



Connecticut's Largest
Agricultural Fair

FINANCIAL REPORT

2022 and 2021



FINANCIAL REPORT OVERVIEW - 2022 and 2021

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. The 2022 and 2021 fairs were financially successful even though attendance was less than 2019. There may be multiple reasons for the lower attendance including the lingering effect of the COVID-19 pandemic, the lack of nationally-known entertainers or the continuation of a downward trend in our attendance. 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 Fair's volunteers 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 Agricultural Fair Association 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. A member is entitled to vote at the Association's annual meeting in December. That meeting is where officers, coordinators, associate officers and 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. Membership tickets are available from the Association's Secretary from the conclusion of the annual meeting in December until October 1 each year.

The Association owns forty-six acres of land that includes four houses, one store with barn, eight exhibit buildings, 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 a Durham landowner. In addition, Tilcon allows use of their property for parking, when needed, free of charge,

In 2022, the Association paid premiums (prize money) of \$93,954. Of that, \$21,010 was paid to Durham residents, \$3,519 to residents of Middlefield and Rockfall and \$10,474 to residents of bordering towns.

In 2022, the Fair Association made purchases totaling \$91,561 from Durham businesses, \$162,473 from Middlefield and Rockfall businesses, and \$140,943 from businesses in bordering towns. In 2021, purchases totaled \$90,144 from Durham businesses, \$75,366 from Middlefield and Rockfall businesses, and \$121,043 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, fair prices, 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 \$31,875 in 2022), 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 \$2,885 in 2022). In addition, Connecticut DEEP, military recruiters, UCONN Kids and, in 2022, the Middlesex County Chamber of Commerce received free space (value of \$11,830 in 2022).

Scholarship Fund

The Fair Association has maintained its own scholarship fund for local students since 1966. Scholarship awards totaled \$25,000 in both 2022 and 2021.

The following describes the present program:

How is the program funded?

The Association designates for 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 further 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.

Who chooses the recipients?

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

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, financial need, participation in Durham Fair Association or Durham Fair Foundation activities, and scholastic ability are considered equally in determining the recipients of the scholarships. The committee does not give preferential treatment, either implicitly or explicitly, to current or past Fair Association directors or their immediate relatives. Directors are defined as officers, coordinators, associate officers and coordinators, directors, superintendents and assistant superintendents.

Other Information

The Durham Fair Association contributed a total of \$183,294 in donations, discounts or public service activities to the community in 2022. That number was \$183,711 in 2021.

Durham Agricultural Fair Association, Inc.

Balance Sheet
At November 30, 2022 and 2021

	2022	2021
Assets		
Cash and cash equivalents	711,659	668,838
Accounts receivable	7,155	18,201
Prepaid expenses	16,806	1,520
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	6,690,944	6,473,018
Accumulated depreciation	(5,716,090)	(5,620,301)
Total assets	2,244,470	2,075,272
Liabilities		
Accounts payable	43,681	20,858
Escrow payable	4,568	4,568
Unearned storage income	100,979	114,385
Deferred midway income	8,000	0
Mortgage payable - Farm Credit East	0	0
Line of credit payable - Farm Credit East	100	100
Total liabilities	157,328	139,911
Net Assets		
Unrestricted	1,835,563	1,756,112
Designated for Contingencies	150,460	75,460
Designated for Scholarships	101,119	103,789
Total net assets	2,087,142	1,935,361
Total liabilities and net assets	2,244,470	2,075,272

Durham Agricultural Fair Association, Inc.

**Statement of Changes in Net Assets
For the Years Ended November 30, 2022 and 2021**

	2022	2021
Undesignated		
<i>Balance at beginning of period</i>	1,756,112	1,494,176
<i>Results of operations:</i>		
Nonfairtime income and expenses (Schedule A)	(143,035)	(145,773)
Profit from Fair (Schedule B)	297,486	407,709
<i>Transfers:</i>		
To Designated for Contingencies	(75,000)	
<i>Total Unrestricted Net Assets at end of period</i>	1,835,563	1,756,112
Designated for Contingencies		
<i>Balance at beginning of period</i>	75,460	75,306
Transfer from Unrestricted	75,000	
<i>Income:</i>		
Interest earned		154
<i>Total Net Assets Designated for Contingencies at end of period</i>	150,460	75,460
Designated for Scholarships		
<i>Balance at beginning of period</i>	103,789	75,467
<i>Income:</i>		
Student ticket sales plus matching contribution	12,280	8,120
Supplemental transfer	10,000	45,000
Interest earned	0	152
Donations	50	50
<i>Total Income</i>	22,330	53,322
<i>Expenditures:</i>		
Awards paid	(25,000)	(25,000)
<i>Total Net Assets Designated for Scholarships at end of period</i>	101,119	103,789
<i>Total Net Assets at end of period</i>	2,087,142	1,935,361

Durham Agricultural Fair Association, Inc.

**Schedule A: Nonfairtime Revenue and Expenses
For the Years Ended November 30, 2022 and 2021**

	2022	2021
Revenue		
<i>Rentals:</i>		
Grounds and Equipment- General	4,850	10,660
Grounds - Storage	133,223	125,834
House - 52 Main Street	19,750	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>239,723</u>	<u>237,594</u>
Membership dues	1,710	1,980
Interest Earned on Unrestricted Net Assets	0	84
Patronage Dividend from Farm Credit East	0	0
Donations received	1,000	50
Cellular	20,000	9,600
Miscellaneous	<u>3,425</u>	<u>4,481</u>
<i>Total Nonfairtime Revenue</i>	<u>265,858</u>	<u>253,789</u>

Operating Expenses

<i>House - 52 Main Street:</i>		
Property tax	6,816	7,072
Repairs and maintenance	3,671	1,455
Utilities	720	651
Total House - 52 Main Street	<u>11,207</u>	<u>9,178</u>
<i>Buildings - 58 Main Street:</i>		
Property tax	6,733	6,892
Repairs and maintenance	4,356	3,303
Utilities	38	434
Total Buildings - 58 Main Street	<u>11,127</u>	<u>10,629</u>
<i>House - 62 Main Street:</i>		
Property tax	4,305	4,406
Repairs and maintenance	6,452	1,146
Utilities	0	0
Total House - 62 Main Street	<u>10,757</u>	<u>5,552</u>
<i>House - 68 Main Street:</i>		
Property tax	6,404	6,835
Repairs and maintenance	1,027	691
Utilities	0	0
Total House - 68 Main Street	<u>7,431</u>	<u>7,526</u>

House - 24 Town House Road (included Resident State Trooper's office):

Property tax	0	0
Repairs and maintenance	3,263	228
Utilities (does not include electricity)	3,972	1,804
Less: Expense reimbursement from Town of Durham	<u>(2,400)</u>	<u>(2,400)</u>
Total House - 24 Town House Road	<u>4,835</u>	<u>(368)</u>
Insurance	59,944	50,065
Electricity (including 24 Town House Road and the Durham Green year round)	35,585	31,923
Fairgrounds and equipment maintenance	19,801	45,643
Donations made - cash and souvenirs	17,905	51,080
Other	14,657	12,988
Professional fees - legal	14,400	14,115
Unrelated Business Tax	10,256	8,938
Telephone and internet	8,236	7,854
Professional fees - audit	6,450	6,450
Printing and office supplies	4,625	7,009
Copying	3,890	1,939
Postage	2,405	2,045
Meetings held	2,369	2,173
Professional fees - technology	1,880	3,093
Meetings attended	1,300	890
Expenses related to grounds rentals	1,176	1,176
Public relations	900	375
Water	749	0
Postage meter lease	727	828
Sponsorships	500	1,000
Expenses related to storage	<u>0</u>	<u>133</u>
<i>Total Operating Expenses other than Fair</i>	<u>253,112</u>	<u>282,234</u>
<i>Excess of Nonfairtime Operating Expenses over Income (before Interest, Depreciation, and Write-off of Assets)</i>	12,746	(28,445)
Interest paid	<u>6</u>	<u>8</u>
<i>Excess of Nonfairtime Expenses over Income before Depreciation, and Write-off of Assets)</i>	12,740	(28,453)
Book value of assets written off	35,912	
Depreciation	<u>119,863</u>	<u>117,320</u>
<i>Excess of Nonfairtime Expenses over Income</i>	<u>(143,035)</u>	<u>(145,773)</u>

Durham Agricultural Fair Association, Inc.

Schedule B: Profit from 2022 and 2021 Fairs

Revenue	2022	2021
<i>Admissions:</i>		
One day tickets - gates	673,549	630,309
One day tickets - advance	150,871	193,817
Season tickets	42,575	12,390
<i>Total admissions</i>	866,995	836,516
 Parking Fees	 37,016	 30,380
<i>Commercial rentals:</i>		
Midway	243,873	226,633
General commercial	247,450	244,820
Crafts	30,960	31,460
<i>Total commercial rentals</i>	522,283	502,913
Convenience fees from on-line ticket sales	11,075	12,338
Truck pull fees	0	1,175
Livestock entry fees	1,114	1,123
Net profit (loss) from Beer/Wine/Cider event	(14,682)	-----
Net profit (loss) from sale of ice	(1,095)	1,718
Net profit from sale of souvenirs	8,856	8,782
Cellular towers at fairtime	3,600	0
Sponsorships	5,200	7,850
ATM usage fees	10,303	12,392
Donations received	2,155	8
Rental of camper space	1,040	0
Miscellaneous	2,426	612
<i>Total Fairtime Revenue</i>	1,456,286	1,415,807
 Direct Expenses		
<i>Revenue-related expenses:</i>		
Crafts		
General commercial	25,808	24,698
Gates	15,397	18,594
Midway	89	110
Parking fee collection	7,500	7,500
<i>Total revenue-related expenses</i>	48,794	50,902
<i>Exhibit expenses:</i>		
Premiums paid to exhibitors	93,954	91,862
Ribbons, trophies, and awards	21,484	23,877
Feed and bedding	5,598	8,029
Miscellaneous exhibit supplies	1,079	1,562
Judging expense	6,054	5,962
Instructional exhibit expenses	9,076	5,892
Rentals	7,758	8,163
Display improvements / exhibit development	2,694	2,408
Miscellaneous	1,812	1,824
<i>Total exhibit expenses</i>	149,509	149,579

<i>Entertainment expenses:</i>		
Center Stage	14,990	14,399
Green Stage	11,149	7,665
International Stage	9,292	7,629
Main Stage	0	0
Children's and Novelty events	4,220	5,567
Roaming acts	2,500	400
Agriculturally-themed acts	4,569	0
<i>Total entertainment expenses</i>	<u>46,720</u>	<u>35,660</u>
<i>Mechanized events expenses</i>	<u>49,700</u>	<u>44,550</u>
<i>Special events expenses:</i>		
Fireworks	12,500	100
<i>Total special events expenses</i>	<u>12,500</u>	<u>100</u>
<i>Maintenance expenses</i>	<u>192,634</u>	<u>147,211</u>
<i>Marketing expenses:</i>		
Advertising	38,164	50,182
Web site	137	97
Exhibit premiums processing	7,165	2,231
Printing of program	750	785
Public relations	2,256	1,194
Miscellaneous	513	0
<i>Total marketing expenses</i>	<u>48,985</u>	<u>54,489</u>
<i>Public safety expenses:</i>		
Police - State	201,352	165,923
Police - other	49,006	33,794
Parking lot attendants	18,500	17,500
Parking lot rentals	21,800	20,800
Parking lot maintenance	0	0
Equipment rentals	30,043	28,305
Bus service	166,400	139,366
Towing service	2,500	2,500
Fire service	-----	7,500
Fire and EMS service	14,500	-----
Supplies	3,832	4,890
Miscellaneous	5,302	6,083
<i>Medical and health expenses:</i>		
Middlesex Hospital on-site facility	18,500	18,500
Ambulance services	0	14,560
<i>Total medical and health expenses</i>	<u>18,500</u>	<u>33,060</u>
<i>Total public safety expenses</i>	<u>531,735</u>	<u>459,721</u>
<i>Other fairtime direct expenses:</i>		
Electricity	17,972	19,017
Telephone service and usage	7,008	8,553
Water	2,798	0
Insurance	8,507	4,441
Other	29,658	25,755
Scholarship Fund donation	12,280	8,120
<i>Total other fairtime direct expenses</i>	<u>78,223</u>	<u>65,886</u>
Total Fairtime Direct Expenses	<u>1,158,800</u>	<u>1,008,098</u>
Excess (Deficiency) of Revenue over Direct Expenses	<u>297,486</u>	<u>407,709</u>

Durham Agricultural Fair Association, Inc.

Schedule C: Capital Improvements
For the Years Ended November 30, 2022 and 2021

	2022	2021
Buildings:		
Marketplace Building - Doors	27,662	
Marketplace Building - Fans / Lights	30,926	
Farm Museum - Lights	2,000	
Public Safety Building - Floor	11,070	
Public Safety Building - Heat / Air conditioning		8,200
Upper Restrooms - Renovation	5,300	
Entertainment:		
Center Stage - Cover	17,302	
Equipment:		
Zero-Turn Mower (after trade-in)	9,286	
Grounds:		
Animal Pull Ring improvements	5,002	
Fence upgrades	11,855	
Paving	15,000	
Street signs / Miscellaneous signs	24,244	
Rental Properties:		
24 Town House Road - Front structural	81,752	
24 Town House Road house - Oil tank		3,400
52 Main Street - Washer	502	
52 Main Street - Stove	334	
58 Main Street - Front windows and structural	14,348	
62 Main Street - Dishwasher	1,218	
62 Main Street - Washer and Dryers		1,972
Technology:		
Advance Ticket Sales - Boca printers	3,399	
Cameras - Three outdoor	6,240	
Fiber optic system additions	3,600	
ID Badge printer	1,224	
Laptop	750	715
Mac replacement for Sign Department	3,120	
Pager		880
POE switches for gates	1,778	
Total Capital Improvements	<u>277,912</u>	<u>15,167</u>

Durham Agricultural Fair Association, Inc.

**Summary of Donations and Public Service Activities
For the Years Ended November 30, 2022 and 2021**

	Value			Value	
	2022	2021		2022	2021
Donation of Cash and Souvenirs:			Groups given discounted off-season use of Association property:		
Durham Fair Foundation (restricted to making donations)	5,000	5,000	CT Poultry Breeders Society	—	4,150
U.S. Naval Sea Cadets	1,500	1,000	Durham Fair Foundation	100	100
Ukrainian National Home, Hartford for Ukranian relief	1,000	0	Homeward Bound CT Dog Adoption	5,500	5,500
Association of CT Fairs teacup auctions	113	80	Middlesex / New Haven County 4-H Fair	32,691	32,691
Homeward Bound CT Dog Adoption	80	0			
Middletown Elks	20	0			
Donation-type advertising:			Total value of rent free off-season use of grounds	38,291	42,441
Coginchaug Benchwarmers - Ads	600	75			
Coginchaug Little League - Sponsorship	300	300	Local groups given discounted concession space (75% off):		
Memorial donations:			Brewster PTA	1,200	1,200
Alzheimer's Association	0	50	Coginchaug Benchwarmers	2,880	2,880
Cat Tales	0	50	Coginchaug Little League	1,800	1,800
Durham Animal Rescue	0	50	Coginchaug POPS	1,680	1,680
Durham Fair Foundation	100	50	Coginchaug Regional High School Scholarship Fund	1,440	1,440
Durham Public Library	0	50	Durham Democratic Town Committee	1,920	1,920
Durham Volunteer Fire Company	25	50	Durham Lions Club	1,800	1,800
Haddam Volunteer Ambulance	0	50	Durham Republican Town Committee	1,440	1,440
Middlesex Habitat	0	50	Durham/Middlefield Exchange Club	1,200	1,200
Norris Cotton Cancer Center	50	0	Durham/Middlefield Youth Football	1,560	1,200
Our Lady of Mercy Parish	0	50	Durham/Middlefield Youth & Family Services	—	960
St. Judes	25	0	John Lyman Parents Association	960	960
Total donation of cash and souvenirs	8,813	6,905	Levi Coe Library	960	960
			Middlefield Democratic Town Committee	2,340	2,340
Scholarship awards paid	25,000	25,000	Middlefield Volunteer Fire Company	1,440	1,440
			Middlefield Lions Club	2,160	2,160
Other cash payments shown in various expense categories of this report:			Middlefield Memorial School	1,035	0
<i>For ambulance services:</i>			Middlefield Republican Town Committee	1,200	1,200
Durham Volunteer Ambulance Corps	—	6,500	Our Lady of Mercy Parish - Notre Dame Church	1,740	1,740
<i>For bus loading:</i>			Our Lady of Mercy Parish - St. Coleman	900	0
Civil Air Patrol - Salem	1,500	0	Strong School Parent/Teacher Organization	960	960
<i>For cleanup:</i>			United Churches of Durham	1,260	1,260
Boy Scout Troop 27	3,500	3,500	Total value of local discounts	31,875	30,540
Boy Scout Troop 198 (Cheshire)	12,700	12,200			
<i>For the entertainment area:</i>			Out of town groups given discounted concession space (25% off):		
Coginchaug Music Department	1,000	1,000	Focus on Veterans	—	120
<i>For fire and EMS services:</i>			Killingworth Lions Club	380	380
Durham Volunteer Fire Company	8,000	4,000	Knights of Columbus - St. Mary's, Middletown	720	720
Haddam Volunteer Fire Company	6,500	3,500	Middletown Elks	560	560
<i>For ice distribution:</i>			Portland Fire Department	320	320
New Haven Raccoon Club	2,000	2,318	VA New England	—	765
<i>For parking fee collection:</i>			VFW Post 7666 (Guilford)	440	440
New Haven Police Emerald Society	4,000	3,500	U.S. Veterans Affairs	465	465
Hamden Elks Lodge #224	3,500	4,000	Total value of out of town discounts	2,885	3,770
<i>For parking cars:</i>					
Civil Air Patrol - Danielson	0	3,000	Groups given free concession space:		
Civil Air Patrol - Silver City Squadron	4,500	5,000	Connecticut DEEP	1,740	1,740
Coginchaug Basketball Booster Club	3,500	3,500	Connecticut Army National Guard	1,200	1,200
New Haven Police Emerald Society	3,000	3,000	Middlesex County Chamber of Commerce	600	0
St. Peter's Knights of Columbus (Higganum)	6,000	3,000	UCONN Kids	600	840
<i>For security work:</i>			U.S. Army Recruiting	2,640	2,640
Notre Dame Knights of Columbus	0	1,667	U.S. Naval Sea Cadets	2,170	2,170
St. Peter's Knights of Columbus (Higganum)	3,000	1,000	U.S. Marines - Middletown	2,040	2,040
Southington Fire	0	1,000	U.S. Marines - New Haven	840	840
Wallingford Community Women's Club	700	700	Total value of free space	11,830	11,470
Total other cash payments	63,400	62,385			
Other:					
The Association has paid for maintenance of the Town Green and provides all the electricity used on the Green throughout the year (Including the Christmas tree and the monument area).			Total monetary value of donations and public service activities	183,294	183,711
Value of Green electricity	1,200	1,200	In addition to the above, the following groups were given free admission to the Fair:		
			All children 11 and under.		
			All persons in wheelchairs.		
			All active military personnel every day.		
			All veterans on Sunday.		

Durham Agricultural Fair Association, Inc.

**Payments to Governments
For the Years Ended November 30, 2022 and 2021**

		2022	2021
Local Governments:			
Town of Durham:	Property taxes on rental properties	24,258	25,205
	Building permit - 24 Town House Road oil tank	—	57
	Building permits - 24 Town House and 58 Main structural work	1,201	0
	Water for fairgrounds	3,547	0
	Water for two rental properties	758	1,085
	Reimbursement for Public Works services provided	5,062	3,316
	Fair building inspections - Paid directly to the inspector	200	280
	Fair health inspections - Paid directly to the inspectors	544	616
	Total Town of Durham	<u>35,570</u>	<u>30,559</u>
Town of Middlefield:	Lease of Strickland Farm for parking	<u>13,800</u>	<u>13,800</u>
DMIAAB (Durham-Middlefield Transfer Station)	Trash removal and disposal	<u>7,219</u>	<u>6,986</u>
Regional District 13	Building use fee	<u>25</u>	<u>25</u>
Wallingford Police Department	Police for Fair	0	<u>5,195</u>
State of Connecticut:			
Dept. of Emergency Services & Public Protection	State Police and dispatchers for Fair	196,632	161,323
Dept. of Emergency Services & Public Protection	Fireworks permit	0	100
Department of Consumer Affairs	Annual filing fee	50	50
Secretary of State	Annual filing fee	50	50
Department of Revenue Services	Unrelated business tax	3,065	0
	Total State of Connecticut	<u>199,797</u>	<u>161,523</u>
Federal Government:			
Internal Revenue Service	Unrelated business tax	<u>7,191</u>	<u>8,938</u>
Valley Shore Emergency	Dispatchers for Fair	<u>4,720</u>	<u>4,600</u>
Total paid to governments		<u><u>268,322</u></u>	<u><u>231,626</u></u>