

**4th District Agricultural Association
Approximate Cost to Produce Fair without Facilities Response To City's Request for Different
Business Models (as of 6/12/2023)**

INCOME	Fair Only	Manage Interim	Status Quo-based on 2022 estimate on '23 Budget
Admissions to Grounds	\$ 700,000	\$ 700,000	\$ 683,696
Concession & Vendor Revenues	\$ 200,000	\$ 200,000	\$ 202,715
Exhibits	\$ 45,000	\$ 45,000	\$ 47,632
Parking	\$ 19,000	\$ 19,000	\$ 18,469
Miscellaneous Fair Income	\$ 100,000	\$ 100,000	\$ 101,623
Other Operating Revenue (mainly interest)	\$ 18,000	\$ 18,000	\$ 28,391
Ag Days & Prior Year Adjustments	\$ 3,000	\$ 3,000	\$ 2,715
Total Fair	\$ 1,085,000	\$ 1,085,000	\$ 1,085,241
Non-Fair Income			
Rental of Buildings/Grounds-Permanent tenants			\$ 430,094
Utility Fee Reimbursement - Permanent Tenants			\$ 73,521
Speedway Revenues - rents & parking (In "Manage Interim" Scenario- 4th DAA maintains parking)		\$ 15,000	\$ 105,223
Rental of Buildings - temporary		\$ 30,000	\$ 37,961
Rental of Grounds - temporary		\$ 99,000	\$ 110,277
Equipment Rental - temporary		\$ 14,000	\$ 16,963
Concession Commissions - temporary		\$ 10,000	\$ 11,700
Interim Security - fees reimbursed by renters		\$ 142,000	\$ 137,767
Miscellaneous		\$ 19,000	\$ 17,955
Large-scale public events (Rent, parking & Security fees charged) Note: This line item reduces some of the other revenues above because of facility use		\$ 150,000	
SUBTOTAL	\$ -	\$ 479,000	\$ 941,461
TOTAL-OPERATING REVENUES	\$ 1,085,000	\$ 1,564,000	\$ 2,026,702

Pandemic Relief (2022 One Time Funding) \$780,000			\$ -
Capital Project Reimbursement (2022 PSPS) \$313,907			\$ -
AB 1499 Funds (Uncertain)	\$ -	\$ -	\$ -
Base Allocation	\$ 25,000	\$ 25,000	\$ 38,190
TOTAL RESOURCES ACQUIRED (Operating & State Funding)	\$ 1,110,000	\$ 1,589,000	\$ 2,064,892

EXPENSES			
	Fair Only	Manage Interim	Status Quo-based on 2022 estimate on '23 Budget
ADMINISTRATION (Even without Fair, year-round costs)			
Administration Fulltime Salaries (CEO & AGPA), including overtime	\$ 200,000	\$ 200,000	\$ 271,390
Administration Part-Time Office Asst	\$ 6,000	\$ 6,000	\$ 72,353
Workers Comp	\$ 6,200	\$ 6,200	\$ 10,555
Contacted Services - Admin	\$ 13,000	\$ 13,000	\$ 35,485
Directors Expense	\$ 2,000	\$ 2,000	\$ 1,418
Employee Travel & Training	\$ 3,000	\$ 3,000	\$ 3,909
Office Supplies	\$ 20,000	\$ 24,000	\$ 4,811
Telephone	\$ 13,000	\$ 13,000	\$ 12,822
Postage	\$ 4,000	\$ 4,000	\$ 2,618
Dues & Subscriptions	\$ 10,000	\$ 10,000	\$ 6,441
General Liability Insurance	\$ 40,000	\$ 90,000	\$ 88,690
Office Janitorial Service	\$ 6,000	\$ 6,000	
Misc Admin Expenses	\$ 10,000	\$ 10,000	\$ 9,950
Financial Audit Expense	\$ 10,000	\$ 10,000	\$ 8,800
Office Equipment (not capitalized)	\$ 5,000	\$ 5,000	
Subtotal	\$ 348,200	\$ 402,200	\$ 463,175
MAINTENANCE (Even without Fair, year-round costs)			
Maintenance Fulltime Senior Maintenance (includes benes, taxes)	\$ -	\$ 86,800	\$ 202,501
Maintenance Part Time Worker (includes taxes)	\$ 80,000	\$ 25,000	
Workers Comp	\$ 2,400	\$ 3,400	\$ 9,339
Moving Equipment Maintenance/Rental	\$ 25,000	\$ 25,000	\$ 37,610
Utilities			\$ 194,542
Trash	\$ 25,000	\$ 35,000	\$ 51,423
Supplies, Repairs, Non-Capitalized Equip	\$ 40,000	\$ 50,000	\$ 56,544
Misc			\$ 376

**4th District Agricultural Association
Approximate Cost to Produce Fair without Facilities Response To City's Request for Different
Business Models (as of 6/12/2023)**

	Fair Only	Manage Interim	Status Quo-based on 2022 estimate on '23 Budget
Subtotal	\$ 172,400	\$ 225,200	\$ 552,335
NON-FAIR-INTERIM RENTAL			
Wages, Taxes, WC (booking employee & event manager)		\$ 96,260	
Interim Security		\$ 132,000	\$ 131,451
Ag Day	\$ 2,200	\$ 2,200	\$ 2,010
Misc			\$ 60
Large-scale public events (interim security, other)		\$ 50,000	
Subtotal	\$ 2,200	\$ 280,460	\$ 133,521
FAIRTIME WAGES			
Wages - Attendance (Including Info Booth)	\$ 30,000	\$ 30,000	\$ 28,696
Wages - Attractions	\$ 6,000	\$ 6,000	\$ 5,549
Wages - Exhibits	\$ 93,000	\$ 93,000	\$ 91,280
Subtotal	\$ 129,000	\$ 129,000	\$ 125,525
FAIRTIME CONTRACTORS			
Marketing & Publicity	\$ 22,000	\$ 22,000	\$ 21,853
Attendance	\$ 117,000	\$ 117,000	\$ 116,279
Exhibits	\$ 23,000	\$ 23,000	\$ 22,118
Attractions	\$ 575,000	\$ 575,000	\$ 565,763
Subtotal	\$ 737,000	\$ 737,000	\$ 726,013
FAIRTIME SUPPLIES & OTHER			
Attendance Expense	\$ 21,000	\$ 21,000	\$ 20,532
Premium Expense	\$ 49,000	\$ 49,000	\$ 47,677
Exhibits Expense	\$ 49,000	\$ 49,000	\$ 47,041
Miscellaneous Fair	\$ 4,500	\$ 4,500	\$ 4,155
Attractions Expense	\$ 21,000	\$ 21,000	\$ 19,580
Publicity Expense	\$ 50,000	\$ 50,000	\$ 43,425
Cash Over/Short	\$ 500	\$ 500	\$ 492
Subtotal	\$ 195,000	\$ 195,000	\$ 182,902
NON-FAIR EXPENSES			
Drive Thru Fair Food Event			\$ 7,046
Motorized Racing Expense (Speedway Parking)	\$ -	\$ 5,500	\$ 5,255
Non-Capitalized Equipment		\$ 10,000	\$ 28,666
Prior Year Expense Adjustment			\$ (4,443)
Subtotal	\$ -	\$ 15,500	\$ 36,524
TOTAL OPERATING EXPENSES	\$ 1,583,800	\$ 1,984,360	\$ 2,219,995
NET OPERATING INCOME/(LOSS)	\$ (473,800)	\$ (395,360)	\$ (155,103)
Shop Area Maintenance and Fencing (one time cost)	\$ 50,000	\$ 50,000	
Depreciation Expense	\$ 95,000	\$ 95,000	\$ 93,039
GASB annual actuarial adjustment (OPEB)	\$ 90,000	\$ 90,000	\$ 190,449
PERS retirement (Pension)	\$ 100,000	\$ 100,000	\$ 78,066
TOTAL RESOURCES APPLIED	\$ 1,868,800	\$ 2,269,360	\$ 2,581,549
NET RESOURCE INCREASE (DECREASE)	\$ (758,800)	\$ (680,360)	\$ (516,657)
TOTAL INVESTMENT IN CAPITAL PROJECTS			\$ 203,858

ASSUMPTION: The Association will not pay office rent, shop compound rent, or utilities for the areas the Fair occupies, including the annual Fair. The office space location to be discussed. If shop area is shared with City, note that the shop buildings are full of fair props, work areas and equipment. The outdoor space provides shared space opportunities.