



San Mateo County Event Center
 2017 Annual Forecast and Capital Budget
 Trend of Operations-Departmental Financial Schedules
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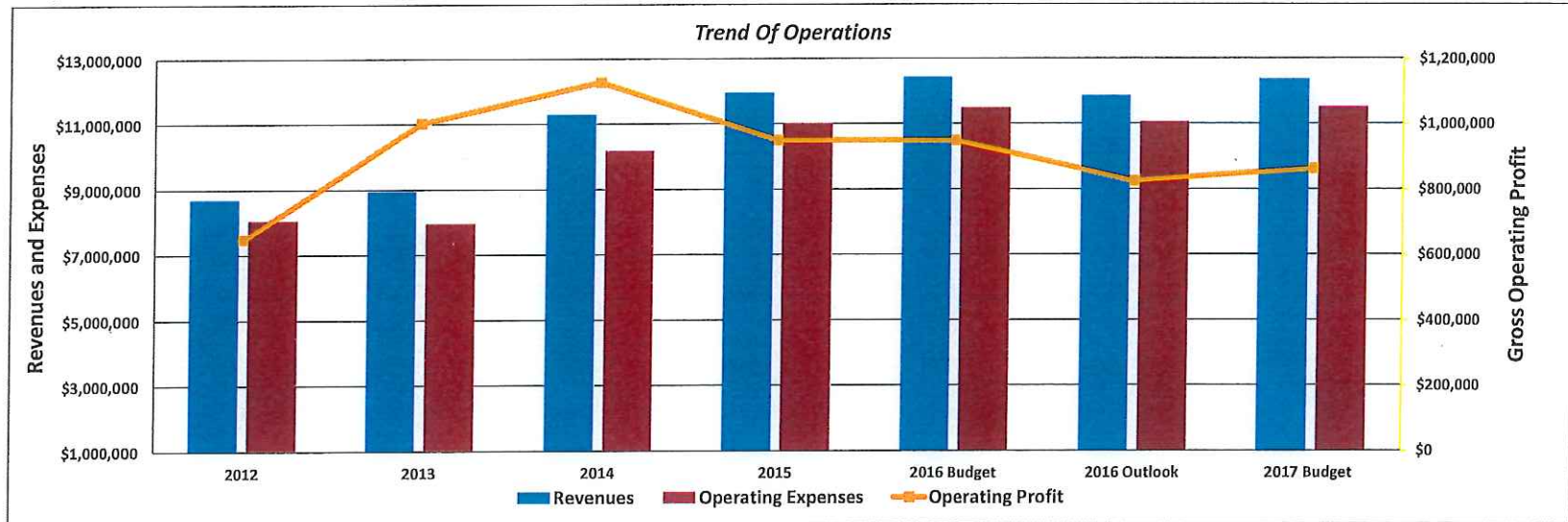
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San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Consolidated Summary

Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
	2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Revenues									
Facilities	\$4,015,870	\$3,954,462	\$4,013,621	\$3,486,196	\$2,683,001	\$2,433,796	\$2,531,482	\$97,686	4.0%
Food and Beverage	\$0	\$0	\$2,320,473	\$2,541,079	\$2,507,993	\$2,591,694	\$2,567,934	(\$23,760)	-0.9%
Jockey Club	\$3,104,407	\$3,062,178	\$2,965,163	\$2,970,571	\$2,924,006	\$2,994,020	\$2,984,033	(\$9,987)	-0.3%
Fair	\$1,523,309	\$1,872,709	\$1,930,125	\$1,973,673	\$2,184,999	\$1,906,029	\$2,086,178	\$180,150	9.5%
Parking and RV	\$0	\$0	\$0	\$922,106	\$2,071,000	\$1,854,769	\$2,152,217	\$297,448	16.0%
Other Income	\$50,837	\$62,667	\$67,506	\$69,985	\$72,001	\$103,992	\$67,536	(\$36,456)	-35.1%
Total Income	\$8,694,423	\$8,952,015	\$11,296,887	\$11,963,610	\$12,443,000	\$11,884,300	\$12,389,381	\$505,081	4.2%
Departmental Operating Expenses									
Cost of Sales	\$0	\$0	\$818,221	\$847,152	\$836,003	\$700,892	\$630,476	(\$70,416)	-10.0%
Payroll and Related	\$3,621,027	\$3,799,049	\$4,747,291	\$5,499,004	\$6,023,474	\$5,916,922	\$6,508,535	\$591,612	10.0%
Supplies and Services	\$3,163,338	\$3,222,836	\$3,889,866	\$4,137,811	\$3,851,681	\$3,881,499	\$3,806,738	(\$74,760)	-1.9%
Advertising and Promotion	\$366,473	\$387,831	\$390,076	\$373,269	\$411,842	\$364,938	\$382,632	\$17,693	4.8%
Special Projects	\$898,029	\$541,993	\$325,702	\$157,201	\$370,000	\$194,289	\$198,000	\$3,711	1.9%
Total Operating Expenses	\$8,048,866	\$7,951,710	\$10,171,156	\$11,014,438	\$11,493,000	\$11,058,540	\$11,526,381	\$467,841	4.2%
Gross Operating Profit	\$645,557	\$1,000,306	\$1,125,731	\$949,172	\$950,000	\$825,760	\$863,000	\$37,240	4.5%
Capital Expenses	\$916,891	\$1,047,141	\$922,629	\$841,707	\$960,000	\$952,760	\$943,000	(\$9,760)	-1.0%
Net Profit (Loss)	(\$271,335)	(\$46,835)	\$203,102	\$107,465	(\$10,000)	(\$127,000)	(\$80,000)	\$47,000	-37.0%
Margin %	-3.1%	-0.5%	1.8%	0.9%	-0.1%	-1.1%	-0.6%	0.4%	-0.4%





San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Consolidated Summary

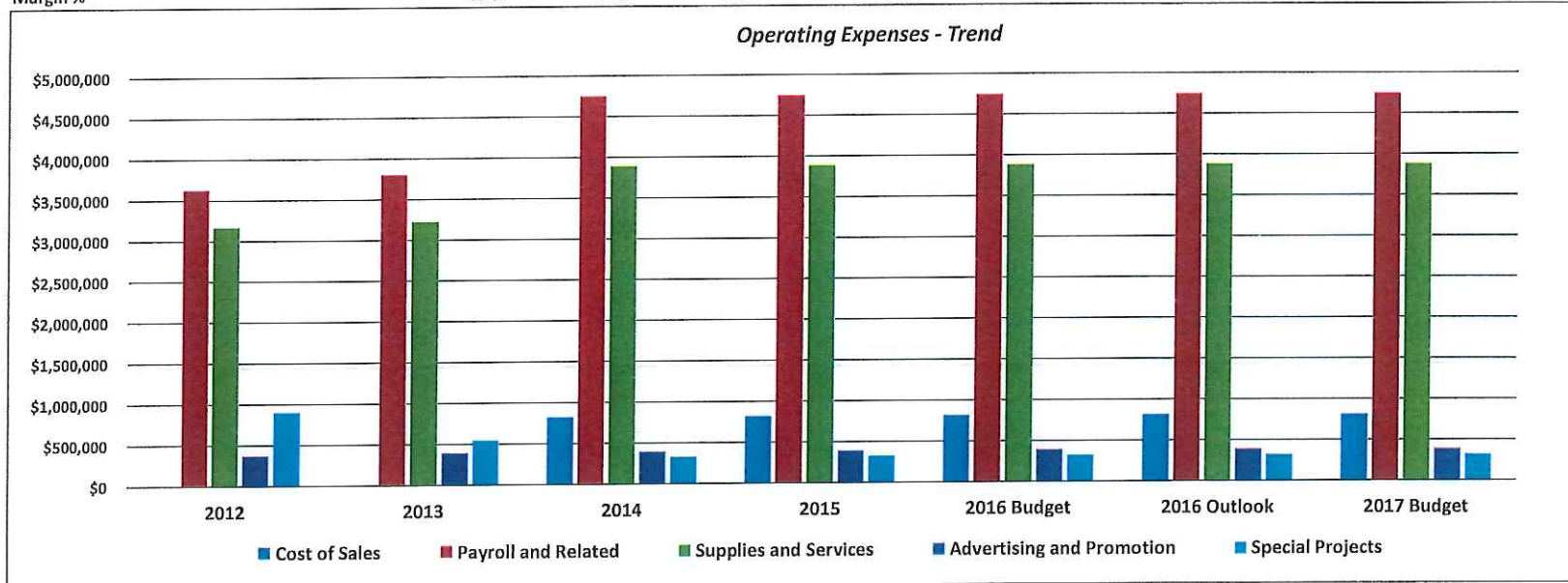
Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
	2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Departmental Operating Expenses									
Cost of Sales									
Food and Beverage	\$0	\$0	\$818,221	\$847,152	\$836,003	\$700,892	\$630,476	(\$70,416)	-10.0%
Total Cost of Sales	\$0	\$0	\$818,221	\$847,152	\$836,003	\$700,892	\$630,476	(\$70,416)	-10.0%
Payroll & Related									
Facilities	\$463,569	\$469,234	\$497,593	\$219,762	\$247,756	\$241,115	\$770,979	\$529,864	219.8%
Food and Beverage	\$0	\$5,968	\$816,241	\$1,206,892	\$1,171,165	\$1,154,520	\$1,110,672	(\$43,849)	-3.8%
Jockey Club	\$871,721	\$873,955	\$876,232	\$922,696	\$835,985	\$886,726	\$911,241	\$24,515	2.8%
Fair	\$343,029	\$374,049	\$359,391	\$338,805	\$408,779	\$351,587	\$405,624	\$54,037	15.4%
Parking and RV	\$0	\$0	\$0	\$149,429	\$341,503	\$209,204	\$228,185	\$18,981	9.1%
Administration	\$918,900	\$967,102	\$1,039,645	\$1,302,549	\$1,658,348	\$1,657,729	\$1,898,549	\$240,820	14.5%
Sales and Marketing	\$0	\$0	\$0	\$167,566	\$174,003	\$158,680	\$182,740	\$24,061	15.2%
Maintenance	\$1,023,808	\$1,108,742	\$1,158,189	\$1,191,305	\$1,185,935	\$1,257,360	\$1,000,544	(\$256,817)	-20.4%
Total Payroll & Related	\$3,621,027	\$3,799,049	\$4,747,291	\$5,499,004	\$6,023,474	\$5,916,922	\$6,508,535	\$591,612	10.0%
Supplies & Services									
Facilities	\$469,708	\$429,967	\$489,840	\$469,951	\$401,250	\$374,207	\$379,318	\$5,111	1.4%
Food and Beverage	\$0	\$3,638	\$278,504	\$406,876	\$365,838	\$338,752	\$346,839	\$8,087	2.4%
Jockey Club	\$564,332	\$525,774	\$560,769	\$504,614	\$529,383	\$515,232	\$466,439	(\$48,793)	-9.5%
Fair	\$1,069,248	\$1,155,786	\$1,242,297	\$1,165,352	\$1,242,997	\$1,292,254	\$1,314,298	\$22,044	1.7%
Parking and RV	\$0	\$0	\$0	\$55,074	\$60,500	\$27,716	\$32,039	\$4,323	15.6%
Administration	\$459,327	\$470,302	\$662,040	\$796,177	\$541,635	\$615,612	\$518,381	(\$97,231)	-15.8%
Sales and Marketing	\$0	\$0	\$0	\$4,048	\$18,000	\$5,257	\$6,560	\$1,303	24.8%
Maintenance	\$600,722	\$637,368	\$656,415	\$735,718	\$692,078	\$712,471	\$742,864	\$30,393	4.3%
Total Supplies & Services	\$3,163,338	\$3,222,836	\$3,889,866	\$4,137,811	\$3,851,681	\$3,881,499	\$3,806,738	(\$74,760)	-1.9%



San Mateo County Event Center
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Consolidated Summary

Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
	2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Promotion & Advertising									
Facilities	\$63,583	\$41,289	\$54,921	\$549	\$0	\$794	\$0	(\$794)	-100.0%
Jockey Club	\$42,467	\$47,442	\$40,305	\$46,741	\$50,619	\$42,147	\$42,883	\$736	1.7%
Fair	\$260,422	\$299,100	\$294,850	\$295,626	\$337,223	\$307,857	\$322,349	\$14,492	4.7%
Sales and Marketing	\$0	\$0	\$0	\$30,354	\$24,000	\$14,140	\$17,400	\$3,260	23.1%
Total Promotion & Advertising	\$366,473	\$387,831	\$390,076	\$373,269	\$411,842	\$364,938	\$382,632	\$17,693	4.8%
Special Projects									
Maintenance	\$898,029	\$541,993	\$325,702	\$139,604	\$230,000	\$181,289	\$184,000	\$2,711	1.5%
Jockey Club	\$0	\$0	\$0	\$17,598	\$90,000	\$3,000	\$3,500	\$500	16.7%
Administration	\$0	\$0	\$0	\$0	\$50,000	\$10,000	\$10,500	\$500	5.0%
Total Special Projects	\$898,029	\$541,993	\$325,702	\$157,201	\$370,000	\$194,289	\$198,000	\$3,711	1.9%
Capital Expenses									
Capital & Other Expenses	\$916,891	\$1,047,141	\$922,629	\$841,707	\$960,000	\$952,760	\$943,000	(\$9,760)	-1.0%
Total Capital Expenses	\$916,891	\$1,047,141	\$922,629	\$841,707	\$960,000	\$952,760	\$943,000	(\$9,760)	-1.0%
Total Expenses	\$8,965,758	\$8,998,851	\$11,093,785	\$11,856,145	\$12,453,000	\$12,011,300	\$12,469,381	\$458,081	3.8%
Net Profit (Loss)	(\$271,335)	(\$46,835)	\$203,102	\$107,465	(\$10,000)	(\$127,000)	(\$80,000)	\$47,000	-37.0%
Margin %	-3.1%	-0.5%	1.8%	0.9%	-0.1%	-1.1%	-0.6%	0.4%	-0.4%





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Consolidated Summary

Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
	2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Departmental Margins									
Facilities	\$3,019,010	\$3,013,971	\$2,971,267	\$2,795,934	\$2,033,995	\$1,817,680	\$1,381,185	(\$436,495)	-24.0%
Food and Beverage	\$0	(\$9,606)	\$407,508	\$80,159	\$134,987	\$397,529	\$479,947	\$82,417	20.7%
Jockey Club	\$1,625,886	\$1,615,008	\$1,487,857	\$1,478,922	\$1,418,019	\$1,546,916	\$1,559,970	\$13,054	0.8%
Fair	(\$149,390)	\$43,774	\$33,587	\$173,890	\$196,000	(\$45,670)	\$43,907	\$89,577	-196.1%
Parking and RV	\$0	\$0	\$0	\$717,603	\$1,668,997	\$1,617,850	\$1,891,993	\$274,143	16.9%
Other Income	\$50,837	\$62,667	\$67,506	\$69,985	\$72,001	\$103,992	\$67,536	(\$36,456)	-35.1%
Administration	(\$1,378,227)	(\$1,437,405)	(\$1,701,686)	(\$2,098,726)	(\$2,249,983)	(\$2,283,341)	(\$2,427,430)	(\$144,089)	6.3%
Sales and Marketing	\$0	\$0	\$0	(\$201,969)	(\$216,003)	(\$178,077)	(\$206,700)	(\$28,624)	16.1%
Maintenance	(\$2,522,559)	(\$2,288,103)	(\$2,140,307)	(\$2,066,626)	(\$2,108,013)	(\$2,151,120)	(\$1,927,408)	\$223,712	-10.4%
Capital Expenses	(\$916,891)	(\$1,047,141)	(\$922,629)	(\$841,707)	(\$960,000)	(\$952,760)	(\$943,000)	\$9,760	-1.0%
Total Margins	(\$271,335)	(\$46,835)	\$203,102	\$107,465	(\$10,000)	(\$127,000)	(\$80,000)	\$47,000	-37.0%
Cash Flow Projection:									
Profit (Loss)					(\$10,000)	(\$127,000)	(\$80,000)	\$47,000	-37.0%
Add Back: Depreciation					\$876,000	\$864,724	\$871,000	\$6,276	0.7%
Subtotal					\$866,000	\$737,724	\$791,000	\$53,276	7.2%
Less: Debt Service (Jockey Club)					(\$100,000)	(\$100,000)	(\$100,000)	\$0	0.0%
Less: Capital Expenditures					(\$300,000)	(\$467,960)	(\$300,000)	\$167,960	-35.9%
Less: Non-Capital Expenditures					(\$84,000)	(\$88,480)	(\$72,000)	\$16,480	-18.6%
Net Cash Flow					\$382,000	\$81,284	\$319,000	\$237,715	292.4%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Facilities

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Revenues										
481.000	Rental of Buildings	1,327,511	1,363,947	1,452,340	1,426,356	1,679,840	1,622,568	1,718,768	96,200	5.9%
481.001	Rental - Expo Hall	-	-	-	-	-	-	-	-	0.0%
481.002	Rental - Rebates	-	-	-	-	-	-	-	-	0.0%
482.000	Rental of Grounds	-	750	-	-	-	-	-	-	0.0%
483.000	Equipment Rental	176,493	180,853	175,223	191,425	448,639	166,387	174,539	8,152	4.9%
483.001	Rental - Sound System	16,815	14,350	12,550	15,525	12,275	17,491	18,000	509	2.9%
484.000	Concession Revenue	5,000	7,950	-	-	-	-	-	-	0.0%
484.001	Concession % - CTC	253,614	269,968	3,977	(500)	-	-	-	-	0.0%
484.002	Concession % - Other	11,217	7,000	(1,418)	2,812	-	-	-	-	0.0%
484.003	Catering % - CTC	32,368	30,291	605	315	-	-	-	-	0.0%
484.004	Catering % - Other	3,492	7,780	6,014	1,711	-	2,135	-	(2,135)	-100.0%
485.000	Recovered Expenses	2,114	15,689	35,542	61,735	-	6,257	-	(6,257)	-100.0%
485.001	Recovered Labor	299,016	296,293	332,675	334,452	223,012	325,896	346,867	20,971	6.4%
485.002	Recovered Utilities	-	-	-	-	-	-	-	-	0.0%
485.003	Recovered Trash	11,295	12,360	19,805	9,905	4,030	4,680	4,950	270	5.8%
485.004	Recovered Damages	11,481	24,500	3,910	4,575	-	1,540	1,700	160	10.4%
485.005	Recovered Equipment	51,347	17,281	34,695	23,599	15,115	17,838	18,440	602	3.4%
485.006	Recovered Security/Law Enforcement	100,402	83,640	92,909	78,728	103,008	69,905	66,650	(3,255)	-4.7%
486.000	Parking Revenue	-	-	(10)	-	-	-	-	-	0.0%
486.001	Patron Parking	1,310,742	1,281,759	1,327,603	836,456	-	-	-	-	0.0%
486.002	Exhibitor Parking	74,006	77,812	86,583	51,809	-	-	-	-	0.0%
486.003	Tail Gating Permits	26,195	25,792	30,026	19,357	-	-	-	-	0.0%
486.004	Monthly Parking Contracts	-	-	-	-	-	-	-	-	0.0%
487.000	RV Parking / Camping	42,725	63,390	108,866	120,614	-	-	-	-	0.0%
487.001	Storage Lot - Storage	28,380	50,702	60,755	37,977	-	-	-	-	0.0%
488.000	Miscellaneous Charges	-	-	-	26	-	15	-	(15)	-100.0%
488.001	Wireless Internet Fees	48,594	30,526	51,955	102,901	37,140	51,685	30,320	(21,365)	-41.3%
488.002	Electrical Service Commission	55,774	41,664	65,683	47,221	43,411	48,884	49,690	806	1.6%
488.003	Computer/Phone (CCPI)	-	-	-	-	-	-	-	-	0.0%
488.004	Fire Department Fees	24,599	20,829	24,553	25,005	26,925	24,279	24,900	621	2.6%
488.005	Business License Fees	23,495	22,190	21,042	19,075	20,465	18,295	18,925	630	3.4%
488.006	CFSA Insurance	3,384	2,977	2,105	2,897	2,713	2,661	2,700	39	1.5%
488.007	EMT Fees	26,550	30,675	34,308	34,845	34,445	27,370	28,551	1,181	4.3%
488.008	Miscellaneous Fees	8,266	2,159	394	-	174	174	180	6	3.4%
488.009	ATM Fees	26,527	33,892	34,144	33,275	31,809	25,736	26,302	566	2.2%
490.000	Prior Year Revenue Adjustment	14,467	(62,557)	(3,213)	4,102	-	-	-	-	0.0%
Total Income		4,015,870	3,954,462	4,013,621	3,486,196	2,683,001	2,433,796	2,531,482	97,686	4.0%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Facilities

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Departmental Operating Expenses										
Payroll & Related										
591.000	Salaries & Wages - Permanent	241,136	252,936	269,097	129,199	163,412	153,220	519,178	365,958	238.8%
591.001	Salaries & Wages - Temporary	-	-	15,268	9,031	2,381	15,917	17,690	1,773	11.1%
591.002	Salaries & Wages - Overtime	80	-	-	-	-	1,784	-	(1,784)	-100.0%
591.003	Parking Lot - Cashier	-	-	-	-	-	-	-	-	0.0%
591.004	Parking Lot - Sellers	46,295	37,233	32,652	-	-	-	-	-	0.0%
591.005	Parking Lot - Parkers	73,160	73,984	72,873	-	-	-	-	-	0.0%
591.006	Box Office Wages	-	-	-	-	-	-	-	-	0.0%
591.100	Employee Benefits	1,489	916	69	-	-	-	-	-	0.0%
591.101	Benefits - Pension	29,485	32,616	32,967	28,107	32,191	26,731	54,746	28,015	104.8%
591.102	Benefits - Other	25,276	25,155	28,443	32,666	21,352	20,690	102,961	82,272	397.6%
591.201	Payroll Taxes	26,960	27,831	30,451	2,853	14,116	13,380	41,070	27,690	206.9%
591.301	Workers Compensation Insurance	19,687	18,562	15,775	16,743	14,304	8,678	34,608	25,930	298.8%
591.302	Payroll Outside Agency	-	-	-	1,163	-	715	725	10	1.4%
Total Payroll & Related		463,569	469,234	497,593	219,762	247,756	241,115	770,979	529,864	219.8%
Supplies and Services										
592.000	Professional Services	-	-	4,949	-	-	-	-	-	0.0%
592.001	Professional Services-Other	135,688	132,328	151,245	148,113	134,412	139,713	140,618	905	0.6%
592.002	Pro Services - Marketing	-	144	-	-	-	-	-	-	0.0%
592.003	Use account 595.009	-	-	-	-	-	-	-	-	0.0%
593.000	Employee Meals	3,896	4,401	4,403	85	685	600	625	25	4.2%
593.001	Office Supplies	-	-	-	387	1,286	3,139	3,306	167	5.3%
594.000	Miscellaneous	559	162	268	21,542	1,143	1,101	1,121	20	1.8%
594.001	Printing and Stationery	-	-	-	2,591	2,890	3,697	3,747	50	1.4%
595.000	Outside Services	875	-	-	-	-	500	525	25	5.0%
595.001	Equipment Rentals	67,908	69,143	51,869	43,906	51,315	48,879	48,090	(789)	-1.6%
595.002	Security/Law Enforcement	96,127	88,287	93,369	71,764	48,984	73,262	75,460	2,198	3.0%
595.003	Insurance	3,698	2,669	2,276	2,541	3,321	3,720	4,220	500	13.4%
595.004	Fire Department Fees	15,384	23,487	27,881	18,272	22,772	27,372	28,372	1,000	3.7%
595.005	Business License Fees	23,700	18,865	21,966	25,527	24,482	17,270	19,100	1,830	10.6%
595.007	EMT's	25,185	29,379	30,940	29,931	27,166	22,463	23,384	921	4.1%
595.008	Other Fees	49,838	35,625	61,160	73,048	81,594	30,014	29,500	(514)	-1.7%
595.009	IT Installation/Support (Shows)	4,608	2,565	2,185	32,000	1,200	1,200	1,250	50	4.2%
596.000	Parking	535	-	-	-	-	349	-	(349)	-100.0%
596.001	Parking Equipment	18,200	4,814	4,290	-	-	927	-	(927)	-100.0%
596.002	Other Parking Expenses	14,516	14,430	30,927	-	-	-	-	-	0.0%
596.003	Parking - Signs	8,992	3,669	2,112	245	-	-	-	-	0.0%
Total Supplies and Services		469,708	429,967	489,840	469,951	401,250	374,207	379,318	5,111	1.4%



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Facilities

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Promotion & Advertising										
597.000	Marketing & Advertising Other	1,276	39	7,816	-	-	-	-	-	0.0%
597.001	Print Media	37,409	29,757	36,059	-	-	-	-	-	0.0%
597.002	Travel and Entertainment	2,648	1,808	131	-	-	-	-	-	0.0%
597.003	Registration/Seminars/Memberships	6,744	2,458	4,013	-	-	-	-	-	0.0%
597.004	Web Advertising	2,946	4,166	5,975	-	-	794	-	(794)	-100.0%
597.005	Hospitality	12,561	3,062	926	549	-	-	-	-	0.0%
Total Promotion & Advertising		63,583	41,289	54,921	549	-	794	-	(794)	-100.0%
Total Departmental Expenses		996,860	940,491	1,042,354	690,262	649,006	616,116	1,150,297	534,181	86.7%
Departmental Profit (Loss)		3,019,010	3,013,971	2,971,267	2,795,934	2,033,995	1,817,680	1,381,185	(436,495)	-24.0%
Margin %		75.2%	76.2%	74.0%	80.2%	75.8%	74.7%	54.6%	-20.1%	-0.3%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Food and Beverage

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Revenues-Concessions										
440.100	Food-Concessions-Events	-	-	272,552	287,704	338,457	318,964	324,443	5,479	1.7%
440.101	Beverage-Concessions	-	-	158,240	205,688	194,921	184,520	240,620	56,100	30.4%
440.102	Beverage-Alcoholic-Concessions	-	-	201,531	211,233	198,867	200,382	217,572	17,190	8.6%
440.200	Food-Jockey Club-Concessions	-	-	131,501	134,380	140,852	139,792	142,588	2,796	2.0%
440.201	Food-Jockey Club-Restaurant	-	-	64,649	67,921	71,765	80,298	82,306	2,007	2.5%
440.202	Beverage-Jockey Club-Restaurant	-	-	82,719	16,717	13,825	19,960	20,559	599	3.0%
440.203	Beverage-Jockey Club Alcohol-Restaurant	-	-	96,956	19,047	19,599	31,427	32,370	943	3.0%
440.204	Beverage-Jockey Club-Concessions	-	-	-	78,810	78,343	67,994	70,034	2,040	3.0%
440.205	Beverage-Jockey Club-Alcohol-Concessions	-	-	-	103,049	111,065	95,864	98,740	2,876	3.0%
440.300	Food - Fair	-	-	20,395	21,010	35,000	14,814	16,000	1,186	8.0%
440.301	Beverage - Fair	-	-	11,598	20,536	45,000	19,975	21,000	1,025	5.1%
440.302	Beverage - Alcoholic - Fair	-	-	218,092	247,829	264,694	245,543	230,000	(15,543)	-6.3%
440.303	Coffee Shop	-	-	-	2,112	3,600	44,674	56,500	11,826	26.5%
440.304	Vending Machines	-	-	-	4,952	3,447	9,346	9,546	200	2.1%
440.400	Concessions - Sub Contractor Sales	-	-	-	188,746	170,714	150,212	151,000	788	0.5%
440.401	Sub Contractor - Non Fair	-	-	191,708	3,900	2,600	12,870	12,800	(70)	-0.5%
440.402	Sub Contractor - SWF	-	-	-	-	-	-	-	-	0.0%
Total Concessions Income		-	-	1,449,942	1,613,634	1,692,749	1,636,636	1,726,077	89,441	5.5%
Revenues-Catering										
445.100	Catering - Food	-	-	692,483	486,370	406,998	546,199	464,503	(81,697)	-15.0%
445.101	Catering - Beverage	-	-	22,191	91,846	76,653	64,771	50,700	(14,071)	-21.7%
445.102	Catering - Beverage - Alcoholic	-	-	50,064	163,430	212,250	136,888	150,662	13,774	10.1%
445.103	Supplemental Fee	-	-	39,518	94,342	57,453	120,198	101,165	(19,033)	-15.8%
445.202	Sub Contractor - SWF	-	-	-	-	-	-	-	-	0.0%
445.400	Sub Contractor Sales	-	-	-	-	-	-	-	-	0.0%
445.401	Sub Contractor - Non Fair	-	-	4,888	-	6,000	(320)	-	320	-100.0%
445.403	Sub Contractor - Fair	-	-	-	-	-	-	-	-	0.0%
446.000	Other Income	-	-	345	65	65	615	-	(615)	-100.0%
446.001	Rebates & Discounts	-	-	-	(4,311)	-	4,110	4,250	140	3.4%
446.002	Equipment Rental Income	-	-	-	1,212	-	4,010	4,050	40	1.0%
446.003	Labor Charges	-	-	33,211	73,971	37,845	43,280	35,825	(7,455)	-17.2%
447.000	Linen Charges	-	-	10,517	1,436	3,900	12,506	8,903	(3,604)	-28.8%
448.000	Food Buy - All	-	-	17,100	19,085	14,080	22,800	21,800	(1,000)	-4.4%
449.000	Health Department Permits	-	-	214	-	-	-	-	-	0.0%
Total Catering Income		-	-	870,531	927,445	815,244	955,058	841,857	(113,201)	-11.9%
Total Food & Beverage Income		-	-	2,320,473	2,541,079	2,507,993	2,591,694	2,567,934	(23,760)	-0.9%



Food and Beverage

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Cost of Sales										
644.100	Product - Food - Concessions	-	-	155,304	211,576	220,336	145,187	132,773	(12,414)	-8.6%
644.101	Product - Food - Catering	-	-	297,327	235,574	174,603	143,000	134,706	(8,294)	-5.8%
644.200	Product - Beverages - Concessions	-	-	42,444	39,417	45,516	85,011	113,073	28,061	33.0%
644.201	Product - Beverages - Catering	-	-	18,558	27,758	17,842	27,665	12,675	(14,990)	-54.2%
644.300	Product - Beverages - Alcoholic - Concessions	-	-	100,489	128,190	127,915	91,133	47,866	(43,267)	-47.5%
644.301	Product - Beverages - Alcoholic - Catering	-	-	27,700	47,086	83,847	41,724	36,159	(5,565)	-13.3%
644.400	Product - Food - Jockey Club - Restaurant	-	-	146,887	47,645	16,376	58,699	31,276	(27,423)	-46.7%
644.401	Product - Beverage - Jockey Club - Restaurant	-	-	8,815	2,636	3,089	4,214	5,140	925	22.0%
644.402	Product - Beverage - Alcoholic - Jockey Club - Restaurant	-	-	20,696	3,948	5,426	4,470	7,121	2,651	59.3%
644.403	Product - Food - Jockey Club - Concessions	-	-	-	66,518	92,800	59,911	54,183	(5,728)	-9.6%
644.404	Product - Beverage - Jockey Club - Concessions	-	-	-	12,429	17,499	14,497	14,007	(490)	-3.4%
644.405	Product - Beverage - Alcoholic - Jockey Club - Concessions	-	-	-	24,374	30,754	16,877	21,723	4,846	28.7%
644.406	Product - Coffee Shop-Starbucks	-	-	-	-	-	8,504	19,775	11,271	132.6%
644.500	Product - Spoilage - Concessions	-	-	-	-	-	-	-	-	0.0%
644.501	Product - Spoilage - Catering	-	-	-	-	-	-	-	-	0.0%
Total Cost of Sales		-	-	818,221	847,152	836,003	700,892	630,476	(70,416)	-10.0%
Gross Margin		-	-	1,502,252	1,693,928	1,671,990	1,890,802	1,937,458	46,656	2.5%
Payroll & Related										
641.000	Salaries & Wages - Permanent	-	5,526	241,347	412,198	525,648	281,825	351,030	69,205	24.6%
642.000	Salaries & Wages - Temporary	-	-	448,514	360,264	265,278	413,637	403,172	(10,465)	-2.5%
642.002	Salaries & Wages - Overtime	-	-	-	12,917	4,000	49,279	28,000	(21,279)	-43.2%
642.100	Employee Benefits	-	-	-	290	-	-	-	-	0.0%
642.101	Benefits - Pension	-	-	6,009	20,662	21,464	18,722	16,782	(1,940)	-10.4%
642.102	Benefits - Other	-	-	40,492	88,974	101,501	77,432	80,434	3,002	3.9%
642.200	Payroll Taxes	-	153	53,118	60,538	60,810	65,146	59,838	(5,308)	-8.1%
642.300	Workers Compensation Insurance	-	289	26,761	40,142	42,912	39,787	42,916	3,128	7.9%
642.301	Payroll Outside Agency	-	-	-	210,908	149,552	208,692	128,500	(80,192)	-38.4%
Total Payroll & Related		-	5,968	816,241	1,206,892	1,171,165	1,154,520	1,110,672	(43,849)	-3.8%
Supplies & Services										
643.000	Professional Services	-	-	-	653	653	-	-	-	0.0%
643.001	Professional Services-Other	-	1,898	77,121	37,562	40,738	15,447	15,872	425	2.8%
643.002	Professional Services-Consulting	-	-	-	-	-	100	-	(100)	-100.0%
645.000	Supplies & Expense	-	-	8,263	1,766	-	-	-	-	0.0%
645.100	Paper Supplies	-	-	7,983	114,986	95,700	50,149	51,719	1,569	3.1%
645.101	Ice / CO 2	-	-	11,508	11,511	8,613	12,119	12,453	334	2.8%
645.200	Cleaning Supplies	-	-	16,064	24,936	20,593	21,607	21,907	300	1.4%
645.300	Office Supplies	-	-	5,331	4,874	3,908	3,481	3,951	470	13.5%
645.301	Printing and Stationery	-	-	1,269	4,193	4,737	2,585	2,635	50	1.9%
645.302	Computer Maintenance / Internet	-	-	15,988	7,532	9,031	1,850	1,900	50	2.7%
645.303	Bank Charges/Fees	-	-	1,066	3,632	3,832	19,071	20,281	1,210	6.3%
645.304	Postage	-	-	265	55	155	100	100	-	0.0%
645.305	Telephone	-	-	-	1,420	1,268	55	55	-	0.0%
645.306	Dues & Subscriptions	-	-	335	662	812	935	960	25	2.7%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Food and Beverage

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
645.307	Taxes, Licenses, Royalty Fees	-	-	12,343	8,251	8,792	17,193	17,493	300	1.7%
645.308	Exterminating	-	-	-	4,084	4,801	4,033	4,133	100	2.5%
645.400	Utility Expense	-	-	-	-	-	-	-	-	0.0%
645.500	Hood Cleaning	-	-	-	-	3,600	1,200	1,225	25	2.1%
646.000	Equipment Rental	-	-	28,876	55,617	43,874	39,067	39,356	289	0.7%
646.100	Linen & Cleaning Expense	-	-	1,936	7,905	12,001	9,652	9,852	200	2.1%
646.101	Linen - Catering	-	-	22,791	24,620	14,163	35,508	35,708	200	0.6%
646.200	Uniform Expense	-	-	15,618	12,377	11,303	11,803	11,939	136	1.2%
647.000	Advertising Expense	-	431	4,642	1,393	101	853	878	25	2.9%
647.100	Gifts	-	-	226	241	316	430	440	10	2.3%
647.101	Decorations	-	-	-	1,987	2,606	3,304	3,329	25	0.8%
647.200	Employee Meals	-	-	3,606	17,653	12,746	41,311	42,711	1,400	3.4%
647.300	Promotional Expense	-	-	2,004	-	-	-	-	-	0.0%
647.301	Complimentary Meals / Tastings	-	-	2,549	5	-	636	646	10	1.6%
647.400	Travel & Training	-	1,309	466	1,692	1,811	1,079	1,099	20	1.9%
648.000	Equipment Expense	-	-	1,515	-	-	-	-	-	0.0%
648.001	Smallwares	-	-	19,639	16,266	11,030	19,617	19,880	263	1.3%
648.002	Equipment - SWF	-	-	1,404	28	-	80	-	(80)	-100.0%
648.003	Equipment - Non Fair	-	-	76	13,263	12,571	301	316	15	5.0%
648.004	Equipment - Replacement	-	-	6,371	8,691	12,302	2,264	2,350	86	3.8%
648.005	Equipment - Repairs & Maintenance	-	-	9,524	19,248	20,948	21,257	21,937	680	3.2%
649.000	Miscellaneous Expenses	-	-	-	2,546	2,833	1,666	1,716	50	3.0%
649.001	Cash over/short	-	-	(278)	(2,769)	-	-	-	-	0.0%
Total Supplies & Services		-	3,638	278,504	406,876	365,838	338,752	346,839	8,087	2.4%
Total Expenses		-	9,606	1,094,744	1,613,768	1,537,003	1,493,272	1,457,511	(35,761)	-2.4%
Departmental Profit (Loss)		-	(9,606)	407,508	80,159	134,987	397,529	479,947	82,417	20.7%
Departmental Margin		0.0%	0.0%	17.6%	3.2%	5.4%	15.3%	18.7%	3.4%	0.2%
Statistics										
	Food Cost-Catering	0.0%	0.0%	0.0%	48.4%	42.9%	26.2%	29.0%	2.8%	0.1%
	Food Cost-Concessions Events	0.0%	0.0%	0.0%	68.5%	59.0%	43.5%	39.0%	-4.5%	-0.1%
	Food Cost-Jockey Club-Concessions	0.0%	0.0%	0.0%	49.5%	65.9%	42.9%	38.0%	-4.9%	-0.1%
	Food Cost-Jockey Club-Restaurant	0.0%	0.0%	227.2%	70.1%	22.8%	73.1%	38.0%	-35.1%	-0.5%
	Coffee Shop/Starbucks	0.0%	0.0%	0.0%	0.0%	0.0%	19.0%	35.0%	16.0%	0.8%
	Overall Food Cost of Sales %	0.0%	0.0%	50.7%	56.3%	50.8%	37.0%	34.3%	-2.7%	-0.1%
	Beverage Cost-Catering	0.0%	0.0%	0.0%	29.3%	35.2%	34.4%	24.3%	-10.2%	-0.3%
	Beverage Cost-Concessions Events	0.0%	0.0%	24.2%	24.5%	24.7%	27.1%	22.7%	-4.4%	-0.2%
	Beverage Cost-Jockey Club-Concessions	0.0%	0.0%	0.0%	20.2%	25.5%	19.1%	21.2%	2.0%	0.1%
	Beverage Cost-Jockey Club-Restaurant	0.0%	0.0%	16.4%	18.4%	25.5%	16.9%	23.2%	6.3%	0.4%
	Overall Beverage Cost of Sales%	0.0%	0.0%	26.0%	24.7%	27.3%	26.8%	22.8%	-4.0%	-0.1%
	Labor %	0.0%	0.0%	54.3%	71.2%	70.0%	61.1%	57.3%	-3.7%	-0.1%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Jockey Club

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Revenues										
459.010	General Admissions	587,495	564,620	516,251	487,905	506,000	448,440	452,808	4,368	1.0%
459.011	Upgraded Admissions	129,082	113,441	91,081	103,494	107,700	89,953	91,292	1,339	1.5%
459.020	Track Commissions	1,292,854	1,338,851	1,217,848	1,154,379	1,177,089	1,210,722	1,190,107	(20,615)	-1.7%
459.021	ADW Fees	583,226	533,334	673,733	740,700	653,022	785,598	784,000	(1,598)	-0.2%
459.030	Program Sales	15,865	14,591	11,766	10,743	10,106	8,601	8,801	200	2.3%
459.031	Racing Digest Sales	5,259	3,528	3,168	3,059	3,085	2,441	2,509	68	2.8%
459.032	Triangle Turf Sales	1,688	3,204	2,384	3,076	2,659	2,155	2,180	25	1.2%
459.033	Jack's Card Sales	2,947	-	-	-	-	-	-	-	0.0%
459.034	Daily Racing Forms	281,334	284,665	286,194	295,011	302,291	280,596	285,326	4,729	1.7%
459.035	Foreign Supplement	1,682	2,436	2,543	1,937	2,017	2,079	2,139	60	2.9%
459.036	Night Lines	32,007	32,706	27,021	27,638	24,757	21,991	22,244	253	1.1%
459.040	Concessions	49,458	46,460	1,550	-	-	-	-	-	0.0%
459.060	Novelties and Souvenirs	725	691	688	560	598	544	555	11	2.0%
459.070	Comcheck/ATM	42,084	44,186	41,378	37,698	36,711	34,981	35,554	573	1.6%
459.071	Lottery	78,600	79,467	89,567	104,371	97,971	105,920	106,520	600	0.6%
459.090	Other Income	100	-	(7)	-	-	-	-	-	0.0%
Total Income		3,104,407	3,062,178	2,965,163	2,970,571	2,924,006	2,994,020	2,984,033	(9,987)	-0.3%
Payroll & Related										
659.100	Salaries & Wages - Manager	82,680	83,260	85,398	86,206	88,092	89,275	95,328	6,053	6.8%
659.101	Salaries & Wages - Assistant Managers	59,838	53,297	63,809	61,093	64,105	57,944	55,727	(2,216)	-3.8%
659.102	Salaries & Wages - Admissions - FT (Teamsters)	153,836	158,741	136,193	163,595	137,502	169,557	123,055	(46,502)	-27.4%
659.103	Salaries & Wages - Admissions - PT (Teamsters)	32,579	26,321	40,603	23,850	36,958	69	72,580	72,511	105317.3%
659.104	Salaries & Wages - Janitors - FT	135,205	135,080	133,218	134,723	116,664	194,595	170,057	(24,538)	-12.6%
659.105	Salaries & Wages - Janitors - PT	67,221	77,423	70,386	70,079	36,946	-	36,729	36,729	100.0%
659.106	Salaries & Wages - Security - FT	74,967	73,377	70,765	76,899	76,362	89,475	81,463	(8,011)	-9.0%
659.107	Salaries & Wages - Security - PT	22,478	24,812	19,508	16,674	21,956	-	18,329	18,329	100.0%
659.108	Salaries & Wages-Assistant Managers-Overtime	-	-	-	206	1,500	1,973	1,500	(473)	-24.0%
659.109	Salaries & Wages -Admissions-Overtime	-	-	-	714	1,500	4,426	1,500	(2,926)	-66.1%
659.110	Salaries & Wages-Janitors-Overtime	-	-	-	2,351	900	7,889	1,000	(6,889)	-87.3%
659.111	Salaries & Wages-Security-Overtime	-	-	-	2,158	900	8,887	1,000	(7,887)	-88.7%
659.150	Benefits	133,428	131,480	150,685	168,810	136,032	156,201	142,018	(14,183)	-9.1%
659.151	Benefits - Pension	30,542	29,317	30,548	26,106	31,314	25,891	27,899	2,008	7.8%
659.200	Payroll Taxes	45,457	48,133	48,978	48,840	44,382	48,924	50,358	1,434	2.9%
659.300	Workers Compensation	33,490	32,713	26,142	40,393	40,872	31,620	32,698	1,077	3.4%
659.301	Payroll Outside Agency	-	-	-	-	-	-	-	-	0.0%
Total Payroll & Related		871,721	873,955	876,232	922,696	835,985	886,726	911,241	24,515	2.8%



San Mateo County Event Center
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Jockey Club

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Supplies & Services										
659.400	Travel, Training & Entertainment	328	-	563	199	199	-	-	-	0.0%
659.500	Employee Meals	-	-	-	-	-	-	-	-	0.0%
659.600	Professional Fees-Legal	51,499	51,768	48,597	4,000	48,000	48,000	-	(48,000)	-100.0%
659.601	Professional Fees-Other	-	-	-	8,523	3,970	9,433	9,633	200	2.1%
659.602	Printing and Stationery	-	-	-	167	317	150	150	-	0.0%
659.603	Equipment Rentals	-	-	-	10,853	10,334	5,594	5,701	107	1.9%
659.604	Telephone	-	-	-	129	236	150	150	-	0.0%
659.605	Internet	-	-	-	3,951	3,802	4,231	4,306	75	1.8%
659.606	Postage	-	-	-	70	105	110	115	5	4.6%
659.607	Dues and Subscriptions	-	-	-	5,579	5,629	121	121	-	0.0%
659.800	Office Supplies	75,034	67,483	59,853	26,721	27,723	23,717	23,807	90	0.4%
659.801	Programs, Racing Forms & Concessions	285,298	277,552	317,086	279,875	288,977	268,276	265,179	(3,097)	-1.2%
659.802	Lottery	72,517	72,996	80,558	92,916	90,832	99,847	100,247	400	0.4%
659.803	Utilities	30,000	30,000	30,000	30,000	30,000	33,600	34,000	400	1.2%
659.804	Miscellaneous	-	-	-	9,069	9,152	2,056	2,356	300	14.6%
659.805	CHRB/CARF/Impact Fees	17,045	21,590	21,590	16,193	-	2,919	3,019	100	3.4%
659.900	Construction Debt Repayment	10,137	1,029	-	-	-	-	-	-	0.0%
659.901	Uniforms	-	-	-	-	-	73	200	127	175.1%
659.902	Cash over/short	-	-	-	-	-	-	-	-	0.0%
659.903	Repairs	22,473	3,355	2,522	16,370	10,107	16,956	17,456	500	2.9%
Total Supplies & Services		564,332	525,774	560,769	504,614	529,383	515,232	466,439	(48,793)	-9.5%
Promotion & Advertising										
659.700	Publicity & Marketing Other	42,467	47,442	40,305	6,946	9,445	4,222	4,327	105	2.5%
659.701	Print Media	-	-	-	11,895	20,466	12,708	13,050	342	2.7%
659.702	TV and Radio	-	-	-	27,899	20,708	25,216	25,505	289	1.1%
659.703	Web Advertising	-	-	-	-	-	-	-	-	0.0%
Total Promotion & Advertising		42,467	47,442	40,305	46,741	50,619	42,147	42,883	736	1.7%
Special Projects										
659.904	Special Projects	-	-	-	17,598	90,000	3,000	3,500	500	16.7%
Total Special Projects		-	-	-	17,598	90,000	3,000	3,500	500	16.7%
Total Departmental Expenses		1,478,521	1,447,170	1,477,306	1,491,648	1,505,987	1,447,104	1,424,063	(23,041)	-1.6%
Departmental Profit (Loss)		1,625,886	1,615,008	1,487,857	1,478,922	1,418,019	1,546,916	1,559,970	13,054	0.8%
Departmental Margin		52.4%	52.7%	50.2%	49.8%	48.5%	51.7%	52.3%	-130.7%	-2.5%
Handle		\$62,823,132	\$62,774,267	\$58,322,129	\$55,674,746	\$54,882,940	\$55,011,566	\$53,000,000	(\$2,011,566)	-3.7%
Attendance		152,920	145,428	132,087	122,070	118,988	113,826	108,175	(5,651)	-5.0%
Handle Per Person		\$410.82	\$431.65	\$441.54	\$456.09	\$461.25	\$483.30	\$489.95	\$6.65	1.4%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Fair Consolidated Summary

Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
	2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Revenues									
Admissions	563,420	699,041	718,440	779,570	927,848	810,583	845,825	35,242	4.3%
Commercial Space Rentals	155,302	186,089	186,327	182,588	191,999	123,173	144,218	21,046	17.1%
Concessions	383,200	496,572	440,824	528,596	555,000	495,653	568,669	73,016	14.7%
Exhibits	47,350	53,541	87,114	55,047	57,000	55,335	60,235	4,900	8.9%
Fair Events (Self promoted)	-	-	10,360	-	-	-	-	-	0.0%
Miscellaneous	374,037	437,466	487,060	427,872	453,152	421,285	467,230	45,945	10.9%
Total Fair Revenues	1,523,309	1,872,709	1,930,125	1,973,673	2,184,999	1,906,029	2,086,178	180,150	9.5%
Operating Expenses									
Payroll & Related									
Administration and Marketing	8,893	13,294	11,319	173,591	177,779	175,382	224,731	49,349	28.1%
Fair Events (Self Promoted)	-	-	588	-	-	-	-	-	0.0%
Attendance Operations - Fair	108,159	127,935	124,519	55,983	58,000	47,795	49,861	2,067	4.3%
Miscellaneous Fair Expense	15,231	15,889	14,663	12,791	23,000	24,083	24,200	117	0.5%
Exhibits Expense	182,405	185,517	185,954	67,943	121,000	81,373	83,217	1,844	2.3%
Fair Entertainment Expense	28,341	31,414	22,348	28,496	29,000	22,954	23,614	660	2.9%
Total Payroll and Related	343,029	374,049	359,391	338,805	408,779	351,587	405,624	54,037	15.4%
Supplies & Services									
Administration and Marketing	79,436	117,868	109,598	102,266	163,000	102,213	104,213	2,000	2.0%
Fair Events (Self Promoted)	-	-	53,689	269	-	-	-	-	0.0%
Attendance Operations - Fair	221,221	234,947	246,428	244,653	257,000	288,672	290,751	2,079	0.7%
Miscellaneous Fair Expense	84,972	72,893	80,321	84,251	87,000	118,299	119,904	1,605	1.4%
Premium (Cash Awards/Prizes) Expense	60,579	56,776	67,088	58,784	58,000	55,848	57,000	1,152	2.1%
Exhibits Expense	126,166	149,720	162,527	157,950	142,001	167,161	176,393	9,232	5.5%
Fair Entertainment Expense	496,874	523,582	522,646	517,180	535,996	560,060	566,037	5,976	1.1%
Total Supplies and Services	1,069,248	1,155,786	1,242,297	1,165,352	1,242,997	1,292,254	1,314,298	22,044	1.7%
Promotion & Advertising									
Administration and Marketing	260,422	299,100	294,850	295,626	337,223	307,857	322,349	14,492	4.7%
Total Promotion & Advertising	260,422	299,100	294,850	295,626	337,223	307,857	322,349	14,492	4.7%
Total Fair Expenses	1,672,699	1,828,935	1,896,538	1,799,783	1,988,999	1,951,698	2,042,271	90,573	4.6%
Departmental Profit (Loss)	(149,390)	43,774	33,587	173,890	196,000	(45,670)	43,907	89,577	-196.1%
Margin %	-9.8%	2.3%	1.7%	8.8%	9.0%	-2.4%	2.1%	4.5%	-1.9%
Attendance	110,079	124,976	133,588	128,000	130,000	120,646	125,000	4,354	3.6%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Fair-Revenues										
Fair-Admissions Revenue										
410.001	Regular Fair Admission	494,681	633,703	575,531	625,719	750,920	632,860	660,000	27,140	4.3%
410.002	Advance Admission Sales	32,925	32,874	46,372	41,864	48,144	88,454	91,418	2,964	3.4%
410.003	Discount Admission Sales	-	-	60,632	72,458	83,326	57,629	59,358	1,729	3.0%
410.004	Participant Tickets	3,796	3,672	3,455	195	224	1,010	3,500	2,490	246.5%
410.005	Concert Admissions	32,018	28,792	32,450	39,334	45,234	30,630	31,549	919	3.0%
410.006	Picnics/Parties	-	-	-	-	-	-	-	-	0.0%
	Subtotal	563,420	699,041	718,440	779,570	927,848	810,583	845,825	35,242	4.3%
Fair-Commercial Space Rentals Revenue										
415.001	Inside Space Rental	109,995	142,925	143,308	140,319	147,880	79,688	96,395	16,707	21.0%
415.002	Outside Space Rental	43,608	41,164	41,619	40,319	42,072	41,465	45,743	4,278	10.3%
415.003	Special Days Booth Rental	1,700	2,000	1,400	1,950	2,047	2,020	2,080	60	3.0%
	Subtotal	155,302	186,089	186,327	182,588	191,999	123,173	144,218	21,046	17.1%
Fair-Concession Revenue										
421.001	Carnival Revenue	165,068	227,910	222,765	279,751	293,713	239,137	275,000	35,863	15.0%
421.002	Carnival - Pre Sale	17,616	19,768	19,668	25,866	27,159	21,765	27,500	5,736	26.4%
422.000	Food Concessions	148,092	182,306	198,392	222,979	234,128	234,752	266,169	31,418	13.4%
422.001	Concessions - Ovations	52,424	66,588	-	-	-	-	-	-	0.0%
423.000	Non Food Concessions	-	-	-	-	-	-	-	-	0.0%
	Subtotal	383,200	496,572	440,824	528,596	555,000	495,653	568,669	73,016	14.7%
Fair-Exhibit Revenue										
431.000	Entry Fees	24,130	28,729	32,838	38,098	39,203	34,515	35,550	1,035	3.0%
431.001	Horse Show Entries	-	295	-	-	-	639	657	18	2.8%
431.002	Horse Show Lab Testing Fees	-	-	-	-	-	-	-	-	0.0%
432.000	Sponsored & Donated Awards	10,891	10,787	12,925	12,259	12,872	13,236	13,834	598	4.5%
433.000	Exhibit Guide Revenue	-	-	-	-	-	-	-	-	0.0%
434.000	Art Show Sales	5,695	10,079	7,375	152	160	5,915	6,100	185	3.1%
434.001	Literary Arts - Anthology Book Sales	820	550	714	330	346	40	150	110	275.0%
435.000	Entry Processing Fees	382	665	-	479	503	444	-	(444)	-100.0%
436.000	Livestock Bedding Fees	2,970	-	-	50	52	-	-	-	0.0%
436.001	Livestock Insurance	2,399	2,384	2,170	3,555	3,733	402	3,800	3,398	845.3%
437.000	Lock Sales - Livestock	64	52	168	125	131	144	144	-	0.0%
438.000	SNAP-ED Grant	-	-	30,924	-	-	-	-	-	0.0%
	Subtotal	47,350	53,541	87,114	55,047	57,000	55,335	60,235	4,900	8.9%



San Mateo County Event Center
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Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Fair-Non Fair Events (Self Promoted)										
461.000	Admissions	-	-	10,213	-	-	-	-	-	0.0%
462.000	Booth Space	-	-	45	-	-	-	-	-	0.0%
463.000	Concessions	-	-	-	-	-	-	-	-	0.0%
464.000	Parking	-	-	-	-	-	-	-	-	0.0%
465.000	Sponsors/Donations	-	-	-	-	-	-	-	-	0.0%
466.000	Other	-	-	102	-	-	-	-	-	0.0%
	Subtotal	-	-	10,360	-	-	-	-	-	0.0%
Fair-Miscellaneous Fair Revenue										
471.000	Parking	177,235	209,750	225,430	215,115	228,486	210,919	237,000	26,081	12.4%
471.001	Participant Parking	-	20	-	-	-	-	-	-	0.0%
472.000	Fair Program Revenue	-	-	-	-	-	-	-	-	0.0%
473.000	Utility Fee Reimbursement	5,200	5,050	4,915	4,965	5,213	4,515	4,540	25	0.6%
473.001	Health Department Permits - Fair	3,038	3,234	3,852	8,667	9,100	3,420	3,670	250	7.3%
473.002	CFSA Insurance - Fair	707	3,054	3,865	2,869	2,949	1,485	1,580	95	6.4%
477.000	RV Parking/Camping	14,675	15,350	15,245	14,950	15,698	8,675	9,200	525	6.1%
478.000	Other - Ticket Fees	13,182	15,014	11,702	(1,292)	-	3,531	3,531	-	0.0%
478.001	Merchandise Program	-	5,064	3,413	22	-	-	-	-	0.0%
479.000	Sponsorships	160,000	180,930	218,638	182,576	191,706	188,740	207,709	18,969	10.1%
	Subtotal	374,037	437,466	487,060	427,872	453,152	421,285	467,230	45,945	10.9%
	Total Fair Revenues	1,523,309	1,872,709	1,930,125	1,973,673	2,184,999	1,906,029	2,086,178	180,150	9.5%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Fair-Administration and Marketing										
Payroll & Related										
541.000	Salaries & Wages - Permanent	-	-	-	86,871	153,958	76,908	71,250	(5,658)	-7.4%
541.001	Salaries & Wages - Temporary	7,617	11,796	10,105	50,202	-	51,216	94,130	42,914	83.8%
541.002	Salaries & Wages - Overtime	-	-	-	315	-	4,610	5,000	390	8.5%
541.100	Employee Benefits	-	-	-	-	-	-	-	-	0.0%
541.101	Benefits - Pension	-	-	-	8,376	2,404	3,207	6,523	3,316	103.4%
541.102	Benefits - Other	-	-	-	10,906	1,349	21,543	32,014	10,471	48.6%
541.200	Payroll Taxes	865	879	815	10,135	11,896	10,861	13,034	2,173	20.0%
541.300	Workers Comp Insurance	412	619	399	6,785	8,172	7,036	2,779	(4,257)	-60.5%
Total Publicity and Marketing		8,893	13,294	11,319	173,591	177,779	175,382	224,731	49,349	28.1%
Supplies and Services										
542.000	Professional Services	-	-	3,390	-	-	3,850	3,850	-	0.0%
542.001	Pro Services - Fair	76,562	115,645	95,710	95,530	147,984	94,188	96,188	2,000	2.1%
542.002	Pro Services - Non Fair	-	-	-	788	8,394	699	699	-	0.0%
543.000	Supplies & Expense	2,874	2,223	10,498	5,948	6,622	3,476	3,476	-	0.0%
547.002	Coloring / Autograph Book	-	-	-	-	-	-	-	-	0.0%
Total Supplies and Services		79,436	117,868	109,598	102,266	163,000	102,213	104,213	2,000	2.0%
Advertising and Promotions										
544.000	Advertising	-	-	-	100	-	-	-	-	0.0%
544.001	Ads - Fair - TV	79,912	53,045	28,457	60,440	77,426	57,638	60,132	2,494	4.3%
544.002	Ads - Fair - Radio	44,512	61,948	70,875	62,276	78,941	63,350	63,431	82	0.1%
544.003	Ads - Fair - Print (inc newspapers)	21,204	40,350	32,548	32,674	34,397	29,012	29,755	743	2.6%
544.004	Ads - Fair - On Line	4,850	4,765	17,736	19,736	20,582	13,150	13,200	50	0.4%
544.005	Ads - Fair - Static (Billboards)	38,022	48,108	56,524	64,900	69,443	60,672	62,000	1,328	2.2%
544.006	Ads - Fair - Other	1,000	1,739	1,791	970	1,038	4,835	5,000	165	3.4%
544.500	Advertising - Rental	75	-	-	-	-	351	-	(351)	-100.0%
545.000	Promotional Expense	-	46	1,798	-	-	250	265	15	6.0%
545.001	Promo - Lunches	192	165	40	4,257	4,556	7,462	7,500	38	0.5%
545.002	Promo - Other - Fair	807	125	62	1,015	633	1,200	1,250	50	4.2%
545.500	Promo - Rental	-	-	-	-	-	-	-	-	0.0%
546.000	Public Relations Expense	3,581	10,792	13,993	3,467	3,643	30,039	31,000	962	3.2%
546.001	Holiday Party	7,305	8,310	10,555	-	-	-	-	-	0.0%
547.000	Pre Fair Events	163	1,020	797	326	-	-	-	-	0.0%
547.001	Kick Off Party	16,235	17,289	15,342	22,607	24,189	9,984	18,000	8,016	80.3%
547.003	Promotional Booths	997	1,207	-	-	-	-	-	-	0.0%
547.004	"Swag" Giveaways	-	95	471	-	-	1,799	2,200	401	22.3%
548.000	Sponsorship Expense	51,567	60,098	51,185	32,857	32,375	38,116	38,616	500	1.3%
548.001	Sponsor Expense - Expo Center	-	-	2,673	-	-	-	-	-	0.0%
549.000	Credit for Promotional Expense	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)	-	0.0%
Total Advertising and Promotions		260,422	299,100	294,850	295,626	337,223	307,857	322,349	14,492	4.7%
Total Fair-Administration and Marketing		348,751	430,262	415,766	571,482	678,002	585,453	651,293	65,841	11.2%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Fair-Events Expenses (Self Promoted)										
Payroll and Related										
551.000	Salaries & Wages	-	-	551	-	-	-	-	-	0.0%
551.100	Employee Benefits	-	-	-	-	-	-	-	-	0.0%
551.200	Payroll Taxes	-	-	42	-	-	-	-	-	0.0%
551.300	Workers Compensation Insurance	-	-	(5)	-	-	-	-	-	0.0%
Total Payroll and Related		-	-	588	-	-	-	-	-	0.0%
Supplies and Services										
552.000	Supplies & Expense	-	-	50,939	269	-	-	-	-	0.0%
553.000	Entertainment	-	-	2,750	-	-	-	-	-	0.0%
554.000	Miscellaneous	-	-	-	-	-	-	-	-	0.0%
Total Supplies and Services		-	-	53,689	269	-	-	-	-	0.0%
Total Fair-Events Expenses (Self Promoted)		-	-	54,277	269	-	-	-	-	0.0%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Fair-Attendance Expenses										
Payroll and Related										
561.000	Salaries & Wages - Permanent	45,425	46,867	49,247	6,772	6,975	-	-	-	0.0%
561.001	Salaries & Wages - Temp - Admissions	16,640	27,986	22,811	17,597	18,125	17,143	18,000	857	5.0%
561.002	Salaries & Wages - Temp - Janitorial	17,224	18,809	18,217	19,498	20,083	20,578	21,000	422	2.1%
561.003	Salaries & Wages - Temp - Guest Services	3,826	5,523	3,714	5,823	5,998	3,148	3,500	352	11.2%
561.004	Salaries & Wages - Temp - Receptionists	5,874	6,826	6,017	334	346	956	1,000	44	4.6%
561.005	Salaries & Wages - Temp - Other Fair	-	1,790	4,454	993	1,023	2,709	2,800	91	3.4%
561.100	Employee Benefits	267	188	87	-	-	-	-	-	0.0%
561.101	Benefits - Pension	2,271	2,334	2,513	350	360	-	-	-	0.0%
561.102	Benefits - Other	5,866	4,417	5,212	882	908	-	-	-	0.0%
561.200	Payroll Taxes	6,323	7,864	8,038	1,992	2,052	3,261	3,561	300	9.2%
561.300	Workers Compensation Insurance	4,443	5,330	4,210	1,741	2,130	-	-	-	0.0%
Total Payroll and Related		108,159	127,935	124,519	55,983	58,000	47,795	49,861	2,067	4.3%
Supplies and Services										
562.000	Professional Services - Contracts	141,505	147,984	172,049	175,575	186,251	192,184	192,184	-	0.0%
563.000	Supplies & Expense	97	322	-	-	-	-	-	-	0.0%
563.001	Tickets	19,864	29,862	23,235	14,730	15,171	33,638	34,622	985	2.9%
563.002	Hand washing Stations	-	-	-	-	-	297	300	3	1.2%
563.003	Badges	7,971	4,633	4,790	-	-	2,533	2,600	67	2.6%
563.004	Signs	3,942	3,989	4,581	1,280	1,104	2,610	2,625	15	0.6%
563.005	Equipment Rental	21,344	16,264	19,754	24,317	25,047	13,953	14,000	47	0.3%
563.006	Fencing	-	7,781	9,388	-	-	7,711	7,800	90	1.2%
563.007	Lodging	-	-	122	5,573	5,615	966	1,000	34	3.5%
563.008	Meals - Catering	3,354	2,596	1,474	522	538	33	-	(33)	-100.0%
563.009	Clothing - Uniforms	11,646	15,101	7,273	11,633	11,982	7,487	7,613	125	1.7%
563.010	Office Supplies/Equipment	1,961	3,643	2,272	2,136	2,076	1,088	1,133	45	4.2%
563.011	Printing	177	815	211	8,222	8,469	10,477	10,700	223	2.1%
563.012	Junior Fair board	196	13	119	96	252	195	195	-	0.0%
563.013	Guest Services Expenses	-	1,384	28	175	180	348	350	2	0.6%
564.000	Other	492	562	999	326	245	8,597	8,630	32	0.4%
565.000	Parties/Picnics for Public	-	-	-	-	-	-	-	-	0.0%
566.000	General Fair Decorations	8,671	-	133	68	70	6,555	7,000	445	6.8%
Total Supplies and Services		221,221	234,947	246,428	244,653	257,000	288,672	290,751	2,079	0.7%
Total Fair-Attendance Operations		329,380	362,881	370,947	300,636	315,000	336,466	340,612	4,145	1.2%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Fair-Miscellaneous Expenses										
Payroll and Related										
571.000	Parking Lot - Salaries & Wages	15,231	15,889	14,663	12,791	21,000	21,356	21,500	144	0.7%
571.100	Benefits	-	-	-	-	-	-	-	-	0.0%
571.200	Payroll Taxes	-	-	-	-	2,000	2,727	2,700	(27)	-1.0%
571.300	Workers Compensation Insurance	-	-	-	-	-	-	-	-	0.0%
Total Payroll and Related		15,231	15,889	14,663	12,791	23,000	24,083	24,200	117	0.5%
Supplies and Services										
572.000	Program Expense	12,194	7,358	7,619	-	-	7,259	7,500	241	3.3%
573.000	Utility Fees	42,028	28,782	30,000	30,316	31,225	33,946	34,000	54	0.2%
574.000	Taxes, WC, Benefits	2,175	2,632	2,217	1,827	1,881	-	-	-	0.0%
575.000	Travel - Fair Specific	-	1,198	776	1,236	1,273	668	668	-	0.0%
576.000	Fair Store Expense	-	-	2,221	-	222	-	-	-	0.0%
577.000	Parking Expenses other than Salaries	-	-	-	-	-	856	875	19	2.3%
578.000	Permits & Insurance	5,424	7,739	7,151	8,468	8,722	17,277	17,861	584	3.4%
579.000	Commercial & Concession Expense	278	1,224	3,914	-	-	-	-	-	0.0%
579.001	Tent & Booth Rental	14,000	13,854	14,087	25,443	26,206	32,496	33,000	504	1.6%
579.002	Wages - Commercial & Concessions	3,374	4,517	1,028	1,894	1,951	-	-	-	0.0%
579.003	Com & Concessions - Pro Services	5,500	5,590	11,310	15,068	15,520	25,796	26,000	204	0.8%
Total Supplies and Services		84,972	72,893	80,321	84,251	87,000	118,299	119,904	1,605	1.4%
Total Miscellaneous Fair Expenses		100,203	88,782	94,984	97,042	110,000	142,382	144,104	1,723	1.2%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Fair-Premium (Cash Awards & Prizes)										
Supplies and Services										
581.000	Cash Awards	51,303	50,090	55,091	52,226	51,092	50,004	51,000	996	2.0%
582.000	Trophies, medals and ribbons	6,661	4,624	11,622	6,215	6,551	5,844	6,000	156	2.7%
582.001	Ribbons/Trophies - Horse Show	906	632	375	293	305	-	-	-	0.0%
583.000	Sponsored Cash Awards	-	-	-	50	52	-	-	-	0.0%
584.000	Sponsored Trophies, medals and ribbons	1,709	1,430	-	-	-	-	-	-	0.0%
584.001	Sponsored - Horse Show	-	-	-	-	-	-	-	-	0.0%
585.000	Other	-	-	-	-	-	-	-	-	0.0%
Total Fair-Premium Expenses		60,579	56,776	67,088	58,784	58,000	55,848	57,000	1,152	2.1%

Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Fair-Exhibits Expenses										
Payroll and Related										
631.000	Wages - Permanent	77,355	79,009	83,207	11,426	-	-	-	-	0.0%
631.001	Wages - Temporary	-	-	-	2,981	49,000	21,356	22,558	1,202	5.6%
631.002	Wages - Agriculture	-	-	-	-	-	-	-	-	0.0%
631.003	Wages - Floral Arts	12,547	12,364	12,487	12,063	12,000	14,692	14,692	-	0.0%
631.004	Wages - Home Arts	8,230	8,522	9,007	8,780	10,000	10,098	10,098	-	0.0%
631.005	Wages - Culinary Arts	8,035	7,469	7,990	7,708	9,000	6,953	6,953	-	0.0%
631.006	Wages - Fine Arts	-	-	250	-	8,000	4,624	4,624	-	0.0%
631.007	Wages - Youth Exhibits	8,643	9,026	2,533	858	3,000	9,536	9,536	-	0.0%
631.008	Wages - Youth Livestock	4,261	4,625	2,309	3,884	2,500	2,430	2,430	-	0.0%
631.009	Wages - Professional Gardens	-	-	-	-	-	1,158	1,158	-	0.0%
631.010	Wages - Other Exhibits	-	-	423	-	-	1,170	1,170	-	0.0%
631.011	Wages - Entries	18,668	20,135	20,484	2,642	2,722	99	99	-	0.0%
631.012	Wages - Sustainable Living	1,681	1,530	2,145	2,880	2,000	60	60	-	0.0%
631.013	Wages - Horse Show	-	-	-	1,200	1,236	-	-	-	0.0%
631.014	Wages - Technology	-	-	915	2,170	10,000	1,395	1,395	-	0.0%
631.100	Employee Benefits	434	249	116	120	126	-	-	-	0.0%
631.101	Benefits - Pension	15,445	15,791	17,076	2,828	2,515	-	-	-	0.0%
631.102	Benefits - Other	9,163	8,459	9,973	1,292	1,357	-	-	-	0.0%
631.200	Payroll Taxes	10,668	10,896	11,221	5,365	5,646	5,663	5,720	57	1.0%
631.300	Workers Compensation	7,275	7,443	5,817	1,746	1,898	2,140	2,725	585	27.3%
Total Exhibits		182,405	185,517	185,954	67,943	121,000	81,373	83,217	1,844	2.3%
Supplies and Services										
632.000	Judges - Exhibits	-	-	-	-	-	-	-	-	0.0%
632.002	Judges - Agriculture	50	50	50	50	52	-	-	-	0.0%
632.003	Judges - Floral Arts	1,035	1,080	820	900	927	950	950	-	0.0%
632.004	Judges - Home Arts	1,145	1,540	1,520	1,385	1,427	1,500	1,600	100	6.7%
632.005	Judges - Culinary Arts	1,705	1,815	1,918	1,445	1,488	910	1,000	90	9.9%
632.006	Judges - Fine Arts	1,025	975	650	1,440	1,483	1,675	1,700	25	1.5%
632.007	Judges - Youth Exhibits	1,850	475	500	700	721	1,000	5,500	4,500	450.0%
632.008	Judges - Youth Livestock	4,106	4,502	4,361	4,006	4,126	5,299	5,299	-	0.0%
632.009	Judges - Gardens	50	50	-	-	-	50	50	-	0.0%
632.010	Judges - Other	-	1,300	-	-	-	-	-	-	0.0%
632.011	Judges - New Technology	150	-	-	-	-	100	100	-	0.0%
632.012	Judges - Sustainable Living	175	75	-	200	206	250	250	-	0.0%
632.013	Judges - Horse Show	635	309	457	350	361	350	350	-	0.0%
632.014	Judges - Piano Competition	-	-	1,200	1,200	1,236	950	1,000	50	5.3%
633.000	Professional Services	-	-	-	-	-	-	-	-	0.0%
633.001	Pro Services - Entries	-	-	-	-	-	-	-	-	0.0%
633.002	Pro Services - Agriculture	-	-	-	-	-	-	-	-	0.0%
633.003	Pro Services - Floral Arts	-	-	-	-	-	1,000	1,100	100	10.0%
633.004	Pro Services - Home Arts	-	-	150	-	-	-	-	-	0.0%

Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
633.005	Pro Services - Culinary Arts	-	-	60	65	-	-	-	-	0.0%
633.006	Pro Services - Fine Arts	9,800	11,000	11,000	12,000	12,360	17,963	19,138	1,175	6.5%
633.007	Pro Services - Youth Exhibits	-	-	7,000	7,000	7,210	-	-	-	0.0%
633.008	Pro Services - Youth Livestock	9,029	8,600	6,950	7,301	7,520	16,187	16,514	327	2.0%
633.009	Pro Services - Sustainable Living	4,500	4,500	4,700	4,500	4,635	18,500	7,000	(11,500)	-62.2%
633.010	Pro Services - Set Up	-	-	-	-	-	-	-	-	0.0%
633.012	Pro Services - New Technology	7,600	7,500	7,500	7,500	7,725	900	13,500	12,600	1400.0%
633.013	Pro Services - Horse Show	400	1,600	2,051	38	-	1,200	1,200	-	0.0%
633.014	Pro Services - Piano Contest	600	600	650	650	670	650	650	-	0.0%
634.000	Supplies & Expense	-	648	(46)	-	-	-	-	-	0.0%
634.001	Sup & Exp - Entry Processing	7,528	4,940	4,718	2,242	2,309	1,044	1,100	56	5.4%
634.002	Sup & Exp - Agriculture	20	-	-	-	-	-	-	-	0.0%
634.003	Sup & Exp - Floral Arts	1,020	587	737	956	985	315	350	35	11.1%
634.004	Sup & Exp - Home Arts	467	-	387	596	612	538	550	12	2.3%
634.005	Sup & Exp - Culinary Arts	894	1,134	1,174	1,911	1,968	595	610	15	2.5%
634.006	Sup & Exp - Fine Arts	4,823	4,631	3,749	4,937	5,085	3,965	4,000	35	0.9%
634.007	Sup & Exp - Youth Exhibits	661	1,065	1,852	2,038	2,058	1,803	1,810	7	0.4%
634.008	Sup & Exp - Youth Livestock	14,263	14,955	5,549	31,978	32,656	18,608	18,822	213	1.1%
634.009	Sup & Exp - Gardens	-	-	-	-	-	136	150	14	10.3%
634.010	Sup & Exp - Other	1,259	1,508	1,416	1,171	1,031	588	588	-	0.0%
634.011	Sup & Exp - Special Contests	1,000	1,200	-	-	-	-	-	-	0.0%
634.012	Sup & Exp - Sustainable Living	432	216	108	102	106	241	249	8	3.3%
634.013	Sup & Exp - Horse Show	796	1,761	676	1,337	1,377	584	590	6	1.0%
634.014	Sup & Exp - Technology	381	549	52	-	-	2,123	2,156	33	1.5%
635.000	Tent & Booth Rental	29,068	27,694	45,053	32,513	13,058	37,315	38,000	685	1.8%
636.000	Decorations	847	2,756	(50)	14,000	14,420	-	-	-	0.0%
636.001	Fair Signs & Banners	-	-	-	578	940	24,034	24,518	484	2.0%
637.000	Exhibit Guidebook	9,071	6,171	7,377	6,079	6,262	-	-	-	0.0%
637.001	Coloring Contest Book	-	-	1,290	-	-	-	-	-	0.0%
638.000	Other	-	-	144	285	294	328	400	72	22.0%
638.001	Art Show - Payment to Seller	4,574	8,076	5,980	2,656	2,736	4,441	4,500	59	1.3%
638.002	SNAP-ED Program	-	-	27,118	24	24	-	-	-	0.0%
638.003	Investment in Durable Goods	5,207	25,858	3,705	3,818	3,933	1,068	1,100	32	3.0%
Total Supplies and Services		126,166	149,720	162,527	157,950	142,001	167,161	176,393	9,232	5.5%
Total Fair-Exhibit Expenses		308,571	335,237	348,482	225,893	263,001	248,535	259,611	11,076	4.5%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget



Fair

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Fair-Entertainment Expenses										
Payroll and Related										
661.000	Salaries & Wages	15,609	18,390	13,434	17,073	17,585	16,004	16,468	464	2.9%
661.001	Costume Characters	1,784	1,981	1,613	1,928	1,985	336	350	14	4.2%
661.002	Fair Contests	3,762	2,419	832	2,268	2,336	-	-	-	0.0%
661.100	Benefits	4,360	5,481	4,307	5,460	5,273	5,284	5,350	66	1.3%
661.200	Payroll Taxes	1,603	1,855	1,330	1,768	1,821	1,331	1,446	115	8.6%
661.300	Workers Compensation Insurance	1,222	1,287	832	-	-	-	-	-	0.0%
Total Payroll and Related		28,341	31,414	22,348	28,496	29,000	22,954	23,614	660	2.9%
Supplies and Services										
662.000	Professional Services	42,125	63,615	70,500	76,362	67,651	57,000	57,325	325	0.6%
662.001	Sound	58,039	42,500	42,500	8,928	9,195	42,500	43,000	500	1.2%
662.002	Light	41,860	47,042	46,500	45,500	46,865	49,500	52,500	3,000	6.1%
663.000	Supplies & Expense	19,280	14,112	12,444	10,852	11,178	17,343	18,712	1,368	7.9%
665.000	Grounds Acts & Entertainment	148,545	166,143	161,733	191,461	200,000	171,913	172,500	587	0.3%
666.000	Grandstand Entertainment	187,025	189,000	188,969	183,000	200,000	220,895	221,000	105	0.0%
667.000	Other	-	1,170	-	1,078	1,107	909	1,000	91	10.0%
Total Supplies and Services		496,874	523,582	522,646	517,180	535,996	560,060	566,037	5,976	1.1%
Total Fair-Entertainment Expenses		525,215	554,996	544,994	545,677	564,996	583,015	589,651	6,636	1.1%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Parking and RV

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Revenues										
492.001	Patron Parking	-	-	-	392,956	1,331,779	1,235,982	1,389,500	153,518	12.4%
492.002	Exhibitor Parking	-	-	-	31,740	-	64,002	65,912	1,910	3.0%
492.003	Tail Gating Permits	-	-	-	5,405	-	21,433	23,147	1,715	8.0%
492.004	Monthly Parking Contracts	-	-	-	387,155	534,996	410,170	540,000	129,830	31.7%
492.005	RV Parking	-	-	-	70,700	119,850	65,688	67,658	1,971	3.0%
492.006	Storage Lot	-	-	-	32,260	84,375	57,495	66,000	8,505	14.8%
492.007	Miscellaneous Income	-	-	-	1,890	-	-	-	-	0.0%
Total Income		-	-	-	922,106	2,071,000	1,854,769	2,152,217	297,448	16.0%
Payroll & Related										
598.001	Wages - Permanent	-	-	-	34,787	68,144	54,587	60,267	5,680	10.4%
598.002	Wages - Temporary	-	-	-	87,519	226,200	104,584	113,000	8,416	8.0%
598.003	Wages - Overtime	-	-	-	312	1,500	6,549	6,000	(549)	-8.4%
598.004	Benefits - Pension	-	-	-	-	756	588	2,888	2,300	391.2%
598.005	Benefits - Other	-	-	-	9,926	7,974	6,753	8,185	1,432	21.2%
598.006	Payroll Taxes	-	-	-	12,891	22,629	12,657	13,714	1,057	8.4%
598.007	Workers Compensation Insurance	-	-	-	2,886	14,300	8,855	9,165	310	3.5%
598.008	Payroll Outside Agency	-	-	-	1,108	-	14,633	14,967	335	2.3%
Total Payroll & Related		-	-	-	149,429	341,503	209,204	228,185	18,981	9.1%
Supplies and Services										
598.010	Professional Services	-	-	-	25,161	48,500	8,416	6,800	(1,616)	-19.2%
598.011	Equipment Rentals	-	-	-	65	-	65	65	-	0.0%
598.012	Equipment	-	-	-	13,677	6,000	5,136	7,206	2,069	40.3%
598.013	Miscellaneous Expense	-	-	-	903	-	4,842	4,928	87	1.8%
598.014	Printing and Stationery	-	-	-	3,898	-	3,218	3,318	100	3.1%
598.015	Telephone	-	-	-	-	-	510	525	15	2.9%
598.016	Signage	-	-	-	4,312	2,400	3,437	5,203	1,766	51.4%
598.017	Office Supplies	-	-	-	907	600	1,045	1,065	20	1.9%
598.018	Uniforms	-	-	-	6,139	3,000	1,048	2,930	1,883	179.7%
598.019	Cash Over (Short)	-	-	-	12	-	-	-	-	0.0%
Total Supplies and Services		-	-	-	55,074	60,500	27,716	32,039	4,323	15.6%
Total Departmental Expenses		-	-	-	204,503	402,003	236,920	260,224	23,305	9.8%
Departmental Profit (Loss)		-	-	-	717,603	1,668,997	1,617,850	1,891,993	274,143	16.9%
Margin %		0.0%	0.0%	0.0%	77.8%	80.6%	87.2%	87.9%	0.7%	0.0%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Other Income

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Revenues										
495.100	Interest Earnings	-	-	-	12	-	-	-	-	0.0%
495.101	Interest - County and State Pools	11,175	8,478	8,670	10,441	12,018	27,004	12,000	(15,004)	-55.6%
495.102	Interest - CD's	2,420	661	(47)	126	89	112	156	44	38.7%
495.103	Interest - Other	2,156	2,047	2,652	-	-	-	-	-	0.0%
496.000	Sponsorships - Non Fair	250	250	3,924	3,791	3,791	-	-	-	0.0%
498.000	Other	996	1,120	258	2,557	2,993	21,143	-	(21,143)	-100.0%
498.001	Cell Phone Tower Commission	33,840	50,110	51,563	53,110	53,110	54,703	55,380	677	1.2%
498.002	Credit Card Fees	-	-	486	(52)	-	-	-	-	0.0%
499.999	Revenue Clearing	-	-	-	-	-	1,030	-	(1,030)	-100.0%
Total Income		50,837	62,667	67,506	69,985	72,001	103,992	67,536	(36,456)	-35.1%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Administration

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Payroll & Related										
501.000	Salaries & Wages - Permanent	636,681	675,049	717,973	912,550	1,149,118	1,156,809	1,389,069	232,260	20.1%
502.000	Salaries & Wages - Temporary	8,259	6,400	473	22,721	26,477	8,918	6,820	(2,098)	-23.5%
502.002	Salaries & Wages - Overtime	-	-	-	328	3,500	10,651	12,000	1,349	12.7%
503.000	Compensated Absences Expense	26,432	12,944	48,354	11,303	45,000	(13,672)	35,000	48,672	-356.0%
503.100	Employee Benefits	-	-	-	332	-	-	-	-	0.0%
503.101	Benefits - Pension	118,865	116,376	107,312	80,940	105,606	79,955	73,378	(6,576)	-8.2%
503.102	Benefits - Other	48,316	72,615	85,473	147,181	196,351	189,915	199,932	10,017	5.3%
503.200	Payroll Taxes	46,836	48,545	52,184	67,298	90,200	84,012	107,703	23,691	28.2%
503.300	Workers Comp	33,513	35,171	27,877	49,353	42,096	48,243	50,646	2,403	5.0%
503.301	Payroll Outside Agency	-	-	-	10,544	-	92,899	24,000	(68,899)	-74.2%
Total Payroll & Related		918,900	967,102	1,039,645	1,302,549	1,658,348	1,657,729	1,898,549	240,820	14.5%
Supplies & Services										
504.000	Professional Services-Legal	87,679	92,128	234,726	150,643	46,205	14,540	14,400	(140)	-1.0%
504.001	Professional Services-Other	-	-	-	99,868	24,000	63,293	36,000	(27,293)	-43.1%
505.000	Meeting Expenses	2,362	15,118	5,276	930	6,000	82	-	(82)	-100.0%
506.000	Traveling - Training Employees	20,206	30,447	27,097	15,974	6,000	19,831	16,000	(3,831)	-19.3%
506.001	Travel & Entertainment - GM	15,920	10,885	21,079	1,875	6,000	4,769	2,000	(2,769)	-58.1%
506.002	Travel & Entertainment - Board	3,362	2,581	3,159	1,884	2,400	6,239	6,000	(239)	-3.8%
507.000	Admin - Supplies & Expense	-	4,502	3,195	539	-	161	-	(161)	-100.0%
507.001	Office Supplies	29,258	26,071	35,545	34,843	36,000	38,402	30,000	(8,402)	-21.9%
507.002	Equipment Rentals	18,271	9,386	11,224	9,453	10,200	10,633	10,200	(433)	-4.1%
507.003	Printing and Stationery	9,696	-	3,699	3,656	6,000	4,234	4,800	566	13.4%
507.004	Computer Equipment (hardware/softw	16,861	29,471	50,619	118,334	90,000	81,198	60,000	(21,198)	-26.1%
507.005	Employee Meals	-	-	-	315	600	200	-	(200)	-100.0%
507.006	Employee Relations (Holiday Party)	-	-	-	14,368	-	18,956	3,600	(15,356)	-81.0%
508.000	Telephone & Postage	265	421	55	-	-	-	-	-	0.0%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Administration

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
508.001	Telephone	22,614	30,488	31,688	39,342	36,000	38,618	35,261	(3,357)	-8.7%
508.002	Internet	18,891	19,978	22,203	56,591	60,000	69,160	60,000	(9,160)	-13.2%
508.003	Postage	9,365	5,763	10,235	10,083	1,200	8,633	7,800	(833)	-9.6%
509.000	Dues & Subscriptions	16,671	16,191	15,732	18,267	14,400	15,543	16,200	657	4.2%
510.000	Insurance	-	-	22	-	-	-	-	-	0.0%
510.001	General Liability Insurance	88,717	78,490	79,227	78,375	84,653	89,393	91,200	1,807	2.0%
510.002	Auto Insurance	8,314	6,803	5,554	3,699	6,000	5,391	6,000	609	11.3%
510.003	Insurance - Other	10,294	17,383	11,969	9,301	7,200	7,112	7,320	208	2.9%
511.000	Miscellaneous	-	35	10	2,428	6,000	4,582	3,600	(982)	-21.4%
511.001	Bank Fees	5,247	5,838	12,497	14,918	7,356	16,615	12,000	(4,615)	-27.8%
511.002	Payroll Fees	1,191	1,335	2,869	11,065	9,000	7,843	4,300	(3,543)	-45.2%
511.003	Finance Charges	884	500	3,953	3,051	2,382	24	-	(24)	-100.0%
511.004	Credit Card Fees	24,995	36,927	38,063	41,014	30,244	45,386	45,500	114	0.3%
512.000	Unemployment Insurance	26,684	7,479	7,399	22,598	9,000	14,148	15,000	852	6.0%
513.000	Audit Expense	19,000	19,210	21,987	32,723	30,000	30,624	31,200	576	1.9%
514.000	Bad Debt Expense	2,579	2,872	2,961	40	4,795	-	-	-	0.0%
Total Supplies & Services		459,327	470,302	662,040	796,177	541,635	615,612	518,381	(97,231)	-15.8%
Special Projects										
514.001	Special Projects	-	-	-	-	50,000	10,000	10,500	500	5.0%
Total Special Projects		-	-	-	-	50,000	10,000	10,500	500	5.0%
Total Departmental Expenses		1,378,227	1,437,405	1,701,686	2,098,726	2,249,983	2,283,341	2,427,430	144,089	6.3%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Sales and Marketing

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Payroll & Related										
600.001	Wages - Permanent	-	-	-	142,203	135,264	125,411	144,033	18,622	14.8%
600.002	Wages - Temporary	-	-	-	-	-	-	-	-	0.0%
600.003	Wages - Overtime	-	-	-	342	-	1,200	2,000	800	66.6%
600.004	Benefits - Pension	-	-	-	689	6,395	4,201	6,952	2,750	65.5%
600.005	Benefits - Other	-	-	-	6,266	16,148	11,146	11,469	323	2.9%
600.006	Payroll Taxes	-	-	-	15,355	10,424	10,326	11,172	846	8.2%
600.007	Workers Compensation Insurance	-	-	-	2,712	5,772	6,394	7,115	720	11.3%
600.008	Payroll Outside Agency	-	-	-	-	-	-	-	-	0.0%
Total Payroll & Related		-	-	-	167,566	174,003	158,680	182,740	24,061	15.2%
Supplies & Services										
600.021	Dues and Subscriptions	-	-	-	-	2,400	1,704	2,000	296	17.4%
600.022	Seminars and Registrations	-	-	-	1,489	3,600	-	-	-	0.0%
600.023	Travel Expenses	-	-	-	2,092	6,000	324	-	(324)	-100.0%
600.024	Printing and Stationery	-	-	-	-	1,200	2,932	3,600	668	22.8%
600.025	Office Supplies	-	-	-	17	300	169	360	191	112.7%
600.026	Postage	-	-	-	-	300	-	-	-	0.0%
600.027	Telephone	-	-	-	-	1,200	-	600	600	100.0%
600.028	Miscellaneous	-	-	-	-	600	128	-	(128)	-100.0%
600.029	Meeting Expenses	-	-	-	451	2,400	-	-	-	0.0%
Total Supplies & Services		-	-	-	4,048	18,000	5,257	6,560	1,303	24.8%
Advertising and Promotion										
600.010	Print Media	-	-	-	22,357	18,000	7,671	7,200	(471)	-6.1%
600.011	Web Advertising	-	-	-	2,601	-	2,974	4,200	1,226	41.2%
600.012	Outdoor Billboards	-	-	-	-	-	-	-	-	0.0%
600.013	Radio and TV	-	-	-	-	-	-	-	-	0.0%
600.014	Other Advertising	-	-	-	3,851	-	-	-	-	0.0%
600.015	Agency Fees	-	-	-	-	-	-	-	-	0.0%
600.016	Direct Mail	-	-	-	-	-	-	-	-	0.0%
600.017	Public Relations - Publicity	-	-	-	1,545	-	3,000	6,000	3,000	100.0%
600.018	Other Selling Aids	-	-	-	-	-	195	-	(195)	-100.0%
600.019	Entertainment	-	-	-	-	6,000	300	-	(300)	-100.0%
600.020	Production Costs	-	-	-	-	-	-	-	-	0.0%
Total Advertising and Promotion		-	-	-	30,354	24,000	14,140	17,400	3,260	23.1%
Total Departmental Expenses		-	-	-	201,969	216,003	178,077	206,700	28,624	16.1%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Maintenance

Account Number	Account Description	Actual				2016		2017 Budget	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook		\$ Amount	% Change
Payroll & Related										
521.000	Salaries & Wages- Permanent	730,362	779,454	808,194	804,302	789,528	823,991	713,571	(110,420)	-13.4%
521.001	Compensated Absences Expense	-	-	-	-	-	-	-	-	0.0%
522.000	Salaries & Wages - Temporary	3,956	-	-	282	-	-	-	-	0.0%
522.002	Salaries & Wages - Overtime	-	-	-	4,202	28,000	49,482	30,000	(19,482)	-39.4%
522.100	Employee Benefits	-	-	-	-	-	-	-	-	0.0%
522.101	Benefits - Pension	84,565	87,622	90,965	83,648	85,752	83,917	41,736	(42,181)	-50.3%
522.102	Benefits - Other	112,203	142,321	164,288	194,261	178,214	187,621	131,038	(56,583)	-30.2%
522.200	Payroll Taxes	54,170	59,534	63,926	61,754	62,345	66,842	56,883	(9,959)	-14.9%
522.300	Workers Compensation Insurance	38,551	39,811	30,816	42,856	42,096	39,623	27,316	(12,308)	-31.1%
522.301	Payroll Outside Agency	-	-	-	-	-	5,884	-	(5,884)	-100.0%
Total Payroll & Related		1,023,808	1,108,742	1,158,189	1,191,305	1,185,935	1,257,360	1,000,544	(256,817)	-20.4%
Supplies & Services										
523.000	Professional Services	22,566	15,645	12,552	47,036	4,584	10,011	6,000	(4,011)	-40.1%
523.001	Pro Services - Landscaping	-	-	128	-	6,000	2,000	12,000	10,000	500.0%
523.002	Pro Services - Other	9,363	13,294	17,042	19,410	7,710	18,844	19,000	156	0.8%
524.000	Rent - Land & Buildings	-	-	-	-	-	141	-	(141)	-100.0%
525.000	Equipment Rentals	1,662	2,847	1,329	-	1,668	1,668	-	(1,668)	-100.0%
527.000	Temporary Electrical	-	-	-	-	-	258	-	(258)	-100.0%
528.000	Utilities	-	-	3,299	-	-	-	-	-	0.0%
528.001	Power	248,825	280,709	332,680	294,937	327,753	299,226	312,385	13,159	4.4%
528.002	Water	61,534	73,028	57,396	51,791	49,394	72,656	78,090	5,434	7.5%
528.003	Gas-Other	8,130	6,561	10,350	18,749	10,545	20,364	21,179	815	4.0%
529.000	Equipment Repairs & Maintenance	178	-	1,567	837	864	288	300	12	4.2%
529.001	Fuel & Oil	15,604	30,893	12,497	10,000	11,751	11,804	12,000	196	1.7%
529.002	Miscellaneous	25,607	24,748	25,077	2,223	2,364	5,212	4,800	(412)	-7.9%
529.003	Equipment Rentals	654	130	3,212	16,584	15,960	11,554	10,800	(754)	-6.5%
529.004	Kitchen Equipment	415	4,050	-	1,166	1,200	400	410	10	2.5%
529.005	Printing and Stationery	-	-	-	1,464	1,176	482	600	118	24.5%
529.006	Telephone	-	-	-	136	144	48	50	2	4.2%
529.007	Postage	-	-	-	-	-	31	32	1	4.0%
529.008	Vehicles	-	-	-	12,703	10,439	11,913	12,588	675	5.7%



San Mateo County Event Center
 2017 Annual Forecast and Capital Budget

Maintenance

Account Number	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
529.009	Office Supplies	-	-	-	434	624	1,849	1,200	(649)	-35.1%
529.010	Dues and Subscriptions	-	-	-	244	312	505	525	20	4.0%
529.011	Travel & Employee Training	-	-	-	4,912	5,316	4,530	4,600	70	1.5%
530.000	Maintenance Supplies and Expenses	-	-	-	410	420	140	145	5	3.6%
530.001	Building Supplies	57,988	47,164	28,801	21,368	15,528	20,091	19,000	(1,091)	-5.4%
530.002	Electrical Supplies	14,461	6,968	3,722	24,198	11,784	13,975	14,000	25	0.2%
530.003	Plumbing Supplies	9,168	3,921	3,472	10,530	11,116	4,393	6,000	1,607	36.6%
530.004	Janitorial Supplies	36,630	28,657	41,023	38,460	44,720	44,236	45,600	1,364	3.1%
530.005	Landscaping	13,475	15,246	2,037	2,756	3,192	4,867	36,000	31,133	639.6%
530.006	Tools & Equipment	3,234	3,262	9,770	14,903	14,724	9,549	7,800	(1,749)	-18.3%
530.007	Maintenance Contracts	12,822	11,166	16,319	18,069	16,920	11,926	10,800	(1,126)	-9.4%
530.008	Floor Covering Supplies	-	-	-	4,394	8,610	3,275	1,200	(2,075)	-63.4%
530.009	Air Conditioning and Refrigeration	-	-	-	13,743	15,696	6,607	6,000	(607)	-9.2%
530.010	Equipment Repair and Maintenance	-	-	-	18,393	8,278	31,905	24,760	(7,145)	-22.4%
530.011	Uniforms	-	-	-	502	3,000	2,827	3,000	173	6.1%
531.000	Trash Removal	58,405	69,080	74,144	85,365	80,286	84,897	72,000	(12,897)	-15.2%
Total Supplies & Services		600,722	637,368	656,415	735,718	692,078	712,471	742,864	30,393	4.3%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Maintenance

Account Number	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Special Projects										
533.000	Special Repairs	-	-	-	-	-	-	-	-	0.0%
533.001	Expo Hall Upgrades - 2013/2014	-	14,457	38,043	8,698	230,000	22,960	24,000	1,040	4.5%
533.002	Admin Office - 2013	13,124	134,648	978	-	-	-	-	-	0.0%
533.003	Barn Improvements - 2014	-	0	-	-	-	-	-	-	0.0%
533.004	Asphalt Repairs - 2013/2014	25,848	22,696	48,833	112,901	-	108,290	100,000	(8,290)	-7.7%
533.005	Re-roof Sequoia - 2014	1,571	-	15,725	-	-	-	-	-	0.0%
533.006	New Facility Signage - 2013	129,486	-	-	-	-	-	-	-	0.0%
533.007	Meeting Pavillion Restrooms - 2013	3,749	-	-	-	-	-	-	-	0.0%
533.008	Facility Entrance Signage - 2013/2014	214,045	1,469	-	-	-	-	-	-	0.0%
533.009	Expo Hall Restrooms - 2013	646	-	-	-	-	-	-	-	0.0%
533.010	Expo Hall Sound System - 2013	-	-	-	59	-	-	-	-	0.0%
533.011	Meeting Pavillion Sound System - 2013	4,827	-	-	-	-	-	-	-	0.0%
533.012	Re-roof Admin/Gutters - 2014	6,641	-	30,691	-	-	32,238	60,000	27,762	86.1%
533.013	Pedestrian Entrances - Expo/Fiesta - 201	9,146	12,319	-	-	-	-	-	-	0.0%
533.014	Security Camera's - 2013/2014	177,777	24,861	15,175	-	-	-	-	-	0.0%
533.015	Lighting Retro fit - 2013	7,387	781	-	-	-	-	-	-	0.0%
533.016	Solar Upgrades - 2013	-	-	-	-	-	-	-	-	0.0%
533.017	Fiesta Hall Upgrades - 2013	-	27,729	-	-	-	-	-	-	0.0%
533.018	Storm Drain / Sewer 2013	-	33,590	500	12,214	-	-	-	-	0.0%
533.019	Barn / Wash Racks - 2013	2,750	17,871	-	-	-	-	-	-	0.0%
533.020	Cypress Hall Repairs/Upgrades - 2013 / ;	44,896	161,049	3,632	-	-	17,800	-	(17,800)	-100.0%
533.021	Parking Lot Infrastructure - 2014	25,843	69,046	58,266	-	-	-	-	-	0.0%
533.022	Jockey Club Lighting - 2014	4,856	21,383	17,571	-	-	-	-	-	0.0%
533.023	Vault Room - 2014	2,138	-	25,149	5,731	-	-	-	-	0.0%
533.024	Expo Cafe - 2014	211,262	-	18,716	-	-	-	-	-	0.0%
533.025	Food Service / Concession Stands - 2014	12,037	94	52,424	-	-	-	-	-	0.0%
Total Special Projects		898,029	541,993	325,702	139,604	230,000	181,289	184,000	2,711	1.5%
Total Departmental Expenses		2,522,559	2,288,103	2,140,307	2,066,626	2,108,013	2,151,120	1,927,408	(223,712)	-10.4%



San Mateo County Event Center
2017 Annual Forecast and Capital Budget

Capital and Other Expenses

Account #	Account Description	Actual				2016		2017	Increase (Decrease) from 2016 Outlook	
		2012	2013	2014	2015	Budget	Outlook	Budget	\$ Amount	% Change
Capital Expenses										
723.000	Equipment - under \$5,000	108,623	77,174	52,601	100,762	84,000	88,480	72,000	(16,480)	-18.6%
800.000	Prior Year Expense Adjustments	(9,508)	(22,920)	9,272	8,624	-	-	-	-	0.0%
850.000	Cash over/short - Jockey Club	74	(84)	(1,194)	164	-	(1,172)	-	1,172	-100.0%
850.001	Cash +/- - Fair	1,081	1,748	2,786	1,178	-	(2)	-	2	-100.0%
850.002	Cash +/- Event Center	(867)	(194)	651	1,812	-	117	-	(117)	-100.0%
850.003	Cash +/- CTC	82	(75)	(5,265)	(1,564)	-	614	-	(614)	-100.0%
900.000	Depreciation Expense	760,604	761,835	726,374	730,731	876,000	864,724	871,000	6,276	0.7%
940.100	Food Service Acquisition	-	214,157	137,403	-	-	-	-	-	0.0%
945.000	Feasibility Study	56,802	15,500	-	-	-	-	-	-	0.0%
Total Departmental Expenses		916,891	1,047,141	922,629	841,707	960,000	952,760	943,000	(9,760)	-1.0%