



2020 Operating Budget By Department

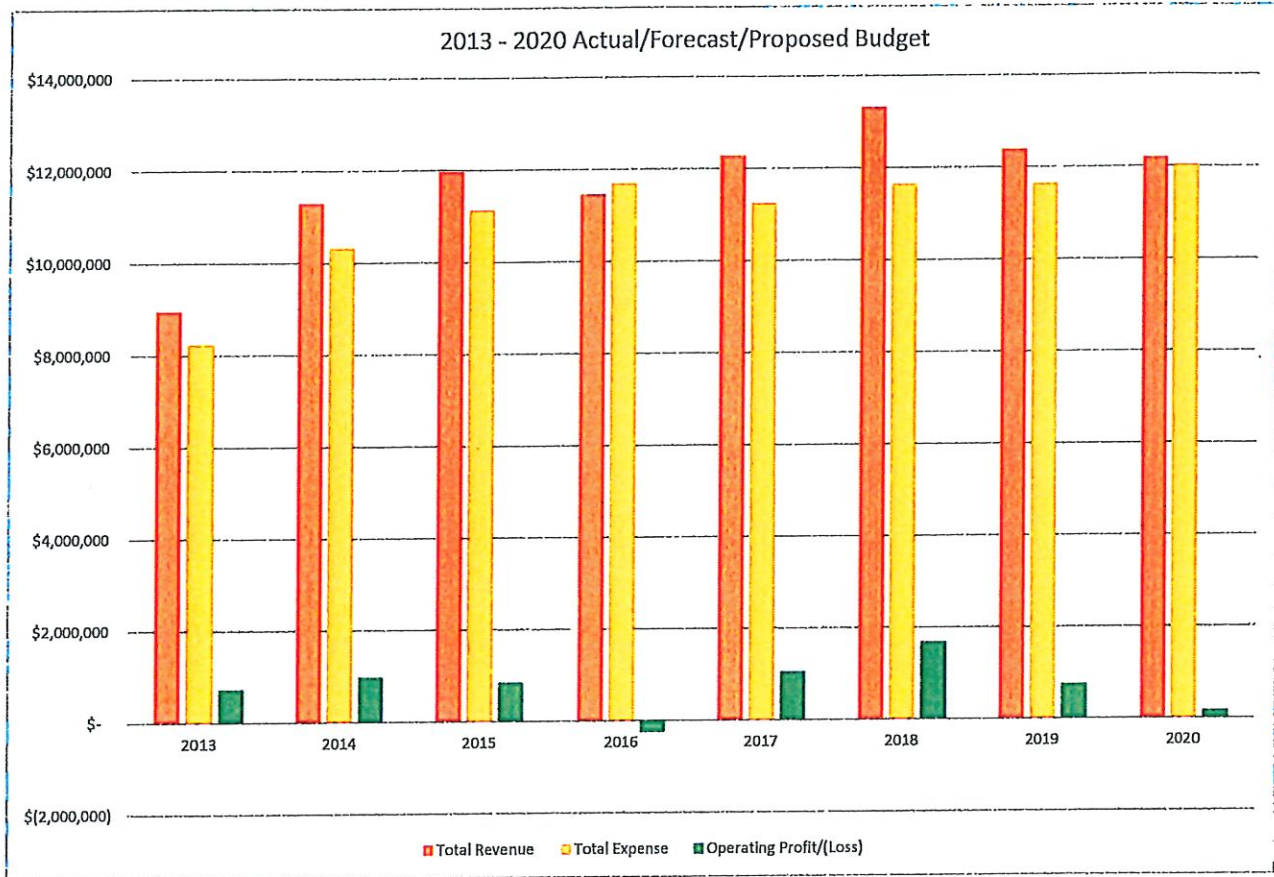
	Actual 2017	Actual 2018	Budget 2019	Forecast 2019	Proposed 2020	
Revenue						
Event Sales & Service	\$ 4,213,958	\$ 5,361,352	\$ 5,072,800	\$ 5,446,095	\$ 5,194,468	-4.62%
Food and Beverage	\$ 3,289,541	\$ 3,041,069	\$ 2,277,500	\$ 2,343,454	\$ 2,329,796	-0.58%
Jockey Club	\$ 2,729,588	\$ 2,614,291	\$ 2,370,400	\$ 2,360,383	\$ 2,255,900	-4.43%
Fair	\$ 1,958,258	\$ 2,138,717	\$ 2,216,500	\$ 2,131,315	\$ 2,281,650	7.05%
Other	\$ 73,520	\$ 156,467	\$ 110,000	\$ 94,505	\$ 122,510	29.63%
Total Revenue	\$ 12,264,865	\$ 13,311,896	\$ 12,047,200	\$ 12,375,751	\$ 12,184,324	-1.55%
Departmental Expenses						
Event Sales & Service	\$ 1,337,933	\$ 1,694,026	\$ 1,700,200	\$ 1,689,244	\$ 1,679,402	-0.58%
Food and Beverage	\$ 1,920,372	\$ 1,737,273	\$ 1,734,300	\$ 1,704,990	\$ 1,564,065	-8.27%
Jockey Club	\$ 1,505,069	\$ 1,461,513	\$ 1,551,800	\$ 1,378,563	\$ 1,410,671	2.33%
Fair	\$ 2,023,061	\$ 2,063,254	\$ 2,106,900	\$ 2,089,634	\$ 2,280,422	9.13%
Administration	\$ 2,020,480	\$ 2,052,071	\$ 2,016,100	\$ 2,039,488	\$ 2,137,165	4.79%
Maintenance	\$ 2,352,824	\$ 2,452,836	\$ 2,496,400	\$ 2,184,081	\$ 2,462,170	12.73%
Other	\$ (23,840)	\$ 9,570	\$ -	\$ (22,058)	\$ -	-100.00%
Equipment & Improvements	\$ 52,716	\$ 166,324	\$ 227,500	\$ 567,516	\$ 491,000	-13.48%
Total Expenses	\$ 11,188,613	\$ 11,636,867	\$ 11,833,200	\$ 11,631,457	\$ 12,024,894	3.38%
Operating Profit (Loss)	\$ 1,076,251	\$ 1,675,029	\$ 214,000	\$ 744,294	\$ 159,429	-78.58%

San Mateo County Event Center
2020 Proposed Budget - Recap

	Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
OPERATING REVENUES:					
Fair Admissions to Grounds	704,845	851,892	880,000	830,870	955,000
Fair Commercial Space	94,528	122,415	125,000	123,138	123,000
Fair Carnival	280,193	283,145	298,000	268,415	297,000
Fair Concessions	317,824	344,563	355,000	328,518	330,300
Fair Exhibits	64,962	59,774	58,500	55,392	59,350
Miscellaneous Fair	461,717	476,928	500,000	524,983	517,000
Satellite Wagering	2,729,588	2,614,291	2,370,400	2,360,383	2,255,900
Event Sales & Service	4,213,958	5,361,352	5,072,800	5,446,095	5,194,468
Food Service - ESS	3,289,541	3,041,069	2,277,500	2,343,454	2,329,796
Prior Year Revenue Adjustments	42,841	31,016	0	(39,168)	0
Other Operating Revenue	73,521	125,451	110,000	133,673	122,510
TOTAL OPERATING REVENUES	12,273,519	13,311,897	12,047,200	12,375,751	12,184,324
OPERATING EXPENDITURES:					
Administration	2,020,480	2,052,071	2,016,100	2,039,488	2,137,165
Maintenance & General Operations	2,352,824	2,452,836	2,496,400	2,184,081	2,462,170
Fair Administration & Marketing	721,167	733,112	720,100	675,860	718,308
Fair Attendance Operations	335,735	299,412	305,300	363,432	410,196
Miscellaneous Fair	120,401	127,381	135,000	115,655	130,738
Fair Premiums / Awards	55,134	57,129	57,900	60,225	69,600
Fair Exhibits	197,953	196,107	219,200	188,656	236,366
Fair Entertainment	592,671	650,113	669,400	685,805	715,214
Event Sales and Services Expenses	1,337,933	1,694,026	1,700,200	1,689,244	1,679,402
Food Service - ESS	1,920,372	1,737,273	1,734,300	1,704,990	1,564,065
Satellite Wagering	1,505,069	1,461,513	1,551,800	1,378,563	1,410,671
Equipment and Improvements	52,716	166,324	227,500	567,516	491,000
Prior Year Expense Adjustments	(25,597)	(1,421)	0	(15,494)	0
Cash (over/under)	1,501	10,992	0	(6,564)	0
Other Operating Expense	257	0	0	0	0
TOTAL OPERATING EXPENDITURES	11,188,614	11,636,866	11,833,200	11,631,457	12,024,894
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION					
	1,084,904	1,675,030	214,000	744,294	159,429

San Mateo County Event Center
2013-2018 Actuals, 2019 Forecast, and 2020 Proposed Budget

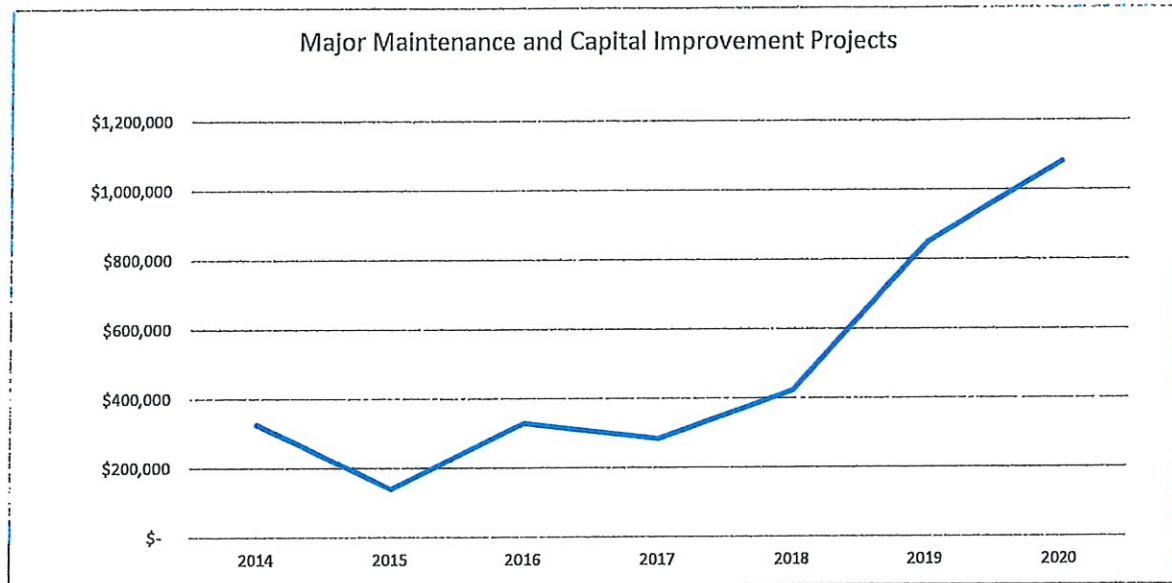
	2013	2014	2015	2016	2017	2018	Forecast 2019	Budget 2020
Total Revenue	\$ 8,952,015	\$ 11,286,527	\$ 11,963,610	\$ 11,450,271	\$ 12,273,519	\$ 13,311,897	\$ 12,375,751	\$ 12,184,324
Total Expense	\$ 8,237,015	\$ 10,313,134	\$ 11,125,145	\$ 11,689,163	\$ 11,232,086	\$ 11,636,866	\$ 11,631,457	\$ 12,024,894
Operating Profit/(Loss)	\$ 715,000	\$ 973,393	\$ 838,465	\$ (238,892)	\$ 1,041,433	\$ 1,675,031	\$ 744,294	\$ 159,429





2014-2020 Trend
 2014-2018 Actuals, 2019 Forecast, and 2020 Proposed Budget

	2014	2015	2016	2017	2018	Forecast 2019	Budget 2020
Capital Improvement Projects	\$ 325,702	\$ 139,604	\$ 327,877	\$ 283,062	\$ 423,338	\$ 848,856.00	\$ 1,081,000.00



**2020 Proposed Budget
Projects and Equipment**

Capitalization Criteria - Leasehold Improvements - (only new construction or significant improvements) \$50,000 and life expectancy over 1 year;
Equipment \$5,000 and life expectancy over one year

Capitalized Improvements to County Assets	Dep Schedule	2019 Budget Year	2020 Budget Year
RE-Roof Cypress	6 years		\$ 100,000.00
RE-Roof Jockey Club	6 years		\$ 100,000.00
Public Safety Center - Expansion	6 years		\$ 50,000.00
Replace Chain link Fencing	6 years		\$ 60,000.00
Internet & Wi Fi Upgrades	3 years	\$ 120,000.00	\$ 280,000.00
Total		\$ 120,000.00	\$ 590,000.00
Capitalized Equipment	Dep Schedule	2019 Budget Year	2020 Budget Year
Used 5 passenger Golf Cart	5 years	\$ 8,175.00	
Golf Cart for Parking	5 years	\$ 5,500.00	
Refill Stations (2)	5 years	\$ 10,133.00	
Fair Fence Scrim	5 years	\$ 21,640.00	
Aluminum Bleachers	5 years	\$ 10,892.00	
New Sweeper	5 years	\$ 105,000.00	
Total		\$ 161,340.00	\$ -
Expensed Projects (under \$50,000.00)		2019 Budget Year	2020 Budget Year
Sequoia Restrooms		\$ 46,116.00	
Admin Lobby		\$ 8,000.00	
Fence line - Between gate 8 & 9		\$ 20,000.00	
Redwood Hall Electrical		\$ 21,491.00	
Cypress Hall Fire Alarm		\$ 25,000.00	
Security Camera - Saratoga Room		\$ 2,234.00	
Event Pavilion Lighting		\$ 2,734.00	
Expo Hall Skylights		\$ 26,710.00	
Panic Doors - South side Expo		\$ 60,000.00	
Asphalt & Catch Basin		\$ 81,749.00	
Tree Trimming (property wide)		\$ 30,000.00	
Fence & Pergola - Fiesta North		\$ 28,000.00	
Café in Fiesta		\$ 15,000.00	
HVAC - Admin Office		\$ 25,000.00	
Public Safety Center Rehab		\$ 45,000.00	
Replace Electrical @ Gate 5		\$ 2,000.00	
Modify North gate - JC Restrooms		\$ 2,000.00	
Drainage and moisture barrier - Event Pavilion		\$ 13,500.00	
Rain gutters for ESS Building		\$ 2,500.00	
Engineering Report - Redwood		\$ 15,000.00	
Door Replacement - Meeting Pavilion/Sequoia			\$ 30,000.00
Improved Lighting - Grounds			\$ 45,000.00
Electrical Redwood - Phase 2			\$ 25,000.00
Communication Upgrade - Facility Wide			\$ 20,000.00
Heaters - Redwood Hall			\$ 30,000.00
Cypress Electrical			\$ 6,000.00
Drywall Façade - Expo Hall			\$ 25,000.00
Maintenance Yard - Lighting / Gates			\$ 35,000.00
Shade Area for Café & Cypress Stage			\$ 25,000.00

Entrance Signage			\$	10,000.00
Property wide Asphalt Repair			\$	80,000.00
Open & Clean/repair electrical trench's - Expo			\$	10,000.00
Miscellaneous - Unallocated Improvements or Repairs			\$	100,000.00
Total		\$	472,034.00	441,000
Expensed Equipment Account # 723		2019 Budget Year	2020 Budget Year	
Exterior trash receptacles		\$	36,000.00	
Interior Trash receptacles		\$	9,000.00	\$ 11,000.00
Staging Equipment - 2 stair sets		\$	4,500.00	
I Pads for Board Meetings		\$	8,037.00	
Front Office Furniture		\$	3,465.00	
New Hopper		\$	1,645.00	
Queway Stanchions & Cart		\$	2,649.00	
Radio Equipment		\$	25,444.00	
Refrigerated Display Merchandiser		\$	1,417.00	
Ice Maker		\$	3,325.00	
Miscellaneous Equip, Kitchen, Grounds				\$ 39,000.00
Total		\$	95,482.00	\$ 50,000.00
Total				
Total Project Dollar Estimate				
		\$	848,856.00	\$ 1,081,000.00

Anticipated Increase in Depreciation

159,333.33



24955 S. Delaware Street
San Mateo, CA 94403
(650) 574-4847

Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
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Revenues

410.000 Fair Admissions Revenue:

Regular Fair Admissions	\$564,505.00	\$658,274.00	\$678,000.00	\$588,606.00	\$650,000.00
Advance Admission Sales	\$95,410.35	\$79,079.20	\$83,000.00	\$94,767.90	\$95,000.00
Discount Admission Sales	\$0.00	\$50,743.75	\$53,000.00	\$45,548.05	\$53,000.00
Participant Tickets	\$40.00	\$790.00	\$0.00	\$0.00	
Concert Tickets	\$44,540.00	\$63,005.00	\$66,000.00	\$101,948.30	\$157,000.00
Parties/Picnics for Public	\$350.00	\$0.00	\$0.00	\$0.00	
Total:	\$704,845.35	\$851,891.95	\$880,000.00	\$830,870.25	\$955,000.00

415.000 Fair Commercial Space Rental

Inside Space Rental	\$66,853.00	\$78,625.00	\$79,000.00	\$73,752.50	\$73,000.00
Outside Space Rental	\$26,175.00	\$43,790.00	\$46,000.00	\$49,385.00	\$50,000.00
Special Days Booth Rental	\$1,500.00	\$0.00	\$0.00	\$0.00	
Total:	\$94,528.00	\$122,415.00	\$125,000.00	\$123,137.50	\$123,000.00

420.000 Fair Concessions Revenue

Carnival Revenue	\$267,381.68	\$217,204.87	\$229,000.00	\$200,343.73	\$228,000.00
Carnival - Pre Sale	\$12,811.80	\$65,940.00	\$69,000.00	\$68,071.30	\$69,000.00
Sub Total Carnival	\$280,193.48	\$283,144.87	\$298,000.00	\$268,415.03	\$297,000.00
Food Concessions	\$317,823.60	\$344,563.40	\$355,000.00	\$328,517.59	\$330,300.00
Concessions - Ovations	\$0.00	\$0.00	\$0.00	\$0.00	
Non Food Concessions	\$0.00	\$0.00	\$0.00	\$0.00	
Total:	\$598,017.08	\$627,708.27	\$653,000.00	\$596,932.62	\$627,300.00

430.000 Fair Exhibits Revenue

Entry Fees	\$31,903.46	\$33,556.00	\$35,000.00	\$30,028.00	\$32,000.00
Horse Show Entries	\$1,305.00	\$595.00	\$1,000.00	\$0.00	\$0.00
Horse Show Lab Testing Fees	\$65.00	\$25.00	\$0.00	\$0.00	\$0.00
Sponsored & Donated Awards	\$21,050.00	\$14,377.67	\$11,000.00	\$17,123.50	\$17,500.00
Exhibit Guide Revenue	\$0.00	\$0.00	\$0.00	\$0.00	
Art Show Sales	\$7,160.72	\$8,315.00	\$8,700.00	\$5,670.00	\$7,050.00
Literary Arts - Anthology Book Sales	\$607.71	\$0.00	\$0.00	\$0.00	\$0.00
Entry Processing Fees	\$0.00	\$0.00	\$0.00	\$700.00	\$400.00
Lock Sales - Livestock	\$0.00	\$245.00	\$0.00	\$0.00	
Livestock Insurance	\$2,870.00	\$2,660.00	\$2,800.00	\$1,870.00	\$2,400.00
Total:	\$64,961.89	\$59,773.67	\$58,500.00	\$55,391.50	\$59,350.00

470.000 Miscellaneous Fair Revenue

Parking	\$225,228.00	\$214,279.70	\$225,000.00	\$254,259.00	\$250,000.00
Fair Program Revenue	\$0.00	\$0.00	\$0.00	\$0.00	
Utility Fee Reimbursement	\$6,900.00	\$7,450.00	\$7,800.00	\$650.00	\$5,000.00
Permits & Insurance	\$5,183.45	\$6,648.50	\$6,700.00	\$2,845.00	\$5,000.00
RV Parking/Camping	\$17,750.00	\$20,310.00	\$21,300.00	\$13,555.00	\$17,000.00
Other - Ticket Fees	\$17,880.10	\$30,654.00	\$32,000.00	\$45,534.14	\$30,000.00
Merchandise Store	\$0.00	\$0.00	\$0.00	\$0.00	
Sponsorships	\$188,775.42	\$197,586.00	\$207,200.00	\$208,140.00	\$210,000.00
Total:	\$461,716.97	\$476,928.20	\$500,000.00	\$524,983.14	\$517,000.00

Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
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459.000 Satellite Wagering Facility:

Admissions	\$481,376.25	\$438,618.00	\$395,000.00	\$396,348.00	\$396,500.00
Track Commissions	\$1,043,736.18	\$1,024,619.70	\$905,000.00	\$863,007.98	\$802,500.00
ADW Fees	\$742,495.24	\$744,759.48	\$700,000.00	\$733,420.82	\$726,000.00
Publication Sales	\$304,550.08	\$282,615.50	\$263,000.00	\$248,494.89	\$223,500.00
Concessions	\$0.00	\$0.00	\$0.00	\$0.00	
Parking	\$0.00	\$0.00	\$0.00	\$0.00	
Novelties & Souvenirs	\$496.83	\$444.54	\$400.00	\$413.43	\$400.00
ComCheck/ATM/Lottery	\$156,933.53	\$123,234.20	\$107,000.00	\$118,697.50	\$107,000.00
Promotional & Ads	\$0.00	\$0.00	\$0.00	\$0.00	
Other Revenue	\$0.00	\$0.00	\$0.00	\$0.00	
Total:	\$2,729,588.11	\$2,614,291.42	\$2,370,400.00	\$2,360,382.62	\$2,255,900.00

480.000 Event Sales & Service (ESS)

Rental of Buildings	\$1,590,270.22	\$2,162,698.62	\$1,711,600.00	\$1,975,501.27	\$1,730,877.50
Rental Rebates	-\$39,755.97	-\$234,950.26		-\$113,370.00	
Rental of Grounds	\$0.00	\$0.00	\$0.00	\$0.00	
Equipment Rental	\$128,358.81	\$208,672.91	\$198,000.00	\$246,773.46	\$241,037.30
Equipment Rebates	\$2,830.97				
Concession Revenue	\$0.00	\$0.00	\$0.00	\$0.00	
Parking Revenue	\$1,171,552.20	\$1,332,542.00	\$1,394,700.00	\$1,397,937.00	\$1,344,594.20
RV Parking - Camping	\$124,248.00	\$121,890.00	\$100,000.00	\$114,730.00	\$80,000.00
Monthly Parking Contracts	\$426,527.50	\$668,971.80	\$738,000.00	\$746,233.84	\$843,300.00
Recovered Expenses					
Labor	\$420,430.43	\$557,255.89	\$331,800.00	\$523,920.69	\$472,239.58
Utilities	\$52,843.00	\$84,120.00	\$44,000.00	\$78,292.00	\$71,500.00
Trash	\$18,264.30	\$35,993.65	\$30,000.00	\$38,193.14	\$30,500.00
Damages	\$0.00	\$11,232.55	\$14,000.00	\$8,639.41	\$7,500.00
Equipment	\$36,197.12	\$16,563.66	\$20,000.00	\$16,601.32	\$16,000.00
Security	\$90,164.31	\$210,404.14	\$310,000.00	\$234,419.55	\$219,343.93
Misc.Charges & Commissions	\$11.00	\$0.00	\$0.00	\$0.00	
Electrical	\$63,912.73	\$84,446.91	\$74,100.00	\$85,996.79	\$61,575.52
Internet Fees	\$10,137.75	\$3,985.01	\$20,000.00	\$52,898.75	\$20,000.00
Fire Department Fees	\$39,949.33	\$25,849.86	\$0.00	\$0.00	\$0.00
Business License Fees	\$15,260.00	\$13,235.00	\$17,300.00	\$11,220.00	\$13,000.00
CFSA Insurance	\$2,255.00	\$3,378.30	\$0.00	\$0.00	\$3,500.00
EMT Fees	\$37,995.00	\$40,100.00	\$46,100.00	\$16,815.00	\$30,000.00
ATM Fees	\$22,506.00	\$14,962.00	\$23,200.00	\$5,168.00	\$4,500.00
Miscellaneous Fees	\$0.00	\$0.00	\$0.00	\$6,125.00	\$5,000.00
Total:	\$4,213,957.70	\$5,361,352.05	\$5,072,800.00	\$5,446,095.22	\$5,194,468.03

	Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
440.000 ESS - Food Service					
Food Concessions - Facility	\$618,459.38	\$626,748.36	\$687,800.00	\$776,250.72	\$678,000.00
Vending Machines	\$9,352.26	\$11,530.32	\$12,000.00	\$6,922.61	\$9,200.00
Sub Contractors	\$349,264.21	\$361,824.21	\$300,000.00	\$266,888.04	\$85,935.65
Food & Beverage - Jockey Club	\$402,914.86	\$384,409.99	\$400,000.00	\$378,835.45	\$358,000.00
Food & Beverage - Fair	\$193,025.00	\$174,219.30	\$0.00	\$142,571.12	\$170,000.00
Catering - including all fees	\$1,594,251.41	\$1,536,554.77	\$776,700.00	\$756,745.00	\$1,021,660.31
Sub Contractors Sales	-\$160.00				
Buy Outs	\$151,205.66	\$69,790.00	\$100,000.00	\$0.00	
Vendor/Show Coupon	-\$21.00				
Rebates & Discounts	-\$34,260.58	-\$131,007.54	\$1,000.00	\$9,115.77	
Health Department Permits	\$5,510.00	\$7,000.00		\$6,125.00	\$7,000.00
Total:	\$3,289,541.20	\$3,041,069.41	\$2,277,500.00	\$2,343,453.71	\$2,329,795.96
490.000 Prior Year Revenue Adjustment					
	\$42,841.48	\$31,016.22	\$0.00	-\$39,168.26	\$0.00
495.000 Other Operating Revenue					
Interest Earnings	\$14,465.73	\$46,712.26	\$50,000.00	\$66,306.08	\$60,000.00
Sponsorships - Non Fair	\$0.00	\$0.00	\$0.00	\$0.00	
Other	\$1,635.18	\$20,703.98	\$2,000.00	\$7,597.34	\$2,000.00
Cell Phone Tower Commission	\$57,419.93	\$58,034.37	\$58,000.00	\$59,769.41	\$60,509.76
Revenue Clearing	\$0.00	\$0.00	\$0.00	\$0.00	
Total:	\$73,520.84	\$125,450.61	\$110,000.00	\$133,672.83	\$122,509.76
Total Revenue:	\$12,264,864.62	\$13,311,896.80	\$12,047,200.00	\$12,375,751.13	\$12,184,323.75

Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
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Expenses

500.000 Administration:

Salaries & Wages - Full Time	\$933,087.64	\$915,941.83	\$918,000.00	\$876,339.64	\$969,809.12
Salaries & Wages - Part Time	\$1,548.00	\$2,775.00	\$26,000.00	\$0.00	\$28,150.00
Salaries & Wages - Overtime	\$18,222.30	\$22,893.71	\$20,000.00	\$9,622.90	\$10,000.00
Payroll - Outside Agency	\$16,545.03	\$8,023.87	\$0.00	\$44,900.81	\$0.00
Compensated Absences Expense	-\$2,747.21	\$54,298.69	\$95,800.00	\$81,738.80	\$95,800.00
Employee Benefits	\$170,683.24	\$186,011.25	\$186,000.00	\$190,738.88	\$177,650.59
Payroll Taxes	\$65,499.17	\$64,534.99	\$76,700.00	\$66,614.24	\$79,283.87
Workers Compensation	\$57,033.29	\$46,694.56	\$57,800.00	\$55,973.53	\$59,877.55
Professional Services	\$239,188.42	\$182,671.79	\$115,000.00	\$143,546.35	\$147,800.00
Meeting Expenses	\$6,115.63	\$5,234.92	\$5,500.00	\$4,294.15	\$5,000.00
Traveling/Training	\$35,319.07	\$64,820.10	\$46,000.00	\$41,399.70	\$35,000.00
Administration - Supplies & Expense	\$86,160.79	\$103,581.04	\$96,500.00	\$113,248.36	\$101,000.00
Telephone & Postage	\$99,998.91	\$87,315.79	\$93,800.00	\$71,712.66	\$86,500.00
Dues & Subscriptions	\$15,726.51	\$24,541.75	\$21,200.00	\$16,181.69	\$19,000.00
Insurance	\$113,084.64	\$139,292.45	\$142,700.00	\$162,120.97	\$178,093.71
Other Expenses	\$1,084.91	\$14.00	\$0.00	-\$231.00	\$0.00
Bank Fees	\$9,401.85	\$3,323.99	\$5,200.00	\$2,331.04	\$5,000.00
Payroll Fees	\$12,949.45	\$28,827.16	\$29,100.00	\$34,077.03	\$35,000.00
Finance Charges	\$1,460.33	\$0.00	\$0.00	\$4,256.57	\$200.00
Merchant Acceptance Card Fees	\$35,060.15	\$39,435.09	\$22,200.00	\$42,134.76	\$29,000.00
Unemployment Insurance	\$76,569.10	\$45,242.70	\$35,000.00	\$48,911.45	\$50,000.00
Audit Expense	\$27,322.60	\$26,399.98	\$23,600.00	\$23,600.04	\$25,000.00
Special Projects	\$0.00	\$0.00	\$0.00	\$0.00	
Current Year Bad Debt Expense	\$1,166.12	\$196.00	\$0.00	\$5,975.00	\$0.00
Total:	\$2,020,479.94	\$2,052,070.66	\$2,016,100.00	\$2,039,487.57	\$2,137,164.85

520.000 Maintenance & General Operations

Salaries & Wages - Full Time	\$975,881.67	\$1,025,465.09	\$1,147,000.00	\$965,723.07	\$1,177,316.52
Salaries & Wages - Part Time	\$0.00	\$0.00	\$2,000.00	\$0.00	\$2,000.00
Salaries & Wages - Overtime	\$38,988.89	\$59,772.84	\$45,000.00	\$28,846.33	\$30,000.00
Payroll Outside Agency	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Employee Benefits	\$275,754.47	\$277,111.21	\$300,000.00	\$297,563.35	\$320,059.98
Payroll Taxes	\$77,594.23	\$80,657.35	\$96,000.00	\$74,925.08	\$94,872.71
Workers Compensation Insurance	\$59,558.75	\$54,701.08	\$71,600.00	\$64,233.92	\$70,758.99
Professional Services	\$93,038.26	\$88,663.07	\$135,000.00	\$72,354.69	\$59,662.00
Maintenance - Admin Expenses	\$7,240.58	\$16,259.42	\$8,500.00	\$8,797.84	\$9,000.00
Rent - Equipment	\$5,254.49	\$7,372.79	\$8,300.00	\$19,686.04	\$12,500.00
Temporary Electrical	\$0.00	\$0.00	\$0.00	\$0.00	
Utilities	\$415,672.22	\$436,763.45	\$402,000.00	\$387,401.07	\$400,000.00
Equipment Repairs & Maintenance	\$49,281.57	\$81,021.18	\$70,000.00	\$83,798.44	\$85,000.00
Facilities Maintenance - Supplies & Ex	\$123,333.60	\$139,116.87	\$132,000.00	\$105,272.48	\$125,000.00
Trash Removal	\$83,084.08	\$69,193.66	\$79,000.00	\$75,478.20	\$76,000.00
Special Repairs	\$148,140.78	\$116,738.10	\$0.00		
Total:	\$2,352,823.59	\$2,452,836.11	\$2,496,400.00	\$2,184,080.51	\$2,462,170.21

540.000 Fair Administration & Marketing

	Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
Salaries & Wages - Full Time	\$168,007.78	\$197,150.48	\$176,200.00	\$162,350.76	\$163,290.82
Salaries & Wages - Part Time	\$11,352.50	\$5,491.00	\$11,500.00	\$12,867.38	\$39,500.00
Salaries & Wages - Overtime	\$9,284.35	\$13,760.09	\$10,000.00	\$7,854.24	\$9,000.00
Employee Benefits	\$41,556.85	\$23,039.19	\$37,200.00	\$29,363.98	\$32,861.51
Payroll Taxes	\$14,434.28	\$16,195.34	\$16,300.00	\$13,913.87	\$16,738.50
Workers Compensation Insurance	\$10,651.63	\$10,306.33	\$11,800.00	\$10,915.71	\$12,167.45
Professional Services - Fair	\$132,107.40	\$159,083.05	\$163,700.00	\$166,352.65	\$151,750.00
Supplies & Expense	\$7,411.46	\$14,218.74	\$12,000.00	\$5,012.80	\$7,500.00
Advertising - Fair	\$209,485.70	\$229,610.37	\$232,600.00	\$211,125.31	\$220,000.00
Travel - Training - Fair Specific	\$5,259.84	\$0.00	\$0.00	\$0.00	\$8,000.00
Promotional	\$842.60	\$5,752.13	\$5,900.00	\$5,462.68	\$5,500.00
Public Relations	\$36,162.22	\$177.00	\$200.00	\$0.00	\$0.00
Pre Fair Events	\$26,163.17	\$16,109.52	\$16,500.00	\$11,678.54	\$12,000.00
Sponsorship	\$58,446.81	\$52,218.32	\$36,200.00	\$48,962.27	\$50,000.00
Credit for Promotional Expense	-\$10,000.00	-\$10,000.00	-\$10,000.00	-\$10,000.00	-\$10,000.00
Total:	\$721,166.59	\$733,111.56	\$720,100.00	\$675,860.18	\$718,308.27

560.000 Fair Attendance Operations

Salaries & Wages - Full Time	\$0.00	\$0.00	\$0.00		
Salaries & Wages - Part Time	\$42,847.64	\$34,988.00	\$39,000.00	\$29,264.80	\$50,740.00
Employee Benefits	\$0.00	\$0.00	\$0.00	\$0.00	
Payroll Taxes	\$3,277.62	\$2,709.93	\$4,400.00	\$2,139.65	\$3,881.61
Workers Compensation Insurance	\$750.26	\$0.00	\$2,400.00	\$0.00	\$3,044.40
Professional Services - Contract	\$200,500.24	\$155,691.70	\$155,000.00	\$178,795.03	\$191,050.00
Supplies & Expense	\$78,980.85	\$94,881.78	\$92,700.00	\$140,686.24	\$144,730.26
Other	\$988.06	\$716.72	\$1,000.00	\$4,936.00	\$10,600.00
Fair Decorations - General	\$8,390.60	\$10,424.35	\$10,800.00	\$7,610.21	\$6,150.00
Total:	\$335,735.27	\$299,412.48	\$305,300.00	\$363,431.93	\$410,196.27

	Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
570.000 Miscellaneous Fair Expense					
Parking Lot - Salaries & Wages	\$20,072.51	\$19,980.14	\$21,000.00	\$14,733.15	\$21,120.00
Payroll Taxes, WC, Benefits	\$1,567.20	\$0.00	\$1,800.00	\$0.00	\$3,617.88
Program Expense	\$0.00	\$1,550.00	\$1,600.00	\$0.00	\$0.00
Utility Fees	\$33,407.02	\$31,540.55	\$34,000.00	\$32,294.26	\$34,000.00
Livestock Auction Expense	\$0.00	\$0.00	\$0.00	\$0.00	
Permits & Insurance	-\$441.00	\$7,472.00	\$7,700.00	\$7,488.00	\$7,500.00
Merchant Card Acceptance Fees	\$15,815.26	\$17,070.40	\$17,400.00	\$17,236.59	\$17,500.00
Commercial & Concession Expense	\$0.00	\$0.00	\$0.00	\$2,086.00	\$2,000.00
Tent & Booth Rental	\$27,106.33	\$30,518.28	\$31,500.00	\$23,616.95	\$25,000.00
Wages	\$0.00	\$0.00	\$0.00	\$0.00	
Pro Services	\$22,873.50	\$19,250.00	\$20,000.00	\$18,200.00	\$20,000.00
Total:	\$120,400.82	\$127,381.37	\$135,000.00	\$115,654.95	\$130,737.88
580.000 Fair Premium Expense (Prizes)					
Cash Awards	\$44,685.00	\$50,061.00	\$51,000.00	\$50,755.00	\$60,000.00
Trophies, medals & ribbons	\$8,821.20	\$5,219.28	\$5,000.00	\$5,328.15	\$5,400.00
Sponsored Cash Awards	\$0.00	\$0.00	\$0.00	\$0.00	
Sponsored trophies, medals & ribbons	\$1,627.80	\$1,848.41	\$1,900.00	\$4,141.83	\$4,200.00
Other	\$0.00	\$0.00	\$0.00	\$0.00	
Total:	\$55,134.00	\$57,128.69	\$57,900.00	\$60,224.98	\$69,600.00
630.000 Fair Exhibits (Competitive)					
Wages - Full Time	\$1,056.25	\$513.50	\$0.00		\$0.00
Wages - Part Time	\$60,034.82	\$80,883.27	\$83,900.00	\$92,763.19	\$117,199.97
Employee Benefits	\$160.00	\$1,223.62	\$0.00	\$1,710.74	
Payroll Taxes	\$4,782.63	\$6,248.86	\$8,600.00	\$7,099.29	\$11,170.80
Workers Compensation	\$3,466.59	\$2,666.04	\$5,000.00	\$2,180.07	\$7,032.00
Judges	\$12,738.34	\$21,620.92	\$21,900.00	\$9,079.67	\$13,350.00
Professional Services	\$59,666.09	\$39,302.25	\$52,300.00	\$29,650.00	\$30,200.00
Supplies & Expense	\$25,476.86	\$20,390.68	\$23,500.00	\$20,440.56	\$27,313.00
Tent & Booth Rental	\$21,665.00	\$10,000.00	\$10,300.00	\$15,167.00	\$15,000.00
Decorations	\$2,090.83	\$0.00	\$0.00	\$0.00	
Exhibit Guidebook	\$0.00	\$6,501.85	\$6,700.00	\$6,082.20	\$6,100.00
Other	\$114.01	\$53.67	\$100.00	-\$0.45	
Art Show - Payment to Seller	\$5,652.00	\$6,702.00	\$6,900.00	\$4,484.00	\$5,000.00
Investment in Durable Goods - Special	\$1,050.00	\$0.00	\$0.00	\$0.00	\$4,000.00
Total:	\$197,953.42	\$196,106.66	\$219,200.00	\$188,656.27	\$236,365.77



2495 S. Delaware Street
San Mateo, CA 94403
(650) 574-4347

	Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
660.000 Fair Entertainment					
Salaries & Wages	\$15,258.59	\$17,598.61	\$16,200.00	\$2,275.50	\$2,700.00
Benefits	\$4,757.17	\$4,140.19	\$5,000.00	\$0.00	
Payroll Taxes	\$1,285.93	\$1,242.05	\$1,300.00	\$174.07	\$206.55
Workers Compensation Insurance	\$0.00	\$0.00	\$1,000.00	\$0.00	\$162.00
Professional Services	\$136,160.81	\$143,025.00	\$147,000.00	\$199,054.31	\$203,645.00
Supplies & Expense	\$28,515.14	\$17,842.08	\$18,500.00	\$2,572.41	\$3,500.00
Grounds Acts & Entertainment	\$163,698.25	\$200,875.00	\$206,900.00	\$170,229.00	\$175,000.00
Grandstand Entertainment	\$242,995.00	\$265,390.00	\$273,500.00	\$311,500.00	\$330,000.00
Other	\$0.00	\$0.00	\$0.00	\$0.00	
Total:	\$592,670.89	\$650,112.93	\$669,400.00	\$685,805.29	\$715,213.55
590.000 Event Sales & Service Expense					
Salaries & Wages - Full Time	\$393,613.51	\$565,724.88	\$674,700.00	\$613,953.01	\$627,377.96
Salaries & Wages - Part Time	\$225,001.16	\$231,720.77	\$256,000.00	\$251,512.70	\$234,650.00
Employee Benefits	\$95,982.82	\$115,142.57	\$106,000.00	\$116,637.56	\$111,376.96
Payroll Taxes	\$47,754.93	\$58,935.18	\$80,500.00	\$63,761.65	\$74,275.14
Workers Compensation Insurance	\$38,280.66	\$38,821.03	\$56,600.00	\$56,962.75	\$51,721.68
Professional Services	\$7,225.45	\$54,482.82	\$26,800.00	\$10,613.25	\$5,000.00
Payroll Outside Agency	\$0.00	\$329.55	\$0.00	\$0.00	\$0.00
Supplies & Expense	\$9,411.55	\$12,267.75	\$12,500.00	\$4,137.44	\$7,500.00
Merchant Acceptance Fees	\$19,455.76	\$26,947.21	\$20,000.00	\$19,950.38	\$30,000.00
Other	\$4,514.57	\$3,504.58	\$3,800.00	\$1,249.00	\$2,500.00
Outside Services	\$0.00	\$0.00	\$0.00		
Equipment Rent	\$60,143.22	\$45,321.39	\$33,700.00	\$49,303.22	\$51,500.00
Security/Law Enforcement	\$90,282.11	\$174,551.78	\$148,000.00	\$163,573.08	\$165,000.00
Insurance	\$2,190.22	\$3,035.00	\$2,500.00	\$3,030.00	\$3,000.00
Fire Department Fees	\$30,707.66	\$17,202.79	\$0.00	\$0.00	\$0.00
Business License Fees	\$16,012.10	\$13,155.00	\$13,500.00	\$9,064.00	\$10,000.00
EMT Services	\$20,820.00	\$26,511.00	\$24,700.00	\$35,101.00	\$35,000.00
Other Outside Services	\$150,818.45	\$188,171.07	\$150,000.00	\$161,082.92	\$160,000.00
Electrical/ IT Installation/Support	\$21,987.75	\$18,615.50	\$19,000.00	\$55,238.00	\$15,000.00
Parking	\$57,323.08	\$50,710.35	\$48,400.00	\$43,814.40	\$45,000.00
Marketing, Ads, PR & ESS Travel	\$46,408.09	\$48,875.68	\$23,500.00	\$30,259.63	\$50,500.00
Total:	\$1,337,933.09	\$1,694,025.90	\$1,700,200.00	\$1,689,243.99	\$1,679,401.74

	Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
640.000 Food Service - ESS					
Salaries & Wages - Full Time	\$375,718.48	\$459,218.93	\$405,400.00	\$466,506.90	\$440,231.41
Wages - Part Time	\$224,923.91	\$126,046.00	\$106,200.00	\$114,975.05	\$110,893.05
Wages - Overtime	\$33,828.20	\$49,307.76	\$45,800.00	\$39,668.14	\$40,000.00
Payroll - Outside Agency	\$229,180.51	\$202,839.18	\$113,900.00	\$153,448.39	\$120,000.00
Employee Benefits	\$86,690.20	\$60,294.16	\$76,500.00	\$48,032.60	\$59,781.96
Payroll Taxes	\$48,916.52	\$44,332.78	\$48,500.00	\$49,214.35	\$48,041.02
Workers Compensation Insurance	\$37,952.07	\$30,976.47	\$33,500.00	\$38,819.41	\$33,067.47
Professional Services	\$54,512.92	\$15,452.69	\$13,000.00	\$17,509.65	\$8,800.00
Product - Concessions	\$222,238.60	\$210,599.27	\$270,200.00	\$296,161.05	\$253,000.00
Product - Jockey Club	\$115,615.54	\$101,016.26	\$111,000.00	\$101,714.11	\$100,000.00
Product - Catering	\$252,263.56	\$188,534.41	\$239,000.00	\$155,174.65	\$140,000.00
Supplies - Direct - Ice co2	\$15,832.51	\$21,122.13	\$22,300.00	\$15,067.29	\$15,000.00
Supplies - Paper/Cleaning	\$71,584.00	\$66,316.72	\$60,650.00	\$78,980.29	\$73,000.00
Supplies - All Other	\$25,187.15	\$47,950.92	\$66,250.00	\$51,314.54	\$56,000.00
Equipment/Uniforms	\$56,132.22	\$62,763.74	\$71,000.00	\$50,270.36	\$50,000.00
Advertising/Meals/Travel	\$16,722.86	\$19,465.03	\$14,100.00	\$7,618.04	\$8,500.00
Equipment - Small wares	\$22,336.21	\$26,666.77	\$32,500.00	\$20,514.97	\$2,750.00
Taxes, Licenses, Royalty Fees	\$13,512.78				
Exterminating	\$9,381.76				
Miscellaneous	\$7,842.00	\$4,370.00	\$4,500.00	\$0.00	\$5,000.00
Cash Over/short	\$0.00	\$0.00	\$0.00	\$0.00	
Total	\$1,920,372.00	\$1,737,273.22	\$1,734,300.00	\$1,704,989.79	\$1,564,064.90
659.000 Satellite Wagering Facility					
Labor Costs	\$703,617.31	\$712,027.20	\$742,200.00	\$696,731.48	\$703,021.88
Employee Benefits	\$188,554.61	\$189,011.98	\$214,600.00	\$189,044.40	\$213,701.65
Payroll Taxes	\$54,429.85	\$53,348.43	\$62,400.00	\$46,602.98	\$59,416.17
Workers Compensation	\$42,593.09	\$35,990.85	\$44,500.00	\$40,760.05	\$42,181.31
Travel, Training, Entertainment	\$0.00	\$1,060.56	\$1,000.00	\$0.00	\$1,000.00
Management Time	\$101.60	\$0.00	\$0.00	\$0.00	\$0.00
Professional Services	\$7,299.10	\$7,347.74	\$7,500.00	\$6,953.00	\$8,000.00
Publicity & Marketing	\$37,338.23	\$24,646.00	\$15,000.00	\$1,030.00	\$1,500.00
Supplies & Expense - General	\$32,819.03	\$32,711.88	\$30,000.00	\$29,334.38	\$30,000.00
Supplies & Expense - Forms	\$270,066.84	\$255,758.64	\$270,000.00	\$220,435.30	\$209,500.00
Supplies & Expense - Lottery	\$111,679.81	\$90,028.57	\$96,000.00	\$84,957.31	\$80,000.00
Supplies & Expense - Utilities	\$33,996.00	\$33,999.96	\$34,000.00	\$36,831.97	\$35,000.00
Supplies & Expense - CHRB/CARF	\$22,040.00	\$21,740.00	\$21,600.00	\$21,590.00	\$21,600.00
Miscellaneous	\$533.05	\$579.00	\$1,000.00	\$0.00	\$750.00
Prior Year Expenditure/Cash +/-	\$0.00	\$659.28	\$500.00	\$0.00	\$0.00
Equipment Replacement/Sinking F	\$0.00	\$2,602.49	\$11,500.00	\$4,292.41	\$5,000.00
Total:	\$1,505,068.52	\$1,461,512.58	\$1,551,800.00	\$1,378,563.28	\$1,410,671.02

	Actual 2017	Actual 2018	Budget 2019	Estimated 2019	Proposed 2020
720.000 Equipment & Improvements					
Equipment	\$52,716.30	\$166,323.94	\$227,500.00	\$95,482.00	\$50,000.00
Improvements - County Assets	\$0.00	\$0.00	\$0.00	\$472,034.00	\$441,000.00
Total:	\$52,716.30	\$166,323.94	\$227,500.00	\$567,516.00	\$491,000.00
800.000 Prior Year Expense Adjustments	-\$25,597.37	-\$1,421.34	\$0.00	-\$15,493.94	\$0.00
850.000 Cash over/short	\$1,500.86	\$10,991.56	\$0.00	-\$6,563.84	\$0.00
940.000 Other Operating Expenses	\$256.52	\$0.00	\$0.00	\$0.00	\$0.00
Total Operating Revenues:	\$12,273,518.62	\$13,311,896.80	\$12,047,200.00	\$12,375,751.13	\$12,184,323.75
Total Operating Expenses:	\$11,188,614.44	\$11,636,866.32	\$11,833,200.00	\$11,631,456.96	\$12,024,894.45
Operating Profit/Loss	\$1,084,904.18	\$1,675,030.48	\$214,000.00	\$744,294.17	\$159,429.30
Depreciation Note:					
900.000 Depreciation Expense	\$979,126.20	\$867,478.72	\$836,401.00	\$844,285.42	\$825,873.98
Profit/Loss After Depreciation	\$105,777.98	\$807,551.75	-\$622,401.00	-\$99,991.25	-\$666,444.69

Full Time Positions on Roster for 2020							
Filled, Vacant, and Proposed							
ACCT.	Expenditure Classification	Proposed	Total	Pay Rate		Amount Budgeted	
		Hiring/Anniv	Number of	Amount	Per	Detail	Account
NO.	TITLE	Date	Months				Totals
501	Administration						
	CEO, DS	2/5/2017	12	8,461.54	pp	220,000	
	Controller, KG	6/5/2017	12	5,000.00	pp	130,000	
	CAO, CK	4/16/1990	12	5,000.00	pp	130,000	
	I/T Manager, FH	1/19/2016	12	43.27	Hour	94,502	
	Accounting Tech VH	4/17/2019	12	34.13	Hour	71,960	
	Accounting Tech Part-time N. B.	1/1/1997	12	35.00	Hour	36,750	
	Accounting Payroll		12	25.00	Hour	54,600	
	Vault Manager - SC	2/1/2019	12	25.00	Hour	54,600	
	Accounts Payable WS	11/14/2016	12	27.75	Hour	57,720	
	Office Admin - AC	2/13/2019	12	23.00	Hour	47,840	
	Bonus Pool					44,800	
	Proposed Salary Increase					26,939	
							969,809
521	Maintenance						
	Director of Facilities, DR	4/15/2017	12	5,385.00	ppp	140,010	
	Facilities & Operations Manager M. M	8/19/2019	12	3,000.00	ppp	78,000	
	Maint. Worker 2, C R	6/25/2007	12	28.33	hour	63,335	
	Production Lead, D R	6/30/2008	12	29.16	hour	65,204	
	Maint. Worker 1, J H	6/30/2008	12	23.10	hour	51,652	
	Maint Worker 1, VG	6/30/2008	12	26.68	hour	59,645	
	Maint Worker 2, W D	6/30/2008	12	27.21	hour	60,851	
	Maint Worker 2, MC	6/30/2008	12	27.50	hour	61,490	
	Maint Worker 3, R R	2/12/2010	12	46.61	hour	104,213	
	Maint Worker 1, J N	3/11/2013	12	26.68	hour	59,645	
	Maint. Worker 1, J S	9/22/2014	12	27.97	hour	62,543	
	Maint. Worker 1, Ma E	5/3/2016	12	23.10	hour	51,652	
	Fac & Prod, Coord - N N	1/9/2017	12	30.08	hour	67,264	
	Maint. Worker 2, J P	6/15/2017	12	25.39	hour	56,768	
	Maint. Worker 1, N S	6/5/2017	12	22.00	hour	49,192	
	Maint Worker 3, NEW HIRE	TBD	12	29.00	hour	60,320	
	Bonus Pool					54,589	
	Proposed Salary Increase					30,944	
							1,177,317
540	Fair Admin & Marketing						
	Fair Operations Manager - J.A.	12/31/2015	12	3,557.70	ppp	92,500	
	Asst Fair Coordinator		12	26.25	hour	58,695	
	Bonus Pool					7,560	
	Proposed Salary Increase					4,536	
							163,291

Full Time Positions on Roster for 2020							
Filled, Vacant, and Proposed							
Expenditure Classification		Proposed	Total	Pay Rate		Amount Budgeted	
ACCT.		Hiring/Anniv	Number of				Account
NO.	TITLE	Date	Months	Amount	Per	Detail	Totals
590	Event Sales & Services						
	Dlr Event Sales & Services - K. N	6/5/2014	12	6,899.20	ppp	179,379	
	Sr Manager Sales		12	2,884.62	ppp	75,000	
	Parking Manager, Nesh	2/1/2019	12	2,615.38	ppp	68,000	
	Adm Asst, R G		12	25.24	hour	56,437	
	Event Manager, SL		12	27.88	hour	62,340	
	Event Manager, EM	4/3/2003	12	33.65	hour	75,241	
	Event Manger, AP	3/2/2013	12	28.85	hour	64,509	
	Bonus Pool					29,045	
	Proposed Salary Increase					17,427	
							627,378
640	Food Service						
	Managing Chef - M. N.		12	3,269.23	ppp	85,000	
	Catering Coordinator - MC		12	36.02	hour	40,270	
	Bonus Pool					6,264	
	Proposed Salary Increase					3,758	135,292
	Dishwasher - PS	6/3/2016	12	17.30	hour	17,995	
	Stand Super - DN	2/7/2014	12	17.76	hour	18,466	
	Stand Super -		12	22.00	hour	22,880	
	Cook - WC	5/12/2014	12	24.00	hour	24,960	
							84,301
	Jockey Club						
	Stand Supervisor - BL	1/30/2016	12	19.98	hour	41,562	
	Standworker - FH	2/4/2014	12	16.10	hour	33,481	
	Cook - AZ	2/4/2014	12	18.31	hour	38,089	
	Cook - FZ	11/3/2014	12	18.31	hour	19,044	
	Standworker - MD	2/7/2014	12	16.10	hour	16,740	
	Cook - AL	5/28/2014	12	18.31	hour	38,089	
	Cook - AG	5/28/2016	12	18.31	hour	19,044	
	Runner - AS	2/4/2014	12	14.03	hour	14,589	
							220,639
							440,231

Full Time Positions on Roster for 2020							
Filled, Vacant, and Proposed							
Expenditure Classification		Proposed	Total	Pay Rate		Amount Budgeted	
ACCT.		Hiring/Anniv	Number of				Account
NO.	TITLE	Date	Months	Amount	Per	Detail	Totals
659	Satallite Wagering - Jockey Club						
	Manager - JF	7/8/2008	12	3,461.54	ppp	90,000	
	Night Manager - SE		12	25.00	hour	41,600	
	Bonus Pool					6,580	
	Proposed Salary Increase					3,948	
							142,128
	Teamsters						
	Clerk, CW	8/20/2008	12	22.70	hour	47,216	
	Clerk, RT	8/20/2008	12	22.70	hour	47,216	
	Clerk, RG	6/20/2008	12	22.70	hour	47,216	
	Clerk, CG	9/18/2008	12	22.70	hour	47,216	
	Cleck, Part Time	2/21/2019	12	22.70	hour	17,706	206,570
	SEIU						
	Janitor, RQ	8/21/2008	12	24.22	hour	30,227	
	Supervising Janitor, DN	8/20/2008	12	26.51	hour	55,141	
	Janitor - SS	10/16/2017	12	24.22	hour	50,378	
	Janitor - EG	5/26/2012	12	24.22	hour	20,151	
	Janitor - EG	1/31/2010	12	24.22	hour	20,151	
	Janitor - RC Sr	8/20/2008	12	24.22	hour	20,151	
	Janitor, REF	1/31/2010	12	24.22	hour	20,151	
	Janitor, JT	8/20/2008	6	24.22	hour	10,076	226,425
	Security - TF	9/10/2008	12	23.65	hour	49,192	
	Security - DL	10/2/2014	12	23.65	hour	49,192	
	Security - RN	10/24/2008	4	23.65	hour	9,838	
	Security, OPEN		6	23.65	hour	19,677	127,899
							703,022

Part Time Positions 2020									
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
502	Administration								
	ADP Code 100								
	Admin Assist., RB	1	1	1000	hour	25.00	Hour	25,000	
	Part time fill in	1	1	150	hour	21.00	hour	3,150	
									28,150
522	Maintenance								
	ADP Code 300								
	Part time fill in	0	1	100	hour	20.00	hour	2,000	
									2,000
542	Fair Administration								
	P/T Fair Coord-TBA 1/1/19	1	1	1000	hours	25.00	hour	25,000	
	PT Fair Coord - TBA -	1	2	250	hours	20.00	hour	10,000	
	Arvin, Makayla	1	1	250	hours	18.00	hour	4,500	
									39,500
560	Fair Attendance Ops								
	Admissions Control	30	27	80	hours	16.00	hour	34,560	
	Fair Janitors (SEIU)	20	0	0	hour	18.50	hour		
	Guest Services	9	8	40	hours	17.00	hour	5,440	
	Receptionist	2	1	350	hours	22.00	hour	7,700	
	Other	0	2	40	hours	20.00	hour	1,600	
	Credential Coordinator	0	1	80	hours	18.00	hour	1,440	
									50,740
570	Miscellaneous Fair Expense								
	Parking Lot	19	22	60	hours	16.00	hour	21,120	
									21,120

Part Time Positions 2020								
630 Fair Exhibits - Competitive								
Exhibits Super - L. Arvin	1	1	1750	hours	28.00	hour	49,000	
Assist. - M Hart	1	1	50	hours	20.00	hour	1,000	
<i>Floral</i>								
Super - N. McDougal	1	1	400	hours	25.00	hour	10,000	
Assistant - R. Robillard	1	1	100	hours	16.00	hour	1,600	
Assistant - S. Samora	1	1	100	hours	14.00	hour	1,400	
Assistant - New	0	1	71.43	hours	14.00	hour	1,000	
<i>Culinary Arts</i>								
Super - Mary Burns	1	1	300	hours	25.00	hour	7,500	
Assistant 1 -	1	1	75	hours	16.00	hour	1,200	
Assistant 2	1	1	26.67	hours	15.00	hour	400	
Consultant - Bill	1	1	20	hours	20.00	hour	400	
<i>Home Arts</i>								
Assistant - G Green (quilting)	1	1	240	hours	25.00	hour	6,000	
<i>Fine Arts / Literary Arts</i>								
Superintendent - Literary	1	1	200	hours	20.00	hour	4,000	
Fine Arts Assistant	1	1	150	hours	20.00		3,000	
Assistant - C Boll	1	1	100	hours	20.00	hour	2,000	
Assistant - Jewelry/Sales Desk	1	1	100	hours	20.00	hour	2,000	
Assistant - Literary	1	1	100	hours	20.00	hour	2,000	
<i>Youth Exhibits</i>								
Dept Super - Della Chiesa, E	1	1	400	hours	20.00	hour	8,000	
Assistant - C. Neumann	1	1	83.33	hours	15.00	hour	1,250	
Assistant - S. Neumann	1	1	83.33	hours	15.00	hour	1,250	
<i>Technology</i>								
B. Brockbank	1	1	200	hours	25.00	hour	5,000	
Department Head	1	1	200	hours	25.00	hour	5,000	
Assistant	1	1	50	hours	20.00	hour	1,000	
<i>Youth Livestock</i>								
Barn Supervisor - B Camozzi	1	1	160	hours	20.00	hour	3,200	
								117,200
660 Fair Entertainment								
Union Musicians	5	5	0	hours	33.68	hour	-	
FollowSpot Operators - IATSE	2	2	30	hours	45.00	hour	2,700	
								2,700
590 Event Sales & Service								
Parking Employees - PT	48	48	275	hours	15.00	hour	22,125	
Event Attendant - TBD	1	1	500	hours	20.00	hour	10,000	
Event Attendant - J Flores	1	1	650	hours	21.00	hour	13,650	
Event Attendant - TBD	1	1	650	hours	20.00	hour	13,000	
Security Officer - TBD	0	1	1508	hours	39.00	hour	58,812	
								234,650

Part Time Positions 2020									
640	Food Service								
	<i>Bartender</i>								
	PT	1	1	600	hours	16.10	hour	9,658	
	K. Niblet	1	1	600	hours	21.00	hour	12,600	
		15	15	25	hours	22.00	hour	8,250	
	<i>Cook</i>								
	TBD	1	1	850	hours	24.00	hour	20,400	
	P.. Chavez Hernandez	1	1	500	hours	17.44	hour	8,720	
	F. Zamora	1	1	200	hours	18.31	hour	3,662	
	<i>Dishwasher</i>								
	Felicia. Clay	1	1	1000	hours	15.73	hour	15,730	
	<i>Cashier/Standworker</i>								
		1	1	500	hours	16.10	hour	8,048	
	Kim . Terleria	1	1	650	hours	15.33		9,965	
	<i>Busser/Runner</i>								
		1	1	600	hours	23.10	hour	13,860	
									110,893

		2020 EXPENSE DETAIL	
2019 Actual		2020 Projected	
504.001 Pro Services Admin			
Economic Planning Systems	\$ 15,752.26	Economic Planning	\$ -
Enviro Clean - clean carpets	\$ 2,975.00	Enviro Clean - Carpets	\$ 3,000.00
EPC Coomputer Solutions	\$ 11,137.50	EPC Computer Solutions	\$ 90,000.00
General Legal - Kahn, Soars	\$ 900.00	Legal Services - County	\$ 24,000.00
County Legal Services	\$ 19,920.00	Background Checks	\$ 1,500.00
Private Eye - Background Checks	\$ 1,398.22	EBMS Support	\$ 1,000.00
Skyhawk - Aerial Photo	\$ 525.00	Various Employment Ads	\$ 1,500.00
Mice Group - IT Support	\$ 19,817.50	DLB Financial Consulting	\$ 24,000.00
EBMS Support	\$ 306.25	Jazz HR Subscription	\$ 1,800.00
Notary Service	\$ 62.50	Miscellaneous Expenses	\$ 1,000.00
Hotel Room - Baumann	\$ 1,816.96		
Various Employment Ads	\$ 1,321.00		
Jazz HR Subscription	\$ 1,062.00		
Spanish Tranlations	\$ 178.20		
Employee DMV Checks	\$ 79.00		
DLB - Financial Consulting	\$ 29,747.50		
	\$ 106,998.89		\$ 147,800.00
Projected Sept - Dec			
DLB - Budget - Labor	\$ 8,500.00		
DLB Hotel Room - Budget	\$ 1,500.00		
Enviro Clean - Clean Carpets	\$ 3,400.00		
EPC Computer Solutions	\$ 20,000.00		
County - Legal Services	\$ 10,000.00		
Employee Backgroud Checks	\$ 200.00		
Employement Ads	\$ 800.00		
Jazz HR Subscription	\$ 624.00		
Projected Sept - Dec	\$ 45,024.00		
Insurance: 510			
General Liability	\$ 146,867.52	General Liability	\$ 157,148.25
Auto Insurance	\$ 3,729.24	Auto Insurance	\$ 3,729.24
Property Insurance	\$ 5,650.55	Property Insurance	\$ 6,611.14
Revenue Protection		Revenue Protection	\$ 5,000.00
Commercial Crime	\$ 2,375.00	Commercial Crime	\$ 3,230.04
Fiduciary Liability	\$ 2,320.00	Fiduciary Liability	\$ 2,375.04
	\$ 160,942.31		\$ 178,093.71
523.002 - Maint - Pro Services			
Alarm	\$ 4,981.86	Alarm - All Guard	\$ 7,500.00
Pest Control	\$ 7,020.00	Pest Control - Terminex	\$ 16,102.00
Janitorial	\$ 10,217.38	HVAC Maint Agreement	\$ 12,960.00

		2020 EXPENSE DETAIL	
2019 Actual		2020 Projected	
HVAC	\$ 11,092.56	Sewer	\$ 3,500.00
Fire Extinguishers	\$ 1,052.00	Annual Fire Extinguisher	\$ 1,100.00
Ads for Employees	\$ 873.00	Employment Ads	\$ 1,000.00
Roof Repairs	\$ 2,975.00	Miscellaneous	\$ 7,500.00
Sewer	\$ 3,000.00	Janitorial	\$ 10,000.00
Electrical Splicing	\$ 1,680.00		
Card reader Install/Safes	\$ 2,300.00		
	\$ 45,191.80		
Projected Sept - Dec			
Alarm	\$ 2,473.60		
Pest Control	\$ 8,614.00		
Janitorial	\$ 4,000.00		
HVAC	\$ 6,480.00		
Misc.	\$ 5,000.00		
	\$ 26,567.60		\$ 59,662.00
Special Repairs - 533.00	(Ignore this section - see Cl.Projects Sheet)		
Rehab Sequoia RR	\$ 46,116.00	Asphalt Repairs	\$ 80,000.00
Office Main Lobby	\$ 4,470.00	Expo Hall	\$ 50,000.00
Fence line Gates 8 & 9	\$ 11,550.00	Electrical Upgrade - Redwood Hall	\$ 25,000.00
Redwood Hall Electrical	\$ 23,270.06	Communication Upgrade - Facility	\$ 20,000.00
Cypress Fire Alarm	\$ 1,896.00	Heaters - Redwood Hall	\$ 30,000.00
Saratoga Room	\$ 2,235.00		
Event Pavilion Lighting	\$ 1,612.00		
Asphalt & Catch Basin	\$ 81,750.00		
Expo Hall Skylights	\$ 26,710.00		
South Side Panic Doors - Expo	\$ 58,244.50		
Tree Trimming	\$ 30,000.00	Miscellaneous - Unplanned	\$ 100,000.00
	\$ 287,853.56		
Projected Oct - December			
Office	\$ 5,000.00		
Fence & Pergola - Fiesta North	\$ 40,000.00		
Café in Fiesta	\$ 15,000.00		
	\$ 60,000.00		\$ 305,000.00

		2020 EXPENSE DETAIL	
2019 Actual		2020 Projected	
Pro Services - Fair 542.001			
Pennie Rorex - Marketing & PR	\$ 76,496.00	Marketing - Pennie Rorex	\$ 73,000.00
Michael Black graphic designs	\$ 8,257.52	Michael Black - Graphic Designs	\$ 8,500.00
Event Partnership - Sponsorship	\$ 7,800.00	Fair Ap - Aloompa	\$ 3,000.00
Aloompa, LLC	\$ 3,000.00	Website - XO Pandora	\$ 8,000.00
XO Pandora - Website	\$ 17,809.97	Employment Ads	\$ 2,000.00
Employment Ads	\$ 2,193.00	Marketing - clips	\$ 1,000.00
Marketing e clips - Burrell's Luce	\$ 766.00	Box Office Operations - Steve P	\$ 26,750.00
Steve Perich - Box Office	\$ 26,750.00	DLB Consulting - Credentials & Aud	\$ 20,500.00
DLB - Credential Program	\$ 15,273.75	Fair Pomo Videos	\$ 7,000.00
Fair Promo Videos	\$ 6,806.00	Fair Photos - Pat Johnson	\$ 1,000.00
DLB - Audits	\$ 8,000.00	Misc.	\$ 1,000.00
Fair Photography - Pat Johnson	\$ 1,000.00		
	\$ 166,352.24		\$ 151,750.00
Fair Ops - Travel & Training - 544.500			
		WFA - 3 people	\$ 3,500.00
		IAVM - Fair Manager	\$ 2,000.00
		IAFE - Fair Manager	\$ 2,000.00
		Fair Visits	\$ 500.00
			\$ 8,000.00
Fair Operations - Pro Services 562.000			
Barry Schaible - Ride Inspector	\$ 5,500.00	Ride Inspector - Barry	\$ 5,500.00
Expenses - Schaible	\$ 290.77	Barry - Expenses	\$ 300.00
Praetorian - Security	\$ 98,284.52	Security	\$ 105,000.00
United Ambulance - Medical	\$ 11,567.50	EMT - Medical	\$ 11,500.00
Enviro Clean - Janitorial	\$ 70,460.50	Janitorial - Enviro Clean	\$ 72,500.00
Butler Credit	\$ (10,250.00)	Extra Hire - Pro	\$ 1,500.00
Union Payroll 510 Workers - Banners	\$ 2,941.74	5 K Run Coordinator	\$ 5,000.00
		Butler Credit	\$ (10,250.00)
	\$ 178,795.03		\$ 191,050.00

		2020 EXPENSE DETAIL	
2019 Actual		2020 Projected	
Fair Operations - Supples & Expense 563.000			
Fair Selfie Museum	\$ 1,414.67	Fair Contests/Exhibits	\$ 5,000.00
Daily Contests	\$ 104.90		
Fair Farm Exhibits	\$ 23.96		
Family Game Zone	\$ 303.89		
Restroom Feather Flags	\$ 323.88		
Ticket Fees	\$ 39,916.16	Ticket Fees	\$ 40,000.00
Badge Supplies	\$ 5,315.57	Badge Supplies	\$ 5,500.00
Signs	\$ 5,340.44	Signs	\$ 5,500.00
Equipment Rental		Equipment Rental	
Radios	\$ 6,388.86	Radios	\$ 6,500.00
Fencing	\$ 8,123.68	Fencing	\$ 8,000.00
Golf Carts	\$ 4,155.95	Golf Carts	\$ 4,200.00
Light Towers	\$ 741.58	Light Towers	\$ 750.00
Generator - Blues & Brews	\$ 2,951.30	Generator - Blues & Brews	\$ 3,000.00
Scaffold - Fiesta Light Crew	\$ 1,617.12	Scaffold - Light Crew	\$ 1,600.00
Hoppers	\$ 723.41	Garbage Containers	\$ 1,623.00
Compost Bins	\$ 900.00	Portable Restrooms	\$ 5,700.00
Portable Restrooms	\$ 5,697.60	Reach Lift	\$ 4,057.26
Reach Lift	\$ 4,057.26		
Butler Credit	\$ (10,250.00)	Butler Credit	\$ (10,250.00)
Hotels	\$ 24,772.08	Hotels	\$ 25,000.00
Backstage Catering & Staff Meals	\$ 11,726.18	Backstage Catering & Staff Meals	\$ 12,000.00
Clothing - Uniforms	\$ 11,492.34	Clothing - Uniforms	\$ 11,500.00
Office Supplies	\$ 4,380.57	Office Supplies	\$ 4,500.00
Printing	\$ 9,976.28	Printing	\$ 10,000.00
Junior Fair board	\$ 293.08	Junior Fair board	\$ 300.00
Guest Services	\$ 224.98	Guest Services	\$ 250.00
	\$ 140,715.74		\$ 144,730.26
Fair Ops - Other 564.000			
Pacific Islanders Day Volunteers	\$ 4,836.00	Pacific Islanders Day Volunteers	\$ 4,850.00
Complaint Resolution	\$ 100.00	Pride Day	\$ 5,000.00
		Miscellaneous	\$ 750.00
			\$ 10,600.00

		2020 EXPENSE DETAIL	
2019 Actual		2020 Projected	
General Fair Decorations - 566.000			
Repair Planters/ Coco liners	\$ 1,169.81	Plants, plant holders	\$ 3,500.00
Seeds - Plants	\$ 5,330.24	Vellum	\$ 650.00
Breezeway Décor	\$ 98.94	General Decorations	\$ 2,000.00
Vellum	\$ 610.94		
Pallet Fee	\$ 16.35		
General Decorations	\$ 383.93		
	\$ 7,610.21		\$ 6,150.00
Fair - Comp Exhibits Judges 632.000			
Agriculture - 1	\$ 50.00	Culinary Arts	\$ 1,200.00
Culinary Arts 20	\$ 875.00	Fine Arts	\$ 1,900.00
Fine Arts -7	\$ 1,200.00	Floral Arts	\$ 1,000.00
Floral Arts - 11	\$ 955.00	Home Arts	\$ 2,000.00
Home Arts - 18	\$ 1,520.00	Piano Competition	\$ 500.00
Piano Competition - 2	\$ 500.00	STEM	\$ 700.00
Youth Exhibits - 8	\$ 400.00	Youth	\$ 750.00
Youth Livestock - 9	\$ 3,554.67	Youth Livestock	\$ 5,300.00
	\$ 9,054.67		\$ 13,350.00
Fair - Comp Exhibits - Pro Services 633.000			
Culinary Arts - UC Regents	\$ 700.00	Fine Arts - Super (Boris)	\$ 15,000.00
Fine Arts - Boris Koodrin	\$ 19,350.00	Haul Panels - James Steward	\$ 1,500.00
Home Arts - Julie Curry	\$ 6,000.00	Home Arts Super (Julie Curry)	\$ 6,000.00
Ikebana Demonstration	\$ 1,000.00	Ikebana Demonstration	\$ 1,000.00
James Steward - haul panels	\$ 1,500.00	Official Vet - Dr. Seals	\$ 1,000.00
Youth Livestock - Dr. Seals = Vet	\$ 1,000.00	Piano Competition	\$ 100.00
		Youth Livestock - (Robin)	\$ 5,600.00
	\$ 29,550.00		\$ 30,200.00

		2020 EXPENSE DETAIL	
2019 Actual		2020 Projected	
Livestock Auction Expenses - not included in budget			
Calibration of Scales	\$ 250.20		
Jon Amarna - Transport	\$ 2,500.00		
Scott Pimentel - Auctioneer	\$ 1,000.00		
Lamb Board - Check off fees	\$ 31.04		
Brand Inspector	\$ 50.00		
Sheep & Goats - Superior	\$ 1,565.00		
Beef Processing	\$ 2,870.00		
Auction Expenses to JE	\$ 8,266.24		
Competitive Exhibits - Supplies & Expense - 634.000			
		Floral Arts	\$ 800.00
		Culinary Arts	\$ 1,800.00
		Home Arts	\$ 800.00
		Fine Arts & literary	\$ 4,600.00
		Youth - Includes Piano	\$ 2,500.00
		STEM	\$ 3,300.00
		Youth Livestock	\$ 13,513.00
			\$ 27,313.00
Fair Entertainment - Pro Services 662.000			
Wilson Events - Booking	\$ 32,500.00	Wilson Events - Booking	\$ 40,000.00
Promo Vides	\$ 100.00	Production Manager - L. Del Arroz	\$ 6,000.00
General Supplies	\$ 85.81	StageRunners (6)	\$ 900.00
Stagehands -	\$ 17,065.00	Lead Stagehand (T. Atherton)	\$ 2,200.00
Production Manager	\$ 6,000.00	Driver/Stagehand (B Sogohian)	\$ 2,700.00
		Stagehands (3)	\$ 6,180.00
Speda Sound - Sound	\$ 40,950.00	Stagehands (3)	\$ 3,160.00
Speeda Sound - Backline	\$ 18,993.50	Stagehand - Mclharge	\$ 1,925.00
Lights West - Stages & Lights	\$ 49,500.00	Stages & Lights - Lights West	\$ 51,000.00
Silent Disco Lighting	\$ 6,430.00		
		Sound & Backline - Speeda Sound	\$ 60,000.00
		Silent Disco Lighting	\$ 6,500.00
		Video Wall	\$ 23,080.00
Video Wall - posted to S & E - 19	\$ 28,080.00		\$ 203,645.00

		2020 EXPENSE DETAIL	
2019 Actual		2020 Projected	
Fair Entertainment - Grounds Acts 665			
		BC Characters	\$ 8,075.00
		Boom Percussion	\$ 11,954.00
		Kellie Karl - Hypnotist	\$ 10,260.00
		Butterfly Adventures	\$ 14,900.00
		Dennis Forel - Balloonacy	\$ 6,210.00
		Pacific Islands Day	\$ 7,500.00
		Misc - TBD	\$ 116,101.00
			\$ 175,000.00
ESS - Professional Services 592.			
Employment Ads	\$ 747.00		
DLB - Maker Faire Accounting	\$ 4,866.25		
Parking S & Expense - includes subs 596.			
Parkhub - old system	\$ 1,910.00		
e-tix fees (includes equipment)	\$ 21,000.00		
Water & Color Rent	\$ 178.80		
Miscellaneous Equipment	\$ 700.00		
Diamond Traffic Products	\$ 1,321.95		
Campground Master	\$ 100.00		
Employment Ads	\$ 1,144.45		
Consultants	\$ 748.00		
Meals	\$ 370.85		
Signs	\$ 855.32		
Uniforms & Cleaning	\$ 184.90		
Office Supplies	\$ 1,666.23		
Private Investigator	\$ 450.00		
Extra Staffing -	\$ 5,552.75		
Rent Lots	\$ 1,750.00		
Transportation of JC Patrons	\$ 1,550.00		
Facility Marketing - Includes Subs 597.000			
Print Media	\$ 4,000.00		
Travel	\$ 1,500.00		
Hospitality/Sponsorship	\$ 5,903.66		
Pro Services - Constant Contact	\$ 3,780.00		
Pro Services - Pennie	\$ 13,500.00		

		2020 EXPENSE DETAIL	
2019 Actual		2020 Projected	
Pro Services - ESS - FS - 643.000			
Food Services Auditing	\$ 4,000.00	Beer Tech - Fair	\$ 4,800.00
Beer Tics - Maker Faire	\$ 2,000.00	Employment Ads	\$ 500.00
Beer Techs - Fair	\$ 4,800.00	Beer Techs - Other Events	\$ 1,000.00
Employment Ads	\$ 499.00	Travel/Mileage	\$ 2,500.00
Beer Techs - Other Events	\$ 950.00		
Labor install Fryers	\$ 300.00		
Travel / Mileage	\$ 2,460.65		
	\$ 15,009.65		\$ 8,800.00
Pro Fees - Jockey Club 659.600			
HVAC Service Agreement	\$ 5,188.00	HVAC Service Agreement	\$ 6,000.00
HVAC Repairs	\$ 2,000.00	HVAC Repairs	\$ 2,000.00
			\$ 8,000.00
Expensed Equipment - 723.000 - Under 5,000 per item - life expectancy of less than 1 year			
		Undefined Equip purchase - Kitchen, Grounds, Maint.	\$ 50,000.00
			\$ 50,000.00

Property Enhancement = Revenue Generation/ Revenue Protection	Budget Year ESTIMATE				CODE	QUOTE	STATUS
	2018	2019	2020	2021			
Cypress A/C Replacement	\$325,000.00				RP		complete
Cypress Fire System		\$25,000.00			RP		In progress
Sequoia Restrooms interior remodel - fixtures ADA compliant		\$46,116.00			RP		complete
Expo Hall South Doors - Replacement		\$60,000.00			RP		complete
Expo Hall Skylights		\$26,710.00			RP		
Event Pav Lighting		\$2,734.00			RP		
Security Camera Upgrades Fiesta Hall		\$2,234.00			RP		
Admin Lobby		\$8,000.00			RP		
Asphalt & drainage repairs to Property		\$81,749.00			RP		
Fencing Upgrades on Property	\$20,000.00	\$0.00	\$60,000.00				complete
Modify North Gate JC		\$2,000.00					
Door Replacement Meeting Pav, Sequoia			\$30,000.00		RG		Replace existing old doors on bldgs.
HVAC Admin office- Current unit 30+ years old and inadequate and not energy efficient		\$25,000.00			RG		Replace existing old doors on bldgs.
Fencing Upgrades on Property			\$20,000.00				
Fiesta Hall Improvements NW Replace Awnings/Signage + Pergola Café & Improved Lighting throughout grounds -		\$43,000.00			RG		Aging and in need of Replacement
Internet and Wi-Fi Upgrades - switches, 2 routers, ap Wi-Fi devices - Increased from \$125k		\$120,000.00	\$280,000.00		RG		existing conditions under review
Public Safety Center Rehab + Expansion needed for onsite Public Safety Staff and AMR Contract		\$45,000.00	\$50,000.00		RP		In process estimate completion 2020
Re-Roof Cypress #1			\$100,000.00		RP		In process 2019 est. completion.
Re-Roof Jockey Club #2			\$100,000.00		RP		Overlay membrane on concrete arch, 18,000 sq. ft. 11 valleys
Add 'I' electrical upgrade Redwood Hall			\$25,000.00		RP		Overlay membrane on concrete arch, 18,000 sq. ft. 11 valleys
Replace sub station Central Mall				\$300,000.00	RP		electrical upgrade for infrastructure, fixtures,etc

Communication Upgrade/Facility Wide Install approx. 2500' 10 gig 12-strand fiber optic cable in existing underground duct bank.			\$20,000.00		RG		Replace 1 gg fiber w/10gg VOIP, network data and public infrastructure
Heaters Redwood Hall/install 8 gas fired forced air heaters-presently hall has no heat			\$30,000.00		RP		Install 8 gas fired air heaters, 14,000 sq. ft. gas supply, add 'l venting
Redwood Hall Electrical		\$21,491.00					
Replace main panel in sequoia - tie in power to restrooms - Fully expensed							to provide additional power to recent restroom upgrades - labor only.
Repair/replace distro (aka electrical panel) at gate 5		\$2,000.00			RP		existing apparatus is decaying and outdated
Power up Buss duct in Cypress			\$6,000.00		RP		Bus duct was disconnected in 08 during JC renovations.
Add pin & sleeve outlets to old HVAC circuits on Cypress Hall			\$2,000.00		RG		Will enhance power distribution for events
Continue drywall façade project in Expo		\$20,000.00	\$25,000.00		RG		Hire contractor to complete project
Build out maintenance yard, lighting, gates			\$35,000.00		RP		contingency for UFES
Modify north gate near JC restrooms (alarmed panic bar and more expanded metal)					RP		Security Issue -
Shade for Café Area and Cypress Stage Area			\$25,000.00		RG		rebuild pergola Café, install new shade cloth over Cypress Stage
General Signage			\$10,000.00	\$25,000.00	RG		Replace Entry Signage
Property Enhancement Rev Gen Subtotal	\$345,000.00	\$531,034.00	\$863,000.00	\$325,000.00		Subtotal	\$2,064,034.00
Health and Safety	=						
Property Protection	2018	2019	2020	2021	CODE	QUOTE	STATUS
Steam cleaner-located at the wash rack - replacement	\$6,000.00	\$0.00			HS		complete
Electrical infrastructure repair, Arestors		\$3,325.00			HS		complete
Tree Trimming - property wide		\$30,000.00			HS		complete
Key code cutter - duplicate keys	\$1,600.00				HS		complete
Replace chain link fencing property wide [Electronic gates] damaged/replacement		\$0.00	\$60,000.00		HS		gate 3-4, 8-9 complete 9- 10 scehduled June 3rd.

PA expansion system-North of Fiesta Hall to entire grounds - new				\$125,000.00	HS		Health and Safety Improvement for all grounds announcement
Drainage and moisture barrier Event Pavilion		\$13,500.00			HS/RP		Needed to eliminate moisture in bldg.
Purchase new sweeper		\$105,000.00			HS		Needed for daily waste management
Property Wide Asphalt Repair	\$30,000.00		\$80,000.00	\$70,000.00	HS		Annual asphalt repairs
Open/clean & repair electrical trenches in expo			\$10,000.00		HS/RP		trip hazard
Rain gutters for ESS bldg.		\$2,500.00			HS/RP		Needed to prevent mold and deterioration of bldg.
Health and Safety/ Property Protection Subtotal	\$37,600.00	\$154,325.00	\$150,000.00	\$195,000.00		Subtotal	\$536,925.00
Event Equipment	2018	2019	2020	2021	CODE	QUOTE	STATUS
Aluminum picnic tables -18 - replacement	\$18,800.00				EE	\$18,361.30	qty 26 -Rec'd 10/16/18
Tables: 8'x30" (100 ea.) Tables: 6'x30" (40 ea.) replacement (Tables budget Combined)	\$14,000.00				EE	\$11,837.40	Rec'd 10/10
Tables - Classroom for Jockey Club (10 ea.) - replacement	\$1,403.98				EE	\$1,403.98	Rec'd 10/10/18
Walk behind interior sweeper-Tenant	\$4,239.33				EE	\$4,239.33	Rec'd 9/26/18
Hot Coal receptacles-ashes from BBQ - replacement	\$1,049.95				EE		Rec'd 11/6/18
6 passenger Golf Cart (Used)		\$8,175.00			EE		
4 Passenger		\$5,500.00			EE		
Water Refill Stations		\$10,133.00			EE		
Fence Scrim		\$21,640.00			EE		
IPADS for BOD		\$8,037.00			EE		
Aluminum Bleachers		\$10,892.00			EE		
Exterior trash receptacles - replace existing		\$36,000.00			EE		ordered 1 example,3 bids complete by 5/1/19
Bagg Engineering Report Redwood		\$15,000.00					
Interior trash receptacles - replace existing		\$9,000.00	\$11,000.00		EE		2 examples in board rm, waiting on review input from board
Office Furniture		\$3,465.00					
Equip - misc Kitchen, Grounds, Maint			\$57,000.00		EE		
CEIA Magnetometers (10)	\$60,000.00	\$0.00			EE		
Staging Equipment Purchase 2 Stair sets		\$4,500.00			EE		
Update Radios and Equipment for Property		\$25,444.00			EE		

Hopper		\$1,645.00			EE		
Refridgerated Merchandiser		\$1,417.00			EE		
Stanchions and Cart		\$2,649.00			EE		
Event Equipment Subtotal	\$99,493.26	\$163,497.00	\$68,000.00	\$0.00		Subtotal	\$330,990.26

Total Project Dollar Estimate	2018	2019	2020	2021
\$2,931,949.26	\$482,093	\$848,856	\$1,081,000	\$520,000
Less project dollars spent and project complete	\$482,093	\$225,340	\$0	\$0
Remaining Project Spend	\$0	\$344,465	\$1,081,000	\$520,000

Compared to Budget	2019	2020
Total Capitalized Improvements to County		
Assets	\$120,000.00	\$590,000.00
Capitalized Equipment	\$161,340.00	\$441,000.00
Expensed Projects	\$472,034.00	
Expensed Equipment	\$95,482.00	\$50,000.00
Remaining Budget Allocation 2019	\$344,465.00	
	\$848,856.00	
Total	\$1,193,321.00	\$1,081,000.00

HS = Health & Safety

RP = Revenue Protection

RG = Revenue Generation

EE = Event Equipment

= Completed Projects