

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS
OF THE NAPA COUNTY FAIR ASSOCIATION
WEDNESDAY, NOVEMBER 16, 2011
Mark Porter, Jim Keag, Karan Schlegel, Ray Edds, Rich Holston, Mike Winrod**

DIRECTORS PRESENT: Porter, Keag, Schlegel, Edds, Holston, Winrod

DIRECTORS ABSENT: None

OTHERS PRESENT: CEO Carlene Moore

VISITORS: Melanie Watson, Bev Barnes, Edie Englehard, Pat Hampton, Gary Costa, Sr, Donna Costa, Ron Schlegel, Cindy Yant, Kerri Abreu

1. CALL TO ORDER

A regular meeting of the Board of Directors of the Napa County Fair Association was held Wednesday, November 16, 2011 in the Main Office at the fairgrounds. The meeting was called to order at 7:00 PM by President Mark Porter.

2. PUBLIC COMMENT

Kerri Abreu thanked the board for the discount on the Butler Pavilion for her annual community Thanksgiving meal. Ms. Abreu questioned the procedure by which the by-laws came about and if the procedure for voting was constitutional. She read from and then presented the board with an excerpt from the United States Constitution, asking that the board pay particular attention to the handling of ballots by mail. She also recommended that a letter be sent to each of the candidates letting them know how many votes they received.

Cindy Yant commented on the board's actions at the last meeting, stating that the agenda does not allow the board to take action on any items commented on by the public and generally referred to comments made by Bill Squire at a previous meeting that she believes the board took action on and stated that this is a form of gerrymandering.

3. CONSENT CALENDAR

Director Keag moved, Director Schlegel seconded and motion carried to approve the Consent Calendar as presented.

4. COMMITTEE REPORTS

The Facilities Committee met on November 8 to prioritize facility projects for purposes of developing project budgets independent of the operating budget. The Policy Committee met on November 10 and further discussion was deferred to Items 7-a and 7-f. The Budget and Finance Committee met on November 7 and further discussion was deferred to Item 7-g.

5. CORRESPONDENCE

- a. Donovan Rivas: The Board acknowledged the thank you letter for our donation of a round of golf to his silent auction.
- b. F&E: The Board acknowledged the Supplemental Allocation Adjustment dated October 21, 2011 wherein F&E has requested \$50,000 of the Supplemental Allocation back due to a calculation error.
- c. F&E: The Board acknowledged the Supplemental Allocation Adjustment dated October 31, 2011 withdrawing the previous letter of 10/21/11, therefore leaving our Supplemental Allocation in tact.
- d. Napa Valley Museum: The Board acknowledged the thank you letter for our donation of a round of golf to their silent auction.

- e. NCGA Golf: The Board acknowledged the article naming the Mount St. Helena Golf Course as one of the best golf values in Northern California.

6. UNFINISHED BUSINESS

- a. Reclaimed Water Pond: CEO Moore reported that we have not yet received the scope of work and project estimations from CFFA.
- b. 2012 Fair Theme: As no theme suggestions had been submitted this item was postponed to the December meeting.

7. NEW BUSINESS

- a. Policy: The Policy Committee recommends the following:
 - i. Director & Employee Perks: Amend the Building Rent discount to include part-time regular employees.
 - ii. Interim Rentals: Amend the Interim Rental policies as presented to include Tucker Room sound limits and security requirements, and that equipment must remain on the property.
 - iii. Public Record Access: A statement that the Association follows the statutes of inspection rights involving mutual benefit corporations and that the membership list will not be sold or distributed for use in soliciting money or property.
 - iv. Admission Policy: Amend the admission policy regarding no outside food or beverage to include “baby food and formula excepted.”

The Committee also noted that they are reviewing the By-Laws and will be recommending changes to the balloting process and moving the regular November meeting to the second Wednesday and the annual Association meeting to the third Wednesday in November. Director Edds moved, Director Schlegel seconded and motion carried to approve the policy recommendations as presented.

- b. American Truck Historical Society: No action was necessary as the action on the previous item empowered management to waive security for their event.
- c. Calistoga Community Christmas Bazaar: CEO Moore explained that Ms. Wilson did not include use of the equipment in her request for reduced fees. After some discussion Director Edds moved, Director Holston seconded and motion carried to approve the request to waive the equipment fees for 2011 only.
- d. Golf Course Logo: This item was postponed to the December meeting to allow CEO Moore time to work with the graphic artist to incorporate the mountain range in the logo.
- e. RV Park Logo: This item was postponed to a later meeting after the golf course logo is finalized.
- f. 2012 Rates: After some discussion this Item was postponed to be included with the budget discussions at the December meeting.
- g. 2012 Budget: The 2012 Budget was presented for discussion purposes only. CEO Moore explained the budgeting philosophy applied to the 2012 Proposed Budget including allocating administrative overhead costs to each of the five business units based on the timesheet allocations from 2011. CEO Moore noted that Overhead expenses (previously Administrative and Maintenance) were reduced as a direct result of this allocation and the elimination of one full-time administrative position. Fair revenues have been budgeted to remain the same from 2011 to 2012, noting the challenges that a middle of the week holiday presents. Fair expenses have technically been reduced by \$20,000 from 2011, but appear to be increasing (as a result of the administrative allocation). Speedway revenues are projected for a complete season in 2012 with no rainouts and the offsetting Speedway expenses should every race happen have been included. Additionally, there is a \$35,000 increase due to the administrative allocation. Golf Course revenues include a 10% increase for driving range activity (which is offset by a matching expense amount for starting the driving range) and 10% increase in business for online marketing efforts that will be made. Golf Course expenses

include driving range expenses, \$25,000 due to the administrative allocation, and \$55,000 due to the proposed FT salary and benefits for a golf course maintenance position. RV Park revenues have been conservatively estimated as nearly equal to 2011, recognizing that this year started off with several RV groups cancelling or downsizing as a result of the surge in gas prices. RV Park expenses have been increased \$30,000 due to the administrative allocation. Facility revenues are projected based off an increase in rental fees for private events and a change in policy of charging for all equipment used (not including any with building rentals). Facility expenses are increased as a result of the administrative allocation, creation of a PT administrative position to oversee rentals and a PT facility attendant for setup and cleanup from events, and purchase of a floor scrubber, chairs, racks, and portable stage. Action on this item was postponed to the December meeting. In order to approve the budget in time for the December Board of Supervisors meeting, a special meeting has been scheduled for November 30.

8. LONG RANGE PLAN

- a. County Contract Renewal: This item was postponed.
- b. Business Plan Development: This item was postponed.
- c. Board & Management Relations: This item was postponed.

9. MATTERS OF INFORMATION

a. CEO REPORT:

CEO Moore reported on her attendance at the nQativ accounting conference noting that as a direct result of her attendance at the meeting we will be converting to the new AR system the week after the WFA convention. The new AR system will allow staff to enter receipts directly into the accounting system and email them to customers and will provide invoice generation and processing. Additionally, the contract processing module is nearly complete which will integrate AR, AP, and contract management into one system.

CEO Moore also reported on her attendance at the CFA Budget Workshop where fairs shared ideas for saving money or fundraising. CDFA Secretary Karen Ross gave a report of the next steps in fair governance restructure, the first of which is presentation of the consortium findings to Governor Brown. CEO Moore also came away with several ideas for fair activities and exhibits such as the change in name for ag-hort to Farm to Table and for kids, Dirt to Dish.

CEO Moore reminded the board that she will be at IAFE the week after Thanksgiving and that the office will be closed from December 19 through the end of the year, re-opening on January 2, to reduce the compensated absences liability.

- b. DIRECTORS REPORTS: None to report.

10. ADJOURNMENT

Director Holston moved, Director Schlegel seconded and motion carried to adjourn the meeting at 8:30 PM.

Certified to be a true and correct copy.

Carlene Moore
Chief Executive Officer

Date

Mark Porter
President

Date

Napa County Fair
STATEMENT OF OPERATIONS
 November 30, 2011

	Current Mo. 2011	Current Mo. 2010	Current Mo. Variance	Current YTD 11/30/2011	Prior YTD 11/30/2010	YTD Variance	Budget 2011	Remaining Budget	% of Total 2011
Revenues									
General/Overhead	95.43	300.61	(205.18)	12,333.19	7,787.09	4,545.59	6,500.00	(5,833.19)	70%
Fair	0.00	260.25	(260.25)	241,602.52	195,900.56	45,701.96	210,000.00	(31,602.52)	22%
Speedway	216.00	0.00	216.00	192,175.87	228,786.76	(36,610.89)	232,300.00	40,124.13	-16%
Golf Course	10,849.76	9,182.88	1,666.88	144,242.88	187,427.82	(43,184.94)	200,783.00	56,540.12	-22%
Campground	23,690.60	18,134.00	5,556.60	258,665.66	242,602.00	16,063.66	260,850.00	2,184.34	6%
Facilities Rental	8,154.50	7,076.00	1,078.50	99,365.59	91,516.25	7,849.34	109,350.00	9,984.41	7%
	43,006.29	34,953.74	8,052.55	948,385.71	954,020.48	(5,635.28)	1,019,783.00	71,397.29	-1%
Expenditures									
General/Overhead	44,472.76	31,057.31	13,415.45	455,714.25	494,821.70	(39,107.45)	655,120.00	199,405.75	-6%
Fair	12.00	0.00	12.00	239,874.17	244,552.67	(4,678.50)	212,728.00	(27,146.17)	-2%
Speedway	4,171.17	230.64	3,940.53	120,090.53	160,349.40	(40,258.87)	150,982.00	30,891.47	-27%
Golf Course	5,215.08	9,338.10	(4,123.02)	139,274.13	145,624.25	(6,350.12)	189,663.00	50,388.87	-3%
Campground	1,801.87	3,469.06	(1,667.19)	77,867.90	44,876.87	32,991.03	103,727.00	25,859.10	32%
Facilities Rental	126.00	385.65	(259.65)	18,550.60	25,691.54	(7,140.94)	0.00	(18,550.60)	0%
	55,798.88	44,480.76	11,318.12	1,051,371.58	1,115,916.43	(64,544.85)	1,312,220.00	260,848.42	-5%
Net Gain (Loss) Operations	(12,792.59)	(9,527.02)	(3,265.57)	(102,985.87)	(161,895.95)	58,909.57	(292,437.00)	(189,451.13)	-20%
State Allocations	0.00	0.00	0.00	143,200.00	136,400.00	6,800.00	143,200.00	0.00	5%
Other Allocations	0.00	0.00	0.00	28,000.00	48,677.38	(20,677.38)	41,323.00	13,323.00	-50%
Net Gain (Loss)	(12,792.59)	(9,527.02)	(3,265.57)	(74,985.87)	(113,218.57)	38,232.19	(251,114.00)	(176,128.13)	-15%

DRAFT

EXPENDITURES - November 2011

Check #	Vendor	Amount	Description
3200	Costco	\$ 369.04	Association dinner supplies
3201	Acushnet	\$ 165.10	GC bucket hats
3202	AT&T	\$ 303.14	Oct long distance
3203	AT&T	\$ -	Void
3204	California Camp & Trail	\$ -	Void
3205	Cal Clean Services	\$ 1,065.43	Oct restroom service
3206	Calistoga Tribune	\$ 144.00	GC and speedway ads
3207	Cal Mart	\$ 4.78	creamer
3208	Central Valley Builders Supply	\$ 253.51	propane, water truck valve
3209	CFSA	\$ 270.00	SEL
3210	City of Calistoga	\$ 7,092.14	monthly water & sewer service
3211	DBI Beverage	\$ 35.20	GC beer
3212	Department of Food & Ag	\$ 1,082.04	Oct RV electrical expansion loan payment
3213	Directv	\$ 100.76	GC monthly pro shop satellite service
3214	Becky Bailey-Findley	\$ 1,700.00	long range session facilitator
3215	Great America Leasing	\$ 76.34	monthly copier lease
3216	MegaPath	\$ 403.96	monthly office, GC, RV DSL service
3217	Mid Cal Tractor	\$ 644.86	mower parts
3218	Napa Valley Petroleum	\$ 2,403.12	fuel, diesel
3219	Office Depot, Inc.	\$ 163.97	office supplies
3220	Office Depot Credit Plan	\$ 21.59	computer cable
3221	PG&E	\$ 6,550.94	monthly electric and gas service
3222	Porters Repair	\$ 72.80	Ford F150 service
3223	Rainbow Ag Services	\$ 284.39	oil, fuel filter, belts
3224	Silverado ACE Hardware	\$ 19.23	duct tape, light bulbs
3225	Standard Insurance Co	\$ 5.40	monthly employee life insurance
3226	Target Specialty Products	\$ 245.45	GC insecticide
3227	Teller Express	\$ 19.95	monthly ATM cell service
3228	The Coffee Guy	\$ 25.50	GC coffee
3229	Upper Valley Disposal	\$ 866.99	monthly trash removal
3230	V&G Event Services	\$ 200.00	LA#11-027 event security
3231	Costco	\$ 150.64	Association dinner supplies
3232	AT&T Mobility	\$ 127.04	monthly after hours and CEO cell phone
3233	Bank of America	\$ 1,513.91	nQativ hotel, airfare, long range planning session, RV booking fees
3234	Employment Development Dept	\$ 16,104.00	3rd quarter unemployment insurance
3235	Calistoga Lions Club	\$ 3,697.50	parking attendants for Civil War, LVC, and AMA
3236	Change Fund	\$ 2,000.00	ATM change fund
3238	Acushnet	\$ 98.21	GC golf balls
3239	AT&T	\$ 265.29	Oct local & long distance
3240	Joseph Branum	\$ 560.00	tree trimming service
3241	Calistoga Rotary Club	\$ 510.00	LA11-027 refund deposit
3242	Calistoga Tribune	\$ 144.00	GC and RV ads
3243	CFSA	\$ 5,829.20	general liability ins, workers comp, paynet, flexnet, dental
3244	Patrick Clark Consulting	\$ 250.00	monthly retainer
3245	Coca-Cola Refreshments	\$ 43.80	GC water, soda
3246	County of Napa	\$ 5,913.93	GC water, soda
3247	DBI Beverage	\$ 38.60	GC beer
3248	John Deere Financial	\$ 644.86	mower parts
3249	Department of Food & Ag	\$ 1,114.50	Nov RV electrical expansion loan payment
3250	Diverse Network Associates	\$ 129.00	monthly email & web hosting
3251	Great America Leasing	\$ 76.34	monthly copier lease
3252	Markstein Beverage	\$ 40.40	GC beer
3253	Edgar Massoletti	\$ 124.97	GC supplies reimbursement

3254	McMillan Shureen LLP	\$	2,997.90	PNC litigation
3255	Napa County Tax Collector	\$	23.75	possessory interest tax balance
3256	Robert Pochini	\$	1.02	reimburse gopher traps
3257	Quality Janitorial & Carpet Cleaning	\$	280.00	Garden Room, board room, 2nd residence carpet cleaning
3258	Rainbow Ag Services	\$	62.17	oil, bearing, nut
3259	Simple Office Solutions	\$	43.52	monthly copier maintenance
3260	Upper Valley Disposal	\$	1,352.07	monthly trash removal
3261	Whispering Pines of Calistoga	\$	21.30	office & shop drinking water

TOTAL**\$ 68,747.55**

Contract #	Renter Dates	Item 3-d-i & ii Amount
INTERIM AGREEMENTS		
11-104	Jan Massoletti/Jan Massoletti <i>Friday, November 25, 2011</i>	\$125.00
11-105	Calistoga Cub Football/Taylor Martin <i>Friday, December 9, 2011</i>	\$225.00
11-106	Susan DeGregory/Susan DeGregory <i>Thursday, December 8, 15 & 22 2011</i>	\$40.00 per hour

RV AGREEMENTS

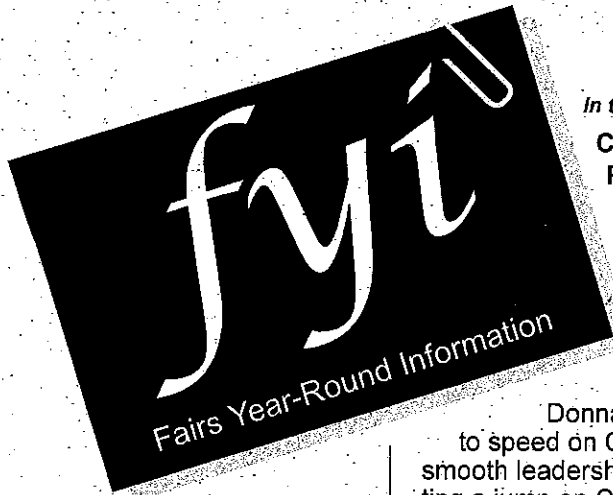
12-301	Good Sam Mateans/Madlyn Del Grande <i>March 2 - 4, 2012 - 10 units for 2 nights</i>
12-302	Chico Elks RV'ers/Mark Johnsen <i>March 22 - 25, 2012 - 25 units for 3 nights</i>
12-303	10-10 Travel Club/Linda Azebedo <i>April 12 - 15, 2012 - 23 units for 3 nights</i>
12-304	Auburn Elks RV Group/Lee Thorpe <i>April 19 - 22, 2012 - 35 units for 3 nights</i>
12-305	Top of the Bay RV Group/Alvin Appel <i>April 20 - 22, 2012 - 12 units for 2 nights</i>
12-306	Far North 10-10 Travel Club/Bill Kipp <i>April 25 - 29, 2012 - 15 units for 4 nights</i>
12-307	Golden West of WBCC I/Nancy Harrington <i>May 3 - 7, 2012 - 25 units for 4 nights</i>
12-308	Wagon Wheelers/Frank Herwatt <i>May 7 - 12, 2012 - 15 units for 5 nights</i>
12-309	Chardonnay Travelers/Sue Chambers <i>May 18 - 21, 2012 - 14 units for 3 nights</i>
12-310	Rovin' Big Horns/Denise Valdez <i>May 31 - June 3, 2012 - 12 units for 3 nights</i>
12-311	Yuba Sutter Histum Yani/Irene McConnell <i>June 7 - 10, 2012 - 12 units for 3 nights</i>
12-312	The Red Mountaineers/Tommy Redwine <i>June 8 - 10, 2012 - 12 units for 2 nights</i>
12-313	Diablo Travelers/Brenda Engberson <i>June 14 - 17, 2012 - 15 units for 3 nights</i>
12-314	Almaden Cycle Touring Club/Susan Francks <i>June 20 - 21, 2012 - 20 units for 1 nights</i>
12-315	Ben Ali Bedouins/Ron Eggleston <i>July 18 - 22, 2012 - 15 units for 4 nights</i>
12-316	Sacramento Trail Blazers/Kathryn Beckham <i>August 9 - 12, 2012 - 20 units for 3 nights</i>

Contract #	Renter Dates	
12-317	Cervantes Trailer Club/Brenda Moore <i>August 23 - 26, 2012 - 10 units for 3 nights</i>	
12-318	Capital City Campers Club/Birgitta Ostlund <i>August 26 - 30, 2012 - 12 units for 4 nights</i>	
12-319	Gold Country Travelers/Carmen E. Harris <i>September 20 - 23, 2012 - 15 units for 3 nights</i>	
12-320	Gold Dusters/Roger Sharrer <i>October 5 - 7, 2012 - 15 units for 2 nights</i>	
12-321	Foothill 49'ers/Gordon Lipp <i>October 10, - 25 units for 4 nights</i>	
12-322	Rebounders/Kay Luff <i>October 11 - 14, 2012 - 15 units for 3 nights</i>	
12-323	Cowtown Campers/Adrian Ruddell <i>October 17 - 20, 2012 - 10 units for 3 nights</i>	
12-324	Golden Bear Winnies/Amy Graham <i>October 19 - 21, 2012 - 13 units for 2 nights</i>	
12-325	RV Friends/Rosemary Hood <i>October 26 - 29, 2012 - 16 units for 3 nights</i>	
12-326	FMCA Ambassador Club/Art Nishikawa <i>November 1 - 4, 2012 - 15 units for 3 nights</i>	
12-327	California Camp & Trail/Sharon Van Blaricom <i>November 2 - 4, 2012 - 20 units for 2 nights</i>	
12-328	Movin' Moose/Mike Shores <i>August 16 - 22, 2012 - 21 units for 7 nights</i>	
12-329	Draggin' Wagons/Betty Sagaser <i>November 9 - 11, 2012 - 10 units for 2 nights</i>	

*Thank you for your generous
donation to our fundraising
efforts for
The Mike Trethewey Fund.*

It was a tremendous success!

Napa City Firefighters Association



In the Loop!

CFSA's Incoming Executive Director Prepares to Hit the Ground Running

On December 31, Donna Bardaro, CFSA's executive director, will retire and officially hand over the agency's reins and corner office to Becky Bailey-Findley, CFSA's incoming director. Eager to get started, Becky is currently coming into CFSA's offices a few days a week to meet with

Donna and CFSA staff. Her goal? To get up to speed on CFSA's day-to-day activities ensuring a smooth leadership transition come January. She's also getting a jump on CFSA's Five-Year Strategic Plan, which emphasizes the importance for CFSA to actively identify and research areas where the agency can assist its members with new programs and/or services.

In addition to her time in the office, Becky is also venturing out to visit Sacramento's other fair-related agencies and hitting the road, joining CFSA staff on several fair visits. The reason for her visits is twofold: 1) to learn more about how the other agencies and the fairs use CFSA's programs and services, and 2) to ask about any new programs or services the agencies and fairs can suggest that could help them with the challenges they're anticipating down the road.

CFSA and the pools are strong and stable, Becky notes, putting CFSA in an excellent position to help its members and fellow agencies now and long into the future.

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Kern County Fairgrounds to Host Maintenance Mania '12. And it's Still Free! Mark Your Calendars for February 7 - 9

Online sign ups are now being accepted for Maintenance Mania 2012 training. Simply go to www.maintenancemania.com and click on "Register Online." All California fair management and fair maintenance staff are invited to attend, as are WFA service members (\$75 materials fee). Participation is still free!

The 2012 event is condensed into one session and location - the Kern County Fairgrounds - and slated to begin Tuesday, February 7 (so there's no overtime travel) and ending on Thursday, February 9 after lunch.

Continued on other side

Imagine This! The 2012 WFA Convention Heads for Anaheim, California. Register Early and Save!

Join colleagues and fair-related professionals from throughout the western United States and Canada for four activity-packed days of education, networking and entertainment at the 89th annual Western Fairs Association Convention and Trade Show, Sunday - Wednesday, January 8 - 11. And when you register for the Convention and reserve your hotel room

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Order Now: 2012 Employee Right-to-Know Posters

All fairs will receive an order form for 2012 Employee Right-to-Know Posters with their November "Purchasing Notes" from CFSA buyer, Cailee DeFoe. Issued by the California Chamber of Commerce, these posters are in full compliance with all California regulations and requirements, and are available in English and Spanish.

Cailee is also preparing her annual fall order for W2 and 1099 forms. If your fair needs forms, please contact Cailee as soon as possible at 916/263-6191 or cdefoe@cfsa.org.

The Unemployment Insurance Reimbursement Fund Program Has Ended

Rick Wood, CFSA's assistant director - Finance, reports that current requests for unemployment insurance reimbursement already exceed the remaining reserves in the Unemployment Insurance Reimbursement Fund. (Reimbursements are provided on a first come, first served basis.)

If you have any questions about the Fund or your fair's reimbursement request, contact Rick at 916/263-6147 or rwood@cfsa.org.

FYI is Going Online Only!

Beginning in January 2012, the *fyi* newsletter will be delivered by email only. Not only will this save on postage and paper, but it will enable the newsletter to include photos and other online perks. The big question is, does CFSA have your email address?

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2012 CFSA Special Events Program Rates to Remain the Same as in 2011

Lianne Lewellen, CFSA's risk analyst and Special Events program expert, announced that Special Event rates will stay the same in 2012 as they are this year.

If you need additional Special Events receipts, brochures or Rate Cards, please contact Lianne at 916/263-6145 or llewellen@cfsa.org.

Meet Steve Kushida, CFSA's New Workers' Compensation Administrator

Some fairs may remember Steve Kushida from last year when he filled in for Patti Nevin, CFSA's long-time workers' compensation administrator, for several weeks. When Patti announced her plans to retire at the end of

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"It's more fun to be a pirate than to join the navy."

~ Steve Jobs



November 18, 2011
Issue 8, Volume 21

Let's hear from you!
Contact *fyi* at:
916/263-6163
Fax: 916/646-1238
mthurber@cfsa.org
Visit our Web site:
www.cfsa.org
Join us on Facebook!

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"The early bird may get the worm, but the second mouse gets the cheese."

~ Jon Hammond

fyi

November 18, 2011
Issue 8, Volume 21

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CFSA is on Facebook!

CFSA current events, program updates, convention news, safety training tips, info alerts. You'll find these and more on our new Facebook page.

To make sure you're in the CFSA Facebook loop, click the "Like" button on our page. Simply go to Facebook and Search: California Fair Services Authority. You'll also find a link on our web page at www.cfsa.org.

Bailey-Findley, continued

While at CFFA (as interim executive director in 2011) Becky was inspired by the camaraderie and teamwork among all of Sacramento's fair agencies as they worked together toward the common goal of helping California's fair industry grow and succeed.

"It's exciting - even in these challenging times - to be a part of CFSA and the fair industry. I'm looking forward to the opportunity to help CFSA grow in value to its members and to in contributing toward the overall goal of helping California's fair industry thrive."

As for that rumor she's heard that she'll be commuting from her home in Southern California to her job in Sacramento, Becky responds that because "there's no traffic in Sacramento," she'll soon be living in a charming home freeway-close to CFSA (although she is always open to a meeting in So Cal on Fridays or Mondays!).

Have some thoughts, concerns or ideas to share with Becky? Contact her at 916/921-2213 or at baileyfindley@cfsa.org.

WFA Convention, continued

by December 15, you'll cash in on the lowest Convention fee in 20 years - \$200 - and a special Anaheim Marriott room rate of \$99 plus tax.

On the Agenda

From the Keynote speakers (Kelly McDonald and Garrison Wynn) to the long list of educational events (from forming a nonprofit association to marketing strategies) and member meetings, you'll find timely tips and ideas galore. Don't miss the Trade Show on Monday and Tuesday, and check out the ticketed events too, including the Imagination Ball and Industry Awards Celebration.

How to Register

You can register for the Convention and for all ticketed events online at www.wfaconvention.com (click on "Overview"), or on-site (a \$50 surcharge per registration will be added).

You can also make your hotel reservations from www.wfaconvention.com. Click on "Hotel Information" under "Overview."

Maintenance Mania 2012, continued

New for the year are training sessions on E. coli, pesticides, and CalOSHA compliance. A full listing of events is on the Maintenance Mania website.

Need Equipment Certification?

Tuesday is your day for hands-on equipment training and certification testing (applicants must have minimum drive time). Certification space is limited; first come, first served. Please sign up in advance.

Stay at Hotel Rosedale and Save

Make your hotel reservations by January 23, 2012, and save with Hotel Rosedale's special Maintenance Mania room rate of \$53 (plus tax and \$3.50 resort fee) per night. A Continental breakfast is included! Go to www.HotelRosedale.com or call toll free: 1-800/430-7627 (Local: 661/327-0681).

The hotel is located at 2400 Camino Del Rio Court, Bakersfield, CA 93308. And remember to mention you're with Maintenance Mania.

Questions? Contact Charlie Wiglesworth at CFSA: 916/263-6183 or cwiglesworth@cfsa.org.

FYI online, continued

If you're a fair manager whose email hasn't changed in the past few months, you're good to go. CFSA has your information.

For everyone else, if you would like to continue to receive the *fyi* newsletter, please send an email to *fyi* editor: mthurber@cfsa.org. (Your email information will not be shared.)

The newsletter will also continue to be posted on CFSA's website under "Publications."

Steve Kushida, continued

last month, Steve's experience and familiarity with CFSA made him the ideal candidate to step into the agency's workers' compensation administrator's role.

A 25-year veteran of the workers' compensation industry, Steve started his career with the State Compensation Insurance Fund (SCIF). Since then, he's worked at several other agencies, as well as for himself as an independent contractor in both the public and private sectors.

To ensure that Steve's transition back into CFSA was as seamless as possible for pool members and current claimants, Patti and Steve worked closely together for several weeks prior to her leaving on current claims, policies and procedures.

If you have any questions about an existing workers' compensation claim, or about workers' compensation in general, Steve is now the expert to call. You can reach him at 916/263-6172 or by email: skushida@cfsa.org.

Thanksgiving Holiday
Agency Hours

CARF, CFSA, CFFA, F&E and WFA
will be closed Thursday and Friday,
November 24 and 25

Carlene Moore

From: Bob Bellino [bob-bellino@sbcglobal.net]
Sent: Monday, November 28, 2011 7:11 AM
To: Carlene Moore
Subject: Facilities expenses and date

Carlene,
Sorry for the delay in getting back to you. As for facility improvements, rest rooms and lighting were the two big extra costs for me (about \$7,000). As for dates, I keep avoiding making the inevitable decision but I just don't see that I can come back. Even if I eliminated all my extra expenses (jumbotron, motorcycle show, Grand Marshalls dinner, extra lighting, fencing, and porta johns) I would be at break even at best. I need 4000 to 5000 tickets sold to make it work and with only 3000 seats that is hard to do. Originally I felt that the infield would be" the place to be" but given this year's outcome that probably won't happen until we can develop a younger fan base who won't mind hanging out in the infield without a seat.

There is still a possibility of bringing a non-national race to Calistoga but at this point I don't want to hang you up any longer. I am releasing any dates you may have been holding so you can take advantage of opportunities to fill those dates.

It has been great working with you and I will continue to look for ways to bring motorcycle racing back to Calistoga.

Bob Bellino
Sacramento Mile-July 28, 2012
AMA Flat Track Finals-Los Angeles-2012
www.CalistogaFlatTrack.com
Phone: 707-703-3633
Mobile: 415-518-1116
Fax: 707-546-2566
bob@calistogaflattrack.com

2012 Fair Theme Suggestions

A Grape Time

Celebrate!

Harvesting Traditions

Reach for the Stars

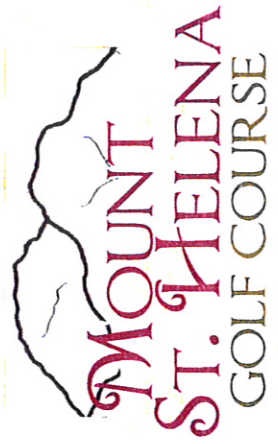
Rockets Red Glare and American Flair

Thrills, Squeals, and Ferris Wheels

Tropical Nites and Midway Lights

Waves of Glory

Your Spirit Rocks!



	Non-profit			Private				
	<i>Current</i>	<i>Proposed</i>		<i>Current</i>	<i>Proposed</i>			
		Event Rate	Setup Rate	Cleanup Rate		Event Rate	Setup Rate	Cleanup Rate
Tubbs Building, with kitchen	\$ 1,125	\$ 1,500	\$ 750	\$ 750	\$ 1,500	\$ 2,000	\$ 1,000	\$ 1,000
Tubbs Building	\$ 938	\$ 1,250	\$ 625	\$ 625	\$ 1,250	\$ 1,500	\$ 750	\$ 750
Butler Pavilion, with kitchen	\$ 525	\$ 700	\$ 350	\$ 350	\$ 700	\$ 1,000	\$ 500	\$ 500
Butler Pavilion	\$ 375	\$ 500	\$ 250	\$ 250	\$ 500	\$ 700	\$ 350	\$ 350
Tucker Room, with kitchen	\$ 225	\$ 400	\$ 200	\$ 200	\$ 300	\$ 500	\$ 250	\$ 250
Carnival Lawn	\$ 375	\$ 500	\$ 250	\$ 250	\$ 500	\$ 1,000	\$ 500	\$ 500
Barbecue Area	\$ 94	\$ 500	\$ 250	\$ 250	\$ 125	\$ 500	\$ 250	\$ 250
Fiesta Court	\$ 225	\$ 300	\$ 250	\$ 250	\$ 300	\$ 750	\$ 375	\$ 375
Plaza	\$ 225	\$ 300	\$ 250	\$ 250	\$ 300	\$ 500	\$ 250	\$ 250

2012 OPERATING BUDGET

Item 6-e

	SUMMARY			
	Actual	Budgeted	Estimated	Proposed
	2010	2011	2011	2012
TOTAL NET RESOURCES, January 1				
Unrestricted net resources	\$252,080	\$157,407	\$176,494	\$111,292
Restricted resources	0		0	0
Investment in Capital Assets, Net of Related Debt	998,707	957,368	943,652	908,554
Subtotal (Total Net Resources)	1,250,787	1,114,775	1,120,146	1,019,846
RESOURCES ACQUIRED:				
Overhead	6,400	6,500	12,562	7,500
Fair	193,914	210,000	241,603	241,400
Speedway	230,280	232,300	193,189	237,400
Golf Course	191,287	200,783	147,200	184,550
RV Park	249,385	260,850	259,464	270,798
Facility Rentals	108,025	109,350	111,647	144,310
Operating Revenues	979,291	1,019,783	965,665	1,085,958
State (Local/Base) Allocations:	136,400	143,200	143,200	64,000
Other (Flex Capital, Perf Rating)	36,101	41,323	-	-
TOTAL RESOURCES AVAILABLE	2,402,579	2,319,081	2,229,011	2,169,804
RESOURCES APPLIED:				
Overhead	563,583	531,322	455,272	241,540
Fair	209,531	229,529	258,375	271,735
Speedway	161,607	150,982	120,126	180,474
Golf Course	169,451	187,975	159,643	216,711
RV Park	88,574	103,727	105,592	129,258
Facility Rentals	0	0	20,158	77,995
Operating Expenses	1,192,746	1,203,535	1,119,165	1,117,714
Depreciation Expense	89,687	106,998	90,000	91,242
TOTAL RESOURCES APPLIED	1,282,433	1,310,533	1,209,165	1,208,956
TOTAL NET RESOURCES, DECEMBER 31:	\$1,120,146	\$1,008,548	\$1,019,846	\$960,848
Unrestricted Net Resources Available for Operations	176,494	134,784	111,292	116,536
Restricted Net Resources		0		
Investment in Capital Assets (From Schedule 7)	943,652	873,764	908,554	844,312
Subtotal (Total Net Res Check Figure - should equal #29100)	\$1,120,146	\$1,008,548	\$1,019,846	\$960,848
Reserve Percentage	14.8%	11.2%	9.9%	10.4%
NET PROFIT				
Overhead	(557,183)	(524,822)	(442,710)	(234,040)
Fair	(15,617)	(19,529)	(16,771)	(30,335)
Speedway	68,673	81,318	73,063	56,926
Golf Course	21,836	12,808	(12,443)	(32,161)
RV Park	160,811	157,123	153,872	141,540
Facility Rentals	108,025	109,350	91,489	66,315
TOTAL NET PROFIT (less State Alloc)	(213,455)	(183,752)	(153,500)	(31,756)
OTHER				
State (Local/Base) Allocations:	136,400	143,200	143,200	64,000
Other (Flex Capital, Perf Rating)	48,677	41,323	-	-
NET PROFIT (after State Alloc.)	\$ (28,378)	\$ 771	\$ (10,300)	\$ 32,244

DRAFT - FOR DISCUSSION PURPOSES ONLY

OVERHEAD

	SUMMARY				
	Acct.	Actual	Budgeted	Estimated	Proposed
	No.	2010	2011	2011	2012
REVENUES					
Interest Earnings		2,044	2,500	1,976	1,500
Donations				1,227	-
Sponsorship					-
Gain or Sale of Asset					-
Other		2,863		1,140	
Association Dues		3,550	4,000	4,425	6,000
Prior Year Revenue Adjustment		(2,057)		3,794	-
TOTAL MISCELLANEOUS REVENUE		6,400	6,500	12,562	7,500
TOTAL REVENUE		6,400	6,500	12,562	7,500
EXPENSES					
Salaries & Wages - Full-Time Regular		168,814	182,360	138,596	31,013
Salaries & Wages - Part-Time Regular					3,000
Salaries & Wages - Seasonal/Temporary		37,847	20,800	8,857	-
Employee Benefits		69,101	81,216	64,000	26,535
Compensated Absences		3,296	28		-
Payroll Taxes		5,670	4,220	4,100	2,602
Worker's Compensation Insurance		7,924	15,280	6,800	1,786
TOTAL LABOR EXPENSE		292,652	303,904	222,353	64,936
Professional Services (Contractual)		38,487	15,888	38,000	5,600
Supplies and Expense		12,206	15,000	8,352	7,800
Utility Fees		43,691	55,000		-
<i>Electric & Gas</i>				8,990	9,000
<i>Water</i>				10,957	11,000
<i>Sewer</i>				12,557	13,000
Trash Removal		22,136	16,000	8,897	9,500
Sponsorships					-
Equipment		22,580	11,000	6,348	2,000
<i>Ford F150</i>					-
<i>Tractor</i>					-
<i>Tractor</i>					-
<i>Leaf Vacuum</i>					2,000
Maintenance & Repairs		43,903	40,000	14,870	10,000
<i>Janitorial</i>				7,776	8,000
<i>Paint</i>				77	500
<i>Plumbing</i>				750	500
<i>Electrical</i>				550	500
<i>Fuel</i>				6,793	6,000
<i>Propane</i>				950	1,000
Advertising				559	500
Dues & Subscriptions		4,479	4,500	5,270	2,630

Postage		1,698	5,000	1,946	1,500
Telephone		12,747	7,000	7,774	7,000
Internet				2,764	2,904
Travel, Meals, Mileage		6,379	7,000	3,659	2,000
Training/Convention		13,165	5,000	6,194	3,000
Insurance - General Liability		19,125	20,000	21,038	21,000
Insurance - Unemployment		7,913	4,000	35,000	30,000
Insurance - Property				3,340	3,000
Insurance - Vehicle				1,097	1,100
Bank Charges		5,612		4,208	3,000
Licenses & Permits		1,001		438	450
Audit Expense		11,947	12,000	10,000	10,000
Rental - Copier				1,380	1,400
Rental - Postage Meter				720	720
Depreciation					-
Over/Under		(462)		26	-
Promotional Expense				1,575	-
Prior Year Expense Adjustment		1,460		65	-
Other		2,864	10,030		-
TOTAL OTHER EXPENSE		270,931	227,418	232,919	176,604
TOTAL EXPENSES		563,583	531,322	455,272	241,540
NET PROFIT		\$ (557,183)	\$ (524,822)	\$ (442,710)	\$ (234,040)

FAIR

	SUMMARY				
	Acct.	Actual	Budgeted	Estimated	Proposed
	No.	2010	2011	2011	2012
REVENUES					
Admissions - Daily		82,631.00	95,000.00	105,750.00	105,000.00
Admissions - Advance Sale		5,880.00	3,000.00	2,373.00	2,750.00
Admissions - Online		2,040.00			-
Admissions - Grandstand				9,935.00	10,750.00
TOTAL ADMISSIONS REVENUE		90,551.00	98,000.00	118,058.00	118,500.00
Outside Commercial Space		10,250.00	8,000.00	3,850.00	4,000.00
TOTAL COMMERCIAL SPACE REVENUE		10,250.00	8,000.00	3,850.00	4,000.00
Carnival: On-Site		13,841.00	21,000.00	42,624.00	40,000.00
Carnival: Pre-Sale		36,690.00	40,000.00	2,166.80	5,000.00
Concessions - Food		18,601.00	21,000.00	19,684.40	20,000.00
Concessions - Non-Food		70.00		492.00	500.00
Concessions - Alcohol		7,964.00	8,500.00	24,705.95	24,000.00
Concessions - Ice					-
Recycling					-
TOTAL CONCESSIONS REVENUE		77,166.00	90,500.00	89,673.15	89,500.00
Entry Fees				7,875.00	8,400.00
Donations				2,700.00	4,000.00
Sponsorships		3,000.00	5,000.00	4,875.00	3,500.00
Parking		6,169.00	6,500.00	7,790.00	8,000.00
Camping Fees		846.00	1,000.00	1,076.00	1,000.00
Other		672.00		300.00	-
ATM Fees		760.00	1,000.00	906.00	-
Helm & Sons donation		4,500.00		4,500.00	4,500.00
TOTAL MISCELLANEOUS REVENUE		15,947.00	13,500.00	30,022.00	29,400.00
TOTAL REVENUE		193,914.00	210,000.00	241,603.15	241,400.00
EXPENSES					
Salaries & Wages - Full-Time Regular					17,930.13
Salaries & Wages - Part-Time Regular					3,600.00
Salaries & Wages - Seasonal/Temporary		11,570.00	19,800.00	20,766.38	16,000.00
Employee Benefits					9,257.43
Compensated Absences					
Payroll Taxes		885.00	131.00	1,588.59	2,871.06
Worker's Compensation Insurance		512.00	473.00	788.25	1,970.33
TOTAL LABOR EXPENSE		12,967.00	20,404.00	23,143.22	51,628.95
Advertising		26,269.00	30,000.00		-
Radio				17,416.00	17,000.00
Print				14,721.63	8,000.00
Internet					-
Social Media					-
Promotional Expense		19.00			-

Brochures, flyers, fans, magnets		5,437.00			6,000.00
TOTAL MARKETING EXPENSE		31,725.00	30,000.00	32,137.63	31,000.00
Entertainment		65,000.00	45,000.00		-
Fiesta Stage				12,300.00	12,000.00
Wine Garden				975.00	2,000.00
Strolling Acts				14,200.00	15,000.00
Grandstand			12,700.00	6,500.00	10,000.00
Fireworks			17,300.00	17,300.00	18,000.00
TOTAL ENTERTAINMENT EXPENSE		65,000.00	75,000.00	51,275.00	57,000.00
Professional Services (Contractual)		62,093.00	64,250.00	51,403.97	50,500.00
Supplies and Expense		8,802.00	12,500.00	30,381.41	17,700.00
Utility Fees					-
Sponsorships					-
Trash Removal		53.00		4,709.85	4,500.00
Cash Awards		12,172.00	10,000.00	21,488.70	21,350.00
Trophies, Medals, Ribbons			4,000.00	2,005.95	1,000.00
Sponsored Cash Awards					-
Sponsored Trophies, Medals, Ribbons				2,177.00	2,000.00
Tent & Booth Rental		2,500.00	2,500.00		-
Decorations		4,105.00	2,000.00	2,912.08	1,500.00
Displays					500.00
VIP Room				1,342.80	1,500.00
Dues & Subscriptions		146.00		708.00	750.00
Maintenance & Repairs				525.00	1,000.00
Electrical				3,596.00	2,000.00
Postage		230.00		2,996.41	2,000.00
Telephone					-
Internet					-
Insurance				2,553.00	3,000.00
Travel, Meals, Mileage		2,207.00	2,000.00	6,344.97	5,500.00
Training					-
Rental - Equipment			3,000.00		-
<i>Sound</i>				8,325.00	8,500.00
<i>Lights</i>					-
<i>Stage</i>				8,650.00	8,650.00
Over/Under		1,785.00		1,426.86	-
Bank Charges				121.79	156.00
Licenses & Permits		117.00	125.00	150.00	-
Signs					-
Parade		4,078.00			-
Exhibit Guide		1,551.00	1,500.00		-
Other			2,250.00		-
TOTAL OTHER EXPENSE		99,839.00	104,125.00	151,818.79	132,106.00
TOTAL EXPENSES		209,531.00	229,529.00	258,374.64	271,734.95
NET PROFIT		(15,617.00)	(19,529.00)	(16,771.49)	(30,334.95)

SPEEDWAY

	SUMMARY				
	Acct.	Actual	Budgeted	Estimated	Proposed
	No.	2010	2011	2011	2012
REVENUES					
Admissions - Daily		71,090	139,099	41,348	82,500
Admissions - Advance Sale					-
Admissions - Online		6,920		7,620	7,000
Admissions - Pit		48,444		24,090	38,500
TOTAL ADMISSIONS REVENUE		126,454	139,099	73,058	128,000
Outside Commercial Space				50	200
TOTAL COMMERCIAL SPACE REVENUE		-	-	50	200
Concessions - Food		21,868	16,162	18,473	16,500
Concessions - Novelties		8,476	9,000	4,864	5,500
Concessions - Alcohol		2,560		7,420	6,000
Concessions - Ice					-
Recycling					-
TOTAL CONCESSIONS REVENUE		32,904	25,162	30,757	28,000
Entry Fees		6,849	5,000	3,457	10,700
Beer Tasting			2,000		-
Sponsorships		3,500	4,000	6,500	9,000
Donations				750	-
Parking		11,854	13,039	11,923	10,000
Camping Fees		21,471	18,000	34,415	32,500
Advertising Sales		7,400	7,000	4,050	4,000
ATM Fees		848		1,229	1,000
Facility Rental		19,000	19,000	27,000	14,000
TOTAL MISCELLANEOUS REVENUE		70,922	68,039	89,324	81,200
TOTAL REVENUE		230,280	232,300	193,189	237,400
EXPENSES					
Salaries & Wages - Full-Time Regular					16,869
Salaries & Wages - Part-Time Regular		2,503	1,500	250	3,600
Salaries & Wages - Seasonal/Temporary		5,496	8,000	2,844	3,000
Employee Benefits		880		25	7,738
Compensated Absences		-			
Payroll Taxes		456		162	1,795
Worker's Compensation Insurance		316		77	1,232
TOTAL LABOR EXPENSE		9,651	9,500	3,358	34,234
Advertising			5,000		-
Radio				1,000	-
Print				605	-
Internet					-
Social Media					-
Promotional Expense		15,016		2,640	-
Banners				960	1,280

TOTAL MARKETING EXPENSE		15,016	5,000	5,205	1,280
Professional Services (Contractual)		72,155	24,082	21,244	25,880
Supplies and Expense		10,078	15,000	8,173	6,400
Utility Fees			4,000		-
<i>Electric & Gas</i>				4,322	3,200
<i>Water</i>					-
<i>Sewer</i>					-
<i>Trash Removal</i>			2,400	4,808	6,000
Sponsorships					2,500
Cash Awards			55,000	39,150	76,200
Trophies, Medals, Ribbons		11,737		740	900
Insurance		8,377	8,500	3,390	4,000
Decorations					-
Program		3,222	3,500	2,311	2,500
Depreciation					-
Dues & Subscriptions		273		753	-
Equipment			5,000		-
<i>Sound System</i>					-
<i>Water Truck</i>				727	-
Maintenance & Repairs		18,580	5,000	4,466	2,000
Janitorial				1,906	1,400
Fuel		5,115		10,405	8,000
Postage		47			-
Telephone		734			-
Internet				289	80
Travel		2,318		1,024	1,000
Training		830	4,000	1,550	1,600
Rental - Equipment		52		5,113	3,000
Over/Under		2,960		628	-
Bank Charges		221		273	-
Licenses & Permits		25		292	300
Signs					-
Other		216	10,000		-
TOTAL OTHER EXPENSE		136,940	136,482	111,563	144,960
TOTAL EXPENSES		161,607	150,982	120,126	180,474
NET PROFIT		\$ 68,673	\$ 81,318	\$ 73,063	\$ 56,926

GOLF COURSE

	SUMMARY				
	Acct.	Actual	Budgeted	Estimated	Proposed
	No.	2010	2011	2011	2012
REVENUES					
Green Fees		146,199	149,600	114,227	105,000
Annual Fees - Season					12,000
Annual Fees - Semi Annual					4,000
Annual Fees - Quarterly					1,250
Annual Fees - Monthly					1,200
TOTAL GREEN FEES REVENUE		146,199	149,600	114,227	121,000
Private Carts				200	2,400
TOTAL MISCELLANEOUS REVENUE		-	-	200	2,400
Rentals - Power Cart		21,468	22,000	14,200	15,000
Rentals - Pull Cart				783	1,000
Rentals - Clubs				872	1,000
TOTAL RENTAL REVENUE		21,468	22,000	15,855	17,000
Lessons					150
Driving Range					17,500
Other		180	4,500		-
TOTAL SERVICES REVENUE		180	4,500	-	17,650
Sales - Food		23,440	14,300	4,700	8,000
Sales - Alcohol				4,500	9,000
Sales - Beverage					-
Sales - Snacks			6,600	4,000	6,000
Sales - Equipment			1,000	551	-
Sales - Apparel				21	-
Sales - Non-Food				46	-
Sales - Supplies			2,783	3,100	3,500
TOTAL CONCESSION REVENUE		23,440	24,683	16,918	26,500
TOTAL REVENUE		191,287	200,783	147,200	184,550
EXPENSES					
Salaries & Wages - Full-Time Regular		35,054	34,140	13,596	17,930
Salaries & Wages - Part-Time Regular					54,964
Salaries & Wages - Seasonal/Temporary		47,197	49,850	45,000	31,200
Employee Benefits		13,749	21,058	8,587	9,638
Compensated Absences		435		2,088	
Payroll Taxes		4,098	1,218	4,000	7,963
Worker's Compensation Insurance		3,558	4,409	3,700	5,465
TOTAL LABOR EXPENSE		104,091	110,675	76,971	127,160
Advertising			5,000		-
<i>Radio</i>					-
<i>Print</i>		2,901		864	900
<i>Yellow Pages</i>				559	600
<i>Internet</i>					-
<i>Social Media</i>					-

DRAFT - FOR DISCUSSION PURPOSES ONLY

Promotional Expense					-
Brochures, flyers, fans, magnets				1,500	1,000
TOTAL MARKETING EXPENSE		2,901	5,000	2,922	2,500
Professional Services (Contractual)		2,888	1,000	1,435	11,848
Supplies and Expense		18,073	19,000	7,394	6,500
Utility Fees		18,181	14,000		-
<i>Electric</i>				6,252	6,500
<i>Water</i>				5,000	5,000
<i>Sewer</i>				7,500	6,000
<i>Trash Removal</i>				2,600	2,600
Sponsorships					-
Equipment			14,750	3,936	-
<i>POS System</i>				3,417	250
<i>Utility Cart</i>					-
<i>Ball Picker-upper</i>					3,100
<i>Ball Washer</i>					2,000
<i>Golf Carts</i>				7,799	2,000
<i>Maintenance & Repairs</i>					-
<i>JD1620-1 Rough Mowers</i>				5,260	2,000
<i>JD1620-2 Rough Mower</i>					2,000
<i>JD2500B Greens Mower</i>				933	1,000
<i>JD2500A Tees Mower</i>				810	1,000
<i>Fairway Mower</i>				282	1,000
<i>Sprayer</i>				2,653	200
<i>Hand mower, edgers</i>				286	250
<i>Miscellaneous Equipment</i>					3,000
<i>Picnic Tables</i>					-
<i>Benches</i>					-
Rental - Equipment		11			-
Buildings Maintenance		17,127	15,000	2,612	2,000
<i>Janitorial</i>				1,047	2,100
<i>Paint</i>				39	-
<i>Plumbing</i>				348	-
Course Maintenance					-
<i>Irrigation</i>				9,871	4,000
<i>Aerification (2x/year)</i>					-
<i>Fertilizer (9x/year)</i>				1,200	5,400
<i>Pesticide/Insecticide</i>				1,112	1,000
<i>Fungicide</i>					1,100
<i>Herbicide</i>				775	600
<i>Seed</i>					1,000
<i>Sand</i>				1,000	1,000
<i>Tree Service</i>					2,000
<i>Miscellaneous Tools</i>					1,000
Bank Charges		2,490	3,300	3,473	3,500
Displays					-
Dues & Subscriptions		684	750	303	1,418

Internet			2,000	848	1,824
Licenses & Permits				261	261
Postage					-
Telephone		2,980	2,500	2,502	600
Travel				28	-
Training					-
Signs					2,000
Over/Under		25		(1,226)	-
Depreciation					-
TOTAL OTHER EXPENSE		62,459	72,300	79,750	87,051
TOTAL EXPENSES		169,451	187,975	159,643	216,711
NET PROFIT		\$ 21,836	\$ 12,808	\$ (12,443)	\$ (32,161)

RV PARK

	SUMMARY				
	Acct.	Actual	Budgeted	Estimated	Proposed
	No.	2010	2011	2011	2012
REVENUES					
RV Fees - Full		195,390	200,000	209,912	115,440
RV Fees - Partial					99,008
RV Fees - Group		43,592	55,000	33,504	45,000
Tent - Individual		4,934	4,000	5,956	-
Tent - Group					2,000
TOTAL OVERNIGHT REVENUE		243,916	259,000	249,372	259,448
					-
TOTAL MISCELLANEOUS REVENUE		-	-	-	-
Rentals - Building		1,225	1,000	800	1,000
TOTAL RENTAL REVENUE		1,225	1,000	800	1,000
Dump Station		662	200	1,260	1,400
Extra Adult		262	150	1,500	1,500
Pet Fees		2,784	500	5,953	6,000
Passport America		536		579	350
Picnic Tables					600
Extra Vehicle					500
TOTAL CONCESSION REVENUE		4,244	850	9,292	10,350
TOTAL REVENUE		249,385	260,850	259,464	270,798
EXPENSES					
Salaries & Wages - Full-Time Regular					15,455
Salaries & Wages - Part-Time Regular		20,020	28,470	17,592	18,928
Salaries & Wages - Seasonal/Temporary					-
Employee Benefits					8,059
Compensated Absences					
Payroll Taxes		1,531	500	1,353	2,630
Worker's Compensation Insurance		900	1,407	1,050	1,805
TOTAL LABOR EXPENSE		22,451	30,377	19,994	46,877
Advertising		762	5,000	3,179	-
<i>Radio</i>					-
<i>Print</i>					3,000
<i>Yellow Pages</i>				559	559
<i>Internet</i>					-
<i>Social Media</i>					-
Promotional Expense				1,500	-
Brochures, flyers, fans, magnets					-
TOTAL MARKETING EXPENSE		762	5,000	5,237	3,559
Professional Services (Contractual)		2,610	1,000		1,000
Supplies and Expense		1,738	2,750	1,261	1,000
Utility Fees		40,593	31,000		-
<i>Electric</i>				30,553	30,000

<i>Water</i>				5,000	5,000
<i>Sewer</i>				7,500	7,500
<i>Trash Removal</i>				5,200	5,200
Sponsorships					-
Equipment					-
<i>Picnic Tables</i>				8,431	-
<i>Barbecue - Outdoor Eating Area</i>					2,000
<i>Temporary Pedastals</i>					-
Online Booking Fees				1,477	1,500
Dues & Subscriptions		2,011	2,000	834	1,000
Maintenance & Repairs		1,925	15,000	374	-
<i>Office Remodel</i>					2,000
<i>Electrical</i>					1,000
<i>Janitorial</i>				964	1,872
<i>Paint</i>					250
<i>Plumbing</i>					-
<i>Tree Service</i>					1,000
Postage					-
Telephone		5,179	2,500	3,925	3,600
Internet			2,500	1,576	1,800
Travel					-
Training					-
Interest Payments		5,031	4,600	4,247	4,500
Over/Under		(33)		131	-
Bank Charges		6,287	7,000	8,293	8,000
Licenses & Permits				594	600
Signs					-
Other		20			-
Depreciation					-
TOTAL OTHER EXPENSE		65,361	68,350	80,360	78,822
TOTAL EXPENSES		88,574	103,727	105,592	129,258
NET PROFIT		\$ 160,811	\$ 157,123	\$ 153,872	\$ 141,540

FACILITY RENTALS

	SUMMARY				
	Acct.	Actual	Budgeted	Estimated	Proposed
	No.	2010	2011	2011	2012
REVENUES					
Tubbs Building		65,623	69,000	28,185	40,500
Butler Pavilion				17,212	27,100
Cropp Building				11,675	12,000
Tucker Room				10,450	13,700
Rock Room				220	-
Garden Room				305	300
TOTAL BUILDING REVENUE		65,623	69,000	68,047	93,600
Concessions			1,200		-
TOTAL MISCELLANEOUS REVENUE		-	1,200	-	-
Tables		10,286	8,250	11,099	7,000
Chairs					10,000
Stage				1,500	1,500
Bar					500
Partitions					600
					-
TOTAL EQUIPMENT RENTAL REVENUE		10,286	8,250	12,599	19,600
Fiesta Center		30,756	11,700	1,490	2,250
Grandstand				500	-
Carnival Lawn				2,150	3,000
Plaza				1,550	1,500
Office				4,200	-
Parking Lot				600	-
Sports Field				2,400	4,800
Other		1,360	4,800	2,254	3,000
Cell Tower			14,400	15,857	16,560
TOTAL OUTDOOR REVENUE		32,116	30,900	31,001	31,110
TOTAL REVENUE		108,025	109,350	111,647	144,310
EXPENSES					
Salaries & Wages - Full-Time Regular					16,162
Salaries & Wages - Part-Time Regular				443	19,500
Salaries & Wages - Seasonal/Temporary				1,118	-
Employee Benefits				27	8,565
Compensated Absences					
Payroll Taxes				92	2,728
Worker's Compensation Insurance				94	1,872
TOTAL LABOR EXPENSE		-	-	1,773	48,827
Advertising					-
<i>Radio</i>					-
<i>Print</i>					-
<i>Yellow Pages</i>					-

Website					
Internet					-
Social Media					-
Promotional Expense					-
Brochures, flyers, fans, magnets					1,000
TOTAL MARKETING EXPENSE		-	-	-	1,000
Professional Services (Contractual)					-
Supplies and Expense				179	2,000
Utility Fees					-
Electric & Gas				6,306	7,000
Water					-
Sewer					-
Sponsorships					-
Dues & Subscriptions					-
Equipment				4,493	-
Floor Scrubber					4,000
Tables				124	-
Chairs					4,368
Stage					-
Racks					2,400
Wenger Showmobile					-
Benches					-
Other (PA systems, bars, lights, BBQ)					-
Maintenance & Repairs				5,437	-
Trash Removal					-
Janitorial				1,613	2,400
Paint				141	1,000
Plumbing					1,000
Electrical				92	1,000
Postage					-
Telephone					-
Internet					-
Travel					-
Training					-
Bank Charges					-
Licenses & Permits					-
Signs					3,000
Depreciation					-
TOTAL OTHER EXPENSE		-	-	18,385	28,168
TOTAL EXPENSES		-	-	20,158	77,995
NET PROFIT		\$ 108,025	\$ 109,350	\$ 91,489	\$ 66,315

2012 MEETING SCHEDULE

January 18

February 15

March 21

April 18

May 16

June 20

July 18

August 15

September 19

October 17

November 7*

December 12**

Third Wednesday except for November 7 (first) and December 12 (second)*