

OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

San Mateo COUNTY

Conducting The



San Mateo County Fair

at San Mateo

California

For the period of January 1, 2011 to December 31, 2011

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
TOTAL NET RESOURCES, JANUARY 1:					
Unrestricted net resources		\$916,163	\$1,057,749	\$1,103,152	\$1,251,488
Restricted resources				724,200	724,200
Investment in Capital Assets, Net of Related Debt		744,198	737,709	2,355,191	2,490,775
Subtotal (Total Net Resources)		1,660,361	1,795,458	4,182,543	4,466,463
RESOURCES ACQUIRED:					
Operating Revenues (From Page 2)		7,735,829	7,447,079	7,847,217	7,328,688
State (Local/Base) Allocations (to Page 2):	31200	105,000	115,500	115,500	115,500
Fiscal & Administrative Assistance (F&E) (to Page 2):	31300				
Capital Project Reimbursement Funds (from Sched 8A)	31900	1,315,214		81,000	0
One-time Revenue Sources (fire camp, sale of property, capital project aud	32500				
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000				
Other (e.g., Perf Rating used for oper.) (From Sched 8B & to Page 2)	34000	150,833	30,000	35,000	35,000
TOTAL RESOURCES AVAILABLE		10,967,237	9,388,036	12,261,260	11,945,651
RESOURCES APPLIED:					
Operating Expenditures (From Page 2)		6,119,433	7,376,531	7,161,045	6,799,978
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		6,119,433	7,376,531	7,161,045	6,799,978
Depreciation Expense (From Page 10)	90000	665,261	204,112	633,752	632,823
TOTAL RESOURCES APPLIED		6,784,695	7,580,642	7,794,797	7,432,802
TOTAL NET RESOURCES, DECEMBER 31:	29100	\$4,182,543	\$1,807,394	\$4,466,463	\$4,512,850
Unrestricted Net Resources Available for Operations		1,103,152	950,675	1,251,488	1,303,615
Restricted Net Resources		724,200		724,200	724,200
Investment in Capital Assets (From Schedule 7)		2,355,191	856,719	2,490,775	2,485,034
Subtotal (Total Net Res Check Figure - should equal #29100)		\$4,182,543	\$1,807,394	\$4,466,463	\$4,512,850
Reserve Percentage		18.0%	12.9%	17.5%	19.2%

ALL FAIRS:

 10/5/10
 President, Board of Directors Date
 10/5/10
 Chief Executive Officer Date

COUNTY APPROVALS (County Fairs Only):

Chairman, Board of Supervisors Date
 County Clerk Date

DEPARTMENT OF FOOD & AGRICULTURE

Director

Date

Summary of Operations

San Mateo County Fair

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
OPERATING REVENUES:					
Admissions to Grounds	41000	\$501,249	\$525,000	\$450,815	\$435,000
Commercial Space	41500	189,891	195,000	155,288	180,000
Concessions	42000	392,436	380,000	318,071	340,000
Exhibits	43000	34,111	33,000	37,465	41,000
Horse Show	44000				
Horse Racing (Live)	45000				
Satellite Wagering	45005	3,255,764	2,883,544	3,337,076	3,003,368
Fair Attractions	46000				
Motorized Racing	46109				
Interim Attractions	46009				
Miscellaneous Fair	47000	353,203	381,500	300,142	356,000
Miscellaneous Non-Fair Programs	47005				
Interim Revenue	48000	3,005,187	3,036,535	3,221,366	2,961,820
Prior Year Revenue Adjustments	49000	(11,372)		12,397	
Other Operating Revenue	49500	15,360	12,500	14,598	11,500
TOTAL OPERATING REVENUES (to Page 1)		7,735,829	7,447,079	7,847,217	7,328,688
OPERATING EXPENDITURES:					
Administration	50000	1,325,786	1,185,697	1,210,975	1,200,775
Maintenance & General Operations	52000	1,523,470	1,623,004	1,735,257	1,572,418
Publicity	54000	401,777	429,953	439,876	492,238
Attendance Operations	56000	317,364	314,882	326,903	341,141
Miscellaneous Fair	57000	109,345	111,267	83,419	87,905
Miscellaneous Non-Fair Programs	57005				
Premiums	58000	49,982	49,500	54,733	61,500
Exhibits	63000	232,184	268,588	284,964	282,780
Rental Operations	59100	726,449	726,274	602,298	718,349
Horse Racing (Live)	65000	545			
Satellite Wagering	65005	1,456,970	2,177,707	1,595,681	1,521,530
Fair Entertainment	66000	478,493	484,659	439,714	511,343
Motorized Racing	66109				
Interim Entertainment	66009				
Equipment (Funded by Fair)	72300		5,000	341,879	10,000
Prior Year Expense Adjustments	80000	(504,018)		43,161	
Cash (over/under)	85000	1,086		2,187	
Other Operating Expense	94000				
TOTAL OPERATING EXPENDITURES (to Page 1)		6,119,433	7,376,531	7,161,045	6,799,978
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION		1,616,396	70,548	686,172	528,710
Depreciation Expense	90000	665,261	204,112	633,752	632,823
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION		951,136	(133,564)	52,420	(104,113)
LOCAL (BASE) ALLOCATION - (From Page 1)	31200	105,000	115,500	115,500	115,500
OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)		150,833	30,000	35,000	35,000
NET PROFIT/(LOSS) BEFORE DEPRECIATION, CURRENT YEAR		\$1,872,230	\$216,048	\$836,672	\$679,210
NET PROFIT/(LOSS) AFTER DEPRECIATION, CURRENT YEAR		\$1,206,970	\$11,936	\$202,920	\$46,387

Detail of Revenues

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
ADMISSIONS REVENUE:					
Regular Fair Admissions	41010	430,015	450,000	416,676	400,000
Discounted Fair Admissions	41020	71,234	75,000	34,139	35,000
TOTAL ADMISSIONS REVENUE	41000	501,249	525,000	450,815	435,000
COMMERCIAL SPACE REVENUE:					
Outside Commercial Space	41510	43,464	35,000	36,805	35,000
Inside Commercial Space	41520	146,427	160,000	118,483	145,000
TOTAL COMMERCIAL SPACE REVENUE	41500	189,891	195,000	155,288	180,000
CONCESSIONS REVENUE:					
Carnival	42100	173,439	200,000	136,908	150,000
Carnival: Pre-Sale	42110	21,711		17,480	20,000
Food Concessions	42200	197,286	180,000	163,684	170,000
Non-Food Concessions	42300				
TOTAL CONCESSIONS REVENUE	42000	392,436	380,000	318,071	340,000
EXHIBITS REVENUE:					
Entry Fees	43100	17,210	17,000	18,685	21,500
Donated & Sponsored Awards	43200	7,150	6,000	8,992	9,000
Art Show Sales	43300	2,870	3,000	4,633	5,000
Entry Processing Fees / Bedding Fees	43400	6,881	7,000	5,155	5,500
TOTAL EXHIBITS REVENUE	43000	34,111	33,000	37,465	41,000
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				
Program Sales	45300				
Concessions	45400				
Other (Explain)	45500				
TOTAL LIVE HORSE RACING REVENUE	45000	0	0	0	0

Detail of Revenues

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
SATELLITE WAGERING REVENUE:					
TOTAL SATELLITE WAGERING REVENUE	45005	3,255,764	2,883,544	3,337,076	3,003,368
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				
Other Admissions (List)	46309				
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	0	0
MISCELLANEOUS FAIR REVENUE:					
Parking	47100	140,705	170,000	152,705	150,000
Permits & Insurance	47200	3,514	4,000	3,508	3,500
Utility Fee Reimbursement	47300	5,375	5,500	4,025	4,000
Exhibit Guide Revenue	47400				
Stall Rentals (Fairtime)	47500				
Camping Fees (Fairtime)	47700	7,800	8,000	14,625	14,500
Other - Ticket Fees	47800	13,637	14,000	9,279	9,000
Sponsorships	47900	182,172	180,000	116,000	175,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	353,203	381,500	300,142	356,000
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

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
INTERIM REVENUE:					
Rental of Buildings	48100	1,076,375	1,090,125	1,184,074	1,073,525
Grounds Rentals	48200				
Equipment Rentals	48300	148,773	133,631	159,909	114,917
Concessions Revenue	48400	257,604	271,500	243,530	234,550
Recovered Expenses	48500	385,868	424,844	334,029	383,607
Interim Parking Revenue	48600	928,978	950,900	1,054,640	971,586
RV Parking/Camping	48700	47,810	47,235	52,990	50,900
Charges & Fees	48800	159,778	118,300	192,193	132,735
TOTAL INTERIM REVENUE	48000	3,005,187	3,036,535	3,221,366	2,961,820
TOTAL PRIOR YEAR REVENUE ADJUSTMENT:	49000	(11,372)		12,397	0
OTHER OPERATING REVENUE:					
Interest Earnings	49510	12,035	10,000	11,635	10,000
Donations/Sponsorships (general)	49520	2,833	2,500	1,417	1,500
Other (Explain)	49530	493		1,546	0
Gain on Sale of Asset	49540				
TOTAL OTHER OPERATING REVENUE	49500	15,360	12,500	14,598	11,500

Detail of Expenditures

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
ADMINISTRATION EXPENSE:					
Salaries & Wages - Permanent	50100	556,231	552,854	555,277	554,289
Salaries & Wages - Temporary	50200	31,751	7,746	6,773	6,450
Compensated Absences Expense	50300	42,077	29,445	30,000	39,397
Employee Benefits - Employer's Share	50310	150,040	156,711	150,016	157,071
Payroll Taxes	50320	42,194	42,886	42,463	42,897
Worker's Compensation Insurance	50330	31,232	29,431	30,081	29,439
Professional Services (Contractual)	50400	31,998	32,625	28,500	45,016
Meeting Expenses	50500	2,015	7,500	1,395	1,500
Traveling/Training Expense - Employees	50600	39,955	45,000	41,960	45,000
Office Supplies and Expense	50700	48,284	60,000	54,685	60,000
Telephone and Postage	50800	68,377	75,000	60,519	65,000
Dues and Subscriptions	50900	11,378	12,500	11,299	12,000
Insurance (All)	51000	88,117	85,000	87,707	90,000
Other - Bank/Credit Card Fees	51100	26,737	15,000	25,085	25,000
Unemployment Insurance (Non-reimbursed)	51200	8,663	10,000	4,500	4,000
Audit Expense	51300	22,575	24,000	23,252	23,717
Current Year Bad Debt Expense	51400	124,161		57,463	0
TOTAL ADMINISTRATION EXPENSE	50000	1,325,786	1,185,697	1,210,975	1,200,775
MAINTENANCE & GENERAL OPERATIONS:					
Salaries & Wages - Permanent	52100	652,633	647,315	658,454	684,008
Salaries & Wages - Temporary	52200	10,183	10,500	3,502	13,500
Employee Benefits	52210	171,661	194,762	175,732	179,198
Payroll Taxes	52220	50,696	50,323	49,675	53,359
Worker's Compensation Insurance	52230	35,380	34,535	36,345	36,619
Professional Services (Contractual)	52300	22,919	20,569	24,239	28,234
Rental - Land & Buildings	52400				
Rental - Maintenance Equipment	52500	7,205	7,000	4,500	7,500
Rental - Public Address & Intercom	52600				
Temporary Electrical Work (Contractual)	52700				
Light, Heat, Water and Power	52800	309,544	303,000	172,471	200,000
Maintenance of Equipment - Supplies & Expense	52900	36,538	35,000	31,110	35,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	105,507	120,000	102,573	125,000
Trash Removal, Clean up (Contractual)	53100	52,198	60,000	60,438	62,000
Other (Explain)	53200				
Special Repairs & Maintenance (List)	53300	69,004	140,000	416,217	148,000
TOTAL MAINTENANCE EXPENSE	52001	1,523,470	1,623,004	1,735,257	1,572,418

Detail of Expenditures

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
PUBLICITY EXPENSE:					
Salaries & Wages - Permanent	54100				
Salaries & Wages - Temporary	54101	7,483	7,000	13,250	7,500
Employee Benefits	54110				
Payroll Taxes	54120	572	536	1,014	574
Worker's Compensation Insurance	54130	405	368	822	394
Professional Services (Contractual)	54200	64,484	57,950	58,063	129,900
Supplies and Expense	54300	1,822	2,500	2,143	3,620
Advertising	54400	232,458	275,000	292,617	260,000
Promotional Expense	54500	4,925	5,000	8,341	10,000
Public Relations Expense	54600	7,165	2,000	4,710	5,000
Pre-Fair Events	54700	17,793	16,000	15,841	19,000
Sponsorship Expenses	54800	64,671	63,600	43,076	56,250
TOTAL PUBLICITY EXPENSE	54000	401,777	429,953	439,876	492,238
ATTENDANCE OPERATIONS:					
Salaries & Wages - Permanent	56100	49,196	47,783	48,601	48,978
Salaries & Wages - Temporary	56101	51,512	52,018	55,163	57,049
Employee Benefits	56110	15,892	17,057	17,029	17,296
Payroll Taxes	56120	8,000	7,635	7,938	8,111
Worker's Compensation Insurance	56130	5,532	5,240	6,226	6,308
Professional Services (Contractual)	56200	125,024	125,450	124,977	133,250
Supplies and Expense	56300	62,209	59,700	64,202	67,150
Other - Guest Services	56400			2,766	3,000
TOTAL ATTENDANCE OPERATIONS	56000	317,364	314,882	326,903	341,141
MISCELLANEOUS FAIR EXPENSE:					
Parking Lot - % paid to contractor	57100				
Parking Lot - Salaries & Wages - Permanent	57101				
Parking Lot - Salaries & Wages - Temporary	57102	12,777	15,863	13,518	14,652
Program Expense	57200	10,707	10,500	9,922	10,000
Utility Fees	57300	51,220	50,000	29,503	29,500
Taxes, W/C, Benefits	57400	1,904	2,704	2,331	2,503
Stall/Booth Rental Expense	57500	13,990	14,000	14,000	14,000
Permits	57700	5,911	6,000	5,431	5,500
Commerical Exhibits & Concessions		12,837	1,000	2,187	2,000
Wages - Commercial & Concession			5,100	2,367	4,750
Pro Services - Commerical & Concessions	57800		6,100	4,160	5,000
TOTAL MISCELLANEOUS FAIR	57000	109,345	111,267	83,419	87,905
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				
Publicity	57305				
Attendance	57405				
Exhibits	57505				
Other (Explain)	57605				
TOTAL MISC. NON-FAIR PROGRAMS	57005	0	0	0	0

Details of Expenditures

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
PREMIUMS EXPENSE (Excluding Horse Show):					
Cash Awards	58100	41,047	40,000	45,286	50,000
Trophies, Medals, Ribbons	58200	6,997	7,500	5,330	7,500
Sponsored Cash Awards	58300				
Sponsored Trophies, Medals, Ribbons	58400	1,937	2,000	4,116	4,000
Other Awards (Explain)	58500				
TOTAL PREMIUM EXPENSE	58000	49,982	49,500	54,733	61,500
EXHIBITS EXPENSE:					
Salaries & Wages - Permanent	63100	32,921	57,680	67,211	65,602
Salaries & Wages - Temporary	63101	91,204	22,175	23,242	28,450
Employee Benefits	63110	1,917	10,384	20,144	20,620
Payroll Taxes	63120	4,593	6,109	6,920	7,195
Worker's Compensation Insurance	63130	2,921	4,192	5,427	4,938
Judges (Contractual)	63200	11,526	11,685	10,050	10,445
Professional Services - Other (Contractual)	63300	7,805	70,825	74,881	76,030
Supplies and Expense	63400	46,985	45,538	33,766	32,500
Tent & Booth Rental	63500	21,000	22,000	30,834	22,000
Decorations	63600	1,724	2,000	1,369	1,500
Art Show - Payment to Seller	63600	2,296	4,000	3,706	4,000
Exhibit Guidebook	63700	7,292	10,000	7,343	7,500
Investment in Durable Goods			2,000	71	2,000
TOTAL EXHIBITS EXPENSE	63000	232,184	268,588	284,964	282,780
RENTAL ATTENDANCE OPERATIONS					
Salaries & Wages - Permanent	59100	183,771	171,860	113,475	174,252
Salaries & Wages - Temporary	59100	90,023	99,975	93,112	94,600
Employee Benefits	59110	55,831	56,872	36,799	48,638
Payroll Taxes	59120	21,014	20,795	14,963	20,567
Worker's Compensation Insurance	59130	15,609	14,271	12,930	14,115
Professional Services - Other (Contractual)	59200	116,629	126,000	119,434	126,000
Supplies and Expense	59300	4,291	7,500	5,081	5,050
Outside Services	59500	20,879	25,000	11,112	12,500
Equipment	59600	29,140	40,000	38,320	40,000
Security/Law Enforcement	59502	98,433	85,000	77,184	80,000
Insurance	59503	55	1,000	1,000	1,000
Fire Department Fees	59504	25,747	20,000	22,163	25,000
Business License Fees	59505	20,390	20,000	16,605	17,500
EMT Services	59507	26,318	18,000	23,748	24,000
Parking Expenses - Other than Salaries	59600	18,318	20,000	16,371	17,500
Events - Marketing & Advertising	59700	0	0	0	17,628
TOTAL RENTAL ATTENDANCE OPERATIONS	64000	726,449	726,274	602,298	718,349

Detail of Expenditures

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
HORSE RACING EXPENSE (LIVE):					
Salaries & Wages (Non Pari-Mutuel)	65100	178			
Salaries & Wages (Pari-Mutuel)	65200				
Employee Benefits	65210				
Payroll Taxes	65220				
Worker's Compensation Insurance	65230				
Professional Services (Contractual)	65300	368			
Supplies and Expense	65400				
Rental - Totalisator Equipment	65600				
Rental - Other Equipment	65700				
Other (Explain)	65800				
TOTAL RACING EXPENSE (LIVE)	65000	545	0	0	0
SATELLITE WAGERING EXPENSE:					
TOTAL SATELLITE WAGERING	65005	1,456,970	2,177,707	1,595,681	1,521,530
FAIR ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66100	0			
Salaries & Wages - Temporary	66101	16,289	18,675	15,669	18,675
Employee Benefits	66110	3,493	4,300	3,509	3,509
Payroll Taxes	66120	1,246	1,429	1,308	1,429
Worker's Compensation Insurance	66130	1,063	980	940	980
Professional Services (Contractual)	66200	131,775	131,775	127,750	147,750
Supplies and Expense	66300	10,971	12,500	14,275	14,500
Rodeo	66400				
Grounds Entertainment	66500	122,156	135,000	81,344	155,000
Grandstand Entertainment	66600	191,500	180,000	194,918	169,500
Other (Explain)	66700				
TOTAL FAIR ENTERTAINMENT	66000	478,493	484,659	439,714	511,343
MOTORIZED RACING EXPENSE:					
TOTAL MOTORIZED RACING EXPENSE	66109	0	0	0	0
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

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):					
			5,000	5,708	10,000
Equipment to be purchased				336,171	
TOTAL EQUIPMENT EXPENSE	72300	0	5,000	341,879	10,000
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:					
General Expense Adjustments	80010	(504,018)		43,161	
Bad Debt Expense	80020				
PRIOR YEAR EXPENDITURE	80000	(504,018)	0	43,161	0
CASH SHORTAGES & OVERAGES:					
Jockey Club	85100	0		0	
Fair	85200	126		(124)	
Event Center	85500	961		2,120	
Other (Explain)	85900			191	
CASH (OVER)/UNDER	85000	1,086	0	2,187	0
DEPRECIATION EXPENSE: (To Sch 7 and Pg. 1)	90000	665,261	204,112	633,752	632,823
OTHER OPERATING EXPENSE:					
Loss on Sale of Asset	94010				
Other Expenses					
TOTAL OTHER OPERATING EXPENSE	94000	0	0	0	0

Variance Report

Automatically prepared

	Acct.	Budgeted vs. Estimated Fluctuation		2010	2010	2011	Estimated vs. Proposed Fluctuation	
		No.	\$ Change				% Change	Budgeted
OPERATING REVENUES:								
Admissions to Grounds	41000	(\$74,185)	-14.1%	\$525,000	\$450,815	\$435,000	(\$15,815)	-3.5%
Commercial Space	41500	(39,713)	-20.4%	195,000	155,288	180,000	24,713	15.9%
Concessions	42000	(61,929)	-16.3%	380,000	318,071	340,000	21,929	6.9%
Exhibits	43000	4,465	13.5%	33,000	37,465	41,000	3,535	9.4%
Horse Show	44000		#DIV/0!					#DIV/0!
Horse Racing (Live)	45000		#DIV/0!					#DIV/0!
Satellite Wagering	45005	453,532	15.7%	2,883,544	3,337,076	3,003,368	(333,708)	-10.0%
Fair Attractions	46000		#DIV/0!					#DIV/0!
Motorized Racing	46109		#DIV/0!					#DIV/0!
Interim Attractions	46009		#DIV/0!					#DIV/0!
Miscellaneous Fair	47000	(81,358)	-21.3%	381,500	300,142	356,000	55,858	18.6%
Misc. Non-Fair Programs	47005		#DIV/0!					#DIV/0!
Interim Revenue	48000	184,831	6.1%	3,036,535	3,221,366	2,961,820	(259,546)	-8.1%
Prior Year Revenue Adj	49000	12,397	#DIV/0!		12,397		(12,397)	-100.0%
Other Operating Revenue	49500	2,098	16.8%	12,500	14,598	11,500	(3,098)	-21.2%
TOTAL OPERATING REVENUES		400,138	5.4%	7,447,079	7,847,217	7,328,688	(518,529)	-6.6%
OPERATING EXPENDITURES:								
Administration	50000	25,278	2.1%	1,185,697	1,210,975	1,200,775	(10,200)	-0.8%
Maintenance & Gen Ops	52000	112,253	6.9%	1,623,004	1,735,257	1,572,418	(162,838)	-9.4%
Publicity	54000	9,923	2.3%	429,953	439,876	492,238	52,362	11.9%
Attendance Operations	56000	12,021	3.8%	314,882	326,903	341,141	14,238	4.4%
Miscellaneous Fair	57000	(27,848)	-25.0%	111,267	83,419	87,905	4,486	5.4%
Misc. Non-Fair Programs	57005		#DIV/0!					#DIV/0!
Premiums	58000	5,233	10.6%	49,500	54,733	61,500	6,767	12.4%
Exhibits	63000	16,376	6.1%	268,588	284,964	282,780	(2,184)	-0.8%
Rental Attendance Ops	64000	(123,976)	-17.1%	726,274	602,298	718,349	116,051	19.3%
Horse Racing (Live)	65000		#DIV/0!					#DIV/0!
Satellite Wagering	65005	(582,026)	-26.7%	2,177,707	1,595,681	1,521,530	(74,152)	-4.6%
Fair Entertainment Expense	66000	(44,945)	-9.3%	484,659	439,714	511,343	71,629	16.3%
Motorized Racing	66109		#DIV/0!					#DIV/0!
Interim Entertainment Exp	66009		#DIV/0!					#DIV/0!
Equipment (Funded by Fair)	72300	336,879	6737.6%	5,000	341,879	10,000	(331,879)	-97.1%
Prior Year Expense Adj	80000	43,161	#DIV/0!		43,161		(43,161)	-100.0%
Cash (over/under)	85000	2,187	#DIV/0!		2,187		(2,187)	-100.0%
Depreciation	90000	429,640	210.5%	204,112	633,752	632,823	(929)	-0.1%
Other Operating Expense	94000		#DIV/0!					#DIV/0!
TOTAL OPERATING EXPENDITURES		214,154	2.8%	7,580,643	7,794,797	7,432,802	(361,995)	-4.6%
NET EFFECT		\$185,984	-139.2%	(\$133,564)	\$52,420	(\$104,113)	(\$156,533)	-3

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 W	145,046		
	Assistant General Manager Dana Stoehr	6/30/2006	12	3,875.28	Bi W	100,757		
	Accounting Manager Diane Baumann	10/2/2006	12	3,303.42	Bi W	85,889		
	Office Manager Charlene A. King	4/15/1990	12	2,785.00	Bi W	72,410		
	Administrative Assistant A/R Nancy Broberg Overtime	1/1/1997	12	2,107.20	Bi W	54,787 2,500		
	Accounting Assistant / A/P Elena Chu Overtime	8/1/2009	12	1,680.00	Bi W	43,680 2,500		
	Front Office Assistant Razia Sultana Overtime	5/10/2010	12	1,200.00	Bi W	31,200 2,000		
	Potential Salary Increase					13,519		
	Possible Bonus					0		
							554,289	
	Teamsters Received 3.225% Increase 8/20/2010							
	SEIU Received 2% Increase effective 8/15/2010							

Permanent Positions on Roster for 2011

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
522	Maintenance Manager						
	Darryl Reavis	4/29/1980	12	3,510.32	Bi W	91,268	
	Assistant Maintenance Manager						
	Steve Perich	1/26/2005	12	2,648.01	Bi W	68,848	
	Maintenance Workers						
	Joe Steele - Carpenter	10/2/2006	12	21.42	Hr	44,554	
	Eric Neubauer - Groundskeeper	1/10/2007	12	20.60	Hr	42,848	
	Ken Sharpe	7/23/2001	12	17.00	Hr	35,360	
	Carlos Real	6/27/2007	12	18.91	Hr	39,333	
							322,211
	Rene Raya - Mechanic	2/12/2010	12	28.00	Hr	58,240	
	Loretta Annin	12/8/2008	12	20.00	Hr	41,600	
	Willie Davis	6/30/2008	12	18.54	Hr	38,563	
	David Riddell	6/30/2008	12	15.45	Hr	32,136	
	Paul Wong	6/30/2008	12	14.42	Hr	29,994	
	Victor Garcia	6/30/2008	12	14.42	Hr	29,994	
	Miguel Carrillo	6/30/2008	12	14.42	HR	29,994	
	Jose Hernandez	6/30/2008	12	14.42	Hr	29,994	
	Vacant		12	20.00	Hr	41,600	
	Overtime					13,000	
							345,114
	Potential Salary Increase						16,683
							684,008

Permanent Positions on Roster for 2011

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
561	Fairs & Event Assistant Ingrid Davilla Overtime Potential Salary Increase	3/1/2005	12	21.29	Hr	44,283 3,500 1,195	48,978
591	Event Manager Yuri Castro Vacant Contracts Coordinator Erminia Martinez Overtime Potential Salary Increase	2/17/2003 4/3/2003	12 12 12	2,461.60 2,200.00 22.50	Bi W Bi W Hr	64,002 57,200 46,800 2,000 4,250	174,252
631	Fairs & Events Assistant Manager Matt Cranford Potential Salary Increase	2/19/2008	12	2,461.60	Bi W	64,002 1,600	65,602

**Projected Employee Leave Balance
2011 Year-End Adjustment**

San Mateo County Fair													
Position	Estimated 2010					Projected 2011					Projected 2011 Year-End Adjustment		
	\$	Hourly Salary	Holiday/ Personnel	Exempt	Vac	Total	\$	Hourly Salary	Holiday/ Personnel	Exempt		Vac	Total
Chris A Carpenter - General Manager		\$69.73	40	117	331	33,959		\$69.73	50	147	390	40,932	6,973
Dana Stoehr, Assistant General Manager		\$48.44	89	67	74	11,144		\$48.44	95	87	90	13,176	2,032
Darryl Reavis, Operations Manager		\$43.88	100	90	412	26,427		\$43.88	125	110	442	29,707	3,280
Diane Baumann, Accounting Manager		\$41.29	42		39	3,336		\$41.29	62		59	4,966	1,660
Charlene King, Office Manager		\$34.81	36	84	256	13,097		\$34.81	56	104	270	14,968	1,871
Ingrid Davila, Fair Coordinator		\$21.29		1	78	1,669		\$21.29		20	98	2,512	844
Matt Cranford, Fair Manager		\$30.77	132		170	9,286		\$30.77	152		180	10,216	929
Elena Chu, Accounting Assistant		\$21.00	16		8	496		\$21.00	36		20	1,176	680
Nancy Broberg, Administrative Assistant		\$26.34		141	139	7,375		\$26.34		161	160	8,455	1,080
Razia Sultana, Front Office Assistant		\$15.00	16		7	351		\$15.00	36		27	945	594
Erminia Martinez, Event Coordinator		\$22.50	16	0	174	4,276		\$22.50	36		180	4,860	564
Yuri Castro, Event Manager		\$30.77	62	1	173	7,253		\$30.77	82	21	180	8,708	1,455
Steve Perich, Assistant Operations Manager		\$33.10	48	124	59	7,632		\$33.10	68	144	60	9,003	1,372
Rene Raya, Mechanic		\$28.00	20		36	1,562		\$28.00	40		46	2,408	846
Joe Steele, Carpenter		\$21.42	24		56	1,704		\$21.42	44		76	2,570	866
Lorella Annin, Maintenance		\$20.00	16		56	1,449		\$20.00	36		54	1,800	351
Paul Wong, Maintenance		\$14.42			65	936		\$14.42	20		64	1,211	275
Willie Davis, Maintenance		\$18.54	19		151	3,146		\$18.54	39		160	3,689	543
Ken Sharpe, Maintenance		\$17.00	78	8	228	5,339		\$17.00	98	8	230	5,712	373
Victor Garcia, Maintenance		\$14.42	52		187	3,444		\$14.42	72		207	4,023	579
Miguel Carrillo, Maintenance		\$14.42	70		190	3,750		\$14.42	90		210	4,328	576
Jose Hernandez, Maintenance		\$14.42	89		143	3,348		\$14.42	109		163	3,922	574
Carlos Real, Maintenance		\$18.91	61		255	5,968		\$18.91	81		275	6,732	764
Eric Neubauer, Groundskeeper		\$20.60	28		213	4,964		\$20.60	48		233	5,789	824
David Riddell, Maintenance		\$15.45	115		162	4,277		\$15.45	135		182	4,898	621
Jim Fetter, SWF Manager		\$34.62	20		129	5,158		\$34.62	40		149	6,543	1,385
Jim Neilson, SWF Night Manager		\$23.50	44		22	1,549		\$23.50	64		42	2,491	942
Steve Evan, SWF Assistant Manager		\$19.50	30		166	3,815		\$19.50	50		186	4,602	787
Emily Serpa, SWF Admissions -		\$16.00			6	96		\$16.00			26	416	320
Robert Gunderson, SWF - Admissions		\$16.00			152	2,438		\$16.00			172	2,752	314
Candy Wozniak, SWF Admissions		\$16.00			92	1,474		\$16.00			112	1,792	318
Carla Grimsley, SWF Admissions		\$16.00			33	526		\$16.00			53	848	322
Richard Tuill, SWF Admissions		\$16.00			196	3,138		\$16.00			218	3,488	350
Robert Serpa, SWF Admissions		\$16.00			12	192		\$16.00			32	512	320
Leigh Guillette, SWF - Security		\$16.65			22	370		\$16.65			42	699	330
Timoleo Ferman, SWF Security		\$16.65			156	2,599		\$16.65			176	2,930	331
John Torre, SWF - Security		\$16.65			22	370		\$16.65			42	699	329
Peter Torpey, SWF - Janitor		\$17.22			14	245		\$17.22			34	585	340
Roberto Quintero, SWF - Janitor		\$17.22			160	2,757		\$17.22			180	3,100	343
Daniel Novoa, SWF - Janitor		\$17.22			59	1,019		\$17.22			79	1,360	341
Mauricio Duran, SWF - Lead Janitor		\$19.51			100	1,953		\$19.51			120	2,341	388
Raul Colima, SWF - Janitor		\$17.22			116	1,999		\$17.22			136	2,342	343
Evaresto Flores, SWF Janitor		\$17.22			11	181		\$17.22			31	534	353
Carlos Medina, SWF Janitor		\$17.22			16	271		\$17.22			36	620	349
Sergio Martinez- Gutierrez - SWF Janitor		\$17.22			15	258		\$17.22			35	603	344
Total Accrued Liability (should equal Acct 24500)			1,263	632	5,159	196,586			1,764	802	5,957	235,992	39,397
Total budgeted carried forward to Acct. 50300													

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

Temporary Positions Proposed for 2011

San Mateo County Fair

ACCT. NO.	Expenditure Classification POSITION TITLE	# Employed		Length of Employment		Pay Rate		Amount Budgeted	
		Last	This	No.	Unit	Amount	Per Unit	Detail	Account Totals
		Year	Year						
502	Receptionist - Weekend	1	1	150	hrs	13.00	hr	1,950	6,450
	Accounting - Extra Hire	1	1	300	hrs	15.00	hr	4,500	
522	Office Personnel - Clerk	0	1	200	hrs	15.00	hr	3,000	13,500
	Temporary Hire	1	3	250	hrs	14.00	hr	10,500	
541	Publicity & Marketing Student Intern	1	1	500	hrs	15.00	hr	7,500	7,500

[illegible]

[illegible]

Proposed 2011 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	Computer IT Support	1	12		27,941	
	Secret Shopper Program		4	400.00	1,600	
	Attorney Services County		12	1,000.00	12,000	
	Pension Plan Service Fees		1	475.00	475	
	Attorney Services - Other		6	500.00	3,000	
						45,016
513	Audit Expenses - County of San Mateo	1	12	1,976.44	23,717	
						23,717
523	Accro Engineered - HVAC	1	4	2,944.00	11,776	
	California Security Alarm	1	12	80.00	960	
	Capitol Contractors - Clean Office	1	12	285.00	3,420	
	Terminix - Pest Control		12	74.00	888	
	Tri County Alarm - Alarms	1	12	500.00	6,000	
	Datronix - Readerboard	1	12	372.08	4,465	
	Coit - Clean Carpets	1	1	725.00	725	
						28,234

Proposed 2011 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
542	Pro Services - Marketing					
	Retainer - Marketing & Advertising	1	9	6,650.00	59,850	
	Retainer - Public Relations	1	9	2,200.00	19,800	
	Fair Photography	1	1	1,250.00	1,250	
	Web Site Maintenance - XO Pandora	1	6	1,000.00	6,000	
	Production of TV Commercial	1	1	5,000.00	5,000	
	Production of Campaign	1	1	25,000.00	25,000	
	Web Site Branding/Concept	1	1	2,000.00	2,000	
	Copywriting for Ad Pieces	1	1	7,000.00	7,000	
	Photography, illustrations, talent	1	1	4,000.00	4,000	
						129,900
548	Sponsorship Expense					
	Retainer	1	8	3,750.00	30,000	
	Commission				26,250	
						56,250
562	Pro Services - Fair					
	Admissions Control	1	1	10,500.00	10,500	
	Contracted Janitorial	1	1	30,000.00	30,000	
	Police	1	1	30,000.00	30,000	
	Fire Detail	1	1	7,500.00	7,500	
	Private Security	1	1	52,000.00	52,000	
	Guest Services Supervisor	2	1	1,000.00	2,000	
	EMT Services	1	1	5,500.00	5,500	
	Carnival Inspector	1	1	5,750.00	5,750	
	Carnival Auditor	1	1	3,500.00	3,500	
	Credit for Carnival Reimbursement	1	1	-18,000.00	-18,000	
	Volunteer Coordinator	1	1	4,500.00	4,500	
						133,250
579	Electrical Services	1	1	2,500.00	2,500	
	Concession Auditor	1	1	2,500.00	2,500	
						5,000

Proposed 2011 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
592	Pro Services - Rental					
	Janitorial - Events	1	12 months	10,000.00	120,000	
592.002	Marketing - Non Fair					
	Web Site Upgrade/Maintenance	1	6	1,000.00	6,000	
						126,000
632	Judges - Fair					
	Agriculture	1	1	50.00	50	
	Floral Arts	23	1	45.00	1,035	
	Home Arts	14	1	80.00	1,120	
	Culinary Arts	12	1	85.00	1,020	
	Fine Arts	17	1	100.00	1,700	
	Youth Exhibits	21	1	70.00	1,470	
	Youth Livestock	15	1	240.00	3,600	
	Gardens	1	1	50.00	50	
	New Technology	4	1	50.00	200	
	Sustainable Living	4	1	50.00	200	
						10,445

Proposed 2011 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
633	Fair Exhibits - Pro Services					
	"Paid Volunteers"					
	Floral Arts:					
	Supervisor - Nancy McDougal	1	1	11,900.00	11,900	
	Assistant - Jeanne Carney	1	1	1,000.00	1,000	
	Helper	2	2	590.00	2,360	15,260
	Home Arts:					
	Supervisor - Julia Curry	1	1	6,375.00	6,375	
	Assistant - Susan Garrett	1	1	1,600.00	1,600	7,975
	Culinary Arts:					
	Supervisor - Marie Kemper	1	1	6,000.00	6,000	
	Assistant - Shirley Powell	1	1	1,000.00	1,000	
	Assistant - Susan Tang	1	1	1,000.00	1,000	8,000
	Fine Arts:					
	Supervisor - Boris Koodrin	1	1	6,000.00	6,000	
	Assistant - Kayte Van De Mark	1	1	2,600.00	2,600	8,600
	Youth Exhibits					
	Supervisor	1	1	7,000.00	7,000	
	Assistant	1	1	675.00	675	
	Assistant	1	1	475.00	475	8,150
	Youth Livestock					
	Superintendent	1	1	5,000.00	5,000	
	Assistant Super - Marie Buckley	1	1	2,500.00	2,500	
	Livestock Assistant - Allison Ten	1	1	1,700.00	1,700	
	Poultry Inspectors	3	1	215.00	645	
	Auctioneer - Scott Pimentel	1	1	700.00	0	AR
	Ethics Training	1	1	100.00	100	
	Hauling Poultry	1	1	500.00	0	AR
	Hauling Animals for Processing	1	1	2,500.00	0	AR
	Auction Assistant - Valerie Pimentel	1	1	300.00	0	AR
	Supervising Vet	1	1	800.00	800	
	Supervising Clerk	1	1	1,500.00	1,500	12,245
	Sustainable Living					
	Superintendent - Joe Lees	1	1	4,000.00	4,000	
	Assistant - Casimir Lesiak	1	1	1,000.00	1,000	5,000
	Technology					
	Superintendent - Confluent Entertainr	1	1	8,000.00	8,000	8,000
	Piano Competition - Sumi Nagasawa	1	1	300.00	300	300
	Fair Exhibits Operations Coordinator	1	1	2,500.00	2,500	2,500
					0	
	AR = Auction Reserve Liable				0	76,030

Proposed 2011 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 - Pro Services					
	Talent Booking - Wilson Events	1	1	21,000.00		
	Staging & Lighting - LB Lights West	1	1	43,500.00		
	Sound - Speeda Sound	1	1	43,500.00		
	Temp Air Conditioning - Fiesta			20,000.00		
	Backline			5,000.00		
	Production Manager - Luis DelArroz	1	1	4,875.00		
	Stage Crew - Eddie Gillespie	1	1	1,500.00		
	Stage Crew - Robin Kahn	1	1	1,500.00		
	Asst. St. Mgr - David Kenworthy	1	1	2,100.00		
	Stage Crew - Steve Milligan	1	1	1,350.00		
	Stage Crew - Bob Sogohian	1	1	1,925.00		
	Stage Crew - Josh Tahinod	1	1	1,500.00		
						147,750

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

San Mateo County Fair
(Legal Name of Fair)

San Mateo
(Location)

	Estimated 2010	Proposed 2011
PROPERTY, PLANT & EQUIPMENT (PP&E), January 1:	\$7,419,905	\$7,726,078
ACQUISITIONS OF FIXED ASSETS:		
Land	0	0
Buildings & Improvements:		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Building Improvements	0	0
Land Improvements	0	0
New Construction	0	0
Construction in Progress	0	0
Equipment	73,024	25,500
Other Fixed Assets	0	0
Leasehold Improvements	233,149	130,000
TOTAL ACQUISITIONS OF FIXED ASSETS	306,173	155,500
TOTAL PP&E BEFORE DISPOSITIONS & DEPRECIATION	7,726,078	7,881,578
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	7,726,078	7,881,578
DEPRECIATION:		
Accumulated Depreciation, January 1	2,068,585	2,702,337
Less A/D on Dispositions of Fixed Assets above		19,530
Annual Depreciation Expense (from page 10)	633,752	632,823
Accumulated Depreciation, December 31	2,702,337	3,315,631
PP&E, NET OF DEPRECIATION, December 31	5,023,740	4,565,947
LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)	2,532,965	2,080,912
INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)	\$2,490,775	\$2,485,034

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 2010	Proposed 2011
SUMMARY: January 1, 2011 to December 31, 2011			
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		
Infrastructure Matching Grants Fund	31900	81000	
Infrastructure Loan Program	31900		
Replenishment Fund (Investment Capital)	31900		
Environmental Investment Program	31900		
Urgent Needs Fund	31900		
Flex Capital Funds (Used for capitalized assets only)	31900		
Grants from Outside Entities	31900		
Other (Specify)	31900		
TOTAL RESOURCES		81,000	0
RESOURCES APPLIED (Run through Fair's accounting system) :			
Construction in Progress	19000		
Land	19100		
Buildings & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
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	81000	
Other (Specify)			
TOTAL Non-Fair Funds Paid Directly by CCA		81,000	0
FUNDS REMAINING (Show as Deferred Revenue)		\$0	\$0

**RECONCILIATION OF F&E FUNDS
USED FOR OPERATING PURPOSES**

PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue)

\$0.00

\$0.00

Other Resources Acquired:

Description:	Estimated 2010	Proposed 2011
Flex Capital	35000	35,000.00
TOTAL FUNDS RECEIVED Total	\$35,000.00	\$35,000.00

Expenditures:

Account	Description	Estimated 2010	Proposed 2011
	Flex Capital used for Operating	35,000.00	35,000.00
TOTAL EXPENDITURES		35,000.00	35,000.00
FUNDS REMAINING (Show as Deferred Revenue)		\$0.00	\$0.00

Exhibit I

BUDGET VARIANCE EXPLANATION**Fair Organization:**

Accounts		Budgeted 2010 to Estimated 2010	Estimated 2010 to Proposed 2011
41000	Admissions		
41500	Commercial	Fair Revenue was less than Budgeted	No significant Change
42000	Concessions	Fair Revenue was less than Budgeted	Anticipate increased commercial revenue - change building layout
43000	Exhibits	Concession Revenue was less than Budgeted	No significant Change
44000	Horse Show	No significant change	No significant Change
45000	Horse Racing	Not applicable	Not applicable
45005	Satellite Wagering	Not applicable	Not applicable
46000	Fair Attractions	Revenue was higher than anticipated	Budgeting for a 10% decline in 2011
46009	Interim Attractions	Not applicable	Not applicable
46109	Motorized Racing	Not applicable	Not applicable
47000	Misc. Fair	Not applicable	Not applicable
47005	Misc. Non-Fair	Sponsorships were significantly under budget	Have new sponsorship coordinator - anticipate increased revenue
48000	Interim	Not applicable	Not applicable
49000	PY Revenue Adj.	No significant change	No significant Change
49500	Other Ops Rev	Do not budget - not applicable	Do not budget - Not applicable
		No significant change	No significant Change

Exhibit I

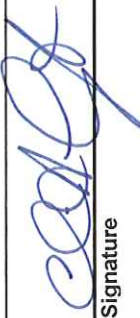
BUDGET VARIANCE EXPLANATION

50000	Administration	No significant change	No significant Change
52000	Maintenance/Gen. Ops	No significant change	No significant Change
54000	Publicity	No significant change	New Programs and personnel - additional funding needed
56000	Attendance Ops	No significant change	No significant Change
57000	Misc. Fair	Sponsorship Revenue was under budget, Sponsorship expenses also under budget	No significant Change
57005	Misc. Non-Fair	Not applicable	Not applicable
58000	Premiums	No significant change	No significant Change
63000	Exhibits	No significant change	No significant Change
64000	Rental Attendance Ops	Expenses were less than budgeted - one full time position vacant	Anticipate higher expenses in 2010 - filling vacant position
65000	Horse Racing	Not applicable	Not applicable
65005	Satellite Wagering	Expenses were less than budgeted	No significant Change
66000	Fair Entertainment	No significant change	Increase in grounds entertainment - 2011 Fair
66109	Motorized Racing	Not applicable	Not applicable
66009	Interim Entertainment	Not applicable	Not applicable
72300	Equipment	Additional Revenues earned 2010 - Anticipate in reinvesting in the facility	Do not anticipate major purchases in 2011 - purchased in 2010

Exhibit I

BUDGET VARIANCE EXPLANATION

80000	PY Expense Adj.	Not applicable	Not applicable
85000	Cash (over/under)	No significant change	No significant Change
90000	Depreciation Expense	Change in accounting method after budget was prepared 2010 - before year end close - leasehold improvements - SWF Construction	No significant Change
94000	Other Operating Expense	Not applicable	Not applicable

	
CEO Signature	Board President Signature
10/5/10	10/5/10
Date	Date

SUMMARY OF SATELLITE WAGERING

San Mateo County Fair

SW-1

	Acct. No.	Actual 2009	Budgeted 2010	Estimated 2010	Proposed 2011
SATELLITE WAGERING REVENUE :					
Admissions - General and Season	45115	\$792,187	\$770,627	\$735,723	\$662,150
- VIP Area	45125	137,240	131,705	133,774	\$120,397
Track Commissions (2%, .6%, etc.)	45205	1,770,490	1,448,122	1,569,134	\$1,412,221
ADW Fees				383,859	\$345,473
Program Sales	45305	394,866	393,236	370,596	\$333,536
Concessions	45405	67,132	57,598	57,545	\$51,791
Parking	45505				\$0
Novelties/Souvenirs	45605	947	950	526	\$473
Comcheck/ATM/Lottery	45705	92,902	81,305	85,919	\$77,327
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	3,255,764	2,883,544	3,337,076	3,003,368
SATELLITE WAGERING EXPENSE:					
Labor Costs	65105	655,174	734,248	701,243	647,820
Employee Benefits	65115	67,416	133,790	136,344	145,275
Payroll Taxes	65125	48,500	56,170	45,431	40,165
Worker's Compensation Insurance	65135	34,309	38,700	33,132	29,152
Travel/Training	65205	3,104	4,500	9,954	10,000
Management Time	65315				
Professional Services & Contracts	65325	28,637	61,200	82,665	56,744
Equipment Replacement Fund and/or Sinking Fund	65405	7,465	50,000	25,000	25,000
Publicity and Marketing	65505	44,599	40,000	42,911	50,000
Supplies & Expense - General (office, janitorial & maint)	65615	89,308	90,000	87,100	90,000
- Programs, Concessions, Parking	65625	302,031	290,000	286,121	290,000
Leases and/or Rentals	65705				
Fuel & Utilities	65805	30,000	30,000	30,000	30,000
CHRB /CARF/Impact Fees	65905	16,834	20,000	19,689	20,000
S & Expense - Lottery	65915	42,197	25,000	43,244	44,000
Prior Year Expenditure Adjustment	80005				
Cash Over/Under	85005	26		63	0
Construction Debt Repayment		87,371	604,100	52,784	43,374
TOTAL (Forward to Page 9)	65005	1,456,970	2,177,707	1,595,681	1,521,530
NET EFFECT		\$1,798,794	\$705,837	\$1,741,395	\$1,481,838

	FULL TIME		PART TIME (PT)		PART TIME (119 day)		CONTRACT		TOTALS	
	#	AMOUNT	#	AMOUNT	#	AMOUNT	#	AMOUNT	#	AMOUNT
SWF Manager - Jim Fetter	1	72,000							0	0
SWF - Night Manager - Jim Neilsen	1	48,880							1	72,000
SWF - Assistant Manager - Steve Evan	1	40,560							1	48,880
SWF - Admissions - Teamsters	4	133,120			3	49,920			1	40,560
SWF - Guards - SEUI	2	69,264			1	17,316			7	183,040
SWF - Lead Janitor	1	40,581							3	86,580
SWF - Janitors	3	107,453			3	53,726			1	40,581
Overtime		15,000							6	161,179
Subtotal Labor:									0	0
Professional Services:									0	0
Legislative Advocacy							1	48,000	1	48,000
HVAC Maintenance							1	4,376	1	4,376
Phone System Maintenance							1	2,898	1	2,898
Alarm System Maintenance							1	1,470	1	1,470
Subtotal Contracts:										56,744
Contracts & Labor		526,858		0		120,962		56,744		704,564
Employee Benefits									0	0
TOTAL SATELLITE WAGERING LABOR	13	526,858	0	0	7	120,962	4	56,744	24	704,564

FICA & Medicare

40,164.84

Workers Comp

29,151.90

Retirement - Mgmt & SEIU

18,936.88

Retirement - Teamsters

8,320.00

Health Benefits - Mgmt & SEIU

68,399.28

Health Benefits - Teamsters

49,618.80

145,274.96