SAN MATEO COUNTY EVENTCENTER

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: November 9, 2022

FINANCIAL HIGHLIGHTS: October 31, 2022

Balance Sheet:

Assets:

Cash on Hand: $52,500.00 No change in October

Cash in Banks: $2,889,401.85 increased $391,033.59 decrease in Accounts Receivable

Investments: $9,171,339.03 increased $28,112.67 - 3rd quarter interest earned LAIF and County

Restricted Cash: Auction: $72,262.08 – no change Pension Funds increased $256,294.50 - Employer Contributions $13,157.52; Employee Contributions $7,666.05; Other Additions $33.81; Distributions $867.64; Investment gain $237,444.79; Fees $1,140.03 Ending balance $4,097,757.29 balances to Restricted Liabilities - Liability for Pension Plans

Accounts Receivable – Decreased $446,036.85 to $511,532.42 balances to AR Aged Invoice Analysis. (page 1 subtotal) California Association of Racing Fairs owes for the summer race meets; we received payment from the collection agency for New Living Expo in November. No other accounts are over 60 days.

Prepaid and Deferred Charges – Prepaid insurance increased $4,173.84 to $36,849.76 – employee benefits paid in advance.

Event Sales and Service Food and Beverage Inventory $61,402.04 no change in October – Inventory is taken quarterly.

Fixed Assets: Construction in Progress $546,626.29 had no changes in October – detail is provided on the last page of the detailed financial statements. Depreciation $12,808.40

Liabilities

Accounts Payable: Increased $111,982.58 to $284,108.84 Balances to AP Aged Invoice Analysis. (page 3) The Daktronics invoice of $163,739.45 shows 90 days past due – the equipment is installed and working, we are waiting for final invoice.

Advanced Billings – Future Events $408,357.13 balances to account 228000-00-A on the A/R Aged Invoice Analysis (subtotal on page 2)

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Accrued Payroll and Related
Payroll Payable – Exempt Employees cash out $41,492.64 – paid 11/1/2022
Workers Compensation Insurance Clearing – $19,694.04 will be allocated at year end
Accrued Wages – $4,903.58 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:
Sales Tax Payable of $7,119.21 was paid in November
Restricted Liabilities: Pension Plan Liability and auction reserve mirror the asset entries

Monthly loss of $278,524.20 balances to the Consolidated Financial Statement.

Consolidated Financial Statements:

	October 2022	October 2021	YTD 2022	YTD 2021
Operating Profit/(Loss)	$-265,715.80	$16,564.90	$1,821,992.48	$2,906,009.74
Balance Sheet Profit/Loss with depreciation and other funding (including the PPP Grant & State Funding)	$-278,524.20	$5,440.13	$2,669,124.39	$3,534,163.91

Other Operating Revenue $37,632.67 – Interest Earned $28,122.67; Cell Phone Tower $6,010.00; Rebate on company credit cards $3,500.00

Prior Year Expense Adjustment $-1,468.83 – forfeiture credits One America; reversing credit old invoice

Departmental Financial Statements - Items of Note:

Event Sales & Service (ESS) - Direct profit for Month $103,523.98 (page 1 & 2)

Revenue: Rentals in September – Taste of the County; Northern California Volleyball; Shriners Car Show; Rameelo Raas Garba; Vote Center Training and AMR
Rental Rebates/Sponsorships were – Taste of the County and Vote Center Training
Patron parking fees $61,185.00 public events Tailgating Permits – Volleyball
Monthly Parking Contracts - $49,915.00– Upstart Network; Nueva School; Google, Facebook, and Corinthian Buses IT Services – credit $15,000.00 to SaaStr
Electrical Services – Commission from Edlen – SaaStr and Gem & Jewelry
Miscellaneous Fees: $30,836.00 Cancellation Fee –NCVA ; ticket fees for tailgating
Expenses – Direct payroll expenses and benefits, workers' compensation
Payroll Outside agency was parking wages paid to Enviroclean workers, and donation for volunteer groups - Foodieland
Administrative Expenses include credit card fees
Security/Law Enforcement includes Foodieland, Saastr as well as smaller events
Fees and insurance; EMT Fees and show janitorial fees are reimbursable.
Parking Contracted Services CMC Traffic control – Foodieland
Travel – reimburse hotel room staff – Foodieland
Marketing – Contracted Services – Social Media

SAN MATEO COUNTY EVENTCENTER

Jockey Club – Satellite Wagering Facility – Direct Profit for Month $82,133.60 (page 3)

Revenue: Jockey Club revenues were down slightly from October 2021, however, ytd we are up

Expenses: Payroll expenses and taxes

Administrative Services include janitorial supplies

Annual San Mateo County Fair – (pages 4 – 7) Profit YTD $233,136.00

Revenue: None

Expenses: $20,649.32

Administration & Marketing – Salaries & Wages, benefits, workers' compensation

Marketing/Advertising – Bay Area Reporter – Fair Ads

Travel – Justin – IAFE

Competitive Fair Awards – checks

Competitive Fair Exhibits – Payroll costs – fair cleanup; supplies and expense – processing fees

Food Service- Direct loss for month $64,185.87 (page 8 & 9)

Revenue: $65,967.44

Small Events – NCVA - Buyouts – Taste of the County; Rameelo Raas Garba

Expenses: $130,153.31 Salaries and Wages, taxes and benefits – Contracted services include temporary staff from Foodieland and SaaStr

Equipment – includes new refrigerators $17,079.65

Administration – Expense for month - $150,335.55 (page 11)

Salaries & Wages, benefits, payroll taxes, workers compensation

Contracted Services – Financial includes two months

IT Expenses include annual Barracuda email spam renewal $2,030.00 and web page updates $1,375.00

Telephone, Postage, and internet – Internet includes new A T & T service

Maintenance – Expense for month $240,647.10 (page 12)

Salaries, wages, benefits, payroll taxes, and workers' compensation

Contracted services – other $5,698.75 - pressure washing grounds after Foodieland, pressure test fuel tank

Power – includes two months

Equipment Maintenance – Preventive Maintenance on generators and forklifts, fuel for vehicles

Non-Capitalized Improvements (page 13) $8,700.18

Jockey Club – equipment for upgrade of control room

Non-Capitalized Equipment $6,446.09

Scanners for Parking lots - $4,059.55; Signal line tester for Jockey club - $1,754.00; ESSFB POS Stand $632.54

Capital Improvements:

Construction in Progress: $546,626.29 no activity in October

San Mateo County Event Center

Balance Sheet

As of October 31, 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	2,456,254.18	387,444.32	2,843,698.50
Cash - Fair Awards	4,272.12	(250.00)	4,022.12
Cash - Payroll	37,841.96	3,839.27	41,681.23
	2,498,368.26	391,033.59	2,889,401.85
Investments			
Cash - Investment - San Mateo County	394,845.90	1,312.90	396,158.80
Cash - Investment - LAIF	8,748,370.46	26,809.77	8,775,180.23
	9,143,216.36	28,122.67	9,171,339.03
Restricted Cash			
Cash - Auction	72,262.08	0.00	72,262.08
Cash Value - Pension	3,841,462.79	256,294.50	4,097,757.29
	3,913,724.87	256,294.50	4,170,019.37
Accounts Receivable			
Accounts Receivable	957,569.27	(446,036.85)	511,532.42
Allowance for Doubtful Accounts - A/R	0.00	0.00	0.00
	957,569.27	(446,036.85)	511,532.42
Pre Paid and Deferred Charges			
Deferred Charges	0.00	0.00	0.00
Advanced Deposits	0.00	0.00	0.00
Pre Paid Insurance	32,675.92	4,173.84	36,849.76
Pre-Paid Expenses	0.00	0.00	0.00
	32,675.92	4,173.84	36,849.76
ESSFB - Inventory Items	61,402.04	0.00	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	(2,325,519.63)	(7,442.99)	(2,332,962.62)
Capitalized - Leasehold Improvements	7,240,902.22	0.00	7,240,902.22
Accumulated Depreciation - Leasehold Imp	(6,687,433.86)	(5,365.41)	(6,692,799.27)
	1,280,385.70	(12,808.40)	1,267,577.30
Total Assets:	17,939,842.42	220,779.35	18,160,621.77

San Mateo County Event Center

Balance Sheet

As of October 31, 2022

	Beginning Balance	Activity	Ending Balance
Liabilities			
Accounts Payable			
Accounts Payable	172,126.26	111,982.58	284,108.84
Advanced Billings			
Advance Billings - Future Events	190,081.57	218,275.56	408,357.13
Accrued Payroll and Related			
Bonus Payable	0.00	0.00	0.00
Payroll Payable	0.00	(41,492.64)	(41,492.64)
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 Clearning	0.00	(19,694.04)	(19,694.04)
Accrued Wages	(3,976.15)	(927.43)	(4,903.58)
Accrued Employee Leave - Admin	65,355.90	0.00	65,355.90
Accured 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
	183,755.94	(62,114.11)	121,641.83
Other Liabilites			
Suspense	0.00	0.00	0.00
Reimbursable Costs	0.00	0.00	0.00
Sales Tax Payable	32,254.19	(25,134.98)	7,119.21
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
	38,312.40	(25,134.98)	13,177.42
Restricted Liabilities			
Liability for Pension Plans	3,841,462.79	256,294.50	4,097,757.29
Junior Livestock Auction Reserve	72,858.06	0.00	72,858.06
Carnival Capital Improvement	53,449.94	0.00	53,449.94
Scholarship Reserve	695.00	0.00	695.00
	3,968,465.79	256,294.50	4,224,760.29
Debt - Long & Short Term	0.00	0.00	0.00
Retained Earnings			
Net Resources	10,439,451.87	0.00	10,439,451.87
Restriced Resources	0.00	0.00	0.00
Profit / Loss	2,947,648.59	(278,524.20)	2,669,124.39
Total Liabilities	17,939,842.42	220,779.35	18,160,621.77

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center

Consolidated Financial Statement

For the Period Ending October 31, 2022 and 2021

	October 2022	October 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	0.00	30,417.12	25,698.16	4,718.96	16%	54,500.00
Miscellaneous Fair Revenue	0.00	0.00	447,871.00	532,363.50	(84,492.50)	-19%	545,000.00
ESS - Food & Beverage	65,967.44	5,131.78	1,227,510.00	478,223.01	749,286.99	61%	1,723,679.22
Jockey Club	142,762.35	163,668.94	1,882,225.81	1,764,509.84	117,715.97	6%	2,370,445.53
COVD Response	0.00	361,635.47	936,010.36	3,288,501.39	(2,352,491.03)	-251%	500,000.00
ESS - Event Sales and Service	396,428.84	318,803.14	5,015,719.39	4,437,126.33	578,593.06	12%	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	37,632.67	7,143.95	111,249.14	67,986.13	43,263.01	39%	100,019.40
Total Operating Revenue	**642,791.30**	**856,383.28**	**11,532,791.02**	**12,167,770.71**	**(634,979.69)**		**11,286,692.78**

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center

Consolidated Financial Statement

For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Variance $	% +/-	Annual Budget
Expenses							
Administration	150,335.55	127,040.71	1,638,847.31	1,242,514.24	396,333.07	24%	2,191,041.67
Maintenance	240,647.10	118,736.17	1,692,309.01	1,492,231.33	200,077.68	12%	1,974,497.87
Fair Administration & Marketing	17,280.63	7,272.82	591,545.47	372,423.50	219,121.97	37%	637,400.56
Fair Attendance Operations	0.00	16,044.49	524,285.54	414,894.22	109,391.32	21%	469,136.78
Miscellaneous Fair Expense	0.00	5,000.00	207,647.19	109,440.32	98,206.87	47%	137,927.79
Fair Competitive Awards	250.00	0.00	26,904.77	25,409.54	1,495.23	6%	70,000.00
Fair Competitive Exhibits	3,118.69	3,521.45	225,475.04	144,407.97	81,067.07	36%	226,286.50
Fair Entertainment	0.00	0.00	543,269.91	306,966.76	236,303.15	43%	492,161.50
COVD Response	0.00	330,723.12	841,453.28	2,873,897.39	(2,032,444.11)	-242%	469,771.57
ESS - Event Sales and Service	292,904.86	70,880.28	1,484,355.43	935,710.21	548,645.22	37%	1,447,952.03
ESS - Food & Beverage	130,153.31	18,992.18	735,616.28	286,397.23	449,219.05	61%	1,438,302.85
Jockey Club	60,628.75	56,503.74	615,135.16	554,144.31	60,990.85	10%	830,869.15
Equipment & Improvements	15,146.27	85,354.59	575,149.11	482,217.52	92,931.59	16%	900,000.00
Prior Year Expense Adjustment	(1,468.83)	(249.99)	11,046.88	17,740.25	(6,693.37)	-61%	0.00
Cash over/short	(489.23)	(1.18)	(2,241.84)	3,366.18	(5,608.02)	250%	0.00
Total Operating Expenses	**908,507.10**	**839,818.38**	**9,710,798.54**	**9,261,760.97**	**449,037.57**		**11,285,348.27**
Total Operating Revenue	**642,791.30**	**856,383.28**	**11,532,791.02**	**12,167,770.71**	**(634,979.69)**		**11,286,692.78**
Operating Profit/Loss	**(265,715.80)**	**16,564.90**	**1,821,992.48**	**2,906,009.74**	**(1,084,017.26)**		**1,344.51**
Non Operating Revenue	0.00	0.00	962,796.24	840,523.00	122,273.24		100,000.00
Depreciation Expense	12,808.40	11,124.77	115,664.33	212,368.83	(96,704.50)		501,274.65
Profit Loss	(278,524.20)	5,440.13	2,669,124.39	3,534,163.91	(865,039.52)		(399,930.14)

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SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	Budget 2022
ESS - Revenue							
Building Rental Fees	180,000.00	214,698.33	2,321,020.93	2,835,881.17	(514,860.24)	-22%	1,891,387.50
Rental Rebates/Sponsorships	(10,285.00)	0.00	(439,935.00)	(3,349.28)	(436,585.72)		0.00
Grounds Rental Fees	0.00	0.00	0.00	0.00	0.00		0.00
Equipment Rental Fees	16,022.00	15,040.00	172,122.25	109,843.00	62,279.25	36%	118,769.50
Recovered Expenses - Other	0.00	1,760.00	76,563.62	42,506.89	34,056.73		18,939.14
Recovered Janitorial Services	28,897.26	16,783.75	426,770.02	327,749.67	99,020.35	23%	411,197.53
Recovered Utilities	0.00	0.00	7,500.00	0.00	7,500.00		4,500.00
Recovered Trash	1,000.00	0.00	24,768.75	29,145.00	(4,376.25)	-18%	45,100.00
Recovered Damages	0.00	0.00	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	10,706.25	0.00	307,133.60	216,438.14	90,695.46	30%	253,934.26
Recovered Labor	4,050.00	0.00	82,762.00	16,050.00	66,712.00	81%	0.00
Recovered EMT Fees	2,615.63	0.00	37,704.62	17,514.54	20,190.08	54%	13,780.00
Recovered Insurance Fees	0.00	582.00	1,030.00	582.00	448.00		0.00
Patron Parking Fees	61,185.00	0.00	1,079,696.00	296,885.00	782,811.00	73%	1,000,000.00
Exhibitor/Vendor Parking	390.00	0.00	14,584.50	1,860.00	12,724.50	87%	82,410.70
Tailgating Permits - Youth Sports	8,201.00	0.00	43,626.00	0.00	43,626.00	100%	50,000.00
Monthly Parking Contracts	49,915.00	49,700.00	493,243.50	475,569.00	17,674.50	4%	598,750.00
RV Parking	150.00	0.00	4,450.00	1,900.00	2,550.00	57%	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	(15,000.00)	0.00	110,900.00	15,275.00	95,625.00	86%	21,030.00
Electrical Services	27,580.70	20,219.06	43,189.67	25,438.46	17,751.21	41%	0.00
Fire Department Fees	0.00	0.00	0.00	0.00	0.00		0.00
Business License Fees	165.00	20.00	6,435.00	3,025.00	3,410.00	53%	0.00
Miscellaneous Fees	30,836.00	0.00	182,651.47	0.00	182,651.47		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:	**396,428.84**	**318,803.14**	**5,015,719.39**	**4,437,126.33**	**578,593.06**		**4,513,048.63**
Cell Phone Tower	6,010.00	5,834.95	59,049.70	57,329.80	1,719.90	3%	70,019.40

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	Budget 2022
ESS - Expenses							
Payroll - Full Time Employees	16,303.25	17,190.41	185,574.24	161,140.39	24,433.85	13%	315,510.51
Payroll - Part Time Employees	770.00	385.00	10,212.50	3,545.38	6,667.12	65%	315,100.00
Payroll - Overtime	86.01	124.82	4,309.62	4,854.34	(544.72)	-13%	0.00
Payroll - Parking Lots	24,296.28	18,108.96	189,899.80	99,254.05	90,645.75	48%	0.00
Employee Benefits	5,484.09	5,032.74	60,439.93	37,342.15	23,097.78	38%	69,495.87
Employers Payroll Taxes	2,655.56	1,437.12	31,792.74	18,796.44	12,996.30	41%	51,396.81
Workers Compensation Insurance	1,892.87	1,866.66	42,630.33	14,214.50	28,415.83	67%	50,448.84
Payroll - Outside Agency	16,971.00	0.00	34,642.50	0.00	34,642.50		0.00
Contracted Services	0.00	(7,014.41)	0.00	0.00	0.00		0.00
Administrative Expenses	7,023.30	8,551.33	35,137.97	9,405.26	25,732.71	73%	31,000.00
Signs and Banners	0.00	0.00	0.00	0.00	0.00		0.00
Equipment Rentals	1,230.89	(16,070.01)	16,265.78	7,097.28	9,168.50	56%	40,000.00
Security - Law Enforcement	125,556.77	680.00	236,083.44	208,800.41	27,283.03	12%	200,000.00
Fees and Insurance	330.00	20.00	7,510.00	3,025.00	4,485.00	60%	14,500.00
EMT Fees	3,622.50	3,285.00	28,326.15	6,075.00	22,251.15	79%	30,000.00
Show Janitorial	43,020.00	35,373.00	237,321.00	139,633.75	97,687.25	41%	0.00
Electrical, IT and Other Labor	7,200.00	0.00	47,852.34	0.00	47,852.34		195,000.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
Trash and Damages	765.00	0.00	7,534.91	1,275.00	6,259.91		0.00
COVID Expenses	0.00	(11,934.71)	92,284.88	50,735.23	41,549.65	45%	0.00
Parking Equipment	0.00	0.00	7,343.26	1,800.73	5,542.53	75%	55,000.00
Parking Signs	3,533.74	1,438.80	4,710.11	15,997.82	(11,287.71)	-240%	0.00
Parking Uniforms	0.00	0.00	0.00	3,389.46	(3,389.46)		0.00
Parking - Contracted Services	14,860.00	0.00	27,287.50	0.00	27,287.50		0.00
Parking - Merchant Fees	2,523.48	0.00	33,016.63	0.00	33,016.63	100%	15,000.00
Parking - Other Expenses	1,820.17	3,551.93	9,259.45	9,214.86	44.59		5,000.00
Marketing - Advertising	5,315.00	0.00	24,963.99	9,517.37	15,446.62	62%	2,500.00
Travel, Training and Entertainment	666.42	3,179.00	6,326.24	5,293.99	1,032.25	16%	8,000.00
Web Site	1,470.00	1,203.44	5,370.00	19,944.87	(14,574.87)	-271%	20,000.00
Public Relations - Sponsorships	0.00	971.20	2,240.11	18,779.20	(16,539.09)		10,000.00
Administrative Expenses	608.53	0.00	4,720.01	0.00	4,720.01	100%	20,000.00
Marketing - Contracted Services	4,900.00	3,500.00	91,300.00	86,577.73	4,722.27	5%	0.00
Total Expenses	**292,904.86**	**70,880.28**	**1,484,355.43**	**935,710.21**	**548,645.22**		**1,447,952.03**
Direct Profit Loss	**103,523.98**	**247,922.86**	**3,531,363.96**	**3,501,416.12**	**29,947.84**		**3,065,096.60**

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	Budget 2022
Jockey Club - Revenue							
Admissions	34,200.00	40,260.00	319,920.00	250,910.00	69,010.00	22%	393,899.08
Track Commissions	53,476.72	59,021.02	478,320.13	379,586.63	98,733.50	21%	835,374.37
ADW Fees	41,796.11	49,657.10	961,390.39	1,037,075.95	(75,685.56)	-8%	845,597.75
Publication Sales	11,467.73	13,214.82	107,271.63	83,257.94	24,013.69	22%	206,464.07
Other Items Sold	17.79	26.00	191.66	198.52	(6.86)	-4%	350.00
ATM Revenue	1,804.00	1,490.00	15,132.00	10,266.00	4,866.00	32%	70,000.00
Lottery	0.00	0.00	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	**142,762.35**	**163,668.94**	**1,882,225.81**	**1,764,509.84**	**117,715.97**		**2,370,445.53**
Jockey Club- Expenses							
Payroll - Management	7,104.00	8,603.78	101,101.76	87,891.56	13,210.20	13%	100,472.00
Payroll - Admissions	7,063.06	5,847.64	72,539.78	64,297.37	8,242.41	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	5,078.55	7,403.42	58,240.25	43,853.98	14,386.27	25%	66,408.64
Employers Payroll Taxes	1,075.59	1,092.56	13,110.08	11,600.65	1,509.43	12%	15,031.79
Workers Compensation Insurance	779.19	724.86	16,837.49	8,139.62	8,697.87	52%	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	0.00	0.00	1,132.40	790.00	342.40		1,000.00
Administrative Expenses	3,382.72	1,125.02	19,976.14	114,208.90	(94,232.76)	-472%	31,000.00
Contracted Services - Janitorial	13,740.00	4,195.96	97,285.50	44,530.74	52,754.76	54%	90,000.00
Contracted Services - Security	13,775.00	12,340.00	126,959.00	86,165.00	40,794.00	32%	160,000.00
Advertising and Marketing	0.00	0.00	1,380.00	0.00	1,380.00		1,000.00
Programs - Racing Forms	8,630.64	9,735.40	90,378.76	70,229.12	20,149.64	22%	190,000.00
Lottery Expenses	0.00	37.60	0.00	58.60	(58.60)		50,000.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
CARF Dues	0.00	5,397.50	16,194.00	21,590.00	(5,396.00)	-33%	27,500.00
Unforms	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	**60,628.75**	**56,503.74**	**615,135.16**	**554,144.31**	**60,990.85**		**830,869.15**
Direct Profit/Loss	**82,133.60**	**107,165.20**	**1,267,090.65**	**1,210,365.53**	**56,725.12**		**1,539,576.38**

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	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	0.00	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	**0.00**	**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 Reimbursment	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	0.00	46,893.50	152,036.50	(105,143.00)		70,000.00
Sponsorship	0.00	0.00	148,350.00	113,830.00	34,520.00		200,000.00
	0.00	**0.00**	**447,871.00**	**532,363.50**	**(84,492.50)**		**545,000.00**
Direct Fair Revenue:	**0.00**	**0.00**	**2,352,263.92**	**2,180,596.26**	**171,667.66**		**1,829,500.00**

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	Budget 2022
Annual San Mateo County Fair - Expenses							
Fair Administration & Marketing							
Payroll - Full Time Employees	9,103.28	8,588.48	95,812.02	94,473.22	1,338.80	1%	167,158.97
Payroll - Part Time Employees	0.00	0.00	6,978.76	5,356.00	1,622.76		17,500.00
Payroll - Overtime	0.00	0.00	70.17	858.00	(787.83)		1,000.00
Employees Pension	455.16	644.13	5,165.82	4,841.50	324.32	6%	8,358.00
Employees Insurance	1,611.67	1,740.30	16,708.31	16,145.54	562.77	3%	21,812.87
Other Employee Benefits	148.60	6.50	1,034.50	307.52	726.98	70%	0.00
Employers Payroll Taxes	678.10	648.55	7,695.05	7,519.66	175.39	2%	15,798.00
Workers Compensation Insurance	558.84	472.36	15,356.78	5,262.77	10,094.01	66%	14,772.72
Contracted Services	0.00	(20,000.00)	151,819.00	54,898.75	96,920.25	64%	16,000.00
Administration Expense	150.00	0.00	1,599.55	452.56	1,146.99	72%	10,000.00
Marketing - Advertising	3,652.00	15,172.50	250,908.51	168,491.44	82,417.07	33%	300,000.00
Travel and Training	922.98	0.00	2,241.84	1,500.00	741.84	33%	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	0.00	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)
	17,280.63	7,272.82	591,545.47	372,423.50	219,121.97		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	15,000.00	252,252.00	200,603.00	51,649.00		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	1,044.49	17,274.37	6,046.29	11,228.08		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	16,044.49	524,285.54	414,894.22	109,391.32		469,136.78

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
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	October 2022	October 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	5,000.00	0.00	18,950.00	(18,950.00)		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	675.00	6,358.00	4,127.00	2,231.00		4,500.00
Exhibitors Expenses	0.00	(675.00)	105,898.62	18,313.90	87,584.72		35,000.00
	0.00	5,000.00	207,647.19	109,440.32	98,206.87		137,927.79
Competitive Exhibit Awards							
Cash Awards	250.00	0.00	17,940.00	21,298.00	(3,358.00)		60,000.00
Non Cash Awards	0.00	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
	250.00	0.00	26,904.77	25,409.54	1,495.23		70,000.00
Competitive Fair Exhibits							
Payroll - Full Time Employees	0.00	(3,770.28)	0.00	272.97	(272.97)		0.00
Payroll - Part Time Employees	655.80	4,043.25	63,675.36	55,599.23	8,076.13	13%	119,000.00
Employee Benefits	12.72	12.95	874.39	824.79	49.60	6%	0.00
Employers Payroll Taxes	50.17	20.88	4,859.89	4,181.76	678.13	14%	9,103.50
Workers Compensation Insurance	0.00	15.02	2,620.89	237.40	2,383.49		9,520.00
Judges Compensation	0.00	0.00	6,529.22	2,988.96	3,540.26		13,550.00
Contracted Services	0.00	2,665.00	86,755.58	36,064.82	50,690.76	58%	2,500.00
Supplies & Expense	2,400.00	54.63	48,927.14	14,385.11	34,542.03	71%	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	480.00	5,620.80	7,523.20	(1,902.40)		7,000.00
Investment in Durable Goods	0.00	0.00	0.00	0.00	0.00		0.00
	3,118.69	3,521.45	225,475.04	144,407.97	81,067.07		226,286.50

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
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For the Period Ending October 31, 2022 and 2021

	October 2022	October 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	**20,649.32**	**31,838.76**	**2,119,127.92**	**1,373,542.31**	**745,585.61**		**2,032,913.13**
Annual Fair Profit / Loss Direct Expenses	**(20,649.32)**	**(31,838.76)**	**233,136.00**	**807,053.95**	**(573,917.95)**		**(203,413.13)**

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
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	October 2022	October 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	32,225.31	0.00	84,552.37	0.00	84,552.37		175,000.00
Events - Beverage Sales	14,482.10	0.00	24,498.98	19,078.68	5,420.30		40,000.00
Events - Adult Beverage Sales	1,283.47	(6,386.20)	239,050.40	71,975.48	167,074.92	70%	52,679.22
JC - Food Sales	0.00	1,454.96	0.00	5,541.62	(5,541.62)		150,000.00
JC - Beverage Sales	0.00	952.34	0.00	3,897.84	(3,897.84)		75,000.00
JC - Adult Beverage Sales	5,215.96	5,699.43	51,822.47	51,063.80	758.67	1%	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	0.00	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	0.00	3,000.00	101,350.91	77,460.62	23,890.29	24%	300,000.00
JC - Sub Contractor Sales	0.00	0.00	0.00	0.00	0.00		0.00
Catering - Food	3,700.50	0.00	3,700.50	6,987.50	(3,287.00)		500,000.00
Catering - Beverage	0.00	0.00	1,771.00	56.00	1,715.00		100,000.00
Catering - Adult Beverages	920.00	0.00	256,230.26	16,831.00	239,399.26		100,000.00
Catering - Suplemental Fee	740.10	0.00	49,786.80	4,353.50	45,433.30		0.00
Catering - Subcontractors	0.00	0.00	76,704.75	0.00	76,704.75		0.00
Other Revenue	0.00	400.00	3,078.00	400.00	2,678.00		1,000.00
Labor Charges	650.00	300.00	91,537.60	6,075.00	85,462.60		0.00
Linen Charges	0.00	0.00	0.00	0.00	0.00		0.00
Food Buyouts	6,750.00	(288.75)	56,926.48	(288.75)	57,215.23		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
	65,967.44	**5,131.78**	**1,227,510.00**	**478,223.01**	**749,286.99**		**1,723,679.22**

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
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	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	Budget 2022
ESS - Food Service Expenses							
Payroll - Full Time Employees	19,247.71	1,933.00	126,232.33	22,229.55	104,002.78		228,855.50
Payroll - Part Time Employees	8,522.77	4,733.89	64,380.18	29,829.74	34,550.44	54%	363,100.00
Payroll - Overtime	2,248.61	230.65	17,353.95	6,836.49	10,517.46		0.00
Employee Benefits	6,005.13	392.83	26,226.15	3,650.64	22,575.51	86%	47,117.76
Employers Payroll Taxes	2,249.75	514.23	15,687.30	4,459.99	11,227.31	72%	47,573.15
Workers Compensation Insurance	1,651.05	379.36	21,458.58	3,238.83	18,219.75	85%	47,356.44
Payroll - Outside Agency	11,290.96	0.00	18,238.46	0.00	18,238.46		0.00
Contracted Services	21,313.41	7,014.41	85,089.35	88,611.15	(3,521.80)		96,800.00
Product - Food - Concessions	23,177.06	0.00	46,280.76	476.53	45,804.23		100,000.00
Product - Food - Catering	2,875.00	0.00	58,338.95	939.72	57,399.23		25,000.00
Product - Beverages - Concessions	4,261.05	0.00	33,863.83	9,868.94	23,994.89	71%	50,000.00
Product - Beverage - Catering	266.70	0.00	38,600.28	579.96	38,020.32		25,000.00
Product - Adult Beverage - Concessions	731.15	0.00	55,721.11	52,041.54	3,679.57		50,000.00
Product - Adult Beverage - Catering	0.00	0.00	3,944.78	0.00	3,944.78		25,000.00
Product - Food - Jockey club	0.00	329.03	627.64	2,312.66	(1,685.02)	-268%	50,000.00
Product - Beverage - JC	0.00	150.50	0.00	633.99	(633.99)		25,000.00
Product - Adult Beverage - JC	0.00	0.00	4,196.76	9,274.94	(5,078.18)		25,000.00
Product - Spoilage	0.00	0.00	398.67	3,373.32	(2,974.65)		0.00
Supplies & Expenses	4,257.15	881.62	31,741.66	19,465.23	12,276.43	39%	135,000.00
Supplies - Paper Products	1,359.04	52.65	14,691.62	1,434.64	13,256.98		0.00
Ice - CO2	547.15	801.52	5,491.22	3,149.29	2,341.93	43%	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	1,555.10	485.87	8,899.31	8,054.74	844.57	9%	50,000.00
Promotional, Advertising & Travel	0.00	0.00	9,611.31	0.00	9,611.31		5,000.00
Equipment - New and Maintenance	18,594.52	1,092.62	44,547.08	15,935.34	28,611.74		25,000.00
Miscellaneous	0.00	0.00	0.00	0.00	0.00		2,500.00
	130,153.31	**18,992.18**	**735,616.28**	**286,397.23**	**449,219.05**		**1,438,302.85**
ESS - Food Service Direct/Profit Loss	(64,185.87)	(13,860.40)	491,893.72	191,825.78	300,067.94		285,376.37

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	Budget 2022
COVID Labor Reimbursments							
Labor Reimbursment COVID Staffing	0.00	361,635.47	936,010.36	3,288,501.39	(2,352,491.03)	-251%	500,000.00
COVID Expenses:							
Payroll	0.00	251,826.49	656,129.43	2,331,254.15	(1,675,124.72)	-255%	337,185.00
Employee Benefits	0.00	12,518.82	73,592.80	212,764.58	(139,171.78)	-189%	68,945.27
Employers Payroll Taxes	0.00	20,562.30	50,008.77	172,258.17	(122,249.40)	-244%	29,166.50
Workers Compensation	0.00	13,850.46	61,722.28	125,655.44	(63,933.16)	-104%	26,974.80
General Expenses	0.00	31,965.05	0.00	31,965.05	(31,965.05)		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	330,723.12	841,453.28	2,873,897.39	(2,032,444.11)		469,771.57
Direct Revenue over costs	**0.00**	**30,912.35**	**94,557.08**	**414,604.00**	**(320,046.92)**		**30,228.43**

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	Budget 2022
Administration							
Payroll - Full Time Employees	55,338.45	49,853.59	574,974.56	452,271.75	122,702.81	21%	927,438.36
Payroll - Part Time Employees	0.00	6,082.75	10,691.00	45,423.13	(34,732.13)	-325%	60,000.00
Payroll - Overtime	197.29	3,637.92	17,055.86	23,300.19	(6,244.33)	-37%	15,000.00
Compensated Leave Expense	(927.43)	0.00	(4,903.58)	0.00	(4,903.58)		31,453.05
Employees Pension	4,497.17	5,437.65	47,715.78	37,407.13	10,308.65	22%	46,372.00
Employees Insurance	5,989.36	6,881.84	63,562.03	58,839.59	4,722.44	7%	85,180.77
Other Employee Benefits	685.45	96.00	5,995.15	2,879.43	3,115.72	52%	2,289.00
Employers Payroll Taxes	3,161.09	3,576.15	43,325.29	33,876.62	9,448.67	22%	84,813.42
Workers Compensation Insurance	3,054.47	2,942.03	60,795.83	24,892.87	35,902.96	59%	78,995.07
Outside Agency Payroll	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - Legal	3,965.80	2,717.19	55,839.29	44,242.02	11,597.27		0.00
Contracted Services - Other	298.20	17,209.65	2,727.30	140,090.38	(137,363.08)		70,000.00
Contracted Services - Financial	29,357.69	0.00	142,872.86	0.00	142,872.86	100%	140,000.00
Contracted Services - Security	0.00	0.00	630.00	0.00	630.00	100%	0.00
Contracted Services - IT	3,360.50	0.00	61,875.28	0.00	61,875.28	100%	77,000.00
Meeting Expenses	1,420.65	0.00	11,398.83	0.00	11,398.83		1,500.00
Travel & Training	1,391.87	0.00	12,649.76	5,755.13	6,894.63	55%	27,000.00
Marketing, PR & Sponsorships	978.72	416.58	2,760.61	572.58	2,188.03		0.00
Office Supplies & Expense	2,361.59	5,378.83	20,752.45	12,781.46	7,970.99	38%	125,000.00
Equipment Rental	281.75	281.74	6,230.27	4,412.63	1,817.64	29%	0.00
IT Expenses - non contracted	5,500.70	774.43	74,767.98	98,018.23	(23,250.25)	-31%	0.00
Miscellaneous Employee Expenses	1,227.73	235.96	7,670.78	6,024.84	1,645.94	21%	0.00
Telephone, Postage, Internet	10,060.95	5,339.89	90,827.75	53,810.87	37,016.88	41%	90,000.00
Dues & Subscriptions (non IT)	4,659.91	4,999.00	14,144.11	17,505.03	(3,360.92)	-24%	25,000.00
Business Insurance	12,295.00	10,014.00	113,258.28	107,651.28	5,607.00	5%	160,000.00
Bank Fees	496.96	(5,408.23)	3,598.88	2,594.34	1,004.54	28%	4,000.00
Payroll Administration Fees	0.00	6,493.34	66,096.03	22,932.51	43,163.52	65%	30,000.00
CC Merchant Acceptance Fees	666.68	41.40	2,657.78	9,634.00	(6,976.22)		20,000.00
Unemployment Insurance	0.00	0.00	114,526.45	33,603.24	80,923.21		75,000.00
Audit Expense	0.00	0.00	11,347.28	0.00	11,347.28		15,000.00
Bad Debt - CC Chargebacks	15.00	39.00	3,003.42	3,994.99	(991.57)		0.00
	150,335.55	**127,040.71**	**1,638,847.31**	**1,242,514.24**	**396,333.07**		**2,191,041.67**

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	Budget 2022
Maintenance							
Payroll - Full Time Employees	55,427.92	58,218.48	587,054.41	660,341.99	(73,287.58)	-12%	831,045.14
Payroll - Part Time Employees	0.00	3,785.75	0.00	3,785.75	(3,785.75)		2,500.00
Payroll - Overtime	431.70	938.37	22,598.92	25,640.87	(3,041.95)	-13%	30,000.00
Emplolyees Pension	5,145.85	8,206.59	59,803.59	56,368.89	3,434.70	6%	41,552.47
Employees Insurance	10,540.94	13,477.71	129,656.40	121,956.26	7,700.14	6%	174,071.00
Other Employee Benefits	997.01	132.50	5,181.81	1,445.00	3,736.81	72%	5,569.00
Employers Payroll Taxes	4,214.29	4,382.87	46,062.32	51,944.47	(5,882.15)	-13%	72,076.65
Workers Compensation Insurance	3,071.54	3,253.62	61,359.93	37,729.04	23,630.89	39%	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	4,530.75	2,533.32	11,929.98	9,017.72	2,912.26	24%	11,000.00
Contracted Services - Pest Control	2,673.00	0.00	12,276.00	10,474.50	1,801.50	15%	16,500.00
Contracted Services - Janitorial	1,480.00	0.00	4,549.00	858.00	3,691.00	81%	2,500.00
Contracted Services - HVAC	7,496.32	3,085.98	22,764.74	40,194.88	(17,430.14)		50,000.00
Contracted Services - Other	5,698.75	3,040.00	14,455.81	16,959.06	(2,503.25)		26,000.00
Administration Expenses	521.47	650.24	11,072.61	5,285.78	5,786.83	52%	10,000.00
Equipment Rental	0.00	(2,624.99)	371.04	264.10	106.94		5,000.00
Utilities - Power	83,576.06	586.46	334,182.64	252,386.06	81,796.58	24%	325,000.00
Utilities - Water	15,509.82	5,494.64	79,576.82	60,171.18	19,405.64	24%	70,000.00
Utilities - Other	1,895.77	1,078.34	46,542.69	24,423.58	22,119.11	48%	55,000.00
Equipment Maintenance & Repairs	21,879.05	872.50	60,327.93	29,924.85	30,403.08	50%	50,000.00
Building Maintenance Supplies	4,892.74	4,100.75	29,873.10	21,890.27	7,982.83	27%	80,000.00
Janitorial Supplies	2,600.26	1,141.31	34,656.48	16,484.36	18,172.12	52%	0.00
Tools & Equipment	0.00	0.00	528.79	899.25	(370.46)		0.00
Building Repairs	0.00	2,188.40	28,288.50	5,376.09	22,912.41	81%	0.00
Emergency Repairs	0.00	0.00	55,447.95	0.00	55,447.95	100%	0.00
Trash Removal	8,063.86	4,193.33	33,747.55	38,409.38	(4,661.83)	-14%	50,000.00
	240,647.10	**118,736.17**	**1,692,309.01**	**1,492,231.33**	**200,077.68**		**1,974,497.87**

SAN MATEO COUNTY EVENTCENTER ON THE SAN FRANCISCO PENINSULA

San Mateo County Event Center
Detailed Income Statement
For the Period Ending October 31, 2022 and 2021

	October 2022	October 2021	Year to Date 2022	Year to Date 2021	Varriance $	% +/-	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	10,810.02	10,810.00	10,810.02	(0.02)		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
Asphault Repairs	0.00	45,000.00	0.00	162,380.55	(162,380.55)		0.00
Roofing Replacement - Repairs	0.00	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	234.34	12,057.87	4,211.40	7,846.47	65%	0.00
Fiesta Hall Upgrades	0.00	14,823.12	14,823.12	50,786.56	(35,963.44)		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	11,438.79	54,735.00	11,438.79	43,296.21		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	8,700.18	0.00	103,279.32	0.00	103,279.32		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	6,446.09	3,048.32	211,989.96	218,410.35	(6,420.39)		500,000.00
	15,146.27	**85,354.59**	**575,149.11**	**482,217.52**	**92,931.59**		**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**

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AP Aged Invoice Analysis

Historical Balances by GL Date as of 10/31/2022

Historical Aging

Invoice Number	Invoice Date	Balance	Current 10/1/2022 and Beyond	1 - 30 Days 9/1/2022 9/30/2022	31 - 60 Days 8/1/2022 8/31/2022	61 - 90 Days 7/1/2022 7/31/2022	Over 90 Days Up to 6/30/2022
00004307 (Aramark Uniform Service							
* 5180084249	10/12/2022	131.56	131.56				
* 5180091801	10/26/2022	131.56	131.56				
00004307		263.12	263.12	0.00	0.00	0.00	0.00
00004414 (Enviro Clean Maintenance)							
* 945	10/31/2022	2,610.00	2,610.00				
* 946	10/31/2022	5,235.00	5,235.00				
00004414		7,845.00	7,845.00	0.00	0.00	0.00	0.00
00004684 (Ready Refresh)							
* 02J6702901044	10/28/2022	425.17	425.17				
00004684		425.17	425.17	0.00	0.00	0.00	0.00
00004726 (DLB Consulting)							
* Oct 2022	10/31/2022	15,390.13	15,390.13				
00004726		15,390.13	15,390.13	0.00	0.00	0.00	0.00
00005773 (Recology Peninsula Services)							
* 76077	10/31/2022	1,270.00	1,270.00				
00005773		1,270.00	1,270.00	0.00	0.00	0.00	0.00
00005899 (Pitney Bowes - PO Box 371896)							
* 1021845012	10/30/2022	124.84	124.84				
00005899		124.84	124.84	0.00	0.00	0.00	0.00
00006422 (Afforda-Test)							
* 51529	10/24/2022	600.00	600.00				
00006422		600.00	600.00	0.00	0.00	0.00	0.00
00006705 (ERBCO Construction Services, Inc.)							
* 32714	10/31/2022	4,054.80	4,054.80				
* 32715	10/31/2022	4,530.15	4,530.15				
* 32718	10/31/2022	2,754.60	2,754.60				
00006705		11,339.55	11,339.55	0.00	0.00	0.00	0.00
00007042 (Home Depot Pro, The)							
* 714806809	10/31/2022	943.26	943.26				
00007042		943.26	943.26	0.00	0.00	0.00	0.00
00007407 (Southern Counties Lubricants, LLC)							
* 319552	10/5/2022	3,723.58	3,723.58				
00007407		3,723.58	3,723.58	0.00	0.00	0.00	0.00
00007437 (Brink's Incorporated)							
* 5262176	10/31/2022	19.62	19.62				
00007437		19.62	19.62	0.00	0.00	0.00	0.00
00007540 (4 Diamond Security)							
* 227	10/24/2022	2,565.00	2,565.00				
00007540		2,565.00	2,565.00	0.00	0.00	0.00	0.00
00007572 (AccountingWare, LLC)							
* Q-10487	10/31/2022	245.00	245.00				
* Q-10488	10/31/2022	280.00	280.00				
* Q-10489	10/31/2022	35.00	35.00				

AP Aged Invoice Analysis

Historical Balances by GL Date as of 10/31/2022

Historical Aging

San Mateo
Diane Baumann

Wednesday, November 9, 2022 10:46:48AM

Invoice Number	Invoice Date	Balance	Current 10/1/2022 and Beyond	1 - 30 Days 9/1/2022 9/30/2022	31 - 60 Days 8/1/2022 8/31/2022	61 - 90 Days 7/1/2022 7/31/2022	Over 90 Days Up to 6/30/2022
00000063 (PG & E)							
* 9460071562-0	10/28/2022	28,110.52	28,110.52				
* 0929601368-4	10/28/2022	128.90	128.90				
* 1137934688-2	10/28/2022	176.89	176.89				
00000063		28,416.31	28,416.31	0.00	0.00	0.00	0.00
00000114 (City of San Mateo-Finance Department)							
* Oct 2022	10/31/2022	40.00	40.00				
00000114		40.00	40.00	0.00	0.00	0.00	0.00
00000115 (Terminix Processing Center)							
* 426511178	10/13/2022	1,188.00	1,188.00				
00000115		1,188.00	1,188.00	0.00	0.00	0.00	0.00
00000150 (California Water Service)							
* 9271100000	10/28/2022	7,527.35	7,527.35				
00000150		7,527.35	7,527.35	0.00	0.00	0.00	0.00
00000161 (FedEx)							
* 7-928-99376	10/21/2022	22.44	22.44				
00000161		22.44	22.44	0.00	0.00	0.00	0.00
00000173 (McMaster-Carr)							
* 87121096	10/26/2022	205.53	205.53				
00000173		205.53	205.53	0.00	0.00	0.00	0.00
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
00000191 (Verizon Wireless)							
* 9919165528	10/26/2022	342.09	342.09				
00000191		342.09	342.09	0.00	0.00	0.00	0.00
00001193 (City National Bank							
* Card#0459	10/28/2022	7,297.72	7,297.72				
* Card#2935	10/28/2022	2,277.73	2,277.73				
* Card#4449	10/28/2022	3,756.58	3,756.58				
* Card#6192	10/28/2022	1,936.07	1,936.07				
* Card#7066	10/28/2022	909.91	909.91				
* Card#9717	10/28/2022	1,882.54	1,882.54				
* Card#9725	10/28/2022	4,774.49	4,774.49				
00001193		22,835.04	22,835.04	0.00	0.00	0.00	0.00
00002705 (Recology San Mateo County)							
* 47665179	10/31/2022	127.63	127.63				
00002705		127.63	127.63	0.00	0.00	0.00	0.00
00002931 (HireSafe)							
* 113379	10/31/2022	73.80	73.80				
00002931		73.80	73.80	0.00	0.00	0.00	0.00
00003667 (Department of Motor Vehicles)							
* 7632852	10/31/2022	2.00	2.00				
00003667		2.00	2.00	0.00	0.00	0.00	0.00

AP Aged Invoice Analysis

Historical Balances by GL Date as of 10/31/2022

Historical Aging

San Mateo
Diane Baumann

Wednesday, November 9, 2022 10:46:48AM

Invoice Number	Invoice Date	Balance	Current 10/1/2022 and Beyond	1 - 30 Days 9/1/2022 9/30/2022	31 - 60 Days 8/1/2022 8/31/2022	61 - 90 Days 7/1/2022 7/31/2022	Over 90 Days Up to 6/30/2022
00007572		560.00	560.00	0.00	0.00	0.00	0.00
allima (Alliance Imaging Supplies)							
* 50466	10/25/2022	739.02	739.02				
allima		739.02	739.02	0.00	0.00	0.00	0.00
bhpho (B & H Photo)							
* 207005245	10/28/2022	7,740.18	7,740.18				
bhpho		7,740.18	7,740.18	0.00	0.00	0.00	0.00
espcat (Esposto's Catering)							
* 175543	10/29/2022	1,310.00	1,310.00				
espcat		1,310.00	1,310.00	0.00	0.00	0.00	0.00
foxsec (Fox Security & Communications, Inc.)							
* 185135	10/18/2022	271.25	271.25				
* 185136	10/18/2022	210.00	210.00				
* 185137	10/18/2022	271.25	271.25				
* 185138	10/18/2022	907.50	907.50				
* 85181	10/21/2022	280.50	280.50				
* 85182	10/21/2022	148.50	148.50				
* 85183	10/21/2022	148.50	148.50				
* 85184	10/21/2022	640.00	640.00				
* 85185	10/21/2022	546.25	546.25				
* 85186	10/21/2022	562.50	562.50				
* 85187	10/21/2022	132.00	132.00				
* 85189	10/24/2022	282.33	282.33				
* 85190	10/24/2022	130.17	130.17				
foxsec		4,530.75	4,530.75	0.00	0.00	0.00	0.00
websta (WebstaurantStore)							
* 7984889	10/25/2022	199.98	199.98				
websta		199.98	199.98	0.00	0.00	0.00	0.00
Grand Totals:		284,108.84	120,369.39	0.00	0.00	0.00	163,739.45

* Calculated Balance shown is not Current Balance

AR Aged Invoice Analysis

Balances as of 10/31/2022
by GL Date

Historical by AR Account

San Mateo
Diane Baumann

Wednesday, November 9, 2022 10:40:19AM

Invoice Number	Invoice Date	Terms	Balance	Current 10/1/2022 and Beyond	Over 30 9/1/2022 9/30/2022	Over 60 8/1/2022 8/31/2022	Over 90 7/1/2022 7/31/2022	Over 120 Up to 6/30/2022
Receivables: 131001-00-A								
California Authority of Racing Fairs (00000336)					Phone: 916-927-7223	Last Pymt: 10/26/2022	28,776.13	
00282	8/31/2022	Net 30	20,436.36			20,436.36		
00315	10/31/2022	Net 30	12,809.23	12,809.23				
California Authority of Racing Fairs Totals:			33,245.59	12,809.23	0.00	20,436.36	0.00	0.00
Golden Gate Fields (00000321)					Phone: 626-574-7223	Last Pymt: 10/31/2022	36,069.67	
00302	9/30/2022	Net 30	10,313.54		10,313.54			
00310	10/31/2022	Net 30	15,581.67	15,581.67				
00311	10/31/2022	Net 30	18,242.82	18,242.82				
Golden Gate Fields Totals:			44,138.03	33,824.49	10,313.54	0.00	0.00	0.00
Los Alamitos Quarter Horse Racing Association (00001662)						Last Pymt: 10/18/2022	12,099.64	
00300	9/30/2022	Net 30	10,396.39		10,396.39			
00312	10/31/2022	Net 30	10,521.31	10,521.31				
00313	10/31/2022	Net 30	10,027.83	10,027.83				
Los Alamitos Quarter Horse Racing Associat			30,945.53	20,549.14	10,396.39	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
Northern California Volleyball Association (00000075)					Phone: 415-550-7582	Last Pymt: 6/16/2022	159,974.21	
24032	10/31/2022	Net 30	30,000.00	30,000.00				
24033	10/31/2022	Net 30	63,320.22	63,320.22				
24034	10/31/2022	Net 30	71,695.49	71,695.49				
24035	10/31/2022	Net 30	45,947.53	45,947.53				
Northern California Volleyball Association To			210,963.24	210,963.24	0.00	0.00	0.00	0.00
SaaStr, Inc (00007361)						Last Pymt: 10/24/2022	0.00	
24025	9/30/2022		168,980.20		168,980.20			
SaaStr, Inc Totals:			168,980.20	0.00	168,980.20	0.00	0.00	0.00
San Mateo County Elections (00006992)						Last Pymt: 10/23/2020	15,800.00	
24036	10/31/2022	Net 30	14,015.00	14,015.00				
San Mateo County Elections Totals:			14,015.00	14,015.00	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			
00314	10/31/2022	Net 30	2,883.90	2,883.90				
Watch and Wager.Com, LLC Totals:			6,249.71	2,883.90	3,365.81	0.00	0.00	0.00
Receivables: 131001-00-A Totals			511,532.42	295,045.00	193,055.94	20,436.36	0.00	2,995.12
Receivables: 228000-00-A								
Dolphin Promotions (00000001)					Phone: 708-814-4274	Last Pymt: 10/31/2022	18,270.48	
U-20221031	10/31/2022		18,000.00-	18,000.00-				
U-20221031	10/31/2022		18,270.48-	18,270.48-				
Dolphin Promotions Totals:			36,270.48-	36,270.48-	0.00	0.00	0.00	0.00
Facebook, Inc. (00005158)					Phone: 650-518-6145	Last Pymt: 10/21/2022	5,665.00	
U-20221021	10/21/2022		5,665.00-	5,665.00-				
Facebook, Inc. Totals:			5,665.00-	5,665.00-	0.00	0.00	0.00	0.00
Foodieland LLC (00007488)						Last Pymt: 10/21/2022	64,437.38	
U-20221021	10/21/2022		64,437.38-	64,437.38-				

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Receivables: 228000-00-A (continued)								
Foodieland LLC Totals:			64,437.38-	64,437.38-	0.00	0.00	0.00	0.00
Google LLC (00004382)							Last Pymt: 10/28/2022	22,000.00
U-20220110	12/31/2021		61,004.88-					61,004.88-
U-20221028	10/28/2022		22,000.00-	22,000.00-				
Google LLC Totals:			83,004.88-	22,000.00-	0.00	0.00	0.00	61,004.88-
Harvest Festival/ Glenn Companies LLC. (00000414)					Phone: 925-392-7300		Last Pymt: 10/28/2022	20,000.00
U-20221028	10/28/2022		20,000.00-	20,000.00-				
Harvest Festival/ Glenn Companies LLC. Tot			20,000.00-	20,000.00-	0.00	0.00	0.00	0.00
Hillsdale High School (00001648)					Phone: 650-678-1584		Last Pymt: 10/26/2022	8,563.25
U-20221026	10/26/2022		8,563.25-	8,563.25-				
Hillsdale High School Totals:			8,563.25-	8,563.25-	0.00	0.00	0.00	0.00
Intergem (00000033)					Phone: 301-294-1640		Last Pymt: 10/21/2022	70,890.90
U-20221021	10/21/2022		70,890.90-	70,890.90-				
Intergem Totals:			70,890.90-	70,890.90-	0.00	0.00	0.00	0.00
Just Between Friends, San Mateo LLC (00002668)					Phone: 408-705-3352		Last Pymt: 10/24/2022	13,184.65
U-20221024	10/24/2022		13,184.65-	13,184.65-				
Just Between Friends, San Mateo LLC Totals			13,184.65-	13,184.65-	0.00	0.00	0.00	0.00
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	0.00	3,000.00-	27,544.55-
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-	0.00	5,520.95-	0.00	0.00	0.00
Reptile Realms (00006398)					Phone: 4086924377		Last Pymt: 10/24/2022	8,500.00
U-20220714	7/14/2022		246.97-				246.97-	
U-20221024	10/24/2022		8,500.00-	8,500.00-				
Reptile Realms Totals:			8,746.97-	8,500.00-	0.00	0.00	246.97-	0.00
Slammedenuff Car Show (00007597)					Phone: 901-282-5186		Last Pymt: 10/27/2022	24,031.53
U-20221027	10/27/2022		24,031.53-	24,031.53-				
Slammedenuff Car Show Totals:			24,031.53-	24,031.53-	0.00	0.00	0.00	0.00
Varsity (00006644)					Phone: 352-494-2993		Last Pymt: 10/4/2022	18,748.30
U-20220912	9/12/2022		18,748.29-		18,748.29-			
U-20221004	10/4/2022		18,748.30-	18,748.30-				
Varsity Totals:			37,496.59-	18,748.30-	18,748.29-	0.00	0.00	0.00
Receivables: 228000-00-A Totals			408,357.13-	292,291.49-	24,269.24-	0.00	3,246.97-	88,549.43-
Grand Totals:	21 Customers		103,175.29	2,753.51	168,786.70	20,436.36	3,246.97-	85,554.31-
	40 Invoices			2.67 %	163.59 %	19.81 %	3.15-%	82.92-%

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