

OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

San Mateo COUNTY

Conducting The San Mateo County Expo and Fair Association

at San Mateo, California

For the period of January 1, 2007 to December 31, 2007

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
TOTAL NET RESOURCES, JANUARY 1:					
Unrestricted net resources		1,055,554	956,469	1,168,266	1,179,854
Restricted resources		1,181,782		62,566	0
Investment in Capital Assets, Net of Related Debt		1,454,997	2,084,998	1,683,433	1,683,433
Subtotal (Total Net Resources)		3,692,333	3,041,467	2,914,265	2,863,287
RESOURCES ACQUIRED:					
Operating Revenues (From Page 2)		4,275,458	4,385,762	4,583,829	4,827,377
State (Local/Base) Allocations (to Page 2):	31200	78,750	105,000	105,000	105,000
Fiscal & Administrative Assistance (F&E) (to Page 2):	31300	56,250			
Capital Project Reimbursement Funds (from Sched 3A)	31900			0	0
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000	1,246,806	10,000	42,392	26,865
Other (e.g., Flex Capital used for oper.) (From Sched 3B & to Page 2)	34000	0	62,000	45,000	40,000
TOTAL RESOURCES AVAILABLE		9,349,597	7,604,229	7,690,486	7,862,529
RESOURCES APPLIED:					
Operating Expenditures (From Page 2)		6,231,341	4,558,651	4,623,208	4,889,677
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		6,231,341	4,558,651	4,623,208	4,889,677
Depreciation Expense (From Page 10)	90000	203,991	200,500	203,991	203,991
TOTAL RESOURCES APPLIED		6,435,332	4,759,151	4,827,199	5,093,668
TOTAL NET RESOURCES, DECEMBER 31:	29100	2,914,265	2,845,078	2,863,287	2,768,861
Unrestricted Net Resources Available for Operations		1,168,266	906,580	1,179,854	1,289,419
Restricted Net Resources		62,566	0	0	0
Investment in Capital Assets (From Schedule 2)		1,683,433	1,938,498	1,683,433	1,479,442
Subtotal (Total Net Res Check Figure - should equal #29100)		2,914,265	2,845,078	2,863,287	2,768,861
Reserve Percentage		18.7%	19.9%	25.5%	26.4%
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 County Expo and Fair Association

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
OPERATING REVENUES:					
Admissions to Grounds	41000	498,449	510,000	542,095	629,500
Commercial Space	41500	146,127	150,000	148,190	155,000
Concessions	42000	350,739	371,500	414,638	409,050
Exhibits	43000	17,321	25,475	21,387	27,475
Horse Show	44000				
Horse Racing (Live)	45000	547,797	475,000	513,000	475,000
Satellite Wagering	45005				
Fair Attractions	46000				
Motorized Racing	46109				
Interim Attractions	46009			21,950	25,000
Miscellaneous Fair	47000	345,186	343,525	338,646	318,700
Miscellaneous Non-Fair Programs	47005				
Interim Revenue	48000	2,324,540	2,455,262	2,483,562	2,700,787
Prior Year Revenue Adjustments	49000	4,417		348	
Other Operating Revenue	49500	40,882	55,000	100,013	86,865
TOTAL OPERATING REVENUES (to Page 1)		4,275,458	4,385,762	4,583,829	4,827,377
OPERATING EXPENDITURES:					
Administration	50000	1,360,712	1,363,947	1,345,376	1,448,674
Maintenance & General Operations	52000	1,233,844	1,306,545	1,277,267	1,379,165
Publicity	54000	242,791	292,470	363,870	307,120
Attendance Operations	56000	497,315	531,472	517,004	544,254
Miscellaneous Fair	57000	155,758	123,500	71,395	78,500
Miscellaneous Non-Fair Programs	57005			500	
Premiums	58000	55,776	56,500	50,499	56,500
Exhibits	63000	181,443	214,943	200,360	212,277
Horse Show	64000				
Horse Racing (Live)	65000	136,598	137,400	142,044	94,900
Satellite Wagering	65005				
Fair Entertainment Expense	66000	492,924	531,874	565,895	686,423
Motorized Racing	66109				
Interim Entertainment Expense	66009				
Equipment (Funded by Fair)	72300	1,894,458		42,392	41,865
Prior Year Expense Adjustments	80000	-21,575		2,351	
Cash (over/under)	85000	1,297		-746	
Other Operating Expense	94000			45,000	40,000
TOTAL OPERATING EXPENDITURES (to Page 1)		6,231,341	4,558,651	4,623,208	4,889,677
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION		-1,955,883	-172,889	-39,379	-62,300
Depreciation Expense	90000	203,991	200,500	203,991	203,991
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION		-2,159,874	-373,389	-243,370	-266,291
LOCAL (BASE) ALLOCATION - (From Page 1)	31200	78,750	105,000	105,000	105,000
OTHER FUNDS - ACCT. #313, #330, #340 (From Page 1)		1,303,056	72,000	87,392	66,865
NET PROFIT/(LOSS) BEFORE DEPRECIATION, CURRENT YEAR		-574,077	4,111	153,013	109,565
NET PROFIT/(LOSS) AFTER DEPRECIATION, CURRENT YEAR		-778,068	-196,389	-50,978	-94,426

Detail of Revenues

San Mateo County Expo and Fair Association

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
ADMISSIONS REVENUE:					
Regular Fair Admissions	41010	438,606	446,000	476,308	537,500
Concert Admissions					66,000
Discounted Fair Admissions	41020	59,843	64,000	65,787	26,000
TOTAL ADMISSIONS REVENUE	41000	498,449	510,000	542,095	629,500
COMMERCIAL SPACE REVENUE:					
Outside Commercial Space	41510				
Inside Commercial Space	41520	146,127	150,000	148,190	155,000
TOTAL COMMERCIAL SPACE REVENUE	41500	146,127	150,000	148,190	155,000
CONCESSIONS REVENUE:					
Carnival	42100	151,934	144,500	182,967	170,000
Carnival: Pre-Sale	42110	33,832	60,000	64,005	64,050
Food Concessions	42200	164,973	167,000	167,666	175,000
Non-Food Concessions	42300				
TOTAL CONCESSIONS REVENUE	42000	350,739	371,500	414,638	409,050
EXHIBITS REVENUE:					
Entry Fees	43100	17,321	20,000	21,387	22,000
Donated & Sponsored Awards	43200		5,475		5,475
Advertising in Premium Book	43300				
Other (Explain)	43400				
TOTAL EXHIBITS REVENUE	43000	17,321	25,475	21,387	27,475
HORSE SHOW REVENUE:					
Admissions	44100				
Entry and Stake Fees	44200				
Donations for Special Prizes	44300				
Stall Fees	44400				
Program Sales	44500				
Other (Explain)	44600				
TOTAL HORSE SHOW REVENUE	44000	0	0	0	0
LIVE HORSE RACING REVENUE:					
Admissions	45100				
Track Commissions & Breakage	45200	547,797	475,000	513,000	475,000
Program Sales	45300				
Concessions	45400				
Other (Explain)	45500				
TOTAL LIVE HORSE RACING REVENUE	45000	547,797	475,000	513,000	475,000

Detail of Revenues

San Mateo County Expo and Fair Association

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
SATELLITE WAGERING REVENUE:					
TOTAL SATELLITE WAGERING REVENUE	45005				
FAIR ATTRACTIONS REVENUE:					
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
MOTORIZED RACING REVENUE:					
TOTAL MOTORIZED RACING REVENUE	46109				
INTERIM ATTRACTIONS REVENUE:					
Performance Admissions	46209			21,950	25,000
Other Admissions (List)	46309				
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	21,950	25,000
MISCELLANEOUS FAIR REVENUE:					
Parking	47100	126,210	130,000	151,123	152,000
Fair Program Revenue	47200				
Utility Fee Reimbursement	47300	5,075	5,100	8,270	8,200
Exhibit Guide Revenue	47400				
Stall Rentals (Fairtime)	47500				
Camping Fees (Fairtime)	47700				
Other - Paint/Art/Tee Shirt/Misc. Sales	47800	9,378	8,400	16,319	8,500
Sponsorships	47900	204,523	200,025	162,934	150,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	345,186	343,525	338,646	318,700
MISCELLANEOUS NON-FAIR PROGRAMS:					
Admissions	47105				
Commercial Exhibits	47205				
Concessions	47305				
Exhibits	47405				
Other (Explain)	47505				
TOTAL MISC. NON-FAIR PROGRAMS	47005	0	0	0	0

Detail of Revenues

San Mateo County Expo and Fair Association

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
NON FAIR REVENUE:					
Rental of Buildings	48100	1,156,680	1,008,188	1,145,916	1,187,588
Recovered Labor	48200		169,250	154,666	179,751
Equipment Rentals	48300	207,707	208,000	180,870	191,148
Concessions Revenue	48400	185,600	201,064	201,855	241,487
Utility Fee Reimbursement	48500	34,598			
Parking Revenue	48600	732,139	809,410	698,530	779,313
Other Revenue (List)	48700	5,657	3,000	2,917	3,000
Electrical Service Commission	48700	2,159	31,350	35,226	47,800
Recovered Charges (Garbage, etc.)			25,000	31,113	30,000
RV Parking				32,469	40,700
TOTAL NON FAIR REVENUE	48000	2,324,540	2,455,262	2,483,562	2,700,787
TOTAL PRIOR YEAR REVENUE ADJUSTMENT:	49000	4,417		348	
OTHER OPERATING REVENUE:					
Interest Earnings	49510	31,832	25,000	23,706	30,000
Donations/Sponsorships (general)	49520	8,700	30,000	33,915	30,000
Redevelopment Funding	49530			42,392	26,865
Gain on Sale of Asset	49540	350			
TOTAL OTHER OPERATING REVENUE	49500	40,882	55,000	100,013	86,865

Detail of Expenditures

San Mateo County Expo and Fair Association

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
ADMINISTRATION EXPENSE:					
Salaries & Wages - Permanent	50100	658,845	659,495	649,584	681,066
Salaries & Wages - Temporary	50200	18,495	51,500	20,169	51,450
Compensated Absences Expense	50300		3,238	5,000	56,437
Employee Benefits - Employer's Share	50310	186,244	190,000	185,523	196,213
Payroll Taxes	50320	48,036	51,524	48,723	56,037
Worker's Compensation Insurance	50330	29,171	32,690	34,529	49,632
Professional Services (Contractual)	50400	51,279	56,200	90,515	47,000
Administrative Meetings Expense	50500	10,141	14,000	13,842	14,000
Traveling/Training Expense - Employees	50600	46,244	51,000	49,858	53,600
Office Supplies and Expense	50700	137,181	70,000	81,346	70,238
Telephone and Postage	50800	42,501	51,000	49,521	55,000
Dues and Subscriptions	50900	11,642	14,000	13,451	14,000
Insurance (General Liability)	51000	86,366	86,600	73,315	75,000
Other (Explain)	51100				
Unemployment Insurance (Non-reimbursed)	51200	5,307	9,000	8,500	9,000
Audit Expense	51300	23,000	22,500	20,000	20,000
Current Year Bad Debt Expense	51400	6,260	1,200	1,500	
TOTAL ADMINISTRATION EXPENSE	50000	1,360,712	1,363,947	1,345,376	1,448,674
MAINTENANCE & GENERAL OPERATIONS:					
Salaries & Wages - Permanent	52100	284,454	297,792	283,194	314,501
Salaries & Wages - Temporary	52200	307,225	330,500	329,893	330,000
Employee Benefits	52210	76,974	95,000	90,741	98,900
Payroll Taxes	52220	45,130	48,067	44,928	49,304
Worker's Compensation Insurance	52230	25,595	29,686	28,228	39,959
Professional Services (Contractual)	52300	63,227	55,000	54,350	55,000
Livestock Pavilion Renovations	52400				35,000
Rental - Maintenance Equipment	52500	11,132	16,000	18,337	16,000
Rental - Public Address & Intercom	52600				
Temporary Electrical Work (Contractual)	52700				
Light, Heat, Water and Power	52800	245,964	265,000	263,806	265,000
Maintenance of Equipment - Supplies & Expense	52900	39,110	32,000	38,052	32,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	67,210	80,000	77,025	80,000
Trash Removal, Clean up (Contractual)	53100	60,866	45,000	37,389	45,000
Other (Explain)	53200				
Special Repairs & Maintenance (List)	53300	6,957	12,500	11,325	18,500
TOTAL MAINTENANCE EXPENSE	52001	1,233,844	1,306,545	1,277,267	1,379,165

Detail of Expenditures

San Mateo County Expo and Fair Association

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
PUBLICITY EXPENSE:					
Salaries & Wages - Permanent	54100				
Salaries & Wages - Temporary	54101				
Employee Benefits	54110				
Payroll Taxes	54120				
Worker's Compensation Insurance	54130				
Professional Services (Contractual)	54200	92,379	85,200	105,541	82,000
Supplies and Expense	54300	10,684	16,000	15,403	16,800
Advertising	54400	124,102	175,070	241,176	192,120
Promotional Expense	54500	6,615	6,200	1,000	6,200
Public Relations Expense	54600	9,011	10,000	750	10,000
Pre-Fair Events	54700				
Other (Explain)	54800				
TOTAL PUBLICITY EXPENSE	54000	242,791	292,470	363,870	307,120
ATTENDANCE OPERATIONS:					
Salaries & Wages - Permanent	56100	128,452	123,780	115,157	128,343
Salaries & Wages - Temporary	56101	119,813	125,500	122,029	128,500
Employee Benefits	56110	34,759	43,000	40,975	37,669
Payroll Taxes	56120	18,534	19,180	18,373	19,648
Worker's Compensation Insurance	56130	10,412	12,012	11,287	15,924
Professional Services (Contractual)	56200	100,333	145,000	130,215	143,970
Supplies and Expense	56300	85,012	63,000	78,968	70,200
Other (Explain)	56400				
TOTAL ATTENDANCE OPERATIONS	56000	497,315	531,472	517,004	544,254
MISCELLANEOUS FAIR EXPENSE:					
Parking Lot - % paid to contractor	57100				
Parking Lot - Salaries & Wages - Permanent	57101				
Parking Lot - Salaries & Wages - Temporary	57102				
Program Expense	57200	5,657	6,500	5,000	6,500
Utility Fees	57300				
Exhibit Guide	57400	6,898	12,000	7,198	12,000
Stall Expense	57500				
Sponsorships	57700	143,203	105,000	59,197	60,000
Other (Explain)	57800				
Commercial Exhibits & Concessions	57900				
TOTAL MISCELLANEOUS FAIR	57000	155,758	123,500	71,395	78,500
MISCELLANEOUS NON-FAIR PROGRAMS:					
Salaries & Wages - Permanent	57105				
Salaries & Wages - Temporary	57106				
Employee Benefits	57115				
Payroll Taxes	57125				
Worker's Compensation Insurance	57135				
Supplies & Expense	57205			500	
Publicity	57305				
Attendance	57405				
Exhibits	57505				
Other (Explain)	57605				
TOTAL MISC. NON-FAIR PROGRAMS	57005	0	0	500	0

Details of Expenditures

San Mateo County Expo and Fair Association

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
PREMIUMS EXPENSE (Excluding Horse Show):					
Cash Awards	58100	50,568	51,000	45,490	51,000
Trophies, Medals, Ribbons	58200	5,183	5,500	4,000	5,500
Sponsored Cash Awards	58300	25		1,009	
Sponsored Trophies, Medals, Ribbons	58400				
Other Awards (Explain)	58500				
TOTAL PREMIUM EXPENSE	58000	55,776	56,500	50,499	56,500
EXHIBITS EXPENSE:					
Salaries & Wages - Permanent	63100				
Salaries & Wages - Temporary	63101	67,371	66,500	61,073	62,000
Employee Benefits	63110				
Payroll Taxes	63120	5,154	5,100	4,713	4,743
Worker's Compensation Insurance	63130	2,931	3,143	2,891	3,844
Judges (Contractual)	63200	6,180	6,200	6,271	7,690
Professional Services - Other (Contractual)	63300	19,986	19,000	18,582	19,000
Supplies and Expense	63400	55,656	75,000	74,195	75,000
Tent & Booth Rental	63500	11,384	15,000	10,000	15,000
Decorations	63600	12,781	25,000	22,635	25,000
Other (Explain)	63700				
TOTAL EXHIBITS EXPENSE	63000	181,443	214,943	200,360	212,277
HORSE SHOW EXPENSE (Including Premiums):					
Salaries & Wages - Permanent	64100				
Salaries & Wages - Temporary	64101				
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				
TOTAL HORSE SHOW EXPENSE	64000	0	0	0	0

Detail of Expenditures

San Mateo County Expo and Fair Association

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
HORSE RACING EXPENSE (LIVE):					
Salaries & Wages (Non Pari-Mutuel)	65100				
Salaries & Wages (Pari-Mutuel)	65200				
Employee Benefits	65210				
Payroll Taxes	65220				
Worker's Compensation Insurance	65230	17,246	23,000	20,000	27,900
Professional Services (Contractual)	65300	25,000	36,000	16,000	67,000
Supplies and Expense	65400	94,352	7,400	28,044	
Rental - Totalisator Equipment	65600				
Rental - Other Equipment	65700				
Other - Advertising - Allocated)	65800		71,000	78,000	
TOTAL RACING EXPENSE (LIVE)	65000	136,598	137,400	142,044	94,900
SATELLITE WAGERING EXPENSE:					
TOTAL SATELLITE WAGERING	65005				
FAIR ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66100				
Salaries & Wages - Temporary	66101	30,121	25,250	29,648	27,600
Employee Benefits	66110				
Payroll Taxes	66120	2,017	1,931	2,268	2,111
Worker's Compensation Insurance	66130	1,108	1,193	1,245	1,711
Professional Services (Contractual)	66200	112,505	111,500	129,852	145,000
Supplies and Expense	66300	19,762	32,000	21,344	35,000
Rodeo	66400				
Grounds Entertainment	66500	85,911	120,000	127,288	135,000
Grandstand Entertainment	66600	241,500	240,000	254,250	340,000
Other (Explain)	66700				
TOTAL FAIR ENTERTAINMENT	66000	492,924	531,874	565,895	686,423
MOTORIZED RACING EXPENSE:					
TOTAL MOTORIZED RACING EXPENSE	66109				
INTERIM ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66208				
Salaries & Wages - Temporary	66209				
Employee Benefits	66219				
Payroll Taxes	66229				
Worker's Compensation Insurance	66239				
Supplies & Expense	66309				
Concerts (List)	66609				
Other (Explain)	66809				
TOTAL INTERIM ENTERTAINMENT	66009	0	0	0	0

Detail of Expenditures

San Mateo County Expo and Fair Association

	Acct. No.	Actual 2005	Budgeted 2006	Estimated 2006	Proposed 2007
NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):					
Redevelopment LHI transferred to San Mateo County		1,894,458			
Upgrade RV Parking					15,000
Redevelopment Funds Expended				42,392	26,865
TOTAL EQUIPMENT EXPENSE	72300	1,894,458	0	42,392	41,865
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:					
General Expense Adjustments	80010	-21,575		2,351	
Bad Debt Expense	80020				
PRIOR YEAR EXPENDITURE	80000	-21,575		2,351	
CASH SHORTAGES & OVERAGES:					
Ticket Sales	85100	1,297		-460	
Souvenir Sales	85200				
Merchandise Sales	85500				
Other (Explain)	85900			-285	
CASH (OVER)/UNDER	85000	1,297		-746	
DEPRECIATION EXPENSE: (To Sch 2 and Pg. 1)	90000	203,991	200,500	203,991	203,991
OTHER OPERATING EXPENSE:					
Loss on Sale of Asset	94010				
Other (Flex Capital Oper Expenses, etc) (From Sched 3B)	94500			45,000	40,000
TOTAL OTHER OPERATING EXPENSE	94000	0	0	45,000	40,000

Variance Report

Automatically prepared

San Mateo County Expo and Fair Association

	Acct. No.	Budgeted vs. Estimated Fluctuation		2006 Budgeted	2006 Estimated	2007 Proposed	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change				\$ Change	% Change
OPERATING REVENUES:								
Admissions to Grounds	41000	32,095	6.3%	510,000	542,095	629,500	87,405	16.1%
Commercial Space	41500	-1,810	-1.2%	150,000	148,190	155,000	6,810	4.6%
Concessions	42000	43,138	11.6%	371,500	414,638	409,050	-5,588	-1.3%
Exhibits	43000	-4,088	-16.0%	25,475	21,387	27,475	6,088	28.5%
Horse Show	44000		#DIV/0!					#DIV/0!
Horse Racing (Live)	45000	38,000	8.0%	475,000	513,000	475,000	-38,000	-7.4%
Satellite Wagering	45005		#DIV/0!					#DIV/0!
Fair Attractions	46000		#DIV/0!					#DIV/0!
Motorized Racing	46109		#DIV/0!					#DIV/0!
Interim Attractions	46009	21,950	#DIV/0!		21,950	25,000	3,050	13.9%
Miscellaneous Fair	47000	-4,880	-1.4%	343,525	338,646	318,700	-19,946	-5.9%
Misc. Non-Fair Programs	47005		#DIV/0!					#DIV/0!
Interim Revenue	48000	28,300	1.2%	2,455,262	2,483,562	2,700,787	217,225	8.7%
Prior Year Revenue Adj	49000	348	#DIV/0!		348		-348	-100.0%
Other Operating Revenue	49500	45,013	81.8%	55,000	100,013	86,865	-13,148	-13.1%
TOTAL OPERATING REVENUES		198,067	4.5%	4,385,762	4,583,829	4,827,377	243,548	5.3%
OPERATING EXPENDITURES:								
Administration	50000	-18,571	-1.4%	1,363,947	1,345,376	1,448,674	103,297	7.7%
Maintenance & Gen Ops	52000	-29,278	-2.2%	1,306,545	1,277,267	1,379,165	101,897	8.0%
Publicity	54000	71,400	24.4%	292,470	363,870	307,120	-56,750	-15.6%
Attendance Operations	56000	-14,468	-2.7%	531,472	517,004	544,254	27,251	5.3%
Miscellaneous Fair	57000	-52,105	-42.2%	123,500	71,395	78,500	7,105	10.0%
Misc. Non-Fair Programs	57005	500	#DIV/0!		500		-500	-100.0%
Premiums	58000	-6,001	-10.6%	56,500	50,499	56,500	6,001	11.9%
Exhibits	63000	-14,583	-6.8%	214,943	200,360	212,277	11,917	5.9%
Horse Show	64000		#DIV/0!					#DIV/0!
Horse Racing (Live)	65000	4,644	3.4%	137,400	142,044	94,900	-47,144	-33.2%
Satellite Wagering	65005		#DIV/0!					#DIV/0!
Fair Entertainment Expense	66000	34,021	6.4%	531,874	565,895	686,423	120,527	21.3%
Motorized Racing	66109		#DIV/0!					#DIV/0!
Interim Entertainment Exp	66009		#DIV/0!					#DIV/0!
Equipment (Funded by Fair)	72300	42,392	#DIV/0!		42,392	41,865	-527	-1.2%
Prior Year Expense Adj	80000	2,351	#DIV/0!		2,351		-2,351	-100.0%
Cash (over/under)	85000	-746	#DIV/0!		-746		746	-100.0%
Depreciation	90000	3,491	1.7%	200,500	203,991	203,991		
Other Operating Expense	94000	45,000	#DIV/0!		45,000	40,000	-5,000	-11.1%
TOTAL OPERATING EXPENDITURES		68,048	1.4%	4,759,151	4,827,199	5,093,668	266,470	5.5%
NET EFFECT								
		130,019	-34.8%	-373,389	-243,370	-266,291	-22,921	0

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Proposed 2007 Contractual Professional Services

San Mateo County Expo and Fair Association

ACCT. NO.	DEPT NO	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
				Number	Unit Rate	Detail	Account
							Totals
504		Administration					
	10	Financial Audit Services		12 months	\$20,000.00	\$20,000.00	
	10	Benefit Plans Administrator		12 months	\$12,000.00	\$12,000.00	
	10	Computer Consultant / Programer		12 months	\$10,000.00	\$10,000.00	
	10	Legal Fees		12 months	\$25,000.00	\$25,000.00	\$47,000.00
		Total:					\$47,000.00
523		Maintenance					
	10	Grounds Landscaping - Year Around		12 months	\$4,500.00	\$54,000.00	
	20	Landscaping - Fair		1 month	\$1,000.00	\$1,000.00	
							\$55,000.00
542		Publicity/Marketing					
		Non Fair / Rental					
	10	Web Maintenance		12	\$1,000.00	\$12,000.00	
	10	Special Projects		12	\$833.00	\$10,000.00	
	10	Photograprer - Rental Events/Sales Kits		11	\$1,000.00	\$2,000.00	
	10	Exhibit Booth Repair & Table Top Booth				\$1,000.00	\$25,000.00
		Fair					
	20	Director of Publicity		10	\$2,350.00	\$23,500.00	
	20	Photographer		10 days	\$2,000.00	\$2,000.00	
	20	Web Site Services		12 months	\$1,000.00	\$12,000.00	
	20	Advertsing Director (see racing)		9 months	\$16,700.00	\$16,500.00	
	20	Poster / Flyer Distribution		2 months	\$3,000.00	\$3,000.00	\$57,000.00
							\$82,000.00

ACCT. NO.	DEPT NO	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
				Number	Unit Rate	Detail	Account
							Totals
562		Attendance Operations					
		Non Fair/Rental					
	10	Private Security		11 months	\$14,280.00	\$14,280.00	
	10	Fire & Emergency		11 months	\$8,720.00	\$8,720.00	
	10	Survey to Line out Exhibit Lots		1 week	\$2,000.00	\$2,000.00	\$25,000.00
		Fair					
	20	Ticketing Systems Consulting		4 months	\$9,000.00	\$9,000.00	
	14	Admissions/Gate Coordinator		15 days	\$6,300.00	\$6,300.00	
	14	Admissions System Services/Promotions		12 months	\$7,500.00	\$7,500.00	
	14	Money Room/Audit Services		10 days	\$3,000.00	\$3,000.00	
	26	Concessions Auditor		2 weeks	\$1,500.00	\$3,000.00	
	20	First Aid Service		12 days		\$4,325.00	
	20	Police Security		10 days		\$37,500.00	
	20	Police Security (Carnival Funds)		10 days		(\$18,000.00)	
	20	Fire & Emergency		10 days		\$5,000.00	
	20	Private Security		10 days		\$61,345.00	\$118,970.00
		Total:					\$143,970.00
632		Exhibits					
		Judges:					
	44	Professional Gardens	2	1 day	\$110.00	\$110.00	
	34	Floral Arts Judges	22	1 day	\$25/\$35	\$770.00	
	30	Fine Arts Judges	18	1 day	\$60.00/\$220.00	\$2,100.00	
	33	California Living - Food Judges	14	1 day	\$15.00/\$40.00	\$560.00	
	36	California Living - Textile Judges	14	1 day	\$20/\$50	\$1,250.00	
	38	Livestock Judges	22	1 day	\$30.00/\$200.00	\$2,250.00	
	22	Agriculture	1	1 day	\$50.00	\$50.00	
	24	Junior Division Judges	1	1 day	\$50.00/\$75.00	\$600.00	\$7,690.00
		Professional Services					
	26	Entry Processing	1	3 weeks	\$7,000.00	\$7,000.00	
	28	Chili Cookoff Coordinator		1 day	\$350.00	\$350.00	
	30	Fine Arts Demonstrators		10 days	\$550.00	\$550.00	
	34	Expo Gardens Exhibit		1 month	\$3,750.00	\$3,750.00	
	34	Fuschia Gardens	2	1 month	\$1,000.00	\$2,000.00	
	34	Floral Demonstrations		10 days	\$2,400.00	\$2,400.00	
	38	Livestock Health Checks/Training		1 day		\$1,200.00	
	42	Livestock Auctioneers	2	1 day	\$875.00	\$1,750.00	\$19,000.00

[illegible]

**RECONCILIATION OF NON-FAIR FUNDS
USED FOR OPERATING PURPOSES**

PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue) \$0.00 \$0.00

Other Resources Acquired:

Description:	Estimated 2006	Proposed 2007
Capital Flex -	45000	40,000.00
TOTAL FUNDS RECEIVED - ACCOUNT # 34000 Total	\$45,000.00	\$40,000.00

Expenditures:

Account	Description	Estimated 2006	Proposed 2007
723	Upgrade Software and Office Furniture	45,000.00	
723	Upgrade RV Parking		40,000.00
TOTAL EXPENDITURES - ACCOUNT # 94500 (to Page 10)		45,000.00	40,000.00
FUNDS REMAINING (Show as deferred revenue)		\$0.00	\$0.00

Rental Revenue		Building Rent	Recovered Labor	Electrical	Concessions	Parking	Exhibitor Parking	RV Parking	Equipment Rent	Sub Total
January										
Electronic Waste		\$1,500.00								\$1,500.00
Antiques by the Bay		\$13,750.00	\$1,500.00	\$500.00	\$2,500.00	\$10,500.00	\$750.00	\$450.00	\$3,000.00	\$32,950.00
ISE		\$60,000.00	\$15,250.00	\$4,200.00	\$34,250.00	\$45,500.00	\$3,500.00	\$3,995.00	\$6,500.00	\$173,195.00
Cheerleading		\$13,750.00	\$5,000.00	\$600.00	\$4,753.00	\$8,540.00			\$4,500.00	\$37,143.00
Cypress Hall Show		\$3,300.00	\$250.00	\$0.00	\$500.00	\$0.00	\$0.00		\$500.00	\$4,550.00
Oak Hall Show		\$3,300.00	\$250.00		\$500.00				\$500.00	\$4,550.00
Norcal Spring Trade Show		\$14,400.00	\$5,600.00	\$3,200.00	\$2,551.00	\$7,500.00		\$75.00	\$1,200.00	\$34,526.00
Parts Unlimited		\$1,650.00	\$400.00	\$400.00	\$1,768.00	\$600.00			\$758.00	\$5,576.00
Ride & Drive		\$6,600.00	\$500.00		\$500.00	\$3,500.00			\$500.00	\$11,600.00
Jackson Ride & Drive		\$6,600.00	\$500.00		\$500.00	\$3,500.00			\$500.00	\$11,600.00
January Budget		\$124,850.00	\$29,250.00	\$8,900.00	\$47,822.00	\$79,640.00	\$4,250.00	\$4,520.00	\$17,958.00	\$317,190.00
February										
Ride & Drive		\$6,600.00	\$500.00		\$2,000.00	\$3,500.00			\$500.00	\$13,100.00
Volleyball Tournament		\$27,555.00	\$5,000.00	\$600.00	\$4,800.00	\$7,000.00	\$250.00	\$250.00	\$500.00	\$45,955.00
Dispatch Testing		\$1,155.00	\$456.00						\$500.00	\$2,111.00
Hillsbrough Antique Show		\$27,500.00	\$5,020.00	\$1,500.00	\$7,500.00	\$17,500.00	\$2,500.00	\$2,750.00	\$7,725.00	\$71,995.00
Rubber Stamp Show		\$6,875.00	\$1,020.00	\$300.00	\$630.00	\$2,900.00	\$0.00		\$1,500.00	\$13,425.00
Antiques by the Bay		\$13,750.00	\$1,500.00	\$1,000.00	\$4,500.00	\$12,600.00	\$2,500.00	\$450.00	\$4,000.00	\$40,300.00
Peninsula Home & Garden		\$39,250.00	\$9,900.00	\$3,000.00	\$8,500.00	\$35,000.00	\$3,200.00	\$675.00	\$2,500.00	\$102,025.00
Sew & Craft		\$6,875.00	\$900.00		\$1,200.00	\$8,400.00	\$750.00	\$750.00	\$1,800.00	\$20,675.00
February Budget		\$129,560.00	\$24,296.00	\$6,400.00	\$29,330.00	\$86,900.00	\$9,200.00	\$4,875.00	\$19,025.00	\$309,586.00
March										
Golf Show		\$15,000.00	\$1,900.00	\$600.00	\$2,818.00	\$16,891.00	\$486.00		\$2,750.00	\$40,445.00
Ride & Drive		\$6,600.00	\$500.00		\$2,000.00	\$3,500.00			\$500.00	\$13,100.00

Rental Revenue		Building Rent	Recovered Labor	Electrical	Concessions	Parking	Exhibitor Parking	RV Parking	Equipment Rent	Sub Total
San Carlos School District		\$3,850.00	\$1,900.00		\$1,600.00	\$1,848.00			\$2,100.00	\$11,298.00
Mary Kay		\$13,750.00	\$2,000.00		\$1,000.00	\$7,500.00			\$2,000.00	\$26,250.00
Ride & Drive		\$6,600.00	\$500.00		\$2,000.00	\$3,500.00			\$500.00	\$13,100.00
Oak & Cypress Show		\$6,600.00	\$500.00	\$250.00	\$500.00	\$1,000.00			\$1,000.00	\$9,850.00
Orchard Supply Event		\$24,000.00	\$7,000.00	\$3,000.00	\$7,000.00	\$30,000.00			\$6,000.00	\$77,000.00
Antiques by the Bay		\$13,750.00	\$1,500.00	\$500.00	\$2,500.00	\$10,500.00	\$750.00	\$450.00	\$3,000.00	\$32,950.00
Skyline Dog Expo		\$20,625.00	\$6,250.00		\$3,224.00	\$5,761.00	\$3,500.00	\$3,250.00	\$3,000.00	\$45,610.00
Hot Import Nights		\$23,500.00	\$1,800.00	\$400.00	\$6,500.00	\$21,000.00	\$420.00		\$2,200.00	\$55,820.00
Bridge Tournament		\$2,200.00			\$140.00					\$2,340.00
Peninsula Job Faire		\$1,650.00	\$190.00			\$1,170.00			\$1,000.00	\$4,010.00
GATS		\$2,750.00	\$300.00		\$450.00	\$4,000.00	\$500.00		\$2,100.00	\$10,100.00
March Budget		\$140,875.00	\$24,340.00	\$4,750.00	\$29,732.00	\$106,670.00	\$5,656.00	\$3,700.00	\$26,150.00	\$341,873.00
April:										
Engineers Exam		\$12,485.00	\$1,360.00		\$602.00	\$9,254.00			\$18,000.00	\$41,701.00
Hillsbrough Antique Show		\$27,000.00	\$5,000.00	\$1,500.00	\$6,500.00	\$13,000.00	\$3,000.00	\$1,600.00	\$3,000.00	\$60,600.00
CA Chess Championship		\$10,600.00	\$1,200.00		\$2,000.00	\$6,000.00			\$1,000.00	\$20,800.00
International Gem & Jewelry		\$20,600.00	\$4,635.00	\$1,500.00	\$6,294.00	\$21,000.00	\$12,500.00	\$300.00	\$4,000.00	\$70,829.00
Tool Sale		\$660.00	\$30.00						\$500.00	\$1,190.00
Hispanic Dance		\$8,375.00	\$1,200.00	\$150.00	\$7,058.00	\$7,511.00			\$2,315.00	\$26,609.00
Millbrae Rotary		\$1,925.00	\$3,200.00			\$1,659.00			\$3,200.00	\$9,984.00
Ride & Drive		\$6,600.00	\$500.00		\$2,000.00	\$3,500.00			\$500.00	\$13,100.00
April Budget		\$88,245.00	\$17,125.00	\$3,150.00	\$24,454.00	\$61,924.00	\$15,500.00	\$1,900.00	\$32,515.00	\$244,813.00
May										
Volleyball Tournament		\$27,555.00	\$5,000.00	\$600.00	\$4,800.00	\$7,500.00	\$250.00	\$250.00	\$500.00	\$46,455.00
Land Auction		\$1,650.00	\$2,200.00		\$686.00	\$1,600.00			\$1,000.00	\$7,136.00

Rental Revenue	Building Rent	Recovered Labor	Electrical	Concessions	Parking	Exhibitor Parking	RV Parking	Equipment Rent	Sub Total
Spa Show	\$11,000.00	\$500.00	\$250.00	\$1,000.00	\$3,500.00	\$250.00	\$250.00	\$250.00	\$17,000.00
Financial Analyst Exam	\$9,200.00	\$1,200.00		\$1,000.00	\$3,500.00			\$2,000.00	\$16,900.00
Auto Research	\$16,500.00	\$1,000.00		\$500.00	\$1,000.00			\$1,000.00	\$20,000.00
Fiesta Hall Consumer Show	\$9,625.00	\$870.00		\$500.00	\$7,000.00	\$324.00		\$1,500.00	\$19,819.00
National Grant	\$3,300.00	\$1,700.00		\$500.00	\$1,800.00			\$1,750.00	\$9,050.00
Maker's Faire	\$24,770.00	\$3,000.00	\$2,500.00	\$7,700.00	\$29,400.00	\$1,500.00		\$8,000.00	\$76,870.00
Bead Show	\$9,625.00	\$870.00		\$1,400.00	\$7,000.00	\$324.00		\$2,000.00	\$21,219.00
May Budget	\$113,225.00	\$16,340.00	\$3,350.00	\$18,086.00	\$62,300.00	\$2,648.00	\$500.00	\$18,000.00	\$234,449.00
June									
Asian Expo	\$16,750.00	\$2,700.00	\$2,250.00	\$3,250.00	\$5,500.00	\$1,824.00		\$500.00	\$32,774.00
International Gem & Jewelry	\$22,625.00	\$3,300.00	\$1,500.00	\$5,757.00	\$21,000.00	\$2,500.00		\$3,000.00	\$59,682.00
Pharmacy Exam	\$2,750.00	\$1,030.00	\$0.00	\$250.00	\$360.00			\$3,000.00	\$7,390.00
Ride & Drive	\$6,600.00	\$500.00		\$2,000.00	\$3,500.00			\$500.00	\$13,100.00
Dispatch Testing	\$1,155.00	\$250.00							\$1,405.00
Antiques by the Bay	\$13,750.00	\$1,500.00	\$500.00	\$2,500.00	\$10,500.00	\$750.00	\$450.00	\$3,000.00	\$32,950.00
Land Auction	\$1,600.00	\$250.00		\$500.00	\$3,000.00			\$250.00	\$5,600.00
Taste of California	\$3,300.00	\$500.00		\$100.00	\$2,000.00			\$3,000.00	\$8,900.00
Abbott Graduation	\$1,155.00	\$450.00			\$1,500.00			\$1,500.00	\$4,605.00
June Budget	\$69,685.00	\$10,480.00	\$4,250.00	\$14,357.00	\$47,360.00	\$5,074.00	\$450.00	\$14,750.00	\$166,406.00
July									
Gift & Fashion	\$9,625.00	\$150.00	\$300.00	\$480.00	\$3,115.00	\$144.00		\$1,000.00	\$14,814.00
Bridge Tournament	\$2,200.00			\$145.00				\$250.00	\$2,595.00
Bar Exam	\$20,625.00	\$720.00		\$958.00	\$10,500.00			\$8,000.00	\$40,803.00
National Grant	\$3,300.00	\$1,700.00		\$500.00	\$1,800.00			\$1,500.00	\$8,800.00
Art of Living	\$17,500.00	\$1,700.00	\$250.00	\$750.00	\$14,000.00			\$750.00	\$34,950.00

Rental Revenue									
	Building Rent	Recovered Labor	Electrical	Concessions	Parking	Exhibitor Parking	RV Parking	Equipment Rent	Sub Total
Yahoo Company Picnic	\$24,000.00	\$1,565.00		\$7,500.00	\$5,000.00			\$2,500.00	\$40,565.00
Semi Con Parking					\$1,694.00				\$1,694.00
Bead Show	9625	\$870.00	\$600.00	\$686.00	\$5,600.00	\$558.00		\$1,500.00	\$19,439.00
July Budget	\$86,875.00	\$6,705.00	\$1,150.00	\$11,019.00	\$41,709.00	\$702.00	\$0.00	\$15,500.00	\$163,660.00
August									
Primedia Auto Show	\$23,413.00	\$5,700.00	\$1,000.00	\$3,000.00	\$12,000.00			\$2,500.00	\$47,613.00
August Budget	\$23,413.00	\$5,700.00	\$1,000.00	\$3,000.00	\$12,000.00	\$0.00	\$0.00	\$2,500.00	\$47,613.00
September									
Bay Area Sew, Craft & Hobby	\$6,875.00	\$900.00		\$1,200.00	\$8,400.00	\$750.00		\$1,800.00	\$20,675.00
DUB Magazine Auto Show	\$29,500.00	\$4,400.00	\$1,500.00	\$4,500.00	\$17,500.00			\$2,000.00	\$59,400.00
Antiques by the Bay	\$13,750.00	\$1,500.00	\$500.00	\$2,500.00	\$10,500.00	\$750.00		\$3,000.00	\$32,950.00
Auto Research	\$16,500.00	\$1,000.00		\$500.00	\$1,000.00			\$1,000.00	\$20,000.00
Spa Show	\$11,000.00	\$500.00	\$250.00	\$1,000.00	\$3,500.00	\$250.00		\$250.00	\$17,000.00
Peninsula Job Fair	\$1,650.00	\$190.00			\$1,170.00			\$1,000.00	\$4,010.00
International Gem & Jewelry	\$20,625.00	\$3,206.00	\$1,500.00	\$5,989.00	\$36,575.00	\$2,000.00		\$3,500.00	\$73,395.00
Spirit Halloween Superstore	\$14,000.00								\$14,000.00
September Budget	\$113,900.00	\$11,696.00	\$3,750.00	\$15,689.00	\$78,645.00	\$3,750.00	\$1,450.00	\$12,550.00	\$241,430.00
October									
Antique & Collections Reviv	\$7,875.00	\$1,040.00		\$1,381.00	\$7,896.00	\$5,000.00	\$1,644.00	\$1,000.00	\$25,836.00
Engineers Exam	\$13,475.00	\$1,050.00		\$645.00	\$7,700.00			\$2,000.00	\$24,870.00
Spirit Halloween Superstore	\$14,000.00								\$14,000.00
Public Show or Research	\$20,625.00	\$1,000.00	\$500.00	\$1,500.00	\$5,000.00	\$1,000.00	\$500.00	\$2,000.00	\$32,125.00
Sony Meeting/Party	\$2,640.00	\$160.00		\$2,500.00	\$3,892.00			\$500.00	\$9,692.00
Woodworking Show	\$22,275.00	\$3,615.00	\$3,800.00	\$3,479.00	\$15,400.00	\$1,404.00	\$275.00	\$1,500.00	\$51,748.00
October Budget	\$80,890.00	\$6,865.00	\$4,300.00	\$9,505.00	\$39,888.00	\$7,404.00	\$2,419.00	\$7,000.00	\$158,271.00

Rental Revenue									
	Building Rent	Recovered Labor	Electrical	Concessions	Parking	Exhibitor Parking	RV Parking	Equipment Rent	Sub Total
November									
Dee John's Christmas Trees	\$8,250.00								\$8,250.00
Hillsbrough Antique	\$27,000.00	\$5,000.00	\$1,500.00	\$6,500.00	\$13,000.00	\$3,000.00	\$1,600.00	\$3,000.00	\$60,600.00
Rings N Things	\$1,100.00	\$100.00							\$1,200.00
International Gem & Jewelry	\$20,625.00	\$3,634.00	\$1,500.00	\$6,407.00	\$31,500.00	\$3,294.00		\$4,000.00	\$70,960.00
GATS	\$3,300.00	\$300.00		\$450.00	\$4,000.00	\$500.00		\$2,000.00	\$10,550.00
Samaritan House	\$750.00	\$200.00							\$950.00
Land Auction	\$1,570.00	\$890.00		\$550.00	\$1,600.00			\$1,200.00	\$5,810.00
Cat Fancier	\$20,625.00	\$4,000.00	\$500.00	\$4,000.00	\$9,000.00	\$500.00	\$250.00	\$1,000.00	\$39,875.00
Business Opportunities Expo	\$5,775.00	\$780.00		\$389.00	\$2,632.00	\$336.00		\$1,000.00	\$10,912.00
November Budget	\$88,995.00	\$14,904.00	\$3,500.00	\$18,296.00	\$61,732.00	\$7,630.00	\$1,850.00	\$12,200.00	\$209,107.00
December									
DeeJohns Christmas Trees	\$8,250.00								\$8,250.00
Dog Show	\$13,700.00	\$2,800.00		\$3,100.00	\$7,500.00	\$3,300.00	\$7,500.00	\$2,000.00	\$39,900.00
Yahoo Holiday Party	\$25,000.00	\$2,000.00	\$500.00	\$8,000.00				\$3,000.00	\$38,500.00
International MC Show	\$34,000.00	\$3,000.00	\$2,500.00	\$5,000.00	\$15,000.00	\$1,000.00	\$1,000.00	\$4,000.00	\$65,500.00
CFA Exam	\$19,750.00	\$1,790.00		\$600.00	\$5,292.00			\$2,500.00	\$29,932.00
Samaritan House	\$750.00	\$200.00							\$950.00
Gift & Fashion	\$20,625.00	\$2,260.00	\$300.00	\$997.00	\$5,271.00	\$1,368.00	\$225.00	\$1,500.00	\$32,546.00
December Budget	\$122,075.00	\$12,050.00	\$3,300.00	\$17,697.00	\$33,063.00	\$5,668.00	\$8,725.00	\$13,000.00	\$215,578.00
Adjustment as per Chrs	\$5,000.00			\$2,500.00	\$0.00		\$10,311.00		
Annual Budget	\$1,187,588.00	\$179,751.00	\$47,800.00	\$241,487.00	\$711,831.00	\$67,482.00	\$40,700.00	\$191,148.00	\$2,649,976.00

Special Projects: 2007

Repair & Replace Gutters	\$2,000.00
HVAC Repairs	\$3,000.00
Roof Repairs	\$2,000.00
Misc Painting	\$3,000.00
Drain & Sewer Repairs	\$2,000.00
Fence Repairs/Replacement	\$2,000.00
Window/Window Coverings	\$1,000.00
Electrical Repairs	\$1,000.00
Threshold/Door Repairs	\$1,000.00
Other Repairs	\$1,500.00
	\$18,500.00

Department Head Budget Requests

506			
	IAEM - Travel, Registration & Booth	\$0.00	Existing in 2006 budget
	IAAM Conference - Kristine	\$1,100.00	
	MPI Registration & Exhibit Booth	\$0.00	Existing in 2006 budget
	NACS - Trade Show Booth	\$0.00	Existing in 2006 budget
	Local Promotional Events	\$0.00	Existing in 2006 budget
	Sports related Conference & Booth	\$2,500.00	
	Oglebay - June 2 - 7, 2007	\$0.00	Existing in 2006 budget
		\$3,600.00	
507.1	Upgrade Monitors in office	\$3,150.00	
	Upgrade Copier	\$2,088.00	
		\$5,238.00	
509	Dues:		
	International Special Event Society	\$0.00	Existing in 2006 Budget
	International Association of Assembly Managers	\$0.00	Existing in 2006 Budget
	International Association of Exhibition Managers	\$0.00	Existing in 2006 Budget
	International Association of Consumer Shows	\$0.00	Existing in 2006 Budget
	Meeting Planners International	\$0.00	Existing in 2006 Budget
		\$0.00	\$0.00
542	Photography for Sales Kits	\$1,000.00	
	Website Upgrades	\$5,000.00	
	Website Maintenance	\$10,000.00	
	Exhibit Booth Repair & Table Top Booth (included on sheet 1c)	\$1,000.00	
			\$17,000.00
544	Local Advertising		
	SF Convention & Visitors Guide	\$0.00	Existing in 2006 Budget
	SM Chamber Business Guide	\$1,200.00	
	City Map	\$700.00	
	Agenda Magazine	\$2,500.00	
	SM Visitors & Convention Bureau	\$1,600.00	
	National Advertising		
	National Association of Shows	\$1,000.00	
	Society of Independent Show Organize	\$1,000.00	
	International Special Events	\$1,000.00	
	Amusement Business	\$1,200.00	
	Venue's Today	\$2,500.00	
	Tradeshaw Week	\$4,350.00	
			\$17,050.00

Sales Trifold Brochures	\$8,000.00	Redevelopment Funds
Sales Kit Upgrades	\$7,000.00	Redevelopment Funds
Postage	\$1,000.00	Redevelopment Funds
New A Frame Signage	\$1,500.00	Redevelopment Funds
Radios - 3 CP200)	\$1,365.00	Redevelopment Funds
150' of black pipe & drape	\$1,000.00	Redevelopment Funds
Upgrade Parking System	\$7,000.00	Redevelopment Funds

\$26,865.00

562 Survey to line out Storage Lot (included on sheet 1c)	\$1,800.00
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563 Client Gifts	\$3,000.00
CEM certification classes for Kristine	\$1,200.00
Training course for Yuri	\$1,000.00
Parking Supplies	\$2,000.00

\$7,200.00

60" Rounds \$50@ 130.00	\$0.00
Black Padded chairs (1000)	\$0.00
Drape for Fiesta Hall	\$0.00
Wheel Chairs	\$0.00
Side Curtains for telescopic raiser	\$0.00
Trash Cans (upgraded)	\$0.00

Upgrade RV Park	\$15,000.00
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