

Summary of Operations

	Actual 2009	Actual 2010	Actual 2012	Actual 2013	Actual 2014	5 Year Average	Proposed 2,015
<b>OPERATING REVENUES:</b>							
Admissions to Grounds	371,428	397,788	376,481	409,291	446,820	400,362	410,000
Commercial Space	44,546	39,075	39,765	58,543	40,870	44,560	50,000
Concessions	203,039	219,628	233,499	227,140	213,564	223,244	225,000
Exhibits	21,081	18,055	14,490	17,991	3,660	17,984	12,500
Horse Show	12,688	11,575	23,660	19,630	25,514	23,567	24,000
Fair Attractions							
Interim Attractions							
Miscellaneous Fair	103,639	96,110	139,442	121,581	133,576	135,460	135,000
Miscellaneous Non-Fair Programs							
Interim Revenue	114,538	182,310	330,417	534,353	577,618	347,847	600,000
Prior Year Revenue Adjustments	25,135	(11,888)	12,201	15,350	3,225	8,805	3,000
Other Operating Revenue	2,816	7,310	4,440	1,800	2,005	5,456	3,000
<b>TOTAL OPERATING REVENUES (to Page 1)</b>	<b>898,910</b>	<b>959,963</b>	<b>1,174,395</b>	<b>1,405,679</b>	<b>1,446,852</b>	<b>1,207,283</b>	<b>1,462,500</b>
<b>OPERATING EXPENDITURES:</b>							
Administration		309,720	148,174	218,703	381,584	363,018	385,000
Maintenance & General Operations		588,827	418,408	670,818	506,187	593,753	535,500
Publicity		110,460	106,501	112,957	111,409	106,076	112,000
Attendance Operations		141,740	100,969	91,215	94,942	141,305	112,100
Miscellaneous Fair		23,560	15,211	68,678	69,408	73,604	70,000
Miscellaneous Non-Fair Programs		0	0	0	0	0	0
Premiums		23,927	18,730	16,902	16,329	20,171	10,000
Exhibits		153,395	140,305	105,846	71,619	140,497	70,000
Horse Show		8,010	10,274	15,008	12,395	14,065	15,000
Fair Entertainment		109,916	111,969	124,206	111,207	120,839	110,000
Interim Entertainment		0	18,006	58,517	64,042	48,797	65,000
Equipment (Funded by Fair)		4,421	0	732	785	3,413	0
Prior Year Expense Adjustments		(20,171)	15,866	33,772	3,298	17,297	3,500
Cash (over/under)		612	(66)	27	(93)	99	0
Other Operating Expense		0	0	0	0	0	0
<b>TOTAL OPERATING EXPENDITURES (to Page 1)</b>	<b>1,454,417</b>	<b>1,104,347</b>	<b>1,517,381</b>	<b>1,443,112</b>	<b>1,642,933</b>	<b>1,642,933</b>	<b>1,488,100</b>
State Operating Subsidies				30,000	30,000		30,000
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPR</b>		<b>(494,454)</b>	<b>70,048</b>	<b>(61,702)</b>	<b>33,740</b>	<b>(435,650)</b>	<b>4,400</b>

Detail of Revenues

	Acct. No.	Actual 2009	Actual 2010	Actual 2012	Actual 2013	Actual 2014	5 Year Avg.	Budget 2015
<b>ADMISSIONS REVENUE:</b>								
Regular Fair Admissions	41010	331,052	342,211	328,390	367,293	406,235	355,036	370,000
Discounted Fair Admissions	41020	40,376	55,577	48,091	41,998	40,585	45,325	40,000
<b>TOTAL ADMISSIONS REVENUE</b>	41000	<b>371,428</b>	<b>397,788</b>	<b>376,481</b>	<b>409,291</b>	<b>446,820</b>	<b>400,362</b>	<b>410,000</b>
<b>COMMERCIAL SPACE REVENUE:</b>								
Outside Commercial Space	41510	43,196	37,405	38,415	56,893	36,205	42,423	55,000
Inside Commercial Space	41520	1,350	1,670	1,350	1,650	4,665	2,137	
<b>TOTAL COMMERCIAL SPACE REV</b>	41500	<b>44,546</b>	<b>39,075</b>	<b>39,765</b>	<b>58,543</b>	<b>40,870</b>	<b>44,560</b>	<b>55,000</b>
<b>CONCESSIONS REVENUE:</b>								
Carnival	42100	66,388	64,707	66,702	71,030	64,544	66,674	70,000
Carnival - Pre-Sale	42110	3,798	3,152	5,816	1,566	2,698	3,406	5,000
Food Concessions	42200	106,687	131,378	122,940	128,249	131,166	124,084	128,000
Non-Food Concessions	42300	26,166	2,650	6,732	2,800	10,305	9,731	4,000
Percentage - Fair Alcohol	42310		17,741	31,309	23,495	4,851	19,349	25,000
<b>TOTAL CONCESSIONS REVENUE</b>	42000	<b>203,039</b>	<b>219,628</b>	<b>233,499</b>	<b>227,140</b>	<b>213,564</b>	<b>223,244</b>	<b>232,000</b>
<b>EXHIBITS REVENUE:</b>								
Entry Fees	43100	20,981	18,055	14,250	6,884	3,265	12,687	
Donated & Sponsored Awards	43200	100		150	2,293		848	5,000
Cash Sponsorship	43210			90	1,055	55	400	7,500
Other (Explain)	43400				7,759	340	4,050	
<b>TOTAL EXHIBITS REVENUE</b>	43000	<b>21,081</b>	<b>18,055</b>	<b>14,490</b>	<b>17,991</b>	<b>3,660</b>	<b>17,984</b>	<b>12,500</b>
<b>HORSE SHOW REVENUE:</b>								
Entry Fees	44100	12,688		12,583	14,060	16,519	13,963	15,000
Sponsorships	44300		11,500	1,900	1,925	4,800	5,031	2,000
Donations for Special Prizes	44300							
Cash Sponsorship	44310					400	400	
Stall Fees	44400		75	9,177	3,645	3,795	4,173	4,000
Program Sales	44500							
Other (Explain)	44600							
<b>TOTAL HORSE SHOW REVENUE</b>	44000	<b>12,688</b>	<b>11,575</b>	<b>23,660</b>	<b>19,630</b>	<b>25,514</b>	<b>23,567</b>	<b>21,000</b>



Detail of Revenues

	Acct. No.	Actual 2009	Actual 2010	Actual 2012	Actual 2013	Actual 2014	5 Year Avg.	Budget 2015
<b>INTERIM REVENUE:</b>								
Food Concession				824	1,187	777	929	1,500
Concession - Heritage Foundation				1,020	19,130	26,775	15,642	20,000
Parking Revenue				1,550	48,498	2,471	517	
Building Rental		105,614	139,455				122,535	
Building Rental - Rodgers House				263	1,362	350	658	1,500
Building Rental - Crosetti				52,734	81,889	96,133	76,919	85,000
Building Rental - Harvest				57,710	57,798	68,181	61,230	60,000
Building Rental - Arts				11,820	15,804	18,179	15,268	15,000
Building Rental - Grange				1,250	1,260	81	864	1,500
Building Rental - Other				1,000	6,400	12,960	6,787	6,500
Building Rental - Heritage Hall				310	19,884	32,332	17,509	25,000
Grounds Rental - Amphitheater				200	1,110	5,854	2,388	1,000
Grounds Rental - Horse Arena				69,021	120,180	92,105	93,769	125,000
Grounds Rental - Farmer's Market					14,611	86,417	50,514	90,000
Grounds Rental - Racetrack				60,800	60,000	50,000	56,933	60,000
Grounds Rentals - Other				63,752	77,872	69,563	70,396	80,000
Equipment Rentals		1,505	2,020	2,941			2,155	
Camp Parking				3,465	6,520	12,615	7,533	20,000
Utility Fee Reimbursement		1,200	809			2,300	1,436	6,000
Interim Parking Revenue			39,139			525	19,570	
Other Interim Revenue (List)		6,219	887	1,757	848		2,428	2,000
Staff Labor								
<b>TOTAL INTERIM REVENUE</b>		<b>114,588</b>	<b>182,310</b>	<b>330,417</b>	<b>597,353</b>	<b>577,618</b>	<b>625,977</b>	<b>600,000</b>

Detail of Revenues

	Acct. No.	Actual 2009	Actual 2010	Actual 2012	Actual 2013	Actual 2014	5 Year Avg.	Budget 2015
<b>TOTAL PRIOR YEAR REVENUE ADJUST</b>		25,135	(11,888)	12,201	15,350	3,225	8,805	4,000
<b>OTHER OPERATING REVENUE:</b>								
Interest Earnings		397	2,043	165	4	6	651	
Donations/Sponsorships (general)							0	
Other (Explain)		2,419					2,419	
Other (Explain)			5,267	4,275	1,796	1,999	2,386	3,000
JLA							0	
<b>TOTAL OTHER OPERATING REVENUE</b>		2,816	7,310	4,440	1,800	2,005	5,256	3,000
<b>Total Revenues</b>		898,910	959,963	1,174,395	1,405,679	1,446,852	1,485,413	1,478,500

**Detail of Expenditures**

	Actual 2009	Actual 2010	Actual 2012	Actual 2,013	Actual 2,014	5 Year Avg.	Budget 2,015
<b>ADMINISTRATION EXPENSE:</b>							
Salaries & Wages - Permanent	56,578	115,450			92,540	132,284	90,000
Salaries & Wages - Temporary	76,132	16,978	19,766	43,616	49,096	41,118	40,000
Compensated Absences Expense	10,314	8,751	-3,735	-2,451	(1,848)	2,206	
Employee Benefits - Employer's Share	19,769	32,314	627	1,025	36,629	18,073	25,000
Payroll Taxes	5,360	8,928	353	2,462	21,682	7,757	20,000
Worker's Compensation Insurance	6,186	428	3,460	4,056	12,913	5,409	3,500
Professional Services (Contractual)	45,570	36,013	26,915	77,586	73,902	51,997	20,000
Director's Expense	60	123			1,302	495	500
Traveling/Training Expense - Employees	10,475	6,481		2,342	5,949	6,312	2,000
Office Supplies and Expense	14,816	22,196	9,533	4,176	2,817	10,708	6,000
Telephone and Postage	11,626	13,365	10,798	10,611	11,410	11,562	12,000
Dues and Subscriptions	3,430	3,720	2,683	4,817	1,884	3,307	5,000
Insurance (General Liability)	24,059	28,291	34,173	36,248	37,971	32,148	40,000
Other (Explain)	1,409	8,762	11,825	28,315	17,885	13,639	10,000
Licenses & Permits			1,815	2,230	3,607	2,551	2,000
Unemployment Insurance (Non-reimbursed)	7,428	7,920	16,561			7,977	12,000
Audit Expense			13,400		7,152	10,276	10,000
Bank/CC Charges				3,633	6,693	5,163	4,000
Current Year Bad Debt Expense				37		37	1,000
<b>TOTAL ADMINISTRATION EXPENSE</b>	<b>293,273</b>	<b>309,720</b>	<b>146,174</b>	<b>218,708</b>	<b>39,584</b>	<b>363,018</b>	<b>313,000</b>

**Detail of Expenditures**

	Actual 2009	Actual 2010	Actual 2012	Actual 2,013	Actual 2,014	5 Year Avg.	Budget 2,015
<b>MAINTENANCE &amp; GENERAL OPERATIONS:</b>							
Salaries & Wages - Permanent	38,748	44,407	47,524	50,855	22,920	40,891	48,500
Salaries & Wages - Temporary	50,939	129,845	94,755	151,716	135,147	112,480	130,000
Employee Benefits	17,415	18,922	25,836	26,765	16,354	21,058	27,500
Payroll Taxes	3,978	6,072	5,618	6,000	5,128	5,359	7,500
Worker's Compensation Insurance	5,620	12,378	25,746	11,821	13,663	13,846	12,000
Light, Heat, Water and Power	89,703	88,961	103,457	129,755	126,797	107,735	120,000
Maint. Bldgs & Grounds - Supplies & Expense	33,346	112,798				73,072	110,000
Maint. Equipment - Supplies & Expense	14,104	48,645	18,207	25,999	20,481	25,487	20,000
Maint of Buildings			1,557	9,352	3,140	4,683	
Maint of Grounds			54,528	142,760	75,741	91,010	
Maint of Building - Restrooms			573	25,543	25,995	17,370	
Maint of Building - Crossetti			275	2,469	4,683	2,476	
Maint of Building - Harvest			1,473	5,110	10	2,198	
Maint of Building - Arts				1,160	505	833	
Maint of Building - Rodgers House				332	348	340	
Maint of Building - Amphitheater						0	
Maint of Building - Horse Arena			9,239	30,088	12,352	17,226	
Maint of Building - Grange Hall						0	
Maint of Building - Heritage Hall				580	710	645	
Maint of Building - Poultry Barn				783		783	
Special Repairs & Maintenance (List)	17,515	75,402	2,725			3	
Temp Electrical Work						0	
Professional Services	32,638	19,043		5,626	7,391	16,175	20,000
Rental - Maintenance Equipment	380	2,675		6,835	2,562	3,113	
Rental - Other Equipment		4,932				4,932	20,000
Trash Removal, Clean up (Contractual)	26,909	8,467	25,619	13,276	12,667	17,388	15,000
Security - Alarm Service Maint				759	2,948	1,854	
Other (Explain)	6,553	16,280	1,276	23,234	16,645	12,798	5,000
<b>TOTAL MAINTENANCE EXPENSE</b>	<b>388,827</b>	<b>538,827</b>	<b>580,857</b>	<b>670,818</b>	<b>606,818</b>	<b>593,500</b>	<b>633,500</b>

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Details of Expenditures

	Acct. No.	Actual 2009	Actual 2010	Actual 2012	Actual 2013	Actual 2014	5 Year Avg.	Budget 2015
<b>PREMIUMS EXPENSE (Excluding Horse Show):</b>								
Cash Awards	66000	20,832	21,992	18,730	13,568	12,901	17,605	5,000
Trophies, Medals, Ribbons	66010	1,570	1,935		3,334	3,428	2,567	2,500
<b>TOTAL PREMIUM EXPENSE</b>	<b>66000</b>	<b>22,402</b>	<b>23,927</b>	<b>18,730</b>	<b>16,902</b>	<b>16,329</b>	<b>20,172</b>	<b>7,500</b>
<b>EXHIBITS EXPENSE:</b>								
Salaries & Wages - Permanent	63100	33,965	37,726	38,608	15,508		31,452	
Salaries & Wages - Temporary	63101	15,489	12,348			3,904	15,871	
Employee Benefits	63110	18,428	19,475	22,528	13,496	4	14,786	
Payroll Taxes	63120	3,809	4,167	2,513	1,537	57	2,417	
Worker's Compensation Insurance	63130	2,116	2,357	6,515	1,387	355	2,546	
Judges (Contractual)	63200	11,048	23,681	12,737	7,725	10,127	13,064	8,000
Professional Services - Other (Contractual)	63300	21,105	22,854	21,938	15,913	17,320	19,826	17,000
Supplies and Expense	63400	7,969	10,426	16,952	29,589	19,527	16,893	30,000
Tent & Booth Rental	63500	1,795	4,859	18,022	19,580	14,958	11,843	22,000
Decorations	63600	15,869	15,502			111	10,494	5,000
Other (Explain)	63700	308		492	1,111	3,318	1,307	1,000
<b>TOTAL EXHIBITS EXPENSE</b>	<b>63000</b>	<b>131,901</b>	<b>153,395</b>	<b>140,305</b>	<b>105,846</b>	<b>71,619</b>	<b>140,497</b>	<b>83,000</b>
<b>HORSE SHOW EXPENSE (Including Premiums):</b>								
Judges (Contractual)	64200	793	6,808	2,311	5,025	4,073	3,802	5,000
Professional Services - Other (Contractual)	64300	1,752	2,550	1,557			1,953	3,000
Supplies and Expense	64400	3,425	-1,276	3,428	2,870	2,407	2,171	3,000
Cattle Fees	74010	3,045	-1,830	2,137	5,237	3,840	2,486	5,000
Other (Explain)	64600	2,354	1,758				2,056	1,000
Trophies, Medals, Ribbons	66000			841	1,876	2,075	1,597	2,000
Sponsored Cash Awards	64730							
Sponsored Trophies, Medals, Ribbons	64740							
<b>TOTAL HORSE SHOW EXPENSE</b>	<b>64000</b>	<b>11,369</b>	<b>8,610</b>	<b>10,274</b>	<b>15,008</b>	<b>12,395</b>	<b>12,005</b>	<b>9,000</b>

**Detail of Expenditures**

	Acct. No.	Actual 2009	Actual 2010	Actual 2012	Actual 2013	Actual 2014	5 Year Avg.	Budget 2015
<b>FAIR ENTERTAINMENT EXPENSE:</b>								
Salaries & Wages - Permanent	66100				6,558		6,558	
Salaries & Wages - Temporary	66101							
Employee Benefits	66110							
Payroll Taxes	66120				95		95	
Worker's Compensation Insurance	66130				393		393	
Professional Services (Contractual)	66200	17,189	9,355	11,000	11,000	11,000	11,909	11,000
Supplies and Expense	66300	1,733	2,112	4,028	13,753	11,757	6,677	16,000
Grounds Entertainment	66500	69,261	50,244	48,103	57,260	64,600	57,894	60,000
Grandstand Entertainment	66600	16,995	34,545	25,230	22,147	10,350	21,853	20,000
Other (Sound, Light, Radios)	66700	13,533	13,660	23,608	13,000	13,500	15,460	13,000
<b>TOTAL FAIR ENTERTAINMENT</b>	<b>66000</b>	<b>137,711</b>	<b>109,976</b>	<b>113,969</b>	<b>124,206</b>	<b>111,207</b>	<b>120,830</b>	<b>20,000</b>

**INTERIM ENTERTAINMENT EXPENSE:**

Interim Security	66309			11,456	46,234	54,623	37,438	50,000
Interim Sheriff				6,550	9,013	4,687	6,750	11,000
Supplies & Expense - Farmers Market	66609				3,270	3,516	3,393	4,500
Other (Explain)	66809					1,216	1,216	
<b>TOTAL INTERIM ENTERTAINMENT</b>	<b>66009</b>	<b>0</b>	<b>0</b>	<b>18,006</b>	<b>58,517</b>	<b>64,042</b>	<b>48,797</b>	<b>65,500</b>

Detail of Expenditures

	Actual 2,009	Actual 2,010	Actual 2,012	Actual 2013	Actual 2014	5 Year Avg.	Budget 2,015
<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	732	785	3,413	0
<b>PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:</b>							
General Expense Adjustments	2,214	-20,171	14,862	33,772	3,298	6,795	-12,000
Bad Debt Expense	20,000		1,004			10,502	0
PRIOR YEAR EXPENDITURE	2,214	20,171	15,866	33,772	3,298	17,297	-12,000
<b>CASH SHORTAGES &amp; OVERAGES:</b>							
Ticket Sales	17	612	-66	27	-93	99	
Souvenir Sales						0	
Merchandise Sales						0	
Other (Explain)						0	
CASH (OVER)/UNDER	17	612	-66	27	-93	99	0
<b>OTHER OPERATING EXPENSE:</b>							
Loss on Sale of Asset							
Other Expenses							
TOTAL OTHER OPERATING EXPENSE	0	0	0				0
<b>TOTAL REVENUES</b>	<b>898,910</b>	<b>959,963</b>	<b>1,174,395</b>	<b>1,405,679</b>	<b>1,446,852</b>	<b>1,177,160</b>	<b>1,485,413</b>

**TOTAL EXPENSES** 1,172,127 1,454,417 1,104,347 1,517,381 1,443,112 1,338,277 1,610,123 6,691,384

**Net Profit /Loss Before Depreciation** 273,217 394,454 70,048 111,702 3,740 16,117 124,710

**DEPRECIATION EXPENSE: (From: Sch 7 / To:** 118,299 122,499 111,298 110,689 122,000 116,957 111,000