



2009 BUDGET

November 4, 2008

TO: Honorable Board of Supervisors

FROM: Chris A. Carpenter 

RE: 2009 Proposed Budget

Recommendations: Approve a resolution accepting the 2009 budget of the San Mateo County Exposition and Fair Association.

Background and Highlights: The Board of Directors and staff prepared the 2009 budget and held a Special Board Meeting on October 22, 2008 to review the proposed budget. The Board of Directors met on October 29th to approve the budget. We will meet with County Manager John Maltbie on November 5th to review 2008 and our proposed 2009 budget. After your approval on November 18, 2008, the budget will be sent to the State Division of Fairs & Expositions for final approval.

I would like to acknowledge and thank all members of the Board for their time and input towards formulating this proposed budget. I also want to commend Diane Baumann and Dana Stoehr, as well as all SMCEC Managers, for the dedication and hard work they have put into the 2009 budget.

With the input of members of the Board, as well as staff, we recommend the 2009 proposed budget.

2009 Budget

As we discussed in a recent SMCEFA Board of Directors meeting, we are forecasting another good year for the San Mateo County Event Center, with increased operating revenues and controlled expenses. We are pleased to report the new Jockey Club satellite wagering facility is open for business. We have once again raised the bar to challenge ourselves for the new-year in increased revenues and controlled expenses for the overall operation.

I would like to thank the entire Board of Supervisors for their support and guidance in our efforts towards the continued success of the SMCEC.

RESOLUTION NO. _____

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

RESOLUTION APPROVING 2009 SAN MATEO COUNTY
EXPOSITION AND FAIR ASSOCIATION BUDGET

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 2009 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 2009 budget of the San Mateo County Exposition and Fair Association is
hereby approved by this Board of Supervisors.

OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

San Mateo COUNTY

Conducting The San Mateo County Fair

at San Mateo, California

For the period of January 1, 2009 to December 31, 2009

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
TOTAL NET RESOURCES, JANUARY 1:					
Unrestricted net resources		\$1,555,221	\$1,574,410	\$1,586,889	\$399,799
Restricted resources		0		0	0
Investment in Capital Assets, Net of Related Debt		812,259	743,149	756,659	696,825
Subtotal (Total Net Resources)		2,367,480	2,317,559	2,343,548	1,096,624
RESOURCES ACQUIRED:					
Operating Revenues (From Page 2)		5,391,674	6,311,486	6,365,167	7,504,755
State (Local/Base) Allocations (to Page 2):	31200	105,000	105,000	105,000	105,000
Fiscal & Administrative Assistance (F&E) (to Page 2):	31300				
Capital Project Reimbursement Funds (from Sched 3A)	31900			0	0
Audit Adjustments - County of San Mateo (2006)	33000	41,261			
Other (e.g., Flex Capital used for oper.) (From Sched 3B & to Page 2)	34000	40,000	35,000	36,669	0
TOTAL RESOURCES AVAILABLE		7,945,415	8,769,045	8,850,384	8,706,379
RESOURCES APPLIED:					
Operating Expenditures (From Page 2)		5,373,232	6,102,832	6,143,842	7,365,049
Other Operating Expenditures SWF Construction - Assoc. Portion				1,403,803	
Subtotal - Operating Expenditures (Excluding Depreciation)		5,373,232	6,102,832	7,547,645	7,365,049
Depreciation Expense (From Page 10)	90000	228,635	206,115	206,115	207,944
TOTAL RESOURCES APPLIED		5,601,867	6,308,947	7,753,760	7,572,993
TOTAL NET RESOURCES, DECEMBER 31:	29100	\$2,343,548	\$2,460,098	\$1,096,624	\$1,133,386
Unrestricted Net Resources Available for Operations		1,586,889	1,798,263	399,799	644,506
Restricted Net Resources		0	0	0	0
Investment in Capital Assets (From Schedule 2)		756,659	661,835	696,825	488,881
Subtotal (Total Net Res Check Figure - should equal #29100)		\$2,343,548	\$2,460,098	\$1,096,624	\$1,133,386
Reserve Percentage		29.5%	29.5%	5.3%	8.8%

ALL FAIRS:

President, Board of Directors

Date

Chief Executive Officer

Date

COUNTY APPROVALS (County Fairs Only):

Chairman, Board of Supervisors

Date

County Clerk

Date

DEPARTMENT OF FOOD & AGRICULTURE

Director

2009 Budget 10 day 10.29.08

Date

Summary of Operations

San Mateo County Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
OPERATING REVENUES:					
Admissions to Grounds	41000	\$568,254	\$598,000	\$534,782	575,000
Commercial Space	41500	167,980	200,000	163,075	190,000
Concessions	42000	443,390	450,000	427,813	442,000
Exhibits	43000	28,893	30,000	27,092	33,500
Horse Show	44000				
Horse Racing (Live)	45000	440,764	400,000	473,821	50,000
Satellite Wagering	45005		1,181,919	1,046,273	2,796,206
Fair Attractions	46000				
Motorized Racing	46109				
Interim Attractions	46009	33,735	35,000		
Miscellaneous Fair	47000	410,141	440,450	384,060	424,500
Miscellaneous Non-Fair Programs	47005				
Interim Revenue	48000	3,172,044	2,886,539	3,240,762	2,970,050
Prior Year Revenue Adjustments	49000	30,026		4,116	
Other Operating Revenue	49500	96,447	89,578	63,372	23,500
TOTAL OPERATING REVENUES (to Page 1)		5,391,674	6,311,486	6,365,167	7,504,755
OPERATING EXPENDITURES:					
Administration	50000	1,392,974	1,163,684	1,100,365	1,149,502
Maintenance & General Operations	52000	1,442,982	1,431,471	1,532,849	1,408,594
Publicity	54000	461,044	453,478	496,129	437,519
Attendance Operations	56000	251,478	352,666	363,683	313,559
Miscellaneous Fair	57000	63,118	92,580	100,905	109,630
Miscellaneous Non-Fair Programs	57005	25,982	25,200		
Premiums	58000	55,346	55,500	70,020	60,500
Exhibits	63000	229,301	290,872	314,966	296,521
Rental Attendance Operations	64000	517,499	608,743	703,422	880,746
Horse Racing (Live)	65000	88,948	106,595	107,697	2,500
Satellite Wagering	65005		848,902	782,874	2,183,997
Fair Entertainment Expense	66000	634,607	618,141	572,867	521,981
Motorized Racing	66109				
Interim Entertainment Expense	66009				
Equipment (Funded by Fair)	72300	136,693	5,000	3,412	
Prior Year Expense Adjustments	80000	32,324		(41,191)	
Cash (over/under)	85000	996		(826)	
Other Operating Expense	94000	39,940	50,000	36,669	
TOTAL OPERATING EXPENDITURES (to Page 1)		5,373,232	6,102,832	6,143,842	7,365,049
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION		18,442	208,654	221,325	139,707
Depreciation Expense	90000	228,635	206,115	206,115	207,944
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION		(210,193)	2,539	15,210	(68,237)
LOCAL (BASE) ALLOCATION - (From Page 1)	31200	105,000	105,000	105,000	105,000
OTHER FUNDS - ACCT. #313, #330, #340 (From Page 1)		81,261	35,000	36,669	
NET PROFIT/(LOSS) BEFORE DEPRECIATION, CURRENT YEAR		\$204,703	\$348,654	\$362,994	\$244,707
NET PROFIT/(LOSS) AFTER DEPRECIATION, CURRENT YEAR		(\$23,932)	\$142,539	\$156,879	\$36,763

Detail of Revenues

San Mateo County Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
ADMISSIONS REVENUE:					
Regular Fair Admissions	41010	479,409	505,000	479,412	500,000
Discounted Fair Admissions	41020	88,845	63,000	55,370	60,000
Concert Admissions			30,000	50,370	15,000
TOTAL ADMISSIONS REVENUE	41000	568,254	598,000	534,782	575,000
COMMERCIAL SPACE REVENUE:					
Outside Commercial Space	41510	32,430	57,000	32,900	35,000
Inside Commercial Space	41520	135,550	143,000	130,175	155,000
TOTAL COMMERCIAL SPACE REVENUE	41500	167,980	200,000	163,075	190,000
CONCESSIONS REVENUE:					
Carnival	42100	233,517	235,000	209,165	220,000
Carnival: Pre-Sale	42110			9,160	10,000
Food Concessions	42200	209,873	215,000	209,488	212,000
Non-Food Concessions	42300				
TOTAL CONCESSIONS REVENUE	42000	443,390	450,000	427,813	442,000
EXHIBITS REVENUE:					
Entry Fees	43100	20,094	22,500	18,575	22,500
Donated & Sponsored Awards	43200	3,030	1,500	8,012	6,000
Advertising in Premium Book	43300	1,359	2,000	0	1,000
Art Show Sales	43400	4,410	4,000	505	4,000
TOTAL EXHIBITS REVENUE	43000	28,893	30,000	27,092	33,500
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	440,764	400,000	473,821	50,000
Program Sales	45300				
Concessions	45400				
Other (Explain)	45500				
TOTAL LIVE HORSE RACING REVENUE	45000	440,764	400,000	473,821	50,000

Detail of Revenues

San Mateo County Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
SATELLITE WAGERING REVENUE:					
TOTAL SATELLITE WAGERING REVENUE	45005	0	1,181,919	1,046,273	2,796,206
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	29,145	35,000		
Other Admissions (List)	46309	4,590			
TOTAL INTERIM ATTRACTIONS REVENUE	46009	33,735	35,000	0	0
MISCELLANEOUS FAIR REVENUE:					
Parking	47100	142,717	152,000	147,669	173,000
Fair Program Revenue	47200				
Utility Fee Reimbursement	47300	5,700	8,200	5,402	6,000
Ticket Fees	47400	12,473	15,000	16,112	15,000
Stall Rentals (Fairtime)	47500				
Camping Fees (Fairtime)	47700	8,450	8,500	10,375	10,500
Health Permits; CFSA Insurance	47800	6,801	6,750	4,802	5,000
Sponsorships	47900	234,000	250,000	199,700	215,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	410,141	440,450	384,060	424,500
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 Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
INTERIM REVENUE:					
Rental of Buildings	48100	1,389,554	1,268,990	1,425,997	1,314,025
Recovered Labor	48200		238,231	237,620	170,954
Equipment Rentals	48300	200,600	197,965	266,668	151,152
Concessions Revenue	48400	253,681	238,487	348,005	252,853
Recovered Expenses	48500	431,560	60,000	196,182	127,231
Interim Parking Revenue	48600	770,083	788,416	734,860	704,740
RV Parking/Camping/Storage	48700	29,348	59,450	31,430	35,930
Commissions		43,711	35,000	64,369	42,150
Reimbursed Fees		53,507		73,028	149,335
Grounds Rental Revenue					21,680
TOTAL INTERIM REVENUE	48000	3,172,044	2,886,539	3,240,762	2,970,050
TOTAL PRIOR YEAR REVENUE ADJUSTMENT:	49000	30,026		4,116	
OTHER OPERATING REVENUE:					
Interest Earnings	49510	90,422	87,078	53,705	15,000
Donations/Sponsorships (general)	49520	1,425	2,500	8,500	6,500
Other (Explain)	49530	4,601		1,167	2,000
Gain on Sale of Asset	49540				
Rounding Variance		(1)			
TOTAL OTHER OPERATING REVENUE	49500	96,447	89,578	63,372	23,500

Detail of Expenditures

San Mateo County Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
ADMINISTRATION EXPENSE:					
Salaries & Wages - Permanent	50100	732,273	517,831	498,808	531,112
Salaries & Wages - Temporary	50200	11,325	13,080	27,103	37,254
Compensated Absences Expense	50300	9,958	35,668	15,000	20,811
Employee Benefits - Employer's Share	50310	173,006	154,026	134,912	151,930
Payroll Taxes	50320	53,499	40,615	34,606	43,480
Worker's Compensation Insurance	50330	43,390	32,364	28,789	29,839
Professional Services (Contractual)	50400	30,803	38,600	37,308	21,000
Director's Expense	50500	646	0	0	0
Traveling/Training Expense - Employees	50600	46,088	50,000	47,864	50,000
Office Supplies and Expense	50700	76,900	72,000	69,400	72,000
Telephone and Postage	50800	42,663	52,000	58,389	52,000
Dues and Subscriptions	50900	14,025	14,500	12,291	12,500
Insurance (General Liability)	51000	105,227	100,000	98,879	90,000
Other (Bank Fees)	51100	21,707	19,000	11,467	10,000
Unemployment Insurance (Non-reimbursed)	51200	2,851	2,500	2,300	5,000
Audit Expense	51300	20,655	21,500	23,250	22,575
Current Year Bad Debt Expense	51400	7,958			
TOTAL ADMINISTRATION EXPENSE	50000	1,392,974	1,163,684	1,100,365	1,149,502
MAINTENANCE & GENERAL OPERATIONS:					
Salaries & Wages - Permanent	52100	391,398	454,624	546,862	626,460
Salaries & Wages - Temporary	52200	253,608	280,640	153,066	14,700
Employee Benefits	52210	78,835	146,005	143,951	164,724
Payroll Taxes	52220	49,673	56,248	42,011	49,049
Worker's Compensation Insurance	52230	39,444	45,954	41,648	33,661
Professional Services (Contractual)	52300	141,771	5,500	8,722	10,500
Rental - Land & Buildings	52400		0		
Rental - Maintenance Equipment	52500	5,777	8,500	7,550	6,500
Rental - Public Address & Intercom	52600				
Temporary Electrical Work (Contractual)	52700				
Light, Heat, Water and Power	52800	289,734	240,000	275,833	250,000
Maintenance of Equipment - Supplies & Expense	52900	44,832	38,000	38,076	38,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	89,626	84,000	156,444	90,000
Trash Removal, Clean up (Contractual)	53100	40,497	22,000	72,833	50,000
Other (Explain)	53200				
Special Repairs & Maintenance (List)	53300	17,787	50,000	45,854	75,000
TOTAL MAINTENANCE EXPENSE	52001	1,442,982	1,431,471	1,532,849	1,408,594

Detail of Expenditures

San Mateo County Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
PUBLICITY EXPENSE:					
Salaries & Wages - Permanent	54100				0
Salaries & Wages - Temporary	54101	15,163	18,280	41,185	14,000
Employee Benefits	54110				0
Payroll Taxes	54120	716	1,398	3,248	1,071
Worker's Compensation Insurance	54130	1,507	1,143	2,539	735
Professional Services (Contractual)	54200	58,263	53,670	71,944	44,000
Supplies and Expense	54300	1,326	3,500	5,318	5,013
Advertising	54400	268,655	272,987	265,270	275,000
Promotional Expense	54500	4,640	5,000	4,268	5,000
Public Relations Expense	54600	9,879	3,500	3,256	3,500
Pre-Fair Events	54700	17,841	18,000	30,287	18,000
Sponsorship Expense	54800	83,054	76,000	68,814	71,200
TOTAL PUBLICITY EXPENSE	54000	461,044	453,478	496,129	437,519
ATTENDANCE OPERATIONS:					
Salaries & Wages - Permanent	56100		71,405	63,028	47,783
Salaries & Wages - Temporary	56101	35,188	54,888	56,441	61,880
Employee Benefits	56110		20,401	20,191	16,649
Payroll Taxes	56120	3,030	9,661	9,139	8,389
Worker's Compensation Insurance	56130	2,501	7,893	7,407	5,757
Professional Services (Contractual)	56200	125,193	122,307	108,165	95,100
Supplies and Expense	56300	77,317	66,111	99,222	78,000
Other (Explain)	56400	8,249		90	
TOTAL ATTENDANCE OPERATIONS	56000	251,478	352,666	363,683	313,559
MISCELLANEOUS FAIR EXPENSE:					
Parking Lot - % paid to contractor	57100				
Parking Lot - Salaries & Wages - Permanent	57101				
Parking Lot - Salaries & Wages - Temporary	57102	18,313	19,800	16,610	20,550
Taxes, Benefits & Workers Compensation				2,388	3,280
Program Expense	57200	3,160	2,752	8,000	9,800
Utility Fees	57300	706	38,000	41,379	38,000
Program Expense	57400	9,340	10,000	8,000	10,000
Tent & Booth Rental	57500	13,262	9,500	14,825	14,000
Sponsorships - see Public Relations	57700				
Other Health Department Permits	57800			2,640	
Commercial Exhibits & Concessions	57900	18,337	12,528	7,063	14,000
TOTAL MISCELLANEOUS FAIR	57000	63,118	92,580	100,905	109,630
MISCELLANEOUS NON-FAIR PROGRAMS:					
Salaries & Wages - Permanent	57105				
Salaries & Wages - Temporary	57106	2,529	2,700		
Employee Benefits	57115				
Payroll Taxes	57125				
Worker's Compensation Insurance	57135				
Supplies & Expense	57205	13,240	22,500		
Publicity	57305				
Attendance	57405				
Entertainment	57505	4,600			
Miscellaneous	57605	5,713			
TOTAL MISC. NON-FAIR PROGRAMS	57005	25,982	25,200	0	0

Details of Expenditures

San Mateo County Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
PREMIUMS EXPENSE (Excluding Horse Show):					
Cash Awards	58100	48,069	49,000	59,683	50,000
Trophies, Medals, Ribbons	58200	7,277	6,500	4,084	5,000
Sponsored Cash Awards	58300				
Sponsored Trophies, Medals, Ribbons	58400			6,254	5,500
Other Awards (Explain)	58500				
TOTAL PREMIUM EXPENSE	58000	55,346	55,500	70,020	60,500
EXHIBITS EXPENSE:					
Salaries & Wages - Permanent	63100		55,120	28,071	61,180
Salaries & Wages - Temporary	63101	71,631	57,292	99,783	87,173
Employee Benefits	63110		17,144	6,191	10,151
Payroll Taxes	63120	5,477	8,600	9,554	11,349
Worker's Compensation Insurance	63130	5,775	7,026	8,037	7,789
Judges (Contractual)	63200	8,861	6,890	10,394	10,580
Professional Services - Other (Contractual)	63300	3,202	5,800	2,650	4,300
Supplies and Expense	63400	81,761	62,500	59,579	65,000
Investment in Durable Goods	63500	18,161	33,000	38,528	2,000
Decorations (includes Tent Rental)	63600	15,775	24,000	40,665	24,000
Exhibit Guidebook/Art Show Payment	63700	18,658	13,500	11,516	13,000
TOTAL EXHIBITS EXPENSE	63000	229,301	290,872	314,966	296,521
NON FAIR OPERATIONS EXPENSE - RENTAL					
Salaries & Wages - Permanent	59100	131,626	180,463	171,604	172,350
Salaries & Wages - Temporary	59101	57,652	57,720	60,307	83,220
Employee Benefits	59110	44,581	54,453	52,194	55,746
Payroll Taxes	59120	16,781	18,221	17,741	19,551
Worker's Compensation Insurance	59130	12,081	14,886	14,378	13,417
Professional Services - Other (Contractual)	59200	1,590	69,000	84,279	96,000
Supplies and Expense	59300	28,207	35,000	16,715	35,000
Outside Services	59500	224,981	179,000	6,365	203,731
Equipment				92,300	67,329
Security/Law Enforcement				133,163	86,688
Insurance				290	837
Fire Department Fees				13,882	12,501
Business License Fees				21,308	15,701
EMT's				18,896	18,675
Parking Supplies & Expense	59600				
TOTAL NON FAIR OPERATIONS EXPENSE	59000	517,499	608,743	703,422	880,746

Detail of Expenditures

San Mateo County Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
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	27,998	28,000	26,701	0
Professional Services (Contractual)	65300	36,356	60,595	54,500	0
Supplies and Expense	65400	665	18,000	2,062	1,000
CARF Dues	65600	16,832		16,832	0
Travel	65700	7,097		5,602	1,500
Other (Explain)	65800			2,000	
TOTAL RACING EXPENSE (LIVE)	65000	88,948	106,595	107,697	2,500
SATELLITE WAGERING EXPENSE:					
TOTAL SATELLITE WAGERING	65005	0	848,902	782,874	2,183,997
FAIR ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66100				
Salaries & Wages - Temporary	66101	18,468	20,021	20,075	22,500
Employee Benefits	66110	4,529	4,004	5,610	5,400
Payroll Taxes	66120	2,051	1,532	1,612	27,900
Worker's Compensation Insurance	66130	1,663	1,251	1,913	1,181
Professional Services (Contractual)	66200	134,580	133,300	133,275	129,000
Supplies and Expense	66300	20,583	18,033	19,812	20,000
Rodeo	66400				
Grounds Entertainment	66500	145,768	135,000	97,873	135,000
Grandstand Entertainment	66600	306,965	305,000	292,695	181,000
Other (Explain)	66700				
TOTAL FAIR ENTERTAINMENT	66000	634,607	618,141	572,867	521,981
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 Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):					
		20,759	5,000		
Improvements to County Property		115,934	0		
Miscellaneous non Capitalized Equipment				3,412	
TOTAL EQUIPMENT EXPENSE	72300	136,693	5,000	3,412	0
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:					
General Expense Adjustments	80010	32,324		(41,191)	
Bad Debt Expense	80020				
PRIOR YEAR EXPENDITURE	80000	32,324		(41,191)	
CASH SHORTAGES & OVERAGES:					
Ticket Sales	85100	(31)		(1,416)	
Souvenir Sales	85200				
Merchandise Sales	85500				
Other Parking Lot - Non Fair	85900	1,027		590	
CASH (OVER)/UNDER	85000	996		(826)	
DEPRECIATION EXPENSE: (To Sch 2 and Pg. 1)	90000	228,635	206,115	206,115	207,944
OTHER OPERATING EXPENSE:					
Improvements to County Property - SWF	94010		15,000	0	
Other (Flex Capital Oper Expenses, etc) (From Sched 3B)	94500	39,944	35,000	36,669	
Rounding Varienace		(4)			
TOTAL OTHER OPERATING EXPENSE	94000	39,940	50,000	36,669	0

SUMMARY OF SATELLITE WAGERING

SW-1

San Mateo County Fair

	Acct. No.	Actual 2007	Budgeted 2008	Estimated 2008	Proposed 2009
SATELLITE WAGERING REVENUE :					
Admissions - General and Season	45115		\$245,000	\$192,936	\$810,671
- VIP Area	45125				72,060
Track Commissions (2%, .6%, etc.)	45205		689,636	620,666	1,391,585
Program Sales	45305		115,000	192,307	376,753
Concessions	45405		47,283	18,864	60,138
Parking	45505				
Novelties/Souvenirs	45605		12,500	500	12,500
Comcheck/Lottery	45705		72,500	21,000	72,500
Promotional and Advertising	45805				
Other - Sponsor revenue	45915				
- Impact Fees	45925				
- Miscellaneous (Explain)	45935				
- Reimbursement (Explain)	45945				
Prior Year Revenue Adjustment	49005				
TOTAL (Forward to Page 4)	45005	0	1,181,919	1,046,273	2,796,206
SATELLITE WAGERING EXPENSE:					
Labor Costs	65105		213,477	297,426	684,491
Employee Benefits	65115		37,358	26,044	123,864
Payroll Taxes	65125		16,331	22,753	52,364
Worker's Compensation Insurance	65135		13,236	18,440	42,438
Travel/Training	65205		2,500	3,629	4,000
Management Time	65315		25,000		20,000
Professional Services & Contracts	65325		50,000	21,296	30,000
Equipment Replacement Fund and/or Sinking Fund	65405		0		50,000
Publicity and Marketing	65505		100,000	50,000	80,000
Supplies & Expense - General (office, janitorial & maint)	65615		15,000	19,824	56,350
- Programs, Concessions, Parking	65625		90,000	163,461	320,240
Lottery Expense	65705		40,000	20,000	65,250
Fuel & Utilities	65805		11,000	5,000	30,000
CHRB /CARF/Impact Fees	65905		35,000	35,000	100,000
Construction Debt Repayment	65915		200,000	100,000	525,000
Prior Year Expenditure Adjustment	80005				
Cash Over/Under	85005				
TOTAL (Forward to Page 9)	65005	0	848,902	782,874	2,183,997
NET EFFECT		\$0	\$333,017	\$263,399	\$612,209

Satellite Wagering Labor Detail

SW-2

San Mateo County Fair

	FULL TIME		PART TIME (PI)		PART TIME WITHOUT BENEFITS		CONTRACT		TOTALS	
	#	AMOUNT	#	AMOUNT	#	AMOUNT	#	AMOUNT	#	AMOUNT
									0	0
Satellite Facility Manager	1	74,769							1	74,769
Asst. Satellite Facility Supervisor - Day	1	43,560							1	43,560
Asst. Satellite Facility Supervisor - Night	1	51,880							1	51,880
									0	0
Satellite Facility Adm./Prog. Clerks		103,920				37,830			0	141,750
Satellite Facility Janitors		140,572				72,072			0	212,644
Satellite Facility Security Guards		74,400				7,488			0	81,888
Satellite Facility Parking Attendant									0	0
Publicity and Marketing								30,000	0	30,000
Operations									0	0
Overtime									0	0
Other (List)									0	0
Legislative Advocacy								48,000	0	48,000
									0	0
									0	0
Sub-Total Labor Only		489,101		0		117,390		78,000		684,491
Employee Benefits		123,864							0	123,864
TOTAL SATELLITE WAGERING LABOR	3	612,965	0	0	0	117,390	0	78,000	3	808,355

Permanent Positions on Roster for 2009

Filled, Vacant, and Proposed

San Mateo County Fair

ACCT. NO.	Expenditure Classification CIVIL SERVICE CLASS TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
501	General Manager Chris A. Carpenter	8/4/2003	12	5,578.70	bi wkly	145,046	
	Assistant General Manager Dana Stoehr	6/30/2006	12	3,874.86	bi wkly	100,746	
	Office Manager Charlene King	4/15/1990	12	2,785.00	bi wkly	72,410	
	Accounting Manager Diane Baumann	10/2/2006	12	3,303.42	bi wkly	85,889	
	Administrative Assistant Nancy Broberg	7/13/1981	12	2,106.97	bi wkly	54,781	
	Overtime			2,500.00		2,500	
	Accounting Assistant Jasmin Molina	8/23/2006	12	1,816.92		47,240	
	Overtime			2,500.00		2,500	
	Possible Bonus					20,000	
							531,112

Permanent Positions on Roster for 2009

Filled, Vacant, and Proposed

San Mateo County Fair

ACCT. NO.	Expenditure Classification CIVIL SERVICE CLASS TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
521	Maintenance Manager						
	Darryl Reavis	4/29/1980	12	3,510.32	bi wkly	91,268	
	Assistant Maintenance Manager						
	Steve Perich	1/26/2005	12	2,648.01	bi wkly	68,848	
	Utility Worker II						
	Ken Sharpe	7/23/2001	12	1,594.44	bi wkly	41,455	
	Joe Steele - Carpenter	10/2/2006	12	1,713.92	bi wkly	44,562	
	Eric Neubauer - Groundskeeper	1/10/2007	12	1,648.00	bi wkly	42,848	
	Overtime			9,000.00		9,000	
							297,982
	Utility Worker I						
	Harley Gonzales	6/25/2007	12	1,512.86	bi wkly	39,334	
	Carlos Real	6/27/2007	12	1,512.86	bi wkly	39,334	
	Willie Davis	6/30/2008	12	1,483.20	bi wkly	38,563	
	David Riddell	6/30/2008	12	1,236.00	bi wkly	32,136	
	Robert Wilson	6/30/2008	12	1,236.00	bi wkly	32,136	
	Miguel Carrillo	6/30/2008	12	1,153.60	bi wkly	29,994	
	Victor Garcia	6/30/2008	12	1,153.60	bi wkly	29,994	
	Jose Hernandez	6/30/2008	12	1,153.60	bi wkly	29,994	
	Paul Wong	6/30/2008	12	1,153.60	bi wkly	29,994	
	Vacant	1/1/2009	12	0.00	bi wkly	0	
	Overtime			27,000.00		27,000	
							328,479
	Possible Bonus						
							626,460

Permanent Positions on Roster for 2009

Filled, Vacant, and Proposed

San Mateo County Fair

ACCT. NO.	Expenditure Classification CIVIL SERVICE CLASS TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
0							0
561	Fairs & Event Asst - CE						
	Ingrid Davila	3/1/2005	12	1,703.21	bi wkly	44,283	
	Overtime					3,500	
							47,783
591	Event Manager						
	Yuri Casto	2/17/2003	12	2,375.39	bi wkly	61,760	
	Matt Cranford	2/19/2008	12	2,376.92	bi wkly	61,800	
	Contracts Coordinator						
	Erminia Martinez	4/3/2003	12	1,799.62	bi wkly	46,790	
	Overtime					2,000	
							172,350
631	Fair & Events Assistant Manager						
	Vacant	1/1/2009	12	2,218.45	bi wkly	57,680	
	Overtime					3,500	
							61,180

[illegible]

[illegible]

Proposed 2009 Contractual Professional Services

San Mateo County Fair

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account Totals
504	Professional Services - Admin					
504	Computer Technical Support	1	12	1,750.00	21,000	
	Miscellaneous Legal/Consultant	0	1	5,000.00	0	
					0	
						21,000
513	Audit Services	1	2weeks	22,575.00		
						22,575
523	Professional Services - Maint					
	Security Alarm Maintenance	1	12	months	1,000	
	Pest Control	1	12	months	500	
	Sign Maintenance	1	12	months	4,500	
	Air Conditioning Maintenance	1	12	months	4,500	
						10,500
542	Marketing - Professional Services					
	Non Fair					
	Web Site Maintenance	1	12	months	6,000	
	Fair					
	Fair Photography	0	0	week	0	
	Marketing Consultant				20,000	
	Production of Ads				15,000	
	Website Maintenance				3,000	
						44,000
548	Sponsorship Expense					
	Retainer	1	12	Months	28,200	
	Commission				43,000	
						71,200

Proposed 2009 Contractual Professional Services

San Mateo County Fair

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account
						Totals
562	Fair Attendance Operations					
	Carnival Inspector	1	1 week	6,000.00	6,000	
	Janitorial - Fair (contracted)	4	10 days	8,000.00	8,000	
	Fire Department		10 days	7,600.00	7,600	
	Uniformed Officers - City		10 days	30,000.00	30,000	
	First Aid Services		10 days	5,000.00	5,000	
	Carnival Auditor		12 days	3,200.00	3,200	
	Admissions Control Supervisor		12 days	6,000.00	6,000	
	Fair Security - Non Uniformed		12 days	50,000.00	50,000	
	Credit for Carnival Reimbursement				-20,700	
						95,100
592	Rental Operations - Pro Services					
	Janitorial - Contracted		12 months	96,000.00		
						96,000
595.002	Rental Operations - Outside Services					
	Rental Equipment		12 months	67,329	67,329	
	Security - Law Enforcement		12 months	86,688	86,688	
	Insurance		12 months	837	837	
	Fire Department Fees		12 months	12,501	12,501	
	Business License Fees		12 months	15,701	15,701	
	EMT's		12 months	18,675	18,675	
	Other Fees		12 months	2,000	2,000	
						203,731

Proposed 2009 Contractual Professional Services

San Mateo County Fair

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account Totals
632	Judges - Fair Competitive Exhibits					
	Agriculture	1	1	day	40	
	Floral	23	1	day	940	
	Home Arts	21	1	day	1,200	
	Culinary Arts	20		day	1,300	
	Fine Arts	16	1	day	1,700	
	Junior Division	17	1	day	1,100	
	Livestock	22	1	day	4,100	
	Dog Judge	1	1	day	200	
						10,580
633	Exhibits - Other Pro Services					
	Veternarian	1	10	days	800	
	Demonstrators	4	1	days	1,500	
	Contest Coordinators	2	10	days	2,000	
						4,300
						0

Proposed 2009 Contractual Professional Services

San Mateo County Fair

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account Totals
662	Entertainment					
	Talent Booking	1	6	months	21,000	
	Production Manager - Main	1	15	days	4,000	
	Production Manager - Grounds	1	15	days	2,500	
	Stage Hands (contracted)	7	15	days	11,000	
	Backlines - Buyouts				5,000	
	Sound - Speeda Sound				43,500	
	Light & Stages - LB Lights West				42,000	
						129,000

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

San Mateo County Fair
(Legal Name of Fair)

San Mateo
(Location)

	Estimated 2008	Proposed 2009
PROPERTY, PLANT & EQUIPMENT (PP&E), January 1:	\$2,052,052	\$2,198,333
ACQUISITIONS OF FIXED ASSETS:		
Land	0	0
Buildings & Improvements:		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Building Improvements		0
Land Improvements		0
New Construction	0	0
Construction in Progress	0	0
Equipment	146,281	0
Other Fixed Assets	0	0
Other:	0	0
TOTAL ACQUISITIONS OF FIXED ASSETS	146,281	0
TOTAL PP&E BEFORE DISPOSITIONS & DEPRECIATION	2,198,333	2,198,333
DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):		
Land	0	0
Buildings & Improvements	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
TOTAL DISPOSITIONS OF FIXED ASSETS	0	0
PP&E BEFORE DEPRECIATION, December 31	2,198,333	2,198,333
DEPRECIATION:		
Accumulated Depreciation, January 1	1,295,393	1,501,508
Less A/D on Dispositions of Fixed Assets above		
Annual Depreciation Expense (from page 10)	206,115	207,944
Accumulated Depreciation, December 31	1,501,508	1,709,452
PP&E, NET OF DEPRECIATION, December 31	696,825	488,881
LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)	0	0
INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)	\$696,825	\$488,881

NOTE: Enter all numbers as a positive.

**NON-FAIR FUNDS RECONCILIATION
FOR CAPITALIZED PROJECTS**

San Mateo County Fair
(Legal Name of Fair)

	Account Number	Estimated 2008	Proposed 2009
SUMMARY: January 1, 2009 to December 31, 2009			
PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue)		\$0	\$0
RESOURCES ACQUIRED (Both cash rec'd & funds held at CCA)			
Revenue Generating Funds	31900		
Major Maintenance (MMP) Funds	31900		
ADA Funds	31900		
Emergency Repairs Funds	31900		
Flex Capital, Mil. Flex Funds (Used for capitalized assets only)	31900		
Grants from Outside Entities	31900		
Other - County Loan	31900	0	
TOTAL RESOURCES		0	0
RESOURCES APPLIED (Run through Fair's accounting system) :			
Construction in Progress	19000	0	
Land	19100		
Buildings & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400	0	
County Loan		0	
TOTAL Non-Fair Funds Run Through Fair's Books		0	0
RESOURCES APPLIED (Paid directly by CCA)			
Construction in Progress	19000		
Land	19100		
Building & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
TOTAL Non-Fair Funds Paid Directly by CCA		0	0
FUNDS REMAINING (Show as deferred revenue)		\$0	\$0

**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 2008	Proposed 2009
Flex Capitol	35000	0.00
TOTAL FUNDS RECEIVED - ACCOUNT # 34000 Total	\$35,000.00	\$0.00

Expenditures:

Account	Description	Estimated 2008	Proposed 2009
	Improvements to Property	36,669.28	0.00
TOTAL EXPENDITURES - ACCOUNT # 94500 (to Page 10)		36,669.28	0.00
FUNDS REMAINING (Show as deferred revenue)		(\$1,669.28)	\$0.00

Variance Report

Automatically prepared

San Mateo County Fair

	Acct. No.	Budgeted vs. Estimated Fluctuation		2008 Budgeted	2008 Estimated	2009 Proposed	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change				\$ Change	% Change
OPERATING REVENUES:								
Admissions to Grounds	41000	(\$63,218)	-10.6%	\$598,000	\$534,782	575,000	\$40,218	7.5%
Commercial Space	41500	(36,925)	-18.5%	200,000	163,075	190,000	26,925	16.5%
Concessions	42000	(22,187)	-4.9%	450,000	427,813	442,000	14,187	3.3%
Exhibits	43000	(2,908)	-9.7%	30,000	27,092	33,500	6,408	23.7%
Horse Show	44000		#DIV/0!					#DIV/0!
Horse Racing (Live)	45000	73,821	18.5%	400,000	473,821	50,000	(423,821)	-89.4%
Satellite Wagering	45005	(135,646)	-11.5%	1,181,919	1,046,273	2,796,206	1,749,933	167.3%
Fair Attractions	46000		#DIV/0!					#DIV/0!
Motorized Racing	46109		#DIV/0!					#DIV/0!
Interim Attractions	46009	(35,000)	-100.0%	35,000				#DIV/0!
Miscellaneous Fair	47000	(56,390)	-12.8%	440,450	384,060	424,500	40,440	10.5%
Misc. Non-Fair Programs	47005		#DIV/0!					#DIV/0!
Interim Revenue	48000	354,223	12.3%	2,886,539	3,240,762	2,970,050	(270,713)	-8.4%
Prior Year Revenue Adj	49000	4,116	#DIV/0!		4,116		(4,116)	-100.0%
Other Operating Revenue	49500	(26,206)	-29.3%	89,578	63,372	23,500	(39,872)	-62.9%
TOTAL OPERATING REVENUES		53,681	0.9%	6,311,486	6,365,167	7,504,755	1,139,589	17.9%
OPERATING EXPENDITURES:								
Administration	50000	(63,319)	-5.4%	1,163,684	1,100,365	1,149,502	49,137	4.5%
Maintenance & Gen Ops	52000	101,378	7.1%	1,431,471	1,532,849	1,408,594	(124,255)	-8.1%
Publicity	54000	42,651	9.4%	453,478	496,129	437,519	(58,610)	-11.8%
Attendance Operations	56000	11,017	3.1%	352,666	363,683	313,559	(50,125)	-13.8%
Miscellaneous Fair	57000	8,325	9.0%	92,580	100,905	109,630	8,725	8.6%
Misc. Non-Fair Programs	57005	(25,200)	-100.0%	25,200				#DIV/0!
Premiums	58000	14,520	26.2%	55,500	70,020	60,500	(9,520)	-13.6%
Exhibits	63000	24,094	8.3%	290,872	314,966	296,521	(18,445)	-5.9%
Horse Show	64000	94,679	15.6%	608,743	703,422	880,746	177,323	25.2%
Horse Racing (Live)	65000	1,102	1.0%	106,595	107,697	2,500	(105,197)	-97.7%
Satellite Wagering	65005	(66,028)	-7.8%	848,902	782,874	2,183,997	1,401,123	179.0%
Fair Entertainment Expense	66000	(45,274)	-7.3%	618,141	572,867	521,981	(50,885)	-8.9%
Motorized Racing	66109		#DIV/0!					#DIV/0!
Interim Entertainment Exp	66009		#DIV/0!					#DIV/0!
Equipment (Funded by Fair)	72300	(1,588)	-31.8%	5,000	3,412		(3,412)	-100.0%
Prior Year Expense Adj	80000	(41,191)	#DIV/0!		(41,191)		41,191	-100.0%
Cash (over/under)	85000	(826)	#DIV/0!		(826)		826	-100.0%
Depreciation	90000			206,115	206,115	207,944	1,829	0.9%
Other Operating Expense	94000	(13,331)	-26.7%	50,000	36,669		(36,669)	-100.0%
TOTAL OPERATING EXPENDITURES		41,010	0.7%	6,308,947	6,349,957	7,572,993	1,223,036	19.3%
NET EFFECT								
		\$12,671	499.0%	\$2,539	\$15,210	(\$68,237)	(\$83,447)	-5

**Projected Employee Leave Balance
2009 Year-End Adjustment**

San Mateo County Fair

Position	Estimated 2008					Projected 2009					Projected 2009 Year-End Adjustment
	\$	* Hourly Salary	HOURS	Sick (20%)	Total	\$	* Hourly Salary	HOURS	Sick (20%)	Total	
Assistant General Manager	\$47.03		195	99	131	15,074	\$48.44	205	104	158	1,419
Accounting Manager	\$36.54		85	66	66	6,000	\$37.64	89	69	79	564
Administrative Assistant	\$25.57		174	242	655	13,963	\$26.34	182	254	786	1,656
General Manager	\$67.70		269	346	306	45,704	\$69.73	282	363	367	4,364
Utility Worker - Miguel	\$14.00		24	24	24	744	\$14.42	25	25	29	71
Event Manager - Yuri	\$27.96		107	220	223	10,391	\$28.80	112	231	268	1,040
Event Manager - Matt	\$28.85		80	59	32	4,192	\$29.72	84	62	38	370
Receptionist - Elena	\$15.00		8			120	\$15.45	8			10
Fair & Festival Coordinator - Ingrid	\$20.67		1	100	23	2,170	\$21.29	1	104	28	192
Utility Worker - Willie	\$18.00		16	24	4	731	\$18.54	16	25	5	62
SWF Manager	\$34.62		42	22	22	2,376	\$35.66	44	23	27	217
Utility Worker - Victor	\$14.00		24	24	24	744	\$14.42	25	25	29	71
Utility Worker - Harley	\$18.36			10	14	238	\$18.91		11	17	27
Utility Worker - Jose	\$14.00		24	24	24	744	\$14.42	25	25	29	71
Office Manager	\$33.80		195	262	252	17,150	\$34.81	205	275	302	1,661
Contracts Coordinator	\$21.84		0	97	176	2,891	\$22.50	0	102	211	354
Accounting Assistant - Jasmin	\$22.05						\$22.71				
Utility Worker - Eric	\$20.00		54	117	142	3,990	\$20.60	57	123	170	413
SWF - Night Supervisor	\$23.50		24	11	11	877	\$24.21	25	12	13	80
Assistant Operations Manager	\$32.14		227	120	336	13,298	\$33.10	238	126	403	1,418
Utility Worker - Carlos	\$18.36		23	122	102	3,031	\$18.91	24	128	123	305
Maintenance & Operations Manager	\$42.60		255	303	629	29,136	\$43.88	268	318	754	3,202
Receptionist - Nellie	\$15.00		8			120	\$15.45	8			10
Utility Worker - David	\$15.00		49	24	24	1,164	\$15.45	51	25	29	106
Utility Worker - Ken	\$19.35		133	240	358	8,591	\$19.93	139	252	429	914
Utility Worker - Joe	\$20.80		8	42	52	1,256	\$21.42	8	44	62	136
Utility Worker - Robert	\$15.00		28	24	24	857	\$15.45	29	25	29	81
Utility Worker - Paul	\$14.00		24	24	10	704	\$14.42	25	25	12	62
Fairs & Events Coordinator - Vacant	\$20.67						\$21.29	25	60	30	1,937
Total Accrued Liability (should equal Acct 24500)			2,075	2,646	3,664	186,255		2,204	2,839	4,427	
Total budgeted carried forward to Acct. 50300											20,811

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

