

**CALIFORNIA EXPOSITION & STATE FAIR  
FINANCE COMMITTEE**

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California Exposition & State Fair

PURCHASE ORDERS

May 22, 2019 - September 20, 2019

From \$15,000 to \$99,999 (rounded) Requiring Notification

<b>Vendor / Merchant</b>	<b>Amount</b>
<b>Dome Printing &amp; Lithograph</b> <ul style="list-style-type: none"><li>• 2019 State Fair Banners, Signs, Programs &amp; Flyers</li></ul>	<b>\$ 19,790</b>
<b>CFSA</b> <ul style="list-style-type: none"><li>• 2019 State Fair Competitive Programs Award Ribbons &amp; Rosettes</li></ul>	<b>\$ 36,874</b>
<b>Sig-1 Graphics</b> <ul style="list-style-type: none"><li>• 2019 State Fair Award Leather Banners</li></ul>	<b>\$ 18,874</b>
<b>Pinnacle Petroleum</b> <ul style="list-style-type: none"><li>• Bulk Diesel Fuel – pursuant to Mandatory State Contract</li><li>• Ordered as needed</li></ul>	<b>\$ 30,000</b>
<b>PC Specialists dba Technology Integration Group</b> <ul style="list-style-type: none"><li>• Server Refresh &amp; Consolidation Project to Upgrade Network – pursuant to Mandatory State Contract</li><li>• Reimbursed by CalOES Grant Funding</li></ul>	<b>\$ 91,409</b>

**California Exposition & State Fair**

**SERVICE CONTRACTS**

**May 18, 2019 – September 17, 2019**

**From \$15,000 to \$99,999 (rounded) Requiring Notification**

<b>Contractor</b>	<b>Amount</b>
<b>Rolling Stages</b> <ul style="list-style-type: none"> <li>• 2019 State Fair Promenade Stage Custom Shades Rental</li> <li>• Term: July 1, 2019 – July 31, 2019</li> </ul>	<b>\$45,925</b>
<b>JM Video Productions, Inc.</b> <ul style="list-style-type: none"> <li>• 2019 State Fair Audio, Video &amp; Lighting for Esports Exhibit</li> <li>• Term: July 8, 2019 – August 1, 2019</li> </ul>	<b>\$45,100</b>
<b>Pyro Engineering Inc.</b> <ul style="list-style-type: none"> <li>• 2019 State Fair Fireworks</li> <li>• Term: July 9, 2019 – July 29, 2019</li> </ul>	<b>\$36,000</b>
<b>Rolling Stages</b> <ul style="list-style-type: none"> <li>• 2019 State Fair Shade Rental – various locations</li> <li>• Term: July 1, 2019 – July 31, 2019</li> </ul>	<b>\$25,230</b>
<b>Speeda Sound, Inc.</b> <ul style="list-style-type: none"> <li>• 2019 State Fair Big Name Backline Equipment Rental Services</li> <li>• Term: July 12, 2019 – July 28, 2019</li> </ul>	<b>\$25,000</b>
<b>Michael's Transportation Service Inc.</b> <ul style="list-style-type: none"> <li>• 2019 State Fair Bus Lease Services</li> <li>• Term: July 12, 2019 – July 29, 2019</li> </ul>	<b>\$21,010</b>
<b>All Cal Services, LLC – Amendment #1</b> <ul style="list-style-type: none"> <li>• Portable Toilet Rental Services</li> <li>• Amendment extends the agreement through December 31, 2020                             <ul style="list-style-type: none"> <li>• Adds \$25,586 for January 1 through December 31, 2020</li> </ul> </li> <li>• Expenses based on actual requested services</li> </ul>	<b>\$25,586</b>  <u><b>TOTAL CONTRACT</b></u> <b>\$65,586</b>
<b>Shannon Scott O'Leary</b> <ul style="list-style-type: none"> <li>• 2019 State Fair Big Name Entertainment Production Manager</li> <li>• Term: July 1, 2019 – July 31, 2019</li> </ul>	<b>\$15,500</b>

**California Exposition & State Fair**

**SERVICE CONTRACTS**

**May 18, 2019 – September 17, 2019**

**\$100,000 and Over (rounded) Requiring Approval**

<b>Contractor</b>	<b>Amount</b>
<b>Command Center, Inc. - Amendment #1</b> <ul style="list-style-type: none"> <li>• Temporary Personnel Services</li> <li>• Amendment extends the agreement through December 31, 2020                             <ul style="list-style-type: none"> <li>• Adds \$500,000.00 for September 1 through December 31, 2019 and \$1,500,000.00 for January 1 through December 31, 2020</li> </ul> </li> <li>• Expenses based on actual requested services</li> </ul>	<b>\$2,000,000</b>  <u><b>TOTAL CONTRACT</b></u> <b>\$5,000,000</b>
<b>Un/Common Advertising – Amendment #1</b> <ul style="list-style-type: none"> <li>• Advertising services</li> <li>• Amendment extends the agreement - see Marketing Board Report for details</li> <li>• Monthly Agency Fee included in amount</li> </ul>	up to <b>\$1,200,000</b>  <u><b>TOTAL CONTRACT</b></u> up to <b>\$4,800,000</b>

**Upcoming Solicitations (through December 2019)**

**Invitation for Bid (IFB)**

- IFB for Janitorial Services-Administration and Police Department Buildings (in process)
- IFB for Heavy Equipment Rental Services (late September)

**Request for Offer (RFO)**

- RFO/CMAS for Information Technology Services (October)

**Request for Proposal (RFP)**

- RFP for Distributed Antenna Systems (DAS) (October)

**CALIFORNIA EXPOSITION & STATE FAIR  
PROFIT/LOSS STATEMENT  
June 30, 2019**

Row	Column	A	B	C	D	E	F	G
		Quarter 2 2019	Quarter 2 2018	YTD 2019	YTD 2018	Annual Variance YTD	Budget 2019	Annual Variance From Budget YTD
	<b>Revenue</b>							
1	State Fair	\$ 337,954	\$ 93,218	\$ 403,050	\$ 356,518	\$ 46,532	16,032,580	\$ (15,629,530)
2	Expo Events	955,083	1,219,707	2,562,749	2,802,425	\$ (239,676)	4,335,109	(1,772,360)
3	Papa Murphy's Park	34,440	34,440	68,880	68,880	\$ -	137,760	(68,880)
4	Rock and Brews	37,500	37,500	75,000	55,000	\$ 20,000	150,000	(75,000)
5	Watch & Wager	18,203	21,435	68,299	70,752	\$ (2,453)	97,550	(29,251)
6	Simulcast	266,606	289,761	512,919	541,334	\$ (28,415)	928,000	(415,081)
7	RV Park	321,308	283,497	592,163	525,573	\$ 66,590	1,058,451	(466,288)
8	Raging Waters	100,319	111,363	174,842	190,087	\$ (15,245)	400,000	(225,158)
9	Electronic Sign	81,375	81,375	162,750	162,750	\$ -	325,500	(162,750)
10	Miscellaneous	10,927	8,202	13,176	8,776	\$ 4,400	10,000	3,176
11	Reimbursements	626,920	728,904	1,151,535	1,316,658	\$ (165,123)	2,662,802	(1,511,267)
12	Grants	244,893	861,421	278,738	864,532	\$ (585,794)	802,000	(523,262)
13	Interest Revenue	37,809	23,091	78,574	45,348	\$ 33,226	15,000	63,574
14	Deferred Maintenance (CS 6.10)	1,556,642	-	1,925,942	-	\$ 1,925,942	-	1,925,942
15	<b>TOTAL REVENUE</b>	<b>\$ 4,629,979</b>	<b>\$ 3,793,914</b>	<b>\$ 8,068,617</b>	<b>\$ 7,008,633</b>	<b>\$ 1,059,986</b>	<b>\$ 26,954,752</b>	<b>\$ (18,886,135)</b>
16	<b>Personal Services</b>							
17	Salaries & Wages	2,068,394	2,118,765	3,809,211	3,993,465	\$ (184,254)	9,206,039	5,396,828
18	Benefits	1,000,178	971,418	1,960,292	1,920,463	\$ 39,829	4,155,480	2,195,188
19	<b>Total Personal Services</b>	<b>\$ 3,068,572</b>	<b>\$ 3,090,183</b>	<b>\$ 5,769,503</b>	<b>\$ 5,913,928</b>	<b>\$ (144,425)</b>	<b>\$ 13,361,519</b>	<b>\$ 7,592,016</b>
20	<b>Operating Expenses</b>							
21	General Expense	381,481	367,189	577,016	590,488	\$ (13,472)	2,058,835	1,481,819
22	Advertising	337,872	235,526	378,764	311,426	\$ 67,338	880,526	501,762
23	Printing	63,906	48,586	74,201	66,708	\$ 7,493	127,665	53,464
24	Communications	34,162	45,337	67,878	83,348	\$ (15,470)	189,939	122,061
25	Postage	1,244	11,290	13,015	12,353	\$ 662	25,000	11,985
26	Insurance	234,530	180,241	472,534	366,990	\$ 105,544	930,915	458,381
27	Travel	4,758	7,354	10,983	17,516	\$ (6,533)	49,070	38,087
28	Training	108	4,232	1,617	7,400	\$ (5,783)	18,550	16,933
29	Facility Operations	178,547	191,204	253,122	250,212	\$ 2,910	494,374	241,252
30	Utilities	285,397	285,764	637,952	625,546	\$ 12,406	1,628,700	990,748
31	Cons & Prof Svcs External	893,853	825,114	1,199,787	1,245,825	\$ (46,038)	5,447,448	4,247,661
32	Cons & Prof Svcs Internal	19,820	19,498	32,724	36,652	\$ (3,928)	68,000	35,276
33	Data Processing	19,814	21,944	57,077	71,376	\$ (14,299)	139,712	82,635
34	Entertainment	12,000	18,425	27,000	18,425	\$ 8,575	831,115	804,115
35	Judging	26,786	11,076	28,976	28,500	\$ 476	53,075	24,099
36	Premiums	-	-	-	-	\$ -	262,650	262,650
37	ProRata	188,713	144,903	377,426	289,806	\$ 87,620	748,940	371,514
38	Other	46,392	21,234	71,865	27,168	\$ 44,697	1,190,466	1,118,601
39	<b>Total Operating Expenses</b>	<b>\$ 2,729,383</b>	<b>\$ 2,438,917</b>	<b>\$ 4,281,937</b>	<b>\$ 4,049,739</b>	<b>\$ 232,198</b>	<b>\$ 15,144,980</b>	<b>\$ 10,863,043</b>
40	<b>TOTAL EXPENSES</b>	<b>\$ 5,797,955</b>	<b>\$ 5,529,100</b>	<b>\$ 10,051,440</b>	<b>\$ 9,963,667</b>	<b>\$ 87,773</b>	<b>\$ 28,506,499</b>	<b>\$ 18,455,059</b>
41	<b>OPERATING PROFIT (LOSS)</b>	<b>\$ (1,167,976)</b>	<b>\$ (1,735,186)</b>	<b>\$ (1,982,823)</b>	<b>\$ (2,955,034)</b>	<b>\$ 972,213</b>	<b>\$ (1,551,747)</b>	<b>\$ (431,076)</b>
42	Prior Year Income	1,528	97,975	(5,238)	107,425	\$ (112,663)	-	-
43	Prior Year Expense	27,113	11,596	59,780	20,618	\$ 39,162	-	-
44	Depreciation	418,526	410,177	838,927	824,810	\$ 14,117	-	-
45	Capital Improvements	29,341	277,296	59,291	403,786	\$ (344,495)	251,200	-
45	Deferred Maintenance (CS 6.10)	1,555,557	-	1,925,942	-	\$ 1,925,942	-	-
46	Equipment	178,623	897,308	231,626	917,756	\$ (686,130)	290,926	-
47	<b>CHANGES IN RESERVES</b>	<b>\$ (1,820,051)</b>	<b>\$ (3,233,588)</b>	<b>\$ (5,103,627)</b>	<b>\$ (5,014,579)</b>	<b>\$ (89,046)</b>	<b>\$ (2,093,873)</b>	

\*\* UNAUDITED \*\*

POINT SHEET – PROFIT/LOSS STATEMENT-BOARD REPORT

**June 2019**

(Reference Profit/Loss Statement)  
(Comparison of Columns C and D Year End)

1. **Expo Events (Rows 2) & Reimbursements (Row 11)** – see Interim Report for details
  - No Western States Horse Expo in 2019
  - Sac Mile moved from May to August in 2019
  - Cannabis Cup down
  
2. **Grants (Row 12)** - 2018 included CalOES Radio Surveillance Grant (\$855K)

**CALIFORNIA EXPOSITION & STATE FAIR  
BALANCE SHEET  
June 30, 2019**

ASSETS	Quarter 2 2019	Quarter 2 2018
<b>1 CURRENT ASSETS:</b>		
2 Cash	\$ 7,385,493	\$ 6,163,766
3 Restricted Cash	13,520,753	219,584
4 Accounts Receivable	1,913,712	2,356,772
5 Less Allowance for Doubtful Accounts	(2,627)	(2,627)
6 Advances	2,209	1,791
7 Prepaid Expenses / Deposits	394,641	847,396
8 <b>Total Current Assets</b>	<b>23,214,181</b>	<b>9,586,682</b>
<b>10 PROPERTY, PLANT AND EQUIPMENT:</b>		
11 Land	\$ 1,643,577	\$ 1,643,577
12 Buildings	77,556,900	76,511,496
13 Equipment	6,334,256	6,344,082
14 Less Accumulated Depreciation	(72,438,819)	(70,911,517)
15 <b>Net Property, Plant and Equipment</b>	<b>13,095,914</b>	<b>13,587,638</b>
17 <b>DEFERRED OUTFLOWS OF RESOURCES</b>	<b>\$ 8,843,443</b>	<b>\$ 5,554,219</b>
19 <b>TOTAL ASSETS</b>	<b>\$ 45,153,538</b>	<b>\$ 28,728,539</b>
<b>LIABILITIES AND FUND EQUITY</b>		
<b>23 CURRENT LIABILITIES:</b>		
24 Accounts Payable	\$ 3,487,055	\$ 3,148,813
25 Compensated Absences	1,386,075	1,253,342
26 Collections In Advance	4,034,340	4,312,831
27 Other Current Liabilities	646,396	356,122
28 <b>Total Current Liabilities</b>	<b>9,553,866</b>	<b>9,071,108</b>
<b>30 LONG TERM LIABILITIES:</b>		
31 Long Term Liabilities	\$ 1,670,552	\$ 103,234
32 Workers Compensation Ins-Contingency	392,043	424,283
33 OPEB Obligation (GASB 75)	27,767,000	29,411,000
34 Net Pension Liability (GASB 68)	16,405,684	13,835,772
35 Deferred Maintenance Funds (CS 6.10)	13,144,518	-
37 <b>TOTAL LIABILITIES</b>	<b>\$ 68,933,663</b>	<b>\$ 52,845,397</b>
39 <b>DEFERRED INFLOWS OF RESOURCES</b>	<b>\$ 3,150,017</b>	<b>\$ 122,132</b>
<b>41 FUND EQUITY:</b>		
42 Contributed Capital	\$ 21,553,073	\$ 21,553,073
43 Retained Earnings	(43,379,588)	(40,777,484)
44 Net Income	(5,103,627)	(5,014,579)
45 <b>Total Fund Equity</b>	<b>(26,930,142)</b>	<b>(24,238,990)</b>
47 <b>TOTAL LIABILITIES &amp; FUND EQUITY</b>	<b>\$ 45,153,538</b>	<b>\$ 28,728,539</b>

\*\* UNAUDITED \*\*

POINT SHEET – BALANCE SHEET-BOARD REPORT

**June 2019**

(Reference Balance Sheet)

- 1. Restricted Cash (Row 3) and Deferred Maintenance Funds – CS 6.10 (Row 35) –**  
Appropriated \$15M from the General Fund to be spent on approved Deferred Maintenance projects pursuant to Control Section 6.10 of the Budget Act of 2018.
- 2. Deferred Outflows of Resources (Row 17) and Long Term Liabilities (Row 31) –**  
Recorded Cal Expo's portion (\$1.6M) of the State's \$6 billion supplemental employer contribution to CalPERS pertaining to Senate Bill 84.



# AR Aged Invoice Analysis

## Current Balances

AR Report -Board

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Invoice Number	Due Date	Terms	Balance	Current 9/1/2019 9/30/2019	Over 30 8/1/2019 8/31/2019	Over 60 7/1/2019 7/31/2019	Over 90 6/1/2019 6/30/2019	Over 120 Up to 5/31/2019
<b>Customer Salesperson: 106</b>								
<b>Chevron Policy, Government &amp; Public Affr (CHEVRON)</b>								
23801	7/10/2019		5,000.00			5,000.00		
Chevron Policy, Government & Public Affr			5,000.00	0.00	0.00	5,000.00	0.00	0.00
<b>Jack in the Box (JACKBO)</b>								
18402	6/1/2019	60	45,000.00				45,000.00	
Jack in the Box Totals:			45,000.00	0.00	0.00	0.00	45,000.00	0.00
<b>Universal McCann obo US Army (UNIVMC)</b>								
23921	8/20/2019	30	20,000.00		20,000.00			
Universal McCann obo US Army Totals:			20,000.00	0.00	20,000.00	0.00	0.00	0.00
Customer Salesperson: 106 Totals			70,000.00	0.00	20,000.00	5,000.00	45,000.00	0.00

# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 9/1/2019 9/30/2019	Over 30 8/1/2019 8/31/2019	Over 60 7/1/2019 7/31/2019	Over 90 6/1/2019 6/30/2019	Over 120 Up to 5/31/2019
<b>Customer Salesperson: 150</b>								
<b>Betty Morales (MORABE)</b>								
26283	8/5/2019	10	288.95		288.95			
Betty Morales Totals:			288.95	0.00	288.95	0.00	0.00	0.00
<b>California Dept Of Food &amp; Agriculture (CDFA)</b>								
23442	5/23/2019	30	14,846.91					14,846.91
22653	6/1/2019		995.00				995.00	
23626	6/16/2019	30	185.00				185.00	
23782	7/28/2019	30	4,000.00			4,000.00		
23443	7/31/2019	30	14,846.91			14,846.91		
California Dept Of Food & Agriculture Totals:			34,873.82	0.00	0.00	18,846.91	1,180.00	14,846.91
<b>Intel Corporation (INTEL)</b>								
23922	8/11/2019	30	4,950.00		4,950.00			
Intel Corporation Totals:			4,950.00	0.00	4,950.00	0.00	0.00	0.00
<b>Pearce Services (PEARCE)</b>								
23601	6/16/2019	30	2,145.93				2,145.93	
Pearce Services Totals:			2,145.93	0.00	0.00	0.00	2,145.93	0.00
<b>R&amp;B of the Pacific (Rock &amp; Brews) (RBPAC)</b>								
18535	8/1/2018	0	12,500.00					12,500.00
18536	9/1/2018	0	12,500.00					12,500.00
18537	10/1/2018	0	12,500.00					12,500.00
18538	11/1/2018	0	12,500.00					12,500.00
18539	12/1/2018	0	12,500.00					12,500.00
23472	1/1/2019	0	12,500.00					12,500.00
23473	2/1/2019	0	12,500.00					12,500.00
23474	3/1/2019	0	12,500.00					12,500.00
23475	4/1/2019	0	12,500.00					12,500.00
23476	5/1/2019	0	12,500.00					12,500.00
23477	6/1/2019	0	12,500.00				12,500.00	
23478	7/1/2019	0	12,500.00			12,500.00		
23479	8/1/2019	0	12,500.00		12,500.00			
R&B of the Pacific (Rock & Brews) Totals:			162,500.00	0.00	12,500.00	12,500.00	12,500.00	125,000.00
<b>Sacramento County (SACCOUNT)</b>								
18164	7/4/2019	30	40,000.00			40,000.00		
Sacramento County Totals:			40,000.00	0.00	0.00	40,000.00	0.00	0.00
Customer Salesperson: 150 Totals			244,758.70	0.00	17,738.95	71,346.91	15,825.93	139,846.91

# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 9/1/2019 9/30/2019	Over 30 8/1/2019 8/31/2019	Over 60 7/1/2019 7/31/2019	Over 90 6/1/2019 6/30/2019	Over 120 Up to 5/31/2019
<b>Customer Salesperson: 234</b>								
<b>Enchanting Media (ENCHANT)</b>								
26346	8/5/2019	0	8,000.00		8,000.00			
Enchanting Media Totals:			8,000.00	0.00	8,000.00	0.00	0.00	0.00
<b>Gladstein, Neandross &amp; Associates (GLANEA)</b>								
26306	8/13/2019	0	5,000.00		5,000.00			
Gladstein, Neandross & Associates Totals:			5,000.00	0.00	5,000.00	0.00	0.00	0.00
<b>Rick Warren Media (WARREN)</b>								
23069	4/12/2019	30	15,556.72					15,556.72
Rick Warren Media Totals:			15,556.72	0.00	0.00	0.00	0.00	15,556.72
Customer Salesperson: 234 Totals			28,556.72	0.00	13,000.00	0.00	0.00	15,556.72

# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 9/1/2019 9/30/2019	Over 30 8/1/2019 8/31/2019	Over 60 7/1/2019 7/31/2019	Over 90 6/1/2019 6/30/2019	Over 120 Up to 5/31/2019
<b>Customer Salesperson: 430</b>								
<b>Ag Advisory Council (AGADCO)</b>								
SOC00637	8/13/2019	30	2,123.10		2,123.10			
Ag Advisory Council Totals:			2,123.10	0.00	2,123.10	0.00	0.00	0.00
<b>Ag Seeds Unlimited (AGSEED)</b>								
SOC00638	8/13/2019	30	3,734.80		3,734.80			
Ag Seeds Unlimited Totals:			3,734.80	0.00	3,734.80	0.00	0.00	0.00
<b>Butler Amusements (BUTLER)</b>								
SOC00644	8/13/2019	30	14,240.50		14,240.50			
Butler Amusements Totals:			14,240.50	0.00	14,240.50	0.00	0.00	0.00
<b>Estes Sheep Company (ESTESH)</b>								
SOC00659	8/13/2019	30	7,473.65		7,473.65			
Estes Sheep Company Totals:			7,473.65	0.00	7,473.65	0.00	0.00	0.00
<b>Estes Show Lambs (ESTELA)</b>								
SOC00660	8/13/2019	30	1,500.00		1,500.00			
Estes Show Lambs Totals:			1,500.00	0.00	1,500.00	0.00	0.00	0.00
<b>Farm Credit Alliance (FARMCR)</b>								
23746	7/1/2019		2,500.00			2,500.00		
Farm Credit Alliance Totals:			2,500.00	0.00	0.00	2,500.00	0.00	0.00
<b>Friends of Hanna (FRIHAN)</b>								
SOC00625	10/31/2018	30	250.00					250.00
Friends of Hanna Totals:			250.00	0.00	0.00	0.00	0.00	250.00
<b>J &amp; J Livestock (JLIVE)</b>								
SOC00670	8/13/2019	30	500.00		500.00			
J & J Livestock Totals:			500.00	0.00	500.00	0.00	0.00	0.00
<b>Ottenwalter Show Pigs (OTTENW)</b>								
SOC00680	8/13/2019	30	3,272.50		3,272.50			
Ottenwalter Show Pigs Totals:			3,272.50	0.00	3,272.50	0.00	0.00	0.00
<b>SOC-Internal Account (SOCBOD)</b>								
SOC00645	8/13/2019	30	156.00		156.00			
SOC-Internal Account Totals:			156.00	0.00	156.00	0.00	0.00	0.00

# AR Aged Invoice Analysis

## Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 9/1/2019 9/30/2019	Over 30 8/1/2019 8/31/2019	Over 60 7/1/2019 7/31/2019	Over 90 6/1/2019 6/30/2019	Over 120 Up to 5/31/2019
<b>Customer Salesperson: 430 (continued)</b>								
<b>The DOLS (DOLS)</b>								
SOC00694	8/13/2019	30	19,998.35		19,998.35			
The DOLS Totals:			19,998.35	0.00	19,998.35	0.00	0.00	0.00
<b>Wheeler Cattle (WHEELC)</b>								
SOC00699	8/13/2019	30	2,382.03		2,382.03			
Wheeler Cattle Totals:			2,382.03	0.00	2,382.03	0.00	0.00	0.00
<b>Wine Entries (ENTRIEW)</b>								
26367	8/1/2019	SF	300.00		300.00			
26368	8/1/2019	SF	375.00		375.00			
Wine Entries Totals:			675.00	0.00	675.00	0.00	0.00	0.00
<b>Customer Salesperson: 430 Totals</b>			<b>58,805.93</b>	<b>0.00</b>	<b>56,055.93</b>	<b>2,500.00</b>	<b>0.00</b>	<b>250.00</b>

# AR Aged Invoice Analysis

## Current Balances

AR Report -Board

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				9/1/2019	8/1/2019	7/1/2019	6/1/2019	Up to
				9/30/2019	8/31/2019	7/31/2019	6/30/2019	5/31/2019
<b>Grand Totals:</b>	25 Customers		402,121.35	0.00	106,794.88	78,846.91	60,825.93	155,653.63
	42 Invoices				26.56%	19.61%	15.13%	38.71%