



Notice of Meeting and Agenda

Humboldt County Fair Association

Meeting of the Governing Board

Board of Director's Meeting

Monday, December 1, 2025, at 5:00 PM

In-Person – Board Room

AGENDA

I. CALL TO ORDER

II. ROLL CALL

___ Andy Titus	___ Lawrence Dwight	___ Greg Gomes	___ Clint Duey
___ Sandy Hanks	___ Darren Hansen	___ Johanna Rodoni	___ Wayne Wilson
___ Ben Hawk	___ Vacant	___ Vacant	

III. PRESIDENT'S ANNOUNCEMENT: President Andy Titus

IV. 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.

V. CONSENT CALENDAR ITEMS

Matters under Calendar Items are considered routine by the HCFA Board and will be enacted upon by one motion, unless a specific request is received by a Director or requested by the member of the public. The Administrative Items will not be read. There will be no discussion of these items unless pulled for discussion.

- Approve Minutes of the HCFA Board of Directors Meeting Held October 27, 2025
- Review and File the Quarterly KPI Financial Report for 2025 Fair
- Review and File the Monthly KPI Financial Report for October 2025

VI. COMMITTEE REPORTS

Receive and file.

- Executive Committee – Presented by Andy Titus
- Finance Committee – Presented by Clint Dewy
- Livestock Committee – Presented by Johanna Rodoni
- Junior Livestock Committee – Presented by Mandy Marquez
- Racing Committee – Presented by Greg Gomes
- Marketing and Entertainment – Presented by Lawrence Dwight
- Building and Grounds – Presented by Andy Titus
- Nominating – Presented by Clint Duey

VII. NEW BUSINESS ITEMS

- a. Receive and Discuss Parking Field Usage Proposal, Make Recommendations to Staff/Take Action as Appropriate

VIII. OLD BUSINESS ITEMS

- a. Ice Rink and Winter Fair Update- Discuss, Make Recommendations to Staff/Take Action as Appropriate
- b. Discuss Sponsors/Board of Directors Thank You Dinner, Make Recommendations to Staff as Appropriate.
- c. Discuss College of the Redwoods Rodeo Proposal, Make Recommendations to Staff/Take Action as Appropriate

IX. CLOSED EXECUTIVE SESSION

- a. Employee Evaluation
Title: Chief Executive Officer; Government Code § 54954.5

X. REPORT OUT OF CLOSED SESSION

XI. DIRECTOR'S ANNOUNCEMENTS AND/OR REPORTS

XII. RECEIVE CEO STAFF REPORT

XIII. NEXT MEETING: January 26, 2025

XIV. 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
1250 5TH Street, Ferndale, CA
BOARD of DIRECTORS
MEETING MINUTES
Monday, October 27, 2025

1. The meeting was called to order by President Titus at 5:00 pm.
2. Roll Call: Directors present: Andy Titus, Lawrence Dwight, Clint Duey, Sandy Hanks, Darren Hansen and Johanna Rodoni. Directors absent: Wayne Wilson, Greg Gomes and Ben Hawk.
Staff present: Moira Kenny
Public present: Linda Stansberry, Tag Wotherspoon, Thomas Stewart and Mathew Butterick.
3. President's Announcement: None
4. Public Comment: None
5. Consent Calendar Items: Director Duey moved to approve the consent calendar items as presented. Director Dwight 2nd. No discussion. No public comment. Motion passes.
6. Committee Reports:
 - A. Executive Committee: Director Titus reported the committee met on October 20, 2025 and discussed the Sponsorship dinner and 2026 fair planning. It was also decided to move the executive meetings to Tuesdays and combine them with Marketing and Entertainment on the first meeting of the month and meet with Finance committee on the second meeting of the month. The following month the first meeting will be combined with Building and Grounds. The M&E and B&G will rotate each month. No public comment.
 - B. Finance Committee: Director Duey reported the committee reviewed the 2 financial reports that were presented and said it looks like the Lighthouse Accounting would have the September numbers finalized before the next meeting. No public comment.
 - C. Livestock Committee: Nothing to report
 - D. Junior Livestock Auction Committee: The committee met and approved their amended By-Laws. They will come to the livestock committee for review and then to the Board for final approval. All the seller's checks have been mailed and there are three collections remaining. No public comment.
 - E. Racing: There hasn't been a meeting. The Ad-Hoc committee hasn't met yet. Hopefully the CHRB will discuss race dates at their November meeting. No public comment.
 - F. Marketing and Entertainment: Director Dwight said there will be a meeting on November 5th.
Public comment: Thomas Stewart thought the fair was a success without horse racing. His thought was that people weren't losing money betting on the races so they were spending more at the fair. He thought the Bull riding was excellent and the logging was good. Suggested having theater show movies during fair.
 - G. Building and Grounds: Director Titus said the committee was waiting on the final numbers from the fair to see what projects could be worked on. Moira was going to contact the California Construction Authority for any Grants available. No public comment.
 - H. Nominating Committee: Director Duey reported a flyer would be going out this month for recruiting new Board Members. No public comment.
7. New Business:
 - A. A motion was made by Director Duey to nominate Darren Hansen and Andy Titus to an additional 3 year term effective January 1, 2026. Director Rodoni 2nd. No discussion. No public comment. Motion passes.
 - B. Election of Officers for 2026: Director Duey moved to have the same slate of officers for 2026. Andy Titus, President, Greg Gomes 1st Vice President, Lawrence Dwight 2nd Vice President, Clint Duey Treasurer and Sandy Hanks Secretary. Director Rodoni 2nd. No discussion, No public comment. Motion passes.
 - C. Approve Resolution 2025-01. Director Rodoni moved to approve Resolution 2025-01 to add Director Clint Duey as an Authorized Signer on bank accounts. Director Hansen 2nd. No discussion. No public comment. Motion passes. Jack Rice and Bob Pryor have been removed.
 - D. Approve Resolution 2025-02. Director Dwight moved to approve Resolution 2025-02 Authorizing CEO to execute CDFA Operational Grant for period of November 1, 2025 to December 31, 2026. No discussion. No public comment, Motion passes,

E. Discuss Sponsor/Board of Director Thank You dinner: It was proposed to have the Sponsor/Board dinner while the Ice rink is set up and the winter fair lights are on. The ice rink would be closed to the public that night. Children and Grandchildren would be invited to come and skate at this time. Cocktails and finger foods(appetizers) would be offered. No sit down dinner. Volunteers would also be invited. Certificates would be passed out. January 10, 2026 was the date suggested. A discussion was held and staff was directed to move forward with the proposal.

8. Old business:

A. Ice Rink and Winter Fair Update: The ice rink is scheduled to arrive on November 4th. The installers will be here November 5th. The chiller has arrived. Ice should be going by November 11, The opening is planned for November 15, 2025. The Hockey Association is going to maintain the ice and work with the school children that come.

B. Discuss College of the Redwoods Rodeo Proposal: Moira is in constant contact with Kelly and Giovanni regarding having a rodeo and the desired dates. Once we know if we are getting horse racing and our dates then they can start planning for a rodeo. This would be a sanctioned rodeo. Arena updates and the funding for them needs to be discussed.

9. Director's Reports/Announcements: Director Duey thanked Moira for the information binders she prepared for the director's.

10. CEO Report; The presentation by Brett Vivyan on the watershed project needs to be on the agenda for the next executive meeting. The city manager and a Sousa family member will also be there. The Ferndale Lions club donated an on demand hot water heater. This will be considered an in kind sponsorship. The gate at the end of the arena will be extended to 16 feet to allow larger equipment into the arena. We received 300-350 yards of crushed asphalt in the RV park hauled in by Mercier Frasier. The report Moira received from the bull riding event wasn't what she expected and she will have a follow up meeting with them.

11. The next meeting will be December 1, 2025 at 5:00 pm.

12. The meeting was adjourned at 6:07 pm.

Quarter 3 Statement of Information

HCFA- The Lighthouse Group

Statement of Information (SOI)

Client: Humboldt County Fair Association

Reporting Period: Q3 2025

Month of Close: September

Prepared by: The Lighthouse Group

Executive Summary

In Q3 2025, total income reached **\$2,207,772.00**, and total expenses were **\$1,998,728.00**, resulting in a net income of **\$209,044.00**. This reflects a **positive margin** for the quarter, despite lower overall revenue and expense activity compared to prior years. The organization's performance was influenced by strategic program changes, including the absence of horse racing and scaled-back concessions.

While Q3 shows profitability, the **year-to-date position remains negative**, reinforcing the need for continued operational control and offseason revenue development.

Financial Performance

Quarterly Income Statement (Q3 2025)

Category	Amount
Total Income	\$2,207,772.00
Total Expenses	\$1,998,728.00
Net Income	\$209,044.00

Quarter 3 Statement of Information

HCFA- The Lighthouse Group

Balance Sheet Overview

Category	Amount
Total Assets	\$2,011,596.35
Total Liabilities	\$224,330.43
Total Equity	\$1,787,265.92

- Equity declined by **42.30%** quarter-over-quarter.
- Key contributors include high other expenses, custodial liabilities, and corrections to Ice Rink asset/liability allocations.

Narrative Highlights

What Happened?

- Revenue decreased significantly due to the **cancellation of horse racing** for the calendar year and **reduced activity in bar and concessions**.
- Expenses also dropped meaningfully, reflecting tight control during non-Fair operations and reduction in seasonal activity.
- The **positive margin** for the Fair and Q3 reflects effective cost containment.

Why Did It Happen?

- The **absence of major revenue-driving events** (e.g., horse racing) and conscious reductions in overhead and general operations drove the overall contraction.
- Interim income remained healthy in areas such as **building rentals and RV camping**, which helped offset broader revenue softness.

Quarter 3 Statement of Information

HCFA- The Lighthouse Group

Balance Sheet Movement

Key Changes

- **Assets** declined due to reduced cash in operational accounts and **collection of receivables** accrued in prior periods.
- **Fixed asset corrections** (notably for the Ice Rink) adjusted overstatements from August.
- **Custodial liabilities increased**, leading to **negative custodial bank balances** as checks were accrued and outstanding.
- A **notable decrease in long-term liabilities** occurred due to proper allocation of payments to the liability GL instead of asset accounts.

Account Reconciliations

The following accounts were reconciled as of quarter-end:

- 11300 Cash - US Bank Operating (#4664)
- 11400 Cash - US Bank Premium Acct (#4854)
- 12100 Cash - Dairy Heifer Replacement (#0027)
- 12200 Cash - JLA Custodial (#4648)
- 12300 Cash - JLA Operating (#5548)
- 21610 US Bank Credit Cards: 2818, 9985, 1832, 2844
- Gusto Payroll Journals

All accounts tied out without exceptions.

Quarter 3 Statement of Information

HCFA- The Lighthouse Group

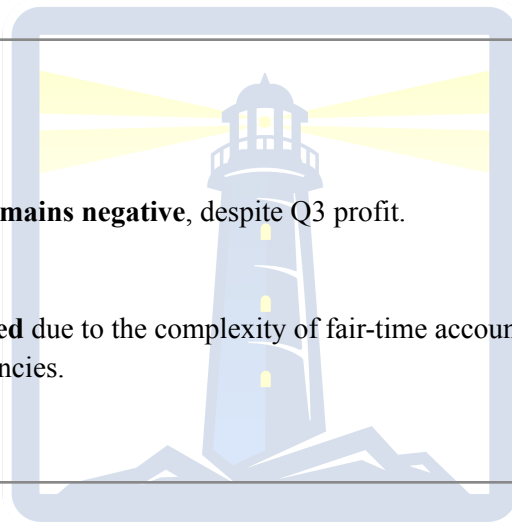
Adjusting Journal Entries

Adjustments included:

- Reclassification of Ice Rink asset/liability postings
- Accrual entries for custodial and premium awards
- Seller expense realignments related to Fair transactions

Risks or Concerns

- **YTD performance remains negative**, despite Q3 profit.
- **Financial close delayed** due to the complexity of fair-time accounting and correcting asset/liability discrepancies.



Opportunities & Wins

- Successful cost containment across multiple departments
 - Reduction in bar and miscellaneous Fair expenses
 - Increased off-season revenue in rentals and RV camping
 - Corrections to fixed asset structure improved balance sheet clarity
-

Quarter 3 Statement of Information

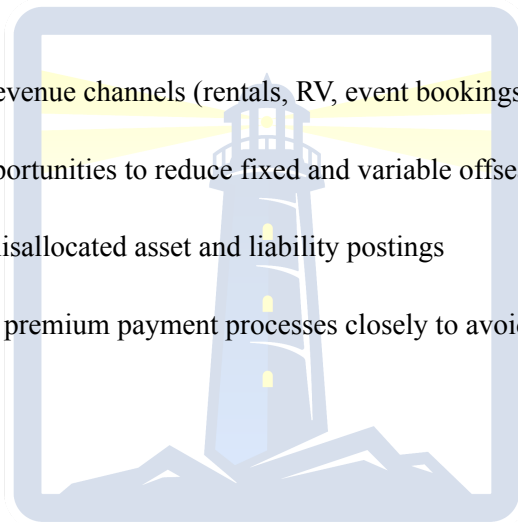
HCFA- The Lighthouse Group

Forecast / Implications

- If current trends continue — particularly without major event revenue — **FY25 is expected to end in a negative margin.**
 - Equity erosion must be addressed through a combination of **expense control and increased revenue diversification.**
-

Recommendations

- Maximize offseason revenue channels (rentals, RV, event bookings)
- Identify additional opportunities to reduce fixed and variable offseason costs
- Continue correcting misallocated asset and liability postings
- Monitor custodial and premium payment processes closely to avoid negative balances





Quarterly Report

Q3 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 Q3 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

Q3 2025: Net Profit was \$209k.

Q3 2025: Bank Accounts were \$535.1k.

Q3 2025: Net Cash Increase For Period was \$124.7k.

Q3 2025: Net Assets were \$1.8m.

Q3 2025: Gross Profit Margin was 100%.

Q3 2025: Current Ratio was 8.87.



Profit & Loss

Net Profit
\$209k

↑ Q3 2025: Net Profit was \$322.4k higher than Q2 2025.

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through Q3 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.

Operating Margin
-49%

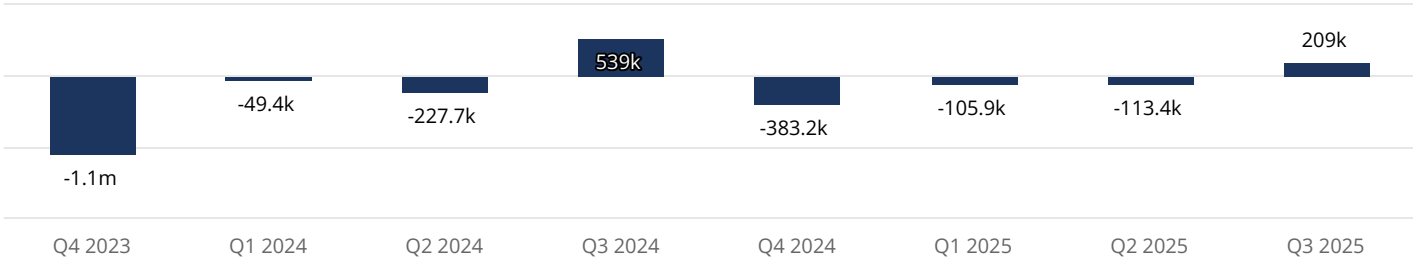
Q1 2025: Operating Profit Margin was 83% higher than Q4 2025.

Net Profit Margin
27%

Q1 2025: Net Profit Margin was 88% higher than Q4 2025.

Total Income	Total Expense	YTD Income	YTD Expense
\$2.21M	\$2.0M	\$2.45M	\$2.46M
Total income decreased \$1.4M from Q3 2024. This was primarily due to \$1M of revenue loss from no horse racing, as well as \$187k decrease in concessions. and \$170k decrease in sponsorships.	Total expenses decreases \$1.1M from Q3 2024. \$868k of this was due to no horse racing, while the remainder was primarily due to \$88k and \$59k decreases in bar and attendance expenses, respectively.	Total income for 2025 through September was \$1.4M less than 2024 due to decreases previously mentioned.	Total expenses for 2025 through September were \$1.1M less than 2024 due to the decreases previously noted.

Net Profit Quarterly



Quarterly P&L - Overview

	Q4 2024	Q1 2025	Q2 2025	Q3 2025
Income	94,710	122,399	118,253	788,739
Total Expense	370,474	228,279	222,919	660,646
Net Operating Income	-275,764	-105,880	-104,666	128,093
Total Other Income	30,599		2,140	1,419,033
Total Other Expense	138,081	69	10,845	1,338,082
Net Profit	-383,246	-105,949	-113,371	209,043

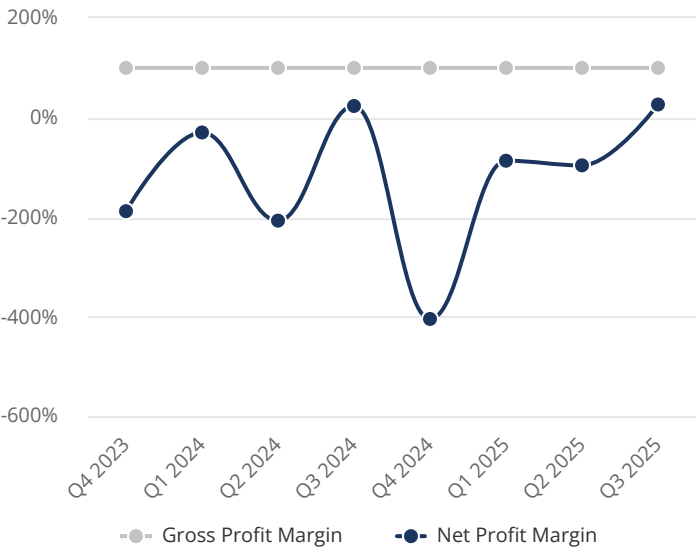
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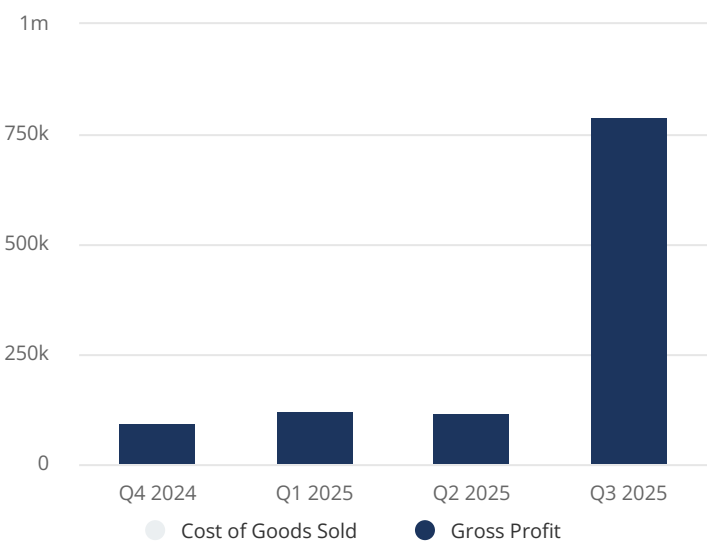
Profitability Trends

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.

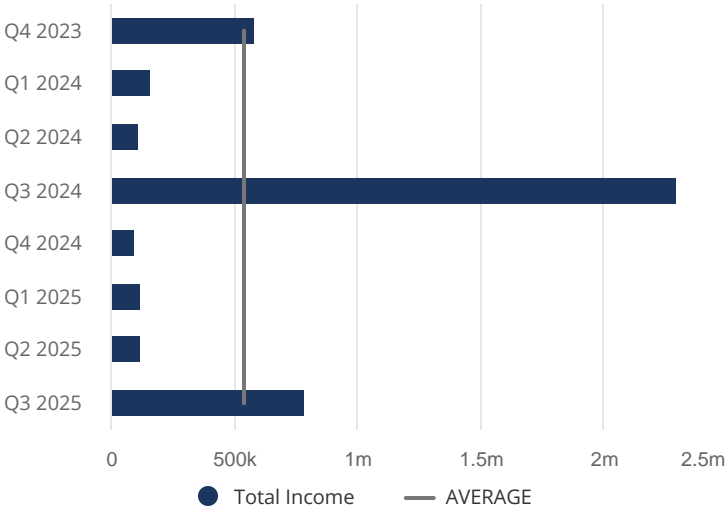
Profit Margins



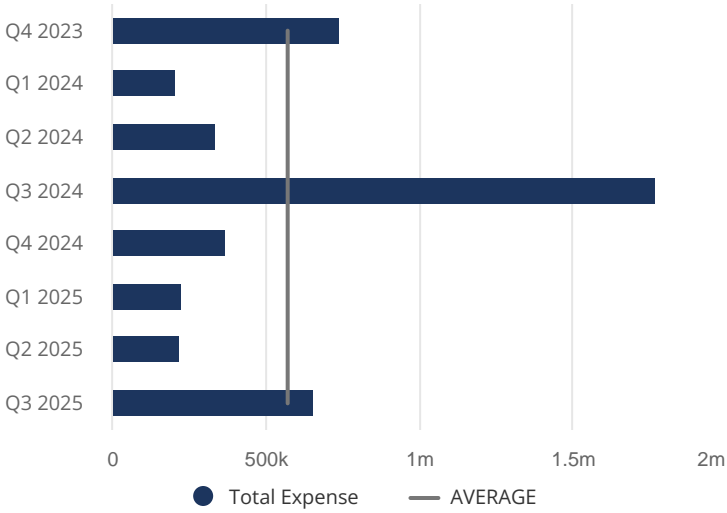
Total Income Breakdown



Total Income



Total Expense



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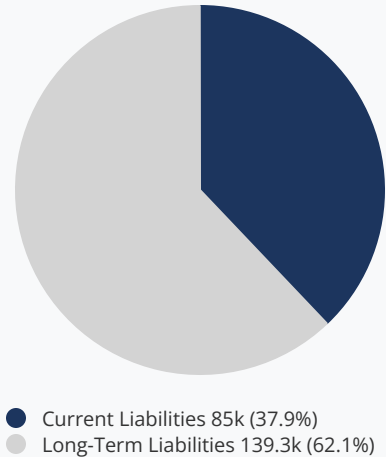


Assets & Liabilities

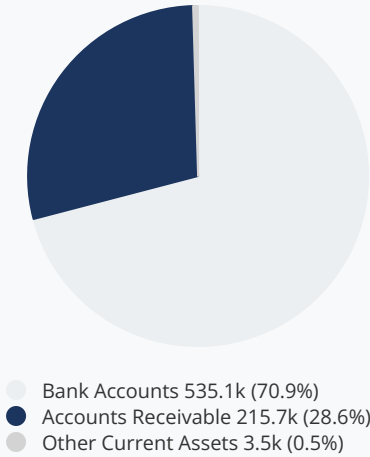
Humboldt County Fair Association should be aware of assets and liabilities. This knowledge is imperative for accounting records as well as developing business plans, especially when applying for a business loan or line of credit.



Liabilities
Q3 2025



Current Assets
Q3 2025

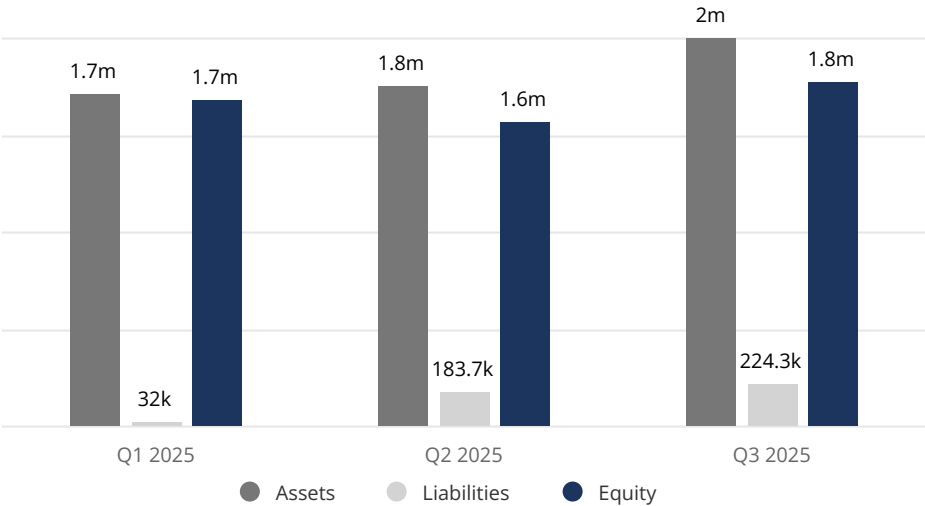


↑ Q3 2025: Current Liabilities were \$108.8k higher than Q2 2025.

↑ Q3 2025: Current Assets were \$238.9k higher than Q2 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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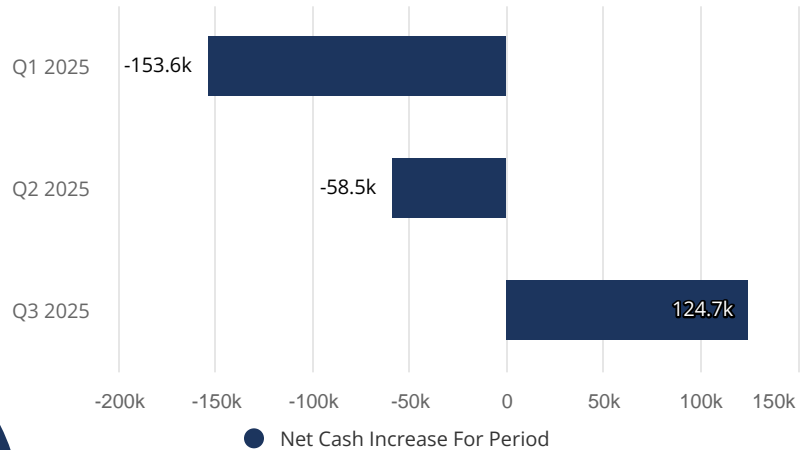


Cash Management

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
\$535.1k

↑ Q3 2025: Bank Accounts were \$118.3k higher than Q2 2025.



Cash Flow

	Q3 2025	Q2 2025
Operating Activities	203,697 ▲	-55,072
Investing Activities	-10,766 ▲	-123,809
Financing Activities	-68,184 ▼	120,352
Net Cash Increase For Period	124,747 ▲	-58,529

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.

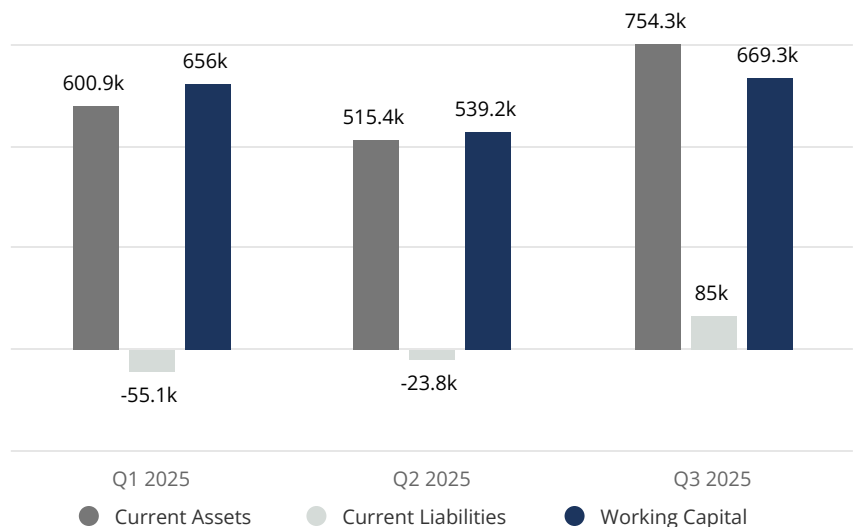
	Q3 2025	Q2 2025
Current Assets	754,330 ▲	515,424
Current Liabilities	85,023 ▲	-23,790
Current Ratio	8.87 ▲	-21.67

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.

\$669.3k

↑ Q3 2025: Working Capital was \$130.1k higher than Q2 2025.





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

\$215.7k



Q3 2025: Accounts Receivable were \$114.7k higher than Q2 2025.

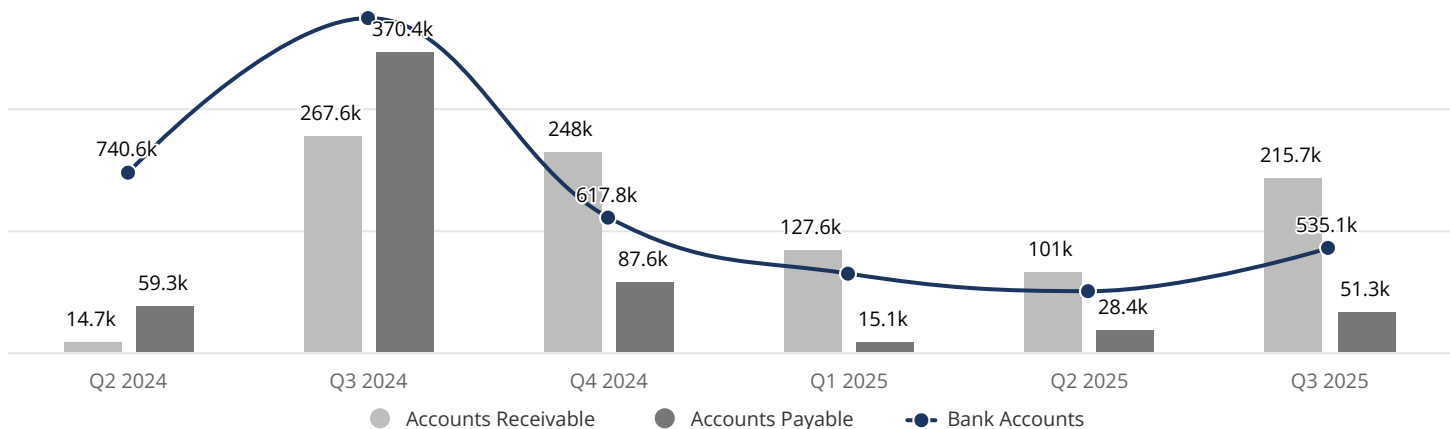
Accounts Payable

\$51.3k



Q3 2025: Accounts Payable were \$22.9k higher than Q2 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 Q3 2025, the Organization's ROA was 10.39%.

	Q3 2025	Q2 2025
Assets	2,011,596	1,761,925
Net Profit	209,043	-113,371
ROA	10.39%	-6.43%

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 Q3 2025, the Organization's RONA was 11.70%.

	Q3 2025	Q2 2025
Net Assets	1,787,266	1,578,222
Net Profit	209,043	-113,371
RONA	11.70%	-7.18%

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 Q3 2025, the Organization observed an Operating Reserve of 1.38.

	Q3 2025	Q2 2025
Unrestricted Net Assets	913,560	913,560
Operating Expenses	660,646	222,919
Operating Reserve Ratio	1.38	4.10



Humboldt County Fair Association
Financial Quarterly Statements
Q3 2025

Profit & Loss Statement
Balance Sheet Statement
Cash Flow Statement

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Profit and Loss

Humboldt County Fair Association

	Q3 2025	% Income	+/-	FY25 Budget	Remaining Budget
Income					
31200 Local (Base) Allocation			-90,500	39,500	-51,000
39000 Winter Fair Revenue					
39050 Winter Sponsorships	6,596	1%	-8,000		-14,596
Total 39000 Winter Fair Revenue	6,596	1%	-8,000		-14,596
41000 Admission Revenue					
41010 Regular Fair Admissions	194,107	25%	-1,260	234,182	38,815
41020 Discounted Fair Admissions	28,373	4%	-1,319	11,493	-18,199
41025 Etix Processing Fees - Collected	9,637	1%	-332		-9,969
41030 JL Wristbands	12,660	2%		9,500	-3,160
Total 41000 Admission Revenue	244,777	31%	-2,911	255,175	7,487
41500 Commercial Space Revenue					
41510 Outside Commercial Space	23,720	3%	-550	27,111	2,841
41520 Inside Commercial Space	18,950	2%		25,867	6,917
Total 41500 Commercial Space Revenue	42,670	5%	-550	52,977	9,757
42100 Carnival Revenue					
42101 Regular Carnival Revenue	45,912	6%		45,946	34
42110 Pre-Sale Carnival Revenue	41,742	5%	-1,960	35,000	-8,702
Total 42100 Carnival Revenue	87,654	11%	-1,960	80,946	-8,668
42200 Concessions Revenue					
42201 Food Concessions	94,693	12%	-3,546	92,847	-5,392
42250 Alcohol Concessions	79,160	10%		90,364	11,204
42300 Non-Food Concessions	1,332	0%		1,980	648
Total 42200 Concessions Revenue	175,185	22%	-3,546	185,191	6,460
43000 Exhibits Revenue					
43100 Entry Fees	25,473	3%		45,000	19,527
43200 Donated & Sponsored Awards	12,530	2%	-6,355	22,594	3,709
43500 Junior Livestock Exhibit Revenue	1,955	0%		1,881	-74
47200 Jr. Fair Board				1,000	1,000
Total 43000 Exhibits Revenue	39,958	5%	-6,355	70,475	24,162
45000 Horse Racing Revenue					
45500 Other Live Racing Revenue	168	0%	-361		-529
Total 45000 Horse Racing Revenue	168	0%	-361		-529
47000 Miscellaneous Fair Revenue					
47100 Fair Parking	32,317	4%	-1,350	42,000	8,333
47700 JL Camping Fees	8,830	1%		11,465	2,635
47800 Sponsorships	63,750	8%	-37,350	220,000	118,900
Total 47000 Miscellaneous Fair Revenue	104,897	13%	-38,700	273,465	129,868
47005 Miscellaneous Non-Fair Programs				55,000	55,000
47006 Interim Concession Revenue	625	0%	-850		-1,475
47008 Interim Parking Revenue			-130		-130
Total 47005 Miscellaneous Non-Fair Programs	625	0%	-980	55,000	53,395
47900 Other Miscellaneous Fair Revenue					

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Profit and Loss

Humboldt County Fair Association

	Q3 2025	% Income	+/-	FY25 Budget	Remaining Budget
47901 Art Sales	533	0%		1,364	831
47902 Fair Merchandise	1,425	0%		4,875	3,450
47903 Vendor Application Fee	150	0%	-1,830	2,475	495
47904 Vendor Concession Commissions			-376	806	430
47905 Special Fair Event	8,010	1%			-8,010
47907 Chili Cookoff	10,149	1%	-1,218	5,000	-6,367
47908 Other Fair Time Camping	8,870	1%	-370	11,503	2,263
Total 47900 Other Miscellaneous Fair Revenue	29,137	4%	-3,793	26,023	-6,907
48000 Interim Revenue					
48100 Rental of Buildings	28,084	4%	-38,845	48,669	-18,260
48105 Arlington Rental Revenue	2,805	0%	-6,545	10,680	1,330
48200 Grounds Rental	305	0%	-3,735	18,579	14,539
48201 RV Camping Interim Revenue	34,238	4%	-39,599	108,321	34,483
48202 Stall & Arena Rental Income	185	0%	-14,428	25,180	10,568
48203 RV & Boat Storage	949	0%	-30,932	50,246	18,364
48300 Equipment Rentals	3,015	0%	-345	4,466	1,106
48500 Interim Utility & Other Reimbursements	85	0%	-5		-90
48503 Insurance Processing Fee	380	0%	-115	1,393	898
48505 Event Venue Guidebook			-2,020		-2,020
48601 Damage Fees Charged				396	396
48700 Other Interim Revenues	25	0%	2,350	192	2,517
Total 48000 Interim Revenue	70,071	9%	-134,219	268,122	63,832
49500 Other Operating Revenue				568	568
49520 Non-Fair Donations & Sponsorships	1,500	0%	-2,950	235	-4,215
49540 Other Operating Revenue				55,000	55,000
49550 Prior Year Revenue			21,495		21,495
Total 49500 Other Operating Revenue	1,500	0%	18,545	55,804	72,849
Discounts given	-14,500	-2%	7,365		21,865
Total Income	788,739	100%	-265,965	1,362,679	307,974
Cost of Goods Sold					
Total Cost of Goods Sold					
Gross Profit	788,739	100%	-265,965	1,362,679	307,974
Expense					
50000 Administration Expense					
50100 Admin Salaries - Permanent	71,654	9%	-121,052	222,920	30,214
50200 Admin Salaries - Temporary				6,881	6,881
50320 Admin Payroll Taxes	6,014	1%	-10,710	20,488	3,764
50325 Penalty/Prior Year Payroll Taxes			-712		-712
50330 Admin Worker's Comp Insurance	3,507	0%	-7,014	17,535	7,014
50400 Admin Contracted Professional Services	10,675	1%	-28,627	45,000	5,699
50500 Directors' Expenses				213	213
50600 Employee Travel, Recruitment & Training	619	0%	-8,606	12,691	3,466
50700 Office Supplies	2,303	0%	-3,786	10,431	4,342
50701 Computer Software & Supplies	14,838	2%	-7,789	23,000	373

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Profit and Loss

Humboldt County Fair Association

	Q3 2025	% Income	+/-	FY25 Budget	Remaining Budget
50702 Credit Card & Bank Fees	16,382	2%	-7,547	37,370	13,442
50703 QuickBooks CC Payments Fees	1,677	0%	-3,416	7,040	1,947
50705 Office Equipment Expense	699	0%	-1,257		-1,955
50800 Postage	878	0%	-2,706	8,021	4,437
50801 Telephone / Internet	6,259	1%	-12,873	21,000	1,868
50900 Dues & Subscriptions	610	0%	-4,268	3,500	-1,378
51000 Insurance (General Liability)	18,428	2%	-39,927	81,000	22,646
51010 Insurance (Vehicle)	542	0%	-3,541	4,338	254
51050 Property Taxes	44	0%	-8,810	10,500	1,647
51500 Other Administration Expense				529	529
Total 50000 Administration Expense	155,127	20%	-272,638	532,456	104,691
52000 Maintenance & General Operations					
52100 Maint Salaries - Permanent	45,116	6%	-71,610	134,603	17,876
52200 Maint Salaries - Temporary	21,199	3%	-7,795	44,800	15,807
52220 Maintenance Payroll Taxes	6,712	1%	-7,969	12,688	-1,993
52230 Maintenance Worker's Comp Insurance	4,091	1%	-10,131	17,535	3,313
52300 Maint Contracted Professional Services	2,466	0%	-2,929	11,467	6,072
52400 Grounds & Vehicle Registration & Compliance			-1,527		-1,527
52500 Maintenance Equipment Rental	8,145	1%	-746	7,830	-1,061
52600 Equipment & Grounds Fuel	4,311	1%	-4,064		-8,375
52800 Power	39,480	5%	-25,710	90,507	25,317
52801 Propane				23,964	23,964
52802 Water	6,442	1%	-23,299	30,661	920
52900 Equipment Maintenance	1,953	0%	-1,423	10,000	6,624
53000 Buildings & Grounds Maintenance	141	0%	-1,241	15,000	13,618
53100 Trash Removal, Clean-up	3,504	0%	-6,768	30,000	19,728
53150 RV Camping Expense			-421	1,004	583
53200 Maintenance Supplies	15,677	2%	-16,270	36,557	4,609
53300 Special Repairs Under \$5K			-2,470	658	-1,812
Total 52000 Maintenance & General Operations	159,236	20%	-184,373	467,275	123,666
54000 Publicity Expenses					
54400 Advertising Expense	25,841	3%	-3,111	24,960	-3,991
Total 54000 Publicity Expenses	25,841	3%	-3,111	24,960	-3,991
56000 Attendance Expense					
56101 Attendance Salaries - Temporary	23,265	3%	-205	35,000	11,530
56120 Attendance Payroll Taxes	2,896	0%	-26	4,300	1,378
56200 Attendance Contracted Professional Services	35,559	5%		35,000	-559
56300 Attendance Supplies				3,709	3,709
56400 Attendance Other Expenses				4,500	4,500
56401 Attendance Rentals-Tent, Restrooms, other	5,889	1%		9,799	3,910
56410 Electronic Ticketing Fees	11,418	1%	-339		-11,757

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Profit and Loss

Humboldt County Fair Association

	Q3 2025	% Income	+/-	FY25 Budget	Remaining Budget
Total 56000 Attendance Expense	79,028	10%	-570	92,308	12,711
57000 Miscellaneous Fair Expense	994	0%	-375	1,501	132
57100 Parking Contracted Services			-24,000	24,000	
57150 Chili Cook Off Expense	850	0%			-850
57300 Fair Merchandise Expense	6,673	1%		4,000	-2,673
57500 Dairy Heifer Sale				1,518	1,518
57600 Jr. Fair Board	-500	0%			500
57700 Sponsorship Expense	10,083	1%	-6,342	18,000	1,575
57800 Other Misc Fair Expense	12,964	2%		3,123	-9,841
57801 Fair Time Equipment Rentals	1,602	0%			-1,602
57900 Commercial Exh & Concessions Expense	8,735	1%		9,500	765
80040 EMT/First Responder Salaries-Temporary	1,178	0%		1,820	642
80050 EMT/First Responder Payroll Taxes	147	0%		241	95
Total 57000 Miscellaneous Fair Expense	42,726	5%	-30,717	63,703	-9,740
57200 Fair Bar Expenses					
57210 Bartender-Temporary	14,086	2%		15,000	914
57220 Bartender Payroll Taxes	1,007	0%		1,800	793
57230 Fair Bar Alcohol	13,405	2%		46,316	32,911
57240 Fair Bar Other	4,496	1%		5,800	1,304
57250 Fair Bar Permits, Licensing & Registration	575	0%			-575
Total 57200 Fair Bar Expenses	33,569	4%		68,916	35,347
58000 Premium Expense					
58100 Cash Premium Awards	17,430	2%		31,426	13,996
58200 Exhibit Awards (trophies, ribbons)	11,166	1%	170	9,202	-1,794
58500 Other Premium Expense	27	0%	-5		-32
Total 58000 Premium Expense	28,624	4%	165	40,628	12,170
63000 Exhibits Expense					
63101 Exhibits Salaries - Temporary	23,212	3%	-340	21,404	-2,148
63120 Exhibits Payroll Taxes	2,890	0%	-42	2,665	-267
63200 Judges	4,941	1%	-100	9,183	4,143
63300 Exhibits Contracted Professional Services	15,758	2%		4,389	-11,369
63400 Exhibit Supplies	225	0%		2,896	2,671
63600 Exhibits Decorations				1,960	1,960
63700 Other Exhibits Expense	6,137	1%	-786	10,300	3,378
Total 63000 Exhibits Expense	53,161	7%	-1,268	52,797	-1,632
65000 Horse Racing Expense					
65210 Horse Racing Employee Benefits (ER share)			-3,593		-3,593
65300 Horse Racing Contracted Professional Services	1,218	0%	-1,798		-3,016
65301 CARF Management Fees			-486		-486
65305 Horse Licenses, Applications, & Fees			-116		-116
65800 Other Horse Racing Expense			-65		-65
Total 65000 Horse Racing Expense	1,218	0%	-6,057		-7,275

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Profit and Loss

Humboldt County Fair Association

	Q3 2025	% Income	+/-	FY25 Budget	Remaining Budget
66000 Fair Entertainment Expense	421	0%			-421
66200 Fair Entertainment Contracted Professional Services	50,171	6%		62,000	11,829
66300 Fair Entertainment Supplies				1,369	1,369
66600 Grandstands Entertainment	14,656	2%			-14,656
66700 Other Fair Entertainment Expense	241	0%		2,060	1,819
Total 66000 Fair Entertainment Expense	65,489	8%		65,429	-60
66009 Misc. Non Fair Events	941	0%	-1,693	31,448	28,814
Total 66009 Misc. Non Fair Events	941	0%	-1,693	31,448	28,814
67000 Winter Fair Expenses			-211		-211
67011 Winter Equipment Rental			-28,062		-28,062
Total 67000 Winter Fair Expenses			-28,273		-28,273
72300 Major Equipment Purchases under \$5K	3,124	0%			-3,124
80000 Prior Year Operating Expense Adjustment	12,789	2%	-31,195		-43,984
80010 Prior Year General Expense Adjustments			-1,953		-1,953
Total 80000 Prior Year Operating Expense Adjustment	12,789	2%	-33,148		-45,937
85000 Cash Shortages & Overages				-1	-1
85100 Ticket Sales Over/Under				2	2
85900 Other Cash Over/Under	-227	0%	9	462	697
Total 85000 Cash Shortages & Overages	-227	0%	9	462	698
Total Expense	660,646	84%	-561,674	1,440,382	218,063
Net Operating Income	128,093	16%	295,708	-77,704	89,911
Other Income					
49600 Auction Revenues	450	0%		825	375
49605 JLA Revenues				165	165
49705 JLA Add-ons	126,762	16%		167,512	40,750
49710 Veggie Auction Revenue	58,200	7%		12,264	-45,936
49720 Veggie Add-ons	8,500	1%		2,706	-5,794
49730 JLA Harvesting Fee's & Fine Processing Collected	28,655	4%		30,481	1,826
49810 JLA BBQ Ticket No Sell Fine				1,650	1,650
49820 JLA Buyer Payments	1,090,632	138%		940,203	-150,429
49900 Dairy Heifer Auction Revenue				29,238	29,238
49910 Dairy Add-Ons				5,225	5,225
Total 49605 JLA Revenues	1,312,749	166%		1,189,444	-123,305
49700 JLA Miscellaneous Revenue				374	374
49740 JLA BBQ Presale Income	10,060	1%	-1,840		-11,900
49750 JLA BBQ Presale Credit Card Income	3,580	0%		8,503	4,923
49760 JLA Other Revenue	750	0%	-300		-1,050
49800 JLA During Fair BBQ Income	4,680	1%		22,682	18,002
Total 49700 JLA Miscellaneous Revenue	19,070	2%	-2,140	31,559	10,349
Total 49600 Auction Revenues	1,332,269	169%	-2,140	1,221,828	-112,581
49610 Auction Commission					

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Profit and Loss

Humboldt County Fair Association

	Q3 2025	% Income	+/-	FY25 Budget	Remaining Budget
49611 Veggie Auction Commission	6,670	1%		6,805	135
49612 JLA Auction Commission	80,093	10%		79,978	-115
49915 Dairy Heifer Auction Commission				1,625	1,625
Total 49610 Auction Commission	86,763	11%		88,408	1,644
Total Other Income	1,419,033	180%	-2,140	1,310,236	-110,937
Other Expense					
95000 Junior Livestock Auction Expenses					
95100 JLA - Contracted Services	29,795	4%	-175	50,485	20,516
95200 JLA - Supplies	6,027	1%	-8,739	12,303	-2,464
95400 JLA Scholarship Expense			-2,000	3,090	1,090
95500 JLA Seller Expenditures					
95500.4 JLA Seller Payments	1,286,170	163%		1,138,730	-147,440
Total 95500 JLA Seller Expenditures	1,286,170	163%		1,138,730	-147,440
96000 JLA BBQ Expense	16,091	2%		20,323	4,232
Total 95000 Junior Livestock Auction Expenses	1,338,082	170%	-10,914	1,224,930	-124,066
Total Other Expense	1,338,082	170%	-10,914	1,224,930	-124,066
Net Profit	209,043	27%	304,483	7,602	103,041

Balance Sheet

Humboldt County Fair Association

	Q3 2025	+/-	Q2 2025
Assets			
Current Assets			
Bank Accounts			
11000 Cash - Unrestricted			
11300 US Bank Operating Acct (#4664)	487,224	276,808	210,416
11400 US Bank Premium Acct (#4854)	537		537
Total 11000 Cash - Unrestricted	487,761	276,808	210,954
12000 Cash - Restricted			
12100 US Bank Dairy Heifer Replacement (#0027)	11,910		11,910
12200 US Bank JLA Custodial Acct (#4648)	-78,841	-127,451	48,610
12300 US Bank JLA Operating (#5548)	113,231	-31,469	144,700
Total 12000 Cash - Restricted	46,299	-158,920	205,220
12500 Petty Cash	1,061	406	655
Total 12500 Petty Cash	1,061	406	655
Total Bank Accounts	535,121	118,293	416,828
Accounts Receivable			
13100 Accounts Receivable (A/R)	215,737	114,702	101,036
Total Accounts Receivable	215,737	114,702	101,036
Other Current Assets			
12800 Payments to deposit	2,301	6,453	-4,152
Credit Card Receivables	808		808
Prepaid Expenses	362	-542	904
Total Other Current Assets	3,471	5,911	-2,440
Total Current Assets	754,330	238,906	515,424
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	10,766	123,809
Total Fixed Assets	1,257,266	10,766	1,246,500
Other Assets			
Total Other Assets			
Total Assets	2,011,596	249,672	1,761,925
Liabilities and Equity			
Liabilities			
Current Liabilities			
Accounts Payable			
21200 Accounts Payable (A/P)	51,334	22,941	28,393
Total Accounts Payable	51,334	22,941	28,393
Credit Card			
21610 US Bank CC 2818	274	-1,025	1,299
Total Credit Card	274	-1,025	1,299

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Balance Sheet

Humboldt County Fair Association

	Q3 2025	+/-	Q2 2025
Other Current Liabilities			
21000 TOT Tax Liability Account	771	-722	1,493
22400 Admin Accrued PTO	8,907		8,907
22410 Maintenance Accrued PTO	3,568		3,568
22800 Deferred Revenue	13,710	84,539	-70,829
22900 CFSA Insurance Fees Collected	4,885	680	4,205
24100 Guaranteed Deposits	900	2,400	-1,500
24200 Stall Rental Deposits	675		675
Total Other Current Liabilities	33,415	86,897	-53,482
Total Current Liabilities	85,023	108,813	-23,790
Long-Term Liabilities			
24500 Eco Green Project Loan (PGE)	83,684		83,684
Ice Rink Liability	55,624	-68,184	123,809
Total Long-Term Liabilities	139,308	-68,184	207,492
Total Liabilities	224,330	40,628	183,702
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	-10,277	209,043	-219,320
Opening balance equity	-99,876		-99,876
Retained Earnings	-272,593		-272,593
Total Equity	1,787,266	209,043	1,578,222
Total Liabilities and Equity	2,011,596	249,672	1,761,925

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Cash Flow Statement

Humboldt County Fair Association

	Q3 2025	+/-	%+/-	Q2 2025
Operating Activities				
Net Income	209,043	322,414	284%	-113,371
Adjustments to Net Income				
13100 Accounts Receivable (A/R)	-114,702	-141,239	-532%	26,537
21000 TOT Tax Liability Account	-722	-2,254	-147%	1,532
21200 Accounts Payable (A/P)	22,941	9,670	73%	13,271
21610 US Bank CC 2818	-1,025	-206	-25%	-819
22800 Deferred Revenue	84,539	65,280	339%	19,260
22900 CFSA Insurance Fees Collected	680	715	2043%	-35
24100 Guaranteed Deposits	2,400	4,300	226%	-1,900
Credit Card Receivables		90	100%	-90
Prepaid Expenses	542			542
Total Adjustments to Net Income	-5,346	-63,645	-109%	58,299
Total Operating Activities	203,697	258,769	470%	-55,072
Investing Activities				
Ice Rink	-10,766	113,043	91%	-123,809
Total Investing Activities	-10,766	113,043	91%	-123,809
Financing Activities				
24500 Eco Green Project Loan (PGE)		3,457	100%	-3,457
Ice Rink Liability	-68,184	-191,993	-155%	123,809
Total Financing Activities	-68,184	-188,536	-157%	120,352
Net Cash Increase For Period	124,747	183,276	313%	-58,529

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Quarterly Report

Q3 2025

Humboldt County Fair Association

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October 2025 KPIs- Statement of Information

HCFA- The Lighthouse Group

Client: Humboldt County Fair Association

Month of Close: October 2025

Prepared by: kaillou@lighthousehq.org

Report Name: October 2025 KPIs

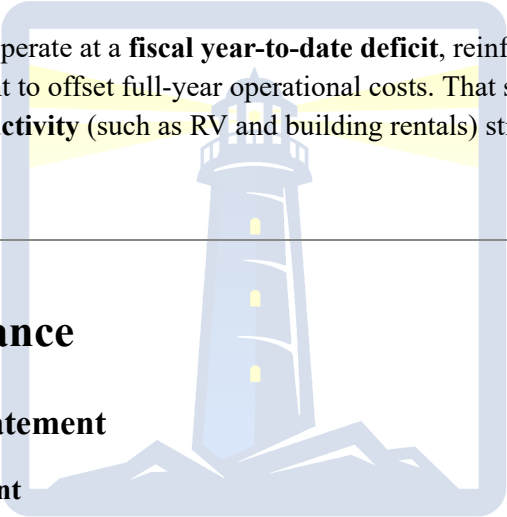
Executive Summary

For October 2025, HCFA reported **total income of \$25,313.18** and **total expenses of \$110,475.57**, resulting in a **net loss of -\$85,162.39**. This performance reflects a typical post-Fair contraction in revenue, with steady but reduced interim activity and declining operational costs.

The organization continues to operate at a **fiscal year-to-date deficit**, reinforcing the concern that Fair revenues alone are not sufficient to offset full-year operational costs. That said, **expense controls are showing results**, and **interim activity** (such as RV and building rentals) still offer upside if further developed.

Financial Performance

October 2025 Income Statement



Category	Amount
Total Income	\$25,313.18
Total COGS	N/A
Gross Profit	\$25,313.18
Total Expenses	\$110,475.57
Other Income	N/A
Other Expenses	N/A
Net Income	-85,162.39

October 2025 KPIs- Statement of Information

HCFA- The Lighthouse Group

Balance Sheet Overview

Category	Amount
Total Assets	\$1,922,030.81
Total Liabilities	\$219,927.28
Total Equity	\$1,702,103.53

- Equity declined by **4.76%** from prior month.
- No material changes in fixed assets or long-term liabilities.
- Bank account and receivable adjustments contributed to asset shifts.

P&L Previous Period Comparative Summary

Revenue

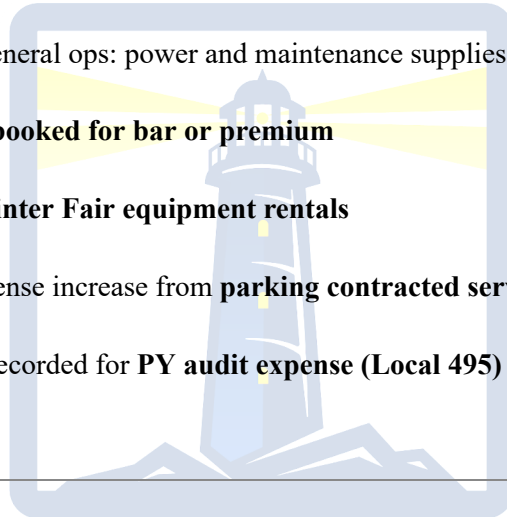
- Fair-related income concluded in prior periods.
- **October income increased ~\$7K** over September, with contributions from:
 - **Interim concessions**
 - **Vendor concessions commissions**
 - **Non-Fair sponsorships (\$5K)**
- Continued soft performance in **building rentals** and **RV storage**, including:
 - Decrease of \$4.6K in building rentals
 - Decrease of \$5.8K in RV & boat storage
 - \$17.4K drop in JLA buyer payments

October 2025 KPIs- Statement of Information

HCFA- The Lighthouse Group

Expenses

- **Overall decline in expenses**, primarily due to:
 - Reductions in administrative categories:
 - Admin salaries
 - Workers comp
 - Credit card & bank fees
 - Phone & internet
 - Decrease in general ops: power and maintenance supplies
 - **No expenses booked for bar or premium**
 - Increase in **Winter Fair equipment rentals**
 - Misc Fair expense increase from **parking contracted services**
 - Adjustments recorded for **PY audit expense (Local 495)**



October 2025 KPIs- Statement of Information

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Balance Sheet Changes Summary

Current Assets

- Custodial account balance increased
- JLA Operating account decreased
- Receivables dropped after JLA deposits were received
- Overall: net decrease in current assets

Fixed Assets

- No change

Current Liabilities

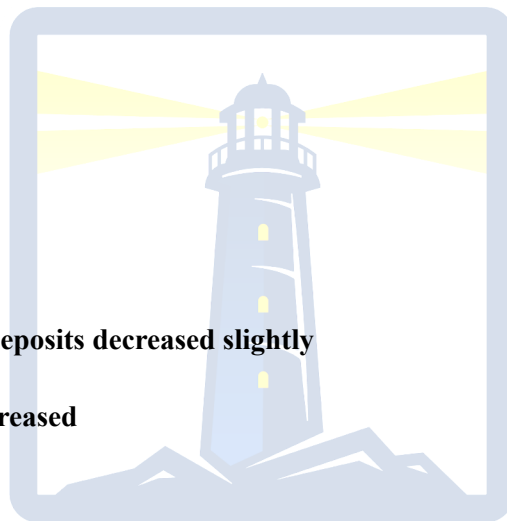
- AP and guaranteed deposits decreased slightly
- Deferred revenue increased

Long-Term Liabilities

- No change

Equity

- Decreased by 4.76%, in line with October's net loss



October 2025 KPIs- Statement of Information

HCFA- The Lighthouse Group

Account Reconciliations

The following accounts were reconciled and tied out:

- **11300** – US Bank Operating (#4664)
- **11400** – US Bank Premium Acct (#4854)
- **12100** – US Bank Dairy Heifer Replacement (#0027)
- **12200** – US Bank JLA Custodial (#4648)
- **12300** – US Bank JLA Operating (#5548)
- **21610** – US Bank Credit Cards 2818, 9985, 1832, 2844
- **Gusto payroll journal entries**

Adjusting Journal Entries

Standard monthly adjustments, including:

- PY operating expense adjustment for Local 495 Trust
- Accruals and minor reclassifications related to seasonal activities

See attached journal entry report for full list.

October 2025 KPIs- Statement of Information

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What Happened?

- Post-Fair month with **expected drop in revenue activity**
 - Modest gains in non-Fair sponsorships and vendor commissions
 - Expenses down due to proactive control in admin and maintenance areas
 - Some seasonal costs (e.g., Winter Fair rentals) began to appear
-

Why Did It Happen?

- Revenue declines are tied to natural Fair season cycle
 - Expense reductions stem from adjusted staffing, program activity, and prior-year audit adjustments
 - Flat fixed assets and stable liabilities indicate no major shifts in capital position
-



Risks or Concerns Identified

- Continued monthly losses reinforce **FY25 likely ending with net deficit**
 - Organizational sustainability depends on success of interim revenue efforts
-

October 2025 KPIs- Statement of Information

HCFA- The Lighthouse Group

Opportunities or Wins

- \$7K increase in revenue from September
 - Non-Fair sponsorships show fundraising potential
 - Controlled costs in admin and operations have improved cash conservation
-

Forecast / Implications

- If current trajectory holds, **Fair will not offset full-year costs**
 - FY25 will end in the red unless interim revenues improve
 - Equity will continue to decline without strategic cost/risk alignment
-

Recommended Actions

- **Initiate leadership strategy sessions** focused on:
 - Revenue diversification
 - Interim program development
 - Additional cost-containment across the winter
-

Decision Needed from Leadership

✓ Yes – Strategic direction needed to address OpEx and interim income generation

Humboldt County Fair Association

MONTHLY REPORT

October 2025



Printed 11/13/25

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 October 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

October 2025: Net Profit was -\$85.2k.

October 2025: Bank Accounts were \$622.3k.

October 2025: Net Cash Increase For Period was \$108.2k.

October 2025: Net Assets were \$1.7m.

October 2025: Gross Profit Margin was 100%.

October 2025: Current Ratio was 8.25.

Profit & Loss

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through January 2025 - October 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 (\$85.2k)

↑ October 2025: Net Profit was \$1.4m higher than September 2025.

(401%)

Operating
Profit Margin

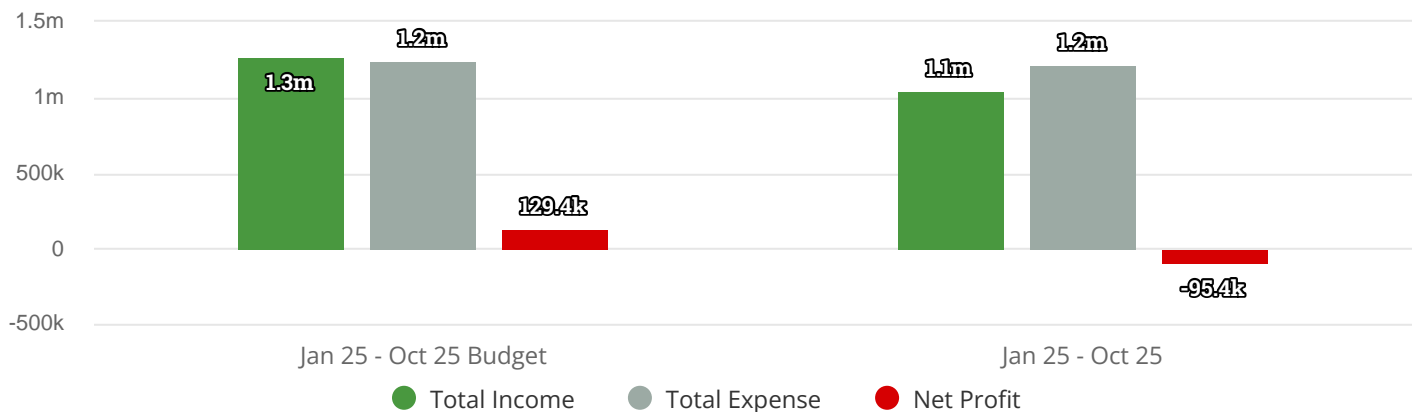
(336%)

Net Profit
Margin

Trailing Twelve Months (TTM)

	Oct 25	Fiscal YTD	TTM
Income	25,313	1,054,704	1,119,068
Total Expense	110,476	1,222,319	1,481,619
Net Operating Income	-85,162	-167,615	-362,551
Total Other Income	0	1,421,173	1,434,203
Total Other Expense	0	1,348,997	1,477,013
Net Profit	-85,162	-95,439	-405,361

Revenue and Expense



Total Income

\$25.3k

Oct25 Total income was \$7k, or 37%, higher than Sep25. This was primarily due to \$12.7k of discounts given in September.

Total Expense

\$110.5k

Oct25 total expenses were \$11k, or 9%, lower than Oct24. This was primarily due to a \$10k decrease in JLA supplies.

Total YTD Income

\$2.48M

Total YTD Income through Oct25 was \$1.4M, or 37%, greater than the PY. This was due to removal of horse racing for the CY fair.

Total YTD Expense

\$2.57M

Total YTD Expense through Oct25 was \$1.2M, or 31%, 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

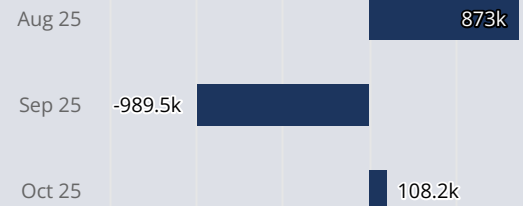
The cash management report provides you with a quick overview of Humboldt County Fair Association's liquidity and current cash flow situation which is critical to keep finances flowing across the organization.

↑ October 2025: Bank Accounts were \$87.1k higher than September 2025.

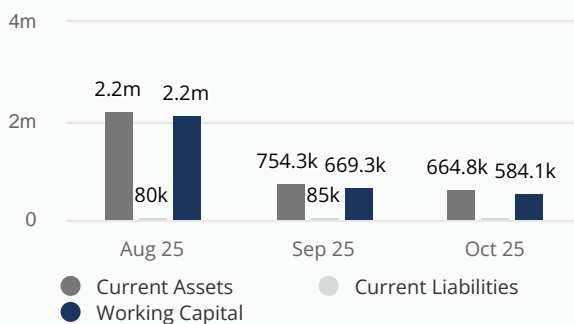
\$622.3k

Bank Accounts

Net Change in Cash:



Working Capital



Current Ratio

	Oct 25
Current Assets	\$664,765
Current Liabilities	\$80,620
Current Ratio	8.25

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.

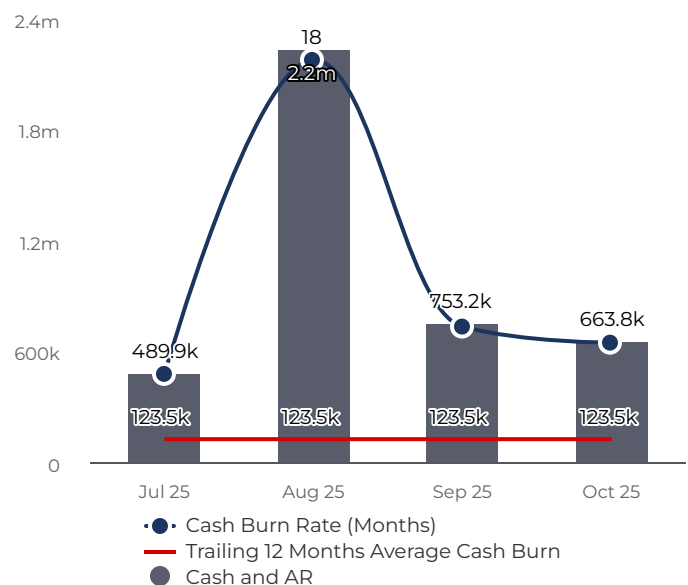
Zero Cash Date

*assumption: no additional cash inflows

Annual Average Cash Burn

Cash Burn Rate (Months)

	Nov 24 - Oct 25
	04/13/2026
	123,468
	5
Cash Balance	621,641
Accounts Receivable	42,135
Total Cash	663,775
TTM Cash Burn	1,481,619
TTM Income	1,119,068
Difference	-362,551



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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 \$4.47M of revenue against \$3.82M of expenses, suggesting strong performance over the previous year as well as financial stability and sustainably moving forward.

Accounts Receivable

\$42.1k

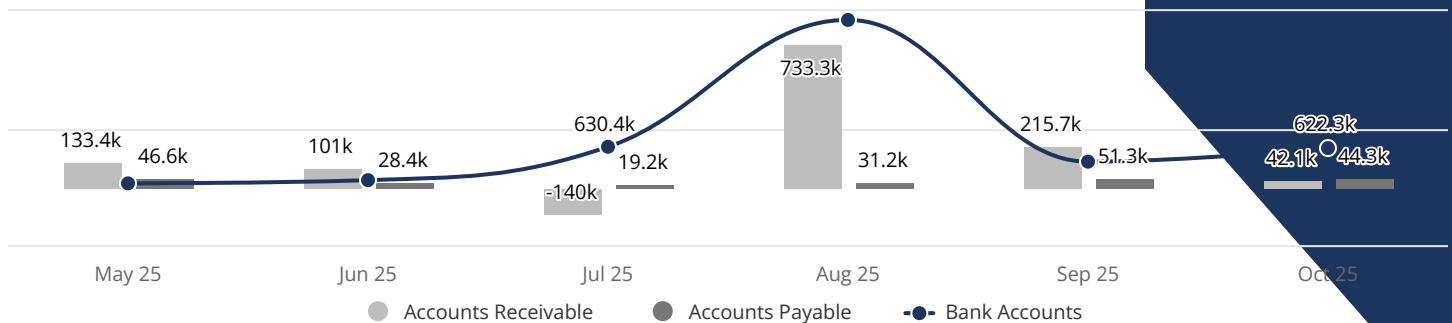
October 2025: Accounts Receivable were \$173,603 lower than September 2025.

Accounts Payable

\$44.3k

October 2025: Accounts Payable were \$6,990 lower than September 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 October 2025, the Organization's ROA was -4.97%, experiencing contraction from the PY.

	Jan 24 - Oct 24	Jan 25 - Oct 25
Assets	2,301,873	1,922,031
Net Profit	188,608	-95,439
ROA	8.19%	-4.97%

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 October 2025, the organization's RONA decreased to -5.61%.

	Jan 24 - Oct 24	Jan 25 - Oct 25
Net Assets	2,108,762	1,702,104
Net Profit	188,608	-95,439
ROE	8.94%	-5.61%

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 October 2025, the Organization's ratio was slightly improved from the PY, at 0.75.

	Jan 24 - Oct 24	Jan 25 - Oct 25
Unrestricted Net Assets	913,560	913,560
Total Operating Expenses	2,433,946	1,222,319
Operating Reserve Ratio	0.38	0.75

Profit and Loss

Humboldt County Fair Association

	Oct 25	Oct 25 Budget	Budget to Actual \$ Variance	Jan 25 - Oct 25	2025 Budget	Remaining Budget
Income						
31200 Local (Base) Allocation				90,500	39,500	-51,000
39000 Winter Fair Revenue						
39050 Winter Sponsorships	5,000			14,596		-14,596
Total 39000 Winter Fair Revenue	5,000			14,596		-14,596
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
Total 41000 Admission Revenue				247,688	255,175	7,487
41500 Commercial Space Revenue						
41510 Outside Commercial Space				24,270	27,111	2,841
41520 Inside Commercial Space				18,950	25,867	6,917
Total 41500 Commercial Space Revenue				43,220	52,977	9,757
42100 Carnival Revenue						
42101 Regular Carnival Revenue				45,912	45,946	34
42110 Pre-Sale Carnival Revenue				43,702	35,000	-8,702
Total 42100 Carnival Revenue				89,614	80,946	-8,668
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
Total 42200 Concessions Revenue				178,732	185,191	6,460
43000 Exhibits Revenue						
43100 Entry Fees				25,473	45,000	19,527
43200 Donated & Sponsored Awards	250	439	-189	18,885	22,594	3,709
43500 Junior Livestock Exhibit Revenue				1,955	1,881	-74
Total 43000 Exhibits Revenue	250	439	-189	46,313	70,475	24,162
45000 Horse Racing Revenue						
45500 Other Live Racing Revenue	30		30	529		-529
Total 45000 Horse Racing Revenue	30		30	529		-529
47000 Miscellaneous Fair Revenue						
47100 Fair Parking		64	-64	33,667	42,000	8,333
47200 Jr. Fair Board					1,000	1,000
47700 JL Camping Fees				8,830	11,465	2,635

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Profit and Loss

Humboldt County Fair Association

	Oct 25	Oct 25 Budget	Budget to Actual \$ Variance	Jan 25 - Oct 25	2025 Budget	Remaining Budget
47800 Sponsorships				101,100	220,000	118,900
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	376		376	376	806	430
47905 Special Fair Event				8,010		-8,010
47907 Chili Cookoff				11,367	5,000	-6,367
47908 Other Fair Time Camping				9,240	11,503	2,263
Total 47900 Other Miscellaneous Fair Revenue	376		376	32,930	26,023	-6,907
Total 47000 Miscellaneous Fair Revenue		64	-64	143,597	273,465	129,868
47005 Miscellaneous Non-Fair Programs					55,000	55,000
Total 47005 Miscellaneous Non-Fair Programs	550		550	1,605	55,000	53,395
48000 Interim Revenue						
48100 Rental of Buildings	7,270	10,924	-3,654	66,929	48,669	-18,260
48105 Arlington Rental Revenue	935		935	9,350	10,680	1,330
48200 Grounds Rental	60	1,726	-1,666	4,040	18,579	14,539
48201 RV Camping Interim Revenue	5,961	4,343	1,619	73,838	108,321	34,483
48202 Stall & Arena Rental Income	1,627	329	1,298	14,612	25,180	10,568
48203 RV & Boat Storage	3,577	9,289	-5,711	31,881	50,246	18,364
48300 Equipment Rentals	30	1,100	-1,070	3,360	4,466	1,106
47006 Interim Concession Revenue	550		550	1,475		-1,475
48500 Interim Utility & Other Reimbursements				90		-90
48503 Insurance Processing Fee	40	74	-34	495	1,393	898
48505 Event Venue Guidebook				2,020		-2,020
47008 Interim Parking Revenue				130		-130
48601 Damage Fees Charged		99	-99		396	396
48700 Other Interim Revenues	7	44	-37	-2,325	192	2,517
Total 48000 Interim Revenue	19,507	27,927	-8,419	204,291	268,122	63,832
49500 Other Operating Revenue					568	568
49520 Non-Fair Donations & Sponsorships		235	-235	4,450	235	-4,215
49540 Other Operating Revenue					55,000	55,000

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Profit and Loss

Humboldt County Fair Association

	Oct 25	Oct 25 Budget	Budget to Actual \$ Variance	Jan 25 - Oct 25	2025 Budget	Remaining Budget
49550 Prior Year Revenue				-21,495		21,495
Total 49500 Other Operating Revenue		235	-235	-17,045	55,804	72,849
Discounts given	-400			-21,865		21,865
Total Income	25,313	28,666	-3,353	1,054,704	1,362,679	307,974
Cost of Goods Sold						
Total Cost of Goods Sold						
Gross Profit	25,313	28,666	-3,353	1,054,704	1,362,679	307,974
Expense						
50000 Administration Expense						
50100 Admin Salaries - Permanent	12,764	13,984	-1,220	192,706	222,920	30,214
50200 Admin Salaries - Temporary					6,881	6,881
50320 Admin Payroll Taxes	1,005	1,085	-80	16,723	20,488	3,764
50325 Penalty/Prior Year Payroll Taxes				712		-712
Total 50320 Admin Payroll Taxes	1,005	1,085	-80	16,723	20,488	3,764
50330 Admin Worker's Comp Insurance		746	-746	10,521	17,535	7,014
50400 Admin Contracted Professional Services	3,500	3,209	291	39,302	45,000	5,699
50500 Directors' Expenses					213	213
50600 Employee Travel, Recruitment & Training	328	105	222	9,225	12,691	3,466
50700 Office Supplies	143	1,520	-1,376	6,089	10,431	4,342
50701 Computer Software & Supplies	663	352	311	22,627	23,000	373
50702 Credit Card & Bank Fees	4,161	4,442	-281	23,928	37,370	13,442
50703 QuickBooks CC Payments Fees	486	490	-4	5,093	7,040	1,947
50705 Office Equipment Expense	130			1,955		-1,955
50800 Postage	303	875	-572	3,584	8,021	4,437
50801 Telephone / Internet	2,089	2,290		19,132	21,000	1,868
50900 Dues & Subscriptions	3,858	827	3,031	4,878	3,500	-1,378
51000 Insurance (General Liability)		7,118	-7,118	58,354	81,000	22,646
51010 Insurance (Vehicle)	181		181	4,084	4,338	254
51050 Property Taxes		8,637	-8,637	8,853	10,500	1,647
51500 Other Administration Expense					529	529
Total 50000 Administration Expense	29,610	45,681	-16,071	427,765	532,456	104,691

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Profit and Loss

Humboldt County Fair Association

	Oct 25	Oct 25 Budget	Budget to Actual \$ Variance	Jan 25 - Oct 25	2025 Budget	Remaining Budget
52000 Maintenance & General Operations						
52100 Maint Salaries - Permanent	8,362	7,829	534	116,727	134,603	17,876
52200 Maint Salaries - Temporary	3,016	2,767	249	28,994	44,800	15,807
52220 Maintenance Payroll Taxes	1,015	623	392	14,681	12,688	-1,993
52230 Maintenance Worker's Comp Insurance		721	-721	14,222	17,535	3,313
52300 Maint Contracted Professional Services	253	198	56	5,395	11,467	6,072
52400 Grounds & Vehicle Registration & Compliance				1,527		-1,527
52500 Maintenance Equipment Rental		357	-357	8,891	7,830	-1,061
52600 Equipment & Grounds Fuel				8,375		-8,375
52800 Power	933	15,076	-14,143	65,190	90,507	25,317
52801 Propane		3,992			23,964	23,964
52802 Water	4,861	5,107		29,741	30,661	920
52900 Equipment Maintenance	50	536	-486	3,376	10,000	6,624
53000 Buildings & Grounds Maintenance	47	470	-422	1,382	15,000	13,618
53150 RV Camping Expense				421	1,004	583
Total 53000 Buildings & Grounds Maintenance	47	470	-422	1,382	15,000	13,618
53100 Trash Removal, Clean-up		2,616	-2,616	10,272	30,000	19,728
53200 Maintenance Supplies	3,455	194	3,261	31,947	36,557	4,609
53300 Special Repairs Under \$5K				2,470	658	-1,812
Total 52000 Maintenance & General Operations	21,992	40,485	-18,492	343,609	467,275	123,666
54000 Publicity Expenses						
54400 Advertising Expense		8	-8	28,951	24,960	-3,991
Total 54000 Publicity Expenses		8	-8	28,951	24,960	-3,991
56000 Attendance Expense						
56101 Attendance Salaries - Temporary		540	-540	23,470	35,000	11,530
56120 Attendance Payroll Taxes		66	-66	2,922	4,300	1,378
56200 Attendance Contracted Professional Services				35,559	35,000	-559
56300 Attendance Supplies		507	-507		3,709	3,709
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

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Profit and Loss

Humboldt County Fair Association

		Oct 25	Oct 25 Budget	Budget to Actual \$ Variance	Jan 25 - Oct 25	2025 Budget	Remaining Budget
Total 56000 Attendance Expense			1,114	-1,114	79,597	92,308	12,711
57000 Miscellaneous Fair Expense					1,369	1,501	132
57100 Parking Contracted Services	24,000			24,000	24,000	24,000	
57150 Chili Cook Off Expense					850		-850
57200 Fair Bar Expenses							
57210 Bartender-Temporary					14,086	15,000	914
57220 Bartender Payroll Taxes					1,007	1,800	793
57230 Fair Bar Alcohol					13,405	46,316	32,911
57240 Fair Bar Other					4,496	5,800	1,304
57250 Fair Bar Permits, Licensing & Registration					575		-575
Total 57200 Fair Bar Expenses					33,569	68,916	35,347
57300 Fair Merchandise Expense					6,673	4,000	-2,673
57500 Dairy Heifer Sale						1,518	1,518
57600 Jr. Fair Board					-500		500
57700 Sponsorship Expense					16,425	18,000	1,575
57800 Other Misc Fair Expense					12,964	3,123	-9,841
57801 Fair Time Equipment Rentals					1,602		-1,602
57900 Commercial Exh & Concessions Expense					8,735	9,500	765
80040 EMT/First Responder Salaries-Temporary					1,178	1,820	642
80050 EMT/First Responder Payroll Taxes					147	241	95
Total 57000 Miscellaneous Fair Expense		24,000		24,000	73,443	63,703	-9,740
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
Total 58000 Premium Expense					28,459	40,628	12,170
63000 Exhibits Expense							
63101 Exhibits Salaries - Temporary			-357	357	23,551	21,404	-2,148
63120 Exhibits Payroll Taxes			68	-68	2,932	2,665	-267
63200 Judges	100			100	5,041	9,183	4,143
63300 Exhibits Contracted Professional Services					15,758	4,389	-11,369
63400 Exhibit Supplies					225	2,896	2,671

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Profit and Loss

Humboldt County Fair Association

	Oct 25	Oct 25 Budget	Budget to Actual \$ Variance	Jan 25 - Oct 25	2025 Budget	Remaining Budget
63600 Exhibits Decorations					1,960	1,960
63700 Other Exhibits Expense		3,782	-3,782	6,922	10,300	3,378
Total 63000 Exhibits Expense	100	3,492	-3,392	54,429	52,797	-1,632
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
65305 Horse Licenses, Applications, & Fees				116		-116
65800 Other Horse Racing Expense				65		-65
Total 65000 Horse Racing Expense				7,275		-7,275
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				241	2,060	1,819
Total 66000 Fair Entertainment Expense				65,489	65,429	-60
66009 Misc. Non Fair Events		326	-326	2,634	31,448	28,814
Total 66009 Misc. Non Fair Events		326	-326	2,634	31,448	28,814
67000 Winter Fair Expenses	211			211		-211
67011 Winter Equipment Rental	28,062			28,062		-28,062
Total 67000 Winter Fair Expenses	28,273			28,273		-28,273
72300 Major Equipment Purchases under \$5K				3,124		-3,124
80000 Prior Year Operating Expense Adjustment	6,500		6,500	43,984		-43,984
80010 Prior Year General Expense Adjustments				1,953		-1,953
Total 80000 Prior Year Operating Expense Adjustment	6,500		6,500	45,937		-45,937
85000 Cash Shortages & Overages					-1	-1
85100 Ticket Sales Over/Under					2	2

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Profit and Loss

Humboldt County Fair Association

	Oct 25	Oct 25 Budget	Budget to Actual \$ Variance	Jan 25 - Oct 25	2025 Budget	Remaining Budget
85900 Other Cash Over/Under				-236	462	697
Total 85000 Cash Shortages & Overages				-236	462	698
Total Expense	110,476	91,105	19,371	1,222,319	1,440,382	218,063
Net Operating Income	-85,162	-62,439	-22,723	-167,615	-77,704	89,911
Other Income						
49600 Auction Revenues				450	825	375
49605 JLA Revenues		35	-35		165	165
49700 JLA Miscellaneous Revenue					374	374
49760 JLA Other Revenue				1,050		-1,050
49740 JLA BBQ Presale Income				11,900		-11,900
Total 49700 JLA Miscellaneous Revenue				21,210	31,559	10,349
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
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		19,161	-19,161	1,090,632	940,203	-150,429
Total 49820 JLA Buyer Payments		19,161	-19,161	1,090,632	940,203	-150,429
Total 49605 JLA Revenues		19,196	-19,196	1,312,749	1,189,444	-123,305
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
Total 49710 Veggie Auction Revenue				58,200	12,264	-45,936
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

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Profit and Loss

Humboldt County Fair Association

	Oct 25	Oct 25 Budget	Budget to Actual \$ Variance	Jan 25 - Oct 25	2025 Budget	Remaining Budget
Total 49900 Dairy Heifer Auction Revenue					29,238	29,238
Total 49600 Auction Revenues		19,196	-19,196	1,334,409	1,221,828	-112,581
49610 Auction Commission						
Total 49610 Auction Commission				86,763	88,408	1,644
Total Other Income		19,196	-19,196	1,421,173	1,310,236	-110,937
Other Expense						
95000 Junior Livestock Auction Expenses						
95100 JLA - Contracted Services		10,367	-10,367	29,970	50,485	20,516
95200 JLA - Supplies				14,766	12,303	-2,464
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
Total 95500 JLA Seller Expenditures				1,286,170	1,138,730	-147,440
96000 JLA BBQ Expense				16,091	20,323	4,232
Total 95000 Junior Livestock Auction Expenses		10,367	-10,367	1,348,997	1,224,930	-124,066
Total Other Expense		10,367	-10,367	1,348,997	1,224,930	-124,066
Net Profit	-85,162	-53,610	-31,553	-95,439	7,602	103,041

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Balance Sheet

Humboldt County Fair Association

	Oct 25	Sep 25	CM vs PM \$ Variance	Oct 24	CY vs PY \$ Variance
Assets					
Current Assets					
Bank Accounts					
11000 Cash - Unrestricted					
11300 US Bank Operating Acct (#4664)	412,918	487,224	-74,306	622,601	-209,683
11400 US Bank Premium Acct (#4854)	537	537		676	-139
11500 US Bank Payroll Acct (#5356)				990	-990
Total 11000 Cash - Unrestricted	413,455	487,761	-74,306	624,267	-210,811
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)	90,444	-78,841	169,285	41,407	49,037
12300 US Bank JLA Operating (#5548)	105,390	113,231	-7,840	90,861	14,529
Total 12000 Cash - Restricted	207,744	46,299	161,445	142,701	65,044
12500 Petty Cash	1,061	1,061		655	406
12700 CARF Offsite Rev/Exp Monies				21,365	-21,365
Total 12500 Petty Cash	1,061	1,061		22,020	-20,959
Total Bank Accounts	622,260	535,121	87,139	788,987	-166,727
Accounts Receivable					
13100 Accounts Receivable (A/R)	42,135	215,737	-173,603	268,058	-225,923
Total Accounts Receivable	42,135	215,737	-173,603	268,058	-225,923
Other Current Assets					
12800 Payments to deposit	-620	2,301	-2,921	1,641	-2,261
Credit Card Receivables	808	808		90	719
Prepaid Expense - Docyt (deleted)				8,097	-8,097
Prepaid Expenses	181	362			
Revenue Receivables - Docyt (deleted)			-181		181
Total Other Current Assets	370	3,471		9,828	
Total Current Assets	664,765	754,330	-3,102	1,066,873	-9,458
Fixed Assets					
19200 Buildings & Improvements	4,459,452	4,459,452		4,459,452	22,266
19201 Accumulated Depreciation-Building & Improvements	-3,984,302	-3,984,302		-3,935,553	
19300 Equipment	242,422	242,422		242,422	-48,749
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		-368,011	
19502 Eco Green Project (PGE)	134,809	134,809		134,809	-63,559
Ice Rink	134,574	134,574			
Total Fixed Assets	1,257,266	1,257,266		1,235,000	
Other Assets					

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Balance Sheet

Humboldt County Fair Association

	Oct 25	Sep 25	CM vs PM \$ Variance	Oct 24	CY vs PY \$ Variance
HCFA Net Operating Asset Account					22,266
Total Other Assets					
Total Assets	1,922,031	2,011,596		2,301,873	
Liabilities and Equity					
Liabilities					
Current Liabilities					
Accounts Payable					
21200 Accounts Payable (A/P)	44,344	51,334	-4,403	27,215	-18,438
Accounts Payable - Docyt			-6,990	42,491	-25,363
Total Accounts Payable	44,344	51,334	-6,990	69,707	17,128
Credit Card					
21300 Capital One CC (#9529)			-6,990		-25,363
21600 US Bank CC (#2921)				143	-143
21610 US Bank CC 2818	294	274	20		294
Total Credit Card	294	274	20	143	151
Other Current Liabilities					
21000 TOT Tax Liability Account	1,388	771	617	28	1,360
22400 Admin Accrued PTO	8,907	8,907		6,491	2,416
22410 Maintenance Accrued PTO	3,568	3,568		4,649	-1,081
22800 Deferred Revenue	15,960	13,710	2,250	13,080	2,880
22900 CFSA Insurance Fees Collected	5,085	4,885	200	4,435	650
24100 Guaranteed Deposits	400	900	-500		400
24200 Stall Rental Deposits	675	675		525	150
Total Other Current Liabilities	35,982	33,415	2,567	29,208	6,775
Total Current Liabilities	80,620	85,023	-4,403	99,057	-18,438
Long-Term Liabilities					
24500 Eco Green Project Loan (PGE)	83,684	83,684		94,054	-10,370
Ice Rink Liability	55,624	55,624			
Total Long-Term Liabilities	139,308	139,308		94,054	55,624
Total Liabilities	219,927	224,330		193,111	45,254
Equity					
25100 JLAC Net Res (Reserve)	32,997	32,997	-85,162	32,997	-406,658
25200 Racing Incentive Fund (Reserve)	9,830	9,830		9,830	
29000 Inves in Cap Assets	1,213,624	1,213,624		1,213,624	
29100 Unrestricted Net Assets	913,560	913,560		913,560	
Net Income	-95,439	-10,277		188,608	
Opening balance equity	-99,876	-99,876	-85,162	-99,876	-284,047
Retained Earnings	-272,593	-272,593		-149,982	
Total Equity	1,702,104	1,787,266		2,108,762	-122,612
Total Liabilities and Equity	1,922,031	2,011,596	-85,162	2,301,873	-406,658

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Cash Flow Statement

Humboldt County Fair Association

	Oct 25	Sep 25	CM vs PM \$ Variance	Oct 24	CY vs PY \$ Variance
Operating Activities					
Net Income	-61,162	-1,460,482	1,399,319	-73,324	12,162
Adjustments to Net Income					
13100 Accounts Receivable (A/R)	173,603	517,601	-343,999	-468	174,070
21000 TOT Tax Liability Account	617	-49	666	-88	705
21200 Accounts Payable (A/P)	-6,990	20,178	-27,168	2,568	-9,559
21500 Credit Card (#9093)					277
21600 US Bank CC (#2921)				-277	
21610 US Bank CC 2818	20	-17,549	17,570	-3,694	
22410 Maintenance Accrued PTO					3,331
22600 Payroll Liabilities: Payroll Clearing Acct (DD)					85
22800 Deferred Revenue	2,250	1,320	930	-1,081	6,000
22900 CFSA Insurance Fees Collected	200	-290	490	115	
24100 Guaranteed Deposits	-500	1,400	-1,900	-6,500	303,282
Accounts Payable - Docyt				-303,282	
Payroll Liability - Docyt (deleted)					109
Payroll Refunds					181
Prepaid Expense - Docyt (deleted)				-109	
Prepaid Expenses	181	181			
us bank credit card					482,195
Total Adjustments to Net Income	169,380	522,791	-353,411	-312,815	494,357
Total Operating Activities	108,218	-937,690	1,045,908	-386,139	
Investing Activities					
Total Investing Activities					
Financing Activities					
24500 Eco Green Project Loan (PGE)				-1,728	1,728
Ice Rink Liability		-27,812	27,812		
Total Financing Activities		-27,812	27,812	-1,728	
Net Cash Increase For Period	108,218	-989,502	1,097,720	-387,867	1,728

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A/R Aging

October 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Alissa Clear					100.00	100.00
Allen Ehlers	85.96					85.96
Balance Productions					150.00	150.00
Bambi Anderson		382.80				382.80
Barnum Timber Co					-1,500.00	-1,500.00
Bart Silvers		-95.00				-95.00
Beatriz Sierra	1,850.00					1,850.00
Bertha Maldonado					-200.00	-200.00
Beth Simon			425.00			425.00
Bill Becker	-95.00					-95.00
Brian Vosburg		-665.00				-665.00
Bryce T Bell		45.00	45.00		45.00	135.00
Buyer Payments AR			21,245.00			21,245.00
Camping - Campspot	203.84					203.84
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
Danielle Frank					200.00	200.00
Dan Rasella		24.30				24.30
Dark Light, LLC		4,550.00				4,550.00
Darren Ferreira	125.00					125.00
Dean Petersen		-95.00				-95.00
Dennis Swensen		-95.00				-95.00
Diana Meraz			-500.00			-500.00
Donald Laffranchi	95.00					95.00
Dwight Shaneyfelt	-200.00					-200.00
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			3,508.04	73.92		3,581.96
Flourish Backdrops					50.00	50.00
Fry Burger				500.00		500.00
George Petersen & Associates				-1,500.00		-1,500.00
Glenn Ziemer		-460.00				-460.00
Harbers Insurance Agency					-3,000.00	-3,000.00
Hindley Ranch					350.00	350.00
Humboldt County Office of Elections				150.00		150.00
International Gifts				1,194.60		1,194.60
Jason Butcher		190.00				190.00
Jeff Griffith		34.40				34.40
Jerry McGillivray		-135.00				-135.00
John Goodale		17.20				17.20
John Walsh		95.00				95.00
Josh McCall	76.75					76.75
Kathy Harnden & Sandy Hanks					30.00	30.00
Katy Garrison					250.00	250.00
Larry Wood		27.54				27.54
Lee Ann Moore					50.00	50.00
Maria Bernabe					-200.00	-200.00
Marooned Inc DBA Scaregrounds	300.00					300.00

A/R Aging
October 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Matt Nilsen		95.00				95.00
Mirian Alvarado		30.00				30.00
Miscellaneous - A/R Reconcile	7,133.92				9,226.08	16,360.00
Moonstone In Bloom					150.00	150.00
Native Sons of the Golden West		50.00	50.00	50.00	100.00	250.00
Noga Family			375.00			375.00
Norman & Wendy Sotomayor		-95.00				-95.00
Norm Dunlap		-95.00				-95.00
North Coast Event Rental					150.00	150.00
Parry Dyer	145.50					145.50
Pete Dulik		95.00				95.00
Pete Smith	85.00					85.00
Redwood Capital Bank					-3,000.00	-3,000.00
Reid Fisher		-95.00				-95.00
Renae Alexandre					150.00	150.00
Renner Ranches					150.00	150.00
Richard Hutchinson	109.00					109.00
Rick Currier		-85.00				-85.00
Ryann & Ryan Cormier		27.54				27.54
Sara Collections					25.00	25.00
Schmidbauer Lumber, Inc.					-3,000.00	-3,000.00
Scott Griswold		-190.00			-190.00	-380.00
Scott Rains	-95.00					-95.00
Sharlene Rayl		27.54				27.54
Shaylynn Lenardo		-180.00				-180.00
Shoemaker Family			250.00			250.00
Steve Strombeck		-475.00				-475.00
Tesla				825.00		825.00
The Buttercream Broomstick					85.00	85.00
Tina Conti	-120.00					-120.00
Tom Fraser		38.70				38.70
Tyler Franklin		52.02				52.02
US Forest Service					25.00	25.00
TOTAL	11,349.97	3,082.04	25,413.04	1,768.52	521.08	42,134.65

A/P Aging

October 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Amazon Prime			43.79	66.22	398.08	508.09
California Fair Services Authority	9,480.05					9,480.05
Cashier, Department of Food and Agriculture				-198.60		-198.60
Eureka Oxygen Co	47.30					47.30
Ferndale Tech	224.13		406.82			630.95
Nilsen Feed & Grain Co.	2,142.07					2,142.07
North Coast Journal					67.00	67.00
PG&E		1,061.19				1,061.19
Polar Engraving					67.00	67.00
Special Ice		28,062.00				28,062.00
Tesconi Event and Management Solutions			1,525.00			1,525.00
The Farm Shop		1,040.89				1,040.89
Valley Lumber & Millwork		417.06				417.06
VSI Veterinary Service Inc					-506.32	-506.32
TOTAL	11,893.55	30,581.14	1,975.61	-132.38	25.76	44,343.68