

2018

STOP Publication



**California Department of
Food and Agriculture**
Fairs & Expositions Branch
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Sacramento, CA 95814

TABLE OF CONTENTS

MESSAGE FROM THE BRANCH CHIEF	1
FAIR CLASS HIGHLIGHTS	2
CLASS I	4
INTRO	4
FINANCIALS.....	6
SUPPLEMENTAL STATISTICS	8
CLASS II	11
INTRO	11
FINANCIALS.....	12
SUPPLEMENTAL STATISTICS	14
CLASS III	17
INTRO	17
FINANCIALS.....	18
SUPPLEMENTAL STATISTICS	20
CLASS III+	23
INTRO	23
FINANCIALS.....	24
SUPPLEMENTAL STATISTICS	26
CLASS IV	29
INTRO	29
FINANCIALS.....	30
SUPPLEMENTAL STATISTICS	32
CLASS IV+	35
INTRO	35
FINANCIALS.....	36
SUPPLEMENTAL STATISTICS	37
CLASS V	38
INTRO	38
FINANCIALS.....	39
SUPPLEMENTAL STATISTICS	40
CLASS VI	41
INTRO	41
FINANCIALS.....	42
SUPPLEMENTAL STATISTICS	43
CLASS VII	44
INTRO	44
FINANCIALS.....	45
SUPPLEMENTAL STATISTICS	46
TERMINOLOGY	47



MESSAGE FROM THE BRANCH CHIEF

The Fairs & Expositions Branch (F&E) is pleased to announce the release of the 2018 Statement of Operations (STOP) Publication. The STOP Publication includes a comparison of 2018 fair financial information by class size, as well as a statistical summary of all fair financial information.

Although, F&E is not required by legislative statute to develop the STOP Publication, we feel it is a critical tool to better understand the financial health of the fair industry. We encourage all fairs to compare financials within their class size and reach out to those fairs in order to gain a better understanding of alternative business strategies.

F&E appreciates your cooperation with submitting the STOP in a timely manner and hopes that the Network of California Fairs finds this report useful. If you have any suggestions or comments on how to improve the STOP Publication in the future, please feel free to contact Joji Kume at (916) 900-5367 or via email at joji.kume@cdfa.ca.gov.

Sincerely,

John Quiroz
Branch Chief



Department of Food and Agriculture
Fairs & Expositions Branch



FAIR CLASS HIGHLIGHTS

CLASS SIZE

	Class I	Class II	Class III	Class III+
NUMBER OF FAIRS	12	9	14	14

RESERVES

Median Reserves by Dollars	110,274	123,082	228,093	739,249
Median Reserves by Percentage	17.2%	20.1%	21.1%	53.3%
Reserves By Dollars (Low - High)	(1,550,615) - 585,513	(196,967) - 681,287	(423,989) - 2,053,930	(367,141) - 3,407,722

OPERATIONS

Total Operating Revenues	4,797,446	5,613,246	13,659,188	24,023,084
Total Operating Expenditures	6,040,267	6,433,401	14,094,372	23,797,670
Average Operating Revenues	399,787	623,694	1,050,707	1,715,935
Average Operating Expenditures	503,356	714,822	1,084,182	1,699,834
Average Leave Liability	5,839	16,914	22,877	31,575
Average Number of Permanent Positions	2.0	2.2	3.0	5.4

ATTENDANCE

Average Paid Fair Attendance	11,786	11,735	19,171	31,866
Average Free Fair Attendance	7,099	3,854	12,259	12,773
Average Total Fair Attendance	18,885	15,589	31,430	44,639



Class IV	Class IV+	Class V	Class VI	Class VII
8	6	4	5	5
209,209	-161,892	1,607,413	1,454,736	6,234,590
9.3%	-6.9%	34.0%	10.8%	12.6%
(232,703) - 994,093	(475,760) - 293,758	(137,206) - 3,955,631	(720,684) - 5,179,722	(2,603,383) - 46,800,299
18,415,791	20,853,221	26,184,187	54,510,439	183,340,057
18,208,976	20,745,922	22,375,975	51,670,807	167,502,670
2,301,974	4,170,644	6,546,047	10,902,088	45,835,014
2,276,122	4,149,184	5,593,994	10,334,161	41,875,668
87,819	75,167	208,138	230,829	1,499,516
5.4	14.8	24.5	28.0	151.8
51,216	55,657	93,611	176,836	705,452
18,661	21,869	55,122	74,298	299,578
69,877	77,526	148,733	251,134	1,005,031



INTRO TO CLASS I

12

Number of Fairs

RESERVES

110,274

Median Reserves by Dollars

17.2%

Median Reserves by Percentage

(1,550,615) - 585,513

Reserves by Dollars (Low - High)

ATTENDANCE

11,786

Average Paid

7,099

Average Free

18,885

Average Total

OPERATIONS

4,797,446

Total Operating Revenues

6,040,267

Total Operating Expenditures

399,787

Average Operating Revenues

503,356

Average Operating Expenditures

5,839

Average Leave Liability

2.0

Average # of Permanent Positions



CLASS I FINANCIALS

	10-A DAA Tulelake- Butte Valley Fair	33rd DAA San Benito County Fair	34th DAA Modoc-Last Frontier Fair	48th DAA Schools' Agriculture & Nutrition Program	51st DAA The Valley Fair
Beginning Net Resources 1/1/2018					
Unrestricted - Available for Operations	122,862	241,409	41,877	(1,279,015)	(332,914)
Unrestricted Net Position - Pension	(230,905)	(351,969)	(190,860)	(269,596)	-
Restricted Resources	-	-	-	2,971,485	3,000,000
Investment in Capital Assets	732,329	1,487,195	492,687	242,221	-
Prior Year Adjustment(s)	(140)	-	-	-	-
Total Net Resources	624,146	1,376,635	343,704	1,665,095	2,667,086
Resources Acquired:					
State Allocation	50,920	50,920	50,920	42,009	50,411
Capital Project Reimbursement Funds	19,760	327,760	345,561	177,879	-
Other	53,267	-	3,225	115	-
Operating Revenues:					
Admissions to Grounds	-	96,087	-	-	-
Industrial and Commercial Space	30,075	15,278	-	-	-
Carnivals	96,829	-	-	-	-
Concessions	79,733	36,956	-	-	-
Exhibits	8,432	33,301	909	-	-
Horse Show	220	64,440	260	-	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	-	-	-
Fair Attractions	17,412	25,637	-	-	-
Motorized Racing	-	-	-	-	-
Interim Attractions	-	-	-	-	-
Miscellaneous Fair	46,972	159,472	5,290	-	-
Miscellaneous Non-Fair	21,479	-	-	-	-
Interim Revenue	171,300	368,028	20,597	5	-
Prior Year Revenue Adjustment	29,604	15,057	-	535	-
Other Operating Revenue	964	23,788	42,326	36,173	52,601
Total Operating Revenues	503,020	838,044	69,382	36,713	52,601
Operating Expenditures:					
Administration	168,430	265,872	30,433	206,231	78,854
Maintenance & General Operations	284,466	353,952	28,099	7,933	-
Publicity	23,436	48,889	54	3,236	-
Attendance Operations	13,210	37,378	-	-	-
Miscellaneous Fair	11,816	21,737	-	210	5,620
Miscellaneous Non-Fair Programs	17,140	-	-	151	-
Premiums	27,975	24,950	-	16,468	-
Exhibits	15,846	36,756	-	65,604	-
Horse Show	-	31,765	-	-	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	-	-	-
Fair Entertainment Expense	75,254	79,085	-	10,320	-
Motorized Racing	-	-	-	-	-
Interim Entertainment Expense	-	31,024	-	-	-
Equipment Funded by Fair	-	1,135	-	-	-
Prior Year Expense Adjustment	(20,846)	4,201	6,141	1,838	-
Cash (Over/Under)	-	(612)	-	-	-
Other Operating Expense	8,916	19,645	3,472	-	-
Total Operating Expenditures	625,643	955,777	68,200	311,991	84,474
Other Addition/(Reduction) in Resources					
Depreciation Expense	55,967	100,019	26,646	-	-
Pension Expense	68,449	(31,788)	(190,860)	50,883	-
OPEB Expense	-	-	-	-	-
Net Operating Profit/(Loss) BEFORE Depreciation, Pension, OPEB	(122,623)	(117,733)	1,183	(275,278)	(31,873)
Net Operating Profit/(Loss) AFTER Depreciation	(178,590)	(217,752)	(25,463)	(275,278)	(31,873)
Net Operating Profit/(Loss) AFTER Depreciation, Pension, OPEB	(247,039)	(185,964)	165,397	(326,161)	(31,873)
Net Profit/(Loss) BEFORE Depreciation, Pension, OPEB	1,324	260,947	400,888	(55,275)	18,538
Net Profit/(Loss) AFTER Depreciation	(54,643)	160,928	374,242	(55,275)	18,538
Net Profit/(Loss) AFTER Depreciation, Pension, OPEB	(123,092)	192,716	565,102	(106,158)	18,538
Ending Net Resources 12/31/2018					
Unrestricted - Available for Operations	49,726	140,200	97,606	(1,550,615)	(315,457)
Unrestricted - Net Position Pension/OPEB	(258,688)	(269,696)	-	(281,935)	-
Restricted Resources	-	-	-	3,391,485	3,000,000
Investment in Capital Assets	710,016	1,698,846	811,200	-	-
Total Net Resources	501,054	1,569,350	908,806	1,558,935	2,684,543
Reserve Percentage	7.9%	14.7%	143.1%	-497.0%	-373.4%

52nd DAA Sacramento County Fair	53rd DAA Desert Empire Fair	54th DAA Colorado River Country Fair	Chowchilla- Madera County Fair	Mendocino County Fair	Inter- Mountain Fair	Trinity County Fair
128,697	186,181	62,539	(25,295)	591,020	427,310	172,409
-	-	(228,192)	-	(159,686)	-	-
-	-	-	-	-	-	-
1,945	993,072	339,070	2,223,515	656,393	167,983	928,161
-	(72,295)	2,333	-	-	-	5,415
130,642	1,106,958	175,750	2,198,220	1,087,727	595,293	1,105,985
-	50,920	50,920	50,920	50,920	50,920	50,920
-	-	140,364	-	106,308	37,247	164,891
-	4,199	-	6,254	2,447	-	467,024
208,287	94,241	66,499	76,967	111,654	65,313	16,726
88,006	91,526	8,500	9,420	17,448	10,575	6,225
107,541	27,632	35,000	-	32,875	62,580	15,570
140,818	16,561	32,897	83,095	41,584	81,225	17,824
59,372	226	1,680	29,749	9,396	15,239	17,565
7,843	592	-	-	10	-	840
-	-	-	-	-	-	-
-	-	-	-	-	-	-
57,539	-	-	7,360	-	75,903	12,320
-	3,000	-	-	-	-	10,548
-	-	-	-	-	-	80
156,042	-	66,709	82,108	56,050	37,030	15,305
190	207,543	-	39,217	63,620	75,896	34,762
1,760	5,641	55,533	115,653	99,840	126,572	70,806
(214)	60	-	-	-	1,855	2,364
251	55,844	28,844	6,322	265	9,232	6,736
827,435	502,866	295,662	449,891	432,742	561,419	227,671
273,884	116,037	175,127	217,531	147,911	214,915	167,403
16,971	196,534	115,130	143,135	138,251	243,006	176,624
108,369	1,447	3,763	23,561	16,504	14,316	3,159
-	-	10,888	20,074	10,667	-	8,648
20,490	39,872	5,703	26,330	33,782	39,536	5,253
1,448	9,102	(1,753)	22,463	35,489	81,497	14,255
-	-	1,056	14,713	37,497	23,656	10,925
51,361	37	1,728	8,384	32,853	19,766	39,538
1,146	-	-	-	442	-	360
-	-	-	-	-	-	-
-	51,658	-	-	-	-	-
301,200	39,250	29,488	78,693	43,683	84,383	13,090
-	17,245	-	-	-	-	-
-	47,059	-	-	-	-	2,988
66,219	-	-	-	-	9,114	-
(3,191)	-	(194)	(26,551)	-	1,918	11,094
-	-	71	205	-	-	268
-	-	(323)	-	-	1,391	84,639
837,897	518,242	340,684	528,538	497,079	733,499	538,244
1,945	73,387	15,000	133,252	52,968	18,038	53,810
-	-	(23,315)	-	(12,481)	-	-
-	-	-	-	-	-	-
(10,462)	(15,376)	(45,022)	(78,647)	(64,337)	(172,080)	(310,573)
(12,407)	(88,763)	(60,022)	(211,899)	(117,305)	(190,118)	(364,383)
(12,407)	(88,763)	(36,707)	(211,899)	(104,824)	(190,118)	(364,383)
(10,462)	39,743	146,263	(21,473)	95,338	(83,914)	372,262
(12,407)	(33,644)	131,263	(154,725)	42,370	(101,952)	318,452
(12,407)	(33,644)	154,577	(154,725)	54,851	(101,952)	318,452
118,236	102,312	122,175	(70,768)	585,513	305,875	196,259
-	-	(204,878)	-	(147,205)	-	-
-	-	70,430	-	-	-	-
-	971,002	342,611	2,114,263	704,316	187,466	1,228,180
118,236	1,073,314	330,339	2,043,495	1,142,624	493,341	1,424,439
14.1%	19.7%	35.9%	-13.4%	117.8%	41.7%	36.5%

CLASS I FINANCIALS CONT.

	10-A DAA Tulelake- Butte Valley Fair	33rd DAA San Benito County Fair	34th DAA Modoc-Last Frontier Fair	48th DAA Schools' Agriculture & Nutrition Program	51st DAA The Valley Fair
Assets					
Cash:					
Restricted Cash	-	-	-	-	2,652,890
Available Cash	98,332	404,823	97,638	1,484,066	12,783
Accounts Receivable	3,625	240,157	324,349	429,684	16,031
Deferred Charges	-	7,785	-	3,056	-
Other Assets	(1,500)	-	-	-	-
Construction in Progress	40,000	-	-	-	-
Land	52,888	61,442	600	-	-
Buildings and Improvements	2,480,326	3,877,077	2,211,063	-	-
Equipment	200,332	109,395	94,748	-	-
Leasehold Improvements	-	-	-	-	-
Computer Software, Land Use Rights, etc.	-	-	-	-	-
Less Accumulated Depreciation	(1,943,450)	(2,349,069)	(1,495,211)	-	-
Adjustment for rounding	-	-	-	-	-
Total Assets	930,553	2,351,610	1,233,187	1,916,806	2,681,704
Deferred Outflows of Resources	116,084	132,347	-	115,876	-
Total Assets & Deferred Outflows of Resources	1,046,637	2,483,957	1,233,187	2,032,682	2,681,704
Liabilities					
Insurance Fees Payable	-	-	-	-	-
Accounts Payable	16,346	289,126	239	11,202	17,200
Payroll Liabilities	7,678	7,039	104	3,657	-
Deferred Revenue	-	21,819	323,738	42,009	-
Other Liabilities	(4,503)	-	-	-	761
Guarantee Deposits	8,545	25,055	300	-	-
Compensated Absences Liability	22,665	6,968	-	19,073	-
Long Term Debt	120,080	-	-	-	-
Net Pension Liability	371,306	398,325	-	394,133	-
Net OPEB Liability	-	-	-	-	-
Total Liabilities	542,118	748,332	324,381	470,074	17,961
Deferred Inflows of Resources	3,465	3,717	-	3,678	-
Total Liabilities & Deferred Inflows of Resources	545,583	752,049	324,381	473,752	17,961
Net Resources					
Junior Livestock Auction Reserve	-	162,560	-	-	(20,800)
Unrestricted - Available for Operations	49,726	140,200	97,606	(1,550,615)	(315,457)
Unrestricted - Net Position Pension/OPEB	(258,688)	(269,696)	-	(281,935)	-
Restricted Resources	-	-	-	3,391,485	3,000,000
Investment in Capital Assets	710,016	1,698,846	811,200	-	-
Adjustment for rounding	-	-	-	-	-
Total Net Resources	501,054	1,731,910	908,806	1,558,935	2,663,743
Total Liabilities, Deferred Inflows of Resources, and Net Resources	1,046,637	2,483,959	1,233,187	2,032,687	2,681,704

CLASS I SUPPLEMENTAL STATISTICS

	10-A DAA Tulelake- Butte Valley Fair	33rd DAA San Benito County Fair	34th DAA Modoc-Last Frontier Fair	48th DAA Schools' Agriculture & Nutrition Program	51st DAA The Valley Fair
Profit Margin Ratio	-24.4%	-14.0%	1.7%	-749.8%	-60.6%
Quick Ratio	3.63	1.88	1.30	33.65	1.60
Quick Ratio (with compensated absences liability)	2.01	1.84	1.30	25.20	1.60
Debt Ratio	0.52	0.30	0.26	0.23	0.01
Equity Ratio	0.48	0.70	0.74	0.77	0.99
Debt-to-Equity Ratio	1.09	0.43	0.36	0.30	0.01
# of Permanent Positions	2	3	-	2	-
Paid Fair Admissions	N/A	9,730	N/A	N/A	N/A
Free Fair Admissions	N/A	2,535	N/A	N/A	N/A
Total Admissions	N/A	12,265	N/A	N/A	N/A





INTRO TO CLASS II

9

Number of Fairs

RESERVES

123,082

Median Reserves by Dollars

20.1%

Median Reserves by Percentage

(196,967) - 681,287

Reserves by Dollars (Low - High)

ATTENDANCE

11,735

Average Paid

3,854

Average Free

15,589

Average Total

OPERATIONS

5,613,246

Total Operating Revenues

6,433,401

Total Operating Expenditures

623,694

Average Operating Revenues

714,822

Average Operating Expenditures

16,914

Average Leave Liability

2.2

Average # of Permanent Positions

CLASS II FINANCIALS

	29th DAA Mother Lode Fair	35-A DAA Mariposa County Fair	41st DAA Del Norte County Fair	42nd DAA Glenn County Fair	44th DAA Colusa County Fair
Beginning Net Resources 1/1/2018					
Unrestricted - Available for Operations	361,112	304,666	(23,763)	63,292	68,729
Unrestricted Net Position - Pension	(251,361)	(376,014)	(362,803)	(247,643)	(295,090)
Restricted Resources	-	-	-	14,497	190
Investment in Capital Assets	977,938	1,102,227	882,340	601,465	1,226,918
Prior Year Adjustment(s)	(3,200)	-	-	-	10
Total Net Resources	1,084,489	1,030,879	495,774	431,611	1,000,757
Resources Acquired:					
State Allocation	45,828	45,828	45,828	45,828	45,828
Capital Project Reimbursement Funds	160,506	166,319	21,584	95,600	36,310
Other	-	45,701	482,216	2,334	88,663
Operating Revenues:					
Admissions to Grounds	64,290	119,159	120,551	115,214	108,204
Industrial and Commercial Space	8,407	6,515	17,196	14,591	14,820
Carnivals	-	-	96,426	-	-
Concessions	43,176	97,261	34,320	122,633	100,494
Exhibits	10,591	8,217	3,471	16,877	27,317
Horse Show	-	16,037	9,666	-	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	-	-	-
Fair Attractions	15,668	44,418	45,390	-	33,383
Motorized Racing	-	-	-	-	-
Interim Attractions	-	-	-	-	20,156
Miscellaneous Fair	59,789	28,382	13,601	95,929	29,395
Miscellaneous Non-Fair	-	-	-	-	307,814
Interim Revenue	242,951	377,744	254,606	304,136	192,835
Prior Year Revenue Adjustment	27,034	7,260	(400)	1,202	26,861
Other Operating Revenue	1,536	384	5,748	11,980	919
Total Operating Revenues	473,442	705,377	600,575	682,562	862,197
Operating Expenditures:					
Administration	146,796	358,896	259,666	165,767	318,649
Maintenance & General Operations	209,031	278,434	301,274	273,563	241,805
Publicity	22,565	5,442	11,501	12,803	4,445
Attendance Operations	1,825	44,169	19,567	-	18,814
Miscellaneous Fair	685	13,282	12,686	97,549	7,908
Miscellaneous Non-Fair Programs	-	-	20,130	1,082	23,751
Premiums	-	13,874	6,581	-	17,103
Exhibits	12,847	25,508	20,039	12,198	23,035
Horse Show	-	15,807	6,468	254	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	-	-	-
Fair Entertainment Expense	56,320	37,671	117,584	-	66,398
Motorized Racing	-	-	-	-	3,989
Interim Entertainment Expense	3,168	1,033	-	43,473	20,231
Equipment Funded by Fair	8,111	46	-	4,670	-
Prior Year Expense Adjustment	749	5,855	(1,743)	(3,636)	36,380
Cash (Over/Under)	93	(102)	(6)	-	155
Other Operating Expense	-	-	-	5,124	-
Total Operating Expenditures	462,190	799,914	773,747	612,846	782,664
Other Addition/(Reduction) in Resources					
Depreciation Expense	56,943	89,502	67,236	52,327	80,339
Pension Expense	(172,829)	124,103	70,883	158,467	22,597
OPEB Expense	-	-	-	-	-
Net Operating Profit/(Loss) BEFORE Depreciation, Pension, OPEB	11,252	(94,537)	(173,172)	69,716	79,533
Net Operating Profit/(Loss) AFTER Depreciation	(45,691)	(184,039)	(240,408)	17,389	(806)
Net Operating Profit/(Loss) AFTER Depreciation, Pension, OPEB	127,138	(308,142)	(311,291)	(141,078)	(23,403)
Net Profit/(Loss) BEFORE Depreciation, Pension, OPEB	217,586	163,311	376,456	213,478	250,334
Net Profit/(Loss) AFTER Depreciation	160,643	73,809	309,220	161,151	169,995
Net Profit/(Loss) AFTER Depreciation, Pension, OPEB	333,472	(50,294)	238,337	2,683	147,398
Ending Net Resources 12/31/2018					
Unrestricted - Available for Operations	358,916	302,607	102,940	123,082	218,880
Unrestricted - Net Position Pension/OPEB	(77,682)	(433,269)	(369,422)	(360,855)	(269,141)
Restricted Resources	-	-	-	14,497	1,405
Investment in Capital Assets	1,136,726	1,111,247	1,000,594	657,571	1,197,011
Total Net Resources	1,417,960	980,585	734,112	434,295	1,148,155
Reserve Percentage	77.7%	37.8%	13.3%	20.1%	28.0%

49th DAA Lake County Fair	Butte County Fair	Lassen County Fair FY 17/18	Plumas- Sierra County Fair FY 17/18
373,529	37,194	54,466	(113,312)
(169,278)	-	-	-
-	9,489	-	-
1,509,927	877,287	1,027,319	345,631
(3,607)	-	-	-
1,710,571	923,970	1,081,785	232,319
45,828	76,908	43,656	45,828
233,415	166,897	-	-
409,542	-	126,765	119,783
176,094	115,065	78,259	29,480
26,235	21,137	12,445	242,015
78,955	69,585	-	44,426
76,863	45,218	105,065	35,425
24,900	9,993	8,643	5,922
30	-	11,013	11,009
-	-	-	-
-	-	-	-
-	40,622	53,081	-
24,996	-	-	3,675
-	-	62,301	7,605
70,255	-	32,777	13,745
-	86,167	36,485	26,847
108,203	280,617	131,186	-
619	425	470	-
14,587	26,628	1,060	38,966
601,735	695,457	532,785	459,115
282,787	289,105	246,836	160,151
384,544	302,234	23,749	313,604
25,460	28,543	16,399	5,006
44,454	55,733	14,725	-
10,634	13,226	5,564	25,612
-	-	23,173	-
6,380	13,066	5,836	5,793
44,676	16,609	20,704	-
3,719	-	8,287	-
-	-	-	-
-	-	-	-
62,100	74,166	82,919	48,307
-	-	46,035	-
10,413	10,952	19,914	-
-	-	11,801	-
8,656	(1,428)	-	-
(20)	653	-	-
4,994	37,430	188,540	-
888,797	840,288	714,482	558,473
85,632	53,718	64,701	41,927
195,619	-	-	-
-	-	-	-
(287,062)	(144,831)	(181,697)	(99,358)
(372,693)	(198,549)	(246,398)	(141,285)
(568,312)	(198,549)	(246,398)	(141,285)
401,723	98,973	(11,276)	66,253
316,092	45,256	(75,977)	24,326
120,473	45,256	(75,977)	24,326
681,287	(196,967)	31,389	(47,059)
(306,163)	-	-	-
-	14,588	-	-
1,455,920	1,151,604	974,419	303,704
1,831,044	969,225	1,005,808	256,645
76.7%	-23.4%	4.4%	-8.4%



The **2018 STOP Publication** can be found on our website at https://www.cdfa.ca.gov/FairsAndExpositions/Resources_andPublications/STOP_Publications.asp.

CLASS II FINANCIALS CONT.

	29th DAA Mother Lode Fair	35-A DAA Mariposa County Fair	41st DAA Del Norte County Fair	42nd DAA Glenn County Fair	44th DAA Colusa County Fair
Assets					
Cash:					
Restricted Cash	-	-	-	-	-
Available Cash	314,137	387,249	164,192	283,251	815,288
Accounts Receivable	127,366	8,049	12,243	1,175	31,267
Deferred Charges	300	16	15,127	30,580	11,582
Other Assets	-	-	-	-	5,568
Construction in Progress	-	-	-	-	-
Land	239,127	5,243	30,353	16,264	3,298
Buildings and Improvements	2,732,400	4,067,783	2,964,972	2,802,675	3,221,405
Equipment	250,168	193,028	186,684	67,419	179,751
Leasehold Improvements	-	-	-	-	-
Computer Software, Land Use Rights, etc.	-	-	-	-	-
Less Accumulated Depreciation	(2,084,968)	(3,152,092)	(2,167,124)	(2,228,787)	(2,207,443)
Adjustment for rounding	-	-	-	-	-
Total Assets	1,578,530	1,509,275	1,206,445	972,578	2,060,717
Deferred Outflows of Resources	17,287	190,102	177,939	142,944	131,249
Total Assets & Deferred Outflows of Resources	1,595,817	1,699,377	1,384,385	1,115,522	2,191,966
Liabilities					
Insurance Fees Payable	-	-	-	-	-
Accounts Payable	9,798	20,917	20,883	(3,635)	65,283
Payroll Liabilities	30	10,542	5,917	2,609	675
Deferred Revenue	3,745	4,620	4,280	2,657	249,600
Other Liabilities	-	-	2,156	6,717	20,702
Guarantee Deposits	7,110	1,000	6,430	(165)	116,060
Compensated Absences Liability	-	55,627	22,098	11,874	7,084
Long Term Debt	-	2,715	14,291	24,468	-
Net Pension Liability	94,091	617,607	542,300	499,141	396,688
Net OPEB Liability	-	-	-	-	-
Total Liabilities	114,774	713,028	618,355	543,665	856,092
Deferred Inflows of Resources	878	5,764	5,061	4,658	3,702
Total Liabilities & Deferred Inflows of Resources	115,652	718,792	623,416	548,324	859,794
Net Resources					
Junior Livestock Auction Reserve	62,204	-	26,858	132,904	184,017
Unrestricted - Available for Operations	358,916	302,607	102,940	123,082	218,880
Unrestricted - Net Position Pension/OPEB	(77,682)	(433,269)	(369,422)	(360,855)	(269,141)
Restricted Resources	-	-	-	14,497	1,405
Investment in Capital Assets	1,136,726	1,111,247	1,000,594	657,571	1,197,011
Adjustment for rounding	-	-	-	-	-
Total Net Resources	1,480,164	980,585	760,970	567,199	1,332,172
Total Liabilities, Deferred Inflows of Resources, and Net Resources	1,595,816	1,699,377	1,384,386	1,115,523	2,191,966

CLASS II SUPPLEMENTAL STATISTICS

	29th DAA Mother Lode Fair	35-A DAA Mariposa County Fair	41st DAA Del Norte County Fair	42nd DAA Glenn County Fair	44th DAA Colusa County Fair
Profit Margin Ratio	2.4%	-13.4%	-28.8%	10.2%	9.2%
Quick Ratio	21.35	10.66	4.45	34.76	1.87
Quick Ratio (with compensated absences liability)	21.35	4.26	2.86	14.18	1.84
Debt Ratio	0.07	0.42	0.45	0.49	0.39
Equity Ratio	0.93	0.58	0.55	0.51	0.61
Debt-to-Equity Ratio	0.08	0.73	0.82	0.97	0.65
# of Permanent Positions	-	3	4	1	1
Paid Fair Admissions	7,419	11,801	12,130	13,192	12,388
Free Fair Admissions	1,443	4,457	8,332	3,474	5,396
Total Admissions	8,862	16,258	20,462	16,666	17,784

49th DAA Lake County Fair	Butte County Fair	Lassen County Fair FY 17/18	Plumas- Sierra County Fair FY 17/18
-	-	-	300
511,070	121,697	36,528	82,692
201,790	12,835	45,828	-
-	1,265	10,000	2,701
-	-	-	-
-	-	-	-
240,662	-	86,870	28,220
4,272,510	2,853,585	2,053,488	161,566
106,219	114,230	306,909	190,269
16,600	-	-	1,053,642
-	-	-	-
(2,978,280)	(1,816,210)	(1,472,849)	(1,129,993)
-	-	-	-
2,370,570	1,287,401	1,066,774	389,397
151,284	-	-	-
2,521,854	1,287,401	1,066,774	389,397

(801)	-	-	46,916
	199,786	47,856	13,649
(3,758)	6,673	13,110	-
(85)	909	-	29,590
-	9,373	-	42,587
6,397	3,155	-	-
22,476	33,069	-	-
201,790	-	-	-
453,217	-	-	-
-	-	-	-
679,237	252,964	60,966	132,742
4,230	-	-	-
683,467	252,964	60,966	132,742

7,343	65,211	-	-
681,287	(196,967)	31,389	(47,059)
(306,163)	-	-	-
-	14,588	-	-
1,455,920	1,151,604	974,419	303,704
-	-	-	-
1,838,387	1,034,437	1,005,808	256,645
2,521,854	1,287,401	1,066,774	389,387

49th DAA Lake County Fair	Butte County Fair	Lassen County Fair FY 17/18	Plumas- Sierra County Fair FY 17/18
-47.7%	-20.8%	-34.1%	-21.6%
406.57	0.61	1.35	0.62
29.42	0.53	1.35	0.62
0.27	0.20	0.06	0.34
0.73	0.80	0.94	0.66
0.37	0.24	0.06	0.52
3	3	3	2
17,195	13,648	12,384	5,457
5,173	5,807	252	349
22,368	19,455	12,636	5,806

Resources and Publications

can be found on our website at https://www.cdfa.ca.gov/FairsAndExpositions/Resources_and_Publications/default.asp.



HISTORY of



In 1984 the State Fair Farm was created to showcase California's number one industry - Agriculture.

Both industrial agriculture and residential gardening techniques are represented in the field crops and Urban Farming beds.

The Farm displays more than 70 different crops in a 3.5 acre area.

The State Fair Farm was the first demonstration farm presented on a fairground in North America.



INTRO TO CLASS III

14

Number of Fairs

RESERVES

228,093

Median Reserves by Dollars

21.1%

Median Reserves by Percentage

(423,989) - 2,053,930

Reserves by Dollars (Low - High)

ATTENDANCE

19,171

Average Paid

12,259

Average Free

31,430

Average Total

OPERATIONS

13,659,188

Total Operating Revenues

14,094,372

Total Operating Expenditures

1,050,707

Average Operating Revenues

1,084,182

Average Operating Expenditures

22,877

Average Leave Liability

3.0

Average # of Permanent Positions

CLASS III FINANCIALS

	9th DAA Redwood Acres Fair	10th DAA Siskiyou Golden Fair	12th DAA Redwood Empire Fair	13th DAA Yuba Sutter Fair	18th DAA Eastern Sierra Tri- County Fair
Beginning Net Resources 1/1/2018					
Unrestricted - Available for Operations	(409,650)	564,044	461,031	269,442	-
Unrestricted Net Position - Pension	(474,604)	(412,734)	(480,873)	(493,844)	-
Restricted Resources	-	-	1,465,462	-	-
Investment in Capital Assets	1,683,460	649,498	-	769,498	-
Prior Year Adjustment(s)	352	-	12,576	68,867	-
Total Net Resources	799,558	800,808	1,458,196	613,963	-
Resources Acquired:					
State Allocation	42,009	42,009	42,009	42,009	-
Capital Project Reimbursement Funds	199,952	54,185	280,565	2,661	-
Other	11,318	177,876	2,661	65,157	-
Operating Revenues:					
Admissions to Grounds	55,675	91,007	109,949	196,282	-
Industrial and Commercial Space	5,487	33,265	10,370	25,080	-
Carnivals	-	93,264	61,397	114,060	-
Concessions	70,552	99,682	53,061	71,179	-
Exhibits	2,153	17,281	-	22,830	-
Horse Show	-	3,484	-	180	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	-	-	-
Fair Attractions	-	50,002	2,229	49,844	-
Motorized Racing	-	-	-	-	-
Interim Attractions	-	-	153,339	3,213	-
Miscellaneous Fair	23,676	184,835	70,024	155,523	-
Miscellaneous Non-Fair	-	57,015	-	-	-
Interim Revenue	906,941	147,345	679,132	396,295	-
Prior Year Revenue Adjustment	(9,568)	652	59,470	-	-
Other Operating Revenue	15,212	17,047	130,654	16,008	-
Total Operating Revenues	1,070,129	794,879	1,329,626	1,050,494	-
Operating Expenditures:					
Administration	315,267	353,283	362,125	336,296	-
Maintenance & General Operations	407,430	207,887	437,397	369,197	-
Publicity	5,328	25,177	16,676	19,423	-
Attendance Operations	6,696	39,066	5,513	77,911	-
Miscellaneous Fair	31,128	9,277	23,616	2,029	-
Miscellaneous Non-Fair Programs	246,047	29,313	191	-	-
Premiums	4,075	20,508	12,443	12,722	-
Exhibits	9,021	24,108	70,326	29,261	-
Horse Show	2,415	5,931	100	(10)	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	-	-	-
Fair Entertainment Expense	34,419	106,494	72,544	121,363	-
Motorized Racing	-	-	-	-	-
Interim Entertainment Expense	-	-	26,024	106,243	-
Equipment Funded by Fair	233	-	-	-	-
Prior Year Expense Adjustment	18,801	-	1,019	(2,706)	-
Cash (Over/Under)	4	63	95	4	-
Other Operating Expense	5,377	-	-	-	-
Total Operating Expenditures	1,086,242	821,107	1,028,069	1,071,733	-
Other Addition/(Reduction) in Resources					
Depreciation Expense	112,989	75,518	117,989	59,866	-
Pension Expense	(29,050)	39,107	141,923	23,999	-
OPEB Expense	-	-	-	-	-
Net Operating Profit/(Loss) BEFORE Depreciation, Pension, OPEB	(16,112)	(26,228)	301,557	(21,239)	-
Net Operating Profit/(Loss) AFTER Depreciation	(129,101)	(101,746)	183,568	(81,105)	-
Net Operating Profit/(Loss) AFTER Depreciation, Pension, OPEB	(100,052)	(140,853)	41,645	(105,105)	-
Net Profit/(Loss) BEFORE Depreciation, Pension, OPEB	237,167	247,842	626,792	88,587	-
Net Profit/(Loss) AFTER Depreciation	124,178	172,324	508,803	28,721	-
Net Profit/(Loss) AFTER Depreciation, Pension, OPEB	153,228	133,217	366,880	4,722	-
Ending Net Resources 12/31/2018					
Unrestricted - Available for Operations	(423,989)	681,488	253,254	370,618	-
Unrestricted - Net Position Pension/OPEB	(391,153)	(451,841)	(536,793)	(517,843)	-
Restricted Resources	-	-	-	-	-
Investment in Capital Assets	1,767,927	704,378	2,108,614	765,911	-
Total Net Resources	952,786	934,025	1,825,075	618,685	-
Reserve Percentage	-39.0%	83.0%	24.6%	34.6%	-

20th DAA Gold Country Fair	24-A DAA Kings Fair	26th DAA Amador County Fair	30th DAA Tehama District Fair	39th DAA Calaveras County Fair	40th DAA Yolo County Fair	Cloverdale Citrus Fair	Merced County Spring Fair	Lodi Grape Festival & Harvest Fair
168,267 (428,616)	93,209 (226,727)	30,104 (190,600)	71,976 (145,517)	124,473 (302,992)	1,972,035 (609,931)	1,411,635	30,352	410,229
750,656 (4,874)	787,731	1,614,523	1,252,309 (708)	893,157	1,953,801 (8,967)	493,931	643,637	1,544,205
485,433	654,213	1,454,027	1,178,060	714,638	3,306,938	1,905,566	673,989	1,954,434
42,009	42,009	42,009	42,009	42,009	42,009	42,009	42,009	42,009
211,335	65,000	-	92,297	113,734	75,191	31,810	-	-
-	12,661	3,886	135,083	9,000	11,201	-	-	1,307
197,747	129,335	133,879	66,679	226,826	-	76,783	285,454	265,816
31,654	17,480	39,825	13,600	-	66,000	11,475	34,383	44,730
73,246	84,892	-	46,210	-	244,145	35,636	159,800	164,438
77,631	34,955	117,249	23,838	191,167	230,018	26,538	123,558	191,849
8,932	14,160	51,763	25,070	33,788	16,079	9,164	61,739	2,871
-	-	29,852	3,170	-	100	-	-	-
-	-	-	-	-	-	-	-	-
-	-	7,910	-	-	-	-	-	-
33,626	-	88,569	7,035	-	149,274	15,962	37,809	-
4,388	-	-	-	-	-	-	-	-
-	-	-	-	-	-	712,645	-	-
63,020	80,116	187,153	75,624	199,676	106,891	28,415	141,115	52,649
14,829	10,046	-	1,425	-	-	11,650	-	144,934
653,483 (1,955)	197,079 258	100,513 (24,706)	415,548	160,531	809,754	231,220	241,468 (17,008)	223,852 1,128
47,398	-	4,647	293,647	5,849	14,307	19,181	2,426	130,309
1,204,000	568,322	736,655	971,846	819,136	1,636,568	1,184,212	1,070,744	1,222,576
345,438	146,144	200,209	310,007	291,796	535,952	306,003	470,768	389,646
381,291	239,236	260,481	404,130	231,561	542,672	209,856	344,650	271,598
30,114	33,036	54,734	21,896	36,532	1,150	30,685	15,874	78,074
18,489	45,726	68,347	7,230	74,727	138,660	20,074	97,311	143,296
21,996	17,783	24,188	9,000	45,456	18,362	4,166	9,950	21,668
121,163	-	-	9,300	5,633	-	34,543	-	99,987
10,083	5,255	31,237	17,075	4,917	13,827	27,730	29,500	30,220
7,647	11,930	29,989	20,820	24,102	32,192	13,611	126,182	38,016
-	-	20,149	2,110	17,115	2,492	-	-	-
-	-	-	-	-	-	-	-	-
-	-	6,605	-	-	-	-	-	-
136,975	116,864	99,451	108,825	143,141	112,697	45,067	71,667	174,799
-	-	-	-	-	-	-	-	-
-	-	3,540	16,500	-	-	603,766	-	-
-	-	3,886	-	6,039	-	5,772	-	-
7,354	1,511	(904)	-	2,905	(15,238)	49,096	(29,546)	12,246
-	770	292	-	142	-	(105)	45	229
-	65,000	-	243,540	-	-	337,500	-	-
1,080,550	683,255	802,206	1,170,433	884,066	1,382,766	1,687,764	1,136,402	1,259,779
59,661 (83,677)	52,001 (143,974)	95,522 38,530	-	81,279 30,760	211,612 132,214	42,349 16,367	17,517	102,416
-	-	-	-	-	-	-	-	-
123,450	(114,933)	(65,551)	(198,587)	(64,929)	253,802	(503,552)	(65,658)	(37,203)
63,789	(166,934)	(161,073)	(198,587)	(146,208)	42,190	(545,901)	(83,175)	(139,619)
147,465	(22,960)	(199,603)	(198,587)	(176,969)	(90,024)	(562,268)	(83,175)	(139,619)
376,794	4,737	(19,656)	70,802	99,814	382,202	(429,733)	(23,649)	6,113
317,133	(47,264)	(115,178)	70,802	18,535	170,591	(472,082)	(41,166)	(96,303)
400,809	96,710	(153,708)	70,802	(12,226)	38,376	(488,449)	(41,166)	(96,303)
228,093 (296,424)	81,708 (66,513)	(15,119) (200,303)	122,667 (145,517)	89,653 (284,674)	2,053,930 (644,244)	826,034	6,703	402,840
954,573	735,730	1,515,742	1,271,711	897,433	1,935,629	591,083	626,120	1,455,289
886,243	750,925	1,300,320	1,248,861	702,413	3,345,315	1,417,117	632,823	1,858,129
21.1%	12.0%	-1.9%	10.5%	10.1%	148.5%	48.9%	0.6%	32.0%

CLASS III FINANCIALS CONT.

	9th DAA Redwood Acres Fair	10th DAA Siskiyou Golden Fair	12th DAA Redwood Empire Fair	13th DAA Yuba Sutter Fair	18th DAA Eastern Sierra Tri- County Fair
Assets					
Cash:					
Restricted Cash	-	-	-	-	-
Available Cash	(66,514)	772,732	617,076	602,516	-
Accounts Receivable	78,008	46,820	6,364	1,934	-
Deferred Charges	800	11,928	2,855	(115)	-
Other Assets	1,371	-	(100)	-	-
Construction In Progress	11,447	17,701	480,202	-	-
Land	64,412	-	52,358	92,728	-
Buildings and Improvements	4,867,998	-	4,581,532	2,850,391	-
Equipment	170,015	383,407	293,684	107,027	-
Leasehold Improvements	5,162	3,512,109	-	-	-
Computer Software, Land Use Rights, etc.	-	-	-	-	-
Less Accumulated Depreciation	(3,340,434)	(3,208,838)	(3,299,162)	(2,230,514)	-
Adjustment for rounding	-	-	-	-	-
Total Assets	1,792,265	1,535,859	2,734,808	1,423,966	-
Deferred Outflows of Resources	158,901	190,346	242,844	201,507	-
Total Assets & Deferred Outflows of Resources	1,951,167	1,726,205	2,977,652	1,625,473	-
Liabilities					
Insurance Fees Payable	-	-	-	300	-
Accounts Payable	197,668	2,587	25,314	10,435	-
Payroll Liabilities	4,740	2,692	10,021	23,893	-
Deferred Revenue	2,755	20,893	182,677	36,129	-
Other Liabilities	-	41,569	-	6,011	-
Guarantee Deposits	7,570	100	21,941	14,913	-
Compensated Absences Liability	60,083	54,948	36,854	42,057	-
Long Term Debt	124,895	27,203	-	53,720	-
Net Pension Liability	544,968	636,249	772,428	712,699	-
Net OPEB Liability	-	-	-	-	-
Total Liabilities	942,680	786,241	1,049,234	900,157	-
Deferred Inflows of Resources	5,086	5,938	7,209	6,651	-
Total Liabilities & Deferred Inflows of Resources	947,766	792,179	1,056,443	906,809	-
Net Resources					
Junior Livestock Auction Reserve	50,616	-	96,134	99,979	-
Unrestricted - Available for Operations	(423,989)	681,488	253,254	370,618	-
Unrestricted - Net Position Pension/OPEB	(391,153)	(451,841)	(536,793)	(517,843)	-
Restricted Resources	-	-	-	-	-
Investment in Capital Assets	1,767,927	704,378	2,108,614	765,911	-
Adjustment for rounding	-	-	-	-	-
Total Net Resources	1,003,401	934,025	1,921,208	718,664	-
Total Liabilities, Deferred Inflows of Resources, and Net Resources	1,951,167	1,726,204	2,977,651	1,625,473	-

CLASS III SUPPLEMENTAL STATISTICS

	9th DAA Redwood Acres Fair	10th DAA Siskiyou Golden Fair	12th DAA Redwood Empire Fair	13th DAA Yuba Sutter Fair	18th DAA Eastern Sierra Tri- County Fair
Profit Margin Ratio	-1.5%	-3.3%	22.7%	-2.0%	0.0%
Quick Ratio	0.05	12.08	2.60	6.59	-
Quick Ratio (with compensated absences liability)	0.04	6.67	2.25	4.52	-
Debt Ratio	0.49	0.46	0.35	0.56	-
Equity Ratio	0.51	0.54	0.65	0.44	-
Debt-to-Equity Ratio	0.94	0.85	0.55	1.26	-
# of Permanent Positions	2	3	5	4	-
Paid Fair Admissions	5,899	16,173	12,019	25,333	-
Free Fair Admissions	999	29,711	914	15,798	-
Total Admissions	6,898	45,884	12,933	41,131	-

20th DAA Gold Country Fair	24-A DAA Kings Fair	26th DAA Amador County Fair	30th DAA Tehama District Fair	39th DAA Calaveras County Fair	40th DAA Yolo County Fair	Cloverdale Citrus Fair	Merced County Spring Fair	Lodi Grape Festival & Harvest Fair
324,045	-	-	-	-	-	-	-	-
(273)	282,088	142,919	132,721	242,883	2,214,027	1,499,855	10,347	463,797
-	19,167	10,402	12,237	41,635	543	2,113	64,287	58
-	7,268	7,512	-	9,777	-	151,620	-	18,849
-	-	4,280	-	-	-	353	-	-
-	-	119,569	-	106,474	5,000	9,328	10,269	-
54,370	45,707	9,764	5,000	71,698	174,214	27,233	448,650	88,340
3,475,602	2,172,377	3,566,467	4,734,588	3,498,200	4,502,401	1,428,974	2,078,033	4,030,817
275,487	211,610	133,363	139,009	229,308	739,527	231,431	206,684	336,619
-	-	259,429	-	-	-	11,940	-	-
-	-	-	-	-	-	-	-	-
(2,850,886)	(1,693,964)	(2,572,850)	(3,501,568)	(3,008,246)	(3,485,513)	(1,114,241)	(2,117,516)	(2,988,987)
-	-	-	-	-	-	-	-	1
1,278,346	1,044,253	1,680,855	1,521,988	1,191,728	4,150,199	2,248,606	700,754	1,949,494
138,646	34,501	86,051	19,918	132,202	277,629	-	-	-
1,416,991	1,078,754	1,766,906	1,541,906	1,323,930	4,427,828	2,248,606	700,754	1,949,494

-	-	-	-	-	6,471	-	-	-
166	78,988	90,191	-	27,881	7,371	5,450	-	-
-	-	5,140	7,804	56	31,855	3,889	-	-
21,690	4,395	46,209	-	3,287	9,972	593,336	-	49,884
-	-	-	-	19,400	-	1,759	-	29,981
23,649	4,900	2,250	-	-	31,400	3,745	-	-
(377)	-	25,139	-	1,800	72,072	4,827	-	-
-	-	-	105,319	27,225	-	3,582	123,000	11,500
431,047	100,080	283,707	165,056	413,021	913,349	214,901	-	-
-	-	-	-	-	-	-	-	-
476,174	188,363	452,636	278,179	492,671	1,072,489	831,489	123,000	91,365
4,023	934	2,648	379	3,855	8,524	-	-	-
480,197	189,297	455,284	278,558	496,525	1,081,013	831,489	123,000	91,365

50,552	138,534	11,305	14,487	124,993	1,500	-	(55,069)	-
228,093	81,708	(15,119)	122,667	89,653	2,053,930	826,034	6,703	402,840
(296,424)	(66,513)	(200,303)	(145,517)	(284,674)	(644,244)	-	-	-
-	-	-	-	-	-	-	-	-
954,573	735,730	1,515,742	1,271,711	897,433	1,935,629	591,083	626,120	1,455,289
-	-	2	-	-	-	-	-	-
936,795	889,459	1,311,627	1,263,348	827,406	3,346,815	1,417,117	577,754	1,858,129
1,416,991	1,078,756	1,766,911	1,541,906	1,323,931	4,427,828	2,248,606	700,754	1,949,494

20th DAA Gold Country Fair	24-A DAA Kings Fair	26th DAA Amador County Fair	30th DAA Tehama District Fair	39th DAA Calaveras County Fair	40th DAA Yolo County Fair	Cloverdale Citrus Fair	Merced County Spring Fair	Lodi Grape Festival & Harvest Fair
10.3%	-20.2%	-8.9%	-20.4%	-7.9%	15.5%	-42.5%	-6.1%	-3.0%
(0.01)	3.41	1.07	18.57	5.62	25.43	2.47	#DIV/0!	5.81
(0.01)	3.41	0.91	18.57	5.43	13.92	2.45	#DIV/0!	5.81
0.34	0.18	0.26	0.18	0.38	0.24	0.37	0.18	0.05
0.66	0.82	0.74	0.82	0.62	0.76	0.63	0.82	0.95
0.51	0.21	0.35	0.22	0.60	0.32	0.59	0.21	0.05
2	-	2	1	2	6	4	4	4
22,218	20,822	15,145	8,119	25,570	N/A	10,887	33,814	34,052
-	7,995	7,594	1,150	12,512	N/A	6,555	25,289	38,592
22,218	28,817	22,739	9,269	38,082	N/A	17,442	59,103	72,644



ASMA Machine Restoration

We are the caretakers of a special time in history. We appreciate this opportunity to share with you our passion for maintaining, enhancing and passing on these pieces of American History.

MACHINE SHOP



INTRO TO CLASS III+

14

Number of Fairs

RESERVES

739,249

Median Reserves by Dollars

53.3%

Median Reserves by Percentage

(367,141) - 3,407,722

Reserves by Dollars (Low - High)

ATTENDANCE

31,866

Average Paid

12,773

Average Free

44,639

Average Total

OPERATIONS

24,023,084

Total Operating Revenues

23,797,670

Total Operating Expenditures

1,715,935

Average Operating Revenues

1,699,834

Average Operating Expenditures

31,575

Average Leave Liability

5.4

Average # of Permanent Positions

CLASS III+ FINANCIALS

	3rd DAA Silver Dollar Fair	4th DAA Sonoma Marin Fair	14th DAA Santa Cruz County Fair	21-A DAA Madera District Fair	23rd DAA Contra Costa County Fair
Beginning Net Resources 1/1/2018					
Unrestricted - Available for Operations	686,640	1,581,653	238,264	3,244,973	(96,137)
Unrestricted Net Position - Pension	(520,647)	(400,718)	(424,281)	(557,046)	(327,636)
Restricted Resources	-	-	-	-	-
Investment in Capital Assets	2,822,497	907,548	1,979,355	5,745,288	1,683,485
Prior Year Adjustment(s)	-	-	-	54	-
Total Net Resources	2,988,490	2,088,483	1,793,338	8,433,269	1,259,712
Resources Acquired:					
State Allocation	38,190	38,190	38,190	38,190	38,190
Capital Project Reimbursement Funds	67,906	15,000	414,380	5,923	-
Other	520,319	56,485	44,010	2,419	3,919
Operating Revenues:					
Admissions to Grounds	299,180	625,838	585,681	338,947	150,427
Industrial and Commercial Space	64,300	47,415	52,332	22,850	24,286
Carnivals	222,349	8,020	-	186,325	103,350
Concessions	128,439	135,431	292,209	148,558	58,804
Exhibits	13,035	57,359	8,895	13,910	13,566
Horse Show	-	-	3,385	-	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	-	-	-
Fair Attractions	14,450	9,515	-	8,390	-
Motorized Racing	-	102,158	-	-	-
Interim Attractions	-	-	-	-	91,932
Miscellaneous Fair	209,766	89,128	231,751	140,575	52,567
Miscellaneous Non-Fair	27,012	2,000	-	-	-
Interim Revenue	535,275	700,026	899,960	2,001,113	661,246
Prior Year Revenue Adjustment	7,751	265	(24,046)	10,224	1,327
Other Operating Revenue	-	46,620	2,829	34,516	155
Total Operating Revenues	1,521,557	1,823,775	2,052,996	2,905,408	1,157,660
Operating Expenditures:					
Administration	482,861	368,866	496,020	510,698	347,380
Maintenance & General Operations	586,271	411,683	907,834	702,278	336,467
Publicity	31,392	103,461	126,243	95,825	67,142
Attendance Operations	71,592	120,867	104,465	181,199	95,616
Miscellaneous Fair	11,130	14,697	54,594	46,318	7,263
Miscellaneous Non-Fair Programs	305	42,495	-	-	-
Premiums	31,317	48,414	16,059	19,957	16,944
Exhibits	97,113	104,613	78,385	42,699	29,942
Horse Show	-	-	10,434	-	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	-	-	-
Fair Entertainment Expense	161,697	554,148	144,983	447,993	87,400
Motorized Racing	-	6,760	-	-	-
Interim Entertainment Expense	-	198	37,959	-	147,065
Equipment Funded by Fair	20,379	9,663	22,094	39,867	188
Prior Year Expense Adjustment	15,810	(1,737)	20,240	6,684	(16,340)
Cash (Over/Under)	435	2,394	(485)	202	(193)
Other Operating Expense	-	-	-	54,657	-
Total Operating Expenditures	1,510,302	1,786,522	2,018,825	2,148,377	1,118,874
Other Addition/(Reduction) in Resources					
Depreciation Expense	214,754	74,545	139,654	290,795	102,919
Pension Expense	124,071	201,589	206,029	148,831	16,105
OPEB Expense	-	-	-	-	-
Net Operating Profit/(Loss) BEFORE Depreciation, Pension, OPEB	11,255	37,253	34,171	757,031	38,786
Net Operating Profit/(Loss) AFTER Depreciation	(203,499)	(37,292)	(105,483)	466,236	(64,133)
Net Operating Profit/(Loss) AFTER Depreciation, Pension, OPEB	(327,570)	(238,880)	(311,512)	317,404	(80,238)
Net Profit/(Loss) BEFORE Depreciation, Pension, OPEB	637,670	146,928	530,751	803,563	80,895
Net Profit/(Loss) AFTER Depreciation	422,916	72,384	391,097	512,768	(22,024)
Net Profit/(Loss) AFTER Depreciation, Pension, OPEB	298,845	(129,205)	185,068	363,937	(38,129)
Ending Net Resources 12/31/2018					
Unrestricted - Available for Operations	1,163,582	1,527,055	239,919	3,407,722	(367,141)
Unrestricted - Net Position Pension/OPEB	(571,974)	(533,572)	(548,968)	(594,022)	(279,807)
Restricted Resources	-	-	-	-	-
Investment in Capital Assets	2,695,727	965,794	2,287,455	5,983,506	1,868,529
Total Net Resources	3,287,335	1,959,277	1,978,405	8,797,206	1,221,581
Reserve Percentage	77.0%	85.5%	11.9%	158.6%	-32.8%

25th DAA Napa Town & Country Fair	27th DAA Shasta District Fair	36th DAA Dixon May Fair	45th DAA California Mid- Winter Fair	El Dorado County Fair	Humboldt County Fair	Salinas Valley Fair	Napa County Fair	Placer County Fair
260,747 (622,300)	49,897 (517,658)	654,741 (489,940)	1,225,381 (384,225)	454,754	235,619	1,074,423	269,250 (297,653)	(205,341)
-	-	-	-	-	-	-	31,786	-
3,324,307	2,450,749	786,016	1,269,025	1,414,384	1,073,136	5,534,965	1,267,129	454,017
-	-	-	-	-	415	-	16,957	6,687,984
2,962,754	1,982,988	950,817	2,110,181	1,869,138	1,309,170	6,609,388	1,287,469	6,936,660
38,190	38,190	38,190	38,190	38,190	38,190	38,190	38,190	38,190
265,493	110,105	218,968	138,362	192,000	490,253	178,000	45,681	8,003,164
20,468	468	2,419	1,340	2,419	2,159	2,419	397,681	2,172
315,249	123,452	345,863	469,868	226,001	344,981	183,079	252,395	40,803
33,033	54,550	53,205	57,893	76,629	35,605	26,970	-	12,485
146,129	127,935	129,705	370,943	131,072	145,269	106,063	13,220	22,710
87,779	71,905	138,684	191,396	90,408	166,619	86,298	109,987	21,955
21,998	21,278	18,459	53,111	33,481	31,579	26,338	11,457	4,039
-	1,774	-	-	26,844	-	7,094	-	-
-	-	-	-	26,172	677,464	-	-	-
-	642	-	-	-	-	-	-	-
-	-	66,141	-	68,045	20,905	-	-	-
-	6,250	-	-	-	-	-	124,150	3,040
-	-	-	-	-	-	-	81,087	-
117,545	64,650	95,733	272,467	-	501,599	539,678	112,689	35,323
-	-	-	-	123,879	-	363,105	573,087	-
1,561,139	747,237	346,468	82,627	495,754	399,467	627,357	208,369	621,359
6,062	22,290	58,176	816	787	15,209	(20,064)	10	-
18,720	6,418	20,433	5,823	3,335	27,054	-	48,241	317,362
2,307,654	1,248,381	1,272,867	1,504,944	1,302,407	2,365,751	1,945,918	1,534,692	1,079,075
607,128	276,437	317,965	439,013	455,027	365,738	578,738	354,526	878,443
1,554,678	333,834	381,352	380,285	504,147	415,250	409,703	283,644	128,993
61,791	26,534	49,058	35,261	46,410	113,555	50,998	71,916	71,534
120,679	63,090	106,253	207,471	68,042	116,077	99,231	7,955	-
12,576	7,916	14,316	65,626	34,827	205,598	139,206	375,233	-
-	-	-	-	40,124	-	307,885	183,037	30,705
25,084	17,523	18,447	27,443	13,099	59,093	22,660	2,091	801
71,229	35,867	35,467	74,319	36,085	70,928	42,345	12,965	8,078
-	5,678	-	-	18,857	-	6,047	-	-
-	-	-	-	-	720,647	-	-	-
-	352	-	-	-	-	-	-	-
355,279	67,220	125,233	178,395	104,529	112,266	156,981	162,960	67,566
-	-	-	-	-	-	-	44,705	39,883
-	-	1,384	-	18,897	169,938	-	176,925	-
10,876	-	16,623	-	-	-	3,468	2,442	-
948	(121)	4,627	14,361	(1,965)	143,475	4,784	140	-
(342)	(49)	700	1,020	296	1,847	53	556	-
-	-	-	-	15	-	-	29,615	476,332
2,819,926	834,281	1,071,425	1,423,194	1,338,390	2,494,412	1,822,099	1,708,710	1,702,334
166,046	161,611	66,636	108,514	118,434	112,268	342,427	116,971	11,246
130,399	117,868	160,461	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
(512,272)	414,100	201,442	81,750	(35,983)	(128,661)	123,819	(174,018)	(623,259)
(678,318)	252,489	134,806	(26,764)	(154,417)	(240,929)	(218,608)	(290,989)	(634,505)
(808,717)	134,621	(25,655)	(26,764)	(154,417)	(240,929)	(218,608)	(290,989)	(634,505)
(188,121)	562,863	461,019	259,642	196,626	401,941	342,428	307,534	7,420,268
(354,167)	401,252	394,383	151,128	78,192	289,673	1	190,563	7,409,022
(484,566)	283,384	233,922	151,128	78,192	289,673	1	190,563	7,409,022
(151,738)	377,973	840,274	1,318,789	450,738	119,895	1,117,095	638,223	2,149,780
(861,587)	(582,950)	(570,347)	(384,225)	-	-	-	(297,653)	-
-	-	-	-	-	-	-	(52,578)	-
3,491,512	2,471,349	914,808	1,326,746	1,496,594	1,478,948	5,492,267	1,190,041	12,195,901
2,478,187	2,266,372	1,184,735	2,261,310	1,947,332	1,598,843	6,609,362	1,478,033	14,345,681
-5.4%	45.3%	78.4%	92.7%	33.7%	4.8%	61.3%	37.4%	126.3%

CLASS III+ FINANCIALS CONT.

	3rd DAA Silver Dollar Fair	4th DAA Sonoma Marin Fair	14th DAA Santa Cruz County Fair	21-A DAA Madera District Fair	23rd DAA Contra Costa County Fair
Assets					
Cash:					
Restricted Cash	-	-	100,681	-	-
Available Cash	706,247	1,689,820	282,199	2,565,048	(15,917)
Accounts Receivable	566,720	88,604	31,853	1,122,327	27,597
Deferred Charges	-	19,861	7,900	4,467	10,235
Other Assets	-	848	-	-	-
Construction In Progress	-	102,563	35,822	139,243	292,056
Land	15,523	-	8,500	1,816,740	97,504
Buildings and Improvements	8,456,197	4,569,589	5,260,037	7,078,085	3,851,803
Equipment	426,060	267,261	294,652	423,936	212,992
Leasehold Improvements	-	-	-	-	740,573
Computer Software, Land Use Rights, etc.	-	-	-	-	-
Less Accumulated Depreciation	(6,202,053)	(3,973,618)	(3,311,555)	(3,474,499)	(3,326,398)
Adjustment for rounding	-	-	-	-	(1)
Total Assets	3,968,694	2,764,928	2,710,088	9,675,348	1,890,444
Deferred Outflows of Resources	223,550	210,828	229,626	287,402	154,957
Total Assets & Deferred Outflows of Resources	4,192,244	2,975,756	2,939,714	9,962,751	2,045,401
Liabilities					
Insurance Fees Payable	190	95	-	2,130	(95)
Accounts Payable	22,753	19,895	65,748	72,345	51,612
Payroll Liabilities	24,123	-	1,954	34,747	6,855
Deferred Revenue	(1,465)	182,003	68,217	114,194	282,688
Other Liabilities	-	-	-	2,235	-
Guarantee Deposits	17,416	43,645	2,000	12,974	16,600
Compensated Absences Liability	40,068	23,032	21,501	36,656	27,622
Long Term Debt	-	3,408	-	-	-
Net Pension Liability	788,169	737,517	771,395	873,274	430,744
Net OPEB Liability	-	-	-	-	-
Total Liabilities	891,254	1,009,595	930,814	1,148,554	816,026
Deferred Inflows of Resources	7,356	6,883	7,199	8,150	4,020
Total Liabilities & Deferred Inflows of Resources	898,610	1,016,478	938,013	1,156,704	820,046
Net Resources					
Junior Livestock Auction Reserve	6,300	-	23,294	8,840	3,773
Unrestricted - Available for Operations	1,163,582	1,527,055	239,919	3,407,722	(367,141)
Unrestricted - Net Position Pension/OPEB	(571,974)	(533,572)	(548,968)	(594,022)	(279,807)
Restricted Resources	-	-	-	-	-
Investment in Capital Assets	2,695,727	965,794	2,287,455	5,983,506	1,868,529
Adjustment for rounding	-	-	-	-	1
Total Net Resources	3,293,635	1,959,277	2,001,700	8,806,046	1,225,355
Total Liabilities, Deferred Inflows of Resources, and Net Resources	4,192,245	2,975,755	2,939,713	9,962,751	2,045,401

CLASS III+ SUPPLEMENTAL STATISTICS

	3rd DAA Silver Dollar Fair	4th DAA Sonoma Marin Fair	14th DAA Santa Cruz County Fair	21-A DAA Madera District Fair	23rd DAA Contra Costa County Fair
Profit Margin Ratio	0.7%	2.0%	1.7%	26.1%	3.4%
Quick Ratio	20.20	7.24	2.28	15.45	0.03
Quick Ratio (with compensated absences liability)	12.35	6.62	1.97	13.39	0.03
Debt Ratio	0.21	0.34	0.32	0.12	0.40
Equity Ratio	0.79	0.66	0.68	0.88	0.60
Debt-to-Equity Ratio	0.27	0.52	0.47	0.13	0.67
# of Permanent Positions	4	4	1	10	4
Paid Fair Admissions	39,974	39,880	45,307	38,851	18,660
Free Fair Admissions	21,779	16,689	-	15,508	6,875
Total Admissions	61,753	56,569	45,307	54,359	25,535

25th DAA Napa Town & Country Fair	27th DAA Shasta District Fair	36th DAA Dixon May Fair	45th DAA California Mid- Winter Fair	El Dorado County Fair	Humboldt County Fair	Salinas Valley Fair	Napa County Fair	Placer County Fair
-	-	-	-	167,153	-	-	-	-
168,841	510,142	1,056,617	1,519,980	389,354	467,479	1,012,148	548,367	2,886,839
314,428	115,229	34,095	168,285	(499)	138,608	167,328	148,682	48,210
23,202	-	11,329	17,709	12,144	-	-	13,382	-
-	-	-	-	-	3,762	7,202	4,251	34,251
-	128,104	-	-	13,465	8,218	-	5,741	12,156,717
231,900	111,973	35,602	-	90,987	-	-	-	-
6,282,666	6,842,809	3,432,104	-	4,908,985	4,459,451	8,910,687	824,298	-
1,063,959	266,624	196,166	317,556	174,489	242,422	547,288	174,988	48,814
-	-	-	3,697,611	-	770,909	-	2,573,052	-
-	-	-	-	-	-	-	-	5,146
(4,087,013)	(4,851,276)	(2,712,855)	(2,516,643)	(3,667,111)	(4,002,052)	(3,965,708)	(2,342,357)	(9,630)
-	-	(2)	-	-	-	-	-	-
3,997,983	3,123,605	2,053,056	3,204,498	2,088,967	2,088,797	6,678,945	1,950,404	15,170,347
257,882	203,680	236,148	151,598	-	-	-	-	-
4,255,865	3,327,285	2,289,204	3,356,096	2,088,967	2,088,797	6,678,945	1,950,404	15,170,347

-	1,095	-	4,209	-	(2,458)	7,184	386	-
73,210	45,659	20,967	5,381	56,603	185,383	18,163	87,329	(19,086)
5,793	-	9,652	11,728	2,454	(1,287)	-	2,166	-
299,909	10,596	56,229	107,696	37,891	11,484	-	37,050	58,346
-	-	-	-	2,159	(7,657)	(66)	1,505	-
1,000	28,500	18,889	5,325	1,200	271,418	34,680	600	-
149,728	27,147	49,231	43,083	17,107	-	6,872	-	-
340,277	26,885	46,528	171,779	24,221	74	2,750	45,681	785,406
878,165	779,357	799,038	534,596	-	-	-	297,653	-
-	-	-	-	-	-	-	-	-
1,748,083	919,239	1,000,534	883,797	141,635	456,957	69,583	472,370	824,666
2,016	7,273	7,457	1,228	-	-	-	-	-
1,750,099	926,512	1,007,991	885,025	141,635	456,957	69,583	472,370	824,666

27,579	134,401	96,478	209,761	-	32,997	-	-	-
(151,738)	377,973	840,274	1,318,789	450,738	119,895	1,117,095	638,223	2,149,780
(861,587)	(582,950)	(570,347)	(384,225)	-	-	-	(297,653)	-
-	-	-	-	-	-	-	(52,578)	-
3,491,512	2,471,349	914,808	1,326,746	1,496,594	1,478,948	5,492,267	1,190,041	12,195,901
-	-	-	-	-	-	-	-	-
2,505,766	2,400,773	1,281,213	2,471,071	1,947,332	1,631,840	6,609,362	1,478,033	14,345,681
4,255,865	3,327,285	2,289,204	3,356,096	2,088,967	2,088,797	6,678,945	1,950,404	15,170,347

25th DAA Napa Town & Country Fair	27th DAA Shasta District Fair	36th DAA Dixon May Fair	45th DAA California Mid- Winter Fair	El Dorado County Fair	Humboldt County Fair	Salinas Valley Fair	Napa County Fair	Placer County Fair
-22.2%	33.2%	15.8%	5.4%	-2.8%	-5.4%	6.4%	-11.3%	-57.8%
1.27	7.28	10.32	12.57	3.88	1.33	19.67	5.40	74.76
0.91	5.53	7.04	9.52	3.31	1.33	17.65	5.40	74.76
0.41	0.28	0.44	0.26	0.07	0.22	0.01	0.24	0.05
0.59	0.72	0.56	0.74	0.93	0.78	0.99	0.76	0.95
0.70	0.39	0.79	0.36	0.07	0.28	0.01	0.32	0.06
6	4	4	4	7	6	8	5	8
28,227	19,930	37,476	67,866	28,229	43,227	18,379	10,614	9,499
7,411	18,753	21,775	2,457	32,727	17,850	12,528	1,257	3,218
35,638	38,683	59,251	70,323	60,956	61,077	30,907	11,871	12,717



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PLEASE DO
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THE FLOWERS

Anthuriums
Native to:
The Americas



INTRO TO CLASS IV

8

Number of Fairs

RESERVES

209,209

Median Reserves by Dollars

9.3%

Median Reserves by Percentage

(232,703) - 994,093

Reserves by Dollars (Low - High)

ATTENDANCE

51,216

Average Paid

18,661

Average Free

69,877

Average Total

OPERATIONS

18,415,791

Total Operating Revenues

18,208,976

Total Operating Expenditures

2,301,974

Average Operating Revenues

2,276,122

Average Operating Expenditures

87,819

Average Leave Liability

5.4

Average # of Permanent Positions

CLASS IV FINANCIALS

	7th DAA Monterey County Fair	17th DAA Nevada County Fair	19th DAA Santa Barbara Fair	24th DAA Tulare County Fair	28th DAA San Bernardino County Fair
Beginning Net Resources 1/1/2018					
Unrestricted - Available for Operations	(31,323)	563,144	(311,463)	974,759	276,253
Unrestricted Net Position - Pension	(766,933)	(1,106,804)	(1,011,280)	(253,773)	(781,898)
Restricted Resources	1,861	-	-	-	-
Investment in Capital Assets	2,361,911	3,524,601	2,052,433	1,536,156	1,832,898
Prior Year Adjustment(s)	(18,208)	-	-	-	-
Total Net Resources	1,547,308	2,980,941	729,690	2,257,142	1,327,253
Resources Acquired:					
State Allocation	35,644	35,644	35,644	35,644	35,644
Capital Project Reimbursement Funds	97,216	149,232	32,630	-	2,258
Other	35,422	-	130,208	-	48,852
Operating Revenues:					
Admissions to Grounds	252,472	412,964	187,315	457,706	382,099
Industrial and Commercial Space	42,258	106,467	14,700	64,421	138,400
Carnivals	203,597	270,503	347,296	402,019	238,914
Concessions	177,918	219,645	-	224,809	201,626
Exhibits	23,296	22,459	7,071	69,246	19,105
Horse Show	-	296,117	316,148	-	1,352
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	256,118	-	-	-	308,719
Fair Attractions	-	125,739	-	113,502	52,435
Motorized Racing	-	-	-	-	-
Interim Attractions	-	-	-	-	12,030
Miscellaneous Fair	170,111	232,089	72,038	275,540	221,657
Miscellaneous Non-Fair	454,066	-	-	74,330	-
Interim Revenue	641,886	760,568	1,143,069	273,494	558,347
Prior Year Revenue Adjustment	(2,153)	1,260	7,520	20,134	27,931
Other Operating Revenue	24,794	46,535	26,430	1,460	97,355
Total Operating Revenues	2,244,363	2,494,346	2,121,587	1,976,661	2,259,970
Operating Expenditures:					
Administration	482,526	703,102	477,085	390,929	469,358
Maintenance & General Operations	573,154	746,790	589,212	562,358	476,728
Publicity	105,762	22,279	64,217	113,511	163,334
Attendance Operations	28,035	210,932	80,078	90,119	132,148
Miscellaneous Fair	95,829	79,392	84,156	111,452	194,565
Miscellaneous Non-Fair Programs	130,751	146,692	281,889	82,531	55,881
Premiums	35,003	45,393	6,178	-	25,059
Exhibits	197,290	104,380	47,838	25,326	49,470
Horse Show	-	236,693	209,168	-	27
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-
Horse Racing (Satellite Wagering)	237,623	-	-	-	275,407
Fair Entertainment Expense	267,205	178,722	55,755	488,233	416,058
Motorized Racing	-	-	-	-	-
Interim Entertainment Expense	-	-	-	-	167,323
Equipment Funded by Fair	24,590	13,619	-	12,262	6,876
Prior Year Expense Adjustment	13,453	14,553	3,212	(7,652)	12,955
Cash (Over/Under)	314	566	690	337	(140)
Other Operating Expense	-	-	-	-	38,169
Total Operating Expenditures	2,191,535	2,503,114	1,899,478	1,869,406	2,483,218
Other Addition/(Reduction) in Resources					
Depreciation Expense	130,360	189,138	221,371	98,651	133,196
Pension Expense	195,461	183,995	356,773	54,178	44,829
OPEB Expense	-	-	-	-	-
Net Operating Profit/(Loss) BEFORE Depreciation, Pension, OPEB	52,828	(8,768)	222,110	107,255	(223,248)
Net Operating Profit/(Loss) AFTER Depreciation	(77,532)	(197,906)	739	8,604	(356,444)
Net Operating Profit/(Loss) AFTER Depreciation, Pension, OPEB	(272,993)	(381,900)	(356,034)	(45,574)	(401,273)
Net Profit/(Loss) BEFORE Depreciation, Pension, OPEB	221,111	176,108	420,591	142,899	(136,494)
Net Profit/(Loss) AFTER Depreciation	90,751	(13,030)	199,221	44,248	(269,690)
Net Profit/(Loss) AFTER Depreciation, Pension, OPEB	(104,710)	(197,025)	(157,552)	(9,930)	(314,519)
Ending Net Resources 12/31/2018					
Unrestricted - Available for Operations	(65,781)	312,183	(232,703)	994,093	40,549
Unrestricted - Net Position Pension/OPEB	(834,272)	(1,120,061)	(1,206,668)	(261,456)	(738,862)
Restricted Resources	(1,049)	-	-	-	-
Investment in Capital Assets	2,343,697	3,591,794	2,011,509	1,514,575	1,711,046
Total Net Resources	1,442,595	2,783,917	572,137	2,247,212	1,012,732
Reserve Percentage	-3.0%	12.5%	-12.3%	53.2%	1.6%

35th DAA Merced County Fair	37th DAA Santa Maria Fairpark	Marin County Fair
151,017	404,539	461,647
(474,659)	(1,087,425)	-
-	-	-
2,027,950	3,978,661	2,352,872
46,965	(39,270)	-
1,751,273	3,256,505	2,814,519
35,644	35,644	35,644
482,645	346,238	2,258
-	14,000	-
363,421	515,709	1,449,714
49,240	94,275	175,695
219,046	285,199	5,444
161,769	210,765	347,421
30,468	82,764	91,844
1,165	-	-
-	-	-
-	-	-
29,210	9,715	47,955
34,031	-	-
-	-	-
259,270	258,575	441,993
-	512,006	-
730,314	594,962	23,054
(329)	7,188	14,546
11,886	3,173	257,376
1,889,491	2,574,331	2,855,042
395,681	597,233	163,863
641,816	635,614	629,353
150,507	80,609	211,560
171,002	217,958	317,542
95,183	125,345	67,628
-	268,900	1,815
-	32,134	97,621
136,740	104,758	530,821
1,194	200	-
-	-	-
-	-	-
285,214	410,898	800,141
-	-	-
-	93,350	-
5,235	110	-
(9,193)	(1,998)	2,557
583	40	212
-	-	-
1,873,962	2,565,151	2,823,113
112,254	240,990	51,617
172,689	83,927	-
-	-	-
15,529	9,180	31,929
(96,725)	(231,810)	(19,688)
(269,414)	(315,737)	(19,688)
533,818	405,062	69,831
421,564	164,072	18,214
248,875	80,145	18,214
155,145	263,273	531,478
(559,890)	(1,026,959)	-
-	-	-
2,404,894	4,100,336	2,301,255
2,000,149	3,336,650	2,832,733
8.3%	10.3%	18.8%



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CLASS IV FINANCIALS CONT.

	7th DAA Monterey County Fair	17th DAA Nevada County Fair	19th DAA Santa Barbara Fair	24th DAA Tulare County Fair	28th DAA San Bernardino County Fair
Assets					
Cash:					
Restricted Cash	-	-	-	-	-
Available Cash	120,889	406,858	27,396	1,379,603	461,472
Accounts Receivable	62,250	156,035	59,597	103,835	100,139
Deferred Charges	2,264	2,790	2,604	-	-
Other Assets	-	11,470	-	-	-
Construction in Progress	-	-	-	-	50,000
Land	31,340	1,018,037	213,778	489,069	22,055
Buildings and Improvements	6,301,925	6,952,904	7,537,298	3,775,287	3,634,727
Equipment	257,441	271,710	224,912	347,594	234,350
Leasehold Improvements	-	-	1,767,878	-	1,397,303
Computer Software, Land Use Rights, etc.	-	-	-	-	-
Less Accumulated Depreciation	(4,247,010)	(4,435,815)	(7,480,302)	(3,097,375)	(3,627,389)
Adjustment for rounding	-	-	-	-	-
Total Assets	2,529,099	4,383,989	2,353,162	2,998,013	2,272,656
Deferred Outflows of Resources	368,285	486,661	492,540	120,716	285,448
Total Assets & Deferred Outflows of Resources	2,897,384	4,870,650	2,845,702	3,118,729	2,558,104
Liabilities					
Insurance Fees Payable	-	803	-	-	-
Accounts Payable	59,821	60,219	84,774	25,974	243,925
Payroll Liabilities	5,751	12,566	18,993	15,628	23,774
Deferred Revenue	43,391	5,100	-	25,083	50,062
Other Liabilities	32,498	12,982	78,034	-	58,805
Guarantee Deposits	23,820	5,500	11,500	4,184	27,432
Compensated Absences Liability	87,997	167,799	128,999	74,056	94,635
Long Term Debt	-	215,042	252,056	49,058	-
Net Pension Liability	1,191,438	1,591,865	1,683,497	378,638	1,014,839
Net OPEB Liability	-	-	-	-	-
Total Liabilities	1,444,716	2,071,877	2,257,853	572,621	1,513,472
Deferred Inflows of Resources	11,119	14,856	15,711	3,534	9,471
Total Liabilities & Deferred Inflows of Resources	1,455,835	2,086,734	2,273,565	576,155	1,522,943
Net Resources					
Junior Livestock Auction Reserve	(1,046)	-	-	295,362	22,430
Unrestricted - Available for Operations	(65,781)	312,183	(232,703)	994,093	40,549
Unrestricted - Net Position Pension/OPEB	(834,272)	(1,120,061)	(1,206,668)	(261,456)	(738,862)
Restricted Resources	(1,049)	-	-	-	-
Investment in Capital Assets	2,343,697	3,591,794	2,011,509	1,514,575	1,711,046
Adjustment for rounding	-	-	-	-	-
Total Net Resources	1,441,549	2,783,917	572,137	2,542,574	1,035,162
Total Liabilities, Deferred Inflows of Resources, and Net Resources	2,897,384	4,870,650	2,845,702	3,118,729	2,558,105

CLASS IV SUPPLEMENTAL STATISTICS

	7th DAA Monterey County Fair	17th DAA Nevada County Fair	19th DAA Santa Barbara Fair	24th DAA Tulare County Fair	28th DAA San Bernardino County Fair
Profit Margin Ratio	2.4%	-0.4%	10.5%	5.4%	-9.9%
Quick Ratio	1.11	5.79	0.45	20.93	1.39
Quick Ratio (with compensated absences liability)	0.72	2.12	0.27	10.24	1.13
Debt Ratio	0.50	0.43	0.80	0.18	0.60
Equity Ratio	0.50	0.57	0.20	0.82	0.40
Debt-to-Equity Ratio	1.01	0.75	3.97	0.23	1.47
# of Permanent Positions	6	10	7	1	6
Paid Fair Admissions	26,881	58,663	39,400	57,970	53,056
Free Fair Admissions	13,096	29,884	240	50,902	10,232
Total Admissions	39,977	88,547	39,640	108,872	63,288

35th DAA Merced County Fair	37th DAA Santa Maria Fairpark	Marin County Fair
-	467,003	-
384,948	466,842	538,293
172,131	66,306	-
-	4,832	-
-	-	-
8,685	42,105	-
179,771	98,142	1,777,659
5,904,833	8,452,321	3,715,756
270,866	561,553	58,842
-	1,393,941	-
-	-	-
(3,959,262)	(6,337,276)	(3,251,002)
-	-	-
2,961,972	5,215,769	2,839,548
246,704	420,971	-
3,208,676	5,636,740	2,839,548

For more information about Fairs & Expositions, visit our website at <https://www.cdfa.ca.gov/FairsAndExpositions/>.

3,272	(95)	-
24,715	15,165	6,019
37,959	20,009	-
118,340	18,500	796
8,674	2,500	-
-	79,399	-
45,321	103,743	-
-	110,449	-
799,136	1,434,542	-
-	-	-
1,037,417	1,784,212	6,815
7,458	13,388	-
1,044,875	1,797,600	6,815

163,652	502,490	-
155,145	263,273	531,478
(559,890)	(1,026,959)	-
-	-	-
2,404,894	4,100,336	2,301,255
-	-	-
2,163,801	3,839,140	2,832,733
3,208,676	5,636,740	2,839,548

35th DAA Merced County Fair	37th DAA Santa Maria Fairpark	Marin County Fair
0.8%	0.4%	1.1%
2.89	3.94	78.99
2.34	2.23	78.99
-	-	-
0.33	0.32	0.00
0.67	0.68	1.00
0.48	0.47	0.00
5	7	1
-	-	-
42,428	51,368	79,963
12,852	13,381	18,700
55,280	64,749	98,663







INTRO TO CLASS IV+

6

Number of Fairs

RESERVES

(161,892)
Median Reserves by Dollars

-6.9%
Median Reserves by Percentage

(475,760) - 293,758
Reserves by Dollars (Low - High)

ATTENDANCE

55,657
Average Paid

21,869
Average Free

77,526
Average Total

OPERATIONS

20,853,221
Total Operating Revenues

20,745,922
Total Operating Expenditures

4,170,644
Average Operating Revenues

4,149,184
Average Operating Expenditures

75,167
Average Leave Liability

14.8
Average # of Permanent Positions

CLASS IV+ FINANCIALS

	2nd DAA San Joaquin County Fair	38th DAA Stanislaus County Fair	46th DAA Southern California Fair	Riverside County Fair & National Date Festival FY 17/18	Santa Clara County Fair	Solano County Fair
Beginning Net Resources 1/1/2018						
Unrestricted - Available for Operations	-	(646,648)	324,984	97,209	114,078	110,556
Unrestricted Net Position - Pension	-	(972,027)	(874,285)	-	-	(2,041,365)
Restricted Resources	-	-	-	11,500	-	100,804
Investment in Capital Assets	-	1,250,123	3,007,721	-	1,244,189	435,538
Prior Year Adjustment(s)	-	(45,387)	(3)	-	(52,955)	(94,334)
Total Net Resources	-	(413,939)	2,458,417	108,709	1,305,312	(1,488,801)
Resources Acquired:						
State Allocation	-	30,552	30,552	34,422	30,552	30,852
Capital Project Reimbursement Funds	-	-	254,187	-	36,450	-
Other	-	1,935	-	556,708	1,935	1,935
Operating Revenues:						
Admissions to Grounds	-	1,094,664	322,363	1,150,584	249,392	-
Industrial and Commercial Space	-	70,395	71,325	246,845	56,950	-
Carnivals	-	412,975	137,084	797,148	44,666	-
Concessions	-	544,256	134,660	483,336	139,015	-
Exhibits	-	92,659	33,759	26,067	12,480	19,129
Horse Show	-	3,355	-	-	-	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	447,916	154	1,245,354	618,452
Fair Attractions	-	204,709	11,808	-	-	-
Motorized Racing	-	-	-	-	-	-
Interim Attractions	-	-	-	-	-	-
Miscellaneous Fair	-	579,708	140,930	586,178	463,814	10,250
Miscellaneous Non-Fair	-	-	-	-	-	25,893
Interim Revenue	-	587,843	665,274	393,311	3,806,195	1,217,404
Prior Year Revenue Adjustment	-	113,388	6,467	-	-	-
Other Operating Revenue	-	153,339	29,051	10,603	2,488,273	903,800
Total Operating Revenues	-	3,857,291	2,000,637	3,694,226	8,506,139	2,794,928
Operating Expenditures:						
Administration	-	536,136	516,432	1,641,368	2,242,367	472,624
Maintenance & General Operations	-	566,028	463,205	935,478	4,214,048	460,708
Publicity	-	289,110	131,361	-	129,772	97,803
Attendance Operations	-	426,576	164,780	390,453	135,217	51,634
Miscellaneous Fair	-	137,802	136,859	286,879	43,241	3,076
Miscellaneous Non-Fair Programs	-	-	40,274	13,509	-	44,276
Premiums	-	110,730	16,944	33,821	22,041	29,539
Exhibits	-	241,551	141,499	70,850	92,876	74,514
Horse Show	-	7,459	-	-	-	482
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-	-	-
Horse Racing (Satellite Wagering)	-	9,715	268,332	-	1,097,239	331,029
Fair Entertainment Expense	-	939,487	469,467	890,089	194,855	15,621
Motorized Racing	-	-	-	-	-	-
Interim Entertainment Expense	-	-	-	-	-	-
Equipment Funded by Fair	-	10,927	3,000	-	-	7,531
Prior Year Expense Adjustment	-	47,094	(537)	-	-	-
Cash (Over/Under)	-	(1,441)	616	-	-	(22)
Other Operating Expense	-	196,433	-	-	-	853,164
Total Operating Expenditures	-	3,517,608	2,352,232	4,262,447	8,171,656	2,441,979
Other Addition/(Reduction) in Resources						
Depreciation Expense	-	89,841	356,397	-	245,576	213,207
Pension Expense	-	(140,020)	(294,664)	-	-	177,321
OPEB Expense	-	-	-	-	-	-
Net Operating Profit/(Loss) BEFORE Depreciation, Pension, OPEB	-	339,683	(351,595)	(568,221)	334,483	352,949
Net Operating Profit/(Loss) AFTER Depreciation	-	249,842	(707,992)	(568,221)	88,907	139,742
Net Operating Profit/(Loss) AFTER Depreciation, Pension, OPEB	-	389,862	(413,328)	(568,221)	88,907	(37,579)
Net Profit/(Loss) BEFORE Depreciation, Pension, OPEB	-	372,170	(66,856)	22,909	403,420	385,736
Net Profit/(Loss) AFTER Depreciation	-	282,329	(423,253)	22,909	157,844	172,529
Net Profit/(Loss) AFTER Depreciation, Pension, OPEB	-	422,349	(128,589)	22,909	157,844	(4,792)
Ending Net Resources 12/31/2018						
Unrestricted - Available for Operations	-	(450,341)	(161,892)	120,119	293,758	(475,760)
Unrestricted - Net Position Pension/OPEB	-	(722,916)	(502,107)	-	-	(1,439,392)
Restricted Resources	-	-	-	11,500	-	100,804
Investment in Capital Assets	-	1,181,668	2,993,826	-	1,169,399	320,756
Total Net Resources	-	8,410	2,329,827	131,619	1,463,157	(1,493,592)
Reserve Percentage	-	-12.8%	-6.9%	2.8%	3.6%	-19.5%

CLASS IV+ FINANCIALS CONT.

	2nd DAA San Joaquin County Fair	38th DAA Stanislaus County Fair	46th DAA Southern California Fair	Riverside County Fair & National Date Festival FY 17/18	Santa Clara County Fair	Solano County Fair
Assets						
Cash:						
Restricted Cash	-	153,719	-	11,500	-	-
Available Cash	-	122,714	129,692	151,116	776,915	439,766
Accounts Receivable	-	91,389	415,352	45,651	392,357	117,774
Deferred Charges	-	-	8,876	-	409,484	-
Other Assets	-	-	-	(889)	-	-
Construction in Progress	-	5,450	-	-	-	-
Land	-	72,594	450,358	-	-	167,085
Buildings and Improvements	-	4,119,436	12,297,293	-	1,993,298	9,792,687
Equipment	-	434,584	283,615	-	1,397,386	395,047
Leasehold Improvements	-	-	-	-	-	-
Computer Software, Land Use Rights, etc.	-	-	-	-	-	6,000
Less Accumulated Depreciation	-	(3,419,484)	(9,720,259)	-	(2,085,203)	(9,741,253)
Adjustment for rounding	-	-	-	-	-	-
Total Assets	-	1,580,401	3,864,927	207,378	2,884,237	1,177,106
Deferred Outflows of Resources	-	307,873	214,064	-	-	443,081
Total Assets & Deferred Outflows of Resources	-	1,888,274	4,078,991	207,378	2,884,237	1,620,187
Liabilities						
Insurance Fees Payable	-	-	462	-	2,225	-
Accounts Payable	-	171,107	614,905	19,013	302,598	59,413
Payroll Liabilities	-	48,868	4,278	46,386	131,846	50,239
Deferred Revenue	-	115,000	19,245	3,300	354,071	2,371
Other Liabilities	-	99,179	3,041	7,061	-	-
Guarantee Deposits	-	30,820	5,000	-	-	20,970
Compensated Absences Liability	-	50,788	24,284	-	246,202	54,560
Long Term Debt	-	30,912	317,181	-	384,138	1,028,560
Net Pension Liability	-	1,021,259	709,549	-	-	1,543,319
Net OPEB Liability	-	-	-	-	-	151,451
Total Liabilities	-	1,567,932	1,697,945	75,760	1,421,080	2,910,883
Deferred Inflows of Resources	-	9,531	6,622	-	-	187,703
Total Liabilities & Deferred Inflows of Resources	-	1,577,463	1,704,567	75,760	1,421,080	3,098,586
Net Resources						
Junior Livestock Auction Reserve	-	302,401	44,598	-	-	15,194
Unrestricted - Available for Operations	-	(450,341)	(161,892)	120,119	293,758	(475,760)
Unrestricted - Net Position Pension/OPEB	-	(722,916)	(502,107)	-	-	(1,439,392)
Restricted Resources	-	-	-	11,500	-	100,804
Investment in Capital Assets	-	1,181,668	2,993,826	-	1,169,399	320,756
Adjustment for rounding	-	-	-	-	-	-
Total Net Resources	-	310,811	2,374,425	131,619	1,463,157	(1,478,398)
Total Liabilities, Deferred Inflows of Resources, and Net Resources	-	1,888,274	4,078,992	207,379	2,884,237	1,620,188

CLASS IV+ SUPPLEMENTAL STATISTICS

	2nd DAA San Joaquin County Fair	38th DAA Stanislaus County Fair	46th DAA Southern California Fair	Riverside County Fair & National Date Festival FY 17/18	Santa Clara County Fair	Solano County Fair
Profit Margin Ratio	-	8.8%	-17.6%	-15.4%	3.9%	12.6%
Quick Ratio	-	0.46	0.84	2.60	1.48	4.19
Quick Ratio (with compensated absences liability)	-	0.42	0.81	2.60	1.13	2.97
Debt Ratio	-	0.84	0.42	0.37	0.49	1.91
Equity Ratio	-	0.16	0.58	0.63	0.51	(0.91)
Debt-to-Equity Ratio	-	5.08	0.72	0.58	0.97	(2.10)
# of Permanent Positions	-	4	5	7	43	15
Paid Fair Admissions	-	93,926	29,998	114,344	27,709	12,307
Free Fair Admissions	-	35,593	8,088	61,002	1,346	3,317
Total Admissions	-	129,519	38,086	175,346	29,055	15,624



INTRO TO CLASS V

4

Number of Fairs

RESERVES

1,607,413
Median Reserves by Dollars

34.0%
Median Reserves by Percentage

(137,206) - 3,955,631
Reserves by Dollars (Low - High)

ATTENDANCE

93,611
Average Paid

55,122
Average Free

148,733
Average Total

OPERATIONS

26,184,187
Total Operating Revenues

22,375,975
Total Operating Expenditures

6,546,047
Average Operating Revenues

5,593,994
Average Operating Expenditures

208,138
Average Leave Liability

24.5
Average # of Permanent Positions

CLASS V FINANCIALS

	1-A DAA Grand National Rodeo & Show	15th DAA Kern County Fair	50th DAA Antelope Valley Fair	San Mateo County Fair
Beginning Net Resources 1/1/2018				
Unrestricted - Available for Operations	1,970,007	173,079	186,540	2,855,548
Unrestricted Net Position - Pension	(1,229,830)	(2,495,963)	(1,640,128)	-
Restricted Resources	-	-	-	-
Investment in Capital Assets	2,100,549	2,423,185	23,700,856	2,333,496
Prior Year Adjustment(s)	-	(120,009)	338,184	-
Total Net Resources	2,840,726	(19,708)	22,585,452	5,189,044
Resources Acquired:				
State Allocation	-	-	-	-
Capital Project Reimbursement Funds	-	203,730	-	-
Other	-	-	-	-
Operating Revenues:				
Admissions to Grounds	307,850	1,995,134	-	851,892
Industrial and Commercial Space	13,615	368,623	-	122,415
Carnivals	-	1,369,998	-	283,145
Concessions	104,504	1,072,287	-	344,563
Exhibits	121,645	17,418	-	59,774
Horse Show	23,818	187,695	-	3,041,069
Horse Racing (Fairtime Pari-Mutuel)	-	-	-	-
Horse Racing (Satellite Wagering)	-	-	-	2,614,291
Fair Attractions	-	88,270	-	-
Motorized Racing	-	-	-	-
Interim Attractions	-	83,405	-	-
Miscellaneous Fair	147,592	953,128	-	476,928
Miscellaneous Non-Fair	-	-	-	-
Interim Revenue	4,111,452	1,483,785	-	5,361,352
Prior Year Revenue Adjustment	39,029	-	-	31,016
Other Operating Revenue	168,988	147,155	66,900	125,451
Total Operating Revenues	5,038,493	7,766,898	66,900	13,311,896
Operating Expenditures:				
Administration	813,978	1,493,838	(108,322)	2,052,071
Maintenance & General Operations	1,022,105	2,090,599	-	2,452,836
Publicity	137,082	278,154	-	733,112
Attendance Operations	85,642	860,266	-	299,412
Miscellaneous Fair	235,286	295,720	-	127,381
Miscellaneous Non-Fair Programs	924,568	-	-	-
Premiums	73,440	153,509	-	57,129
Exhibits	106,091	82,220	-	196,107
Horse Show	25,789	215,917	-	1,694,026
Horse Racing (Fairtime Pari-Mutuel)	-	53,754	-	1,737,273
Horse Racing (Satellite Wagering)	-	205	-	1,461,513
Fair Entertainment Expense	236,272	1,320,205	-	650,113
Motorized Racing	-	-	-	-
Interim Entertainment Expense	-	206,306	-	-
Equipment Funded by Fair	11,221	-	-	166,324
Prior Year Expense Adjustment	57,185	62,850	-	(1,421)
Cash (Over/Under)	(176)	673	-	10,992
Other Operating Expense	-	4,731	-	-
Total Operating Expenditures	3,728,483	7,118,946	(108,322)	11,636,868
Other Addition/(Reduction) in Resources				
Depreciation Expense	228,572	244,217	1,091,553	867,479
Pension Expense	65,425	873,832	540,553	-
OPEB Expense	-	-	-	-
Net Operating Profit/(Loss) BEFORE Depreciation, Pension, OPEB	1,310,010	647,952	175,222	1,675,028
Net Operating Profit/(Loss) AFTER Depreciation	1,081,438	403,735	(916,331)	807,549
Net Operating Profit/(Loss) AFTER Depreciation, Pension, OPEB	1,016,013	(470,096)	(1,456,884)	807,549
Net Profit/(Loss) BEFORE Depreciation, Pension, OPEB	1,310,010	851,682	175,222	1,675,028
Net Profit/(Loss) AFTER Depreciation	1,081,438	607,465	(916,331)	807,549
Net Profit/(Loss) AFTER Depreciation, Pension, OPEB	1,016,013	(266,366)	(1,456,884)	807,549
Ending Net Resources 12/31/2018				
Unrestricted - Available for Operations	3,118,446	96,379	(137,206)	3,955,631
Unrestricted - Net Position Pension/OPEB	(1,151,490)	(2,975,907)	(1,409,878)	-
Restricted Resources	-	-	-	-
Investment in Capital Assets	1,889,780	2,593,453	22,675,652	2,040,965
Total Net Resources	3,856,736	(286,074)	21,128,568	5,996,596
Reserve Percentage	83.6%	1.4%	N/M	34.0%

CLASS V FINANCIALS CONT.

	1-A DAA Grand National Rodeo & Show	15th DAA Kern County Fair	50th DAA Antelope Valley Fair	San Mateo County Fair
Assets				
Cash:				
Restricted Cash	-	-	-	3,391,667
Available Cash	3,949,693	1,105,020	5,143	4,231,369
Accounts Receivable	74,207	59,073	2	507,765
Deferred Charges	5,607	-	-	108,374
Other Assets	-	-	196,829	81,703
Construction in Progress	-	209,760	-	341,365
Land	145,397	-	6,245,129	-
Buildings and Improvements	13,855,983	-	26,508,212	-
Equipment	1,713,167	894,238	1,917,418	2,771,017
Leasehold Improvements	-	8,786,547	4,736,497	6,722,540
Computer Software, Land Use Rights, etc.	-	-	-	-
Less Accumulated Depreciation	(13,824,768)	(7,297,092)	(15,785,410)	(7,793,957)
Adjustment for rounding	-	-	-	-
Total Assets	5,919,287	3,757,546	23,823,820	10,361,843
Deferred Outflows of Resources	450,218	1,209,469	550,184	-
Total Assets & Deferred Outflows of Resources	6,369,505	4,967,015	24,374,004	10,361,843
Liabilities				
Insurance Fees Payable	494,508	1,540	-	-
Accounts Payable	66,786	294,622	-	259,643
Payroll Liabilities	211,548	138,118	-	118,918
Deferred Revenue	8,402	53,763	-	123,359
Other Liabilities	-	26	6,614	114,916
Guarantee Deposits	129,817	-	-	3,352,639
Compensated Absences Liability	-	477,502	-	355,050
Long Term Debt	-	139,372	1,278,758	-
Net Pension Liability	1,586,897	4,146,677	1,941,939	-
Net OPEB Liability	-	-	-	-
Total Liabilities	2,497,958	5,251,621	3,227,311	4,324,525
Deferred Inflows of Resources	14,810	38,699	18,123	-
Total Liabilities & Deferred Inflows of Resources	2,512,768	5,290,320	3,245,434	4,324,525
Net Resources				
Junior Livestock Auction Reserve	-	(37,230)	-	40,722
Unrestricted - Available for Operations	3,118,446	96,379	(137,206)	3,955,631
Unrestricted - Net Position Pension/OPEB	(1,151,490)	(2,975,907)	(1,409,878)	-
Restricted Resources	-	-	-	-
Investment in Capital Assets	1,889,780	2,593,453	22,675,652	2,040,965
Adjustment for rounding	-	-	-	-
Total Net Resources	3,856,736	(323,305)	21,128,568	6,037,318
Total Liabilities, Deferred Inflows of Resources, and Net Resources	6,369,504	4,967,016	24,374,002	10,361,843

CLASS V SUPPLEMENTAL STATISTICS

	1-A DAA Grand National Rodeo & Show	15th DAA Kern County Fair	50th DAA Antelope Valley Fair	San Mateo County Fair
Profit Margin Ratio	26.0%	8.3%	261.9%	12.6%
Quick Ratio	4.42	2.39	0.78	1.19
Quick Ratio (with compensated absences liability)	4.42	1.21	0.78	1.10
Debt Ratio	0.39	1.07	0.13	0.42
Equity Ratio	0.61	(0.07)	0.87	0.58
Debt-to-Equity Ratio	0.65	(16.36)	0.15	0.72
# of Permanent Positions	7	27	-	64
Paid Fair Admissions	14,790	198,626	N/A	67,416
Free Fair Admissions	3,157	118,895	N/A	43,315
Total Admissions	17,947	317,521	N/A	110,731



INTRO TO CLASS VI

5

Number of Fairs

RESERVES

1,454,736
Median Reserves by Dollars

10.8%
Median Reserves by Percentage

(720,684) - 5,179,722
Reserves by Dollars (Low - High)

ATTENDANCE

176,836
Average Paid

74,298
Average Free

251,134
Average Total

OPERATIONS

54,510,439
Total Operating Revenues

51,670,807
Total Operating Expenditures

10,902,088
Average Operating Revenues

10,334,161
Average Operating Expenditures

230,829
Average Leave Liability

28.0
Average # of Permanent Positions

CLASS VI FINANCIALS

	16th DAA California Mid- State Fair	21st DAA The Big Fresno Fair	31st DAA Ventura County Fair	National Orange Show	Sonoma County Fair
Beginning Net Resources 1/1/2018					
Unrestricted - Available for Operations	1,792,045	706,684	(488,357)	5,564,816	1,689,013
Unrestricted Net Position - Pension	(1,713,963)	(3,411,201)	(3,880,628)	(494,088)	(1,208,345)
Restricted Resources	-	-	-	-	5,208
Investment in Capital Assets	12,600,197	8,505,682	4,963,381	5,127,055	9,333,127
Prior Year Adjustment(s)	-	-	-	(41,227)	(2,156,563)
Total Net Resources	12,678,279	5,801,165	594,396	10,156,556	7,662,440
Resources Acquired:					
State Allocation	-	-	-	-	-
Capital Project Reimbursement Funds	-	-	-	151,021	-
Other	-	-	512,875	-	-
Operating Revenues:					
Admissions to Grounds	2,029,500	2,549,690	1,982,487	21,397	2,100,445
Industrial and Commercial Space	439,057	511,456	-	6,100	403,719
Carnivals	571,015	1,324,964	1,109,002	93,759	738,196
Concessions	1,402,905	2,061,942	1,372,662	80,231	1,163,306
Exhibits	215,644	59,458	35,718	2,970	88,394
Horse Show	177,095	-	17,007	54,248	-
Horse Racing (Fairtime Pari-Mutuel)	-	954,820	-	-	1,095,401
Horse Racing (Satellite Wagering)	-	420,419	1,111,484	1,446,074	392,142
Fair Attractions	6,517,756	-	28,180	-	189,549
Motorized Racing	-	-	-	-	-
Interim Attractions	-	-	-	-	-
Miscellaneous Fair	1,033,411	3,426,172	822,254	24,423	471,812
Miscellaneous Non-Fair	-	-	109,225	-	-
Interim Revenue	933,653	1,678,387	1,181,826	6,614,446	4,924,567
Prior Year Revenue Adjustment	2,506	1,053	34,118	-	157,258
Other Operating Revenue	86,594	18,189	121,197	-	101,156
Total Operating Revenues	13,409,136	13,006,550	7,925,160	8,343,648	11,825,945
Operating Expenditures:					
Administration	1,149,838	1,961,639	1,296,970	1,136,070	1,582,117
Maintenance & General Operations	2,245,486	2,664,763	1,716,427	1,285,928	2,459,750
Publicity	534,515	612,448	307,520	36,147	334,124
Attendance Operations	893,767	1,769,444	949,837	8,940	473,319
Miscellaneous Fair	552,691	451,622	885,975	288,901	73,963
Miscellaneous Non-Fair Programs	-	-	107,764	-	47,985
Premiums	93,605	180,568	159,394	-	263,202
Exhibits	294,141	544,221	336,727	23,538	760,158
Horse Show	231,082	-	29,422	-	-
Horse Racing (Fairtime Pari-Mutuel)	-	1,129,199	-	-	898,255
Horse Racing (Satellite Wagering)	-	395,841	703,399	1,637,491	402,429
Fair Entertainment Expense	7,245,919	2,192,071	1,395,055	283,840	631,075
Motorized Racing	-	-	-	-	-
Interim Entertainment Expense	-	256,603	-	3,586,623	1,942,537
Equipment Funded by Fair	275,416	8,755	12,749	-	-
Prior Year Expense Adjustment	(15,314)	(85,180)	29,768	-	-
Cash (Over/Under)	3,591	474	(3,796)	-	-
Other Operating Expense	-	-	-	-	-
Total Operating Expenditures	13,504,737	12,082,468	7,927,210	8,287,478	9,868,914
Other Addition/(Reduction) in Resources					
Depreciation Expense	654,719	638,962	450,391	848,799	710,291
Pension Expense	219,037	(178,959)	646,591	144,298	(204,503)
OPEB Expense	-	-	-	-	(129,035)
Net Operating Profit/(Loss) BEFORE Depreciation, Pension, OPEB	(95,601)	924,082	(2,050)	56,170	1,957,031
Net Operating Profit/(Loss) AFTER Depreciation	(750,320)	285,120	(452,441)	(792,629)	1,246,740
Net Operating Profit/(Loss) AFTER Depreciation, Pension, OPEB	(969,357)	464,079	(1,099,032)	(936,927)	1,580,278
Net Profit/(Loss) BEFORE Depreciation, Pension, OPEB	(95,601)	924,082	510,825	207,191	1,957,031
Net Profit/(Loss) AFTER Depreciation	(750,320)	285,120	60,434	(641,608)	1,246,740
Net Profit/(Loss) AFTER Depreciation, Pension, OPEB	(969,357)	464,079	(586,157)	(785,906)	1,580,278
Ending Net Resources 12/31/2018					
Unrestricted - Available for Operations	1,454,736	1,288,743	(720,684)	5,179,722	3,316,337
Unrestricted - Net Position Pension/OPEB	(1,932,999)	(3,232,242)	(4,064,288)	(600,301)	(3,009,311)
Restricted Resources	-	-	-	-	23,856
Investment in Capital Assets	12,187,185	8,208,744	4,793,210	4,791,229	8,911,836
Total Net Resources	11,708,922	6,265,245	8,239	9,370,650	9,242,718
Reserve Percentage	10.8%	10.7%	-9.1%	62.5%	33.6%

CLASS VI FINANCIALS CONT.

	16th DAA California Mid- State Fair	21st DAA The Big Fresno Fair	31st DAA Ventura County Fair	National Orange Show	Sonoma County Fair
Assets					
Cash:					
Restricted Cash	-	-	-	-	120,916
Available Cash	1,836,043	3,634,818	473,204	3,352,200	3,854,130
Accounts Receivable	170,305	311,861	87,683	250,193	809,502
Deferred Charges	37,050	-	15,546	-	-
Other Assets	-	45,511	3,058	1,958,002	64,917
Construction in Progress	103,553	18,389	-	-	24,213
Land	723,405	244,077	282,915	530,755	1,199,860
Buildings and Improvements	19,836,274	26,143,919	17,328,416	23,697,033	31,779,485
Equipment	1,753,236	728,882	828,879	3,698,479	2,686,145
Leasehold Improvements	-	-	-	-	-
Computer Software, Land Use Rights, etc.	-	-	-	61,126	-
Less Accumulated Depreciation	(10,229,283)	(17,810,036)	(12,888,766)	(22,472,272)	(26,753,654)
Adjustment for rounding	-	-	-	-	-
Total Assets	14,230,583	13,317,421	6,130,935	11,075,516	13,785,514
Deferred Outflows of Resources	793,087	1,367,619	1,548,732	-	655,316
Total Assets & Deferred Outflows of Resources	15,023,670	14,685,040	7,679,667	11,075,516	14,440,830
Liabilities					
Insurance Fees Payable	1,389	-	-	-	-
Accounts Payable	126,974	1,818,036	379,333	102,535	364,129
Payroll Liabilities	24,661	99,613	171,803	48,187	336,669
Deferred Revenue	113,652	180,556	4,168	-	490,640
Other Liabilities	101,026	(6,545)	(7,593)	15,757	39,563
Guarantee Deposits	25,702	26,600	79,417	96,401	-
Compensated Absences Liability	124,726	443,603	240,647	117,794	227,377
Long Term Debt	-	1,116,487	758,235	723,891	-
Net Pension Liability	2,700,880	4,557,329	5,561,120	600,301	778,377
Net OPEB Liability	-	-	-	-	1,967,830
Total Liabilities	3,219,010	8,235,679	7,187,130	1,704,866	4,204,585
Deferred Inflows of Resources	25,206	42,532	51,900	-	918,420
Total Liabilities & Deferred Inflows of Resources	3,244,216	8,278,211	7,239,030	1,704,866	5,123,005
Net Resources					
Junior Livestock Auction Reserve	70,533	141,585	432,399	-	75,107
Unrestricted - Available for Operations	1,454,736	1,288,743	(720,684)	5,179,722	3,316,337
Unrestricted - Net Position Pension/OPEB	(1,932,999)	(3,232,242)	(4,064,288)	(600,301)	(3,009,311)
Restricted Resources	-	-	-	-	23,856
Investment in Capital Assets	12,187,185	8,208,744	4,793,210	4,791,229	8,911,836
Adjustment for rounding	-	-	-	-	-
Total Net Resources	11,779,455	6,406,830	440,638	9,370,650	9,317,825
Total Liabilities, Deferred Inflows of Resources, and Net Resources	15,023,671	14,685,041	7,679,667	11,075,516	14,440,830

CLASS VI SUPPLEMENTAL STATISTICS

	16th DAA California Mid-State Fair	21st DAA The Big Fresno Fair	31st DAA Ventura County Fair	National Orange Show	Sonoma County Fair
Profit Margin Ratio	-0.7%	7.1%	0.0%	0.7%	16.5%
Quick Ratio	5.10	1.86	0.89	13.70	3.79
Quick Ratio (with compensated absences liability)	3.87	1.54	0.65	9.46	3.20
Debt Ratio	0.22	0.56	0.94	0.15	0.35
Equity Ratio	0.78	0.44	0.06	0.85	0.65
Debt-to-Equity Ratio	0.28	1.29	16.43	0.18	0.55
# of Permanent Positions	11	27	29	46	27
Paid Fair Admissions	278,751	267,460	188,075	23,244	126,648
Free Fair Admissions	138,303	42,965	110,936	127	79,160
Total Admissions	417,054	310,425	299,011	23,371	205,808



INTRO TO CLASS VII

5

Number of Fairs

RESERVES

6,234,590

Median Reserves by Dollars

12.6%

Median Reserves by Percentage

(2,603,383) - 46,800,299

Reserves by Dollars (Low - High)

ATTENDANCE

705,452

Average Paid

299,578

Average Free

1,005,031

Average Total

OPERATIONS

183,340,057

Total Operating Revenues

167,502,670

Total Operating Expenditures

45,835,014

Average Operating Revenues

41,875,668

Average Operating Expenditures

1,499,516

Average Leave Liability

151.8

Average # of Permanent Positions

CLASS VII FINANCIALS

	22nd DAA San Diego County Fair	32nd DAA Orange County Fair	Alameda County Fair	California Exposition and State Fair (Cal Expo)	Los Angeles County Fair
Beginning Net Resources 1/1/2018					
Unrestricted - Available for Operations	9,322,802	41,094,203	4,749,257	(5,399,689)	-
Unrestricted Net Position - Pension	(26,330,586)	(11,621,823)	-	(8,937,135)	-
Restricted Resources	183,047	-	-	125,515	-
Investment in Capital Assets	20,937,501	51,156,166	8,298,030	14,412,449	-
Prior Year Adjustment(s)	-	-	-	(19,425,550)	-
Total Net Resources	4,112,764	80,628,546	13,047,287	(19,224,410)	-
Resources Acquired:					
State Allocation	-	-	-	-	-
Capital Project Reimbursement Funds	-	-	-	-	-
Other	-	-	-	(3)	-
Operating Revenues:					
Admissions to Grounds	9,263,147	11,180,900	4,608,673	4,424,768	-
Industrial and Commercial Space	3,630,289	1,397,229	878,947	1,350,563	-
Carnivals	11,416,678	3,898,744	1,786,912	1,872,660	-
Concessions	4,890,187	8,522,523	1,858,968	2,188,934	-
Exhibits	883,484	120,953	79,808	530,003	-
Horse Show	2,243,090	-	227,905	-	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	2,101,618	1,072,742	-
Horse Racing (Satellite Wagering)	1,367,913	-	1,568,553	941,913	-
Fair Attractions	1,701,599	4,810,443	-	-	-
Motorized Racing	-	-	-	-	-
Interim Attractions	-	1,604,646	-	816,452	-
Miscellaneous Fair	6,709,390	5,582,077	747,192	5,228,849	-
Miscellaneous Non-Fair	931,502	89,702	-	1,361,740	-
Interim Revenue	35,300,759	11,467,361	8,341,403	7,928,655	-
Prior Year Revenue Adjustment	-	6,613	12,360	102,502	-
Other Operating Revenue	895,111	1,072,946	3,282,556	1,038,095	-
Total Operating Revenues	79,233,149	49,754,137	25,494,895	28,857,876	-
Operating Expenditures:					
Administration	28,298,538	8,219,757	2,104,358	6,868,050	-
Maintenance & General Operations	10,139,018	12,847,187	3,631,503	10,348,270	-
Publicity	3,145,325	2,967,340	1,326,921	1,814,295	-
Attendance Operations	5,580,092	5,588,456	3,073,438	2,052,735	-
Miscellaneous Fair	763,231	777,394	-	-	-
Miscellaneous Non-Fair Programs	4,210,545	421,771	2,896,967	-	-
Premiums	449,236	147,259	230,657	368,709	-
Exhibits	10,237,645	2,643,572	816,377	2,005,350	-
Horse Show	1,215,368	-	809,422	-	-
Horse Racing (Fairtime Pari-Mutuel)	-	-	1,925,791	1,151,695	-
Horse Racing (Satellite Wagering)	1,212,142	-	1,277,976	418,378	-
Fair Entertainment Expense	5,816,157	7,963,888	1,894,990	1,524,799	-
Motorized Racing	-	-	-	-	-
Interim Entertainment Expense	1,706,642	142,652	4,062,097	-	-
Equipment Funded by Fair	-	-	-	984,274	-
Prior Year Expense Adjustment	-	244,235	-	27,705	-
Cash (Over/Under)	1,298	20,269	933,414	3,294	-
Other Operating Expense	176,220	975	14,994	-	-
Total Operating Expenditures	72,951,456	41,984,755	24,998,905	27,567,554	-
Other Addition/(Reduction) in Resources					
Depreciation Expense	(2,013,411)				-
Depreciation Expense	1,461,939	3,446,526	1,018,734	1,624,850	-
Pension Expense	3,634,042	609,476	-	1,273,468	-
OPEB Expense	-	-	-	994,105	-
Net Operating Profit/(Loss) BEFORE Depreciation, Pension, OPEB	6,281,693	7,769,382	495,990	1,290,322	-
Net Operating Profit/(Loss) AFTER Depreciation	4,819,754	4,322,856	(522,744)	(334,528)	-
Net Operating Profit/(Loss) AFTER Depreciation, Pension, OPEB	1,185,712	3,713,380	(522,744)	(2,602,101)	-
Net Profit/(Loss) BEFORE Depreciation, Pension, OPEB	6,281,693	7,769,382	495,990	1,290,319	-
Net Profit/(Loss) AFTER Depreciation	4,819,754	4,322,856	(522,744)	(334,531)	-
Net Profit/(Loss) AFTER Depreciation, Pension, OPEB	1,185,712	3,713,380	(522,744)	(2,602,104)	-
Ending Net Resources 12/31/2018					
Unrestricted - Available for Operations	9,272,809	46,800,299	3,196,371	2,603,383	-
Unrestricted - Net Position Pension/OPEB	(26,330,586)	(12,231,299)	-	(38,479,257)	-
Restricted Resources	198,986	563,003	-	200,000	-
Investment in Capital Assets	20,143,849	49,209,922	9,328,172	13,849,360	-
Total Net Resources	3,285,058	84,341,925	12,524,543	(21,826,514)	-
Reserve Percentage	12.4%	111.5%	12.8%	9.4%	0.0%

CLASS VII FINANCIALS CONT.

	22nd DAA San Diego County Fair	32nd DAA Orange County Fair	Alameda County Fair	California Exposition and State Fair (Cal Expo)	Los Angeles County Fair
Assets					
Cash:					
Restricted Cash	11,872,653	-	(93,193)	200,000	-
Available Cash	13,112,135	50,230,751	3,993,440	7,039,602	-
Accounts Receivable	1,007,648	962,154	1,212,398	16,650,839	-
Deferred Charges	389,113	140,471	106,472	296,222	-
Other Assets	197,732	-	-	-	-
Construction in Progress	1,794,192	140,946	2,753,385	141,530	-
Land	5,512,697	133,553	1,375,291	1,643,577	-
Buildings and Improvements	48,090,523	95,875,663	19,671,761	77,415,369	-
Equipment	11,166,135	7,509,743	9,171,668	6,334,256	-
Leasehold Improvements	7,534,604	-	10,914,493	-	-
Computer Software, Land Use Rights, etc.	-	-	-	-	-
Less Accumulated Depreciation	(53,954,302)	(54,449,983)	(33,598,849)	(71,599,893)	-
Adjustment for rounding	-	-	-	-	-
Total Assets	46,723,130	100,543,298	15,506,866	38,121,502	-
Deferred Outflows of Resources	5,082,739	5,488,718	-	8,843,444	-
Total Assets & Deferred Outflows of Resources	51,805,869	106,032,016	15,506,866	46,964,946	-
Liabilities					
Insurance Fees Payable	-	-	-	-	-
Accounts Payable	1,045,898	1,231,159	1,196,963	1,299,262	-
Payroll Liabilities	691,632	624,393	112,323	541,562	-
Deferred Revenue	1,036,895	890,628	145,188	15,205,795	-
Other Liabilities	1,396,687	-	(165)	200,000	-
Guarantee Deposits	-	151,300	249,954	602,541	-
Compensated Absences Liability	3,087,387	1,078,416	302,868	1,529,394	-
Long Term Debt	9,650,000	-	959,576	2,090,205	-
Net Pension Liability	31,413,325	17,556,172	-	16,405,684	-
Net OPEB Liability	-	-	-	27,767,000	-
Total Liabilities	48,321,824	21,532,068	2,966,707	65,641,443	-
Deferred Inflows of Resources	-	163,845	-	3,150,017	-
Total Liabilities & Deferred Inflows of Resources	48,321,824	21,695,913	2,966,707	68,791,460	-
Net Resources					
Junior Livestock Auction Reserve	198,986	(5,822)	15,616	-	-
Unrestricted - Available for Operations	9,272,809	46,800,299	3,196,371	2,603,383	-
Unrestricted - Net Position Pension/OPEB	(26,330,586)	(12,231,299)	-	(38,479,257)	-
Restricted Resources	198,986	563,003	-	200,000	-
Investment in Capital Assets	20,143,849	49,209,922	9,328,172	13,849,360	-
Adjustment for rounding	-	-	-	-	-
Total Net Resources	3,484,044	84,336,103	12,540,159	(21,826,514)	-
Total Liabilities, Deferred Inflows of Resources, and Net Resources	51,805,868	106,032,016	15,506,866	46,964,946	-

CLASS 7 SUPPLEMENTAL STATISTICS

	22nd DAA San Diego County Fair	32nd DAA Orange County Fair	Alameda County Fair	California Exposition and State Fair (Cal Expo)	Los Angeles County Fair
Profit Margin Ratio	7.9%	15.6%	1.9%	4.5%	-
Quick Ratio	3.39	17.67	3.05	1.33	-
Quick Ratio (with compensated absences liability)	1.95	12.88	2.59	1.22	-
Debt Ratio	0.93	0.20	0.19	1.46	-
Equity Ratio	0.07	0.80	0.81	(0.46)	-
Debt-to-Equity Ratio	13.87	0.26	0.24	(3.15)	-
# of Permanent Positions	223	111	110	163	-
Paid Fair Admissions	1,029,580	1,069,377	281,121	441,732	-
Free Fair Admissions	531,656	433,332	102,807	130,518	-
Total Admissions	1,561,236	1,502,709	383,928	572,250	-

TERMINOLOGY & NOTES

Term	Brief Description
Fair Class Highlights & Intro to Class Size	The figures in these sections only reflect the statistics of fairs that submitted their STOP prior to the release of the 2018 STOP Publication.
Profit Margin Ratio	The profit margin ratio describes a Fair's ability to earn net profit from operations.
Quick Ratio	The quick ratio measures the Fair's ability to meet its short-term obligations with its most liquid assets. Higher the quick ratio, the better the Fair's liquidity position. [(current assets - inventories) / current liabilities]
Quick Ratio (with compensated absences liability)	This version of the quick ratio is more conservative as compensated absence liability is included as a part of current liabilities.
Debt Ratio	The debt ratio measures what portion of a Fair's assets are contributed by debt. (total obligations/total assets)
Equity Ratio	The equity ratio measures what portion of a Fair's assets are contributed by revenues. (total net resources/total assets)
Debt-to-Equity Ratio	The debt-to-equity ratio measures the solvency of Fairs. (total obligations/total net resources)
Net Operating Profit/(Loss)	The Net Operating Profit/(Loss) represents income or loss from operating activities only.
Net Profit/(Loss)	The Net Profit/(Loss) includes all sources of revenues (operating revenues and resources acquired) and all expenditures.
N/A	Not Applicable
N/M	Not Meaningful
Reserves	Fair reserves refers to Unrestricted Net Resources Available for Operations
Permanent Positions	Not all permanent positions are full-time positions.
FY 17/18	Fairs indicated as FY 17/18 are fairs that operate on a fiscal year basis (July 1 - June 30).
	Fairs highlighted in yellow did not have a STOP available at the time of the 2018 STOP Publication release.