

November 20, 2001

TO: Honorable Board of Supervisors

FROM: John S. Root, General Manager 

RE: 2002 Proposed Budget - San Mateo County  
Exposition and Fair Association

**Recommendation:** Approve a resolution accepting the 2002 budget of the San Mateo County Exposition and Fair Association.

**Background and Highlights:** The Expo Center Board and staff prepared the budget through their committee process. Expo Center Board approval was then made on October 24th. We have met with County Manager John Maltbie and Assistant County Manager Paul Scannell to review 2001 and our proposed budget for 2002. After your approval, the budget will be sent to the State Division of Fairs & Expositions for final approval.

### 2001 Results

2001 will conclude with a revenue shortfall of 4.9% of budget and expenses of 97.9% of budget. 2001 will have been an unusual year with both the annual County fair and year round shows being down from budget figures. A 2002 major maintenance project was completed in 2001 as recommended by the State to take advantage of a bid savings.

The net result of the above gives us a year end reserve of 13.9% vs. the budgeted reserve of 15%, a shortfall of \$55,264.

Beginning 2001 with a healthy reserve and partnerships with both the County and the State allowed us to do a number of significant major maintenance projects. These were primarily for paving and roofing.

A summary of our projects, equipment purchases and special repairs from 1987 through 2002 is included with the budget and this memo. The summary reflects the sources of funds. The Expo Center earnings expended total \$4,400,977, State funds totaled \$1,209,349, County funds of \$454,956 and contractors \$273,213.

# SAN MATEO COUNTY EXPO CENTER

PROJECTS (1987 THRU 2002)

REVISED 11-2-01

EQUIPMENT		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
1987		1987		1987		1987		1987		1987
GENIE BOOM	\$28,208	EAST LOT LIGHTING	\$31,167	STORM DRAIN	\$3,794	PAVING	\$101,039	NONE		
FOLDING TABLES	\$5,773	MAJOR PAVING	\$17,069	DOOR REPAIRS	\$3,367	RESTROOM	\$1,504			
WALKIE TALKIE/CHARGERS	\$2,994	CONSTRUCTION BONDS-EXPO	\$126,295	OTHER REPAIRS	\$828	LOT LIGHTING	\$60,000			
OTHER EQUIPMENT	\$1,324	OTHER IMPROVMENTS	\$10,512							
<b>TOTAL</b>	<b>\$38,299</b>	<b>TOTAL</b>	<b>\$185,043</b>	<b>TOTAL</b>	<b>\$7,989</b>	<b>TOTAL</b>	<b>\$162,543</b>	<b>TOTAL</b>	<b>\$0</b>	<b>\$393,874</b>
1988		1988		1988		1988		1988		1988
FOLDING TABLES	\$5,553	ADM. OFFICE REMODLING	\$22,600	PATCH PAVING	\$3,887	PAVING	\$116,528	NONE		
OTHER EQUIPMENT	\$5,510	RV PLUMBING/ELECTRIC	\$59,953	ELECTRICAL REPAIRS	\$2,562	PLAZA STAGE	\$4,995			
		CONSTRUCTION BONDS-EXPO	\$157,618	OTHER REPAIRS	\$2,992	RESTROOM	\$1,684			
		OTHER IMPROVEMENTS	\$12,474			ADM. CEILING	\$4,713			
<b>TOTAL</b>	<b>\$11,063</b>	<b>TOTAL</b>	<b>\$252,645</b>	<b>TOTAL</b>	<b>\$9,441</b>	<b>TOTAL</b>	<b>\$127,920</b>	<b>TOTAL</b>	<b>\$0</b>	<b>\$401,069</b>
1989		1989		1989		1989		1989		1989
NEW TOYOTA FORKLIFT	\$16,454	MAJOR PAVING	\$8,337	ELECTRICAL REPAIRS	\$2,587	NONE		NONE		
FOLDING CHAIRS	\$6,452	CONSTRUCTION BONDS-EXPO	\$187,610	DOOR REPAIRS	\$3,065					
FOLDING TABLES	\$15,767	OTHER IMPROVEMENTS	\$4,662	AIR UNIT REPAIRS	\$4,038					
PEGBOARD PANELS	\$5,131			OTHER REPAIRS	\$4,009					
PORTABLE ELECTRIC SIGN	\$19,762									
MACINTOSH COMPUTER	\$2,888									
IBM DISPLAY & PRINTER	\$2,956									
OTHER EQUIPMENT	\$7,418									
<b>TOTAL</b>	<b>\$76,828</b>	<b>TOTAL</b>	<b>\$200,609</b>	<b>TOTAL</b>	<b>\$13,699</b>	<b>TOTAL</b>	<b>\$0</b>	<b>TOTAL</b>	<b>\$0</b>	<b>\$291,136</b>

# SAN MATEO COUNTY EXPO CENTER

## PROJECTS (1987 THRU 2002)

EQUIPMENT		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
1990		1990		1990		1990		1990		1990
WALKIE TALKIES	\$2,488	PROF. LANDSCAPING	\$5,380	BROKEN WATER LINE	\$5,236	ROOFING	\$80,777	NONE		
FOLDING CHAIRS	\$6,738	READERBOARD-WEST GATE	\$72,286	PATCH PAVING	\$4,628	PAVING	\$3,472			
FOLDING TABLES	\$4,864	MAJOR PAVING	\$66,924	AIR UNIT REPAIRS	\$6,484					
COMPUTER-PORTABLE SIGN	\$2,097	LIGHTING PROJETS	\$10,275	OTHER REPAIRS	\$2,284					
PECBOARD PANELS	\$12,460	ELECTRIC CABLE-EXPO HALL	\$5,380							
USED CLARK FORKLIFT	\$13,406	ARCHITECT FEES-MASTER PLAN	\$53,206							
RESTAURANT EQUIP.	\$28,000	CONSTRUCTION BONDS-EXPO	\$64,658							
SHOW ELECTRICAL EQUIP.	\$10,000	ELECTRIC MOTORS-EXPO DOORS	\$5,463							
PAINT SPRAYER	\$2,554	OTHER IMPROVEMENTS	\$27,097							
OTHER EQUIPMENT	\$12,846									
<b>TOTAL</b>	<b>\$95,453</b>	<b>TOTAL</b>	<b>\$310,669</b>	<b>TOTAL</b>	<b>\$18,632</b>	<b>TOTAL</b>	<b>\$84,249</b>	<b>TOTAL</b>	<b>\$0</b>	<b>\$509,003</b>
<b>1991</b>		<b>1991</b>		<b>1991</b>		<b>1991</b>		<b>1991</b>		<b>1991</b>
MAC COMPUTERS/PRINTERS	\$7,958	ADM. OFFICE IMPROVEMENTS	\$12,216	PATCH PAVING	\$8,682	NONE		NONE		
GOLF CART	\$4,305	RESTAURANT IMPROVEMENTS	\$48,087	PLUMBING REPAIRS	\$3,754					
WALKIES TALKES/ACCES.	\$4,600	EXPO HALL OFFICE/CONCESSION	\$136,123	OTHER REPAIRS	\$5,419					
OTHER EQUIPMENT	\$8,592	OTHER IMPROVEMENTS	\$9,765							
<b>TOTAL</b>	<b>\$25,455</b>	<b>TOTAL</b>	<b>\$206,191</b>	<b>TOTAL</b>	<b>\$17,855</b>	<b>TOTAL</b>	<b>\$0</b>	<b>TOTAL</b>	<b>\$0</b>	<b>\$249,501</b>

# SAN MATEO COUNTY EXPO CENTER

## PROJECTS (1987 THRU 2002)

EQUIPMENT		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
1992		1992		1992		1992		1992		1992
(2) MAINT. TRUCKS & RACK	\$8,814	ADM. OFFICE IMPROVEMENTS	\$21,075	PAVING PATCHWORK	\$11,050	ELECTRICAL	\$175,427	ELECTRICAL	\$100,000	
MAC. COMPUTERS/PRINTERS	\$3,340	FOOD SERVICE IMPROVEMENTS	\$15,421	PHONE SYSTEM	\$3,828			FOOD SERVICE *	\$25,000	
CANON COPIER	\$11,595	BUILDING HEATERS	\$1,942	PLUMBING REPAIRS	\$2,841			* (FINE HOST)		
RENTAL SETUP EQUIP.	\$2,946	MAJOR LANDSCAPING-TREES	\$8,522	DOORS/WINDOWS	\$3,220					
(5) SETS OF BLEACHERS	\$21,860	ADA SURVEY	\$9,019	SPRINKLERS	\$2,112					
TELEPHONE SYSTEM	\$24,975	EXPO HALL TICKET OFFICE	\$18,880	ELECTRICAL REPAIRS	\$1,413					
HEAVY DUTY SIGNS	\$4,137	GATE H WIDENING/IMPROVEMENT	\$47,452	EMERGENCY LITES	\$1,948					
CABINET SAW	\$1,386	ELECTRICAL PROJECT	\$11,689	OTHER REPAIRS	\$6,914					
ELECTRIC JACKHAMMER	\$1,507	LIGHTING PROJECTS	\$4,575							
OTHER EQUIPMENT	\$4,260	OTHER IMPROVEMENTS	\$6,199							
<b>TOTAL</b>	<b>\$84,820</b>	<b>TOTAL</b>	<b>\$144,774</b>	<b>TOTAL</b>	<b>\$33,326</b>	<b>TOTAL</b>	<b>\$175,427</b>	<b>TOTAL</b>	<b>\$125,000</b>	<b>\$563,347</b>
<b>1993</b>		<b>1993</b>		<b>1993</b>		<b>1993</b>		<b>1993</b>		<b>1993</b>
(6) PORTABLE RADIOS	\$5,322	HEATERS-CYPRESS HALL	\$6,922	DOOR REPAIRS	\$4,775	NONE		TABLES & CHAIRS *	\$20,460	
CURRENCY COUNTER	\$1,594	SOUND SYSTEM	\$21,762	PATCH PAVING	\$14,240			* (FINE HOST)		
MAC COMPUTER/PRINTER	\$1,531	EXPO BOX OFFICE IMPROVEMENTS	\$6,115	AIR UNIT REPAIRS	\$7,237					
CAFE TABLES/CHAIRS	\$5,259	WIDEN GATE H	\$83,394	COLUMN REPAIRS	\$3,387					
RENTAL SETUP EQUIPMENT	\$7,447	ADA SAFETY IMPROVEMENTS	\$7,768	STAGE REPAIRS	\$1,250					
CAMCORDER	\$1,028	EXTERIOR LIGHTING	\$12,277	OTHER REPAIRS	\$2,800					
DISPLAY STANDS-FAIR	\$1,190	EXPO CAFE IMPROVEMENTS	\$1,240							
OTHER EQUIPMENT	\$4,567	MAJOR IRRIGATION/LANDSCAPING	\$3,377							
		OTHER IMPROVEMENTS	\$2,584							
<b>TOTAL</b>	<b>\$27,938</b>	<b>TOTAL</b>	<b>\$145,439</b>	<b>TOTAL</b>	<b>\$33,689</b>	<b>TOTAL</b>	<b>\$0</b>	<b>TOTAL</b>	<b>\$20,460</b>	<b>\$227,526</b>

# SAN MATEO COUNTY EXPO CENTER

## PROJECTS (1987 THRU 2002)

EQUIPMENT		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
1994		1994		1994		1994		1994		1994
GENERATORS/EMERG. LIGHTS	\$2,470	SOUND SYSTEM	\$8,295	HEATERS	\$1,895	EXPO CAFE FLOOR	\$19,065	EXPO CAFE FLOOR *	\$2,500	
(3) COMPUTERS/PRINTER	\$4,783	ADA SAFETY IMPROVEMENTS/MM	\$7,743	PATCH PAVING	\$7,041			* (FINE HOST)		
UTILITY VEHICLE/MAINT.	\$1,575	P.G. & E. TRANSFORMERS/RG	\$13,326	DOOR REPAIRS	\$2,156					
ASSISTIVE LISTENING SYSTEM	\$1,500	EXPO CAFE FLOOR REPLACEMENT	\$14,194	PAINTING	\$7,263					
OTHER EQUIPMENT	\$950	OAK HALL HEATERS	\$5,249	OTHER REPAIRS	\$8,429					
		EXPO CONCESSION STAND/DESIGN	\$6,842							
		EXTERIOR LIGHTING	\$4,225							
		OTHER IMPROVEMENTS	\$4,888							
<b>TOTAL</b>	<b>\$11,278</b>	<b>TOTAL</b>	<b>\$64,762</b>	<b>TOTAL</b>	<b>\$26,784</b>	<b>TOTAL</b>	<b>\$19,065</b>	<b>TOTAL</b>	<b>\$2,500</b>	<b>\$124,389</b>
EQUIPMENT		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
1995		1995		1995		1995		1995		1995
WALKIE TALKIES/CHARGERS	\$3,470	MAJOR PAVING	\$25,000	DRAIN & SEWER	\$1,410	AMERICAN GRILLE-REV. GEN.	\$49,388	MOBILE RESTROOM *	\$34,293	
(3) CHICKEN PENS	\$1,913	REDWOOD ROOF	\$12,216	ELECTRICAL	\$1,130			* (B & B AMUSEMENT)		
(7) STORAGE CONTAINERS	\$1,125	ADA SAFETY-RESTROOMS	\$16,023	PATCHWORK PAVING	\$9,697			ODOM GARDEN-DONATIONS	\$1,090	
METAL BAND SAW	\$1,500	(15) PANIC DOOR REPLACEMENTS	\$11,470	PANIC DOORS	\$1,001			FOOD SERVICE BUYOUT *	\$90,908	
STAGE GUARD RAILING	\$2,325	REPLACE PLAZA STAGE	\$24,137	WAREHOUSE ROOF	\$3,459			* (SODEXHO)		
WATER HEATER-EXPO	\$1,461	SEWER UPGRADE-WEST LOT	\$4,000	OTHER REPAIRS	\$785					
CHARGRILL	\$3,053	SOUND SYSTEM-LEASE PURCHASE	\$43,401							
HOT DOG WARMER	\$1,148	P.G. & E. TRANSFORMERS	\$22,845							
FRYING SYSTEM	\$6,312	FOOD SERVICE-INVEST. BUYOUT	\$100,000							
AIR BAR COOLER	\$2,104	AMERICAN GRILL-CONC. STAND	\$22,215							
MENU BOARD SYSTEM	\$1,479	OTHER IMPROVEMENTS	\$5,268							
STEEL TABLES	\$2,681									
STEEL GRILL	\$1,697									
FREEZER	\$2,198									
OTHER EQUIPMENT	\$7,689									
<b>TOTAL</b>	<b>\$40,155</b>	<b>TOTAL</b>	<b>\$286,575</b>	<b>TOTAL</b>	<b>\$17,482</b>	<b>TOTAL</b>	<b>\$49,388</b>	<b>TOTAL</b>	<b>\$126,291</b>	<b>\$519,891</b>

# SAN MATEO COUNTY EXPO CENTER

## PROJECTS (1987 THRU 2002)

EQUIPMENT		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
1996		1996		1996		1996		1996		1996
MAC PERFORMA COMPUTERS	\$8,683	P. G. & E. TRANSFORMERS	\$20,382	SIDEWALK REPAIRS-OAK	\$3,775	ADA RAMPS/PLAZA STAGE	\$17,300	MOBILE RESTROOM-SEWER *	\$14,923	
PLASMA CUTTER	\$2,338	SOUND SYSTEM	\$7,877	QUICK SNACK FLOOR	\$3,468	LIGHTING-DELAWARE	\$4,478	* (B & B AMUSEMENT)		
HIGH PRESSURE WASHER	\$3,227	MOBILE RESTROOM-SEWER LINE	\$1,077	EXPO CAFE FLOOR	\$3,858	PANIC DOORS-OAK/MM	\$7,000	FOOD SERVICE EQUIP. *	\$26,436	
WATER WAGON	\$1,921	HEATERS-PINE HALL	\$2,099	AIR UNIT REPAIRS-EXPO	\$6,184			* (SODEXHO INVESTMENT)		
NETOPIA ROUTER-INTERNET	\$1,200	PLAZA PAVILLION-CONCRETE/ASP	\$11,898	PATCHWORK PAVING	\$14,539			CYPRESS/BREEZEWAY ROOF	\$100,000	
CARPET CLEANING MACHINE	\$3,021	ADA RAMP-CC GATE TO EXPO	\$2,077	PANIC DOOR REPAIRS	\$2,172					
STORAGE CONTAINER	\$3,651	NEW FENCING	\$9,075	EXPO COLUMN REPAIRS	\$2,286					
OTHER EQUIPMENT	\$1,094	LIGHTING-DELAWARE LOT	\$6,402	MARQUE COVER	\$2,061					
		ADM. FRONT DOOR/WINDOW	\$4,795	OTHER REPAIRS	\$2,112					
		NEW PANIC DOORS-OAK HALL	\$9,082							
		ADA RAMP ADMINISTRATION	\$10,653							
		OTHER IMPROVEMENTS	\$4,945							
<b>TOTAL</b>	<b>\$25,135</b>	<b>TOTAL</b>	<b>\$90,362</b>	<b>TOTAL</b>	<b>\$40,455</b>	<b>TOTAL</b>	<b>\$28,778</b>	<b>TOTAL</b>	<b>\$141,359</b>	<b>\$326,089</b>
EQUIPMENT (OVER \$1,000)		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
1997		1997		1997		1997		1997		1997
COMPUTER MEMORY UPGRADE	\$1,550	HEATERS REDWOOD HALL	\$6,656	FIESTA WINDOW/ENTRY	\$1,659	SEALING & PAVING/MM	\$44,000	NEW GENERATOR	\$28,473	
PIPE THREADING EQUIPMENT	\$2,706	P.G. & E.-TRANSFORMERS	\$9,285	STAND B WINDOW	\$1,675	ELECTRICAL UPGRADE	\$12,600	FUEL TANK	\$11,255	
PERFORMA 6400/MONITOR	\$2,109	SOUND SYSTEM	\$8,469	RAINGUTTER SPOUT/REPAIRS	\$3,150	ADA RESTROOM/MM	\$16,000	ELECTRICAL PROJECT/MM	\$35,228	
HP LASER JET PRINTER	\$1,028	GATE C IMPROVEMENTS	\$4,597	LIGHT POLE PAINTING	\$3,330	PANIC DOORS/MM	\$5,750	FOOD SERVICE EQUIP. *	\$7,259	
TRASH COMPACTOR	\$22,796	NEW GENERATOR	\$51,986	GATE F TRENCHING	\$1,000			* (SODEXHO INVESTMENT)		
FORD BACKHOE	\$5,200	ADA RESTROOM IMPROVEMENTS	\$16,000	PATCH PAVING REPAIRS	\$7,096					
CHAIR STORAGE TRUCE/4	\$5,960	SLURRY SEAL/LOT SAFETY	\$56,000	DOOR REPAIRS	\$2,371					
ROUND TABLE STORAGE TRUCK	\$1,419	LANDSCAPING	\$2,750	HEATER PILOT-FIESTA	\$3,150					
TABLE STORAGE TRUCKS/4	\$5,203	PANIC DOORS	\$3,000	AIR UNIT REPAIRS-EXPO	\$9,497					
		NEW ROADWAY	\$119,791	OTHER REPAIRS	\$6,072					
		NEW CORPORATION YARD	\$12,421							
		DEMOLISH SHELL STAGE	\$9,864							
		ELECTRICAL CONDUIT-EAST LOT	\$9,650							
		OTHER IMPROVEMENTS	\$1,757							
<b>TOTAL</b>	<b>\$47,971</b>	<b>TOTAL</b>	<b>\$312,226</b>	<b>TOTAL</b>	<b>\$39,000</b>	<b>TOTAL</b>	<b>\$78,350</b>	<b>TOTAL</b>	<b>\$82,215</b>	<b>\$559,763</b>

# SAN MATEO COUNTY EXPO CENTER

## PROJECTS (1987 THRU 2002)

EQUIPMENT (OVER \$1,000)		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
1998		1998		1998		1998		1998		1998
G3/233 COMPUTER/MONITOR-3	\$6,805	SLURRY SEAL/PAVING/LOT SAFETY	\$75,000	GUTTER/DOWNSPOUT-FIESTA	\$9,500	PANIC DOORS/MM	\$10,375	MEETING PAVILION-EQUIP. *	\$10,889	
USED LIGHT TOWER	\$4,871	ADA VEHICLE ENTRANCE	\$18,250	PATCH PAVING	\$5,865	PAVING PROJECT/BALANCE	\$13,726	MEETING PAVILION-IMP. *	\$9,111	
COMPUTER NETWORK/ETHERNET	\$3,643	PANIC DOORS	\$10,375	DOOR/DRAWERS-EXPO CAFE	\$2,119	ADA VEHICLE ENTRANCE/MM	\$18,250	* (SODEXHO INVESTMENT)		
CD CASSETTE PLAYER/MIXER	\$1,624	RV SEWER/ELECTRICAL IMP.	\$20,000	ELECTRICAL DROPS-FIESTA	\$4,387	MEETING PAVILION/REV. GEN.	\$99,778	* POSTED SODEXHO 96/97		
HYDRAULIC HOSE MACHINE	\$2,706	PINE HALL UPGRADE	\$105,765	DOOR REPAIRS	\$2,482					
STORAGE CONTAINER-PAV.	\$2,917	EXTERIOR LIGHTS/PORT. TOWERS	\$27,778	HOT WATER PIPE-EXPO	\$1,350					
ELECTRIC CART	\$7,440	LANDSCAPE IMPROVEMENTS	\$2,040	ROOF/SKYLIGHT-EXPO	\$10,987					
G3 APPLE SERVER & MONITOR	\$6,468	MAINTENANCE SHOP-PHASE ONE	\$115,000	AIR UNIT REPAIRS	\$8,873					
FLEXWARE ACCTING. SOFTWARE	\$7,392	PARKING STATION UPGRADES	\$5,384	OTHER REPAIRS	\$3,600					
XEROX DC230 COPY MACHINE	\$13,051	OTHER IMPROVEMENTS	\$850							
(5) FREE STANDING PARTITIONS	\$6,735									
HP LASER PRINTER	\$1,839									
OTHER EQUIPMENT	\$869									
<b>TOTAL</b>	<b>\$66,360</b>	<b>TOTAL</b>	<b>\$380,442</b>	<b>TOTAL</b>	<b>\$49,163</b>	<b>TOTAL</b>	<b>\$142,129</b>	<b>TOTAL</b>	<b>\$20,000</b>	<b>\$658,094</b>
<b>1999</b>		<b>1999</b>		<b>1999</b>		<b>1999</b>		<b>1999</b>		<b>1999</b>
POSTAGE MACHINE	\$6,062	FIESTA SECURITY SYSTEM	\$1,360	AIR UNIT REPAIRS-EXPO	\$15,366	GATE C IMPROVEMENTS	\$12,007	(2) TENTS (SODEXHO)	\$4,418	
WINDSOR VACUUM CLEANER	\$2,382	MAINTENANCE SHOP-PHASE TWO	\$38,227	PANIC DOOR REPAIRS-EXPO	\$12,720	PAVING PROJECT/MM	\$60,000			
LASER JET PRINTER	\$1,807	GATE C IMPROVEMENTS	\$60,621	BALLAST/CIRCUIT -EXPO	\$10,342					
AIR COMPRESSOR	\$5,049	NEW PARKING OFFICE	\$10,688	DOOR REPAIRS	\$2,965					
IMAC COMPUTER, DISK DRIVE	\$1,406	MTG. PAVILION IMPROVEMENTS	\$3,268	FENCE REPAIRS	\$3,482					
CONTAINER SHELVING UNITS	\$1,200	MAINT. STORAGE CONTAINER	\$1,661	PATCHWORK PAVING	\$8,000					
		NEW SARATOGA ENTRANCE	\$46,371	GENERATOR REPAIRS	\$3,019					
		EXPO HALL CANOPY	\$881	ROOFING REPAIRS-EXPO	\$14,313					
				OTHER REPAIRS	\$16,210					
<b>TOTAL</b>	<b>\$17,906</b>	<b>TOTAL</b>	<b>\$163,077</b>	<b>TOTAL</b>	<b>\$86,417</b>	<b>TOTAL</b>	<b>\$72,007</b>	<b>TOTAL</b>	<b>\$4,418</b>	<b>\$343,825</b>

**SAN MATEO COUNTY EXPO CENTER  
PROJECTS (1987 THRU 2002)**

EQUIPMENT (OVER \$1,000)		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
2000		2000		2000		2000		2000		2000
OPERATIONS SAFE	\$1,083	C GATE IMPROVEMENTS	\$10,790	EXPO CAFÉ SIGN REPAIRS	\$1,143	NEW PANIC DOORS/EXPO	\$14,368	SATELLITE DISH (SODEXHO)	\$201	
SATELLITE DISH	\$1,201	PAVING/SLURRY IMPROVEMENTS	\$35,190	PAVING & STRIPING	\$23,789	94 FLATBED TRUCK	\$13,825			
OFFICE FURNITURE	\$4,384	EAST LOT GATE & SIGNAGE	\$17,055	VENTILATOR/ROOF (EXPO)	\$15,657					
GENERATOR	\$2,500	NEW PANIC DOORS/EXPO	\$15,463	SEWER & WATERLINE REPAIR	\$18,640					
WIRE FEED WELDER	\$2,241	MAINT. SHOP/PHASE 3	\$12,296	WINDOW REPLACEMENT	\$9,036					
COMPUTER & UPGRADES	\$5,320	EXPO HALL AWNINGS	\$7,585	FENCE REPAIRS/REPLACE	\$10,790					
BLAST CABINET	\$1,365	WINDOWS/PKG. OFFICE BAL.	\$69	REPLACEMENT FLOORS	\$5,400					
94 FLATBED TRUCK (SEE STATE)	\$5,941	ADMIN. OFFICE COUNTER	\$700	EXPO HALL AIR UNITS	\$18,174					
				REPLACE ADM. AWNINGS	\$12,220					
				WATER SHUT-OFF VALVE	\$2,655					
				OTHER REPAIRS	\$4,389					
<b>TOTAL</b>	<b>\$24,035</b>	<b>TOTAL</b>	<b>\$99,148</b>	<b>TOTAL</b>	<b>\$121,893</b>	<b>TOTAL</b>	<b>\$28,193</b>	<b>TOTAL</b>	<b>\$201</b>	<b>\$273,470</b>
<b>2001-ESTIMATED</b>		<b>2001-ESTIMATED</b>		<b>2001-ESTIMATED</b>		<b>2001-ESTIMATED</b>		<b>2001-ESTIMATED</b>		<b>2001-EST.</b>
DUST COLLECTION SYSTEM	\$2,500	PAVING/SLURRY (MM)-2001	\$72,000	REPLACE GUTTERS	\$500	TRENCH DRAIN (CCA)	\$10,000	RV ELECTRICAL (B & B)	\$725	
PORTABLE CEMENT MIXER	\$1,996	WAREHOUSE ROOF	\$16,500	AIR UNIT REPAIRS	\$13,000	PAVING/SLURRY (MM)-2001	\$60,000	PAVING/SLURRY (MM)-COUNTY	\$100,000	
GOLF CART	\$4,500	OAK HALL ROOF	\$38,000	ROOF REPAIRS	\$1,000	ELECTRICAL IMPROVEMENTS (MM)	\$20,000	WAREHOUSE ROOF	\$25,000	
PORTABLE SOUND SYSTEM	\$1,399	ELECTRICAL IMPROVEMENTS	\$20,000	MISC. PAINTING	\$4,000	OAK HALL ROOF (MM)	\$30,000	SASAKI STUDY	\$55,000	
COMPUTER EQUIP./UPGRADES	\$10,563	EAST FENCE LINE/PKG. LOT	\$8,200	DRAIN/SEWER REPAIRS	\$6,237	PAVING/SLURRY (MM)-2002	\$60,000			
PHONE SYSTEM/VOICE MAIL	\$17,232	C GATE IMPROVEMENTS	\$2,971	FENCE REPLACEMENT	\$10,000					
125 KW USED GENERATOR	\$15,694	NEW FENCING (GENERATOR)	\$2,200	WINDOW REPAIRS	\$1,000					
SPEAKERS/MTG. PAVILION	\$3,976	WEST GATE IMPROVEMENTS	\$12,000	ELECTRICAL REPAIRS	\$1,000					
NEW TRUCK ACCESSORIES	\$1,346	SHOP UPGRADE	\$5,000	PATCHWORK PAVING	\$10,000					
		PAVING/SLURRY (MM)-2002	\$60,000	THRESHOLD/DOOR REPAIRS	\$2,785					
		ELECTRICAL UPGRADE	\$4,007	TRENCH DRAIN (CCA)	\$10,000					
				RESTROOM REPAIRS	\$513					
				SHADE CLOTH/LIVESTOCK	\$1,431					
				MISC. BUILDING REPAIRS	\$727					
				STAND A TILE REPAIR	\$250					
				DAMAGES/REPAIRS REIME.	(\$1,033)					
<b>TOTAL</b>	<b>\$59,206</b>	<b>TOTAL</b>	<b>\$240,878</b>	<b>TOTAL</b>	<b>\$61,410</b>	<b>TOTAL</b>	<b>\$180,000</b>	<b>TOTAL</b>	<b>\$180,725</b>	<b>\$722,219</b>



# SAN MATEO COUNTY EXPO CENTER

## PROJECTS (1987 THRU 2002)

EQUIPMENT (OVER \$1,000)		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
2002-BUDGET		2002-BUDGET		2002-BUDGET		2002-BUDGET		2002-BUDGET		2002-BUDGET
COMPUTER UPGRADES/SERVER	\$5,000	PAVING/SLURRY IMPROVEMENTS	\$15,000	REPAIR/REPLACE GUTTERS	\$1,000	PORTABLE RESTROOM RAMP/ADA	\$27,000	CAPITAL IMPROVEMENT (B & B) \$25,000		
		PORTABLE RESTROOM RAMP	\$8,000	AIR UNIT REPAIRS (EXPO)	\$15,000	PORTABLE WHEELCHAIR LIFT/ADA	\$11,900			
		PORTABLE WHEELCHAIR LIFT	\$7,000	ROOF REPAIRS	\$8,000	SEQUOIA PANIC DOORS/ADA	\$10,000			
				MISC. PAINTING	\$3,000	FIESTA PANIC DOORS/ADA	\$12,400			
				DRAIN/SEWER REPAIRS	\$4,500					
				FENCE REPAIRS/REPLACE	\$7,500					
				WINDOW REPAIRS	\$1,500					
				ELECTRICAL REPAIRS	\$2,500					
				PATCHWORK PAVING	\$8,000					
				THRESHOLD/DOOR REPAIRS	\$3,000					
<b>TOTAL</b>	<b>\$5,000</b>	<b>TOTAL</b>	<b>\$30,000</b>	<b>TOTAL</b>	<b>\$54,000</b>	<b>TOTAL</b>	<b>\$61,300</b>	<b>TOTAL</b>	<b>\$25,000</b>	<b>\$175,300</b>
<b>16 YEAR TOTAL</b>	<b>\$656,902</b>	<b>TOTAL</b>	<b>\$3,112,840</b>	<b>TOTAL</b>	<b>\$631,235</b>	<b>TOTAL</b>	<b>\$1,209,349</b>	<b>TOTAL</b>	<b>\$728,169</b>	<b>\$6,338,496</b>

\* County Funding Portion \$454,956

## 2002

The budget for 2002 is quite conservative and has been constructed with cautious optimism. Current economics and September 11<sup>th</sup> events will continue to have an influence on our shows. We have been monitoring each event closely in the latter half of this year. Some shows have declined but the majority of them seem to be steady. There are many schools of thought on show attendance and prosperity. The majority of our events are consumer shows that attract consumers. These events seem to be faring well with conventions and trade shows bearing a lot of the decline.

Projects for 2002 are being kept to a minimum. This follows the past practice of undertaking major projects when the funds are there and curtailing them during the leaner times. We are reassured by recent shows doing okay.

The Bay Meadows development, plans for grade separations, a 1,000' Bay Meadows/Hillsdale train station, the Baby Bullet and satellite wagering play a dominant role in our planning. Our Board of Directors, Supervisor Hill, John Maltbie, Paul Scannell and myself are working closely with one another in staying informed and participating in meetings with many interested groups and organizations including the City of San Mateo.

This includes the City's Land Use Transportation Corridor Plan – Phase II Citizen's Advisory Committee which meets monthly until mid 2003.

With your assistance a site and facility improvement plan is underway to address the configuration of a new Fiesta Hall with meeting facilities. This work will be coordinated with proposed plans as they develop with the Bay Meadows site and the rail corridor. During this time, in anticipation of Bay Meadows' closure, plans will be made for the incorporation of a satellite wagering facility on our site to coincide with the closure of Bay Meadows' satellite facility. These revenues will help fund needed improvements on the Expo Center site.

# OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

San Mateo COUNTY

Conducting The San Mateo County Expo & Fair Association

at San Mateo, California

For the period of January 1, 2002 to December 31, 2002

	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>RESOURCES, JANUARY 1:</b>	788,949	912,637	1,018,519	608,563
Unrestricted net resources	788,949	912,637	1,018,519	608,563
Restricted - Investment in capital assets	0	0	0	0
Subtotal	788,949	912,637	1,018,519	608,563
<b>RESOURCES ACQUIRED:</b>				
OPERATING REVENUES (From Page 2)	4,018,342	4,030,390	3,828,860	3,938,820
STATE APPORTIONMENT (Section 19630)	100,000	105,000	105,000	105,000
COUNTY FUNDS	40,000	40,000	40,000	40,000
OTHER (Explain)				
TOTAL RESOURCES AVAILABLE	4,947,291	5,088,027	4,992,379	4,692,383
<b>RESOURCES APPLIED:</b>				
TOTAL EXPENDITURES (From Page 2)	3,928,772	4,424,200	4,383,816	4,115,420
OTHER (Explain)				
TOTAL RESOURCES APPLIED	3,928,772	4,424,200	4,383,816	4,115,420
<b>RESOURCES, DECEMBER 31:</b>	1,018,519	663,827	608,563	576,963
Unrestricted net resources	1,018,519	663,827	608,563	576,963
Restricted - Investment in capital assets	0	0	0	0
Subtotal	1,018,519	663,827	608,563	576,963
Reserve Percentage	25.9%	15.0%	13.9%	14.0%

**ALL FAIRS:**

**COUNTY APPROVALS (County Fairs Only):**

\_\_\_\_\_  
President, Board of Directors                      Date

\_\_\_\_\_  
Chairman, Board of Supervisors                      Date

\_\_\_\_\_  
Chief Executive Officer                      Date

\_\_\_\_\_  
County Clerk                      Date

**DEPARTMENT OF FOOD & AGRICULTURE**

-----  
Director

-----  
Date

## Summary of Operations

SAN MATEO

	Acct. No.	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>OPERATING REVENUES:</b>					
Admissions to Grounds	41000	579,098	591,170	546,714	619,720
Commercial Space	41500	173,123	175,820	147,568	159,600
Concessions	42000	376,931	383,830	369,689	378,930
Exhibits	43000	19,965	22,860	27,151	27,250
Horse Show	44000				
Horse Racing (Live)	45000	300,562	306,570	296,340	296,340
Satellite Wagering	45005				
Fair Attractions	46000				
Interim Attractions	46009				
Miscellaneous Fair	47000	233,784	252,760	212,679	211,630
Miscellaneous Non-Fair Programs	47005				
Interim Revenue	48000	2,222,872	2,245,280	2,179,091	2,221,670
Prior Year Revenue Adjustments	49000	55,394		3,480	
Other Operating Revenue	49500	56,613	52,100	46,148	23,680
<b>TOTAL OPERATING REVENUES (to Page 1)</b>		<b>4,018,342</b>	<b>4,030,390</b>	<b>3,828,860</b>	<b>3,938,820</b>
<b>OPERATING EXPENDITURES:</b>					
Administration	50000	986,962	1,100,570	1,082,530	1,080,950
Maintenance & General Operations	52001	1,222,037	1,267,140	1,364,481	1,362,260
Publicity	54000	252,036	280,190	253,089	271,000
Attendance Operations	56000	443,173	592,060	465,181	490,280
Miscellaneous Fair	57000	40,808	45,160	32,552	31,440
Miscellaneous Non-Fair Programs	57005				
Premiums	58000	41,298	42,560	47,015	45,800
Exhibits	63000	206,568	214,920	227,495	214,890
Horse Show	64000				
Horse Racing (Live)	65000	153,381	164,180	152,347	158,740
Satellite Wagering	65005				
Fair Entertainment Expense	66000	441,529	452,920	448,127	425,060
Interim Entertainment Expense	66009				
Equipment (Funded by Fair)	72300	18,093	16,500	26,280	5,000
Prior Year Expense Adjustments	80000	17,355		10,675	
Cash (over/under)	85000	442		240	
Depreciation Expense	90000				
Capital Expenditures (Funded by Fair)	91000	105,090	248,000	273,804	30,000
<b>TOTAL OPERATING EXPENDITURES (to Page 1)</b>		<b>3,928,772</b>	<b>4,424,200</b>	<b>4,383,816</b>	<b>4,115,420</b>
<b>NET EFFECT</b>		<b>89,570</b>	<b>-393,810</b>	<b>-554,956</b>	<b>-176,600</b>
<b>LOCAL (BASE) ALLOCATION (EXCLUDES COUNTY FUNDS)</b>		<b>100,000</b>	<b>105,000</b>	<b>105,000</b>	<b>105,000</b>
<b>NET PROFIT/LOSS, CURRENT YEAR</b>		<b>189,570</b>	<b>-288,810</b>	<b>-449,956</b>	<b>-71,600</b>

## Detail of Revenues

SAN MATEO

	Acct. No.	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>ADMISSIONS REVENUE:</b>					
Regular Fair Admissions	41010	539,562	550,670	504,800	558,620
Discounted Fair Admissions	41020	39,536	40,500	41,914	61,100
<b>TOTAL ADMISSIONS REVENUE</b>	<b>41000</b>	<b>579,098</b>	<b>591,170</b>	<b>546,714</b>	<b>619,720</b>
<b>COMMERCIAL SPACE REVENUE:</b>					
Outside Commercial Space	41510	Included Below	Included Below	Included Below	Included Below
Inside Commercial Space	41520	173,123	175,820	147,568	159,600
<b>TOTAL COMMERCIAL SPACE REVENUE</b>	<b>41500</b>	<b>173,123</b>	<b>175,820</b>	<b>147,568</b>	<b>159,600</b>
<b>CONCESSIONS REVENUE:</b>					
Carnival	42100	210,061	213,620	200,286	205,290
Carnival: Pre-Sale	42100	15,910	16,230	16,106	16,510
Food Concessions	42200	150,960	153,980	153,297	157,130
Non-Food Concessions	42300				
<b>TOTAL CONCESSIONS REVENUE</b>	<b>42000</b>	<b>376,931</b>	<b>383,830</b>	<b>369,689</b>	<b>378,930</b>
<b>EXHIBITS REVENUE:</b>					
Entry Fees	43100	15,521	15,600	16,741	16,750
Donated & Sponsored Awards	43200	4,444	7,260	10,410	10,500
Advertising in Premium Book	43300				
Other (Explain)	43400				
<b>TOTAL EXHIBITS REVENUE</b>	<b>43000</b>	<b>19,965</b>	<b>22,860</b>	<b>27,151</b>	<b>27,250</b>
<b>HORSE SHOW REVENUE:</b>					
Admissions	44100				
Entry and Stake Fees	44200				
Donations for Special Prizes	44300				
Stall Fees	44400				
Program Sales	44500				
Other (Explain)	44600				
<b>TOTAL HORSE SHOW REVENUE</b>	<b>44000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>LIVE HORSE RACING REVENUE:</b>					
Admissions	45100				
Track Commissions & Breakage	45200	300,562	306,570	296,340	296,340
Program Sales	45300				
Concessions	45400				
Other (Explain)	45500				
<b>TOTAL LIVE HORSE RACING REVENUE</b>	<b>45000</b>	<b>300,562</b>	<b>306,570</b>	<b>296,340</b>	<b>296,340</b>

## Detail of Revenues

SAN MATEO

	Acct. No.	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>SATELLITE WAGERING REVENUE:</b>					
TOTAL SATELLITE WAGERING REVENUE	45005	0	0	0	0
<b>FAIR ATTRACTIONS REVENUE:</b>					
Rodeo Admissions	46100				
Queen Pageant Admissions	46200				
4 Wheel-Drive Pull Admissions	46300				
Destruction Derby Admissions	46400				
Performances Admissions	46500				
Other Admissions (Explain)	46600				
TOTAL FAIR ATTRACTIONS REVENUE	46000	0	0	0	0
<b>INTERIM ATTRACTIONS REVENUE:</b>					
Auto Racing (Detail on file)	46109				
Performance Admissions	46209				
Other Admissions (List)	46309				
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	0	0
<b>MISCELLANEOUS FAIR REVENUE:</b>					
Parking	47100	137,756	151,070	137,696	141,140
Fair Program Revenue	47200				
Utility Fee Reimbursement	47300	3,800	4,000	3,325	3,330
Exhibit Guide Revenue	47400				
Stall Rentals (Fairtime)	47500				
Camping Fees (Fairtime)	47700				
Other (Explain) T-Shirts/Art Sales/Food Tickets	47800	3,323	3,290	2,605	2,660
Sponsorships	47900	88,905	94,400	69,053	64,500
TOTAL MISCELLANEOUS FAIR REVENUE	47000	233,784	252,760	212,679	211,630
<b>MISCELLANEOUS NON-FAIR PROGRAMS:</b>					
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

SAN MATEO

	Acct. No.	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>INTERIM REVENUE:</b>					
Rental of Buildings	48100	912,017	842,810	844,118	869,700
Recovered Labor (Chg. Account Name)	48200	146,604	150,720	171,493	154,340
Equipment Rentals	48300	111,066	136,250	110,401	119,700
Concessions Revenue	48400	168,899	175,180	180,345	171,720
Utility Fee Reimbursement	48500				25,000
Interim Parking Revenue	48600	880,152	935,320	870,695	878,960
Other Interim Revenue (List) (misc)	48700	4,134	5,000	2,039	2,250
<b>TOTAL INTERIM REVENUE</b>	<b>48000</b>	<b>2,222,872</b>	<b>2,245,280</b>	<b>2,179,091</b>	<b>2,221,670</b>
<b>TOTAL PRIOR YEAR REVENUE ADJUSTMENT:</b>	<b>49000</b>	<b>55,394</b>		<b>3,480</b>	
<b>OTHER OPERATING REVENUE:</b>					
Interest Earnings	49510	56,613	52,100	46,148	23,680
Donations/Sponsorships (general)	49520				
Other (Explain)	49530				
<b>TOTAL OTHER OPERATING REVENUE</b>	<b>49500</b>	<b>56,613</b>	<b>52,100</b>	<b>46,148</b>	<b>23,680</b>

## Detail of Expenditures

SAN MATEO

	Acct. No.	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>ADMINISTRATION EXPENSE:</b>					
Salaries & Wages - Permanent	50100	494,919	547,860	536,692	553,070
Salaries & Wages - Temporary	50200	66,640	72,960	57,031	51,460
Employee Benefits - Employer's Share	50310	113,574	150,740	148,362	149,900
Payroll Taxes	50320	40,166	47,490	44,479	45,560
Worker's Compensation Insurance	50330	26,852	29,600	29,048	28,890
Professional Services (Contractual)	50400	14,872	20,500	33,865	25,000
Director's Expense	50500	15,643	18,000	18,031	17,500
Traveling/Training Expense - Employees	50600	14,094	12,760	16,204	13,100
Office Supplies and Expense	50700	71,380	67,200	72,236	67,000
Telephone and Postage	50800	42,975	43,520	42,684	43,720
Dues and Subscriptions	50900	13,339	15,750	14,094	13,500
Insurance (General Liability)	51000	51,582	51,990	48,604	51,050
Other (Explain)	51100				
Unemployment Insurance (50%)	51200	3,726	5,000	4,000	4,000
Audit Expense	51300	16,000	16,000	16,000	16,000
Current Year Bad Debt Expense	51400	1,200	1,200	1,200	1,200
<b>TOTAL ADMINISTRATION EXPENSE</b>	<b>50000</b>	<b>986,962</b>	<b>1,100,570</b>	<b>1,082,530</b>	<b>1,080,950</b>
<b>MAINTENANCE &amp; GENERAL OPERATIONS:</b>					
Salaries & Wages - Permanent	52100	265,685	297,850	306,592	318,890
Salaries & Wages - Temporary	52200	258,564	264,270	342,897	316,450
Employee Benefits	52210	70,613	82,710	77,006	84,060
Payroll Taxes	52220	39,958	43,000	42,734	48,370
Worker's Compensation Insurance	52230	25,660	27,270	27,561	30,670
Professional Services (Contractual)	52300	68,428	73,200	66,983	65,700
Rental - Land & Buildings	52400				
Rental - Maintenance Equipment	52500	11,879	11,730	15,092	15,100
Rental - Public Address & Intercom	52600				
Temporary Electrical Work (Contractual)	52700				
Light, Heat, Water and Power	52800	205,508	219,350	228,048	250,850
Maintenance of Equipment - Supplies & Expense	52900	27,670	50,750	49,790	35,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	91,286	86,730	106,396	102,000
Trash Removal, Clean up (Contractual)	53100	34,893	35,080	39,972	41,170
Other (Explain)	53200				
Special Repairs & Maintenance (List)	53300	121,893	75,200	61,410	54,000
<b>TOTAL MAINTENANCE EXPENSE</b>	<b>52001</b>	<b>1,222,037</b>	<b>1,267,140</b>	<b>1,364,481</b>	<b>1,362,260</b>



## SAN MATEO COUNTY EXPO &amp; FAIR ASSOCIATION

BUDGET FOR THE PERIOD

1-1-02 THRU 12-31-02

## DETAIL OF EXPENDITURES

ACCT. #533 SPECIAL REPAIRS	ACTUAL 2000	BUDGETED 2001	ESTIMATED 2001	BUDGETED 2002
Fixtures-E. Ticket Booth Repairs	\$110			
Restroom Repair Supplies	\$987			
Administration Office Door Repairs	\$145			
Expo Café Sign Repair	\$1,143			
Patch Paving Repair/Ticket Booth Area	\$5,694			
Generator Repairs/Maint.	\$308			
Water Heater Replacement/Fiesta	\$192			
Patch Paving /General	\$3,980			
Pkg. Lot Re-Striping & Supplies	\$10,615			
Re-Strip Front & West Lots	\$3,500			
Roll-up Door Repair & Maint.	\$987			
Supplies-East Gate Repairs	\$23			
Supply Cabinet Repair/Admin. Office	\$195			
Power Panel Repair Parts	\$115			
Sewer and Waterline Repairs & Supplies	\$18,640			
Window Replacements/Admin. Office	\$9,036			
Fence Replacement/Corporation Yard	\$3,425			
New Floors/Plaza Stage Area Restrooms	\$5,400			
American Grill Blower & Motor Repairs	\$166			
Expo Hall Ventilator & Roof Repair	\$15,657			
Re-Key Expo Hall Door Replacements	\$174			
Counter Repair/American Grill	\$164			
Repairs to Air Units/Expo Hall	\$18,174			
Restroom Light Fixture Repairs/Expo Hall	\$216			
Roll-up Door Painting/Expo Hall	\$290			
Replace Circuit Breaker/Expo Hall	\$238			
Accident Related Repairs	\$8,712			
Accident Related Repairs/County Reimbursement	(\$8,712)			
Replace Awnings/Expo Café & Admin. Office	\$12,220			
Fence Repairs/Replacement-W. Lot Gates	\$7,365			
Furnace Limit Switch Repairs	\$329			
Waterline Shut-off Valve Relocation	\$2,655			
Recovered Damages	(\$250)			
Repair & Replace Gutters		\$2,000	\$500	
Air Unit Repairs (Expo Hall)		\$13,000	\$13,000	
Roof Repairs		\$10,000	\$1,000	
Misc. Painting		\$4,000	\$4,000	
Drain & Sewer Repairs		\$2,000	\$6,237	
(CONTINUED NEXT PAGE)				

SAN MATEO COUNTY EXPO & FAIR ASSOCIATION

BUDGET FOR THE PERIOD

1-1-02 THRU 12-31-02

DETAIL OF EXPENDITURES

ACCT. #533 SPECIAL REPAIRS (CONTINUED)	ACTUAL 2000	BUDGETED 2001	ESTIMATED 2001	BUDGETED 2002
Fence Repairs/Replacement		\$13,000	\$10,000	
Window Repairs		\$1,000	\$1,000	
Electrical Repairs		\$2,000	\$1,000	
Patchwork Paving		\$10,000	\$10,000	
Threshold/Door Repairs		\$2,000	\$2,785	
Trench Drain System (W. Fiesta) * CCA		\$20,000	\$20,000	
* CCA Reimb. of \$10,000		(\$10,000)	(\$10,000)	
Replacement of Grates (ADA)		\$5,000	\$0	
Shade Cloth Replacement-Livestock Area		\$1,200	\$1,431	
Restroom Repairs		\$0	\$513	
Misc. Building Repairs		\$0	\$727	
Stand A Tile Repair		\$0	\$250	
Damage/Repairs Reimbursed		\$0	(\$1,033)	
Repair & Replace Gutters				\$1,000
Air Unit Repairs (Expo Hall)				\$15,000
Roof Repairs				\$8,000
Misc. Painting				\$3,000
Drain & Sewer Repairs				\$4,500
Fence Repairs/Replacement				\$7,500
Window Repairs				\$1,500
Electrical Repairs				\$2,500
Patchwork Paving				\$8,000
Threshold/Door Repairs				\$3,000
<b>533 TOTAL</b>		<b>\$121,893</b>	<b>\$61,410</b>	<b>\$54,000</b>

## Detail of Expenditures

SAN MATEO

	Acct. No.	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>PUBLICITY EXPENSE:</b>					
Salaries & Wages	54100	150	200	150	150
Employee Benefits	54110				
Payroll Taxes	54120				
Worker's Compensation Insurance	54130				
Professional Services (Contractual)	54200	61,671	69,800	67,168	69,500
Supplies and Expense	54300	31,244	39,300	38,258	39,400
Advertising	54400	144,507	157,020	132,034	146,950
Promotional Expense	54500				
Public Relations Expense	54600	14,464	13,870	15,479	15,000
Pre-Fair Events	54700				
Other (Explain)	54800				
<b>TOTAL PUBLICITY EXPENSE</b>	<b>54000</b>	<b>252,036</b>	<b>280,190</b>	<b>253,089</b>	<b>271,000</b>
<b>ATTENDANCE OPERATIONS:</b>					
Salaries & Wages	56100	237,067	293,080	244,706	265,390
Employee Benefits	56110	(6,930)	31,280	16,711	30,870
Payroll Taxes	56120	18,069	22,420	18,234	13,150
Worker's Compensation Insurance	56130	11,404	14,220	11,626	8,340
Professional Services (Contractual)	56200	116,868	143,430	101,802	110,830
Supplies and Expense	56300	66,695	87,630	72,102	61,700
Other (Explain)	56400				
<b>TOTAL ATTENDANCE OPERATIONS</b>	<b>56000</b>	<b>443,173</b>	<b>592,060</b>	<b>465,181</b>	<b>490,280</b>
<b>MISCELLANEOUS FAIR EXPENSE:</b>					
Parking Lot (% paid or staff expense)	57100				
Program Expense	57200	4,394	4,530	5,352	5,500
Utility Fees	57300				
Exhibit Guide	57400	7,952	8,190	8,208	8,450
Stall Expense	57500				
Sponsorships	57700	28,462	32,440	18,992	17,490
Other (Explain)	57800				
Commercial Exhibits & Concessions	57900				
<b>TOTAL MISCELLANEOUS FAIR</b>	<b>57000</b>	<b>40,808</b>	<b>45,160</b>	<b>32,552</b>	<b>31,440</b>
<b>MISCELLANEOUS NON-FAIR PROGRAMS:</b>					
Wages	57105				
Employee Benefits	57115				
Payroll Taxes	57125				
Worker's Compensation Insurance	57135				
Supplies & Expense	57205				
Publicity	57305				
Attendance	57405				
Exhibits	57505				
Other (Explain)	57605				
<b>TOTAL MISC. NON-FAIR PROGRAMS</b>	<b>57005</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Details of Expenditures

SAN MATEO

	Acct. No.	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>PREMIUMS EXPENSE (Excluding Horse Show):</b>					
Cash Awards	58100	38,370	39,600	41,813	41,800
Trophies, Medals, Ribbons	58200	2,928	2,960	5,202	4,000
Sponsored Cash Awards	58300				
Sponsored Trophies, Medals, Ribbons	58400				
Other Awards (Explain)	58500				
<b>TOTAL PREMIUM EXPENSE</b>	<b>58000</b>	<b>41,298</b>	<b>42,560</b>	<b>47,015</b>	<b>45,800</b>
<b>EXHIBITS EXPENSE:</b>					
Salaries & Wages	63100	39,330	38,250	67,984	65,480
Employee Benefits	63110				
Payroll Taxes	63120	3,009	2,930	5,201	5,010
Worker's Compensation Insurance	63130	4,591	4,640	5,981	6,380
Judges (Contractual)	63200	6,274	6,260	5,541	5,540
Professional Services - Other (Contractual)	63300	68,993	73,060	50,530	51,130
Supplies and Expense	63400	49,060	50,880	65,544	56,000
Tent & Booth Rental	63500	7,616	9,570	6,769	7,850
Decorations	63600	27,695	29,330	19,945	17,500
Other (Explain)	63700				
<b>TOTAL EXHIBITS EXPENSE</b>	<b>63000</b>	<b>206,568</b>	<b>214,920</b>	<b>227,495</b>	<b>214,890</b>
<b>HORSE SHOW EXPENSE (Including Premiums):</b>					
Salaries & Wages	64100				
Employee Benefits	64110				
Payroll Taxes	64120				
Worker's Compensation Insurance	64130				
Judges (Contractual)	64200				
Professional Services - Other (Contractual)	64300				
Supplies and Expense	64400				
Cattle Fees	64500				
Other (Explain)	64600				
Tent & Booth Rental	64610				
Decorations	64620				
Cash Awards	64710				
Trophies, Medals, Ribbons	64720				
Sponsored Cash Awards	64730				
Sponsored Trophies, Medals, Ribbons	64740				
<b>TOTAL HORSE SHOW EXPENSE</b>	<b>64000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Detail of Expenditures

SAN MATEO

	Acct. No.	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>HORSE RACING EXPENSE (LIVE):</b>					
Salaries & Wages (Non Pari-Mutuel)	65100				
Salaries & Wages (Pari-Mutuel)	65200				
Employee Benefits	65210				
Payroll Taxes	65220				
Worker's Compensation Insurance	65230	21,981	25,480	23,500	23,500
Professional Services (Contractual)	65300	35,249	38,500	37,169	42,300
Supplies and Expense	65400	14,681	15,310	21,295	20,440
Rental - Totalisator Equipment	65600				
Rental - Other Equipment	65700				
Other (Explain) Advertising - 40%	65800	81,470	84,890	70,383	72,500
<b>TOTAL RACING EXPENSE (LIVE)</b>	<b>65000</b>	<b>153,381</b>	<b>164,180</b>	<b>152,347</b>	<b>158,740</b>
<b>SATELLITE WAGERING EXPENSE:</b>					
<b>TOTAL SATELLITE WAGERING</b>	<b>65005</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FAIR ENTERTAINMENT EXPENSE:</b>					
Salaries & Wages	66100	19,741	20,340	22,903	22,900
Employee Benefits	66110				
Payroll Taxes	66120	1,350	1,560	1,567	1,550
Worker's Compensation Insurance	66130	856	990	994	1,110
Professional Services (Contractual)	66200	118,750	123,860	119,210	119,500
Supplies and Expense	66300	42,021	44,200	42,853	41,500
Rodeo	66400				
Grounds Entertainment	66500	102,061	102,520	101,725	91,000
Grandstand Entertainment	66600	156,750	159,450	158,875	147,500
Other (Explain)	66700				
<b>TOTAL FAIR ENTERTAINMENT</b>	<b>66000</b>	<b>441,529</b>	<b>452,920</b>	<b>448,127</b>	<b>425,060</b>
<b>INTERIM ENTERTAINMENT EXPENSE:</b>					
Motorized Racing (Detail on file)	66109				
Labor	66209				
Employee Benefits	66219				
Payroll Taxes	66229				
Worker's Compensation Insurance	66239				
Supplies & Expense	66309				
Concerts (List)	66609				
Other (Explain)	66800				
<b>TOTAL INTERIM ENTERTAINMENT</b>	<b>66009</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Detail of Expenditures

SAN MATEO

	Acct. No.	Actual 2000	Budgeted 2001	Estimated 2001	Proposed 2002
<b>NON-CAPITALIZED EQUIPMENT EXPENSE (LIST)</b> (Cost less than \$5,000 and life less than one year):					
(SEE ATTACHED)		18,093	16,500	26,280	5,000
TOTAL EQUIPMENT EXPENSE	72300	18,093	16,500	26,280	5,000
<b>PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:</b>					
General Expense Adjustments	80010	17,355		10,675	
Bad Debt Expense	80020				
PRIOR YEAR EXPENDITURE	80000	17,355		10,675	
<b>CASH SHORTAGES &amp; OVERAGES:</b>					
Ticket Sales	85100	442		240	
Souvenir Sales	85200				
Merchandise Sales	85500				
Other (Explain)	85900				
CASH (OVER)/UNDER	85000	442		240	
DEPRECIATION EXPENSE:	90000	0	0	0	0
<b>CAPITAL EXPENDITURES FROM OPERATING FUND:</b>					
Land	91100				
Buildings & Improvements	91200	99,148	226,000	240,878	30,000
Equipment (Cost \$5,000 & up; life 1 yr. & up)	91300	5,942	22,000	32,926	0
Prior Year Expense Adjustment	91400				
(SEE ATTACHED)					
TOTAL CAPITAL EXPENDITURES	91000	105,090	248,000	273,804	30,000

SAN MATEO COUNTY EXPO & FAIR ASSOCIATION

SCHEDULE FOR PAGE 10

BUDGET FOR THE PERIOD

1-1-02 THRU 12-31-02

DETAIL OF EXPENDITURES

ACCT. #723 EQUIPMENT \$1,000-\$5,000	ACTUAL 2000	BUDGETED 2001	ESTIMATED 2001	BUDGETED 2002
Flexware Accounting Software	\$1,727			
Imac Computer	\$1,081			
Abrasive Blast Cabinet	\$1,365			
Laser Printer	\$1,202			
Imac Computer/Keyboard/Floppy	\$1,310			
(3) Office Desks	\$4,384			
Power Mig Welder/Cylinder	\$2,241			
Satellite Dish/Expo Café	\$1,401			
* Sodexho Reimbursement	(\$201)			
Safe (Admissions)	\$1,083			
15 KW Generator	\$2,500			
Dust Collection System		\$2,500	\$2,500	
Portable Cement Mixer		\$1,500	\$1,996	
Golf Cart		\$4,500	\$4,500	
(2) Automatic External Defibrillators		\$8,000	\$0	
Computer Equipment		\$0	\$3,327	
New Maint. Truck Accessories		\$0	\$1,346	
Portable Sound System		\$0	\$1,399	
Speakers-Meeting Pavilion		\$0	\$3,976	
Venus 4600 Computer (Marquee)		\$0	\$2,236	
Computer Server/Backup Equipment		\$0	\$5,000	
Computer Equipment				\$5,000
<b>723 TOTAL</b>	<b>\$18,093</b>	<b>\$16,500</b>	<b>\$26,280</b>	<b>\$5,000</b>

ACCT. #913 EQUIPMENT \$5,000 OR MORE	ACTUAL 2000	BUDGETED 2001	ESTIMATED 2001	BUDGETED 2002
94 Flatbed Truck	\$19,767			
*CFSFA Reimbursement for Truck	(\$13,825)			
Computer Equipment		\$5,000	\$0	
New Phone System/Voice Mail		\$17,000	\$17,232	
125 KW Used Computer		\$0	\$15,694	
<b>913 TOTAL</b>	<b>\$5,942</b>	<b>\$22,000</b>	<b>\$32,926</b>	<b>\$0</b>

## SAN MATEO COUNTY EXPO &amp; FAIR ASSOCIATION

BUDGET FOR THE PERIOD  
1-1-02 THRU 12-31-02

## DETAIL OF EXPENDITURES

ACCT. #910 IMPROVEMENTS-BLDGS. & CRDS.	ACTUAL 2000	BUDGETED 2001	ESTIMATED 2001	BUDGETED 2002
East Lot Improvements	\$17,055			
New Parking Office (Balance)	\$69			
Maintenance Shop (Phase 3)	\$12,296			
Paving/Slurry Improvements	\$35,190			
Administration Office Counter	\$700			
Expo Hall Awnings	\$7,585			
New Panic Doors	\$29,199			
* Panic Door Reimbursement (State)	(\$13,736)			
Gate C Improvements	\$10,790			
Paving/Slurry Improvements * MM (\$100,000/COUNTY-\$60,000/F & E)		\$50,000	\$72,000	
Warehouse Roof *(\$25,000/COUNTY)		\$16,500	\$16,500	
Oak Hall Roof *MM (\$30,000 FROM F & E)		\$63,000	\$38,000	
Electrical Improvements/Phase I * MM (20,000/F & E)		\$20,000	\$20,000	
East Fence Line/Parking Lot Improvements		\$15,000	\$8,200	
Demolish West Lot Restrooms * B & B Funding		\$17,284	\$0	
* B & B Funding-\$14,284		(\$14,284)	\$0	
Demolish East Gate		\$9,000	\$0	
West Gate Improvements		\$15,000	\$12,000	
Shop Upgrade		\$5,000	\$5,000	
Refurbish Kitchen Area		\$5,000	\$0	
Electrical Upgrade (Central Mall)		\$2,000	\$4,007	
Grade & Rock Area (F Gate & Saratoga)		\$17,500	\$0	
New Water Lines (West Circles)		\$3,000	\$0	
Admin. Office Counter & Cabinets		\$2,000	\$0	
RV Electrical Improvements (West Lot)		\$1,500	\$725	
* B & B Funding-\$1,500		(\$1,500)	(\$725)	
C Gate Improvements			\$2,971	
Paving/Slurry-*MM 2002 Project Done Early (\$60,000-F & E)			\$60,000	
New Fencing (Around Generator)			\$2,200	
Paving/Slurry Improvements				\$15,000
Portable Restroom Ramp *ADA (\$27,000 from F & E)				\$8,000
Portable Wheelchair Lift *ADA (\$11,900 from F & E)				\$7,000
<b>910 TOTAL</b>	<b>\$99,148</b>	<b>\$226,000</b>	<b>\$240,878</b>	<b>\$30,000</b>





**PERMANENT POSITIONS ON ROSTER FOR 2002  
FILLED, VACANT, AND PROPOSED**

**SCH 1-A**

ACCT NO.	EXPENDITURE CLASSIFICATION TITLE OF POSITION & NAME OF EMPLOYEE	PROPOSED HIRING/ANIV. DATE	TOTAL NUMBER OF MONTHS	RATE OF PAY		AMOUNT BUDGETED	
				AMOUNT	PER	DETAIL	ACCOUNT TOTALS
521	<b><u>MAINTENANCE</u></b>						
	MAINTENANCE SUPERVISOR (TOM MENDES) OVERTIME	1/9/84	12	\$2,213	BIWKLY  YR	\$57,602  \$13,440	
	ASST. MAINT. SUPERVISOR (ROLAND GIROUARD) OVERTIME	6/26/00	12	\$1,544 \$1,620	BIWKLY  YR	\$41,123  \$7,375	
	UTILITY ELECTRICIAN (DARRYL REAVIS) OVERTIME	10/30/89	12	\$2,089	BIWKLY  YR	\$54,313  \$9,600	
	UTILITY WORKER II (RICHARD MAY) OVERTIME	9/5/95	12	\$1,440	BIWKLY  YR	\$37,447  \$7,281	
	UTILITY WORKER II (KEN SHARPE) OVERTIME	1/1/00	12	\$1,278	BIWKLY  YR	\$33,225  \$4,111	
	UTILITY WORKER II (GORDON DAVEY) OVERTIME	12/14/98	12	\$1,398 \$1,468	BIWKLY  YR	\$36,413  \$3,601	
	POSSIBLE BONUS					\$3,000	
	EMPLOYEE LEAVE * ADDITIONAL ACCRUAL (SCHEDULE 1-A2)					\$10,359	
	521 TOTAL						<b>\$318,890</b>

**PERMANENT POSITIONS ON ROSTER FOR 2002  
FILLED, VACANT, AND PROPOSED**

**SCH 1-A**

ACCT NO.	EXPENDITURE CLASSIFICATION TITLE OF POSITION & NAME OF EMPLOYEE	PROPOSED HIRING/ANIV. DATE	TOTAL NUMBER OF MONTHS	RATE OF PAY		AMOUNT BUDGETED	
				AMOUNT	PER	DETAIL	ACCOUNT TOTALS
561	<b><u>OPERATIONS</u></b>						
	EVENT MANAGER (DIANA COLVIN)	5/1/00	12	\$2,486 \$2,610	BIWKLY	\$66,855	
	PARKING/EVENT COORDINATOR (VACANT) OVERTIME	1/1/02	12	\$1,311	BIWKLY  YR	\$34,073  \$6,022	
	POSSIBLE BONUS					\$3,000	
	EMPLOYEE LEAVE * REDUCE ACCRUAL (SCHEDULE 1-A2)					\$3,220	
	<b>561 TOTAL</b>						<b>\$113,170</b>

**EMPLOYEE LEAVE BALANCE ESTIMATED FOR 2002**

Sch 1-A2

Position	(In Dollars)				Anticipated
	Vac.	PLP	CTO	Total	Current Year Exp.
General Manager	\$28,317	\$0	\$6,132	\$34,449	
Fair Manager	\$3,040	\$0	\$3,713	\$6,753	
Marketing Manager	\$2,722	\$0	\$3,174	\$5,896	
Office Manager	\$1,159	\$0	\$2,599	\$3,758	
Exhibit Supervisor	\$0	\$0	\$0	\$0	
Controller	\$4,614	\$0	\$595	\$5,209	
Administrative Assistant	\$2,679	\$0	\$1,445	\$4,124	
Accounting Assistant	\$3,019	\$0	\$1,114	\$4,133	
Receptionist	\$851	\$0	\$40	\$891	
<b>Administration</b>					<b>\$65,213</b>
Maintenance Supervisor	\$9,622	\$0	\$4,382	\$14,004	
Assistant Maint. Supervisor	\$6,641	\$0	\$61	\$6,702	
Electrician	\$1,527	\$0	\$20	\$1,547	
Maintenance Worker	\$4,514	\$0	\$2,926	\$7,440	
Maintenance Worker	\$981	\$0	\$495	\$1,476	
Maintenance Worker	\$294	\$0	\$0	\$294	
<b>Maintenance</b>					<b>\$31,463</b>
Event Manager	\$4,437	\$0	\$0	\$4,437	
Parking/Event Coordinator	\$0	\$0	\$0	\$0	
<b>Operations</b>					<b>\$4,437</b>
<b>Notes:</b>					
<b>Leave values were calculated as of 9-30-01.</b>					
<b>Liability accrued thru 12-31-01.</b>					
<b>Three Personal Days must be taken by Dec. 31st.</b>					
<b>Total Leave Liability</b>	<b>\$74,417</b>	<b>\$0</b>	<b>\$26,696</b>	<b>\$101,113</b>	<b>\$101,113</b>
Accrued & Expensed Leave Liability as of 12-31-01 (est)					<b>(\$64,028)</b>
Estimated Leave Liability not Accrued (accrue 100% below)					<b>\$37,085</b>
<b>Total Budgeted for Current Year-100% (carry forward to sch. 1-A)</b>					<b>\$37,085</b>

Chief Executive Officer

Date

President/Chairman, Board

Date

## TEMPORARY POSITIONS PROPOSED FOR 2002

ACCT NO.	EXPENDITURE CLASSIFICATION TITLE OF POSITION & NAME OF EMPLOYEE	# EMPLOYED		ESTIMATED LENGTH OF EMPLOYMENT	RATE OF PAY		AMOUNT BUDGETED	
		LAST YEAR	THIS YEAR		AMOUNT	PER	DETAIL	ACCOUNT TOTALS
502	<b>ADMINISTRATION</b>							
	<b>RENTAL:</b>							
		RECEPTIONIST-WEEKEND	1	1	961 HRS.	\$10.00	HRLY.	\$9,610
		CONTRACT COORDINATOR	1	1	1,348 HRS.	\$13.00	HRLY.	\$18,050
		ADM. PROJECTS COORDINATOR	1	1	12 MTHS.	\$1,250	MTH	\$10,000
	<b>FAIR:</b>							
		RECEPTIONIST	5	5	120 HRS.	\$10.00	HRLY.	\$6,000
		FAIR CLERK/RECEPTIONIST	1	1	12 WKS.	\$10.00	HRLY.	\$4,800
		ADMIN. ASSISTANT	0	1	8 WKS.	\$10.00	HRLY.	\$3,000
		<b>502 TOTAL</b>						<b>\$51,460</b>
522	<b>MAINTENANCE</b>							
	<b>RENTAL:</b>							
		UTILITY WORKERS	20	20	119 DAYS	\$10/\$12	HRLY.	\$215,850
	<b>FAIR:</b>							
		UTILITY WORKERS	38	38	240 HRS.	\$10/\$12	HRLY.	\$87,500
		UNION JANITORS	20	20	11 DAYS	\$81/\$85	SHIFT	\$13,100
	<b>522 TOTAL</b>						<b>\$316,450</b>	
541	<b>PUBLICITY</b>							
	<b>FAIR:</b>							
		MARKETING CLERK	1	1	15 HRS.	\$10.00	HRLY.	\$150
	<b>541 TOTAL</b>						<b>\$150</b>	
561	<b>OPERATIONS</b>							
	<b>RENTAL:</b>							
		PARKING ATTENDANTS	-	-	119 DAYS	\$9.50/\$10	HRLY.	\$90,420
	<b>FAIR:</b>							
		INFO BOOTH PERSONNEL	2	2	10 DAYS	\$7.00	HRLY.	\$1,000
		PARKING ATTENDANTS	26	26	11 DAYS	\$9.50/\$10	HRLY.	\$24,900
		PARKING SUPERVISOR	2	2	2 WKS.	\$815	WKLY.	\$3,260
		PKG/SECURITY COORDINATOR	1	1	2 WKS.	\$2,000	WKLY.	\$4,000
		GATEMEN & TICKET SELLERS	35	35	10 DAYS	\$9.50/\$10	HRLY.	\$13,770
		MONEYROOM CASHIERS	8	8	11 DAYS	\$13.00	HRLY.	\$8,460
	MONEYROOM MANAGER	1	1	2 WKS	\$1,155	WKLY	\$2,310	





**PROPOSED PROFESSIONAL SERVICES CONTRACTUAL 2002**

SCH 1-C

ACCT. NO.	TYPE OF SERVICE AND CONTRACTORS NAME	EST. LENGTH OF SERVICES (HOURS, DAYS, MONTHS)		AMOUNT BUDGETED	
		NUMBER	UNIT RATE	DETAIL	ACCOUNT TOTALS
504	<b>ADMINISTRATION</b>				
	COMPUTER CONSULTANT/PROGRAMMER	12 MTHS.	\$8,000/YR	\$8,000	
	FINANCIAL AUDIT SERVICES	12 MTHS	\$16,000/YR	\$16,000	
	BENEFIT PLANS ADMINISTRATOR	12 MTHS.	\$17,000/YR	\$17,000	
	<b>504 TOTAL</b>				<b>\$41,000</b>
523	<b>MAINTENANCE</b>				
	GROUNDS LANDSCAPING-YR ROUND	12 MTHS.	\$4,500/MTH.	\$54,000	
	LANDSCAPING-FAIR	3 MTHS.	\$3,500/MTH.	\$10,500	
	LANDSCAPING-SPECIAL PROJECTS	12 MTHS.	\$100/MTH.	\$1,200	
	<b>523 TOTAL</b>				<b>\$65,700</b>
542	<b>PUBLICITY</b>				
	<b>RENTAL:</b>				
	DIRECTOR OF PUBLICITY	12 MTHS.	\$900/MTH	\$10,800	
	SPECIAL PROJECTS	12 MTHS.	\$100/MTH.	\$1,200	
	WEB SITE SERVICES	12 MTHS.	\$9,000/YR	\$9,000	
	PHOTOGRAPHER-RENTAL EVENTS	11MTHS.	\$1,000/YR	\$1,000	
	<b>FAIR:</b>				
	DIRECTOR OF PUBLICITY	10 MTHS.	\$2,100/MTH.	\$21,000	
	(2) PHOTOGRAPHERS	10 DAYS	\$1,500/YR	\$3,000	
	WEB SITE SERVICES	12 MTHS.	\$4,000/YR	\$4,000	
	ADVERTISING DIRECTOR (see racing)	9 MTHS.	\$15,000/YR	\$15,000	
	COMMUNITY OUTREACH COORDINATOR	6 MTHS.	\$4,500/YR	\$4,500	
		<b>542 TOTAL</b>			
562	<b>ATTENDANCE/OPERATIONS</b>				
	<b>RENTAL:</b>				
	PRIVATE SECURITY	11 MTHS.	\$15,000/YR	\$15,000	
	FIRE & EMERGENCY	11 MTHS.	\$6,000/YR	\$6,000	
	PARKING/CONCESSIONS AUDITOR	11 MTHS.	\$2,000/YR	\$2,000	
	<b>FAIR:</b>				
	ADMISSIONS/GATE COORDINATOR	15 DAYS	\$6,000/YR	\$6,000	
	GROUNDS OPERATIONS ASST.	2 WKS.	\$2,450/YR	\$2,450	
	MONEYROOM/AUDIT SERVICES	10 DAYS	\$2,630/YR	\$2,630	
	OPERATIONS/CONCESSIONS AUDITOR	2 WKS	\$6,100/YR	\$6,100	
	FIRST AID SERVICE	12 DAYS	-	\$2,200	
	POLICE SECURITY (PLUS CARNIVAL FUNDS)	10 DAYS	-	\$6,270	
	FIRE & EMERGENCY	10 DAYS	-	\$4,460	
PRIVATE SECURITY-FAIR	10 DAYS	-	\$57,720		
	<b>562 TOTAL</b>				<b>\$110,830</b>



**PROPOSED PROFESSIONAL SERVICES CONTRACTUAL 2002**

SCH 1-C

ACCT. NO.	TYPE OF SERVICE AND CONTRACTORS NAME	EST. LENGTH OF SERVICES (HOURS, DAYS, MONTHS)		AMOUNT BUDGETED	
		NUMBER	UNIT RATE	DETAIL	ACCOUNT
					TOTALS
632	<b>JUDGES</b>				
	(2) PROFESSIONAL GARDENS JUDGES	1 DAY	\$100	\$200	
	(22) FLORAL ARTS JUDGES	1 DAY	\$20-\$30	\$550	
	(17) FINE ARTS JUDGES	1 DAY	\$50-\$210	\$1,175	
	(10) CAL. LIVING JUDGES	1 DAY	\$15-\$40	\$530	
	(17) LIVESTOCK JUDGES	1 DAY	\$30-\$200	\$2,260	
	(2) AGRICULTURE JUDGES	1 DAY	\$50	\$100	
	(14) JR. DIVISION JUDGES	1 DAY	\$50-\$75	\$725	
	<b>632 TOTAL</b>				<b>\$5,540</b>
633	<b>EXHIBITS</b>				
	(3) PROFESSIONAL GARDENS	1 MTH.	VARIOUS	\$26,000	
	(2) FUSCHIA GARDENS	1MTH.	\$1,365 EACH	\$2,730	
	FLORAL DEMONSTRATIONS	10 DAYS	\$2,900/YR.	\$2,900	
	(2) LIVESTOCK AUCTIONEERS	1 DAY	\$400/YR.	\$800	
	LIVESTOCK HEALTH CHECKS/TRAINING	1 DAY	VARIOUS	\$1,100	
	LIVESTOCK EXHIBITS	10 DAYS	VARIOUS	\$10,000	
	CHILI COOKOFF COORDINATOR	1 DAY	\$300/YR.	\$300	
	ENTRY PROCESSING	3 WKS.	\$6,500/YR.	\$6,500	
	FINE ARTS DEMONSTRATIONS	10 DAYS	\$800/YR.	\$800	
<b>633 TOTAL</b>				<b>\$51,130</b>	
653	<b>RACING</b>				
	ADVERTISING DIRECTOR (SEE PUBLICITY)	9 MTHS.	\$10,000/YR.	\$10,000	
	RACING ANALYST	12 MTHS.	\$6,000/YR	\$6,000	
	RACING DIRECTOR	12MTHS.	\$2,300/YR	\$2,300	
	GOVERNMENT RACING RELATIONS	12 MTHS.	\$2,000/MTH.	\$24,000	
<b>653 TOTAL</b>				<b>\$42,300</b>	
662	<b>ENTERTAINMENT</b>				
	ENTERTAINMENT DIRECTOR	9 MTHS.	\$21,000/YR.	\$21,000	
	FIESTA HALL COORDINATOR	6 MTHS.	\$7,500/YR.	\$7,500	
	SPECIAL EVENTS STAGE MANAGERS	2 WKS.	\$6,000/YR.	\$6,000	
	SPECIAL EVENTS COORDINATOR	9 MTHS.	\$10,500/YR.	\$10,500	
	MUSICIAN COORDINATOR	1 DAY	\$500/YR.	\$500	
	PROFESSIONAL SOUND	10 DAYS	\$38,500/YR.	\$38,500	
	PROFESSIONAL LIGHTING	10 DAYS	\$30,500/YR.	\$30,500	
	CREW CHIEF-PROF. STAGE	2 WKS	\$1,000/YR	\$1,000	
PROF. STAGE COORDINATOR	10 DAYS	\$4,000/YR.	\$4,000		
<b>662 TOTAL</b>				<b>\$119,500</b>	

## Variance Report

Automatically prepared

SAN MATEO

	Acct. No.	Budgeted vs. Estimated Fluctuation		2001	2001	2002	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change	Budgeted	Estimated	Proposed	\$ Change	% Change
<b>OPERATING REVENUES:</b>								
Admissions to Grounds	41000	-44,456	-7.5%	591,170	546,714	619,720	73,006	13.4%
Commercial Space	41500	-28,252	-16.1%	175,820	147,568	159,600	12,032	8.2%
Concessions	42000	-14,141	-3.7%	383,830	369,689	378,930	9,241	2.5%
Exhibits	43000	4,291	18.8%	22,860	27,151	27,250	99	0.4%
Horse Show	44000		#DIV/0!					#DIV/0!
Horse Racing (Live)	45000	-10,230	-3.3%	306,570	296,340	296,340		
Satellite Wagering	45005		#DIV/0!					#DIV/0!
Fair Attractions	46000		#DIV/0!					#DIV/0!
Interim Attractions	46009		#DIV/0!					#DIV/0!
Miscellaneous Fair	47000	-40,081	-15.9%	252,760	212,679	211,630	-1,049	-0.5%
Misc. Non-Fair Programs	47005		#DIV/0!					#DIV/0!
Interim Revenue	48000	-66,189	-2.9%	2,245,280	2,179,091	2,221,670	42,579	2.0%
Prior Year Revenue Adj	49000	3,480	#DIV/0!		3,480		-3,480	-100.0%
Other Operating Revenue	49500	-5,952	-11.4%	52,100	46,148	23,680	-22,468	-48.7%
<b>TOTAL OPERATING REVENUES</b>		<b>-201,530</b>	<b>-5.0%</b>	<b>4,030,390</b>	<b>3,828,860</b>	<b>3,938,820</b>	<b>109,960</b>	<b>2.9%</b>
<b>OPERATING EXPENDITURES:</b>								
Administration	50000	-18,040	-1.6%	1,100,570	1,082,530	1,080,950	-1,580	-0.1%
Maintenance & Gen Ops	52001	97,341	7.7%	1,267,140	1,364,481	1,362,260	-2,221	-0.2%
Publicity	54000	-27,101	-9.7%	280,190	253,089	271,000	17,911	7.1%
Attendance Operations	56000	-126,879	-21.4%	592,060	465,181	490,280	25,099	5.4%
Miscellaneous Fair	57000	-12,608	-27.9%	45,160	32,552	31,440	-1,112	-3.4%
Misc. Non-Fair Programs	57005		#DIV/0!					#DIV/0!
Premiums	58000	4,455	10.5%	42,560	47,015	45,800	-1,215	-2.6%
Exhibits	63000	12,575	5.9%	214,920	227,495	214,890	-12,605	-5.5%
Horse Show	64000		#DIV/0!					#DIV/0!
Horse Racing (Live)	65000	-11,833	-7.2%	164,180	152,347	158,740	6,393	4.2%
Satellite Wagering	65005		#DIV/0!					#DIV/0!
Fair Entertainment Expense	66000	-4,793	-1.1%	452,920	448,127	425,060	-23,067	-5.1%
Interim Entertainment Exp	66009		#DIV/0!					#DIV/0!
Equipment (Funded by Fair)	72300	9,780	59.3%	16,500	26,280	5,000	-21,280	-81.0%
Prior Year Expense Adj	80000	10,675	#DIV/0!		10,675		-10,675	-100.0%
Cash (over/under)	85000	240	#DIV/0!		240		-240	-100.0%
Depreciation	90000		#DIV/0!					#DIV/0!
Capital Exp (Funded by Fair)	91000	25,804	10.4%	248,000	273,804	30,000	-243,804	-89.0%
<b>TOTAL OPERATING EXPENDITURES</b>		<b>-40,384</b>	<b>-0.9%</b>	<b>4,424,200</b>	<b>4,383,816</b>	<b>4,115,420</b>	<b>-268,396</b>	<b>-6.1%</b>
<b>NET EFFECT</b>		<b>-161,146</b>	<b>40.9%</b>	<b>-393,810</b>	<b>-554,956</b>	<b>-176,600</b>	<b>378,356</b>	<b>-1</b>
<b>LOCAL (BASE) ALLOCATION</b>				<b>105,000</b>	<b>105,000</b>	<b>105,000</b>		
<b>NET PROFIT/LOSS, CURRENT YEAR</b>		<b>-161,146</b>	<b>55.8%</b>	<b>-288,810</b>	<b>-449,956</b>	<b>-71,600</b>	<b>378,356</b>	<b>-1</b>

# BUDGET VARIANCE EXPLANATION

## Exhibit 1

Fair Organization:      SAN MATEO COUNTY EXPO & FAIR ASSOCIATION

<u>Accounts</u>	<u>2001 Budget to Estimate</u>	<u>2001 Estimate to 2002 Proposed</u>
41000 Admissions	No Significant change	Increase Gate Ticket Price
41500 Commercial	Competition of other Events, Poor Economy, Fair is Too Long	No significant Change
42000 Concessions	No Significant Change	No Significant Change
43000 Exhibits	No Significant Change	No Significant Change
44000 Horse Show	N/A	N/A
45000 Horse Racing	No Significant Change	No Significant Change
45005 Satellite Wagering	N/A	N/A
46000 Fair Attractions	N/A	N/A
46009 Interim Attractions	N/A	N/A
47000 Misc. Fair	Poor Economy/Less Sponsorships	No Significant Change
47005 Misc. Non-Fair	N/A	N/A
48000 Interim	No Significant Change	No Significant Change

# BUDGET VARIANCE EXPLANATION

## Exhibit 1

Fair Organization: San Mateo County Expo & Fair Association

<u>Accounts</u>	<u>2001 Budget to Estimate</u>	<u>2001 Estimate to 2002 Proposed</u>
49000 PY Revenue Adj.	N/A	N/A
49500 Other Ops Rev	No Significant Change	Less Reserves & Interest
50000 Administration	No Significant Change	No Significant Change
52000 Maintenance/Gen. Ops	No Significant Change	No Significant Change
54000 Publicity	No Significant Change	No Significant Change
56000 Attendance Ops	Permanent Position was Vaacant/ Less Security Costs	No Significant Change
57000 Misc. Fair	Less Sponsorship Fees/Expenses	No Significant Change
57005 Misc. Non-Fair	N/A	N/A
58000 Premiums	No Significant Change	No Significant Change
63000 Exhibits	No Significant Change	No Significant Change
64000 Horse Show	N/A	N/A
65000 Horse Racing	No Significant Change	No Significant Change

# BUDGET VARIANCE EXPLANATION

## Exhibit 1

Fair Organization: San Mateo County Expo & Fair Association

<u>Accounts</u>	<u>2001 Budget to Estimate</u>	<u>2001 Estimate to 2002 Proposed</u>
65005 Satellite Wagering	N/A	N/A
66000 Fair Entertainment	No Significant Change	No Significant Change
66009 Interim Entertainment	N/A	N/A
72300 Equipment	No Significant Change	2002 Budget Constraints
80000 PY Expense Adj.	N/A	N/A
85000 Cash (over/under)	N/A	N/A
91000 Capital Expense.	2002 Major Maintenance Done Early \$60,000	2002 Budget Constraints

\_\_\_\_\_  
CEO Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Board President Signature

\_\_\_\_\_  
Date

RESOLUTION NO. \_\_\_\_\_

BOARD OF SUPERVISORS, COUNTY OF SAN MATEO, STATE OF CALIFORNIA

\* \* \* \* \*

RESOLUTION APPROVING 2002 SAN MATEO COUNTY  
EXPOSITION AND FAIR ASSOCIATION BUDGET

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RESOLVED, by the Board of Supervisors of the County of San Mateo, State of California, that

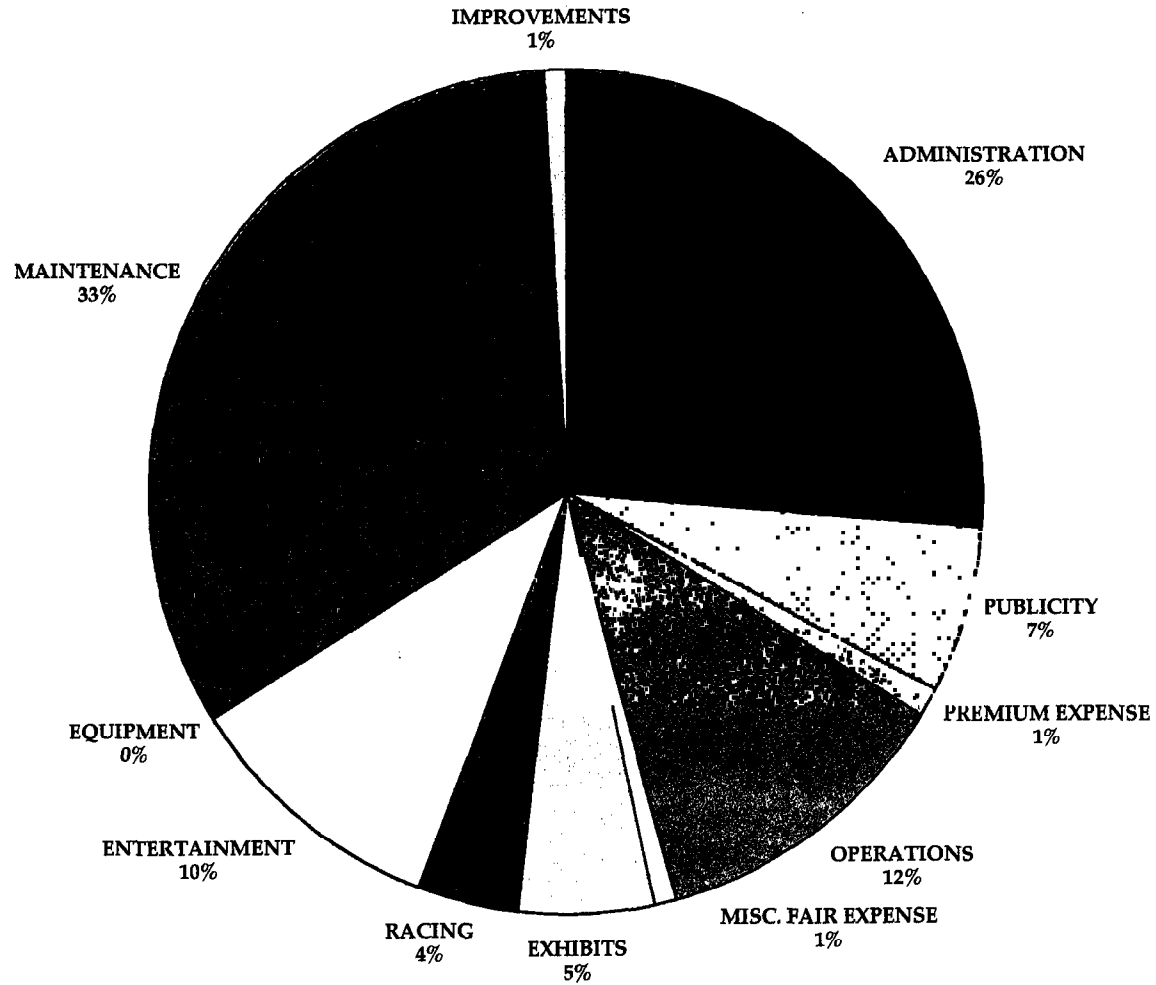
WHEREAS, there has been presented to this Board of Supervisors for its consideration and acceptance the 2002 budget of the San Mateo County Exposition and Fair Association, reference to which is hereby made for further particulars, and

WHEREAS, this Board has examined and reviewed the budget of the San Mateo County Exposition and Fair Association;

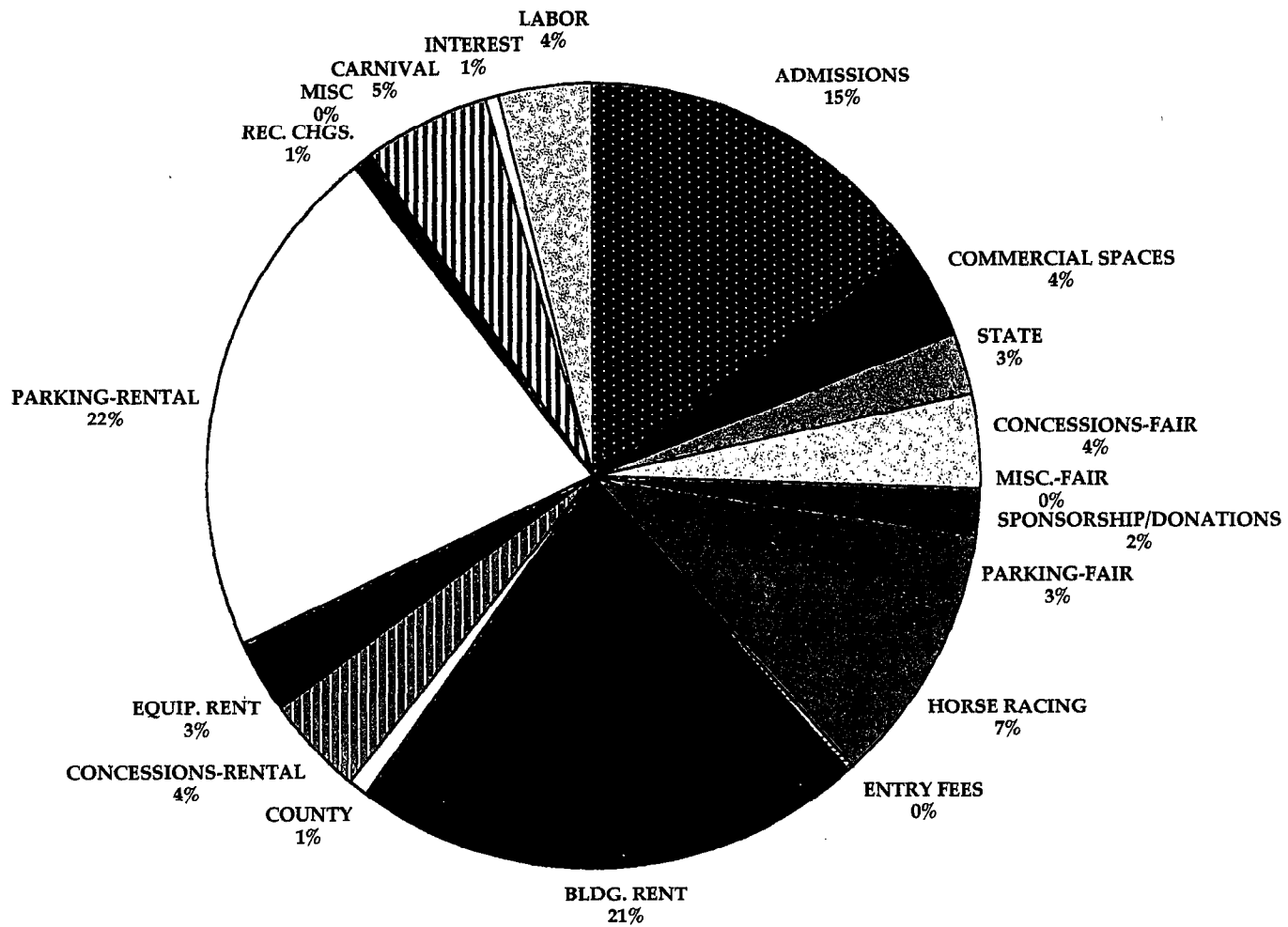
NOW, THEREFORE, IT IS HEREBY DETERMINED AND ORDERED that the 2002 budget of the San Mateo County Exposition and Fair Association is hereby approved by this Board of Supervisors.

\* \* \* \* \*

# 2002 BUDGETED EXPENSE



# 2002 BUDGETED REVENUE





# YEAR-END RESOURCES AVAILABLE (1990-2002)

