

Connecticut's Largest Agricultural Fair

FINANCIAL REPORT 2019 & 2018



FINANCIAL REPORT OVERVIEW - 2019 and 2018

In 2019, we celebrated the 100th Fair as well as eliminated all our debt. However, overall, 2019 and 2018 were not the most successful years financially for the Durham Fair. Attendance decreased in 2018 and, while it increased in 2019, it was still below former levels. Expenses were relatively stable except for the cost of State Police which continued to skyrocket. However, financial results do not accurately reflect the continued dedication and enthusiasm of hundreds of volunteers. The Durham Fair is not only Connecticut's largest agricultural fair, but arguably, the best fair around. The volunteers of the Durham Fair Association continue to work hard to maintain that status.

General Information

The Durham Fair is owned and operated by the Durham Agricultural Fair Association, Inc., a private, not-for-profit organization incorporated under Connecticut laws without stockholders. The Durham Fair has no paid management or staff, a fact for which the Association is fiercely proud.

Annual membership in the Association is obtained by purchasing a membership ticket. Membership is limited to 300 persons, on a first come, first served basis. Tickets are available from the Association's Secretary from the conclusion of the annual meeting in December until the close of the annual Fair. A member is entitled to vote at the Association's annual meeting in December. That meeting is where officers, coordinators, directors, superintendents and assistant superintendents are elected. Other business such as changes in the constitution and bylaws, review of the scholarship fund rules and setting dates of upcoming fairs also happens at that time.

The Association owns forty-six acres of land that includes four houses, one store with barn, eight exhibit barns, three restroom facilities, one pavilion, one large storage building and many smaller buildings. The Association has leases with the Town of Durham to use White's Farm for parking and with the Town of Middlefield to use Strickland Farm for parking. Regional District 13 allows use of their property free of charge. The Association rents additional land for parking from two Durham landowners. In addition, in 2018, Tilcon and Anthem Blue Cross Blue Shield allowed use of their Wallingford properties free of charge.

In 2019, the Association paid premiums (prize money) of \$106,455. Of that, \$11,220 was paid to Durham residents, \$3,692 to residents of Middlefield and Rockfall and \$26,021 to residents of bordering towns.

In 2019, the Fair Association made purchases totaling \$120,422 from Durham businesses, \$73,377 from Middlefield and Rockfall businesses, and \$125,421 from businesses in bordering towns. In 2018, purchases totaled \$117,633 from Durham businesses, \$93,328 from Middlefield and Rockfall businesses, and \$157,217 from businesses in bordering towns.

It should be noted that the expenditures shown in this report are only the amounts actually paid. In many instances, the amounts would be significantly higher had it not been for people willing to work without pay or for the continued generosity of businesses in the local area who donated services and materials or made them available at very favorable prices.

During the Fair, Durham and Middlefield nonprofit organizations (22 of them) greatly enhance the community spirit of the Fair with booths that have become known for high quality products and friendly workers. As a result of the efforts of their volunteers and the Fair's policy of providing their concession space at a 75% discount (value of \$31,860 in 2019, and \$33,510 in 2018), many groups are able to raise a major portion of their annual income at the Fair. We estimate that total to be approximately \$200,000. Interestingly, the primary source of those funds (that are available for Durham and Middlefield needs) is fairgoers who do not live in Durham or Middlefield. Nonprofit groups outside of Durham and Middlefield are given a 25% discount on their concession space (value of \$4,730 in 2019, and \$3,815 in 2018). In addition, Connecticut DEEP, military recruiters, and, in 2019, the U.S. Census received free space (value of \$12,070 in 2019 and \$9,300 in 2018).

Scholarship Fund

The Fair Association has maintained its own scholarship fund for local students since 1966. Scholarship awards totaled \$25,000 in both 2019 and 2018.

The following describes the present program:

How is the program funded?

The Association contributes to the program all money generated from the sale of student tickets to students who are or will be eligible for the awards, plus a matching contribution. A contribution of up to 10% of the Fair profit is made, if necessary, to bring the balance of the fund up to \$100,000.

Who is eligible to apply?

Any graduating senior or high school graduate who resides in Durham or Middlefield and who will be enrolled in a school of higher learning as a first-year undergraduate student is eligible to apply. Application forms are available in early spring at local high schools.

What factors are considered in determining the recipients?

Community spirit and involvement, demonstrated willingness to work to help pay the cost of his/her own education, scholastic ability, and financial need are factors considered in determining the recipients of the Durham Fair scholarships. Whether or not the student, or the student's relatives, have been involved in the Fair is not considered.

Who chooses the recipients?

The recipients are chosen by the Durham Fair Scholarship Committee that consists of five individuals who members of the Association.

Other Information

The Durham Fair Association contributed a total of \$204,839 in donations, discounts or public service activities to the community in 2019. That number was \$197,183 in 2018.

Balance Sheet At November 30, 2019 and 2018

Assets	2019	2018			
Out and and an indicate	004.040	040.070			
Cash and cash equivalents	324,319	248,078			
Accounts receivable	2,400	12,738			
Prepaid expenses Escrow cash held	3,619 4,568	3,560 4,568			
Share of stock in Haddam Neck Fair Association	4,566	4,308			
Investment in Farm Credit East	1,000	1,000			
Investment in Museum Collection	8,000	8,000			
Land	520,328	520,328			
Depreciable assets	6,431,329	6,453,708			
Accumulated depreciation	(5,340,855)	(5,123,930)			
Total assets	1,954,808	2,128,150			
Total assets	1,004,000	2,120,100			
Liabilities					
Accounts payable	67,588	249,096			
Escrow payable	4,568	4,568			
Unearned storage income	108,528	88,689			
Deferred midway income	2,000	4,000			
Mortgage payable - Farm Credit East	0	0			
Line of credit payable - Farm Credit East	100	100			
Total liabilities	182,784	346,453			
Net Assets					
Unrestricted	1,700,635	1,678,069			
Designated for Anniversary	(9,188)	12,888			
Designated for Mortgage Payments	0	0			
Designated for Scholarships	80,577	90,741			
Total net assets	1,772,024	1,781,698			
Total liabilities and net assets	1,954,808	2,128,151			

Statement of Changes in Net Assets For the Years Ended November 30, 2019 and 2018

Undesignated	2019	2018
	4 070 000	4.050.440
Balance at beginning of period	1,678,069	1,850,116
Results of operations: Nonfairtime income and expenses (Schedule A) Profit from Fair (Schedule B) Transfers:	(254,056) 276,622	(312,095) 20,303
To Designated for Anniversary From Designated for Mortgage Payments		(5,000) 124,745
Total Unrestricted Net Assets at end of period	1,700,635	1,678,069
Designated for Anniversary		
Balance at beginning of period	12,888	6,218
	12,000	0,210
Add: Transfer from Undesignated		5,000
Add: Profit from sale of shirts Net income from Everlasting project (patio)	100 11,434	350 1,320
Less: Net cost of Gala Net loss on poster Net loss on Moo'd signs Cost of banners Cost of quilt Fair display booth	(30,873) (1,407) (20) (1,027) (33) (250)	
Total Net Assets Designated for Anniversary at end of period	(9,188)	12,888
Designated for Mortgage Payments		
Balance at beginning of period	0	124,067
Income:		070
Interest earned Transfer to Undesignated		678 (124,745)
Total Net Assets Designated for Mortgage Payments at end of period	0	0
Designated for Scholarships		
Balance at beginning of period	90,741	102.809
Income:		,
Student ticket sales plus matching contribution	12,220	12,240
Supplemental transfer	2,030	570
Interest earned Donations	536 50	572 120
Total Income	14,836	12,932
Expenditures: Awards paid:	(25,000)	(25,000)
Total Net Assets Designated for Scholarships at end of period	80,577	90,741
Total Net Assets at end of period	1,781,212	1,768,810

Schedule A: Nonfairtime Revenue and Expenses For the Years Ended November 30, 2019 and 2018

	2019	2018
Revenue		
Pontala		
Rentals: Grounds - General	2,565	6,580
Grounds - Storage	115,550	102,344
Profit from off season activities	2,170	1,975
House - 52 Main Street	19,200	19,200
Buildings - 58 Main Street	45,600	45,600
House - 62 Main Street	19,200	19,200
House - 68 Main Street	17,100	17,100
Total rentals	221,385	211,999
Membership dues	2,010	1,810
Interest Earned - Unrestricted	1,222	1,022
Patronage Dividend from Farm Credit East	3,551	6,168
Donations received	30	100
Cellular	0	6,000
Miscellaneous	133	20
Total Nonfairtime Revenue	228,331	227,119
Operating Expenses		
House - 52 Main Street:		
Property taxes	7,315	7,291
Repairs and maintenance	878	6,427
Utilities	549	667
Total House - 52 Main Street	8,742	14,385
Buildings - 58 Main Street:		
Property taxes	7,037	7,029
Repairs and maintenance	2,790	4,260
Utilities	499	450
Total Buildings - 58 Main Street	10,326	11,739
House - 62 Main Street:		
Property taxes	4,499	4,470
Repairs and maintenance	446	4,060
Utilities	0	0
Total House - 62 Main Street	4,945	8,530
House - 68 Main Street:		
Property taxes	7,259	7,236
Repairs and maintenance	449	1,387
Utilities	0	0
Total House - 68 Main Street	7,708	8,623

House - 24 Town House Road (includes Resident State Trooper's office):		
Property taxes	0	0
Repairs and maintenance	509	3,013
Utilities (does not include electricity)	2,812	3,511
Less: Expense reimbursement from Town of Durham	(2,400)	(2,400)
Total House - 24 Town House Road	921	4,124
Fairgrounds maintenance	34,745	40,863
Electricity (including 24 Town House Road and the Durham Green year round)	34,761	31,271
Telephone and internet	7,530	7,028
Postage	3,185	3,019
Postage meter lease	443	723
Copying	3,129	2,768
nsurance	58,276	57,685
Printing and office supplies	4,333	3,257
Public relations	186	386
Professional fees - audit	6,250	6,250
Professional fees - legal	14,400	14,400
Professional fees - technology	12,638	14,050
Professional fees - other	0	0
Donations made - cash and souvenirs	8,297	1,100
Sponsorships	1,000	1,575
Meetings attended	2,001	2,390
Meetings held	2,322	3,532
Expenses related to grounds rentals	1,176	1,676
Expenses related to storage	150	0
Other	3,999	4,357
		1,001
Total Operating Expenses other than Fair	231,463	243,731
Excess of Nonfairtime Operating Expenses over Income		
(before Interest, Amortization, and Depreciation)	(3,132)	(16,612)
nterest paid	8,579	14,016
Excess of Nonfairtime Expenses over Income		
before Amortization and Depreciation	(11,711)	(30,628)
Amortization and depreciation	240,790	267,739
Book value of assets written off	1,555	13,728

Schedule B: Profit from 2019 and 2018 Fairs

Revenue	2019	2018
Admissions:	005.744	050 450
One day tickets - gates	825,741	659,452
One day tickets - advance Season tickets	138,349 46,920	126,685 49,475
Total admissions	1,011,010	835,612
, 614 446666		000,012
Parking Fees	54,933	680
Commercial rentals:		
Midway	213,733	177,222
General commercial	310,340	290,825
Craft beer and cider tasting		23,684
Crafts	44,920	44,500
Total commercial rentals	568,993	536,231
Convenience fees from on-line ticket sales	9,491	9,577
Livestock entry fees	1,442	1,506
Net profit from sale of souvenirs	7,715	3,385
Net profit from sale of ice	19,819	19,722
Cellular towers at fairtime	24,000	18,000
Sponsorships ATM years face	11,000 12,195	16,018
ATM usage fees Donations received	2,942	11,790 2,239
Rental of camper space	1,360	1,600
Miscellaneous	301	2,376
Total Fairtime Revenue	1,725,201	1,458,736
Direct Expenses		
Revenue-related expenses:		
Crafts	24,550	24,487
General commercial	30,702	27,419
Craft beer and cider tasting		19,301
Gates	9,879	12,269
Midway	170	160
Parking fee collection	10,000	6,000
Total revenue-related expenses	75,301	89,636
Exhibit expenses:		
Premiums paid to exhibitors	106,455	104,639
Ribbons, trophies, and awards	22,063	19,599
Feed and bedding	3,085	2,793
Miscellaneous exhibit supplies Judging expense	2,402 6,983	2,015 5,768
Instructional exhibit expenses	6,963 7,788	15,055
Wine Festival expenses	0,700	525
Rentals	5,492	5,917
Display improvements / exhibit development	754	250
Miscellaneous	2,200	2,787
Total exhibit expenses	157,222	159,348

Entertainment expenses:		
Center Stage	12,372	13,209
Green Stage	6,886	9,534
Main Stage	294,440	286,326
Children's and Novelty events	3,259	9,067
Roaming acts	1,600	1,300
Agriculturally-themed acts	5,900	8,207
Total entertainment expenses	324,457	327,643
Total entertainment expenses		327,043
Mechanized events expenses	40,830	34,680
Special events expenses:		
Fireworks	10,100	
Laser show	7,500	
Total special events expenses	17,600	
Maintenance expenses	156,019	160,542
Maylesting		
Marketing expenses:	10 111	E4 244
Advertising	48,441	54,241
Web site	97	228
Printing of Commemorative Book	0	5,784
Exhibit premiums processing	3,078	3,527
Printing of program	1,990	1,980
Public relations	1,654	6,095
Total marketing expenses	55,260	71,855
Public safety expenses:		
Police - State	235,750	201,753
Police - other	47,664	59,489
Parking lot attendants	21,200	23,200
Parking lot attendants Parking lot rentals	23,800	23,300
Parking lot maintenance	0	6,627
Equipment rentals	28,621	23,256
• •	-	
Bus service	127,817	133,160
Towing service	2,000	2,000
Fire service	9,500	7,500
Supplies	5,953	5,484
Miscellaneous	6,377	3,853
Medical and health expenses:		
Middlesex Hospital on-site facility	18,500	18,500
Ambulance services	15,520	15,520
Total medical and health expenses	34,020	34,020
Total public safety expenses	542,702	523,642
Other fairtime direct expenses:		
Electricity	14,801	17,958
Telephone service and usage	10,699	9,811
Insurance	6,513	7,736
Other	34,955	23,342
	12,220	23,342 12,240
Scholarship Fund donation		
Total other fairtime direct expenses	79,188	71,087
Total Fairtime Direct Expenses	1,448,579	1,438,433
Excess of Revenue over Direct Expenses	276,622	20,303
•		

Schedule C: Capital Improvements For the Years Ended November 30, 2019 and 2018

	2019	2018
Art Department - Exhibit fencing		1,911
Ethernet switch		3,644
Exhibit Management - Computers		2,638
Fair House - Replace boiler		5,880
Fencing - Snow		2,723
Two laptops	1,551	
Two Office licenses	539	
Mascot costume		2,250
Mower		8,250
Presidents' Hall - Demonstration area		3,644
Public Safety Building - Air conditioner compressor		2,143
Rental Property, 52 Main Street - Front porch work		2,875
Rental Property, 52 Main Street - Painting		6,500
Rental Property, 58 Main Street - Front door		1,400
Rental Property, 58 Main Street - Window replacement		1,700
Rental Property, 62 Main Street - Gutters		565
Rental Property, 68 Main Street - Water heater		2,700
Sign Building - Storm windows		982
Sign Department - Printers		3,195
Signs - Buildings		16,610
Speaker mounts - Animal pull ring		1,335
Speaker mounts - Cow Palace		4,309
Ticketing equipment		2,423
Tractor forks	950	
Total Capital Improvements	3,040	77,677

Summary of Donations and Public Service Activities For the Years Ended November 30, 2019 and 2018

					Val	
Donation of Cash and Souvenirs:	2019	2018	Groups given discounted off-season use of As	sociation property:	2019	2018
Durham Fair Foundation (restricted to making donations)	5,000	0				
U.S. Naval Sea Cadets	1,000	1,000	Coginchaug POPS	Movie night	0	2,950
Association of CT Fairs teacup auction	29	0	CT Holstein Association / CT Jersey Cattle Club	Show	10,500	10,500
Homeward Bound (souvenirs)	85 0	24 76	CT Poultry Breeders Society DART rabies clinic	Show	3,150	3,150
Middletown Elks - Durham/Middlefield Night (souvenirs) Durham seniors' lunch (souvenirs)	62	76 0	Durham Fair Foundation	Event Meetings	500 2,000	0 2,000
Donation-type advertising	186	386	Go Far, Go Fast	Event	1,500	2,200
Memorial donations:			Homeward Bound CT Dog Adoption	Event	5,500	5,500
Alzeimer's Association American Rabbit Breeders	50 0	0 100	Middlesex / New Haven County 4-H Fair	Fair	31,650	31,650
Cystic Fibrosis Foundation	0	150	Total value of rent free off-season use of groun	ds	54,800	57,950
Dana Farber	0	25			- 1,	
Dudley Foundation	0	50				
Durham Fair Foundation	125 0	100 25	Local groups given discounted concession spa	ace (75% off):	0	0.40
Durham Public Library Durham Volunteer Ambulance	25	25 50	Beseck Mountain Rescue Brewster PTA		0 1,200	840 1,200
Durham Volunteer Fire Company	0	25	Coginchaug Benchwarmers		2,880	2,880
Middlesex Hospital Philantrophy	0	75	Coginchaug Little League		1,800	1,800
Our Lady Queen of Angels	0	50	Coginchaug Regional High School Scholarship Fu	nd	1,440	1,440
Total donation of cash and souvenirs	6,562	2,136	Durham Democratic Town Committee Durham Lions Club		1,920 1,800	1,920 1,800
Total delidation of each and souvering	0,002	2,100	Durham Republican Town Committee		1,440	1,440
			Durham Women's Club		0	1,260
			Durham/Middlefield Exchange Club		1,200	1,200
			Durham-Middlefield Youth Football Durham/Middlefield Youth & Family Services		1,200 960	1,200 960
Scholarship awards paid	25,000	25,000	Help Willy's Friends		900	960
			Independent Day School		0	450
			John Lyman Parents Association		960	960
			Levi Coe Library		960	960
Other cash payments shown in various			Middlefield Democratic Town Committee Middlefield Federated Church		2,340 840	2,340 840
expense categories of this report:			Middlefield Volunteer Fire Company		1,440	1,440
			Middlefield Lions Club		2,160	2,160
For ambulance services:	0.500	0.500	Middlefield Republican Town Committee		1,200	1,200
Durham Volunteer Ambulance Corps For bus loading:	6,500	6,500	Our Lady of Mercy Parish - Notre Dame Church Our Lady of Mercy Parish - St. Colman Church		1,740 900	1,740 900
Knights of Columbus Council No. 14590	0	1,000	Strong School Parent/Teacher Organization		960	960
Middletown Police Explorers	1,700	1,700	United Churches of Durham		1,620	1,620
For cleanup:	0.500	0.500	Total color of land discounts		04.000	00.540
Boy Scout Troop 27 Boy Scout Troop 198 (Cheshire)	3,500 12,200	3,500 12,200	Total value of local discounts		31,860	33,510
For the entertainment area:	12,200	12,200				
Boy Scout Troop 44	500	500	Out of town groups given discounted concessi	on space (25% off):		
Boy Scout Troop 270	0	500	5 .5		•	0.40
Chester Fife and Drum Coginchaug Music Department	0 1,000	200 1,000	Best Friends for Life CT Chapter of the American Chestnut Foundation		0 150	210 0
For fire services:	1,000	1,000	CT Chinese Culture Association		150	0
Durham Volunteer Fire Company	5,000	4,000	Focus on Veterans		120	0
Haddam Volunteer Fire Company	4,500	3,500	Hometown Foundation		300	0
For ice distribution: New Haven Raccoon Club	1,317	1,472	Killingworth Lions Club Knights of Columbus - St. Mary's		380 720	380 720
For parking fee collection:	1,517	1,472	Middletown Elks		560	560
New Haven Police Emerald Society	4,000	4,000	Middlesex Community College		150	0
Notre Dame Knights of Columbus	2,500	2,000	New England Carousel Museum		210	210
Hamden Elks Lodge #224 For parking cars:	3,500	0	Portland Fire Department VA New England		320 765	320 765
CDM (Babe Ruth) Baseball	3,000	3,000	VA New England Veterans Count		705	0
Boy Scout Troop 270	3,000	3,000	VFW Post 7666 (Guilford)		440	440
Civil Air Patrol	4,500	4,500	U.S. Veterans Affairs		465	0
Coginchaug Basketball Booster Club Hamden Elks Lodge #224	3,500 0	3,500 3,500	Wolcott Lions Club		0	210
New Haven Police Emerald Society	3,000	3,000	Total value of out of town discounts		4,730	3,815
St. Peter's Knights of Columbus (Higganum)	2,500	0				
For security work:		-				
St. Peter's Knights of Columbus (Higganum)	1,200	1 000	Groups given free concession space:			
Southington Fire Wallingford Community Women's Club	1,000 700	1,000 700	Connecticut DEEP		1,740	1,740
, , , , , , , , , , , , , , , , , , ,			Connecticut Army National Guard		1,200	1,200
Total office continue	** * : -	0/ 07-	UCONN kids		840	0
Total other cash payments	68,617	64,272	U.S. Air Force		0 2.640	840 2.640
			U.S. Army Recruiting U.S. Census Bureau		2,640 600	2,640 0
			U.S. Naval Sea Cadets		2,170	0
			U.S. Marines - Middletown		2,040	2,040
Other:			U.S. Marines - New Haven		840	840
The Association has paid for improvements to the Town Green and provides all the electricity used on the Green throughout the year (Including the Christmas			Total value of free space		12,070	9,300
tune and the meanure at a						
tree and the monument area).			Total monotany value of denotions and			
tree and the monument area). Value of Green electricity	1,200	1,200	Total monetary value of donations and public service activities		204,839	197,183

In addition to the above, the following groups were given free admission to the Fair: All children 11 and under

All persons in wheelchairs plus one person with them. All active military personnel All veterans on Sunday

Payments to Governments For the Years Ended November 30, 2019 and 2018

		2019	2018
Municipal Governments:			
Town of Durham:	Property taxes on rental properties	26,109	26,026
	Building permit - Fair tents	519	560
	Building permit - Wall	0	33
	Water for two rental properties	1,047	1,117
	Reimbursement for Public Works services provided	4,007	0
	Fair building inspections - Paid directly to the inspector	370	480
	Fair health inspections - Paid directly to the inspectors	1,080	892
	Raffle permit - Gala	20	0
Total Town of Durham		33,152	29,108
Town of Middlefield:	Lease of Strickland Farm for parking	13,800	13,800
	Use of bleachers during Fair	0	2,500
Total Town of Middlefield		13,800	16,300
DMIAAB (Durham-Middlefield Transfer Station)	Trash removal and disposal	4,191	6,152
Town of Vernon:	Use of stage on Green for Fair	0	3,000
Town of Wallingford:	Police	0	17,040
State of Connecticut:			
Dept. of Emergency Services & Public Protection	State Police and dispatchers for Fair	235,750	201,754
Dept. of Emergency Services & Public Protection	State Police for Anniversary gala	2,117	0
Dept. of Emergency Services & Public Protection	Fireworks permit	100	0
Department of Consumer Affairs	Annual filing fee	50	50
Secretary of State	Annual filing fee	50	50
Total State of Connecticut		238,067	201,854
Total paid to governments		289,210	273,454
Note: Amounts paid to the Town of Middlefield for the Str include the cost of fertilizing the property. Those ar		0	4,952
indiade the cost of lettinging the property. Those at	mounts were.		4,332



Durham Fair Foundation, Inc.

Donations Made For the Years Ended December 31, 2019 and 2018

	2019	2018
Coginchaug Little League	150	0
Coginchaug Regional High School Project Graduation	1,500	1,500
Coginchaug Valley Education Foundation	250	400
Durham Fair Association - Flagpole and flag	5,335	0
Durham Historical Society	500	0
Durham Neighbors in Need	250	250
Durham Public Library	555	0
Giving Garden of Durham/Middlefield	1,000	0
Middlefield Community Services Council	250	250
Middlefield Historical Society	500	0
Mini Mustangs 4-H Club	0	250
Toy Drive	0	170
Totals	10,290	2,820