

Summary of Operations

	Actual 2008	Actual 2009	Actual 2010	Actual 2012	Estimate 2013	Budget 2013	Difference	5 Year Average	Proposed 2,014
<b>OPERATING REVENUES:</b>									
Admissions to Grounds	377,519	371,428	397,788	376,481	409,291	380,000	29,291	386,501	410,000
Commercial Space	62,649	44,546	39,075	39,853	58,543	47,000	11,543	48,934	55,000
Concessions	217,191	203,039	219,628	233,499	227,290	235,000	(7,710)	224,475	232,000
Exhibits	21,758	21,081	18,055	15,455	17,991	15,000	2,991	16,379	12,500
Horse Show	22,178	12,688	11,575	23,660	19,630	29,000	(9,370)	26,987	21,000
Fair Attractions									
Interim Attractions									
Miscellaneous Fair	98,865	103,639	96,110	139,158	121,582	158,000	(36,418)	138,675	141,000
Miscellaneous Non-Fair Programs									
Interim Revenue	156,144	114,538	182,310	330,417	534,353	432,500	101,853	400,638	600,000
Prior Year Revenue Adjustments	0	25,135	(11,888)	12,201	15,350	4,000	11,350	6,362	4,000
Other Operating Revenue	28,605	2,816	7,310	4,440	1,962	3,004	(1,042)	30,153	3,000
<b>TOTAL OPERATING REVENUES (to Page 1)</b>	<b>984,909</b>	<b>898,910</b>	<b>959,963</b>	<b>1,175,166</b>	<b>1,405,992</b>	<b>1,303,504</b>	<b>102,488</b>	<b>1,279,104</b>	<b>1,478,500</b>
<b>OPERATING EXPENDITURES:</b>									
Administration	272,009	293,212	309,720	148,174	212,203	192,050	20,153	285,863	303,000
Maintenance & General Operations	389,150	337,848	588,827	418,408	671,400	487,000	184,400	608,837	535,500
Publicity	90,368	86,807	110,460	106,501	112,957	116,500	(3,543)	102,130	127,500
Attendance Operations	82,355	126,354	141,740	100,969	91,215	120,100	(28,885)	150,265	112,100
Miscellaneous Fair	2,482	13,578	23,560	15,211	68,678	22,000	46,678	59,641	43,100
Miscellaneous Non-Fair Programs	25,016	0	0	0	0	0	0	0	0
Premiums	25,151	22,402	23,927	18,730	16,902	18,500	(1,598)	18,779	7,500
Exhibits	136,091	131,901	153,395	140,305	105,846	152,100	(46,254)	160,748	83,000
Horse Show	16,596	11,369	8,010	10,274	15,008	16,500	(1,492)	14,295	19,000
Fair Entertainment	108,319	118,711	109,916	111,969	124,206	119,000	5,206	120,261	120,000
Interim Entertainment	0	0	0	18,006	58,517	0	58,517	39,897	65,500
Equipment (Funded by Fair)	0	7,714	4,421	0	732	5,000	(4,268)	0	0
Prior Year Expense Adjustments	(18,975)	22,214	(20,171)	15,866	33,772	5,000	28,772	0	(12,000)
Cash (over/under)	(281)	17	612	(66)	27	0	27	0	0
Other Operating Expense	31,500	0	0	0	0	0	0	0	0
<b>TOTAL OPERATING EXPENDITURES (to Page 1)</b>	<b>1,159,781</b>	<b>1,172,127</b>	<b>1,454,417</b>	<b>1,104,347</b>	<b>1,511,463</b>	<b>1,253,750</b>	<b>257,713</b>	<b>1,560,716</b>	<b>1,404,200</b>
State Operating Subsidies					30,000		30,000		30,000
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPR</b>	<b>(174,872)</b>	<b>(273,217)</b>	<b>(494,454)</b>	<b>70,819</b>	<b>(75,471)</b>	<b>49,754</b>	<b>(125,225)</b>	<b>(281,611)</b>	<b>104,300</b>

Detail of Revenues

	Acct. No.	Actual 2008	Actual 2009	Actual 2010	Actual 2012	Estimate 2013	Budget 2013	Difference	5 Year Avg.	Budget 2014
<b>ADMISSIONS REVENUE:</b>										
Regular Fair Admissions	41010	351,806	331,052	342,211	328,390	367,293	360,000	7,293	344,150	370,000
Discounted Fair Admissions	41020	25,713	40,376	55,577	48,091	41,998	20,000	21,998	42,351	40,000
<b>TOTAL ADMISSIONS REVENUE</b>	41000	377,519	371,428	397,788	376,481	409,291	380,000	29,291	386,501	410,000
<b>COMMERCIAL SPACE REVENUE:</b>										
Outside Commercial Space	41510	48,869	43,196	37,405	38,505	56,893	42,000	14,893	44,974	55,000
Inside Commercial Space	41520	13,780	1,350	1,670	1,350	1,650	5,000	(3,350)	3,960	
<b>TOTAL COMMERCIAL SPACE REV</b>	41500	62,649	44,546	39,075	39,855	58,543	47,000	11,543	48,934	55,000
<b>CONCESSIONS REVENUE:</b>										
Carnival	42100	66,262	66,388	64,707	66,702	71,030	66,000	5,030	67,018	70,000
Carnival: Pre-Sale	42110	6,783	3,798	3,152	5,816	1,566	5,000	(3,434)	4,223	5,000
Food Concessions	42200	129,150	106,687	131,378	122,940	128,249	125,000	3,249	123,681	128,000
Non-Food Concessions	42300	625	26,166	2,650	6,732	2,950	9,000	(6,050)	7,825	4,000
Percentage - Fair Alcohol	42310	14,371		17,741	31,309	23,495	30,000	(6,505)	21,729	25,000
<b>TOTAL CONCESSIONS REVENUE</b>	42000	217,191	203,039	219,628	233,499	227,290	235,000	(7,710)	224,475	232,000
<b>EXHIBITS REVENUE:</b>										
Entry Fees	43100	21,758	20,981	18,055	14,215	6,884	5,000	1,884	16,379	
Donated & Sponsored Awards	43200		100		150	3,348	5,000	(1,652)		5,000
Cash Sponsorship	43210				1,090	7,759	5,000	2,759		7,500
Other (Explain)	43400									
<b>TOTAL EXHIBITS REVENUE</b>	43000	21,758	21,081	18,055	15,455	17,991	15,000	2,991	16,379	12,500
<b>HORSE SHOW REVENUE:</b>										
Entry Fees	44100		12,688		12,583	14,060	15,000	(940)	13,110	15,000
Sponsorships	44300			11,500	1,900	1,925	2,000	(75)	5,108	2,000
Donations for Special Prizes	44300									
Cash Sponsorship	44310									
Stall Fees	44400	22,178		75	9,177	3,645	12,000	(8,355)	8,769	4,000
Program Sales	44500									
Other (Explain)	44600									
<b>TOTAL HORSE SHOW REVENUE</b>	44000	22,178	12,688	11,575	23,660	19,630	29,000	(9,370)	26,987	21,000



## Detail of Revenues

	Actual 2008	Actual 2009	Actual 2010	Actual 2012	Estimate 2013	Budget 2013	Difference	5 Year Avg.	Budget 2014
<b>INTERIM REVENUE:</b>									
Food Concession				824	1,187	2,000	(813)	412	1,500
Concession - Heritage Foundation				1,020	19,130		19,130		20,000
Parking Revenue				1,550		2,000	(2,000)		
Building Rental	114,203	105,614	139,455			130,000	(130,000)		
Building Rental - Rodgers House				263	1,362		1,362		1,500
Building Rental - Crosetti				52,734	81,889		81,889	26,367	85,000
Building Rental - Harvest				57,710	57,798		57,798	19,237	60,000
Building Rental - Arts				11,820	15,804		15,804	3,940	15,000
Building Rental - Grange				1,250	1,260		1,260	1,255	1,500
Building Rental - Other				1,000	6,400		6,400	3,700	6,500
Building Rental - Heritage Hall				310	19,884		19,884	10,097	25,000
Grounds Rental - Amphitheater				200	1,110		1,110	655	1,000
Grounds Rental - Horse Arena				69,021	120,180	85,000	35,180	94,601	125,000
Grounds Rental - Farmer's Market					63,109	70,000	(6,891)	63,109	90,000
Grounds Rental - Racetrack				60,800	60,000	60,000	0	60,400	60,000
Grounds Rentals - Other				63,752	77,872	70,000	7,872	70,812	80,000
Equipment Rentals	3,153	1,505	2,020	2,941		3,500	(3,500)	2,405	
Camp Parking				3,465	6,520	7,000	(480)	4,993	20,000
Utility Fee Reimbursement	9,715	1,200	809			1,000	(1,000)	3,908	6,000
Interim Parking Revenue	24,741		39,139				0	31,940	
Other Interim Revenue (List)	4,332	6,219	887	1,757	848	2,000	(1,152)	2,809	2,000
Staff Labor									
<b>TOTAL INTERIM REVENUE</b>	<b>156,144</b>	<b>114,538</b>	<b>182,310</b>	<b>330,417</b>	<b>534,353</b>	<b>432,500</b>	<b>101,853</b>	<b>400,638</b>	<b>600,000</b>

Detail of Revenues

	Actual 2008	Actual 2009	Actual 2010	Actual 2012	Estimate 2013	Budget 2013	Difference	5 Year Avg.	Budget 2014
<b>TOTAL PRIOR YEAR REVENUE ADJUST</b>	0	25,135	(11,888)	12,201	15,350	4,000	11,350	6,362	4,000
<b>OTHER OPERATING REVENUE:</b>									
Interest Earnings	430	397	2,043	165	166	4	162	607	
Donations/Sponsorships (general)								0	
Other (Explain)	1,036	2,419						1,728	
Other (Explain)	2,275		5,267	4,275	1,796	3,000	(1,204)	2,954	3,000
JLA	24,864							24,864	
<b>TOTAL OTHER OPERATING REVENUE</b>	<b>28,605</b>	<b>2,816</b>	<b>7,310</b>	<b>4,440</b>	<b>1,962</b>	<b>3,004</b>	<b>(1,042)</b>	<b>30,153</b>	<b>3,000</b>
<b>Total Revenues</b>	<b>984,909</b>	<b>898,910</b>	<b>959,963</b>	<b>1,175,166</b>	<b>1,405,992</b>	<b>1,303,504</b>	<b>102,488</b>	<b>1,279,104</b>	<b>1,478,500</b>

## Detail of Expenditures

	Actual 2008	Actual 2009	Actual 2010	Actual 2012	Estimate 2,013	Budget 2,013	Difference	5 Year Avg.	Budget 2,014
<b>ADMINISTRATION EXPENSE:</b>									
Salaries & Wages - Permanent	86,028	56,578	115,450				0	86,019	90,000
Salaries & Wages - Temporary	11,622	76,132	16,978	19,766	43,616	25,000	18,616	33,623	40,000
Compensated Absences Expense	(20,273)	10,314	8,751	-3,735	(2,451)		(2,451)	(1,479)	
Employee Benefits - Employer's Share	14,971	19,769	32,314	627	1,025	1,200	(175)	13,741	25,000
Payroll Taxes	7,464	5,360	8,928	353	2,462	600	1,862	4,913	20,000
Worker's Compensation Insurance	11,422	6,186	428	3,460	4,056	1,750	2,306	5,110	3,500
Professional Services (Contractual)	28,509	45,570	36,013	26,915	71,086	60,000	11,086	41,619	20,000
Director's Expense		60	123			500	(500)		500
Traveling/Training Expense - Employees		10,475	6,481		2,342	1,500	842	6,433	2,000
Office Supplies and Expense	3,027	14,816	22,196	9,533	4,176	9,000	(4,824)	10,750	6,000
Telephone and Postage	14,787	11,626	13,365	10,798	10,611	12,000	(1,389)	12,237	12,000
Dues and Subscriptions	13,828	3,430	3,720	2,683	4,817	3,000	1,817	5,696	5,000
Insurance (General Liability)	4,469	24,059	28,291	34,173	36,248	37,500	(1,252)	25,448	40,000
Other (Explain)	25,898	1,409	8,762	11,825	28,315	10,000	18,315	15,242	10,000
Licenses & Permits				1,815	2,230	2,000	230	2,023	2,000
Unemployment Insurance (Non-reimbursed)	66,048	7,428	7,920	16,561		17,000	(17,000)	24,489	12,000
Audit Expense	4,209			13,400		10,000	(10,000)		10,000
Bank/CC Charges					3,633		3,633		4,000
Current Year Bad Debt Expense					37	1,000	(963)	0	1,000
<b>TOTAL ADMINISTRATION EXPENSE</b>	<b>272,009</b>	<b>293,212</b>	<b>309,720</b>	<b>148,174</b>	<b>212,203</b>	<b>192,050</b>	<b>20,153</b>	<b>285,863</b>	<b>303,000</b>

**Detail of Expenditures**

	Actual 2008	Actual 2009	Actual 2010	Actual 2012	Estimate 2,013	Budget 2,013	Difference	5 Year Avg.	Budget 2,014
<b>MAINTENANCE &amp; GENERAL OPERATIONS:</b>									
Salaries & Wages - Permanent	49,359	38,748	44,407	47,524	50,855	48,500	2,355	46,179	48,500
Salaries & Wages - Temporary	90,549	50,939	129,845	94,755	151,716	120,000	31,716	103,561	130,000
Employee Benefits	16,734	17,415	18,922	25,836	26,765	27,500	(735)	21,134	27,500
Payroll Taxes	4,686	3,978	6,072	5,618	6,000	7,500	(1,500)	5,271	7,500
Worker's Compensation Insurance	15,357	5,620	12,378	25,746	11,821	12,000	(179)	14,184	12,000
Light, Heat, Water and Power	111,129	89,703	88,961	103,457	129,755	80,000	49,755	104,601	120,000
Maint. Bldgs & Grounds - Supplies & Expense	33,055	33,346	112,798					59,733	110,000
Maint. Equipment - Supplies & Expense	20,578	14,104	48,645	18,207	25,999	25,000	999	25,507	20,000
Maint of Buildings				1,557	9,352	90,000	(80,648)	5,455	
Maint of Grounds				54,528	142,760		142,760	98,644	
Maint of Building - Restrooms				573	25,543		25,543	13,058	
Maint of Horse Arena				9,239	30,088		30,088	19,664	
Maint of Building - Crossetti				275	2,469		2,469	1,372	
Maint of Building - Harvest				1,473	5,110		5,110	3,292	
Maint of Building - Arts					1,160		1,160	1,160	
Maint of Building - Rodgers House					332		332	332	
Maint of Building - Amphitheater									
Maint of Building - Cow Barn									
Maint of Building - Grange Hall									
Maint of Building - Heritage Hall					1,162		1,162	1,162	
Maint of Building - Poultry Barn					783		783	783	
Special Repairs & Maintenance (List)		17,515	75,402	2,725		2,000	(2,000)	31,881	
Temp Electrical Work						20,000	(20,000)		
Professional Services	4,382	32,638	19,043		5,626		5,626	15,422	20,000
Rental - Maintenance Equipment	2,099	380	2,675		6,835	2,000	4,835	2,997	
Rental - Other Equipment			4,932					120	20,000
Trash Removal, Clean up (Contractual)	34,672	26,909	8,467	25,619	13,276	27,500	(14,224)	21,789	15,000
Security - Alarm Service Maint					759	20,000	(19,241)	759	
Other (Explain)	6,550	6,553	16,280	1,276	23,234	5,000	18,234	10,779	5,000
<b>TOTAL MAINTENANCE EXPENSE</b>	<b>389,150</b>	<b>\$37,848</b>	<b>588,827</b>	<b>418,408</b>	<b>671,400</b>	<b>487,000</b>	<b>184,400</b>	<b>608,887</b>	<b>535,500</b>





## Details of Expenditures

	Acct. No.	Actual 2008	Actual 2009	Actual 2010	Actual 2012	Estimate 2013	Budget 2013	Difference	5 Year Avg.	Budget 2014
<b>PREMIUMS EXPENSE (Excluding Horse Show):</b>										
Cash Awards	58100	23,127	20,832	21,992	18,730	13,568	17,000	-3,432	16,936	5,000
Trophies, Medals, Ribbons	58200	2,024	1,570	1,935		3,334	1,500	1,834	1,843	2,500
<b>TOTAL PREMIUM EXPENSE</b>	<b>58000</b>	<b>25,151</b>	<b>22,402</b>	<b>23,927</b>	<b>18,730</b>	<b>16,902</b>	<b>18,500</b>	<b>1,598</b>	<b>18,779</b>	<b>7,500</b>
<b>EXHIBITS EXPENSE:</b>										
Salaries & Wages - Permanent	63100	33,419	33,965	37,726	38,608	15,508	41,000	-25,492	31,845	
Salaries & Wages - Temporary	63101		15,489	12,348					13,919	
Employee Benefits	63110	12,203	18,428	19,475	22,528	13,496	23,000	-9,504	17,226	
Payroll Taxes	63120	5,190	3,809	4,167	2,513	1,537	2,600	-1,063	3,443	
Worker's Compensation Insurance	63130	3,974	2,116	2,357	6,515	1,387	2,500	-1,113	3,270	
Judges (Contractual)	63200	7,935	11,048	23,681	12,737	7,725	13,000	-5,275	12,625	8,000
Professional Services - Other (Contractual)	63300	36,259	21,105	22,854	21,938	15,913	22,000	-6,087	23,614	17,000
Supplies and Expense	63400	8,953	7,969	10,426	16,952	29,589	20,000	9,589	14,778	30,000
Tent & Booth Rental	63500	16,435	1,795	4,859	18,022	19,580	22,000	-2,420	30,346	22,000
Decorations	63600		15,869	15,502			5,000	-5,000	6,274	5,000
Other (Explain)	63700	11,723	308		492	1,111	1,000	111	3,409	1,000
<b>TOTAL EXHIBITS EXPENSE</b>	<b>63000</b>	<b>136,091</b>	<b>131,901</b>	<b>153,395</b>	<b>140,305</b>	<b>105,846</b>	<b>152,100</b>	<b>46,254</b>	<b>160,748</b>	<b>83,000</b>
<b>HORSE SHOW EXPENSE (Including Premiums):</b>										
Judges (Contractual)	64200	2,500	793	6,808	2,311	5,025	6,000	-975	3,487	5,000
Professional Services - Other (Contractual)	64300	7,684	1,752	2,550	1,557			0	3,386	3,000
Supplies and Expense	64400	10,619	3,425	-1,276	3,428	2,870	2,000	870	3,813	3,000
Cattle Fees	64500	(4,232)	3,045	-1,830	2,137	5,237	3,500	1,737	871	5,000
Other (Explain)	64600	25	2,354	1,758			2,000	-2,000	1,379	1,000
Trophies, Medals, Ribbons	64720				841	1,876	3,000	-1,124	1,359	2,000
Sponsored Cash Awards	64730							0		
Sponsored Trophies, Medals, Ribbons	64740							0		
<b>TOTAL HORSE SHOW EXPENSE</b>	<b>64000</b>	<b>16,596</b>	<b>11,369</b>	<b>8,010</b>	<b>10,274</b>	<b>15,008</b>	<b>16,500</b>	<b>1,492</b>	<b>14,295</b>	<b>19,000</b>

**Detail of Expenditures**

	Acct. No.	Actual 2008	Actual 2009	Actual 2010	Actual 2012	Estimate 2013	Budget 2013	Difference	5 Year Avg.	Budget 2014
<b>FAIR ENTERTAINMENT EXPENSE:</b>										
Salaries & Wages - Permanent	66100					6,558		6,558	6,558	
Salaries & Wages - Temporary	66101							0		
Employee Benefits	66110							0		
Payroll Taxes	66120					95		95	95	
Worker's Compensation Insurance	66130					393		393	393	
Professional Services (Contractual)	66200	16,462	17,189	9,355	11,000	11,000	11,000	0	13,001	11,000
Supplies and Expense	66300	3,546	1,733	2,112	4,028	13,753	9,000	4,753	5,034	16,000
Grounds Entertainment	66500	35,540	69,261	50,244	48,103	57,260	55,000	2,260	52,082	60,000
Grandstand Entertainment	66600	4,550	16,995	34,545	25,230	22,147	25,000	-2,853	20,693	20,000
Other (Sound, Light, Radios)	66700	48,221	13,533	13,660	23,608	13,000	19,000	-6,000	22,404	13,000
<b>TOTAL FAIR ENTERTAINMENT</b>	<b>66000</b>	<b>108,319</b>	<b>116,711</b>	<b>109,916</b>	<b>111,969</b>	<b>124,206</b>	<b>119,000</b>	<b>5,206</b>	<b>120,261</b>	<b>120,000</b>

**INTERIM ENTERTAINMENT EXPENSE:**

Interim Security	66309				11,456	46,234	0	46,234	28,845	50,000
Interim Sheriff					6,550	9,013	0	9,013	7,782	11,000
Supplies & Expense - Farmers Market	66609					3,270	0	3,270	3,270	4,500
Other (Explain)	66809									
<b>TOTAL INTERIM ENTERTAINMENT</b>	<b>66009</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>18,006</b>	<b>58,517</b>	<b>0</b>	<b>58,517</b>	<b>39,897</b>	<b>65,500</b>

Detail of Expenditures

	Actual 2,008	Actual 2,009	Actual 2,010	Actual 2,012	Estimate 2013	Budget 2013	Difference	4 Year Avg.	Budget 2,014
<b>NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):</b>									
Equipment Expense		7,714	4,421						5,000
TOTAL EQUIPMENT EXPENSE	0	7,714	4,421	0	732	5,000	-4,268	0	0
<b>PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:</b>									
General Expense Adjustments	-18,975	2,214	-20,171	14,862	33,772	5,000			-12,000
Bad Debt Expense		20,000		1,004					0
PRIOR YEAR EXPENDITURE	-18,975	22,214	-20,171	15,866	33,772	5,000			-12,000
<b>CASH SHORTAGES &amp; OVERAGES:</b>									
Ticket Sales	-281	17	612	-66	27				
Souvenir Sales									
Merchandise Sales									
Other (Explain)									
CASH (OVER)/UNDER	-281	17	612	-66	27				0
<b>OTHER OPERATING EXPENSE:</b>									
Loss on Sale of Asset									
Other Expenses	31,500								
TOTAL OTHER OPERATING EXPENSE	31,500	0	0	0					0
<b>TOTAL REVENUES</b>	<b>984,909</b>	<b>898,910</b>	<b>959,963</b>	<b>1,175,166</b>	<b>1,405,992</b>	<b>1,303,504</b>	<b>102,488</b>	<b>102,488</b>	<b>1,279,104</b>
<b>TOTAL EXPENSES</b>	<b>1,159,781</b>	<b>1,172,127</b>	<b>1,454,417</b>	<b>1,104,347</b>	<b>1,511,463</b>	<b>1,253,750</b>	<b>257,713</b>	<b>233,182</b>	<b>1,548,716</b>
<b>Net Profit /Loss Before Depreciation</b>									
	-174,872	-273,217	-494,454	70,819	-105,471	49,754	155,225	-130,694	-269,611
<b>DEPRECIATION EXPENSE: (From: Sch 7 / To:</b>									
	120,473	118,299	122,499	111,298	110,689	122,000		120,424	111,000