

**CALIFORNIA EXPOSITION & STATE FAIR**  
**PROFIT/LOSS STATEMENT**  
**September 30, 2020**

R o w	Column	A	B	C	D	E	F	G
		Quarter 3 2020	Quarter 3 2019	YTD 2020	YTD 2019	Annual Variance YTD	Budget 2020	Annual Variance From Budget YTD
	<b>Revenue</b>							
1	State Fair	\$ 52,131	\$ 16,278,589	\$ 110,856	\$ 16,681,639	\$ (16,570,783)	16,587,704	\$ (16,476,848)
2	Expo Events	47,513	506,818	1,671,400	3,069,567	\$ (1,398,167)	4,618,000	(2,946,600)
3	Papa Murphy's Park	34,440	34,440	103,320	103,320	\$ -	138,000	(34,680)
4	Rock and Brews	37,500	37,500	112,500	112,500	\$ -	125,000	(12,500)
5	Watch & Wager	6,068	2,856	76,695	71,155	\$ 5,540	102,289	(25,594)
6	Simulcast	195,311	183,823	552,843	696,742	\$ (143,899)	845,000	(292,157)
7	RV Park	230,140	231,308	594,292	823,471	\$ (229,179)	1,251,000	(656,708)
8	Raging Waters	-	113,832	-	288,674	\$ (288,674)	330,000	(330,000)
9	Electronic Sign	81,375	81,375	244,125	244,125	\$ -	325,500	(81,375)
10	Miscellaneous	1,059,517	473	1,203,169	13,649	\$ 1,189,520	15,000	1,188,169
11	Reimbursements	282,026	663,415	947,907	1,814,950	\$ (867,043)	2,420,078	(1,472,171)
12	Grants	47,818	233,205	201,890	511,943	\$ (310,053)	586,911	(385,021)
13	Interest Revenue	5,266	52,487	50,716	131,061	\$ (80,345)	120,000	(69,284)
14	Deferred Maintenance (CS 6.10)	(63,943)	1,695,439	3,880,677	3,621,382	\$ 259,295	-	3,880,677
15	<b>TOTAL REVENUE</b>	<b>\$ 2,015,162</b>	<b>\$ 20,115,560</b>	<b>\$ 9,750,390</b>	<b>\$ 28,184,178</b>	<b>\$ (18,433,786)</b>	<b>\$ 27,464,482</b>	<b>\$ (17,714,092)</b>
16	<b>Personal Services</b>							
17	Salaries & Wages	1,150,117	3,345,783	4,305,291	7,154,995	\$ (2,849,704)	10,048,672	5,743,381
18	Benefits	958,345	1,200,985	2,980,496	3,161,277	\$ (180,781)	4,691,354	1,710,858
19	<b>Total Personal Services</b>	<b>\$ 2,108,462</b>	<b>\$ 4,546,768</b>	<b>\$ 7,285,787</b>	<b>\$ 10,316,272</b>	<b>\$ (3,030,485)</b>	<b>\$ 14,740,026</b>	<b>\$ 7,454,239</b>
20	<b>Operating Expenses</b>							
21	General Expense	76,435	1,192,167	414,734	1,769,183	\$ (1,354,449)	4,207,210	3,792,476
22	Advertising	1,338	630,962	60,519	1,009,725	\$ (949,206)	1,206,352	1,145,833
23	Printing	4,077	31,874	24,442	106,075	\$ (81,633)	117,064	92,622
24	Communications	26,948	36,721	103,323	104,599	\$ (1,276)	146,096	42,773
25	Postage	1,492	11,210	12,937	24,224	\$ (11,287)	25,000	12,063
26	Insurance	170,497	251,364	617,601	723,898	\$ (106,297)	996,000	378,399
27	Travel	158	7,447	4,807	18,430	\$ (13,623)	33,250	28,443
28	Training	301	32	1,117	1,649	\$ (532)	4,500	3,383
29	Facility Operations	14,127	138,810	159,293	391,932	\$ (232,639)	444,024	284,731
30	Utilities	305,783	560,652	884,871	1,198,605	\$ (313,734)	1,603,660	718,789
31	Cons & Prof Svcs External	195,609	3,175,423	954,665	4,375,211	\$ (3,420,546)	4,752,038	3,797,373
32	Cons & Prof Svcs Internal	28,290	58,099	55,199	90,824	\$ (35,625)	89,838	34,639
33	Data Processing	26,790	19,212	98,893	76,289	\$ 22,604	133,406	34,513
34	Entertainment	6,363	728,640	6,363	755,640	\$ (749,277)	1,144,400	1,138,037
35	Judging	-	41,253	4,304	70,229	\$ (65,925)	-	(4,304)
36	Premiums	-	223,079	-	223,079	\$ (223,079)	-	-
37	ProRata	153,088	185,757	524,601	563,183	\$ (38,582)	750,000	225,399
38	Other	10,407	19,523	40,667	91,388	\$ (50,721)	128,500	87,833
39	<b>Total Operating Expenses</b>	<b>\$ 1,021,703</b>	<b>\$ 7,312,225</b>	<b>\$ 3,968,336</b>	<b>\$ 11,594,163</b>	<b>\$ (7,625,827)</b>	<b>\$ 15,781,338</b>	<b>\$ 11,813,002</b>
40	<b>TOTAL EXPENSES</b>	<b>\$ 3,130,165</b>	<b>\$ 11,858,993</b>	<b>\$ 11,254,123</b>	<b>\$ 21,910,435</b>	<b>\$ (10,656,312)</b>	<b>\$ 30,521,364</b>	<b>\$ 19,267,241</b>
41	<b>OPERATING PROFIT (LOSS)</b>	<b>\$ (1,115,003)</b>	<b>\$ 8,256,567</b>	<b>\$ (1,503,733)</b>	<b>\$ 6,273,743</b>	<b>\$ (7,777,474)</b>	<b>\$ (3,056,882)</b>	<b>\$ 1,553,149</b>
42	Prior Year Income	(11,137)	4,772	(4,536)	(465)	\$ (4,071)	-	-
43	Prior Year Expense	(747)	3,648	(2,126)	63,426	\$ (65,552)	-	-
44	Depreciation	410,176	410,866	1,300,292	1,249,793	\$ 50,499	-	-
45	Capital Improvements	-	22,486	1,780	81,776	\$ (79,996)	271,000	-
45	Deferred Maintenance (CS 6.10)	(63,943)	1,695,439	3,880,677	3,621,382	\$ 259,295	-	-
46	Equipment	15,526	155,320	165,383	386,946	\$ (221,563)	165,900	-
47	<b>CHANGES IN RESERVES</b>	<b>\$ (1,487,152)</b>	<b>\$ 5,973,580</b>	<b>\$ (6,854,275)</b>	<b>\$ 869,955</b>	<b>\$ (7,724,228)</b>	<b>\$ (3,493,782)</b>	

\*\* UNAUDITED \*\*