



## Memo

To: Board of Directors – San Mateo County Event Center

From: Finance Committee Members - Rosanne Foust – Chair; Raymond Juballa; Steven Wong, Leonard Iniguez (President and alternate) Diane Baumann, Controller and Dana Stoehr, CEO

Date: November 11, 2021

Re: 2022 Recommended Budget

The Finance Committee of the Board of Directors of the San Mateo County Event Center met on Wednesday, November 3, 2021. The committee received a full review of projected revenues and expenses and recommends the proposed 2022 Budget for approval.

### Background Summary

The 2022 Budget reflects consideration for the uncertainty of the past two years due to COVID and a guardedly optimistic projection that the special events industry will return to a “new normal” for 2022.

In addition, the success of the 2021 San Mateo County Fair and strong attendance at 2021 events we have hosted provides optimism for the 2022 season.

### **HIGHLIGHTS OF THE 2022 PROPOSED BUDGET**

- ❖ The Budget is conservative – showing a modest profit of \$1,344.52 before depreciation
- ❖ Fair Revenues are based on a 4-year average (2017-2021)  
Revenue - No Gold Circle Concert Ticket Sales are included in the Budget due to moving outdoors for Headline entertainment
- ❖ Fair Attendance Operations – projected increases in expenses due to COVID cleaning protocols and, gate security for faster admissions times
- ❖ Fair Entertainment – projected decrease in entertainment expenses due to new booking strategies and outdoor Headline venue being more cost-effective

- ❖ County Covid Response – Planned for the first quarter only, is uncertain and budgeted conservatively.
- ❖ Food Service – a decrease of 61% budgeted to reflect projected catered events. We anticipate it will take the first half of 2022 to rebuild Food Service operations.
- ❖ Satellite Wagering Facility – The budget projects a decrease of 4% in profitability from 2019 – anticipating no closures or capacity limits Satellite Wagering Facility. A 70% decrease in expenses was realized from 2019 by being open Friday, Saturday, and Sunday and reducing expenses, which resulted in significant savings; we plan to continue this strategy to contain expenses in 2022.
- ❖ ESS (Event Sales and Service) The budget reflects a forecasted decrease of 30% from 2019 – We expect a softer start for Q1 of 2022 with stronger revenue in the following quarters.
- ❖ Administration Expenses – reflect increases in staffing for one Marketing and one IT position
- ❖ Maintenance Expenses – no major changes
- ❖ Equipment and Improvements – \$900,000 in non-capitalized equipment and improvements

**San Mateo County Event Center**  
**2022 Proposed Budget - Recap**

	Acct. No.	Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
<b>REVENUES:</b>						
Fair Admissions to Grounds	41000	830,870	-	325,000	968,469	765,000
Fair Commercial Space	41500	123,138	-	50,000	33,350	115,000
Fair Carnival & Concessions	42100	596,933	-	267,018	620,715	600,000
Fair Exhibits	43000	55,232	1	52,300	24,877	54,500
Miscellaneous Fair	47000	532,769	24,886	337,500	530,314	545,000
Covid Programs	46000	-	463,896	494,447	2,870,326	500,000
Satellite Wagering	45005	2,487,781	1,788,528	2,105,150	2,020,927	2,370,446
Event Sales & Service	48000	5,851,172	4,458,842	2,643,133	5,076,492	4,513,049
Food Service - ESS	44000	2,788,118	517,216	942,362	517,617	1,723,679
Prior Year Revenue Adjustments	49000	(69,808)	8,236	-	(49,172)	-
Other Operating Revenue	49500	133,270	140,091	132,980	91,202	100,019
<b>TOTAL OPERATING REVENUES</b>		<b>13,329,474</b>	<b>7,401,696</b>	<b>7,349,890</b>	<b>12,705,118</b>	<b>11,286,693</b>
<b>EXPENDITURES:</b>						
Administration	50000	2,053,686	1,376,127	1,573,693	1,723,957	2,191,042
Maintenance & General Operations	52000	2,294,526	1,851,043	1,745,888	1,974,634	1,974,498
Fair Administration & Marketing	54000	639,012	248,373	290,814	421,077	637,401
Fair Attendance Operations	56000	367,592	2,797	243,179	413,843	469,137
Miscellaneous Fair	57000	127,736	20,315	53,001	107,783	137,928
Fair Premiums / Awards	58000	62,676	0	30,000	25,410	70,000
Fair Exhibits	63000	202,126	38,852	106,158	142,282	226,287
Fair Entertainment	66000	686,450	40,000	152,825	306,967	492,162
Covid Response	55000	0	381,137	470,902	2,977,588	469,772
Event Sales and Services Expenses	64000	1,775,705	1,217,263	1,114,842	974,299	1,447,952
Food Service - ESS	65000	1,627,879	600,038	653,874	299,118	1,438,303
Satellite Wagering	65005	1,478,900	1,006,442	756,782	711,574	830,869
Equipment and Improvements	72300	421,824	243,077	120,000	546,863	900,000
Prior Year Expense Adjustments	80000	(22,137)	47,455	0	14,590	-
Cash (over/under)	85000	(7,533)	(885)	0	3,369	0
Other Operating Expense	94000					
<b>TOTAL OPERATING EXPENDITURES</b>		<b>11,708,440</b>	<b>7,072,035</b>	<b>7,311,959</b>	<b>10,643,353</b>	<b>11,285,348</b>
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION</b>						
		<b>1,621,034</b>	<b>329,661</b>	<b>37,930</b>	<b>2,061,764</b>	<b>1,345</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
<b>Revenues</b>						
<b>310.000</b>	<b>Other Funding</b>					
	State Funding - Major Maintenance	\$ -	\$ -	\$ -	\$ -	
	State Funding - Other	\$ -	\$ -	\$ 132,830.00	\$ 132,830.00	\$ 100,000.00
	CFSA Revenue Protection Insurance	\$ -	\$ -	\$ -	\$ -	
	PPP Grant	\$ -	\$ 707,693.00	\$ -	\$ 681,500.00	
	<b>Total:</b>	\$ -	\$ 707,693.00	\$ 132,830.00	\$ 814,330.00	\$ 100,000.00
<b>410.000</b>	<b>Fair Admissions Revenue:</b>					
	Regular Fair Admissions	\$ 588,606.00	\$ -	\$ 250,000.00	\$ 769,005.00	\$ 600,000.00
	Advance Admission Sales	\$ 94,767.90	\$ -	\$ 50,000.00	\$ 155,665.00	\$ 125,000.00
	Discount Admission Sales	\$ 45,548.05	\$ -	\$ 25,000.00	\$ 43,799.40	\$ 40,000.00
	Participant Tickets	\$ -	\$ -	\$ -	\$ -	
	Concert Tickets	\$ 101,948.30	\$ -	\$ -	\$ -	
	Parties/Picnics for Public	\$ -	\$ -	\$ -	\$ -	
	<b>Total:</b>	\$ 830,870.25	\$ -	\$ 325,000.00	\$ 968,469.40	\$ 765,000.00
<b>415.000</b>	<b>Fair Commercial Space Rental</b>					
	Inside Space Rental	\$ 73,752.50	\$ -	\$ 27,500.00	\$ 2,000.00	\$ 70,000.00
	Outside Space Rental	\$ 49,385.00	\$ -	\$ 22,500.00	\$ 31,350.00	\$ 45,000.00
	Special Days Booth Rental	\$ -	\$ -	\$ -	\$ -	
	<b>Total:</b>	\$ 123,137.50	\$ -	\$ 50,000.00	\$ 33,350.00	\$ 115,000.00
<b>420.000</b>	<b>Fair Concessions Revenue</b>					
	Carnival Revenue	\$ 250,407.73	\$ -	\$ 125,000.00	\$ 282,857.43	\$ 250,000.00
	Carnival - Pre Sale	\$ 18,007.30	\$ -	\$ 17,017.83	\$ 52,530.00	\$ 50,000.00
	Food Concessions	\$ 328,517.59	\$ -	\$ 125,000.00	\$ 284,557.77	\$ 300,000.00
	Concessions - Ovations	\$ -	\$ -	\$ -	\$ -	
	Non Food Concessions	\$ -	\$ -	\$ -	\$ 770.00	
	<b>Total:</b>	\$ 596,932.62	\$ -	\$ 267,017.83	\$ 620,715.20	\$ 600,000.00



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
<b>430.000</b>	<b>Fair Exhibits Revenue</b>					
	Entry Fees	\$ 133.00	\$ 1.00	\$ 32,000.00	\$ 10,332.00	\$ 30,000.00
	Horse Show Entries	\$ 5,670.00	\$ -	\$ -	\$ -	\$ -
	Horse Show Lab Testing Fees	\$ 24,380.00	\$ -	\$ -	\$ -	\$ -
	Sponsored & Donated Awards	\$ 17,123.50	\$ -	\$ 17,500.00	\$ 5,350.00	\$ 15,000.00
	Exhibit Guide Revenue	\$ -	\$ -	\$ -	\$ -	\$ -
	Art Show Sales	\$ -	\$ -	\$ -	\$ 8,040.18	\$ 8,000.00
	Literary Arts - Anthology Book Sales	\$ -	\$ -	\$ -	\$ -	\$ -
	Entry Processing Fees	\$ 6,210.58	\$ -	\$ 400.00	\$ 175.00	\$ 500.00
	Lock Sales - Livestock	\$ -	\$ -	\$ -	\$ -	\$ -
	Livestock Insurance	\$ 1,715.00	\$ -	\$ 2,400.00	\$ 980.00	\$ 1,000.00
	<b>Total:</b>	<b>\$ 55,232.08</b>	<b>\$ 1.00</b>	<b>\$ 52,300.00</b>	<b>\$ 24,877.18</b>	<b>\$ 54,500.00</b>
<b>470.000</b>	<b>Miscellaneous Fair Revenue</b>					
	Parking	\$ 254,259.00	\$ -	\$ 100,000.00	\$ 251,295.00	\$ 250,000.00
	Fair Program Revenue	\$ -	\$ -	\$ -	\$ -	\$ -
	Utility Fee Reimbursement	\$ 1,300.00	\$ -	\$ 5,000.00	\$ -	\$ 5,000.00
	Permits & Insurance	\$ 8,970.00	\$ 799.25	\$ 5,000.00	\$ 2,712.00	\$ 5,000.00
	RV Parking/Camping	\$ 13,555.00	\$ -	\$ 7,500.00	\$ 12,490.00	\$ 15,000.00
	Other - Ticket Fees	\$ 46,544.90	\$ 6,086.70	\$ 20,000.00	\$ 149,986.50	\$ 70,000.00
	Sponsorships	\$ 208,140.00	\$ 18,000.00	\$ 200,000.00	\$ 113,830.00	\$ 200,000.00
	<b>Total:</b>	<b>\$ 532,768.90</b>	<b>\$ 24,885.95</b>	<b>\$ 337,500.00</b>	<b>\$ 530,313.50</b>	<b>\$ 545,000.00</b>
<b>460.000</b>	<b>Staffing - COVID Response</b>					
	Recovered Labor - COVID Related	\$ -	\$ 463,895.63	\$ 494,446.93	\$ 2,870,326.26	\$ 500,000.00
	<b>Total:</b>	<b>\$ -</b>	<b>\$ 463,895.63</b>	<b>\$ 494,446.93</b>	<b>\$ 2,870,326.26</b>	<b>\$ 500,000.00</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
<b>440.000</b>	<b>ESS - Food Service</b>					
	Food Concessions - Facility	\$ 711,731.20	\$ 207,690.12	\$ 204,952.25	\$ 97,440.36	\$ 267,679.22
	Vending Machines	\$ 6,956.92	\$ 2,306.00	\$ 8,500.00	\$ 655.10	\$ 5,000.00
	Sub Contractors	\$ 254,889.00	\$ 10,737.20	\$ 5,000.00	\$ 118,460.62	\$ 300,000.00
	Food & Beverage - Jockey Club	\$ 358,058.60	\$ 127,109.57	\$ 200,000.00	\$ 58,597.53	\$ 300,000.00
	Food & Beverage - Fair	\$ 142,571.12	\$ -	\$ 10,000.00	\$ 214,235.62	\$ 150,000.00
	Catering - including all fees	\$ 1,304,634.49	\$ 154,023.14	\$ 512,910.00	\$ 28,228.00	\$ 700,000.00
	Buy Outs	\$ 160.83	\$ -	\$ -	\$ -	
	Other Income	\$ 9,115.77	\$ 15,350.19	\$ 1,000.00	\$ -	\$ 1,000.00
	Health Department Permits	\$ -	\$ -	\$ -	\$ -	
	<b>Total:</b>	<b>\$ 2,788,117.93</b>	<b>\$ 517,216.22</b>	<b>\$ 942,362.25</b>	<b>\$ 517,617.23</b>	<b>\$ 1,723,679.22</b>
<b>459.000</b>	<b>Satellite Wagering Facility:</b>					
	Admissions	\$ 411,703.00	\$ 214,608.25	\$ 300,000.00	\$ 265,750.00	\$ 393,899.08
	Track Commissions	\$ 887,767.23	\$ 347,094.98	\$ 660,000.00	\$ 401,328.66	\$ 835,374.37
	ADW Fees	\$ 794,565.89	\$ 1,100,570.37	\$ 880,000.00	\$ 1,213,259.14	\$ 845,597.75
	Publication Sales	\$ 257,226.63	\$ 85,931.96	\$ 190,000.00	\$ 98,002.35	\$ 206,464.07
	Concessions	\$ -	\$ -	\$ -	\$ -	
	Parking	\$ -	\$ -	\$ -	\$ -	
	Novelties & Souvenirs	\$ 405.49	\$ 110.05	\$ 150.00	\$ 224.71	\$ 350.00
	ComCheck/ATM/Lottery	\$ 136,113.05	\$ 40,212.58	\$ 75,000.00	\$ 42,362.00	\$ 88,760.26
	Promotional & Ads	\$ -	\$ -	\$ -	\$ -	
	Other Revenue	\$ -	\$ -	\$ -	\$ -	
	<b>Total:</b>	<b>\$ 2,487,781.29</b>	<b>\$ 1,788,528.19</b>	<b>\$ 2,105,150.00</b>	<b>\$ 2,020,926.86</b>	<b>\$ 2,370,445.53</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
480.000	<b>ESS - Event Sales &amp; Service</b>					
	Rental of Buildings	\$ 2,061,787.02	\$ 2,364,812.07	\$ 1,847,283.31	\$ 3,310,306.84	\$ 1,891,387.50
	Rental Rebates	\$ (173,982.65)	\$ (52,981.50)	\$ -	\$ (3,349.28)	\$ -
	Rental of Grounds	\$ -	\$ -	\$ -	\$ -	
	Equipment Rental	\$ 255,878.83	\$ 101,955.12	\$ 37,579.00	\$ 99,678.00	\$ 118,769.50
	Parking Revenue	\$ 1,569,232.44	\$ 442,733.00	\$ 300,906.00	\$ 358,745.00	\$ 1,132,410.70
	RV Parking - Camping	\$ 112,000.00	\$ 25,710.87	\$ 5,000.00	\$ 1,900.00	\$ 2,900.00
	Monthly Parking Contracts	\$ 929,263.09	\$ 767,400.00	\$ 157,500.00	\$ 595,569.00	\$ 598,750.00
	Recovered Expenses	\$ 46,826.64	\$ 46,713.76	\$ -	\$ 40,746.89	\$ 18,939.14
	Labor	\$ 493,757.98	\$ 357,533.99	\$ 201,039.33	\$ 358,295.92	\$ 411,197.53
	Utilities	\$ 37,075.00	\$ -	\$ -	\$ -	\$ 4,500.00
	Trash	\$ 31,277.81	\$ 4,775.00	\$ -	\$ 29,145.00	\$ 45,100.00
	Damages	\$ 7,764.91	\$ 250.00	\$ -	\$ 2,856.25	\$ 350.00
	Equipment	\$ 29,752.92	\$ 98,036.50	\$ -	\$ 21,941.49	
	Security	\$ 221,170.29	\$ 195,985.48	\$ 71,734.96	\$ 216,438.14	\$ 253,934.26
	Miscellaneous Charges - Commissions	\$ -	\$ 57.96	\$ -	\$ 15.00	
	Phone	\$ -	\$ -	\$ -	\$ -	
	Electrical	\$ 79,168.80	\$ 19,352.44	\$ 7,500.00	\$ 7,827.56	
	Internet Fees	\$ 82,798.75	\$ 47,760.00	\$ 6,660.00	\$ 15,275.00	\$ 21,030.00
	Business License Fees	\$ 10,565.00	\$ 2,660.00	\$ -	\$ 3,005.00	
	CFSA Insurance	\$ 2,300.00	\$ 397.00	\$ -	\$ -	
	EMT Fees	\$ 49,613.63	\$ 35,446.50	\$ 7,930.00	\$ 17,514.54	\$ 13,780.00
	ATM Fees	\$ 4,922.00	\$ 244.00	\$ -	\$ -	
	Miscellaneous Fees	\$ -	\$ -	\$ -	\$ 582.00	
	<b>Total:</b>	<b>\$ 5,851,172.46</b>	<b>\$ 4,458,842.19</b>	<b>\$ 2,643,132.60</b>	<b>\$ 5,076,492.35</b>	<b>\$ 4,513,048.63</b>





2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
490.000	Prior Year Revenue Adjustment	\$ (69,808.26)	\$ 8,235.64	\$ -	\$ (49,172.25)	\$ -
495.000	Other Operating Revenue					
	Interest Earnings	\$ 59,596.56	\$ 73,122.70	\$ 60,000.00	\$ 22,202.29	\$ 30,000.00
	Sponsorships - Non Fair	\$ -	\$ 100.00	\$ -	\$ -	
	Other	\$ 7,888.08	\$ 4,717.99	\$ 5,000.00	\$ -	
	Cell Phone Tower Commission	\$ 65,785.05	\$ 62,150.00	\$ 67,980.00	\$ 68,999.70	\$ 70,019.40
	Revenue Clearing	\$ -	\$ -	\$ -		
	Total:	\$ 133,269.69	\$ 140,090.69	\$ 132,980.00	\$ 91,201.99	\$ 100,019.40
	Total Revenue:	\$ 13,329,474.46	\$ 8,109,388.51	\$ 7,482,719.61	\$ 13,519,447.72	\$ 11,386,692.78





2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
Expenses						
500.000	Administration:					
	Salaries & Wages - Full Time	\$ 901,246.46	\$ 621,618.41	\$ 582,409.14	\$ 608,692.92	\$ 927,438.36
	Salaries & Wages - Part Time	\$ 699.06	\$ 36,689.81	\$ 75,000.00	\$ 51,790.38	\$ 60,000.00
	Salaries & Wages - Overtime	\$ 14,570.53	\$ 10,411.95	\$ 5,000.00	\$ 19,662.27	\$ 15,000.00
	Payroll - Outside Agency	\$ 44,900.81	\$ -	\$ -	\$ -	
	Compensated Absences Expense	\$ 56,434.71	\$ (251,001.25)	\$ 10,000.00	\$ 14,592.58	\$ 31,453.05
	Employee Benefits	\$ 179,207.19	\$ 143,156.33	\$ 102,973.14	\$ 110,497.72	\$ 133,841.77
	Payroll Taxes	\$ 60,961.11	\$ 46,107.44	\$ 56,115.89	\$ 39,181.23	\$ 84,813.42
	Workers Compensation	\$ 56,675.95	\$ 30,754.10	\$ 39,444.55	\$ 30,880.75	\$ 78,995.07
	Professional Services	\$ 139,386.93	\$ 180,195.46	\$ 175,250.00	\$ 244,327.96	\$ 287,000.00
	Meeting Expenses	\$ 3,670.57	\$ 980.85	\$ 1,500.00	\$ -	\$ 1,500.00
	Traveling/Training	\$ 41,346.34	\$ 24,404.50	\$ 20,000.00	\$ 10,682.19	\$ 27,000.00
	Administration - Supplies & Expense	\$ 140,569.03	\$ 113,648.32	\$ 125,000.00	\$ 194,576.23	\$ 125,000.00
	Telephone & Postage	\$ 80,993.62	\$ 62,602.58	\$ 80,000.00	\$ 86,962.13	\$ 90,000.00
	Dues & Subscriptions	\$ 21,759.92	\$ 13,866.06	\$ 20,000.00	\$ 24,349.03	\$ 25,000.00
	Insurance	\$ 162,479.99	\$ 101,942.78	\$ 139,000.00	\$ 150,909.28	\$ 160,000.00
	Other Expenses	\$ 1,918.00	\$ 18.36	\$ -	\$ -	\$ -
	Bank Fees	\$ 3,161.01	\$ 1,846.05	\$ 3,000.00	\$ 3,730.34	\$ 4,000.00
	Payroll Fees	\$ 35,859.69	\$ 28,651.41	\$ 18,000.00	\$ 28,218.42	\$ 30,000.00
	Finance Charges	\$ 5,138.67	\$ 1,878.73	\$ 2,000.00	\$ -	\$ -
	Merchant Acceptance Card Fees	\$ 40,377.26	\$ 7,944.96	\$ 20,000.00	\$ 17,314.14	\$ 20,000.00
	Unemployment Insurance	\$ 35,470.45	\$ 159,060.94	\$ 75,000.00	\$ 70,333.72	\$ 75,000.00
	Audit Expense	\$ 21,633.37	\$ 23,599.37	\$ 24,000.00	\$ 12,800.00	\$ 15,000.00
	Special Projects	\$ -	\$ -	\$ -	\$ -	
	Current Year Bad Debt Expense	\$ 5,225.00	\$ 17,749.35	\$ -	\$ 4,455.99	\$ -
	<b>Total:</b>	<b>\$ 2,053,685.67</b>	<b>\$ 1,376,126.51</b>	<b>\$ 1,573,692.72</b>	<b>\$ 1,723,957.28</b>	<b>\$ 2,191,041.66</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
520.000	Maintenance & General Operations					
	Salaries & Wages - Full Time	\$ 1,005,971.63	\$ 950,788.07	\$ 824,080.26	\$ 866,905.15	\$ 831,045.14
	Salaries & Wages - Part Time	\$ (2,716.99)	\$ -	\$ -	\$ -	\$ 2,500.00
	Salaries & Wages - Overtime	\$ 36,390.54	\$ 8,494.58	\$ 10,000.00	\$ 34,702.50	\$ 30,000.00
	Payroll Outside Agency	\$ -	\$ -	\$ -	\$ -	
	Employee Benefits	\$ 294,974.45	\$ 276,263.37	\$ 206,112.93	\$ 224,092.04	\$ 221,192.47
	Payroll Taxes	\$ 77,972.28	\$ 68,912.31	\$ 71,435.94	\$ 65,145.42	\$ 72,076.65
	Workers Compensation Insurance	\$ 66,416.01	\$ 55,899.31	\$ 49,564.82	\$ 47,225.37	\$ 66,683.61
	Professional Services	\$ 82,012.49	\$ 48,066.28	\$ 34,694.00	\$ 114,453.77	\$ 106,000.00
	Maintenance - Admin Expenses	\$ 14,746.05	\$ 9,020.51	\$ 10,000.00	\$ 8,660.54	\$ 10,000.00
	Rent - Equipment	\$ 19,552.07	\$ 3,124.63	\$ 5,000.00	\$ 1,264.10	\$ 5,000.00
	Temporary Electrical	\$ -	\$ -	\$ -	\$ -	
	Utilities	\$ 437,669.16	\$ 312,051.33	\$ 375,000.00	\$ 460,300.70	\$ 450,000.00
	Equipment Repairs & Maintenance	\$ 102,224.13	\$ 30,612.87	\$ 50,000.00	\$ 39,052.35	\$ 50,000.00
	Facilities Maintenance - Supplies & Ex	\$ 99,397.60	\$ 63,595.43	\$ 80,000.00	\$ 62,850.71	\$ 80,000.00
	Trash Removal	\$ 59,916.71	\$ 24,214.70	\$ 30,000.00	\$ 49,981.05	\$ 50,000.00
	<b>Total:</b>	<b>\$ 2,294,526.13</b>	<b>\$ 1,851,043.39</b>	<b>\$ 1,745,887.95</b>	<b>\$ 1,974,633.70</b>	<b>\$ 1,974,497.88</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
<b>540.000</b>	<b>Fair Administration &amp; Marketing</b>					
	Salaries & Wages - Full Time	\$ 132,374.86	\$ 123,887.53	\$ 102,600.11	\$ 125,944.42	\$ 167,158.97
	Salaries & Wages - Part Time	\$ 12,867.38	\$ 768.00	\$ 14,500.00	\$ 7,856.00	\$ 17,500.00
	Salaries & Wages - Overtime	\$ 7,863.62	\$ 18.76	\$ -	\$ 858.00	\$ 1,000.00
	Employee Benefits	\$ 27,333.20	\$ 28,958.28	\$ 26,579.08	\$ 32,287.59	\$ 30,170.87
	Payroll Taxes	\$ 11,534.44	\$ 9,318.06	\$ 9,984.16	\$ 9,161.49	\$ 15,798.00
	Workers Compensation Insurance	\$ 9,515.06	\$ 7,267.35	\$ 7,026.01	\$ 6,519.27	\$ 14,772.72
	Professional Services - Fair	\$ 162,106.65	\$ 52,596.25	\$ 46,000.00	\$ 54,989.75	\$ 16,000.00
	Supplies & Expense	\$ 3,393.51	\$ 2,939.19	\$ 5,000.00	\$ 652.56	\$ 10,000.00
	Advertising - Fair	\$ 211,125.31	\$ 1,325.00	\$ 88,125.00	\$ 168,491.44	\$ 300,000.00
	Travel - Training	\$ -	\$ 495.00	\$ -	\$ 2,000.00	\$ 5,000.00
	Promotional	\$ 5,002.59	\$ 225.44	\$ 1,000.00	\$ 17.85	\$ 5,000.00
	Public Relations	\$ -	\$ 2,630.00	\$ -	\$ -	\$ 5,000.00
	Pre Fair Events	\$ 11,678.54	\$ -	\$ -	\$ -	\$ 10,000.00
	Sponsorship	\$ 54,216.34	\$ 17,944.56	\$ -	\$ 22,298.69	\$ 50,000.00
	Credit for Promotional Expense	\$ (10,000.00)	\$ -	\$ (10,000.00)	\$ (10,000.00)	\$ (10,000.00)
	<b>Total:</b>	<b>\$ 639,011.50</b>	<b>\$ 248,373.42</b>	<b>\$ 290,814.36</b>	<b>\$ 421,077.06</b>	<b>\$ 637,400.55</b>
<b>560.000</b>	<b>Fair Attendance Operations</b>					
	Salaries & Wages - Full Time	\$ 10,114.27	\$ -	\$ -	\$ -	\$ -
	Salaries & Wages - Part Time	\$ 19,067.13	\$ -	\$ 32,020.00	\$ 37,132.16	\$ 52,120.00
	Employee Benefits	\$ -	\$ -	\$ -	\$ -	\$ -
	Payroll Taxes	\$ 2,139.65	\$ -	\$ 2,449.53	\$ 2,685.57	\$ 3,987.18
	Workers Compensation Insurance	\$ -	\$ -	\$ 2,281.20	\$ 271.71	\$ 4,529.60
	Professional Services - Contract	\$ 180,475.03	\$ 2,500.00	\$ 143,800.00	\$ 200,603.00	\$ 224,500.00
	Supplies & Expense	\$ 143,249.75	\$ 296.60	\$ 52,878.63	\$ 166,549.49	\$ 175,000.00
	Other	\$ 4,936.00	\$ -	\$ 5,750.00	\$ 5,001.80	\$ 5,000.00
	Parties/Picnics for Groups	\$ -	\$ -	\$ -	\$ -	\$ -
	Fair Decorations - General	\$ 7,610.21	\$ -	\$ 4,000.00	\$ 1,599.50	\$ 4,000.00
	<b>Total:</b>	<b>\$ 367,592.04</b>	<b>\$ 2,796.60</b>	<b>\$ 243,179.36</b>	<b>\$ 413,843.23</b>	<b>\$ 469,136.78</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
<b>570.000</b>	<b>Miscellaneous Fair Expense</b>					
	Parking Lot - Salaries & Wages	\$ 14,733.15	\$ -	\$ 10,560.00	\$ 27,622.48	\$ 33,660.00
	Payroll Taxes, WC, Benefits	\$ -	\$ -	\$ 1,441.44	\$ 2,113.12	\$ 5,267.79
	Program Expense	\$ -	\$ -	\$ -	\$ -	\$ -
	Utility Fees	\$ 32,294.26	\$ -	\$ -	\$ -	\$ -
	Permits & Insurance	\$ 1,510.25	\$ 20,000.00	\$ 2,500.00	\$ 4,127.00	\$ 4,500.00
	Merchant Card Acceptance Fees	\$ 17,481.59	\$ 315.00	\$ 8,500.00	\$ 36,656.47	\$ 40,000.00
	Commercial & Concession Expense	\$ 7,954.00	\$ -	\$ -	\$ -	
	Tent & Booth Rental	\$ 35,562.30	\$ -	\$ 20,000.00	\$ 18,313.90	\$ 35,000.00
	Wages	\$ -	\$ -	\$ -	\$ -	
	Pro Services	\$ 18,200.00	\$ -	\$ 10,000.00	\$ 18,950.00	\$ 19,500.00
	<b>Total:</b>	<b>\$ 127,735.55</b>	<b>\$ 20,315.00</b>	<b>\$ 53,001.44</b>	<b>\$ 107,782.97</b>	<b>\$ 137,927.79</b>
<b>580.000</b>	<b>Fair Premium Expense (Prizes)</b>					
	Cash Awards	\$ 53,206.00	\$ -	\$ 25,000.00	\$ 21,298.00	\$ 60,000.00
	Trophies, medals & ribbons	\$ 5,328.15	\$ -	\$ 2,500.00	\$ 1,749.90	\$ 6,000.00
	Sponsored Cash Awards	\$ -	\$ -	\$ -	\$ -	
	Sponsored trophies, medals & ribbons	\$ 4,141.83	\$ -	\$ 2,500.00	\$ 2,361.64	\$ 4,000.00
	Other	\$ -	\$ -	\$ -	\$ -	
	<b>Total:</b>	<b>\$ 62,675.98</b>	<b>\$ -</b>	<b>\$ 30,000.00</b>	<b>\$ 25,409.54</b>	<b>\$ 70,000.00</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
<b>630.000</b>	<b>Fair Exhibits (Competitive)</b>					
	Wages - Full Time	\$ 26,938.04	\$ -	\$ -	\$ -	
	Wages - Part Time	\$ 63,622.55	\$ 16,926.25	\$ 47,950.00	\$ 57,099.23	\$ 119,000.00
	Employee Benefits	\$ 1,851.24	\$ 829.05	\$ -	\$ 911.84	\$ -
	Payroll Taxes	\$ 6,930.78	\$ 1,294.95	\$ 3,668.18	\$ 4,260.88	\$ 9,103.50
	Workers Compensation	\$ 1,733.78	\$ 989.57	\$ 2,877.00	\$ 272.38	\$ 9,520.00
	Judges	\$ 9,079.67	\$ -	\$ 8,475.00	\$ 2,988.96	\$ 13,550.00
	Professional Services	\$ 39,821.24	\$ 4,750.20	\$ 18,600.00	\$ 32,454.82	\$ 2,500.00
	Supplies & Expense	\$ 26,415.62	\$ 8,132.14	\$ 19,588.00	\$ 14,920.68	\$ 34,613.00
	Tent & Booth Rental	\$ 15,167.00	\$ -	\$ -	\$ 19,826.00	\$ 20,000.00
	Decorations	\$ -	\$ -	\$ -	\$ 2,503.73	\$ 5,000.00
	Exhibit Guidebook	\$ 6,082.20	\$ 5,929.43	\$ 5,000.00	\$ -	\$ 6,000.00
	Other	\$ (0.45)	\$ -	\$ -	\$ -	
	Art Show - Payment to Seller	\$ 4,484.00	\$ -	\$ -	\$ 7,043.20	\$ 7,000.00
	Investment in Durable Goods - Special	\$ -	\$ -	\$ -	\$ -	
	<b>Total:</b>	<b>\$ 202,125.67</b>	<b>\$ 38,851.59</b>	<b>\$ 106,158.18</b>	<b>\$ 142,281.72</b>	<b>\$ 226,286.50</b>
<b>660.000</b>	<b>Fair Entertainment</b>					
	Salaries & Wages	\$ 2,275.50	\$ -	\$ -	\$ -	\$ 3,000.00
	Benefits	\$ (5.50)	\$ -	\$ -	\$ -	
	Payroll Taxes	\$ 174.07	\$ -	\$ -	\$ -	\$ 229.50
	Workers Compensation Insurance	\$ -	\$ -	\$ -	\$ -	\$ 240.00
	Professional Services	\$ 199,704.31	\$ 40,000.00	\$ 57,825.00	\$ 117,732.00	\$ 133,692.00
	Supplies & Expense	\$ 2,572.41	\$ -	\$ -	\$ 3,999.76	\$ 5,000.00
	Grounds Acts & Entertainment	\$ 170,229.00	\$ -	\$ 20,000.00	\$ 185,235.00	\$ 150,000.00
	Grandstand Entertainment	\$ 311,500.00	\$ -	\$ 75,000.00	\$ -	\$ 200,000.00
	Other	\$ -	\$ -	\$ -	\$ -	
	<b>Total:</b>	<b>\$ 686,449.79</b>	<b>\$ 40,000.00</b>	<b>\$ 152,825.00</b>	<b>\$ 306,966.76</b>	<b>\$ 492,161.50</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
550,000	COVID Response					
	Salaries & Wages - County	\$ -	\$ 338,128.13	\$ 305,760.00	\$ 2,059,715.82	\$ 337,185.00
	Employee Benefits - County	\$ -	\$ 6,129.24	\$ 112,848.00	\$ 224,721.69	\$ 68,945.27
	Payroll Taxes - County	\$ -	\$ 17,848.21	\$ 26,448.24	\$ 147,731.33	\$ 29,166.50
	Workers Comp Insurance - County	\$ -	\$ 18,956.30	\$ 18,345.60	\$ 115,588.87	\$ 26,974.80
	Salaries & Wages - Sutter	\$ -	\$ -	\$ -	\$ 319,711.84	\$ -
	Employee Benefits - Sutter	\$ -	\$ -	\$ -	\$ 5,717.95	\$ -
	Payroll Taxes - Sutter	\$ -	\$ -	\$ -	\$ 26,914.54	\$ -
	Workers Comp Insurance - Sutter	\$ -	\$ -	\$ -	\$ 14,816.11	\$ -
	Supplies & Expense	\$ -	\$ 75.00	\$ 5,000.00	\$ 62,669.94	\$ 5,000.00
	Miscellaneous	\$ -	\$ -	\$ 2,500.00	\$ -	\$ 2,500.00
	<b>Total</b>	\$ -	\$ 381,136.88	\$ 470,901.84	\$ 2,977,588.09	\$ 469,771.58



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
590,000	<b>Event Sales &amp; Service Expense</b>					
	Salaries & Wages - Full Time	\$ 610,736.32	\$ 382,718.77	\$ 474,023.73	\$ 207,672.74	\$ 315,510.51
	Salaries & Wages - Part Time	\$ 296,294.75	\$ 158,541.95	\$ 157,600.00	\$ 100,519.99	\$ 315,100.00
	Employee Benefits	\$ 114,151.04	\$ 81,249.02	\$ 66,761.88	\$ 31,475.05	\$ 69,495.87
	Payroll Taxes	\$ 61,019.37	\$ 36,614.23	\$ 53,059.45	\$ 22,359.32	\$ 51,396.81
	Workers Compensation Insurance	\$ 58,835.30	\$ 31,541.30	\$ 37,897.42	\$ 14,847.84	\$ 50,448.84
	Professional Services	\$ 13,912.25	\$ 100.00	\$ -	\$ -	
	Payroll Outside Agency	\$ -	\$ -	\$ -	\$ -	
	Employee Meals	\$ 2,532.98	\$ -	\$ 5,000.00	\$ -	\$ 5,000.00
	Supplies & Expense	\$ 1,759.86	\$ 2,001.32	\$ -	\$ 159.93	\$ 5,000.00
	Miscellaneous	\$ 1,367.38	\$ 5,904.92	\$ 1,000.00	\$ 722.00	\$ 1,000.00
	Merchant Acceptance Fees	\$ 22,511.49	\$ 18,754.45	\$ 20,000.00	\$ -	\$ 20,000.00
	Outside Services	\$ 3,160.93	\$ -	\$ -	\$ -	
	Equipment Rent	\$ 45,572.13	\$ 92,329.76	\$ 30,000.00	\$ 28,167.29	\$ 40,000.00
	Security/Law Enforcement	\$ 163,881.12	\$ 34,878.10	\$ 60,000.00	\$ 213,800.41	\$ 200,000.00
	Insurance	\$ 2,300.00	\$ -	\$ 1,500.00	\$ -	\$ 1,500.00
	Business License Fees	\$ 10,529.00	\$ 1,279.00	\$ 5,000.00	\$ 3,025.00	\$ 13,000.00
	EMT Services	\$ 39,413.75	\$ 11,540.25	\$ 5,000.00	\$ 2,790.00	\$ 30,000.00
	Other Outside Services	\$ 170,257.74	\$ 68,532.50	\$ 87,500.00	\$ 162,683.75	\$ 160,000.00
	IT Installation/Support	\$ 53,238.00	\$ -	\$ -	\$ -	\$ 30,000.00
	Labor - Other	\$ 4,981.50	\$ -	\$ -	\$ -	\$ 5,000.00
	Covid Expenses - Reimbursable	\$ -	\$ 263,866.78	\$ 25,000.00	\$ -	\$ -
	Parking	\$ 54,681.38	\$ 18,961.25	\$ 25,000.00	\$ 30,412.14	\$ 55,000.00
	Marketing & Advertising	\$ 44,569.00	\$ 8,449.06	\$ 60,500.00	\$ 155,663.28	\$ 80,500.00
	<b>Total:</b>	<b>\$ 1,775,705.29</b>	<b>\$ 1,217,262.66</b>	<b>\$ 1,114,842.48</b>	<b>\$ 974,298.74</b>	<b>\$ 1,447,952.03</b>





2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
640.000	<b>Food Service - ESS</b>					
	Salaries & Wages - Full Time	\$ 468,417.25	\$ 246,134.93	\$ 142,041.64	\$ 25,296.55	\$ 228,855.50
	Wages - Part Time	\$ 113,283.65	\$ 72,094.46	\$ 255,200.00	\$ 25,095.85	\$ 363,100.00
	Wages - Overtime	\$ 36,502.09	\$ 9,209.79	\$ -	\$ 6,605.84	
	Payroll - Outside Agency	\$ 166,569.01	\$ 25,065.48	\$ -	\$ -	
	Employee Benefits	\$ 46,271.63	\$ 34,781.26	\$ 9,488.04	\$ 3,756.80	\$ 47,117.76
	Payroll Taxes	\$ 50,182.25	\$ 25,141.27	\$ 31,809.40	\$ 3,945.76	\$ 47,573.15
	Workers Compensation Insurance	\$ 39,819.29	\$ 19,120.76	\$ 23,834.50	\$ 2,859.47	\$ 47,356.44
	Professional Services	\$ 15,632.65	\$ 1,900.26	\$ 500.00	\$ 98,611.15	\$ 21,800.00
	Product - Concessions	\$ 222,834.47	\$ 48,652.24	\$ 55,000.00	\$ 65,760.33	\$ 200,000.00
	Product - Jockey Club	\$ 95,674.57	\$ 25,424.08	\$ 50,000.00	\$ 11,884.30	\$ 100,000.00
	Product - Catering	\$ 164,064.86	\$ 16,827.34	\$ 30,000.00	\$ 1,519.58	\$ 150,000.00
	Supplies - Direct - Ice co2	\$ 11,604.79	\$ 1,861.48	\$ 5,000.00	\$ 2,847.77	\$ 15,000.00
	Supplies - Paper/Cleaning	\$ 76,112.60	\$ 18,582.50	\$ 10,000.00	\$ 1,684.64	\$ 65,000.00
	Supplies - All Other	\$ 53,587.31	\$ 28,305.09	\$ 20,000.00	\$ 21,583.61	\$ 70,000.00
	Equipment/Uniforms	\$ 34,537.92	\$ 6,183.26	\$ 2,500.00	\$ 6,731.07	\$ 50,000.00
	Advertising/Meals/Travel	\$ 6,152.55	\$ 1,092.55	\$ 1,000.00	\$ -	\$ 5,000.00
	Equipment - Small wares	\$ 26,647.09	\$ 19,661.71	\$ 15,000.00	\$ 20,935.34	\$ 25,000.00
	Miscellaneous	\$ (15.00)	\$ -	\$ 2,500.00	\$ -	\$ 2,500.00
	Cash Over/short	\$ -	\$ -	\$ -	\$ -	
	<b>Total</b>	<b>\$ 1,627,878.98</b>	<b>\$ 600,038.46</b>	<b>\$ 653,873.58</b>	<b>\$ 299,118.06</b>	<b>\$ 1,438,302.85</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
659.000	Satellite Wagering Facility					
	Labor Costs	\$ 746,609.84	\$ 481,596.46	\$ 251,713.61	\$ 197,156.58	\$ 174,934.00
	Employee Benefits	\$ 205,501.60	\$ 116,682.18	\$ 83,368.65	\$ 54,870.44	\$ 66,408.64
	Payroll Taxes	\$ 55,014.57	\$ 36,715.75	\$ 21,773.23	\$ 14,911.72	\$ 15,031.79
	Workers Compensation	\$ 50,001.09	\$ 28,117.72	\$ 15,102.82	\$ 10,399.25	\$ 13,994.72
	Travel, Training, Entertainment	\$ -	\$ -	\$ -	\$ -	
	Management Time	\$ -	\$ -	\$ -	\$ -	
	Professional Services	\$ 7,869.25	\$ 96,214.57	\$ 143,344.00	\$ 278,683.58	\$ 251,000.00
	Publicity & Marketing	\$ 1,655.00	\$ 665.00	\$ 1,000.00	\$ -	\$ 1,000.00
	Supplies & Expense - General	\$ 33,184.29	\$ 67,211.62	\$ 20,000.00	\$ 24,660.83	\$ 30,000.00
	Supplies & Expense - Forms	\$ 231,657.03	\$ 77,402.17	\$ 115,828.52	\$ 95,395.52	\$ 190,000.00
	Supplies & Expense - Lottery	\$ 86,126.92	\$ 35,186.50	\$ 43,063.46	\$ 1,500.00	\$ 50,000.00
	Supplies & Expense - Utilities	\$ 36,833.29	\$ 31,166.30	\$ 30,000.00	\$ -	\$ -
	Supplies & Expense - CHRB/CARF	\$ 21,740.00	\$ 21,955.00	\$ 21,588.00	\$ 26,987.50	\$ 27,500.00
	Miscellaneous	\$ -	\$ 510.85	\$ -	\$ 1,219.60	\$ 1,000.00
	Prior Year Expenditure/Cash +/-	\$ -	\$ -	\$ -	\$ -	\$ -
	Equipment Replacement/Sinking Fund	\$ 2,707.41	\$ 13,018.37	\$ 10,000.00	\$ 5,788.77	\$ 10,000.00
	<b>Total:</b>	<b>\$ 1,478,900.29</b>	<b>\$ 1,006,442.49</b>	<b>\$ 756,782.29</b>	<b>\$ 711,573.79</b>	<b>\$ 830,869.15</b>



2495 S. Delaware Street  
San Mateo, CA 94403  
(650) 574-4347

		Actual 2019	Actual 2020	Budget 2021	Estimated 2021	Proposed 2022
<b>720.000</b>	<b>Equipment &amp; Improvements</b>					
	Equipment	\$ 110,385.98	\$ 32,092.70	\$ 20,000.00	\$ 315,362.03	\$ 500,000.00
	Improvements - County Assets	\$ 311,438.14	\$ 210,984.64	\$ 100,000.00	\$ 231,500.90	\$ 400,000.00
	<b>Total:</b>	<b>\$ 421,824.12</b>	<b>\$ 243,077.34</b>	<b>\$ 120,000.00</b>	<b>\$ 546,862.93</b>	<b>\$ 900,000.00</b>
<b>800.000</b>	<b>Prior Year Expense Adjustments</b>	<b>\$ (22,137.49)</b>	<b>\$ 47,455.18</b>	<b>\$ -</b>	<b>\$ 14,590.24</b>	<b>\$ -</b>
<b>850.000</b>	<b>Cash over/short</b>	<b>\$ (7,533.21)</b>	<b>\$ (884.66)</b>	<b>\$ -</b>	<b>\$ 3,369.20</b>	<b>\$ -</b>
<b>940.000</b>	<b>Other Operating Expenses</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
	<b>Total Operating Revenues:</b>	<b>\$ 13,329,474.46</b>	<b>\$ 8,109,388.51</b>	<b>\$ 7,482,719.61</b>	<b>\$ 13,519,447.72</b>	<b>\$ 11,386,692.78</b>
	<b>Total Operating Expenses:</b>	<b>\$ 11,708,440.31</b>	<b>\$ 7,072,034.86</b>	<b>\$ 7,311,959.20</b>	<b>\$ 10,643,353.31</b>	<b>\$ 11,285,348.26</b>
	<b>Operating Profit/Loss</b>	<b>\$ 1,621,034.15</b>	<b>\$ 1,037,353.65</b>	<b>\$ 170,760.41</b>	<b>\$ 2,876,094.41</b>	<b>\$ 101,344.52</b>
<b>900.000</b>	<b>Depreciation Expense</b>	<b>\$ 844,285.42</b>	<b>\$ 707,846.68</b>	<b>\$ 226,756.29</b>	<b>\$ 226,756.29</b>	<b>\$ 501,274.65</b>
	<b>Profit/Loss</b>	<b>\$ 776,748.73</b>	<b>\$ 329,506.97</b>	<b>\$ (55,995.88)</b>	<b>\$ 2,649,338.12</b>	<b>\$ (399,930.13)</b>

**Full Time Positions on Roster for 2022**  
**Filled, Vacant, and Proposed**

[illegible]

**Full Time Positions on Roster for 2022  
Filled, Vacant, and Proposed**

ACCT. NO.	Expenditure Classification  TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
540	<b>Fair Admin &amp; Marketing</b>						
	Fair Operations Manager - J.A.	12/31/2015	12	4,293.60	ppp	111,634	
	Asst. Fair Coordinator - Vacant		9	25.00	hour	39,060	
	Asst. Fair Coordinator - Vacant	1/1/2023					
	Bonus Pool					7,535	
	Proposed Salary Increase					8,931	
							167,159
550	<b>Covid Response - County of SM</b>						
	Testing Assistant (21)	1/1/2021	3	25.00	hour	278,775	
	Parking Assistant (5)	1/1/2021	3	22.00	hour	58,410	
							337,185
590	<b>Event Sales &amp; Services</b>						
	Event & Sales Supervisor - SL	9/11/2015	12	3,269.60	ppp	85,010	
	Event Success Supervisor - EM	7/19/2021	12	3,269.60	ppp	85,010	
	Event Coordinator - KM	3/2/2021	12	2,120.00	ppp	55,120	
	Parking Supervisor - AP	3/6/2019	12	2,100.00	ppp	54,600	
	Bonus Pool					13,987	
	Proposed Salary Increase					16,784	
	Overtime					5,000	315,511
640	<b>Food Service</b>						
	Food Service Coordinator - BL		12	30.00	Hr.	62,400	
	Catering Coordinator - Vacant		12	85.00	hour	88,230	
	Chef - JC AZ		10	31.25	hour	52,875	
	Bonus Pool					10,175	
	Proposed Salary Increase					10,175	
	OT					5,000	
							228,856

**Full Time Positions on Roster for 2022  
Filled, Vacant, and Proposed**

ACCT. NO.	Expenditure Classification  TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals

**659 Satellite Wagering - Jockey Club**

Jockey Club Supervisor - PG	3/5/2021	12	30.00	ppp	46,800	
JC Asst. Supervisor - RT	8/6/2021	12	25.00	hour	41,600	
Bonus Pool					4,420	
Proposed Salary Increase					2,652	
						95,472
<u>Teamsters</u>						
Clerk , CW	8/20/2008	12	22.70	hour	34,731	
Clerk, RG	6/20/2008	12	22.70	hour	34,731	
						69,462
						164,934

### Part Time Positions 2022

[illegible]



**Part Time Positions 2022**

ACCT. NO.	Expenditure Classification  POSITION TITLE	# Employed		Length of		Pay Rate		Amount Budgeted		
		Last Year	This Year	Employment		Amount	Per Unit	Detail	Account Totals	
				No.	Unit					
630 Fair Exhibits - Competitive										
	Exhibits Super - L. Arvin	0	1	900 hours		30.00	hour		27,000	
	<i>Floral</i>									
	Super - N. McDougal	1	1	400 hours		25.00	hour		10,000	
	Assistant 1		1	50		20.00	hour		1,000	
	Assistant 2		1	50		20.00			1,000	
	Assistant 3		1	50		20.00			1,000	
	<i>Culinary Arts</i>									
	Super -	1	1	240 hours		25.00	hour		6,000	
	Assistant		1	50		20.00			1,000	
	<i>Home Arts</i>									
	Laura McHugh	1	1	400		25.00			10,000	
	Assistant	1	1	80 hours		25.00	hour		2,000	
	<i>Fine Arts / Literary Arts</i>									
	Super - Stephen Seymour	1	1	400 hours		25.00	hour		10,000	
	Literary Arts - Megan McDonald	1	1	160		25.00			4,000	
	Fine Arts Assistant	1	1	100		20.00			2,000	
	Fine Arts Assistant	1	1	100		20.00			2,000	
	Fine Arts Assistant	1	1	100		20.00			2,000	
	Fine Arts Assistant	1	1	100		20.00			2,000	
	Literary Arts Assistant	1	1	100		20.00			2,000	
	<i>Youth Exhibits</i>									
	Dept Super - Della Chiesa, E	1	1	360 hours		25.00	hour		9,000	
	Assistant 1		1	100		20.00			2,000	
	Assistant 2		1	50		20.00			1,000	
	<i>STEM</i>									
	Super - M & L Malele	1	1	240 hours		25.00	hour		6,000	
	Assistant - STEAM		1	100		20.00			2,000	
	Assistant - Makers		1	100		20.00			2,000	
	Assistant - DIY		1	100		20.00			2,000	
	<i>Youth Livestock</i>									
	Super -	1	1	260 hours		25.00	hour		6,500	
	Barn Supervisor	1	1	275		20.00			5,500	

119,000

## Part Time Positions 2022

[illegible]

Professional Services - 2022 Budget

**504 Pro Services - Admin**

Office of County Council	\$ 65,000.00
Mitzel Group - Labor Law	\$ 5,000.00
Service on Cash Machines	\$ 3,000.00
DLB Consulting - Controller	\$ 140,000.00
EPC Computer Solutions - IT	\$ 50,000.00
Background Checks	\$ 12,000.00
Translation Services	\$ 2,000.00
Miscellaneous - Unknown	\$ 10,000.00

\$ 287,000.00

**523 Pro Services - Maintenance**

Alarm Monitoring	\$ 11,000.00
Pest Control	\$ 16,500.00
General Janitorial - no Shows	\$ 2,500.00
HVAC	\$ 50,000.00
Sewer Line Flush	\$ 5,000.00
Fire Extinguisher Service	\$ 1,000.00
Misc. - unknown	\$ 20,000.00

\$ 106,000.00

**542 Fair Administration & Marketing**

Web Site - XO Pandora	\$ 8,000.00
Employment Ads	\$ 2,000.00
Social Media - NB	\$ 6,000.00

\$ 16,000.00

**560 Fair Attendance Operations**

Box Office - SP	\$ 20,000.00
Security - Fair	\$ 150,000.00
Carnival Inspector - DNS	\$ 5,500.00
EMT - Medical	\$ 9,000.00
Janitorial - Enviro Clean	\$ 60,000.00
Butler Credit	\$ (20,000.00)

\$ 224,500.00

**570 Miscellaneous Fair**

Concession Auditing	\$ 5,500.00
Electrical - Edlen	\$ 14,000.00

\$ 19,500.00

**632 Judges**

Floral Arts	\$ 1,000.00
Home Arts	\$ 2,000.00
Culinary Arts	\$ 1,200.00
Youth	\$ 750.00
STEM	\$ 1,400.00
Fine Arts & Literary	\$ 1,900.00
Livestock	\$ 5,300.00

\$ 13,550.00

**633 Exhibits**

Vet Checks	\$ 1,000.00
Poultry Inspectors	\$ 500.00
Misc.	\$ 1,000.00

\$ 2,500.00

Professional Services - 2022 Budget

**660 Fair Entertainment**

Patrick Wood - Booking	\$ 30,000.00	
Sound - JM Video	\$ 41,749.00	
Stage & Lights - LB Lights West	\$ 41,943.00	
Backline ?? / Problems	\$ 20,000.00	
		\$ 133,692.00

**590 ESS**

**643 Food Service**

Bartenders	\$ 20,000.00	
Job Postings	\$ 1,800.00	
		\$ 21,800.00

**659 Jockey Club**

Consulting	\$ 1,000.00	
Janitorial - Enviro clean	\$ 90,000.00	
Security - Execushield	\$ 160,000.00	
		\$ 251,000.00