HEARD, MCELROY & VESTAL

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S. BERTON HEARD, C. P. A. (1960)
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SHREVEPORT, LOUISIANA 71165
720 TRAVIS STREET
POST OFFICE BOX 1607
TELEPHONE (318) 221-0151
FACSIMILE (318) 425-4070

JOHN B. PHILLIPS, JR., C. P. A.
(RETIRED)

January 24, 1990

The Board of Directors
State Fair of Louisiana
Shreveport, Louisiana

Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying other financial information (Pages 10 through 15) is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Heard, McElroy & Vestal

ENGAGEMENT APPROVAL

5.9.03

Dear Practitioner and Auditee

Pursuant to your joint request and **subject to the conditions listed on the reverse side of this form,** I am approving the attached engagement agreement for the engagement period listed below.

Audit engagements must be performed in accordance with *Government Auditing Standards* and *OMB Circular A-128 or A-133*, where applicable, and they must comply with the provisions of the *Louisiana Governmental Audit Guide.*

Compilation and attestation engagements must be performed in accordance with the *Louisiana Governmental Audit Guide* and the American Institute of Certified Public Accountants' *Statements on Standards for Accounting and Review Services* and *Statements on Standards for Attestation Engagements.*

Louisiana Revised Statute 24:513 and Section 329.01 of the *Louisiana Governmental Audit Guide* require all engagements to be completed and transmitted to the legislative auditor within six months of the close of the entity's fiscal year. Any noncompliance with these requirements **shall be reported,** together with a full explanation of the events leading to the noncompliance, in either the compliance report or management letter.

Immediately upon completion of the audit, nine copies of the report and any management letter (eight bound and one unbound **-single-sided and not prepared for binding)** must be submitted to my office.

Approved
Daniel G. Kyle, CPA
Legislative Auditor
By: Not engaged

Approval Date .__.__.__.__.__.

Entity Name: State Fair of Louisiana

Approved Period: From: 12.01.88 To: 11.30.89. Multi-Year: 1 2 3 4

Status: C 1	Condition 4: N (A-Approved, D-Denied, N-Not Engaged, K-Acknowledged, R-Returned)
Engagement Period Begin: 12.01.88.	Condition 5: __. (Blank or N)
Engagement Period End: 11.30.89.	Override: __. (Blank or 1) Purge: __. (Blank or Y)
Batch No.: 57 Batch Date: 04.30.97.	Type: C Billable: N Worktype: H
OPID: 672.	Program: 14 Program Name:
Match Override: __. (Blank or X)	
Engagement Package Start Date: 99.99.99.	Remarks: Std per Diem
Submitter's ID: 6.09.	
Submitter's Name: Dischler.	
Date Received: 99.99.99. (Cond 1)	Control Number: 97502.158.
Completion Date: 99.99.99. (Cond 3)	Entered in LARC (Initials): JL

Mr. Sam Giordano	Robertson, Bailes + McClelland
President + General Manager	666 Travis Street, Ste 800
State Fair of Louisiana	Shreveport, LA 71101-3094
PO Box 38327	
Shreveport, LA	

STATE FAIR OF LOUISIANA

SHREVEPORT, LOUISIANA

NOVEMBER 30, 1989 AND 1988

Note 5. (Continued)

	1989	1988
Certificates of deposit	200,000	700,000
Repurchase agreements	500,000	-
	700,000	700,000

Note 6. Litigation.
The only pending or threatened litigation affecting State Fair of Louisiana at the present time involve claims arising out of activities by lessees of fair facilities. The State Fair has adequate public liability insurance in the event of any loss as well as being named as additional insured under the insurance policies of the lessees.

STATE FAIR OF LOUISIANA

NOTES TO FINANCIAL STATEMENTS

NOVEMBER 30, 1989 AND 1988

The State Fair of Louisiana is a nonprofit corporation organized under the laws of the State of Louisiana on a nonstock basis having one class of member. The objects and purposes for which this nonprofit corporation is formed and exists are declared to be:

The maintenance in the Parish of Caddo, State of Louisiana, of public fairs, expositions and exhibitions of stock and farm products, and for the encouragement of agricultural and horticultural pursuits, and in all ways to promote the various industries of the State of Louisiana and the welfare of its citizens.

The State Fair of Louisiana is exempt from federal income tax under provisions of Section 501(c)(5) of the Internal Revenue Code of 1954 and exempt from state income tax under appropriate provisions in the laws of the State of Louisiana.

Note 1. Summary of significant accounting policies.

Buildings and equipment are carried at cost and depreciated over the estimated useful life on the straight-line method. Major additions are capitalized and depreciated; maintenance and repairs which do not improve or extend the life of the respective assets are expensed as incurred. Contributions in aid of construction are credited to contribution accounts and do not reduce the cost of the assets acquired with such contributions. Contribution accounts are charged with the depreciation on such assets.

The corporation has a noncontributory pension plan covering all eligible employees. Pension expense is accrued in accordance with an actuarial cost method and it is the corporation's policy to fund pension cost accrued. Prior service costs under the plan are being funded over a ten year period.

As provided by contract with the City of Shreveport, one-half of the net earnings of State Fair of Louisiana shall be set aside permanently in a Sinking Fund. This allocation is to continue until the Sinking Fund shall equal $700,000. Any sums transferred which raise the balance above this amount shall be transferred into the Building Fund.

For purposes of the statement of cash flows, the Fair considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

Note 2. Property, plant and equipment.

Depreciation for financial reporting purposes is provided on the straight-line method based upon the estimated useful lives of the assets as follows: buildings, 15 to 60 years; land improvements, 10 to 75 years; equipment, 5 to 20 years.

The major classifications of fixed assets were as follows:

	1989	1988
Land	31,788	26,928
Buildings	4,777,176	4,769,808
Land improvements	619,264	590,856
Equipment	1,143,969	1,146,284
	6,572,197	6,533,876
Less-accumulated depreciation	3,140,146	2,985,612
	3,432,051	3,548,264

STATE FAIR OF LOUISIANA

STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED NOVEMBER 30, 1989 AND 1988

	1989	1988
Cash flows from operating activities:		
Deficiency of revenues over expenses	(180,692)	(360,516)
Adjustments to reconcile net loss to net cash provided by operating activities:		
Depreciation	184,294	191,077
Changes in assets and liabilities:		
(Increase) in accounts receivable	(73,635)	(5,421)
Decrease in accrued interest	2,470	97
(Increase) in prepaid expenses	2,302	(1,774)
Increase in liabilities	39,464	30,926
Net cash used by operating activities	(25,797)	(145,611)
Cash flows from investing activities:		
Expenditures for buildings, equipment and improvements	(68,081)	(161,340)
Net decrease in cash	(93,878)	(306,951)
Cash and cash equivalents at beginning of the year	557,596	864,547
Cash and cash equivalents at end of the year	463,718	557,596

The accompanying notes are an integral part of the financial statements.

STATE FAIR OF LOUISIANA

STATEMENTS OF CHANGES IN FUND BALANCES

FOR THE YEARS ENDED NOVEMBER 30, 1989 AND 1988

	Total	State Appropriations	Net Investment in Property	Sinking Fund	General Operating Fund
Balance-November 30, 1987	5,060,660	1,424,537	2,153,464	700,000	782,659
Deficiency of revenues over expenses-November 30, 1988	(360,516)	-	-	-	(360,516)
Depreciation	-	(43,839)	(147,238)	-	191,077
Additions to fixed assets	-	-	161,340	-	(161,340)
Balance-November 30, 1988	4,700,144	1,380,698	2,167,566	700,000	451,880
Deficiency of revenues over expenses-November 30, 1989	(180,692)	-	-	-	(180,692)
Depreciation	-	(43,839)	(140,455)	-	184,294
Additions to fixed assets	-	-	68,081	-	(68,081)
Balance-November 30, 1989	4,519,452	1,336,859	2,095,192	700,000	387,401

The accompanying notes are an integral part of the financial statements.

STATE FAIR OF LOUISIANA

SCHEDULE OF EXPENSES-FAIR

FOR THE YEARS ENDED NOVEMBER 30, 1989 AND 1988

	1989	1988	Increase (Decrease)
Advertising and marketing	158,487	75,405	83,082
Agriculture and livestock program:			
Premiums paid	64,140	65,618	(1,478)
Other expenses	137,874	145,800	(7,926)
Attractions	158,416	151,468	6,948
Car and truck	2,499	3,451	(952)
Decorations and signs	11,342	11,078	264
Dues and subscriptions	2,682	3,372	(690)
Electricity, gas and water	97,335	96,223	1,112
Electricians and supplies	36,517	31,569	4,948
Fuel	4,555	4,668	(113)
Grounds expense	39,442	32,480	6,962
Insurance	161,145	180,485	(19,340)
Labor	161,795	160,372	1,423
Office supplies and expense	11,857	16,047	(4,190)
Outside gate expense	60,185	59,259	926
Postage	3,186	2,948	238
Professional fees-legal and audit	30,678	31,056	(378)
Public relations	5,799	5,928	(129)
Repairs and improvements	26,280	12,973	13,307
Retirement plan	27,139	19,662	7,477
Refuse disposal	5,860	6,273	(413)
Salaries	129,643	138,932	(9,289)
Security	89,402	87,083	2,319
Social security taxes	61,597	63,912	(2,315)
Telephone	7,981	7,788	193
Travel and meetings	13,703	12,362	1,341
Wood carving exhibit	-	1,914	(1,914)
Total	1,509,539	1,428,126	81,413

STATE FAIR OF LOUISIANA

STATEMENTS OF REVENUES AND EXPENSES

FOR THE YEARS ENDED NOVEMBER 30, 1989 AND 1988

	1989	1988
Revenues:		
Admission to grounds	490,958	388,788
Attractions	205,584	164,333
Concessions	252,754	246,583
Commercial exhibit space	57,241	32,282
Entry fees	50,253	49,574
Insurance settlement-1988	75,000	-
Other income	39,881	31,868
Interest earned	76,201	62,926
Off-season rentals	459,419	529,758
	1,707,291	1,506,112
Expenses:		
Advertising and marketing	158,487	75,405
Attractions	158,416	151,468
Agriculture and livestock show	202,014	211,418
General and administrative expense	930,437	930,576
Outside gates	60,185	59,259
Off-season expense	194,150	247,425
	1,703,689	1,675,551
Excess (deficiency) of revenues over expenses before depreciation	3,602	(169,439)
Depreciation:		
On assets acquired with own funds	140,455	147,238
On assets acquired with contributions	43,839	43,839
	184,294	191,077
Deficiency of revenues over expenses	(180,692)	(360,516)

The accompanying notes are an integral part of the financial statements.

STATE FAIR OF LOUISIANA

SCHEDULE OF GROSS REVENUES-FAIR

FOR THE YEARS ENDED NOVEMBER 30, 1989 AND 1988

	1989	1988	Increase (Decrease)
Admission to grounds:			
Adults	258,746	258,839	(93)
Children	15,672	13,464	2,208
Autos	102,259	75,858	26,401
Advance sale	93,290	18,270	75,020
Exhibitors and other	17,798	18,232	(434)
Attractions	3,193	4,125	(932)
	490,958	388,788	102,170
Attractions:			
LRCA Rodeo	4,745	3,149	1,596
Mud Bogging Championship	-	1,075	(1,075)
Carnival shows and rides	200,839	160,109	40,730
	205,584	164,333	41,251
Concessions	252,754	246,583	6,171
Commercial exhibit space	57,241	32,282	24,959
Other fair income:			
Livestock and poultry fees	26,754	27,513	(759)
Horse show fees	20,205	19,087	1,118
Judging contest	3,294	2,974	320
Trailer park	11,211	11,580	(369)
Utility collections	12,476	13,874	(1,398)
Daily program ads	5,975	6,225	(250)
Insurance settlement-1988	75,000	-	75,000
Other	10,219	189	10,030
	165,134	81,442	83,692
Total gross revenues	1,171,671	913,428	258,243
Less-expenses	1,509,539	1,428,126	81,413
Excess (deficiency) of revenues over expenses before depreciation	(337,868)	(514,698)	176,830

OTHER FINANCIAL INFORMATION

STATE FAIR OF LOUISIANA

BALANCE SHEETS

NOVEMBER 30, 1989 AND 1988

ASSETS	1989	1988
Current assets:		
Cash and cash equivalents	463,718	557,596
Accounts receivable	109,886	36,251
Accrued interest receivable	999	3,469
Prepaid expenses	43,367	45,669
Total current assets	617,970	642,985
Cash equivalents-Sinking Fund-Note 5	700,000	700,000
Land, buildings and equipment-Note 2	6,572,197	6,533,876
Less-accumulated depreciation-Note 2	3,140,146	2,985,612
	3,432,051	3,548,264
Total assets	4,750,021	4,891,249

LIABILITIES AND FUND BALANCES		
Current liabilities:		
Accounts payable	213,277	174,797
Deposits on contracts	17,292	16,308
Total current liabilities	230,569	191,105
Fund balances:		
State of Louisiana appropriations-Note 4	1,336,859	1,380,698
Net investment in property	2,095,192	2,167,566
Sinking Fund-Note 5-restricted	700,000	700,000
General Operating Fund-unrestricted	387,401	451,880
	4,519,452	4,700,144
Total liabilities and fund balances	4,750,021	4,891,249

The accompanying notes are an integral part of the financial statements.

HEARD, MCELROY & VESTAL

CHARLES E. VESTAL, C.P.A.
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EDWARD N. ATKINSON, C.P.A. (1981)

SHREVEPORT, LOUISIANA 71165
720 TRAVIS STREET
POST OFFICE BOX 1607
TELEPHONE (318) 221-0151
FACSIMILE (318) 425-4070

JOHN B. PHILLIPS, JR., C.P.A.
(RETIRED)

January 24, 1990

The Board of Directors
State Fair of Louisiana
Shreveport, Louisiana

Independent Auditor's Report

We have audited the accompanying balance sheets of State Fair of Louisiana as of November 30, 1989 and 1988, and the related statements of revenues and expenses, changes in fund balances, and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of State Fair of Louisiana as of November 30, 1989 and 1988, and the results of its operations and its cash flows for the years then ended, in conformity with generally accepted accounting principles.

Heard McElroy & Vestal

AUDITED FINANCIAL STATEMENTS

STATE FAIR OF LOUISIANA

SCHEDULE OF ACTUAL AND BUDGETED REVENUES AND EXPENSES

FOR THE YEAR ENDED NOVEMBER 30, 1989

	Budget	Actual	Over (Under)
Revenues:			
Admission to grounds	600,000	490,958	(109,042)
Coliseum attractions	6,000	4,745	(1,255)
Carnival shows and rides	220,000	200,839	(19,161)
Concessions	265,000	252,754	(12,246)
Commercial exhibit space	32,000	57,241	25,241
Interest	60,000	76,201	16,201
Entry fees and other	82,000	165,134	83,134
Off season activities	585,000	459,419	(125,581)
	1,850,000	1,707,291	(142,709)
Expenses:			
Advertising and marketing	151,000	158,487	7,487
Agriculture and livestock show	215,000	202,014	(12,986)
Attractions	152,000	158,416	6,416
Car and truck	3,500	2,499	(1,001)
Decorations and signs	11,500	11,342	(158)
Dues and subscriptions	3,500	2,682	(818)
Electricity, gas and water	98,000	97,335	(665)
Electricians and supplies	33,000	36,517	3,517
Fuel	5,000	4,555	(445)
Grounds expense	37,200	39,442	2,242
Insurance	181,000	161,145	(19,855)
Labor	161,000	161,795	795
Office supplies and expense	15,700	11,857	(3,843)
Outside gate expense	62,000	60,185	(1,815)
Postage	3,200	3,186	(14)
Professional fees-legal and audit	28,000	30,678	2,678
Public relations	6,200	5,799	(401)
Repairs and improvements	25,000	26,280	1,280
Retirement plan	21,000	27,139	6,139
Refuse disposal	6,500	5,860	(640)
Salaries	140,000	129,643	(10,357)
Security	89,000	89,402	402
Social security taxes	65,000	61,597	(3,403)
Telephone	8,000	7,981	(19)
Travel and meetings	14,700	13,703	(997)
Wood carving exhibit	2,000	-	(2,000)
Off season activities	270,000	194,150	(75,850)
Contingency	42,000	-	(42,000)
	1,850,000	1,703,689	(146,311)
Excess of revenues over expenses before depreciation	-	3,602	3,602

STATE FAIR OF LOUISIANA

SCHEDULE OF ACTUAL REVENUES AND EXPENSES-FAIR AND OFF SEASON ACTIVITIES

FOR THE YEARS ENDED NOVEMBER 30, 1989 AND 1988

	1989	1988	Increase (Decrease)
Revenues:			
Admission to grounds	490,958	388,788	102,170
Attractions	205,584	164,333	41,251
Concessions	252,754	246,583	6,171
Commercial exhibit space	57,241	32,282	24,959
Entry fees	50,253	49,574	679
Insurance settlement-1988	75,000	-	75,000
Other income	39,881	31,868	8,013
Interest earned	76,201	62,926	13,275
Off-season rentals	459,419	529,758	(70,339)
	1,707,291	1,506,112	201,179
Expenses:			
Advertising and marketing	158,487	75,405	83,082
Attractions	158,416	151,468	6,948
Agriculture and livestock show	202,014	211,418	(9,404)
General and administrative expense	930,437	930,576	(139)
Outside gates	60,185	59,259	926
Off-season expense	194,150	247,425	(53,275)
	1,703,689	1,675,551	28,138
Excess (deficiency) of revenues over expenses before depreciation	3,602	(169,439)	173,041
Depreciation:			
On assets acquired with own funds	140,455	147,238	(6,783)
On assets acquired with contributions	43,839	43,839	-
	184,294	191,077	(6,783)
Excess (deficiency) of revenues over expenses	(180,692)	(360,516)	179,824

The accompanying notes are an integral part of the financial statements.

STATE FAIR OF LOUISIANA

SCHEDULE OF REVENUES AND EXPENSES-OFF-SEASON ACTIVITIES

FOR THE YEARS ENDED NOVEMBER 30, 1989 AND 1988

	1989	1988
Revenues:		
Building and grounds rental	300,580	330,076
Concessions	99,518	127,742
Mid-winter expo	59,321	71,940
	459,419	529,758
Expenses:		
Advertising	1,478	3,121
Labor	60,376	85,659
Professional fees-accounting	6,250	6,250
Repairs and maintenance	19,593	8,732
Salaries	40,215	40,845
Supplies	6,887	6,757
Telephone	4,774	4,319
Travel and meetings	265	547
Utilities	41,102	35,442
Waste disposal	3,538	3,305
Mid-winter expo	9,672	51,772
Garden Gems Expo	-	676
	194,150	247,425
Excess of revenues over expenses	265,269	282,333

STATE FAIR OF LOUISIANA

SHREVEPORT, LOUISIANA

AUDITED FINANCIAL STATEMENTS

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Note 3. Pension plan.
Pension expense relating to the State Fair of Louisiana Pension Plan amounted to $19,381 for 1989 and $13,186 for 1988. As of January 1, 1989, the date of the latest valuation, unfunded prior service liability was $41,112.

	January 1, 1989	January 1, 1988
Actuarial present value of accumulated plan benefits:		
Vested	302,671	254,927
Nonvested	2,904	20,677
	305,575	275,604
Net assets available for benefits	345,094	308,509

Any employee who has attained the age of 21 and completed 1,000 hours of employment during their initial 12 months of employment, is eligible to participate in the plan. The age requirement to participate in the plan prior to January 1, 1985 was 25.

The assumed rate of return used in determining the actuarial present value of accumulated plan benefits was 5.5% for both January 1, 1989 and January 1, 1988.

Note 4. State of Louisiana appropriation.
Amounts appropriated by the State of Louisiana for use in construction of various buildings on the fairgrounds are being reduced by the annual depreciation charge applicable to those buildings over their estimated useful lives. All funds appropriated have been used for construction. The balances are summarized as follows:

	1989	1988
Hirsch Memorial Coliseum	1,350,000	1,350,000
Livestock barn	280,000	280,000
Children's barnyard complex	692,914	692,914
Master plan	100,000	100,000
	2,422,914	2,422,914
Less-accumulated depreciation	1,086,055	1,042,216
	1,336,859	1,380,698

Note 5. Sinking Fund.
That certain agreement between State Fair of Louisiana and the City of Shreveport dated May 15, 1986, provides in Paragraph III, B for the establishment of a Sinking Fund or *Contingency Fund to provide for possible future losses and to maintain permanently a* sound financial condition of the State Fair of Louisiana. Any expenditure which will reduce the Contingency Fund below $700,000 shall be authorized specifically by the Board of Directors and only for the purpose of covering incurred losses or for other emergency purposes. The amount in the Sinking Fund is invested in certificates of deposit and repurchase agreements and are segregated from other unrestricted funds and consist of the following:

STATE FAIR OF LOUISIANA

OUTSIDE GATE TICKET PRICES

FOR THE FAIRS OF 1976 THROUGH 1989

Year	Adult	Auto	Child
1989	4.00	3.00	1.00
1988	4.00	3.00	1.00
1987	4.00	3.00	1.00
1986	3.00	3.00	1.00
1985	3.00	3.00	1.00
1984	3.00	3.00	1.00
1983	2.00	2.00	1.00
1982	2.00	2.00	1.00
1981	2.00	2.00	-
1980	2.00	1.00	-
1979	2.00	1.00	-
1978	2.00	1.00	-
1977	1.50	1.00	-
1976	1.50	1.00	-