



MEMO

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

C: Board of Directors, San Mateo County Event Center

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

Date: October 11, 2022

FINANCIAL HIGHLIGHTS: September 30, 2022

Balance Sheet:

Assets:

Cash on Hand: \$52,500.00 No change in September

Cash in Banks: \$2,498,368.26 decreased \$275,126.28 expenses vs income – large accounts receivable

Investments: \$9,143,216.36 increased \$2,766.99 balance adjustment previously posted interest – LAIF

Restricted Cash: Auction: \$72,262.08 Decreased \$34.95 – merchant acceptance fees – Account has been put into seasonal status (again!) Pension Funds decreased \$306,375.45 - Employer Contributions \$13,793.00; Employee Contributions \$7,050.48; Other Additions \$29.57; Distributions \$869.95; Investment loss \$326,371.15; Fees \$7.40 Ending balance \$3,841,462.79 balances to Restricted Liabilities - Liability for Pension Plans

Accounts Receivable – Increased \$791,429.76 to \$957,569.27 balances to AR Aged Invoice Analysis. (page 1 subtotal) California Association of Racing Fairs owes for the summer race meets; New Living Expo has promised to pay the collection agency; SaaStr owes for their recently ended conference.

Prepaid and Deferred Charges – Prepaid insurance decreased \$4,017.14 to \$32,675.92 – employee benefits paid in advance.

Event Sales and Service Food and Beverage Inventory \$61,402.04 Increased \$17,566.58 - September 30 inventory.

Fixed Assets: Construction in Progress \$546,626.29 had no changes in September – detail is provided on the last page of the detailed financial statements. Increase in Capitalized equipment \$176,024.00 – East lot shade structure. Depreciation \$12,808.66

Liabilities

Accounts Payable: Decreased \$182,527.54 to \$172,126.26 Balances to AP Aged Invoice Analysis. (page 1) The Daktronics invoice of \$163,739.45 shows 90 days past due – the equipment is partially installed.

Advanced Billings – Future Events \$190,081.57 balances to account 228000-00-A on the A/R Aged Invoice Analysis (subtotal on page 2)

Accrued Payroll and Related



Workers Compensation Insurance Clearing – allocated as of September 30 – Expense line items reflect the increase

Accrued Wages – \$3,676.15 – we have automated posting payroll from ADP into Activity. It reflects the balance of leave earned vs. leave taken. It does not appear to have a material impact on the financials, so staff will continue to accrue these funds. The offsetting account is Administration – Compensated Leave Expense. Adjustments will be made at year-end.

Accrued employee leave of \$187,732.09 will be re-calculated at year-end.

Other Liabilities:

Suspense – the fraudulent check was reversed. No other problems with the account have surfaced.

Sales Tax Payable of \$32,254.19 was paid on October 11 when the Quarterly return was filed

Restricted Liabilities: Pension Plan Liability and auction reserve mirror the asset entries

Monthly Profit of \$1,218,146.76 balances to the Consolidated Financial Statement.

Consolidated Financial Statements:

	September 2022	September 2021	YTD 2022	YTD 2021
Operating Profit/(Loss)	\$1,230,955.42	\$570,335.55	\$2,087,708.28	\$2,889,444.84
Balance Sheet Profit/Loss with depreciation and other funding (including the PPP Grant & State Funding)	\$1,218,146.76	\$561,546.01	\$2,947,648.59	\$3,528,723.78

Other Operating Revenue \$9,289.54 – Cell Phone Tower Commission \$6,010.00; Interest Adjustment \$2,766.99; Interstate Oil Recycling \$512.55

Prior Year Expense Adjustment \$-1,126.33 – Medical Insurance rebate \$1,096.75; Forfeiture Credit \$29.58

Departmental Financial Statements - Items of Note:

Event Sales & Service (ESS) - Direct profit for Month \$1,114,814.45 (page 1 & 2)

Revenue: Rentals in September – SaaStr; Foodieland; International Gem & Jewelry; AMR Rental Rebates/Sponsorships were – Gem & Jewelry

Patron parking fees \$199,920.00 Gem & Jewelry; Foodieland; SaaStr buyout (\$24,000.00)

Monthly Parking Contracts - \$49,915.00– Upstart Network; Nueva School; Google, Facebook, and Corinthian Buses

IT Services \$107,800.00 – SaaStr was a large IT Client

Miscellaneous Fees: \$64,687.20 Cancellation Fee – StreamSets Conference; ticket fees

Expenses – Direct payroll expenses and benefits; workers' compensation included the quarterly adjustment Payroll Outside agency was parking wages paid to Enviroclean workers.

Administrative Expenses include credit card fees.

Security/Law Enforcement was a credit from Foodieland; fees and insurance; EMT Fees and show janitorial fees are reimbursable. Parking Merchant Fees – Heartland Merchant Fees parking lot sales

Travel – hotel rooms for staff – Foodieland; SaaStr

Marketing – Contracted Services – Social Media



Jockey Club – Satellite Wagering Facility – Direct Profit for Month \$97,948.88 (page 3)

Revenue: Jockey Club revenues are stable

Expenses: Payroll expenses and taxes. Workers' compensation reflects the quarterly adjustment.

Annual San Mateo County Fair – (pages 4 – 7) Profit YTD \$253,785.32

Revenue: \$4,950.00 Sponsorship from the Marines

Expenses: \$96,378.24

Administration & Marketing – Salaries & Wages, benefits, workers' compensation (including quarterly adjustment)

Contracted Services – Actum – includes campaign management for fair (\$35,000.00)

Sponsorship Expense – Fair sponsorship commission

Competitive Fair Awards – checks; reimbursement for livestock awards

Competitive Fair Exhibits – Payroll costs – fair cleanup; prepare for 2023

Judges – \$250.00 Floral Arts and Culinary Arts paid in arrears

Food Service- Direct profit for month \$384,354.65 (page 8 & 9)

Revenue: \$531,964.55

Events – Adult Beverages – Foodieland \$63,707.18

Subcontractors – Buyout Foodieland

Catering – Adult Beverages - \$233,697.76 SaaStr

Expenses: \$147,609.90 Salaries and Wages, taxes and benefits – Contracted services include temporary staff

Adult Beverages – Concessions \$-10,963.75 – credit to reflect an increase in inventory;

Paper products \$10,467.45 includes compliance with county regulations (all new products)

Administration – Expense for month - \$151,113.75 (page 11)

Salaries & Wages, benefits, payroll taxes, and workers' compensation includes quarterly adjustment

Telephone, Postage, and internet – Internet includes Aerohive license renewal

Audit Expense – our audit is complete and will be presented at this meeting

Maintenance – Expense for month \$116,863.33 (page 12)

Salaries, wages, benefits, payroll taxes, and workers' compensation includes quarterly adjustment

Building Repairs – Café Refer door replacement deposit of \$2,026.56

Non-Capitalized Improvements (page 13)

Roofing – State Roofing Systems – Cypress re-roof retention Fee \$14,604.40

Non-Capitalized Equipment \$2,340.23

Miscellaneous IT equipment for SaaStr

Capital Improvements:

Construction in Progress: \$546,626.29 no activity in September



San Mateo County Event Center

Balance Sheet

As of September 30, 2022

	Beginning Balance	Activity	Ending Balance
Assets			
Cash on Hand			
Petty Cash	1,300.00	0.00	1,300.00
Change Funds	51,200.00	0.00	51,200.00
	52,500.00	0.00	52,500.00
Cash in Banks			
Cash - Operating	2,735,061.23	(278,807.05)	2,456,254.18
Cash - Fair Awards	4,572.12	(300.00)	4,272.12
Cash - Payroll	33,861.19	3,980.77	37,841.96
	2,773,494.54	(275,126.28)	2,498,368.26
Investments			
Cash - Investment - San Mateo County	394,845.90	0.00	394,845.90
Cash - Investment - LAIF	8,745,603.47	2,766.99	8,748,370.46
	9,140,449.37	2,766.99	9,143,216.36
Restricted Cash			
Cash - Auction	72,296.53	(34.45)	72,262.08
Cash Value - Pension	4,147,838.24	(306,375.45)	3,841,462.79
	4,220,134.77	(306,409.90)	3,913,724.87
Accounts Receivable			
Accounts Receivable	166,139.51	791,429.76	957,569.27
Allowance for Doubtful Accounts - A/R	0.00	0.00	0.00
	166,139.51	791,429.76	957,569.27
Pre Paid and Deferred Charges			
Deferred Charges	0.00	0.00	0.00
Advanced Deposits	0.00	0.00	0.00
Pre Paid Insurance	36,693.06	(4,017.14)	32,675.92
Pre-Paid Expenses	0.00	0.00	0.00
	36,693.06	(4,017.14)	32,675.92
ESSFB - Inventory Items	43,835.46	17,566.58	61,402.04
Fixed Assets			
Construction in Progress	546,626.29	0.00	546,626.29
Capitalized Equipment	2,505,810.68	0.00	2,505,810.68
Accumulated Depreciation - Equipment	(2,318,076.39)	(7,443.24)	(2,325,519.63)
Capitalized - Leasehold Improvements	7,064,878.22	176,024.00	7,240,902.22
Accumulated Depreciation - Leasehold Imp	(6,682,068.44)	(5,365.42)	(6,687,433.86)
	1,117,170.36	163,215.34	1,280,385.70
Total Assets:	17,550,417.07	389,425.35	17,939,842.42



San Mateo County Event Center

Balance Sheet

As of September 30, 2022

	Beginning Balance	Activity	Ending Balance
Liabilities			
Accounts Payable			
Accounts Payable	354,653.80	(182,527.54)	172,126.26
Advanced Billings			
Advance Billings - Future Events	604,217.47	(414,135.90)	190,081.57
Accrued Payroll and Related			
Bonus Payable	0.00	0.00	0.00
Payroll Payable	0.00	0.00	0.00
Social Security Taxes	0.00	0.00	0.00
Medicare Tax Withheld	0.00	0.00	0.00
CA State Disability Insurance	0.00	0.00	0.00
CA State Income Tax	0.00	0.00	0.00
Federal Income Tax Withheld	0.00	0.00	0.00
Other Payroll Tax Liabilities	0.00	0.00	0.00
Workers Comp Insurance Clearing	(34,630.38)	34,630.38	0.00
Accrued Wages	(3,088.38)	(887.77)	(3,976.15)
Accrued Employee Leave - Admin	65,355.90	0.00	65,355.90
Accrued Employee Leave - Maint	47,710.50	0.00	47,710.50
Accrued Leave - ESS	16,476.16	0.00	16,476.16
Accrued Leave - Fair	5,265.75	0.00	5,265.75
Accrued Leave - Jockey Club	6,217.26	0.00	6,217.26
Accrued Leave - ESSFB	(0.03)	0.00	(0.03)
Accrued Leave - COVID	46,706.55	0.00	46,706.55
Accrued Liabilities - Other	0.00	0.00	0.00
	150,013.33	33,742.61	183,755.94
Other Liabilities			
Suspense	(12,500.00)	12,500.00	0.00
Reimbursable Costs	0.00	0.00	0.00
Sales Tax Payable	4,144.87	28,109.32	32,254.19
Deferred Income	0.00	0.00	0.00
Performance Deposits	0.00	0.00	0.00
Collected Fees Payable	0.00	0.00	0.00
Unclaimed Check Liability	6,058.21	0.00	6,058.21
	(2,296.92)	40,609.32	38,312.40
Restricted Liabilities			
Liability for Pension Plans	4,147,838.24	(306,375.45)	3,841,462.79
Junior Livestock Auction Reserve	72,892.51	(34.45)	72,858.06
Carnival Capital Improvement	53,449.94	0.00	53,449.94
Scholarship Reserve	695.00	0.00	695.00
	4,274,875.69	(306,409.90)	3,968,465.79
Debt - Long & Short Term	0.00	0.00	0.00
Retained Earnings			
Net Resources	10,439,451.87	0.00	10,439,451.87
Restricted Resources	0.00	0.00	0.00
Profit / Loss	1,729,501.83	1,218,146.76	2,947,648.59
Total Liabilities	17,550,417.07	389,425.35	17,939,842.42



San Mateo County Event Center
 Consolidated Financial Statement
 For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Variance \$	% +/-	Annual Budget
Revenue:							
Fair Admissions Revenue	0.00	0.00	1,109,993.00	968,469.40	141,523.60	13%	765,000.00
Fair Exhibit Space	0.00	0.00	84,989.65	33,350.00	51,639.65	61%	115,000.00
Fair - Carnival Revenue	0.00	0.00	358,909.51	335,387.43	23,522.08	7%	300,000.00
Fair - Food and Drink	0.00	0.00	320,083.64	285,327.77	34,755.87	11%	300,000.00
Fair Competitive Exhibits	0.00	820.98	30,417.12	25,698.16	4,718.96	16%	54,500.00
Miscellaneous Fair Revenue	4,950.00	2,050.00	447,871.00	532,363.50	(84,492.50)	-19%	545,000.00
ESS - Food & Beverage	531,964.55	162,695.92	1,161,542.56	473,091.23	688,451.33	59%	1,723,679.22
Jockey Club	153,663.09	147,958.03	1,739,463.46	1,600,840.90	138,622.56	8%	2,370,445.53
COVID Response	0.00	86,539.66	936,010.36	2,926,865.92	(1,990,855.56)	-213%	500,000.00
ESS - Event Sales and Service	1,319,603.61	964,798.91	4,619,290.55	4,118,323.19	500,967.36	11%	4,513,048.63
Prior Year Revenue Adjustment	0.00	0.00	7,812.40	(49,172.25)	56,984.65	729%	0.00
Other Operating Revenue	9,289.54	7,979.99	73,616.47	60,842.18	12,774.29	17%	100,019.40
Total Operating Revenue	2,019,470.79	1,372,843.49	10,889,999.72	11,311,387.43	(421,387.71)		11,286,692.78



San Mateo County Event Center
Consolidated Financial Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Variance \$	% +/-	Annual Budget
Expenses							
Administration	151,113.75	188,829.99	1,488,511.76	1,115,473.53	373,038.23	25%	2,191,041.67
Maintenance	116,863.33	230,968.27	1,451,661.91	1,373,495.16	78,166.75	5%	1,974,497.87
Fair Administration & Marketing	92,965.80	13,859.84	574,264.84	365,150.68	209,114.16	36%	637,400.56
Fair Attendance Operations	0.00	0.00	524,285.54	398,849.73	125,435.81	24%	469,136.78
Miscellaneous Fair Expense	0.00	1,015.00	207,647.19	104,440.32	103,206.87	50%	137,927.79
Fair Competitive Awards	906.91	0.00	26,654.77	25,409.54	1,245.23	5%	70,000.00
Fair Competitive Exhibits	2,505.53	(8,134.67)	222,356.35	140,886.52	81,469.83	37%	226,286.50
Fair Entertainment	0.00	0.00	543,269.91	306,966.76	236,303.15	43%	492,161.50
COVID Response	0.00	71,044.82	841,453.28	2,543,174.27	(1,701,720.99)	-202%	469,771.57
ESS - Event Sales and Service	204,789.16	196,575.32	1,191,450.57	864,829.93	326,620.64	27%	1,447,952.03
ESS - Food & Beverage	147,609.90	36,941.60	605,462.97	267,405.05	338,057.92	56%	1,438,302.85
Jockey Club	55,714.21	57,424.11	554,506.41	497,640.57	56,865.84	10%	830,869.15
Equipment & Improvements	16,944.63	15,729.46	560,002.84	396,862.93	163,139.91	29%	900,000.00
Prior Year Expense Adjustment	(1,126.33)	0.00	12,515.71	17,990.24	(5,474.53)	-44%	0.00
Cash over/short	228.48	(1,745.80)	(1,752.61)	3,367.36	(5,119.97)	292%	0.00
Total Operating Expenses	788,515.37	802,507.94	8,802,291.44	8,421,942.59	380,348.85		11,285,348.27
Total Operating Revenue	2,019,470.79	1,372,843.49	10,889,999.72	11,311,387.43	(421,387.71)		11,286,692.78
Operating Profit/Loss	1,230,955.42	570,335.55	2,087,708.28	2,889,444.84	(801,736.56)		1,344.51
Non Operating Revenue	0.00	0.00	962,796.24	840,523.00	122,273.24		100,000.00
Depreciation Expense	12,808.66	8,789.54	102,855.93	201,244.06	(98,388.13)		501,274.65
Profit Loss	1,218,146.76	561,546.01	2,947,648.59	3,528,723.78	(581,075.19)		(399,930.14)



San Mateo County Event Center
Detailed Income Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Variance \$	% +/-	Budget 2022
ESS - Revenue							
Building Rental Fees	526,375.00	459,108.33	2,141,020.93	2,621,182.84	(480,161.91)	-22%	1,891,387.50
Rental Rebates/Sponsorships	(15,000.00)	(3,349.28)	(429,650.00)	(3,349.28)	(426,300.72)		0.00
Grounds Rental Fees	0.00	0.00	0.00	0.00	0.00		0.00
Equipment Rental Fees	51,003.75	16,911.50	156,100.25	94,803.00	61,297.25	39%	118,769.50
Recovered Expenses - Other	0.00	0.00	76,563.62	40,746.89	35,816.73		18,939.14
Recovered Janitorial Services	123,039.01	115,478.73	397,872.76	310,965.92	86,906.84	22%	411,197.53
Recovered Utilities	6,250.00	0.00	7,500.00	0.00	7,500.00		4,500.00
Recovered Trash	13,500.00	22,775.00	23,768.75	29,145.00	(5,376.25)	-23%	45,100.00
Recovered Damages	2,094.53	2,681.25	12,423.23	2,856.25	9,566.98		350.00
Recovered Outsourced Equipment	0.00	0.00	6,620.00	21,941.49	(15,321.49)		0.00
Recovered Security / Law Enforcement	138,922.36	62,345.64	296,427.35	216,438.14	79,989.21	27%	253,934.26
Recovered Labor	38,705.00	16,050.00	78,712.00	16,050.00	62,662.00	80%	0.00
Recovered EMT Fees	8,015.78	17,184.54	35,088.99	17,514.54	17,574.45	50%	13,780.00
Recovered Insurance Fees	0.00	0.00	1,030.00	0.00	1,030.00		0.00
Patron Parking Fees	199,920.00	203,255.00	1,018,511.00	296,885.00	721,626.00	71%	1,000,000.00
Exhibitor/Vendor Parking	245.00	0.00	14,194.50	1,860.00	12,334.50	87%	82,410.70
Tailgating Permits - Youth Sports	0.00	0.00	35,425.00	0.00	35,425.00	100%	50,000.00
Monthly Parking Contracts	49,915.00	49,670.00	443,328.50	425,869.00	17,459.50	4%	598,750.00
RV Parking	0.00	0.00	4,300.00	1,900.00	2,400.00	56%	2,900.00
Vehicle Dry Storage	0.00	0.00	0.00	0.00	0.00		0.00
Miscellaneous Charges	0.00	0.00	15.23	15.00	0.23		0.00
IT Services	107,800.00	0.00	125,900.00	15,275.00	110,625.00	88%	21,030.00
Electrical Services	2,610.98	1,158.20	15,608.97	5,219.40	10,389.57	67%	0.00
Fire Department Fees	0.00	0.00	0.00	0.00	0.00		0.00
Business License Fees	1,520.00	1,530.00	6,270.00	3,005.00	3,265.00	52%	0.00
Miscellaneous Fees	64,687.20	0.00	151,815.47	0.00	151,815.47		0.00
ATM Revenue	0.00	0.00	444.00	0.00	444.00		0.00
Digital Marketing	0.00	0.00	0.00	0.00	0.00		0.00
Total Revenue:	1,319,603.61	964,798.91	4,619,290.55	4,118,323.19	500,967.36		4,513,048.63
Cell Phone Tower	6,010.00	5,834.95	53,039.70	51,494.85	1,544.85	3%	70,019.40



San Mateo County Event Center
Detailed Income Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Varriance \$	% +/-	Budget 2022
ESS - Expenses							
Payroll - Full Time Employees	15,286.90	17,284.75	169,270.99	143,949.98	25,321.01	15%	315,510.51
Payroll - Part Time Employees	2,067.00	925.50	9,442.50	3,160.38	6,282.12	67%	315,100.00
Payroll - Overtime	106.13	460.27	4,223.61	4,729.52	(505.91)	-12%	0.00
Payroll - Parking Lots	37,990.94	22,349.36	165,603.52	81,145.09	84,458.43	51%	0.00
Employee Benefits	5,908.28	4,312.59	54,955.84	32,309.41	22,646.43	41%	69,495.87
Employers Payroll Taxes	4,223.92	2,849.78	29,137.18	17,359.32	11,777.86	40%	51,396.81
Workers Compensation Insurance	13,628.42	2,023.04	40,737.46	12,347.84	28,389.62	70%	50,448.84
Payroll - Outside Agency	15,637.50	0.00	17,671.50	0.00	17,671.50		0.00
Contracted Services	0.00	7,014.41	0.00	7,014.41	(7,014.41)		0.00
Administrative Expenses	1,959.01	72.00	28,114.67	853.93	27,260.74	97%	31,000.00
Signs and Banners	0.00	0.00	0.00	0.00	0.00		0.00
Equipment Rentals	7,517.71	11,523.10	15,034.89	23,167.29	(8,132.40)	-54%	40,000.00
Security - Law Enforcement	(17,133.75)	53,993.41	110,526.67	208,120.41	(97,593.74)	-88%	200,000.00
Fees and Insurance	1,460.00	1,530.00	7,180.00	3,005.00	4,175.00	58%	14,500.00
EMT Fees	3,195.00	2,790.00	24,703.65	2,790.00	21,913.65	89%	30,000.00
Show Janitorial	50,032.50	31,954.00	194,301.00	104,260.75	90,040.25	46%	0.00
Electrical, IT and Other Labor	37,750.34	0.00	40,652.34	0.00	40,652.34		195,000.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
Trash and Damages	0.00	1,275.00	6,769.91	1,275.00	5,494.91		0.00
COVID Expenses	0.00	18,695.00	92,284.88	62,669.94	29,614.94	32%	0.00
Parking Equipment	60.26	1,312.74	7,343.26	1,800.73	5,542.53	75%	55,000.00
Parking Signs	0.00	0.00	1,176.37	14,559.02	(13,382.65)	-1138%	0.00
Parking Uniforms	0.00	0.00	0.00	3,389.46	(3,389.46)		0.00
Parking - Contracted Services	1,120.00	0.00	12,427.50	0.00	12,427.50		0.00
Parking - Merchant Fees	1,318.11	0.00	30,493.15	0.00	30,493.15	100%	15,000.00
Parking - Other Expenses	2,374.50	2,802.24	7,439.28	5,662.93	1,776.35		5,000.00
Marketing - Advertising	10,717.65	6,750.00	19,648.99	9,517.37	10,131.62	52%	2,500.00
Travel, Training and Entertainment	4,060.22	429.80	5,659.82	2,114.99	3,544.83	63%	8,000.00
Web Site	0.00	395.00	3,900.00	18,741.43	(14,841.43)	-381%	20,000.00
Public Relations - Sponsorships	0.00	0.00	2,240.11	17,808.00	(15,567.89)		10,000.00
Administrative Expenses	608.52	0.00	4,111.48	0.00	4,111.48	100%	20,000.00
Marketing - Contracted Services	4,900.00	5,833.33	86,400.00	83,077.73	3,322.27	4%	0.00
Total Expenses	204,789.16	196,575.32	1,191,450.57	864,829.93	326,620.64		1,447,952.03
Direct Profit Loss	1,114,814.45	768,223.59	3,427,839.98	3,253,493.26	174,346.72		3,065,096.60



San Mateo County Event Center
Detailed Income Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Variance \$	% +/-	Budget 2022
Jockey Club - Revenue							
Admissions	32,640.00	34,900.00	285,720.00	210,650.00	75,070.00	26%	393,899.08
Track Commissions	48,293.90	53,011.19	424,843.41	320,565.61	104,277.80	25%	835,374.37
ADW Fees	60,145.41	45,246.10	919,594.28	987,418.85	(67,824.57)	-7%	845,597.75
Publication Sales	11,124.97	10,151.85	95,803.90	70,043.12	25,760.78	27%	206,464.07
Other Items Sold	22.81	20.09	173.87	172.52	1.35	1%	350.00
ATM Revenue	1,436.00	1,414.00	13,328.00	8,776.00	4,552.00	34%	70,000.00
Lottery	0.00	3,214.80	0.00	3,214.80	(3,214.80)		18,760.26
Other Income	0.00	0.00	0.00	0.00	0.00		0.00
Total Revenue	153,663.09	147,958.03	1,739,463.46	1,600,840.90	138,622.56		2,370,445.53
Jockey Club- Expenses							
Payroll - Management	7,696.00	13,817.56	93,997.76	79,287.78	14,709.98	16%	100,472.00
Payroll - Admissions	7,483.63	6,237.96	65,476.72	58,449.73	7,026.99	11%	74,462.00
Payroll - Janitorial	0.00	0.00	0.00	0.00	0.00		0.00
Payroll - Security	0.00	0.00	0.00	0.00	0.00		0.00
Employee Benefits	1,298.03	771.92	53,161.70	36,450.56	16,711.14	31%	66,408.64
Employers Payroll Taxes	1,157.14	1,508.28	12,034.49	10,508.09	1,526.40	13%	15,031.79
Workers Compensation Insurance	4,499.17	1,005.83	16,058.30	7,414.76	8,643.54	54%	13,994.72
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	1,132.40	0.00	1,132.40	790.00	342.40		1,000.00
Administrative Expenses	497.70	1,189.91	16,593.42	113,083.88	(96,490.46)	-581%	31,000.00
Contracted Services - Janitorial	11,175.00	9,624.49	83,545.50	40,334.78	43,210.72	52%	90,000.00
Contracted Services - Security	11,172.00	11,240.00	113,184.00	73,825.00	39,359.00	35%	160,000.00
Advertising and Marketing	0.00	0.00	1,380.00	0.00	1,380.00		1,000.00
Programs - Racing Forms	9,603.14	12,007.16	81,748.12	60,493.72	21,254.40	26%	190,000.00
Lottery Expenses	0.00	21.00	0.00	21.00	(21.00)		50,000.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
CARF Dues	0.00	0.00	16,194.00	16,192.50	1.50	0%	27,500.00
Uniforms	0.00	0.00	0.00	0.00	0.00		0.00
Special Repairs and Projects	0.00	0.00	0.00	788.77	(788.77)		10,000.00
Total Expenses	55,714.21	57,424.11	554,506.41	497,640.57	56,865.84		830,869.15
Direct Profit/Loss	97,948.88	90,533.92	1,184,957.05	1,103,200.33	81,756.72		1,539,576.38



San Mateo County Event Center
Detailed Income Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Variance \$	% +/-	Budget 2022
Annual San Mateo County Fair - Revenue							
Admissions							
Regular Admissions	0.00	0.00	1,027,423.00	769,005.00	258,418.00		600,000.00
Advance Sale Admissions	0.00	0.00	82,570.00	155,665.00	(73,095.00)		125,000.00
Discount Admissions	0.00	0.00	0.00	43,799.40	(43,799.40)		40,000.00
	0.00	0.00	1,109,993.00	968,469.40	141,523.60		765,000.00
Space Rental							
Inside Exhibit Spaces	0.00	0.00	43,089.65	2,000.00	41,089.65	95%	70,000.00
Outside Exhibit Spaces	0.00	0.00	41,900.00	31,350.00	10,550.00		45,000.00
Special Days Exhibit Space	0.00	0.00	0.00	0.00	0.00		0.00
	0.00	0.00	84,989.65	33,350.00	51,639.65		115,000.00
Concessions							
Carnival Revenue	0.00	0.00	308,649.51	282,857.43	25,792.08		250,000.00
Carnival - Pre Sale	0.00	0.00	50,260.00	52,530.00	(2,270.00)		50,000.00
Food & Beverage Concessions	0.00	0.00	319,733.64	284,557.77	35,175.87		300,000.00
Other Concessions	0.00	0.00	350.00	770.00	(420.00)		0.00
	0.00	0.00	678,993.15	620,715.20	58,277.95		350,000.00
Competitive Exhibits							
Entry Fees	0.00	0.00	14,653.00	10,332.00	4,321.00		30,000.00
Exhibits - Donated Awards	0.00	0.00	7,910.00	5,350.00	2,560.00		15,000.00
Art & Literary Art Show Sales	0.00	820.98	6,409.12	8,861.16	(2,452.04)		8,000.00
Entry Processing Fees	0.00	0.00	25.00	175.00	(150.00)		500.00
Livestock Liability Insurance	0.00	0.00	1,295.00	980.00	315.00		1,000.00
Other Exhibit Revenue	0.00	0.00	125.00	0.00	125.00		0.00
	0.00	820.98	30,417.12	25,698.16	4,718.96		54,500.00
Miscellaneous Fair Revenue:							
Parking - Fair only	0.00	0.00	230,060.00	251,295.00	(21,235.00)		250,000.00
Utility Reimbursement	0.00	0.00	350.00	0.00	350.00		5,000.00
Permits & Insurance	0.00	0.00	4,567.50	2,712.00	1,855.50		5,000.00
RV Parking - Stock Trucks	0.00	0.00	17,650.00	12,490.00	5,160.00		15,000.00
Ticket Fee Revenue	0.00	2,050.00	46,893.50	152,036.50	(105,143.00)		70,000.00
Sponsorship	4,950.00	0.00	148,350.00	113,830.00	34,520.00		200,000.00
	4,950.00	2,050.00	447,871.00	532,363.50	(84,492.50)		545,000.00
Direct Fair Revenue:	4,950.00	2,870.98	2,352,263.92	2,180,596.26	171,667.66		1,829,500.00



San Mateo County Event Center
Detailed Income Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Variance \$	% +/-	Budget 2022
Annual San Mateo County Fair - Expenses							
Fair Administration & Marketing							
Payroll - Full Time Employees	9,103.28	8,588.48	86,708.74	85,884.74	824.00	1%	167,158.97
Payroll - Part Time Employees	0.00	586.00	6,978.76	5,356.00	1,622.76		17,500.00
Payroll - Overtime	0.00	276.00	70.17	858.00	(787.83)		1,000.00
Employees Pension	455.16	429.42	4,710.66	4,197.37	513.29	11%	8,358.00
Employees Insurance	1,769.32	1,622.66	15,096.64	14,405.24	691.40	5%	21,812.87
Other Employee Benefits	98.82	6.50	885.90	301.02	584.88	66%	0.00
Employers Payroll Taxes	687.25	706.01	7,016.95	6,871.11	145.84	2%	15,798.00
Workers Compensation Insurance	2,937.77	519.77	14,797.94	4,790.41	10,007.53	68%	14,772.72
Contracted Services	52,500.00	1,125.00	151,819.00	74,898.75	76,920.25	51%	16,000.00
Administration Expense	150.00	0.00	1,449.55	452.56	996.99	69%	10,000.00
Marketing - Advertising	0.00	0.00	247,256.51	153,318.94	93,937.57	38%	300,000.00
Travel and Training	0.00	0.00	1,318.86	1,500.00	(181.14)	-14%	5,000.00
Promotional	0.00	0.00	0.00	17.85	(17.85)		5,000.00
Public Relations Expense	0.00	0.00	90.96	0.00	90.96		5,000.00
Pre Fair Events	0.00	0.00	0.00	0.00	0.00		10,000.00
Sponsorship Expense	25,264.20	0.00	46,064.20	22,298.69	23,765.51	52%	50,000.00
Carnival Promo Credit	0.00	0.00	(10,000.00)	(10,000.00)	0.00		(10,000.00)
	92,965.80	13,859.84	574,264.84	365,150.68	209,114.16		637,400.56
Fair Attendance Operations							
Payroll - Part Time Employees	0.00	0.00	57,735.10	37,132.16	20,602.94		52,120.00
Employee Benefits	0.00	0.00	0.00	6.50	(6.50)		0.00
Employers Payroll Taxes	0.00	0.00	4,388.05	2,685.57	1,702.48		3,987.18
Workers Compensation Insurance	0.00	0.00	4,304.43	271.71	4,032.72		4,529.60
Contracted Services	0.00	0.00	252,252.00	185,603.00	66,649.00		224,500.00
Supplies & Expense	0.00	0.00	150,216.57	166,549.49	(16,332.92)	-11%	175,000.00
Other Expenses	0.00	0.00	17,274.37	5,001.80	12,272.57		5,000.00
Corporate Gatherings	0.00	0.00	0.00	0.00	0.00		0.00
Decorations	0.00	0.00	38,115.02	1,599.50	36,515.52		4,000.00
	0.00	0.00	524,285.54	398,849.73	125,435.81		469,136.78



San Mateo County Event Center
Detailed Income Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Varriance \$	% +/-	Budget 2022
Miscellaneous Fair Expense							
Payroll - Parking Employees	0.00	0.00	36,769.16	27,622.48	9,146.68		33,660.00
Employee Benefits	0.00	0.00	0.00	0.00	0.00		0.00
Employers Payroll Taxes	0.00	0.00	0.00	2,113.12	(2,113.12)		2,574.79
Workers Compensation Insurance	0.00	0.00	32.12	1,657.35	(1,625.23)		2,693.00
Utility Fees	0.00	0.00	16,970.00	0.00	16,970.00		0.00
Program	0.00	0.00	4,922.16	0.00	4,922.16		0.00
Contracted Services	0.00	0.00	0.00	13,950.00	(13,950.00)		19,500.00
Merchant Acceptance Fees	0.00	0.00	36,697.13	36,656.47	40.66		40,000.00
Permits and Insurance	0.00	1,015.00	6,358.00	3,452.00	2,906.00		4,500.00
Exhibitors Expenses	0.00	0.00	105,898.62	18,988.90	86,909.72		35,000.00
	0.00	1,015.00	207,647.19	104,440.32	103,206.87		137,927.79
Competitive Exhibit Awards							
Cash Awards	300.00	0.00	17,690.00	21,298.00	(3,608.00)		60,000.00
Non Cash Awards	606.91	0.00	7,304.77	1,749.90	5,554.87		6,000.00
Sponsored Cash Awards	0.00	0.00	0.00	0.00	0.00		0.00
Sponsored Non Cash Awards	0.00	0.00	1,660.00	2,361.64	(701.64)		4,000.00
Other Awards Expenses	0.00	0.00	0.00	0.00	0.00		0.00
	906.91	0.00	26,654.77	25,409.54	1,245.23		70,000.00
Competitive Fair Exhibits							
Payroll - Full Time Employees	0.00	0.00	0.00	4,043.25	(4,043.25)		0.00
Payroll - Part Time Employees	1,714.40	0.00	63,019.56	51,555.98	11,463.58	18%	119,000.00
Employee Benefits	65.33	0.00	861.67	811.84	49.83	6%	0.00
Employers Payroll Taxes	131.15	0.00	4,809.72	4,160.88	648.84	13%	9,103.50
Workers Compensation Insurance	344.65	0.00	2,620.89	222.38	2,398.51		9,520.00
Judges Compensation	250.00	0.00	6,529.22	2,988.96	3,540.26		13,550.00
Contracted Services	0.00	(7,544.47)	86,755.58	33,399.82	53,355.76	62%	2,500.00
Supplies & Expense	0.00	(590.20)	46,527.14	14,330.48	32,196.66	69%	34,613.00
Tents, Booths and Grid	0.00	0.00	0.00	19,826.00	(19,826.00)		20,000.00
Signs and Decorations	0.00	0.00	0.00	2,503.73	(2,503.73)		5,000.00
Exhibit Guidebook	0.00	0.00	5,611.77	0.00	5,611.77		6,000.00
Other Expenses	0.00	0.00	0.00	0.00	0.00		0.00
Art Show - Payment to Sellers	0.00	0.00	5,620.80	7,043.20	(1,422.40)		7,000.00
Investment in Durable Goods	0.00	0.00	0.00	0.00	0.00		0.00
	2,505.53	(8,134.67)	222,356.35	140,886.52	81,469.83		226,286.50



San Mateo County Event Center
Detailed Income Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Varriance \$	% +/-	Budget 2022
Fair Entertainment Expense							
Payroll	0.00	0.00	19,496.36	0.00	19,496.36		3,000.00
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		229.50
Workers Compensation Insurance	0.00	0.00	819.31	0.00	819.31		240.00
Contracted Services	0.00	0.00	133,170.10	117,732.00	15,438.10	12%	133,692.00
Supplies & Expense	0.00	0.00	28,384.14	3,999.76	24,384.38		5,000.00
Grounds Acts & Entertainment	0.00	0.00	193,900.00	185,235.00	8,665.00		150,000.00
Headline Entertainment	0.00	0.00	167,500.00	0.00	167,500.00		200,000.00
Other	0.00	0.00	0.00	0.00	0.00		0.00
	0.00	0.00	543,269.91	306,966.76	236,303.15		492,161.50
Direct Fair Expenses	96,378.24	6,740.17	2,098,478.60	1,341,703.55	756,775.05		2,032,913.13
Annual Fair Profit / Loss Direct Expenses	(91,428.24)	(3,869.19)	253,785.32	838,892.71	(585,107.39)		(203,413.13)



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Varriance \$	% +/-	Budget 2022
ESS - Food Service - Revenue							
Fair - Food Sales	0.00	0.00	0.00	0.00	0.00		0.00
Events - Food Sales	6,139.11	0.00	52,327.06	0.00	52,327.06		175,000.00
Events - Beverage Sales	3,248.35	14,065.75	10,016.88	19,078.68	(9,061.80)		40,000.00
Events - Adult Beverage Sales	63,707.18	70,011.29	237,766.93	78,361.68	159,405.25	67%	52,679.22
JC - Food Sales	0.00	4,086.66	0.00	4,086.66	(4,086.66)		150,000.00
JC - Beverage Sales	0.00	2,937.50	0.00	2,945.50	(2,945.50)		75,000.00
JC - Adult Beverage Sales	4,894.87	4,644.60	46,606.51	45,364.37	1,242.14	3%	75,000.00
Fair - Beverage Sales	0.00	0.00	0.00	0.00	0.00		0.00
Fair - Adult Beverage Sales	0.00	0.00	183,818.48	214,235.62	(30,417.14)		150,000.00
Vending Machine Sales	228.00	0.00	2,681.00	555.10	2,125.90	79%	5,000.00
Fair - Sub Contractor Sales	0.00	0.00	0.00	0.00	0.00		0.00
Events- Sub Contractor Sales	41,500.00	66,350.12	101,350.91	74,460.62	26,890.29	27%	300,000.00
JC - Sub Contractor Sales	0.00	0.00	0.00	0.00	0.00		0.00
Catering - Food	0.00	0.00	0.00	6,987.50	(6,987.50)		500,000.00
Catering - Beverage	1,771.00	0.00	1,771.00	56.00	1,715.00		100,000.00
Catering - Adult Beverages	233,697.76	0.00	255,310.26	16,831.00	238,479.26		100,000.00
Catering - Supplemental Fee	45,124.20	0.00	49,046.70	4,353.50	44,693.20		0.00
Catering - Subcontractors	0.00	0.00	76,704.75	0.00	76,704.75		0.00
Other Revenue	0.00	0.00	3,078.00	0.00	3,078.00		1,000.00
Labor Charges	86,477.60	600.00	90,887.60	5,775.00	85,112.60		0.00
Linen Charges	0.00	0.00	0.00	0.00	0.00		0.00
Food Buyouts	45,176.48	0.00	50,176.48	0.00	50,176.48		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
	531,964.55	162,695.92	1,161,542.56	473,091.23	688,451.33		1,723,679.22



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Variance \$	% +/-	Budget 2022
ESS - Food Service Expenses							
Payroll - Full Time Employees	19,365.27	3,153.25	106,984.62	20,296.55	86,688.07		228,855.50
Payroll - Part Time Employees	10,004.84	6,431.65	55,857.41	25,095.85	30,761.56	55%	363,100.00
Payroll - Overtime	4,059.68	1,127.37	15,105.34	6,605.84	8,499.50		0.00
Employee Benefits	8,327.74	71.48	20,221.02	3,257.81	16,963.21	84%	47,117.76
Employers Payroll Taxes	2,534.02	792.64	13,437.55	3,945.76	9,491.79	71%	47,573.15
Workers Compensation Insurance	8,525.79	589.18	19,807.53	2,859.47	16,948.06	86%	47,356.44
Payroll - Outside Agency	3,785.32	0.00	6,947.50	0.00	6,947.50		0.00
Contracted Services	25,951.90	6,044.24	63,775.94	81,596.74	(17,820.80)		96,800.00
Product - Food - Concessions	110.89	0.00	23,103.70	476.53	22,627.17		100,000.00
Product - Food - Catering	0.00	0.00	55,463.95	939.72	54,524.23		25,000.00
Product - Beverages - Concessions	22,072.56	2,479.29	29,602.78	9,868.94	19,733.84	67%	50,000.00
Product - Beverage - Catering	23,423.39	0.00	38,333.58	579.96	37,753.62		25,000.00
Product - Adult Beverage - Concessions	(10,963.75)	12,921.00	54,989.96	52,041.54	2,948.42		50,000.00
Product - Adult Beverage - Catering	3,944.78	0.00	3,944.78	0.00	3,944.78		25,000.00
Product - Food - Jockey club	0.00	1,127.38	627.64	1,983.63	(1,355.99)	-216%	50,000.00
Product - Beverage - JC	0.00	0.00	0.00	483.49	(483.49)		25,000.00
Product - Adult Beverage - JC	0.00	241.00	4,196.76	9,274.94	(5,078.18)		25,000.00
Product - Spoilage	398.67	0.00	398.67	3,373.32	(2,974.65)		0.00
Supplies & Expenses	434.46	881.62	27,484.51	18,583.61	8,900.90	32%	135,000.00
Supplies - Paper Products	10,467.45	(45.59)	13,332.58	1,381.99	11,950.59		0.00
Ice - CO2	847.65	277.67	4,944.07	2,347.77	2,596.30	53%	15,000.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
Hood Cleaning	0.00	0.00	3,995.00	0.00	3,995.00		0.00
Linen & Equipment Rental	1,551.17	849.42	7,344.21	7,568.87	(224.66)	-3%	50,000.00
Promotional, Advertising & Travel	9,611.31	0.00	9,611.31	0.00	9,611.31		5,000.00
Equipment - New and Maintenance	3,156.76	0.00	25,952.56	14,842.72	11,109.84		25,000.00
Miscellaneous	0.00	0.00	0.00	0.00	0.00		2,500.00
	147,609.90	36,941.60	605,462.97	267,405.05	338,057.92		1,438,302.85
ESS - Food Service Direct/Profit Loss	384,354.65	125,754.32	556,079.59	205,686.18	350,393.41		285,376.37



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Varriance \$	% +/-	Budget 2022
COVID Labor Reimbursments							
Labor Reimbursement COVID Staffing	0.00	86,539.66	936,010.36	2,926,865.92	(1,990,855.56)	-213%	500,000.00
COVID Expenses:							
Payroll	0.00	54,265.28	656,129.43	2,079,427.66	(1,423,298.23)	-217%	337,185.00
Employee Benefits	0.00	9,662.35	73,592.80	200,245.76	(126,652.96)	-172%	68,945.27
Employers Payroll Taxes	0.00	4,132.60	50,008.77	151,695.87	(101,687.10)	-203%	29,166.50
Workers Compensation	0.00	2,984.59	61,722.28	111,804.98	(50,082.70)	-81%	26,974.80
General Expenses	0.00	0.00	0.00	0.00	0.00		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
	0.00	71,044.82	841,453.28	2,543,174.27	(1,701,720.99)		469,771.57
Direct Revenue over costs	0.00	15,494.84	94,557.08	383,691.65	(289,134.57)		30,228.43



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Varriance \$	% +/-	Budget 2022
Administration							
Payroll - Full Time Employees	56,255.17	49,868.70	519,636.11	402,418.16	117,217.95	23%	927,438.36
Payroll - Part Time Employees	3,018.50	8,958.00	10,691.00	39,340.38	(28,649.38)	-268%	60,000.00
Payroll - Overtime	2,936.34	3,365.01	16,858.57	19,662.27	(2,803.70)	-17%	15,000.00
Compensated Leave Expense	(887.77)	0.00	(3,976.15)	0.00	(3,976.15)		31,453.05
Employees Pension	4,656.26	3,220.68	43,218.61	31,969.48	11,249.13	26%	46,372.00
Employees Insurance	6,584.25	6,007.26	57,572.67	51,957.75	5,614.92	10%	85,180.77
Other Employee Benefits	522.54	85.00	5,309.70	2,783.43	2,526.27	48%	2,289.00
Employers Payroll Taxes	3,690.75	4,218.61	40,164.20	30,300.47	9,863.73	25%	84,813.42
Workers Compensation Insurance	18,063.44	2,927.86	57,741.36	21,950.84	35,790.52	62%	78,995.07
Outside Agency Payroll	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - Legal	800.00	3,617.09	51,873.49	41,524.83	10,348.66		0.00
Contracted Services - Other	19.00	20,378.70	2,429.10	122,880.73	(120,451.63)		70,000.00
Contracted Services - Financial	0.00	0.00	113,515.17	0.00	113,515.17	100%	140,000.00
Contracted Services - Security	0.00	0.00	630.00	0.00	630.00	100%	0.00
Contracted Services - IT	4,386.75	0.00	58,514.78	0.00	58,514.78	100%	77,000.00
Meeting Expenses	3,249.67	0.00	9,978.18	0.00	9,978.18		1,500.00
Travel & Training	40.59	1,829.99	11,257.89	5,755.13	5,502.76	49%	27,000.00
Marketing, PR & Sponsorships	710.31	0.00	1,781.89	156.00	1,625.89		0.00
Office Supplies & Expense	1,530.03	1,230.54	18,390.86	7,402.63	10,988.23	60%	125,000.00
Equipment Rental	1,339.10	527.95	5,948.52	4,130.89	1,817.63	31%	0.00
IT Expenses - non contracted	2,051.74	57,251.93	69,267.28	97,243.80	(27,976.52)	-40%	0.00
Miscellaneous Employee Expenses	4,095.30	1,183.99	6,443.05	5,788.88	654.17	10%	0.00
Telephone, Postage, Internet	11,078.49	6,656.34	80,766.80	48,470.98	32,295.82	40%	90,000.00
Dues & Subscriptions (non IT)	139.99	1,180.10	9,484.20	12,506.03	(3,021.83)	-32%	25,000.00
Business Insurance	12,295.00	10,014.00	100,963.28	97,637.28	3,326.00	3%	160,000.00
Bank Fees	261.92	400.45	3,101.92	8,002.57	(4,900.65)	-158%	4,000.00
Payroll Administration Fees	4,327.59	1,277.04	66,096.03	16,439.17	49,656.86	75%	30,000.00
CC Merchant Acceptance Fees	881.79	4,444.26	1,991.10	9,592.60	(7,601.50)		20,000.00
Unemployment Insurance	0.00	0.00	114,526.45	33,603.24	80,923.21		75,000.00
Audit Expense	9,000.00	0.00	11,347.28	0.00	11,347.28		15,000.00
Bad Debt - CC Chargebacks	67.00	186.49	2,988.42	3,955.99	(967.57)		0.00
	151,113.75	188,829.99	1,488,511.76	1,115,473.53	373,038.23		2,191,041.67



San Mateo County Event Center
Detailed Income Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Variance \$	% +/-	Budget 2022
Maintenance							
Payroll - Full Time Employees	52,038.03	65,611.68	531,626.49	602,123.51	(70,497.02)	-13%	831,045.14
Payroll - Part Time Employees	0.00	0.00	0.00	0.00	0.00		2,500.00
Payroll - Overtime	3,249.25	3,898.41	22,167.22	24,702.50	(2,535.28)	-11%	30,000.00
Employees Pension	5,352.70	5,336.57	54,657.74	48,162.30	6,495.44	12%	41,552.47
Employees Insurance	13,526.40	12,915.53	119,115.46	108,478.55	10,636.91	9%	174,071.00
Other Employee Benefits	647.50	147.75	4,184.80	1,312.50	2,872.30	69%	5,569.00
Employers Payroll Taxes	4,200.51	5,257.91	41,848.03	47,561.60	(5,713.57)	-14%	72,076.65
Workers Compensation Insurance	17,333.14	3,823.05	58,288.39	34,475.42	23,812.97	41%	66,683.61
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	1,252.82	1,042.66	7,399.23	6,484.40	914.83	12%	11,000.00
Contracted Services - Pest Control	1,188.00	2,524.50	9,603.00	10,474.50	(871.50)	-9%	16,500.00
Contracted Services - Janitorial	1,080.00	0.00	3,069.00	858.00	2,211.00	72%	2,500.00
Contracted Services - HVAC	1,336.00	13,141.00	15,268.42	37,108.90	(21,840.48)		50,000.00
Contracted Services - Other	0.00	7,897.50	8,757.06	13,919.06	(5,162.00)		26,000.00
Administration Expenses	2,559.74	824.42	10,551.14	4,635.54	5,915.60	56%	10,000.00
Equipment Rental	0.00	2,624.99	371.04	2,889.09	(2,518.05)		5,000.00
Utilities - Power	545.60	76,483.65	250,606.58	251,799.60	(1,193.02)	0%	325,000.00
Utilities - Water	483.11	7,705.55	64,067.00	54,676.54	9,390.46	15%	70,000.00
Utilities - Other	643.08	1,286.31	44,646.92	23,345.24	21,301.68	48%	55,000.00
Equipment Maintenance & Repairs	1,722.92	5,510.99	38,448.88	29,052.35	9,396.53	24%	50,000.00
Building Maintenance Supplies	1,186.73	1,433.90	24,980.36	17,789.52	7,190.84	29%	80,000.00
Janitorial Supplies	3,405.49	3,656.65	32,056.22	15,343.05	16,713.17	52%	0.00
Tools & Equipment	0.00	151.58	528.79	899.25	(370.46)		0.00
Building Repairs	2,483.81	2,717.49	28,288.50	3,187.69	25,100.81	89%	0.00
Emergency Repairs	0.00	0.00	55,447.95	0.00	55,447.95	100%	0.00
Trash Removal	2,628.50	6,976.18	25,683.69	34,216.05	(8,532.36)	-33%	50,000.00
	116,863.33	230,968.27	1,451,661.91	1,373,495.16	78,166.75		1,974,497.87



San Mateo County Event Center
Detailed Income Statement
For the Period Ending September 30, 2022 and 2021

	September 2022	September 2021	Year to Date 2022	Year to Date 2021	Variance \$	% +/-	Budget 2022
Non Capitalized Improvements:							
Non Capitalized Improvements	0.00	0.00	0.00	11,711.26	(11,711.26)		400,000.00
Expo Hall Upgrades	0.00	0.00	10,810.00	0.00	10,810.00		0.00
Cypress Hall Fire System	0.00	0.00	0.00	0.00	0.00		0.00
Barn Repairs	0.00	0.00	0.00	0.00	0.00		0.00
Asphalt Repairs	0.00	6,380.55	0.00	117,380.55	(117,380.55)		0.00
Roofing Replacement - Repairs	14,604.40	0.00	147,910.30	5,562.00	142,348.30		0.00
Event Pavillion - Drainage	0.00	0.00	0.00	0.00	0.00		0.00
Landscaping Projects	0.00	0.00	0.00	885.30	(885.30)		0.00
Security Camera	0.00	0.00	0.00	0.00	0.00		0.00
Lighting Retrofit	0.00	0.00	12,057.87	3,977.06	8,080.81	67%	0.00
Fiesta Hall Upgrades	0.00	0.00	14,823.12	35,963.44	(21,140.32)		0.00
Storm Drains Sewers	0.00	0.00	17,825.00	0.00	17,825.00		0.00
Cypress Hall	0.00	0.00	1,718.54	0.00	1,718.54		0.00
Parking Lot	0.00	0.00	54,735.00	0.00	54,735.00		0.00
Computer Switch Upgrade	0.00	0.00	0.00	0.00	0.00		0.00
PSC Building	0.00	0.00	0.00	3,221.29	(3,221.29)		0.00
Generators	0.00	0.00	0.00	2,800.00	(2,800.00)		0.00
Jockey Club	0.00	0.00	94,579.14	0.00	94,579.14		0.00
Redwood Hall	0.00	0.00	0.00	0.00	0.00		0.00
Door Replacement	0.00	0.00	0.00	0.00	0.00		0.00
Equipment	2,340.23	9,348.91	205,543.87	215,362.03	(9,818.16)		500,000.00
	16,944.63	15,729.46	560,002.84	396,862.93	163,139.91		900,000.00
Capitalized Improvements:							
Fiesta Hall Heat	0.00	0.00	103,371.00	0.00	103,371.00		500,000.00
Sub Station - Central Mall	0.00	0.00	0.00	0.00	0.00		300,000.00
Internet and Wi Fi Improvements	0.00	0.00	0.00	0.00	0.00		300,000.00
Redwood Hall Remodel	0.00	0.00	194,698.00	0.00	194,698.00		1,245,000.00
100 amp Electrical - Cafe Lawn	0.00	0.00	0.00	0.00	0.00		75,000.00
Administration Office Addition	0.00	0.00	79,638.00	0.00	79,638.00		650,000.00
Saratoga Entrance Upgrade	0.00	0.00	0.00	0.00	0.00		200,000.00
Electronic Signs	0.00	0.00	168,919.29	0.00	168,919.29		200,000.00
	0.00	0.00	546,626.29	0.00	546,626.29		3,470,000.00

10/11/2022 15:56

AR Aged Invoice Analysis

Balances as of 9/30/2022
by GL Date

Historical by AR Account

San Mateo
Diane Baumann

Tuesday, October 11, 2022 5:28:36PM
Page 1

Invoice Number	Invoice Date	Terms	Balance	Current 9/1/2022 and Beyond	Over 30 8/1/2022 8/31/2022	Over 60 7/1/2022 7/31/2022	Over 90 6/1/2022 6/30/2022	Over 120 Up to 5/31/2022
Receivables: 131001-00-A								
California Authority of Racing Fairs (00000336)					Phone: 916-927-7223	Last Pymt: 8/16/2022	168,642.10	
00282	8/31/2022	Net 30	20,436.36		20,436.36			
00286	8/31/2022		10,136.02		10,136.02			
California Authority of Racing Fairs Totals:			30,572.38	0.00	30,572.38	0.00	0.00	0.00
Foodieland LLC (00007488)						Last Pymt: 9/30/2022	0.00	
24027	9/30/2022	Net 30	4,548.80	4,548.80				
Foodieland LLC Totals:			4,548.80	4,548.80	0.00	0.00	0.00	0.00
Golden Gate Fields (00000321)					Phone: 626-574-7223	Last Pymt: 9/30/2022	52,071.04	
00281	8/31/2022	Net 30	2,161.38		2,161.38			
00298	9/30/2022	Net 30	8,793.76	8,793.76				
00302	9/30/2022	Net 30	46,383.21	46,383.21				
Golden Gate Fields Totals:			57,338.35	55,176.97	2,161.38	0.00	0.00	0.00
Los Alamitos Quarter Horse Racing Association (00001662)						Last Pymt: 9/19/2022	13,765.00	
00283	8/31/2022	Net 30	12,099.64		12,099.64			
00299	9/30/2022	Net 30	7,551.47	7,551.47				
00300	9/30/2022	Net 30	10,396.39	10,396.39				
Los Alamitos Quarter Horse Racing Associat			30,047.50	17,947.86	12,099.64	0.00	0.00	0.00
New Living Expo (00003972)					Phone: 415-246-7246	Last Pymt: 5/26/2022	0.00	
23995	5/26/2022	Net 30	2,995.12					2,995.12
New Living Expo Totals:			2,995.12	0.00	0.00	0.00	0.00	2,995.12
SaaStr, Inc (00007361)						Last Pymt: 9/30/2022	0.00	
24025	9/30/2022		801,314.76	801,314.76				
SaaStr, Inc Totals:			801,314.76	801,314.76	0.00	0.00	0.00	0.00
San Mateo County EMS Agency (00006380)						Last Pymt: 11/30/2019	449.75-	
Conv Bal	12/31/2021		1,435.00-					1,435.00-
San Mateo County EMS Agency Totals:			1,435.00-	0.00	0.00	0.00	0.00	1,435.00-
Sonoma County Fair & Exposition, Inc. (00001867)						Last Pymt: 9/22/2022	18,824.08	
00284	8/31/2022		28,571.55		28,571.55			
Sonoma County Fair & Exposition, Inc. Totals:			28,571.55	0.00	28,571.55	0.00	0.00	0.00
Stoehr, Dana (00000095)					Phone: 650-574-3247 ex	Last Pymt: 8/14/2018	350.00	
24026	9/30/2022		250.00	250.00				
Stoehr, Dana Totals:			250.00	250.00	0.00	0.00	0.00	0.00
Watch and Wager.Com, LLC (00003730)					Phone: 916-800-1395	Last Pymt: 9/30/2022	3,802.94	
00301	9/30/2022	Net 30	3,365.81	3,365.81				
Watch and Wager.Com, LLC Totals:			3,365.81	3,365.81	0.00	0.00	0.00	0.00
Receivables: 131001-00-A Totals			957,569.27	882,604.20	73,404.95	0.00	0.00	1,560.12

Receivables: 228000-00-A

Asiya Shriners Temple (00002369)					Phone: 650-345-4300	Last Pymt: 9/22/2022	2,800.00	
U-20220110	12/31/2021		10,742.38-					10,742.38-
U-20220922	9/22/2022		7,942.37-	7,942.37-				
U-20220922	9/22/2022		2,800.00-	2,800.00-				
Asiya Shriners Temple Totals:			21,484.75-	10,742.37-	0.00	0.00	0.00	10,742.38-
Google LLC (00004382)						Last Pymt: 9/22/2022	22,000.00	

AR Aged Invoice Analysis

Balances as of 9/30/2022
by GL Date

Historical by AR Account

San Mateo
Diane Baumann

Tuesday, October 11, 2022 5:28:36PM
Page 2

Invoice Number	Invoice Date	Terms	Balance	Current 9/1/2022 and Beyond	Over 30 8/1/2022 8/31/2022	Over 60 7/1/2022 7/31/2022	Over 90 6/1/2022 6/30/2022	Over 120 Up to 5/31/2022
Receivables: 228000-00-A (continued)								
Google LLC (00004382) (continued)							Last Pymt: 9/22/2022	22,000.00
U-20220110	12/31/2021		61,004.88-					61,004.88-
U-20220922	9/22/2022		22,000.00-	22,000.00-				
Google LLC Totals:			83,004.88-	22,000.00-	0.00	0.00	0.00	61,004.88-
Nor Cal Landscape Nursery Show (00000051)						Phone: 530-458-3190	Last Pymt: 7/8/2022	3,000.00
U-20211231	12/31/2021		12,544.55-					12,544.55-
U-20220121	1/21/2022		5,000.00-					5,000.00-
U-20220615	6/15/2022		2,500.00-				2,500.00-	
U-20220615	6/15/2022		2,500.00-				2,500.00-	
U-20220624	6/24/2022		2,500.00-				2,500.00-	
U-20220624	6/24/2022		2,500.00-				2,500.00-	
U-20220708	7/8/2022		3,000.00-			3,000.00-		
Nor Cal Landscape Nursery Show Totals:			30,544.55-	0.00	0.00	3,000.00-	10,000.00-	17,544.55-
Osberto Barris Vasquez (vasosb)						Phone: 650-274-8571	Last Pymt: 9/15/2022	5,520.95
U-20220915	9/15/2022		5,520.95-	5,520.95-				
Osberto Barris Vasquez Totals:			5,520.95-	5,520.95-	0.00	0.00	0.00	0.00
Rameelo (00007593)						Phone: 949-903-9366	Last Pymt: 9/8/2022	13,726.21
U-20220830	8/30/2022		13,726.21-			13,726.21-		
U-20220908	9/8/2022		13,726.21-	13,726.21-				
Rameelo Totals:			27,452.42-	13,726.21-	13,726.21-	0.00	0.00	0.00
Reptile Realms (00006398)						Phone: 4086924377	Last Pymt: 8/31/2022	0.00
U-20220714	7/14/2022		246.97-			246.97-		
Reptile Realms Totals:			246.97-	0.00	0.00	246.97-	0.00	0.00
San Mateo County Health Foundation (00007498)							Last Pymt: 6/27/2022	1,539.38
U-20220314	3/14/2022		1,539.38-					1,539.38-
U-20220627	6/27/2022		1,539.38-				1,539.38-	
San Mateo County Health Foundation Totals			3,078.76-	0.00	0.00	0.00	1,539.38-	1,539.38-
Varsity (00006644)						Phone: 352-494-2993	Last Pymt: 9/12/2022	18,748.29
U-20220912	9/12/2022		18,748.29-	18,748.29-				
Varsity Totals:			18,748.29-	18,748.29-	0.00	0.00	0.00	0.00
Receivables: 228000-00-A Totals			190,081.57-	70,737.82-	13,726.21-	3,246.97-	11,539.38-	90,831.19-
Grand Totals:								
18 Customers			767,487.70	811,866.38	59,678.74	3,246.97-	11,539.38-	89,271.07-
34 Invoices				105.78 %	7.78 %	0.42-%	1.50-%	11.63-%

AP Aged Invoice Analysis

Historical Balances by GL Date as of 9/30/2022

Historical Aging

San Mateo
Diane Baumann

Tuesday, October 11, 2022 5:32:30PM

Page 1

Invoice Number	Invoice Date	Balance	Current 9/1/2022 and Beyond	1 - 30 Days 8/1/2022 8/31/2022	31 - 60 Days 7/1/2022 7/31/2022	61 - 90 Days 6/1/2022 6/30/2022	Over 90 Days Up to 5/31/2022
00000188 (Daktronics, Inc.)							
770796-1-3	12/31/2021	163,739.45					163,739.45
00000188		163,739.45	0.00	0.00	0.00	0.00	163,739.45
espcat (Esposito's Catering)							
174965	9/27/2022	8,386.81	8,386.81				
espcat		8,386.81	8,386.81	0.00	0.00	0.00	0.00
Grand Totals:		172,126.26	8,386.81	0.00	0.00	0.00	163,739.45