



## Notice of Meeting and Agenda

Humboldt County Fair Association  
Meeting of the Governing Board  
Finance Committee

Tuesday, February 24, 2026, at 9:30 am  
In-Person - Board Room

### AGENDA

#### I. CALL TO ORDER

#### II. ROLL CALL

\_\_\_ Clint Duey, Chair \_\_\_ Andy Titus (“Ex officio”) \_\_\_ Greg Gomes \_\_\_ Lawrence Dwight \_\_\_  
Johanna Rodoni \_\_\_ Darren Hansen

#### III. PUBLIC COMMENT ON NON-AGENDA ITEMS

This time is provided for members of the public to address the Committee or to submit written communications not on this agenda. Comments are restricted to three (3) minutes per speaker and unused time shall not be transferred to other speakers. Board Members may respond to statements however the Committee cannot discuss or take action on a matter not listed on the agenda.

#### IV. ADMINISTRATIVE ITEMS

Matters under Administrative Items are considered routine by the Executive Committee and will be enacted by one motion unless a specific request is received by a director or a member of the public. The Administrative Items will not be read. There will be no discussion of the items unless pulled for discussion.

#### V. NEW BUSINESS ITEMS

- a. Review Financial Reports Presented for Recommendation to HCFA Board of Directors to Receive and File, Make Recommendations to Staff as appropriate.
  - i. Review December 2025 KPI Monthly Report
  - ii. Review 2026 Annual KPI Report
  - iii. Review 2026 Quarterly KPI Report
  - iv. Review January 2026 KPI Monthly Report
    1. Review January 2026 Check Detail Report
  - v. Review 2025/2026 Winter Fair Revenue and Expense Report
- b. Review 2026 Draft Budget, Make Recommendations to Staff and Board as Appropriate.

#### VI. OLD BUSINESS ITEMS

#### VII. ADJOURN

*All agenda items are subject to discussion and possible action.*

Notice: This agenda has been posted at least seventy-two (72) hours prior to the meeting in a location freely accessible to members of the public, in accordance with the Brown Act. The full agenda packet is also available on the Fair Association’s website at <https://www.humboldtcountyfair.org/>. For items appearing on the agenda, the public is invited to make comments at the time the item comes up for consideration by the Board or Committee. The Chair will call for public comment as each item is heard by the Board or Committee. For items not appearing on the agenda, the public is invited to make comments during the Public Comment period for non-agenda items. All speakers are invited to state their names but are not required to do so. If you wish to submit written material at the meeting, please supply 10 copies. Americans with Disabilities Act: Individuals requiring special accommodations to participate in this meeting are requested to contact the Fair Association Office at (707) 786-9511. Notification 48 hours prior to the meeting will enable the Fair Association to make reasonable arrangements to ensure accessibility to this meeting.

Humboldt County Fair Association

# MONTHLY REPORT

## December 2025



Printed 2/9/26

Prepared by:



THE  
**Lighthouse**  
GROUP

## Monthly Report Purpose

# A visual understanding of data.

This monthly financial report provides business insights for Humboldt County Fair Association. Objective is to show the financial health and performance for December 2025 focusing on profitability, efficiency and liquidity.

It includes all the relevant information at your fingertips, offering the ability to visualize and analyze key financial data, uncover fresh insights, spot vital financial trends, identify strengths and weaknesses and improve communication throughout the organization.

The report also admits the fact that some analysis conducted has limitations because of the vast amounts of variables that may be related or unrelated to the business.

**P&L statement:** This indicates the revenue a business earned over a certain period of time and shows a business's profitability. It includes a net income equal to the revenues and gains minus the expenses and losses.

**Balance sheet:** This displays a business's financial status at the end of a certain time period. It offers an overview of a business's liabilities, assets, and shareholder equity.

**Cash flow statement:** Details a business's cash flows during certain time periods and indicates if a business made or lost cash during that period of time.

## Takeaways

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December 2025: Net Profit was \$81.6k.

December 2025: Bank Accounts were \$608k.

December 2025: Net Cash Increase For Period was -\$50.9k.

December 2025: Net Assets were \$1.8m.

December 2025: Gross Profit Margin was 100%.

December 2025: Current Ratio was 9.95.

# Profit & Loss

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through January 2025 - December 2025. The P&L statement is synonymous with the income statement. These records provide information about Humboldt County Fair Association's ability or inability to generate profit by increasing revenue, reducing costs, or both.

## Net Profit \$81.6k

↑ December 2025: Net Profit was \$47.3k higher than November 2025.

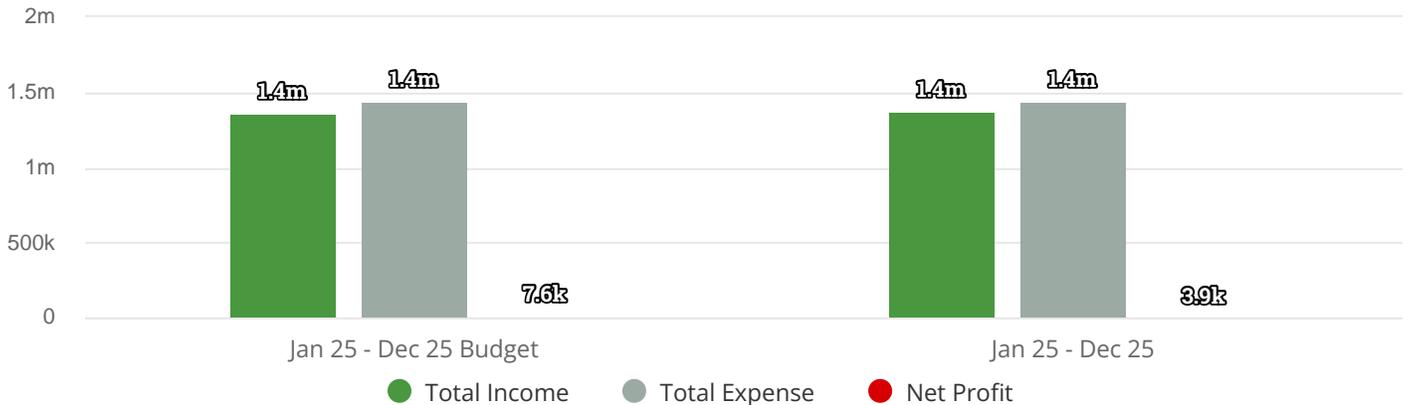
**(401%)**  
Operating Profit Margin

**45%**  
Net Profit Margin

### Trailing Twelve Months (TTM)

	Dec 25	Fiscal YTD	TTM
Income	182,336	1,377,981	1,377,981
Total Expense	99,802	1,439,244	1,439,244
Net Operating Income	82,534	-61,263	-61,263
Total Other Income	0	1,426,173	1,426,173
Total Other Expense	919	1,361,021	1,361,021
<b>Net Profit</b>	<b>81,615</b>	<b>3,889</b>	<b>3,889</b>

### Revenue and Expense



**Total Income**

**\$182.3k**

Dec25 Total income was \$41k, or 29% higher than Nov25. This was primarily due to \$56k of AB1499 payout.

**Total Expense**

**\$94.9k**

Dec25 total expenses were \$6.6k, or 6%, higher than Nov25.

**Total YTD Income**

**\$2.80M**

Total YTD Income through Dec25 was \$1.2M, or 30%, less than the PY. This was due to removal of horse racing for the CY fair.

**Total YTD Expense**

**\$2.80M**

Total YTD Expense through Dec25 was \$1.3M, or 32%, lower than the PY. This was primarily due to the decrease in horse racing expenses as previously noted.

\* Please note that these total income and expense figures noted directly above include operating income and expenses and other income and expenses

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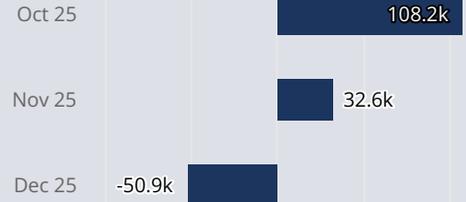
# Cash Management

The cash management report provides you with a quick overview of Humboldt County Fair Association's liquidity and current cash flow situation which is critical to keep finances flowing across the organization.

## \$608k

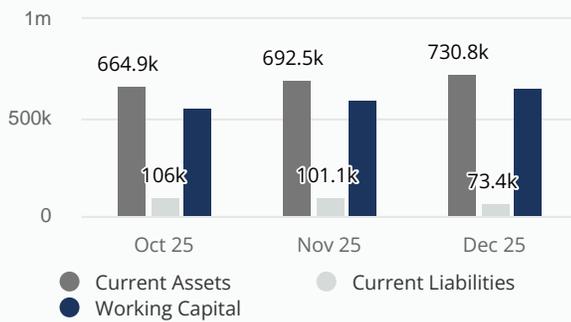
### Bank Accounts

#### Net Change in Cash:



December 2025: Bank Accounts were \$49.1k lower than November 2025.

## Working Capital



## Current Ratio

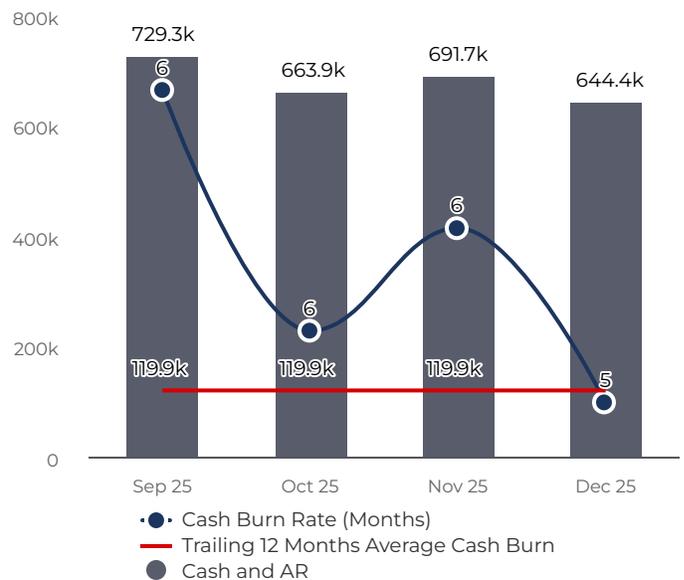
	Dec 25
Current Assets	\$730,816
Current Liabilities	\$73,442
Current Ratio	▲ 9.95

A strong current ratio, depending on the industry, is between 1.2 and 2. Anything below 1 is problematic as this means that the company does not have enough current/liquid assets to cover all of their current liabilities.

# Cash Burn

Cash Burn measures the level of monthly spending a company has on its overall operations. Zero Cash Date implies the predicted future date after which a company will run out of money without any new cash inflows.

	Jan 25 - Dec 25
<b>Zero Cash Date</b>	<b>06/13/2026</b>
*assumption: no additional cash inflows	
<b>Annual Average Cash Burn</b>	<b>119,937</b>
<b>Cash Burn Rate (Months)</b>	<b>5</b>
Cash Balance	604,799
Accounts Receivable	39,608
<b>Total Cash</b>	<b>644,408</b>
TTM Cash Burn	1,439,244
TTM Income	1,377,981
<b>Difference</b>	<b>-61,263</b>



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# Financial Performance

An overview of how efficiently Humboldt County Fair Association is spending capital while providing a snapshot of the main metrics on Humboldt County Fair Association's balance sheet. In the TTM as seen above, the Fair generated \$1.8M of revenue against \$1.8M of expenses, suggesting strong performance over the previous year as well as financial stability and sustainably moving forward.

Accounts Receivable  
**\$39.6k**



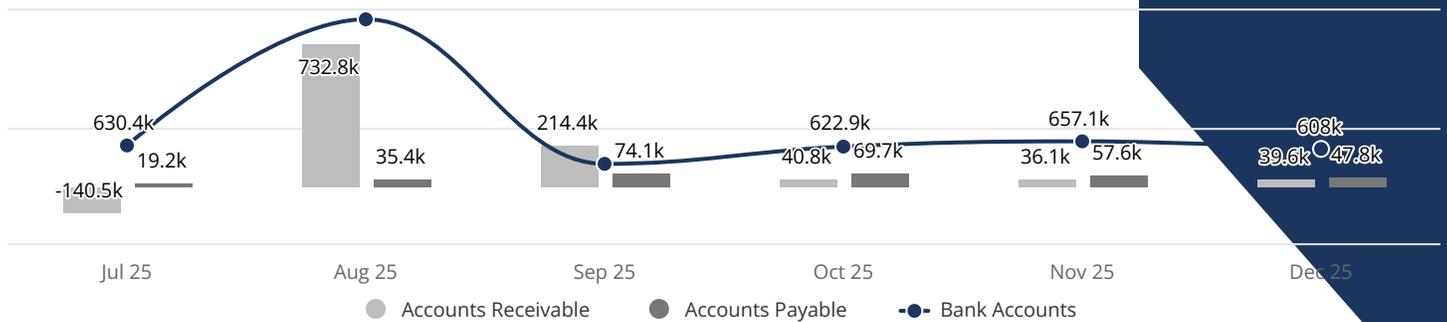
December 2025: Accounts Receivable were \$3,531 higher than November 2025.

Accounts Payable  
**\$47.8k**



December 2025: Accounts Payable were \$9,786 lower than November 2025.

## Accounts Receivable/ Accounts Payable and Bank Accounts



## Return on Assets (ROA)

The Return on Assets (ROA) percentage indicates how well your business manages its balance sheet to generate profits. While there's no universal standard for nonprofits, a positive ROA is generally considered a good benchmark. An ROA of 2 or higher is often seen as strong performance, meaning that for every dollar invested, the organization generates two dollars in revenue. Through December 2025, the Organization's ROA was 0.20%, experiencing a strong increase from the PY.

	Jan 24 - Dec 24	Jan 25 - Dec 25
Assets	1,997,568	1,988,083
Net Profit	-121,314	3,889
<b>ROA</b>	<b>-6.07%</b>	<b>0.20%</b>

## Return on Net Assets (RONA)

RONA percentage indicates how efficient an organization is at generating growth from its net assets. This metric helps nonprofits understand how well they are leveraging their resources to fulfill their mission and generate revenue. While there isn't a universally accepted benchmark for RONA, organizations should aim for a positive and increasing RONA. Through December 2025, the organization's RONA increased strongly to 0.22%.

	Jan 24 - Dec 24	Jan 25 - Dec 25
Net Assets	1,798,840	1,801,431
Net Profit	-121,314	3,889
<b>ROE</b>	<b>-6.74%</b>	<b>0.22%</b>

## Operating Reserve Ratio

The Operating Reserve Ratio indicates how long a nonprofit could keep running if existing revenue streams were cut off. It is calculated by dividing the organization's savings (unrestricted net assets) by its annual operating expenses. A higher ratio indicates that the nonprofit has a larger financial cushion to handle unexpected challenges or changes in circumstances. In December 2025, the Organization's ratio was slightly improved from the PY, at 0.63.

	Jan 24 - Dec 24	Jan 25 - Dec 25
Unrestricted Net Assets	913,560	913,560
Total Operating Expenses	2,693,246	1,439,244
<b>Operating Reserve Ratio</b>	<b>0.34</b>	<b>0.63</b>

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# Profit and Loss

## Humboldt County Fair Association

	Dec 25	Dec 25 Budget	Budget to Actual \$ Variance	Jan 25 - Dec 25	2025 Budget	Remaining Budget
<b>Income</b>						
31200 Local (Base) Allocation				90,500	39,500	-51,000
39000 Winter Fair Revenue						
39010 Ice Rink Admissions	72,570			116,541		-116,541
39011 Discounted Ice Rink Admissions	14,730			17,695		-17,695
39020 SLS Tour Admissions	7,554			8,316		-8,316
39030 Tree Auction Sales	1,210			1,210		-1,210
39032 Winter Bar Sales	3,140			5,821		-5,821
39050 Winter Sponsorships	12,100			88,196		-88,196
39090 Winter Misc Revenue	3,818			7,229		-7,229
<b>Total 39000 Winter Fair Revenue</b>	<b>115,082</b>			<b>244,878</b>		<b>-244,878</b>
41000 Admission Revenue						
41010 Regular Fair Admissions				195,367	234,182	38,815
41020 Discounted Fair Admissions				29,692	11,493	-18,199
41025 Etix Processing Fees - Collected				9,969		-9,969
41030 JL Wristbands				12,660	9,500	-3,160
<b>Total 41000 Admission Revenue</b>				<b>247,688</b>	<b>255,175</b>	<b>7,487</b>
41500 Commercial Space Revenue						
41510 Outside Commercial Space				24,270	27,111	2,841
41520 Inside Commercial Space				18,950	25,867	6,917
<b>Total 41500 Commercial Space Revenue</b>				<b>43,220</b>	<b>52,977</b>	<b>9,757</b>
42100 Carnival Revenue						
42101 Regular Carnival Revenue				45,912	45,946	34
42110 Pre-Sale Carnival Revenue				43,702	35,000	-8,702
<b>Total 42100 Carnival Revenue</b>				<b>89,614</b>	<b>80,946</b>	<b>-8,668</b>
42200 Concessions Revenue						
42201 Food Concessions				98,239	92,847	-5,392
42250 Alcohol Concessions				79,160	90,364	11,204
42300 Non-Food Concessions				1,332	1,980	648
<b>Total 42200 Concessions Revenue</b>				<b>178,732</b>	<b>185,191</b>	<b>6,460</b>
43000 Exhibits Revenue						
43100 Entry Fees				25,473	45,000	19,527
43200 Donated & Sponsored Awards		33	-33	18,885	22,594	3,709
43500 Junior Livestock Exhibit Revenue				1,955	1,881	-74
<b>Total 43000 Exhibits Revenue</b>		<b>33</b>	<b>-33</b>	<b>46,813</b>	<b>70,475</b>	<b>23,662</b>
45000 Horse Racing Revenue						

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# Profit and Loss

## Humboldt County Fair Association

	Dec 25	Dec 25 Budget	Budget to Actual \$ Variance	Jan 25 - Dec 25	2025 Budget	Remaining Budget
45500 Other Live Racing Revenue	35		35	579		-579
<b>Total 45000 Horse Racing Revenue</b>	<b>35</b>		<b>35</b>	<b>579</b>		<b>-579</b>
47000 Miscellaneous Fair Revenue						
47100 Fair Parking				33,667	42,000	8,333
47200 Jr. Fair Board				500	1,000	500
47700 JL Camping Fees				8,830	11,465	2,635
47800 Sponsorships				98,600	220,000	121,400
47900 Other Miscellaneous Fair Revenue						
47901 Art Sales				533	1,364	831
47902 Fair Merchandise				1,425	4,875	3,450
47903 Vendor Application Fee				1,980	2,475	495
47904 Vendor Concession Commissions				1,910	806	-1,104
47905 Special Fair Event				12,340		-12,340
47907 Chili Cookoff				8,867	5,000	-3,867
47908 Other Fair Time Camping				9,240	11,503	2,263
<b>Total 47900 Other Miscellaneous Fair Revenue</b>				<b>36,294</b>	<b>26,023</b>	<b>-10,271</b>
<b>Total 47000 Miscellaneous Fair Revenue</b>				<b>141,097</b>	<b>273,465</b>	<b>132,368</b>
47005 Miscellaneous Non-Fair Programs		47,538	-47,538		55,000	55,000
<b>Total 47005 Miscellaneous Non-Fair Programs</b>	<b>4,440</b>	<b>47,538</b>	<b>-43,098</b>	<b>8,985</b>	<b>55,000</b>	<b>46,015</b>
48000 Interim Revenue						
48100 Rental of Buildings	650	1,002	-352	76,201	48,669	-27,532
48105 Arlington Rental Revenue	935	10,680	-9,745	11,220	10,680	-540
48200 Grounds Rental	20	960	-940	4,075	18,579	14,504
48201 RV Camping Interim Revenue	2,078	944	1,134	78,716	108,321	29,604
48202 Stall & Arena Rental Income	3,498	2,466	1,031	21,264	25,180	3,917
48203 RV & Boat Storage	5,209	5,104	104	42,161	50,246	8,085
48300 Equipment Rentals				3,430	4,466	1,036
47006 Interim Concession Revenue	4,440		4,440	8,855		-8,855
48500 Interim Utility & Other Reimbursements				90		-90
48503 Insurance Processing Fee	40		40	715	1,393	678
48505 Event Venue Guidebook				2,020		-2,020
47008 Interim Parking Revenue				130		-130

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# Profit and Loss

## Humboldt County Fair Association

	Dec 25	Dec 25 Budget	Budget to Actual \$ Variance	Jan 25 - Dec 25	2025 Budget	Remaining Budget
48601 Damage Fees Charged					396	396
48700 Other Interim Revenues				-2,307	192	2,499
<b>Total 48000 Interim Revenue</b>	<b>12,429</b>	<b>21,157</b>	<b>-8,727</b>	<b>237,585</b>	<b>268,122</b>	<b>30,537</b>
49500 Other Operating Revenue					568	568
49520 Non-Fair Donations & Sponsorships	250		250	6,200	235	-5,965
49540 Other Operating Revenue	50,500		50,500	50,500	55,000	4,500
49550 Prior Year Revenue				-21,495		21,495
<b>Total 49500 Other Operating Revenue</b>	<b>50,750</b>		<b>50,750</b>	<b>35,205</b>	<b>55,804</b>	<b>20,599</b>
Discounts given	-400			-23,209		23,209
<b>Total Income</b>	<b>182,336</b>	<b>68,728</b>	<b>113,608</b>	<b>1,377,981</b>	<b>1,362,679</b>	<b>-15,302</b>
Cost of Goods Sold						
<b>Total Cost of Goods Sold</b>						
Gross Profit	182,336	68,728	113,608	1,377,981	1,362,679	-15,302
Expense						
50000 Administration Expense						
50100 Admin Salaries - Permanent	15,235	15,602	-368	221,403	222,920	1,517
50200 Admin Salaries - Temporary					6,881	6,881
50320 Admin Payroll Taxes	1,167	1,211	-44	18,928	20,488	1,559
50325 Penalty/Prior Year Payroll Taxes				712		-712
<b>Total 50320 Admin Payroll Taxes</b>	<b>1,167</b>	<b>1,211</b>	<b>-44</b>	<b>18,928</b>	<b>20,488</b>	<b>1,559</b>
50330 Admin Worker's Comp Insurance	1,169	1,910	-741	12,859	17,535	4,676
50400 Admin Contracted Professional Services	3,500	3,292	208	50,152	45,000	-5,151
50500 Directors' Expenses				55	213	158
50600 Employee Travel, Recruitment & Training		7,060	-7,060	9,811	12,691	2,881
50700 Office Supplies	187	747	-560	7,851	10,431	2,580
50701 Computer Software & Supplies	1,174	1,849	-675	25,171	23,000	-2,171
50702 Credit Card & Bank Fees	804	440	364	29,299	37,370	8,071
50703 QuickBooks CC Payments Fees	382	1,046	-664	5,867	7,040	1,173
50705 Office Equipment Expense	218			1,974		-1,974
50800 Postage		874	-874	3,382	8,021	4,639
50801 Telephone / Internet	3,947	2,287		24,790	21,000	-3,790
50900 Dues & Subscriptions	180	304	-124	5,500	3,500	-2,000

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# Profit and Loss

## Humboldt County Fair Association

	Dec 25	Dec 25 Budget	Budget to Actual \$ Variance	Jan 25 - Dec 25	2025 Budget	Remaining Budget
51000 Insurance (General Liability)	6,143	14,404	-8,261	70,639	81,000	10,361
51010 Insurance (Vehicle)		5,034	-5,034	4,265	4,338	73
51050 Property Taxes				17,732	10,500	-7,232
51500 Other Administration Expense					529	529
<b>Total 50000 Administration Expense</b>	<b>34,105</b>	<b>56,059</b>	<b>-21,955</b>	<b>510,388</b>	<b>532,456</b>	<b>22,068</b>
52000 Maintenance & General Operations						
52100 Maint Salaries - Permanent	6,554	9,609	-3,054	131,002	134,603	3,601
52200 Maint Salaries - Temporary	92	6,012	-5,921	31,644	44,800	13,157
52220 Maintenance Payroll Taxes	508	1,190	-681	15,994	12,688	-3,306
52230 Maintenance Worker's Comp Insurance	1,364	2,418	-1,055	16,949	17,535	586
52300 Maint Contracted Professional Services	304	423	-119	8,753	11,467	2,714
52400 Grounds & Vehicle Registration & Compliance				4,760		-4,760
52500 Maintenance Equipment Rental		2,665	-2,665	8,533	7,830	-703
52600 Heat				13,096		-13,096
52800 Power	14,974	8,513	6,461	71,883	90,507	18,624
52801 Propane (deleted)		2,254			23,964	23,964
52802 Water	2,937	2,884		33,231	30,661	-2,570
52900 Equipment Maintenance	202		202	9,446	10,000	554
53000 Buildings & Grounds Maintenance	48	180	-132	1,244	15,000	13,756
53150 RV Camping Expense				1,223	1,004	-219
<b>Total 53000 Buildings &amp; Grounds Maintenance</b>	<b>48</b>	<b>180</b>	<b>-132</b>	<b>1,244</b>	<b>15,000</b>	<b>13,756</b>
53100 Trash Removal, Clean-up		15,388	-15,388	23,917	30,000	6,083
53200 Maintenance Supplies	1,664	1,881	-217	24,804	36,557	11,753
53300 Special Repairs Under \$5K				5,594	658	-4,936
<b>Total 52000 Maintenance &amp; General Operations</b>	<b>28,646</b>	<b>53,416</b>	<b>-24,770</b>	<b>404,014</b>	<b>467,275</b>	<b>63,261</b>
54000 Publicity Expenses						
54400 Advertising Expense		2,894	-2,894	29,689	24,960	-4,729
<b>Total 54000 Publicity Expenses</b>		<b>2,894</b>	<b>-2,894</b>	<b>29,689</b>	<b>24,960</b>	<b>-4,729</b>
56000 Attendance Expense						
56101 Attendance Salaries - Temporary				23,470	35,000	11,530
56120 Attendance Payroll Taxes				2,922	4,300	1,378

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# Profit and Loss

## Humboldt County Fair Association

	Dec 25	Dec 25 Budget	Budget to Actual \$ Variance	Jan 25 - Dec 25	2025 Budget	Remaining Budget
56200 Attendance Contracted Professional Services				34,034	35,000	966
56300 Attendance Supplies				1,573	3,709	2,136
56400 Attendance Other Expenses					4,500	4,500
56401 Attendance Rentals-Tent, Restrooms, other				5,889	9,799	3,910
56410 Electronic Ticketing Fees				11,757		-11,757
<b>Total 56000 Attendance Expense</b>				<b>79,645</b>	<b>92,308</b>	<b>12,663</b>
57000 Miscellaneous Fair Expense				940	1,501	561
57100 Parking Contracted Services				24,000	24,000	
57150 Chili Cook Off Expense				1,591		-1,591
57200 Fair Bar Expenses						
57210 Bartender-Temporary	1,047	1,047	1,047	15,219	15,000	-219
57220 Bartender Payroll Taxes	130	130	130	1,148	1,800	652
57230 Fair Bar Alcohol				13,405	46,316	32,911
57240 Fair Bar Other				6,328	5,800	-528
57250 Fair Bar Permits, Licensing & Registration				575		-575
<b>Total 57200 Fair Bar Expenses</b>	<b>1,177</b>	<b>1,177</b>	<b>1,177</b>	<b>36,674</b>	<b>68,916</b>	<b>32,242</b>
57300 Fair Merchandise Expense				6,673	4,000	-2,673
57500 Dairy Heifer Sale					1,518	1,518
57700 Sponsorship Expense	274	274	274	18,849	18,000	-849
57800 Other Misc Fair Expense	56	56	56	2,429	3,123	693
57801 Fair Time Equipment Rentals				1,602		-1,602
57900 Commercial Exh & Concessions Expense				9,085	9,500	415
80040 EMT/First Responder Salaries-Temporary				1,178	1,820	642
80050 EMT/First Responder Payroll Taxes				147	241	95
<b>Total 57000 Miscellaneous Fair Expense</b>	<b>330</b>	<b>330</b>	<b>330</b>	<b>66,494</b>	<b>63,703</b>	<b>-2,791</b>
58000 Premium Expense						
58100 Cash Premium Awards		34	-34	17,430	31,426	13,996
58200 Exhibit Awards (trophies, ribbons)				10,996	9,202	-1,794
58500 Other Premium Expense				32		-32
<b>Total 58000 Premium Expense</b>	<b>34</b>	<b>-34</b>	<b>-34</b>	<b>28,459</b>	<b>40,628</b>	<b>12,170</b>
63000 Exhibits Expense						

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# Profit and Loss

## Humboldt County Fair Association

	Dec 25	Dec 25 Budget	Budget to Actual \$ Variance	Jan 25 - Dec 25	2025 Budget	Remaining Budget
63101 Exhibits Salaries - Temporary				23,551	21,404	-2,148
63120 Exhibits Payroll Taxes				2,932	2,665	-267
63200 Judges				5,041	9,183	4,143
63300 Exhibits Contracted Professional Services				15,758	4,389	-11,369
63400 Exhibit Supplies				459	2,896	2,436
63600 Exhibits Decorations					1,960	1,960
63700 Other Exhibits Expense				11,885	10,300	-1,585
<b>Total 63000 Exhibits Expense</b>				<b>59,627</b>	<b>52,797</b>	<b>-6,830</b>
65000 Horse Racing Expense						
65210 Horse Racing Employee Benefits (ER share)				3,593		-3,593
65300 Horse Racing Contracted Professional Services				3,016		-3,016
65301 CARF Management Fees				486		-486
65800 Other Horse Racing Expense				65		-65
<b>Total 65000 Horse Racing Expense</b>				<b>7,159</b>		<b>-7,159</b>
66000 Fair Entertainment Expense				421		-421
66200 Fair Entertainment Contracted Professional Services				50,171	62,000	11,829
66300 Fair Entertainment Supplies					1,369	1,369
66600 Grandstands Entertainment				14,656		-14,656
66700 Other Fair Entertainment Expense				2,260	2,060	-200
<b>Total 66000 Fair Entertainment Expense</b>				<b>67,508</b>	<b>65,429</b>	<b>-2,080</b>
66009 Misc. Non Fair Events		6,974	-6,974	1,863	31,448	29,586
<b>Total 66009 Misc. Non Fair Events</b>		<b>6,974</b>	<b>-6,974</b>	<b>1,863</b>	<b>31,448</b>	<b>29,586</b>
67000 Winter Fair Expenses	77			288		-288
67010 Winter Equipment Purchases				6,788		-6,788
67011 Winter Equipment Rental				28,062		-28,062
67020 Winter Bar Expenses	1,973			3,048		-3,048
67030 Winter Merch Expenses	641			1,701		-1,701
67040 Winter Tree Expenses	20			955		-955
67050 Winter Decorations Expense	937			3,007		-3,007

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# Profit and Loss

## Humboldt County Fair Association

	Dec 25	Dec 25 Budget	Budget to Actual \$ Variance	Jan 25 - Dec 25	2025 Budget	Remaining Budget
67060 Winter Event Salaries - Temporary	22,649			27,794		-27,794
67061 Winter Event Payroll Taxes	2,723			3,363		-3,363
67070 Winter Event Marketing Expense	401			5,520		-5,520
67090 Winter Misc Expenses	5,630			14,401		-14,401
<b>Total 67000 Winter Fair Expenses</b>	<b>35,050</b>			<b>94,927</b>		<b>-94,927</b>
80000 Prior Year Operating Expense Adjustment				43,984		-43,984
80010 Prior Year General Expense Adjustments				13		-13
<b>Total 80000 Prior Year Operating Expense Adjustment</b>				<b>43,997</b>		<b>-43,997</b>
85000 Cash Shortages & Overages					-1	-1
85100 Ticket Sales Over/Under					2	2
85900 Other Cash Over/Under	-20		-20	-256	462	717
<b>Total 85000 Cash Shortages &amp; Overages</b>	<b>-20</b>		<b>-20</b>	<b>-256</b>	<b>462</b>	<b>718</b>
Payroll Expenses						
Taxes	57		57	57		-57
Wages	458		458	458		-458
<b>Total Payroll Expenses</b>	<b>515</b>		<b>515</b>	<b>515</b>		<b>-515</b>
<b>Total Expense</b>	<b>99,802</b>	<b>119,377</b>	<b>-19,575</b>	<b>1,439,244</b>	<b>1,440,382</b>	<b>1,139</b>
Net Operating Income	82,534	-50,650	133,184	-61,263	-77,704	-16,441
Other Income						
49600 Auction Revenues					825	825
49605 JLA Revenues		130	-130		165	165
49700 JLA Miscellaneous Revenue					374	374
49760 JLA Other Revenue				1,500		-1,500
49740 JLA BBQ Presale Income				11,900		-11,900
<b>Total 49700 JLA Miscellaneous Revenue</b>				<b>21,660</b>	<b>31,559</b>	<b>9,899</b>
49705 JLA Add-ons				126,762	167,512	40,750
49730 JLA Harvesting Fee's & Fine Processing Collected				28,655	30,481	1,826
49750 JLA BBQ Presale Credit Card Income				3,580	8,503	4,923
49800 JLA During Fair BBQ Income				4,680	22,682	18,002

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# Profit and Loss

## Humboldt County Fair Association

	Dec 25	Dec 25 Budget	Budget to Actual \$ Variance	Jan 25 - Dec 25	2025 Budget	Remaining Budget
49810 JLA BBQ Ticket No Sell Fine					1,650	1,650
49812 JLA Buyer Income						
49612 JLA Auction Commission				80,093	79,978	-115
49820 JLA Buyer Payments				1,095,632	940,203	-155,429
<b>Total 49820 JLA Buyer Payments</b>				<b>1,095,632</b>	<b>940,203</b>	<b>-155,429</b>
<b>Total 49605 JLA Revenues</b>		<b>130</b>	<b>-130</b>	<b>1,317,749</b>	<b>1,189,444</b>	<b>-128,305</b>
49710 Veggie Auction Revenue				58,200	12,264	-45,936
49720 Veggie Add-ons				8,500	2,706	-5,794
49611 Veggie Auction Commission				6,670	6,805	135
<b>Total 49710 Veggie Auction Revenue</b>				<b>58,200</b>	<b>12,264</b>	<b>-45,936</b>
49900 Dairy Heifer Auction Revenue					29,238	29,238
49910 Dairy Add-Ons					5,225	5,225
49915 Dairy Heifer Auction Commission					1,625	1,625
<b>Total 49900 Dairy Heifer Auction Revenue</b>					<b>29,238</b>	<b>29,238</b>
<b>Total 49600 Auction Revenues</b>		<b>130</b>	<b>-130</b>	<b>1,339,409</b>	<b>1,221,828</b>	<b>-117,581</b>
49610 Auction Commission						
<b>Total 49610 Auction Commission</b>				<b>86,763</b>	<b>88,408</b>	<b>1,644</b>
<b>Total Other Income</b>		<b>130</b>	<b>-130</b>	<b>1,426,173</b>	<b>1,310,236</b>	<b>-115,937</b>
Other Expense						
95000 Junior Livestock Auction Expenses						
95100 JLA - Contracted Services				38,587	50,485	11,898
95200 JLA - Supplies	919	1,366	-447	15,731	12,303	-3,428
95400 JLA Scholarship Expense				2,000	3,090	1,090
95500 JLA Seller Expenditures						
95500.4 JLA Seller Payments		1,354	-1,354	1,286,170	1,138,730	-147,440
<b>Total 95500 JLA Seller Expenditures</b>		<b>1,354</b>	<b>-1,354</b>	<b>1,286,170</b>	<b>1,138,730</b>	<b>-147,440</b>
96000 JLA BBQ Expense				18,533	20,323	1,790
<b>Total 95000 Junior Livestock Auction Expenses</b>	<b>919</b>	<b>2,720</b>	<b>-1,801</b>	<b>1,361,021</b>	<b>1,224,930</b>	<b>-136,091</b>
<b>Total Other Expense</b>	<b>919</b>	<b>2,720</b>	<b>-1,801</b>	<b>1,361,021</b>	<b>1,224,930</b>	<b>-136,091</b>
Net Profit	81,615	-53,240	134,855	3,889	7,602	3,713

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# Balance Sheet

## Humboldt County Fair Association

	Dec 25	Nov 25	CM vs PM \$ Variance	Dec 24	CY vs PY \$ Variance
<b>Assets</b>					
<b>Current Assets</b>					
<b>Bank Accounts</b>					
<b>11000 Cash - Unrestricted</b>					
11300 US Bank Operating Acct (#4664)	485,161	437,139	48,022	408,395	76,766
11400 US Bank Premium Acct (#4854)	537	537		555	-18
11500 US Bank Payroll Acct (#5356)				990	-990
<b>Total 11000 Cash - Unrestricted</b>	<b>485,698</b>	<b>437,676</b>	<b>48,022</b>	<b>409,940</b>	<b>75,758</b>
<b>12000 Cash - Restricted</b>					
12100 US Bank Dairy Heifer Replacement (#0027)	11,910	11,910		10,432	1,478
12200 US Bank JLA Custodial Acct (#4648)	97,130	97,188	-58	98,176	-1,046
12300 US Bank JLA Operating (#5548)	9,009	106,051	-97,041	77,218	-68,209
<b>Total 12000 Cash - Restricted</b>	<b>118,049</b>	<b>215,149</b>	<b>-97,100</b>	<b>185,827</b>	<b>-67,778</b>
<b>12500 Petty Cash</b>					
12700 CARF Offsite Rev/Exp Monies	1,226	1,226		655	571
<b>Total 12500 Petty Cash</b>	<b>1,226</b>	<b>1,226</b>		<b>22,020</b>	<b>-20,794</b>
67092 Winter Fair Petty Cash	3,000	3,000			
Inter-Company Settlement Bank - Docyt (deleted)					3,000
<b>Total Bank Accounts</b>	<b>607,973</b>	<b>657,051</b>		<b>617,787</b>	
<b>Accounts Receivable</b>					
13100 Accounts Receivable (A/R)	39,608	36,077	3,531	247,975	-208,367
<b>Total Accounts Receivable</b>	<b>39,608</b>	<b>36,077</b>	<b>3,531</b>	<b>247,975</b>	<b>-208,367</b>
<b>Other Current Assets</b>					
12800 Payments to deposit	-3,174	-1,390	83,816	7,035	74,121
Certificates of Deposit	85,600				
Credit Card Receivables	808	808	-1,784	90	-10,209
Inventory Asset			85,600		85,600
Payroll Refunds					719
Prepaid Expenses				1,989	
<b>Total Other Current Assets</b>	<b>83,235</b>	<b>-582</b>		<b>9,113</b>	<b>-1,989</b>
<b>Total Current Assets</b>	<b>730,816</b>	<b>692,546</b>		<b>874,876</b>	
<b>Fixed Assets</b>					
19200 Buildings & Improvements	4,459,452	4,459,452	83,816	4,459,452	74,121
19201 Accumulated Depreciation-Building & Improvements	-3,984,302	-3,984,302	38,270	-3,984,302	-144,060
19300 Equipment	242,422	242,422		242,422	134,574
19301 Accumulated depreciation-Equipment	-242,422	-242,422		-242,422	
19500 Leasehold Improvements	944,303	944,303		944,303	
19501 Accumulated Depreciation-Leasehold Improvements	-431,570	-431,570		-431,570	

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# Balance Sheet

## Humboldt County Fair Association

	Dec 25	Nov 25	CM vs PM \$ Variance	Dec 24	CY vs PY \$ Variance
19502 Eco Green Project (PGE)	134,809	134,809		134,809	
Ice Rink	134,574	134,574			
<b>Total Fixed Assets</b>	<b>1,257,266</b>	<b>1,257,266</b>		<b>1,122,692</b>	
Other Assets					
<b>Total Other Assets</b>					<b>134,574</b>
<b>Total Assets</b>	<b>1,988,083</b>	<b>1,949,813</b>		<b>1,997,568</b>	<b>134,574</b>
Liabilities and Equity					
Liabilities					
Current Liabilities					
Accounts Payable					
21200 Accounts Payable (A/P)	47,791	57,577	38,270	87,989	-9,485
Accounts Payable - Docyt			-43,345	-391	-12,077
<b>Total Accounts Payable</b>	<b>47,791</b>	<b>57,577</b>	<b>-27,617</b>	<b>87,598</b>	<b>-34,690</b>
Credit Card					
21300 Capital One CC (#9529)			-9,786		-40,198
21500 Credit Card (#9093)			-9,786		-39,807
21600 US Bank CC (#2921)				140	
21610 US Bank CC 2818	2,296	6,475		1,181	
us bank credit card					-140
<b>Total Credit Card</b>	<b>2,296</b>	<b>6,475</b>	<b>-4,179</b>	<b>1,321</b>	<b>1,115</b>
Other Current Liabilities					
21000 TOT Tax Liability Account	976	1,078	-4,179	63	975
21100 Insurance Fee's Collected			-13,652		4,143
22100 Payroll Liabilities			-102		913
22400 Admin Accrued PTO	8,907	8,907		8,907	
22410 Maintenance Accrued PTO	3,568	3,568		3,568	
22800 Deferred Revenue	3,514	17,110		2,335	
22900 CFSA Insurance Fees Collected	5,215	5,170		4,240	
24100 Guaranteed Deposits	500	500	-13,596	-500	1,179
24200 Stall Rental Deposits	675	675	45	600	975
Accrued Liability - Docyt (deleted)					1,000
Direct Deposit Payable					75
<b>Total Other Current Liabilities</b>	<b>23,355</b>	<b>37,007</b>		<b>19,212</b>	
<b>Total Current Liabilities</b>	<b>73,442</b>	<b>101,059</b>		<b>108,131</b>	
Long-Term Liabilities					
24500 Eco Green Project Loan (PGE)	71,585	73,314	-27,617	90,597	-34,690
Ice Rink Liability	41,624	55,624			
<b>Total Long-Term Liabilities</b>	<b>113,209</b>	<b>128,938</b>	<b>-15,728</b>	<b>90,597</b>	<b>22,613</b>
<b>Total Liabilities</b>	<b>186,651</b>	<b>229,996</b>	<b>-1,728</b>	<b>198,728</b>	<b>-19,012</b>
Equity					
25100 JLAC Net Res (Reserve)	32,997	32,997	-15,728	32,997	22,613
25200 Racing Incentive Fund (Reserve)	9,830	9,830	-43,345	9,830	-12,077
29000 Inves in Cap Assets	1,213,624	1,213,624	81,615	1,213,624	2,592
29100 Unrestricted Net Assets	913,560	913,560		913,560	
Net Income	3,889	-77,726		-121,314	

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# Balance Sheet

## Humboldt County Fair Association

	Dec 25	Nov 25	CM vs PM \$ Variance	Dec 24	CY vs PY \$ Variance
Opening balance equity	-99,876	-99,876		-99,876	
Owner's Withdraw - Docyt (deleted)			81,615		125,203
Retained Earnings	-272,593	-272,593		-149,982	
<b>Total Equity</b>	<b>1,801,431</b>	<b>1,719,816</b>		<b>1,798,840</b>	
<b>Total Liabilities and Equity</b>	<b>1,988,083</b>	<b>1,949,813</b>		<b>1,997,568</b>	

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# Cash Flow Statement

## Humboldt County Fair Association

	Dec 25	Nov 25	CM vs PM \$ Variance	Dec 24	CY vs PY \$ Variance
<b>Operating Activities</b>					
Net Income	81,615	34,322	47,294	-220,759	302,374
Adjustments to Net Income					
13100 Accounts Receivable (A/R)	-3,531	4,708	-8,239	20,703	-24,235
19201 Accumulated Depreciation-Building & Improvements				48,749	-48,749
19501 Accumulated Depreciation-Leasehold Improvements				63,559	-63,559
21000 TOT Tax Liability Account	-102	-310	209		-102
21200 Accounts Payable (A/P)	-9,786	-12,164	2,378	18,252	-28,038
21500 Credit Card (#9093)					120
21600 US Bank CC (#2921)				-120	
21610 US Bank CC 2818	-4,179	6,181	-10,360	-1,400	
22210 Payroll Liabilities:Federal Unemployment (940)					-2,416
22300 Payroll Liabilities:State Payroll Taxes Payable					1,081
22400 Admin Accrued PTO				2,416	
22410 Maintenance Accrued PTO				-1,081	-6,071
22600 Payroll Liabilities:Payroll Clearing Acct (DD)					530
22800 Deferred Revenue	-13,596	1,150	-14,746	-7,525	
22900 CFSA Insurance Fees Collected	45	115	-70	-485	-75
24100 Guaranteed Deposits		100	-100		652
24200 Stall Rental Deposits				75	
Accounts Payable - Docyt				-652	
Payroll Liability - Docyt (deleted)					-8,352
Payroll Refunds					1,989
Prepaid Expense - Docyt (deleted)				8,352	
Prepaid Expenses		181	-181	-1,989	
us bank credit card					-180,003
<b>Total Adjustments to Net Income</b>	<b>-31,148</b>	<b>-39</b>	<b>-31,109</b>	<b>148,854</b>	<b>122,371</b>
<b>Total Operating Activities</b>	<b>50,467</b>	<b>34,282</b>	<b>16,185</b>	<b>-71,904</b>	<b>-85,600</b>
<b>Investing Activities</b>					
19818 Friendship Sq Kitchen Remodel					-85,600
Certificates of Deposit	-85,600		-85,600		
<b>Total Investing Activities</b>	<b>-85,600</b>		<b>-85,600</b>		
<b>Financing Activities</b>					
24500 Eco Green Project Loan (PGE)	-1,728	-1,728		-3,457	-12,272
25100 JLAC Net Res (Reserve)					1,728
Ice Rink Liability	-14,000		-14,000		
Owner's Investment - Docyt (deleted)					-14,000
<b>Total Financing Activities</b>	<b>-15,728</b>	<b>-1,728</b>	<b>-14,000</b>	<b>-3,457</b>	
<b>Net Cash Increase For Period</b>	<b>-50,861</b>	<b>32,554</b>	<b>-83,415</b>	<b>-75,361</b>	

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## A/R Aging December 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
A100Embroidery		-5.00				-5.00
Alissa Clear					100.00	100.00
Amanda Johnson		150.00				150.00
Ambrosini Elementary		550.00				550.00
Ariel Wise		95.00	95.00			190.00
Ashli Ashley			-180.00			-180.00
Balance Productions					150.00	150.00
Bambi Anderson		540.00	540.00	382.80		1,462.80
Bertha Maldonado			2,155.00			2,155.00
Beth Simon					425.00	425.00
Black Creek Preserves		215.00				215.00
Brian Vosburg				-475.00		-475.00
Bryce T Bell		45.00			90.00	135.00
Buyer Payments AR					13,669.00	13,669.00
Camping - Campspot	114.24		163.52	203.84		481.60
Chalk Mt. Ranch, LLC					200.00	200.00
Claudia Velasco-Morales	1,650.00					1,650.00
Coastal Grove Charter School			-210.00			-210.00
Copious Glass DBA, Glass Garage					450.00	450.00
Cutten Elementary School		460.00				460.00
Danielle Frank					200.00	200.00
Dan Rasella		85.00				85.00
Diana Meraz					-500.00	-500.00
Dustin Hurst		-380.00				-380.00
Dusty Bottoms		-320.00				-320.00
Dwight Shaneyfelt				-10.00		-10.00
Elaina Ashe- Harning		32.30				32.30
Emily Christensen		45.00				45.00
Emily Machado				60.00	15.00	75.00
Farm Life Petting Zoo					25.00	25.00
Ferndale Arts					100.00	100.00
Ferndale Lions Club					25.00	25.00
Flavors of East Africa					3,581.96	3,581.96
Flourish Backdrops					50.00	50.00
Fry Burger					500.00	500.00
Gabriela Gonzalez			2,085.00			2,085.00
George Petrov		95.00	95.00			190.00
Gianna O'Day			320.00			320.00
Hindley Ranch					350.00	350.00
Humboldt County Office of Elections					150.00	150.00
International Gifts					1,194.60	1,194.60
Jerry Hayes		60.50				60.50
Kaitlyn Killingsworth			150.00			150.00
Katherine Lorenzo		150.00				150.00
Katy Garrison					250.00	250.00
Kristal Dennis			150.00			150.00
Larry Wood		190.00	157.00	27.54		374.54
Latisha Grisback			150.00			150.00
Lauren Bryie			-1,430.00			-1,430.00
Lee Ann Moore					50.00	50.00
Maria Bernabe					-200.00	-200.00

A/R Aging  
December 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Mark Lourenzo		54.00				54.00
Marooned Inc DBA Scaregrounds	300.00					300.00
Mary Halstead			330.00			330.00
Meghan Tegarden		560.00				560.00
Miscellaneous - A/R Reconcile	-5,211.80				9,226.08	4,014.28
Moonstone In Bloom					150.00	150.00
Native Sons of the Golden West		50.00	50.00	50.00	200.00	350.00
Noga Family					375.00	375.00
North Coast Event Rental					150.00	150.00
Patrick Queen		61.20				61.20
Pete Dulik		95.00	95.00		95.00	285.00
Ralph Dyer		-15.00				-15.00
Ray Almanzan		113.36				113.36
Renae Alexandre					150.00	150.00
Renner Ranches					150.00	150.00
Ryann & Ryan Cormier		95.00	95.00	27.54		217.54
Sara Collections					25.00	25.00
Scott Griswold					-190.00	-190.00
Shelby D's		-1.30				-1.30
Shoemaker Family					250.00	250.00
St. Bernard's Academy		370.00				370.00
Stephanie Peterson			150.00			150.00
Steve Strombeck		95.00	95.00	-380.00	95.00	-95.00
Sun and Moon Customs			205.00			205.00
Tanner Hrynkiewicz		150.00				150.00
Tesla					825.00	825.00
The Buttercream Broomstick					85.00	85.00
Toddy Thomas Middle School		1,200.00				1,200.00
Tyler Franklin		-2.98				-2.98
US Forest Service					25.00	25.00
Washington Elementary		290.00				290.00
<b>TOTAL</b>	<b>-3,147.56</b>	<b>5,122.08</b>	<b>5,260.52</b>	<b>-113.28</b>	<b>32,486.64</b>	<b>39,608.40</b>

A/P Aging  
December 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Amazon Prime			759.32	52.94	822.33	1,634.59
Blue Star Gas/Sequoia Gas	1,461.50					1,461.50
California Fair Services Authority	8,745.05	9,045.05		30.00		17,820.10
Cashier, Department of Food and Agriculture					-198.60	-198.60
Del Oro Water Company	2,936.63					2,936.63
Ferndale Tech	224.13		755.00			979.13
Frontier Communications	123.77					123.77
Mendes Supply Company	292.12					292.12
Nilsen Feed & Grain Co.	381.65					381.65
North Coast Journal					67.00	67.00
Pacific Paper Co.	273.75					273.75
Power Play Hockey		14,000.00				14,000.00
Recology Eel River Fortuna		981.10		981.10	3,361.61	5,323.81
The Farm Shop		201.78				201.78
The Lighthouse Group			2,500.00			2,500.00
Times Standard			500.00			500.00
VSI Veterinary Service Inc					-506.32	-506.32
<b>TOTAL</b>	<b>14,438.60</b>	<b>24,227.93</b>	<b>4,514.32</b>	<b>1,064.04</b>	<b>3,546.02</b>	<b>47,790.91</b>





# Annual Report

2025

## Report Contents

Operations and Financial Highlights  
Summary of Financial Data  
Balance Sheet  
Income Statement  
Cash Flow Statement

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## Annual Report Purpose

# A visual understanding of data.

This annual financial report provides business insights for Humboldt County Fair Association. Objective is to show the financial health and performance for 2025 focusing on profitability, efficiency and liquidity.

The report seeks to show the prospects of the company in its current position while showing historical trends using different methods of analysis.

It includes all the relevant information at your fingertips, offering the ability to visualize and analyze key financial data, uncover fresh insights, spot vital financial trends, identify strengths and weaknesses and improve communication throughout the organization.

Annual report contains key information on Humboldt County Fair Association financial position with metrics such as:

- ability to pay debts as they come due
- debt structure
- gross and net profit or loss and its drivers
- growth over multiple years
- proportion of operational expenses to revenue generated.

The three elements that form the basis of analysis:

- Profit and loss statement
- Balance sheet
- Cash flow statement

The report also admits the fact that some analysis conducted has limitations because of the vast amounts of variables that may be related or unrelated to the business.

## Takeaways

---

2025: Net Profit was \$885.

2025: Net Assets was \$1.8m.

2025: Net Cash Increase For Period was (\$19.8k).

2025: Current Ratio was 9.57.

# Profit & Loss

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through 2025. The P&L statement is synonymous with the income statement. These records provide information about Humboldt County Fair Association's ability or inability to generate profit by increasing revenue, reducing costs, or some combination thereof.

## Profit Snapshot

**Net Profit**

**\$885**

↑ 2025: Net Profit was \$122.2k higher than 2024.

Operating Profit Margin

**-0.04%**

Net Profit Margin

**0.42%**

## Profit & Loss Snapshot

Total Expense	Total Income	Operating Margin	Net Revenue
\$2.80M	\$2.80M	\$(59k)	\$5.8k
Total expenses for 2025 were \$1.3M lower than 2024. This was primarily due to decrease in expenses as a result of not running horse racing in CY.	Total income for 2025 was \$1.2M lower than 2024. This was primarily due to decrease in income as a result of not running horse racing in CY.	Operating Margin for 2025 was \$34k lower than 2024. This was due to decreases in auxiliary revenue in the CY despite reductions in other operating expenses and removal of horse racing.	Net revenue for 2025 was \$127k higher than 2024. This was due to a \$93k increase in JLA revenues as well as lack of depreciation expense in CY.

## Profit & Loss - Overview

	2025	2024	CHANGE
<p><b>Total Income</b></p> <p><b>\$1.4m</b></p> <p>↓ 2025: Total Income was \$1.3m lower than 2024.</p>			
Income	1,378,222	2,667,633	-1,289,411 ▼
Total Expense	1,439,969	2,693,246	-1,253,277 ▼
Net Operating Income	-61,747	-25,613	-36,134 ▼
Total Other Income	1,426,173	1,330,312	95,861 ▲
Total Other Expense	1,363,541	1,426,013	-62,472 ▼
<b>Net Profit</b>	<b>885</b>	<b>-121,314</b>	<b>122,199 ▲</b>

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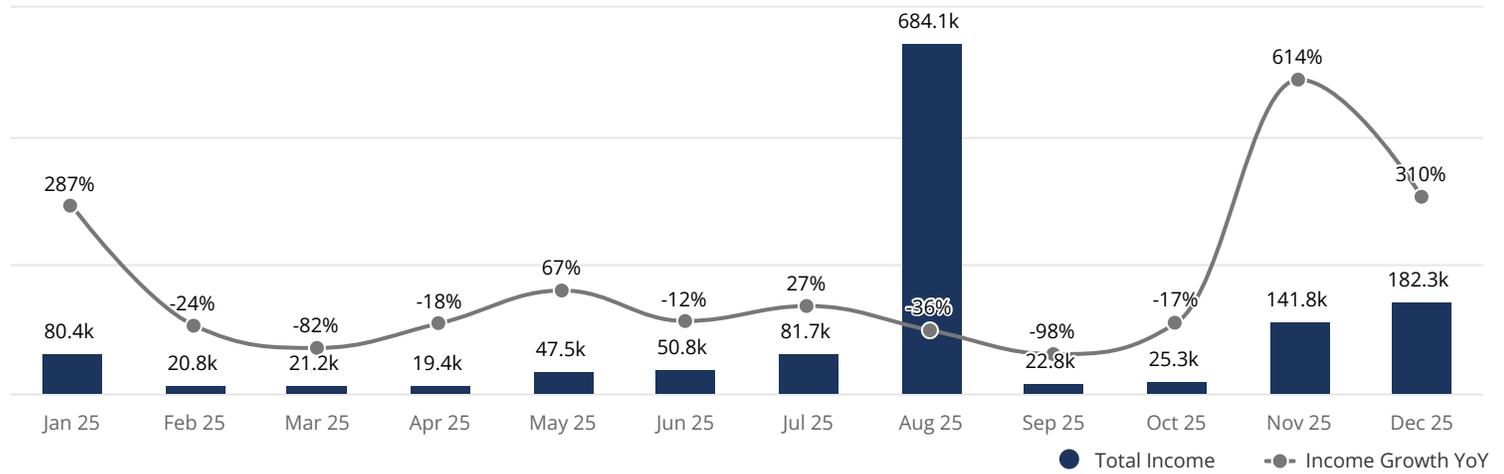
# \$ Total Income & Profitability

**2025**

**Income per Net Working Day**     \$5,281

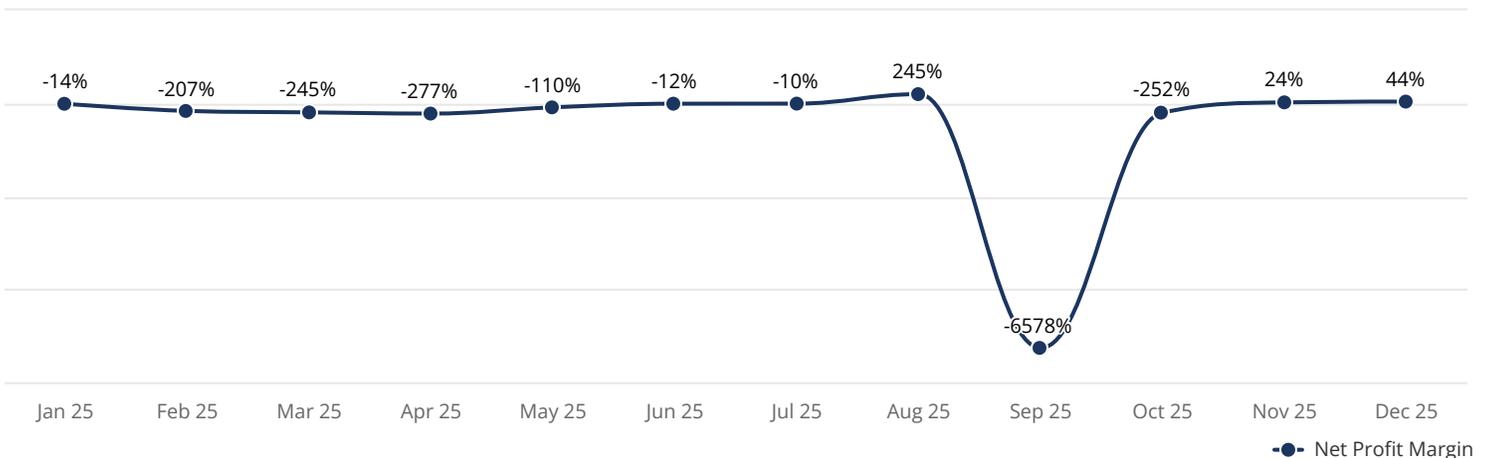
**Net Profit per Net Working Day**     \$3

## Total Income 2025 with YoY Growth



## Profit Margins 2025

Net Profit Margin shows the profit earned per dollar of income. A 10% Net Profit Margin is considered an excellent ratio. If your company has a low Net Profit Margin you are making very little profit after all costs. That implies the revenue is getting eaten up by expenses. It also increases the risk your firm will be unable to meet obligations. With a low margin, a sudden dip in sales over the next month or year could turn your company unprofitable. A high margin indicates your company has solid competitive advantages.

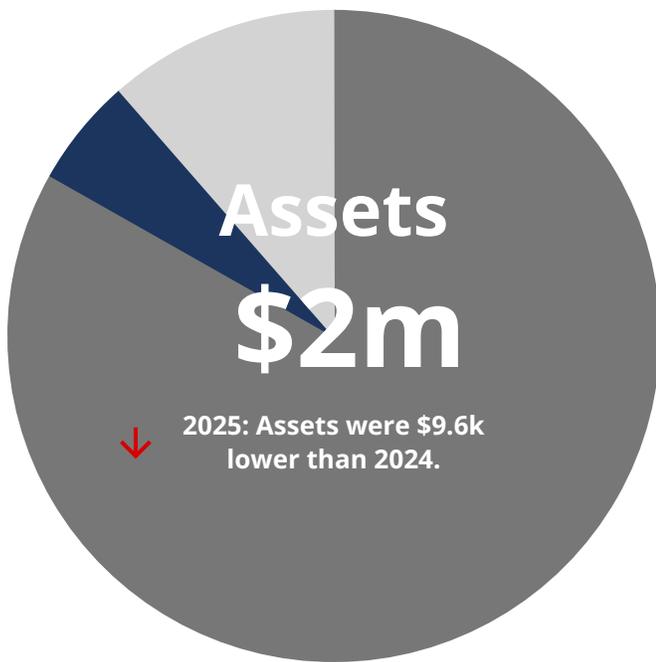


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# Assets & Liabilities

Assets and Liabilities knowledge is imperative for accounting records and developing business plans, especially when applying for a business loan or line of credit. However, knowing your assets and liabilities is valuable knowledge for general and managerial operations.



- Bank Accounts 608k (83.2%)
- Accounts Receivable 39.3k (5.4%)
- Other Current Assets 83.5k (11.4%)



- Current Liabilities 76.3k (40.3%)
- Long-Term Liabilities 113.2k (59.7%)

## Balance Sheet

	2025
<b>Assets</b>	<b>1,987,983</b>
Current Assets	730,716
Fixed Assets	1,257,266
Other Assets	
<b>Liabilities and Equity</b>	<b>1,987,983</b>
Liabilities	189,555
Equity	1,798,427

There are two types of assets: current and fixed assets. Current assets can be quickly converted into cash. They include cash, accounts receivable, and inventory. The more current assets a small business has, the better, as this means they can survive longer without borrowing money. Fixed assets are physical items that last over a year and have financial value to a company, such as computers, equipment, and tools.

Liabilities represent financial obligations of the company. They show indebtedness and are grouped based on their liquidity. Current Liabilities are those due in the current year and they represent money owed for operating expenses. Long-Term Liabilities represent debt that will not be due for at least a year.

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# Cash Management

The cash management report provides you with a brief overview of Humboldt County Fair Association's liquidity and current cash flow situation which is critical to keep finances flowing across the organization.

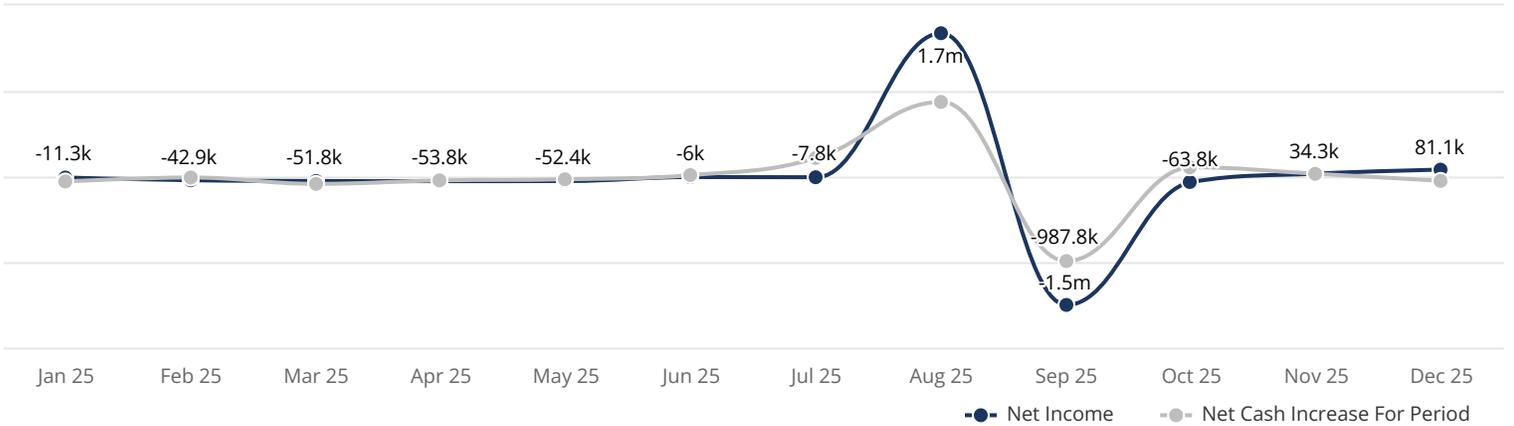
**\$654.4k**  
Working Capital

**9.57**  
Current Ratio

Current Ratio and Working Capital measure Humboldt County Fair Association's ability to meet the demands for cash as they arise or to satisfy its current debt and other payables - called operating expenses. A Current Ratio of less than 1 indicates that the company may have problems meeting its short-term obligations. Working Capital is critical since it is used to meet all financial obligations within the coming year.

	2025	Change to Prior Year
Current Assets	730,716	-144,160 ▼
Current Liabilities	76,346	-31,785 ▼
Working Capital	654,370	-112,374 ▼
Current Ratio	9.57	1.48 ▲

## Liquidity



## Cash Flow

	2025	Change to Prior Year
Operating Activities	179,086	333,919 ▲
Investing Activities	-220,174	-220,174 ▼
Financing Activities	21,315	41,989 ▲
<b>Net Cash Increase For Period</b>	<b>-19,773</b>	<b>155,734 ▲</b>

**\$608k**  
**Bank Accounts**  
2025: Bank Accounts were \$9.8k lower than 2024.

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# Financial Performance

An overview of how efficiently Humboldt County Fair Association is spending capital while providing a snapshot of the main metrics on Humboldt County Fair Association's balance sheet.

## Accounts Receivable

**\$39.3k**

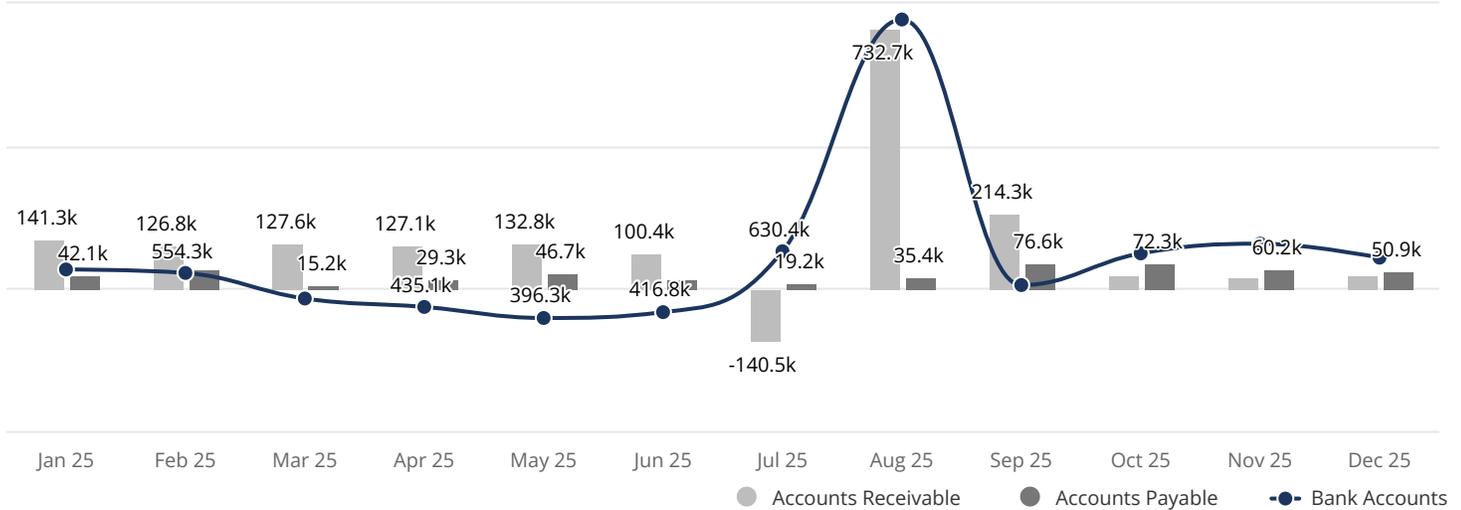
2025: Accounts Receivable were \$208.7k lower than 2024.

## Accounts Payable

**\$50.9k**

2025: Accounts Payable were \$36.7k lower than 2024.

### Accounts Receivable/ Accounts Payable and Bank Accounts



### Return on Assets (ROA)

The Return on Assets (ROA) percentage indicates how well your business manages its balance sheet to generate profits. While there's no universal standard for nonprofits, a positive ROA is generally considered a good benchmark. An ROA of 2 or higher is often seen as strong performance, meaning that for every dollar invested, the organization generates two dollars in revenue. In 2025, the Organization's ROA was 0.04%.

	2024	2025	CHANGE
Net Profit	-121,314	885	122,199 ▲
Assets	1,997,568	1,987,983	-9,585 ▼
ROA	-6.07%	0.04%	6.12% ▲

### Return on Net Assets (RONA)

RONA percentage indicates how efficient an organization is at generating growth from its net assets. This metric helps nonprofits understand how well they are leveraging their resources to fulfill their mission and generate revenue. While there isn't a universally accepted benchmark for RONA, organizations should aim for a positive and increasing trend over time. In 2025, the Organization's RONA was 0.05%.

	2024	2025	CHANGE
Net Profit	-121,314	885	122,199 ▲
Equity	1,798,840	1,798,427	-413 ▼
RONA	-6.74%	0.05%	6.79% ▲

### Operating Reserve Ratio

The Operating Reserve Ratio indicates how long a nonprofit could keep running if existing revenue streams were cut off. It is calculated by dividing the organization's savings (unrestricted net assets) by its annual operating expenses. A higher ratio indicates that the nonprofit has a larger financial cushion to handle unexpected challenges or changes in circumstances. In 2025, the Organization observed an Operating Reserve of 3.08

	2024	2025	CHANGE
Unrestricted Net Assets	913,560	913,560	0
Operating Expenses	2,693,246	1,439,969	-1,253,277 ▼
Operating Reserve Ratio	0.34	0.63	0.30 ▲

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Humboldt County Fair Association  
Financial Annual Statements  
2025

Profit & Loss Statement  
Balance Sheet Statement  
Cash Flow Statement

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# Profit and Loss

## Humboldt County Fair Association

	2025	+/-	2025 Budget
<b>Income</b>			
31200 Local (Base) Allocation	90,500	51,000	39,500
39000 Winter Fair Revenue			
39010 Ice Rink Admissions	116,541	116,541	
39011 Discounted Ice Rink Admissions	17,695	17,695	
39020 SLS Tour Admissions	8,316	8,316	
39030 Tree Auction Sales	1,210	1,210	
39032 Winter Bar Sales	5,843	5,843	
39050 Winter Sponsorships	88,196	88,196	
39090 Winter Misc Revenue	7,348	7,348	
39091 Winter Fair Discounts	-130	-130	
<b>Total 39000 Winter Fair Revenue</b>	<b>245,019</b>	<b>245,019</b>	
41000 Admission Revenue			
41010 Regular Fair Admissions	195,367	-38,815	234,182
41020 Discounted Fair Admissions	29,692	18,199	11,493
41025 Etix Processing Fees - Collected	9,969	9,969	
41030 JL Wristbands	12,660	3,160	9,500
<b>Total 41000 Admission Revenue</b>	<b>247,688</b>	<b>-7,487</b>	<b>255,175</b>
41500 Commercial Space Revenue			
41510 Outside Commercial Space	24,270	-2,841	27,111
41520 Inside Commercial Space	18,950	-6,917	25,867
<b>Total 41500 Commercial Space Revenue</b>	<b>43,220</b>	<b>-9,757</b>	<b>52,977</b>
42100 Carnival Revenue			
42101 Regular Carnival Revenue	45,912	-34	45,946
42110 Pre-Sale Carnival Revenue	43,702	8,702	35,000
<b>Total 42100 Carnival Revenue</b>	<b>89,614</b>	<b>8,668</b>	<b>80,946</b>
42200 Concessions Revenue			
42201 Food Concessions	98,239	5,392	92,847
42250 Alcohol Concessions	79,160	-11,204	90,364
42300 Non-Food Concessions	1,332	-648	1,980
<b>Total 42200 Concessions Revenue</b>	<b>178,732</b>	<b>-6,460</b>	<b>185,191</b>
43000 Exhibits Revenue			
43100 Entry Fees	25,473	-19,527	45,000
43200 Donated & Sponsored Awards	18,885	-3,709	22,594
43500 Junior Livestock Exhibit Revenue	1,955	74	1,881
47200 Jr. Fair Board	500	-500	1,000
<b>Total 43000 Exhibits Revenue</b>	<b>46,813</b>	<b>-23,662</b>	<b>70,475</b>
45000 Horse Racing Revenue			
45500 Other Live Racing Revenue	579	579	
<b>Total 45000 Horse Racing Revenue</b>	<b>579</b>	<b>579</b>	
47000 Miscellaneous Fair Revenue			
47100 Fair Parking	33,667	-8,333	42,000
47700 JL Camping Fees	8,830	-2,635	11,465
47800 Sponsorships	98,600	-121,400	220,000
<b>Total 47000 Miscellaneous Fair Revenue</b>	<b>141,097</b>	<b>-132,368</b>	<b>273,465</b>
47005 Miscellaneous Non-Fair Programs		-55,000	55,000
47006 Interim Concession Revenue	8,855	8,855	

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# Profit and Loss

## Humboldt County Fair Association

	2025	+/-	2025 Budget
47008 Interim Parking Revenue	130	130	
<b>Total 47005 Miscellaneous Non-Fair Programs</b>	<b>8,985</b>	<b>-46,015</b>	<b>55,000</b>
47900 Other Miscellaneous Fair Revenue			
47901 Art Sales	533	-831	1,364
47902 Fair Merchandise	1,425	-3,450	4,875
47903 Vendor Application Fee	1,980	-495	2,475
47904 Vendor Concession Commissions	1,910	1,104	806
47905 Special Fair Event	12,340	12,340	
47907 Chili Cookoff	8,867	3,867	5,000
47908 Other Fair Time Camping	9,240	-2,263	11,503
<b>Total 47900 Other Miscellaneous Fair Revenue</b>	<b>36,294</b>	<b>10,271</b>	<b>26,023</b>
48000 Interim Revenue			
48100 Rental of Buildings	75,501	26,832	48,669
48105 Arlington Rental Revenue	11,220	540	10,680
48200 Grounds Rental	4,075	-14,504	18,579
48201 RV Camping Interim Revenue	78,716	-29,604	108,321
48202 Stall & Arena Rental Income	21,264	-3,917	25,180
48203 RV & Boat Storage	42,161	-8,085	50,246
48300 Equipment Rentals	3,430	-1,036	4,466
48500 Interim Utility & Other Reimbursements	90	90	
48503 Insurance Processing Fee	715	-678	1,393
48505 Event Venue Guidebook	2,020	2,020	
48601 Damage Fees Charged		-396	396
48700 Other Interim Revenues	-2,307	-2,499	192
<b>Total 48000 Interim Revenue</b>	<b>236,885</b>	<b>-31,237</b>	<b>268,122</b>
49500 Other Operating Revenue		-568	568
49520 Non-Fair Donations & Sponsorships	6,200	5,965	235
49540 Other Operating Revenue	50,500	-4,500	55,000
49550 Prior Year Revenue	-21,495	-21,495	
<b>Total 49500 Other Operating Revenue</b>	<b>35,205</b>	<b>-20,599</b>	<b>55,804</b>
Discounts given	-22,409	-22,409	
<b>Total Income</b>	<b>1,378,222</b>	<b>15,543</b>	<b>1,362,679</b>
Cost of Goods Sold			
<b>Total Cost of Goods Sold</b>			
Gross Profit	1,378,222	15,543	1,362,679
Expense			
50000 Administration Expense			
50100 Admin Salaries - Permanent	221,403	-1,517	222,920
50200 Admin Salaries - Temporary		-6,881	6,881
50320 Admin Payroll Taxes	18,928	-1,559	20,488
50325 Penalty/Prior Year Payroll Taxes	712	712	
50330 Admin Worker's Comp Insurance	12,859	-4,676	17,535
50400 Admin Contracted Professional Services	50,152	5,151	45,000
50500 Directors' Expenses	55	-158	213
50600 Employee Travel, Recruitment & Training	9,811	-2,881	12,691
50700 Office Supplies	7,851	-2,580	10,431
50701 Computer Software & Supplies	25,171	2,171	23,000

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# Profit and Loss

## Humboldt County Fair Association

	2025	+/-	2025 Budget
50702 Credit Card & Bank Fees	29,299	-8,071	37,370
50703 QuickBooks CC Payments Fees	5,867	-1,173	7,040
50705 Office Equipment Expense	1,974	1,974	
50800 Postage	3,382	-4,639	8,021
50801 Telephone / Internet	24,790	3,790	21,000
50900 Dues & Subscriptions	5,500	2,000	3,500
51000 Insurance (General Liability)	70,639	-10,361	81,000
51010 Insurance (Vehicle)	4,265	-73	4,338
51050 Property Taxes	17,732	7,232	10,500
51500 Other Administration Expense		-529	529
<b>Total 50000 Administration Expense</b>	<b>510,388</b>	<b>-22,068</b>	<b>532,456</b>
51060 Sales Tax	8,541	8,541	
52000 Maintenance & General Operations			
52100 Maint Salaries - Permanent	131,002	-3,601	134,603
52200 Maint Salaries - Temporary	31,644	-13,157	44,800
52220 Maintenance Payroll Taxes	15,994	3,306	12,688
52230 Maintenance Worker's Comp Insurance	16,949	-586	17,535
52300 Maint Contracted Professional Services	8,897	-2,570	11,467
52350 Vehicle Equipment Fuel	1,940	1,940	
52400 Grounds & Vehicle Registration & Compliance	4,760	4,760	
52500 Maintenance Equipment Rental	8,533	703	7,830
52600 Heat	13,096	13,096	
52800 Power	71,883	-18,624	90,507
52801 Propane (deleted)		-23,964	23,964
52802 Water	33,231	2,570	30,661
52900 Equipment Maintenance	9,748	-252	10,000
53000 Buildings & Grounds Maintenance	1,293	-13,707	15,000
53100 Trash Removal, Clean-up	23,917	-6,083	30,000
53150 RV Camping Expense	1,223	219	1,004
53200 Maintenance Supplies	24,893	-11,664	36,557
53300 Special Repairs Under \$5K	5,594	4,936	658
<b>Total 52000 Maintenance &amp; General Operations</b>	<b>404,598</b>	<b>-62,676</b>	<b>467,275</b>
54000 Publicity Expenses			
54400 Advertising Expense	29,689	4,729	24,960
<b>Total 54000 Publicity Expenses</b>	<b>29,689</b>	<b>4,729</b>	<b>24,960</b>
56000 Attendance Expense			
56101 Attendance Salaries - Temporary	23,470	-11,530	35,000
56120 Attendance Payroll Taxes	2,922	-1,378	4,300
56200 Attendance Contracted Professional Services	34,034	-966	35,000
56300 Attendance Supplies	1,573	-2,136	3,709
56400 Attendance Other Expenses		-4,500	4,500
56401 Attendance Rentals-Tent, Restrooms, other	5,889	-3,910	9,799
56410 Electronic Ticketing Fees	11,757	11,757	
<b>Total 56000 Attendance Expense</b>	<b>79,645</b>	<b>-12,663</b>	<b>92,308</b>
57000 Miscellaneous Fair Expense	940	-561	1,501
57100 Parking Contracted Services	24,000		24,000
57150 Chili Cook Off Expense	1,591	1,591	

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# Profit and Loss

## Humboldt County Fair Association

	2025	+/-	2025 Budget
57300 Fair Merchandise Expense	6,673	2,673	4,000
57500 Dairy Heifer Sale		-1,518	1,518
57700 Sponsorship Expense	18,849	849	18,000
57800 Other Misc Fair Expense	2,429	-693	3,123
57801 Fair Time Equipment Rentals	1,602	1,602	
57900 Commercial Exh & Concessions Expense	9,085	-415	9,500
80040 EMT/First Responder Salaries-Temporary	1,178	-642	1,820
80050 EMT/First Responder Payroll Taxes	147	-95	241
<b>Total 57000 Miscellaneous Fair Expense</b>	<b>66,494</b>	<b>2,791</b>	<b>63,703</b>
57200 Fair Bar Expenses			
57210 Bartender-Temporary	15,219	219	15,000
57220 Bartender Payroll Taxes	1,148	-652	1,800
57230 Fair Bar Alcohol	13,405	-32,911	46,316
57240 Fair Bar Other	6,328	528	5,800
57250 Fair Bar Permits, Licensing & Registration	575	575	
<b>Total 57200 Fair Bar Expenses</b>	<b>36,674</b>	<b>-32,242</b>	<b>68,916</b>
58000 Premium Expense			
58100 Cash Premium Awards	17,430	-13,996	31,426
58200 Exhibit Awards (trophies, ribbons)	10,996	1,794	9,202
58500 Other Premium Expense	32	32	
<b>Total 58000 Premium Expense</b>	<b>28,459</b>	<b>-12,170</b>	<b>40,628</b>
63000 Exhibits Expense			
63101 Exhibits Salaries - Temporary	23,551	2,148	21,404
63120 Exhibits Payroll Taxes	2,932	267	2,665
63200 Judges	5,041	-4,143	9,183
63300 Exhibits Contracted Professional Services	15,758	11,369	4,389
63400 Exhibit Supplies	459	-2,436	2,896
63600 Exhibits Decorations		-1,960	1,960
63700 Other Exhibits Expense	11,885	1,585	10,300
<b>Total 63000 Exhibits Expense</b>	<b>59,627</b>	<b>6,830</b>	<b>52,797</b>
65000 Horse Racing Expense			
65210 Horse Racing Employee Benefits (ER share)	3,593	3,593	
65300 Horse Racing Contracted Professional Services	3,016	3,016	
65301 CARF Management Fees	486	486	
65800 Other Horse Racing Expense	65	65	
<b>Total 65000 Horse Racing Expense</b>	<b>7,159</b>	<b>7,159</b>	
66000 Fair Entertainment Expense	421	421	
66200 Fair Entertainment Contracted Professional Services	50,171	-11,829	62,000
66300 Fair Entertainment Supplies		-1,369	1,369
66600 Grandstands Entertainment	14,656	14,656	
66700 Other Fair Entertainment Expense	2,260	200	2,060
<b>Total 66000 Fair Entertainment Expense</b>	<b>67,508</b>	<b>2,080</b>	<b>65,429</b>
66009 Misc. Non Fair Events	1,863	-29,586	31,448
<b>Total 66009 Misc. Non Fair Events</b>	<b>1,863</b>	<b>-29,586</b>	<b>31,448</b>
67000 Winter Fair Expenses	288	288	
67010 Winter Equipment Purchases	6,788	6,788	
67011 Winter Equipment Rental	28,062	28,062	

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# Profit and Loss

## Humboldt County Fair Association

	2025	+/-	2025 Budget
67020 Winter Bar Expenses	3,070	3,070	
67030 Winter Merch Expenses	1,701	1,701	
67040 Winter Tree Expenses	955	955	
67050 Winter Decorations Expense	3,007	3,007	
67060 Winter Event Salaries - Temporary	27,794	27,794	
67061 Winter Event Payroll Taxes	3,363	3,363	
67070 Winter Event Marketing Expense	5,520	5,520	
67090 Winter Misc Expenses	14,519	14,519	
<b>Total 67000 Winter Fair Expenses</b>	<b>95,067</b>	<b>95,067</b>	
80000 Prior Year Operating Expense Adjustment	43,984	43,984	
80010 Prior Year General Expense Adjustments	13	13	
<b>Total 80000 Prior Year Operating Expense Adjustment</b>	<b>43,997</b>	<b>43,997</b>	
85000 Cash Shortages & Overages		1	-1
85100 Ticket Sales Over/Under		-2	2
85900 Other Cash Over/Under	-256	-717	462
<b>Total 85000 Cash Shortages &amp; Overages</b>	<b>-256</b>	<b>-718</b>	<b>462</b>
Payroll Expenses			
Taxes	57	57	
Wages	458	458	
<b>Total Payroll Expenses</b>	<b>515</b>	<b>515</b>	
<b>Total Expense</b>	<b>1,439,969</b>	<b>-414</b>	<b>1,440,382</b>
Net Operating Income	-61,747	15,957	-77,704
Other Income			
49600 Auction Revenues		-825	825
49605 JLA Revenues		-165	165
49705 JLA Add-ons	126,762	-40,750	167,512
49710 Veggie Auction Revenue	58,200	45,936	12,264
49720 Veggie Add-ons	8,500	5,794	2,706
49730 JLA Harvesting Fee's & Fine Processing Collected	28,655	-1,826	30,481
49810 JLA BBQ Ticket No Sell Fine		-1,650	1,650
49820 JLA Buyer Payments	1,095,632	155,429	940,203
49900 Dairy Heifer Auction Revenue		-29,238	29,238
49910 Dairy Add-Ons		-5,225	5,225
<b>Total 49605 JLA Revenues</b>	<b>1,317,749</b>	<b>128,305</b>	<b>1,189,444</b>
49700 JLA Miscellaneous Revenue		-374	374
49740 JLA BBQ Presale Income	11,900	11,900	
49750 JLA BBQ Presale Credit Card Income	3,580	-4,923	8,503
49760 JLA Other Revenue	1,500	1,500	
49800 JLA During Fair BBQ Income	4,680	-18,002	22,682
<b>Total 49700 JLA Miscellaneous Revenue</b>	<b>21,660</b>	<b>-9,899</b>	<b>31,559</b>
<b>Total 49600 Auction Revenues</b>	<b>1,339,409</b>	<b>117,581</b>	<b>1,221,828</b>
49610 Auction Commission			
49611 Veggie Auction Commission	6,670	-135	6,805
49612 JLA Auction Commission	80,093	115	79,978
49915 Dairy Heifer Auction Commission		-1,625	1,625
<b>Total 49610 Auction Commission</b>	<b>86,763</b>	<b>-1,644</b>	<b>88,408</b>
<b>Total Other Income</b>	<b>1,426,173</b>	<b>115,937</b>	<b>1,310,236</b>

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# Profit and Loss

## Humboldt County Fair Association

	2025	+/-	2025 Budget
Other Expense			
95000 Junior Livestock Auction Expenses			
95100 JLA - Contracted Services	41,107	-9,378	50,485
95200 JLA - Supplies	15,731	3,428	12,303
95400 JLA Scholarship Expense	2,000	-1,090	3,090
95500 JLA Seller Expenditures			
95500.4 JLA Seller Payments	1,286,170	147,440	1,138,730
<b>Total 95500 JLA Seller Expenditures</b>	<b>1,286,170</b>	<b>147,440</b>	<b>1,138,730</b>
96000 JLA BBQ Expense	18,533	-1,790	20,323
<b>Total 95000 Junior Livestock Auction Expenses</b>	<b>1,363,541</b>	<b>138,611</b>	<b>1,224,930</b>
<b>Total Other Expense</b>	<b>1,363,541</b>	<b>138,611</b>	<b>1,224,930</b>
Net Profit	885	-6,717	7,602

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# Balance Sheet

## Humboldt County Fair Association

	2025	+/-	2024
<b>Assets</b>			
Current Assets			
Bank Accounts			
11000 Cash - Unrestricted			
11300 US Bank Operating Acct (#4664)	485,161	76,766	408,395
11400 US Bank Premium Acct (#4854)	537	-18	555
11500 US Bank Payroll Acct (#5356)		-990	990
<b>Total 11000 Cash - Unrestricted</b>	<b>485,698</b>	<b>75,758</b>	<b>409,940</b>
12000 Cash - Restricted			
12100 US Bank Dairy Heifer Replacement (#0027)	11,910	1,478	10,432
12200 US Bank JLA Custodial Acct (#4648)	97,130	-1,046	98,176
12300 US Bank JLA Operating (#5548)	9,009	-68,209	77,218
<b>Total 12000 Cash - Restricted</b>	<b>118,049</b>	<b>-67,778</b>	<b>185,827</b>
12500 Petty Cash	1,226	571	655
12700 CARF Offsite Rev/Exp Monies		-21,365	21,365
<b>Total 12500 Petty Cash</b>	<b>1,226</b>	<b>-20,794</b>	<b>22,020</b>
67092 Winter Fair Petty Cash	3,000	3,000	
<b>Total Bank Accounts</b>	<b>607,973</b>	<b>-9,814</b>	<b>617,787</b>
Accounts Receivable			
13100 Accounts Receivable (A/R)	39,258	-208,717	247,975
<b>Total Accounts Receivable</b>	<b>39,258</b>	<b>-208,717</b>	<b>247,975</b>
Other Current Assets			
12800 Payments to deposit	-2,924	-9,959	7,035
Certificates of Deposit	85,600	85,600	
Credit Card Receivables	808	719	90
Prepaid Expenses		-1,989	1,989
<b>Total Other Current Assets</b>	<b>83,485</b>	<b>74,371</b>	<b>9,113</b>
<b>Total Current Assets</b>	<b>730,716</b>	<b>-144,160</b>	<b>874,876</b>
Fixed Assets			
19200 Buildings & Improvements	4,459,452		4,459,452
19201 Accumulated Depreciation-Building & Improvements	-3,984,302		-3,984,302
19300 Equipment	242,422		242,422
19301 Accumulated depreciation-Equipment	-242,422		-242,422
19500 Leasehold Improvements	944,303		944,303
19501 Accumulated Depreciation-Leasehold Improvements	-431,570		-431,570
19502 Eco Green Project (PGE)	134,809		134,809
Ice Rink	134,574	134,574	
<b>Total Fixed Assets</b>	<b>1,257,266</b>	<b>134,574</b>	<b>1,122,692</b>
Other Assets			
<b>Total Other Assets</b>			
<b>Total Assets</b>	<b>1,987,983</b>	<b>-9,585</b>	<b>1,997,568</b>
<b>Liabilities and Equity</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
21200 Accounts Payable (A/P)	50,895	-37,093	87,989
Accounts Payable - Docyt		391	-391

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# Balance Sheet

## Humboldt County Fair Association

	2025	+/-	2024
<b>Total Accounts Payable</b>	<b>50,895</b>	<b>-36,703</b>	<b>87,598</b>
Credit Card			
21600 US Bank CC (#2921)		-140	140
21610 US Bank CC 2818	2,296	1,115	1,181
<b>Total Credit Card</b>	<b>2,296</b>	<b>975</b>	<b>1,321</b>
Other Current Liabilities			
21000 TOT Tax Liability Account	976	913	63
22400 Admin Accrued PTO	8,907		8,907
22410 Maintenance Accrued PTO	3,568		3,568
22800 Deferred Revenue	3,514	1,179	2,335
22900 CFSA Insurance Fees Collected	5,215	975	4,240
24100 Guaranteed Deposits	300	800	-500
24200 Stall Rental Deposits	675	75	600
<b>Total Other Current Liabilities</b>	<b>23,155</b>	<b>3,943</b>	<b>19,212</b>
<b>Total Current Liabilities</b>	<b>76,346</b>	<b>-31,785</b>	<b>108,131</b>
Long-Term Liabilities			
24500 Eco Green Project Loan (PGE)	71,585	-19,012	90,597
Ice Rink Liability	41,624	41,624	
<b>Total Long-Term Liabilities</b>	<b>113,209</b>	<b>22,613</b>	<b>90,597</b>
<b>Total Liabilities</b>	<b>189,555</b>	<b>-9,173</b>	<b>198,728</b>
Equity			
25100 JLAC Net Res (Reserve)	32,997		32,997
25200 Racing Incentive Fund (Reserve)	9,830		9,830
29000 Inves in Cap Assets	1,213,624		1,213,624
29100 Unrestricted Net Assets	913,560		913,560
Net Income	885	122,199	-121,314
Opening balance equity	-99,876		-99,876
Retained Earnings	-272,593	-122,612	-149,982
<b>Total Equity</b>	<b>1,798,427</b>	<b>-413</b>	<b>1,798,840</b>
<b>Total Liabilities and Equity</b>	<b>1,987,983</b>	<b>-9,585</b>	<b>1,997,568</b>

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# Cash Flow Statement

## Humboldt County Fair Association

	2025	+/-	%+/-	2024
<b>Operating Activities</b>				
Net Income	885	122,199	101%	-121,314
<b>Adjustments to Net Income</b>				
13100 Accounts Receivable (A/R)	208,717	381,248	221%	-172,531
19201 Accumulated Depreciation-Building & Improvements		-48,749	-100%	48,749
19501 Accumulated Depreciation-Leasehold Improvements		-63,559	-100%	63,559
21000 TOT Tax Liability Account	913	851	1353%	63
21200 Accounts Payable (A/P)	-37,093	-118,762	-145%	81,669
21600 US Bank CC (#2921)	-140	239	63%	-379
21610 US Bank CC 2818	1,115	-66	-6%	1,181
22200 Payroll Liabilities:Federal Payroll Taxes Payable		-73	-100%	73
22400 Admin Accrued PTO		-2,416	-100%	2,416
22410 Maintenance Accrued PTO		1,081	100%	-1,081
22800 Deferred Revenue	1,179	10,050	113%	-8,871
22900 CFSA Insurance Fees Collected	975	-2,115	-68%	3,090
24100 Guaranteed Deposits	800	9,105	110%	-8,305
24200 Stall Rental Deposits	75	-150	-67%	225
Accounts Payable - Docyt	391	41,687	101%	-41,296
Credit Card Receivables	-719	-629	-702%	-90
Prepaid Expenses	1,989	3,978	200%	-1,989
<b>Total Adjustments to Net Income</b>	<b>178,202</b>	<b>211,720</b>	<b>632%</b>	<b>-33,518</b>
<b>Total Operating Activities</b>	<b>179,086</b>	<b>333,919</b>	<b>216%</b>	<b>-154,833</b>
<b>Investing Activities</b>				
Certificates of Deposit	-85,600	-85,600		
Ice Rink	-134,574	-134,574		
<b>Total Investing Activities</b>	<b>-220,174</b>	<b>-220,174</b>		
<b>Financing Activities</b>				
24500 Eco Green Project Loan (PGE)	-19,012	2,732	13%	-21,744
Ice Rink Liability	41,624	41,624		
Retained Earnings	-1,297	-2,367	-221%	1,070
<b>Total Financing Activities</b>	<b>21,315</b>	<b>41,989</b>	<b>203%</b>	<b>-20,674</b>
Net Cash Increase For Period	-19,773	155,734	89%	-175,506

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# Annual Report

## 2025

Humboldt County Fair Association

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# Quarterly Report

Q4 2025

## Report Contents

Profit & Loss Statement

Balance Sheet Statement

Cash Flow Statement

## Prepared by:



THE  
**Lighthouse**  
GROUP

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## A visual understanding of data.

This quarterly financial report provides business insights for Humboldt County Fair Association. Objective is to show the financial health and performance for Q4 2025 focusing on profitability, efficiency and liquidity.

It includes all the relevant information at your fingertips, offering the ability to visualize and analyze key financial data, uncover fresh insights, spot vital financial trends, identify strengths and weaknesses and improve communication throughout the organization.

The report also admits the fact that some analysis conducted has limitations because of the vast amounts of variables that may be related or unrelated to the business.

**P&L statement:** This indicates the revenue a business earned over a certain period of time and shows a business's profitability. It includes a net income equal to the revenues and gains minus the expenses and losses.

**Balance sheet:** This displays a business's financial status at the end of a certain time period. It offers an overview of a business's liabilities, assets, and shareholder equity.

**Cash flow statement:** Details a business's cash flows during certain time periods and indicates if a business made or lost cash during that period of time.

### Takeaways

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Q4 2025: Net Profit was \$51.6k.

Q4 2025: Bank Accounts were \$608k.

Q4 2025: Net Cash Increase For Period was \$90.2k.

Q4 2025: Net Assets were \$1.8m.

Q4 2025: Gross Profit Margin was 100%.

Q4 2025: Current Ratio was 9.57.



# Profit & Loss

## Net Profit \$51.6k

↓ Q4 2025: Net Profit was \$115.9k lower than Q3 2025.

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through Q4 2025. The P&L statement is synonymous with the income statement. These records provide information about Humboldt County Fair Association's ability or inability to generate profit by increasing revenue, reducing costs, or both.

<p><b>Operating Margin</b></p> <p><b>-49%</b></p> <p>Q1 2025: Operating Profit Margin was 83% higher than Q4 2025.</p>	<p><b>Net Profit Margin</b></p> <p><b>15%</b></p> <p>Q1 2025: Net Profit Margin was 88% higher than Q4 2025.</p>
------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------

Total Income	Total Expense	YTD Income	YTD Expense
<b>\$349.3k</b>	<b>\$297.1k</b>	<b>\$2.80M</b>	<b>\$2.80M</b>
Total income decreased \$224k from Q4 2024. This was due to \$235k of Winter Fair Revenue in the CY.	Total expenses decreased \$211k from Q4 2024. This was primarily due to a decrease of \$112k in depreciation expense as none was recorded in FY25 as well as decreases of \$61k in admin expenses and \$63k in maintenance.	Total income for 2025 was \$1.2M less than 2024 due to not running horse racing in the 2025 fair.	Total expenses for 2025 were \$1.3M less than 2024 primarily due to not running horse racing in the CY.

## Net Profit Quarterly



## Quarterly P&L - Overview

	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Income	122,399	117,759	788,619	349,444
Total Expense	228,378	220,823	693,819	296,949
Net Operating Income	-105,979	-103,064	94,800	52,495
Total Other Income		2,140	1,424,033	
Total Other Expense	69	11,213	1,351,340	919
Net Profit	-106,048	-112,136	167,492	51,577

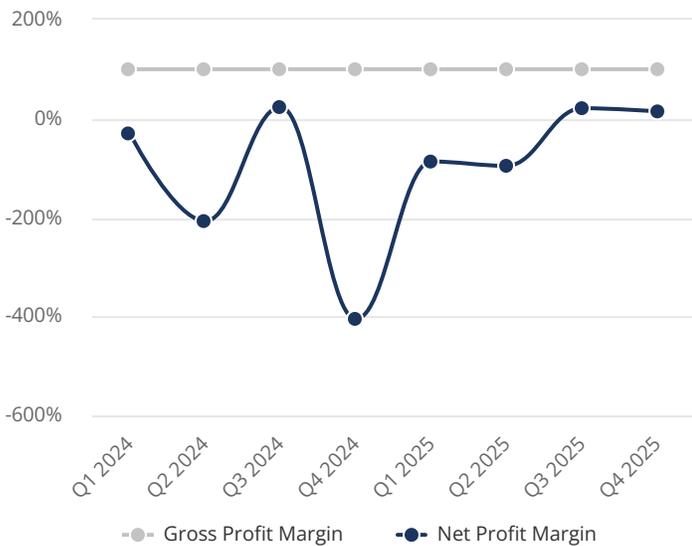
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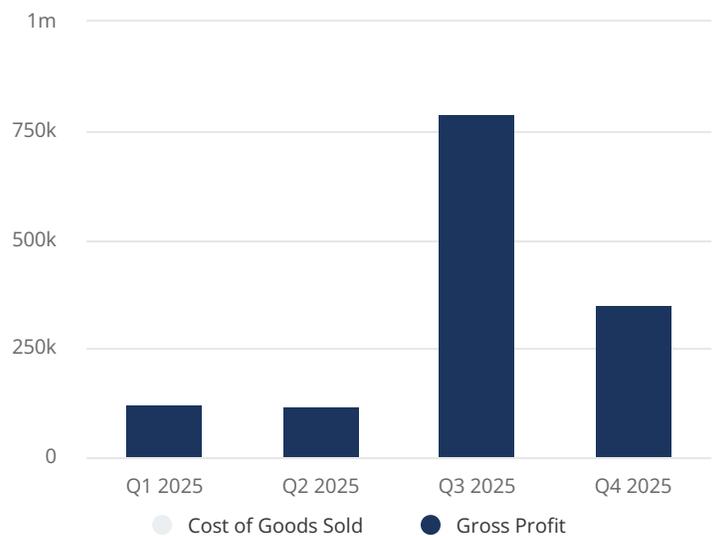
# Profitability Trends

Gross Profit Margin shows the profit left after covering costs of providing core business operations. It is a share of Gross Profit in Total Income. A good Gross Profit Margin is high enough to cover overhead and leave a reasonable Net Profit. Net Profit Margin shows the profit earned per dollar of income. A 10% Net Profit Margin is considered an excellent ratio. If your company has a low Net Profit Margin you are making very little profit after all costs. That implies the revenue is getting eaten up by expenses. It also increases the risk your firm will be unable to meet obligations. With a low margin, a sudden dip in sales over the next month or year could turn your company unprofitable. A high margin indicates your company has solid competitive advantages.

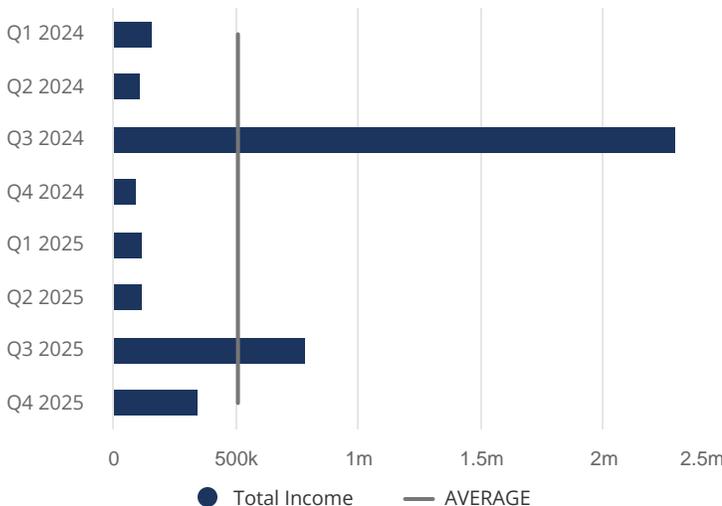
## Profit Margins



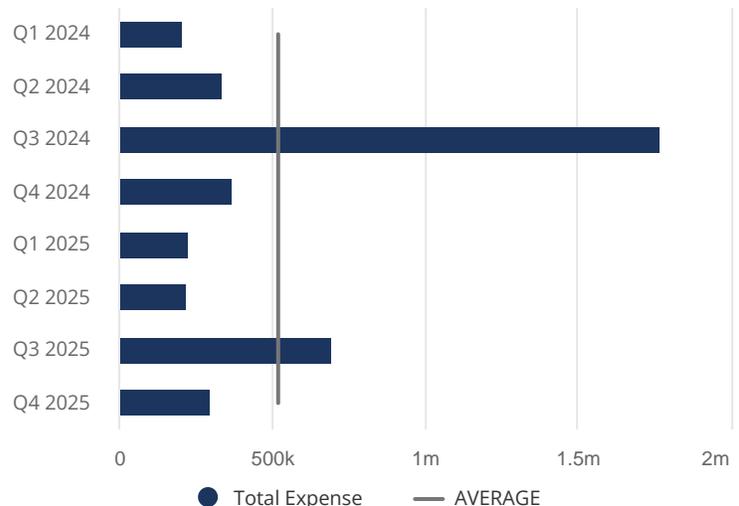
## Total Income Breakdown



## Total Income



## Total Expense



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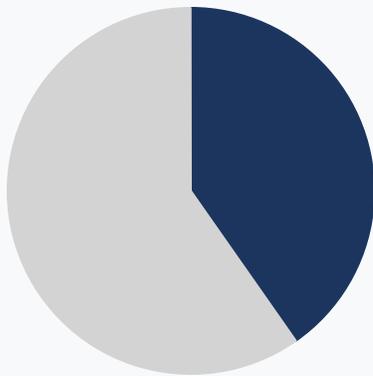


# Assets & Liabilities

Humboldt County Fair Association should be aware of assets and liabilities. This knowledge is imperative for accounting records as well as developing business plans, especially when applying for a business loan or line of credit.

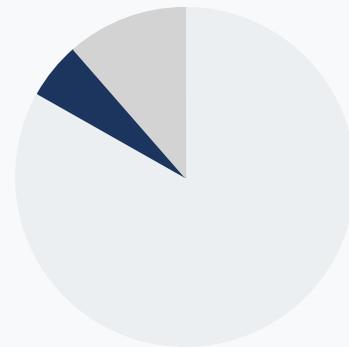
<b>Assets</b> <b>\$2m</b>	<b>Liabilities</b> <b>\$189.6k</b>
↑ Q4 2025: Assets were \$370 higher than Q3 2025.	↓ Q4 2025: Liabilities were \$51.2k lower than Q3 2025.

**Liabilities**  
Q4 2025



- Current Liabilities 76.3k (40.3%)
- Long-Term Liabilities 113.2k (59.7%)

**Current Assets**  
Q4 2025



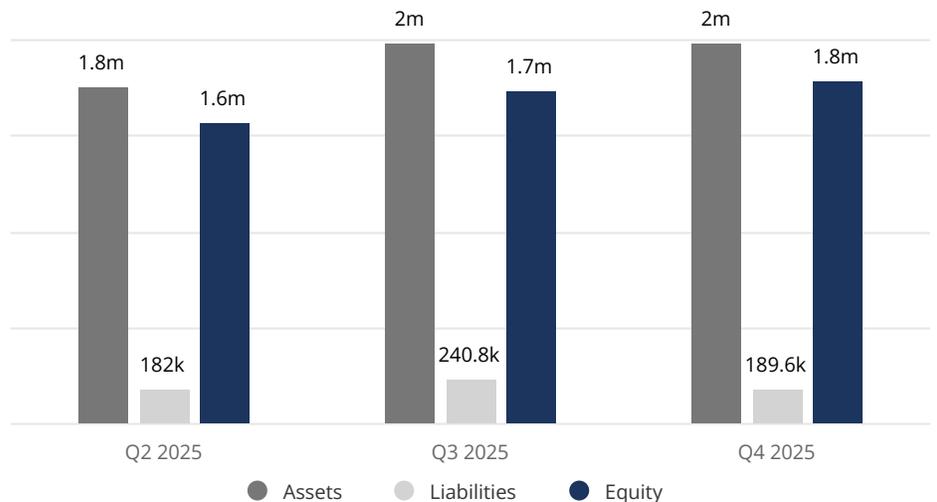
- Bank Accounts 608k (83.2%)
- Accounts Receivable 39.3k (5.4%)
- Other Current Assets 83.5k (11.4%)

↓ Q4 2025: Current Liabilities were \$33.8k lower than Q3 2025.

↑ Q4 2025: Current Assets were \$370 higher than Q3 2025.

There are two types of assets: current and fixed assets. Current assets can be quickly converted into cash. They include cash, accounts receivable, and inventory. The more current assets a small business has, the better, as this means they can survive longer without borrowing money. Fixed assets are physical items that last over a year and have financial value to a company, such as computers, equipment, and tools.

Liabilities represent financial obligations of the company. They show indebtedness and are grouped based on their liquidity. Current Liabilities are those due in the current year and they represent money owed for operating expenses. Long-Term Liabilities represent debt that will not be due for at least a year.



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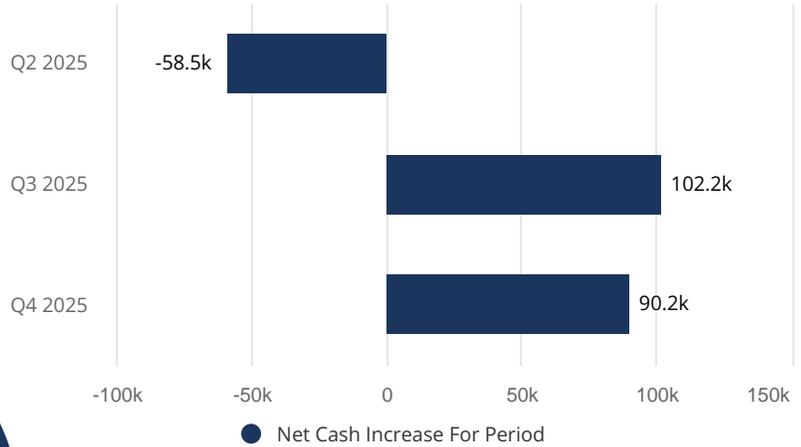
# Cash Management

The cash management report provides you with a quick overview of Humboldt County Fair Association's liquidity and current cash flow situation which is critical to keep finances flowing across the organization.

Bank Accounts

\$608k

↑ Q4 2025: Bank Accounts were \$96.2k higher than Q3 2025.



## Cash Flow

	Q4 2025	Q3 2025
Operating Activities	193,217 ▲	188,077
Investing Activities	-85,600 ▼	-10,766
Financing Activities	-17,457 ▲	-75,098
Net Cash Increase For Period	90,160 ▼	102,213

## Current Ratio

A strong current ratio, depending on the industry, is between 1.2 and 2. Anything below 1 is problematic as this means that the company does not have enough current/liquid assets to cover all of their current liabilities.

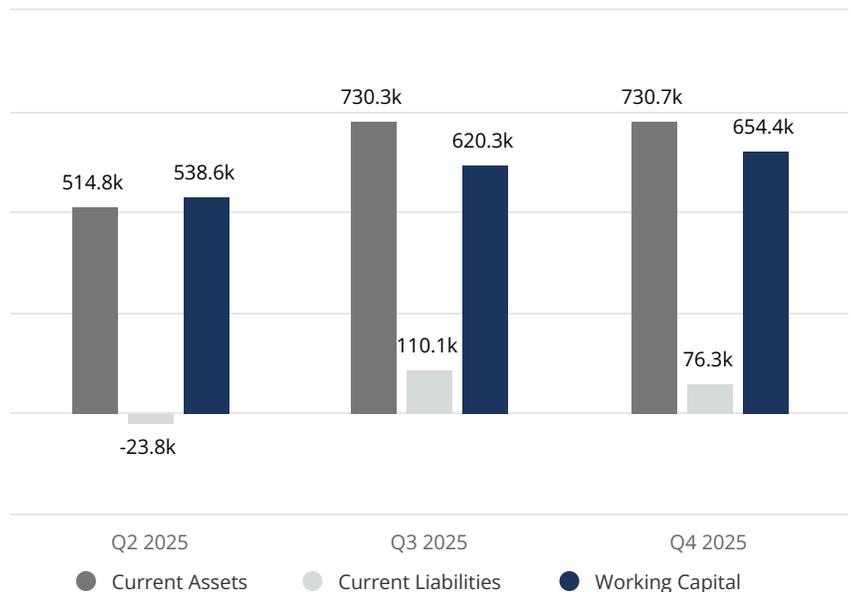
	Q4 2025	Q3 2025
Current Assets	730,716 ▲	730,347
Current Liabilities	76,346 ▼	110,096
Current Ratio	9.57 ▲	6.63

## Working Capital

Working capital is the money used to cover all of a company's short-term expenses, including inventory, payments on short-term debt, and day-to-day expenses—called operating expenses. Working capital is critical since it is used to keep a business operating smoothly and meet all its financial obligations within the coming year.

\$654.4k

↑ Q4 2025: Working Capital was \$34.1k higher than Q3 2025.



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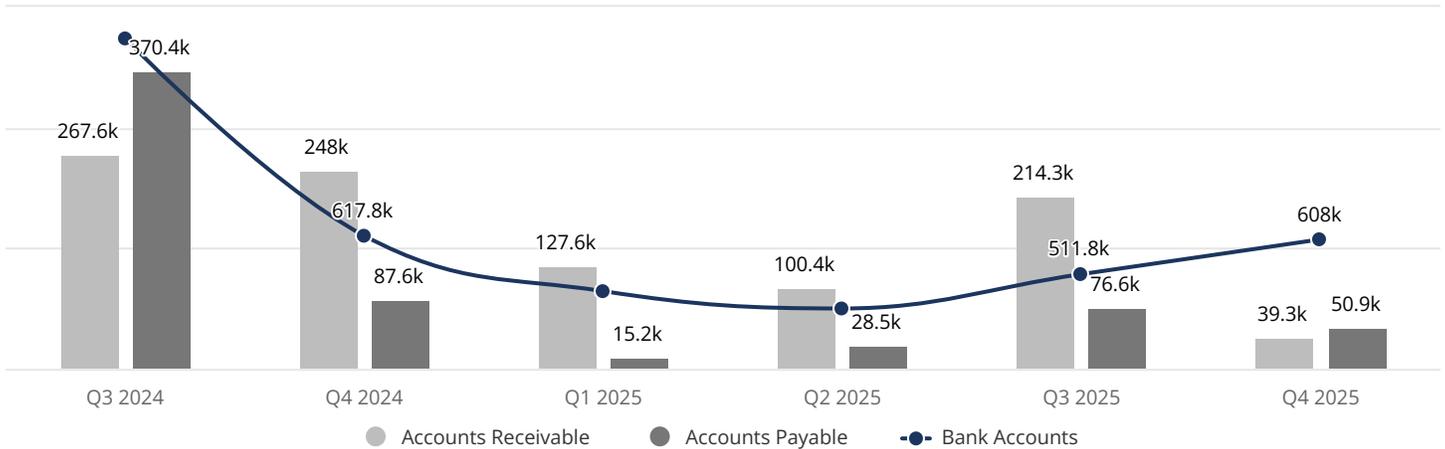


# Financial Performance

An overview of how efficiently Humboldt County Fair Association is spending capital while providing a snapshot of the main metrics on Humboldt County Fair Association's balance sheet.

<b>Accounts Receivable</b> <b>\$39.3k</b>	<b>Accounts Payable</b> <b>\$50.9k</b>
Q4 2025: Accounts Receivable were \$175k lower than Q3 2025.	Q4 2025: Accounts Payable were \$25.7k lower than Q3 2025.

## Accounts Receivable/ Accounts Payable and Bank Accounts



## Return on Assets (ROA)

The Return on Assets (ROA) percentage indicates how well your business manages its balance sheet to generate profits. While there's no universal standard for nonprofits, a positive ROA is generally considered a good benchmark. An ROA of 2 or higher is often seen as strong performance, meaning that for every dollar invested, the organization generates two dollars in revenue. In Q4 2025, the Organization's ROA was 2.59%.

	Q4 2025	Q3 2025
Assets	1,987,983	1,987,613
Net Profit	51,577	167,492
<b>ROA</b>	<b>2.59%</b>	<b>8.43%</b>

## Return on Net Assets (RONA)

RONA percentage indicates how efficient an organization is at generating growth from its net assets. This metric helps nonprofits understand how well they are leveraging their resources to fulfill their mission and generate revenue. While there isn't a universally accepted benchmark for RONA, organizations should aim for a positive and increasing trend over time. In Q4 2025, the Organization's RONA was 2.87%.

	Q4 2025	Q3 2025
Net Assets	1,798,427	1,746,850
Net Profit	51,577	167,492
<b>RONA</b>	<b>2.87%</b>	<b>9.59%</b>

## Operating Reserve Ratio

The Operating Reserve Ratio indicates how long a nonprofit could keep running if existing revenue streams were cut off. It is calculated by dividing the organization's savings (unrestricted net assets) by its annual operating expenses. A higher ratio indicates that the nonprofit has a larger financial cushion to handle unexpected challenges or changes in circumstances. In Q4 2025, the Organization observed a strong Operating Reserve of 3.08.

	Q4 2025	Q3 2025
Unrestricted Net Assets	913,560	913,560
Operating Expenses	296,949	693,819
<b>Operating Reserve Ratio</b>	<b>3.08</b>	<b>1.32</b>

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Humboldt County Fair Association  
Financial Quarterly Statements  
Q4 2025

Profit & Loss Statement  
Balance Sheet Statement  
Cash Flow Statement

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# Profit and Loss

## Humboldt County Fair Association

	Q4 2025	YTD Total	FY25 Budget	Remaining Budget
<b>Income</b>				
31200 Local (Base) Allocation		90,500	39,500	-51,000
39000 Winter Fair Revenue				
39010 Ice Rink Admissions	116,541	116,541		-116,541
39011 Discounted Ice Rink Admissions	17,695	17,695		-17,695
39020 SLS Tour Admissions	8,316	8,316		-8,316
39030 Tree Auction Sales	1,210	1,210		-1,210
39032 Winter Bar Sales	5,843	5,843		-5,843
39050 Winter Sponsorships	78,600	88,196		-88,196
39090 Winter Misc Revenue	7,348	7,348		-7,348
39091 Winter Fair Discounts	-130	-130		130
<b>Total 39000 Winter Fair Revenue</b>	<b>235,423</b>	<b>245,019</b>		<b>-245,019</b>
41000 Admission Revenue				
41010 Regular Fair Admissions		195,367	234,182	38,815
41020 Discounted Fair Admissions		29,692	11,493	-18,199
41025 Etix Processing Fees - Collected		9,969		-9,969
41030 JL Wristbands		12,660	9,500	-3,160
<b>Total 41000 Admission Revenue</b>		<b>247,688</b>	<b>255,175</b>	<b>7,487</b>
41500 Commercial Space Revenue				
41510 Outside Commercial Space		24,270	27,111	2,841
41520 Inside Commercial Space		18,950	25,867	6,917
<b>Total 41500 Commercial Space Revenue</b>		<b>43,220</b>	<b>52,977</b>	<b>9,757</b>
42100 Carnival Revenue				
42101 Regular Carnival Revenue		45,912	45,946	34
42110 Pre-Sale Carnival Revenue		43,702	35,000	-8,702
<b>Total 42100 Carnival Revenue</b>		<b>89,614</b>	<b>80,946</b>	<b>-8,668</b>
42200 Concessions Revenue				
42201 Food Concessions		98,239	92,847	-5,392
42250 Alcohol Concessions		79,160	90,364	11,204
42300 Non-Food Concessions		1,332	1,980	648
<b>Total 42200 Concessions Revenue</b>		<b>178,732</b>	<b>185,191</b>	<b>6,460</b>
43000 Exhibits Revenue				
43100 Entry Fees		25,473	45,000	19,527
43200 Donated & Sponsored Awards	250	18,885	22,594	3,709
43500 Junior Livestock Exhibit Revenue		1,955	1,881	-74
47200 Jr. Fair Board		500	1,000	500
<b>Total 43000 Exhibits Revenue</b>	<b>250</b>	<b>46,813</b>	<b>70,475</b>	<b>23,662</b>
45000 Horse Racing Revenue				
45500 Other Live Racing Revenue	80	579		-579
<b>Total 45000 Horse Racing Revenue</b>	<b>80</b>	<b>579</b>		<b>-579</b>
47000 Miscellaneous Fair Revenue				
47100 Fair Parking		33,667	42,000	8,333
47700 JL Camping Fees		8,830	11,465	2,635
47800 Sponsorships		98,600	220,000	121,400

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# Profit and Loss

## Humboldt County Fair Association

	Q4 2025	YTD Total	FY25 Budget	Remaining Budget
<b>Total 47000 Miscellaneous Fair Revenue</b>		<b>141,097</b>	<b>273,465</b>	<b>132,368</b>
47005 Miscellaneous Non-Fair Programs			55,000	55,000
47006 Interim Concession Revenue	7,930	8,855		-8,855
47008 Interim Parking Revenue		130		-130
<b>Total 47005 Miscellaneous Non-Fair Programs</b>	<b>7,930</b>	<b>8,985</b>	<b>55,000</b>	<b>46,015</b>
47900 Other Miscellaneous Fair Revenue				
47901 Art Sales		533	1,364	831
47902 Fair Merchandise		1,425	4,875	3,450
47903 Vendor Application Fee		1,980	2,475	495
47904 Vendor Concession Commissions	1,910	1,910	806	-1,104
47905 Special Fair Event		12,340		-12,340
47907 Chili Cookoff		8,867	5,000	-3,867
47908 Other Fair Time Camping		9,240	11,503	2,263
<b>Total 47900 Other Miscellaneous Fair Revenue</b>	<b>1,910</b>	<b>36,294</b>	<b>26,023</b>	<b>-10,271</b>
48000 Interim Revenue				
48100 Rental of Buildings	16,542	75,501	48,669	-26,832
48105 Arlington Rental Revenue	2,805	11,220	10,680	-540
48200 Grounds Rental	95	4,075	18,579	14,504
48201 RV Camping Interim Revenue	10,840	78,716	108,321	29,604
48202 Stall & Arena Rental Income	8,279	21,264	25,180	3,917
48203 RV & Boat Storage	13,857	42,161	50,246	8,085
48300 Equipment Rentals	100	3,430	4,466	1,036
48500 Interim Utility & Other Reimbursements		90		-90
48503 Insurance Processing Fee	260	715	1,393	678
48505 Event Venue Guidebook		2,020		-2,020
48601 Damage Fees Charged			396	396
48700 Other Interim Revenues	25	-2,307	192	2,499
<b>Total 48000 Interim Revenue</b>	<b>52,802</b>	<b>236,885</b>	<b>268,122</b>	<b>31,237</b>
49500 Other Operating Revenue			568	568
49520 Non-Fair Donations & Sponsorships	1,750	6,200	235	-5,965
49540 Other Operating Revenue	50,500	50,500	55,000	4,500
49550 Prior Year Revenue		-21,495		21,495
<b>Total 49500 Other Operating Revenue</b>	<b>52,250</b>	<b>35,205</b>	<b>55,804</b>	<b>20,599</b>
Discounts given	-1,200	-22,409		22,409
<b>Total Income</b>	<b>349,444</b>	<b>1,378,222</b>	<b>1,362,679</b>	<b>-15,543</b>
Cost of Goods Sold				
<b>Total Cost of Goods Sold</b>				
Gross Profit	349,444	1,378,222	1,362,679	-15,543
Expense				
50000 Administration Expense				
50100 Admin Salaries - Permanent	41,461	221,403	222,920	1,517
50200 Admin Salaries - Temporary			6,881	6,881
50320 Admin Payroll Taxes	3,210	18,928	20,488	1,559
50325 Penalty/Prior Year Payroll Taxes		712		-712

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# Profit and Loss

## Humboldt County Fair Association

	Q4 2025	YTD Total	FY25 Budget	Remaining Budget
50330 Admin Worker's Comp Insurance	2,338	12,859	17,535	4,676
50400 Admin Contracted Professional Services	13,000	50,152	45,000	-5,151
50500 Directors' Expenses		55	213	158
50600 Employee Travel, Recruitment & Training	914	9,811	12,691	2,881
50700 Office Supplies	1,658	7,851	10,431	2,580
50701 Computer Software & Supplies	3,165	25,171	23,000	-2,171
50702 Credit Card & Bank Fees	9,531	29,299	37,370	8,071
50703 QuickBooks CC Payments Fees	1,260	5,867	7,040	1,173
50705 Office Equipment Expense	347	1,974		-1,974
50800 Postage	912	3,382	8,021	4,639
50801 Telephone / Internet	6,936	24,790	21,000	-3,790
50900 Dues & Subscriptions	4,238	5,500	3,500	-2,000
51000 Insurance (General Liability)	12,285	70,639	81,000	10,361
51010 Insurance (Vehicle)	362	4,265	4,338	73
51050 Property Taxes	8,878	17,732	10,500	-7,232
51500 Other Administration Expense			529	529
<b>Total 50000 Administration Expense</b>	<b>110,495</b>	<b>510,388</b>	<b>532,456</b>	<b>22,068</b>
51060 Sales Tax	8,541	8,541		-8,541
52000 Maintenance & General Operations				
52100 Maint Salaries - Permanent	22,638	131,002	134,603	3,601
52200 Maint Salaries - Temporary	5,666	31,644	44,800	13,157
52220 Maintenance Payroll Taxes	2,328	15,994	12,688	-3,306
52230 Maintenance Worker's Comp Insurance	2,727	16,949	17,535	586
52300 Maint Contracted Professional Services	1,763	8,897	11,467	2,570
52350 Vehicle Equipment Fuel		1,940		-1,940
52400 Grounds & Vehicle Registration & Compliance		4,760		-4,760
52500 Maintenance Equipment Rental		8,533	7,830	-703
52600 Heat	424	13,096		-13,096
52800 Power	20,434	71,883	90,507	18,624
52801 Propane (deleted)			23,964	23,964
52802 Water	8,350	33,231	30,661	-2,570
52900 Equipment Maintenance	2,630	9,748	10,000	252
53000 Buildings & Grounds Maintenance	144	1,293	15,000	13,707
53100 Trash Removal, Clean-up	1,962	23,917	30,000	6,083
53150 RV Camping Expense	802	1,223	1,004	-219
53200 Maintenance Supplies	4,534	24,893	36,557	11,664
53300 Special Repairs Under \$5K		5,594	658	-4,936
<b>Total 52000 Maintenance &amp; General Operations</b>	<b>74,405</b>	<b>404,598</b>	<b>467,275</b>	<b>62,676</b>
54000 Publicity Expenses				
54400 Advertising Expense		29,689	24,960	-4,729
<b>Total 54000 Publicity Expenses</b>		<b>29,689</b>	<b>24,960</b>	<b>-4,729</b>
56000 Attendance Expense				
56101 Attendance Salaries - Temporary		23,470	35,000	11,530
56120 Attendance Payroll Taxes		2,922	4,300	1,378
56200 Attendance Contracted Professional Services		34,034	35,000	966

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# Profit and Loss

## Humboldt County Fair Association

	Q4 2025	YTD Total	FY25 Budget	Remaining Budget
56300 Attendance Supplies		1,573	3,709	2,136
56400 Attendance Other Expenses			4,500	4,500
56401 Attendance Rentals-Tent, Restrooms, other		5,889	9,799	3,910
56410 Electronic Ticketing Fees		11,757		-11,757
<b>Total 56000 Attendance Expense</b>		<b>79,645</b>	<b>92,308</b>	<b>12,663</b>
57000 Miscellaneous Fair Expense		940	1,501	561
57100 Parking Contracted Services		24,000	24,000	
57150 Chili Cook Off Expense		1,591		-1,591
57300 Fair Merchandise Expense		6,673	4,000	-2,673
57500 Dairy Heifer Sale			1,518	1,518
57700 Sponsorship Expense	422	18,849	18,000	-849
57800 Other Misc Fair Expense	56	2,429	3,123	693
57801 Fair Time Equipment Rentals		1,602		-1,602
57900 Commercial Exh & Concessions Expense		9,085	9,500	415
80040 EMT/First Responder Salaries-Temporary		1,178	1,820	642
80050 EMT/First Responder Payroll Taxes		147	241	95
<b>Total 57000 Miscellaneous Fair Expense</b>	<b>478</b>	<b>66,494</b>	<b>63,703</b>	<b>-2,791</b>
57200 Fair Bar Expenses				
57210 Bartender-Temporary	1,133	15,219	15,000	-219
57220 Bartender Payroll Taxes	141	1,148	1,800	652
57230 Fair Bar Alcohol		13,405	46,316	32,911
57240 Fair Bar Other		6,328	5,800	-528
57250 Fair Bar Permits, Licensing & Registration		575		-575
<b>Total 57200 Fair Bar Expenses</b>	<b>1,274</b>	<b>36,674</b>	<b>68,916</b>	<b>32,242</b>
58000 Premium Expense				
58100 Cash Premium Awards		17,430	31,426	13,996
58200 Exhibit Awards (trophies, ribbons)		10,996	9,202	-1,794
58500 Other Premium Expense		32		-32
<b>Total 58000 Premium Expense</b>		<b>28,459</b>	<b>40,628</b>	<b>12,170</b>
63000 Exhibits Expense				
63101 Exhibits Salaries - Temporary		23,551	21,404	-2,148
63120 Exhibits Payroll Taxes		2,932	2,665	-267
63200 Judges	100	5,041	9,183	4,143
63300 Exhibits Contracted Professional Services		15,758	4,389	-11,369
63400 Exhibit Supplies		459	2,896	2,436
63600 Exhibits Decorations			1,960	1,960
63700 Other Exhibits Expense	4,847	11,885	10,300	-1,585
<b>Total 63000 Exhibits Expense</b>	<b>4,947</b>	<b>59,627</b>	<b>52,797</b>	<b>-6,830</b>
65000 Horse Racing Expense				
65210 Horse Racing Employee Benefits (ER share)		3,593		-3,593
65300 Horse Racing Contracted Professional Services		3,016		-3,016
65301 CARF Management Fees		486		-486
65800 Other Horse Racing Expense		65		-65

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# Profit and Loss

## Humboldt County Fair Association

	Q4 2025	YTD Total	FY25 Budget	Remaining Budget
<b>Total 65000 Horse Racing Expense</b>		<b>7,159</b>		<b>-7,159</b>
66000 Fair Entertainment Expense		421		-421
66200 Fair Entertainment Contracted Professional Services		50,171	62,000	11,829
66300 Fair Entertainment Supplies			1,369	1,369
66600 Grandstands Entertainment		14,656		-14,656
66700 Other Fair Entertainment Expense		2,260	2,060	-200
<b>Total 66000 Fair Entertainment Expense</b>		<b>67,508</b>	<b>65,429</b>	<b>-2,080</b>
66009 Misc. Non Fair Events	169	1,863	31,448	29,586
<b>Total 66009 Misc. Non Fair Events</b>	<b>169</b>	<b>1,863</b>	<b>31,448</b>	<b>29,586</b>
67000 Winter Fair Expenses	288	288		-288
67010 Winter Equipment Purchases	2,458	6,788		-6,788
67011 Winter Equipment Rental	28,062	28,062		-28,062
67020 Winter Bar Expenses	3,070	3,070		-3,070
67030 Winter Merch Expenses	1,701	1,701		-1,701
67040 Winter Tree Expenses	955	955		-955
67050 Winter Decorations Expense	1,915	3,007		-3,007
67060 Winter Event Salaries - Temporary	27,794	27,794		-27,794
67061 Winter Event Payroll Taxes	3,363	3,363		-3,363
67070 Winter Event Marketing Expense	5,520	5,520		-5,520
67090 Winter Misc Expenses	14,519	14,519		-14,519
<b>Total 67000 Winter Fair Expenses</b>	<b>89,646</b>	<b>95,067</b>		<b>-95,067</b>
80000 Prior Year Operating Expense Adjustment	6,500	43,984		-43,984
80010 Prior Year General Expense Adjustments		13		-13
<b>Total 80000 Prior Year Operating Expense Adjustment</b>	<b>6,500</b>	<b>43,997</b>		<b>-43,997</b>
85000 Cash Shortages & Overages			-1	-1
85100 Ticket Sales Over/Under			2	2
85900 Other Cash Over/Under	-20	-256	462	717
<b>Total 85000 Cash Shortages &amp; Overages</b>	<b>-20</b>	<b>-256</b>	<b>462</b>	<b>718</b>
Payroll Expenses				
Taxes	57	57		-57
Wages	458	458		-458
<b>Total Payroll Expenses</b>	<b>515</b>	<b>515</b>		<b>-515</b>
<b>Total Expense</b>	<b>296,949</b>	<b>1,439,969</b>	<b>1,440,382</b>	<b>414</b>
Net Operating Income	52,495	-61,747	-77,704	-15,957
Other Income				
49600 Auction Revenues			825	825
49605 JLA Revenues			165	165
49705 JLA Add-ons		126,762	167,512	40,750
49710 Veggie Auction Revenue		58,200	12,264	-45,936
49720 Veggie Add-ons		8,500	2,706	-5,794
49730 JLA Harvesting Fee's & Fine Processing Collected		28,655	30,481	1,826

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# Profit and Loss

## Humboldt County Fair Association

	Q4 2025	YTD Total	FY25 Budget	Remaining Budget
49810 JLA BBQ Ticket No Sell Fine			1,650	1,650
49820 JLA Buyer Payments		1,095,632	940,203	-155,429
49900 Dairy Heifer Auction Revenue			29,238	29,238
49910 Dairy Add-Ons			5,225	5,225
<b>Total 49605 JLA Revenues</b>		<b>1,317,749</b>	<b>1,189,444</b>	<b>-128,305</b>
49700 JLA Miscellaneous Revenue			374	374
49740 JLA BBQ Presale Income		11,900		-11,900
49750 JLA BBQ Presale Credit Card Income		3,580	8,503	4,923
49760 JLA Other Revenue		1,500		-1,500
49800 JLA During Fair BBQ Income		4,680	22,682	18,002
<b>Total 49700 JLA Miscellaneous Revenue</b>		<b>21,660</b>	<b>31,559</b>	<b>9,899</b>
<b>Total 49600 Auction Revenues</b>		<b>1,339,409</b>	<b>1,221,828</b>	<b>-117,581</b>
49610 Auction Commission				
49611 Veggie Auction Commission		6,670	6,805	135
49612 JLA Auction Commission		80,093	79,978	-115
49915 Dairy Heifer Auction Commission			1,625	1,625
<b>Total 49610 Auction Commission</b>		<b>86,763</b>	<b>88,408</b>	<b>1,644</b>
<b>Total Other Income</b>		<b>1,426,173</b>	<b>1,310,236</b>	<b>-115,937</b>
Other Expense				
95000 Junior Livestock Auction Expenses				
95100 JLA - Contracted Services		41,107	50,485	9,378
95200 JLA - Supplies	919	15,731	12,303	-3,428
95400 JLA Scholarship Expense		2,000	3,090	1,090
95500 JLA Seller Expenditures				
95500.4 JLA Seller Payments		1,286,170	1,138,730	-147,440
<b>Total 95500 JLA Seller Expenditures</b>		<b>1,286,170</b>	<b>1,138,730</b>	<b>-147,440</b>
96000 JLA BBQ Expense		18,533	20,323	1,790
<b>Total 95000 Junior Livestock Auction Expenses</b>	<b>919</b>	<b>1,363,541</b>	<b>1,224,930</b>	<b>-138,611</b>
<b>Total Other Expense</b>	<b>919</b>	<b>1,363,541</b>	<b>1,224,930</b>	<b>-138,611</b>
Net Profit	51,577	885	7,602	6,717

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# Balance Sheet

## Humboldt County Fair Association

	Q4 2025	+/-	Q3 2025
<b>Assets</b>			
Current Assets			
Bank Accounts			
11000 Cash - Unrestricted			
11300 US Bank Operating Acct (#4664)	485,161	21,937	463,224
11400 US Bank Premium Acct (#4854)	537		537
<b>Total 11000 Cash - Unrestricted</b>	<b>485,698</b>	<b>21,937</b>	<b>463,761</b>
12000 Cash - Restricted			
12100 US Bank Dairy Heifer Replacement (#0027)	11,910		11,910
12200 US Bank JLA Custodial Acct (#4648)	97,130	175,971	-78,841
12300 US Bank JLA Operating (#5548)	9,009	-104,881	113,891
<b>Total 12000 Cash - Restricted</b>	<b>118,049</b>	<b>71,090</b>	<b>46,960</b>
12500 Petty Cash	1,226	165	1,061
<b>Total 12500 Petty Cash</b>	<b>1,226</b>	<b>165</b>	<b>1,061</b>
67092 Winter Fair Petty Cash	3,000	3,000	
<b>Total Bank Accounts</b>	<b>607,973</b>	<b>96,192</b>	<b>511,782</b>
Accounts Receivable			
13100 Accounts Receivable (A/R)	39,258	-175,029	214,287
<b>Total Accounts Receivable</b>	<b>39,258</b>	<b>-175,029</b>	<b>214,287</b>
Other Current Assets			
12800 Payments to deposit	-2,924	-6,031	3,108
Certificates of Deposit	85,600	85,600	
Credit Card Receivables	808		808
Prepaid Expenses		-362	362
<b>Total Other Current Assets</b>	<b>83,485</b>	<b>79,207</b>	<b>4,278</b>
<b>Total Current Assets</b>	<b>730,716</b>	<b>370</b>	<b>730,347</b>
Fixed Assets			
19200 Buildings & Improvements	4,459,452		4,459,452
19201 Accumulated Depreciation-Building & Improvements	-3,984,302		-3,984,302
19300 Equipment	242,422		242,422
19301 Accumulated depreciation-Equipment	-242,422		-242,422
19500 Leasehold Improvements	944,303		944,303
19501 Accumulated Depreciation-Leasehold Improvements	-431,570		-431,570
19502 Eco Green Project (PGE)	134,809		134,809
Ice Rink	134,574		134,574
<b>Total Fixed Assets</b>	<b>1,257,266</b>		<b>1,257,266</b>
Other Assets			
<b>Total Other Assets</b>			
<b>Total Assets</b>	<b>1,987,983</b>	<b>370</b>	<b>1,987,613</b>
<b>Liabilities and Equity</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
21200 Accounts Payable (A/P)	50,895	-25,712	76,608
<b>Total Accounts Payable</b>	<b>50,895</b>	<b>-25,712</b>	<b>76,608</b>
Credit Card			
21610 US Bank CC 2818	2,296	2,022	274

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# Balance Sheet

## Humboldt County Fair Association

	Q4 2025	+/-	Q3 2025
<b>Total Credit Card</b>	<b>2,296</b>	<b>2,022</b>	<b>274</b>
Other Current Liabilities			
21000 TOT Tax Liability Account	976	205	771
22400 Admin Accrued PTO	8,907		8,907
22410 Maintenance Accrued PTO	3,568		3,568
22800 Deferred Revenue	3,514	-10,196	13,710
22900 CFSA Insurance Fees Collected	5,215	330	4,885
24100 Guaranteed Deposits	300	-400	700
24200 Stall Rental Deposits	675		675
<b>Total Other Current Liabilities</b>	<b>23,155</b>	<b>-10,060</b>	<b>33,215</b>
<b>Total Current Liabilities</b>	<b>76,346</b>	<b>-33,750</b>	<b>110,096</b>
Long-Term Liabilities			
24500 Eco Green Project Loan (PGE)	71,585	-3,457	75,042
Ice Rink Liability	41,624	-14,000	55,624
<b>Total Long-Term Liabilities</b>	<b>113,209</b>	<b>-17,457</b>	<b>130,666</b>
<b>Total Liabilities</b>	<b>189,555</b>	<b>-51,207</b>	<b>240,762</b>
Equity			
25100 JLAC Net Res (Reserve)	32,997		32,997
25200 Racing Incentive Fund (Reserve)	9,830		9,830
29000 Inves in Cap Assets	1,213,624		1,213,624
29100 Unrestricted Net Assets	913,560		913,560
Net Income	885	51,577	-50,692
Opening balance equity	-99,876		-99,876
Retained Earnings	-272,593		-272,593
<b>Total Equity</b>	<b>1,798,427</b>	<b>51,577</b>	<b>1,746,850</b>
<b>Total Liabilities and Equity</b>	<b>1,987,983</b>	<b>370</b>	<b>1,987,613</b>

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# Cash Flow Statement

## Humboldt County Fair Association

	Q4 2025	+/-	%+/-	Q3 2025
Operating Activities				
Net Income	51,577	-115,916	-69%	167,492
Adjustments to Net Income				
13100 Accounts Receivable (A/R)	175,029	288,874	254%	-113,845
21000 TOT Tax Liability Account	205	928	128%	-722
21200 Accounts Payable (A/P)	-25,712	-73,828	-153%	48,115
21610 US Bank CC 2818	2,022	3,048	297%	-1,025
22800 Deferred Revenue	-10,196	-94,735	-112%	84,539
22900 CFSA Insurance Fees Collected	330	-350	-51%	680
24100 Guaranteed Deposits	-400	-2,700	-117%	2,300
Prepaid Expenses	362	-181	-33%	542
<b>Total Adjustments to Net Income</b>	<b>141,640</b>	<b>121,056</b>	<b>588%</b>	<b>20,584</b>
<b>Total Operating Activities</b>	<b>193,217</b>	<b>5,140</b>	<b>3%</b>	<b>188,077</b>
Investing Activities				
Certificates of Deposit	-85,600	-85,600		
Ice Rink		10,766	100%	-10,766
<b>Total Investing Activities</b>	<b>-85,600</b>	<b>-74,834</b>	<b>-695%</b>	<b>-10,766</b>
Financing Activities				
24500 Eco Green Project Loan (PGE)	-3,457	3,457	50%	-6,913
Ice Rink Liability	-14,000	54,184	79%	-68,184
<b>Total Financing Activities</b>	<b>-17,457</b>	<b>57,641</b>	<b>77%</b>	<b>-75,098</b>
Net Cash Increase For Period	90,160	-12,053	-12%	102,213

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# Quarterly Report

Q4 2025

Humboldt County Fair Association

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Humboldt County Fair Association

# MONTHLY REPORT

## January 2026



Printed 2/20/26

Prepared by:



THE  
**Lighthouse**  
GROUP

## Monthly Report Purpose

# A visual understanding of data.

This monthly financial report provides business insights for Humboldt County Fair Association. Objective is to show the financial health and performance for January 2026 focusing on profitability, efficiency and liquidity.

It includes all the relevant information at your fingertips, offering the ability to visualize and analyze key financial data, uncover fresh insights, spot vital financial trends, identify strengths and weaknesses and improve communication throughout the organization.

The report also admits the fact that some analysis conducted has limitations because of the vast amounts of variables that may be related or unrelated to the business.

**P&L statement:** This indicates the revenue a business earned over a certain period of time and shows a business's profitability. It includes a net income equal to the revenues and gains minus the expenses and losses.

**Balance sheet:** This displays a business's financial status at the end of a certain time period. It offers an overview of a business's liabilities, assets, and shareholder equity.

**Cash flow statement:** Details a business's cash flows during certain time periods and indicates if a business made or lost cash during that period of time.

## Takeaways

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January 2026: Net Profit was -\$2.3k.

January 2026: Bank Accounts were \$539.8k.

January 2026: Net Cash Increase For Period was -\$67.5k.

January 2026: Net Assets were \$1.8m.

January 2026: Gross Profit Margin was 100%.

January 2026: Current Ratio was 15.89.

# Profit & Loss

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through January 2026. The P&L statement is synonymous with the income statement. These records provide information about Humboldt County Fair Association's ability or inability to generate profit by increasing revenue, reducing costs, or both.

## Net Profit (\$2.3k)

↓ January 2026: Net Profit was \$83.1k lower than December 2025.

### (401%)

Operating Profit Margin

### (2%)

Net Profit Margin

## Trailing Twelve Months (TTM)

	Jan 26	Fiscal YTD	TTM
Income	113,586	113,586	1,411,308
Total Expense	114,355	114,355	1,464,601
Net Operating Income	-770	-770	-53,293
Total Other Income	0	0	1,427,748
Total Other Expense	1,564	1,564	1,365,035
<b>Net Profit</b>	<b>-2,333</b>	<b>-2,333</b>	<b>9,420</b>

## Revenue and Expense



**Total Income**

### \$113.6k

Jan26 Total income was \$69k, or 38% higher than Dec25. This was primarily due to a \$44k decrease in ice rink admissions, along with a \$12k decrease in winter sponsorships.

**Total Expense**

### \$115.9k

Jan26 total expenses were \$14.3k, or 14%, higher than Dec25. This was primarily due to a \$6k increase in admin salaries and a \$2k increase in insurance premiums.

**Total TTM Income**

### \$2.84M

Total TTM Income through Jan26 was \$1.2M, or 30%, less than the PY. This was due to removal of horse racing for the CY fair.

**Total YTD Expense**

### \$2.83M

Total YTD Expense through Dec25 was \$1.3M, or 32%, lower than the PY. This was primarily due to the decrease in horse racing expenses as previously noted.

\* Please note that these total income and expense figures noted directly above include operating income and expenses and other income and expenses

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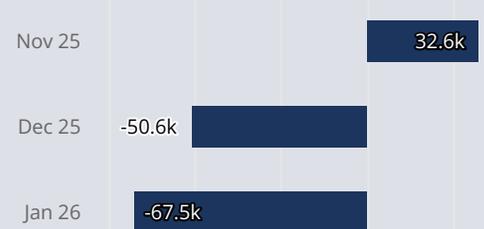
# Cash Management

The cash management report provides you with a quick overview of Humboldt County Fair Association's liquidity and current cash flow situation which is critical to keep finances flowing across the organization.

## \$539.8k

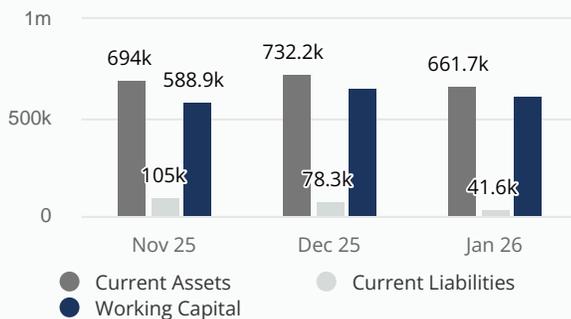
### Bank Accounts

#### Net Change in Cash:



January 2026: Bank Accounts were \$69.7k lower than December 2025.

## Working Capital



## Current Ratio

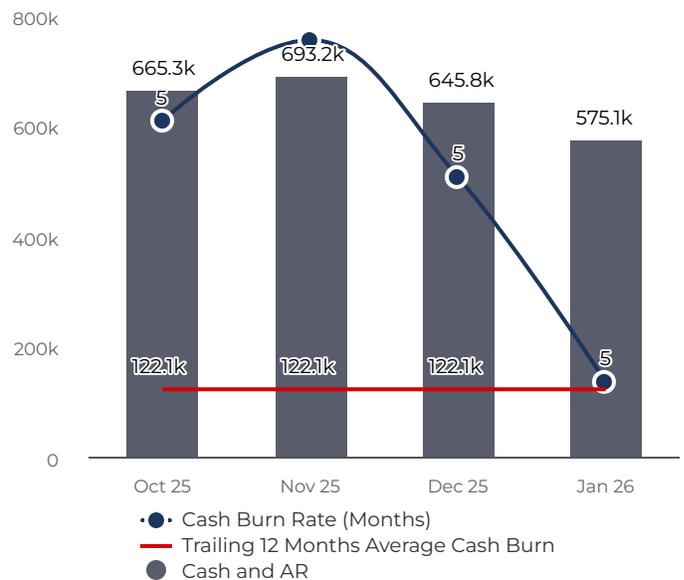
	Jan 26
Current Assets	\$661,721
Current Liabilities	\$41,633
Current Ratio	▲ 15.89

A strong current ratio, depending on the industry, is between 1.2 and 2. Anything below 1 is problematic as this means that the company does not have enough current/liquid assets to cover all of their current liabilities.

# Cash Burn

Cash Burn measures the level of monthly spending a company has on its overall operations. Zero Cash Date implies the predicted future date after which a company will run out of money without any new cash inflows.

	Feb 25 - Jan 26
<b>Zero Cash Date</b>	<b>06/24/2026</b>
*assumption: no additional cash inflows	
<b>Annual Average Cash Burn</b>	<b>122,050</b>
<b>Cash Burn Rate (Months)</b>	<b>5</b>
Cash Balance	539,055
Accounts Receivable	35,996
<b>Total Cash</b>	<b>575,051</b>
TTM Cash Burn	1,464,601
TTM Income	1,411,308
<b>Difference</b>	<b>-53,293</b>



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# Financial Performance

An overview of how efficiently Humboldt County Fair Association is spending capital while providing a snapshot of the main metrics on Humboldt County Fair Association's balance sheet. In the TTM as seen above, the Fair generated \$2.8M of revenue against \$2.8M of expenses, suggesting strong performance over the previous year as well as financial stability and sustainably moving forward.

Accounts Receivable  
**\$36k**

↓ January 2026: Accounts Receivable were \$3,263 lower than December 2025.

Accounts Payable  
**\$18.2k**

↓ January 2026: Accounts Payable were \$34,604 lower than December 2025.

## Accounts Receivable/ Accounts Payable and Bank Accounts



## Return on Assets (ROA)

The Return on Assets (ROA) percentage indicates how well your business manages its balance sheet to generate profits. While there's no universal standard for nonprofits, a positive ROA is generally considered a good benchmark. An ROA of 2 or higher is often seen as strong performance, meaning that for every dollar invested, the organization generates two dollars in revenue. In January 2026, the Organization's ROA was -0.12%, experiencing a strong increase from the PY.

	Jan 25	Jan 26
Assets	1,833,527	1,918,987
Net Profit	-11,299	-2,333
<b>ROA</b>	<b>-0.62%</b>	<b>-0.12%</b>

## Return on Net Assets (RONA)

RONA percentage indicates how efficient an organization is at generating growth from its net assets. This metric helps nonprofits understand how well they are leveraging their resources to fulfill their mission and generate revenue. While there isn't a universally accepted benchmark for RONA, organizations should aim for a positive and increasing RONA. In January 2026, the organization's RONA increased strongly to -0.13%.

	Jan 25	Jan 26
Net Assets	1,786,244	1,795,664
Net Profit	-11,299	-2,333
<b>ROE</b>	<b>-0.63%</b>	<b>-0.13%</b>

## Operating Reserve Ratio

The Operating Reserve Ratio indicates how long a nonprofit could keep running if existing revenue streams were cut off. It is calculated by dividing the organization's savings (unrestricted net assets) by its annual operating expenses. A higher ratio indicates that the nonprofit has a larger financial cushion to handle unexpected challenges or changes in circumstances. In January, the Organization's ratio was slightly down from the PY, at 7.99.

	Jan 25	Jan 26
Unrestricted Net Assets	913,560	913,560
Total Operating Expenses	91,678	114,355
<b>Operating Reserve Ratio</b>	<b>9.96</b>	<b>7.99</b>

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# Profit and Loss

## Humboldt County Fair Association

	Jan 26	Dec 25	CM vs PM \$ Variance	Jan 25	CY vs PY \$ Variance
<b>Income</b>					
31200 Local (Base) Allocation				90,500	-90,500
39000 Winter Fair Revenue					
39010 Ice Rink Admissions	28,884	72,570	-43,686		
39011 Discounted Ice Rink Admissions	6,370	14,730	-8,360		
39020 SLS Tour Admissions	128	7,554	-7,426		
39030 Tree Auction Sales		1,210	-1,210		
39032 Winter Bar Sales	813	3,140	-2,327		
39050 Winter Sponsorships		12,100	-12,100		
39090 Winter Misc Revenue	4,367	3,818	549		
<b>Total 39000 Winter Fair Revenue</b>	<b>40,527</b>	<b>115,082</b>	<b>-74,555</b>		
45000 Horse Racing Revenue					
45500 Other Live Racing Revenue	36	35	1		36
<b>Total 45000 Horse Racing Revenue</b>	<b>36</b>	<b>35</b>	<b>1</b>		<b>36</b>
47005 Miscellaneous Non-Fair Programs					
<b>Total 47005 Miscellaneous Non-Fair Programs</b>	<b>3,896</b>	<b>4,440</b>	<b>-544</b>		<b>3,896</b>
48000 Interim Revenue					
48100 Rental of Buildings	16,550	650	15,900	1,450	15,100
48105 Arlington Rental Revenue	935	935		935	
48200 Grounds Rental	10	20	-10	605	-595
48201 RV Camping Interim Revenue	2,014	2,078	-63	2,150	-136
48202 Stall & Arena Rental Income	4,376	3,498	878	3,350	1,025
48203 RV & Boat Storage	5,345	5,209	136	6,569	-1,224
48300 Equipment Rentals	505		505		505
47006 Interim Concession Revenue	3,896	4,440	-544		3,896
48503 Insurance Processing Fee	20	40	-20		20
48700 Other Interim Revenues				-2,385	2,385
<b>Total 48000 Interim Revenue</b>	<b>29,755</b>	<b>12,429</b>	<b>17,326</b>	<b>12,674</b>	<b>17,081</b>
49500 Other Operating Revenue					
49510 Interest Earnings	262		262		262
49520 Non-Fair Donations & Sponsorships	500	250	250		500
49540 Other Operating Revenue	39,500	50,500	-11,000		39,500
49550 Prior Year Revenue				-21,365	21,365
<b>Total 49500 Other Operating Revenue</b>	<b>40,262</b>	<b>50,750</b>	<b>-10,488</b>	<b>-21,365</b>	<b>61,627</b>
Discounts given	-890	-400	-490	-1,360	
<b>Total Income</b>	<b>113,586</b>	<b>182,336</b>	<b>-68,750</b>	<b>80,449</b>	<b>33,137</b>
<b>Cost of Goods Sold</b>					
<b>Total Cost of Goods Sold</b>					
Gross Profit	113,586	182,336	-68,750	80,449	33,137
<b>Expense</b>					
50000 Administration Expense					
50100 Admin Salaries - Permanent	21,446	15,235	6,211	25,543	-4,097
50320 Admin Payroll Taxes	2,486	1,167	1,319	2,911	-425
<b>Total 50320 Admin Payroll Taxes</b>	<b>2,486</b>	<b>1,167</b>	<b>1,319</b>	<b>2,911</b>	<b>-425</b>

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# Profit and Loss

## Humboldt County Fair Association

	Jan 26	Dec 25	CM vs PM \$ Variance	Jan 25	CY vs PY \$ Variance
50330 Admin Worker's Comp Insurance	1,008	1,169	-161		1,008
50400 Admin Contracted Professional Services	3,500	3,500		3,620	-120
50600 Employee Travel, Recruitment & Training	431		431	1,770	-1,340
50700 Office Supplies	8	187	-179	271	-263
50701 Computer Software & Supplies	1,355	1,534	-179	2,880	-1,525
50702 Credit Card & Bank Fees	2,471	804	1,667	565	1,906
50703 QuickBooks CC Payments Fees	416	382	33	312	103
50705 Office Equipment Expense	109	218	-109	108	
50800 Postage	272		272		272
50801 Telephone / Internet	1,802	3,947	-2,145	3,869	
50900 Dues & Subscriptions	90	180	-90		90
51000 Insurance (General Liability)	8,091	6,143	1,949		8,091
51010 Insurance (Vehicle)				181	-181
51050 Property Taxes				8,637	-8,637
<b>Total 50000 Administration Expense</b>	<b>43,484</b>	<b>34,465</b>	<b>9,019</b>	<b>50,667</b>	<b>-7,183</b>
52000 Maintenance & General Operations					
52100 Maint Salaries - Permanent	11,714	6,554	5,160	16,041	-4,327
52200 Maint Salaries - Temporary		92	-92	3,387	-3,387
52220 Maintenance Payroll Taxes	1,482	508	973	2,419	-937
52230 Maintenance Worker's Comp Insurance	1,208	1,364	-156		1,208
52300 Maint Contracted Professional Services	72	376	-304	209	-137
52600 Heat	2,141		2,141	2,182	
52800 Power	12,878	14,974	-2,095	915	11,963
52802 Water	8,726	2,937	5,790	2,706	
52900 Equipment Maintenance	136	504	-368	1,824	-1,688
53000 Buildings & Grounds Maintenance	49	97	-48	47	2
<b>Total 53000 Buildings &amp; Grounds Maintenance</b>	<b>49</b>	<b>97</b>	<b>-48</b>	<b>47</b>	<b>2</b>
53100 Trash Removal, Clean-up				1,458	-1,458
53200 Maintenance Supplies	155	1,753	-1,599	733	-579
53300 Special Repairs Under \$5K				2,470	-2,470
<b>Total 52000 Maintenance &amp; General Operations</b>	<b>38,562</b>	<b>29,159</b>	<b>9,403</b>	<b>34,391</b>	<b>4,170</b>
54000 Publicity Expenses					
54400 Advertising Expense				4	-4
<b>Total 54000 Publicity Expenses</b>				<b>4</b>	<b>-4</b>
57000 Miscellaneous Fair Expense					
57200 Fair Bar Expenses					
57210 Bartender-Temporary	444	1,047	-603		444
57220 Bartender Payroll Taxes	56	130	-74		56
<b>Total 57200 Fair Bar Expenses</b>	<b>500</b>	<b>1,177</b>	<b>-677</b>		<b>500</b>
57700 Sponsorship Expense	1,062	274	788	477	585
57800 Other Misc Fair Expense		56	-56		
<b>Total 57000 Miscellaneous Fair Expense</b>	<b>1,062</b>	<b>330</b>	<b>732</b>	<b>477</b>	<b>585</b>
65000 Horse Racing Expense					

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# Profit and Loss

## Humboldt County Fair Association

	Jan 26	Dec 25	CM vs PM \$ Variance	Jan 25	CY vs PY \$ Variance
65210 Horse Racing Employee Benefits (ER share)				2,689	-2,689
65300 Horse Racing Contracted Professional Services	799		799		799
65301 CARF Management Fees				486	-486
65800 Other Horse Racing Expense				65	-65
<b>Total 65000 Horse Racing Expense</b>	<b>799</b>		<b>799</b>	<b>3,239</b>	<b>-2,441</b>
66009 Misc. Non Fair Events				1,431	-1,431
<b>Total 66009 Misc. Non Fair Events</b>				<b>1,431</b>	<b>-1,431</b>
67000 Winter Fair Expenses		77	-77		
67020 Winter Bar Expenses	80	1,973	-1,893		
67030 Winter Merch Expenses		641	-641		
67040 Winter Tree Expenses		20	-20		
67050 Winter Decorations Expense		937	-937		
67060 Winter Event Salaries - Temporary	25,787	22,649	3,138		
67061 Winter Event Payroll Taxes	3,262	2,723	539		
67070 Winter Event Marketing Expense	183	401	-218		
67090 Winter Misc Expenses	573	5,630	-5,057		
<b>Total 67000 Winter Fair Expenses</b>	<b>29,885</b>	<b>35,050</b>	<b>-5,165</b>		
80000 Prior Year Operating Expense Adjustment				1,469	-1,469
<b>Total 80000 Prior Year Operating Expense Adjustment</b>				<b>1,469</b>	<b>-1,469</b>
85000 Cash Shortages & Overages					
85900 Other Cash Over/Under		-20	20		
<b>Total 85000 Cash Shortages &amp; Overages</b>		<b>-20</b>	<b>20</b>		
Payroll Expenses					
Taxes		57	-57		
Wages		458	-458		
<b>Total Payroll Expenses</b>		<b>515</b>	<b>-515</b>		
<b>Total Expense</b>	<b>114,355</b>	<b>100,674</b>	<b>13,681</b>	<b>91,678</b>	<b>22,677</b>
Net Operating Income	-770	81,662	-82,431	-11,229	10,460
Other Income					
<b>Total Other Income</b>					
Other Expense					
95000 Junior Livestock Auction Expenses					
95200 JLA - Supplies	1,564	919	645	69	1,494
<b>Total 95000 Junior Livestock Auction Expenses</b>	<b>1,564</b>	<b>919</b>	<b>645</b>	<b>69</b>	<b>1,494</b>
<b>Total Other Expense</b>	<b>1,564</b>	<b>919</b>	<b>645</b>	<b>69</b>	<b>1,494</b>
Net Profit	-2,333	80,743	-83,076	-11,299	8,965

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# Balance Sheet

## Humboldt County Fair Association

	Jan 26	Dec 25	CM vs PM \$ Variance	Jan 25	CY vs PY \$ Variance
<b>Assets</b>					
Current Assets					
Bank Accounts					
11000 Cash - Unrestricted					
11300 US Bank Operating Acct (#4664)	410,483	485,111	-74,628	378,620	31,863
11400 US Bank Premium Acct (#4854)	537	537		555	-18
11500 US Bank Payroll Acct (#5356)				990	-990
<b>Total 11000 Cash - Unrestricted</b>	<b>411,020</b>	<b>485,648</b>	<b>-74,628</b>	<b>380,165</b>	<b>30,855</b>
12000 Cash - Restricted					
12100 US Bank Dairy Heifer Replacement (#0027)	11,910	11,910		10,432	1,478
12200 US Bank JLA Custodial Acct (#4648)	103,647	98,705	4,942	98,129	5,518
12300 US Bank JLA Operating (#5548)	9,009	9,009		77,218	-68,209
<b>Total 12000 Cash - Restricted</b>	<b>124,566</b>	<b>119,624</b>	<b>4,942</b>	<b>185,780</b>	<b>-61,214</b>
12500 Petty Cash	1,226	1,226		655	571
<b>Total 12500 Petty Cash</b>	<b>1,226</b>	<b>1,226</b>		<b>655</b>	<b>571</b>
67092 Winter Fair Petty Cash	3,000	3,000			
<b>Total Bank Accounts</b>	<b>539,812</b>	<b>609,498</b>	<b>-69,686</b>	<b>566,600</b>	<b>-26,788</b>
Accounts Receivable					
13100 Accounts Receivable (A/R)	35,996	39,258	-3,263	141,266	-105,270
<b>Total Accounts Receivable</b>	<b>35,996</b>	<b>39,258</b>	<b>-3,263</b>	<b>141,266</b>	<b>-105,270</b>
Other Current Assets					
12800 Payments to deposit	-757	-2,924	2,167	913	-1,670
Certificates of Deposit	85,862	85,600			
Credit Card Receivables	808	808	262	248	85,862
Inventory Asset					560
Prepaid Expenses				1,808	
<b>Total Other Current Assets</b>	<b>85,913</b>	<b>83,485</b>	<b>2,429</b>	<b>2,969</b>	<b>82,944</b>
<b>Total Current Assets</b>	<b>661,721</b>	<b>732,241</b>	<b>-70,520</b>	<b>710,835</b>	<b>-49,114</b>
Fixed Assets					
19200 Buildings & Improvements	4,459,452	4,459,452		4,459,452	
19201 Accumulated Depreciation-Building & Improvements	-3,984,302	-3,984,302		-3,984,302	
19300 Equipment	242,422	242,422		242,422	
19301 Accumulated depreciation-Equipment	-242,422	-242,422		-242,422	
19500 Leasehold Improvements	944,303	944,303		944,303	
19501 Accumulated Depreciation-Leasehold Improvements	-431,570	-431,570		-431,570	
19502 Eco Green Project (PGE)	134,809	134,809		134,809	
Ice Rink	134,574	134,574			
<b>Total Fixed Assets</b>	<b>1,257,266</b>	<b>1,257,266</b>		<b>1,122,692</b>	<b>134,574</b>
Other Assets					

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# Balance Sheet

## Humboldt County Fair Association

	Jan 26	Dec 25	CM vs PM \$ Variance	Jan 25	CY vs PY \$ Variance
<b>Total Other Assets</b>					
<b>Total Assets</b>	<b>1,918,987</b>	<b>1,989,508</b>		<b>1,833,527</b>	
Liabilities and Equity					
Liabilities					
Current Liabilities					
Accounts Payable					
21200 Accounts Payable (A/P)	18,247	52,850	-34,604	42,100	-23,853
Accounts Payable - Docyt			-34,604		-23,853
<b>Total Accounts Payable</b>	<b>18,247</b>	<b>52,850</b>		<b>42,100</b>	
Credit Card					
21300 Capital One CC (#9529)			-527		1,514
21600 US Bank CC (#2921)			-527	235	1,749
21610 US Bank CC 2818	1,769	2,296		19	
us bank credit card			-527		1,514
<b>Total Credit Card</b>	<b>1,769</b>	<b>2,296</b>	<b>-1,537</b>	<b>254</b>	<b>107,286</b>
Other Current Liabilities					
21000 TOT Tax Liability Account	1,043	976		-5	
22400 Admin Accrued PTO	8,907	8,907		8,907	
22410 Maintenance Accrued PTO	3,568	3,568	-1,604	3,568	104,088
22800 Deferred Revenue	1,911	3,514		-102,177	975
22900 CFSA Insurance Fees Collected	5,215	5,215		4,240	1,100
24100 Guaranteed Deposits	300	300		-800	75
24200 Stall Rental Deposits	675	675		600	
Direct Deposit Payable			-36,668		84,947
<b>Total Other Current Liabilities</b>	<b>21,618</b>	<b>23,155</b>	<b>-28,062</b>	<b>-85,668</b>	<b>13,562</b>
<b>Total Current Liabilities</b>	<b>41,633</b>	<b>78,301</b>	<b>-31,519</b>	<b>-43,314</b>	<b>-8,906</b>
Long-Term Liabilities					
24500 Eco Green Project Loan (PGE)	68,129	71,585	-2,333	90,597	9,420
Ice Rink Liability	13,562	41,624			
<b>Total Long-Term Liabilities</b>	<b>81,691</b>	<b>113,209</b>		<b>90,597</b>	
<b>Total Liabilities</b>	<b>123,323</b>	<b>191,511</b>		<b>47,283</b>	
Equity					
25100 JLAC Net Res (Reserve)	32,997	32,997		32,997	
25200 Racing Incentive Fund (Reserve)	9,830	9,830	-2,788	9,830	8,965
29000 Inves in Cap Assets	1,213,624	1,213,624		1,213,624	
29100 Unrestricted Net Assets	913,560	913,560	454	913,560	454
Net Income	-2,333	454	-2,333	-11,299	9,420
Opening balance equity	-99,876	-99,876	-70,520	-99,876	85,461
Retained Earnings	-272,139	-272,593		-272,593	
<b>Total Equity</b>	<b>1,795,664</b>	<b>1,797,997</b>		<b>1,786,244</b>	
<b>Total Liabilities and Equity</b>	<b>1,918,987</b>	<b>1,989,508</b>		<b>1,833,527</b>	

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# Cash Flow Statement

## Humboldt County Fair Association

	Jan 26	Dec 25	CM vs PM \$ Variance	Jan 25	CY vs PY \$ Variance
<b>Operating Activities</b>					
Net Income	-2,333	80,743	-83,076	-11,299	8,965
<b>Adjustments to Net Income</b>					
13100 Accounts Receivable (A/R)	3,263	-3,281	6,544	106,709	-103,447
21000 TOT Tax Liability Account	67	-102	168	-68	134
21200 Accounts Payable (A/P)	-34,604	-8,914	-25,690	-45,889	11,285
21500 Credit Card (#9093)					-95
21600 US Bank CC (#2921)				95	
21610 US Bank CC 2818	-527	-4,179	3,651	-1,162	
22410 Maintenance Accrued PTO					102,909
22800 Deferred Revenue	-1,604	-13,596	11,992	-104,513	300
22900 CFSA Insurance Fees Collected		45	-45		
24100 Guaranteed Deposits				-300	-391
24200 Stall Rental Deposits					159
Accounts Payable - Docyt				391	
Credit Card Receivables				-159	
Direct Deposit Payable					-181
Payroll Refunds					20,274
Prepaid Expenses				181	
<b>Total Adjustments to Net Income</b>	<b>-33,406</b>	<b>-30,026</b>	<b>-3,380</b>	<b>-44,714</b>	
<b>Total Operating Activities</b>	<b>-35,739</b>	<b>50,717</b>	<b>-86,456</b>	<b>-56,013</b>	
<b>Investing Activities</b>					
19200 Buildings & Improvements					-262
19502 Eco Green Project (PGE)					-262
19800 Construction in progress					-30,222
19818 Friendship Sq Kitchen Remodel					-3,457
Certificates of Deposit	-262	-85,600	85,338		
<b>Total Investing Activities</b>	<b>-262</b>	<b>-85,600</b>	<b>85,338</b>		
<b>Financing Activities</b>					
24500 Eco Green Project Loan (PGE)	-3,457	-1,728	-1,728		
25100 JLAC Net Res (Reserve)					-28,062
29000 Inves in Cap Assets					1,297
29100 Unrestricted Net Assets					-30,222
Ice Rink Liability	-28,062	-14,000	-14,062		
Opening balance equity					-10,210
Retained Earnings				-1,297	
<b>Total Financing Activities</b>	<b>-31,519</b>	<b>-15,728</b>	<b>-15,790</b>	<b>-1,297</b>	
<b>Net Cash Increase For Period</b>	<b>-67,520</b>	<b>-50,611</b>	<b>-16,908</b>	<b>-57,310</b>	

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## A/R Aging January 31st, 2026

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
A100Embroidery			-5.00			-5.00
Alissa Clear					100.00	100.00
Ariel Wise		95.00		95.00	95.00	285.00
Ashli Ashley		-180.00				-180.00
Balance Productions					150.00	150.00
Bertha Maldonado				2,155.00		2,155.00
Beth Simon					425.00	425.00
Black Creek Preserves				215.00		215.00
Brian Vosburg					-380.00	-380.00
Bryce T Bell				45.00	90.00	135.00
Buyer Payments AR					13,669.00	13,669.00
Camping - Campspot	143.36					143.36
Chalk Mt. Ranch, LLC					200.00	200.00
Claudia Velasco-Morales	1,650.00					1,650.00
Copious Glass DBA, Glass Garage					450.00	450.00
Cutten Elementary School			460.00			460.00
Danielle Frank					200.00	200.00
Dan Rasella		85.00	85.00			170.00
Diana Meraz					-500.00	-500.00
Dustin Hurst			-285.00			-285.00
Dwight Shaneyfelt		85.00				85.00
Elaina Ashe- Harning		60.00	32.30			92.30
Emily Christensen			45.00			45.00
Emily Machado					75.00	75.00
Farm Life Petting Zoo					25.00	25.00
Ferndale Arts					100.00	100.00
Ferndale Lions Club					25.00	25.00
Flavors of East Africa					3,581.96	3,581.96
Flourish Backdrops					50.00	50.00
Fry Burger					500.00	500.00
Gabriela Gonzalez				2,085.00		2,085.00
George Petrov		95.00		95.00	95.00	285.00
Gianna O'Day				320.00		320.00
Hindley Ranch					350.00	350.00
Humboldt County Office of Education		300.00				300.00
Humboldt County Office of Elections					150.00	150.00
International Gifts					1,194.60	1,194.60
Jerry Hayes		85.00	60.50			145.50
John Walsh		95.00				95.00
Josh McCall		95.00				95.00
Joslynn Osorio		250.00				250.00
Kaitlyn Killingsworth				150.00		150.00
Katherine Lorenzo			150.00			150.00
Katy Garrison					250.00	250.00
Kristal Dennis				150.00		150.00
Larry Wood		190.00		252.00	122.54	564.54
Latisha Grisback				150.00		150.00
Laura Cope		120.00				120.00
Lee Ann Moore					50.00	50.00
Maria Bernabe					-200.00	-200.00
Meghan Tegarden			560.00			560.00

A/R Aging  
January 31st, 2026

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Miscellaneous - A/R Reconcile	-6,815.54				9,226.08	2,410.54
Moonstone In Bloom					150.00	150.00
Native Sons of the Golden West		50.00				50.00
Noga Family					375.00	375.00
North Coast Event Rental					150.00	150.00
Parry Dyer		180.00				180.00
Pete Dulik		-285.00				-285.00
Pete Smith		85.00				85.00
Ralph Dyer		-15.00				-15.00
Rena Alexandre					150.00	150.00
Renner Ranches					150.00	150.00
Richard Hutchinson		-270.00				-270.00
Ronan O'Day		90.00				90.00
Ryann & Ryan Cormier		95.00		95.00	122.54	312.54
Sara Collections					25.00	25.00
Scott Griswold		-190.00			-95.00	-285.00
Shelby D's		-5.54				-5.54
Shoemaker Family					250.00	250.00
Stephanie Peterson				150.00		150.00
Steve Strombeck		95.00		95.00	-95.00	95.00
Sun and Moon Customs				205.00		205.00
Tanner Hrynkiewicz			150.00			150.00
Tesla					825.00	825.00
The Buttercream Broomstick					85.00	85.00
Tyler Franklin		95.00		-2.98		92.02
US Forest Service					25.00	25.00
<b>TOTAL</b>	<b>-5,022.18</b>	<b>1,299.46</b>	<b>1,252.80</b>	<b>6,254.02</b>	<b>32,211.72</b>	<b>35,995.82</b>

A/P Aging  
January 31st, 2026

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Answering Innovations		26.99				26.99
Blue Star Gas/Sequoia Gas	1,388.10					1,388.10
California Fair Services Authority	10,376.80					10,376.80
Cashier, Department of Food and Agriculture					-198.60	-198.60
Eureka Oxygen Co	49.16	49.16				98.32
Ferndale Tech	224.13		360.00			584.13
Humboldt Termite & Pest	72.00	72.00	72.00			216.00
Miller Trucking Corporation					1,200.00	1,200.00
NCOTWINC		798.58			1,595.06	2,393.64
Nilsen Feed & Grain Co.	253.07					253.07
North Coast Journal					67.00	67.00
Times Standard				500.00		500.00
Tipple Motors, Inc		438.54				438.54
Valley Lumber & Millwork			88.89			88.89
VSI Veterinary Service Inc					-506.32	-506.32
William Hofman					1,320.00	1,320.00
<b>TOTAL</b>	<b>12,363.26</b>	<b>1,385.27</b>	<b>520.89</b>	<b>500.00</b>	<b>3,477.14</b>	<b>18,246.56</b>



### Check Detail Report

Humboldt County Fair Association (new)

January 2026

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLEARED	AMOUNT
12200 US Bank JLA Custodial Acct (#4648)						
21981						
01/02/2026	Expense		Ferndale Billing	Misc Debit Merch XXXXXX6190 Ferndale Billing	Reconciled	-58.33
01/02/2026	Expense		Ferndale Billing	Misc Debit Merch XXXXXX6190 Ferndale Billing		58.33
11300 US Bank Operating Acct (#4664)						
21699						
01/02/2026	Check	15399	Joann Rimmey.	[Close Note]	Reconciled	-16.74
01/02/2026	Check	15399	Joann Rimmey.	Disinfectant Spray for Ice Rink Skates		16.74
21982						
01/02/2026	Expense		Authnet Gateway	Electronic Withdrawal Authnet Gateway	Reconciled	-35.00
01/02/2026	Expense		Authnet Gateway	Electronic Withdrawal Authnet Gateway		35.00
21983						
01/02/2026	Expense		Authnet Gateway	Electronic Withdrawal Authnet Gateway	Reconciled	-30.00
01/02/2026	Expense		Authnet Gateway	Electronic Withdrawal Authnet Gateway		30.00
21984						
01/02/2026	Expense		Authnet Gateway	Electronic Withdrawal Authnet Gateway	Reconciled	-20.00
01/02/2026	Expense		Authnet Gateway	Electronic Withdrawal Authnet Gateway		20.00
22069						
01/02/2026	Expense		The Lighthouse Group	Electronic Withdrawal The Lighthouse G	Reconciled	-
						3,500.00
01/02/2026	Expense		The Lighthouse Group	Electronic Withdrawal The Lighthouse G		3,500.00
22089						
01/02/2026	Expense		Ferndale Billing	Misc Debit Merch XXXXXX7480 Ferndale Billing	Reconciled	-189.99
01/02/2026	Expense		Ferndale Billing	Misc Debit Merch XXXXXX7480 Ferndale Billing		189.99
21734						
01/05/2026	Bill Payment (Check)	15407	Del Oro Water Company		Reconciled	-
						2,936.63
01/05/2026	Bill Payment (Check)	15407	Del Oro Water Company			-
						2,936.63
21736						
01/05/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-5.38
01/05/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		5.38
22067						
01/05/2026	Expense		Clover Software	Electronic Withdrawal Frst Bk Mrch Svc	Reconciled	-55.95
01/05/2026	Expense		Clover Software	Electronic Withdrawal Frst Bk Mrch Svc		55.95
22068						
01/05/2026	Expense		Gusto	Electronic Withdrawal Gusto	Reconciled	-416.00
01/05/2026	Expense		Gusto	Electronic Withdrawal Gusto		416.00
22091						
01/05/2026	Expense		Cardpointe/Fiserv	Electronic Withdrawal Merchant Bankcd	Reconciled	-97.23
01/05/2026	Expense		Cardpointe/Fiserv	Electronic Withdrawal Merchant Bankcd		97.23
22093						
01/05/2026	Expense		Clover Software	Electronic Withdrawal Merch Bnkcd Nsd	Reconciled	-
						1,555.03
01/05/2026	Expense		Clover Software	Electronic Withdrawal Merch Bnkcd Nsd		1,555.03
22094						
01/05/2026	Expense		Clover Software	Electronic Withdrawal Merch Bnkcd Nsd	Reconciled	-58.42
01/05/2026	Expense		Clover Software	Electronic Withdrawal Merch Bnkcd Nsd		58.42
21752						
01/06/2026	Check	15408	Heather. Barkdull.	Refund for overpayment on fieldtrip for CCA pm 12/17/2025	Reconciled	-190.00
				reissue check #15408 original check #15385		
01/06/2026	Check	15408	Heather. Barkdull.	Refund for overpayment on fieldtrip for CCA pm 12/17/2025		-190.00
21756						
01/06/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-24.84
01/06/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		24.84
22062						
01/06/2026	Expense		California Dept of Tax and Fee Admin	Electronic Withdrawal Ca Dept Tax Fee	Reconciled	-64.22
01/06/2026	Expense		California Dept of Tax and Fee Admin	Electronic Withdrawal Ca Dept Tax Fee		64.22
21760						

# Check Detail Report

Humboldt County Fair Association (new)

January 2026

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLEARED	AMOUNT
01/07/2026	Bill Payment (Check)	15412	T.G. Razooly		Reconciled	-125.00
01/07/2026	Bill Payment (Check)	15412	T.G. Razooly			-125.00

# Check Detail Report

Humboldt County Fair Association (new)

January 2026

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLEARED	AMOUNT
21761						
01/07/2026	Bill Payment (Check)	15411	Dan Hryniewicz		Uncleared	-125.00
01/07/2026	Bill Payment (Check)	15411	Dan Hryniewicz			-125.00
21772						
01/07/2026	Bill Payment (Check)	15413	Wild Buck Boards		Reconciled	-600.00
01/07/2026	Bill Payment (Check)	15413	Wild Buck Boards			-600.00
21820						
01/07/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-78.35
01/07/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		78.35
22085						
01/07/2026	Expense		Pitney Bowes	Electronic Withdrawal Pitney Bowes	Reconciled	-272.30
01/07/2026	Expense		Pitney Bowes	Electronic Withdrawal Pitney Bowes		272.30
21839						
01/08/2026	Bill Payment (Check)	15415	City of Ferndale		Reconciled	-208.32
01/08/2026	Bill Payment (Check)	15415	City of Ferndale			-208.32
21840						
01/08/2026	Bill Payment (Check)	15419	Nilsen Feed & Grain Co.		Reconciled	-381.65
01/08/2026	Bill Payment (Check)	15419	Nilsen Feed & Grain Co.			-381.65
21841						
01/08/2026	Bill Payment (Check)	15421	Showworks		Reconciled	-650.00
01/08/2026	Bill Payment (Check)	15421	Showworks			-650.00
21842						
01/08/2026	Bill Payment (Check)	15420	Pacific Paper Co.		Reconciled	-273.75
01/08/2026	Bill Payment (Check)	15420	Pacific Paper Co.			-273.75
21843						
01/08/2026	Bill Payment (Check)	15417	Frontier Communications		Reconciled	-123.77
01/08/2026	Bill Payment (Check)	15417	Frontier Communications			-123.77
21844						
01/08/2026	Bill Payment (Check)	15416	Ferndale Tech		Reconciled	-979.13
01/08/2026	Bill Payment (Check)	15416	Ferndale Tech			-979.13
21845						
01/08/2026	Bill Payment (Check)	15414	Blue Star Gas/Sequoia Gas		Reconciled	-
01/08/2026	Bill Payment (Check)	15414	Blue Star Gas/Sequoia Gas			1,461.50
01/08/2026	Bill Payment (Check)	15414	Blue Star Gas/Sequoia Gas			-
01/08/2026	Bill Payment (Check)	15414	Blue Star Gas/Sequoia Gas			1,461.50
21846						
01/08/2026	Bill Payment (Check)	15418	Mendes Supply Company		Reconciled	-292.12
01/08/2026	Bill Payment (Check)	15418	Mendes Supply Company			-292.12
21847						
01/08/2026	Bill Payment (Check)	15422	The Farm Shop		Reconciled	-201.78
01/08/2026	Bill Payment (Check)	15422	The Farm Shop			-201.78
21849						
01/08/2026	Bill Payment (Check)	15423	The Lighthouse Group		Reconciled	-
01/08/2026	Bill Payment (Check)	15423	The Lighthouse Group			2,500.00
01/08/2026	Bill Payment (Check)	15423	The Lighthouse Group			-
01/08/2026	Bill Payment (Check)	15423	The Lighthouse Group			2,500.00
21856						
01/08/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-55.62

# Check Detail Report

Humboldt County Fair Association (new)

January 2026

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLEARED	AMOUNT
01/08/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		55.62
22065						
01/08/2026	Expense		Cardpointe/Fiserv	Electronic Withdrawal Fiserv Pmnt Svcs	Reconciled	-10.00
01/08/2026	Expense		Cardpointe/Fiserv	Electronic Withdrawal Fiserv Pmnt Svcs		10.00
21862						
01/09/2026	Check	15424	Tonde J Razooly	[Close Note]	Uncleared	-15.32
01/09/2026	Check	15424	Tonde J Razooly	Cleaner for Skates		15.32
21866						
01/09/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-31.39
01/09/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		31.39
21898						
01/11/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-2.84
01/11/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		2.84

# Check Detail Report

## Humboldt County Fair Association (new)

January 2026

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLEARED	AMOUNT
21899						
01/11/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-8.52
01/11/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		8.52
21917						
01/12/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-29.27
01/12/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		29.27
22063						
01/12/2026	Expense		Camping - Campspot	Web Authorized Pmt Campspot	Reconciled	-4.00
01/12/2026	Expense		Camping - Campspot	Web Authorized Pmt Campspot		-4.00
22064						
01/12/2026	Expense		Clover Software	Electronic Withdrawal Clover Fees	Reconciled	-65.80
01/12/2026	Expense		Clover Software	Electronic Withdrawal Clover Fees		65.80
21927						
01/13/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-33.19
01/13/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		33.19
21986						
01/15/2026	Expense		US Bank	Analysis Service Charge	Reconciled	-226.19
01/15/2026	Expense		US Bank	Analysis Service Charge		226.19
21935						
01/16/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-2.91
01/16/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		2.91
21946						
01/21/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-17.94
01/21/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		17.94
21985						
01/21/2026	Credit Card Payment		US Bank Credit Card	Internet Banking Payment To Credit Card XXXX 01/21	Reconciled	-3,727.34
01/21/2026	Credit Card Payment		US Bank Credit Card	Internet Banking Payment To Credit Card XXXX 01/21	Cleared	-3,727.34
22086						
01/21/2026	Expense		PG&E	Web Authorized Pmt Pgande	Reconciled	-885.99
01/21/2026	Expense		PG&E	Web Authorized Pmt Pgande		885.99
22087						
01/21/2026	Expense		PG&E	Web Authorized Pmt Pgande	Reconciled	-1,008.16
01/21/2026	Expense		PG&E	Web Authorized Pmt Pgande		1,008.16
22088						
01/21/2026	Expense		PG&E	Web Authorized Pmt Pgande	Reconciled	-
01/21/2026	Expense		PG&E	Web Authorized Pmt Pgande		14,440.98
01/21/2026	Expense		PG&E	Web Authorized Pmt Pgande		10,984.34
01/21/2026	Expense		PG&E	Web Authorized Pmt Pgande	Uncleared	-3,456.64
21997						
01/25/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-5.68
01/25/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		5.68
22012						
01/26/2026	Bill Payment (Check)	15436	Pacific Paper Co.		Cleared	-105.10
01/26/2026	Bill Payment (Check)	15436	Pacific Paper Co.			-105.10
22013						
01/26/2026	Bill Payment (Check)	15432	Amazon Prime		Cleared	-1,634.59
01/26/2026	Bill Payment (Check)	15432	Amazon Prime			-1,634.59
22014						
01/26/2026	Bill Payment (Check)	15434	California Fair Services Authority		Cleared	-
01/26/2026	Bill Payment	15434	California Fair Services			17,820.10
01/26/2026	Bill Payment	15434	California Fair Services			-

# Check Detail Report

Humboldt County Fair Association (new)

January 2026

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLEARED	AMOUNT
	(Check)		Authority			17,820.10
22015						
01/26/2026	Bill Payment (Check)	15433	Blue Star Gas/Sequoia Gas		Cleared	-753.17
01/26/2026	Bill Payment (Check)	15433	Blue Star Gas/Sequoia Gas			-753.17
22016						
01/26/2026	Bill Payment (Check)	15437	Recology Eel River Fortuna		Cleared	-5,323.81
01/26/2026	Bill Payment (Check)	15437	Recology Eel River Fortuna			-5,323.81

# Check Detail Report

## Humboldt County Fair Association (new)

January 2026

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLEARED	AMOUNT
22023						
01/27/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-2.84
01/27/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		2.84
22066						
01/27/2026	Expense		Frontier Communications	Electronic Withdrawal Frontier Communi	Reconciled	-287.13
01/27/2026	Expense		Frontier Communications	Electronic Withdrawal Frontier Communi		287.13
22028						
01/28/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	Reconciled	-1.79
01/28/2026	Expense		QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		1.79
22090						
01/28/2026	Expense		Wells Fargo Financial Leasing, Inc.	Electronic Withdrawal Wells Fargo Fina	Reconciled	-108.78
01/28/2026	Expense		Wells Fargo Financial Leasing, Inc.	Electronic Withdrawal Wells Fargo Fina		108.78
22034						
01/30/2026	Bill Payment (Check)	15443	Special Ice		Uncleared	- 28,062.00
01/30/2026	Bill Payment (Check)	15443	Special Ice			- 28,062.00
22035						
01/30/2026	Bill Payment (Check)	15441	Del Oro Water Company		Cleared	-8,726.33
01/30/2026	Bill Payment (Check)	15441	Del Oro Water Company			-8,726.33
22036						
01/30/2026	Bill Payment (Check)	15442	Power Play Hockey		Uncleared	- 14,000.00
01/30/2026	Bill Payment (Check)	15442	Power Play Hockey			- 14,000.00
22219						
01/30/2026	Expense		Frontier Communications	Web Authorized Pmt Frontier Communi	Reconciled	-1,037.74
01/30/2026	Expense		Frontier Communications	Web Authorized Pmt Frontier Communi		1,037.74



2025-2026 Winter Fair Revenue and Expense  
Report  
To Be Distributed



2026 Draft Budget  
To Be Distributed