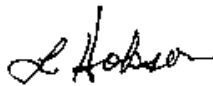


**MEMORANDUM
OFFICE OF THE
COUNTY EXECUTIVE
COUNTY OF PLACER**

TO: The Honorable Board of Supervisors

FROM: Thomas M. Miller, County Executive Officer
By Leslie Hobson, Senior Management Analyst 

DATE: March 6, 2007

SUBJECT: Placer County Fair Association's 2007 Operating Budget

Action Requested/Recommendations

Approve the Placer County Fair Association's Operating Budget for 2007 in the amount of \$1,474,854 as requested by the Placer County Fair Chief Executive Officer, Brock Wimberley. The Placer County Fair Board of Directors approved this operating budget for 2007.

Background

Placer County has a five year contract with the Placer County Fair Association to manage and use the Fair and Fairgrounds, and to operate and conduct the annual County Fair pursuant to Government Code Section 25905. The contract commenced on January 1, 2002 and will end December 31, 2007. Government Code Section 25905 and Section 11 of the contract require that the annual budget and major maintenance plan "shall be submitted to and approved by the Department of Food & Agriculture after approval by the County Board of Supervisors, showing the estimated revenues and proposed expenditures from all sources during the ensuing calendar year, and no funds shall be expended by such Association except pursuant to such budget." This budget request complies with the Government Code Section 25905 and Section 11 of the contract. Approval of the Fair's budget for 2007 does not trigger a financial obligation on the part of the County.

We have reviewed the 2007 Operating Budget for the Fair which closely resembles their 2006 budget. The total expenditures are \$1,474,854 which is an increase of 5% from 2006 primarily due to increased costs for administration. Total operating revenues are projected to increase by 6.8% to \$1,353,400. The Fair also receives a Local Allocation from the State of \$124,000 and revenue from Other Funds of \$25,000 to balance the budget.

Recommendation

It is recommended that the Board approve the attached Placer County Fair Association's Operating Budget for 2007.

Fiscal Impact

None.

Attachment

OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

Placer COUNTY

Conducting The Placer County Fair

at Roseville, California

For the period of January 1, 2007 to December 31, 2007

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
TOTAL NET RESOURCES, JANUARY 1:					
Unrestricted net resources		188,644	248,655	248,655	143,107
Restricted resources		0	0	0	0
Investment in Capital Assets, Net of Related Debt		29,372	144,968	144,968	693,193
Subtotal (Total Net Resources)		218,016	393,623	393,623	836,300
RESOURCES ACQUIRED					
Operating Revenues (From Page 2)		1,396,767	1,321,000	1,267,606	1,353,400
State (Local/Base) Allocations (to Page 2):	31200	124,000	124,000	124,000	124,000
Fiscal & Administrative Assistance (F&E) (to Page 2):	31300				
Capital Project Reimbursement Funds (from Sched 3A)	31900	77,009	65,000	430,322	206,500
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000	25,000	25,000	25,000	25,000
Other (e.g., Flex Capital used for oper.) (From Sched 3B & to Page 2)	34000		62,009		
TOTAL RESOURCES AVAILABLE		1,840,792	1,990,623	2,240,551	2,545,200
RESOURCES APPLIED:					
Operating Expenditures (From Page 2)		1,427,898	1,437,276	1,367,480	1,436,521
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		1,427,898	1,437,276	1,367,480	1,436,521
Depreciation Expense (From Page 10)	90000	19,269	6,000	36,771	38,333
TOTAL RESOURCES APPLIED		1,447,167	1,443,276	1,404,251	1,474,854
TOTAL NET RESOURCES, DECEMBER 31:					
Unrestricted Net Resources Available for Operations	29100	393,623	547,347	836,300	1,070,345
Restricted Net Resources		0	0	0	0
Investment in Capital Assets (From Schedule 2)		144,968	281,722	693,193	682,360
Subtotal (Total Net Res Check Figure - should equal #29100)		393,623	547,347	836,300	1,070,345
Reserve Percentage		17.4%	18.5%	10.5%	13.1%

<p>ALL FAIRS:</p> <p><i>[Signature]</i> 11/16/06 President, Board of Directors Date</p> <p><i>[Signature]</i> 11/16/06 Chief Executive Officer Date</p>	<p>COUNTY APPROVALS (County Fairs Only):</p> <p>_____ Chairman, Board of Supervisors Date</p> <p>_____ County Clerk Date</p>
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DEPARTMENT OF FOOD & AGRICULTURE

[Signature] 11/28/06
 Director Date

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Summary of Operations

Placer County Fair

	Acct. No	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
OPERATING REVENUES:					
Admissions to Grounds	41000	103,652	140,000	78,309	130,000
Commercial Space	41500	30,204	30,000	23,100	25,000
Concessions	42000	113,064	118,000	84,537	117,500
Exhibits	43000	7,272	10,500	8,351	16,200
Horse Show	44000				
Horse Racing (Live)	45000				
Satellite Wagering	45005				
Fair Attractions	46000	22,184	15,000	8,252	12,000
Motorized Racing	46109	588,209	569,500	550,228	569,000
Interim Attractions	46009				
Miscellaneous Fair	47000	53,959	53,500	41,653	48,200
Miscellaneous Non-Fair Programs	47005				
Interim Revenue	48000	437,558	368,500	399,984	397,500
Prior Year Revenue Adjustments	49000	-41,950		4,118	
Other Operating Revenue	49500	82,615	16,000	69,075	20,000
TOTAL OPERATING REVENUES (to Page 1)		1,396,767	1,321,000	1,267,606	1,353,400
OPERATING EXPENDITURES:					
Administration	50000	270,699	306,517	305,065	324,000
Maintenance & General Operations	52000	339,058	359,585	336,855	344,429
Publicity	54000	53,193	62,000	64,320	62,700
Attendance Operations	56000	47,380	40,200	56,272	57,779
Miscellaneous Fair	57000	51,820	38,000	49,634	47,750
Miscellaneous Non-Fair Programs	57005	35,127	35,000	28,128	35,000
Premiums	58000	28,731	28,500	21,180	23,000
Exhibits	63000	22,021	27,150	27,063	35,415
Horse Show	64000				
Horse Racing (Live)	65000				
Satellite Wagering	65005				
Fair Entertainment Expense	66000	145,602	143,000	110,049	119,500
Motorized Racing	66109	383,827	397,325	358,511	372,146
Interim Entertainment Expense	66009				
Equipment (Funded by Fair)	72300	25,952		11,153	14,500
Prior Year Expense Adjustments	80000	24,495		-1,924	
Cash (over/under)	85000	-7		174	
Other Operating Expense	94000				
TOTAL OPERATING EXPENDITURES (to Page 1)		1,427,898	1,437,277	1,367,480	1,436,521
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION		-31,131	-116,277	-99,874	-83,121
Depreciation Expense	90000	19,269	8,000	36,771	38,333
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION		-50,400	-122,277	-136,645	-121,454
LOCAL (BASE) ALLOCATION - (From Page 1)	31200	124,000	124,000	124,000	124,000
OTHER FUNDS - ACCT. #313, #330, #340 (From Page 1)		25,000	87,000	25,000	25,000
NET PROFIT/(LOSS) BEFORE DEPRECIATION, CURRENT YEAR		117,869	94,723	49,126	65,879
NET PROFIT/(LOSS) AFTER DEPRECIATION, CURRENT YEAR		98,600	86,723	12,355	27,546

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Detail of Revenues

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
ADMISSIONS REVENUE:					
Regular Fair Admissions	41010	101,025	120,000	70,145	115,000
Discounted Fair Admissions	41020	2,627	20,000	8,163	15,000
TOTAL ADMISSIONS REVENUE	41000	103,652	140,000	78,309	130,000
COMMERCIAL SPACE REVENUE:					
Outside Commercial Space	41510	15,050	15,000	12,075	12,500
Inside Commercial Space	41520	15,154	15,000	11,025	12,500
TOTAL COMMERCIAL SPACE REVENUE	41500	30,204	30,000	23,100	25,000
CONCESSIONS REVENUE:					
Carnival	42100	59,951	65,000	45,152	65,000
Carnival: Pre-Sale	42110	6,300	2,000	4,868	7,000
Food Concessions	42200	44,964	36,000	34,168	45,000
Non-Food Concessions	42300	1,849	15,000	349	500
TOTAL CONCESSIONS REVENUE	42000	113,064	118,000	84,537	117,500
EXHIBITS REVENUE:					
Entry Fees	43100	7,097	10,500	5,171	9,000
Donated & Sponsored Awards	43200	75		3,150	3,200
Advertising in Premium Book	43300				4,000
Other (Explain)	43400	100		30	
TOTAL EXHIBITS REVENUE	43000	7,272	10,500	8,351	16,200
HORSE SHOW REVENUE:					
Admissions	44100				
Entry and Stake Fees	44200				
Donations for Special Prizes	44300				
Stall Fees	44400				
Program Sales	44500				
Other (Explain)	44600				
TOTAL HORSE SHOW REVENUE	44000	0	0	0	0
LIVE HORSE RACING REVENUE:					
Admissions	45100				
Track Commissions & Breakage	45200				
Program Sales	45300				
Concessions	45400				
Other (Explain)	45500				
TOTAL LIVE HORSE RACING REVENUE	45000	0	0	0	0

Detail of Revenues

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
SATELLITE WAGERING REVENUE:					
TOTAL SATELLITE WAGERING REVENUE	45005	0	0	0	0
FAIR ATTRACTIONS REVENUE:					
Rodeo Admissions	46100				
Queen Pageant/Talent Show	46200	3,499	3,500	7,592	7,000
4 Wheel-Drive Pull Admissions	46300				
Destruction Derby Admissions	46400	1,990	5,000	0	
Performances Admissions	46500		5,000		5,000
Other Admissions (Explain)	46600	16,695	1,500	660	
TOTAL FAIR ATTRACTIONS REVENUE	46000	22,184	15,000	6,252	12,000
MOTORIZED RACING REVENUE:					
TOTAL MOTORIZED RACING REVENUE	46109	588,209	569,500	550,228	589,000
INTERIM ATTRACTIONS REVENUE:					
Performance Admissions	46209				
Other Admissions (List)	46309				
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	0	0
MISCELLANEOUS FAIR REVENUE:					
Parking	47100	23,320	22,000	16,945	22,000
Fair Program Revenue	47200				
Utility Fee Reimbursement	47300			3,000	3,000
Exhibit Guide Revenue	47400				
Stall Rentals (Fairtime)	47500				
Camping Fees (Fairtime)	47700	965	1,000	1,210	1,200
Other (Explain)	47800	860	500	35	
Sponsorships	47900	28,814	30,000	20,463	20,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	53,959	53,500	41,653	46,200
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

Detail of Revenues

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
INTERIM REVENUE:					
Rental of Buildings	48100	205,954	160,000	213,693	215,000
Grounds Rentals	48200	177,606	170,000	67,815	90,000
Equipment Rentals	48300	19,322	12,000	21,399	20,000
Concessions Revenue	48400	2,030		4,006	4,000
Utility Fee Reimbursement	48500	4,265	10,000	14,306	13,500
Interim Parking Revenue	48600	3,000	1,500	11,500	10,000
Other Interim Revenue (List)	48700	25,381	15,000	47,266	45,000
TOTAL INTERIM REVENUE	48000	437,558	368,500	399,984	397,500
TOTAL PRIOR YEAR REVENUE ADJUSTMENT:	49000	-41,950		4,118	
OTHER OPERATING REVENUE:					
Interest Earnings	49510	10,014	6,000	8,962	8,500
Donations/Sponsorships (general)	49520	4,925		6,700	5,000
Other (Explain)	49530	67,676	5,000	51,713	5,000
Gain on Sale of Asset	49540		5,000	2,700	1,500
TOTAL OTHER OPERATING REVENUE	49500	82,615	16,000	69,075	20,000

Detail of Expenditures

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
ADMINISTRATION EXPENSE:					
Salaries & Wages - Permanent	50100	113,318	173,282	178,648	193,310
Salaries & Wages - Temporary	50200	19,239	7,500	14,553	7,627
Compensated Absences Expense	50300	3,100	6,149	4,119	2,839
Employee Benefits - Employer's Share	50310	13,752	19,886	11,846	20,252
Payroll Taxes	50320	9,765	11,660	14,780	15,372
Worker's Compensation Insurance	50330	6,702	9,039	11,000	11,554
Professional Services (Contractual)	50400	14,472	3,000	4,059	1,200
Director's Expense	50500	642	3,000	1,632	1,800
Traveling/Training Expense - Employees	50600	4,624	5,000	1,620	1,800
Office Supplies and Expense	50700	16,629	15,000	6,700	7,500
Telephone and Postage	50800	17,187	16,000	14,030	15,000
Dues and Subscriptions	50900	3,875	5,000	3,981	4,000
Insurance (General Liability)	51000	3,932	17,000	28,236	31,500
Other (Explain)	51100	31,736	10,000	8,710	8,500
Unemployment Insurance (Non-reimbursed)	51200	1,726	2,500	1,151	1,750
Audit Expense	51300		2,500		
Current Year Bad Debt Expense	51400	10,000			
TOTAL ADMINISTRATION EXPENSE	50000	270,699	306,517	305,065	324,003
MAINTENANCE & GENERAL OPERATIONS:					
Salaries & Wages - Permanent	52100	96,645	114,832	130,122	135,326
Salaries & Wages - Temporary	52200	32,724	13,104	18,821	10,400
Employee Benefits	52210	5,847	9,000	9,935	14,676
Payroll Taxes	52220	9,043	8,252	11,394	11,148
Worker's Compensation Insurance	52230	6,206	6,397	4,722	8,379
Professional Services (Contractual)	52300	1,727	3,000	0	0
Taxes	52400	813		1,247	1,500
Rental - Maintenance Equipment	52500	6,122	10,000	3,775	3,000
Rental - Public Address & Intercom	52600				
Temporary Electrical Work (Contractual)	52700	880			
Light, Heat, Water and Power	52800	63,973	75,000	61,111	64,000
Maintenance of Equipment - Supplies & Expense	52900	19,379	20,000	19,783	20,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	68,501	80,000	57,116	58,000
Trash Removal, Clean up (Contractual)	53100	14,809	20,000	12,663	14,000
Other (Explain)	53200	2,388		200	
Special Repairs & Maintenance (List)	53300	10,000		5,966	4,000
TOTAL MAINTENANCE EXPENSE	52001	339,058	359,585	336,855	344,429

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Detail of Expenditures

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
PUBLICITY EXPENSE:					
Salaries & Wages - Permanent	54100				
Salaries & Wages - Temporary	54101	11,879			
Employee Benefits	54110				
Payroll Taxes	54120	909			
Worker's Compensation Insurance	54130	624			
Professional Services (Contractual)	54200	360	8,500	6,710	7,200
Supplies and Expense	54300	5,435	5,000	0	500
Advertising	54400	29,889	45,000	49,727	48,000
Promotional Expense	54500	1,787	2,500	2,173	2,000
Public Relations Expense	54600	35		4,963	4,000
Pre-Fair Events	54700				
Other (Explain)	54800	2,276	1,000	747	1,000
TOTAL PUBLICITY EXPENSE	54000	53,193	62,000	64,320	62,700
ATTENDANCE OPERATIONS:					
Salaries & Wages - Permanent	56100			1,750	
Salaries & Wages - Temporary	56101	16,369	8,000	16,830	17,000
Employee Benefits	56110				
Payroll Taxes	56120	1,096	700	1,425	1,301
Worker's Compensation Insurance	56130	752	500		978
Professional Services (Contractual)	56200	22,658	25,000	22,232	25,000
Supplies and Expense	56300	6,325	6,000	9,475	8,500
Other (Explain)	56400	179		4,559	5,000
TOTAL ATTENDANCE OPERATIONS	56000	47,380	40,200	56,272	57,779
MISCELLANEOUS FAIR EXPENSE:					
Parking Lot - % paid to contractor	57100	2,700	3,000		
Parking Lot - Salaries & Wages - Permanent	57101				
Parking Lot - Salaries & Wages - Temporary	57102				
Program Expense	57200				
Utility Fees	57300	9,351	10,000	17,576	17,500
Exhibit Guide	57400	3,430	3,000		3,000
Stall Expense	57500	5,615	5,000	6,640	5,000
Sponsorships	57700	886	2,000	1,351	1,250
Other (Explain)	57800	23,395	10,000	22,822	20,000
Commercial Exhibits & Concessions	57900	6,443	5,000	1,445	1,000
TOTAL MISCELLANEOUS FAIR	57000	51,820	38,000	49,634	47,750
MISCELLANEOUS NON-FAIR PROGRAMS:					
Salaries & Wages - Permanent	57105				
Salaries & Wages - Temporary	57106				
Employee Benefits	57115				
Payroll Taxes	57125				
Worker's Compensation Insurance	57135				
Supplies & Expense	57205				
Publicity	57305				
Attendance	57405				
Exhibits	57505				
Other (Explain)	57805	35,127	35,000	29,128	35,000
TOTAL MISC NON-FAIR PROGRAMS	57005	35,127	35,000	29,128	35,000

Details of Expenditures

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
PREMIUMS EXPENSE (Excluding Horse Show):					
Cash Awards	58100	18,895	21,000	15,514	19,000
Trophies, Medals, Ribbons	58200	3,528	3,500	4,969	3,500
Sponsored Cash Awards	58300				
Sponsored Trophies, Medals, Ribbons	58400				
Other Awards (Explain)	58500	6,308	4,000	697	800
TOTAL PREMIUM EXPENSE	58000	28,731	28,500	21,180	23,300
EXHIBITS EXPENSE:					
Salaries & Wages - Permanent	63100				
Salaries & Wages - Temporary	63101	3,644	6,000	8,003	20,560
Employee Benefits	63110				
Payroll Taxes	63120	279	400	612	1,573
Worker's Compensation Insurance	63130	191	250		1,182
Judges (Contractual)	63200	4,459	4,500	3,068	3,100
Professional Services - Other (Contractual)	63300	6,407	7,000	5,414	3,000
Supplies and Expense	63400	2,921	4,000	4,701	4,500
Tent & Booth Rental	63500				
Decorations	63600				
Other (Explain)	63700	4,120	5,000	5,265	1,500
TOTAL EXHIBITS EXPENSE	63000	22,021	27,150	27,063	35,415
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				
Professional Services - Other (Contractual)	64300				
Supplies and Expense	64400				
Cattle Fees	64500				
Other (Explain)	64600				
Tent & Booth Rental	64610				
Decorations	64620				
Cash Awards	64710				
Trophies, Medals, Ribbons	64720				
Sponsored Cash Awards	64730				
Sponsored Trophies, Medals, Ribbons	64740				
TOTAL HORSE SHOW EXPENSE	64000	0	0	0	0

Detail of Expenditures

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
HORSE RACING EXPENSE (LIVE):					
Salaries & Wages (Non Pari-Mutuel)	65100				
Salaries & Wages (Pari-Mutuel)	65200				
Employee Benefits	65210				
Payroll Taxes	65220				
Worker's Compensation Insurance	65230				
Professional Services (Contractual)	65300				
Supplies and Expense	65400				
Rental - Totalisator Equipment	65600				
Rental - Other Equipment	65700				
Other (Explain)	65800				
TOTAL RACING EXPENSE (LIVE)	65000	0	0	0	0
SATELLITE WAGERING EXPENSE:					
TOTAL SATELLITE WAGERING	65005	0	0	0	0
FAIR ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66100				
Salaries & Wages - Temporary	66101				
Employee Benefits	66110				
Payroll Taxes	66120				
Worker's Compensation Insurance	66130				
Professional Services (Contractual)	66200	19,650	20,000	27,815	28,000
Supplies and Expense	66300	7,633	8,000	1,251	1,500
Rodeo	66400	4,500			
Grounds Entertainment	66500	85,225	80,000	66,825	65,000
Grandstand Entertainment	66600	10,500	25,000	2,500	15,000
Other (Explain)	66700	18,094	10,000	11,659	10,000
TOTAL FAIR ENTERTAINMENT	66000	145,602	143,000	110,049	119,500
MOTORIZED RACING EXPENSE:					
TOTAL MOTORIZED RACING EXPENSE	66109	383,827	397,325	358,511	372,148
INTERIM ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66208				
Salaries & Wages - Temporary	66209				
Employee Benefits	66219				
Payroll Taxes	66229				
Worker's Compensation Insurance	66239				
Supplies & Expense	66309				
Concerts (List)	66609				
Other (Explain)	66809				
TOTAL INTERIM ENTERTAINMENT	66009	0	0	0	0

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Detail of Expenditures

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):					
		25,952	0	11,153	
Computers					4,000
Check Verification System					2,000
Wi-Fi Network					4,500
220V Welder					3,000
Miscellaneous					1,000
TOTAL EQUIPMENT EXPENSE	72300	25,952	0	11,153	14,500
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:					
General Expense Adjustments	80010	4,995		-1,924	
Bad Debt Expense	80020	19,500			
PRIOR YEAR EXPENDITURE	80000	24,495		-1,924	
CASH SHORTAGES & OVERAGES:					
Ticket Sales	85100	-32		174	
Souvenir Sales	85200				
Merchandise Sales	85500				
Other (Explain)	85900	25			
CASH (OVER)/UNDER	85000	-7		174	
DEPRECIATION EXPENSE: (To Sch 2 and Pg. 1)	90000	19,269	6,000	36,771	38,333
OTHER OPERATING EXPENSE:					
Loss on Sale of Asset	94010				
Other (Flex Capital Oper Expenses, etc) (From Sched 3B)	94500				
TOTAL OTHER OPERATING EXPENSE	94000	0	0	0	0

Variance Report

Automatically prepared

Placer County Fair

	Acct. No.	Budgeted vs. Estimated Fluctuation		2006 Budgeted	2006 Estimated	2007 Proposed	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change				\$ Change	% Change
OPERATING REVENUES:								
Admissions to Grounds	41000	-61,691	-44.1%	140,000	78,309	130,000	51,691	66.0%
Commercial Space	41500	-6,900	-23.0%	30,000	23,100	25,000	1,900	8.2%
Concessions	42000	-33,463	-28.4%	118,000	84,537	117,500	32,963	39.0%
Exhibits	43000	-2,150	-20.5%	10,500	8,351	16,200	7,850	94.0%
Horse Show	44000		#DIV/0!					#DIV/0!
Horse Racing (Live)	45000		#DIV/0!					#DIV/0!
Satellite Wagering	45005		#DIV/0!					#DIV/0!
Fair Attractions	46000	-6,748	-45.0%	15,000	8,252	12,000	3,748	45.4%
Motorized Racing	46109	-19,273	-3.4%	569,500	550,228	589,000		
Interim Attractions	46009		#DIV/0!					#DIV/0!
Miscellaneous Fair	47000	-11,847	-22.1%	53,500	41,653	46,200	4,547	10.9%
Misc. Non-Fair Programs	47005		#DIV/0!					#DIV/0!
Interim Revenue	48000	31,484	8.5%	368,500	399,984	397,500	-2,484	-0.6%
Prior Year Revenue Adj	49000	4,118	#DIV/0!		4,118		-4,118	-100.0%
Other Operating Revenue	49500	53,075	331.7%	16,000	69,075	20,000	-49,075	-71.0%
TOTAL OPERATING REVENUES		-53,394	-4.0%	1,321,000	1,267,606	1,353,400	85,794	6.8%
OPERATING EXPENDITURES:								
Administration	50000	-1,452	-0.5%	306,517	305,065	324,003	18,938	6.2%
Maintenance & Gen Ops	52000	-22,730	-6.3%	359,585	336,855	344,429	7,574	2.2%
Publicity	54000	2,320	3.7%	62,000	64,320	62,700	-1,620	-2.5%
Attendance Operations	56000	16,072	40.0%	40,200	56,272	57,779	1,507	2.7%
Miscellaneous Fair	57000	11,634	30.6%	38,000	49,634	47,750	-1,884	-3.8%
Misc. Non-Fair Programs	57005	-5,872	-16.8%	35,000	29,128	35,000	5,872	20.2%
Premiums	58000	-7,320	-25.7%	28,500	21,180	23,300	2,120	10.0%
Exhibits	63000	-87	-0.3%	27,150	27,063	35,415	8,352	30.9%
Horse Show	64000		#DIV/0!					#DIV/0!
Horse Racing (Live)	65000		#DIV/0!					#DIV/0!
Satellite Wagering	65005		#DIV/0!					#DIV/0!
Fair Entertainment Expense	66000	-32,951	-23.0%	143,000	110,049	119,500	9,451	8.6%
Motorized Racing	66109	-38,814	-9.8%	397,325	358,511	372,146	13,635	3.8%
Interim Entertainment Exp	66009		#DIV/0!					#DIV/0!
Equipment (Funded by Fair)	72300	11,153	#DIV/0!		11,153	14,500	3,347	30.0%
Prior Year Expense Adj	80000	-1,924	#DIV/0!		-1,924		1,924	-100.0%
Cash (over/under)	85000	174	#DIV/0!		174		-174	-100.0%
Depreciation	90000	30,771	512.9%	6,000	36,771	38,333	1,562	4.2%
Other Operating Expense	94000		#DIV/0!					#DIV/0!
TOTAL OPERATING EXPENDITURES		-39,026	-2.7%	1,443,277	1,404,251	1,474,854	70,603	5.0%
NET EFFECT		-14,368	11.8%	-122,277	-136,645	-121,454	15,191	0

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Permanent Positions on Roster for 2007

Filled, Vacant, and Proposed

Placer County Fair

ACCT. NO.	Expenditure Classification CIVIL SERVICE CLASS TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
50100	Chief Executive Officer	9/1/2007	8	6,753.00	mo.	54,024	
			4	7,091.00	mo.	28,364	
						82,388	
	Business Services Supervisor	9/1/2007	8	4,594.00	mo.	36,752	
			4	4,824.00	mo.	19,296	
						56,048	
	Office Assistant		12	13.23	hr.	23,391	
	Contracts Representative		12	14.00	hr.	29,120	
	Administrative Overtime					2,363	
	TOTAL 50100 ACCOUNT						
52100	Senior Maintenance Worker		12	3,106.75	mo.	37,281	
	Maintenance Worker		12	15.49	hr.	32,214	
	Maintenance Worker		12	13.79	hr.	28,676	
	Groundskeeper		12	11.00	hr.	22,880	
	Maintenance Overtime					14,275	
	TOTAL 52100 ACCOUNT						

Temporary Positions Proposed for 2007

Placer County Fair

ACCT. NO.	Expenditure Classification POSITION TITLE	# Employed		Length of Employment		Pay Rate		Amount Budgeted	
		Last Year	This Year	No.	Unit	Amount	Per Unit	Detail	Account Totals
		50200	Office Assistant Seasonal	1	1	4	mo.	11.00	hr.
	TOTAL 50200 ACCOUNT								7,627
52200	Janitor (1/2 time)	1	1	12	mo.	10.00	hr.	10,400	
	TOTAL 52200 ACCOUNT								10,400
56101	Ticket Sellers/Takers	45	45	4	days	varies		17,000	
	TOTAL 56101 ACCOUNT								17,000
63101	Exhibit Supervisor		1	6	mo.	14.00	hr.	14,560	
	Livestock Clerks	6	4	1	mo.	varies		2,000	
	Exhibit Clerks	6	6	1	mo.	varies		4,000	
	TOTAL 63101 ACCOUNT								20,560

Proposed 2007 Contractual Professional Services

Placer County Fair

ACCT. NO.	TYPE OF SERVICE	No of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted		
			Number	Unit Rate	Detail	Account	
						Totals	
50400	Website Maintenance					1,200	
	TOTAL 50400 ACCOUNT						1,200
54200	Marketing Director	1				7,000	
	Photographer	1				200	
	TOTAL 54200 ACCOUNT						7,200
56200	Security Services					20,000	
	Emergency Medical Services					5,000	
	TOTAL 56200 ACCOUNT						25,000
63300	Building Sitters					300	
	Building Supervisor	1				1,200	
	Livestock Superintendent	1				1,500	
	TOTAL 63300 ACCOUNT						3,000
66200	Professional Lighting Services					17,000	
	Stage & Sound					8,000	
	Entertainment Booking Company					3,000	
	TOTAL 66200 ACCOUNT						28,000

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**PROPERTY, PLANT & EQUIPMENT
PROPOSED ACQUISITIONS & DISPOSITIONS**

Placer County Fair
(Legal Name of Fair)

Roseville
(Location)

	Estimated 2006	Proposed 2007
PROPERTY, PLANT & EQUIPMENT (PP&E), January 1:	369,056	937,795
ACQUISITIONS OF FIXED ASSETS		
Land	0	0
Buildings & Improvements:		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Building Improvements	0	0
Leasehold Improvements	487,268	227,500
New Construction	0	0
Construction in Progress	0	0
Equipment	97,730	0
Other Fixed Assets	0	0
Other	0	0
TOTAL ACQUISITIONS OF FIXED ASSETS	584,996	227,500
TOTAL PP&E BEFORE DISPOSITIONS & DEPRECIATION	954,052	1,165,295
DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):		
Land	0	0
Buildings & Improvements	0	0
Equipment	16,257	0
Other Fixed Assets	0	0
Other	0	0
TOTAL DISPOSITIONS OF FIXED ASSETS	16,257	0
PP&E BEFORE DEPRECIATION, December 31	937,795	1,165,295
DEPRECIATION:		
Accumulated Depreciation, January 1	224,088	244,602
Less A/D on Dispositions of Fixed Assets above	(16,257)	0
Annual Depreciation Expense (from page 10)	36,771	36,333
Accumulated Depreciation, December 31	244,602	282,935
PP&E, NET OF DEPRECIATION, December 31	693,193	882,360
LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)	0	0
INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)	693,193	882,360

NOTE: Enter all numbers as a positive.

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**NON-FAIR FUNDS RECONCILIATION
FOR CAPITALIZED PROJECTS**

Placer County Fair
(Legal Name of Fair)

	Account Number	Estimated 2006	Proposed 2007
SUMMARY: January 1, 2007 to December 31, 2007			
PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue)		\$0	\$0
RESOURCES ACQUIRED (Both cash rec'd & funds held at CCA)			
Revenue Generating Funds	31900		
Major Maintenance (MMP) Funds	31900		
ADA Funds	31900		
Emergency Repairs Funds	31900		
Flex Capital. Mil. Flex Funds (Used for capitalized assets only)	31900		
Grants from Outside Entities	31900	189,322	165,500
Other (Specify)	31900	241,000	41,000
TOTAL RESOURCES		430,322	206,500
RESOURCES APPLIED (Run through Fair's accounting system) :			
Construction in Progress	19000		
Land	19100		
Buildings & Improvements	19200		
Equipment	19300	133,000	
Leasehold Improvements	19400	297,322	206,500
Other (Specify)			
TOTAL Non-Fair Funds Run Through Fair's Books		430,322	206,500
RESOURCES APPLIED (Paid directly by CCA)			
Construction in Progress	19000		
Land	19100		
Building & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
TOTAL Non-Fair Funds Paid Directly by CCA		0	0
FUNDS REMAINING (Show as deferred revenue)		\$0	\$0

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RECONCILIATION OF NON-FAIR FUNDS
USED FOR OPERATING PURPOSES

PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue) \$0.00 \$0.00

Other Resources Acquired:

Description:	Estimated 2006	Proposed 2007
TOTAL FUNDS RECEIVED - ACCOUNT # 34000	Total	
	\$0.00	\$0.00

Expenditures:

Account	Description	Estimated 2006	Proposed 2007
TOTAL EXPENDITURES - ACCOUNT # 94500 (to Page 10)		0.00	0.00
FUNDS REMAINING (Show as deferred revenue)		\$0.00	\$0.00

SUMMARY OF SATELLITE WAGERING

SW-1

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
SATELLITE WAGERING REVENUE :					
Admissions - General and Season	45115				
- VIP Area	45125				
Track Commissions (2% .6%, etc)	45205				
Program Sales	45305				
Concessions	45405				
Parking	45505				
Novelties/Souvenirs	45605				
Comcheck	45705				
Promotional and Advertising	45805				
Other - Sponsor revenue	45915				
- Impact Fees	45925				
- Miscellaneous (Explain)	45935				
- Reimbursement (Explain)	45945				
Prior Year Revenue Adjustment	49005				
TOTAL (Forward to Page 4)	45005	0	0	0	0
SATELLITE WAGERING EXPENSE:					
Labor Costs	65105				0
Employee Benefits	65115				
Payroll Taxes	65125				
Worker's Compensation Insurance	65135				
Travel/Training	65205				
Management Time	65315				
Professional Services & Contracts	65325				
Equipment Replacement Fund and/or Sinking Fund	65405				
Publicity and Marketing	65505				
Supplies & Expense - General (office, janitorial & maint)	65615				
- Programs, Concessions, Parking	65625				
Leases and/or Rentals	65705				
Fuel & Utilities	65805				
CHRB /CARF/Impact Fees	65905				
Other (Explain)	65915				
Prior Year Expenditure Adjustment	80005				
Cash Over/Under	85005				
TOTAL (Forward to Page 9)	65005	0	0	0	0
NET EFFECT		0	0	0	0

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Satellite Wagering Labor Detail

SW.2

Placer County Fair											
	FULL TIME		PART TIME (PI) WITH BENEFITS		PART TIME (119 day) WITHOUT BENEFITS		CONTRACT		TOTALS		
	#	AMOUNT	#	AMOUNT	#	AMOUNT	#	AMOUNT	#	AMOUNT	
Satellite Facility Supervisor											
Asst. Satellite Facility Supervisor											
Satellite Facility Adm./Prog. Clerks											
Satellite Facility Janitors											
Satellite Facility Security Guards											
Satellite Facility Parking Attendant											
Publicity and Marketing											
Operations											
Overtime											
Other (List)											
Sub-Total Labor Only		0		0		0		0		0	0
Employee Benefits											
TOTAL SATELLITE WAGERING LABOR	0	0	0	0	0	0	0	0	0	0	0

Summary of Motorized Racing (Fair-produced)

MR

Placer County Fair

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
MOTORIZED RACING REVENUES:					
Admissions		368,637	388,000	320,032	354,000
Concessions		69,954	65,000	67,986	72,000
Parking					
Sponsorships (List)		12,650	25,000	20,064	25,000
Advertising Sales					
Novelty Sales					5,000
Prior Year Revenue Adjustment				2,825	
Other (List)		136,967	91,500	139,321	133,000
TOTAL (Carries to Page 4)	46109	588,209	569,500	550,228	589,000
MOTORIZED RACING EXPENDITURES:					
Labor Costs		106,778	97,325	86,763	98,146
Supplies & Expense		6,645	10,000	20,494	15,000
Publicity and Marketing		12,808	15,000	11,584	13,500
Professional Services		30,996	35,000	35,525	35,000
Miscellaneous		4,623			
Prizes		153,929	140,000	137,485	140,000
Insurance		40,476	45,000	45,693	48,000
Sanitation		941	2,000	2,598	2,500
Prior Year Expenditure Adjustment				-521	
Cash over/under		-1,472		250	
Other (List)		28,104	53,000	18,641	20,000
TOTAL (Carries to Page 9)	66109	383,827	397,325	358,511	372,146
NET EFFECT					
		204,382	172,175	191,716	216,854
Number of Racing Days		27	29	27	30
Total Number of Races		27	29	27	30

Motorized Racing Labor Detail

MRL

Placer County Fair

	FULL TIME		PART TIME WITH BENEFITS		PART TIME WITHOUT BENEFITS		CONTRACT		TOTALS	
	#	AMOUNT	#	AMOUNT	#	AMOUNT	#	AMOUNT	#	AMOUNT
Director of Competition					1	11,000.00			1	11,000.00
Host					1	6,975.00			1	6,975.00
Assistant Host					1	3,875.00			1	3,875.00
ScoreKeepers					2	7,750.00			2	7,750.00
Fire Crew					4	9,300.00			4	9,300.00
Vehicle Technicians					6	18,600.00			6	18,600.00
Flagman					1	4,650.00			1	4,650.00
Ramp Steward					1	2,325.00			1	2,325.00
Gale Cashiers					4	13,175.00			4	13,175.00
Ticket Takers					3	3,255.00			3	3,255.00
Announcer					1	8,525.00			1	8,525.00
Kids Club Host					1	1,550.00			1	1,550.00
Novelty Booth Cashier					1	1,750.00			1	1,750.00
Payroll Taxes									0	0
Workers Compensation									0	0
Less 2 Rain Out Days									0	(7,010.00)
TOTAL MOTORIZED RACING	0	0.00	0	0.00	27	98,146.00	0	0.00	27	98,146.00

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BUDGET VARIANCE EXPLANATION

Exhibit 1

Fair Organization:	Placer County Fair	<u>2006 Budget to Estimate</u>	<u>2006 Estimate to 2007 Proposed</u>
<u>Accounts</u>			
41000 Admissions	Temperatures during all four days of fair ranged from 106° to 108° and greatly affected fair attendance. Revenue Protection Funds offset a portion of this drop in revenue (see Acct. 49500).	We are optimistic that the chances of another heat wave during fair is slim, and are therefore projecting a normal attendance level.	
41500 Commercial	No significant change.	No significant change.	
42000 Concessions	Temperatures during all four days of fair ranged from 106° to 108° and greatly affected attendance. Both the food concessions and the carnival were well below average. Revenue Protection Funds offset a portion of this drop in revenue (see Acct. 49500).	Again, we are optimistic that the 2007 fair will not be adversely affected by such high temperatures.	
43000 Exhibits	No significant change.	No significant change.	
44000 Horse Show	N/A	N/A	
45000 Horse Racing	N/A	N/A	
45005 Satellite Wagering	N/A	N/A	
46000 Fair Attractions	No significant change.	No significant change.	
46009 Interim Attractions	N/A	N/A	

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BUDGET VARIANCE EXPLANATION

Exhibit 1

Fair Organization:	Placer County Fair	<u>Accounts</u>	<u>2006 Budget to Estimate</u>	<u>2006 Estimate to 2007 Proposed</u>
46109	Motorized Racing	No significant change.	No significant change.	
47000	Misc. Fair	Temperatures during all four days of fair ranged from 106° to 108° and greatly affected attendance, resulting in a decrease of parking revenues. Also, sponsorships did not meet expectations.	No significant change.	
47005	Misc. Non-Fair	N/A	N/A	
48000	Interim	No significant change.	No significant change.	
49000	PY Revenue Adj.	Unanticipated prior year revenue was received.	Do not anticipate any prior year revenue.	
49500	Other Ops Rev	Due to the extreme heat during fairtime, we were awarded a \$50,000 Revenue Protection settlement.	Do not anticipate receiving Revenue Protection funds in 2007.	
50000	Administration	No significant change.	No significant change.	
52000	Maintenance/Gen. Ops	No significant change.	No significant change.	
54000	Publicity	No significant change.	No significant change.	

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BUDGET VARIANCE EXPLANATION

Exhibit 1

Fair Organization:	Placer County Fair	<u>Accounts</u>	<u>2006 Budget to Estimate</u>	<u>2006 Estimate to 2007 Proposed</u>
56000	Attendance Ops	The fair contracted with an automated ticketing company for gate admissions. This expense was not projected when preparing the 2006 budget. Admission staffing was also higher than anticipated.	No significant change.	No significant change.
57000	Misc. Fair	Increase is due mainly to a reclassification of accounts. Also, because the new fencing project was not completed as planned, it was necessary to rent temporary fencing to control admissions during fairtime.	No significant change.	No significant change.
57005	Misc. Non-Fair	No significant change.	No significant change.	No significant change.
58000	Premiums	No significant change.	No significant change.	No significant change.
63000	Exhibits	No significant change.	No significant change.	No significant change.
64000	Horse Show	N/A	N/A	N/A
65000	Horse Racing	N/A	N/A	N/A
65005	Satellite Wagering	N/A	N/A	N/A
66000	Fair Entertainment	The main event scheduled for Thursday night cancelled and was not replaced. Cuts were made in other areas to keep costs below projected.	No significant change.	No significant change.

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BUDGET VARIANCE EXPLANATION

Exhibit 1

Fair Organization: **Placer County Fair** 2006 Budget to Estimate 2006 Estimate to 2007 Proposed

Accounts

66109	Motorized Racing	No significant change.	No significant change.
66009	Interim Entertainment	N/A	N/A
72300	Equipment	Though we did not budget for equipment purchases, we required several emergency purchases to replace old equipment (mainly computers and maintenance equipment).	No significant change.
80000	PY Expense Adj.	N/A	N/A
85000	Cash (over/under)	N/A	N/A
90000	Depreciation Expense	Due to the large amount of new construction and large equipment purchases, depreciation expense has increased.	No significant change.
94000	Other Operating Expense		


 CEO Signature


 Board President Signature

Date 11/17/06

Date 11/17/06

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