



*Connecticut's Largest Agricultural Fair*

# **FINANCIAL REPORT 2020 & 2019**



## **FINANCIAL REPORT OVERVIEW - 2020 and 2019**

In 2020, it was necessary to not hold the Fair because of the COVID-19 pandemic. In spite of that, we did have a positive, before depreciation, financial result. That was the result of income from both winter storage and our rental properties as well as a reduction in the cost of insurance. In addition, because we eliminated all our debt in 2019, we had no debt payments. 2019 was not the most successful year financially for the Durham Fair. While, attendance increased, 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 October 1 each year. 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 the setting of 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 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 2020, purchases totaled \$4,770 from Durham businesses, \$17,690 from Middlefield and Rockfall businesses, and \$20,368 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), 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). In addition, Connecticut DEEP, military recruiters, and, in 2019, the U.S. Census received free space (value of \$12,070 in 2019).

### **Scholarship Fund**

The Fair Association has maintained its own scholarship fund for local students since 1966. Scholarship awards totaled \$25,000 in both 2020 and 2019.

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 \$26,750 in 2020.

Durham Agricultural Fair Association, Inc.

**Balance Sheet**  
At November 30, 2020 and 2019

	2020	2019
<b>Assets</b>		
Cash and cash equivalents	257,638	324,319
Accounts receivable	0	2,400
Prepaid expenses	2,281	3,619
Escrow cash held	4,568	4,568
Share of stock in Haddam Neck Fair Association	100	100
Investment in Farm Credit East	1,000	1,000
Investment in Museum Collection	8,000	8,000
Land	520,328	520,328
Depreciable assets	6,457,851	6,431,329
Accumulated depreciation	(5,502,982)	(5,340,855)
<b>Total assets</b>	<b>1,748,784</b>	<b>1,954,808</b>
<b>Liabilities</b>		
Accounts payable	3,094	67,588
Escrow payable	4,568	4,568
Unearned storage income	96,073	108,528
Deferred midway income	0	2,000
Mortgage payable - Farm Credit East	0	0
Line of credit payable - Farm Credit East	100	100
<b>Total liabilities</b>	<b>103,835</b>	<b>182,784</b>
<b>Net Assets</b>		
Unrestricted	1,494,176	1,700,635
Designated for Anniversary	0	(9,188)
Designated for Contingencies	75,306	0
Designated for Scholarships	75,467	80,577
<b>Total net assets</b>	<b>1,644,949</b>	<b>1,772,024</b>
<b>Total liabilities and net assets</b>	<b>1,748,784</b>	<b>1,954,808</b>

**Durham Agricultural Fair Association, Inc.**

**Statement of Changes in Net Assets  
For the Years Ended November 30, 2020 and 2019**

	<b>2020</b>	<b>2019</b>
<b>Undesignated</b>		
<i>Balance at beginning of period</i>	1,700,635	1,678,069
<i>Results of operations:</i>		
Nonfairtime income and expenses (Schedule A)	(101,262)	(254,056)
Profit from Fair (Schedule B)	(21,009)	276,622
<i>Transfers:</i>		
From Designated for Anniversary	(9,188)	
To Designated for Contingencies	(75,000)	
	1,494,176	1,700,635
<i>Total Unrestricted Net Assets at end of period</i>		
<b>Designated for Anniversary</b>		
<i>Balance at beginning of period</i>	(9,188)	12,888
Add: Transfer to Undesignated	9,188	
Add: Profit from sale of shirts		100
Net income from Everlasting project (patio)		11,434
Less: Net cost of Gala		(30,873)
Net loss on poster		(1,407)
Net loss on Moo'd signs		(20)
Cost of banners		(1,027)
Cost of quilt		(33)
Fair display booth		(250)
		(9,188)
<i>Total Net Assets Designated for Anniversary at end of period</i>	0	(9,188)
<b>Designated for Contingencies</b>		
<i>Balance at beginning of period</i>	0	0
Transfer from Unrestricted	75,000	
<i>Income:</i>		
Interest earned	306	
	75,306	0
<i>Total Net Assets Designated for Contingencies at end of period</i>		
<b>Designated for Scholarships</b>		
<i>Balance at beginning of period</i>	80,577	90,741
<i>Income:</i>		
Student ticket sales plus matching contribution		12,220
Supplemental transfer	19,423	2,030
Interest earned	467	536
Donations		50
<i>Total Income</i>	19,890	14,836
<i>Expenditures:</i>		
Awards paid	(25,000)	(25,000)
	75,467	80,577
<i>Total Net Assets Designated for Scholarships at end of period</i>		
<b><i>Total Net Assets at end of period</i></b>	<b>1,644,949</b>	<b>1,772,024</b>

Durham Agricultural Fair Association, Inc.

Schedule A: Nonfairtime Revenue and Expenses  
For the Years Ended November 30, 2020 and 2019

<b>Revenue</b>	<b>2020</b>	<b>2019</b>
<i>Rentals:</i>		
Grounds - General	0	2,565
Grounds - Storage	126,640	115,550
Profit from off season activities	400	2,170
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	<u>228,140</u>	<u>221,385</u>
Membership dues	1,750	2,010
Interest Eamed - Unrestricted	217	1,222
Patronage Dividend from Farm Credit East	1,615	3,551
Donations received	0	30
Cellular	6,000	0
Miscellaneous	200	133
	<u>237,922</u>	<u>228,331</u>
<i>Total Nonfairtime Revenue</i>		
<b>Operating Expenses</b>		
<i>House - 52 Main Street:</i>		
Property taxes	7,242	7,315
Repairs and maintenance	1,383	878
Utilities	614	549
Total House - 52 Main Street	<u>9,239</u>	<u>8,742</u>
<i>Buildings - 58 Main Street:</i>		
Property taxes	6,967	7,037
Repairs and maintenance	2,370	2,790
Utilities	440	499
Total Buildings - 58 Main Street	<u>9,777</u>	<u>10,326</u>
<i>House - 62 Main Street:</i>		
Property taxes	4,454	4,499
Repairs and maintenance	2,105	446
Utilities	0	0
Total House - 62 Main Street	<u>6,559</u>	<u>4,945</u>
<i>House - 68 Main Street:</i>		
Property taxes	7,187	7,259
Repairs and maintenance	407	449
Utilities	0	0
Total House - 68 Main Street	<u>7,594</u>	<u>7,708</u>
<i>House - 24 Town House Road (includes Resident State Trooper's office):</i>		
Property taxes	0	0
Repairs and maintenance	612	509
Utilities (does not include electricity)	2,431	2,812
Less: Expense reimbursement from Town of Durham	(2,400)	(2,400)
Total House - 24 Town House Road	<u>643</u>	<u>921</u>
Fairgrounds maintenance	10,331	34,745
Electricity (including 24 Town House Road and the Durham Green year round)	29,678	34,761
Telephone and internet	7,779	7,530
Postage	1,331	3,185
Postage meter lease	443	443
Copying	2,125	3,129
Insurance	39,894	58,276
Printing and office supplies	1,257	4,333
Public relations	186	186
Professional fees - audit	6,450	6,250
Professional fees - legal	14,400	14,400
Professional fees - technology	4,982	12,638
Donations made - cash and souvenirs	19,502	8,297
Sponsorships	500	1,000
Meetings attended	0	2,001
Meetings held	71	2,322
Expenses related to grounds rentals	1,176	1,176
Expenses related to storage	73	150
Other	3,065	3,999
	<u>177,055</u>	<u>231,463</u>
<i>Total Operating Expenses other than Fair</i>		
<b>Excess of Nonfairtime Operating Expenses over Income (before Interest, Amortization, and Depreciation)</b>	<b>60,867</b>	<b>(3,132)</b>
Interest paid	3	8,579
<b>Excess of Nonfairtime Expenses over Income before Amortization and Depreciation</b>	<b>60,864</b>	<b>(11,711)</b>
Amortization and depreciation	162,126	240,790
Book value of assets written off		1,555
<b>Excess of Nonfairtime Expenses over Income</b>	<b>(101,262)</b>	<b>(254,056)</b>

Durham Agricultural Fair Association, Inc.

Schedule B: Profit from 2020 and 2019 Fairs

<b>Revenue</b>	<b>2020</b>	<b>2019</b>
<b>Admissions:</b>		
One day tickets - gates		825,741
One day tickets - advance		138,349
Season tickets		46,920
<i>Total admissions</i>	<u>0</u>	<u>1,011,010</u>
Parking Fees		54,933
<b>Commercial rentals:</b>		
Midway	2,000	213,733
General commercial		310,340
Crafts		44,920
<i>Total commercial rentals</i>	<u>2,000</u>	<u>568,993</u>
Convenience fees from on-line ticket sales		9,491
Livestock entry fees		1,442
Net profit from sale of souvenirs	910	7,715
Net profit from sale of ice		19,819
Cellular towers at fairtime		24,000
Sponsorships		11,000
ATM usage fees		12,195
Donations received	3,518	2,942
Rental of camper space		1,360
Miscellaneous	2,620	301
<b>Total Fairtime Revenue</b>	<u>9,048</u>	<u>1,725,201</u>
<b>Direct Expenses</b>		
<b>Revenue-related expenses:</b>		
Crafts		24,550
General commercial	1,800	30,702
Gates		9,879
Midway		170
Parking fee collection		10,000
<i>Total revenue-related expenses</i>	<u>1,800</u>	<u>75,301</u>
<b>Exhibit expenses:</b>		
Premiums paid to exhibitors		106,455
Ribbons, trophies, and awards		22,063
Feed and bedding		3,085
Miscellaneous exhibit supplies		2,402
Judging expense		6,983
Instructional exhibit expenses		7,788
Rentals		5,492
Display improvements / exhibit development		754
Miscellaneous	435	2,200
<i>Total exhibit expenses</i>	<u>435</u>	<u>157,222</u>
<b>Entertainment expenses:</b>		
Center Stage		12,372
Green Stage		6,886
Main Stage		294,440
Children's and Novelty events		3,259
Roaming acts		1,600
Agriculturally-themed acts		5,900
<i>Total entertainment expenses</i>	<u>0</u>	<u>324,457</u>
<b>Mechanized events expenses</b>		
		40,830
<b>Special events expenses:</b>		
Fireworks		10,100
Laser show		7,500
<i>Total special events expenses</i>	<u>0</u>	<u>17,600</u>
<b>Maintenance expenses</b>		
	1,980	156,019
<b>Marketing expenses:</b>		
Advertising	416	48,441
Web site	134	97
Exhibit premiums processing	550	3,078
Printing of program		1,990
Public relations	653	1,654
<i>Total marketing expenses</i>	<u>1,753</u>	<u>55,260</u>
<b>Public safety expenses:</b>		
Police - State	954	235,750
Police - other		47,664
Parking lot attendants		21,200
Parking lot rentals	13,800	23,800
Parking lot maintenance		0
Equipment rentals		28,621
Bus service		127,817
Towing service		2,000
Fire service		9,500
Supplies		5,953
Miscellaneous		6,377
<b>Medical and health expenses:</b>		
Middlesex Hospital on-site facility		18,500
Ambulance services		15,520
<i>Total medical and health expenses</i>	<u>0</u>	<u>34,020</u>
<i>Total public safety expenses</i>	<u>14,754</u>	<u>542,702</u>
<b>Other fairtime direct expenses:</b>		
Electricity		14,801
Telephone service and usage	10,132	10,699
Insurance		6,513
Other	(797)	34,955
Scholarship Fund donation		12,220
<i>Total other fairtime direct expenses</i>	<u>9,335</u>	<u>79,188</u>
<b>Total Fairtime Direct Expenses</b>	<u>30,057</u>	<u>1,448,579</u>
<b>Excess (Deficiency) of Revenue over Direct Expenses</b>	<u>(21,009)</u>	<u>276,622</u>

Durham Agricultural Fair Association, Inc.

**Schedule C: Capital Improvements**  
For the Years Ended November 30, 2020 and 2019

	2020	2019
Two laptops		1,551
Two Office licenses		539
Rental Property, 58 Main Street - Stairs	2,934	
Rental Property, 68 Main Street - Deck replacement	13,689	
Server	9,899	
Tractor forks		950
	<hr/>	<hr/>
<b>Total Capital Improvements</b>	<b>26,522</b>	<b>3,040</b>



Durham Agricultural Fair Association, Inc.

Summary of Donations and Public Service Activities  
For the Years Ended November 30, 2020 and 2019

	2020	2019		Value	
	2020	2019		2020	2019
<b>Donation of Cash and Souvenirs:</b>			<b>Groups given discounted off-season use of Association property:</b>		
Durham Fair Foundation (restricted to making donations)		5,000	CT Holstein Association / CT Jersey Cattle Club Show	10,500	
Eagle Scout project	50		CT Poultry Breeders Society Show	3,150	
U.S. Naval Sea Cadets		1,000	DART rabies clinic Event	500	
Association of CT Fairs teacup auction		29	Durham Fair Foundation Meetings	2,000	
Homeward Bound (souvenirs)		85	Go Far, Go Fast Event	1,500	
Durham seniors' lunch (souvenirs)		62	Homeward Bound CT Dog Adoption Event	5,500	
Donation-type advertising		186	Middlesex / New Haven County 4-H Fair Fair	31,650	
Memorial donations:					
Alzheimer's Association		50	<b>Total value of rent free off-season use of grounds</b>	<b>0</b>	<b>54,800</b>
Coginchaug Benchwarmers	50				
Coginchaug Scholarship Fund	50		<b>Local groups given discounted concession space (75% off):</b>		
Durham Fair Foundation	50	125	Brewster PTA	1,200	
Durham Historical Society	50		Coginchaug Benchwarmers	2,880	
Durham Volunteer Ambulance		25	Coginchaug Little League	1,800	
Middlefield Fire Department	50		Coginchaug Regional High School Scholarship Fund	1,440	
Middlefield Historical Society	25		Durham Democratic Town Committee	1,920	
St. Judes	50		Durham Lions Club	1,800	
Sisters' Project	25		Durham Republican Town Committee	1,440	
United Churches of Durham	150		Durham/Middlefield Exchange Club	1,200	
<b>Total donation of cash and souvenirs</b>	<b>550</b>	<b>6,562</b>	Durham/Middlefield Youth Football	1,200	
			Durham/Middlefield Youth & Family Services	960	
<b>Scholarship awards paid</b>	<b>25,000</b>	<b>25,000</b>	Help Willy's Friends	900	
			John Lyman Parents Association	960	
<b>Other cash payments shown in various expense categories of this report:</b>			Levi Coe Library	960	
<i>For ambulance services:</i>			Middlefield Democratic Town Committee	2,340	
Durham Volunteer Ambulance Corps		6,500	Middlefield Federated Church	840	
<i>For bus loading:</i>			Middlefield Volunteer Fire Company	1,440	
Middletown Police Explorers		1,700	Middlefield Lions Club	2,160	
<i>For cleanup:</i>			Middlefield Republican Town Committee	1,200	
Boy Scout Troop 27		3,500	Our Lady of Mercy Parish - Notre Dame Church	1,740	
Boy Scout Troop 198 (Cheshire)		12,200	Our Lady of Mercy Parish - St. Colman Church	900	
<i>For the entertainment area:</i>			Strong School Parent/Teacher Organization	960	
Boy Scout Troop 44		500	United Churches of Durham	1,620	
Coginchaug Music Department		1,000	<b>Total value of local discounts</b>	<b>0</b>	<b>31,860</b>
<i>For fire services:</i>					
Durham Volunteer Fire Company		5,000	<b>Out of town groups given discounted concession space (25% off):</b>		
Haddam Volunteer Fire Company		4,500	CT Chapter of the American Chestnut Foundation	150	
<i>For ice distribution:</i>			CT Chinese Culture Association	150	
New Haven Raccoon Club		1,317	Focus on Veterans	120	
<i>For parking fee collection:</i>			Hometown Foundation	300	
New Haven Police Emerald Society		4,000	Killingworth Lions Club	380	
Notre Dame Knights of Columbus		2,500	Knights of Columbus - St. Mary's	720	
Hamden Elks Lodge #224		3,500	Middletown Elks	560	
<i>For parking cars:</i>			Middlesex Community College	150	
CDM (Babe Ruth) Baseball		3,000	New England Carousel Museum	210	
Boy Scout Troop 270		3,000	Portland Fire Department	320	
Civil Air Patrol		4,500	VA New England	765	
Coginchaug Basketball Booster Club		3,500	VFW Post 7666 (Guilford)	440	
Hamden Elks Lodge #224			U.S. Veterans Affairs	465	
New Haven Police Emerald Society		3,000	<b>Total value of out of town discounts</b>	<b>0</b>	<b>4,730</b>
St. Peter's Knights of Columbus (Higganum)		2,500			
<i>For security work:</i>			<b>Groups given free concession space:</b>		
St. Peter's Knights of Columbus (Higganum)		1,200	Connecticut DEEP	1,740	
Southington Fire		1,000	Connecticut Army National Guard	1,200	
Wallingford Community Women's Club		700	UCONN kids	840	
<b>Total other cash payments</b>	<b>0</b>	<b>68,617</b>	U.S. Army Recruiting	2,640	
			U.S. Census Bureau	600	
<b>Other:</b>			U.S. Naval Sea Cadets	2,170	
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 tree and the monument area).			U.S. Marines - Middletown	2,040	
			U.S. Marines - New Haven	840	
<b>Value of Green electricity</b>	<b>1,200</b>	<b>1,200</b>	<b>Total value of free space</b>	<b>0</b>	<b>12,070</b>
			<b>Total monetary value of donations and public service activities</b>	<b>26,750</b>	<b>204,839</b>
			<b>In addition to the above, the following groups were given free admission to the Fair:</b>		
			All children 11 and under		
			All persons in wheelchairs plus one person with them.		
			All active military personnel		
			All veterans on Sunday		

**Durham Agricultural Fair Association, Inc.**

**Payments to Governments  
For the Years Ended November 30, 2020 and 2019**

		<b>2020</b>	<b>2019</b>
<b>Municipal Governments:</b>			
<b>Town of Durham:</b>			
	Property taxes on rental properties	26,109	26,109
	Building permit - Fair tents		519
	Building permit - Rental property work	155	
	Water for two rental properties	1,047	1,047
	Reimbursement for Public Works services provided		4,007
	Fair building inspections - Paid directly to the inspector		370
	Fair health inspections - Paid directly to the inspectors		1,080
	Raffle permit - Gala		20
	<b>Total Town of Durham</b>	<b><u>27,311</u></b>	<b><u>33,152</u></b>
<b>Town of Middlefield:</b>			
	Lease of Strickland Farm for parking	<b><u>13,800</u></b>	<b><u>13,800</u></b>
<b>DMIAAB</b> (Durham-Middlefield Transfer Station)			
	Trash removal and disposal	<b><u>238</u></b>	<b><u>4,191</u></b>
<b>State of Connecticut:</b>			
Dept. of Emergency Services & Public Protection	State Police and dispatchers for Fair	954	235,750
Dept. of Emergency Services & Public Protection	State Police for Anniversary gala		2,117
Dept. of Emergency Services & Public Protection	Fireworks permit		100
Department of Consumer Affairs	Annual filing fee	50	50
Secretary of State	Annual filing fee	50	50
	<b>Total State of Connecticut</b>	<b><u>1,054</u></b>	<b><u>238,067</u></b>
<b>Total paid to governments</b>		<b><u>42,403</u></b>	<b><u>289,210</u></b>