)	\$ (4,067,105)	\$ 1,112,073	\$ (591,280)	\$ (2,363,754)
41	Prior Year Income	97,975	62,961	107,425	70,655	\$ 36,770	-	-
42	Prior Year Expense	11,596	8,820	20,620	40,864	\$ (20,244)	-	-
43	Depreciation	410,177	386,662	824,810	777,596	\$ 47,214	-	-
44	Capital Improvements	277,296	784,703	403,786	854,863	\$ (451,077)	1,209,000	-
45	Equipment	897,308	140,855	917,756	312,106	\$ 605,650	376,720	-
46	CHANGES IN RESERVES	\$ (3,233,588)	\$ (3,964,532)	\$ (5,014,581)	\$ (5,981,879)	\$ 967,300	\$ (2,177,000)	

** UNAUDITED **

POINT SHEET – PROFIT/LOSS STATEMENT-BOARD REPORT

June 2018

(Reference Profit/Loss Statement)
(Comparison of Columns C and D Year End)

1. **Expo Events (Row 2) and Reimbursements (Row 11)** – Added Cannabis Cup, San Juan Graduations, and a Hispanic Dance. Country in the Park moved from August to May.
2. **Grants (Row 12)** – Cal OES Radio Communication grant
3. **Advertising (Row 21)** – Timing difference on State Fair advertising.
4. **Salaries & Wages / Benefits (Rows 16 – 17) and Cons & Prof Svcs External (Row 30)** – In the process of transitioning Command Labor (\$474K) to Cal Expo employees.

CALIFORNIA EXPOSITION & STATE FAIR
BALANCE SHEET
June 30, 2018

ASSETS	Quarter 2 2018	Quarter 2 2017
1 CURRENT ASSETS:		
2 Cash	\$ 6,163,766	\$ 7,483,622
3 Restricted Cash	219,584	239,105
4 Accounts Receivable	2,356,772	2,293,704
5 Less Allowance for Doubtful Accounts	(2,627)	(2,627)
6 Advances	1,791	1,081
7 Prepaid Expenses / Deposits	847,396	325,383
8 Total Current Assets	9,586,682	10,340,268
9		
10 PROPERTY, PLANT AND EQUIPMENT:		
11 Land	\$ 1,643,577	\$ 1,643,577
12 Buildings	76,511,496	75,797,121
13 Equipment	6,344,082	5,747,276
14 Less Accumulated Depreciation	(70,911,517)	(70,017,131)
15 Net Property, Plant and Equipment	13,587,638	13,170,843
16		
17 DEFERRED OUTFLOWS OF RESOURCES	\$ 5,020,769	\$ 2,323,148
18		
19 TOTAL ASSETS	\$ 28,195,089	\$ 25,834,259
20		
LIABILITIES AND FUND EQUITY		
22		
23 CURRENT LIABILITIES:		
24 Accounts Payable	\$ 3,148,815	\$ 3,124,204
25 Compensated Absences	1,253,342	1,134,968
26 Collections In Advance	4,312,831	4,331,200
27 Other Current Liabilities	356,122	450,457
28 Total Current Liabilities	9,071,110	9,040,829
29		
30 LONG TERM LIABILITIES:		
31 Long Term Liabilities	\$ 103,234	\$ 167,508
32 Workers Compensation Ins-Contingency	424,283	358,011
33 OPEB Obligation	9,452,000	8,567,000
34 Net Pension Liability	13,835,772	10,580,237
35		
36 TOTAL LIABILITIES	\$ 32,886,399	\$ 28,713,585
37		
38 DEFERRED INFLOWS OF RESOURCES	\$ 122,132	\$ 352,507
39		
40 FUND EQUITY:		
41 Contributed Capital	\$ 21,553,073	\$ 21,553,073
42 Reservation of Retained Earnings	-	-
43 Retained Earnings	(21,351,934)	(18,803,027)
44 Net Income	(5,014,581)	(5,981,879)
45 Total Fund Equity	(4,813,442)	(3,231,833)
46		
47 TOTAL LIABILITIES & FUND EQUITY	\$ 28,195,089	\$ 25,834,259

** UNAUDITED **

AR Aged Invoice Analysis

Current Balances

AR Report -Board

Expo

Page 1

Invoice Number	Due Date	Terms	Balance	Current 6/1/2018 6/30/2018	Over 30 5/1/2018 5/31/2018	Over 60 4/1/2018 4/30/2018	Over 90 3/1/2018 3/31/2018	Over 120 Up to 2/28/2018
Customer Salesperson: 106								
Chevron Policy, Government & Public Affr (CHEVRON)								
18899	6/15/2018	30	5,000.00	5,000.00				
Chevron Policy, Government & Public Affr			5,000.00	5,000.00	0.00	0.00	0.00	0.00
Homerun Products, LLC (HOMERU)								
18909	6/1/2018	SF	8,000.00	8,000.00				
Homerun Products, LLC Totals:			8,000.00	8,000.00	0.00	0.00	0.00	0.00
Nor.Ca.Toyota Dealer's Ad Asso.(Nctdaa) (NCAToyota)								
14629	4/1/2018	30	95,000.00			95,000.00		
Nor.Ca.Toyota Dealer's Ad Asso.(Nctdaa)			95,000.00	0.00	0.00	95,000.00	0.00	0.00
Sharepac, Inc. fka Acific (SHAREP)								
18299	6/1/2018	60	10,000.00	10,000.00				
Sharepac, Inc. fka Acific Totals:			10,000.00	10,000.00	0.00	0.00	0.00	0.00
Southern Wine & Spirits (SouthWine)								
18382	6/1/2018		5,750.00	5,750.00				
18383	6/1/2018		5,250.00	5,250.00				
Southern Wine & Spirits Totals:			11,000.00	11,000.00	0.00	0.00	0.00	0.00
The Sleep Train, Inc. (TSTI)								
14639	4/1/2018	30	122,000.56			122,000.56		
The Sleep Train, Inc. Totals:			122,000.56	0.00	0.00	122,000.56	0.00	0.00
Trinchero Family Estates (TRINCH)								
18406	6/1/2018	30	10,000.00	10,000.00				
Trinchero Family Estates Totals:			10,000.00	10,000.00	0.00	0.00	0.00	0.00
Wells Fargo (WELLSFARGO)								
18898	6/1/2018		45,000.00	45,000.00				
18913	6/28/2018	30	10,000.00	10,000.00				
Wells Fargo Totals:			55,000.00	55,000.00	0.00	0.00	0.00	0.00
Customer Salesperson: 106 Totals			316,000.56	99,000.00	0.00	217,000.56	0.00	0.00

AR Aged Invoice Analysis

Current Balances

AR Report -Board

Expo

Invoice Number	Due Date	Terms	Balance	Current 6/1/2018 6/30/2018	Over 30 5/1/2018 5/31/2018	Over 60 4/1/2018 4/30/2018	Over 90 3/1/2018 3/31/2018	Over 120 Up to 2/28/2018
Customer Salesperson: 150								
California Dept Of Food & Agriculture (CDFA)								
18404	5/26/2018	30	8,857.07		8,857.07			
California Dept Of Food & Agriculture Totals:			8,857.07	0.00	8,857.07	0.00	0.00	0.00
Customer Salesperson: 150 Totals			8,857.07	0.00	8,857.07	0.00	0.00	0.00

AR Aged Invoice Analysis

Current Balances

AR Report -Board

Expo

Invoice Number	Due Date	Terms	Balance	Current 6/1/2018 6/30/2018	Over 30 5/1/2018 5/31/2018	Over 60 4/1/2018 4/30/2018	Over 90 3/1/2018 3/31/2018	Over 120 Up to 2/28/2018
Customer Salesperson: 234								
Rick Warren Media (WARREN)								
18266	4/11/2018	30	7,175.68			7,175.68		
Rick Warren Media Totals:			7,175.68	0.00	0.00	7,175.68	0.00	0.00
UC Davis Health (UCDHE)								
18911	6/28/2018	30	3,100.00	3,100.00				
UC Davis Health Totals:			3,100.00	3,100.00	0.00	0.00	0.00	0.00
Customer Salesperson: 234 Totals			10,275.68	3,100.00	0.00	7,175.68	0.00	0.00

AR Aged Invoice Analysis

Current Balances

AR Report -Board

Expo

Invoice Number	Due Date	Terms	Balance	Current 6/1/2018 6/30/2018	Over 30 5/1/2018 5/31/2018	Over 60 4/1/2018 4/30/2018	Over 90 3/1/2018 3/31/2018	Over 120 Up to 2/28/2018
Customer Salesperson: 430								
Northern California Brewers Guild, LLC (NCBG)								
18132	3/1/2018		2,328.62				2,328.62	
Northern California Brewers Guild, LLC Totals:			2,328.62	0.00	0.00	0.00	2,328.62	0.00
Customer Salesperson: 430 Totals			2,328.62	0.00	0.00	0.00	2,328.62	0.00

AR Aged Invoice Analysis

Current Balances

AR Report -Board

I Expo

Invoice Number	Due Date	Terms	Balance	Current 6/1/2018 6/30/2018	Over 30 5/1/2018 5/31/2018	Over 60 4/1/2018 4/30/2018	Over 90 3/1/2018 3/31/2018	Over 120 Up to 2/28/2018
Customer Salesperson: 505								
Ncotwinc For Golden Gate (NCOTGG)								
18199	3/2/2018	30	6.86				6.86	
18253	3/30/2018	30	28.03				28.03	
18321	4/30/2018	30	18.18					
18547	5/30/2018	30	13.26			18.18		
18964	6/30/2018	30	16.20	16.20	13.26			
Ncotwinc For Golden Gate Totals:			82.53	16.20	13.26	18.18	34.89	0.00
Watch and Wager LLC (WWAGER)								
18285	4/3/2018	30	157.41			157.41		
18286	4/10/2018	30	175.16			175.16		
18287	4/17/2018	30	153.13			153.13		
18328	4/24/2018	30	185.21			185.21		
18329	4/30/2018	30	179.07			179.07		
18365	5/8/2018	30	214.37		214.37			
18366	5/15/2018	30	147.11		147.11			
18554	5/22/2018	30	205.73		205.73			
18555	5/30/2018	30	195.95		195.95			
18916	6/5/2018	30	220.87	220.87				
Watch and Wager LLC Totals:			1,834.01	220.87	763.16	849.98	0.00	0.00
Customer Salesperson: 505 Totals			1,916.54	237.07	776.42	868.16	34.89	0.00

AR Aged Invoice Analysis

Current Balances

AR Report -Board

I Expo

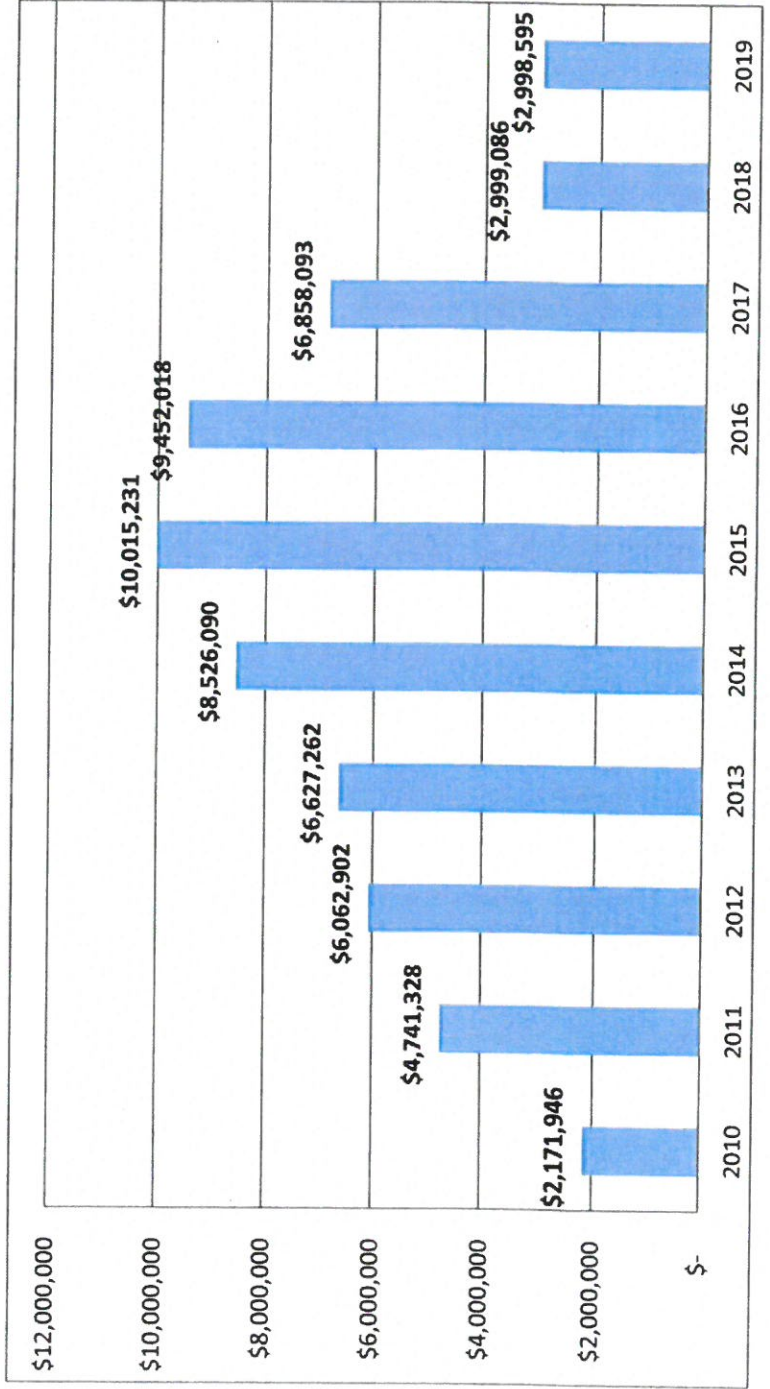
Invoice Number	Due Date	Terms	Balance	Current 6/1/2018 6/30/2018	Over 30 5/1/2018 5/31/2018	Over 60 4/1/2018 4/30/2018	Over 90 3/1/2018 3/31/2018	Over 120 Up to 2/28/2018
Grand Totals:			339,378.47	102,337.07 30.15%	9,633.49 2.84%	225,044.40 66.31%	2,363.51 0.70%	0.00
	14 Customers							
	29 Invoices							

California Exposition & State Fair Cash Flow

2010 - 2019

Year	Cash Balance at January 1	Increase / (Decrease)	Cash Balance at December 31
2010	\$ 3,099,097	\$ (927,151)	\$ 2,171,946
2011	\$ 2,171,946	\$ 2,569,382	\$ 4,741,328
2012	\$ 4,741,328	\$ 1,321,573	\$ 6,062,902
2013	\$ 6,062,902	\$ 564,361	\$ 6,627,262
2014	\$ 6,627,262	\$ 1,898,827	\$ 8,526,090
2015	\$ 8,526,090	\$ 1,489,141	\$ 10,015,231
2016	\$ 10,015,231	\$ (563,213)	\$ 9,452,018
2017	\$ 9,452,018	\$ (2,593,925)	\$ 6,858,093
2018	\$ 6,858,093	\$ (3,859,007)	\$ 2,999,086
2019	\$ 2,999,086	\$ (491)	\$ 2,998,595

** * ESTIMATE based on "Working
Budget Document DRAFT" (FA 14) *



**2018 Estimated State Fair Revenue and Per Caps
Working Document as of 9.1.18**

Column	A		B		C		D		E		F		G		H	
	STATE FAIR 2017 December	STATE FAIR 2018 December	STATE FAIR BUDGET 2018	DIFFERENCE ACTUALS COL B - COL A	DIFFERENCE BUDGET COL B - COL C	PER CAPS Total Att 572,250	PER CAPS Paid Att 441,737	PER CAPS Total Att 572,250	PER CAPS Paid Att 441,737	PER CAPS Total Att 572,250	PER CAPS Paid Att 441,737	PER CAPS Total Att 572,250	PER CAPS Paid Att 441,737	PER CAPS Total Att 572,250	PER CAPS Paid Att 441,737	PER CAPS Total Att 572,250
1 Admissions	\$ 4,351,632	\$ 4,316,729	\$ 4,826,687	\$ (34,903)	\$ (509,958)	\$ 7.54	\$ 9.77	\$ 7.54	\$ 9.77	\$ 7.54	\$ 9.77	\$ 7.54	\$ 9.77	\$ 7.54	\$ 9.77	\$ 7.54
2 Parking	\$ 2,016,395	1,892,327	1,922,377	\$ (124,068)	\$ (30,050)	3.31	4.28	3.31	4.28	3.31	4.28	3.31	4.28	3.31	4.28	3.31
3 Food & Beverage	\$ 2,222,056	2,168,809	2,088,624	\$ (53,247)	\$ 80,185	3.79	4.91	3.79	4.91	3.79	4.91	3.79	4.91	3.79	4.91	3.79
4 Commercial Exhibits	\$ 1,325,449	1,309,350	1,320,000	\$ (16,100)	\$ (10,650)	2.29	2.96	2.29	2.96	2.29	2.96	2.29	2.96	2.29	2.96	2.29
5 Carnival	\$ 1,664,511	1,662,844	1,896,552	\$ (1,666)	\$ (233,708)	2.91	3.76	2.91	3.76	2.91	3.76	2.91	3.76	2.91	3.76	2.91
6 Carnival Capital Improvements	\$ 298,621	298,621	-	\$ -	\$ 298,621	0.52	0.68	0.52	0.68	0.52	0.68	0.52	0.68	0.52	0.68	0.52
7 Concert Seating (Gold Circle)	\$ 222,464	239,575	212,061	\$ 17,111	\$ 27,514	0.42	0.54	0.42	0.54	0.42	0.54	0.42	0.54	0.42	0.54	0.42
8 Concert Merchandise	\$ 9,750	7,573	9,220	\$ (2,177)	\$ (1,647)	0.01	0.02	0.01	0.02	0.01	0.02	0.01	0.02	0.01	0.02	0.01
9 Monorail	\$ 195,522	167,513	215,555	\$ (28,009)	\$ (48,042)	0.29	0.38	0.29	0.38	0.29	0.38	0.29	0.38	0.29	0.38	0.29
10 Pari-Mutuel	\$ 908,732	*855,065	875,903	\$ (53,667)	\$ (20,838)	1.49	1.94	1.49	1.94	1.49	1.94	1.49	1.94	1.49	1.94	1.49
11 Racing Programs	\$ 47,559	45,202	46,607	\$ (2,357)	\$ (1,405)	0.08	0.10	0.08	0.10	0.08	0.10	0.08	0.10	0.08	0.10	0.08
12 Competitive Programs	\$ 229,307	82,850	135,000	\$ (146,457)	\$ (52,150)	0.14	0.19	0.14	0.19	0.14	0.19	0.14	0.19	0.14	0.19	0.14
13 Entry Fees	\$ 387,349	414,549	400,000	\$ 27,200	\$ 14,549	0.72	0.94	0.72	0.94	0.72	0.94	0.72	0.94	0.72	0.94	0.72
14 Novelty	\$ 44,279	39,927	41,490	\$ (4,352)	\$ (1,563)	0.07	0.09	0.07	0.09	0.07	0.09	0.07	0.09	0.07	0.09	0.07
15 RV Park	\$ 105,124	96,844	125,000	\$ (8,280)	\$ (28,156)	0.17	0.22	0.17	0.22	0.17	0.22	0.17	0.22	0.17	0.22	0.17
16 Trailer Space	\$ 15,096	16,040	15,000	\$ 944	\$ 1,040	0.03	0.04	0.03	0.04	0.03	0.04	0.03	0.04	0.03	0.04	0.03
17 Sponsorships	\$ 2,511,594	2,523,795	2,500,000	\$ 12,201	\$ 23,795	4.41	5.71	4.41	5.71	4.41	5.71	4.41	5.71	4.41	5.71	4.41
18 Wine Ads	\$ 218,250	229,250	210,000	\$ 11,000	\$ 19,250	0.40	0.52	0.40	0.52	0.40	0.52	0.40	0.52	0.40	0.52	0.40
19 Miscellaneous	\$ 58,941	30,627	30,000	\$ (28,314)	\$ 627	0.05	0.07	0.05	0.07	0.05	0.07	0.05	0.07	0.05	0.07	0.05
20 TOTAL	\$ 16,832,630	\$ 16,397,489	\$ 16,870,076	\$ (435,141)	\$ (472,587)	\$ 17.84	\$ 23.11	\$ 17.84	\$ 23.11	\$ 17.84	\$ 23.11	\$ 17.84	\$ 23.11	\$ 17.84	\$ 23.11	\$ 17.84

21 Total Attendance	637,809	572,250	
22 Paid Attendance	480,210	441,737	
23 Cars Parked	138,313	123,550	
24 Food Gross (Includes Ovations)	\$ 8,739,591.60	\$ 8,371,733.11	27% Commission in 2018
25 Commercial Gross	\$ 605,386.69	\$ 572,391.76	
26 Novelty/Merchandise Gross	\$ 257,900.09	\$ 227,605.59	
27 Midway Gross	\$ 4,231,563.88	\$ 4,243,429.46	

*TB Racing Revenue is an estimate and will not be finalized until year end, 2017 total revenue was \$908,732, 2016 total revenue was \$968,981

**California Exposition & State Fair
Working Budget Document
FORECAST - DRAFT**

Revised as of 9.1.18

ROW		COL. A 2018 PROJECTION as of 9.1.18	COL. B 2019 BUDGET WORKING DOC
1	STATE FAIR REVENUE	\$ 16,397,489	\$ 15,778,245
2	INTERIM EVENTS REVENUE		
3	Expo Events	\$ 4,294,344	\$ 4,235,000
4	July 4th	\$ 106,086	\$ 105,000
5	Watch & Wager *	\$ 95,590	\$ 92,550
6	Raging Waters *	\$ 405,265	\$ 400,000
7	Papa Murphy's Park *	\$ 137,760	\$ 137,760
8	Rock & Brews *	\$ 130,000	\$ 150,000
9	Simulcast	\$ 930,531	\$ 928,000
10	Message Board Ads *	\$ 325,500	\$ 325,500
11	Cell Tower Leases *	\$ 141,845	\$ 140,000
12	RV Park/Trailer Park	\$ 1,027,622	\$ 1,058,451
13	ATM Commissions *	\$ 53,000	\$ 50,000
14	Miscellaneous	\$ 6,395	\$ 10,000
15	TOTAL INTERIM EVENTS	\$ 7,653,938	\$ 7,632,261
16	OTHER FUNDS		
17	Grants	\$ 898,904	*
18	Reimbursements	\$ 2,700,611	\$ 2,638,574
19	Interest Revenue	\$ 31,308	\$ 15,000
20	TOTAL OTHER FUNDS	\$ 3,630,823	\$ 2,653,574
21	TOTAL REVENUE	\$ 27,682,250	\$ 26,064,080
22	EXPENSES		
23	Personnel & Benefits	\$ 14,679,238	\$ 14,806,407
24	Utilities	\$ 1,815,708	\$ 1,888,336
25	Insurances/Vehicle Assessment	\$ 1,682,669	\$ 1,749,976
26	ProRata	\$ 667,232	\$ 754,852
27	Audits	\$ 110,800	\$ 50,000
28	DOJ/Legal	\$ 140,000	\$ 50,000
29	Telephones/Nextels	\$ 173,922	\$ 173,000
30	Other Operating Expenses	\$ 10,308,887	\$ 6,130,000
31	TOTAL OPERATING EXPENSES	\$ 29,578,456	\$ 25,602,571
32	OPERATING PROFIT / (LOSS)	\$ (1,896,206)	\$ 461,509
33	Interest Expense	\$ 12,000	\$ 12,000
34	Prior Year Income	\$ 102,618	\$ -
35	Prior Year Expense	\$ 120,620	\$ -
36	Depreciation	\$ 1,615,000	\$ 1,600,000
37	Minor Equipment	\$ 977,563	\$ 50,000
38	CHANGES IN RESERVES	\$ (4,518,771)	\$ (1,200,491)
39	Capital Projects / Major Equipment	\$ 750,000	\$ 400,000
40		\$ (5,268,771)	\$ (1,600,491)
41	Cash Impact	\$ (3,859,007)	\$ (491)

40.5% Reduction



CONFIRMED EXPENSE INCREASES FOR 2019:

- General Salary Increases / Minimum Wage
- Health Benefits
- PERS Retirement Contributions
- OPEB Pre-Funding
- SMUD Increases
- Property Insurance
- Vehicle Assessment

*No grant money budgeted for 2019, if we receive any it would be recorded as a revenue and then there would be expense to match it, which would create a net zero to the bottom line