



Notice of Meeting and Agenda

Humboldt County Fair Association

Meeting of the Governing Board

Board of Director's Meeting

Monday, October 27, 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 September 29, 2025
- Review and File the Monthly KPI Financial Report for July 2025
- Review and File the Monthly KPI Financial Report for August 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. Nominate and Elect Board of Directors Additional 3 Year Term, Effective January 1, 2026
- b. Election of HCFA Officers for Calendar Year 2026
- c. Approve Resolution 2025-01 to Add Finance Chair, Director Clint Duey, as Authorized Signer on Bank Accounts
- d. Approve Resolution 2025-02 and Authorize Chief Executive Officer to Execute CDFA Operational Grant for the Period of November 1, 2025 – December 31, 2026
- e. Discuss Sponsors/Board of Directors Thank You Dinner Proposal, Make Recommendations to Staff as Appropriate.

VIII. OLD BUSINESS ITEMS

- a. Ice Rink and Winter Fair Update- Discuss, Make Recommendations to Staff/Take Action as Appropriate
- b. 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: December 1, 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 SEPTEMBER 29, 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, Greg Gomes, Sandy Hanks, Darren Hansen, Johanna Rodoni, Wayne Wilson and Ben Hawk.
Public present: Clint Victorine, Ani, Linda Stansberry, Mandy Marquez and Hannah VanDuzer.
Staff Present: Moira Kenny
3. President's Announcement: President Titus wanted to thank everyone for making the fair such a success. He received compliments on how it happened in such a short time.
4. Public Comment: None
5. Consent Calendar: Director Duey moved to approve the Consent Calendar as presented. Director Gomes 2nd. No discussion. No public comment. Motion passes.
6. Committee Reports:
 - A. Executive Committee: Director Titus reported the committee met in closed session with nothing to report out.
 - B. Finance Committee: Director Duey reported the committee met and looked at rough numbers and are waiting for the final numbers. They discussed a fair with racing and a fair without racing.
 - C. Livestock Committee: Director Rodoni said there hasn't been a meeting. Jana Pimentel said it is important for livestock members to know the dates for next years fair for breeding purposes.
 - D. Junior Livestock Auction Committee: Mandy said there are outstanding items that are coming in and checks will be going out soon. There is a meeting on October 20th.
 - E. Racing Committee: Director Gomes stated there will be a discussion in the agenda.
 - F. Marketing and Entertainment: Nothing to report
 - G. Building and Grounds: Will meet in a couple of weeks.
 - H. Nominating: Director Duey said they will start the process of filling the vacant seats.
7. New Business Items:
 - A. Discuss 2026 Race Meet Program: Director Gomes stated there is a possibility we could have 4 weeks of racing in 2026. There are 5 fairs that will know possibly in November if they will have racing. Director Gomes moved to move forward with the next step to discuss with John Harris Racing the 2026 race program and form an ad hoc committee consisting of Moira Kenny, Andy Titus, Greg Gomes and Clint Duey to negotiate on our behalf. No discussion. Linda Stansberry

wondered who was on the committee. Motion passes. Director Gomes was appointed to converse with Bernel Park Racing/John Harris Racing.

B. Receive and Approve Fumigation Quote for Museum: Moira stated that Wood Boring Beetles have infested the museum. She presented a bid of \$10,425.00 from Big Time Pest Control to fumigate the museum. Director Gomes moved to approve the bid of \$10,425.00 for the fumigation. Director Rodoni 2nd. No discussion. No public comment. Motion passes.

C. Receive and Approve 2024 STOP report. Director Wilson moved to approve the 2024 STOP report and to authorize President Titus to sign the tax report before the 15th of October. No discussion. No public comment. Motion passes.

D. Receive and Approve the 2026 Fair Theme. Director Duey moved to approve the theme Where the Trees Meet the Seas for the 2026 fair. Director Rodoni 2nd. No discussion. No public comment. Motion passes.

E. Discuss 2026 Proposed Fair Dates: A discussion was held regarding moving the Fair dates to August 12-16, 2026. The dates of August 19-23, 2026 was also discussed. Moira has reached out to the various vendors and gathered feedback through a vendor and stakeholder survey. Hannah discussed the changes the breeders may have to do and the possibility of changing the minimum weight for swine to 200 lbs. Director Dwight moved to change the Junior Livestock Auction date to August 16, 2026 and work out the other dates from there. Director Duey 2nd. No discussion. Public comment: Mandy suggested sending an email to last year exhibitors with the new date. Motion passes.

8. Old Business Items:

A. Ice Rink and Winter Fair Update: Moira presented the possibility of moving the boat and RV storage to the livestock barns and use Hindley Hall for our Winter Fair and Ice Rink and other events. After discussion, Director Gomes made a motion authorizing the use of Hindley Hall for the Ice Rink and other events and move the boat and RV storage to the livestock barns. Director Dwight 2nd. No discussion. No public comment. Motion passes.

B. Discuss College of the Redwoods Rodeo Proposal: Nothing to discuss at this time.

9. Closed Session: Nothing

10. Report out of Closed Session: Nothing

11. Director's Announcements: It was asked what was happening with the camper that has no license on his rig. Moira said he has been asked to vacate the premises. The camper said he would leave. Still looking for a camp host.

12. CEO Report: CR has been working hard in the arena area. The new lighting has been completed and painting done. There has been interest in holding events in Hindley Hall. Building and Grounds will be looking at roofs where the boat storage will be. Upcoming events are Ferndale Elementary Carnival, Ag Day on October 9th and Screamatorium starts October 17th.

13. Next Meeting: October 27, 2025

14. The meeting was adjourned at 6:45 by President Titus.

Statement of Information- HCFA

July Financials 2025- The Lighthouse Group

Report Name: HCFA July 2025 KPIs

Month of Close: July 2025

Executive Summary

In July, Humboldt County Fair Association (HCFA) showed positive financial progress compared to both June and the same period in 2024. Total income increased by **\$69K month-over-month** and **\$81K year-over-year**, while total expenses rose by **\$45K from June** but remained **\$32K below** the same period last year. Overall, July reflects steady operational improvement and potential for a strong fiscal outcome as Fair-related activity ramps up.

Financial Performance

Income

- **+ \$69K vs. June** — driven primarily by **\$57K in JLA buyer payments**.
- **+ \$81K vs. July 2024** — growth attributed to both **JLA buyer payments** and **\$60K in sponsorship income**, partially offset by a **\$20K decrease in RV camping revenue**.

Expenses

- **+ \$45K vs. June** — reflects the first round of Fair-related spending, notably a **\$24K increase in maintenance** and **\$11K increase in administrative salaries**.
 - **– \$32K vs. July 2024** — savings primarily from the **absence of horse racing expenses (\$31K in prior year)** and a **\$31K reduction in maintenance costs**.
-

Statement of Information- HCFA

July Financials 2025- The Lighthouse Group

Financial Highlights

- Year-over-year operational expenses continue trending lower, even excluding one-time reductions related to horse racing.
 - Early Fair costs are now reflected, with additional activity expected in August.
 - Income growth from sponsorship and JLA programs indicates strong partner and community engagement.
-

Account Reconciliation Notes

All key revenue and expense categories reconcile to internal financial records. No discrepancies or timing issues were identified as of the July close.

Adjustments and Journal Entries

No material adjustments or post-close journal entries were recorded for July.

Recommendations

- Continue monitoring August entries to confirm full recording of Fair-related activity.
 - Maintain expense controls to preserve current year-over-year efficiency.
 - Evaluate August data for potential breakeven performance projections.
-

Statement of Information- HCFA

July Financials 2025- The Lighthouse Group

Risks or Concerns

- **No significant risks noted.**
 - Additional clarity expected once August Fair results are complete and fully recorded.
-

Opportunities and Wins

- Sustained **year-over-year expense reduction**, demonstrating improved cost discipline.
 - Favorable revenue composition from diversified income streams (JLA, sponsorships).
 - Opportunity for **FY breakeven** if downward expense trend continues.
-

Forecast / Implications

If current trends persist through Fair season, HCFA may achieve or exceed breakeven for the fiscal year, positioning the organization for a stronger financial close.

Leadership Actions

Decision Needed: None at this time.

KPI Updates: All current KPIs remain relevant; no new indicators recommended.

Humboldt County Fair Association

MONTHLY REPORT

July 2025



Printed 9/29/25

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 July 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

- July 2025: Net Profit was \$47.2k.
- July 2025: Bank Accounts were \$691.8k.
- July 2025: Net Cash Increase For Period was \$257.2k.
- July 2025: Net Assets were \$1.7m.
- July 2025: Gross Profit Margin was 100%.
- July 2025: Current Ratio was -22.36.

Profit & Loss

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through January 2025 - July 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

\$47.2k



July 2025: Net Profit was \$24k higher than June 2025.

(401%)

Operating
Profit Margin

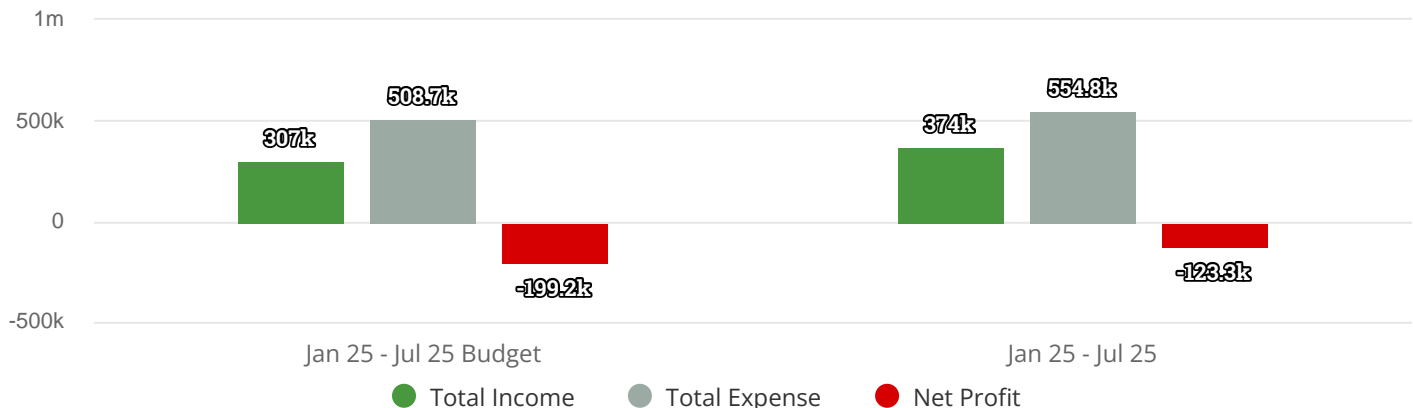
54%

Net Profit
Margin

Trailing Twelve Months (TTM)

	Jul 25	Fiscal YTD	TTM
Income	86,659	374,015	2,701,300
Total Expense	103,333	554,807	2,563,395
Net Operating Income	-16,674	-180,792	137,905
Total Other Income	64,112	68,703	1,392,524
Total Other Expense	249	11,163	1,432,070
Net Profit	47,189	-123,253	98,359

Revenue and Expense



Total Income

\$150.8k

Jul25 Total income was \$69k, or 84%, higher than Jun25. This was primarily due to \$57k of JLA Buyer Payments in July.

Total Expense

\$103.6k

Jul25 total expenses were \$45k, or 77%, higher than Jun25. This was due to Fair Expenses starting in July, namely \$24k more in maintenance costs as well as \$11k more in admin salaries.

Total YTD Income

\$442.7k

Total YTD Income through Jul25 was \$96k, or 28%, greater than the PY. This was due to the \$60k of JLA Buyer Payments as well as a \$60k increase in Sponsorships.

Total YTD Expense

\$566.0k

Total YTD Expense through Jul25 was \$124k, or 18%, lower than the PY. This was due to a \$32k reductions in admin costs as well as the pausing of horse racing in FY25 leading to \$25k reduction in expenses.

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

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Cash Management

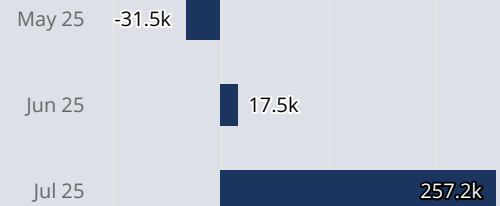
The cash management report provides you with a quick overview of Humboldt County Fair Association's liquidity and current cash flow situation which is critical to keep finances flowing across the organization.

↑ July 2025: Bank Accounts were \$253.6k higher than June 2025.

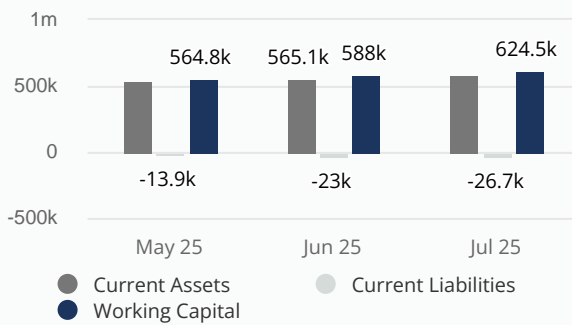
\$691.8k

Bank Accounts

Net Change in Cash:



Working Capital



Current Ratio

	Jul 25
Current Assets	\$597,722
Current Liabilities	-\$26,731
Current Ratio	▼ -22.36

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)

Aug 24 - Jul 25
10/25/2025

213,616

3

Cash Balance

691,270

Accounts Receivable

-95,080

Total Cash

596,190

TTM Cash Burn

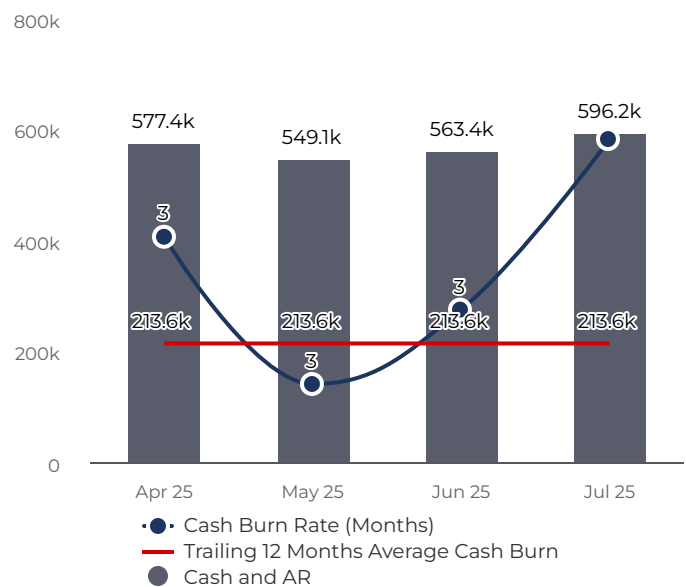
2,563,395

TTM Income

2,701,300

Difference

137,905



The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

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 \$4.0M of revenue against \$4.1M of expenses. As a result, if expenses were to remain consistent over the next 12 months, the 2025 fair would only need to generate an additional \$115k in revenue, only a 3% increase.

Accounts Receivable (\$95.1k)



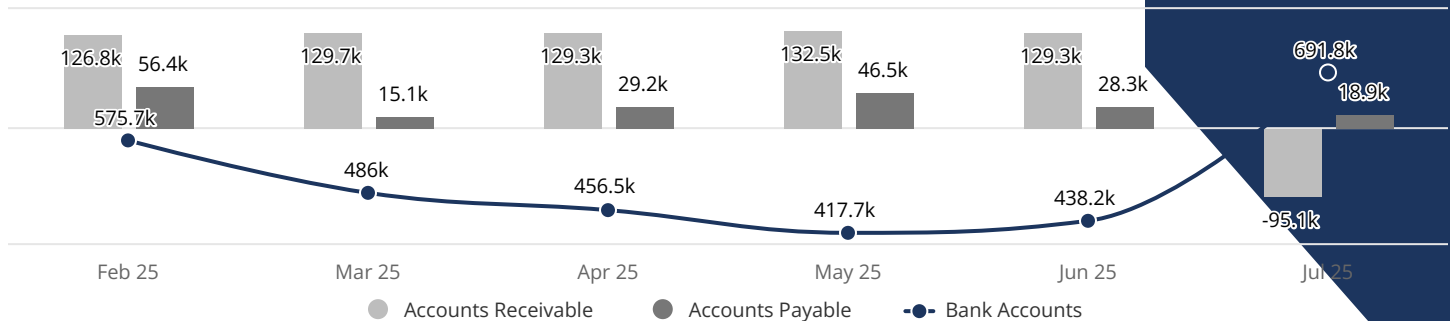
July 2025: Accounts Receivable were \$224,405 lower than June 2025.

Accounts Payable \$18.9k



July 2025: Accounts Payable were \$9,378 lower than June 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 July 2025, the Organization's ROA was -6.64%, experiencing strong positive growth from the PY.

	Jan 24 - Jul 24	Jan 25 - Jul 25
Assets	1,959,934	1,854,988
Net Profit	-342,926	-123,253
ROA	-17.50%	-6.64%

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 by 14.38%, experiencing strong positive growth from the PY.

	Jan 24 - Jul 24	Jan 25 - Jul 25
Net Assets	1,577,228	1,674,227
Net Profit	-342,926	-123,253
ROE	-21.74%	-7.36%

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 July 2025, the Organization's ratio was slightly improved from the PY, at 1.65.

	Jan 24 - Jul 24	Jan 25 - Jul 25
Unrestricted Net Assets	913,560	913,560
Total Operating Expenses	684,658	554,807
Operating Reserve Ratio	1.33	1.65

Profit and Loss

Humboldt County Fair Association

	Jul 25	Jul 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Jul 25	Jan 25 - Jul 25 Budget
Income						
31200 Local (Base) Allocation					90,500	
41000 Admission Revenue						
41010 Regular Fair Admissions	156		156		1,416	
41020 Discounted Fair Admissions	7,496		7,496		10,015	
Total 41000 Admission Revenue	8,596		8,596		12,706	
41500 Commercial Space Revenue						
41510 Outside Commercial Space					550	1,320
41520 Inside Commercial Space						3,399
Total 41500 Commercial Space Revenue					550	4,719
42100 Carnival Revenue						
42110 Pre-Sale Carnival Revenue	480		480		1,240	
Total 42100 Carnival Revenue	480		480		1,240	
42200 Concessions Revenue						
42201 Food Concessions					500	
Total 42200 Concessions Revenue					500	
43000 Exhibits Revenue						
43100 Entry Fees		25,536	-25,536	-100%		38,343
43200 Donated & Sponsored Awards	1,590	549	1,041	190%	7,695	9,496
43400 Other Exhibit Revenue					26,605	
Total 43000 Exhibits Revenue	1,590	26,085	-24,495	-94%	34,300	47,838
45000 Horse Racing Revenue						
45500 Other Live Racing Revenue	84		84		415	
Total 45000 Horse Racing Revenue	84		84		415	
47000 Miscellaneous Fair Revenue						
47100 Fair Parking	575	-652	1,227	-188%	1,925	225
47700 JL Camping Fees	563	-4,028	4,590	-114%	563	2,823
47800 Sponsorships	28,000	4,706	23,294	495%	65,350	4,706
47900 Other Miscellaneous Fair Revenue						
47902 Fair Merchandise						132
47903 Vendor Application Fee	75	153	-78	-51%	1,905	2,353
47907 Chili Cookoff	3,289		3,289		4,507	
47908 Other Fair Time Camping					370	

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Jul 25	Jul 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Jul 25	Jan 25 - Jul 25 Budget
Total 47900 Other Miscellaneous Fair Revenue	3,364	153	3,211	2102%	6,781	2,485
Total 47000 Miscellaneous Fair Revenue	32,501	180	32,322	17997%	74,619	10,240
47005 Miscellaneous Non-Fair Programs						
Total 47005 Miscellaneous Non-Fair Programs	25		25		455	
48000 Interim Revenue						
48100 Rental of Buildings	11,484	4,543	6,941	153%	44,709	30,788
48105 Arlington Rental Revenue	935		935		6,545	
48200 Grounds Rental	185	2,258	-2,073	-92%	3,860	12,941
48201 RV Camping Interim Revenue	22,653	35,160	-12,507	-36%	56,291	89,192
48202 Stall & Arena Rental Income	70	331	-262	-79%	12,870	21,480
48203 RV & Boat Storage	300	242	58	24%	27,655	30,864
48300 Equipment Rentals	1,680	1,650	30	2%	1,995	3,102
47006 Interim Concession Revenue	25		25		325	
48500 Interim Utility & Other Reimbursements	15		15		20	
48503 Insurance Processing Fee	200	172	28	16%	275	393
47008 Interim Parking Revenue					130	
48601 Damage Fees Charged						297
48700 Other Interim Revenues	11		11		-2,346	149
Total 48000 Interim Revenue	37,533	44,357	-6,824	-15%	153,895	189,206
49500 Other Operating Revenue						
49520 Non-Fair Donations & Sponsorships	6,250		6,250		12,200	
49540 Other Operating Revenue						55,000
Total 49500 Other Operating Revenue	6,250		6,250		12,200	55,000
Total Income	86,659	70,621	16,038	23%	374,015	307,002
Cost of Goods Sold						
Total Cost of Goods Sold						
Gross Profit	86,659	70,621	16,038	23%	374,015	307,002
Expense						
50000 Administration Expense						
50100 Admin Salaries - Permanent	28,134	18,088	10,046	56%	136,422	120,281
50320 Admin Payroll Taxes	2,268	1,601	667	42%	11,973	11,395
50325 Penalty/Prior Year Payroll Taxes					712	

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Jul 25	Jul 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Jul 25	Jan 25 - Jul 25 Budget
Total 50320 Admin Payroll Taxes	2,268	1,601	667	42%	12,684	11,395
50330 Admin Worker's Comp Insurance					7,014	13,425
50400 Admin Contracted Professional Services	3,500	3,329	172	5%	28,627	28,209
50500 Directors' Expenses						213
50600 Employee Travel, Recruitment & Training		208	-208	-100%	8,278	2,735
50700 Office Supplies	234	551	-317	-58%	3,877	4,379
50701 Computer Software & Supplies	954	529	424	80%	7,981	5,337
50702 Credit Card & Bank Fees	1,822	1,694	127	8%	5,207	4,848
50703 QuickBooks CC Payments Fees	543	830	-287	-35%	3,572	3,934
50800 Postage	575	1,372	-797	-58%	3,639	4,691
50900 Dues & Subscriptions	115	707	-592	-84%	525	1,926
51000 Insurance (General Liability)					39,927	45,578
51010 Insurance (Vehicle)	181		181		3,541	-696
51050 Property Taxes	44		44		8,853	1,863
51500 Other Administration Expense						529
Total 50000 Administration Expense	40,765	32,504	8,261	25%	284,136	260,928
52000 Maintenance & General Operations						
52100 Maint Salaries - Permanent	15,090	10,041	5,049	50%	78,338	63,312
52200 Maint Salaries - Temporary	2,513	704	1,808	257%	7,291	5,168
52220 Maintenance Payroll Taxes	1,779	666	1,113	167%	8,733	4,306
52230 Maintenance Worker's Comp Insurance					10,131	12,987
52300 Maint Contracted Professional Services					2,675	693
52500 Maintenance Equipment Rental		257	-257	-100%	746	2,085
52800 Power	8,777	9,130	-353	-4%	33,554	42,040
52900 Equipment Maintenance	603		603		1,976	5,101
53000 Buildings & Grounds Maintenance	47	130	-83	-64%	1,241	13,088

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Jul 25	Jul 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Jul 25	Jan 25 - Jul 25 Budget
53150 RV Camping Expense					421	1,004
Total 53000 Buildings & Grounds Maintenance	47	130	-83	-64%	1,241	13,088
53100 Trash Removal, Clean-up	3,504	1,255	2,249	179%	10,272	9,804
53200 Maintenance Supplies	614	2,256	-1,642	-73%	13,429	11,689
53300 Special Repairs Under \$5K					2,470	658
Total 52000 Maintenance & General Operations	41,026	29,950	11,076	37%	203,406	197,308
54000 Publicity Expenses						
54400 Advertising Expense	7,577	7,758	-181	-2%	10,620	13,701
Total 54000 Publicity Expenses	7,577	7,758	-181	-2%	10,620	13,701
56000 Attendance Expense						
56101 Attendance Salaries - Temporary	49		49		254	
56120 Attendance Payroll Taxes	6		6		32	
56300 Attendance Supplies		677	-677	-100%		677
Total 56000 Attendance Expense	1,004	677	327	48%	1,574	677
57000 Miscellaneous Fair Expense		999	-999	-100%	375	1,501
57200 Fair Bar Expenses						
57210 Bartender-Temporary						25
57220 Bartender Payroll Taxes						3
57240 Fair Bar Other		69	-69	-100%		69
Total 57200 Fair Bar Expenses	575	69	506	733%	575	97
57300 Fair Merchandise Expense	6,673	2,967	3,706	125%	6,673	2,967
57700 Sponsorship Expense	1,527	769	758	99%	7,868	4,935
57800 Other Misc Fair Expense		1,218	-1,218	-100%		1,218
Total 57000 Miscellaneous Fair Expense	10,325	6,022	4,303	71%	17,042	10,718
58000 Premium Expense						
58100 Cash Premium Awards		47	-47	-100%	13	2,007
58200 Exhibit Awards (trophies, ribbons)					-170	2,328
58500 Other Premium Expense					5	
Total 58000 Premium Expense		47	-47	-100%	-152	4,334
63000 Exhibits Expense	477		477		477	
63101 Exhibits Salaries - Temporary	171		171		511	
63120 Exhibits Payroll Taxes	21		21		64	
63200 Judges		104	-104	-100%		104
63400 Exhibit Supplies						1,142
63600 Exhibits Decorations		343	-343	-100%		343

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Jul 25	Jul 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Jul 25	Jan 25 - Jul 25 Budget
63700 Other Exhibits Expense	2,000	3,821	-1,821	-48%	2,786	5,847
Total 63000 Exhibits Expense	2,669	4,269	-1,600	-37%	3,837	7,436
65000 Horse Racing Expense						
65210 Horse Racing Employee Benefits (ER share)					3,593	
65300 Horse Racing Contracted Professional Services					1,798	
65301 CARF Management Fees					486	
65800 Other Horse Racing Expense					65	
Total 65000 Horse Racing Expense					6,057	
66000 Fair Entertainment Expense						
66300 Fair Entertainment Supplies						228
Total 66000 Fair Entertainment Expense						228
66009 Misc. Non Fair Events		4,718	-4,718	-100%	1,693	12,970
Total 66009 Misc. Non Fair Events		4,718	-4,718	-100%	1,693	12,970
80000 Prior Year Operating Expense Adjustment					24,695	
80010 Prior Year General Expense Adjustments					1,940	
Total 80000 Prior Year Operating Expense Adjustment					26,635	
85000 Cash Shortages & Overages						-1
85900 Other Cash Over/Under	-33	-18	-15	84%	-42	382
Total 85000 Cash Shortages & Overages	-33	-18	-15	84%	-42	381
Total Expense	103,333	85,925	17,408	20%	554,807	508,681
Net Operating Income	-16,674	-15,304	-1,370	9%	-180,792	-201,679
Other Income						
49600 Auction Revenues	450	660	-210	-32%	450	660
49605 JLA Revenues						
49700 JLA Other Revenue	150		150		450	44
49705 JLA Add-ons					-130	
49750 JLA BBQ Presale Income	1,840	4,653	-2,813	-60%	3,680	6,479
49812 JLA Buyer Income						
49820 JLA Buyer Payments	56,672		56,672		59,253	
49820.1 JLA Outstanding Buyers Payments	5,000		5,000		5,000	

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Jul 25	Jul 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Jul 25	Jan 25 - Jul 25 Budget
Total 49820 JLA Buyer Payments	56,672		56,672		59,253	
Total 49605 JLA Revenues	63,512	4,653	58,859	1265%	67,803	6,479
Total 49600 Auction Revenues	64,112	5,313	58,799	1107%	68,703	7,183
Total Other Income	64,112	5,313	58,799	1107%	68,703	7,183
Other Expense						
95000 Junior Livestock Auction Expenses						
95100 JLA - Contracted Services					175	
95200 JLA - Supplies	249		249		8,988	4,675
95400 JLA Scholarship Expense					2,000	
Total 95000 Junior Livestock Auction Expenses	249		249		11,163	4,675
Total Other Expense	249		249		11,163	4,675
Net Profit	47,189	-9,991	57,180	-572%	-123,253	-199,171

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Balance Sheet

Humboldt County Fair Association

	Jul 25	Jun 25	CM vs PM \$ Variance	Jul 24	CY vs PY \$ Variance
Assets					
Current Assets					
Bank Accounts					
11000 Cash - Unrestricted					
11300 US Bank Operating Acct (#4664)	406,140	210,416	195,724	543,991	-137,851
11400 US Bank Premium Acct (#4854)	537	537		92	445
11500 US Bank Payroll Acct (#5356)				990	-990
Total 11000 Cash - Unrestricted	406,677	210,954	195,724	545,074	-138,396
12000 Cash - Restricted					
12100 US Bank Dairy Heifer Replacement (#0027)	11,910	11,910		9,459	2,450
12200 US Bank JLA Custodial Acct (#4648)	104,268	48,610	55,657	124,213	-19,945
12300 US Bank JLA Operating (#5548)	146,504	144,700	1,805	51,717	94,787
Total 12000 Cash - Restricted	262,682	205,220	57,462	185,389	77,292
12500 Petty Cash	1,061	655	406	-5	1,066
12700 CARF Offsite Rev/Exp Monies	21,365	21,365			21,365
Total 12500 Petty Cash	22,426	22,020	406	-5	22,431
Total Bank Accounts	691,784	438,193	253,591	730,458	-38,673
Accounts Receivable					
13100 Accounts Receivable (A/R)	-95,080	129,325	-224,405	-45,132	-49,948
Total Accounts Receivable	-95,080	129,325	-224,405	-45,132	-49,948
Other Current Assets					
12800 Payments to deposit	-515	-4,152	3,637	23,800	-24,314
Credit Card Receivables	808	808		90	719
Prepaid Expense - Docyt (deleted)				15,719	-15,719
Prepaid Expenses	723	904			
Revenue Receivables - Docyt (deleted)			-181		723
Total Other Current Assets	1,017	-2,440		39,608	
Total Current Assets	597,722	565,079	3,457	724,934	-38,591
Fixed Assets					
19200 Buildings & Improvements	4,459,452	4,459,452	10,766	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	123,809			
Total Fixed Assets	1,257,266	1,246,500		1,235,000	
Other Assets					

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Balance Sheet

Humboldt County Fair Association

	Jul 25	Jun 25	CM vs PM \$ Variance	Jul 24	CY vs PY \$ Variance
HCFA Net Operating Asset Account			10,766		22,266
Total Other Assets					
Total Assets	1,854,988	1,811,579		1,959,934	
Liabilities and Equity					
Liabilities					
Current Liabilities					
Accounts Payable					
21200 Accounts Payable (A/P)	18,948	28,326	-3,780	8,331	-311,927
Accounts Payable - Docyt			-9,378	72,533	-61,916
Total Accounts Payable	18,948	28,326	-9,378	80,864	10,617
Credit Card					
21300 Capital One CC (#9529)			-9,378		-61,916
21600 US Bank CC (#2921)	343	343		913	
21610 US Bank CC 2818		1,299		7,207	-570
us bank credit card			-1,299		-7,207
Total Credit Card	343	1,642		8,119	
Other Current Liabilities					
21000 TOT Tax Liability Account	2,796	1,556	6,897	0	-242,235
21100 Insurance Fee's Collected			1,239		2,796
22400 Admin Accrued PTO	8,907	8,907		6,491	
22410 Maintenance Accrued PTO	3,568	3,568		4,649	2,416
22800 Deferred Revenue	-65,372	-70,829		174,958	-1,081
22900 CFSA Insurance Fees Collected	4,205	4,205	5,457	1,430	-240,330
24100 Guaranteed Deposits	-800	-1,000		7,400	2,775
24200 Stall Rental Deposits	675	675	200	525	-8,200
Accrued Liability - Docyt (deleted)				760	150
Direct Deposit Payable					-760
Total Other Current Liabilities	-46,022	-52,919		196,213	
Total Current Liabilities	-26,731	-22,951	6,897	285,196	-242,235
Long-Term Liabilities					
24500 Eco Green Project Loan (PGE)	83,684	83,684		97,510	109,982
Ice Rink Liability	123,809	123,809			
Total Long-Term Liabilities	207,492	207,492		97,510	-13,827
Total Liabilities	180,761	184,541		382,706	123,809
Equity					
25100 JLAC Net Res (Reserve)	32,997	32,997	-3,780	32,997	-201,945
25200 Racing Incentive Fund (Reserve)	9,830	9,830	47,189	9,830	96,999
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	-123,253	-170,442		-342,926	
Opening balance equity	-99,876	-99,876		-99,876	
Owner's Investment - Docyt (deleted)			47,189		219,674
Retained Earnings	-272,656	-272,656		-149,982	
Total Equity	1,674,227	1,627,038		1,577,228	
Total Liabilities and Equity	1,854,988	1,811,579		1,959,934	-122,674

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Cash Flow Statement

Humboldt County Fair Association

	Jul 25	Jun 25	CM vs PM \$ Variance	Jul 24	CY vs PY \$ Variance
Operating Activities					
Net Income	47,189	23,233	23,956	-65,872	113,061
Adjustments to Net Income					
13100 Accounts Receivable (A/R)	224,405	3,171	221,234	59,830	164,574
21000 TOT Tax Liability Account	1,239	114	1,126	-2,365	3,604
21200 Accounts Payable (A/P)	-9,378	-18,207	8,829	2,909	-12,287
21500 US Bank CC (#9093) (deleted)					835
21600 US Bank CC (#2921)				-835	-4,822
21610 US Bank CC 2818	-1,299	44	-1,343	3,523	
22600 Payroll Liabilities:Payroll Clearing Acct (DD)					21,419
22800 Deferred Revenue	5,457	10,050	-4,592	-15,961	-215
22900 CFSA Insurance Fees Collected		100	-100	215	-900
24100 Guaranteed Deposits	200	-1,200	1,400	1,100	
24200 Stall Rental Deposits					-18,631
Accounts Payable - Docyt				18,631	112
Accrued Liability - Docyt (deleted)				-112	
Prepaid Expense - Docyt (deleted)					181
Prepaid Expenses	181	181			
Total Adjustments to Net Income	220,806	-5,747	226,553	66,935	153,870
Total Operating Activities	267,995	17,486	250,509	1,063	266,931
Investing Activities					
Ice Rink	-10,766		-10,766		
Total Investing Activities	-10,766		-10,766		-10,766
Financing Activities					
24500 Eco Green Project Loan (PGE)				-2,732	2,732
25100 JLAC Net Res (Reserve)					2,732
Total Financing Activities				-2,732	
Net Cash Increase For Period	257,229	17,486	239,743	-1,669	

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

A/R Aging

July 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Alissa Clear					100.00	100.00
Aliza Fashion			-800.00			-800.00
Ani Knight C			250.00			250.00
Arctic Treats			-695.00			-695.00
Balance Productions					150.00	150.00
Barnum Timber Co					-1,500.00	-1,500.00
Beatriz Sierra	1,850.00					1,850.00
Bertha Maldonado					1,950.00	1,950.00
Bobcat of Eureka			-1,200.00			-1,200.00
Bryce T Bell					395.00	395.00
Buck Wild Boards		-500.00				-500.00
Bureau of Land Managment			-500.00			-500.00
Camping - Campspot	611.12		138.88			750.00
Capitol Concessions		-1,259.20				-1,259.20
Chalk Mt. Ranch, LLC				200.00		200.00
Claudia Velasco-Morales	1,650.00					1,650.00
Coffee Cat Crochet		-450.00				-450.00
Cooks BBQ		-500.00				-500.00
Cutco		-500.00				-500.00
Danielle Frank		200.00				200.00
DHHS-Adult Services		-500.00		25.00		-475.00
Dynamite Kettle Corn			-869.60			-869.60
Easy Squeezy Lemonade			-85.00			-85.00
Farm Life Petting Zoo				25.00		25.00
Ferndale Arts				100.00		100.00
Filipino Cuisine		-500.00				-500.00
Flourish Backdrops					50.00	50.00
Frank's Heating & Refrigeration		-1,200.00				-1,200.00
Harbers Insurance Agency					-3,000.00	-3,000.00
Harland Law Firm				-2,500.00		-2,500.00
Hindley Ranch				350.00		350.00
Humboldt Co. Republican Party			-300.00			-300.00
Humboldt/ Del Norte Cattlemen				-250.00		-250.00
Humboldt Redwood Company, LLC		-500.00				-500.00
Humboldt Sports Cards			-750.00			-750.00
Kathy Harnden & Sandy Hanks				30.00		30.00
Katy Garrison			250.00			250.00
LeafFilter			-500.00			-500.00
Lee Ann Moore				50.00		50.00
Maria Bernabe					-200.00	-200.00
Marooned Inc DBA Scaregrounds	4,300.00	-300.00				4,000.00
McCullough Constructions Inc			-2,500.00			-2,500.00
Mexi Tacos				-25.00		-25.00
Mid City Motor World				-2,500.00		-2,500.00
Miscellaneous - A/R Reconcile	-77,698.12				9,226.08	-68,472.04
Modesto Rivera		-600.00				-600.00
Moonstone In Bloom					150.00	150.00
Music Box and Things		-2,769.60				-2,769.60
My Time Soap and Self Care		-450.00				-450.00
Native Sons of the Golden West		50.00			50.00	100.00
North Coast Event Rental					150.00	150.00

A/R Aging
July 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Peak Climbing		-869.60				-869.60
Ponyland		-869.60				-869.60
Redwood Capital Bank					-3,000.00	-3,000.00
Renae Alexandre		150.00				150.00
Renner Ranches				150.00		150.00
Robin Connelly		-1,000.00				-1,000.00
Same Sunset Design			-425.00			-425.00
Sara Collections		25.00				25.00
Schmidbauer Lumber, Inc.					-3,000.00	-3,000.00
Scott Griswold					-190.00	-190.00
Shelby's Toybox					50.00	50.00
Sword & Stitch		-100.00				-100.00
Taquerio Martinez			-520.00			-520.00
The Buttercream Broomstick		-75.00			85.00	10.00
The Cannoli Connection		-715.00				-715.00
US Forest Service					25.00	25.00
Yachai Arts			-1,200.00			-1,200.00
TOTAL	-69,287.00	-13,233.00	-9,705.72	-4,345.00	1,491.08	-95,079.64

A/P Aging
July 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Advanced Display & Signs	388.79					388.79
Amazon Prime		28.41	369.67			398.08
Blue Star Gas/Sequoia Gas	724.88					724.88
CoxRasmussen&Co	7,442.89					7,442.89
Department of Public Works-Humboldt County			414.30	271.86	442.21	1,128.37
Eureka Humboldt Extinguisher		1,331.49				1,331.49
Eureka Oxygen Co	47.30					47.30
Ferndale Tech	311.00				51.86	362.86
Frontier Communications		128.68				128.68
Nilsen Feed & Grain Co.	550.14					550.14
PG&E	2,471.85					2,471.85
Pitney Bowes	372.26					372.26
Polar Engraving		67.00				67.00
Recology Eel River Fortuna	3,503.89					3,503.89
Roto-Rooter					99.00	99.00
The Central Office		63.29				63.29
The Farm Shop			258.89			258.89
Valley Lumber & Millwork		114.96				114.96
VSI Veterinary Service Inc					-506.32	-506.32
TOTAL	15,813.00	1,733.83	1,042.86	271.86	86.75	18,948.30

Humboldt County Fair Association

MONTHLY REPORT

August 2025



Printed 10/10/25

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 August 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

- August 2025: Net Profit was \$1.5m.
- August 2025: Bank Accounts were \$1.5m.
- August 2025: Net Cash Increase For Period was \$828.5k.
- August 2025: Net Assets were \$3.1m.
- August 2025: Gross Profit Margin was 100%.
- August 2025: Current Ratio was 28.56.

Profit & Loss

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through January 2025 - August 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 \$1.5m



August 2025: Net Profit was \$1.4m higher than July 2025.

(401%)

Operating
Profit Margin

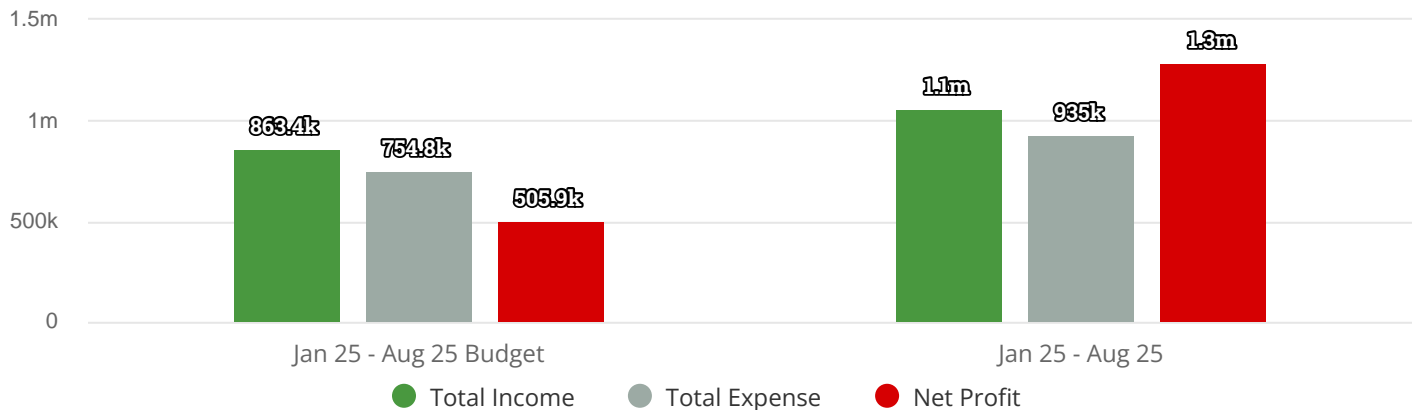
213%

Net Profit
Margin

Trailing Twelve Months (TTM)

	Aug 25	Fiscal YTD	TTM
Income	683,557	1,059,036	2,310,094
Total Expense	380,307	934,965	2,374,124
Net Operating Income	303,251	124,071	-64,030
Total Other Income	1,174,734	1,203,417	2,164,908
Total Other Expense	25,191	36,354	1,449,784
Net Profit	1,452,793	1,291,134	651,095

Revenue and Expense



Total Income

\$1.86M

Aug25 Total income was \$420k, or 29%, higher than Aug24. This was due to \$812k increase in JLA revenues, offset by \$336k and \$191k decreases in horse racing and sponsorship revenues, respectively.

Total Expense

\$407.9k

Aug25 total expenses were \$169k, or 29%, lower than Aug24. This was due to a \$270k decrease in horse racing revenue, offset by \$57k and \$44k increases in attendance and exhibits expenses, respectively.

Total YTD Income

\$2.26M

Total YTD Income through Aug25 was \$479k, or 27%, greater than the PY. This was due to the JLA revenue increase and horse racing and sponsorship revenue decreases as previously noted.

Total YTD Expense

\$973.7k

Total YTD Expense through Jul25 was \$293k, or 23%, lower than the PY. This was primarily due to the decrease in horse racing revenue 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

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

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.

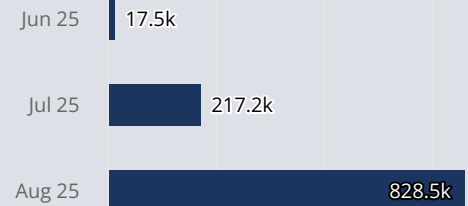


August 2025: Bank Accounts were \$821.9k higher than July 2025.

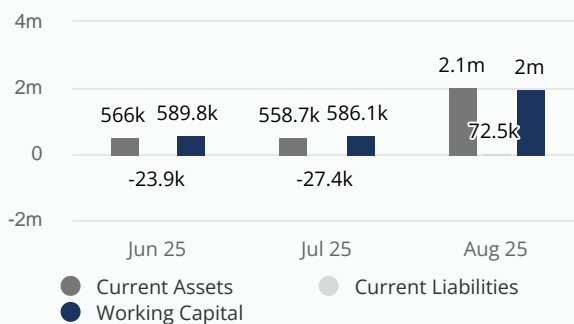
\$1.5m

Bank Accounts

Net Change in Cash:



Working Capital



Current Ratio

	Aug 25
Current Assets	\$2,071,039
Current Liabilities	\$72,509
Current Ratio	▲ 28.56

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)

Sep 24 - Aug 25

07/17/2026

197,844

10

Cash Balance

1,479,713

Accounts Receivable

589,975

Total Cash

2,069,688

TTM Cash Burn

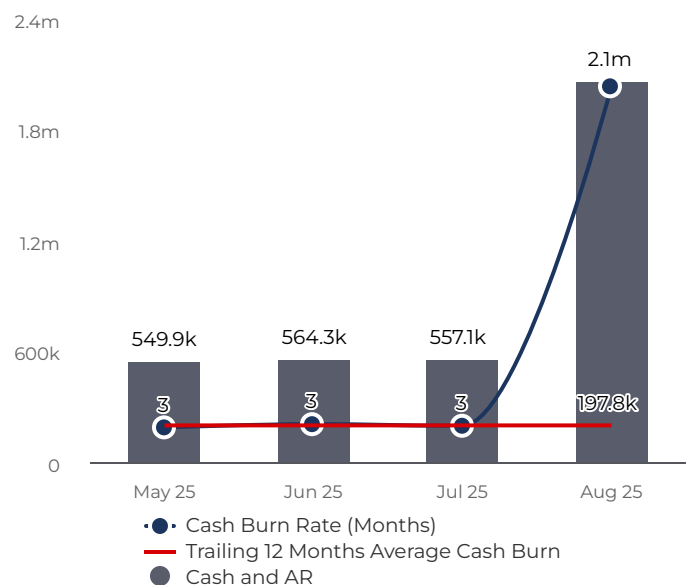
2,374,124

TTM Income

2,310,094

Difference

-64,030



The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

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

\$590k

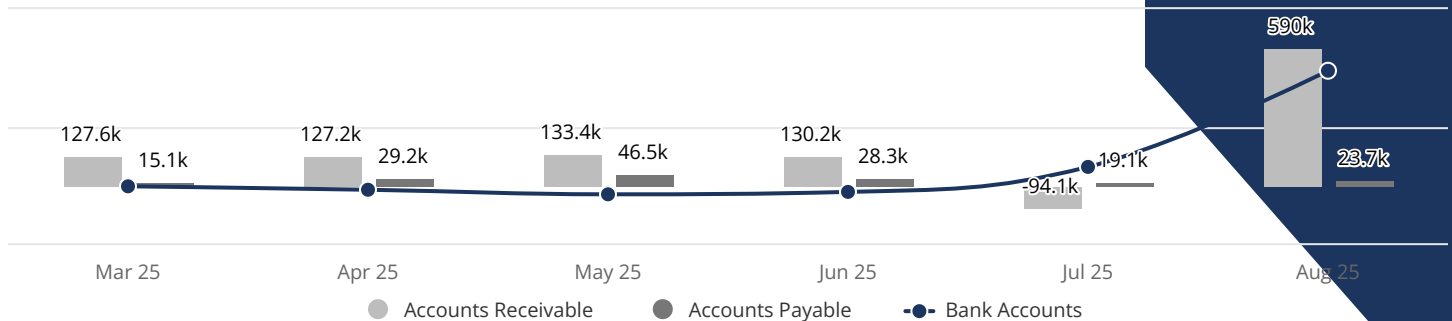
↑ August 2025: Accounts Receivable were \$684,091 higher than July 2025.

Accounts Payable

\$23.7k

↑ August 2025: Accounts Payable were \$4,509 higher than July 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 August 2025, the Organization's ROA was 38%, experiencing strong positive growth from the PY.

	Jan 24 - Aug 24	Jan 25 - Aug 25
Assets	2,747,101	3,368,678
Net Profit	518,725	1,291,134
ROA	18.88%	38.33%

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 August 2025, the organization's RONA increased by over 20%, experiencing strong positive growth from the PY.

	Jan 24 - Aug 24	Jan 25 - Aug 25
Net Assets	2,438,879	3,088,677
Net Profit	518,725	1,291,134
ROE	21.27%	41.80%

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 August 2025, the Organization's ratio was slightly improved from the PY, at 0.98.

	Jan 24 - Aug 24	Jan 25 - Aug 25
Unrestricted Net Assets	913,560	913,560
Total Operating Expenses	1,254,087	934,965
Operating Reserve Ratio	0.73	0.98

Profit and Loss

Humboldt County Fair Association

	Aug 25	Aug 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Aug 25	Jan 25 - Aug 25 Budget
Income						
31200 Local (Base) Allocation					90,500	
41000 Admission Revenue						
41010 Regular Fair Admissions	199,103	140,049	59,054	42%	200,519	140,049
41020 Discounted Fair Admissions	40,573	7,899	32,674	414%	50,588	7,899
41030 JL Wristbands	12,660		12,660		12,660	
Total 41000 Admission Revenue	261,029	147,948	113,082	76%	273,736	147,948
41500 Commercial Space Revenue						
41510 Outside Commercial Space	23,720	18,412	5,308	29%	24,270	19,732
41520 Inside Commercial Space	18,950	22,468	-3,518	-16%	18,950	25,867
Total 41500 Commercial Space Revenue	42,670	40,880	1,790	4%	43,220	45,599
42100 Carnival Revenue						
42101 Regular Carnival Revenue	42,774		42,774		42,774	
42110 Pre-Sale Carnival Revenue	29,680	33,045	-3,365	-10%	30,920	33,045
Total 42100 Carnival Revenue	72,454	33,045	39,409	119%	73,694	33,045
42200 Concessions Revenue						
42201 Food Concessions	87,870	8,047	79,823	992%	91,417	8,047
42250 Alcohol Concessions	79,160	47,250	31,910	68%	79,160	47,250
42300 Non-Food Concessions	1,332		1,332		1,332	
Total 42200 Concessions Revenue	168,363	55,297	113,066	204%	171,909	55,297
43000 Exhibits Revenue						
43100 Entry Fees	25,456	6,485	18,971	293%	25,456	44,828
43200 Donated & Sponsored Awards	7,890	10,094	-2,204	-22%	15,585	19,590
43400 Other Exhibit Revenue					26,605	
43500 Junior Livestock Exhibit Revenue	1,955		1,955		1,955	
Total 43000 Exhibits Revenue	35,301	16,579	18,722	113%	69,601	64,418
45000 Horse Racing Revenue						
45500 Other Live Racing Revenue	58		58		473	
Total 45000 Horse Racing Revenue	58		58		473	

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Aug 25	Aug 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Aug 25	Jan 25 - Aug 25 Budget
47000 Miscellaneous Fair Revenue						
47100 Fair Parking	31,682	22,856	8,826	39%	33,607	23,081
47700 JL Camping Fees	8,380	10,797	-2,417	-22%	8,943	13,620
47800 Sponsorships	35,750	214,823	-179,073	-83%	101,100	219,529
47900 Other Miscellaneous Fair Revenue						
47901 Art Sales	533	990	-457	-46%	533	990
47902 Fair Merchandise	1,425	3,586	-2,161	-60%	1,425	3,718
47903 Vendor Application Fee	75	122	-47	-39%	1,980	2,475
47905 Special Fair Event	7,196		7,196		7,196	
47907 Chili Cookoff	1,876		1,876		6,383	
47908 Other Fair Time Camping	8,870		8,870		9,240	
Total 47900 Other Miscellaneous Fair Revenue	19,975	4,698	15,277	325%	26,756	7,183
Total 47000 Miscellaneous Fair Revenue	75,812	248,476	-172,664	-69%	143,649	256,231
47005 Miscellaneous Non-Fair Programs		2,111	-2,111	-100%		2,111
Total 47005 Miscellaneous Non-Fair Programs		2,111	-2,111	-100%	455	2,111
48000 Interim Revenue						
48100 Rental of Buildings	3,200	1,577	1,623	103%	46,259	32,365
48105 Arlington Rental Revenue	935		935		7,480	
48200 Grounds Rental	40	1,158	-1,118	-97%	3,900	14,099
48201 RV Camping Interim Revenue	4,180	4,395	-215	-5%	60,539	93,587
48202 Stall & Arena Rental Income					12,870	21,480
48203 RV & Boat Storage	300	-148	448	-302%	27,955	30,716
48300 Equipment Rentals	255		255		2,250	3,102
47006 Interim Concession Revenue					325	
48500 Interim Utility & Other Reimbursements	10		10		30	
48503 Insurance Processing Fee	120	344	-224	-65%	395	736
47008 Interim Parking Revenue					130	

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Aug 25	Aug 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Aug 25	Jan 25 - Aug 25 Budget
48601 Damage Fees Charged						297
48700 Other Interim Revenues	6		6		-2,341	149
Total 48000 Interim Revenue	9,045	7,325	1,720	23%	161,357	196,530
49500 Other Operating Revenue						
49520 Non-Fair Donations & Sponsorships	250		250		12,450	
49540 Other Operating Revenue						55,000
Total 49500 Other Operating Revenue	250	250	250		12,450	55,000
Total Income	683,557	556,359	127,198	23%	1,059,036	863,362
Cost of Goods Sold						
Total Cost of Goods Sold						
Gross Profit	683,557	556,359	127,198	23%	1,059,036	863,362
Expense						
50000 Administration Expense						
50100 Admin Salaries - Permanent	25,995	36,251	-10,256	-28%	162,417	156,532
50200 Admin Salaries - Temporary		5,228	-5,228	-100%		5,228
50320 Admin Payroll Taxes	2,257	3,682	-1,425	-39%	14,230	15,077
50325 Penalty/Prior Year Payroll Taxes					712	
Total 50320 Admin Payroll Taxes	2,257	3,682	-1,425	-39%	14,230	15,077
50330 Admin Worker's Comp Insurance	1,169		1,169		8,183	13,425
50400 Admin Contracted Professional Services	3,500	3,209	291	9%	32,127	31,418
50500 Directors' Expenses						213
50600 Employee Travel, Recruitment & Training	110		110		8,388	2,735
50700 Office Supplies	1,934	1,662	273	16%	5,811	6,041
50701 Computer Software & Supplies	6,967	2,478	4,488	181%	15,276	7,815
50702 Credit Card & Bank Fees	1,652	10,368	-8,717	-84%	6,859	15,216
50703 QuickBooks CC Payments Fees	867	770	97	13%	4,224	4,703
50800 Postage	296	480	-183	-38%	3,935	5,170
50900 Dues & Subscriptions	550	79	471	597%	960	2,005
51000 Insurance (General Liability)	6,143		6,143		46,069	45,578
51010 Insurance (Vehicle)	181		181		3,722	-696

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Aug 25	Aug 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Aug 25	Jan 25 - Aug 25 Budget
51050 Property Taxes					8,853	1,863
51500 Other Administration Expense						529
Total 50000 Administration Expense	52,819	65,463	-12,644	-19%	336,612	326,391
52000 Maintenance & General Operations						
52100 Maint Salaries - Permanent	21,371	27,758	-6,387	-23%	99,709	91,070
52200 Maint Salaries - Temporary	16,112	8,696	7,416	85%	23,404	13,864
52220 Maintenance Payroll Taxes	3,950	2,542	1,408	55%	12,683	6,847
52230 Maintenance Worker's Comp Insurance	1,364		1,364		11,495	12,987
52300 Maint Contracted Professional Services	2,394	6,290	-3,896	-62%	5,069	6,983
52500 Maintenance Equipment Rental	6,314	35	6,279	17935%	7,060	2,120
52800 Power	6,049	12,205	-6,156	-50%	39,603	54,245
52900 Equipment Maintenance	1,350	3,220	-1,870	-58%	3,326	8,321
53000 Buildings & Grounds Maintenance	47	520	-473	-91%	1,288	13,609
53150 RV Camping Expense					421	1,004
Total 53000 Buildings & Grounds Maintenance	47	520	-473	-91%	1,288	13,609
53100 Trash Removal, Clean-up		2,193	-2,193	-100%	10,272	11,996
53200 Maintenance Supplies	3,854	15,471	-11,617	-75%	17,283	27,160
53300 Special Repairs Under \$5K					2,470	658
Total 52000 Maintenance & General Operations	64,314	86,296	-21,982	-25%	267,720	283,604
54000 Publicity Expenses						
54400 Advertising Expense	20,243	4,223	16,020	379%	30,863	17,924
Total 54000 Publicity Expenses	20,243	4,223	16,020	379%	30,863	17,924
56000 Attendance Expense						
56101 Attendance Salaries - Temporary	21,271	3,054	18,217	597%	21,525	3,054
56120 Attendance Payroll Taxes	2,648	375	2,273	606%	2,680	375

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Aug 25	Aug 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Aug 25	Jan 25 - Aug 25 Budget
56200 Attendance Contracted Professional Services	17,500		17,500		17,500	
56300 Attendance Supplies		534	-534	-100%		1,211
56400 Attendance Other Expenses		3,543	-3,543	-100%		3,543
56401 Attendance Rentals-Tent, Restrooms, other	5,889	9,799	-3,910	-40%	5,889	9,799
Total 56000 Attendance Expense	57,777	17,305	40,472	234%	59,351	17,982
57000 Miscellaneous Fair Expense	800		800		1,369	1,501
57200 Fair Bar Expenses						
57210 Bartender-Temporary	7,996	105	7,891	7544%	7,996	130
57220 Bartender Payroll Taxes	995	13	983	7832%	995	16
57230 Fair Bar Alcohol	13,405	18,712	-5,307	-28%	13,405	18,712
57240 Fair Bar Other	4,007	1,605	2,402	150%	4,007	1,674
Total 57200 Fair Bar Expenses	26,402	20,434	5,968	29%	26,977	20,531
57300 Fair Merchandise Expense		1,033	-1,033	-100%	6,673	4,000
57600 Jr. Fair Board	-500		-500		-500	
57700 Sponsorship Expense	8,557	4,100	4,457	109%	16,425	9,035
57800 Other Misc Fair Expense	12,843	249	12,594	5058%	12,843	1,467
57900 Commercial Exh & Concessions Expense	8,735	2,436	6,299	259%	8,735	2,436
80040 EMT/First Responder Salaries-Temporary	1,178		1,178		1,178	
80050 EMT/First Responder Payroll Taxes	147		147		147	
Total 57000 Miscellaneous Fair Expense	31,811	7,818	23,993	307%	48,472	18,439
58000 Premium Expense						
58100 Cash Premium Awards	225		225		238	2,007
58200 Exhibit Awards (trophies, ribbons)	11,166	1,343	9,823	732%	10,996	3,670
58500 Other Premium Expense					5	
Total 58000 Premium Expense	11,391	1,343	10,048	748%	11,239	5,677
63000 Exhibits Expense						

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Aug 25	Aug 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Aug 25	Jan 25 - Aug 25 Budget
63101 Exhibits Salaries - Temporary	21,178	7,273	13,906	191%	21,689	7,273
63120 Exhibits Payroll Taxes	2,637	905	1,731	191%	2,700	905
63200 Judges	4,366	3,857	509	13%	4,366	3,961
63300 Exhibits Contracted Professional Services	15,758	889	14,869	1672%	15,758	889
63400 Exhibit Supplies		801	-801	-100%		1,943
63600 Exhibits Decorations						343
63700 Other Exhibits Expense	3,144	380	2,764	728%	6,406	6,226
Total 63000 Exhibits Expense	47,082	14,105	32,978	234%	50,920	21,541
65000 Horse Racing Expense						
65210 Horse Racing Employee Benefits (ER share)					3,593	
65300 Horse Racing Contracted Professional Services					1,798	
65301 CARF Management Fees					486	
65800 Other Horse Racing Expense					65	
Total 65000 Horse Racing Expense					6,057	
66000 Fair Entertainment Expense						
66200 Fair Entertainment Contracted Professional Services	50,171	26,861	23,310	87%	50,171	26,861
66300 Fair Entertainment Supplies		988	-988	-100%		1,215
66600 Grandstands Entertainment	2,336		2,336		2,336	
66700 Other Fair Entertainment Expense	241		241		241	
Total 66000 Fair Entertainment Expense	52,748	27,849	24,899	89%	52,748	28,077
66009 Misc. Non Fair Events		1,149	-1,149	-100%	1,693	14,118
Total 66009 Misc. Non Fair Events		1,149	-1,149	-100%	1,693	14,118
72300 Major Equipment Purchases under \$5K	3,124		3,124		3,124	
80000 Prior Year Operating Expense Adjustment	12,789		12,789		37,484	
80010 Prior Year General Expense Adjustments					1,940	

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Aug 25	Aug 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Aug 25	Jan 25 - Aug 25 Budget
Total 80000 Prior Year Operating Expense Adjustment	12,789		12,789		39,424	
85000 Cash Shortages & Overages						-1
85900 Other Cash Over/Under	-194	88	-282	-320%	-236	470
Total 85000 Cash Shortages & Overages	-194	88	-282	-320%	-236	469
Total Expense	380,307	246,072	134,235	55%	934,965	754,753
Net Operating Income	303,251	310,288	-7,037	-2%	124,071	108,609
Other Income						
49600 Auction Revenues					450	660
49605 JLA Revenues						
49700 JLA Other Revenue	600	330	270	82%	1,050	374
49705 JLA Add-ons	114,197		114,197		114,067	
49750 JLA BBQ Presale Income	11,800	-726	12,526	-1725%	15,480	5,753
49800 JLA BBQ Income	4,680	14,693	-10,013	-68%	4,680	14,693
49812 JLA Buyer Income						
49815 JLA Auction Commission	79,339		79,339		79,339	
49820 JLA Buyer Payments	905,682	388,137	517,545	133%	929,916	388,137
Total 49820 JLA Buyer Payments	905,682	388,137	517,545	133%	929,916	388,137
Total 49605 JLA Revenues	1,174,134	402,103	772,031	192%	1,201,917	408,582
49710 Veggie Auction Revenue	40,350	-1	40,351	-3668282%	40,350	-1
49720 Veggie Add-ons	11,150		11,150		11,150	
49725 Veggie Auction Commission	6,935		6,935		6,935	
Total 49710 Veggie Auction Revenue	40,350	-1	40,351	-3668282%	40,350	-1
Total 49600 Auction Revenues	1,174,734	402,433	772,301	192%	1,203,417	409,616
Total Other Income	1,174,734	402,433	772,301	192%	1,203,417	409,616
Other Expense						
95000 Junior Livestock Auction Expenses						
95100 JLA - Contracted Services	18,700	3,788	14,912	394%	18,875	3,788
95200 JLA - Supplies	4,849	732	4,117	562%	13,837	5,407
95400 JLA Scholarship Expense		3,090	-3,090	-100%	2,000	3,090
96000 JLA BBQ Expense	1,643		1,643		1,643	

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Profit and Loss

Humboldt County Fair Association

	Aug 25	Aug 25 Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Jan 25 - Aug 25	Jan 25 - Aug 25 Budget
Total 95000 Junior Livestock Auction Expenses	25,191	7,610	17,581	231%	36,354	12,285
Total Other Expense	25,191	7,610	17,581	231%	36,354	12,285
Net Profit	1,452,793	705,111	747,683	106%	1,291,134	505,940

Balance Sheet

Humboldt County Fair Association

	Aug 25	Jul 25	CM vs PM \$ Variance	Aug 24	CY vs PY \$ Variance
Assets					
Current Assets					
Bank Accounts					
11000 Cash - Unrestricted					
11300 US Bank Operating Acct (#4664)	652,770	406,140	246,630	752,274	-99,503
11400 US Bank Premium Acct (#4854)	537	537		92	445
11500 US Bank Payroll Acct (#5356)				990	-990
Total 11000 Cash - Unrestricted	653,307	406,677	246,630	753,356	-100,048
12000 Cash - Restricted					
12100 US Bank Dairy Heifer Replacement (#0027)	11,910	11,910		9,459	2,450
12200 US Bank JLA Custodial Acct (#4648)	646,293	64,249	582,044	477,065	169,228
12300 US Bank JLA Operating (#5548)	139,692	146,504	-6,812	54,080	85,612
Total 12000 Cash - Restricted	797,895	222,663	575,232	540,605	257,290
12500 Petty Cash	1,061	1,061		50,655	-49,594
12700 CARF Offsite Rev/Exp Monies	21,365	21,365		-143,002	164,367
Total 12500 Petty Cash	22,426	22,426		-92,347	114,773
Total Bank Accounts	1,473,628	651,765	821,862	1,201,614	272,014
Accounts Receivable					
13100 Accounts Receivable (A/R)	589,975	-94,116	684,091	267,303	322,672
Total Accounts Receivable	589,975	-94,116	684,091	267,303	322,672
Other Current Assets					
12800 Payments to deposit	6,085	-515	6,600	27,376	-21,291
Credit Card Receivables	808	808		90	719
Prepaid Expense - Docyt (deleted)				15,719	-15,719
Prepaid Expenses	542	723			
Revenue Receivables - Docyt (deleted)			-181		542
Total Other Current Assets	7,436	1,017		43,185	
Total Current Assets	2,071,039	558,667	6,419	1,512,101	-35,749
Fixed Assets					
19200 Buildings & Improvements	4,459,452	4,459,452	40,372	4,459,452	62,639
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	174,947	134,574			
Total Fixed Assets	1,297,639	1,257,266		1,235,000	
Other Assets					

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Balance Sheet

Humboldt County Fair Association

	Aug 25	Jul 25	CM vs PM \$ Variance	Aug 24	CY vs PY \$ Variance
HCFA Net Operating Asset Account			40,372		62,639
Total Other Assets					
Total Assets	3,368,678	1,815,933		2,747,101	
Liabilities and Equity					
Liabilities					
Current Liabilities					
Accounts Payable					
21200 Accounts Payable (A/P)	23,652	19,143	99,951	11,902	-139,931
Accounts Payable - Docyt			4,509	153,475	-141,725
Total Accounts Payable	23,652	19,143	4,509	165,377	11,750
Credit Card					
21300 Capital One CC (#9529)			4,509		-141,725
21610 US Bank CC 2818	17,823			6,682	
us bank credit card			17,823		11,141
Total Credit Card	17,823			6,682	
Other Current Liabilities					
21000 TOT Tax Liability Account	820	2,733	77,619	-31	-9,347
21100 Insurance Fee's Collected			-1,913		851
22400 Admin Accrued PTO	8,907	8,907		6,491	
22410 Maintenance Accrued PTO	3,568	3,568		4,649	2,416
22800 Deferred Revenue	12,390	-65,372		18,666	-1,081
22900 CFSA Insurance Fees Collected	5,175	4,205	77,762	3,930	-6,276
24100 Guaranteed Deposits	-500	-1,300	970	6,100	1,245
24200 Stall Rental Deposits	675	675	800	525	-6,600
Accrued Liability - Docyt (deleted)				52	150
Direct Deposit Payable					-52
Total Other Current Liabilities	31,034	-46,585		40,381	
Total Current Liabilities	72,509	-27,442	77,619	212,440	-9,347
Long-Term Liabilities					
24500 Eco Green Project Loan (PGE)	83,684	83,684		95,782	111,710
Ice Rink Liability	123,809	123,809			
Total Long-Term Liabilities	207,492	207,492		95,782	-12,098
Total Liabilities	280,001	180,050		308,221	123,809
Equity					
25100 JLAC Net Res (Reserve)	32,997	32,997	99,951	32,997	-28,221
25200 Racing Incentive Fund (Reserve)	9,830	9,830	1,452,793	9,830	649,797
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	1,291,134	-161,659		518,725	
Opening balance equity	-99,876	-99,876		-99,876	
Owner's Investment - Docyt (deleted)			1,452,793		772,409
Retained Earnings	-272,593	-272,593		-149,982	
Total Equity	3,088,677	1,635,884		2,438,879	
Total Liabilities and Equity	3,368,678	1,815,933		2,747,101	-122,612

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

Cash Flow Statement

Humboldt County Fair Association

	Aug 25	Jul 25	CM vs PM \$ Variance	Aug 24	CY vs PY \$ Variance
Operating Activities					
Net Income	1,452,793	7,043	1,445,750	861,652	591,142
Adjustments to Net Income					
13100 Accounts Receivable (A/R)	-684,091	224,337	-908,428	-312,434	-371,656
21000 TOT Tax Liability Account	-1,913	1,239	-3,152	-31	-1,882
21200 Accounts Payable (A/P)	4,509	-9,183	13,692	3,570	939
21500 US Bank CC (#9093) (deleted)					913
21600 US Bank CC (#2921)				-913	18,348
21610 US Bank CC 2818	17,823	-1,299	19,122	-525	
22600 Payroll Liabilities:Payroll Clearing Acct (DD)					234,055
22800 Deferred Revenue	77,762	5,457	72,305	-156,293	-1,530
22900 CFSA Insurance Fees Collected	970		970	2,500	2,100
24100 Guaranteed Deposits	800	200	600	-1,300	
24200 Stall Rental Deposits					-80,942
Accounts Payable - Docyt				80,942	708
Accrued Liability - Docyt (deleted)				-708	
Prepaid Expense - Docyt (deleted)					181
Prepaid Expenses	181	181			
Total Adjustments to Net Income	-583,959	220,933	-804,891	-385,191	-198,768
Total Operating Activities	868,835	227,976	640,859	476,461	392,374
Investing Activities					
Ice Rink	-40,372	-10,766	-29,606		
Total Investing Activities	-40,372	-10,766	-29,606		-40,372
Financing Activities					
24500 Eco Green Project Loan (PGE)				-1,728	1,728
25100 JLAC Net Res (Reserve)					1,728
Total Financing Activities				-1,728	
Net Cash Increase For Period	828,462	217,210	611,253	474,732	

The information contained in this report is provided for informational purposes only and is not intended to substitute for obtaining accounting, tax, or financial advice from a professional accountant. Any tax advice contained in this report is not intended to be used for the purpose of avoiding penalties under tax law. While we use reasonable efforts to furnish accurate and up-to-date information, we do not warrant that any information contained in or made available through this report is accurate, complete, reliable, current or error-free. We assume no liability or responsibility for any errors or omissions in the content of this report or delivered information.

A/R Aging
August 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Alissa Clear					100.00	100.00
Balance Productions					150.00	150.00
Barnum Timber Co					-1,500.00	-1,500.00
Beatriz Sierra	1,850.00					1,850.00
Bertha Maldonado					-200.00	-200.00
Bryce T Bell					45.00	45.00
Buyer Payments AR	577,355.00					577,355.00
Camping - Campspot	448.75		678.72	138.88		1,266.35
Chalk Mt. Ranch, LLC					200.00	200.00
Claudia Velasco-Morales	1,650.00					1,650.00
Clover Customer	105.00	-105.00				
Copious Glass DBA, Glass Garage		450.00				450.00
Danielle Frank			200.00			200.00
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		73.92				73.92
Flourish Backdrops					50.00	50.00
Fry Burger		500.00				500.00
George Petersen & Associates		-1,500.00				-1,500.00
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
Kathy Harnden & Sandy Hanks					30.00	30.00
Katy Garrison				250.00		250.00
Lee Ann Moore					50.00	50.00
Maria Bernabe					-200.00	-200.00
Marooned Inc DBA Scaregrounds	2,400.00					2,400.00
Miscellaneous - A/R Reconcile	3,163.92				9,226.08	12,390.00
Moonstone In Bloom					150.00	150.00
Native Sons of the Golden West		50.00	50.00		50.00	150.00
North Coast Event Rental					150.00	150.00
Redwood Capital Bank					-3,000.00	-3,000.00
Renae Alexandre			150.00			150.00
Renner Ranches					150.00	150.00
Sara Collections			25.00			25.00
Schmidbauer Lumber, Inc.					-3,000.00	-3,000.00
Scott Griswold					-190.00	-190.00
Tesla		825.00				825.00
The Buttercream Broomstick					85.00	85.00
US Forest Service					25.00	25.00
TOTAL	586,972.67	1,663.52	1,103.72	388.88	-153.92	589,974.87

A/P Aging
August 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Amazon Prime	43.79	66.22	28.41	369.67		508.09
Cashier, Department of Food and Agriculture	-198.60					-198.60
CoxRasmussen&Co	15,481.50					15,481.50
Eel River Hay Co	1,028.54					1,028.54
Eureka Oxygen Co	47.30					47.30
Ferndale Tech		2,957.12			51.86	3,008.98
Hankin Specialty Elevators		1,350.00				1,350.00
Nilsen Feed & Grain Co.	-801.34					-801.34
Pitney Bowes	272.30					272.30
Polar Engraving			67.00			67.00
The Central Office		5,072.00	257.80			5,329.80
Valley Lumber & Millwork	-1,935.53					-1,935.53
VSI Veterinary Service Inc					-506.32	-506.32
TOTAL	13,937.96	9,445.34	353.21	369.67	-454.46	23,651.72

RESOLUTION 2025-01
OF THE
HUMBOLDT COUNTY FAIR ASSOCIATION
BOARD OF DIRECTORS
DESIGNATED ACCOUNT HOLDERS WITH U.S. BANK

WHEREAS, the Humboldt County Fair Association maintains six (5) accounts with U.S. Bank and desires to amend the list of designated account holder(s) in order to grant them the necessary authority and access to the aforementioned bank accounts to fulfill their duties; and

WHEREAS, the Humboldt County Fair Association's Board of Directors has reviewed and considered an authorization letter to U.S. Bank requesting the addition of an authorized representative and Finance Chair, Director Clint Duey, as a signer on all Association bank accounts; and

WHEREAS, the U. S Bank requires verification that the governing entity's Board of Directors has considered and approved submittal of the Authorization letter through either Board minutes or approval of a resolution.

NOW, THEREFORE, BE IT RESOLVED, that the Humboldt County Fair Association's Board of Directors hereby authorizes the addition of Director Clint Duey, Finance Chair, as an authorized signer on all U.S. Bank accounts held by the Association.

BE IT FURTHER RESOLVED, that the Chief Executive Officer is authorized and directed to execute and submit any necessary documents to U.S. Bank to effectuate this action.

PASSED AND ADOPTED this ____ day of _____, 2025, upon motion by Director _____, seconded by Director _____, and carried by the following vote:

Vote: (Check for Yes, 0 for No)

<input type="checkbox"/> Andy Titus	<input type="checkbox"/> Lawrence Dwight	<input type="checkbox"/> Greg Gomes	<input type="checkbox"/> Clint Duey
<input type="checkbox"/> Sandy Hanks	<input type="checkbox"/> Darren Hansen	<input type="checkbox"/> Johanna Rodoni	<input type="checkbox"/> (Vacant)
<input type="checkbox"/> Ben Hawk	<input type="checkbox"/> Wayne Wilson	<input type="checkbox"/> --- (Vacant) _	

Date Approved:

Signed: _____
Andy Titus, President

Date:

Signed: _____
Sandy Hanks, Board Secretary

Date:

Humboldt County Fair Association
1250 5th Street
Ferndale, CA 95536

October 23, 2025

U.S. Bank
735 5th Street
Eureka, CA 95501

Subject: Humboldt County Fair Association – Bank Authorization

To Whom It May Concern,

At its regular Board of Directors meeting on October 27, 2025 the Humboldt County Fair Association voted to approve that Andy Titus, HCFA President, and Greg Gomes, HCFA Vice President, give full consent to the following authorized persons and act on the Association's behalf with regard to transactions under accounts: 1-4664, 1-5548, 1-4854, 1-0027, 1-4648 with U.S. Bank. The Association further requests the removal of Jack Rice, former Treasurer, as he is no longer a current officer of the Association.

The Association gives full authorization and access, including online banking access, to enable deposits and payment transactions, and excludes loan transactions unless specifically approved by the Association's Board of Directors. This permission is granted effective October 27, 2025

Add Authorized Association Representatives

- Clint Duey, HCFA Finance Chair

Add or Affirm Authorized Signatories

- Andrew (Andy) Titus, HCFA President
- Greg Gomes, HCFA Board Member
- Moira Kenny, Chief Executive Officer
- Clint Duey, HCFA Finance Chair

Removal of Representatives

- Jack Rice, former HCFA Treasurer

If you have any questions or require additional information, please contact Moira Kenny, CEO, at (707) 786-9511 or ceo@humboldtcountyfair.org

Sincerely,

Andy Titus, President

Sandy Hanks, Secretary



Date: October 24, 2025

To: Humboldt County Fair Association Board of Directors

From: Moira Kenny, Chief Executive Officer

Subject: Approve and Authorized Resolution 2025-02 Approving the 2025-2026 CDFA Operational Grant

Recommendation:

That the Board:

- 1) Approve the Agreement and Authorize the C.E.O to Execute the CDFA Grant Agreement for the Period of November 1, 2025-December 31, 2026 in the amount of \$40,000.00; and
- 2) Approve Resolution 2025-02 "Approval for Allocation Funding in the Amount of 40,000.00"

Summary

The Humboldt County Fair Association annually submits a standard agreement for yearly allocation funding from the California Dept. of Food and Agriculture. To receive the funds, CDFA requires 1) an executed agreement and 2) either Board minutes or a board resolution approving the standard agreement, 3) a copy of the year prior STOP report; and 4) the approved budget for calendar year 2026, submitted no later than December 31, 2025.

Staff recommends the Board 1) approve the agreement to receive Operational and Training funds in the amount of \$40,000.00 for the period of November 1, 2025 through December 31, 2026; and 2) authorize the CEO to execute the agreement.

Funds are typically disbursed during the month of June of the disbursement period.

ATTACHMENTS

1. Resolution 2025-02 Approval for Allocation Funding in the Amount of \$40,000.00
2. CDFA Operational Grant Signature Page

RESOLUTION 2025-02
OF THE
HUMBOLDT COUNTY FAIR ASSOCIATION
BOARD OF DIRECTORS
APPROVAL FOR ALLOCATION FUNDING IN THE AMOUNT OF
\$40,000.00 FROM CALIFORNIA DEPARTMENT OF FOOD &
AGRICULTURE AGREEMENT #25-0474-000-SG

WHEREAS, the California Department of Food & Agriculture provides annually funding opportunities to District Agriculture Associations (DAAs) and County Fairs; and

WHEREAS the Humboldt County Fair Association's Chief Executive Officer executed an agreement to receive \$40,000.00 in funding on October 27, 2025, for calendar year 2026; and

WHEREAS the California Department of Food & Agriculture requires verification that the governing entity's Board of Directors has considered and approved submittal of the agreement through either Board minutes or approval of a resolution annually by December 31st, 2025.

NOW BE IT RESOLVED, that the Humboldt County Fair Association's Board of Directors hereby approves ratification of Funding Agreement #25-0474-000-SG and approves Resolution 2025-02.

A motion was made by Director _____, seconded by Director _____ and carried to approve a request for allocation from the CDFA Agreement #25-0474-000-SG.

Vote: (Check for Yes, 0 for No)

<input type="checkbox"/> Andy Titus	<input type="checkbox"/> Lawrence Dwight	<input type="checkbox"/> Greg Gomes	<input type="checkbox"/> Clint Duey
<input type="checkbox"/> Sandy Hanks	<input type="checkbox"/> Darren Hansen	<input type="checkbox"/> Bob Prior	
<input type="checkbox"/> Jack Rice	<input type="checkbox"/> Johanna Rodoni	<input type="checkbox"/> Wayne Wilson	
<input type="checkbox"/> (Vacant)	<input type="checkbox"/> (Vacant)	<input type="checkbox"/> (Vacant)	

Date Approved:

Signed: _____
Andy Titus, President

Date:

Signed: _____
Sandy Hanks, Board Secretary

Date:


GRANT AGREEMENT
SIGNATURE PAGE

AGREEMENT NUMBER
25-0474-000-SG

1. This Agreement is entered into between the State Agency and the Recipient named below:
- STATE AGENCY'S NAME
CALIFORNIA DEPARTMENT OF FOOD AND AGRICULTURE (CDFA)
- RECIPIENT'S NAME
HUMBOLDT COUNTY FAIR ASSOCIATION
2. The Agreement Term is: November 1, 2025 through December 31, 2026
3. The maximum amount of this Agreement is: \$40,000.00
4. The parties agree to comply with the terms and conditions of the following exhibits and attachments which are by this reference made a part of the Agreement:
- Exhibit A: Recipient and Project Information 2 Page(s)
- Exhibit B: General Terms and Conditions 5 Page(s)
- Exhibit C: Payment and Budget Provisions 2 Page(s)
- Attachments: Scope of Work and Budget

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.
RECIPIENT

RECIPIENT'S NAME (*Organization's Legal Name*)
HUMBOLDT COUNTY FAIR ASSOCIATION


BY (<i>Authorized Signature</i>) 	DATE SIGNED 10/27/2025
--	---------------------------

PRINTED NAME AND TITLE OF PERSON SIGNING
Moira Kenny, Chief Executive Officer

ADDRESS
1250 5th Street, Ferndale, CA 95536

STATE OF CALIFORNIA

AGENCY NAME
CALIFORNIA DEPARTMENT OF FOOD AND AGRICULTURE (CDFA)

BY (<i>Authorized Signature</i>) 	DATE SIGNED
--	-------------

PRINTED NAME AND TITLE OF PERSON SIGNING
ANDREA PERKINS, STAFF SERVICES MANAGER I, OFFICE OF GRANTS ADMINISTRATION

ADDRESS
1220 N STREET, ROOM 120
SACRAMENTO, CA 95814

EXHIBIT A

RECIPIENT AND PROJECT INFORMATION

1. CDFA hereby awards an Agreement to the Recipient for the project described herein:
Distribution of funds allocated to District Agricultural Associations (DAAs) and Non-Profit County and Citrus Fruit Fairs on an annual basis for local fair assistance and operational purposes.

Project Title: 2025/2026 Fiscal Year Base Allocation

2. The Managers for this Agreement are:

FOR CDFA:		FOR RECIPIENT:	
Name:	Mike Francesconi	Name:	Moirra Kenny
Division/Branch:	Marketing / Fairs & Expositions	Organization:	HUMBOLDT COUNTY FAIR ASSOCIATION
Address:	1220 N Street	Address:	1250 5th Street
City/State/Zip:	Sacramento, CA 95814	City/State/Zip:	Ferndale, CA 95536
Phone:	916-900-5365	Phone:	707-786-9511
Email Address:	mike.francesconi@cdfa.ca.gov	Email Address:	ceo@humboldtcountyfair.org

3. The Grant Administrative Contacts for this Agreement are:

FOR CDFA:		FOR RECIPIENT:	
Name:	Kaylen Yates	Name:	Shanna Johnson
Division/Branch:	Marketing / Fairs & Expositions	Organization:	Humboldt County Fair Association
Address:	1220 N Street	Address:	1250 5th Street
City/State/Zip:	Sacramento, CA 95814	City/State/Zip:	Ferndale, CA 95536
Phone:	916-900-5027	Phone:	707-786-9511
Email Address:	kaylen.yates@cdfa.ca.gov	Email Address:	frontdesk@humboldtcountyfair.org
		FISCAL CONTACT FOR RECIPIENT (if different from above):	
		Name:	
		Organization:	
		Address:	
		City/State/Zip:	
		Phone:	
		Email Address:	

4. RECIPIENT: Please check appropriate box below:

Research and Development (R&D) means all research activities, both basic and applied, and all development activities that are performed by non-Federal entities. The term research also includes activities involving the training of individuals in research techniques where such activities utilize the same facilities as other R&D activities and where such activities are not included in the instruction function.

This award ☐ does ☒ does not support R&D.

5. For a detailed description of activities to be performed and duties, see Scope of Work and Budget.

EXHIBIT B

GENERAL TERMS AND CONDITIONS

1. Approval

This Agreement is of no force or effect until signed by both parties. The Recipient may not invoice for activities performed prior to the commencement date or completed after the termination date of this Agreement.

2. Agreement Execution

Unless otherwise prohibited by state law, regulation, or Department or Recipient policy, the parties agree that an electronic copy of a signed Agreement, or an electronically signed Agreement, has the same force and legal effect as an Agreement executed with an original ink signature. The term "electronic copy of a signed Agreement" refers to a transmission by facsimile, electronic mail, or other electronic means of a copy of an original signed Agreement in a portable document format. The term "electronically signed Agreement" means an Agreement that is executed by applying an electronic signature using technology approved by all parties.

3. Assignment

This Agreement is not assignable by the Recipient, either in whole or in part, without the prior consent of the CDFA Agreement Manager or designee in the form of a formal written amendment.

4. Governing Law

This Agreement is governed by and will be interpreted in accordance with all applicable State and Federal laws.

5. State and Federal Law

It is the responsibility of the Recipient to know and understand which State, Federal, and local laws, regulations, and ordinances are applicable to this Agreement and the Project, as described in Exhibit A. The Recipient shall be responsible for observing and complying with all applicable State and Federal laws and regulations. Failure to comply may constitute a material breach.

6. Recipient Commitments

The Recipient accepts and agrees to comply with all terms, provisions, conditions and commitments of the Agreement, including all incorporated documents, and to fulfill all assurances, declarations, representations, and statements made by the Recipient in the application, documents, amendments, and communications in support of its request for funding.

7. Performance and Assurances

The Recipient agrees to faithfully and expeditiously perform or cause to be performed all Project work as described in the Scope of Work, and to apply grant funds awarded in this Agreement only to allowable Project costs.

8. Mutual Liability

Parties shall, to the extent allowed by law, each be individually liable for any and all claims, losses, causes of action, judgments, damages, and expenses to the extent directly caused by their officers, agents, or employees.

9. Unenforceable Provision

In the event that any provision of this Agreement is unenforceable or held to be unenforceable, the parties agree that all other provisions of this Agreement shall remain operative and binding.

10. Contractors/Consultants

The Recipient, and the agents and employees of Recipient, in the performance of this Agreement, are not officers, employees, or agents of the CDFA. The Recipient's obligation to pay its Contractors/Consultants is an independent obligation from the CDFA's obligation to make payments to the Recipient. Recipient agrees to comply with all applicable State and local laws and regulations during the term of this Agreement. The Recipient is responsible to ensure that any/all contractors/consultants it engages to carry out activities under this Agreement shall have the proper licenses/certificates required in their respective disciplines. The Contractors/Consultants shall not affect the Recipient's overall responsibility for the management of the project, and the Recipient shall reserve sufficient rights and control to enable it to fulfill its responsibilities under this Agreement.

11. Non-Discrimination Clause

The Recipient agrees that during the performance of this Agreement, it will not discriminate, harass, or allow harassment or discrimination against any employee or applicant for employment based on race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, genetic information, marital status, sex, gender, gender identity, gender expression, age, sexual orientation, or military and veteran status. The Recipient agrees to require the same of all contractors and consultants retained to carry out the activities under this Agreement.

The Recipient agrees that during the performance of this Agreement, the evaluation and treatment of its employees and applicants for employment are free from discrimination and harassment. The Recipient will comply with the provisions of the Fair Employment and Housing Act (Government Code section 12990 *et seq.*) and the applicable regulations promulgated there under (California Code of Regulations, Title 2, section 10000 *et seq.*). The applicable regulations of the Fair Employment and Housing Council implementing Government Code section 12990 (a-f), set forth in Division 4.1 of Title 2 of the California Code of Regulations, are incorporated into this Agreement by reference and made a part hereof as if set forth in full. The Recipient will give written notice of their obligations under this clause to labor organizations with which they have a collective bargaining unit or other Agreement. The Recipient must include the nondiscrimination and compliance provisions of this clause in all subcontracts to perform work under this Agreement.

The Recipient agrees to require the same of all contractors and consultants retained to carry out activities under this Agreement.

12. Excise Tax

The State of California is exempt from federal excise taxes and no payment will be made for any taxes levied on employees' wages. The CDFA will pay for any applicable State of California or local sales or use taxes on the services rendered or equipment or parts supplied pursuant to this Agreement. California may pay any applicable sales and use tax imposed by another State.

13. Disputes

The Recipient must continue with the responsibilities under this Agreement during any dispute. In the event of a dispute, the Recipient must file a "Notice of Dispute" with the CDFA Agreement Manager, identified in Exhibit A, or designee within ten (10) calendar days of discovery of the problem. The Notice of Dispute must contain the Agreement number. Within ten (10) calendar days of receipt of the Notice of Dispute, the CDFA Agreement Manager or designee must meet with the Recipient for the purpose of resolving the dispute. In the event of a dispute, the language contained within this Agreement prevails.

14. Termination for Convenience

This Agreement may be terminated by either party upon written notice. Notice of termination must be delivered to the other party at least thirty (30) calendar days prior to the intended date of termination. Notice of termination does not nullify obligations already incurred prior to the date of termination. In the event of Termination for Convenience of this Agreement by CDFA, CDFA must pay all responsible costs and non-cancellable obligations incurred by the Recipient as of the date of termination.

15. Termination for Cause

Either party may terminate this Agreement for cause in the event of a material breach of this Agreement, provided that the non-breaching party provides written notice of the material breach. If the breach is not cured to the satisfaction of the non-breaching party, this Agreement shall automatically terminate and the CDFA shall reimburse the Recipient for all documented costs incurred up to the date of the notice of termination, including all non-cancellable obligations. Timelines associated with notice and curing of material breaches shall be consistent with the timelines outlined in paragraph 17.

16. Acceptable Failure to Perform

The Recipient shall not be liable for any failure to perform as required by this Agreement, to the extent such failure to perform is caused by any of the following: labor disturbances or disputes of any kind, accidents, the inability to obtain any required government approval to proceed, civil disorders, acts of aggression, acts of God, energy or other conservation measures, failure of utilities, mechanical breakdowns, materials shortages, disease, pandemics, or similar occurrences.

17. Breach

The parties may be in material breach under this Agreement if they fail to comply with any term of this Agreement, or a party determines that the other party is not implementing the Project in accordance with the provisions of this Agreement, or that a party has failed in any other respect to comply with the provisions of this Agreement. In the event of a material breach, the party identifying the breach shall provide a Notice of Material Breach to the breaching party within fifteen (15) calendar days upon discovery of breach. The breaching party shall have fifteen (15) calendar days from receipt of the notice to notify how it intends to cure the breach. Upon receipt of the proposed cure, the non-breaching party has fifteen (15) days to accept or reject the proposed cure. Upon the non-breaching party's approval of the cure, the breaching party has thirty (30) days to implement the cure. If the breaching party fails to cure the breach within thirty (30) days of the non-breaching party's approval of the cure, the non-breaching party may take the following respective actions:

- A. CDFA may suspend payments;
- B. CDFA may demand repayment of all funding;
- C. Either party may terminate the Agreement
- D. CDFA may debar Recipient; or
- E. Either party may take any other action deemed necessary to recover costs.

The non-breaching party shall send a Notice of Failure to Cure Material Breach upon its decision to carry out any of these actions. These actions are effective upon issuance of the Notice of Failure to Cure Material Breach, unless the Recipient appeals a Notice of Failure to Cure Material Breach, in which case the effective date falls on the issuance of a final decision on the appeal.

Where CDFA notifies the Recipient of its decision to demand repayment pursuant to this paragraph, the funds that are subject to the demand shall be repaid immediately. CDFA may consider the Recipient's refusal to repay the requested disbursed amount a material breach.

A Notification of Failure to Cure Material Breach may be appealed to CDFA. The appeal must be post marked within ten (10) calendar days of the date the Recipient received the Notice of Failure to Cure

and addressed to the CDFA Legal Office of Hearing and Appeals or emailed to CDFA.LegalOffice@cdfa.ca.gov.

California Department of Food and Agriculture
Legal Office of Hearing and Appeals
1220 N Street
Sacramento, CA 95814

All notices, communications, and appeals described in this paragraph must be received in writing to be considered timely.

If CDFA notifies the Recipient of its decision to withhold the entire funding amount from the Recipient pursuant to this paragraph, this Agreement shall terminate upon receipt of such notice by the Recipient and CDFA shall no longer be required to provide funds under this Agreement and the Agreement shall no longer be binding on either party.

18. Publicity and Acknowledgement

The Recipient agrees that it will acknowledge CDFA's support whenever projects funded, in whole or in part, by this Agreement are publicized in any news media, brochures, publications, audiovisuals, presentations or other types of promotional material and in accordance with the Grant Procedures Manual if incorporated by reference and attachment to the Agreement. The Recipients may not use the CDFA logo.

19. News Releases/Public Conferences

The Recipient agrees to notify the CDFA in writing at least two (2) business days before any news releases or public conferences are initiated by the Recipient or its Contractors/Consultants regarding the project described in the Attachments, Scope of Work and Budget and any project results.

20. Scope of Work and Budget Changes

Changes to the Scope of Work, Budget, or the Project term, must be requested in writing to CDFA Grant Administrative Contact no less than thirty (30) days prior to the requested implementation date. Any changes to the Scope of Work and Budget are subject to CDFA approval and, at its discretion, CDFA may choose to accept or deny any changes. If accepted and after negotiations are concluded, the agreed upon changes will be made and become part of this Agreement. CDFA will respond in writing within ten (10) business days as to whether the proposed changes are accepted.

21. Reporting Requirements

The Recipient agrees to comply with all reporting requirements specified in Scope of Work and/or Grant Procedures Manual if incorporated by reference to this Agreement as an attachment.

22. California State Auditor

This Agreement is subject to examination and audit by the California State Auditor for a period of three (3) years after final payment under the Agreement.

23. Equipment

Purchase of equipment not included in the approved Budget requires prior approval. The Recipient must comply with state requirements regarding the use, maintenance, disposition, and reporting of equipment as contained in CCR, Title 3, Division 1, Chapter 5, sections 303, 311, 324.1 and 324.2.

24. Closeout

The Agreement will be closed out after the completion of the Project or project term, receipt and approval of the final invoice and final report, and resolution of any performance or compliance issues.

25. Confidential and Public Records

The Recipient and CDFA understand that each party may come into possession of information and/or data which may be deemed confidential or proprietary by the person or organization furnishing the information or data. Such information or data may be subject to disclosure under the California Public Records Act or the Public Contract Code. To the extent allowed by law, CDFA determines whether the information is releasable. Each party agrees to maintain such information as confidential and notify the other party of any requests for release of the information.

26. Amendments

Changes to funding amount or Agreement term require an amendment and must be requested in writing to the CDFA Agreement Manager or designee no later than sixty (60) calendar days prior to the requested implementation date. Amendments are subject to CDFA approval, and, at its discretion, may choose to accept or deny these changes. No amendments are possible if the Agreement is expired.

27. Executive Order N-6-22 Russia Sanctions

On March 4, 2022, Governor Gavin Newsom issued Executive Order N-6-22 (the EO) regarding Economic Sanctions against Russia and Russian entities and individuals. "Economic Sanctions" refers to sanctions imposed by the U.S. government in response to Russia's actions in Ukraine, as well as any sanctions imposed under state law. The EO directs state agencies to terminate agreements with, and to refrain from entering any new agreements with, individuals or entities that are determined to be a target of Economic Sanctions. Accordingly, should the State determine Recipient is a target of Economic Sanctions or is conducting prohibited transactions with sanctioned individuals or entities, that shall be grounds for termination of this agreement. The State shall provide Recipient advance written notice of such termination, allowing Recipient at least 30 calendar days to provide a written response. Termination shall be at the sole discretion of the State.

EXHIBIT C
PAYMENT AND BUDGET PROVISIONS

1. Invoicing and Payment

- A. For activities satisfactorily rendered and performed according to the attached Scope of Work and Budget, and upon receipt and approval of the invoices, CDFA agrees to reimburse the Recipient for actual allowable expenditures incurred in accordance with the rates specified herein, which is attached hereto and made a part of this Agreement.
- B. Invoices must include the Agreement Number, performance period, type of activities performed in accordance with this Agreement, and when applicable, a breakdown of the costs of parts and materials, labor charges, and any other relevant information required to ensure proper invoices are submitted for payment.
- C. Unless stated in the Scope of Work quarterly invoices must be submitted to the CDFA Administrative Contact, within thirty (30) calendar days after the end of each quarter in which activities under this Agreement were performed.
- D. Unless stated in the Scope of Work a final invoice will be submitted for payment no more than thirty (30) calendar days following the expiration date of this Agreement, or after project is complete, whichever comes first. The final invoice must be clearly marked "Final Invoice" thus indicating that all payment obligations of the CDFA under this Agreement have ceased and that no further payments are due or outstanding.

2. Allowable Expenses and Fiscal Documentation

- A. The Recipient must maintain adequate documentation for expenditures of this Agreement to permit the determination of the allowability of expenditures reimbursed by CDFA under this Agreement. If CDFA cannot determine if expenditures are allowable under the terms of this Agreement because records are nonexistent or inadequate according to Generally Accepted Accounting Principles, CDFA may disallow the expenditures.
- B. If mileage is a reimbursable expense, using a privately-owned vehicle will be at the standard mileage rate established by the United States (U.S.) Internal Revenue Service (IRS) and in effect at the time of travel. The standard mileage rate in effect at the time of travel can be found on [IRS's website](#) regardless of funding source/type.
- C. If domestic travel is a reimbursable expense, receipts must be maintained to support the claimed expenditures. The maximum rates allowable for travel within California are those established by the California Department of Human Resources ([CalHR](#)). The maximum rates allowable for domestic travel outside of California are those established by the United States General Services Administration ([GSA](#)).
- D. If foreign travel is a reimbursable expense, receipts must be maintained to support the claimed expenditures. The maximum rates allowable are those established in a per diem supplement to Section 925, [Department of State Standardized Regulations](#).
- E. The Recipient will maintain and have available, upon request by CDFA, all financial records and documentation pertaining to this Agreement. These records and documentation will be kept for three (3) years after completion of the Agreement period or until final resolution of any performance/compliance review concerns or litigation claims.

3. Prompt Payment Clause

Payment will be made in accordance with, and within the time specified in, California Government Code Title 1, Division 3.6, Part 3, Chapter 4.5, commencing with Section 927 - The California Prompt Payment Act.

4. Budget Contingency Clause

If funding for any fiscal year is reduced or deleted for purposes of this program, the CDFA has the option to either cancel this Agreement with no liability occurring to the CDFA or offer to amend the Agreement to reflect the reduced amount.

California Department of Food and Agriculture Fairs & Expositions – California Network of Fairs 2025-2027 FY Allocation

Scope of Work

A. Purpose/Authority/Availability of Funds

The California Department of Food and Agriculture (CDFA) has \$2.6 million General Fund dollars for local assistance to Fairs within the Network of Fair's class sizes I-IV+ for general operational support. Funds are available from October 20, 2025 through December 31, 2026.

The allocation may be used for the following items related to the fair's operations:

- Administration Expenses (i.e. audit, office supplies)
- Maintenance & General Operations Expenses (i.e., payroll, utilities, supplies, equipment)
- Fair Event Expenses (i.e., advertising, attendance supplies, exhibit supplies)
- Premium Expenses (i.e., awards, ribbons, trophies)
- Horse Racing Expenses (i.e., supplies)
- Satellite Wagering Facility Expenses (i.e., supplies)
- Long-Term Debt (payoff/paydown loans)
- Payment to state agencies for premiums owed (i.e., auto insurance; pension/health premiums; Attorney General's Office services; CalFire)

B. Responsibilities of Parties

For Operational Allocations, All Fairs shall:

1. Submit the documents below to CDFA by December 31, 2026, and comply with the following:
 - a. Approved Board minutes/resolution approving the request/Agreement for allocation
 - b. 2024 Statement of Operations (STOP)
 - c. 2024 Financial Review or Financial Audit¹
 - d. 2026 Operating Budget with supporting approved Board minutes/resolution
2. Comply with the following:
 - a. Be in good standing (either current or under a payment agreement) on all loans/obligations to CDFA

¹ An audit/financial review engagement letter may be considered

- b. Abide by [California State Rules for California Fairs](#), ensuring all youth whom participate in livestock shows have taken a CDFA approved quality assurance course²
- c. Follow all active Emergency Proclamations and Executive Orders signed by the Governor. The fair shall include this requirement in all contracts.
- d. Follow all directives and guidance issued by the California Department of Public Health and local health authorities regarding COVID-19 as applicable to gatherings and events. The fair shall include this requirement in all contracts.

District Agricultural Associations (DAA)

- 3. Comply with the following:
 - a. All District Agricultural Associations (DAAs) in the Fairs on the Watch Program (FOTW) must be current on all required reports due to CDFA.
 - b. By April 15th of each year, return the completed and signed Form 700s and the filer's certification list to the F&E Training Coordinator
 - c. Board members and CEO shall be current on all training required by CDFA.

County Fairs (Non-DAA/Non-State-Affiliated)

- 4. Comply with the following:
 - a. If a county fair is operated by a non-profit, the lease must have been approved by CDFA.
 - b. The non-profit shall comply with the Ralph M. Brown Act (California Government Code section 54950 et seq.) and Public Records Act (California Government Code section 6250 et seq.).

CDFA shall:

- 1. Review required documents submitted and determine whether to approve operational allocation requests.
- 2. Ensure DAAs are current on all obligations owed to CDFA.
- 3. Be responsible for maintaining this Agreement and process payment once the fair responsibilities are completed.
- 4. Within its sole discretion, perform a fiscal or compliance audit.

² Proof of YQCA program tracking may be requested at anytime

Notify the fair in writing if a request for allocation is denied. The notification will include the reason(s) for the denial and instructions on how to cure the deficiency, with deadline, and how the fair may appeal the denial.

C. Request and Documentation Submittals

All operational allocation requests shall be submitted via email to:
Joji Kume, Joji.Kume@cdfa.ca.gov

BUDGET DISPLAY

Budget Detail and Payment Provision

1. The operational allocation for the Fair is as follows:

Fiscal Year	Total
2025-2026	\$40,000.00
2026-2027	\$0.00

Operational allocations must be requested to CDFA by December 31, 2026.



Staff Report

Date: October 23, 2025

To: Humboldt County Fair Association Board of Directors

From: Moira Kenny, CEO

Subject: 2025 Sponsor and Board of Directors Appreciation Event

Background

The Executive Committee met on Monday, October 20, 2025, to discuss the Board of Directors and Sponsor Appreciation event options and locations. After discussing the possibilities, the committee expressed strong support for hosting a relaxed, rink-side Sponsor and Board of Directors Appreciation Event in Hindley Hall, featuring free skating and a social, open-house style format.

The return of the ice rink represents an exciting enhancement to our winter programming, providing new opportunities for community recreation, sponsor engagement, and off-season activity at the Fairgrounds.

With the absence of a horse race meet this year, the Association experienced a reduction in sponsorship participation. This event offers an opportunity to reconnect with sponsors, renew community enthusiasm, and showcase the ongoing improvements and activities that continue to make the Fairgrounds a year-round destination.

If approved, the appreciation event will celebrate the reopening of the ice rink and highlight the success of other winter attractions, including the Sparkling Lights Spectacular walking tour and the Holiday Tree Bazaar. While this year's gathering will be less formal than past dinners, it is designed to be warm, engaging, and centered on thanking sponsors and directors for their continued commitment to the Fairgrounds.

Event Overview

The Sponsor and Board of Directors Appreciation Event is recommended for January 10, 2025, the final weekend of the ice rink program. The event will be held in Hindley Hall, adjacent to the rink. This year's celebration will move away from the traditional formal dinner and instead feature a relaxed, open-house style evening that encourages mingling

and conversation. The goal is to create a festive, family-friendly atmosphere that highlights the return of the rink and celebrates the ongoing revitalization of our winter programming.

The evening will include:

- Finger foods and appetizers served throughout the event rather than a plated meal, creating a casual, social environment.

Venue and Setup

While Belotti Hall has traditionally hosted sponsor dinners, it would be too large for the reduced sponsor count in 2025. Hindley Hall, with the adjacent ice rink, offers a more intimate and engaging setting. The atmosphere will be casual and interactive, featuring comfortable lounge areas and high-top tables that encourage conversation. Food and beverage stations will be placed throughout the hall to keep guests moving and mingling.

Soft lighting and festive winter décor will enhance the rink's ambiance, creating a warm and welcoming environment for sponsors and their families. The visual connection between the ice rink and the gathering space will serve as a reminder of how community and sponsor support directly impact the Fairgrounds' ability to offer family-friendly, year-round events.

Fiscal Impact

Event costs will include food, beverages, staffing, and rink operations for the evening. These expenses will be covered through the Fairgrounds' sponsor events budget, with staff working to minimize costs through in-house coordination and potential in-kind donations. A detailed budget will be presented once catering and vendor estimates are finalized.

Recommendation

Staff recommends that the Board approve the use of Hindley Hall and the ice rink for the 2025 Sponsor and Board of Directors Appreciation Event and endorse the proposed open-house format. This approach will provide a relaxed and enjoyable experience for sponsors and directors, highlight the successful return of the ice rink, and reinforce the Fairgrounds' role as a vibrant, year-round community destination.