



Notice of Meeting and Agenda

Humboldt County Fair Association
Meeting of the Governing Board
Financial Committee

Tuesday, April 22, 2025 at 8:30 AM
In-Person - Board Room

AGENDA

I. CALL TO ORDER

II. ROLL CALL

___ Jack Rice ___ Andy Titus ___ Greg Gomes ___ Lawrence Dwight ___ Johanna Rodoni
___ Darren Hansen

III. PUBLIC COMMENT ON NON-AGENDA ITEMS

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

IV. ADMINISTRATIVE ITEMS

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

V. NEW BUSINESS ITEMS

- a. Review and Approve Financial Reports Presented for Recommendations to HCFA Board of Directors.
 - i. February 2025 KPI Monthly Report

VI. ADJOURN

All agenda items are subject to discussion and possible action.

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

Humboldt County Fair Association

MONTHLY REPORT

March 2025



Printed 4/9/25

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 March 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

March 2025: Net Profit was -\$39k.

March 2025: Bank Accounts were \$460.1k.

March 2025: Net Cash Increase For Period was -\$85.2k.

March 2025: Net Assets were \$1.7m.

March 2025: Gross Profit Margin was 100%.

March 2025: Current Ratio was 15.79.

Profit & Loss

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through January 2025 - March 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 (\$39k)



March 2025: Net Profit was \$862 lower than February 2025.

(401%)

Operating Profit Margin

(170%)

Net Profit Margin

Trailing Twelve Months (TTM)

	Mar 25	Fiscal YTD	TTM
Income	22,886	147,969	2,584,594
Total Expense	61,734	219,765	2,772,048
Net Operating Income	-38,848	-71,796	-187,455
Total Other Income	-130	2,486	1,188,650
Total Other Expense	0	69	1,184,135
Net Profit	-38,978	-69,380	-182,940

Revenue and Expense



Total Income

\$22.8k

Mar25 Total income was \$22.8k, or 6%, lower than Feb25. This was primarily due to \$2.6k less in JLA buyer payments in March.

Total Expense

\$61.7k

Mar25 total expenses were \$61.7k, or 0.09%, lower than Feb25.

Total YTD Income

\$148k

Total YTD Income through Mar25 was \$15k, or 9%, lower than the PY. This was due to S&U payout and local base allocation previously noted.

Total YTD Expense

\$219.8k

Total YTD Expense through Mar25 was \$8.6k, or 4%, higher than the PY. This was due to increases of \$10k maintenance payroll 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.

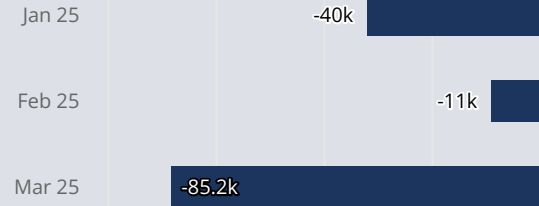
Cash Management

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.

\$460.1k

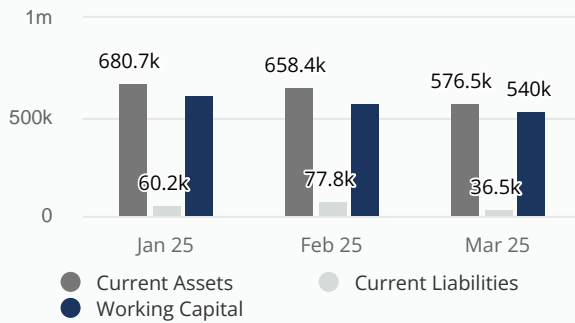
Bank Accounts

Net Change in Cash:



March 2025: Bank Accounts were \$89.2k lower than February 2025.

Working Capital



Current Ratio

	Mar 25
Current Assets	\$576,470
Current Liabilities	\$36,498
Current Ratio	▲ 15.79

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

231,004

Cash Burn Rate (Months)

2

Cash Balance

467,320

Accounts Receivable

108,162

Total Cash

575,482

YTD Cash Burn

2,772,048

YTD Income

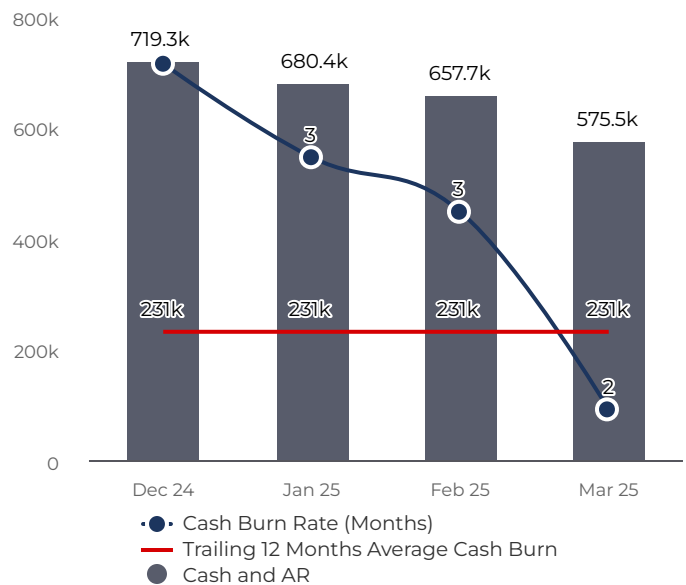
2,584,594

Difference

-187,455

Apr 24 - Mar 25

06/15/2025



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. As seen above, the Fair generated \$2.98M of revenue against \$3.08M of operating expenses. As a result, if expenses were to remain consistent over the next 12 months, the 2025 fair would only need to generated an additional \$95k in revenue, only a 3% increase.

Accounts Receivable
\$108.2k



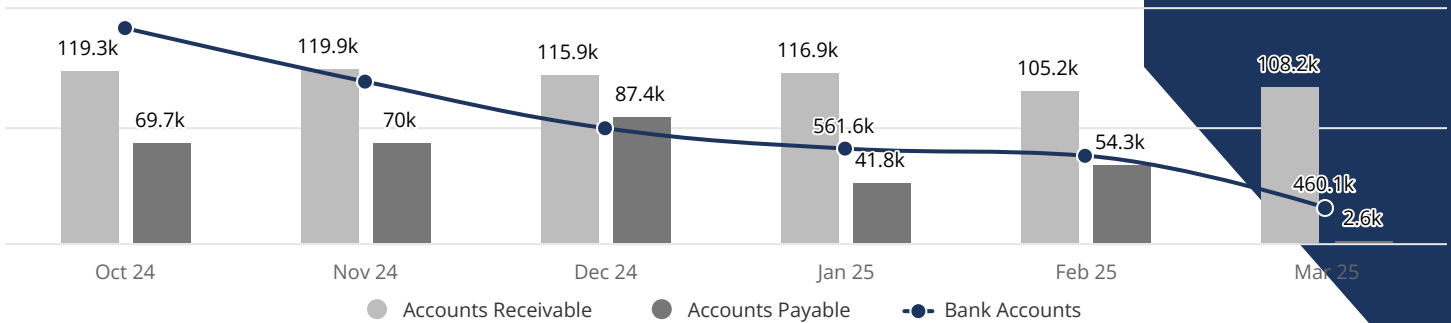
March 2025: Accounts Receivable were \$2,923 higher than February 2025.

Accounts Payable
\$2.6k



March 2025: Accounts Payable were 1,635 lower than February 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 March 2025, the Organization's ROA was -3.82%

	Jan 24 - Mar 24	Jan 25 - Mar 25
Assets	2,043,436	1,815,505
Net Profit	-45,347	-69,380
ROA	-2.22%	-3.82%

Return on Net Assets (RONA)

RONA percentage indicates how efficient an organization is at generating growth from its net assets. This metric helps nonprofits understand how well they are leveraging their resources to fulfill their mission and generate revenue. While there isn't a universally accepted benchmark for RONA, organizations should aim for a positive and increasing trend over time. Through March 2025, the Organization's RONA was -4.10%.

	Jan 24 - Mar 24	Jan 25 - Mar 25
Net Assets	1,874,807	1,691,867
Net Profit	-45,347	-69,380
ROE	-2.42%	-4.10%

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 March 2025, the Organization experienced a reduction in its Operating Reserve of 0.27 from 2024.

	Jan 24 - Mar 24	Jan 25 - Mar 25
Unrestricted Net Assets	913,560	913,560
Total Operating Expenses	206,141	219,765
Operating Reserve Ratio	4.43	4.16

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

	Mar 25	Mar 25 Prelim Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Mar 25 YTD	2025 YTD Prelim Budget
Income						
31200 Local (Base) Allocation					39,500	
42200 Concessions Revenue						
Total 42200 Concessions Revenue	575	715	-140	-20%	575	715
43000 Exhibits Revenue						
43200 Donated & Sponsored Awards	80		80		80	
Total 43000 Exhibits Revenue	80	80	80		80	
45000 Horse Racing Revenue						
45500 Other Live Racing Revenue	86	81	5	6%	86	223
Total 45000 Horse Racing Revenue	86	81	5	6%	86	223
47000 Miscellaneous Fair Revenue						
47900 Other Miscellaneous Fair Revenue						
47902 Fair Merchandise		132	-132	-100%		132
42500 Vendor Application Fee	575	715	-140	-20%	575	715
Total 47900 Other Miscellaneous Fair Revenue		132	-132	-100%		132
Total 47000 Miscellaneous Fair Revenue		132	-132	-100%		132
47005 Miscellaneous Non-Fair Programs						
Total 47005 Miscellaneous Non-Fair Programs	3,115		3,115		3,115	
48000 Interim Revenue						
48100 Rental of Buildings	6,325	5,198	1,127	22%	16,375	18,712
48105 Arlington Rental Revenue	935		935		2,805	
48200 Grounds Rental	990	1,958	-968	-49%	2,095	6,573
48201 RV Camping Interim Revenue	1,424	3,587	-2,163	-60%	7,694	13,475
48202 Stall & Arena Rental Income	4,160	4,453	-293	-7%	10,259	12,567
48203 RV & Boat Storage	5,966	7,480	-1,514	-20%	18,070	22,954
48300 Equipment Rentals	30	99	-69	-70%	165	1,194
47006 Interim Concession Revenue	25		25		25	

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

	Mar 25	Mar 25 Prelim Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Mar 25 YTD	2025 YTD Prelim Budget
48503 Insurance Processing Fee	20	44	-24	-55%	-5	154
47008 Interim Parking Revenue	90		90		90	
48700 Other Interim Revenues					15	149
Total 48000 Interim Revenue	20,001	22,819	-2,818	-12%	57,624	75,778
49500 Other Operating Revenue						
47009 Non-Fair Donations & Sponsorships	3,000		3,000		3,000	
49540 Other Operating Revenue		105,600	-105,600	-100%	51,000	105,600
Total 49500 Other Operating Revenue		105,600	-105,600	-100%	51,000	105,600
Total Income	22,886	129,347	-106,461	-82%	147,969	182,448
Cost of Goods Sold						
Total Cost of Goods Sold						
Gross Profit	22,886	129,347	-106,461	-82%	147,969	182,448
Expense						
50000 Administration Expense						
50100 Admin Salaries - Permanent	16,163	26,629	-10,466	-39%	58,816	58,306
50320 Admin Payroll Taxes	1,309	2,287	-978	-43%	5,723	5,759
Total 50320 Admin Payroll Taxes	1,309	2,287	-978	-43%	5,723	5,759
50330 Admin Worker's Comp Insurance	1,169		1,169		2,338	4,329
50400 Admin Contracted Professional Services	3,500	6,094	-2,594	-43%	10,800	18,304
50500 Directors' Expenses						213
50600 Employee Travel, Recruitment & Training	2,548	196	2,352	1200%	5,504	361
50700 Office Supplies	456	436	20	5%	1,238	1,324
50701 Computer Software & Supplies	980	2,344	-1,364	-58%	4,659	3,043
50702 Credit Card & Bank Fees	587	508	79	16%	1,612	1,626
50703 QuickBooks CC Payments Fees	381	281	100	36%	1,446	825
50800 Postage	1,096	2,596	-1,500	-58%	1,832	8,526
50900 Dues & Subscriptions	325		325		300	1,746
51000 Insurance (General Liability)	6,757		6,757		13,514	12,103
51050 Property Taxes		-13	13	-100%	8,637	1,556
Total 50000 Administration Expense	35,594	41,358	-5,764	-14%	116,850	118,021

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

	Mar 25	Mar 25 Prelim Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Mar 25 YTD	2025 YTD Prelim Budget
52000 Maintenance & General Operations						
52100 Maint Salaries - Permanent	9,952	12,674	-2,722	-21%	36,179	29,535
52200 Maint Salaries - Temporary		1,056	-1,056	-100%	3,387	2,321
52220 Maintenance Payroll Taxes	861	1,198	-337	-28%	4,299	3,402
52230 Maintenance Worker's Comp Insurance	1,754		1,754		3,507	4,329
52300 Maint Contracted Professional Services	164	74	90	122%	770	248
52500 Maintenance Equipment Rental		743	-743	-100%		1,493
52800 Light, Heat, Water & Power	8,026	15,247	-7,221	-47%	23,664	31,751
52900 Equipment Maintenance		1,983	-1,983	-100%		1,983
53000 Buildings & Grounds Maintenance	146	1,145	-999	-87%	237	1,922
Total 53000 Buildings & Grounds Maintenance	146	1,145	-999	-87%	237	1,922
53100 Trash Removal, Clean-up	1,106	277	829	299%	3,749	5,392
53200 Maintenance Supplies		1,442	-1,442	-100%	4,087	4,246
53300 Special Repairs Under \$5K					2,470	
Total 52000 Maintenance & General Operations	22,010	35,839	-13,829	-39%	82,349	86,622
54000 Publicity Expenses						
54400 Advertising Expense					4	
Total 54000 Publicity Expenses					4	
56000 Attendance Expense						
56101 Attendance Salaries - Temporary	205		205		205	
56120 Attendance Payroll Taxes	26		26		26	
Total 56000 Attendance Expense	231		231		231	
57000 Miscellaneous Fair Expense						
57200 Fair Bar Expenses						
57210 Bartender-Temporary						52

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

	Mar 25	Mar 25 Prelim Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Mar 25 YTD	2025 YTD Prelim Budget
57220 Bartender Payroll Taxes						6
Total 57200 Fair Bar Expenses						58
57700 Sponsorship Expense	46		46		4,398	
Total 57000 Miscellaneous Fair Expense	46		46		4,398	58
58000 Premium Expense						
58100 Cash Premium Awards		230	-230	-100%	13	1,617
58500 Other Premium Expense					5	
Total 58000 Premium Expense		230	-230	-100%	18	1,617
63000 Exhibits Expense						
63101 Exhibits Salaries - Temporary	340		340		340	
63120 Exhibits Payroll Taxes	42		42		42	
63700 Other Exhibits Expense	650		650		650	2,060
Total 63000 Exhibits Expense	1,032		1,032		1,032	2,060
65000 Horse Racing Expense						
65210 Horse Racing Employee Benefits (ER share)		1,859	-1,859	-100%	2,689	2,690
65300 Horse Racing Contracted Professional Services	1,000		1,000		1,000	
65301 CARF Management Fees					486	
65800 Other Horse Racing Expense					65	
Total 65000 Horse Racing Expense	1,000	1,859	-859	-46%	4,239	2,690
66009 Misc. Non Fair Events					1,626	
Total 66009 Misc. Non Fair Events					1,626	
80000 Prior Year Operating Expense Adjustment		-5,217	5,217	-100%	1,469	5,118
Total 80000 Prior Year Operating Expense Adjustment		-5,217	5,217	-100%	1,469	5,118
85000 Cash Shortages & Overages						
85900 Other Cash Over/Under	-4		-4		-4	
Total 85000 Cash Shortages & Overages	-4		-4		-4	
Total Expense	61,734	74,069	-12,335	-17%	219,765	216,186
Net Operating Income	-38,848	55,278	-94,126	-170%	-71,796	-33,738

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

	Mar 25	Mar 25 Prelim Budget	Budget to Actual \$ Variance	Budget to Actual % Variance	Mar 25 YTD	2025 YTD Prelim Budget
Other Income						
49600 Auction Revenues						
49605 JLA Revenues						
49700 JLA Other Revenue						44
49705 JLA Add-ons	-130		-130		-130	
49812 JLA Buyer Income						
49820 JLA Buyer Payments					2,616	
Total 49820 JLA Buyer Payments					2,616	
Total 49812 JLA Buyer Income					2,616	
Total 49605 JLA Revenues	-130		-130		2,486	44
Total 49600 Auction Revenues	-130		-130		2,486	44
Total Other Income	-130		-130		2,486	44
Other Expense						
95000 Junior Livestock Auction Expenses						
95200 JLA - Supplies					69	5,259
Total 95000 Junior Livestock Auction Expenses					69	5,259
Total Other Expense					69	5,259
Net Profit	-38,978	55,278	-94,256	-171%	-69,380	-38,953

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

	Mar 25	Feb 25	CM vs PM \$ Variance	Mar 24	CY vs PY \$ Variance
Assets					
Current Assets					
Bank Accounts					
11000 Cash - Unrestricted					
11300 US Bank Operating Acct (#4664)	271,217	359,775	-88,558	572,901	-301,685
11400 US Bank Premium Acct (#4854)	537	537		240	298
11500 US Bank Payroll Acct (#5356)				990	-990
Total 11000 Cash - Unrestricted	271,754	360,312	-88,558	574,131	-302,377
12000 Cash - Restricted					
12100 US Bank Dairy Heifer Replacement (#0027)	10,432	10,432		9,459	973
12200 US Bank JLA Custodial Acct (#4648)	100,021	100,698	-677	124,213	-24,192
12300 US Bank JLA Operating (#5548)	77,218	77,218		51,277	25,941
Total 12000 Cash - Restricted	187,672	188,349	-677	184,949	2,722
12500 Petty Cash	655	655		-5	660
Total 12500 Petty Cash	655	655		-5	660
Total Bank Accounts	460,081	549,316	-89,235	759,075	-298,995
Accounts Receivable					
13100 Accounts Receivable (A/R)	108,162	105,239	2,923	33,950	74,212
Total Accounts Receivable	108,162	105,239	2,923	33,950	74,212
Other Current Assets					
12800 Payments to deposit	7,240	3,171	4,068	11,375	-4,135
Credit Card Receivables	988	719	269		988
Total Other Current Assets	8,227	3,890		11,375	
Total Current Assets	576,470	658,445	4,337	804,400	-3,148
Fixed Assets					
19200 Buildings & Improvements	4,459,452	4,459,452		4,459,452	
19201 Accumulated Depreciation-Building & Improvements	-3,935,553	-3,935,553		-3,935,553	
19300 Equipment	246,457	246,457		246,457	
19301 Accumulated depreciation-Equipment	-242,422	-242,422		-242,422	
19500 Leasehold Improvements	944,303	944,303		944,303	
19501 Accumulated Depreciation-Leasehold Improvements	-368,011	-368,011		-368,011	
19502 Eco Green Project (PGE)	134,809	134,809		134,809	
Total Fixed Assets	1,239,035	1,239,035		1,239,035	
Other Assets					
Total Other Assets					
Total Assets	1,815,505	1,897,481		2,043,436	
Liabilities and Equity					
Liabilities					
Current Liabilities					
Accounts Payable					
21200 Accounts Payable (A/P)	2,647	54,282	-51,635	6,687	-12,973

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

	Mar 25	Feb 25	CM vs PM \$ Variance	Mar 24	CY vs PY \$ Variance
Accounts Payable - Docyt			-51,635	8,934	-4,039
Total Accounts Payable	2,647	54,282		15,621	-8,934
Credit Card					
21300 Capital One CC (#9529)			-214		1,083
21600 US Bank CC (#2921)		235		1,035	
21610 US Bank CC 2818	2,118	2,097	-235		-1,035
us bank credit card			21		2,118
Total Credit Card	2,118	2,332		1,035	
Other Current Liabilities					
21000 TOT Tax Liability Account	225	54	10,579		-14,813
21100 Insurance Fee's Collected			171		225
22100 Payroll Liabilities					
22200 Federal Payroll Taxes Payable				-73	
22210 Federal Unemployment (940)					73
22300 State Payroll Taxes Payable				-118	
22600 Payroll Clearing Acct (DD)					118
Total 22100 Payroll Liabilities				-190	
22400 Admin Accrued PTO	6,491	6,491		6,491	190
22410 Maintenance Accrued PTO	4,649	4,649		4,649	
22800 Deferred Revenue	14,653	4,445		25,627	
22900 CFSA Insurance Fees Collected	4,340	4,340	10,208	1,845	-10,974
24100 Guaranteed Deposits	700	500		7,600	2,495
24200 Stall Rental Deposits	675	675	200	525	-6,900
Accrued Liability - Docyt (deleted)					150
Total Other Current Liabilities	31,733	21,154		46,546	
Total Current Liabilities	36,498	77,767	10,579	63,202	-14,813
Long-Term Liabilities					
24500 Eco Green Project Loan (PGE)	87,140	88,869	-1,728	105,427	-18,287
Total Long-Term Liabilities	87,140	88,869	-1,728	105,427	-18,287
Total Liabilities	123,638	166,636	-1,728	168,629	-18,287
Equity					
25100 JLAC Net Res (Reserve)	32,997	32,997	-38,978	32,997	-182,940
25200 Racing Incentive Fund (Reserve)	9,830	9,830		9,830	
29000 Inves in Cap Assets	1,213,624	1,213,624		1,213,624	
29100 Unrestricted Net Assets	913,560	913,560		913,560	
Net Income	-69,380	-30,402		-45,347	
Opening balance equity	-99,876	-99,876	-38,978	-99,876	-24,032
Retained Earnings	-308,890	-308,890		-149,982	
Total Equity	1,691,867	1,730,845		1,874,807	-158,908
Total Liabilities and Equity	1,815,505	1,897,481	-38,978	2,043,436	-182,940

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.

Cash Flow Statement

Humboldt County Fair Association

	Mar 25	Feb 25	CM vs PM \$ Variance	Mar 24	CY vs PY \$ Variance
Operating Activities					
Net Income	-38,978	-38,115	-862	48,223	-87,201
Adjustments to Net Income					
13100 Accounts Receivable (A/R)	-2,923	11,696	-14,619	47,368	-50,291
21000 TOT Tax Liability Account	171		171		171
21200 Accounts Payable (A/P)	-51,635	12,477	-64,112	910	-52,545
21600 US Bank CC (#2921)	-235		-235	566	-801
21610 US Bank CC 2818	21	2,077	-2,056		21
22800 Deferred Revenue	10,208	1,880	8,328	15,930	-5,722
22900 CFSA Insurance Fees Collected		100	-100	690	-690
24100 Guaranteed Deposits	200	1,000	-800	450	-250
24200 Stall Rental Deposits		75	-75		
Accounts Payable - Docyt				-30,999	30,999
Credit Card Receivables	-269	-470	202		-269
Total Adjustments to Net Income	-44,461	28,836	-73,297	34,916	
Total Operating Activities	-83,439	-9,280	-74,159	83,139	-79,377
Investing Activities					
Total Investing Activities					
Financing Activities					
24500 Eco Green Project Loan (PGE)	-1,728	-1,728		-3,457	1,728
25100 JLAC Net Res (Reserve)					1,728
Total Financing Activities	-1,728	-1,728		-3,457	
Net Cash Increase For Period	-85,167	-11,008	-74,159	79,682	1,728

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/P Aging
March 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Amazon Prime	45.88					45.88
Eureka Oxygen Co	47.30					47.30
Ferndale Tech	447.00	30.00				477.00
Frontier Communications	375.07					375.07
Pitney Bowes	270.68					270.68
Recology Eel River Fortuna	1,106.45					1,106.45
Roto-Rooter	99.00					99.00
Six Rivers Portable Toilets LLC		225.86				225.86
TOTAL	2,391.38	255.86				2,647.24

A/R Aging March 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Adam Jager		-95.00				-95.00
Alioune Jioum TGM					1,375.00	1,375.00
Alissa Clear					100.00	100.00
Allen Ehlers					95.00	95.00
Alto Equipment					100.00	100.00
Andrew Harwich		95.00	95.00	95.00		285.00
Barnum Timber Co		-1,500.00				-1,500.00
Bart Silvers		-95.00				-95.00
Beatriz Cuenca				-1,215.00	-920.00	-2,135.00
Benjamin Hawk		95.00	95.00			190.00
Bertha Maldonado	1,950.00					1,950.00
Blue Milsap (JLA)					903.00	903.00
Brian Vosburg				-95.00		-95.00
Bryce T Bell		45.00	45.00	45.00	170.00	305.00
Bureau of Land Managment					25.00	25.00
Castle Mini Donuts		25.00				25.00
Chad Baier		-198.40				-198.40
Charlene Larsen					14.40	14.40
Chris Cisper					2.64	2.64
Cindy Olsen					25.00	25.00
Devin Ailpatric					-8.80	-8.80
Dona Kahrs					139.20	139.20
Donald Laffranchi	-95.00					-95.00
Dry Camping					-2.20	-2.20
Faith Gittins	-95.00					-95.00
Falcon International Co.					25.00	25.00
Fat Anne's Bakery & Bistro					500.00	500.00
Flavors of East Africa					25.00	25.00
Fortuna Optometry (JLA)					250.00	250.00
George Peterson		95.00	95.00			190.00
George Petrov		95.00		95.00		190.00
Glenn Ziemer	-230.00					-230.00
Green Wired					1,000.00	1,000.00
Hamari's Shave Ice					25.60	25.60
Hanna & Joe Sample					-49.10	-49.10
Harbers Insurance Agency		-3,000.00				-3,000.00
Hometown Store					25.00	25.00
Horse Race Offsite Betting AR					78,949.12	78,949.12
Humboldt Co Republican Party					75.00	75.00
Humboldt County Office of Elections		25.00				25.00
International Foods					25.00	25.00
James Monroe					55.00	55.00
James Ross		-95.00				-95.00
Jared Sousa					68.40	68.40
Jason Butcher		95.00	95.00	95.00		285.00
Jason Farley	60.00	60.00	60.00			180.00
Jeff Griffith					270.00	270.00
Joe Coppini		95.00	104.00			199.00
John Goodale		-135.00		135.00		
John Walsh		-95.00				-95.00
Josh McCall		95.00		95.00		190.00

A/R Aging
March 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Kathy Riddle					94.40	94.40
Kelton Chambers			-45.00			-45.00
Kinetic Universe		-200.00				-200.00
Kurtis Ackerson		-44.80				-44.80
Lawrence Dwight					2,500.00	2,500.00
Maria Bernabe				-200.00		-200.00
Marooned Inc DBA Scaregrounds	300.00	300.00	300.00	300.00	4,739.70	5,939.70
Matt Nilsen		95.00	-95.00			
Mejia Curios					25.00	25.00
Miscellaneous - A/R Reconcile	-101,715.32	112,123.52	-112,123.52		117,068.62	15,353.30
Miscellaneous JLA					6,711.83	6,711.83
Molly Morrill	-400.00					-400.00
Natisha Baird		90.00	90.00	52.20		232.20
Native Sons of the Golden West		50.00	50.00			100.00
Note Creative					155.00	155.00
Parry Dyer				85.00		85.00
Pete Smith		85.00	85.00	85.00		255.00
Portuguese Hall Celebration		-200.00				-200.00
Recology (JLA)					54.00	54.00
Redwood Capital Bank		-3,000.00				-3,000.00
Roger Cummings	44.80					44.80
RV Camping-CC					1,810.20	1,810.20
Sarah Watson		220.00	220.00	220.00		660.00
Schmidbauer Lumber, Inc.		-3,000.00				-3,000.00
Scott Foster					75.00	75.00
Scott Griswold		-95.00		-190.00		-285.00
Scott Lester			95.00			95.00
Stephanie Beauchaine					75.00	75.00
Stephens Candles					165.00	165.00
Steve Hoffman			313.60			313.60
Susan LeRoy		85.00	85.00	85.00		255.00
Tammy Benson		120.00				120.00
Tyler Franklin		95.00	95.00	95.00		285.00
US Forest Service		25.00				25.00
Zaruk Hayes		-95.00				-95.00
Zoe Wise			-95.00			-95.00
TOTAL	-100,180.52	102,260.32	-110,435.92	-217.80	216,736.01	108,162.09

A/R Aging
March 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Adam Jager		-95.00				-95.00
Alioune Jioum TGM					1,375.00	1,375.00
Alissa Clear					100.00	100.00
Allen Ehlers					95.00	95.00
Alto Equipment					100.00	100.00
Andrew Harwich		95.00	95.00	95.00		285.00
Barnum Timber Co		-1,500.00				-1,500.00
Bart Silvers		-95.00				-95.00
Beatriz Cuenca				-1,215.00	-920.00	-2,135.00
Benjamin Hawk		95.00	95.00			190.00
Bertha Maldonado	1,950.00					1,950.00
Blue Milsap (JLA)					903.00	903.00
Brian Vosburg				-95.00		-95.00
Bryce T Bell		45.00	45.00	45.00	170.00	305.00
Bureau of Land Managment					25.00	25.00
Castle Mini Donuts		25.00				25.00
Chad Baier		-198.40				-198.40
Charlene Larsen					14.40	14.40
Chris Cisper					2.64	2.64
Cindy Olsen					25.00	25.00
Devin Ailpatric					-8.80	-8.80
Dona Kahrs					139.20	139.20
Donald Laffranchi	-95.00					-95.00
Dry Camping					-2.20	-2.20
Faith Gittins	-95.00					-95.00
Falcon International Co.					25.00	25.00
Fat Anne's Bakery & Bistro					500.00	500.00
Flavors of East Africa					25.00	25.00
Fortuna Optometry (JLA)					250.00	250.00
George Peterson		95.00	95.00			190.00
George Petrov		95.00		95.00		190.00
Glenn Ziemer	-230.00					-230.00
Green Wired					1,000.00	1,000.00
Hamari's Shave Ice					25.60	25.60
Hanna & Joe Sample					-49.10	-49.10
Harbers Insurance Agency		-3,000.00				-3,000.00
Hometown Store					25.00	25.00
Horse Race Offsite Betting AR					78,949.12	78,949.12
Humboldt Co Republican Party					75.00	75.00
Humboldt County Office of Elections		25.00				25.00
International Foods					25.00	25.00
James Monroe					55.00	55.00
James Ross		-95.00				-95.00
Jared Sousa					68.40	68.40
Jason Butcher		95.00	95.00	95.00		285.00
Jason Farley	60.00	60.00	60.00			180.00
Jeff Griffith					270.00	270.00
Joe Coppini		95.00	104.00			199.00
John Goodale		-135.00		135.00		
John Walsh		-95.00				-95.00
Josh McCall		95.00		95.00		190.00

A/R Aging
March 31st, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Kathy Riddle					94.40	94.40
Kelton Chambers			-45.00			-45.00
Kinetic Universe		-200.00				-200.00
Kurtis Ackerson		-44.80				-44.80
Lawrence Dwight					2,500.00	2,500.00
Maria Bernabe				-200.00		-200.00
Marooned Inc DBA Scaregrounds	300.00	300.00	300.00	300.00	4,739.70	5,939.70
Matt Nilsen		95.00	-95.00			
Mejia Curios					25.00	25.00
Miscellaneous - A/R Reconcile	-101,715.32	112,123.52	-112,123.52		117,068.62	15,353.30
Miscellaneous JLA					6,711.83	6,711.83
Molly Morrill	-400.00					-400.00
Natisha Baird		90.00	90.00	52.20		232.20
Native Sons of the Golden West		50.00	50.00			100.00
Note Creative					155.00	155.00
Parry Dyer				85.00		85.00
Pete Smith		85.00	85.00	85.00		255.00
Portuguese Hall Celebration		-200.00				-200.00
Recology (JLA)					54.00	54.00
Redwood Capital Bank		-3,000.00				-3,000.00
Roger Cummings	44.80					44.80
RV Camping-CC					1,810.20	1,810.20
Sarah Watson		220.00	220.00	220.00		660.00
Schmidbauer Lumber, Inc.		-3,000.00				-3,000.00
Scott Foster					75.00	75.00
Scott Griswold		-95.00		-190.00		-285.00
Scott Lester			95.00			95.00
Stephanie Beauchaine					75.00	75.00
Stephens Candles					165.00	165.00
Steve Hoffman			313.60			313.60
Susan LeRoy		85.00	85.00	85.00		255.00
Tammy Benson		120.00				120.00
Tyler Franklin		95.00	95.00	95.00		285.00
US Forest Service		25.00				25.00
Zaruk Hayes		-95.00				-95.00
Zoe Wise			-95.00			-95.00
TOTAL	-100,180.52	102,260.32	-110,435.92	-217.80	216,736.01	108,162.09