



Memo

Date: November 3, 2014

To: Finance Committee, Board of Directors

From: Chris Carpenter, General Manager; Tim Smith, Finance Director, Diane Baumann

Re: 2015 Budget

This is a historical trends based budget. Points of interest are as follow:

Revenue:

Fair – we are assuming revenues will remain at 2014 levels.

Jockey Club – a 3% decrease holding with recent trends in horseracing state and nationwide

Food Service Revenue – a modest increase – we were only open 10 month of 2014, and will be open a full 12 months in 2015

Rental Revenue – shows a modest increase with the addition of new shows

Other operating revenue – primarily cell phone tower commission – contract in place for 2015

Expenses:

Administration – shows addition of IT support person in salaries, offset with decrease in contracted expenses.

Maintenance – Projects are shown in detail on the Supplies & Expense sheet - \$500,000 in expensed projects.

Fair Expenses: assuming expenses will remain in line with 2014 with no SNAP Ed program

Non Fair Rental Expenses: Increased staffing to bring on assistant sales person to prepare contracts.

Jockey Club – increase in special project/equipment replacement. Facility is 6 years old and starting to show wear. (details on supplies & Expense)

Food Service Expense – Staffing back to full level (Assistant Food & Beverage Manager & Purchasing Agent)

Projects:

On your Leasehold improvements list you will notice the first item – Replacement of HVAC Units on Expo Hall for a total cost of \$865,00.00. This is a vitally important project as four units out of 24 have failed; the units are 32 years old. This will be funded in part from our restricted reserve account of \$724,000.00 and the balance of \$141,000.00 will be funded from our normal budgeted lease hold improvements.

Item EEM-1 (Replace 286 400W metal halide lamps with T8 fixtures in Expo Hall) will also be a leasehold improvement. However, since this project shall be completed in-house the cost will be greatly reduced to \$100,000.00. This is a worthy project as the Annual Energy Savings will be approximately \$34,494.00 with a Simple Payback of 2.89 years.

The balance of the projects listed on the PG&E Energy Action Plan may possibly be funded through a zero interest loan through PG&E and the budget will not be impacted as the monthly payments will be broken out showing our monthly statements. We will pay the normal bill, and the savings will go toward paying off the loan for up to ten years.

OPERATING BUDGET

San Mateo County Expo & Fair Association

Conducting The San Mateo County Fair

at San Mateo, California

For the period of January 1, 2015 to December 31, 2015

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
TOTAL NET RESOURCES, JANUARY 1:						
Unrestricted net resources		2,068,668	\$1,864,323	\$2,401,074	\$1,986,598	\$2,844,007
Restricted resources		724,200	724,200	424,200	724,200	
Investment in Capital Assets, Net of Related Debt		3,255,331	3,341,151	3,255,331	3,172,041	3,290,152
Subtotal (Total Net Resources)		6,048,199	5,929,674	6,080,605	5,882,839	6,134,159
RESOURCES ACQUIRED:						
Operating Revenues (From Page 2)		8,444,966	8,952,015	10,691,566	11,102,955	11,197,342
State (Local/Base) Allocations (to Page 2):	31200					
Fiscal & Administrative Assistance (F&E) (to Page 2):	31300					
Capital Project Reimbursement Funds (from Sched 8A)	31900					
One-time Revenue Sources (fire camp, sale of property, capital project au	32500					
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000					
Other (e.g., Perf Rating used for oper.) (to Page 2)	34000					
TOTAL RESOURCES AVAILABLE		14,493,165	14,881,689	16,772,171	16,985,793	17,331,501
RESOURCES APPLIED:						
Operating Expenditures (From Page 2)		7,865,385	8,237,015	9,886,121	10,426,785	10,493,466
Other Operating Expenditures (e.g. Audit Adjustments)						
Subtotal - Operating Expenditures (Excluding Depreciation)		7,865,385	8,237,015	9,886,121	10,426,785	10,493,466
Depreciation Expense (From Page 10)	90000	806,598	761,835	907,785	724,850	969,595
TOTAL RESOURCES APPLIED		8,671,983	8,998,851	10,793,906	11,151,635	11,463,061
TOTAL NET RESOURCES, DECEMBER 31:	29100	5,821,182	\$5,882,839	\$5,978,265	\$5,834,159	\$5,868,439
Unrestricted Net Resources Available for Operations		1,883,119	1,986,598	1,972,842	2,844,007	1,732,252
Restricted Net Resources		724,200	724,200	424,200		
Investment in Capital Assets (From Schedule 7)		3,213,863	3,172,041	3,581,223	3,290,152	4,136,187
Subtotal (Total Net Res Check Figure - should equal #29100)		\$5,821,182	\$5,882,839	\$5,978,265	\$6,134,159	\$5,868,439
Reserve Percentage		23.9%	24.1%	20.0%	27.3%	16.5%

ALL FAIRS:

COUNTY APPROVALS :

President, Board of Directors _____ Date _____

Chairman, Board of Supervisors _____ Date _____

Chief Executive Officer _____ Date _____

County Clerk _____ Date _____

Summary of Operations

San Mateo County Fair

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
OPERATING REVENUES:						
Admissions to Grounds (Fair)	41000	590,000	\$699,041	\$639,000	\$685,990	\$685,000
Commercial Space (Fair)	41500	170,000	186,089	185,000	186,327	185,000
Concessions (Fair)	42000	402,000	496,572	449,159	440,824	429,000
Exhibits (Fair)	43000	46,000	53,541	120,970	122,625	51,000
Satellite Wagering	45005	2,824,600	3,062,178	2,894,604	2,932,267	2,852,609
Fair Attractions	46000			30,000	32,450	35,000
Food Service Revenue	46009			1,739,775	2,276,344	2,346,857
Miscellaneous Fair	47000	415,500	437,466	436,000	486,009	491,300
Miscellaneous Non-Fair Programs (Beer Fest)	47005				10,015	
Rental Revenue (Non Fair)	48000	3,981,366	4,017,019	4,133,882	3,867,023	4,054,880
Prior Year Revenue Adjustments	49000		(62,557)		(3,213)	
Other Operating Revenue	49500	15,500	62,667	63,176	66,294	66,696
TOTAL OPERATING REVENUES (to Page 1)		8,444,966	8,952,015	10,691,566	11,102,955	11,197,342
OPERATING EXPENDITURES:						
Administration	50000	1,334,076	1,437,405	1,397,867	1,592,452	1,616,249
Maintenance & General Operations	52000	2,265,365	2,288,103	2,331,924	2,192,009	2,220,056
Publicity Fair	54000	412,862	430,262	410,204	399,438	427,132
Attendance Operations - Fair	56000	347,457	362,881	393,613	370,954	382,052
Self Promoted Events	55000				51,957	
Miscellaneous Fair	57000	105,306	88,782	94,532	92,815	118,153
Premiums - Fair	58000	61,500	56,776	62,500	67,088	68,500
Exhibits - Fair	63000	317,124	335,237	429,199	369,916	335,528
Non Fair Rental Expenses	59000	961,321	940,491	1,029,027	1,049,345	1,130,985
Food Service Expense	640000		9,606	1,592,629	2,063,745	2,027,906
Satellite Wagering	65005	1,491,932	1,447,170	1,525,612	1,429,006	1,567,792
Fair Entertainment	66000	542,442	554,996	556,734	536,282	558,114
Equipment (Funded by Fair)	72300	26,000	77,174	62,280	66,679	41,000
Prior Year Expense Adjustments	80000		(22,920)		9,272	
Cash (over/under)	85000		1,395		(1,576)	
Other Operating Expense	94000		229,657		137,403	
TOTAL OPERATING EXPENDITURES (to Page 1)		7,865,385	8,237,015	9,886,121	10,426,785	10,493,466
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION		579,581	715,000	805,445	676,170	703,876
Depreciation Expense	90000	806,598	761,835	907,785	724,850	969,595
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION		(227,017)	(46,835)	(102,340)	(48,680)	(265,719)
LOCAL (BASE) ALLOCATION - (From Page 1)	31200					
OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)						
UTILIZATION OF UNRESTRICTED NET RESOURCES (If applicable)						
NET PROFIT/(LOSS) BEFORE DEPRECIATION, CURRENT YEAR		579,581	\$715,000	\$805,445	\$676,170	\$703,876
NET PROFIT/(LOSS) AFTER DEPRECIATION, CURRENT YEAR		(227,017)	(\$46,835)	(\$102,340)	(\$48,680)	(\$265,719)

Detail of Revenues

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
ADMISSIONS REVENUE:						
Regular Fair Admissions	41010	550,000	633,703	600,000	575,531	575,000
Discounted Fair Admissions	41020	40,000	65,338	39,000	110,459	110,000
TOTAL ADMISSIONS REVENUE	41000	590,000	699,041	639,000	685,990	685,000
COMMERCIAL SPACE REVENUE:						
Outside Commercial Space	41510	43,000	43,164	41,000	41,619	40,000
Inside Commercial Space	41520	127,000	142,925	144,000	144,708	145,000
TOTAL COMMERCIAL SPACE REVENUE	41500	170,000	186,089	185,000	186,327	185,000
CONCESSIONS REVENUE:						
Carnival	42100	185,000	227,910	210,000	222,765	220,000
Carnival: Pre-Sale	42110	17,000	19,768	18,000	19,668	19,000
Food Concessions	42200	200,000	248,894	221,159	198,392	190,000
Non-Food Concessions	42300					
TOTAL CONCESSIONS REVENUE	42000	402,000	496,572	449,159	440,824	429,000
EXHIBITS REVENUE:						
Entry Fees	43100	25,000	29,024	30,000	32,838	30,000
Donated & Sponsored Awards	43200	10,500	10,787	10,800	12,690	11,000
Livestock Insurance / Bedding Fees	43300	4,000	3,101	3,500	2,338	2,000
Other - Art Show Sales	43400	6,500	10,629	10,000	8,089	8,000
SNAP-ED Program				66,670	66,670	0
TOTAL EXHIBITS REVENUE	43000	46,000	53,541	120,970	122,625	51,000
SATELLITE WAGERING REVENUE						
Admissions - General	45910	560,000	564,620	524,038	581,356	563,915
VIP Areas	45911	96,000	113,441	109,291	104,954	103,380
Track Commissions	45920	1,173,000	1,338,851	1,233,281	1,240,668	1,203,448
ADW Fees	45921	548,000	533,334	553,310	549,254	541,015
Program Sales	45930	290,000	341,129	317,532	336,145	326,061
Concessions (1)	45940	40,000	46,460	41,391	1,550	*
Novelties/Souvenirs	45960	600	691	662	694	673
Lottery	45971	78,000	79,467	71,173	75,455	73,191
ATM	45970	39,000	44,186	43,926	42,192	40,926
Other	45990					
(1) Revenue is shown in Food & Beverage						
TOTAL SATELLITE WAGERING REVENUE	45000	2,824,600	3,062,178	2,894,604	2,932,267	2,852,609

Detail of Revenues

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
Food Service						
Concessions - Gross Sales	44000					
Food & Beverage - Non Fair	440100			653,319	665,584	698,896
Food & Beverage - Jockey Club	440200			369,302	377,051	384,592
Food & Beverage - Fair	440300			114,493	250,085	255,087
Sub Contractor Sales	440400			187,350	254,544	259,635
Catering	445000					
Catering	445100			405,311	667,514	685,850
Sub Contractor Sales - Non Fair	445400					
Other Income- Buyouts/Supplemental Fee	446000			10,000	61,565	62,797
2014 is March - December Operations						
TOTAL FOOD SERVICES REVENUE				1,739,775	2,276,344	2,346,857

Detail of Revenues

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
FAIR ATTRACTIONS REVENUE:						
Rodeo Admissions	46100					
Queen Pageant Admissions	46200					
4 Wheel-Drive Pull Admissions	46300					
Destruction Derby Admissions	46400					
Performances Admissions - Gold Circle	46500			30,000	32,450	35,000
Other Admissions (Explain)	46600					
TOTAL FAIR ATTRACTIONS REVENUE	46000		0	30,000	32,450	35,000
MOTORIZED RACING REVENUE:						
TOTAL MOTORIZED RACING REVENUE	46109					
INTERIM ATTRACTIONS REVENUE:						
Performance Admissions	46209					
Other Admissions (List)	46309					
TOTAL INTERIM ATTRACTIONS REVENUE	46009		0	0	0	0
MISCELLANEOUS FAIR REVENUE:						
Parking	47100	200,000	209,770	205,000	225,430	225,000
Health Department Permits	47200		3,234	3,000	3,644	3,500
Utility Fee Reimbursement	47300	5,000	5,050	5,000	4,915	5,000
Exhibit Guide Revenue	47400					
Stall Rentals (Fairtime)	47500					
Camping Fees (Fairtime)	47700	15,000	15,350	15,000	15,145	15,000
Other - Permits & Insurance	47800	3,500	3,054	3,000	3,843	3,800
Sponsorships	47900	180,000	180,930	200,000	218,638	225,000
Ticket Fees		12,000	15,014		14,394	14,000
Merchandise Sales			5,064	5,000		
TOTAL MISCELLANEOUS FAIR REVENUE	47000	415,500	437,466	436,000	486,009	491,300
MISCELLANEOUS NON-FAIR PROGRAMS:						
Admissions	47105					
Commercial Exhibits	47205					
Concessions	47305					
Exhibits	47405					
Other (Explain)	47505					
TOTAL MISC. NON-FAIR PROGRAMS	47005		0	0	0	0

Detail of Revenues

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
RENTAL REVENUE:						
Rental of Buildings	48100	1,342,610	1,363,947	1,631,054	1,570,655	1,724,350
Grounds Rentals	48200		750			
Equipment Rentals	48300	160,960	195,203	159,869	163,143	240,522
Concessions Revenue (1)	48400	340,548	322,989	388,121	5,680	
Recovered Expenses	48500	395,427	449,763	372,403	500,501	350,640
Parking Revenue	48600	1,419,900	1,385,363	1,346,659	1,355,316	1,477,560
RV Parking/Storage	48700	78,846	114,092	82,946	104,300	100,000
Fees & Commissions	48800	243,075	184,912	152,830	167,428	161,808
(1) Revenue is now recogized in CTC						
TOTAL INTERIM REVENUE	48000	3,981,366	4,017,019	4,133,882	3,867,023	4,054,880
TOTAL PRIOR YEAR REVENUE ADJUSTMENT:	49000		(62,557)		(3,213)	
OTHER OPERATING REVENUE:						
Interest Earnings	49510	15,000	11,186	12,500	10,886	12,000
Donations/Sponsorships (general)	49520	500	250		3,924	2,500
Other (Explain)	49530		1,120		133	
Gain on Sale of Asset	49540					
Cell Phone Tower Commission			50,110	50,676	51,352	52,196
TOTAL OTHER OPERATING REVENUE	49500	15,500	62,667	63,176	66,294	66,696

Detail of Expenditures

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
ADMINISTRATION EXPENSE:						
Salaries & Wages - Permanent	50100	593,462	675,049	640,254	673,267	815,268
Salaries & Wages - Temporary	50200	4,950	6,400	4,950	473	4,950
Compensated Absences Expense	50300	26,134	12,944	21,619	12,699	34,706
Employee Benefits - Employer's Share	50310	176,174	188,992	191,367	207,630	212,977
Payroll Taxes	50320	45,779	48,545	49,358	54,675	62,747
Worker's Compensation Insurance	50330	31,417	35,171	33,873	33,470	43,061
Professional Services (Contractual)	50400	80,200	92,128	83,550	192,473	32,700
Meeting Expenses	50500	2,000	15,118	3,000	5,486	5,000
Traveling/Training Expense - Employees	50600	50,000	43,914	50,000	49,269	50,000
Office Supplies and Expense	50700	70,250	69,430	74,000	83,750	80,000
Telephone; Postage; Internet	50800	58,000	56,650	58,000	61,095	62,000
Dues and Subscriptions	50900	17,000	16,191	17,000	16,878	17,000
Insurance (All)	51000	89,000	102,676	96,686	106,587	106,630
Other - Bank & Credit Card Fees	51100	30,500	44,634	45,000	58,362	60,000
Unemployment Insurance (Non-reimbursed)	51200	30,000	7,479	10,000	9,248	10,000
Audit Expense	51300	29,210	19,210	19,210	19,490	19,210
Current Year Bad Debt Expense	51400		2,872		7,601	
TOTAL ADMINISTRATION EXPENSE	50000	1,334,076	1,437,405	1,397,867	1,592,452	1,616,249
MAINTENANCE & GENERAL OPERATIONS:						
Salaries & Wages - Permanent	52100	727,012	779,454	775,075	795,529	772,600
Salaries & Wages - Temporary	52200	7,000	0	4,000	0	1,500
Employee Benefits	52210	197,736	229,942	269,370	251,638	269,704
Payroll Taxes	52220	56,152	59,534	59,599	59,794	59,219
Worker's Compensation Insurance	52230	38,536	39,811	40,901	41,257	40,640
Professional Services (Contractual)	52300	22,929	28,938	19,979	31,202	26,393
Rental - Land & Buildings	52400					
Rental - Maintenance Equipment	52500	5,000	2,847	5,000	1,967	5,000
Rental - Public Address & Intercom	52600					
Temporary Electrical Work (Contractual)	52700					
Light, Heat, Water and Power	52800	310,000	360,298	375,000	444,846	445,000
Maintenance of Equipment - Supplies & Expense	52900	45,000	59,821	55,000	45,347	55,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	145,000	116,384	165,000	117,217	125,000
Trash Removal, Clean up (Contractual)	53100	60,000	69,080	70,000	74,392	75,000
Other (Explain)	53200					
Special Projects (List)	53300	651,000	541,993	493,000	328,820	345,000
TOTAL MAINTENANCE EXPENSE	52001	2,265,365	2,288,103	2,331,924	2,192,009	2,220,056

Detail of Expenditures

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
FAIR PUBLICITY EXPENSE:						
Salaries & Wages - Permanent	54100					
Salaries & Wages - Temporary	54101	9,000	11,796	10,500	10,165	14,000
Employee Benefits	54110					
Payroll Taxes	54120	689	879	803	696	1,071
Worker's Compensation Insurance	54130	473	619	551	504	735
Professional Services (Contractual)	54200	110,400	115,645	102,000	97,583	107,000
Supplies and Expense	54300	5,100	2,223	11,400	10,306	11,735
Advertising	54400	200,000	209,955	211,000	206,216	207,141
Promotional Expense	54500	1,500	335	1,500	1,861	2,000
Public Relations Expense	54600	10,000	19,101	12,500	12,097	12,500
Pre-Fair Events	54700	18,500	19,611	14,750	15,812	16,000
Sponsorship Expense	54800	67,200	60,098	55,200	54,199	64,950
Credit for Carnival Reimbursement		(10,000)	(10,000)	(10,000)	(10,000)	(10,000)
TOTAL PUBLICITY EXPENSE	54000	412,862	430,262	410,204	399,438	427,132
FAIR ATTENDANCE OPERATIONS:						
Salaries & Wages - Permanent	56100	44,932	46,867	46,629	48,318	47,962
Salaries & Wages - Temporary	56101	51,960	60,934	65,537	55,213	64,401
Employee Benefits	56110	6,216	6,939	7,951	7,565	8,116
Payroll Taxes	56120	7,412	7,864	8,581	6,460	8,596
Worker's Compensation Insurance	56130	5,087	5,330	5,889	5,132	5,899
Professional Services (Contractual)	56200	149,350	147,984	182,050	174,549	172,250
Supplies and Expense	56300	72,500	86,401	73,976	72,719	72,829
Other - General Fair Decorations	56400	10,000	562	3,000	999	2,000
TOTAL ATTENDANCE OPERATIONS	56000	347,457	362,881	393,613	370,954	382,052
MISCELLANEOUS FAIR EXPENSE:						
Fair Store Expense	57100				2,221	2,500
Parking Lot - Salaries & Wages - Temporary	57102	15,300	15,889	16,740	14,663	16,740
Program Expense	57200	12,500	7,358	9,000	7,619	8,000
Utility Fees	57300	40,000	28,782	30,000	30,000	30,000
Tent & Booth Rental / Decorator	57400	18,000	13,854	15,000	14,087	35,000
Permits & Insurance	57500	5,000	8,937	9,000	7,151	8,000
Taxes, W/C & Benefits	57700	2,606	2,632	2,792	824	2,863
Commercial Exhibits & Concessions	57800	7,000	1,224	1,500	3,914	4,000
C & C Salaries & Wages	57900	4,900	4,517	4,900	1,028	5,450
Pro Services - Com & Concessions	57800		5,590	5,600	11,310	5,600
TOTAL MISCELLANEOUS FAIR	57000	105,306	88,782	94,532	92,815	118,153

Details of Expenditures

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
PREMIUMS EXPENSE (Excluding Horse Show):						
Cash Awards	58100	52,000	50,090	55,000	55,091	57,000
Trophies, Medals, Ribbons	58200	7,500	5,256	6,000	11,997	10,000
Sponsored Cash Awards	58300					
Sponsored Trophies, Medals, Ribbons	58400	2,000	1,430	1,500		1,500
Other Awards (Explain)	58500					
TOTAL PREMIUM EXPENSE	58000	61,500	56,776	62,500	67,088	68,500
FAIR EXHIBITS EXPENSE:						
Salaries & Wages - Permanent	63100	72,659	79,009	81,493	81,190	78,882
Salaries & Wages - Temporary	63101	63,750	63,671	63,590	60,899	57,090
Employee Benefits	63110	23,859	24,499	26,936	26,497	25,897
Payroll Taxes	63120	10,435	10,896	11,099	10,821	10,402
Worker's Compensation Insurance	63130	7,161	7,443	7,617	7,916	7,139
Judges (Contractual)	63200	12,085	12,171	13,300	10,474	11,850
Professional Services - Other (Contractual)	63300	32,950	33,800	33,900	44,178	42,000
Supplies and Expense	63400	28,975	33,194	45,400	36,623	30,268
Tent & Booth Rental	63500	29,600	27,694	48,694	45,053	50,000
Decorations	63600	1,000	2,756	3,000	1,000	1,000
Exhibit Guidebook	63700	9,100	6,171	7,500	7,377	7,500
Art Show Payment to Seller	638	5,000	8,076	8,500	5,980	7,000
Investment in Durable Goods	63700	20,550	25,858	11,500	4,790	6,500
SNAP-ED Program	63700			66,670	27,118	0
TOTAL EXHIBITS EXPENSE	63000	317,124	335,237	429,199	369,916	335,528
NON FAIR RENTAL EXPENSE						
Salaries & Wages - Permanent	59100	237,262	252,936	272,777	257,608	319,922
Salaries & Wages - Temporary	59102	127,100	111,217	131,250	117,979	131,250
Employee Benefits	59103	53,570	58,688	65,277	61,361	65,273
Payroll Taxes	59104	27,874	27,831	30,908	29,088	34,515
Worker's Compensation Insurance	59105	19,129	18,562	21,211	18,015	23,687
Professional Services - Janitorial & Other	59200	150,000	132,472	155,748	153,014	155,748
Supplies and Expense	59300	3,625	4,563	4,013	5,441	5,700
Outside Services	59500	35,061	35,625	32,400	61,322	66,090
Equipment		50,000	69,143	70,000	66,477	66,477
Security/Law Enforcement		82,000	88,287	82,000	90,555	88,130
Insurance		5,000	2,669	5,000	4,276	4,276
Fire Department Fees		26,000	23,487	26,000	26,967	26,976
Business License Fees		18,000	18,865	18,000	22,755	20,675
EMT Services / IT Shows		30,000	31,944	30,000	36,665	32,510
Parking Expenses - Other than Salaries	59600	32,450	22,913	26,820	35,678	34,015
Marketing & Advertising	59700	64,250	41,289	57,623	62,144	55,743
TOTAL NON FAIR RENTAL EXPENSE	59000	961,321	940,491	1,029,027	1,049,345	1,130,985

Detail of Expenditures

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
SATELLITE WAGERING EXPENSE:						
Salaries & Wages - Full Time	65100	498,826	503,754	504,303	409,641	506,307
Salaries & Wages - Part Time	65200	142,029	128,557	123,815	187,926	114,912
Employee Benefits	65210	135,131	160,798	165,967	142,991	164,436
Payroll Taxes	65220	49,025	48,133	48,051	48,030	47,523
Worker's Compensation Insurance	65230	33,645	32,713	32,976	28,089	32,614
Travel/Training	65300				563	500
Professional Services (Contractual)	65400	54,776	51,768	52,000	54,129	52,000
Equipment Replacement	65600	35,000	3,355	59,000	8,976	105,000
Publicity & Marketing	65700	52,500	47,442	52,500	43,517	50,000
Supplies & Expense - General	65800	82,000	67,483	75,000	67,874	70,000
Programs	65000	280,000	277,552	280,000	314,947	300,000
Lottery		75,000	72,996	73,000	70,733	72,000
Fuel & Utilities		30,000	30,000	30,000	30,000	30,000
CHRB/CARF Fees		24,000	21,590	29,000	21,590	22,500
Construction Debt Repayment		0	1,029	0		
TOTAL SATELLITE WAGERING	65005	1,491,932	1,447,170	1,525,612	1,429,006	1,567,792
FAIR ENTERTAINMENT EXPENSE:						
Salaries & Wages - Permanent	66100					
Salaries & Wages - Temporary	66101	23,640	22,790	23,850	15,879	22,575
Employee Benefits	66110	4,728	5,481	5,481	4,307	5,481
Payroll Taxes	66120	1,808	1,855	1,825	118	1,727
Worker's Compensation Insurance	66130	1,241	1,287	1,252	832	1,185
Professional Services (Contractual)	66200	151,125	153,157	155,500	152,000	155,500
Supplies and Expense	66300	9,900	14,112	8,826	12,444	11,646
Rodeo	66400					
Grounds Entertainment	66500	160,000	166,143	170,000	161,733	170,000
Grandstand Entertainment	66600	190,000	189,000	190,000	188,969	190,000
Other (Explain)	66700		1,170			
TOTAL FAIR ENTERTAINMENT	66000	542,442	554,996	556,734	536,282	558,114

Detail of Expenditures

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
FOOD SERVICE EXPENSE:						
Salaries & Wages - Permanent	64100		5,526	288,637	331,439	492,897
Salaries & Wages - Temporary	642000			465,200	337,405	364,354
Employee Benefits	642100			111,753	45,780	118,857
Payroll Taxes	642200		153	57,669	47,686	65,580
Workers Compensation Insurance	642300		289	39,576	30,853	45,006
Professional Services	643000		1,898	25,788	86,808	72,383
Cost of Sales	644000			465,647	944,500	663,390
Supplies & Expense	645000			45,843	105,228	107,332
Equipment Rental	646000			27,000	69,526	45,570
Advertising Expense	647000		1,740	18,280	17,884	18,000
Equipment Expense	648000			19,000	46,637	29,537
Other Expenses	649000			28,236	0	5,000
			9,606	1,592,629	2,063,745	2,027,906
SELF PROMOTED EVENTS						
Salaries & Wages					551	
Payroll Taxes	55120				42	
Supplies & Expense	55200				48,614	
Entertainment	55300				2,750	
					51,957	0

Detail of Expenditures

	Acct. No.	Budget 2013	Actual 2013	Budgeted 2014	Estimated 2014	Proposed 2015
NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) <i>(Cost less than \$5,000 and life less than one year):</i>						
See Supplies & Expense		26,000	77,174	62,280	66,679	
						41,000
TOTAL EQUIPMENT EXPENSE	72300	26,000	77,174	62,280	66,679	41,000
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:						
General Expense Adjustments	80010		(22,920)		9,272	
Bad Debt Expense	80020					
PRIOR YEAR EXPENDITURE	80000	0	(22,920)	0	9,272	0
CASH SHORTAGES & OVERAGES:						
Fair	85100		1,748		2,786	
Event Center	85200		(194)		381	
CTC	85500		(75)		(3,553)	
SWF - Jockey Club	85900		(84)		(1,190)	
CASH (OVER)/UNDER	85000	0	1,395	0	(1,576)	0
DEPRECIATION EXPENSE: (From: Sch 7 / To: Pg. 1)	90000	806,598	761,835	907,785	724,850	969,595
OTHER OPERATING EXPENSE:						
Loss on Sale of Asset	94010					
Feasibility Study			15,500			
Food Service Acquisition/Implementation			214,157		137,403	
TOTAL OTHER OPERATING EXPENSE	94000	0	229,657	0	137,403	0

Variance Report

Automatically prepared

		Acct.	Budgeted vs. Estimated Fluctuation		2014	2014	2015	Estimated vs. Proposed Fluctuation	
		No.	\$ Change	% Change	Budgeted	Estimated	Proposed	\$ Change	% Change
OPERATING REVENUES:									
Admissions to Grounds	41000	\$46,990	7.4%	\$639,000	\$685,990	\$685,000	(\$990)	-0.1%	
Commercial Space	41500	1,327	0.7%	185,000	186,327	185,000	(1,327)	-0.7%	
Concessions	42000	(8,335)	-1.9%	449,159	440,824	429,000	(11,824)	-2.7%	
Exhibits	43000	1,655	1.4%	120,970	122,625	51,000	(71,625)	-58.4%	
Satellite Wagering	44000	37,663	1.3%	2,894,604	2,932,267	2,852,609	(79,658)	-2.7%	
Fair Attractions	46000	2,450	8.2%	30,000	32,450	35,000	2,550	7.9%	
Interim Attractions	46009	536,569	30.8%	1,739,775	2,276,344	2,346,857	70,513	3.1%	
Miscellaneous Fair	47000	50,009	11.5%	436,000	486,009	491,300	5,291	1.1%	
Misc. Non-Fair Programs	47005	10,015	#DIV/0!		10,015		(10,015)	-100.0%	
Rental Revenue (non Fair)	48000	(266,859)	-6.5%	4,133,882	3,867,023	4,054,880	187,857	4.9%	
Prior Year Revenue Adj	49000	(3,213)	#DIV/0!		(3,213)		3,213	-100.0%	
Other Operating Revenue	49500	3,118	4.9%	63,176	66,294	66,696	402	0.6%	
TOTAL OPERATING REVENUES		411,389	3.8%	10,691,566	11,102,955	11,197,342	94,387	0.9%	
OPERATING EXPENDITURES:									
Administration	50000	194,585	13.9%	1,397,867	1,592,452	1,616,249	23,797	1.5%	
Maintenance & Gen Ops	52000	(139,915)	-6.0%	2,331,924	2,192,009	2,220,056	28,047	1.3%	
Publicity	54000	(10,766)	-2.6%	410,204	399,438	427,132	27,694	6.9%	
Attendance Operations	56000	(22,659)	-5.8%	393,613	370,954	382,052	11,098	3.0%	
Miscellaneous Fair	57000	(1,717)	-1.8%	94,532	92,815	118,153	25,337	27.3%	
Premiums	58000	4,588	7.3%	62,500	67,088	68,500	1,412	2.1%	
Exhibits	63000	(59,283)	-13.8%	429,199	369,916	335,528	(34,388)	-9.3%	
Non Fair Rental Expenses	64000	20,318	2.0%	1,029,027	1,049,345	1,130,985	81,640	7.8%	
Satellite Wagering	65005	(96,606)	-6.3%	1,525,612	1,429,006	1,567,792	138,786	9.7%	
Fair Entertainment Expense	66000	(20,452)	-3.7%	556,734	536,282	558,114	21,832	4.1%	
Equipment (Funded by Fair)	72300	4,399	7.1%	62,280	66,679	41,000	(25,679)	-38.5%	
Prior Year Expense Adj	80000	9,272	#DIV/0!		9,272		(9,272)	-100.0%	
Cash (over/under)	85000	(1,576)	#DIV/0!		(1,576)		1,576	-100.0%	
Depreciation	90000	(182,935)	-20.2%	907,785	724,850	969,595	244,745	33.8%	
Other Operating Expense	94000	137,403	#DIV/0!		137,403		(137,403)	-100.0%	
TOTAL OPERATING EXPENDITURES		(165,344)	-1.8%	9,201,277	9,035,933	9,435,155	399,223	4.4%	
NET EFFECT		\$576,733	38.7%	\$1,490,289	\$2,067,022	\$1,762,187	(\$304,835)	0	

Supplies & Expense		
Insurance - 510.000		
General Liability	\$86,763.41	
Auto	\$5,074.32	
Fire Truck	\$608.00	
Fiduciary Liability	\$2,574.00	
Crime	\$4,110.00	
Revenue Protection	\$5,000.00	
Property	\$2,500.00	
		\$106,629.73
Special Projects - 533.000		
Replace Gate 4 & 15	\$10,000.00	
Asphalt/Concrete Patching/Replacement	\$100,000.00	
Rain Gutters for Livestock	\$16,000.00	
Interior Paint for Livestock Barn	\$9,000.00	
Rehabilitaiton of PSC	\$20,000.00	
Sewer Upgrades - Central Mall	\$25,000.00	
Overhead Cable Trays for IT	\$15,000.00	
Underground trenching for IT	\$40,000.00	
Install Gate north side Jockey Club (silver room)	\$10,000.00	
Contingency (Facilities Committee)	\$100,000.00	
		\$345,000.00
Fair Publicity Expense - 543.000		
Allen - Regular Clipping s	\$1,000.00	
Outdoor Billboard Production	\$4,410.00	
C-Vent - Phone Ap	\$5,325.00	
Miscellaneous	\$1,000.00	
		\$11,735.00
Advertising - Fair 544.000		
TV	\$28,457.15	
Radio	\$70,875.05	
Print	\$32,548.46	
On Line	\$17,736.49	
Billboards	\$56,523.94	
Other	\$1,000.00	
		\$207,141.09
Pre Fair Events - 547.000		
Flash Mob Clothing	\$500.00	
Costume Repairs / Mateo/Matea	\$500.00	
Opening Night Party	\$14,000.00	
Swag	\$1,000.00	
		\$16,000.00

Fair Attendenance Operations - 563.001		
Tickets	\$23,234.94	
Badges	\$4,789.88	
Signs	\$4,270.48	
Equipment Rental	\$19,753.57	
Fencing	\$9,387.95	
Lodging	\$121.97	
Meals - Catering	\$1,473.53	
Clothing - Uniforms	\$7,272.89	
Office Supplies / Equipmen t	\$2,173.58	
Printing	\$250.00	
Guest Services Expenses	\$100.00	
		\$72,828.79
Exhibits - Supplies & Expense 631.000		
Entry Processing	\$4,168.39	
Floral Arts	\$1,000.00	
Home Arts	\$500.00	
Culinary Arts	\$1,200.00	
Fine Arts	\$3,500.00	
Youth	\$1,850.00	
Livestock	\$5,500.00	
Other	\$1,500.00	
Susitainable	\$200.00	
Horse Show	\$750.00	
Technology	\$10,100.00	
		\$30,268.39
Investment in Durable Goods - 637.000		
TVs	\$3,000.00	
Rabbit / Chicken Cages	\$3,500.00	
		\$6,500.00
Rental Operations - S & Exp 593.000		
Cleaning - Linnen	\$1,600.00	
Hotel Rooms - Employees working late	\$1,200.00	
Employee Meals	\$1,500.00	
Safe Repair	\$400.00	
Miscellaneous	\$1,000.00	
		\$5,700.00

Rental Operations - Outside Services 595.001		
Equipment	\$66,477.08	
Security/Law Enforcement	\$88,129.63	
Insurance	\$4,276.00	* linked directly
Fire Department	\$26,976.26	
Business License Fees	\$20,675.00	
EMT's	\$32,510.00	
Outside Services - Other		
Tech Support - Shows	\$3,705.00	
Shuttles - Maker Faire	\$35,542.28	
Edlen - Maker Faire	\$19,672.36	
Food Coupons billed to shows	\$4,670.00	
Pakring Structure Rental - Maker Faire	\$2,500.00	
		\$66,089.64
Parking Expenses - 596.001		
Equipment	\$5,500.00	
Security for Lot	\$18,000.00	
Parking Tickets	\$4,015.03	
Heat/AC for Trailer	\$1,500.00	
William D. White - Service	\$1,500.00	
Signs	\$3,500.00	
		\$34,015.03
Events - Marketing & Advertising - 597.000		
Ads		
San Francisco Business Times	\$5,000.00	
Executive Assistans Organization - Sponsor	\$5,000.00	
Bi Monthly Schedule of Events	\$1,500.00	
San Francisco Business Times	\$9,900.00	
Daily Journal - Events Ads	\$20,478.42	
Silicon Valley Visitors	\$850.00	
		\$42,728.42
Travel/ Registration/Seminars		
	\$3,208.51	
		\$3,208.51
On line		
Constant Contact	\$3,779.56	
Web Site Maintenance	\$1,000.00	
		\$4,779.56
Catering/Meals/Gifts		
	\$5,026.10	
		\$5,026.10
	\$55,742.59	\$55,742.59

Equipment Replacement - Jockey Club 659.903		
Resurface SST Cabinets	\$30,000.00	
Add TV;s	\$15,000.00	
Reconfigure Turf Club	\$20,000.00	
Reconfigure Triple Crown Room	\$5,000.00	
Upgrade Video Surillance System	\$15,000.00	
Replace Video Projectors	\$10,000.00	
Replace Audio/Vidoeo	\$4,000.00	
Additional Sports Coverage	\$6,000.00	
		\$105,000.00
Fair Entertainment - Supplies & Expense 663.000		
Generator / Blues & Brews	\$2,500.00	
Hotel Rooms - Entertainers	\$7,500.00	
Signs	\$200.00	
Concert Set Up Materials	\$445.74	
Miscellaneous	\$1,000.00	
		\$11,645.74
Equipment Rental - Creative Touch 646.000		
Silverware/Flat Ware/ White Fence	\$12,182.70	
Beer Trucks	\$5,252.00	
Rental - Linen	\$15,939.61	
Uniforms Laundry	\$9,695.95	
Uniforms - purchase	\$2,500.00	
		\$45,570.26
Equipment Expense - Creatve Touch - 648.000		
Catering Supplies	\$1,076.18	
Beverage Dispenser	\$1,710.34	
East Bay Restaruant	\$13,150.40	
Breakage/loss	\$500.00	
Fryers	\$4,800.00	
Eco lab - Repairs	\$5,800.00	
Miscellaneous	\$2,500.00	
POS System - Jockey Club	\$15,000.00	
		\$29,536.92
Equipment - Non Capitalized - 723.000		
Radios - Parking	\$3,000.00	
Coin Counter - Finance	\$3,000.00	
Picnic Tables (25)	\$17,000.00	
Cabs for Flatbed Cart	\$8,000.00	
Repalcement Computers / Printers	\$10,000.00	
		\$41,000.00

Equipment - Capitalized 160.000		
Lawn Mower for Landscapintg	\$10,000.00	
Articulating Personnel Hoist - electric - small footprint	\$65,000.00	
Fibre Connection - grounds	\$65,000.00	
Local Server - Maintenance	\$7,500.00	
CAD Software - Maintenance	\$40,000.00	
		\$187,500.00
Leasehold Improvements - Capitalized		
EEM # 3 - HVAC Expo Hall (24 new units)	\$865,000.00	
EEM # 1 - Replace Lighting - Expo Hall (286 lights)	\$100,000.00	
Forced Air Furnaces in Fiesta	\$80,000.00	
		\$1,045,000.00

Temporary Positions Proposed for 2015

ACCT. NO.	Expenditure Classification POSITION TITLE	# Employed		Length of Employment		Pay Rate		Amount Budgeted	
		Last	This	No.	Unit	Amount	Per Unit	Detail	Account
		Year	Year						Totals
502	Administration								
	Receptionist - Weekend	0	1	150	hr	13.00	hr	1,950	
	Accounting - Extra Hire	0	1	200	hr	15.00	hr	3,000	
									4,950
522	Maintenance								
	Temporary Hire	1	2	250	hr	14.00	hr	1,500 0	1,500
541	Fair Marketing & Publicity								
	Student Intern	1	1	700	hr	20.00	hr	14,000 0	14,000

Temporary Positions Proposed for 2015

[illegible]

Temporary Positions Proposed for 2015

ACCT. NO.	Expenditure Classification POSITION TITLE	# Employed		Length of Employment		Pay Rate		Amount Budgeted	
		Last Year	This Year	No.	Unit	Amount	Per Unit	Detail	Account
									Totals
63100	Fair Exhibits (Continued)								
	<i>Livestock:</i>								
	Barn Supervisor (M Buckley)	1	1	100	hr	18.00	Hr	1,800	1,800
	<i>Sustainable Living</i>								
	Assistant - K. Torikai	1	1	100	hr	20.00		2,000	2,000
	<i>Entries/Administration</i>								
	Entry Supervisor (L Arvin)	1	1	900	hr	22.50		20,250	20,250
	<i>Technology</i>								
	Assistants	2	2	45	hr	12.00	hr	1,080	1,080
	Total Exhibits								57,090
66100	Fair Entertainment								
	Stagehands	6	6	80	hr	40.00		19,200	
	Costume Characters	2	2	70	hr	15.00		2,100	
	Contest Coordinators	2	1	85	hr	15.00		1,275	22,575
659	Satellite Wagering Facility								
	Admissions Clerks	5	5	288	hr	17.22		24,797	
	Janitors	5	5	765	hr	17.74		67,842	
	Security Guards	2	2	637	hr	17.48		22,273	114,912

Temporary Positions Proposed for 2015

[illegible]

Proposed 2015 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account
						Totals
504	Pro Services - Administration					
	Alarm Company	1	12	250.00	3,000	
	Legal Services - County	1	12	1,250.00	15,000	
	Employee Background Checks	1	12	100.00	1,200	
	DLB Consulting	1	100	75.00	7,500	
	Maintenance Contract - Cash equip				3,000	
	CBIZ Benefits & Insurance	1	12	250.00	3,000	
						32,700
513	Audit Expenses					
	RJ Ricciardi	1	1	19,210.00	19,210	
						19,210
523	Maintenace & Plant Operations					
	HVAC Maintenance - Acco Engineering	1	4	3,185.00	12,740	
	Alarm Monitoring - Tri County/CSA	1	4	1,095.00	4,380	
	Pest Control - Terminix	1	1	1,513.20	1,513	
	Janitorial Office - Superior Building Maint	1	12	240.00	2,880	
	Carpet Cleaning	1	4	380.00	1,520	
	Office Cleaning - Superior Building Maint	1	14	240.00	3,360	
					0	
						26,393

Proposed 2015 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account
						Totals
542	Fair Marketing					
	Marketing & Advertising - Unique Image	1	12	5,416.67	65,000	
	Publicity/Promotional - Sandra Evans	1	9	2,500.00	22,500	
	Production of Ads / Billboards	1		12,000.00	12,000	
	Fair Photography	1		1,500.00	1,500	
	Web Site updates/XO Pandora	1	12	500.00	6,000	
						107,000
548	Sponsorship Expense					
	Sponsorship/Event Partnership					
	Retainer	1	12	2,600.00	31,200	
	Percentage				33,750	
						64,950

Proposed 2015 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account Totals
562	Fair Operations					
	Carnival Inspector/Barry Schaible	1	10	500.00	5,000	
	Expenses	1	1	500.00	500	
	Uniformed Law Enforcement / SMPD	1	1	35,500.00	35,500	
	Private Security / CSC	1	1	70,000.00	70,000	
	Vault Operations/Box Ops	1	1	25,000.00	25,000	
	Contracted Janitorial/Envir Clean	1	1	32,000.00	32,000	
	EMT Services - Production Medics	1	1	7,000.00	7,000	
	Fire watch - SMFD	1	1	10,000.00	10,000	
	Carnival Auditor / Steve Schlinik	1	1	3,750.00	3,750	
	Volunteer Coordinator	1	1	1,500.00	1,500	
	Credit for Carnival Contribution	1	1	-18,000.00	-18,000	
		1	1			172,250
579	Miscellaneous Fair Expense					
	Electrical Distribution/Edlen	1	1	5,600.00	5,600	
						5,600
592	Non Fair Rental Expenses					
	Maintenace on Marquees - Daktronics	1	12	478.96	5,748	
	Janitorial - events Enviro Clean	1	12	12,500.00	150,000	
						155,748

Proposed 2015 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account Totals
632	Competitive Exhibit Judges - Fair					
	Agriculture	1	1	50.00	50	
	Floral Arts	20	1	50.00	1,000	
	Home Arts	17	1	100.00	1,700	
	Culinary Arts	10	1	100.00	1,000	
	Fine Arts	5	1	100.00	500	
	Youth Exhibits	10	1	75.00	750	
	Youth Livestock	10	1	450.00	4,500	
	Gardens	1	1	50.00	50	
	New Technology	3	1	100.00	300	
	Sustainable Living	2	1	100.00	200	
	Horse Show	2	1	250.00	500	
	Piano Compenition	4	1	300.00	1,200	
	Other	2	1	50.00	100	
					0	11,850
633	Competitive Exhibits Pro Services					
	Department Coordinators					
	Fine Arts / Boris Koodrin	1	1	12,000.00	12,000	
	Literary Arts/ Bardi					12,000
	Youth Livestock / K. Blankenship	1	1	5,600.00	5,600	
	Official Fair Vet - W. Seals	1	1	1,000.00	1,000	
	Permit for Scales - County	1	1	250.00	250	
	Hauling Panels - J. Stewart	1	2	350.00	700	
	Poultry Inspectors	2	2	225.00	900	
	Rabbit Inspector	1	1	250.00	250	
						8,700
	Sustainable - Joseph Lees	1	1	4,500.00	4,500	
						4,500
	Technology - Gabe Colaluca	1	1	7,500.00	7,500	
						7,500
	Horse Show - Leonard Iniguez	1	1	1,200.00	1,200	
	Horse Show Announcer	1	1	400.00	400	
						1,600
	Piano Contest	1	1	700.00	700	
						700
	Youth Exhibits					
	Liz Dela Chiesa	1	1	7,000.00	7,000	
						7,000
						42,000

Proposed 2015 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account Totals
65900	Satellite Wagering Facility					
	Legislative Advice - Warner & Pank	1	12	4,000.00	48,000	
	HVAC Maintenance - Acco	1	4	1,000.00	4,000	
						52,000
66200	Fair Entertainment					
	Talent Booking - Wilson	1	1	25,000.00		
	Staging & Lighting - LB Lights West	1	1	47,500.00		
	Sound - Speeda Sound	1	1	42,500.00		
	Climate Control - Fiesta	1	1	10,000.00		
	Backline - All Artists	1	1	15,000.00		
	Production Manager - Luis Del Arroz	1	1	4,500.00		
	Stage Manager - Thor Artherton	1	1	1,925.00		
	Stage Crew - Blake Artherton	1	1	1,650.00		
	Stage Crew - Robert Bennett	1	1	1,650.00		
	Stage Crew - James Polites	1	1	1,650.00		
	Stage Crew/Runner - Bob Sogohian	1	1	2,475.00		
	Stage Crew - Josh Taguinod	1	1	1,650.00		
						155,500

Proposed 2015 Contractual Professional Services

[illegible]

**PROPERTY, PLANT & EQUIPMENT
PROPOSED ACQUISITIONS & DISPOSITIONS**

San Mateo County Fair
(Legal Name of Fair)

San Mateo, California
(Location)

	Estimated 2014	Proposed 2015
PROPERTY, PLANT & EQUIPMENT (PP&E), January 1:	\$7,834,024	\$8,074,452
ACQUISITIONS OF FIXED ASSETS:		
Land	0	0
Buildings & Improvements:		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Leasehold Improvements	51,433	1,045,000
Land Improvements	0	0
New Construction	0	0
Construction in Progress	0	0
Equipment	188,996	187,500
Other Fixed Assets	0	0
Other:	0	0
TOTAL ACQUISITIONS OF FIXED ASSETS	240,429	1,232,500
TOTAL PP&E BEFORE DISPOSITIONS & DEPRECIATION	8,074,452	9,306,952
DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):		
Land	0	0
Buildings & Improvements	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
TOTAL DISPOSITIONS OF FIXED ASSETS	0	0
PP&E BEFORE DEPRECIATION, December 31	8,074,452	9,306,952
DEPRECIATION:		
Accumulated Depreciation, January 1	2,980,625	3,705,474
Less A/D on Dispositions of Fixed Assets above		
Annual Depreciation Expense	724,850	969,595
Accumulated Depreciation, December 31	3,705,474	4,675,069
PP&E, NET OF DEPRECIATION, December 31	4,368,978	4,631,883
LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)	1,078,826	495,696
INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)	\$3,290,152	\$4,136,187

NOTE: Enter all numbers as a positive.