

**CALIFORNIA EXPOSITION & STATE FAIR  
FINANCE COMMITTEE**

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California Exposition & State Fair

PURCHASE ORDERS

September 21 - October 24, 2019

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

Vendor / Merchant	Amount
<b>Pinnacle Petroleum</b> <ul style="list-style-type: none"><li>• Bulk Unleaded Regular Gasoline, pursuant to Mandatory State Contract</li><li>• Ordered as needed</li></ul>	<b>\$ 30,000</b>

**California Exposition & State Fair**

**SERVICE CONTRACTS**

**September 18, 2019 – October 17, 2019**

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

<b>Contractor</b>	<b>Amount</b>
<b>Quality Cleaning Professionals, LLC</b> <b>dba Quality Pro Maintenance</b> <ul style="list-style-type: none"> <li>• Janitorial Services</li> <li>• Administration and Police Department Buildings</li> <li>• Term: November 1, 2019 – December 31, 2020</li> </ul>	<b>\$9,662 [2019]</b> <b>\$60,384 [2020]</b>  <u><b>TOTAL CONTRACT</b></u> <b>\$70,046</b>

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

<b>Contractor</b>	<b>Amount</b>
<b>Holt of California</b> <ul style="list-style-type: none"> <li>• Heavy Equipment Rental Services</li> <li>• Term: January 1, 2020 – December 31, 2022</li> </ul>	<b>\$116,445 [2020]</b> <b>\$116,445 [2021]</b> <b>\$116,445 [2022]</b>  <u><b>TOTAL CONTRACT</b></u> <b>\$349,335</b>

**Upcoming Solicitations (through 2020)**

**Request for Offer (RFO)**

- CMAS for Information Technology Services (November)

**Request for Proposal (RFP)**

- Website Redesign (October)
- HVAC Maintenance and Repair serviced (November)
- Crisis Management (January)
- Special Events Coordinator (January)
- Distributed Antenna Systems (DAS) (TBD-2020)

**CALIFORNIA EXPOSITION & STATE FAIR  
PROFIT/LOSS STATEMENT  
September 30, 2019**

R o w	Column	A	B	C	D	E	F	G
		Quarter 3 2019	Quarter 3 2018	YTD 2019	YTD 2018	C - D Annual Variance YTD	Budget 2019	C - F Annual Variance From Budget YTD
	<b>Revenue</b>							
1	State Fair	\$16,278,589	\$16,247,915	\$16,681,639	\$16,604,434	\$ 77,205	16,032,580	\$ 649,059
2	Expo Events	506,818	400,989	3,069,567	3,203,414	\$ (133,847)	4,335,109	(1,265,542)
3	Papa Murphy's Park	34,440	34,440	103,320	103,320	\$ -	137,760	(34,440)
4	Rock and Brews	37,500	37,500	112,500	92,500	\$ 20,000	150,000	(37,500)
5	Watch & Wager	2,856	3,400	71,155	74,153	\$ (2,998)	97,550	(26,395)
6	Simulcast	183,823	196,123	696,742	737,456	\$ (40,714)	928,000	(231,258)
7	RV Park	231,308	198,763	823,471	724,336	\$ 99,135	1,058,451	(234,980)
8	Raging Waters	113,832	138,388	288,674	328,475	\$ (39,801)	400,000	(111,326)
9	Electronic Sign	81,375	81,375	244,125	244,125	\$ -	325,500	(81,375)
10	Miscellaneous	473	4,148	13,649	12,924	\$ 725	10,000	3,649
11	Reimbursements	663,415	582,802	1,814,950	1,899,460	\$ (84,510)	2,662,802	(847,852)
12	Grants	233,205	70,418	511,943	934,950	\$ (423,007)	802,000	(290,057)
13	Interest Revenue	52,487	34,120	131,061	79,468	\$ 51,593	15,000	116,061
14	Deferred Maintenance (CS 6.10)	1,695,439	-	3,621,382	-	\$ 3,621,382	-	3,621,382
15	<b>TOTAL REVENUE</b>	<b>\$20,115,560</b>	<b>\$18,030,381</b>	<b>\$28,184,178</b>	<b>\$25,039,015</b>	<b>\$ 3,145,165</b>	<b>\$ 26,954,752</b>	<b>\$ 1,229,426</b>
16	<b>Personal Services</b>							
17	Salaries & Wages	3,345,783	3,193,425	7,154,995	7,186,889	\$ (31,894)	9,206,039	2,051,044
18	Benefits	1,200,985	1,135,072	3,161,277	3,055,534	\$ 105,743	4,155,480	994,203
19	<b>Total Personal Services</b>	<b>\$ 4,546,768</b>	<b>\$ 4,328,497</b>	<b>\$10,316,272</b>	<b>\$10,242,424</b>	<b>\$ 73,848</b>	<b>\$ 13,361,519</b>	<b>\$ 3,045,247</b>
20	<b>Operating Expenses</b>							
21	General Expense	1,192,167	1,249,081	1,769,183	1,839,570	\$ (70,387)	2,058,835	289,652
22	Advertising	630,962	768,089	1,009,725	1,079,516	\$ (69,791)	880,526	(129,199)
23	Printing	31,874	44,509	106,075	111,217	\$ (5,142)	127,665	21,590
24	Communications	36,721	55,154	104,599	138,502	\$ (33,903)	189,939	85,340
25	Postage	11,210	3,855	24,224	16,208	\$ 8,016	25,000	776
26	Insurance	251,364	260,866	723,898	627,856	\$ 96,042	930,915	207,017
27	Travel	7,447	8,482	18,430	25,997	\$ (7,567)	49,070	30,640
28	Training	32	465	1,649	7,865	\$ (6,216)	18,550	16,901
29	Facility Operations	138,810	116,211	391,932	366,423	\$ 25,509	494,374	102,442
30	Utilities	560,652	547,386	1,198,605	1,172,931	\$ 25,674	1,628,700	430,095
31	Cons & Prof Svcs External	3,175,423	2,813,169	4,375,211	4,058,993	\$ 316,218	5,447,448	1,072,237
32	Cons & Prof Svcs Internal	58,099	75,644	90,824	112,295	\$ (21,471)	68,000	(22,824)
33	Data Processing	19,212	30,994	76,289	102,369	\$ (26,080)	139,712	63,423
34	Entertainment	728,640	914,556	755,640	932,980	\$ (177,340)	831,115	75,475
35	Judging	41,253	39,082	70,229	67,581	\$ 2,648	53,075	(17,154)
36	Premiums	223,079	368,709	223,079	368,709	\$ (145,630)	262,650	39,571
37	ProRata	185,757	188,713	563,183	478,519	\$ 84,664	748,940	185,757
38	Other	19,523	19,641	91,388	46,810	\$ 44,578	1,190,466	1,099,078
39	<b>Total Operating Expenses</b>	<b>\$ 7,312,225</b>	<b>\$ 7,504,606</b>	<b>\$11,594,163</b>	<b>\$11,554,341</b>	<b>\$ 39,822</b>	<b>\$ 15,144,980</b>	<b>\$ 3,550,817</b>
40	<b>TOTAL EXPENSES</b>	<b>\$11,858,993</b>	<b>\$11,833,103</b>	<b>\$21,910,435</b>	<b>\$21,796,765</b>	<b>\$ 113,670</b>	<b>\$ 28,506,499</b>	<b>\$ 6,596,064</b>
41	<b>OPERATING PROFIT (LOSS)</b>	<b>\$ 8,256,567</b>	<b>\$ 6,197,278</b>	<b>\$ 6,273,743</b>	<b>\$ 3,242,250</b>	<b>\$ 3,031,495</b>	<b>\$ (1,551,747)</b>	<b>\$ 7,825,490</b>
42	Prior Year Income	4,772	(4,883)	(465)	102,542	\$ (103,007)	-	-
43	Prior Year Expense	3,648	786	63,426	21,407	\$ 42,019	-	-
44	Depreciation	410,866	398,031	1,249,793	1,222,842	\$ 26,951	-	-
45	Capital Improvements	22,486	34,858	81,776	438,644	\$ (356,868)	251,200	-
45	Deferred Maintenance (CS 6.10)	1,695,439	-	3,621,382	-	\$ 3,621,382	-	-
46	Equipment	155,320	62,245	386,946	980,000	\$ (593,054)	290,926	-
47	<b>CHANGES IN RESERVES</b>	<b>\$ 5,973,580</b>	<b>\$ 5,696,475</b>	<b>\$ 869,955</b>	<b>\$ 681,899</b>	<b>\$ 188,058</b>	<b>\$ (2,093,873)</b>	

\*\* UNAUDITED \*\*

POINT SHEET – PROFIT/LOSS STATEMENT-BOARD REPORT

**September 2019**

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

1. **Expo Events (Row 2)** – See Interim Comparison Report for details. No Western States Horse Expo in 2019 (\$111K).
2. **Grants (Row 12)** - 2018 included CalOES Radio Surveillance Grant (\$890K).
3. **General Expense (Row 21)** – Groupon fees down \$83K (based on decreased sales).
4. **Cons & Prof Svcs External (Row 31)** – In-trade sponsorships increased \$186K from 2018. Thoroughbred racing expenses up \$163K.
5. **Entertainment (Row 34)** – Spent \$143K less on Big Name entertainment acts in 2019.
6. **Premiums (Row 36)** – Paid out \$122K less in premiums for Counties Exhibits in 2019.



**CALIFORNIA EXPOSITION & STATE FAIR  
BALANCE SHEET  
September 30, 2019**

ASSETS	Quarter 3 2019	Quarter 3 2018
<b>1 CURRENT ASSETS:</b>		
2 Cash	\$ 10,251,941	\$ 8,173,206
3 Restricted Cash	11,969,260	200,000
4 Accounts Receivable	2,151,358	1,570,443
5 Less Allowance for Doubtful Accounts	(2,627)	(2,627)
6 Advances	2,209	1,791
7 Prepaid Expenses / Deposits	548,735	887,203
8 <b>Total Current Assets</b>	<b>24,920,876</b>	<b>10,830,016</b>
<b>10 PROPERTY, PLANT AND EQUIPMENT:</b>		
11 Land	\$ 1,643,577	\$ 1,643,577
12 Buildings	77,605,375	76,758,551
13 Equipment	6,334,256	6,344,082
14 Less Accumulated Depreciation	(72,849,685)	(71,309,548)
15 <b>Net Property, Plant and Equipment</b>	<b>12,733,523</b>	<b>13,436,662</b>
17 <b>DEFERRED OUTFLOWS OF RESOURCES</b>	<b>\$ 8,843,443</b>	<b>\$ 5,554,219</b>
19 <b>TOTAL ASSETS</b>	<b>\$ 46,497,842</b>	<b>\$ 29,820,897</b>
<b>LIABILITIES AND FUND EQUITY</b>		
<b>23 CURRENT LIABILITIES:</b>		
24 Accounts Payable	\$ 4,187,760	\$ 2,624,350
25 Compensated Absences	1,355,020	1,242,008
26 Collections In Advance	367,761	295,109
27 Other Current Liabilities	737,250	321,162
28 <b>Total Current Liabilities</b>	<b>6,647,791</b>	<b>4,482,629</b>
<b>30 LONG TERM LIABILITIES:</b>		
31 Long Term Liabilities	\$ 1,661,524	\$ 94,377
32 Workers Compensation Ins-Contingency	334,484	417,499
33 OPEB Obligation (GASB 75)	27,767,000	29,411,000
34 Net Pension Liability (GASB 68)	16,405,684	13,835,772
35 Deferred Maintenance Funds (CS 6.10)	11,487,902	-
37 <b>TOTAL LIABILITIES</b>	<b>\$ 64,304,385</b>	<b>\$ 48,241,277</b>
39 <b>DEFERRED INFLOWS OF RESOURCES</b>	<b>\$ 3,150,017</b>	<b>\$ 122,132</b>
<b>41 FUND EQUITY:</b>		
42 Contributed Capital	\$ 21,553,073	\$ 21,553,073
43 Retained Earnings	(43,379,588)	(40,777,484)
44 Net Income	869,955	681,899
45 <b>Total Fund Equity</b>	<b>(20,956,560)</b>	<b>(18,542,512)</b>
47 <b>TOTAL LIABILITIES &amp; FUND EQUITY</b>	<b>\$ 46,497,842</b>	<b>\$ 29,820,897</b>

\*\* UNAUDITED \*\*

POINT SHEET – BALANCE SHEET-BOARD REPORT

**September 2019**

(Reference Balance Sheet)

- 1. Restricted Cash (Row 3) and Deferred Maintenance Funds – CS 6.10 (Row 35) –**  
Appropriated \$15M from the General Fund to be spent on approved Deferred Maintenance projects pursuant to Control Section 6.10 of the Budget Act of 2018.
- 2. Deferred Outflows of Resources (Row 17) and Long Term Liabilities (Row 31) –**  
Recorded Cal Expo's portion (\$1.6M) of the State's \$6 billion supplemental employer contribution to CalPERS pertaining to Senate Bill 84.

# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 10/1/2019 10/31/2019	Over 30 9/1/2019 9/30/2019	Over 60 8/1/2019 8/31/2019	Over 90 7/1/2019 7/31/2019	Over 120 Up to 6/30/2019
<b>Customer Salesperson: 106</b>								
<b>Chevron Policy, Government &amp; Public Affr (CHEVRON)</b>								
23801	7/10/2019		5,000.00				5,000.00	
Chevron Policy, Government & Public Affr			5,000.00	0.00	0.00	0.00	5,000.00	0.00
<b>EEI Global obo Ram (EEIGLO)</b>								
26338	9/22/2019	30	2,537.50		2,537.50			
EEI Global obo Ram Totals:			2,537.50	0.00	2,537.50	0.00	0.00	0.00
<b>Groupon, Inc. (GROUPO)</b>								
26339	9/25/2019	30	36,935.34		36,935.34			
Groupon, Inc. Totals:			36,935.34	0.00	36,935.34	0.00	0.00	0.00
<b>Save Mart Supermarkets (SAVEMA)</b>								
26336	9/22/2019	30	662.50		662.50			
Save Mart Supermarkets Totals:			662.50	0.00	662.50	0.00	0.00	0.00
<b>Sponsor Source, Inc. (SPONSO)</b>								
26337	9/22/2019	30	862.50		862.50			
Sponsor Source, Inc. Totals:			862.50	0.00	862.50	0.00	0.00	0.00
<b>Universal McCann obo US Army (UNIVMC)</b>								
23921	8/20/2019	30	20,000.00			20,000.00		
Universal McCann obo US Army Totals:			20,000.00	0.00	0.00	20,000.00	0.00	0.00
<b>Customer Salesperson: 106 Totals</b>			<b>65,997.84</b>	<b>0.00</b>	<b>40,997.84</b>	<b>20,000.00</b>	<b>5,000.00</b>	<b>0.00</b>



# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 10/1/2019 10/31/2019	Over 30 9/1/2019 9/30/2019	Over 60 8/1/2019 8/31/2019	Over 90 7/1/2019 7/31/2019	Over 120 Up to 6/30/2019
<b>Customer Salesperson: 150</b>								
<b>Betty Morales (MORABE)</b>								
26283	8/5/2019	10	288.95			288.95		
Betty Morales Totals:			288.95	0.00	0.00	288.95	0.00	0.00
<b>California Dept Of Food &amp; Agriculture (CDFA)</b>								
23442	5/23/2019	30	14,846.91					14,846.91
23626	6/16/2019	30	185.00					185.00
23782	7/28/2019	30	4,000.00				4,000.00	
23443	7/31/2019	30	14,846.91				14,846.91	
California Dept Of Food & Agriculture Totals:			33,878.82	0.00	0.00	0.00	18,846.91	15,031.91
<b>Costco (COSTCO)</b>								
26270	9/10/2019	60	941.56		941.56			
Costco Totals:			941.56	0.00	941.56	0.00	0.00	0.00
<b>Intel Corporation (INTEL)</b>								
23922	8/11/2019	30	4,950.00			4,950.00		
Intel Corporation Totals:			4,950.00	0.00	0.00	4,950.00	0.00	0.00
<b>Pearce Services (PEARCE)</b>								
23601	6/16/2019	30	2,145.93					2,145.93
FC-2462	8/1/2019		32.19			32.19		
FC-2469	9/1/2019		32.19		32.19			
Pearce Services Totals:			2,210.31	0.00	32.19	32.19	0.00	2,145.93
<b>R&amp;B of the Pacific (Rock &amp; Brews) (RBPAC)</b>								
18535	8/1/2018	0	12,500.00					12,500.00
18536	9/1/2018	0	12,500.00					12,500.00
18537	10/1/2018	0	12,500.00					12,500.00
18538	11/1/2018	0	12,500.00					12,500.00
18539	12/1/2018	0	12,500.00					12,500.00
23472	1/1/2019	0	12,500.00					12,500.00
23473	2/1/2019	0	12,500.00					12,500.00
23474	3/1/2019	0	12,500.00					12,500.00
23475	4/1/2019	0	12,500.00					12,500.00
23476	5/1/2019	0	12,500.00					12,500.00
23477	6/1/2019	0	12,500.00					12,500.00
23478	7/1/2019	0	12,500.00				12,500.00	
23479	8/1/2019	0	12,500.00			12,500.00		
23480	9/1/2019	0	12,500.00		12,500.00			
R&B of the Pacific (Rock & Brews) Totals:			175,000.00	0.00	12,500.00	12,500.00	12,500.00	137,500.00
<b>Sacramento County (SACCOUNT)</b>								
18164	7/4/2019	30	25,000.00				25,000.00	

# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				10/1/2019	9/1/2019	8/1/2019	7/1/2019	Up to
				10/31/2019	9/30/2019	8/31/2019	7/31/2019	6/30/2019
<b>Customer Salesperson: 150 (continued)</b>								
Sacramento County Totals:			25,000.00	0.00	0.00	0.00	25,000.00	0.00
Customer Salesperson: 150 Totals			242,269.64	0.00	13,473.75	17,771.14	56,346.91	154,677.84

# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 10/1/2019 10/31/2019	Over 30 9/1/2019 9/30/2019	Over 60 8/1/2019 8/31/2019	Over 90 7/1/2019 7/31/2019	Over 120 Up to 6/30/2019
<b>Customer Salesperson: 234</b>								
<b>BW SureStay (BWSURE)</b>								
26287	9/4/2019	30	1,360.00		1,360.00			
BW SureStay Totals:			1,360.00	0.00	1,360.00	0.00	0.00	0.00
<b>Courtyard Sacramento (MARRIOTT)</b>								
26292	9/4/2019	30	3,320.00		3,320.00			
Courtyard Sacramento Totals:			3,320.00	0.00	3,320.00	0.00	0.00	0.00
<b>NCEES (NCEES)</b>								
22691	9/30/2019	30	5,000.00		5,000.00			
NCEES Totals:			5,000.00	0.00	5,000.00	0.00	0.00	0.00
<b>Rick Warren Media (WARREN)</b>								
23069	4/12/2019	30	15,556.72					15,556.72
Rick Warren Media Totals:			15,556.72	0.00	0.00	0.00	0.00	15,556.72
<b>Customer Salesperson: 234 Totals</b>			<b>25,236.72</b>	<b>0.00</b>	<b>9,680.00</b>	<b>0.00</b>	<b>0.00</b>	<b>15,556.72</b>

# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 10/1/2019 10/31/2019	Over 30 9/1/2019 9/30/2019	Over 60 8/1/2019 8/31/2019	Over 90 7/1/2019 7/31/2019	Over 120 Up to 6/30/2019
<b>Customer Salesperson: 430</b>								
<b>Ag Seeds Unlimited (AGSEED)</b>								
SOC00638	8/13/2019	30	3,734.80			3,734.80		
Ag Seeds Unlimited Totals:			3,734.80	0.00	0.00	3,734.80	0.00	0.00
<b>Farm Credit Alliance (FARMCR)</b>								
23746	7/1/2019		2,500.00				2,500.00	
Farm Credit Alliance Totals:			2,500.00	0.00	0.00	0.00	2,500.00	0.00
<b>Friends of Hanna (FRIHAN)</b>								
SOC00625	10/31/2018	30	250.00					250.00
Friends of Hanna Totals:			250.00	0.00	0.00	0.00	0.00	250.00
<b>J &amp; J Livestock (JLIVE)</b>								
SOC00670	8/13/2019	30	500.00			500.00		
J & J Livestock Totals:			500.00	0.00	0.00	500.00	0.00	0.00
<b>The DOLS (DOLS)</b>								
SOC00694	8/13/2019	30	13,948.35			13,948.35		
The DOLS Totals:			13,948.35	0.00	0.00	13,948.35	0.00	0.00
<b>Wine Entries (ENTRIEW)</b>								
26368	8/1/2019	SF	375.00			375.00		
Wine Entries Totals:			375.00	0.00	0.00	375.00	0.00	0.00
<b>Customer Salesperson: 430 Totals</b>			<b>21,308.15</b>	<b>0.00</b>	<b>0.00</b>	<b>18,558.15</b>	<b>2,500.00</b>	<b>250.00</b>

# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 10/1/2019 10/31/2019	Over 30 9/1/2019 9/30/2019	Over 60 8/1/2019 8/31/2019	Over 90 7/1/2019 7/31/2019	Over 120 Up to 6/30/2019
<b>Customer Salesperson: 505</b>								
<b>Humboldt County Fair (HUMBOL)</b>								
26396	9/30/2019	30	2,815.31		2,815.31			
Humboldt County Fair Totals:			2,815.31	0.00	2,815.31	0.00	0.00	0.00
<b>Ncotwinc For Golden Gate (NCOTGG)</b>								
26395	9/30/2019	30	2,307.51		2,307.51			
Ncotwinc For Golden Gate Totals:			2,307.51	0.00	2,307.51	0.00	0.00	0.00
Customer Salesperson: 505 Totals			5,122.82	0.00	5,122.82	0.00	0.00	0.00



# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				10/1/2019	9/1/2019	8/1/2019	7/1/2019	Up to
				10/31/2019	9/30/2019	8/31/2019	7/31/2019	6/30/2019
<b>Grand Totals:</b>	25 Customers 43 Invoices		359,935.17	0.00	69,274.41 19.25%	56,329.29 15.65%	63,846.91 17.74%	170,484.56 47.37%