

Summary of Operations

	Acct. No.	Actual 2008	Actual 2009	Actual 2010	Estimate 2012	4 Year Average	Proposed 2,013
OPERATING REVENUES:							
Admissions to Grounds	41000	377,519	371,428	397,788	376,481	380,804	380,000
Commercial Space	41500	62,649	44,546	39,075	39,855	46,531	47,000
Concessions	42000	217,191	203,039	219,628	233,499	223,624	235,000
Exhibits	43000	21,758	21,081	18,055	15,455	19,967	15,000
Horse Show	44000	22,178	12,688	11,575	23,660	30,908	29,000
Horse Racing (Live)	45000						
Satellite Wagering	45005						
Fair Attractions	46000						
Motorized Racing	46109						
Interim Attractions	46009						
Miscellaneous Fair	47000	98,865	103,639	96,110	139,158	124,733	165,000
Miscellaneous Non-Fair Programs	47005						
Interim Revenue	48000	564,347	524,110	519,925	331,222	484,901	425,500
Prior Year Revenue Adjustments	49000	0	25,135	(11,888)	11,088	4,350	4,000
Other Operating Revenue	49500	28,605	2,816	7,310	4,153	31,447	3,000
TOTAL OPERATING REVENUES (to Page 1)		1,393,112	1,308,482	1,297,578	1,174,571	1,347,265	1,303,500
OPERATING EXPENDITURES:							
Administration	50000	272,009	293,212	309,720	146,573	297,630	192,050
Maintenance & General Operations	52000	389,150	337,848	588,827	392,936	424,790	487,000
Publicity	54000	90,368	86,807	110,460	106,501	99,211	116,500
Attendance Operations	56000	82,355	126,354	141,740	118,263	120,740	120,100
Miscellaneous Fair	57000	2,482	21,381	28,880	22,105	24,451	22,000
Miscellaneous Non-Fair Programs	57005	25,016	0	0	0	25,016	0
Premiums	58000	25,151	22,402	23,927	18,764	23,047	18,500
Exhibits	63000	136,091	131,901	153,395	136,460	143,478	152,100
Horse Show	64000	16,596	11,369	8,010	8,080	11,645	16,500
Horse Racing (Live)	65000	0	0	0	0	0	0
Satellite Wagering	65005	0	0	0	0	0	0
Fair Entertainment	66000	108,319	118,711	109,916	110,469	113,197	119,000
Motorized Racing	66109	0	0	0	0	0	0
Interim Entertainment	66009	0	0	0	0	0	0
Equipment (Funded by Fair)	72300	0	7,714	4,421	0	6,068	5,000
Prior Year Expense Adjustments	80000	(18,975)	22,214	(20,171)	16,178	13,751	5,000
Cash (over/under)	85000	(281)	17	612	(66)	94	0
Other Operating Expense	94000	31,500	0	0	0	31,500	
TOTAL OPERATING EXPENDITURES (to Page 1)		1,159,781	1,179,930	1,459,737	1,076,263	1,334,616	1,253,750
NET OPERATING PROFIT/(LOSS) BEFORE DEPR		233,331	128,552	(162,159)	98,308	12,649	49,750

Detail of Revenues

	Acct. No.	Actual 2008	Actual 2009	Actual 2010	Estimate 2012	4 Year Avg.	Budget 2013
SATELLITE WAGERING REVENUE:							
TOTAL SATELLITE WAGERING REVENUE	45005	0	0	0		0	0
FAIR ATTRACTIONS REVENUE:							
Rodeo Admissions	46100						
Queen Pageant Admissions	46200						
4 Wheel-Drive Pull Admissions	46300						
Destruction Derby Admissions	46400						
Performances Admissions	46500						
Other Admissions (Explain)	46600						
TOTAL FAIR ATTRACTIONS REVENUE	46000	0	0	0		0	0
MOTORIZED RACING REVENUE:							
TOTAL MOTORIZED RACING REVENUE	46109	0	0	0		0	0
INTERIM ATTRACTIONS REVENUE:							
Performance Admissions	46209						
Other Admissions (List)	46309						
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	0		0	0
MISCELLANEOUS FAIR REVENUE:							
Parking	47100	74,450	72,985	70,425	69,993	71,963	70,000
Fair Program Revenue	47200		20			20	
Utility Fee Reimbursement	47300	1,400	250	20	20	423	1,000
Camp Parking	47700		4,360	2,025	13,650	6,678	7,000
Camping Fees (Fairtime)	47710	450	9,154	7,940		5,848	3,000
Other (Explain)	47800	4,277	16,870	4,085	646	6,470	1,000
Souvenirs/Merchandise	47810				7,621	7,621	8,000
Sponsorships	47900	18,288		11,615	47,228	25,710	75,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	98,865	103,639	96,110	139,158	124,783	165,000
MISCELLANEOUS NON-FAIR PROGRAMS:							
Admissions	47105						
Commercial Exhibits	47205						
Concessions	47305						
Exhibits	47405						
Other (Explain)	47505						
TOTAL MISC. NON-FAIR PROGRAMS	47005	0	0	0		0	0

Detail of Revenues

	Acct. No.	Actual 2008	Actual 2009	Actual 2010	2012 Estimate	4 Year Avg.	Budget 2013
INTERIM REVENUE:							
Rental of Buildings	48100	114,203	105,614	139,455	125,807	121,270	130,000
Grounds Rentals - Racing	48210	400,749	365,605	300,332		355,562	
Grounds Rentals - Horse Shows	48220				69,021	69,021	85,000
Grounds Rentals -Farmer's Market	48230						70,000
Grounds Rentals - Other	48240				67,502	67,502	70,000
Grounds Rentals - Auto Racing	48250				60,800	60,800	60,000
Equipment Rentals	48300	3,153	1,505	2,020	3,391	2,517	3,500
Concessions Revenue	48400	7,454	43,967	37,283	824	22,382	2,000
Utility Fee Reimbursement	48500	9,715	1,200	809		3,908	1,000
Interim Parking Revenue	48600	24,741		39,139	1,550	21,810	2,000
Other Interim Revenue (List)	48700	4,332	6,219	887	1,257	3,174	2,000
Staff Labor	48720				1,070	1,070	
TOTAL INTERIM REVENUE	48000	564,347	524,110	519,925	331,222	484,901	425,500
TOTAL PRIOR YEAR REVENUE ADJUSTMENT	49000	0	25,135	(11,888)	4,153	4,350	4,000
OTHER OPERATING REVENUE:							
Interest Earnings	49510	430	397	2,043	165	1,012	
Donations/Sponsorships (general)	49520					0	
Other (Explain)	49530	1,036	2,419			1,728	
Other (Explain)	49540	2,275		5,267	3,988	3,843	3,000
JLA		24,864				24,864	
TOTAL OTHER OPERATING REVENUE	49500	28,605	2,816	7,310	4,153	31,447	3,000
Total Revenues		1,393,112	1,308,482	1,297,578	1,167,636	1,347,265	1,303,500

Detail of Expenditures

	Acct. No.	Actual 2008	Actual 2009	Actual 2010	Estimate 2012	4 Year Avg.	Budget 2013
ADMINISTRATION EXPENSE:							
Salaries & Wages - Permanent	50100	86,028	56,578	115,450		86,019	
Salaries & Wages - Temporary	50200	11,622	76,132	16,978	19,766	31,125	25,000
Compensated Absences Expense	50300	(20,273)	10,314	8,751	-3,735	(1,236)	
Employee Benefits - Employer's Share	50310	14,971	19,769	32,314	627	16,920	1,200
Payroll Taxes	50320	7,464	5,360	8,928	353	5,526	600
Worker's Compensation Insurance	50330	11,422	6,186	428	1,230	4,817	1,750
Professional Services (Contractual)	50400	28,509	45,570	36,013	23,725	33,454	60,000
Director's Expense	50500		60	123		92	500
Traveling/Training Expense - Employees	50600		10,475	6,481		8,478	1,500
Office Supplies and Expense	50700	3,027	14,816	22,196	8,921	12,240	9,000
Telephone and Postage	50800	14,787	11,626	13,365	10,704	12,621	12,000
Dues and Subscriptions	50900	13,828	3,430	3,720	2,683	5,915	3,000
Insurance (General Liability)	51000	4,469	24,059	28,291	34,173	22,748	37,500
Other (Explain)	51100	25,898	1,409	8,762	11,825	11,974	10,000
Licenses & Permits	51101				1,740	1,740	2,000
Unemployment Insurance (Non-reimbursed)	51200	66,048	7,428	7,920	16,561	24,489	17,000
Audit Expense	51300	4,209			15,000	19,209	10,000
Current Year Bad Debt Expense	51400				3,000	1,500	1,000
TOTAL ADMINISTRATION EXPENSE	50000	272,009	293,212	309,720	146,573	297,630	192,050
MAINTENANCE & GENERAL OPERATIONS:							
Salaries & Wages - Permanent	52100	49,359	38,748	44,407	47,292	44,952	48,500
Salaries & Wages - Temporary	52200	90,549	50,939	129,845	94,190	91,381	120,000
Employee Benefits	52210	16,734	17,415	18,922	25,854	19,731	27,500
Payroll Taxes	52220	4,686	3,978	6,072	5,618	5,089	7,500
Worker's Compensation Insurance	52230	15,357	5,620	12,378	9,154	10,627	12,000
Professional Services (Contractual)	52300	4,382	32,638	19,043	15,103	17,792	20,000
Rental - Land & Buildings	52400						
Rental - Maintenance Equipment	52500	2,099	380	2,675		120	2,000
Rental - Other Equipment	52600			4,932		1	20,000
Temporary Electrical Work (Contractual)	52700						
Light, Heat, Water and Power	52800	111,129	89,703	88,961	77,690	91,871	80,000
Maintenance of Equipment - Supplies & Expense	52900	20,578	14,104	48,645	16,713	25,010	25,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	33,055	33,346	112,798	72,705	62,976	90,000
Trash Removal, Clean up (Contractual)	53100	34,672	26,909	8,467	24,616	23,666	27,500
Other (Explain)	53200	6,550	6,553	16,280	1,276	7,665	5,000
Special Repairs & Maintenance (List)	53300		17,515	75,402	2,725	23,911	2,000
TOTAL MAINTENANCE EXPENSE	52001	389,150	337,848	588,827	392,936	424,790	487,000

Detail of Expenditures

	Acct. No.	Actual 2008	Actual 2009	Actual 2010	Estimate 2012	4 Year Avg.	Budget 2013
PUBLICITY EXPENSE:							
Salaries & Wages - Permanent	54100						
Salaries & Wages - Temporary	54101						
Employee Benefits	54110						
Payroll Taxes	54120						
Worker's Compensation Insurance	54130						
Professional Services (Contractual)	54200	14,430	21,040	11,294	37,452	21,054	15,000
Supplies and Expense	54300	585		816		701	
Advertising	54400	70,314	61,074	97,232	66,727	73,837	90,000
Promotional Expense	54500	1,785	4,428	718	2,322	2,313	7,500
Public Relations Expense	54600	3,254	265	400		1,306	4,000
Pre-Fair Events	54700						
Other (Explain)	54800						
TOTAL PUBLICITY EXPENSE	54000	90,368	86,807	110,460	106,501	99,211	116,500
ATTENDANCE OPERATIONS:							
Salaries & Wages - Permanent	56100						
Salaries & Wages - Temporary	56101		15,022	20,202	5,984	13,736	6,500
Employee Benefits	56110						
Payroll Taxes	56120	3	221	293	95	153	200
Worker's Compensation Insurance	56130	11	915	1,212	393	633	400
Professional Services (Contractual)	56200	75,032	86,418	99,469	100,215	90,284	100,000
Supplies and Expense	56300	7,309	23,278	20,064	11,041	15,423	12,500
Other (Explain)	56400		500	500	535	512	500
TOTAL ATTENDANCE OPERATIONS	56000	82,355	126,854	141,740	118,263	120,740	120,100
MISCELLANEOUS FAIR EXPENSE:							
Parking Lot - % paid to contractor	57100						
Parking Lot - Salaries & Wages - Permanent	57101						
Parking Lot - Salaries & Wages - Temporary	57102	2,307	10,028	10,689	10,059	8,271	11,000
Program Expense	57200		3,550	10,000		6,775	
Utility Fees	57300						
Exhibit Guide	57400		7,803	5,320	6,894	6,672	7,000
Stall Expense	57500						
Sponsorships	57700						
Other (Explain)	57800	175		2,871	5,152	2,733	4,000
Commercial Exhibits & Concessions	57900						
TOTAL MISCELLANEOUS FAIR	57000	2,482	21,381	28,880	22,105	24,451	22,000
MISCELLANEOUS NON-FAIR PROGRAMS:							
Salaries & Wages - Permanent	57105						
Salaries & Wages - Temporary	57106						
Employee Benefits	57115						
Other (Explain)	57605	25,016				25,016	
TOTAL MISC. NON-FAIR PROGRAMS	57005	25,016	0	0	0	25,016	0

Details of Expenditures

	Acct. No.	Actual 2008	Actual 2009	Actual 2010	Estimate 2012	4 Year Avg.	Budget 2013
PREMIUMS EXPENSE (Excluding Horse Show):							
Cash Awards	58100	23,127	20,832	21,992	18,730	21,170	17,000
Trophies, Medals, Ribbons	58200	2,024	1,570	1,935		1,843	1,500
Sponsored Cash Awards	58300						
Sponsored Trophies, Medals, Ribbons	58400				34	34	
Other Awards (Explain)	58500						
TOTAL PREMIUM EXPENSE	58000	25,151	22,402	23,927	18,764	23,047	18,500
EXHIBITS EXPENSE:							
Salaries & Wages - Permanent	63100	33,419	33,965	37,726	39,405	36,129	41,000
Salaries & Wages - Temporary	63101		15,489	12,348		2	
Employee Benefits	63110	12,203	18,428	19,475	22,528	18,159	23,000
Payroll Taxes	63120	5,190	3,809	4,167	2,513	3,920	2,600
Worker's Compensation Insurance	63130	3,974	2,116	2,357	2,316	2,691	2,500
Judges (Contractual)	63200	7,935	11,048	23,681	12,737	13,850	13,000
Professional Services - Other (Contractual)	63300	36,259	21,105	22,854	21,938	25,539	22,000
Supplies and Expense	63400	8,953	7,969	10,426	16,509	10,964	20,000
Tent & Booth Rental	63500	16,435	1,795	4,859	18,022	10,278	22,000
Decorations	63600		15,869	15,502		15,686	5,000
Other (Explain)	63700	11,723	308		492	6,262	1,000
TOTAL EXHIBITS EXPENSE	63000	136,091	131,901	153,395	136,460	143,478	152,100
HORSE SHOW EXPENSE (Including Premiums):							
Salaries & Wages - Permanent	64100						
Salaries & Wages - Temporary	64101						
Employee Benefits	64110						
Payroll Taxes	64120						
Worker's Compensation Insurance	64130						
Judges (Contractual)	64200	2,500	793	6,808	754	2,714	3,000
Professional Services - Other (Contractual)	64300	7,684	1,752	2,550	1,557	3,386	3,000
Supplies and Expense	64400	10,619	3,425	-1,276	3,428	4,049	2,000
Cattle Fees	64500	(4,232)	3,045	-1,830	1,500	(379)	3,500
Other (Explain)	64600	25	2,354	1,758		1,034	2,000
Tent & Booth Rental	64610					0	
Decorations	64620					0	
Cash Awards	64710					0	
Trophies, Medals, Ribbons	64720				841	841	3,000
Sponsored Cash Awards	64730						
Sponsored Trophies, Medals, Ribbons	64740						
TOTAL HORSE SHOW EXPENSE	64000	16,596	11,369	8,010	8,080	11,645	16,500

Detail of Expenditures

	Acct. No.	Actual 2,008	Actual 2,009	Actual 2,010	Estimate 2,012	4 Year Avg.	Budget 2,013
NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):							
Equipment Expense	72300		7,714	4,421		6,068	5,000
TOTAL EQUIPMENT EXPENSE	72300	0	7,714	4,421	0	6,068	5,000
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:							
General Expense Adjustments	80010	-18,975	2,214	-20,171	15,174	-7,253	-12,000
Bad Debt Expense	80020		20,000		1,004	21,004	0
PRIOR YEAR EXPENDITURE	80000	18,975	22,214	20,171	16,178	13,751	5,000
CASH SHORTAGES & OVERAGES:							
Ticket Sales	85100	-281	17	612	-66	94	
Souvenir Sales	85200						
Merchandise Sales	85500						
Other (Explain)	85900						
CASH (OVER)/UNDER	85000	-281	17	612	-66	94	0
OTHER OPERATING EXPENSE:							
Loss on Sale of Asset	94010						
Other Expenses		31,500				31,500	
TOTAL OTHER OPERATING EXPENSE	94000	31,500	0	0	0	31,500	0

TOTAL REVENUES

1,393,112	1,308,482	1,297,578	1,167,636	1,333,057	1,303,500
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TOTAL EXPENSES

1,159,781	1,179,930	1,459,737	1,076,263	1,266,483	1,253,750
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Net Profit /Loss Before Depreciation

233,331	128,552	-162,159	91,373	66,575	49,750
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DEPRECIATION EXPENSE: (From: Sch 7

90000	120,473	118,299	122,499		120,424	122,000
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