



Notice of Meeting and Agenda

Humboldt County Fair Association

Meeting of the Governing Board

Finance Committee

Tuesday, January 20, 2026, at 8:30 am

In-Person - Board Room

AGENDA

I. CALL TO ORDER

II. ROLL CALL

___ Clint Duey, Chair ___ 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 Financial Reports, Make Recommendations to HCFA Board of Directors.
 - i. November 2025 KPI Monthly Report

VI. OLD BUSINESS ITEMS

- a. Discuss 2026 Budget Development, Make Recommendations to Staff as Appropriate.

VII. ADJOURN

All agenda items are subject to discussion and possible action.

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

Statement of Information - November 2025

HCFA - The Lighthouse Group

Statement of Information (SOI)

Humboldt County Fair Association

Reporting Period: November 2025

Prepared By: The Lighthouse Group

1. Executive Summary

November 2025 delivered **strong financial performance** for Humboldt County Fair Association, driven by successful winter fair operations. The organization generated **positive net income of \$48,913**, increased cash reserves, and strengthened equity. Winter fair activities—including the ice rink and sponsorships—operated at a net positive margin, positioning HCFA favorably for the winter season. No material risks or concerns were identified for the period.

2. Financial Performance

Income Statement Summary

- **Total Revenue:** \$143,839
- **Total Expenses:** \$92,654
- **Net Income:** \$48,913

Revenue increased materially from October, reversing the prior month's operating loss. Expense levels remained controlled, with overall expenses declining from October due to the absence of one-time equipment costs incurred in the prior period.

3. Key Variances & Drivers

What Happened

- Total revenue increased significantly month over month.
- Expenses remained stable, with minor increases in administrative and tax-related costs.

Statement of Information - November 2025

HCFA - The Lighthouse Group

- Cash balances increased due to positive operating results.

Why It Happened

- Winter fair operations drove revenue growth:
 - Ice rink admissions generated approximately \$43k.
 - Sponsorship revenue contributed approximately \$61.5k.
 - Winter fair expenses declined from October following earlier equipment purchases.
 - Property tax expense impacted November but did not materially offset operating gains.
 - Positive net income directly increased cash balances.
-

4. Balance Sheet Overview

Assets

- **Total Assets:** \$1,951,998
- Cash balances increased across operating and restricted accounts.
- Accounts receivable declined as customer payments were collected.
- No changes to fixed assets.

Liabilities

- **Total Liabilities:** \$212,244
- Slight decrease in accounts payable.
- Increase in credit card balances.
- Long-term liabilities decreased following correction of prior PGE loan payment classifications.

Equity

- **Total Equity:** \$1,739,754
 - Equity increased by **\$37,650 (2.21%)**, driven by November net income.
-

5. Financial Highlights

- Winter fair operations were **net positive**, even excluding sponsorship revenue.
- Sponsorships materially enhance winter season sustainability.
- Balance sheet accuracy improved through correction of prior-period loan accounting.

Statement of Information - November 2025

HCFA - The Lighthouse Group

- No red flags or outstanding accounting issues noted.
-

6. Risks & Concerns

- **None identified** for November 2025.
-

7. Opportunities & Strategic Insights

- Continued strong performance of winter fair and ice rink operations.
 - Recurring sponsorship revenue presents an opportunity to maintain profitability throughout winter months.
 - Positive winter operations reduce reliance on peak fair season results.
-

8. Forecast & Outlook

If current trends continue:

- Winter operations are expected to remain cash-flow positive.
 - Sponsorship revenue may offset fixed operating costs during off-season months.
 - Financial stability during winter improves long-term planning flexibility.
-

9. Recommendations

- Continue prioritizing ice rink attendance through marketing and programming.
- Actively pursue and retain winter sponsorship partnerships.
- Monitor credit card usage as seasonal activity increases.

Humboldt County Fair Association

MONTHLY REPORT

November 2025



Printed 1/5/26

Prepared by:



THE
Lighthouse
GROUP

Monthly Report Purpose

A visual understanding of data.

This monthly financial report provides business insights for Humboldt County Fair Association. Objective is to show the financial health and performance for November 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

November 2025: Net Profit was \$48.9k.

November 2025: Bank Accounts were \$663.8k.

November 2025: Net Cash Increase For Period was \$32.6k.

November 2025: Net Assets were \$1.7m.

November 2025: Gross Profit Margin was 100%.

November 2025: Current Ratio was 8.34.

Profit & Loss

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through January 2025 - November 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 \$48.9k

↑ November 2025: Net Profit was \$111k higher than October 2025.

(401%)

Operating
Profit Margin

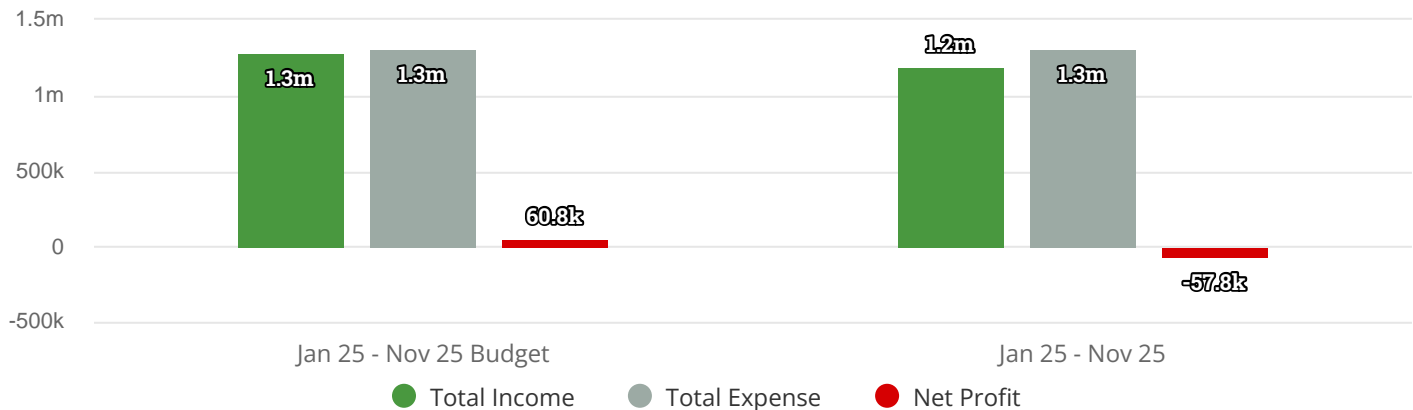
34%

Net Profit
Margin

Trailing Twelve Months (TTM)

	Nov 25	Fiscal YTD	TTM
Income	143,839	1,198,000	1,242,491
Total Expense	92,654	1,318,103	1,477,917
Net Operating Income	51,185	-120,103	-235,426
Total Other Income	0	1,421,173	1,430,854
Total Other Expense	2,272	1,358,859	1,473,975
Net Profit	48,913	-57,789	-278,548

Revenue and Expense



Total Income

\$143.8k

Nov25 Total income was \$119k, or 468%, higher than Oct25. This was primarily due to \$118k of winter fair revenue - \$61.5k of sponsorships and \$44k of ice rink admissions primarily.

Total Expense

\$94.9k

Nov25 total expenses were \$7.5k, or 9%, higher than Oct25. This was primarily due to \$8.9k of property taxes.

Total YTD Income

\$2.62M

Total YTD Income through Nov25 was \$1.3M, or 34%, less than the PY. This was due to removal of horse racing for the CY fair.

Total YTD Expense

\$2.68M

Total YTD Expense through Nov25 was \$1.2M, or 30%, lower than the PY. This was primarily due to the decrease in horse racing expenses as previously noted.

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

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Cash Management

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



November 2025: Bank Accounts were \$34.1k higher than October 2025.

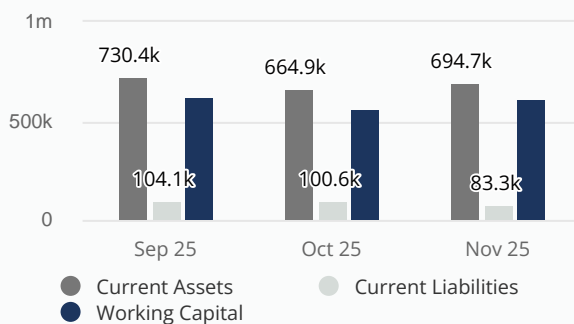
\$663.8k

Bank Accounts

Net Change in Cash:

Sep 25	-987.8k	
Oct 25		108.2k
Nov 25		32.6k

Working Capital



Current Ratio

	Nov 25
Current Assets	\$694,731
Current Liabilities	\$83,306
Current Ratio	8.34

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)

Dec 24 - Nov 25

05/21/2026

123,160

6

Cash Balance

655,661

Accounts Receivable

38,262

Total Cash

693,923

TTM Cash Burn

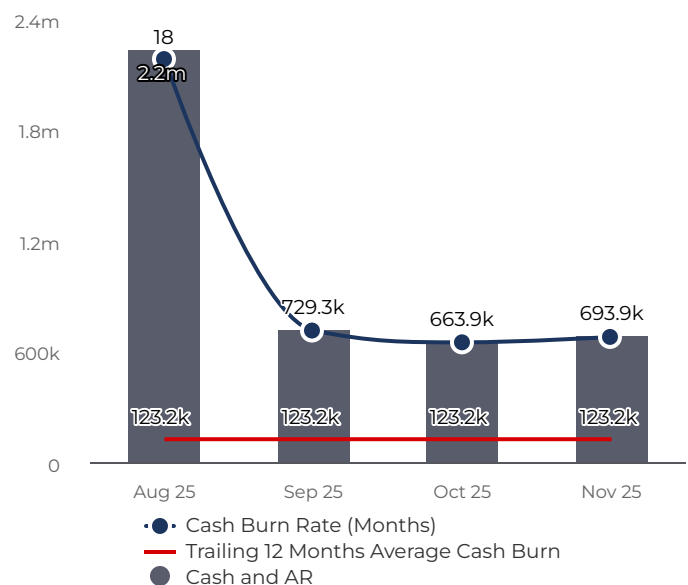
1,477,917

TTM Income

1,242,491

Difference

-235,426



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Financial Performance

An overview of how efficiently Humboldt County Fair Association is spending capital while providing a snapshot of the main metrics on Humboldt County Fair Association's balance sheet. In the TTM as seen above, the Fair generated \$4.47M of revenue against \$3.82M of expenses, suggesting strong performance over the previous year as well as financial stability and sustainably moving forward.

Accounts Receivable
\$38.3k



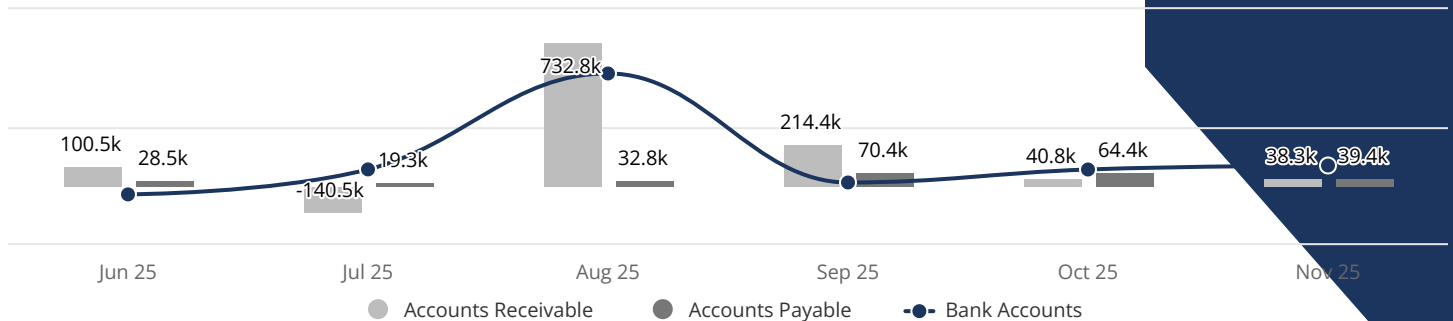
November 2025: Accounts Receivable were \$2,523 lower than October 2025.

Accounts Payable
\$39.4k



November 2025: Accounts Payable were \$24,940 lower than October 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 November 2025, the Organization's ROA was -2.96%, experiencing contraction from the PY.

	Jan 24 - Nov 24	Jan 25 - Nov 25
Assets	2,212,304	1,951,998
Net Profit	99,444	-57,789
ROA	4.50%	-2.96%

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 November 2025, the organization's RONA decreased to -3.32%.

	Jan 24 - Nov 24	Jan 25 - Nov 25
Net Assets	2,019,599	1,739,754
Net Profit	99,444	-57,789
ROE	4.92%	-3.32%

Operating Reserve Ratio

The Operating Reserve Ratio indicates how long a nonprofit could keep running if existing revenue streams were cut off. It is calculated by dividing the organization's savings (unrestricted net assets) by its annual operating expenses. A higher ratio indicates that the nonprofit has a larger financial cushion to handle unexpected challenges or changes in circumstances. In October 2025, the Organization's ratio was slightly improved from the PY, at 0.75.

	Jan 24 - Nov 24	Jan 25 - Nov 25
Unrestricted Net Assets	913,560	913,560
Total Operating Expenses	2,533,431	1,318,103
Operating Reserve Ratio	0.36	0.69

Profit and Loss

Humboldt County Fair Association

	Nov 25	Nov 25 Budget	Budget to Actual \$ Variance	Jan 25 - Nov 25	2025 Budget	Remaining Budget
Income						
31200 Local (Base) Allocation				90,500	39,500	-51,000
39000 Winter Fair Revenue						
39010 Ice Rink Admissions	43,971			43,971		-43,971
39011 Discounted Ice Rink Admissions	5,150			5,150		-5,150
39020 SLS Tour Admissions	762			762		-762
39032 Winter Bar Sales	2,681			2,681		-2,681
39050 Winter Sponsorships	61,500			76,096		-76,096
39090 Winter Misc Revenue	3,411			3,411		-3,411
Total 39000 Winter Fair Revenue	117,385			131,981		-131,981
41000 Admission Revenue						
41010 Regular Fair Admissions				195,367	234,182	38,815
41020 Discounted Fair Admissions				29,692	11,493	-18,199
41025 Etix Processing Fees - Collected				9,969		-9,969
41030 JL Wristbands				12,660	9,500	-3,160
Total 41000 Admission Revenue				247,688	255,175	7,487
41500 Commercial Space Revenue						
41510 Outside Commercial Space				24,270	27,111	2,841
41520 Inside Commercial Space				18,950	25,867	6,917
Total 41500 Commercial Space Revenue				43,220	52,977	9,757
42100 Carnival Revenue						
42101 Regular Carnival Revenue				45,912	45,946	34
42110 Pre-Sale Carnival Revenue				43,702	35,000	-8,702
Total 42100 Carnival Revenue				89,614	80,946	-8,668
42200 Concessions Revenue						
42201 Food Concessions				98,239	92,847	-5,392
42250 Alcohol Concessions				79,160	90,364	11,204
42300 Non-Food Concessions				1,332	1,980	648
Total 42200 Concessions Revenue				178,732	185,191	6,460
43000 Exhibits Revenue						
43100 Entry Fees				25,473	45,000	19,527
43200 Donated & Sponsored Awards				18,885	22,594	3,709
43500 Junior Livestock Exhibit Revenue				1,955	1,881	-74
Total 43000 Exhibits Revenue				46,313	70,475	24,162
45000 Horse Racing Revenue						
45500 Other Live Racing Revenue	15		15	544		-544

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Profit and Loss

Humboldt County Fair Association

	Nov 25	Nov 25 Budget	Budget to Actual \$ Variance	Jan 25 - Nov 25	2025 Budget	Remaining Budget
Total 45000 Horse Racing Revenue	15	15		544		-544
47000 Miscellaneous Fair Revenue						
47100 Fair Parking				33,667	42,000	8,333
47200 Jr. Fair Board					1,000	1,000
47700 JL Camping Fees				8,830	11,465	2,635
47800 Sponsorships				101,100	220,000	118,900
47900 Other Miscellaneous Fair Revenue						
47901 Art Sales				533	1,364	831
47902 Fair Merchandise				1,425	4,875	3,450
47903 Vendor Application Fee				1,980	2,475	495
47904 Vendor Concession Commissions	1,534	1,534		1,910	806	-1,104
47905 Special Fair Event				8,010		-8,010
47907 Chili Cookoff				11,367	5,000	-6,367
47908 Other Fair Time Camping				9,240	11,503	2,263
Total 47900 Other Miscellaneous Fair Revenue	1,534	1,534		34,464	26,023	-8,441
Total 47000 Miscellaneous Fair Revenue				143,597	273,465	129,868
47005 Miscellaneous Non-Fair Programs		5,351	-5,351		55,000	55,000
Total 47005 Miscellaneous Non-Fair Programs	2,940	5,351	-2,411	4,545	55,000	50,455
48000 Interim Revenue						
48100 Rental of Buildings	8,622	3,168	5,454	75,551	48,669	-26,882
48105 Arlington Rental Revenue	935		935	10,285	10,680	395
48200 Grounds Rental	15	887	-872	4,055	18,579	14,524
48201 RV Camping Interim Revenue	2,801	2,349	452	76,638	108,321	31,682
48202 Stall & Arena Rental Income	3,153	887	2,266	17,766	25,180	7,415
48203 RV & Boat Storage	5,071	5,137	-66	36,952	50,246	13,294
48300 Equipment Rentals	70		70	3,430	4,466	1,036
47006 Interim Concession Revenue	2,940		2,940	4,415		-4,415
48500 Interim Utility & Other Reimbursements				90		-90
48503 Insurance Processing Fee	180	98	82	675	1,393	718
48505 Event Venue Guidebook				2,020		-2,020
47008 Interim Parking Revenue				130		-130
48601 Damage Fees Charged					396	396

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Profit and Loss

Humboldt County Fair Association

	Nov 25	Nov 25 Budget	Budget to Actual \$ Variance	Jan 25 - Nov 25	2025 Budget	Remaining Budget
48700 Other Interim Revenues	18		18	-2,307	192	2,499
Total 48000 Interim Revenue	20,866	12,526	8,339	225,156	268,122	42,966
49500 Other Operating Revenue					568	568
49520 Non-Fair Donations & Sponsorships	1,500		1,500	5,950	235	-5,715
49540 Other Operating Revenue					55,000	55,000
49550 Prior Year Revenue				-21,495		21,495
Total 49500 Other Operating Revenue	1,500		1,500	-15,545	55,804	71,349
Discounts given	-400			-22,809		22,809
Total Income	143,839	17,877	125,962	1,198,000	1,362,679	164,678
Cost of Goods Sold						
Total Cost of Goods Sold						
Gross Profit	143,839	17,877	125,962	1,198,000	1,362,679	164,678
Expense						
50000 Administration Expense						
50100 Admin Salaries - Permanent	13,463	14,650	-1,187	206,168	222,920	16,752
50200 Admin Salaries - Temporary					6,881	6,881
50320 Admin Payroll Taxes	1,039	1,137	-98	17,762	20,488	2,726
50325 Penalty/Prior Year Payroll Taxes				712		-712
Total 50320 Admin Payroll Taxes	1,039	1,137	-98	17,762	20,488	2,726
50330 Admin Worker's Comp Insurance		733	-733	10,521	17,535	7,014
50400 Admin Contracted Professional Services	3,500	3,871	-371	42,802	45,000	2,199
50500 Directors' Expenses					213	213
50600 Employee Travel, Recruitment & Training	586	1,791	-1,206	9,811	12,691	2,881
50700 Office Supplies	563	693	-130	6,652	10,431	3,779
50701 Computer Software & Supplies	573	702	-129	23,200	23,000	-200
50702 Credit Card & Bank Fees	4,566	764	3,803	28,495	37,370	8,875
50703 QuickBooks CC Payments Fees	392	404	-12	5,484	7,040	1,556
50705 Office Equipment Expense				1,955		-1,955
50800 Postage	609	454	155	4,193	8,021	3,828
50801 Telephone / Internet	900	1,189		20,032	21,000	968
50900 Dues & Subscriptions	200	364	-164	5,078	3,500	-1,578
51000 Insurance (General Liability)		7,012	-7,012	58,354	81,000	22,646

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Profit and Loss

Humboldt County Fair Association

	Nov 25	Nov 25 Budget	Budget to Actual \$ Variance	Jan 25 - Nov 25	2025 Budget	Remaining Budget
51010 Insurance (Vehicle)	181		181	4,265	4,338	73
51050 Property Taxes	8,878		8,878	17,732	10,500	-7,232
51500 Other Administration Expense					529	529
Total 50000 Administration Expense	35,450	33,763	1,686	463,214	532,456	69,241
52000 Maintenance & General Operations						
52100 Maint Salaries - Permanent	7,721	8,169	-448	124,448	134,603	10,155
52200 Maint Salaries - Temporary	2,558	3,083	-525	31,552	44,800	13,248
52220 Maintenance Payroll Taxes	805	775	30	15,486	12,688	-2,798
52230 Maintenance Worker's Comp Insurance		711	-711	14,222	17,535	3,313
52300 Maint Contracted Professional Services	989	198	792	6,456	11,467	5,011
52400 Grounds & Vehicle Registration & Compliance				1,527		-1,527
52500 Maintenance Equipment Rental		2,233	-2,233	8,891	7,830	-1,061
52600 Equipment & Grounds Fuel	2,414			10,789		-10,789
52800 Power	6,142	7,509	-1,367	62,690	90,507	27,817
52801 Propane		1,988			23,964	23,964
52802 Water		2,544		29,741	30,661	920
52900 Equipment Maintenance	179	886	-707	4,412	10,000	5,588
53000 Buildings & Grounds Maintenance		248	-248	1,481	15,000	13,519
53150 RV Camping Expense				421	1,004	583
Total 53000 Buildings & Grounds Maintenance		248	-248	1,481	15,000	13,519
53100 Trash Removal, Clean-up	802		802	20,297	30,000	9,703
53200 Maintenance Supplies	884	324	559	32,831	36,557	3,726
53300 Special Repairs Under \$5K				2,470	658	-1,812
Total 52000 Maintenance & General Operations	22,495	28,669	-6,174	367,714	467,275	99,561
54000 Publicity Expenses						
54400 Advertising Expense	276	2,489	-2,213	29,227	24,960	-4,267
Total 54000 Publicity Expenses	276	2,489	-2,213	29,227	24,960	-4,267
56000 Attendance Expense						
56101 Attendance Salaries - Temporary		83	-83	23,470	35,000	11,530
56120 Attendance Payroll Taxes		10	-10	2,922	4,300	1,378
56200 Attendance Contracted Professional Services				35,559	35,000	-559
56300 Attendance Supplies				1,520	3,709	2,189

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Profit and Loss

Humboldt County Fair Association

	Nov 25	Nov 25 Budget	Budget to Actual \$ Variance	Jan 25 - Nov 25	2025 Budget	Remaining Budget
56400 Attendance Other Expenses					4,500	4,500
56401 Attendance Rentals-Tent, Restrooms, other				5,889	9,799	3,910
56410 Electronic Ticketing Fees				11,757		-11,757
Total 56000 Attendance Expense		93	-93	81,117	92,308	11,191
57000 Miscellaneous Fair Expense				1,369	1,501	132
57100 Parking Contracted Services				24,000	24,000	
57150 Chili Cook Off Expense				850		-850
57200 Fair Bar Expenses						
57210 Bartender-Temporary	86		86	14,172	15,000	828
57220 Bartender Payroll Taxes	11		11	1,017	1,800	783
57230 Fair Bar Alcohol				13,405	46,316	32,911
57240 Fair Bar Other				4,496	5,800	1,304
57250 Fair Bar Permits, Licensing & Registration				575		-575
Total 57200 Fair Bar Expenses	97		97	33,666	68,916	35,250
57300 Fair Merchandise Expense				6,673	4,000	-2,673
57500 Dairy Heifer Sale					1,518	1,518
57600 Jr. Fair Board				-500		500
57700 Sponsorship Expense				16,425	18,000	1,575
57800 Other Misc Fair Expense		860	-860	12,964	3,123	-9,841
57801 Fair Time Equipment Rentals				1,602		-1,602
57900 Commercial Exh & Concessions Expense				8,735	9,500	765
80040 EMT/First Responder Salaries-Temporary				1,178	1,820	642
80050 EMT/First Responder Payroll Taxes				147	241	95
Total 57000 Miscellaneous Fair Expense		860	-860	73,443	63,703	-9,740
58000 Premium Expense						
58100 Cash Premium Awards		863	-863	17,430	31,426	13,996
58200 Exhibit Awards (trophies, ribbons)				10,996	9,202	-1,794
58500 Other Premium Expense				32		-32
Total 58000 Premium Expense		863	-863	28,459	40,628	12,170
63000 Exhibits Expense						
63101 Exhibits Salaries - Temporary				23,551	21,404	-2,148

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Profit and Loss

Humboldt County Fair Association

	Nov 25	Nov 25 Budget	Budget to Actual \$ Variance	Jan 25 - Nov 25	2025 Budget	Remaining Budget
63120 Exhibits Payroll Taxes				2,932	2,665	-267
63200 Judges		90	-90	5,041	9,183	4,143
63300 Exhibits Contracted Professional Services				15,758	4,389	-11,369
63400 Exhibit Supplies				225	2,896	2,671
63600 Exhibits Decorations					1,960	1,960
63700 Other Exhibits Expense	4,847		4,847	11,769	10,300	-1,469
Total 63000 Exhibits Expense	4,847	90	4,757	59,276	52,797	-6,479
65000 Horse Racing Expense						
65210 Horse Racing Employee Benefits (ER share)				3,593		-3,593
65300 Horse Racing Contracted Professional Services				3,016		-3,016
65301 CARF Management Fees				486		-486
65305 Horse Licenses, Applications, & Fees				116		-116
65800 Other Horse Racing Expense				65		-65
Total 65000 Horse Racing Expense				7,275		-7,275
66000 Fair Entertainment Expense				421		-421
66200 Fair Entertainment Contracted Professional Services				50,171	62,000	11,829
66300 Fair Entertainment Supplies					1,369	1,369
66600 Grandstands Entertainment				14,656		-14,656
66700 Other Fair Entertainment Expense				241	2,060	1,819
Total 66000 Fair Entertainment Expense				65,489	65,429	-60
66009 Misc. Non Fair Events	169	10,030	-9,861	2,803	31,448	28,645
Total 66009 Misc. Non Fair Events	169	10,030	-9,861	2,803	31,448	28,645
67000 Winter Fair Expenses				211		-211
67010 Winter Equipment Purchases	185			185		-185
67011 Winter Equipment Rental				28,062		-28,062
67020 Winter Bar Expenses	1,067			1,067		-1,067
67040 Winter Tree Expenses	399			399		-399
67050 Winter Decorations Expense	44			44		-44

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Profit and Loss

Humboldt County Fair Association

	Nov 25	Nov 25 Budget	Budget to Actual \$ Variance	Jan 25 - Nov 25	2025 Budget	Remaining Budget
67060 Winter Event Salaries - Temporary	5,145			5,145		-5,145
67061 Winter Event Payroll Taxes	641			641		-641
67070 Winter Event Marketing Expense	4,344			4,344		-4,344
67090 Winter Misc Expenses	8,955			8,955		-8,955
Total 67000 Winter Fair Expenses	20,780			49,053		-49,053
72300 Major Equipment Purchases under \$5K				3,124		-3,124
80000 Prior Year Operating Expense Adjustment				43,984		-43,984
80010 Prior Year General Expense Adjustments				1,953		-1,953
Total 80000 Prior Year Operating Expense Adjustment				45,937		-45,937
85000 Cash Shortages & Overages					-1	-1
85100 Ticket Sales Over/Under					2	2
85900 Other Cash Over/Under				-236	462	697
Total 85000 Cash Shortages & Overages				-236	462	698
Total Expense	92,654	76,856	15,798	1,318,103	1,440,382	122,279
Net Operating Income	51,185	-58,979	110,164	-120,103	-77,704	42,399
Other Income						
49600 Auction Revenues				450	825	375
49605 JLA Revenues					165	165
49700 JLA Miscellaneous Revenue					374	374
49760 JLA Other Revenue				1,050		-1,050
49740 JLA BBQ Presale Income				11,900		-11,900
Total 49700 JLA Miscellaneous Revenue				21,210	31,559	10,349
49705 JLA Add-ons		-550	550	126,762	167,512	40,750
49730 JLA Harvesting Fee's & Fine Processing Collected				28,655	30,481	1,826
49750 JLA BBQ Presale Credit Card Income				3,580	8,503	4,923
49800 JLA During Fair BBQ Income				4,680	22,682	18,002
49810 JLA BBQ Ticket No Sell Fine					1,650	1,650
49812 JLA Buyer Income						

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Profit and Loss

Humboldt County Fair Association

	Nov 25	Nov 25 Budget	Budget to Actual \$ Variance	Jan 25 - Nov 25	2025 Budget	Remaining Budget
49612 JLA Auction Commission				80,093	79,978	-115
49820 JLA Buyer Payments		4,234	-4,234	1,090,632	940,203	-150,429
Total 49820 JLA Buyer Payments		4,234	-4,234	1,090,632	940,203	-150,429
Total 49605 JLA Revenues		3,684	-3,684	1,312,749	1,189,444	-123,305
49710 Veggie Auction Revenue				58,200	12,264	-45,936
49720 Veggie Add-ons				8,500	2,706	-5,794
49611 Veggie Auction Commission				6,670	6,805	135
Total 49710 Veggie Auction Revenue				58,200	12,264	-45,936
49900 Dairy Heifer Auction Revenue					29,238	29,238
49910 Dairy Add-Ons					5,225	5,225
49915 Dairy Heifer Auction Commission					1,625	1,625
Total 49900 Dairy Heifer Auction Revenue					29,238	29,238
Total 49600 Auction Revenues		3,684	-3,684	1,334,409	1,221,828	-112,581
49610 Auction Commission						
Total 49610 Auction Commission				86,763	88,408	1,644
Total Other Income		3,684	-3,684	1,421,173	1,310,236	-110,937
Other Expense						
95000 Junior Livestock Auction Expenses						
95100 JLA - Contracted Services	2,272	12,824	-10,551	40,492	50,485	9,993
95200 JLA - Supplies				14,106	12,303	-1,803
95400 JLA Scholarship Expense				2,000	3,090	1,090
95500 JLA Seller Expenditures						
95500.4 JLA Seller Payments		463	-463	1,286,170	1,138,730	-147,440
Total 95500 JLA Seller Expenditures		463	-463	1,286,170	1,138,730	-147,440
96000 JLA BBQ Expense				16,091	20,323	4,232
Total 95000 Junior Livestock Auction Expenses	2,272	13,286	-11,014	1,358,859	1,224,930	-133,928
Total Other Expense	2,272	13,286	-11,014	1,358,859	1,224,930	-133,928
Net Profit	48,913	-68,582	117,494	-57,789	7,602	65,391

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Balance Sheet

Humboldt County Fair Association

	Nov 25	Oct 25	CM vs PM \$ Variance	Nov 24	CY vs PY \$ Variance
Assets					
Current Assets					
Bank Accounts					
11000 Cash - Unrestricted					
11300 US Bank Operating Acct (#4664)	443,888	419,667	24,221	476,727	-32,839
11400 US Bank Premium Acct (#4854)	537	537		584	-47
11500 US Bank Payroll Acct (#5356)				990	-990
Total 11000 Cash - Unrestricted	444,426	420,204	24,221	478,301	-33,876
12000 Cash - Restricted					
12100 US Bank Dairy Heifer Replacement (#0027)	11,910	11,910		10,432	1,478
12200 US Bank JLA Custodial Acct (#4648)	97,188	90,444	6,744	99,539	-2,351
12300 US Bank JLA Operating (#5548)	106,051	106,051		87,211	18,839
Total 12000 Cash - Restricted	215,149	208,404	6,744	197,183	17,966
12500 Petty Cash	1,226	1,061	165	655	571
12700 CARF Offsite Rev/Exp Monies				21,365	-21,365
Total 12500 Petty Cash	1,226	1,061	165	22,020	-20,794
67092 Winter Fair Petty Cash	3,000				
Inter-Company Settlement Bank - Docyt (deleted)			3,000		3,000
Total Bank Accounts	663,800	629,670		697,504	
Accounts Receivable					
13100 Accounts Receivable (A/R)	38,262	40,785	-2,523	268,678	-230,416
Total Accounts Receivable	38,262	40,785	-2,523	268,678	-230,416
Other Current Assets					
12800 Payments to deposit	-8,139	-6,562	-1,757	2,679	-18,452
Credit Card Receivables	808	808	-1,577	90	-10,818
Inventory Asset					719
Prepaid Expense - Docyt (deleted)				8,352	
Prepaid Expenses		181			
Revenue Receivables - Docyt (deleted)					-8,352
Uncategorized Asset			-181		
Total Other Current Assets	-7,331	-5,573		11,121	
Total Current Assets	694,731	664,881		977,304	
Fixed Assets					
19200 Buildings & Improvements	4,459,452	4,459,452	29,850	4,459,452	-282,572
19201 Accumulated Depreciation-Building & Improvements	-3,984,302	-3,984,302		-3,935,553	22,266
19300 Equipment	242,422	242,422		242,422	
19301 Accumulated depreciation-Equipment	-242,422	-242,422		-242,422	-48,749
19500 Leasehold Improvements	944,303	944,303		944,303	

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Balance Sheet

Humboldt County Fair Association

	Nov 25	Oct 25	CM vs PM \$ Variance	Nov 24	CY vs PY \$ Variance
19501 Accumulated Depreciation-Leasehold Improvements	-431,570	-431,570		-368,011	
19502 Eco Green Project (PGE)	134,809	134,809		134,809	
19800 Construction in progress					-63,559
Ice Rink	134,574	134,574			
Total Fixed Assets	1,257,266	1,257,266		1,235,000	
Other Assets					
HCFA Net Operating Asset Account					134,574
Total Other Assets					22,266
Total Assets	1,951,998	1,922,147		2,212,304	
Liabilities and Equity					
Liabilities					
Current Liabilities					
Accounts Payable					
21200 Accounts Payable (A/P)	39,425	64,364	-19,062	69,737	19,539
Accounts Payable - Docyt			-17,334	261	-15,345
Total Accounts Payable	39,425	64,364	-24,940	69,998	-30,573
Credit Card					
21300 Capital One CC (#9529)					-261
21500 Credit Card (#9093)			6,181		3,633
21600 US Bank CC (#2921)				260	
21610 US Bank CC 2818	6,475	294		2,581	-260
us bank credit card			6,181		3,894
Total Credit Card	6,475	294		2,841	
Other Current Liabilities					
21000 TOT Tax Liability Account	1,078	1,388	1,425	63	11,594
21100 Insurance Fee's Collected			-310		1,015
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	17,110	15,960		9,860	-1,081
22900 CFSA Insurance Fees Collected	5,570	5,085	1,150	4,725	7,250
24100 Guaranteed Deposits	500	400	485	-500	845
24200 Stall Rental Deposits	675	675	100	525	1,000
Accrued Liability - Docyt (deleted)					150
Total Other Current Liabilities	37,407	35,982		25,813	
Total Current Liabilities	83,306	100,640	1,425	98,652	11,594
Long-Term Liabilities					
24500 Eco Green Project Loan (PGE)	73,314	75,042	-1,728	94,054	34,884
Ice Rink Liability	55,624	55,624			
Total Long-Term Liabilities	128,938	130,666	-1,728	94,054	-20,740
Total Liabilities	212,244	231,306		192,705	55,624
Equity					
25100 JLAC Net Res (Reserve)	32,997	32,997	-19,062	32,997	19,539
25200 Racing Incentive Fund (Reserve)	9,830	9,830	48,913	9,830	-279,845
29000 Inves in Cap Assets	1,213,624	1,213,624		1,213,624	

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Balance Sheet

Humboldt County Fair Association

	Nov 25	Oct 25	CM vs PM \$ Variance	Nov 24	CY vs PY \$ Variance
29100 Unrestricted Net Assets	913,560	913,560		913,560	
Net Income	-57,789	-106,702		99,444	
Opening balance equity	-99,876	-99,876		-99,876	
Owner's Investment - Docyt (deleted)			48,913		-157,233
Retained Earnings	-272,593	-272,593		-149,982	
Total Equity	1,739,754	1,690,841		2,019,599	
Total Liabilities and Equity	1,951,998	1,922,147		2,212,304	-122,612

Cash Flow Statement

Humboldt County Fair Association

	Nov 25	Oct 25	CM vs PM \$ Variance	Nov 24	CY vs PY \$ Variance
Operating Activities					
Net Income	48,913	-62,091	111,004	-89,163	138,076
Adjustments to Net Income					
13100 Accounts Receivable (A/R)	2,523	173,603	-171,080	-621	3,143
21000 TOT Tax Liability Account	-310	617	-927	35	-345
21200 Accounts Payable (A/P)	-24,940	-6,061	-18,878	42,521	-67,461
21500 Credit Card (#9093)					-118
21600 US Bank CC (#2921)				118	
21610 US Bank CC 2818	6,181	20	6,161	2,581	
22410 Maintenance Accrued PTO					4,370
22600 Payroll Liabilities: Payroll Clearing Acct (DD)					195
22800 Deferred Revenue	1,150	2,250	-1,100	-3,220	600
22900 CFSA Insurance Fees Collected	485	200	285	290	
24100 Guaranteed Deposits	100	-500	600	-500	42,230
Accounts Payable - Docyt				-42,230	
Payroll Liability - Docyt (deleted)					255
Payroll Refunds					181
Prepaid Expense - Docyt (deleted)				-255	
Prepaid Expenses	181	181			
us bank credit card					-13,349
Total Adjustments to Net Income	-14,631	170,309	-184,940	-1,282	124,727
Total Operating Activities	34,282	108,218	-73,936	-90,445	
Investing Activities					
Total Investing Activities					
Financing Activities					
24500 Eco Green Project Loan (PGE)	-1,728		-1,728		-1,728
Total Financing Activities	-1,728		-1,728		
Net Cash Increase For Period	32,554	108,218	-75,664	-90,445	-1,728

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A/R Aging
November 30th, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
A100Embroidery		205.00				205.00
Alissa Clear					100.00	100.00
Allen Ehlers	95.00	85.96				180.96
Ariel Wise		95.00				95.00
Ashli Ashley		-360.00				-360.00
Balance Productions					150.00	150.00
Bambi Anderson		540.00	382.80			922.80
Barnum Timber Co					-1,500.00	-1,500.00
Beatriz Sierra	500.00					500.00
Bertha Maldonado		2,155.00				2,155.00
Beth Simon				425.00		425.00
Blaine Sigler	-690.00					-690.00
Brian Vosburg			-570.00			-570.00
Bryce T Bell				45.00	45.00	90.00
Buyer Payments AR				13,669.00		13,669.00
Camping - Campspot	163.52	203.84				367.36
Chalk Mt. Ranch, LLC					200.00	200.00
Claudia Velasco-Morales	1,650.00					1,650.00
Coastal Grove Charter School		-210.00				-210.00
Copious Glass DBA, Glass Garage					450.00	450.00
Danielle Frank					200.00	200.00
Darren Ferreira		125.00				125.00
Diana Meraz				-500.00		-500.00
Donald Laffranchi	95.00	95.00				190.00
Dwight Shaneyfelt		-105.00				-105.00
Emily Machado			60.00	15.00		75.00
Farm Life Petting Zoo					25.00	25.00
Ferndale Arts					100.00	100.00
Ferndale Lions Club					25.00	25.00
Flavors of East Africa				3,508.04	73.92	3,581.96
Flourish Backdrops					50.00	50.00
Fry Burger					500.00	500.00
Gabriela Gonzalez		2,085.00				2,085.00
George Petersen & Associates					-1,500.00	-1,500.00
George Petrov		95.00				95.00
Gianna O'Day		320.00				320.00
Glenn Ziemer			-230.00			-230.00
Harbers Insurance Agency					-3,000.00	-3,000.00
Hindley Ranch					350.00	350.00
Humboldt County Office of Elections					150.00	150.00
International Gifts					1,194.60	1,194.60
Jason Butcher		190.00	190.00			380.00
Jessica Springer	390.00					390.00
John Walsh		95.00	95.00			190.00
Josh McCall	171.75					171.75
Kaitlyn Killingsworth		150.00				150.00
Kathy Harnden & Sandy Hanks					30.00	30.00
Katie Brownfield		-220.00				-220.00
Katy Garrison					250.00	250.00
Kristal Dennis		150.00				150.00
Larry Wood		157.00	27.54			184.54

A/R Aging

November 30th, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Latisha Grisback		150.00				150.00
Lauren Bryie	1,000.00	-2,180.00				-1,180.00
Lee Ann Moore					50.00	50.00
Maria Bernabe					-200.00	-200.00
Mary Halstead		330.00				330.00
Matt Nilsen		95.00	95.00			190.00
Meghan Busher	1,100.00					1,100.00
Mirian Alvarado			30.00			30.00
Miscellaneous - A/R Reconcile	8,383.92				9,226.08	17,610.00
Moonstone In Bloom					150.00	150.00
Native Sons of the Golden West		50.00	50.00	50.00	150.00	300.00
Noga Family				375.00		375.00
North Coast Event Rental					150.00	150.00
Parry Dyer	180.00	145.50				325.50
Pete Dulik		95.00	95.00			190.00
Pete Smith	85.00	85.00				170.00
Ralph Dyer		-15.00				-15.00
Redwood Capital Bank					-3,000.00	-3,000.00
Renae Alexandre					150.00	150.00
Renner Ranches					150.00	150.00
Richard Hutchinson	135.00	109.00				244.00
Ryann & Ryan Cormier		95.00	27.54			122.54
Sara Collections					25.00	25.00
Schmidbauer Lumber, Inc.					-3,000.00	-3,000.00
Scott Griswold			-95.00		-190.00	-285.00
Shoemaker Family				250.00		250.00
Stephanie Peterson		150.00				150.00
Steve Strombeck		95.00	-380.00			-285.00
Sue Nickols		-510.00				-510.00
Sun and Moon Customs		205.00				205.00
Tesla					825.00	825.00
The Buttercream Broomstick					85.00	85.00
Tina Conti		-60.00				-60.00
Toby Washington		-150.00				-150.00
Tom Fraser		-40.00				-40.00
Tyler Franklin		95.00	52.02			147.02
US Forest Service					25.00	25.00
Will Adams		250.00				250.00
TOTAL	13,259.19	4,846.30	-170.10	17,837.04	2,489.60	38,262.03

A/P Aging
November 30th, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and Over	Total
Admit One Products				1,519.77		1,519.77
Amazon Prime				43.79	464.30	508.09
Bicoastal Media, LLC	700.00					700.00
Blue Star Gas/Sequoia Gas	1,990.35					1,990.35
Cashier, Department of Food and Agriculture					-198.60	-198.60
Copiers Plus		546.41				546.41
Eel River Transportation and Salvage		802.30				802.30
Eureka Broadcasting Co., Inc.	700.00					700.00
Ferndale Tech	224.13					224.13
Frontier Communications		136.08				136.08
Humboldt Termite & Pest		72.00				72.00
Hummel Tire & Wheel, Inc		857.04				857.04
Lost Coast Communications, Inc.	1,487.50					1,487.50
Lost Coast Signs & Swag		1,122.68				1,122.68
Nilsen Feed & Grain Co.	2,158.54					2,158.54
North Coast Journal	756.00				67.00	823.00
PG&E			1,061.19			1,061.19
Polar Engraving					67.00	67.00
Recology Eel River Fortuna			9,223.00			9,223.00
Roto-Rooter					99.00	99.00
R&S Livestock Supply LLC	2,272.48					2,272.48
Showworks	4,846.63					4,846.63
Tipple Motors, Inc		108.72				108.72
Valley Lumber & Millwork		553.72				553.72
VSI Veterinary Service Inc					-506.32	-506.32
Yosemite Valley Beef Packaging Co., Inc.				8,250.00		8,250.00
TOTAL	15,135.63	4,198.95	10,284.19	9,813.56	-7.62	39,424.71