

CALIFORNIA EXPOSITION & STATE FAIR FINANCE COMMITTEE

PAGE

FA 1	Purchase Orders Requiring Approval
FA 2-3	Service Contracts Requiring Notification & Approval
FA 4	Proposed 2020 Budget
FA 5	Proposed 2020 State Fair Budget
FA 6	Cash Flow
FA 7	Request for Relief of Accountability

California Exposition & State Fair

PURCHASE ORDERS

October 25 - December 4, 2019

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

Vendor / Merchant	Amount
CFSA <ul style="list-style-type: none">Public Address Communications System, Phase 3aReimbursed by CalOES Grant Funding	\$ 111,757
CFSA <ul style="list-style-type: none">Public Address Communications System, Phase 3b - Includes Installation and TrainingReimbursed by Deferred Maintenance Funding	\$ 146,723

California Exposition & State Fair

SERVICE CONTRACTS

October 18, 2019 – November 27, 2019

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

Contractor	Amount
CoNetrix, LLC <ul style="list-style-type: none">Accounting and Human Resources Software Hosting and Maintenance ServicesTerm: January 1, 2020 – December 31, 2020Includes hosting fees, maintenance/upgrades, and custom updates (as requested)	\$80,000
Three29 Media, LLC <ul style="list-style-type: none">California Exposition & State Fair Website Redesign ServicesTerm: December 1, 2019 - November 30, 2020Combine CAStateFair.org and Calexpo.com websites into one, all-inclusive website with updated features and functionality	\$74,500
Carrier Corporation <ul style="list-style-type: none">Emergency HVAC Maintenance & Repair ServicesTerm: December 1, 2019 - January 31, 2020California Construction Authority (CCA) is in the process of working on a (3) year public works bid for February 1, 2020 through January 31, 2023	\$25,000
Sundberg IV Investigations <ul style="list-style-type: none">Police Officer Background Investigation ServicesTerm: January 1, 2020 - December 31, 2020Services requested as needed	\$20,000

Upcoming Solicitations (through 2020)

Request for Proposal (RFP)

- Crisis Management (January)
- Special Events Coordinator (January)
- Distributed Antenna Systems (DAS) (TBD-2020)

California Exposition & State Fair

SERVICE CONTRACTS

October 18, 2019 – November 27, 2019

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

Contractor	Amount
Sacramento County Sheriff's Department <ul style="list-style-type: none"> • 2020 Off Duty Law Enforcement Staff Services • Term: January 1, 2020 - December 31, 2020 Services requested as needed to supplement Interim Events (reimbursed) and State Fair 	\$200,000
Infiniti Consulting Group Inc. <ul style="list-style-type: none"> • Information Technology Consulting for Managed Services and Special Projects • Request for Offer (RFO) was advertised for two-weeks with (3) respondents; contract issued pursuant to DGS's California Multiple Award Schedules (CMAS) and as a Leveraged Procurement Agreement (LPA) • Term: January 1, 2020 - December 31, 2020 Includes \$7500/month fixed rate plus \$159,999 for special projects 	\$249,999
Haas & Wilkerson Insurance <ul style="list-style-type: none"> • General Liability Insurance Coverage and Loss Control Services • Term: January 1, 2020 – December 31, 2020 	TBD (2019 - \$505,894)
Macias Gini & O'Connell LLP – Amendment # 1 <ul style="list-style-type: none"> • Financial Auditing Services • Extends the agreement January 1, 2020 - December 31, 2020 to conduct 2019 financial statement audit 	\$46,648 TOTAL CONTRACT \$180,885
Fun & Food Inc. <ul style="list-style-type: none"> • Monorail System Maintenance Consultant Services • Term: January 1, 2020 – December 31, 2020 	\$125,000
Imagine Exhibitions, Inc. <ul style="list-style-type: none"> • 2020 State Fair "Cats and Dogs" Exhibit • Term: January 12, 2020 – August 10, 2020 	\$120,000

California Exposition & State Fair PROPOSED 2020 BUDGET

ROW		COL. A 2019 BUDGET APPROVED	COL. B 2019 YE PROJECTION as of 11.15.19	COL. C 2020 BUDGET PROPOSED	COL. D COL C - COL B 2020 BUDGET DIFF FROM ACTUAL
1	STATE FAIR REVENUE	\$ 16,032,580	\$ 16,733,471	\$ 16,587,704	\$ (145,767)
2	INTERIM EVENTS REVENUE				
3	Expo Events	\$ 4,040,109	\$ 4,261,902	\$ 4,352,000	\$ 90,098
4	July 4th	\$ 105,000	\$ 105,059	\$ 80,000	\$ (25,059)
5	Watch & Wager	\$ 97,550	\$ 94,989	\$ 102,289	\$ 7,300
6	Raging Waters	\$ 400,000	\$ 331,187	\$ 330,000	\$ (1,187)
7	Papa Murphy's Park	\$ 137,760	\$ 138,000	\$ 138,000	\$ -
8	Rock & Brews	\$ 150,000	\$ 125,000	\$ 125,000	\$ -
9	Simulcast	\$ 928,000	\$ 932,840	\$ 845,000	\$ (87,840)
10	Message Board Ads	\$ 325,500	\$ 325,500	\$ 325,500	\$ -
11	Cell Tower Leases	\$ 140,000	\$ 154,703	\$ 150,000	\$ (4,703)
12	RV Park/Trailer Park	\$ 1,058,451	\$ 1,135,930	\$ 1,251,000	\$ 115,070
13	ATM Commissions	\$ 50,000	\$ 36,784	\$ 36,000	\$ (784)
14	Miscellaneous	\$ 10,000	\$ 13,836	\$ 15,000	\$ 1,164
15	TOTAL INTERIM EVENTS	\$ 7,442,370	\$ 7,655,729	\$ 7,749,789	\$ 94,060
16	OTHER FUNDS				
17	Grants	\$ 802,000	\$ 625,648	\$ 586,911	\$ (38,737)
18	Reimbursements	\$ 2,662,802	\$ 2,372,626	\$ 2,420,078	\$ 47,453
19	Interest Revenue	\$ 15,000	\$ 163,589	\$ 120,000	\$ (43,589)
20	TOTAL OTHER FUNDS	\$ 3,479,802	\$ 3,161,863	\$ 3,126,989	\$ (34,874)
21	TOTAL REVENUE	\$ 26,954,752	\$ 27,551,064	\$ 27,464,482	\$ (86,581)
22	EXPENSES				
23	Personnel & Benefits	\$ 13,294,197	\$ 12,956,861	\$ 14,754,226	\$ 1,797,365
24	Utilities	\$ 1,628,000	\$ 1,542,096	\$ 1,603,660	\$ 61,564
25	Insurances/Vehicle Assessment	\$ 1,049,000	\$ 960,829	\$ 996,000	\$ 35,171
26	ProRata	\$ 748,939	\$ 743,000	\$ 750,000	\$ 7,000
27	Audits	\$ 50,715	\$ 50,715	\$ 97,148	\$ 46,433
28	DOJ/Legal	\$ 140,000	\$ 94,128	\$ 160,000	\$ 65,872
29	Telephones/Nextels	\$ 170,000	\$ 138,477	\$ 139,000	\$ 523
30	Other Operating Expenses	\$ 11,427,348	\$ 10,943,854	\$ 12,023,330	\$ 1,079,476
31	TOTAL OPERATING EXPENSES	\$ 28,508,199	\$ 27,429,960	\$ 30,523,364	\$ 3,093,404
32	OPERATING PROFIT / (LOSS)	\$ (1,553,447)	\$ 121,104	\$ (3,058,882)	\$ (3,179,985)
33	Prior Year Income	\$ -	\$ (465)	\$ -	\$ 465
34	Prior Year Expense	\$ -	\$ 63,426	\$ -	\$ (63,426)
35	Depreciation	\$ 1,600,000	\$ 1,800,000	\$ 1,800,000	\$ -
36	Minor Equipment	\$ 140,426	\$ 368,583	\$ 114,900	\$ (253,683)
37	Capital Projects / Major Equipment	\$ 400,000	\$ 108,237	\$ 320,000	\$ 211,763
38	CHANGES IN RESERVES	\$ (3,693,873)	\$ (2,219,607)	\$ (5,293,782)	\$ (3,074,174)
39	ESTIMATED CHANGE IN CASH (P&L ITEMS)	\$ (2,093,873)	\$ (419,607)	\$ (3,493,782)	
40	Deferring Payment - Prorata	\$ 750,000	\$ 748,940	\$ 750,000	
41	Deferring Payment - Vehicle Assessment	\$ 200,000	\$ 102,134	\$ 89,000	
42	Lump Sum Payouts / Leave Buy Back	\$ (314,696)	\$ (295,399)	\$ (450,000)	
43	AB 1499 ESTIMATE - POTENTIAL IMPACT **	\$ -	\$ -	\$ (832,000)	
44	ESTIMATED YEAR END CASH BALANCE	\$ (1,458,569)	\$ 136,067	\$ (3,936,782)	

**would be required to start paying overtime in July 2020, but would not receive revenue until 2021

CONFIRMED EXPENSE INCREASES FOR 2020:

- General Salary Increases / Minimum Wage
- Health Benefits
- PERS Retirement Contributions
- OPEB Pre-Funding
- SMUD Increases

CALIFORNIA EXPOSITION & STATE FAIR PROPOSED 2020 STATE FAIR BUDGET

Column	A	B	C	D	E
	2019 PROJECTION YEAR END	2019 BUDGET STATE FAIR	DIFFERENCE BUDGET COL A - COL B	PER CAPS Paid Att 411,359	2020 BUDGET * PROPOSED *
1 Admissions	\$ 4,362,717	\$ 4,253,465	\$ 109,252	\$ 10.61	\$ 4,369,516
2 Parking	1,754,413	1,827,603	\$ (73,190)	4.26	\$ 1,757,147
3 Food & Beverage	2,232,242	2,112,320	\$ 119,922	5.43	\$ 2,235,720
4 Commercial Exhibits	1,243,510	1,275,449	\$ (31,939)	3.02	\$ 1,220,500
5 Carnival	1,721,993	1,894,093	\$ (172,100)	4.19	\$ 1,724,676
6 Carnival (Other Funds)	225,000	-	\$ 225,000	0.55	\$ 225,000
7 Concert Seating (Gold Circle)	157,550	225,000	\$ (67,450)	0.38	\$ 250,000
8 Concert Merchandise	5,187	8,000	\$ (2,813)	0.01	\$ 8,000
9 Monorail	205,325	161,650	\$ 43,675	0.50	\$ 205,645
10 Pari-Mutuel	973,048	865,000	\$ 108,048	2.37	\$ 840,000
11 Racing Programs	42,605	45,000	\$ (2,395)	0.10	\$ 40,000
12 Competitive Programs	82,350	85,000	\$ (2,650)	0.20	\$ 85,000
13 Entry Fees	470,364	410,000	\$ 60,364	1.14	\$ 450,000
14 Novelties	46,084	40,000	\$ 6,084	0.11	\$ 42,500
15 RV Park	153,539	100,000	\$ 53,539	0.37	\$ 154,000
16 Trailer Space	21,890	15,000	\$ 6,890	0.05	\$ 25,000
17 Sponsorships	2,658,597	2,470,000	\$ 188,597	6.46	\$ 2,600,000
18 Wine Ads	295,500	215,000	\$ 80,500	0.72	\$ 280,000
19 Miscellaneous	81,557	30,000	\$ 51,557	0.20	\$ 75,000
20 TOTAL	\$ 16,733,471	\$ 16,032,580	\$ 700,891	\$ 24.98	\$ 16,587,704

**** HISTORICAL PAID ATTENDANCE**
 2017 480,210
 2018 441,732
 2019 411,359

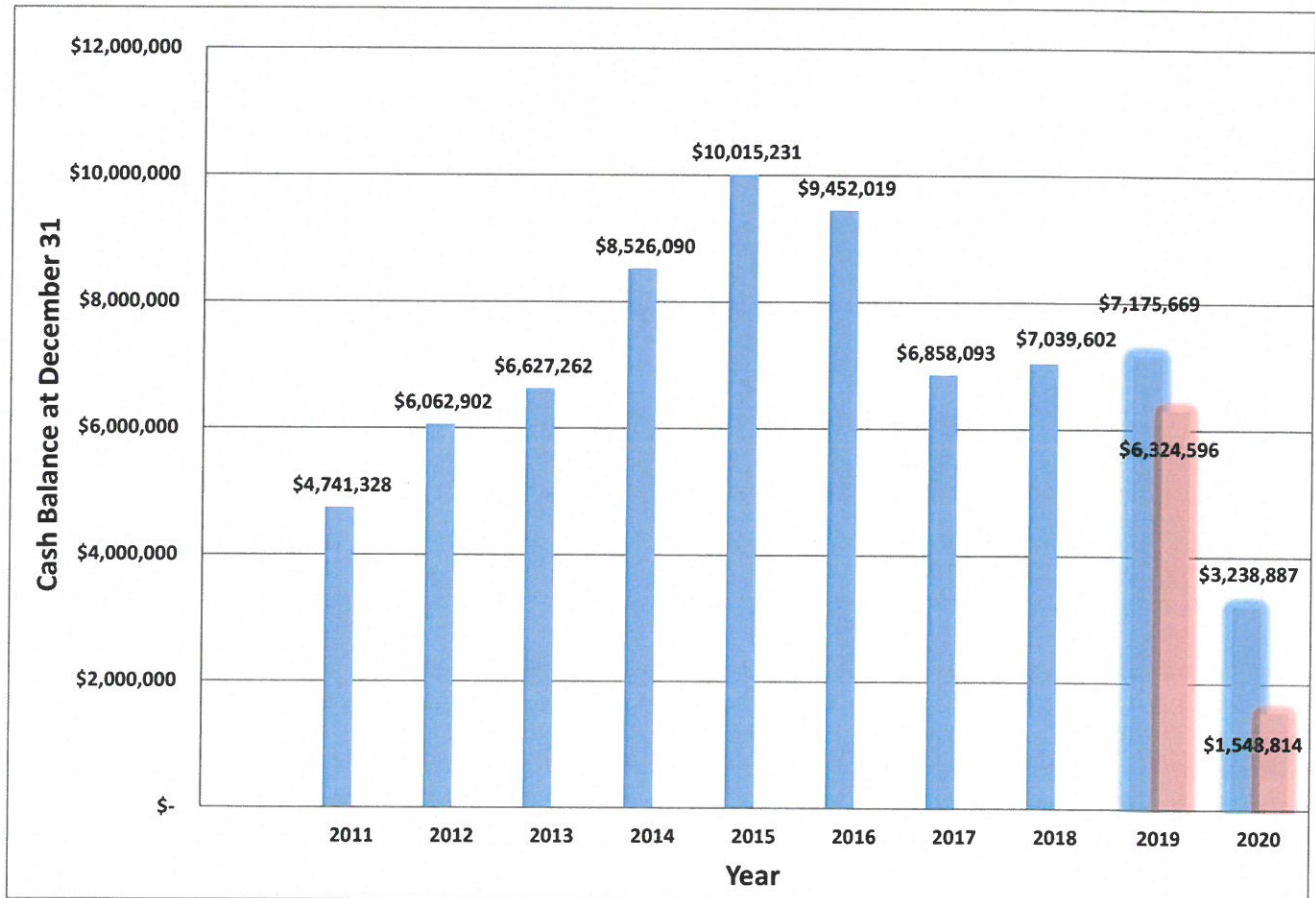
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**California Exposition & State Fair
Cash Flow as of 12/11/19
2011 - 2020**

Actual (A) / Projection (P)	Year	Cash Balance at January 1	Increase / (Decrease)	Cash Balance at December 31	Cash Balance at December 31
				includes Board Approved Deferments	if paid all obligations
A	2011	\$ 2,171,946	\$ 2,569,382	\$ 4,741,328	
A	2012	\$ 4,741,328	\$ 1,321,573	\$ 6,062,902	
A	2013	\$ 6,062,902	\$ 564,361	\$ 6,627,262	
A	2014	\$ 6,627,262	\$ 1,898,827	\$ 8,526,090	
A	2015	\$ 8,526,090	\$ 1,489,141	\$ 10,015,231	
A	2016	\$ 10,015,231	\$ (563,212)	\$ 9,452,019	
A	2017	\$ 9,452,019	\$ (2,593,926)	\$ 6,858,093	
A	2018	\$ 6,858,093	\$ 181,509	\$ 7,039,602	
P	2019	\$ 7,039,602	\$ 136,067	\$ 7,175,669	* \$ 6,324,596 *
P	2020	\$ 7,175,669	\$ (3,936,782)	\$ 3,238,887	** \$ 1,548,814 **

* ESTIMATE based on 2019 YEAR END PROJECTION

** ESTIMATE based on PROPOSED 2020 BUDGET



California Exposition & State Fair Request for Relief of Accountability

The following items are being presented for the Board's approval to be written off. With the Board's approval, a relief of accountability will be prepared and the item will be written off if the item is under \$500. If the item is over \$500, the relief of accountability will be sent to the State Controller's Office for approval. All of these debtors have received at least three letters from Cal Expo requesting payment and have been turned over to a collection agency. After they are written off, they will remain at the collection agency for possible collection. They will also be added to a list of all items that have been written off and distributed to staff in case they come back to Cal Expo at a later time.

Name	Amount	Date	Description
1 Rick Warren Media	\$ 15,556.72	2019	Black Expo
2 Betty Morales	\$ 288.95	2019	NSF Check
3 Rock & Brews	\$ 175,000.00	Aug 2018 - Sep 2019	Monthly Rent
	<u>\$ 190,845.67</u>		