

# 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, 2003 to December 31, 2003

	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003		
RESOURCES, JANUARY 1:	1,018,519	608,563	797,891	745,469		
Unrestricted net resources	1,018,519	608,563	797,891	745,469		
Investment in capital assets	0	0	0	0		
Subtotal	1,018,519	608,563	797,891	745,469		
RESOURCES ACQUIRED:						
OPERATING REVENUES (From Page 2)	3,972,789	3,938,820	4,039,678	4,242,360		
STATE APPORTIONMENT (Section 19630)	105,000	105,000	105,000	105,000		
COUNTY FUNDS	40,000	40,000	40,000	40,000		
OTHER (Explain)						
TOTAL RESOURCES AVAILABLE	5,136,308	4,692,383	4,982,569	5,132,829		
RESOURCES APPLIED:						
TOTAL EXPENDITURES (From Page 2)	4,338,417	4,115,420	4,237,100	4,455,090		
OTHER (Explain)						
TOTAL RESOURCES APPLIED	4,338,417	4,115,420	4,237,100	4,455,090		
RESOURCES, DECEMBER 31:	797,891	576,963	745,469	677,739		
Unrestricted net resources	797,891	576,963	745,469	677,739		
Investment in capital assets	0	0	0	0		
Subtotal	797,891	576,963	745,469	677,739		
Reserve Percentage	18.4%	14.0%	17.6%	15.2%		
<table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> <b>ALL FAIRS:</b>             _____            President, Board of Directors                      Date             _____            Chief Executive Officer                              Date         </td> <td style="width: 50%; vertical-align: top;"> <b>COUNTY APPROVALS (County Fairs Only):</b>             _____            Chairman, Board of Supervisors                      Date             _____            County Clerk    Date         </td> </tr> </table>					<b>ALL FAIRS:</b>  _____ President, Board of Directors                      Date  _____ Chief Executive Officer                              Date	<b>COUNTY APPROVALS (County Fairs Only):</b>  _____ Chairman, Board of Supervisors                      Date  _____ County Clerk    Date
<b>ALL FAIRS:</b>  _____ President, Board of Directors                      Date  _____ Chief Executive Officer                              Date	<b>COUNTY APPROVALS (County Fairs Only):</b>  _____ Chairman, Board of Supervisors                      Date  _____ County Clerk    Date					
<b>DEPARTMENT OF FOOD &amp; AGRICULTURE</b>  ----- <div style="display: flex; justify-content: space-between;"> <span>Director</span> <span>Date</span> </div>						

## Summary of Operations

## San Mateo County Expo &amp; Fair Association

	Acct. No.	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003
<b>OPERATING REVENUES:</b>					
Admissions to Grounds	41000	546,119	619,720	552,381	625,380
Commercial Space	41500	148,201	159,600	144,251	153,580
Concessions	42000	368,661	378,930	366,316	375,840
Exhibits	43000	33,585	27,250	29,038	30,530
Horse Show	44000				
Horse Racing (Live)	45000	296,340	296,340	319,000	319,000
Satellite Wagering	45005				
Fair Attractions	46000				
Interim Attractions	46009				
Miscellaneous Fair	47000	206,857	211,630	190,486	219,450
Miscellaneous Non-Fair Programs	47005				
Interim Revenue	48000	2,311,332	2,221,670	2,388,655	2,494,580
Prior Year Revenue Adjustments	49000	11,623		18,135	
Other Operating Revenue	49500	50,071	23,680	31,416	24,000
<b>TOTAL OPERATING REVENUES (to Page 1)</b>		<b>3,972,789</b>	<b>3,938,820</b>	<b>4,039,678</b>	<b>4,242,360</b>
<b>OPERATING EXPENDITURES:</b>					
Administration	50000	1,059,394	1,080,950	1,047,282	1,112,200
Maintenance & General Operations	52000	1,380,733	1,362,260	1,483,107	1,483,060
Publicity	54000	234,868	271,000	285,697	272,800
Attendance Operations	56000	467,859	490,280	491,190	549,020
Miscellaneous Fair	57000	32,578	31,440	33,058	35,890
Miscellaneous Non-Fair Programs	57005				
Premiums	58000	46,920	45,800	44,051	43,000
Exhibits	63000	228,470	214,890	227,148	224,590
Horse Show	64000				
Horse Racing (Live)	65000	148,299	158,740	148,316	153,540
Satellite Wagering	65005				
Fair Entertainment Expense	66000	446,978	425,060	438,835	417,190
Interim Entertainment Expense	66009				
Equipment (Funded by Fair)	72300	26,661	5,000	3,731	5,300
Prior Year Expense Adjustments	80000	1,761		8,126	
Cash (over/under)	85000	739		222	
Depreciation Expense	90000				
Capital Expenditures (Funded by Fair)	91000	263,157	30,000	26,337	158,500
<b>TOTAL OPERATING EXPENDITURES (to Page 1)</b>		<b>4,338,417</b>	<b>4,115,420</b>	<b>4,237,100</b>	<b>4,455,090</b>
<b>NET EFFECT</b>		<b>-365,628</b>	<b>-176,600</b>	<b>-197,422</b>	<b>-212,730</b>
<b>LOCAL (BASE) ALLOCATION (EXCLUDES CO. FUNDS)</b>		<b>105,000</b>	<b>105,000</b>	<b>105,000</b>	<b>105,000</b>
<b>NET PROFIT/LOSS, CURRENT YEAR</b>		<b>-260,628</b>	<b>-71,600</b>	<b>-92,422</b>	<b>-107,730</b>

## Detail of Revenues

## San Mateo County Expo &amp; Fair Association

	Acct. No.	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003
<b>ADMISSIONS REVENUE:</b>					
Regular Fair Admissions	41010	504,778	558,620	503,914	565,290
Discounted Fair Admissions	41020	41,341	61,100	48,467	60,090
<b>TOTAL ADMISSIONS REVENUE</b>	<b>41000</b>	<b>546,119</b>	<b>619,720</b>	<b>552,381</b>	<b>625,380</b>
<b>COMMERCIAL SPACE REVENUE:</b>					
Outside Commercial Space	41510	Included Below	Included Below	Included Below	Included Below
Inside Commercial Space	41520	148,201	159,600	144,251	153,580
<b>TOTAL COMMERCIAL SPACE REVENUE</b>	<b>41500</b>	<b>148,201</b>	<b>159,600</b>	<b>144,251</b>	<b>153,580</b>
<b>CONCESSIONS REVENUE:</b>					
Carnival	42100	200,286	205,290	182,380	187,123
Carnival: Pre-Sale	42100	16,106	16,510	15,036	15,427
Food Concessions	42200	152,269	157,130	168,900	173,290
Non-Food Concessions	42300				
<b>TOTAL CONCESSIONS REVENUE</b>	<b>42000</b>	<b>368,661</b>	<b>378,930</b>	<b>366,316</b>	<b>375,840</b>
<b>EXHIBITS REVENUE:</b>					
Entry Fees	43100	16,705	16,750	17,962	17,960
Donated & Sponsored Awards	43200	16,880	10,500	11,076	12,570
Advertising in Premium Book	43300				
Other (Explain)	43400				
<b>TOTAL EXHIBITS REVENUE</b>	<b>43000</b>	<b>33,585</b>	<b>27,250</b>	<b>29,038</b>	<b>30,530</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	296,340	296,340	319,000	319,000
Track Commissions & Breakage	45200				
Program Sales	45300				
Concessions	45400				
Other (Explain)	45500				
<b>TOTAL LIVE HORSE RACING REVENUE</b>	<b>45000</b>	<b>296,340</b>	<b>296,340</b>	<b>319,000</b>	<b>319,000</b>

## Detail of Revenues

## San Mateo County Expo &amp; Fair Association

	Acct. No.	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003
<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	137,696	141,140	128,000	150,480
Fair Program Revenue	47200				
Utility Fee Reimbursement	47300	3,325	3,330	3,750	3,750
Exhibit Guide Revenue	47400				
Stall Rentals (Fairtime)	47500				
Camping Fees (Fairtime)	47700				
Other (Explain) T-shirt/Art Sales, Ticket Fees	47800	3,963	2,660	3,748	2,790
Sponsorships	47900	61,873	64,500	54,988	62,430
TOTAL MISCELLANEOUS FAIR REVENUE	47000	206,857	211,630	190,486	219,450
<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 County Expo &amp; Fair Association

	Acct. No.	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003
<b>INTERIM REVENUE:</b>					
Rental of Buildings	48100	888,079	869,700	891,364	930,490
Recovered Labor	48200	188,359	154,340	207,040	196,200
Equipment Rentals	48300	101,308	119,700	118,213	116,040
Concessions Revenue	48400	210,880	171,720	185,661	184,050
Utility Fee Reimbursement	48500	18,348	25,000	48,678	22,450
Interim Parking Revenue	48600	900,725	878,960	930,577	1,036,350
Other Interim Revenue (List Misc & ATM Commission)	48700	3,633	2,250	7,122	9,000
<b>TOTAL INTERIM REVENUE</b>	<b>48000</b>	<b>2,311,332</b>	<b>2,221,670</b>	<b>2,388,655</b>	<b>2,494,580</b>
<b>TOTAL PRIOR YEAR REVENUE ADJUSTMENT:</b>	<b>49000</b>	<b>11,623</b>		<b>18,135</b>	
<b>OTHER OPERATING REVENUE:</b>					
Interest Earnings	49510	50,071	23,680	31,416	24,000
Donations/Sponsorships (general)	49520				
Other (Explain)	49530				
<b>TOTAL OTHER OPERATING REVENUE</b>	<b>49500</b>	<b>50,071</b>	<b>23,680</b>	<b>31,416</b>	<b>24,000</b>

## Detail of Expenditures

## San Mateo County Expo &amp; Fair Association

	Acct. No.	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003
<b>ADMINISTRATION EXPENSE:</b>					
Salaries & Wages - Permanent	50100	539,383	553,070	522,534	568,160
Salaries & Wages - Temporary	50200	56,401	51,460	67,706	50,800
Compensated Absences Expense	50300				0
Employee Benefits - Employer's Share	50310	134,037	149,900	138,299	157,410
Payroll Taxes	50320	42,592	45,560	43,856	47,320
Worker's Compensation Insurance	50330	29,011	28,890	28,035	29,940
Professional Services (Contractual)	50400	40,850	25,000	16,021	16,480
Director's Expense	50500	13,675	17,500	10,304	16,000
Traveling/Training Expense - Employees	50600	13,377	13,100	10,947	12,000
Office Supplies and Expense	50700	69,918	67,000	63,451	61,400
Telephone and Postage	50800	40,553	43,720	43,941	47,460
Dues and Subscriptions	50900	12,698	13,500	12,632	12,630
Insurance (General Liability)	51000	25,166	27,430	37,364	39,230
Other (Explain)	51100	21,816	23,620	29,687	31,170
Unemployment Insurance (Non-reimbursed)	51200	1,877	4,000	4,000	3,500
Audit Expense	51300	16,640	16,000	17,305	17,500
Current Year Bad Debt Expense	51400	1,400	1,200	1,200	1,200
<b>TOTAL ADMINISTRATION EXPENSE</b>	<b>50000</b>	<b>1,059,394</b>	<b>1,080,950</b>	<b>1,047,282</b>	<b>1,112,200</b>
<b>MAINTENANCE &amp; GENERAL OPERATIONS:</b>					
Salaries & Wages - Permanent	52100	306,061	318,890	321,265	323,200
Salaries & Wages - Temporary	52200	365,544	316,450	406,790	393,400
Employee Benefits	52210	73,183	84,060	89,229	89,540
Payroll Taxes	52220	47,076	48,370	54,265	54,590
Worker's Compensation Insurance	52230	30,099	30,670	34,931	34,260
Professional Services (Contractual)	52300	62,983	65,700	74,153	72,000
Rental - Land & Buildings	52400				
Rental - Maintenance Equipment	52500	7,724	15,100	14,536	14,500
Rental - Public Address & Intercom	52600				
Temporary Electrical Work (Contractual)	52700				
Light, Heat, Water and Power	52800	231,805	250,850	261,634	270,480
Maintenance of Equipment - Supplies & Expense	52900	57,366	35,000	44,280	52,280
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	97,767	102,000	94,385	91,170
Trash Removal, Clean up (Contractual)	53100	35,557	41,170	29,911	31,410
Other (Explain)	53200				
Special Repairs & Maintenance (List)	53300	65,568	54,000	57,728	56,230
<b>TOTAL MAINTENANCE EXPENSE</b>	<b>52001</b>	<b>1,380,733</b>	<b>1,362,260</b>	<b>1,483,107</b>	<b>1,483,060</b>

SAN MATEO COUNTY EXPO & FAIR ASSOCIATION

BUDGET FOR THE PERIOD

1-1-03 THRU 12-31-03

DETAIL OF EXPENDITURES

ACCT. #533 SPECIAL REPAIRS	ACTUAL 2001	BUDGETED 2002	ESTIMATED 2002	BUDGETED 2003
Air Unit Repairs (Expo Hall)	\$11,847			
Roof Repairs	\$926			
Misc. Painting	\$1,546			
Drain & Sewer Repairs	\$6,279			
Restroom & Plumbing Repairs	\$4,406			
Fence Repairs/Replacement	\$16,015			
Window Repairs	\$506			
Electrical Repairs	\$587			
Patchwork Paving	\$6,869			
Threshold/Door Repairs	\$3,475			
Trench Drain System (W. Fiesta) * CCA	\$20,000			
* CCA Reimb. of \$10,000	(\$10,000)			
Shade Cloth Replacement-Livestock Area	\$1,431			
Misc. Building Repairs	\$1,190			
Stand A Tile Repair	\$491			
Repair & Replace Gutters		\$1,000	\$1,000	
Air Unit Repairs (Expo Hall)		\$15,000	\$13,191	
Roof Repairs		\$8,000	\$7,235	
Misc. Painting		\$3,000	\$617	
Drain & Sewer Repairs		\$4,500	\$473	
Fence Repairs/Replacement		\$7,500	\$3,250	
Window Repairs		\$1,500	\$1,364	
Electrical Repairs		\$2,500	\$3,575	
Patchwork Paving		\$8,000	\$16,465	
Threshold/Door Repairs		\$3,000	\$10,558	
Repair & Replace Gutters				\$1,000
Air Unit Repairs (Expo Hall)				\$14,230
Roof Repairs				\$7,000
Misc. Painting				\$3,000
Drain & Sewer Repairs				\$4,500
Fence Repairs/Replacement				\$6,000
Window Repairs				\$1,000
Electrical Repairs				\$2,000
Patchwork Paving				\$8,000
Threshold/Door Repairs				\$3,000
Repair Main Breaker (next to Sequoia)				\$6,500
<b>533 TOTAL</b>	<b>\$65,568</b>	<b>\$54,000</b>	<b>\$57,728</b>	<b>\$56,230</b>

## Detail of Expenditures

## San Mateo County Expo &amp; Fair Association

	Acct. No.	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003
<b>PUBLICITY EXPENSE:</b>					
Salaries & Wages	54100	150	150	200	200
Employee Benefits	54110				
Payroll Taxes	54120				
Worker's Compensation Insurance	54130				
Professional Services (Contractual)	54200	64,906	69,500	85,305	88,550
Supplies and Expense	54300	27,882	39,400	38,114	33,200
Advertising	54400	129,835	146,950	146,324	138,670
Promotional Expense	54500				
Public Relations Expense	54600	12,095	15,000	15,754	12,180
Pre-Fair Events	54700				
Other (Explain)	54800				
<b>TOTAL PUBLICITY EXPENSE</b>	<b>54000</b>	<b>234,868</b>	<b>271,000</b>	<b>285,697</b>	<b>272,800</b>
<b>ATTENDANCE OPERATIONS:</b>					
Salaries & Wages (Permanent & Temporary)	56100	250,792	265,390	270,890	281,730
Employee Benefits	56110	17,803	30,870	17,533	29,980
Payroll Taxes	56120	18,729	13,150	20,391	21,480
Worker's Compensation Insurance	56130	11,867	8,340	12,966	13,480
Professional Services (Contractual)	56200	100,777	110,830	109,357	126,500
Supplies and Expense	56300	67,891	61,700	60,053	75,850
Other (Explain)	56400				
<b>TOTAL ATTENDANCE OPERATIONS</b>	<b>56000</b>	<b>467,859</b>	<b>490,280</b>	<b>491,190</b>	<b>549,020</b>
<b>MISCELLANEOUS FAIR EXPENSE:</b>					
Parking Lot (% paid or staff expense)	57100				
Program Expense	57200	5,352	5,500	4,763	4,810
Utility Fees	57300				
Exhibit Guide	57400	8,208	8,450	7,837	7,920
Stall Expense	57500				
Sponsorships	57700	19,018	17,490	20,458	23,160
Other (Explain)	57800				
Commercial Exhibits & Concessions	57900				
<b>TOTAL MISCELLANEOUS FAIR</b>	<b>57000</b>	<b>32,578</b>	<b>31,440</b>	<b>33,058</b>	<b>35,890</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 County Expo &amp; Fair Association

	Acct. No.	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003
<b>PREMIUMS EXPENSE (Excluding Horse Show):</b>					
Cash Awards	58100	41,745	41,800	38,814	39,000
Trophies, Medals, Ribbons	58200	5,175	4,000	5,237	4,000
Sponsored Cash Awards	58300				
Sponsored Trophies, Medals, Ribbons	58400				
Other Awards (Explain)	58500				
<b>TOTAL PREMIUM EXPENSE</b>	<b>58000</b>	<b>46,920</b>	<b>45,800</b>	<b>44,051</b>	<b>43,000</b>
<b>EXHIBITS EXPENSE:</b>					
Salaries & Wages	63100	67,984	65,480	82,315	76,880
Employee Benefits	63110				
Payroll Taxes	63120	5,201	5,010	6,297	5,880
Worker's Compensation Insurance	63130	5,981	6,380	7,455	7,190
Judges (Contractual)	63200	5,541	5,540	6,231	5,810
Professional Services - Other (Contractual)	63300	50,530	51,130	27,864	28,270
Supplies and Expense	63400	66,619	56,000	63,534	64,170
Tent & Booth Rental	63500	6,769	7,850	6,408	6,470
Decorations	63600	19,845	17,500	27,044	29,920
Other (Explain)	63700				
<b>TOTAL EXHIBITS EXPENSE</b>	<b>63000</b>	<b>228,470</b>	<b>214,890</b>	<b>227,148</b>	<b>224,590</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 County Expo &amp; Fair Association

	Acct. No.	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003
<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	21,098	23,500	20,136	20,140
Professional Services (Contractual)	65300	36,325	42,300	37,092	38,800
Supplies and Expense	65400	20,713	20,440	23,659	23,100
Rental - Totalisator Equipment	65600				
Rental - Other Equipment	65700				
Other (Explain) Advertising - 40%	65800	70,163	72,500	67,429	71,500
<b>TOTAL RACING EXPENSE (LIVE)</b>	<b>65000</b>	<b>148,299</b>	<b>158,740</b>	<b>148,316</b>	<b>153,540</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	22,902	22,900	25,121	24,800
Employee Benefits	66110				
Payroll Taxes	66120	1,566	1,550	1,719	1,900
Worker's Compensation Insurance	66130	993	1,110	1,079	1,190
Professional Services (Contractual)	66200	119,210	119,500	119,310	119,000
Supplies and Expense	66300	41,707	41,500	42,781	26,800
Rodeo	66400				
Grounds Entertainment	66500	101,725	91,000	93,325	91,000
Grandstand Entertainment	66600	158,875	147,500	155,500	152,500
Other (Explain)	66700				
<b>TOTAL FAIR ENTERTAINMENT</b>	<b>66000</b>	<b>446,978</b>	<b>425,060</b>	<b>438,835</b>	<b>417,190</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 County Expo & Fair Association

	Acct. No.	Actual 2001	Budgeted 2002	Estimated 2002	Proposed 2003
<b>NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):</b>					
(See Attached)		26,661	5,000	3,731	5,000
<b>TOTAL EQUIPMENT EXPENSE</b>	<b>72300</b>	<b>26,661</b>	<b>5,000</b>	<b>3,731</b>	<b>5,300</b>
<b>PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:</b>					
General Expense Adjustments	80010	1,761		8,126	
Bad Debt Expense	80020				
<b>PRIOR YEAR EXPENDITURE</b>	<b>80000</b>	<b>1,761</b>		<b>8,126</b>	
<b>CASH SHORTAGES &amp; OVERAGES:</b>					
Ticket Sales	85100	739		222	
Souvenir Sales	85200				
Merchandise Sales	85500				
Other (Explain)	85900				
<b>CASH (OVER)/UNDER</b>	<b>85000</b>	<b>739</b>		<b>222</b>	
<b>DEPRECIATION EXPENSE:</b>	<b>90000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>CAPITAL EXPENDITURES FROM OPERATING FUND:</b>					
Land	91100				
Buildings & Improvements	91200	230,232	30,000	18,495	148,500
Equipment (Cost \$5,000 & up; life 1 yr. & up)	91300	32,925	0	7,842	10,000
Prior Year Expense Adjustment	91400				
<b>TOTAL CAPITAL EXPENDITURES</b>	<b>91000</b>	<b>263,157</b>	<b>30,000</b>	<b>26,337</b>	<b>158,500</b>

SAN MATEO COUNTY EXPO & FAIR ASSOCIATION

SCHEDULE FOR PAGE 10

BUDGET FOR THE PERIOD

1-1-03 THRU 12-31-03

DETAIL OF EXPENDITURES

ACCT. #723 EQUIPMENT \$1,000-\$5,000	ACTUAL 2001	BUDGETED 2002	ESTIMATED 2002	BUDGETED 2003
Dust Collection System	\$2,254			
Portable Cement Mixer	\$1,996			
Golf Cart	\$4,320			
Computer Equipment	\$6,564			
New Maint. Truck Accessories	\$1,346			
Portable Sound System	\$2,043			
Speakers-Meeting Pavilion	\$3,976			
Venus 4600 Computer (Marquee)	\$2,236			
Computer Server/Backup Equipment	\$1,926			
Computer Equipment		\$5,000		
Toyota Forklift (used)			\$2,000	
iBook Lap Top Computer			\$1,731	
Pressure Washer (Gas)				\$1,800
Heavy Duty Impact Wrench				\$1,000
Computer Equipment				\$2,500
<b>723 TOTAL</b>	<b>\$26,661</b>	<b>\$5,000</b>	<b>\$3,731</b>	<b>\$5,300</b>

ACCT. #913 EQUIPMENT \$5,000 OR MORE	ACTUAL 2001	BUDGETED 2002	ESTIMATED 2002	BUDGETED 2003
Computer Equipment				
New Phone System/Voice Mail	\$17,231			
125 KW Used Generator	\$15,694			
Wheelchair Lift (ADA) * See Improvement Budget			\$7,842	
Drop Safes/Parking Office & Adm. Vault				\$5,000
Portable Light Tower				\$5,000
<b>913 TOTAL</b>	<b>\$32,925</b>	<b>\$0</b>	<b>\$7,842</b>	<b>\$10,000</b>

## SAN MATEO COUNTY EXPO &amp; FAIR ASSOCIATION

BUDGET FOR THE PERIOD

1-1-03 THRU 12-31-03

## DETAIL OF EXPENDITURES

ACCT. #910 IMPROVEMENTS-BLDGS. & GRDS.	ACTUAL 2001	BUDGETED 2002	ESTIMATED 2002	BUDGETED 2003
Paving/Slurry Improvements * MM	\$62,000			
Warehouse Roof *(\$25,000/COUNTY)	\$14,344			
Oak Hall Roof *MM	\$42,791			
Electrical Improvements/Phase I * MM	\$20,197			
East Fence Line/Parking Lot Improvements	\$4,182			
West Gate Improvements	\$7,937			
Shop Upgrade	\$6,018			
Electrical Upgrade (Central Mall)	\$4,007			
RV Electrical Improvements (West Lot)	\$725			
* B & B Funding-\$1,500	(\$725)			
C Gate Improvements	\$3,067			
Paving/Slurry-*MM 2002 Project Done Early	\$60,000			
New Fencing (Around Generator)	\$2,200			
Central Lawn Mall	\$877			
Storm Drain	\$2,612			
Transfer Switch	\$46,756			
Reimb. For Transfer Switch (State)	(\$46,756)			
Paving/Slurry Improvements		\$15,000	\$17,323	
Portable Restroom Ramp *ADA (\$27,000 from F & E)		\$8,000		
Portable Wheelchair Lift *ADA (\$11,900 from F & E)		\$7,000		
Oak Hall Office			\$996	
Maint. Shop			\$176	
Rest Room Demolition & Improvement			\$32,000	
Rest Room Demolition (B & B Reimbursement)			(\$32,000)	
Paving/Slurry/Concrete Improvements				\$75,000
Portable Restroom *ADA Project (F & E Funds Also)				\$20,000
Demolish & Replace East Gate				\$5,000
West Gate Improvements				\$15,000
Garbage Area Enclosures				\$2,500
Storage Container (Adm)				\$3,500
(4) Infrared Heaters (Redwood & Oak)				\$9,000
New Electrical Power (East Fiesta)				\$2,500
Permanent Water Lines (RV Area)				\$1,500
Administrative Office Counter				\$2,000
Storm Drain & Water Line *MM ( F & E Funds/\$50,000)				\$10,000
Built In Locking Cabinets (Admin)				\$2,500
<b>910 TOTAL</b>	<b>\$230,232</b>	<b>\$30,000</b>	<b>\$18,495</b>	<b>\$148,500</b>

**PERMANENT POSITIONS ON ROSTER FOR 2003  
FILLED, VACANT, AND PROPOSED**

**SCH 1-A**

10-Oct

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
501	<b>ADMINISTRATION</b>						
	GENERAL MANAGER (JOHN ROOT)	10/5/87	12	\$4,906	BIWKLY	\$127,540	
	FAIR MANAGER (JENNIFER BURLESON)	10/15/01 6/6/00-H	12	\$2,300 \$2,415	BIWKLY	\$60,358	
	MARKETING MANAGER (SUSAN BAKER)	6/20/00	12	\$2,662	BIWKLY	\$69,206	
	OFFICE MANAGER (CHARLENE KING)	4/16/90	12	\$2,080	BIWKLY	\$54,067	
	CONTROLLER (DAVID HARDISON)	3/21/83	12	\$2,662	BIWKLY	\$69,206	
	EXHIBIT SUPERVISOR JOANNA POTTS OVERTIME	2/4/02 6/15/99-H	12	\$1,337 \$1,404	BIWKLY YR	\$36,289 \$5,510	
	ADMINISTRATIVE ASST. (JUDY GREENE) OVERTIME	7/1/81	12	\$1,611	BIWKLY YR	\$41,880 \$1,510	
	ACCOUNTING ASSISTANT (NANCY BROBERG) OVERTIME	1/1/97	12	\$1,380	BIWKLY YR	\$35,888 \$1,940	
	RECEPTIONIST (VACANT) OVERTIME	1/1/03	12	\$1,181	BIWKLY YR	\$30,700 \$2,213	
	POSSIBLE BONUS					\$9,000	
	EMPLOYEE LEAVE * ADDITIONAL ACCRUAL (SCHEDULE 1-A2)					\$22,853	
	501 TOTAL						\$568,160

**PERMANENT POSITIONS ON ROSTER FOR 2003  
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>MAINTENANCE</b>						
	MAINTENANCE SUPERVISOR (TOM MENDES) OVERTIME	1/9/84	12	\$2,304	BIWKLY  YR	\$59,900  \$14,040	
	ASST. MAINT. SUPERVISOR (ROLAND GIROUARD) OVERTIME	6/26/00 9/25/89-H	12	\$1,736 \$1,750	BIWKLY  YR	\$45,309  \$7,320	
	UTILITY ELECTRICIAN (DARRYL REAVIS) OVERTIME	10/30/89	12	\$2,131	BIWKLY  YR	\$55,395  \$5,990	
	UTILITY WORKER II (RICHARD MAY) OVERTIME	9/5/95	12	\$1,498	BIWKLY  YR	\$38,938  \$7,021	
	UTILITY WORKER II (KEN SHARPE) OVERTIME	8/5/02 7/23/01-H	12	\$1,304	BIWKLY  YR	\$34,556  \$7,331	
	UTILITY WORKER II (GORDON DAVEY) OVERTIME	12/14/98	12	\$1,498 \$1,572	BIWKLY  YR	\$39,007  \$5,611	
	POSSIBLE BONUS					\$3,000	
	EMPLOYEE LEAVE * ACCRUAL REDUCTION (SCHEDULE 1-A2)					(\$218)	
	521 TOTAL						\$323,200

**PERMANENT POSITIONS ON ROSTER FOR 2003  
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>OPERATIONS</b>						
	EVENT MANAGER (VACANT)	1/1/03	12	\$2,486	BWKLY	\$56,936	
	PARKING/EVENT COORDINATOR (VACANT) OVERTIME	1/1/03	12	\$1,311	BWKLY  YR	\$34,752  \$5,012	
	POSSIBLE BONUS					\$3,000	
	EMPLOYEE LEAVE * REDUCE ACCRUAL (SCHEDULE 1-A2)						\$0
	561 TOTAL						\$99,700



**Projected Employee Leave Balance  
2003 Year-End Adjustment**

Position	Estimated 2002					Projected 2003					Projected 2003 Year-End Adjustment
	\$	HOURS			\$	\$	HOURS			\$	
	* Hourly Salary	Vac. / AL / Holiday credits	PLP	CTO	Total	* Hourly Salary	Vac. / AL / Holiday credits	PLP	CTO	Total	
General Manager	\$60.12	336.00		102.00	\$26,333	\$61.32	297.00		174.00	\$28,880	\$2,548
General Manager (vacation buyout per contract)	\$60.12	135.00			\$8,116	\$61.32	135.00			\$8,278	\$162
Fair Manager	\$28.18	107.89		131.75	\$6,753	\$30.18	183.39		102.25	\$8,620	\$1,867
Marketing Manager	\$32.62	83.44		97.29	\$5,895	\$33.27	144.94		82.79	\$7,577	\$1,682
Controller	\$32.62	141.45		18.25	\$5,209	\$33.27	180.95		33.75	\$7,143	\$1,934
Office Manager	\$25.48	45.50		102.00	\$3,758	\$25.99	77.50		180.00	\$6,693	\$2,935
Exhibit Supervisor *	\$15.32	55.56		2.63	\$891	\$17.54	67.56		1.10	\$1,204	\$313
Administrative Assistant *	\$19.36	138.40		74.65	\$4,125	\$20.13	218.40		81.53	\$6,038	\$1,913
Accounting Assistant *	\$16.59	182.00		67.13	\$4,133	\$17.25	176.00		80.00	\$4,416	\$283
Receptionist (Vacant) *	\$14.47					\$14.76					
2001 Adm. Benefit Buyouts Exceeded Est. Accrued Liability/2002										\$9,216	\$9,216
Maintenance Supervisor *	\$27.69	347.49		158.25	\$14,004	\$28.80	287.99		160.25	\$12,909	(\$1,095)
Asst. Maintenance Supervisor *	\$20.25	327.94		3.00	\$6,702	\$21.70	327.94		3.00	\$7,181	\$480
Electrician *	\$26.11	58.49		0.75	\$1,547	\$26.63	40.49		1.75	\$1,125	(\$422)
Maintenance Worker *	\$18.35	245.99		159.50	\$7,441	\$18.72	225.99		156.50	\$7,160	(\$281)
Maintenance Worker *	\$18.00	54.50		27.50	\$1,476	\$18.72	40.73		8.00	\$912	(\$564)
Maintenance Worker *	\$15.97	18.40			\$294	\$17.11	114.40			\$1,957	\$1,664
Event Manager (Vacant)	\$26.83					\$27.37					
Parking/Event Coordinator (Vacant) *	\$16.38					\$16.71					
<b>Note: Salary based on 40 hours per week.</b>											
Total Accrued Liability (should equal Acct 24500)		2,278		945	\$96,677		2,518		1,065	119,312	
Total budgeted forwarded: #50100/#52100/#56100											\$22,635

\* - Use end-of-year salary rate for calculation of leave liability.

#50100	Administration	\$22,853.00
#52100	Maintenance	(\$218.00)
#56100	Operations	
	<b>Total</b>	<b>\$22,635.00</b>







## PROPOSED PROFESSIONAL SERVICES CONTRACTUAL 2003

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.	\$6,480/YR	\$6,480	
	FINANCIAL AUDIT SERVICES	12 MTHS	\$17,500/YR	\$17,500	
	BENEFIT PLANS ADMINISTRATOR	12 MTHS.	\$10,000/YR	\$10,000	
	<b>504 TOTAL</b>				<b>\$33,980</b>
523	<b>MAINTENANCE</b>				
	GROUNDS LANDSCAPING-YR ROUND	12 MTHS.	\$4,500/MTH.	\$54,000	
	LANDSCAPING-FAIR	2 MTHS.	\$5,250/MTH.	\$10,500	
	LANDSCAPING-SPECIAL PROJECTS	10 MTHS.	\$750/MTH.	\$7,500	
	<b>523 TOTAL</b>				<b>\$72,000</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	
	CATERING SALES MANAGER-OVATIONS	12 MTHS.	\$15,000/YR	\$15,000	
	PHOTOGRAPHER-RENTAL EVENTS	11MTHS.	\$1,000/YR	\$1,000	
	<b>FAIR:</b>				
	DIRECTOR OF PUBLICITY	10 MTHS.	\$2,250/MTH.	\$22,500	
	(1) PHOTOGRAPHER	10 DAYS	\$3,000/YR	\$3,000	
	WEB SITE SERVICES	12 MTHS.	\$4,000/YR	\$4,000	
	ADVERTISING DIRECTOR (see racing)	9 MTHS.	\$15,000/YR	\$15,000	
	POSTER/FLYER DISTRIBUTION	2 MTHS.	\$2,550/YR	\$2,550	
	COMMUNITY OUTREACH COORDINATOR	6 MTHS.	\$4,500/YR	\$4,500	
	<b>542 TOTAL</b>				<b>\$88,550</b>
562	<b>ATTENDANCE/OPERATIONS</b>				
	<b>RENTAL:</b>				
	PRIVATE SECURITY	11 MTHS.	\$14,280/YR	\$14,280	
	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	
	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	-	\$17,040	
FIRE & EMERGENCY	10 DAYS	-	\$5,160		
PRIVATE SECURITY-FAIR	10 DAYS	-	\$65,090		
	<b>562 TOTAL</b>				<b>\$126,500</b>

## PROPOSED PROFESSIONAL SERVICES CONTRACTUAL 2003

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>				
	(1) PROFESSIONAL GARDENS JUDGE	1 DAY	\$100	\$100	
	(22) FLORAL ARTS JUDGES	1 DAY	\$20-\$30	\$660	
	(18) FINE ARTS JUDGES	1 DAY	\$50-\$210	\$1,200	
	(14) CAL. LIVING JUDGES	1 DAY	\$15-\$40	\$700	
	(22) LIVESTOCK JUDGES	1 DAY	\$30-\$200	\$2,400	
	(1) AGRICULTURE JUDGE	1 DAY	\$50	\$50	
	(14) JR. DIVISION JUDGES	1 DAY	\$50-\$75	\$700	
	<b>632 TOTAL</b>				<b>\$5,810</b>
633	<b>EXHIBITS</b>				
	EXPO GARDENS EXHIBIT	1 MTH.	\$600	\$600	
	(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	\$940	
	LIVESTOCK EXHIBITS	10 DAYS	VARIOUS	\$13,000	
	CHILI COOKOFF COORDINATOR	1 DAY	\$350/YR.	\$350	
	ENTRY PROCESSING	3 WKS.	\$6,400/YR.	\$6,400	
FINE ARTS DEMONSTRATIONS	10 DAYS	\$550/YR.	\$550		
	<b>633 TOTAL</b>				<b>\$28,270</b>
653	<b>RACING</b>				
	ADVERTISING DIRECTOR (SEE PUBLICITY)	9 MTHS.	\$10,000/YR.	\$10,000	
	RACING ANALYST	12 MTHS.	\$2,500/YR	\$2,500	
	RACING DIRECTOR	12MTHS.	\$2,300/YR	\$2,300	
	GOVERNMENT RACING RELATIONS	12 MTHS.	\$2,000/MTH.	\$24,000	
	<b>653 TOTAL</b>				<b>\$38,800</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	
	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>\$119,000</b>

## Variance Report

Automatically prepared

San Mateo County Expo &amp; Fair Association

	Acct. No.	Budgeted vs. Estimated Fluctuation		2002 Budgeted	2002 Estimated	2003 Proposed	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change				San Mateo	% Change
<b>OPERATING REVENUES:</b>								
Admissions to Grounds	41000	-67,339	-10.9%	619,720	552,381	625,380	72,999	13.2%
Commercial Space	41500	-15,349	-9.6%	159,600	144,251	153,580	9,329	6.5%
Concessions	42000	-12,614	-3.3%	378,930	366,316	375,840	9,524	2.6%
Exhibits	43000	1,788	6.6%	27,250	29,038	30,530	1,492	5.1%
Horse Show	44000		#DIV/0!					#DIV/0!
Horse Racing (Live)	45000	22,660	7.6%	296,340	319,000	319,000		
Satellite Wagering	45005		#DIV/0!					#DIV/0!
Fair Attractions	46000		#DIV/0!					#DIV/0!
Interim Attractions	46009		#DIV/0!					#DIV/0!
Miscellaneous Fair	47000	-21,144	-10.0%	211,630	190,486	219,450	28,964	15.2%
Misc. Non-Fair Programs	47005		#DIV/0!					#DIV/0!
Interim Revenue	48000	166,985	7.5%	2,221,670	2,388,655	2,494,580	105,925	4.4%
Prior Year Revenue Adj	49000	18,135	#DIV/0!		18,135		-18,135	-100.0%
Other Operating Revenue	49500	7,738	32.7%	23,880	31,418	24,000	-7,416	-23.6%
<b>TOTAL OPERATING REVENUES</b>		<b>100,858</b>	<b>2.6%</b>	<b>3,938,820</b>	<b>4,039,678</b>	<b>4,242,360</b>	<b>202,682</b>	<b>5.0%</b>
<b>OPERATING EXPENDITURES:</b>								
Administration	50000	-33,668	-3.1%	1,080,950	1,047,282	1,112,200	64,918	6.2%
Maintenance & Gen Ops	52000	120,847	8.9%	1,362,260	1,483,107	1,483,060	-47	0.0%
Publicity	54000	14,697	5.4%	271,000	285,697	272,800	-12,897	-4.5%
Attendance Operations	56000	910	0.2%	490,280	491,190	549,020	57,830	11.8%
Miscellaneous Fair	57000	1,618	5.1%	31,440	33,058	35,890	2,832	8.6%
Misc. Non-Fair Programs	57005		#DIV/0!					#DIV/0!
Premiums	58000	-1,749	-3.8%	45,800	44,051	43,000	-1,051	-2.4%
Exhibits	63000	12,258	5.7%	214,890	227,148	224,590	-2,558	-1.1%
Horse Show	64000		#DIV/0!					#DIV/0!
Horse Racing (Live)	65000	-10,424	-6.6%	158,740	148,316	153,540	5,224	3.5%
Satellite Wagering	65005		#DIV/0!					#DIV/0!
Fair Entertainment Expense	66000	13,775	3.2%	425,060	438,835	417,190	-21,645	-4.9%
Interim Entertainment Exp	66009		#DIV/0!					#DIV/0!
Equipment (Funded by Fair)	72300	-1,269	-25.4%	5,000	3,731	5,300	1,569	42.1%
Prior Year Expense Adj	80000	8,126	#DIV/0!		8,126		-8,126	-100.0%
Cash (over/under)	85000	222	#DIV/0!		222		-222	-100.0%
Depreciation	90000		#DIV/0!					#DIV/0!
Capital Exp (Funded by Fair)	91000	-3,663	-12.2%	30,000	26,337	158,500	132,163	501.8%
<b>TOTAL OPERATING EXPENDITURES</b>		<b>121,680</b>	<b>3.0%</b>	<b>4,115,420</b>	<b>4,237,100</b>	<b>4,455,090</b>	<b>217,990</b>	<b>5.1%</b>
<b>NET EFFECT</b>		<b>-20,822</b>	<b>11.8%</b>	<b>-176,600</b>	<b>-197,422</b>	<b>-212,730</b>	<b>-15,308</b>	<b>0</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>-20,822</b>	<b>29.1%</b>	<b>-71,600</b>	<b>-92,422</b>	<b>-107,730</b>	<b>-15,308</b>	<b>0</b>

# BUDGET VARIANCE EXPLANATION

## Exhibit 1

Fair Organization: San Mateo County Expo & Fair Association

<u>Accounts</u>	<u>2002 Budget to Estimate</u>	<u>2002 Estimate to 2003 Proposed</u>
41000 Admissions	Drop in Total Attendance and Paid Attendance	Adv. Ticket Fee Increase & Estimated 2.6% Attendance Increase
41500 Commercial	No Significant Change	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	Parking Revenue Drop/Attendance Drop	Increase Parking Fee by \$1
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>2002 Budget to Estimate</u>	<u>2002 Estimate to 2003 Proposed</u>
49000 PY Revenue Adj.	N/A	N/A
49500 Other Ops Rev	No Significant Change	No Significant Change
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	No Significant Change	No Significant Change
57000 Misc. Fair	No Significant Change	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>2002 Budget to Estimate</u>	<u>2002 Estimate to 2003 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	No Significant Change
80000 PY Expense Adj.	N/A	N/A
85000 Cash (over/under)	N/A	N/A
91000 Capital Expense.	No Significant Change	Increased Capital Project Dollars by reducing Reserves to 15.2%

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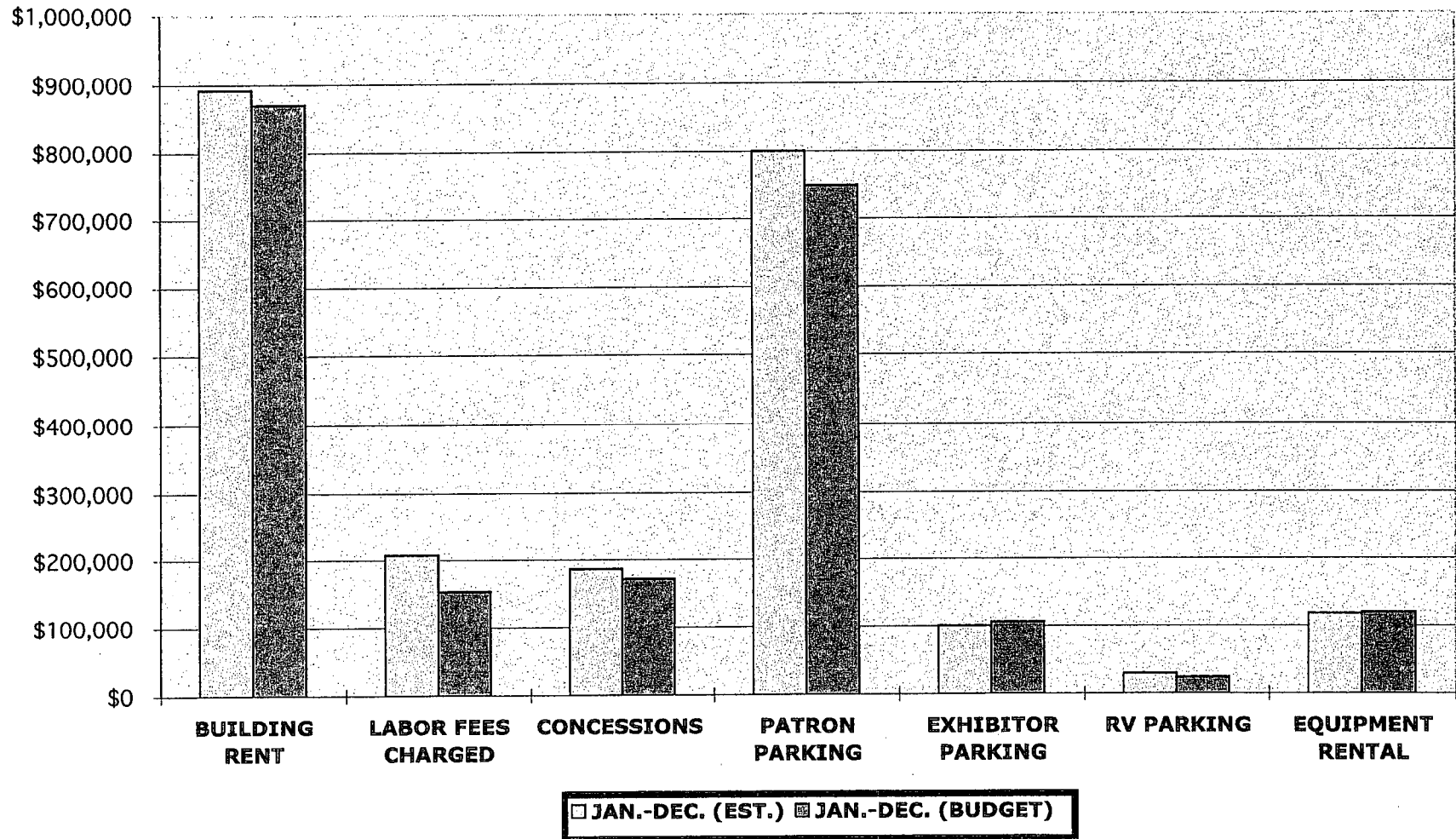
CEO Signature

Board President Signature

Date

Date

## 2002 EST. RENTAL REVENUE VS BUDGET (JANUARY THRU DECEMBER)

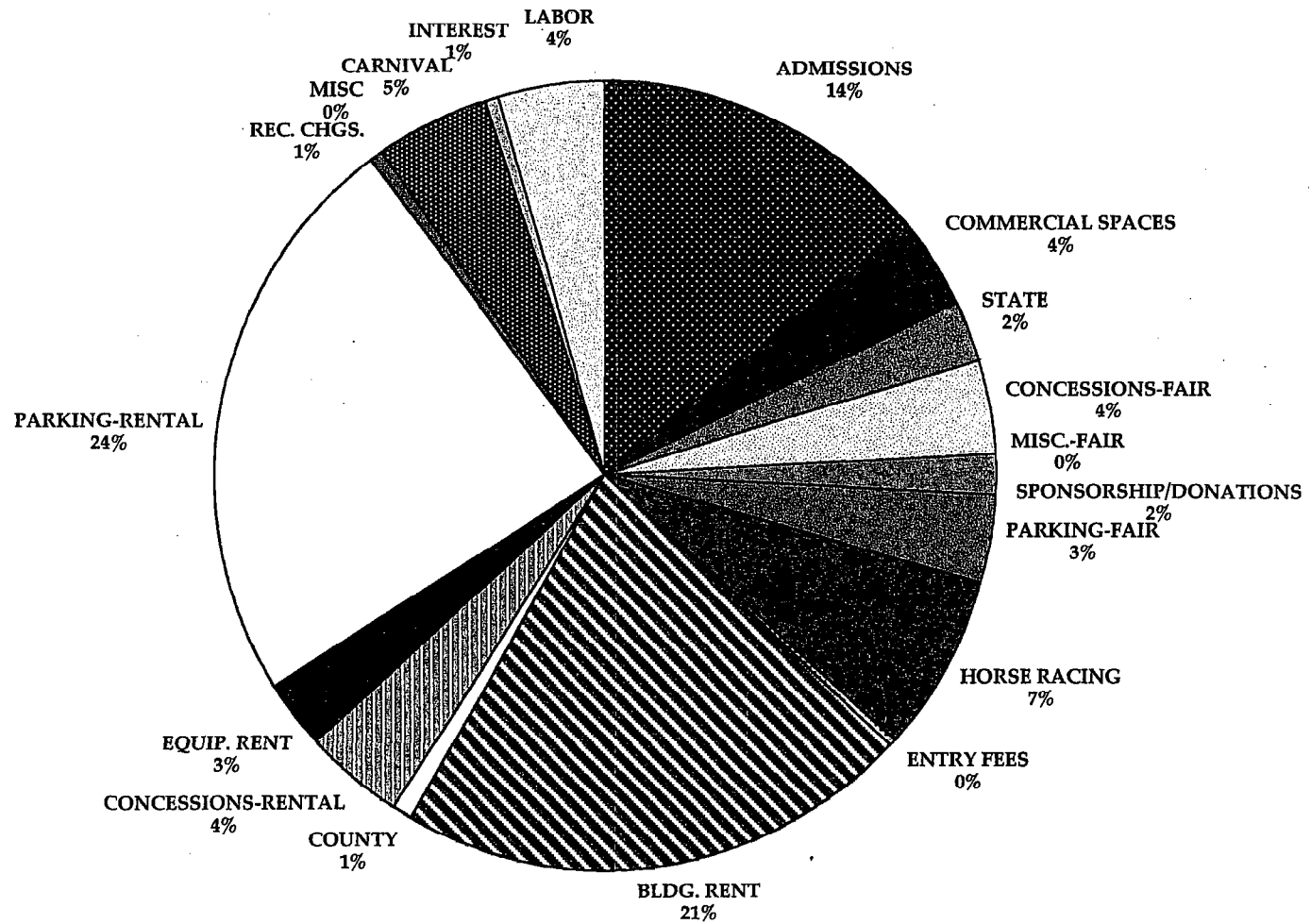


NOTE:	EST. 10-14-02	JAN.-DEC. (EST.)	JAN.-DEC. (BUDGET)	% OF BUDGET
RECOVERED	BUILDING RENT	\$891,364	\$869,700	102.49%
TRASH/UTILITY	LABOR FEES CHARGED	\$207,040	\$154,340	134.15%
AND MISC.	CONCESSIONS	\$185,661	\$171,720	108.12%
FEES ARE	PATRON PARKING	\$800,690	\$748,670	106.95%
NOT INCLUDED	EXHIBITOR PARKING	\$100,457	\$106,140	94.65%
	RV PARKING	\$29,430	\$24,150	121.86%
	EQUIPMENT RENTAL	\$118,213	\$119,700	98.76%

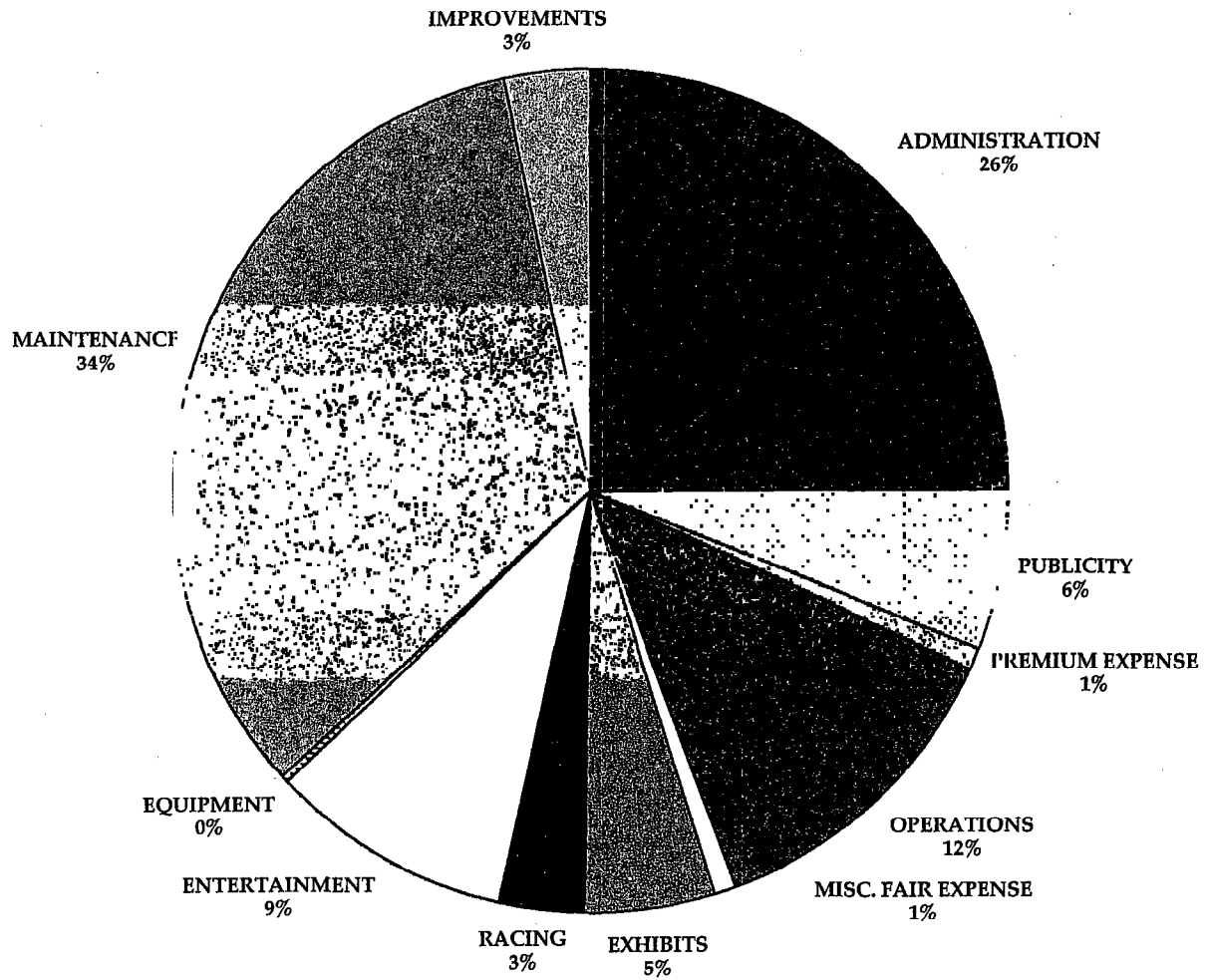
**SAN MATEO COUNTY EXPO CENTER  
PROJECTS (1987 THRU 2003)**

EXPO CENTER FUNDS										
EQUIPMENT		IMPROVEMENTS		SPECIAL REPAIRS		STATE FUNDS		COUNTY/OTHER FUNDS		TOTAL
1987	\$38,299	1987	\$185,043	1987	\$7,989	1987	\$162,543	1987	\$0	\$393,874
1988	\$11,063	1988	\$252,645	1988	\$9,441	1988	\$127,920	1988	\$0	\$401,069
1989	\$76,828	1989	\$200,609	1989	\$13,699	1989	\$0	1989	\$0	\$291,136
1990	\$95,453	1990	\$310,669	1990	\$18,632	1990	\$84,249	1990	\$0	\$509,003
1991	\$25,455	1991	\$206,191	1991	\$17,855	1991	\$0	1991	\$0	\$249,501
1992	\$84,820	1992	\$144,774	1992	\$33,326	1992	\$175,427	1992	\$125,000	\$563,347
1993	\$27,938	1993	\$145,439	1993	\$33,689	1993	\$0	1993	\$20,460	\$227,526
1994	\$11,278	1994	\$64,762	1994	\$26,784	1994	\$19,065	1994	\$2,500	\$124,389
1995	\$40,155	1995	\$286,575	1995	\$17,482	1995	\$49,388	1995	\$126,291	\$519,891
1996	\$25,135	1996	\$90,362	1996	\$40,455	1996	\$28,778	1996	\$141,359	\$326,089
1997	\$47,971	1997	\$312,226	1997	\$39,000	1997	\$78,350	1997	\$82,215	\$559,763
1998	\$66,360	1998	\$380,442	1998	\$49,163	1998	\$142,129	1998	\$20,000	\$658,094
1999	\$17,906	1999	\$163,077	1999	\$86,417	1999	\$72,007	1999	\$4,418	\$343,825
2000	\$24,035	2000	\$99,148	2000	\$121,893	2000	\$28,193	2000	\$201	\$273,470
2001	\$43,892	2001	\$230,232	2001	\$65,768	2001	\$180,000	2001	\$125,725	\$645,617
2002-EST.	\$11,573	2002-EST.	\$18,495	2002-EST.	\$57,728	2002-EST.	\$123,041	2002-EST.	\$87,000	\$297,837
2003-BUDGET	\$15,300	2003-BUDGET	\$148,500	2003-BUDGET	\$56,230	2003-BUDGET	\$123,900	2003-BUDGET	\$0	\$343,930
<b>TOTAL</b>	<b>\$663,461</b>	<b>TOTAL</b>	<b>\$3,239,189</b>	<b>TOTAL</b>	<b>\$695,551</b>	<b>TOTAL</b>	<b>\$1,394,990</b>	<b>TOTAL</b>	<b>\$735,169</b>	<b>\$6,728,361</b>
<b>TOTAL EXPO CENTER FUNDING-\$4,598,201</b>						<b>* County Funding Portion</b>		<b>\$454,956</b>		

# 2003 BUDGETED REVENUE



# 2003 BUDGETED EXPENSE



# YEAR-END RESOURCES AVAILABLE (1990-2003)

