

MEMO

To: Finance Committee Members - Rosanne Foust - Chair; Raymond Juballa; Steven Wong, Leonard Iniguez

(Alternate)

C: Board of Directors, San Mateo County Event Center

From: Diane Baumann, Controller, and Dana Stoehr, CEO

Date: February 17, 2022

FINANCIAL HIGHLIGHTS: December 31, 2021

Conversion of Financial Records from Ungerboeck to Accountingware Software

The conversion from the Ungerboeck Software to Accountingware continues. We have imported 5 years of prior data (2017-2021) (Account Payable detail, Accounts Receivable detail, all General Journal entry detail as well as Fixed Assets) to the new system. New financial statements have been designed, and all accounts payable accounts have been verified with tax identification numbers and filing status updated. 1099 tax information returns have been provided to all vendors.

The years 2016, 2017, 2018 and 2019 have been balanced and closed on the new system. 2020 is in progress. There have been some challenges with the imports which are taking longer to validate that all entries in the new system correspond with entries in the old system. Due to the conversion, a trial balance cannot be provided as of December 31, 2021 and these financial statements are provided on a "soft close" basis.

Consolidated Financial Statements:

Operating Profit/(Loss)	December 2021	December 2020	YTD 2021	YTD 2020
	\$-285,778.29	\$-220,800.22	\$3,165,163.86	\$165,425.28
Balance Sheet Profit/Loss with depreciation and other fu	\$-275,821.75 nding	\$-173,816.81	\$4,422,969.39	\$1,156,662.38

Other Operating Revenue: \$10,560.85 Cell phone tower revenue (\$5,834.95, 4th Quarter Interest earnings \$4,725.90)

Prior Year Expense Adjustment \$-135.53 - Forfeiture Credit One America (\$70.64); MS Wholesale Plumbing Settlement \$64.89)



Departmental Financial Statements, Items of Note:

Event Sales & Service (ESS) - Direct Profit for Month \$227,201.51 (page 1 & 2)

Revenue: Rentals in December included the County of San Mateo for vaccines including San Mateo County Kids Clinic; County of San Mateo for PPE Storage; Judicial Council of California for courts; JAMZ Cheer and Dance, Hillsborough Antique Show, Marines Toys for Tots and Samaritan House Toy Distribution. Public parking fees (\$11,190.00) were collected for Hillsborough Antique Show and JAMZ Cheer and Dance. Monthly Parking Revenue - \$65,200.00 – Google; Nueva School; Facebook; Upstart NE, Corinthian and WAY.com

Expenses – Direct payroll expenses and benefits; Administrative Expenses include fees for Kid's Clinic decorations (reimbursable) and credit card fees. Facility Marketing – Advertisement in San Francisco Business Times Web Site Credit was a correcting an invoice from EPC (mis posted) Contracted Services include are social media consultant.

Jockey Club – Satellite Wagering Facility – Direct Profit for Month \$49,968.80 (page 3)

Revenue: Jockey Club attendance has stabilized without attendance restrictions. ADW Fees have stabilized.

Expenses: Professional services include Janitorial and security which have been outsourced Administrative Expenses include internet services, and Janitorial supplies (may need to be re-labeled) Advertising was wall calendars for patrons.

Annual San Mateo County Fair – Direct profit YTD \$789,9745,538.62 (page 4 – 7)

Revenue: \$111.00 ticket fees

Expenses: Monthly – Administration & Marketing – Salaries & Wages, benefits. Contracted services include website.

Competitive Fair Exhibits - Contracted Services - credit move expenses to Auction Reserve.

Food Service- Direct loss for month \$-8,514.65 (page 8 & 9)

Revenue: \$5,474.00- Alcohol Sales. Food services continues to be outsourced to West Coast Concessions.

Expenses: \$13,988.65 Salaries and Wages, taxes and benefits Contracted Services includes profit sharing with West Coast.

COVID - County Staffing (page 10)

Staff has separated the income and expenses for providing labor to the County to facilitate COVID. The programs have been reactivated for booster shots. The clinic closed in February.

Administration - Expense for month - \$227,686.92 (page 11)

Salaries & Wages, benefits, payroll taxes, and workers' compensation. Compensated Leave Expense is the increase in accrued leave balances at year end. Miscellaneous Employee Expenses includes expenses for the holiday party.

Professional Services – Accounting, IT work; employee background checks Insurance \$14,526.00 General Liability and commercial crime policy.



Maintenance – Expense for month \$251,665.54 (page 12)

Salaries, wages, benefits, payroll taxes, workers compensation, normal operating expenses

Non-Capitalized Improvements (page 13) \$199,104.43

Asphalt Repairs – Redwood Hall – cracked manhole Roofing Repairs – Progress payment on Jockey Club and Cypress re-roofs Computer Switch upgrade – this was the EPC Reclass Door Replacements – Event Pavilion and Sequoia

Non-Capitalized Equipment

The correction of a deposit on the trans \$41,097.50; purchase of a new Jet Scan cash counting machine \$4,080.51 and an IT Rack.

Capital Improvements:

Construction in Progress: \$541,446.45

The electric trams have been completed by Moto Electric, payment made and are being shipped soon. Work is progressing on the Projects for heating Fiesta Hall; the Redwood Hall Improvements and the office addition. Payments have been made to California Construction Authority for Designs. New reader board signs have been ordered from Daktronics and we are awaiting shipment.



Consolidated Financial Statement For the Period Ending December 31, 2021 and 2020

	December	December	Year to Date	Year to Date	Variance	% .	Annual
	2021	2020	2021	2020	\$	+/-	Budget
Revenue:							
Fair Admissions Revenue	0.00	0.00	968,469.40	0.00	968,469.40	100%	325,000.00
Fair Exhibit Space	0.00	0.00	33,350.00	0.00	33,350.00	100%	50,000.00
Fair - Carnival Revenue	0.00	0.00	335,387.43	0.00	335,387.43	100%	142,017.83
Fair - Food and Drink	0.00	0.00	285,327.77	0.00	285,327.77	100%	125,000.00
Fair Competitive Exhibits	0.00	0.00	25,698.16	1.00	25,697.16	100%	52,300.00
Miscellaneous Fair Revenue	111.00	1,000.00	532,474.50	24,885.95	507,588.55	95%	337,500.00
ESS - Food & Beverage	5,474.00	0.00	540,638.96	514,489.06	26,149.90	5%	942,362.25
Jockey Club	112,222.68	42,739.58	2,032,053.54	1,787,253.61	244,799.93	12%	2,105,150.00
COVD Response	884,858.84	213,294.98	4,947,865.90	463,895.63	4,483,970.27	91%	494,446.93
ESS - Event Sales and Service	382,152.46	205,194.39	5,544,154.98	4,458,842.19	1,085,312.79	20%	2,643,132.60
Prior Year Revenue Adjustment	0.00	0.00	(52,532.25)	8,235.64	(60,767.89)	116%	0.00
Other Operating Revenue	10,560.85	10,798.24	84,381.93	140,090.69	(55,708.76)	-66%	132,980.00
Total Operating Revenue	1,395,379.83	473,027.19	15,277,270.32	7,397,693.77	7,879,576.55		7,349,889.61



Consolidated Financial Statement For the Period Ending December 31, 2021 and 2020

•	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Variance \$	% +/-	Annual Budget
Expenses	227 724 22	400 740 40					
Administration	227,731.92	182,742.40	1,661,071.59	1,415,726.11	245,345.48	15%	1,573,692.72
Maintenance	251,665.54	155,806.49	1,882,282.17	1,893,378.06	(11,095.89)	-1%	1,745,887.95
Fair Administration & Marketing	44,218.79	10,506.41	433,546.93	251,611.81	181,935.12	42%	290,814.36
Fair Attendance Operations	104.99	0.00	415,956.96	2,796.60	413,160.36	99%	243,179.36
Miscellaneous Fair Expense	0.00	0.00	109,440.32	20,315.00	89,125.32	81%	53,001.44
Fair Competitive Awards	29.05	0.00	25,438.59	0.00	25,438.59	100%	30,000.00
Fair Competitive Exhibits	(1,324.24)	25.37	143,819.08	40,417.59	103,401.49	72%	106,158.18
Fair Entertainment	0.00	0.00	306,966.76	40,000.00	266,966.76	87%	152,825.00
COVD Response	728,519.50	173,402.62	4,060,725.09	381,136.88	3,679,588.21	91%	470,901.84
ESS - Event Sales and Service	154,950.95	68,886.36	1,336,152.76	1,239,409.19	96,743.57	7%	1,114,842.48
ESS - Food & Beverage	13,988.65	10,187.97	313,720.34	627,404.56	(313,684.22)	-100%	653,873.58
Jockey Club	62,253.88	51,434.36	697,050.62	1,034,071.09	(337,020.47)	-48%	756,782.29
Equipment & Improvements	199,104.43	41,020.43	703,139.25	243,077.34	460,061.91	65%	120,000.00
Prior Year Expense Adjustment	(135.53)	(185.00)	19,438.94	43,808.92	(24,369.98)	-125%	0.00
Cash over/short	50.19	0.00	3,357.06	(884.66)	4,241.72	126%	0.00
Total Operating Expenses	1,681,158.12	693,827.41	12,112,106.46	7,232,268.49	4,879,837.97		7,311,959.20
Total Operating Revenue	1,395,379.83	473,027.19	15,277,270.32	7,397,693.77	7,879,576.55		7,349,889.61
Operating Profit/Loss	(285,778.29)	(220,800.22)	3,165,163.86	165,425.28	2,999,738.58		37,930.41
Non Operating Revenue	0.00	0.00	1,025,523.00	283,390.42	742,132.58		132,830.00
Depreciation Expense	9,956.54	46,983.41	232,282.53	707,846.68	(475,564.15)		226,756.29
Profit Loss 2/17/2022 10:59	(275,821.75)	(173,816.81)	4,422,969.39	1,156,662.38	3,266,307.01		(55,995.88)



	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
ESS - Revenue	,			2020	Ÿ	'/-	2021
Building Rental Fees	290,083.33	135,083.33	3,426,272.03	2,364,812.07	1,061,459.96	31%	1,847,283.31
Rental Rebates/Sponsorships	(38,145.00)	0.00	(41,494.28)	(52,981.50)	11,487.22	-28%	0.00
Grounds Rental Fees	0.00	0.00	0.00	0.00	0.00	2070	0.00
Equipment Rental Fees	20,012.00	0.00	149,651.00	101,955.12	47,695.88	32%	37,579.00
Recovered Expenses - Other	6,130.39	0.00	97,210.91	46,713.76	50,497.15	52%	0.00
Recovered Janitorial Services	15,432.78	15,411.06	390,540.21	357,533.99	33,006.22	8%	201,039.33
Recovered Utilities	0.00	0.00	0.00	0.00	0.00	0,70	0.00
Recovered Trash	0.00	0.00	32,895.00	4,775.00	28,120.00	85%	0.00
Recovered Damages	0.00	0.00	2,856.25	250.00	2,606.25	91%	0.00
Recovered Outsourced Equipment	4,240.00	0.00	186,576.74	98,036.50	88,540.24	47%	0.00
Recovered Security / Law Enforcement	4,000.00	0.00	227,639.66	195,985.48	31,654.18	14%	71,734.96
Recovered Labor	1,400.00	0.00	17,450.00	0.00	17,450.00	100%	0.00
Recovered EMT Fees	1,462.56	0.00	19,528.10	35,446.50	(15,918.40)	-82%	7,930.00
Recovered Insurance Fees	88.00	0.00	670.00	397.00	273.00	41%	0.00
Patron Parking Fees	11,190.00	0.00	387,510.00	426,197.00	(38,687.00)	-10%	300,906.00
Exhibitor/Vendor Parking	0.00	0.00	1,860.00	3,701.00	(1,841.00)	-99%	0.00
Tailgating Permits - Youth Sports	0.00	0.00	0.00	12,835.00	(12,835.00)		0.00
Monthly Parking Contracts	65,200.00	54,550.00	590,469.00	767,400.00	(176,931.00)	-30%	157,500.00
RV Parking	250.00	0.00	3,950.00	7,905.50	(3,955.50)	-100%	5,000.00
Vehicle Dry Storage	0.00	0.00	0.00	17,805.37	(17,805.37)		0.00
Miscellaneous Charges	0.00	0.00	15.00	57.96	(42.96)	-286%	0.00
IT Services	0.00	0.00	19,822.50	47,760.00	(27,937.50)	-141%	6,660.00
Electrical Services	788.40	150.00	26,376.86	19,352.44	7,024.42	27%	7,500.00
Fire Department Fees	0.00	0.00	0.00	0.00	0.00		0.00
Business License Fees	20.00	0.00	4,320.00	2,660.00	1,660.00	38%	0.00
Miscellaneous Fees	0.00	0.00	36.00	0.00	36.00	100%	0.00
ATM Revenue	0.00	0.00	0.00	244.00	(244.00)		0.00
Digital Marketing	0.00	0.00	0.00	0.00	0.00		0.00
Total Revenue:	382,152.46	205,194.39	5,544,154.98	4,458,842.19	1,085,312.79		2,643,132.60
Cell Phone Tower	5,834.95	5,665.00	68,999.70	62,150.00	6,849.70	10%	67,980.00



	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
ESS - Expenses				2020	7	7/-	2021
Payroll - Full Time Employees	35,549.84	19,556.25	215,857.51	399,130.57	(183,273.06)	-85%	474,023.73
Payroll - Part Time Employees	438.87	0.00	4,176.25	16,100.53	(11,924.28)	-286%	157,600.00
Payroll - Overtime	193.50	11.54	5,336.03	5,808.98	(472.95)	-9%	0.00
Payroll - Parking Lots	7,441.60	7,384.62	112,652.42	142,173.88	(29,521.46)	-26%	0.00
Employee Benefits	5,398.79	4,278.70	48,397.95	81,650.86	(33,252.91)	-69%	66,761.88
Employers Payroll Taxes	3,279.76	1,262.20	24,006.05	36,614.23	(12,608.18)	-53%	53,059.45
Workers Compensation Insurance	1,621.68	2,293.68	17,233.85	31,541.30	(14,307.45)	-83%	37,897.42
Payroll - Outside Agency	0.00	0.00	0.00	0.00	0.00	00,0	0.00
Contracted Services	0.00	0.00	0.00	100.00	(100.00)		0.00
Administrtive Expenses	56,307.51	0.00	214,498.71	26,452.14	188,046.57	88%	26,000.00
Signs and Banners	0.00	0.00	0.00	0.00	0.00	40,1	0.00
Equipment Rentals	11,549.31	139.61	27,411.94	92,329.76	(64,917.82)	-237%	30,000.00
Security - Law Enforcement	3,678.07	1,506.77	218,388.48	34,878.10	183,510.38	84%	60,000.00
Fees and Insurance	0.00	0.00	4,320.00	1,279.00	3,041.00	70%	6,500.00
EMT Fees	1,012.50	0.00	7,087.50	11,540.25	(4,452.75)	-63%	5,000.00
Show Janitorial	16,081.00	9,966.25	177,223.25	68,532.50	108,690.75	61%	87,500.00
Electrical, IT and Other Labor	0.00	0.00	0.00	0.00	0.00	02/0	0.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
Trash and Damages	0.00	0.00	1,275.00	0.00	1,275.00	100%	0.00
COVID Expenses	0.00	20,422.84	50,735.23	263,866.78	(213,131.55)	-420%	25,000.00
Parking Equipment	0.00	0.00	1,800.73	1,914.17	(113.44)	-6%	25,000.00
Parking Signs	0.00	1,144.50	16,596.91	3,121.25	13,475.66	81%	0.00
Parking Uniforms	0.00	0.00	3,389.46	91,40	3,298.06	97%	0.00
Parking - Contracted Services	0.00	0.00	0.00	1,440.00	(1,440.00)		0.00
Parking - Ticket Fees	1,070.10	0.00	1,070.10	0.00	1,070.10	100%	0.0
Parking - Other Expenses	324.93	14.90	14,609.59	12,394.43	2,215.16	15%	0.00
Marketing - Advertising	5,635.00	0.00	15,152.37	1,333.45	13,818.92	91%	60,500.00
Travel, Training and Entertainment	635.34	0.00	9,683.35	1,103.09	8,580.26	89%	0.00
Web Site	(4,485.72)	904.50	16,381.38	1,872.00	14,509.38	89%	0.00
Public Relations - Sponsorships	1,218.87	0.00	30,790.97	2,405.52	28,385.45	92%	0.00
Administrative Expenses	0.00	0.00	0.00	0.00	0.00	52,0	0.00
Marketing - Contracted Services	8,000.00	0.00	98,077.73	1,735.00	96,342.73	98%	0.00
Total Expenses	154,950.95	68,886.36	1,336,152.76	1,239,409.19	96,743.57		1,114,842.48
rect Profit Loss	227,201.51	136,308.03	4,208,002.22	3,219,433.00	988,569.22		1,528,290.12



	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
Jockey Club - Revenue							
Admissions	24,970.00	0.00	313,890.00	214,608.25	99,281.75	32%	300,000.00
Track Commissions	34,510.26	0.00	469,429.28	347,094.98	122,334.30	26%	660,000.00
ADW Fees	43,037.92	42,235.58	1,128,187.42	1,100,570.37	27,617.05	2%	880,000.00
Publication Sales	8,066.50	0.00	103,549.07	84,660.60	18,888.47	18%	190,000.00
Other Items Sold	10.00	0.00	234.97	106.83	128.14	55%	150.00
ATM Revenue	1,628.00	504.00	13,548.00	11,628.00	1,920.00	14%	75,000.00
Lottery	0.00	0.00	3,214.80	28,584.58	(25,369.78)	-789%	0.00
Other Income	0.00	0.00	0.00	0.00	0.00		0.00
Total Revenue	112,222.68	42,739.58	2,032,053.54	1,787,253.61	244,799.93		2,105,150.00
Jockey Club- Expenses							
Payroll - Management	23,708.51	9,617.64	129,071.93	145,449.31	(16,377.38)	-13%	251,713.61
Payroll - Admissions	8,611.36	15,823.44	79,934.68	157,985.83	(78,051.15)	-98%	0.00
Payroll - Janitorial	0.00	0.00	0.00	137,205.83	(137,205.83)		0.00
Payroll - Security	0.00	0.00	0.00	66,564.83	(66,564.83)		0.00
Employee Benefits	3,582.95	6,386.19	52,427.04	115,868.11	(63,441.07)	-121%	83,368.65
Employers Payroll Taxes	2,446.49	1,934.68	15,195.71	36,715.75	(21,520.04)	-142%	21,773.23
Workers Compensation Insurance	1,117.52	2,148.62	10,367.79	28,117.72	(17,749.93)	-171%	15,102.82
Payroll - Outside Agency	0.00	0.00	0.00	0.00	0.00		0.00
Travel, Training, Meals	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services	0.00	315.00	790.00	4,064.44	(3,274.44)	-414%	0.00
Administrative Expenses	7,115.60	7,029.46	135,859.28	67,722.47	68,136.81	50%	20,000.00
Contracted Services - Janitorial	102.61	4,858.00	46,377.46	39,095.47	7,281.99	16%	143,344.00
Contracted Services - Security	7,547.00	0.00	110,655.00	53,054.66	57,600.34	52%	0.00
Advertising and Marketing	1,100.00	0.00	1,100.00	665.00	435.00	40%	1,000.00
Programs - Racing Forms	6,921.84	488.00	90,554.66	77,402.17	13,152.49	15%	115,828.52
Lottery Expenses	0.00	0.00	58.60	35,186.50	(35,127.90)	-59945%	43,063.46
Utilities	0.00	2,833.33	0.00	33,999.63	(33,999.63)		30,000.00
CARF Dues	0.00	0.00	21,590.00	21,955.00	(365.00)	-2%	21,588.00
Unforms	0.00	0.00	0.00	0.00	0.00	=70	0.00
Special Repairs and Projects	0.00	0.00	3,068.47	13,018.37	(9,949.90)	-324%	10,000.00
Total Expenses	62,253.88	51,434.36	697,050.62	1,034,071.09	(337,020.47)	0.2.70	756,782.29
ect Profit/Loss	49,968.80	(8,694.78)	1,335,002.92	753,182.52	581,820.40		1,348,367.71

SAN MATEO COUNTY ENTERTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center

	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
Annual San Mateo County Fair - Revenue							
Admissions							
Regular Admissions	0.00	0.00	769,005.00	0.00	769,005.00	100%	250,000.00
Advance Sale Admissions	0.00	0.00	155,665.00	0.00	155,665.00	100%	50,000.00
Discount Admissions	0.00	0.00	43,799.40	0.00	43,799.40	100%	25,000.00
	0.00	0.00	968,469.40	0.00	968,469.40		325,000.00
Space Rental							·
Inside Exhibit Spaces	0.00	0.00	2,000.00	0.00	2,000.00	100%	27,500.00
Outside Exhibit Spaces	0.00	0.00	31,350.00	0.00	31,350.00	100%	22,500.00
Special Days Exhibit Space	0.00	0.00	0.00	0.00	0.00		0.00
	0.00	0.00	33,350.00	0.00	33,350.00		50,000.00
Concessions							·
Carníval Revenue	0.00	0.00	282,857.43	0.00	282,857.43	100%	125,000.00
Carnival - Pre Sale	0.00	0.00	52,530.00	0.00	52,530.00	100%	17,017.83
Food & Beverage Concessions	0.00	0.00	284,557.77	0.00	284,557.77	100%	125,000.00
Other Concessions	0.00	0.00	770.00	0.00	770.00	100%	0.00
	0.00	0.00	620,715.20	0.00	620,715.20		142,017.83
Competitive Exhibits							
Entry Fees	0.00	0.00	10,332.00	1.00	10,331.00	100%	32,000.00
Exhibits - Donated Awards	0.00	0.00	5,350.00	0.00	5,350.00	100%	17,500.00
Art & Literary Art Show Sales	0.00	0.00	8,861.16	0.00	8,861.16	100%	0.00
Entry Processing Fees	0.00	0.00	175.00	0.00	175.00	100%	400.00
Livestock Liability Insurance	0.00	0.00	980.00	0.00	980.00	100%	2,400.00
Other Exhibit Revenue	0.00	0.00	0.00	0.00	0.00		0.00
	0.00	0.00	25,698.16	1.00	25,697.16		52,300.00
Miscellaneous Fair Revenue:							
Parking - Fair only	0.00	0.00	251,295.00	0.00	251,295.00	100%	100,000.00
Utility Reimbursment	0.00	0.00	0.00	0.00	0.00		5,000.00
Permits & Insurance	0.00	0.00	2,712.00	799.25	1,912.75	71%	5,000.00
RV Parking - Stock Trucks	0.00	0.00	12,490.00	0.00	12,490.00	100%	7,500.00
Ticket Fee Revenue	111.00	0.00	152,147.50	6,086.70	146,060.80	96%	20,000.00
Sponsorship	0.00	1,000.00	113,830.00	18,000.00	95,830.00	84%	200,000.00
	111.00	1,000.00	532,474.50	24,885.95	507,588.55		337,500.00
Direct Fair Revenue:	111.00	1,000.00	2,180,707.26	24,886.95	2,155,820.31		906,817.83



	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
Annual San Mateo County Fair - Expenses							
Fair Administration & Marketing							
Payroll - Full Time Employees	19,088.48	7,307.70	126,444.42	129,541.38	(3,096.96)	-2%	102,600.11
Payroll - Part Time Employees	0.00	0.00	5,356.00	768.00	4,588.00	86%	14,500.00
Payroll - Overtime	0.00	0.00	858.00	18.76	839.24	98%	0.00
Employees Pension	5,223.66	365.38	10,709.29	4,964.74	5,744.55	54%	26,579.08
Employees Insurance	1,725.52	1,591.47	19,545.25	22,489.58	(2,944.33)	-15%	0.00
Other Employee Benefits	6.50	111.00	320.52	1,688.50	(1,367.98)	-427%	0.00
Employers Payroll Taxes	1,723.10	542.07	10,211.32	9,318.06	893.26	9%	9,984.16
Workers Compensation Insurance	708.54	588.79	6,679.85	7,267.35	(587.50)	-9%	7,026.01
Contracted Services	13,075.40	0.00	67,974.15	52,596.25	15,377.90	23%	46,000.00
Administration Expense	0.00	0.00	452.56	2,939.19	(2,486.63)	-549%	5,000.00
Marketing - Advertising	0.00	0.00	168,491.44	1,325.00	167,166.44	99%	88,125.00
Travel and Training	0.00	0.00	1,500.00	495.00	1,005.00	67%	0.00
Promotional	67.59	0.00	105.44	225.44	(120.00)	-114%	1,000.00
Public Relations Expense	0.00	0.00	0.00	2,630.00	(2,630.00)		0.00
Pre Fair Events	0.00	0.00	0.00	0.00	0.00		0.00
Sponsorship Expense	2,600.00	0.00	24,898.69	15,344.56	9,554.13	38%	0.00
Carnival Promo Credit	0.00	0.00	(10,000.00)	0.00	(10,000.00)	100%	(10,000.00)
	44,218.79	10,506.41	433,546.93	251,611.81	181,935.12		290,814.36
Fair Attendance Operations							
Payroll - Part Time Employees	0.00	0.00	37,132.16	0.00	37,132.16	100%	32,020.00
Employee Benefits	0.00	0.00	6.50	0.00	6.50	100%	0.00
Employers Payroll Taxes	104.99	0.00	2,790.56	0.00	2,790.56	100%	2,449.53
Workers Compensation Insurance	0.00	0.00	271.71	0.00	271.71	100%	2,281.20
Contracted Services	0.00	0.00	200,603.00	2,500.00	198,103.00	99%	143,800.00
Supplies & Expesne	0.00	0.00	166,549.49	296.60	166,252.89	100%	52,878.63
Other Expenses	0.00	0.00	6,046.29	0.00	6,046.29	100%	5,750.00
Corporate Gatherings	0.00	0.00	0.00	0.00	0.00		0.00
Decorations	0.00	0.00	2,557.25	0.00	2,557.25	100%	4,000.00
	104.99	0.00	415,956.96	2,796.60	413,160.36		243,179.36
					_		



	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
Miscellaneous Fair Expense					*	.,	2021
Payroll - Parking Employees	0.00	0.00	27,622.48	0.00	27,622.48	100%	10,560.00
Employee Benefits	0.00	0.00	0.00	0.00	0.00		0.00
Employers Payroll Taxes	0.00	0.00	2,113.12	0.00	2,113.12	100%	0.00
Workers Compensation Insurance	0.00	0.00	1,657.35	0.00	1,657.35	100%	0.00
Utility Fees	0.00	0.00	0.00	0.00	0.00		0.00
Program	0.00	0.00	0.00	0.00	0.00		1,441.44
Contracted Services	0.00	0.00	18,950.00	0.00	18,950.00	100%	0.00
Merchant Acceptance Fees	0.00	0.00	36,656.47	315.00	36,341.47	99%	8,500.00
Permits and Insurance	0.00	0.00	4,127.00	20,000.00	(15,873.00)	-385%	2,500.00
Exhibitors Expenses	0.00	0.00	18,313.90	0.00	18,313.90	100%	30,000.00
	0.00	0.00	109,440.32	20,315.00	89,125.32		53,001.44
Competitive Exhibit Awards					•		•
Cash Awards	0.00	0.00	21,298.00	0.00	21,298.00	100%	25,000.00
Non Cash Awards	29.05	0.00	1,778.95	0.00	1,778.95	100%	2,500.00
Sponsored Cash Awards	0.00	0.00	0.00	0.00	0.00		0.00
Sponsored Non Cash Awards	0.00	0.00	2,361.64	0.00	2,361.64	100%	2,500.00
Other Awards Expenses	0.00	0.00	0.00	0.00	0.00		0.00
	29.05	0.00	25,438.59	0.00	25,438.59		30,000.00
Competitive Fair Exhibits							
Payroll - Full Time Employees	0.00	0.00	272.97	0.00	272.97	100%	0.00
Payroll - Part Time Employees	1,243.73	0.00	57,305.20	18,492.25	38,812.95	68%	47,950.00
Employee Benefits	68.62	0.00	916.52	829.05	87.47	10%	0.00
Employers Payroll Taxes	28.41	0.00	4,210.17	1,294.95	2,915.22	69%	3,668.18
Workers Compensation Insurance	0.00	25.37	237.40	989.57	(752.17)	-317%	2,877.00
Judges Compensation	0.00	0.00	2,688.96	0.00	2,688.96	100%	8,475.00
Contracted Services	(2,665.00)	0.00	33,399.82	4,750.20	28,649.62	86%	18,600.00
Supplies & Expense	0.00	0.00	14,935.11	8,132.14	6,802.97	46%	19,588.00
Tents, Booths and Grid	0.00	0.00	19,826.00	0.00	19,826.00	100%	0.00
Signs and Decorations	0.00	0.00	2,503.73	0.00	2,503.73	100%	0.00
Exhibit Guidebook	0.00	0.00	0.00	5,929.43	(5,929.43)		5,000.00
Other Expenses	0.00	0.00	0.00	0.00	0.00		0.00
Art Show - Payment to Sellers	0.00	0.00	7,523.20	0.00	7,523.20	100%	0.00
Investment in Durable Goods	0.00	0.00	0.00	0.00	0.00		0.00
	(1,324.24)	25.37	143,819.08	40,417.59	103,401.49		106,158.18



	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
Fair Entertainment Expense						•	
Payroll	0.00	0.00	0.00	0.00	0.00		0.00
Employee Benefits	0.00	0.00	0.00	0.00	0.00		0.00
Employers Payroll Taxes	0.00	0.00	0.00	0.00	0.00		0.00
Workers Compensation Insurance	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services	0.00	0.00	117,732.00	40,000.00	77,732.00	66%	57,825.00
Supplies & Expense	0.00	0.00	3,999.76	0.00	3,999.76	100%	0.00
Grounds Acts & Entertainment	0.00	0.00	185,235.00	0.00	185,235.00	100%	20,000.00
Headline Entertainment	0.00	0.00	0.00	0.00	0.00		75,000.00
Other	0.00	0.00	0.00	0.00	0.00		0.00
	0.00	0.00	306,966.76	40,000.00	266,966.76		152,825.00
Direct Fair Expenses	43,028.59	10,531.78	1,435,168.64	355,141.00	1,080,027.64		875,978.34
nnual Fair Profit / Loss Direct Expenses	(42,917.59)	(9,531.78)	745,538.62	(330,254.05)	1,075,792.67		30,839.49



	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
ESS - Food Service - Revenue				— — 	•	• •	2021
Fair - Food Sales	0.00	0.00	0.00	0.00	0.00		204,952.25
Events - Food Sales	0.00	0.00	0.00	130,710.19	(130,710.19)		0.00
Events - Beverage Sales	0.00	0.00	19,078.68	67,100.49	(48,021.81)	-252%	0.00
Events - Adult Beverage Sales	1,000.00	0.00	74,398.51	9,548.18	64,850.33	87%	0.00
JC - Food Sales	0.00	0.00	5,541.62	48,271.77	(42,730.15)	-771%	200,000.00
JC - Beverage Sales	0.00	0.00	3,897.84	29,843.22	(25,945.38)	-666%	0.00
JC - Adult Beverage Sales	4,474.00	0.00	62,165.85	46,598.68	15,567.17	25%	0.00
Fair - Beverage Sales	0.00	0.00	0.00	0.00	0.00	2370	0.00
Fair - Adult Beverage Sales	0.00	0.00	214,235.62	0.00	214,235.62	100%	10,000.00
Vending Machine Sales	0.00	0.00	555.10	2,306.00	(1,750.90)	-315%	8,500.00
Fair - Sub Contractor Sales	0.00	0.00	0.00	0.00	0.00	015/0	0.00
Events- Sub Contractor Sales	0.00	0.00	119,757.57	10,737.20	109,020.37	91%	5,000.00
JC - Sub Contractor Sales	0.00	0.00	0.00	0.00	0.00		0.00
Catering - Food	0.00	0.00	6,987.50	78,503.25	(71,515.75)	-1023%	512,910.00
Catering - Beverage	0.00	0.00	56.00	32,122.25	(32,066.25)	-57261%	0.00
Catering - Adult Beverages	0.00	0.00	21,379.57	3,904.87	17,474.70	82%	0.00
Catering - Suplemental Fee	0.00	0.00	5,360.10	28,376.77	(23,016.67)	-429%	0.00
Catering - Subcontractors	0.00	0.00	0.00	0.00	0.00		0.00
Other Revenue	0.00	0.00	400.00	15,350.19	(14,950.19)	-3738%	1,000.00
Labor Charges	0.00	0.00	6,825.00	10,636.00	(3,811.00)	-56%	0.00
Linen Charges	0.00	0.00	0.00	480.00	(480.00)		0.00
Food Buyouts	0.00	0.00	0.00	0.00	0.00		0.00
Vendor / Show Coupons	0.00	0.00	0.00	0.00	0.00		0.00
Health Department Permit Revenue	0.00	0.00	0.00	0.00	0.00		0.00
	5,474.00	0.00	540,638.96	514,489.06	26,149.90	***************************************	942,362.25



Detailed Income Statement For the Period Ending December 31, 2021 and 2020

	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
ESS - Food Service Expenses				2020	*	•/-	2021
Payroll - Full Time Employees	200.00	6,923.08	22,429.55	262,791.69	(240,362.14)	-1072%	142,041.64
Payroll - Part Time Employees	2,620.89	0.00	35,123.21	73,935.50	(38,812.29)	-111%	255,200.00
Payroll - Overtime	4.05	0.00	6,840.54	9,218.79	(2,378.25)	-35%	0.00
Employee Benefits	87.76	368.15	3,796.80	35,057.56	(31,260.76)	-823%	9,488.04
Employers Payroll Taxes	216.11	524.35	4,880.55	25,141.27	(20,260.72)	-415%	31,809.40
Workers Compensation Insurance	144.37	871.55	3,530.19	19,120.76	(15,590.57)	-442%	23,834.50
Payroll - Outside Agency	0.00	0.00	0.00	25,065.48	(25,065.48)		0.00
Contracted Services	5,786.89	0.00	96,318.42	1,900.26	94,418.16	98%	500.00
Product - Food - Concessions	0.00	0.00	476.53	42,700.20	(42,223.67)	-8861%	0.00
Product - Food - Catering	0.00	0.00	939.72	10,989.09	(10,049.37)	-1069%	30,000.00
Product - Beverages - Concessions	49.89	0.00	10,380.95	9,518.37	862.58	8%	55,000.0
Product - Beverage - Catering	0.00	0.00	1,042.08	6,982.70	(5,940.62)	-570%	0.0
Product - Adult Beverage - Concessions	0.00	0.00	52,041.54	2,602.03	49,439.51	95%	0.0
Product - Adult Beverage - Catering	0.00	0.00	0.00	(427.06)	427.06		0.0
Product - Food - Jockey club	0.00	0.00	2,312.66	12,413.41	(10,100.75)	-437%	50,000.0
Product - Beverage - JC	0.00	0.00	633.99	3,626.80	(2,992.81)	-472%	0.0
Product - Adult Beverage - JC	1,850.11	(39.95)	11,125.05	10,259.13	865.92	8%	0.0
Product - Spoilage	0.00	0.00	3,373.32	0.00	3,373.32	100%	0.0
Supplies & Expenses	1,061.62	1,034.30	21,408.47	30,330.72	(8,922.25)	-42%	30,000.0
Supplies - Paper Products	0.00	0.00	1,434.64	13,372.26	(11,937.62)	-832%	0.0
Ice - CO2	425.09	27.00	3,584.13	1,861.48	1,722.65	48%	5,000.0
Utilities	0.00	0.00	0.00	0.00	0.00		0.0
Hood Cleaning	0.00	0.00	0.00	3,995.00	(3,995.00)		0.0
Linen & Equipment Rental	1,541.87	479.49	10,074.47	6,183.26	3,891.21	39%	2,500.0
Promotional, Advertising & Travel	0.00	0.00	0.00	1,104.15	(1,104.15)		1,000.0
Equipment - New and Maintenance	0.00	0.00	21,973.53	19,661.71	2,311.82	11%	15,000.0
Miscellaneous	0.00	0.00	0.00	0.00	0.00		2,500.00
	13,988.65	10,187.97	313,720.34	627,404.56	(313,684.22)		653,873.58
- Food Service Direct/Profit Loss	(8,514.65)	(10,187.97)	226,918.62	(112,915.50)	339,834.12		288,488.6



	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance \$	% +/-	Budget 2021
COVID Labor Reimbursments					·	•	
Labor Reimbursment COVID Staffing	884,858.84	213,294.98	4,947,865.90	463,895.63	4,483,970.27	91%	494,446.93
COVID Expenses:							
Payroll	626,684.14	157,399.68	3,357,529.23	338,128.13	3,019,401.10	90%	305.760.00
Employee Benefits	19,565.62	2,153.25	241,518.48	6,129.24	235,389.24	97%	112,848.00
Employers Payroll Taxes	47,802.12	5,062.05	250,252.97	17,848.21	232,404.76	93%	26,448.24
Workers Compensation	34,467.62	8,787.64	181,520.85	18,956.30	162,564.55	90%	18,345.60
General Expenses	0.00	0.00	32,956.94	75.00	32,881.94	100%	5,000.00
Contracted Services	0.00	0.00	0.00	0.00	0.00		0.00
Miscellaneous	0.00	0.00	0.00	0.00	0.00		2,500.00
	728,519.50	173,402.62	4,063,778.47	381,136.88	3,682,641.59		470,901.84
Direct Revenue over costs	156,339.34	39,892.36	884,087.43	82,758.75	801,328.68		23,545.09



	December	December	Year to Date	Year to Date	Varriance	%	Budget
	2021	2020	2021	2020	\$	+/-	2021
ninistration							
Payroll - Full Time Employees	101,783.47	37,491.98	640,014.68	645,058.63	(5,043.95)	-1%	582,409.14
Payroll - Part Time Employees	4,257.00	825.00	51,250.63	40,179.81	11,070.82	22%	75,000.00
Payroll - Overtime	1,274.36	239.94	25,622,87	10,411.95	15,210.92	59%	5,000.00
Compensated Leave Expense	27,249.10	4,469.69	27,249.10	(251,001.25)	278,250.35	1021%	10,000.00
Employees Pension	6,987.55	3,187.11	50,490.17	52,458.90	(1,968.73)	-4%	0.00
Employees Insurance	6,751.46	3,255.04	72,021.24	86,002.48	(13,981.24)	-19%	0.00
Other Employee Benefits	2,869.00	4,078.50	5,844.43	5,501.31	343.12	6%	102,973.14
Employers Payroll Taxes	7,744.57	2,005.98	45,508.28	46,107.44	(599.16)	-1%	56,115.89
Workers Compensation Insurance	2,845.56	2,503.53	31,274.33	30,754.10	520.23	2%	39,444.55
Outside Agency Payroll	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - Legal	1,054.14	15,336.70	46,926.60	38,500.80	8,425.80	18%	20,000.00
Contracted Services - Other	17,972.38	16,624.97	172,995.22	141,694.66	31,300.56	18%	155,250.00
Contracted Services - Financial	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - Security	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - IT	0.00	0.00	0.00	0.00	0.00		0.00
Meeting Expenses	0.00	0.00	0.00	980.85	(980.85)		1,500.00
Travel & Training	1,624.16	1,709.86	7,625.07	23,460.87	(15,835.80)	-208%	20,000.00
Marketing, PR & Sponsorships	0.00	0.00	572.58	943.63	(371.05)	-65%	0.00
Office Supplies & Expense	783.12	652.07	15,568.62	17,900.42	(2,331.80)	-15%	125,000.00
Equipment Rental	1,689.99	791.22	6,384.36	4,649.30	1,735.06	27%	0.00
IT Expenses - non contracted	9,818.70	7,438.51	114,431.32	89,654.16	24,777.16	22%	0.00
Miscellaneous Employee Expenses	4,744.19	7,631.51	26,009.84	8,583.57	17,426.27	67%	0.00
Telephone, Postage, Internet	7,501.48	5,529.83	67,697.47	63,899.47	3,798.00	6%	80,000.00
Dues & Subscriptions (non IT)	1,047.67	499.93	19,477.70	14,091.06	5,386.64	28%	20,000.00
Business Insurance	14,526.00	13,402.06	132,191.28	105,144.78	27,046.50	20%	139,000.00
Bank Fees	252.58	77.80	3,135.83	3,743.14	(607.31)	-19%	5,000.00
Payroll Administration Fees	3,909.44	1,982.40	27,775.64	28,651.41	(875.77)	-3%	18,000.00
CC Merchant Acceptance Fees	0.00	538.68	12,884.75	7,944.96	4,939.79	38%	20,000.00
Unemployment Insurance	0.00	50,503.42	51,968.39	159,060.94	(107,092.55)	-206%	75,000.00
Audit Expense	0.00	1,966.67	0.00	23,599.37	(23,599.37)	200.0	24,000.00
Bad Debt - CC Chargebacks	1,001.00	0.00	6,106.19	17,749.35	(11,643.16)	-191%	0.00
	227,686.92	182,742.40	1,661,026.59	1,415,726.11	245,300.48	*****	1,573,692.72



Maintenance

San Mateo County Event Center

Detailed Income Statement For the Period Ending December 31, 2021 and 2020

	December 2021	December 2020	Year to Date 2021	Year to Date 2020	Varriance S	% +/-	Budget 2021
intenance		•			*	-,	2021
Payroll - Full Time Employees	140,391.60	74,742.49	861,915.45	994,356.55	(132,441.10)	-15%	824,080.26
Payroll - Part Time Employees	0.00	0.00	3,785.75	0.00	3.785.75	100%	0.00
Payroll - Overtime	1,059.53	103.31	27,622.67	8,587.46	19,035.21	69%	10,000.00
Emplolyees Pension	9,412.76	5,848.50	76,192.09	71,716.34	4,475.75	6%	206,112.93
Employees Insurance	13,730.25	11,714.22	149,930.96	203,969.65	(54,038.69)	-36%	0.00
Other Employee Benefits	132.50	119.50	1,710.00	2,192.07	(482.07)	-28%	0.00
Employers Payroll Taxes	10,379.00	5,431.41	67,018.47	68,804.26	(1,785.79)	-3%	71,435.94
Workers Compensation Insurance	4,898.01	5,589.03	46,042.78	55,899.31	(9,856.53)	-21%	49,564.82
Outside Agency Payroll	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - Landscaping	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - Alarm	730.41	618.40	10,128.15	7,420.80	2,707.35	27%	7,500.00
Contracted Services - Pest Control	1,402.50	2,385.00	14,121.00	13,462.50	658.50	5%	12,000.00
Contracted Services - Janitorial	0.00	564.00	1,321.00	7,303.75	(5,982.75)	-453%	6,000.00
Contracted Services - HVAC	5,271.00	2,859.00	46,540.88	14,347.54	32,193.34	69%	4,544.00
Contracted Services - Other	0.00	0.00	17,654.06	5,531.69	12,122.37	69%	4,650.00
Administration Expenses	525.00	405.01	6,453.63	9,020.51	(2,566.88)	-40%	10,000.00
Equipment Rental	765.00	0.00	1,029.10	3,124.63	(2,095.53)	-204%	5,000.00
Utilities - Power	40,205.05	32,382.65	315,907.77	214,739.02	101,168.75	32%	375,000.00
Utilities - Water	3,470.75	3,156.24	67,656.72	60,122.10	7,534.62	11%	0.00
Utilities - Other	7,780.76	7,205.10	35,409.19	34,356.88	1,052.31	3%	0.00
Equipment Maintenance & Repairs	2,126.02	599.50	32,975.69	30,612.87	2,362.82	7%	50,000.00
Building Maintenance Supplies	4,157.00	20.16	26,708.08	22,927.65	3,780.43	14%	80,000.00
Janitorial Supplies	1,897.87	526.49	20,627.87	23,587.74	(2,959.87)	-14%	0.00
Tools & Equipment	438.45	0.00	1,337.70	5,077.17	(3,739.47)	-280%	0.00
Building Repairs	0.00	521.22	6,219.32	12,002.87	(5,783.55)	-93%	0.00
Trash Removal	2,892.08	1,015.26	43,973.84	24,214.70	19,759.14	45%	30,000.00
	251,665.54	155,806.49	1,882,282.17	1,893,378.06	(11,095.89)		1,745,887.95



Detailed Income Statement For the Period Ending December 31, 2021 and 2020

Year to Date

2021

December

2020

December

2021

Non Capitalized Improvements: Non Capitalized Improvements Expo Hall Upgrades Cypress Hall Fire System Barn Repairs **Asphault Repairs** Roofing Repalcement - Reapirs Event Pavillion - Drainage Landscaping Projects Security Camera Lighting Retrofit

Parking Lot Computer Switch Upgrade **PSC Building** Generators

Redwood Hall Door Replacement

Fiesta Hall Upgrades Storm Drains Sewers

Cypress Hall

Equipment

Jockey Club

199,104.43	41,020.43	703,139.25	241,976.87	461,162.38		100,000.00
(35,726.51)	0.00	203,870.66	30,992.23	172,878.43	85%	0.00
48,938.00	0.00	48,938.00	0.00	48,938.00	100%	0.00
0.00	0.00	0.00	0.00	0.00		0.00
0.00	0.00	0.00	0.00	0.00		0.00
0.00	0.00	2,800.00	0.00	2,800.00	100%	0.00
0.00	37,133.04	3,221.29	71,709.26	(68,487.97)	-2126%	0.00
5,035.24	0.00	5,035.24	0.00	5,035.24	100%	0.00
0.00	0.00	11,438.79	0.00	11,438.79	100%	0.00
0.00	0.00	0.00	15,168.15	(15,168.15)		0.00
0.00	0.00	0.00	0.00	0.00		0.00
0.00	0.00	51,417.04	41,259.51	10,157.53	20%	0.00
0.00	0.00	4,211.40	0.00	4,211.40	100%	0.00
0.00	0.00	0.00	517.29	(517.29)		0.00
0.00	3,887.39	885.30	6,858.80	(5,973.50)	-675%	0.00
0.00	0.00	0.00	17,785.00	(17,785.00)		0.00
144,177.70	0.00	149,739.70	0.00	149,739.70	100%	0.00
36,680.00	0.00	199,060.55	0.00	199,060.55	100%	0.00
0.00	0.Ò0	0.00	0.00	0.00		0.00
0.00	0.00	0.00	30,686.63	(30,686.63)		0.00
0.00	0.00	10,810.02	0.00	10,810.02	100%	0.00
0.00	0.00	11,711.26	27,000.00	(15,288.74)	-131%	100,000.00
					-	

Year to Date

2020

Varriance

\$

%

+/-

Budget

2021