

California Exposition & State Fair

Service Contracts

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

September 1, 2018 – October 19, 2018

Contractor	Amount
L & M Rental Fence, Inc. <ul style="list-style-type: none">• Temporary Fence Rental Services• Term: January 1, 2019 – December 31, 2021 (3 years)	\$27,000 (\$9,000/year)
Hunters Services, Inc. <ul style="list-style-type: none">• Pest Control Services• Term: January 1, 2019 – December 31, 2021 (3 years)	\$35,046 (\$11,682/year)

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

Contractor	Amount
Wilson Events, Inc. <ul style="list-style-type: none">• Entertainment Booking & Production Services• Term: November 1, 2018 – August 31, 2021 (3 years)• Includes Big Name (fair), Grounds Entertainment (fair), and 4th of July	\$264,000 (\$88,000/year)

Upcoming Solicitation (before 12/31/18)

- Computerized Ticketing Services
Term: 2019 - 2021 (3 years)

- Amusement Ride Safety Inspections
Term: 2019 – 2021 (3 years)

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

R o w	C o l u m n							
	A	B	C	D	E	F	G	
	Quarter 3 2018	Quarter 3 2017	YTD 2018	YTD 2017	Annual Variance YTD	Budget 2018	Annual Variance From Budget YTD	
	Revenue							
1	State Fair	\$16,247,915	\$16,536,352	\$16,604,434	\$16,691,124	\$ (86,690)	16,870,076	\$ (265,642)
2	Expo Events	400,989	459,224	3,203,414	2,892,586	\$ 310,828	4,029,167	(825,753)
3	Papa Murphy's Park	34,440	34,440	103,320	103,320	\$ -	160,000	(56,680)
4	Rock and Brews	37,500	7,500	92,500	7,500	\$ 85,000	120,000	(27,500)
5	Watch & Wager	3,400	3,753	74,153	74,173	\$ (20)	100,000	(25,847)
6	Simulcast	196,123	203,171	737,456	727,576	\$ 9,880	925,000	(187,544)
7	RV Park	198,763	150,467	724,336	614,684	\$ 109,652	850,500	(126,164)
8	Raging Waters	138,388	144,538	328,475	340,959	\$ (12,484)	390,000	(61,525)
9	Electronic Sign	81,375	81,375	244,125	244,125	\$ -	330,500	(86,375)
10	Miscellaneous	4,148	1,618	12,924	12,986	\$ (62)	20,000	(7,076)
11	Reimbursements	582,802	627,615	1,899,460	1,634,860	\$ 264,600	2,506,155	(606,695)
12	Grants	70,418	50,000	934,950	543,550	\$ 391,400	20,000	914,950
13	Interest Revenue	34,120	23,037	79,468	52,152	\$ 27,316	40,000	39,468
14	TOTAL REVENUE	\$18,030,381	\$18,323,090	\$25,039,015	\$23,939,595	\$ 1,099,422	\$ 26,361,398	\$ (1,322,383)
15	Personal Services							
16	Salaries & Wages	3,193,425	3,377,813	7,186,889	6,891,510	\$ 295,379	9,736,303	2,549,414
17	Benefits	1,135,072	1,162,085	3,055,534	2,886,890	\$ 168,644	4,516,766	1,461,232
18	Total Personal Services	\$ 4,328,497	\$ 4,539,898	\$10,242,423	\$ 9,778,400	\$ 464,023	\$ 14,253,069	\$ 4,010,646
19	Operating Expenses							
20	General Expense	1,249,081	1,233,138	1,839,570	1,948,930	\$ (109,360)	1,892,262	52,692
21	Advertising	768,089	767,423	1,079,516	1,179,883	\$ (100,367)	1,080,900	1,384
22	Printing	44,509	42,946	111,217	124,746	\$ (13,529)	176,708	65,491
23	Communications	55,154	51,985	138,502	135,788	\$ 2,714	174,670	36,168
24	Postage	3,855	15,314	16,208	36,944	\$ (20,736)	28,564	12,356
25	Insurance	260,866	186,176	627,856	564,446	\$ 63,410	825,960	198,104
26	Travel	8,482	7,351	25,997	24,982	\$ 1,015	46,293	20,296
27	Training	465	2,149	7,865	6,083	\$ 1,782	52,828	44,963
28	Facility Operations	116,211	204,168	366,423	499,871	\$ (133,448)	587,850	221,427
29	Utilities	547,386	559,194	1,172,931	1,166,545	\$ 6,386	1,583,900	410,969
30	Cons & Prof Svcs External	2,813,169	2,870,229	4,058,993	4,351,697	\$ (292,704)	3,848,870	(210,123)
31	Cons & Prof Svcs Internal	75,644	94,360	112,295	138,017	\$ (25,722)	150,100	37,805
32	Data Processing	30,994	27,788	102,369	101,931	\$ 438	135,639	33,270
33	Entertainment	914,556	970,473	932,980	978,966	\$ (45,986)	868,512	(64,468)
34	Judging	39,082	44,594	67,581	75,565	\$ (7,984)	81,274	13,693
35	Premiums	368,709	385,767	368,709	385,767	\$ (17,058)	376,969	8,260
36	ProRata	188,713	144,903	478,519	319,194	\$ 159,325	579,612	101,093
37	Other	19,641	14,342	46,810	28,054	\$ 18,756	208,698	161,888
38	Total Operating Expenses	\$ 7,504,606	\$ 7,622,300	\$11,554,341	\$12,067,409	\$ (513,068)	\$ 12,699,609	\$ 1,145,268
39	TOTAL EXPENSES	\$11,833,103	\$12,162,198	\$21,796,764	\$21,845,809	\$ (49,045)	\$ 26,952,678	\$ 5,155,914
40	OPERATING PROFIT (LOSS)	\$ 6,197,278	\$ 6,160,892	\$ 3,242,251	\$ 2,093,786	\$ 1,148,467	\$ (591,280)	\$ 3,833,531
41	Prior Year Income	(4,883)	(9,050)	102,542	61,605	\$ 40,937	-	-
42	Prior Year Expense	786	(3,537)	21,407	37,326	\$ (15,919)	-	-
43	Depreciation	398,031	381,577	1,222,842	1,159,173	\$ 63,669	-	-
44	Capital Improvements	34,858	833,180	438,644	1,688,042	\$ (1,249,398)	1,209,000	-
45	Equipment	62,245	110,233	980,000	422,338	\$ 557,662	376,720	-
46	CHANGES IN RESERVES	\$ 5,696,475	\$ 4,830,389	\$ 681,899	\$ (1,151,490)	\$ 1,833,390	\$ (2,177,000)	

** UNAUDITED **

POINT SHEET – PROFIT/LOSS STATEMENT-BOARD REPORT

September 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 Kids Fest.
2. **Grants (Row 12) and Equipment (Row 45)** – Cal OES Radio Communication grant (\$890K).
3. **Facility Operations (Row 28)** – Police vehicle repairs/parts down \$63K.
4. **Salaries & Wages / Benefits (Rows 16 – 17) and Cons & Prof Svcs External (Row 30)** – Transitioned Command Labor staff (\$789K) to Cal Expo employees.
5. **Capital Improvements (Row 44)** – In 2017, incurred \$750K in expenses associated with the Grandstand roof.

CALIFORNIA EXPOSITION & STATE FAIR
BALANCE SHEET
September 30, 2018

ASSETS		Quarter 3 2018	Quarter 3 2017
1	CURRENT ASSETS:		
2	Cash	\$ 8,211,943	\$ 10,094,012
3	Restricted Cash	200,000	239,105
4	Accounts Receivable	1,570,443	1,237,309
5	Less Allowance for Doubtful Accounts	(2,627)	(2,627)
6	Advances	1,791	958
7	Prepaid Expenses / Deposits	887,203	300,571
8	Total Current Assets	10,868,753	11,869,328
9			
10	PROPERTY, PLANT AND EQUIPMENT:		
11	Land	\$ 1,643,577	\$ 1,643,577
12	Buildings	76,758,551	76,011,780
13	Equipment	6,344,082	5,747,276
14	Less Accumulated Depreciation	(71,309,548)	(70,398,708)
15	Net Property, Plant and Equipment	13,436,662	13,003,925
16			
17	DEFERRED OUTFLOWS OF RESOURCES	\$ 5,020,769	\$ 2,323,148
18			
19	TOTAL ASSETS	\$ 29,326,184	\$ 27,196,401
20			
21	LIABILITIES AND FUND EQUITY		
22			
23	CURRENT LIABILITIES:		
24	Accounts Payable	\$ 2,663,087	\$ 3,945,407
25	Compensated Absences	1,242,008	1,117,375
26	Collections In Advance	295,109	174,302
27	Other Current Liabilities	321,162	364,141
28	Total Current Liabilities	4,521,366	5,601,225
29			
30	LONG TERM LIABILITIES:		
31	Long Term Liabilities	\$ 94,377	\$ 143,475
32	Workers Compensation Ins-Contingency	417,499	353,401
33	OPEB Obligation	9,452,000	8,567,000
34	Net Pension Liability	13,835,772	10,580,237
35			
36	TOTAL LIABILITIES	\$ 28,321,014	\$ 25,245,338
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	681,899	(1,151,490)
45	Total Fund Equity	883,038	1,598,556
46			
47	TOTAL LIABILITIES & FUND EQUITY	\$ 29,326,184	\$ 27,196,401

** UNAUDITED **

AR Aged Invoice Analysis

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Invoice Number	Due Date	Terms	Balance	Current 9/1/2018 9/30/2018	Over 30 8/1/2018 8/31/2018	Over 60 7/1/2018 7/31/2018	Over 90 6/1/2018 6/30/2018	Over 120 Up to 5/31/2018
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Customer Salesperson: 106

California State Lottery (CALOTT)

22520	9/19/2018	30	4,100.00	4,100.00				
California State Lottery Totals:			4,100.00	4,100.00	0.00	0.00	0.00	0.00

General Motors, Chevrolet Division (GENMOT)

22519	9/19/2018	30	5,162.50	5,162.50				
18177	9/29/2018	60	26,000.00	26,000.00				
General Motors, Chevrolet Division Totals:			31,162.50	31,162.50	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	0.00	0.00	0.00	8,000.00	0.00

Miller Coors (MILLER)

18935	7/1/2018	30	900.00			900.00		
Miller Coors Totals:			900.00	0.00	0.00	900.00	0.00	0.00

Southern Wine & Spirits (SouthWine)

18383	6/1/2018		5,250.00				5,250.00	
Southern Wine & Spirits Totals:			5,250.00	0.00	0.00	0.00	5,250.00	0.00

Thrivent Financial (THRIVE)

19038	7/1/2018	SF	10,000.00			10,000.00		
Thrivent Financial Totals:			10,000.00	0.00	0.00	10,000.00	0.00	0.00

Wells Fargo (WELLSFARGO)

18898	6/1/2018		45,000.00				45,000.00	
22518	9/19/2018	30	225.00	225.00				
Wells Fargo Totals:			45,225.00	225.00	0.00	0.00	45,000.00	0.00

Customer Salesperson: 106 Totals	104,637.50	35,487.50	0.00	10,900.00	58,250.00	0.00
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Customer Salesperson: 150								
California Dept Of Food & Agriculture (CDFA)								
22516	8/19/2018	30	1,213.60		1,213.60			
California Dept Of Food & Agriculture Totals:			1,213.60	0.00	1,213.60	0.00	0.00	0.00
R&B of the Pacific (Rock & Brews) (RBPAC)								
18535	8/1/2018	0	12,500.00		12,500.00			
18536	9/1/2018	0	12,500.00	12,500.00				
22533	9/27/2018	30	5,051.50	5,051.50				
R&B of the Pacific (Rock & Brews) Totals:			30,051.50	17,551.50	12,500.00	0.00	0.00	0.00
Sacramento County (SACCOUNT)								
18163	7/4/2018	30	27,500.00			27,500.00		
Sacramento County Totals:			27,500.00	0.00	0.00	27,500.00	0.00	0.00
Shawna Bullivant (BULLSH)								
21837	8/3/2018	10	81.00		81.00			
Shawna Bullivant Totals:			81.00	0.00	81.00	0.00	0.00	0.00
Customer Salesperson: 150 Totals			58,846.10	17,551.50	13,794.60	27,500.00	0.00	0.00

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Customer Salesperson: 234								
Bubble Run Sacramento (BUBBLE)								
22527	9/19/2018	30	990.00	990.00				
Bubble Run Sacramento Totals:			990.00	990.00	0.00	0.00	0.00	0.00
California Horse Racing Board (CHRB)								
18487	8/15/2018	45	191.70		191.70			
18488	9/15/2018	45	191.70	191.70				
California Horse Racing Board Totals:			383.40	191.70	191.70	0.00	0.00	0.00
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	0.00	0.00	7,175.68
Customer Salesperson: 234 Totals			8,549.08	1,181.70	191.70	0.00	0.00	7,175.68

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Customer Salesperson: 430								
3B Construction (3BCON)								
SOC00559	8/14/2018	30	1,368.42		1,368.42			
3B Construction Totals:			1,368.42	0.00	1,368.42	0.00	0.00	0.00
Associated Feed (ASSOCF)								
SOC00561	8/14/2018	30	2,371.03		2,371.03			
Associated Feed Totals:			2,371.03	0.00	2,371.03	0.00	0.00	0.00
Beef Boosters (BEEFB)								
SOC00563	8/14/2018	30	458.49		458.49			
Beef Boosters Totals:			458.49	0.00	458.49	0.00	0.00	0.00
Bels Smith Inc (BELS)								
SOC00564	8/14/2018	30	6,227.35		6,227.35			
Bels Smith Inc Totals:			6,227.35	0.00	6,227.35	0.00	0.00	0.00
Brock and Dion Ashurst (ASHURB)								
SOC00566	8/14/2018	30	2,171.00		2,171.00			
Brock and Dion Ashurst Totals:			2,171.00	0.00	2,171.00	0.00	0.00	0.00
California State Fair (CALSF)								
SOC00612	8/14/2018	30	407.60		407.60			
California State Fair Totals:			407.60	0.00	407.60	0.00	0.00	0.00
Ritchie Bro's Auctioneers (RITBRO)								
SOC00606	8/14/2018	30	1,283.29		1,283.29			
Ritchie Bro's Auctioneers Totals:			1,283.29	0.00	1,283.29	0.00	0.00	0.00
SOC-Internal Account (SOCBOD)								
SOC00568	8/14/2018	30	268.65		268.65			
SOC-Internal Account Totals:			268.65	0.00	268.65	0.00	0.00	0.00
Stam Farming & Consulting (STAMFA)								
SOC00611	8/14/2018	30	2,715.30		2,715.30			
Stam Farming & Consulting Totals:			2,715.30	0.00	2,715.30	0.00	0.00	0.00
The DOLS (DOLS)								
SOC00616	8/14/2018	30	6,042.70		6,042.70			
The DOLS Totals:			6,042.70	0.00	6,042.70	0.00	0.00	0.00

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Customer Salesperson: 430 (continued)								
Zems Inc (ZEMS)								
SOC00623	8/14/2018	30	2,500.00		2,500.00			
Zems Inc Totals:			2,500.00	0.00	2,500.00	0.00	0.00	0.00
Customer Salesperson: 430 Totals			25,813.83	0.00	25,813.83	0.00	0.00	0.00

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Customer Salesperson: 505								
Alameda County Fair (ALAMED)								
22488	7/30/2018	30	10,308.29			10,308.29		
22484	8/30/2018	30	5,080.62		5,080.62			
Alameda County Fair Totals:			15,388.91	0.00	5,080.62	10,308.29	0.00	0.00
Cal Expo (CALEXP)								
22483	8/30/2018	30	12,927.40		12,927.40			
Cal Expo Totals:			12,927.40	0.00	12,927.40	0.00	0.00	0.00
Humboldt County Fair (HUMBOL)								
22542	9/30/2018	30	6,133.90	6,133.90				
Humboldt County Fair Totals:			6,133.90	6,133.90	0.00	0.00	0.00	0.00
Ncotwinc For Golden Gate (NCOTGG)								
22541	9/30/2018	30	1,117.87	1,117.87				
Ncotwinc For Golden Gate Totals:			1,117.87	1,117.87	0.00	0.00	0.00	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	0.00	0.00	0.00	220.87	1,613.14
Customer Salesperson: 505 Totals			37,402.09	7,251.77	18,008.02	10,308.29	220.87	1,613.14

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Grand Totals:			235,248.60	61,472.47 26.13%	57,808.15 24.57%	48,708.29 20.71%	58,470.87 24.85%	8,788.82 3.74%