

**CALIFORNIA EXPOSITION & STATE FAIR
CASH FLOW PROJECTIONS
MAY 2021 - APRIL 2022**

REV. as of 8/15/2021

| | | | | | | | | | | | | | | | | | | | |
|----|------------------------------------------------|----|-----------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------------------|---------------|---------------|---------------|---------------|---------------------------------------|---------------------|--|
| 1 | Cash as of 5.1.2021 | \$ | 4,357,052 | | | | | | | | | | | | | | | | |
| 2 | Minimum Required Balance (Bank of the West) | \$ | (275,000) | | | | | | | | | | | | | | | | |
| 3 | Advance Revenue/Deposits/Pass Thru Cash | \$ | (412,000) | | | | | | | | | | | | | | | | |
| 4 | Payroll Bills Outstanding | \$ | (270,736) | | | | | | | | | | | | | | | | |
| 5 | Unclaimed Payroll | \$ | - | | | | | | | | | | | | | | | | |
| 6 | Comp Abs | \$ | (980,199) | | | | | | | | | | | | | | | | |
| 7 | Comp Abs estimate for SS & Medi | \$ | (78,416) | | | | | | | | | | | | | | | | |
| 8 | Cash available for operations | \$ | 2,340,701 | | | | | | | | | | | | | | | | |
| | Revenues | | | May-21 | Jun-21 | Jul-21 | Aug-21 | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Totals thru Dec 2021 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | Totals January thru April 2022 | ANNUAL TOTAL | |
| 9 | Event Revenue | \$ | 65,997 | \$ 59,000 | \$ 809,634 | \$ 40,000 | \$ 210,573 | \$ 108,228 | \$ 150,923 | \$ 42,500 | \$ 1,486,855 | \$ 296,594 | \$ 139,173 | \$ 71,119 | \$ 207,631 | \$ 714,517 | \$ 2,201,372 | | |
| 10 | Electronic Sign/Billboards | \$ | 27,125 | \$ 27,125 | \$ 27,125 | \$ 27,125 | \$ 27,125 | \$ 27,125 | \$ 27,125 | \$ 27,125 | \$ 217,000 | \$ 27,125 | \$ 27,125 | \$ 27,125 | \$ 27,125 | \$ 108,500 | \$ 325,500 | | |
| 11 | Misc Small Renters | \$ | 1,192 | \$ 1,192 | \$ 1,192 | \$ 1,192 | \$ 1,192 | \$ 1,192 | \$ 1,192 | \$ 1,192 | \$ 9,534 | \$ 1,192 | \$ 1,192 | \$ 1,192 | \$ 1,192 | \$ 4,767 | \$ 14,300 | | |
| 12 | Cell Towers | \$ | 12,369 | \$ 12,565 | \$ 12,565 | \$ 12,565 | \$ 12,565 | \$ 12,565 | \$ 12,565 | \$ 12,565 | \$ 100,327 | \$ 12,632 | \$ 12,632 | \$ 12,632 | \$ 12,893 | \$ 50,789 | \$ 151,116 | | |
| 13 | Multi-Use Sports Facility | \$ | - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | |
| 14 | Satellite Wagering/ADW | \$ | 85,000 | \$ 55,000 | \$ 60,000 | \$ 57,500 | \$ 57,500 | \$ 57,500 | \$ 57,500 | \$ 57,500 | \$ 487,500 | \$ 57,500 | \$ 57,500 | \$ 57,500 | \$ 57,500 | \$ 230,000 | \$ 717,500 | | |
| 15 | RV Park/Horsemen's Trailer Park | \$ | 8,316 | \$ 8,316 | \$ 8,316 | \$ 8,316 | \$ 8,316 | \$ 8,316 | \$ 8,316 | \$ 8,316 | \$ 66,528 | \$ 8,316 | \$ 8,316 | \$ 8,316 | \$ 8,316 | \$ 33,264 | \$ 99,792 | | |
| 16 | Raging Waters | \$ | 10,358 | \$ 19,858 | \$ 31,560 | \$ 25,358 | \$ 14,108 | \$ 10,358 | \$ 10,358 | \$ 10,358 | \$ 132,315 | \$ 10,358 | \$ 10,358 | \$ 10,358 | \$ 10,358 | \$ 41,431 | \$ 173,746 | | |
| 17 | Rock N Brews | \$ | 12,500 | \$ 12,500 | \$ 12,500 | \$ 12,500 | \$ 12,500 | \$ 12,500 | \$ 12,500 | \$ 12,500 | \$ 100,000 | \$ 12,500 | \$ 12,500 | \$ 12,500 | \$ 12,500 | \$ 50,000 | \$ 150,000 | | |
| 18 | Watch & Wager | \$ | - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 5,400 | \$ 12,600 | \$ 18,000 | \$ 18,000 | \$ 14,400 | \$ 14,400 | \$ 14,400 | \$ 61,200 | \$ 79,200 | | |
| 19 | Reimbursements | \$ | 107,414 | \$ 102,098 | \$ 104,099 | \$ 53,681 | \$ 168,655 | \$ 46,989 | \$ 56,425 | \$ 53,563 | \$ 692,924 | \$ 69,000 | \$ 64,745 | \$ 41,055 | \$ 69,259 | \$ 244,059 | \$ 936,983 | | |
| 20 | CDFA AB1499 Money | \$ | - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | |
| 21 | CDFA Civil Service Staff Support Funds | \$ | - | \$ 267,846 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 267,846 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 267,846 | | |
| 22 | Grant Reimbursement | \$ | - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | |
| 23 | FEMA Reimbursement for COVID 19 Assistance | \$ | - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | |
| 24 | Revenue Protection Payout | \$ | - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | | |
| 25 | CARES ACT Rebate - UI | \$ | - | \$ 50,637 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 50,637 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 50,637 | | |
| 26 | TOTAL REVENUE | \$ | 330,270 | \$ 616,137 | \$ 1,066,991 | \$ 238,237 | \$ 512,534 | \$ 284,773 | \$ 342,304 | \$ 238,219 | \$ 3,629,466 | \$ 513,217 | \$ 347,941 | \$ 256,197 | \$ 421,173 | \$ 1,538,527 | \$ 5,167,993 | | |
| | Payroll | | | May-21 | Jun-21 | Jul-21 | Aug-21 | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Totals thru Dec 2021 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | Totals January thru April 2022 | ANNUAL TOTAL | |
| 27 | PFT Wages/Benefits | \$ | 244,183 | \$ 239,733 | \$ 280,766 | \$ 280,766 | \$ 302,627 | \$ 335,418 | \$ 368,209 | \$ 390,070 | \$ 2,441,773 | \$ 390,070 | \$ 390,070 | \$ 390,070 | \$ 390,070 | \$ 1,560,279 | \$ 4,002,052 | | |
| 28 | Temp Help Wages/Benefits | \$ | 192,012 | \$ 196,772 | \$ 239,475 | \$ 251,449 | \$ 300,000 | \$ 300,000 | \$ 300,000 | \$ 300,000 | \$ 2,079,709 | \$ 300,000 | \$ 300,000 | \$ 300,000 | \$ 300,000 | \$ 1,200,000 | \$ 3,279,709 | | |
| 29 | Unemployment | \$ | - | \$ 76,424 | \$ - | \$ - | \$ 100,000 | \$ - | \$ - | \$ 100,000 | \$ 276,424 | \$ - | \$ - | \$ 100,000 | \$ - | \$ 100,000 | \$ 376,424 | | |
| 30 | EAP | \$ | - | \$ 350 | \$ - | \$ - | \$ 400 | \$ - | \$ - | \$ 500 | \$ 1,250 | \$ - | \$ - | \$ 500 | \$ - | \$ 500 | \$ 1,750 | | |
| 31 | Workers Comp | \$ | 20,677 | \$ 20,677 | \$ 20,677 | \$ 20,677 | \$ 20,677 | \$ 20,677 | \$ 20,677 | \$ 20,677 | \$ 165,416 | \$ 31,016 | \$ 40,460 | \$ 40,460 | \$ 40,460 | \$ 152,396 | \$ 317,812 | | |
| 32 | TOTAL PAYROLL | \$ | 456,873 | \$ 533,957 | \$ 540,919 | \$ 552,892 | \$ 723,704 | \$ 656,095 | \$ 688,886 | \$ 811,247 | \$ 4,964,572 | \$ 721,085 | \$ 730,530 | \$ 831,030 | \$ 730,530 | \$ 3,013,174 | \$ 7,977,746 | | |
| | Operating Expenses | | | May-21 | Jun-21 | Jul-21 | Aug-21 | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Totals thru Dec 2021 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | Totals January thru April 2022 | ANNUAL TOTAL | |
| 33 | SMUD - Electricity | \$ | 61,960 | \$ 74,135 | \$ 91,228 | \$ 95,789 | \$ 100,579 | \$ 105,608 | \$ 110,888 | \$ 116,433 | \$ 756,620 | \$ 110,000 | \$ 110,000 | \$ 110,000 | \$ 110,000 | \$ 440,000 | \$ 1,196,620 | | |
| 34 | PG&E - Gas | \$ | - | \$ 101 | \$ 800 | \$ 800 | \$ 1,000 | \$ 3,000 | \$ 7,500 | \$ 9,000 | \$ 22,201 | \$ 11,000 | \$ 17,500 | \$ 8,000 | \$ 8,000 | \$ 44,500 | \$ 66,701 | | |
| 35 | Sac County - Sewer | \$ | 3,350 | \$ 3,350 | \$ 3,350 | \$ 3,350 | \$ 3,350 | \$ 3,350 | \$ 3,350 | \$ 3,350 | \$ 26,800 | \$ 5,000 | \$ 5,000 | \$ 5,000 | \$ 5,000 | \$ 20,000 | \$ 46,800 | | |
| 36 | Republic Services - Trash Services | \$ | 7,590 | \$ 5,601 | \$ 6,000 | \$ 5,000 | \$ 5,500 | \$ 5,000 | \$ 7,500 | \$ 7,000 | \$ 49,191 | \$ 8,000 | \$ 6,000 | \$ 6,000 | \$ 6,000 | \$ 26,000 | \$ 75,191 | | |
| 37 | City of Sac - Water | \$ | 2,732 | \$ 2,732 | \$ 2,732 | \$ 2,732 | \$ 2,732 | \$ 2,732 | \$ 2,732 | \$ 2,732 | \$ 21,856 | \$ 2,732 | \$ 2,732 | \$ 2,732 | \$ 2,732 | \$ 10,928 | \$ 32,784 | | |
| 38 | State Water Resource Control Board | \$ | - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 5,994 | \$ - | \$ - | \$ 1,500 | \$ 7,494 | \$ 7,494 | | |
| 39 | Storm Water Testing | \$ | - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 16,500 | \$ - | \$ 16,500 | \$ 16,500 | | |
| 40 | General Liability Insurance | \$ | 21,237 | \$ 21,237 | \$ 21,237 | \$ 21,237 | \$ 21,237 | \$ 21,237 | \$ 21,237 | \$ 500,000 | \$ 627,422 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 627,422 | | |
| 41 | Property Insurance | \$ | - | \$ - | \$ 379,751 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 379,751 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 379,751 | | |
| 42 | Dept. of General Services - Vehicle Assessment | \$ | 7,740 | \$ 7,740 | \$ 7,740 | \$ 7,740 | \$ 7,740 | \$ 7,740 | \$ 7,740 | \$ 7,740 | \$ 61,916 | \$ 7,740 | \$ 7,740 | \$ 7,740 | \$ 7,740 | \$ 30,958 | \$ 92,874 | | |
| 43 | Loan Payments - Redevelopment Plan 2011 | \$ | - | \$ - | \$ - | \$ - | \$ 1,833 | \$ 1,833 | \$ 1,833 | \$ 1,833 | \$ 7,332 | \$ 1,833 | \$ 1,833 | \$ 1,833 | \$ 1,833 | \$ 7,332 | \$ 14,664 | | |
| 44 | Mail Services (Machine, postage, interagency) | \$ | - | \$ 339 | \$ - | \$ - | \$ 2,339 | \$ - | \$ - | \$ 2,339 | \$ 5,017 | \$ - | \$ - | \$ 4,339 | \$ - | \$ 4,339 | \$ 9,356 | | |
| 45 | Telecommunications - AT&T/Sprint | \$ | 7,500 | \$ 7,500 | \$ 7,500 | \$ 7,500 | \$ 7,500 | \$ 7,500 | \$ 7,500 | \$ 7,500 | \$ 60,000 | \$ 7,500 | \$ 7,500 | \$ 7,500 | \$ 7,500 | \$ 30,000 | \$ 90,000 | | |
| 46 | Nextels | \$ | 500 | \$ 1,000 | \$ 500 | \$ 1,000 | \$ 1,000 | \$ 1,000 | \$ 1,000 | \$ 1,000 | \$ 6,500 | \$ 1,000 | \$ 1,000 | \$ 1,000 | \$ 1,000 | \$ 4,000 | \$ 10,500 | | |
| 47 | CLETS | \$ | - | \$ - | \$ 1,167 | \$ - | \$ - | \$ 1,167 | \$ - | \$ - | \$ 2,334 | \$ 1,167 | \$ - | \$ - | \$ 1,167 | \$ 2,334 | \$ 4,668 | | |

