



## MEMO

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

C: Board of Directors, San Mateo County Event Center

From: Diane Baumann, Controller and Dana Stoehr, CEO

Date: August 14, 2023

### FINANCIAL HIGHLIGHTS: July 31, 2023

#### Balance Sheet:

##### Assets:

Cash on Hand: \$83,864.00 change fund decrease \$43,000.00 Change Funds are monitored and increased and decreased depending upon show needs.

Cash in Banks: \$3,550,201.22 decreased \$997,434.69 – \$1,000,000.00 transfer to LAIF

Investments: \$9,145,299.75 increase \$1,000,000.00 - transfer from Operating

##### Restricted Cash:

Auction: \$71,136.06 decrease \$2,644.66 merchant fees for credit card acceptance

Pension Funds increased \$133,747.51 - Employer Contributions \$14,498.62; Employee Contributions

\$10,648.25; Other Additions \$20.00; Distributions/Other Deductions \$13,180.09; Investment gain

\$123,396.12; Fees \$1,635.39; Ending balance \$4,803,451.14 balances to Restricted Liabilities - Liability for Pension Plans

Accounts Receivable – decreased \$5,094.24 \$252,245.59 balances to AR Aged Invoice Analysis. (page 1 subtotal) Golden Gate Fields has an amount of \$456.54 over 90 days. (paid in August)

Prepaid and Deferred Charges – None

Event Sales and Service Food and Beverage Inventory \$66,565.82. No change in July – inventory taken quarterly.

##### Fixed Assets:

Construction in Progress \$1,334,672.24 decreased \$843,617.43 – Fiesta Hall Heat project completed and capitalized.

Capitalized Equipment: \$2,498,887.25 no change in July

Leasehold improvements \$8,291,737.14 – increased \$894,070.42 Capitalization of Fiesta Heat project

Depreciation: \$22,699.50 for month of July

#### Liabilities

Accounts Payable: Decreased \$281,316.72 to \$153,241.79 Balances to AP Aged Invoice Analysis. (page 3) All invoices are current.



Advanced Billings – Future Events \$540,454.20 balances to account 228000-00-A on the A/R Aged Invoice Analysis (subtotal on page 2)

**Accrued Payroll and Related**

Workers Comp Insurance Clearing - \$-558.05– Account is monitored and will be allocated as necessary.

Accrued Wages – \$55,021.64 changes with each payroll – account is monitored for accuracy

Accrued Leave Balances - \$132,412.54 will be re-calculated at year end.

**Other Liabilities:**

Sales Tax Payable of \$18,467.78 was paid August 10

Unclaimed check liability \$11,134.01 – no change

Restricted Liabilities: Pension Plan Liability and Auction Reserve mirrors the asset entries

Carnival Capital Improvement - \$63,449.94 no change in July

Monthly profit of \$314,633.80 balances to Consolidated Financial Statements.

**Consolidated Financial Statements:**

	July 2023	July 2022	YTD 2023	YTD 2022
Operating Profit/(Loss)	\$337,333.30	\$326,210.88	\$1,881,806.81	\$1,108,897.23
Balance Sheet Profit/Loss	\$314,633.80	\$314,869.12	\$2,795,236.66	\$1,992,987.74

Prior Year Revenue Adjustment - \$24,255.21- Guidewire Summer Picnic – credit from cancelled 2022 event

Other Operating Revenue - Cell Phone Tower \$6,190.30; Interstate Oil Recycling \$169.40

Prior Year Expense Adjustment – \$59.78 – San Mateo County \$80.00 training 11/2022; One America Forfeiture \$20.22

**Departmental Financial Statements - Items of Note:**

Event Sales & Service (ESS) - Direct profit \$534,149.13

**Revenue:** Rentals in July – Foodieland; KPlay Fest; Gem Show; Roblox Summer Town Hall; Guidewire Summer Picnic; SM County CBO Listening Session; Robot Gyms; Samaritan House Volunteer Recognition Dinner; American Medical Response

Rebates/Sponsorships – Samaritan House Volunteer Recognition Dinner; Gem Show; SM County CBO Listening Session

Patron parking fees \$215,130.00 – KPlay Test; Foodieland; Gem Show; and buyouts

Vendor Parking –\$50.00 Foodieland

Monthly Parking Contracts - \$42,800.00– Google; Nueva School; Gem Show

IT Services - \$9,160.00 K-Play Fest; Roblox Summer Town Hall, SM County Listening, Guidewire, Robot Gyms

Miscellaneous Fees: \$3,754.00 – Cancellation Fees Roblox Summer Town Hall; Ticket Fee Revenue

**Expenses** – Direct payroll expenses and benefits, workers' compensation

Security, Fees and insurance; EMT Fees and show janitorial fees are reimbursable. Invoicing for event expenses lags behind events.

Payroll Outside Agency – Foodieland & KPlay extra hire

Administrative Expenses – \$17,915.50 Merchant fees



Parking – Contracted Security – Security for Franklin Templeton – Foodieland  
Parking – Other Expenses – Portables for Foodieland  
Travel, Training & Entertainment – Leadership Program Tuition

Jockey Club – Satellite Wagering Facility – Direct Profit for month \$118,303.97

**Revenue:** Jockey Club revenues are down slightly from 2022 – specifically in ADW Fees

**Expenses:** Payroll expenses, benefits and taxes

Administrative Expenses – Janitorial Supplies; copier rental

Contracted Janitorial and Security, Racing forms for sale

CARF Dues – paid quarterly (California Association of Racing Fairs)

Annual San Mateo County Fair – (pages 4 – 7) Direct Profit YTD \$492,302.18

**Revenue:** YTD \$2,501,079.84

**Admissions Revenue:** YTD \$1,216,026.00 over annual budget \$116,026.00

**Space Rental:** YTD \$91,355.26 over annual budget \$6,355.26

**Carnival Revenue:** YTD \$359,558.50 over annual budget \$9,558.50

**Concessions:** YTD \$356,281.22 over annual budget \$56,281.22

**Competitive Exhibits:** YTD \$29,212.11 under annual budget \$9,287.89

**Miscellaneous Fair Revenue:** YTD \$448,646.75 under budget \$67,353.25 – Sponsorships were under projected revenue.

**Expenses:** YTD \$2,008,777.66

**Administration & Marketing** YTD \$517,832.08– Salaries & Wages, benefits, workers' compensation

Payroll costs are higher due to increased staffing – however, contracted services are lower than 2022

Advertising – up significantly over 2022 – only over budget \$4,830.90

**Fair Attendance Operations** \$482,363.88 Expenses to operate the fair - under budget YTD \$14,980.81

**Miscellaneous Fair Expenses** \$227,509.41– includes payroll for parking employees; Utilities Fees – Trash Removal; Exhibitors Expenses – Tent Rentals; Pipe & Drape; Contracted Electrical

**Competitive Exhibit Awards** \$27,815.14 – Cash Awards paid, awards

**Competitive Fair Exhibits** \$219,161.60 – labor 2023 Fair; Contracted Services – department heads; supplies

**Fair Entertainment** \$534,095.55 – Contracted services include coordinators for entertainment, sound and lights

Culinary - Direct profit \$143,267.71

**Revenue:** \$250,740.58 – Events; Jockey Club –

Subcontractor sales – Foodieland

Catering – Adult Beverages – Roblox Summer Town Hall

Food Buyouts – K Play Fest

**Expenses:** \$107,472.87 Salaries and Wages, taxes and benefits, outsourced labor, product

Supplies & Expense – Merchant Acceptance Fees

Equipment – new cash drawers and cables; small items



Administration – Expense for month - \$143,481.00 (page 11)

Salaries & Wages, benefits, payroll taxes, workers compensation,

IT Expenses – non contracted – include annual subscription to Triple Seat – some of these expenses will be reimbursed by San Mateo County as part of the Broadband project

Merchant acceptance fees – Journal entry to expense to ESS – Event related charges

Maintenance – Expense for month \$200,790.47 (page 12)

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

Contracted Services other – Professional wet sweeping grounds after Foodieland; extra hire for Roblox

Equipment Repairs – Service on equipment

Non-Capitalized Improvements (page 13) \$10,949.13

Equipment – new shredder for office; credit card swipe – culinary

Capital Improvements in Progress: Decrease \$843,617.43

Fiesta Hall Heat project finished – Capitalized



## San Mateo County Event Center

### Balance Sheet As of July 31, 2023

	Beginning Balance	Activity	Ending Balance
<b>Assets</b>			
<b>Cash on Hand</b>			
Petty Cash	1,300.00	0.00	1,300.00
Change Funds	125,564.00	(43,000.00)	82,564.00
	126,864.00	(43,000.00)	83,864.00
<b>Cash in Banks</b>			
Cash - Operating	4,179,424.36	(995,021.90)	3,184,402.46
Cash - Fair Awards	4,437.12	0.00	4,437.12
Cash - Payroll	363,774.43	(2,412.79)	361,361.64
	4,547,635.91	(997,434.69)	3,550,201.22
<b>Investments</b>			
Cash - Investment - San Mateo County	403,390.37	0.00	403,390.37
Cash - Investment - LAIF	7,741,909.38	1,000,000.00	8,741,909.38
	8,145,299.75	1,000,000.00	9,145,299.75
<b>Restricted Cash</b>			
Cash - Auction	73,780.72	(2,644.66)	71,136.06
Cash Value - Pension	4,669,703.63	133,747.51	4,803,451.14
	4,743,484.35	131,102.85	4,874,587.20
<b>Accounts Receivable</b>			
Accounts Receivable	257,339.83	(5,094.24)	252,245.59
Allowance for Doubtful Accounts - A/R	0.00	0.00	0.00
	257,339.83	(5,094.24)	252,245.59
<b>Pre Paid and Deferred Charges</b>			
Deferred Charges	0.00	0.00	0.00
Advanced Deposits	0.00	0.00	0.00
Pre Paid Insurance	0.00	0.00	0.00
Pre-Paid Expenses	0.00	0.00	0.00
	0.00	0.00	0.00
ESSFB - Inventory Items	66,565.82	0.00	66,565.82
<b>Fixed Assets</b>			
Construction in Progress	2,178,289.67	(843,617.43)	1,334,672.24
Capitalized Equipment	2,498,887.25	0.00	2,498,887.25
Accumulated Depreciation - Equipment	(2,225,831.57)	(8,577.11)	(2,234,408.68)
Capitalized - Leasehold Improvements	7,397,666.72	894,070.42	8,291,737.14
Accumulated Depreciation - Leasehold Imp	(6,742,427.53)	(14,122.39)	(6,756,549.92)
	3,106,584.54	27,753.49	3,134,338.03
<b>Total Assets:</b>	<b>20,993,774.20</b>	<b>113,327.41</b>	<b>21,107,101.61</b>



## San Mateo County Event Center

### Balance Sheet As of July 31, 2023

	Beginning Balance	Activity	Ending Balance
<b>Liabilities</b>			
<b>Accounts Payable</b>			
Accounts Payable	434,558.51	(281,316.72)	153,241.79
<b>Advanced Billings</b>			
Advance Billings - Future Events	597,002.86	(56,548.66)	540,454.20
<b>Accrued Payroll and Related</b>			
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	291.92	(291.92)	0.00
Workers Comp Insurance Clearing	5,450.64	(6,008.69)	(558.05)
Accrued Wages	36,130.80	18,890.84	55,021.64
Accrued Employee Leave - Admin	45,486.45	0.00	45,486.45
Accrued Employee Leave - Maint	43,448.70	0.00	43,448.70
Accrued Leave - ESS	18,428.50	0.00	18,428.50
Accrued Leave - Fair	3,287.57	0.00	3,287.57
Accrued Leave - Jockey Club	14,174.02	0.00	14,174.02
Accrued Leave - ESSFB	7,587.30	0.00	7,587.30
Accrued Liabilities - Other	0.00	0.00	0.00
	174,285.90	12,590.23	186,876.13
<b>Other Liabilities</b>			
Suspense	0.00	0.00	0.00
Reimbursable Costs	0.00	0.00	0.00
Sales Tax Payable	25,601.87	(7,134.09)	18,467.78
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	11,134.01	0.00	11,134.01
	36,735.88	(7,134.09)	29,601.79
<b>Restricted Liabilities</b>			
Liability for Pension Plans	4,669,703.63	133,747.51	4,803,451.14
Junior Livestock Auction Reserve	73,779.91	(2,644.66)	71,135.25
Carnival Capital Improvement	63,449.94	0.00	63,449.94
Scholarship Reserve	695.00	0.00	695.00
	4,807,628.48	131,102.85	4,938,731.33
<b>Debt - Long &amp; Short Term</b>	0.00	0.00	0.00
<b>Retained Earnings</b>			
Net Resources	12,462,959.71	0.00	12,462,959.71
Restricted Resources	0.00	0.00	0.00
<b>Profit / Loss</b>	2,480,602.86	314,633.80	2,795,236.66
<b>Total Liabilities</b>	20,993,774.20	113,327.41	21,107,101.61



**San Mateo County Event Center**  
Consolidated Financial Statement  
For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Annual Budget
<b>Expenses</b>							
Administration	143,481.00	128,070.20	1,239,353.87	1,095,661.28	143,692.59	12%	2,386,670.65
Maintenance	200,790.47	158,070.10	1,215,311.55	1,128,742.80	86,568.75	7%	2,291,694.66
Fair Administration & Marketing	61,094.61	17,764.00	517,832.08	400,165.33	117,666.75	23%	654,345.89
Fair Attendance Operations	(2,070.11)	(15,310.44)	482,363.88	524,285.54	(41,921.66)	-9%	497,344.69
Miscellaneous Fair Expense	39,745.47	29,368.32	227,509.41	207,647.19	19,862.22	9%	260,878.41
Fair Competitive Awards	1,000.00	0.00	27,815.14	25,722.86	2,092.28	8%	51,000.00
Fair Competitive Exhibits	3,818.14	10,800.56	219,161.60	210,387.38	8,774.22	4%	231,957.85
Fair Entertainment	2,500.00	150.00	534,095.55	543,269.91	(9,174.36)	-2%	580,892.88
COVID Response	(78.37)	74.64	(313.48)	841,378.64	(841,692.12)	268499%	0.00
ESS - Event Sales and Service	272,293.01	139,045.27	1,088,935.63	865,568.28	223,367.35	21%	1,783,344.05
Culinary	107,472.87	60,192.81	894,637.61	357,008.13	537,629.48	60%	1,611,004.40
Jockey Club	67,639.37	59,359.38	453,242.57	432,903.79	20,338.78	4%	791,686.92
Equipment & Improvements	1,687.27	24,469.40	187,884.29	475,032.47	(287,148.18)	-153%	739,500.00
Prior Year Expense Adjustment	59.78	181.10	17,049.22	13,652.84	3,396.38	20%	0.00
Cash over/short	(122.00)	1,764.74	(589.00)	(2,197.48)	1,608.48	-273%	0.00
<b>Total Operating Expenses</b>	<b>899,311.51</b>	<b>614,000.08</b>	<b>7,104,289.92</b>	<b>7,119,228.96</b>	<b>(14,939.04)</b>	<b>0%</b>	<b>11,880,320.40</b>
<b>Total Operating Revenue</b>	<b>1,236,644.81</b>	<b>940,210.96</b>	<b>8,986,096.73</b>	<b>8,228,126.19</b>	<b>757,970.54</b>	<b>8%</b>	<b>11,174,180.14</b>
<b>Operating Profit/Loss</b>	<b>337,333.30</b>	<b>326,210.88</b>	<b>1,881,806.81</b>	<b>1,108,897.23</b>	<b>772,909.58</b>	<b>41%</b>	<b>(706,140.26)</b>
Non Operating Revenue	0.00	0.00	1,028,760.00	962,796.24	65,963.76	6%	4,100,000.00
Depreciation Expense	22,699.50	11,341.76	115,330.15	78,705.73	36,624.42	32%	443,547.05
Profit Loss	314,633.80	314,869.12	2,795,236.66	1,992,987.74	802,248.92	29%	2,950,312.69



**San Mateo County Event Center**  
 Consolidated Financial Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Annual Budget
<b>Revenue:</b>							
Fair Admissions Revenue	0.00	(110.00)	1,216,026.00	1,109,993.00	106,033.00	9%	1,100,000.00
Fair Exhibit Space	3,605.26	0.00	91,355.26	84,989.65	6,365.61	7%	85,000.00
Fair - Carnival Revenue	0.00	(54,500.00)	359,558.50	358,909.51	648.99	0%	350,000.00
Fair - Food and Drink	0.00	10,000.00	356,281.22	320,083.64	36,197.58	10%	300,000.00
Fair Competitive Exhibits	499.00	110.00	29,212.11	30,317.12	(1,105.01)	-4%	38,500.00
Miscellaneous Fair Revenue	7,310.00	3,970.00	448,646.75	442,819.00	5,827.75	1%	516,000.00
Culinary	250,740.58	224,360.09	1,159,949.38	595,439.29	564,510.09	49%	1,686,809.02
Jockey Club	185,943.34	191,297.37	1,361,405.16	1,422,613.70	(61,208.54)	-4%	2,292,026.83
COVID Response	0.00	0.00	0.00	936,010.36	(936,010.36)		0.00
ESS - Event Sales and Service	806,442.14	559,073.50	3,813,983.42	2,860,821.59	953,161.83	25%	4,693,724.29
Prior Year Revenue Adjustment	(24,255.21)	0.00	(24,255.21)	7,812.40	(32,067.61)		0.00
Other Operating Revenue	6,359.70	6,010.00	173,934.14	58,316.93	115,617.21	66%	112,120.00
<b>Total Operating Revenue</b>	<b>1,236,644.81</b>	<b>940,210.96</b>	<b>8,986,096.73</b>	<b>8,228,126.19</b>	<b>757,970.54</b>		<b>11,174,180.14</b>



**San Mateo County Event Center**  
 Detailed Income Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>ESS - Revenue</b>							
Building Rental Fees	280,925.00	195,800.00	1,388,704.00	1,432,795.93	(44,091.93)	-3%	1,965,750.00
Rental Rebates/Sponsorships	(18,693.00)	(31,250.00)	(90,624.00)	(395,900.00)	305,276.00	-337%	0.00
Grounds Rental Fees	0.00	0.00	0.00	0.00	0.00		0.00
Equipment Rental Fees	31,435.50	10,653.50	120,583.50	94,133.50	26,450.00	22%	146,613.25
Recovered Expenses - Other	1,850.00	0.00	2,750.00	75,627.76	(72,877.76)	-2650%	0.00
Recovered Janitorial Services	86,328.65	57,182.61	327,438.42	241,093.45	86,344.97	26%	404,425.35
Recovered Utilities	6,640.00	1,250.00	12,890.00	1,250.00	11,640.00	90%	5,750.00
Recovered Trash	13,044.00	3,168.75	34,914.00	9,268.75	25,645.25	73%	16,200.00
Recovered Damages	5,000.00	9,047.25	1,012.36	10,328.70	(9,316.34)	-920%	11,214.95
Recovered Outsourced Equipment	1,615.00	0.00	29,200.00	6,620.00	22,580.00	77%	6,500.00
Recovered Security / Law Enforcement	108,232.79	50,533.10	226,100.32	143,936.24	82,164.08	36%	253,433.87
Recovered Labor	6,505.00	3,500.00	34,809.08	33,507.00	1,302.08	4%	0.00
Recovered EMT Fees	7,475.00	3,656.29	32,056.34	25,034.14	7,022.20	22%	0.00
Recovered Insurance Fees	0.00	0.00	105.00	0.00	105.00	100%	1,000.00
Patron Parking Fees	215,130.00	200,835.00	978,923.00	723,720.00	255,203.00	26%	1,120,673.25
Exhibitor/Vendor Parking	50.00	2,286.00	5,650.00	11,558.00	(5,908.00)	-105%	0.00
Tailgating Permits - Youth Sports	0.00	0.00	30,681.00	35,425.00	(4,744.00)	-15%	35,000.00
Monthly Parking Contracts	42,800.00	49,915.00	291,305.00	341,248.50	(49,943.50)	-17%	591,250.00
RV Parking	600.00	200.00	7,350.00	4,300.00	3,050.00	41%	6,150.00
Vehicle Dry Storage	0.00	0.00	0.00	0.00	0.00		0.00
Miscellaneous Charges	0.00	0.00	0.00	15.23	(15.23)		0.00
IT Services	9,160.00	300.00	16,555.00	13,940.00	2,615.00	16%	112,255.00
Electrical Services	382.20	150.00	10,234.30	9,620.44	613.86	6%	9,993.62
Fire Department Fees	0.00	0.00	0.00	0.00	0.00		0.00
Business License Fees	2,610.00	1,590.00	5,465.00	4,220.00	1,245.00	23%	7,515.00
Miscellaneous Fees	3,754.00	256.00	341,609.10	38,634.95	302,974.15	89%	0.00
ATM Revenue	1,598.00	0.00	6,272.00	444.00	5,828.00	93%	0.00
Digital Marketing	0.00	0.00	0.00	0.00	0.00		0.00
<b>Total Revenue:</b>	<b>806,442.14</b>	<b>559,073.50</b>	<b>3,813,983.42</b>	<b>2,860,821.59</b>	<b>953,161.83</b>	<b>25%</b>	<b>4,693,724.29</b>
Cell Phone Tower	6,190.30	6,010.00	42,250.30	41,019.70	1,230.60	3%	72,120.00



**San Mateo County Event Center**  
Detailed Income Statement  
For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>ESS - Expenses</b>							
Payroll - Full Time Employees	24,477.94	18,163.42	149,039.46	127,054.84	21,984.62	15%	576,660.23
Payroll - Part Time Employees	1,648.66	924.25	15,847.30	6,176.00	9,671.30	61%	17,550.00
Payroll - Overtime	1,930.84	169.83	13,755.00	3,961.66	9,793.34	71%	0.00
Payroll - Parking Lots	26,038.75	21,930.81	172,651.47	103,669.80	68,981.67	40%	214,500.00
Employee Benefits	6,329.40	5,682.27	48,033.00	42,976.87	5,056.13	11%	93,804.06
Employers Payroll Taxes	4,096.61	3,114.76	26,591.71	20,972.08	5,619.63	21%	67,632.94
Workers Compensation Insurance	3,078.80	2,214.52	23,413.01	24,302.51	(889.50)	-4%	64,696.82
Payroll - Outside Agency	22,322.75	2,034.00	78,161.88	2,034.00	76,127.88	97%	0.00
Contracted Services	0.00	0.00	0.00	0.00	0.00		0.00
Administrative Expenses	17,915.50	7,761.64	21,968.62	18,010.65	3,957.97	18%	35,000.00
Signs and Banners	0.00	0.00	2,504.90	0.00	2,504.90	100%	0.00
Equipment Rentals	21,954.97	765.00	57,741.94	7,517.18	50,224.76	87%	25,000.00
Security - Law Enforcement	80,135.34	1,765.00	174,187.33	117,605.29	56,582.04	32%	175,000.00
Fees and Insurance	1,745.00	2,580.00	4,575.00	5,190.00	(615.00)	-13%	10,000.00
EMT Fees	5,885.00	2,745.00	28,185.65	19,787.40	8,398.25	30%	35,000.00
Show Janitorial	33,907.50	36,645.00	159,645.00	132,021.00	27,624.00	17%	245,000.00
Electrical, IT and Other Labor	0.00	0.00	241.76	2,902.00	(2,660.24)	-1100%	58,000.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
Trash and Damages	846.50	0.00	1,841.50	1,025.16	816.34	44%	0.00
Recoverable Expenses	1,984.41	0.00	1,984.41	92,284.88	(90,300.47)		0.00
Parking Equipment	0.00	6,900.00	0.00	7,283.00	(7,283.00)		85,000.00
Parking Signs	0.00	0.00	6,687.69	1,176.37	5,511.32	82%	0.00
Parking Uniforms	0.00	0.00	3,870.79	0.00	3,870.79	100%	0.00
Parking - Contracted Services	4,239.50	9,907.50	21,685.00	11,307.50	10,377.50	48%	0.00
Parking - Merchant Fees	4,100.11	0.00	23,401.42	24,935.02	(1,533.60)	-7%	0.00
Parking - Other Expenses	2,928.43	381.15	9,907.36	4,952.20	4,955.16	50%	0.00
Marketing - Advertising	0.00	2,315.00	12,199.19	8,591.14	3,608.05	30%	80,500.00
Travel, Training and Entertainment	6,002.00	263.12	11,413.22	1,583.65	9,829.57	86%	0.00
Web Site	0.00	0.00	0.00	3,900.00	(3,900.00)		0.00
Public Relations - Sponsorships	0.00	0.00	8.49	2,240.11	(2,231.62)	-26285%	0.00
Administrative Expenses	725.00	383.00	9,593.53	3,007.97	6,585.56	69%	0.00
Marketing - Contracted Services	0.00	12,400.00	9,800.00	69,100.00	(59,300.00)	-605%	0.00
<b>Total Expenses</b>	<b>272,293.01</b>	<b>139,045.27</b>	<b>1,088,935.63</b>	<b>865,568.28</b>	<b>223,367.35</b>	<b>21%</b>	<b>1,783,344.05</b>
<b>Direct Profit Loss</b>	<b>534,149.13</b>	<b>420,028.23</b>	<b>2,725,047.79</b>	<b>1,995,253.31</b>	<b>729,794.48</b>	<b>27%</b>	<b>2,910,380.24</b>



**San Mateo County Event Center**  
 Detailed Income Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>Jockey Club - Revenue</b>							
Admissions	38,710.00	38,500.00	234,790.00	222,690.00	12,100.00	5%	340,000.00
Track Commissions	53,578.76	56,682.80	347,202.36	331,534.97	15,667.39	5%	512,000.00
ADW Fees	80,626.52	81,601.25	696,699.70	783,012.92	(86,313.22)	-12%	1,309,826.83
Publication Sales	12,996.59	12,644.69	79,335.46	75,071.17	4,264.29	5%	115,000.00
Other Items Sold	31.47	24.63	185.64	134.64	51.00	27%	200.00
ATM Revenue	0.00	1,844.00	3,192.00	10,170.00	(6,978.00)	-219%	15,000.00
Lottery	0.00	0.00	0.00	0.00	0.00		0.00
Other Income	0.00	0.00	0.00	0.00	0.00		0.00
<b>Total Revenue</b>	<b>185,943.34</b>	<b>191,297.37</b>	<b>1,361,405.16</b>	<b>1,422,613.70</b>	<b>(61,208.54)</b>		<b>2,292,026.83</b>
<b>Jockey Club- Expenses</b>							
Payroll - JC - Full Time	17,719.63	14,315.01	117,366.38	91,490.90	25,875.48	22%	202,041.00
Payroll - JC - Part Time	0.00	0.00	0.00	20,215.45	(20,215.45)		0.00
Payroll JC - OT	276.00	1,183.42	1,594.36	12,282.49	(10,688.13)	-670%	10,000.00
JC Benefits - Pension	1,272.13	1,661.00	7,513.27	8,528.09	(1,014.82)	-14%	12,426.00
Employee Benefits	4,955.36	7,249.74	35,630.94	38,417.75	(2,786.81)	-8%	44,630.09
Employers Payroll Taxes	1,366.95	1,177.44	9,037.03	9,336.23	(299.20)	-3%	19,106.55
Workers Compensation Insurance	1,260.19	804.29	8,326.83	10,538.36	(2,211.53)	-27%	17,763.28
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	5,055.29	0.00	5,055.29	100%	0.00
Administrative Expenses	2,407.62	1,865.82	12,290.41	12,363.54	(73.13)	-1%	26,000.00
Contracted Services - Janitorial	11,070.00	12,360.00	85,995.50	61,930.50	24,065.00	28%	135,720.00
Contracted Services - Security	14,312.43	10,402.50	82,430.18	91,467.00	(9,036.82)	-11%	160,000.00
Advertising and Marketing	0.00	0.00	100.00	1,380.00	(1,280.00)	-1280%	2,000.00
Programs - Racing Forms	7,601.06	8,340.16	70,686.67	64,157.48	6,529.19	9%	130,000.00
Lottery Expenses	0.00	0.00	0.00	0.00	0.00		0.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
CARF Dues	5,398.00	0.00	16,194.00	10,796.00	5,398.00	33%	22,000.00
Uniforms	0.00	0.00	0.00	0.00	0.00		0.00
Special Repairs and Projects	0.00	0.00	1,021.71	0.00	1,021.71	100%	10,000.00
<b>Total Expenses</b>	<b>67,639.37</b>	<b>59,359.38</b>	<b>453,242.57</b>	<b>432,903.79</b>	<b>20,338.78</b>	<b>4%</b>	<b>791,686.92</b>
<b>Direct Profit/Loss</b>	<b>118,303.97</b>	<b>131,937.99</b>	<b>908,162.59</b>	<b>989,709.91</b>	<b>(81,547.32)</b>	<b>-9%</b>	<b>1,500,339.91</b>



**San Mateo County Event Center**  
 Detailed Income Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>Annual San Mateo County Fair - Revenue</b>							
<b>Admissions</b>							
Regular Admissions	0.00	(110.00)	1,122,635.00	1,027,423.00	95,212.00	8%	1,000,000.00
Advance Sale Admissions	0.00	0.00	93,391.00	82,570.00	10,821.00	12%	0.00
Discount Admissions	0.00	0.00	0.00	0.00	0.00		100,000.00
	<b>0.00</b>	<b>(110.00)</b>	<b>1,216,026.00</b>	<b>1,109,993.00</b>	<b>106,033.00</b>	<b>9%</b>	<b>1,100,000.00</b>
<b>Space Rental</b>							
Inside Exhibit Spaces	3,605.26	0.00	33,105.26	43,089.65	(9,984.39)	-30%	40,000.00
Outside Exhibit Spaces	0.00	0.00	58,250.00	41,900.00	16,350.00	28%	45,000.00
Special Days Exhibit Space	0.00	0.00	0.00	0.00	0.00		0.00
	<b>3,605.26</b>	<b>0.00</b>	<b>91,355.26</b>	<b>84,989.65</b>	<b>6,365.61</b>	<b>7%</b>	<b>85,000.00</b>
<b>Concessions</b>							
Carnival Revenue	0.00	(54,500.00)	286,202.00	308,649.51	(22,447.51)	-8%	300,000.00
Carnival - Pre Sale	0.00	0.00	73,356.50	50,260.00	23,096.50	31%	50,000.00
Food & Beverage Concessions	0.00	10,000.00	355,883.22	319,733.64	36,149.58	10%	300,000.00
Other Concessions	0.00	0.00	398.00	350.00	48.00	12%	0.00
	<b>0.00</b>	<b>(44,500.00)</b>	<b>715,839.72</b>	<b>678,993.15</b>	<b>36,846.57</b>	<b>5%</b>	<b>350,000.00</b>
<b>Competitive Exhibits</b>							
Entry Fees	0.00	0.00	18,144.21	14,653.00	3,491.21	19%	20,000.00
Exhibits - Donated Awards	499.00	110.00	5,089.00	7,910.00	(2,821.00)	-55%	10,000.00
Art & Literary Art Show Sales	0.00	0.00	3,543.90	6,409.12	(2,865.22)	-81%	7,000.00
Entry Processing Fees	0.00	0.00	275.00	25.00	250.00	91%	500.00
Livestock Liability Insurance	0.00	0.00	2,065.00	1,295.00	770.00	37%	1,000.00
Other Exhibit Revenue	0.00	0.00	95.00	25.00	70.00	74%	0.00
	<b>499.00</b>	<b>110.00</b>	<b>29,212.11</b>	<b>30,317.12</b>	<b>(1,105.01)</b>	<b>-4%</b>	<b>38,500.00</b>
<b>Miscellaneous Fair Revenue:</b>							
Parking - Fair only	0.00	(30.00)	269,145.00	230,060.00	39,085.00	15%	245,000.00
Utility Reimbursement	0.00	0.00	25.00	350.00	(325.00)	-1300%	2,000.00
Permits & Insurance	1,660.00	0.00	5,876.75	4,465.50	1,411.25	24%	5,000.00
RV Parking - Stock Trucks	0.00	4,000.00	17,600.00	17,650.00	(50.00)	0%	14,000.00
Ticket Fee Revenue	0.00	0.00	52,500.00	46,893.50	5,606.50	11%	50,000.00
Sponsorship	5,650.00	0.00	103,500.00	143,400.00	(39,900.00)	-39%	200,000.00
	<b>7,310.00</b>	<b>3,970.00</b>	<b>448,646.75</b>	<b>442,819.00</b>	<b>5,827.75</b>	<b>1%</b>	<b>516,000.00</b>
<b>Direct Fair Revenue:</b>	<b>11,414.26</b>	<b>(40,530.00)</b>	<b>2,501,079.84</b>	<b>2,347,111.92</b>	<b>153,967.92</b>	<b>6%</b>	<b>2,089,500.00</b>



**San Mateo County Event Center**  
 Detailed Income Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>Annual San Mateo County Fair - Expenses</b>							
<b>Fair Administration &amp; Marketing</b>							
Payroll - Full Time Employees	10,384.62	9,330.86	88,699.10	63,950.54	24,748.56	28%	184,977.17
Payroll - Part Time Employees	0.00	0.00	27,545.42	6,978.76	20,566.66	75%	12,500.00
Payroll - Overtime	0.00	0.00	3,131.37	70.17	3,061.20	98%	1,000.00
Employees Pension	519.24	466.54	3,838.97	3,572.76	266.21	7%	8,358.00
Employees Benefits	1,729.78	1,754.03	14,206.12	12,435.93	1,770.19	12%	38,072.50
Employers Payroll Taxes	775.74	695.51	9,003.97	5,312.55	3,691.42	41%	15,415.50
Workers Compensation Insurance	726.92	737.06	6,208.92	11,078.34	(4,869.42)	-78%	14,372.72
Contracted Services	1,100.00	11,350.00	43,643.88	88,769.00	(45,125.12)	-103%	55,000.00
Administration Expense	225.00	150.00	1,976.52	1,149.55	826.97	42%	4,150.00
Marketing - Advertising	27,070.90	3,280.00	287,830.90	197,237.91	90,592.99	31%	283,000.00
Travel and Training	592.41	0.00	5,664.37	1,318.86	4,345.51	77%	7,500.00
Promotional	0.00	0.00	233.08	0.00	233.08	100%	2,500.00
Public Relations Expense	0.00	0.00	2,879.46	90.96	2,788.50	97%	2,500.00
Pre Fair Events	0.00	0.00	0.00	0.00	0.00		10,000.00
Sponsorship Expense	17,970.00	0.00	32,970.00	18,200.00	14,770.00	45%	25,000.00
Carnival Promo Credit	0.00	(10,000.00)	(10,000.00)	(10,000.00)	0.00	0%	(10,000.00)
	61,094.61	17,764.00	517,832.08	400,165.33	117,666.75	23%	654,345.89
<b>Fair Attendance Operations</b>							
Payroll - Part Time Employees	0.00	0.00	41,216.83	57,735.10	(16,518.27)	-40%	72,490.00
Employee Benefits	0.00	0.00	0.00	0.00	0.00		0.00
Employers Payroll Taxes	0.00	0.00	3,150.55	4,388.05	(1,237.50)	-39%	5,545.49
Workers Compensation Insurance	0.00	0.00	0.00	4,304.43	(4,304.43)		6,159.20
Contracted Services	0.00	1,950.00	230,737.90	252,252.00	(21,514.10)	-9%	253,000.00
Supplies & Expense	0.00	(17,265.68)	197,488.96	150,216.57	47,272.39	24%	143,500.00
Other Expenses		0.00	1,739.75	17,274.37	(15,534.62)	-893%	5,000.00
Corporate Gatherings	0.00	0.00	0.00	0.00	0.00		0.00
Decorations	0.00	5.24	8,029.89	38,115.02	(30,085.13)	-375%	11,650.00
	0.00	(15,310.44)	482,363.88	524,285.54	(41,921.66)	-9%	497,344.69



**San Mateo County Event Center**  
 Detailed Income Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>Miscellaneous Fair Expense</b>							
Payroll - Parking Employees	0.00	0.00	22,273.21	36,769.16	(14,495.95)	-65%	41,140.00
Employee Benefits	0.00	0.00	0.00	0.00	0.00		0.00
Employers Payroll Taxes	0.00	0.00	1,703.90	0.00	1,703.90	100%	3,438.41
Workers Compensation Insurance	0.00	0.00	1,336.39	32.12	1,304.27	98%	3,000.00
Utility Fees	0.00	0.00	19,175.00	16,970.00	2,205.00	11%	0.00
Program	0.00	0.00	289.41	4,922.16	(4,632.75)	-1601%	5,000.00
Contracted Services	0.00	0.00	0.00	0.00	0.00		30,500.00
Merchant Acceptance Fees	20,845.47	29,368.32	23,101.37	36,697.13	(13,595.76)	-59%	40,000.00
Permits and Insurance	0.00	0.00	6,198.00	6,358.00	(160.00)	-3%	6,500.00
Exhibitors Expenses	18,900.00	0.00	153,432.13	105,898.62	47,533.51	31%	131,300.00
	39,745.47	29,368.32	227,509.41	207,647.19	19,862.22	9%	260,878.41
<b>Competitive Exhibit Awards</b>							
Cash Awards	0.00	0.00	19,585.00	17,365.00	2,220.00	11%	30,000.00
Non Cash Awards	1,000.00	0.00	8,230.14	6,697.86	1,532.28	19%	17,000.00
Sponsored Cash Awards	0.00	0.00	0.00	0.00	0.00		0.00
Sponsored Non Cash Awards	0.00	0.00	0.00	1,660.00	(1,660.00)		4,000.00
Other Awards Expenses	0.00	0.00	0.00	0.00	0.00		0.00
	1,000.00	0.00	27,815.14	25,722.86	2,092.28	8%	51,000.00
<b>Competitive Fair Exhibits</b>							
Payroll - Full Time Employees	0.00	0.00	0.00	0.00	0.00		0.00
Payroll - Part Time Employees	729.08	3,179.54	83,684.09	61,025.06	22,659.03	27%	92,700.00
Employee Benefits	36.46	20.70	1,084.91	782.33	302.58	28%	1,000.00
Employers Payroll Taxes	55.78	171.52	6,401.89	4,657.14	1,744.75	27%	7,091.55
Workers Compensation Insurance	51.04	0.00	4,141.08	2,276.24	1,864.84	45%	7,416.30
Judges Compensation	(275.00)	0.00	6,089.47	6,498.25	(408.78)	-7%	12,850.00
Contracted Services	20.06	2,000.00	60,469.08	79,437.58	(18,968.50)	-31%	60,400.00
Supplies & Expense	336.72	0.00	54,427.08	44,670.21	9,756.87	18%	37,500.00
Tents, Booths and Grid	0.00	0.00	0.00	0.00	0.00		0.00
Signs and Decorations	0.00	0.00	0.00	0.00	0.00		0.00
Exhibit Guidebook	0.00	0.00	0.00	5,611.77	(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	2,864.00	5,428.80	2,864.00	5,428.80	(2,564.80)		7,000.00
Investment in Durable Goods	0.00	0.00	0.00	0.00	0.00		0.00
	3,818.14	10,800.56	219,161.60	210,387.38	8,774.22	4%	231,957.85



San Mateo County Event Center  
Detailed Income Statement  
For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Varriance \$	% +/-	Budget 2023
<b>Fair Entertainment Expense</b>							
Payroll	0.00	0.00	8,950.41	19,496.36	(10,545.95)	-118%	24,750.00
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		1,893.38
Workers Compensation Insurance	0.00	0.00	0.00	819.31	(819.31)		1,980.00
Contracted Services	2,500.00	0.00	153,219.50	133,170.10	20,049.40	13%	129,876.00
Supplies & Expense	0.00	150.00	13,558.91	28,384.14	(14,825.23)	-109%	19,323.50
Grounds Acts & Entertainment	0.00	0.00	171,242.73	193,900.00	(22,657.27)	-13%	183,070.00
Headline Entertainment	0.00	0.00	187,124.00	167,500.00	19,624.00	10%	220,000.00
Other	0.00	0.00	0.00	0.00	0.00		0.00
	2,500.00	150.00	534,095.55	543,269.91	(9,174.36)	-2%	580,892.88
<b>Direct Fair Expenses</b>	<b>108,158.22</b>	<b>42,772.44</b>	<b>2,008,777.66</b>	<b>1,911,478.21</b>	<b>97,299.45</b>	<b>5%</b>	<b>2,276,419.72</b>
<b>Annual Fair Profit / Loss Direct Expenses</b>	<b>(96,743.96)</b>	<b>(83,302.44)</b>	<b>492,302.18</b>	<b>435,633.71</b>	<b>56,668.47</b>	<b>12%</b>	<b>(186,919.72)</b>



**San Mateo County Event Center**  
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 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Varriance \$	% +/-	Budget 2023
<b>Culinary Revenue</b>							
Fair - Food Sales	0.00	0.00	0.00	0.00	0.00		0.00
Events - Food Sales	19,702.62	6,073.11	379,281.19	34,045.65	345,235.54	91%	269,500.00
Events - Beverage Sales	0.00	0.00	0.00	0.00	0.00		0.00
Events - Adult Beverage Sales	51,639.68	132,537.29	164,982.44	172,934.09	(7,951.65)	-5%	300,000.00
JC - Food Sales	9,512.43	0.00	64,914.95	0.00	64,914.95	100%	125,000.00
JC - Beverage Sales	0.00	0.00	0.00	0.00	0.00		0.00
JC - Adult Beverage Sales	4,579.25	6,787.69	35,368.76	36,665.35	(1,296.59)	-4%	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	189,317.22	183,818.48	5,498.74	3%	180,000.00
Vending Machine Sales	1,162.00	0.00	4,962.00	1,722.00	3,240.00	65%	4,000.00
Fair - Sub Contractor Sales	0.00	0.00	0.00	0.00	0.00		0.00
Events- Sub Contractor Sales	42,500.00	49,000.00	102,484.00	58,963.51	43,520.49	42%	145,000.00
JC - Sub Contractor Sales	0.00	0.00	0.00	0.00	0.00		0.00
Catering - Food	6,154.25	0.00	6,154.25	0.00	6,154.25		0.00
Catering - Beverage	13,603.75	0.00	16,743.25	0.00	16,743.25	100%	0.00
Catering - Adult Beverages	62,445.00	11,085.00	112,115.50	21,612.50	90,503.00	81%	582,309.02
Catering - Supplemental Fee	16,426.60	2,217.00	22,606.30	3,922.50	18,683.80	83%	0.00
Catering - Subcontractors	0.00	14,350.00	2,420.65	74,267.21	(71,846.56)	-2968%	0.00
Other Revenue	0.00	0.00	9,539.70	3,078.00	6,461.70	68%	1,000.00
Labor Charges	10,455.00	2,310.00	27,763.00	4,410.00	23,353.00	84%	0.00
Linen Charges	0.00	0.00	417.00	0.00	417.00	100%	0.00
Food Buyouts	12,560.00	0.00	20,879.17	0.00	20,879.17	100%	5,000.00
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
	<b>250,740.58</b>	<b>224,360.09</b>	<b>1,159,949.38</b>	<b>595,439.29</b>	<b>564,510.09</b>	<b>49%</b>	<b>1,686,809.02</b>



**San Mateo County Event Center**  
 Detailed Income Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>Culinary - Expenses</b>							
Payroll - Full Time Employees	22,425.55	14,893.58	158,150.78	67,186.75	90,964.03	58%	353,807.94
Payroll - Part Time Employees	10,494.64	9,289.09	100,380.95	34,888.59	65,492.36	65%	427,003.98
Payroll - Overtime	1,585.85	2,145.16	18,780.86	9,721.43	9,059.43	48%	10,000.00
Employee Benefits	8,817.31	3,840.38	71,408.37	8,133.90	63,274.47	89%	96,964.58
Employers Payroll Taxes	2,533.67	1,986.74	20,654.44	8,470.47	12,183.97	59%	0.00
Workers Compensation Insurance	2,333.04	1,448.03	19,108.87	9,482.10	9,626.77	50%	57,763.04
Payroll - Outside Agency	0.00	0.00	24,742.06	2,406.25	22,335.81	90%	0.00
Contracted Services	11,313.66	10,049.32	72,937.26	33,913.72	39,023.54	54%	7,320.90
Product - Food - Concessions	5,149.66	768.21	103,385.94	1,032.37	102,353.57	99%	256,650.00
Product - Food - Catering	10,524.84	687.84	29,325.23	55,463.95	(26,138.72)	-89%	150,000.00
Product - Beverages - Concessions	10,395.06	2,866.90	25,235.70	6,433.26	18,802.44	75%	0.00
Product - Beverage - Catering	6,842.30	579.65	10,210.16	8,853.46	1,356.70	13%	0.00
Product - Adult Beverage - Concessions	4,900.00	2,250.00	84,166.01	64,717.46	19,448.55	23%	0.00
Product - Adult Beverage - Catering	0.00	0.00	16,482.76	0.00	16,482.76	100%	0.00
Product - Food - Jockey club	2,710.04	0.00	25,417.28	414.40	25,002.88	98%	76,000.00
Product - Beverage - JC	450.52	0.00	4,400.83	0.00	4,400.83	100%	0.00
Product - Adult Beverage - JC	0.00	409.00	3,279.30	4,196.76	(917.46)	-28%	0.00
Product - Spoilage	0.00	0.00	0.00	0.00	0.00		0.00
Supplies & Expenses	3,911.26	5,881.18	56,504.42	16,250.58	40,253.84	71%	48,836.04
Supplies - Paper Products	0.00	627.12	17,730.55	627.12	17,103.43	96%	70,000.00
Ice - CO2	176.15	1,068.38	2,554.65	3,706.52	(1,151.87)	-45%	15,000.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
Hood Cleaning	0.00	0.00	4,195.00	3,995.00	200.00	5%	0.00
Linen & Equipment Rental	2,046.71	0.00	11,767.11	4,485.26	7,281.85	62%	19,157.92
Promotional, Advertising & Travel	0.00	0.00	2,584.75	0.00	2,584.75	100%	5,000.00
Equipment - New and Maintenance	862.61	1,402.23	11,234.33	12,628.78	(1,394.45)	-12%	15,000.00
Miscellaneous	0.00	0.00	0.00	0.00	0.00		2,500.00
	<b>107,472.87</b>	<b>60,192.81</b>	<b>894,637.61</b>	<b>357,008.13</b>	<b>537,629.48</b>	<b>60%</b>	<b>1,611,004.40</b>
<b>Culinary Direct/Profit Loss</b>	<b>143,267.71</b>	<b>164,167.28</b>	<b>265,311.77</b>	<b>238,431.16</b>	<b>26,880.61</b>	<b>10%</b>	<b>75,804.62</b>



**San Mateo County Event Center**  
 Detailed Income Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Varriance \$	% +/-	Budget 2023
<b>COVID Labor Reimbursments</b>							
Labor Reimbursement COVID Staffing	0.00	0.00	0.00	936,010.36	(936,010.36)		0.00
<b>COVID Expenses:</b>							
Payroll	0.00	0.00	0.00	656,129.43	(656,129.43)		0.00
Employee Benefits	(78.37)	74.64	(313.48)	73,518.16	(73,831.64)	23552%	0.00
Employers Payroll Taxes	0.00	0.00	0.00	50,008.77	(50,008.77)		0.00
Workers Compensation	0.00	0.00	0.00	61,722.28	(61,722.28)		0.00
General Expenses	0.00	0.00	0.00	0.00	0.00		0.00
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		0.00
	(78.37)	74.64	(313.48)	841,378.64	(841,692.12)	268499%	0.00
<b>Direct Revenue over costs</b>	<b>78.37</b>	<b>(74.64)</b>	<b>313.48</b>	<b>94,631.72</b>	<b>(94,318.24)</b>	<b>-30087%</b>	<b>0.00</b>



**San Mateo County Event Center**  
 Detailed Income Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>Administration</b>							
Payroll - Full Time Employees	66,346.71	55,436.38	481,503.02	380,125.32	101,377.70	21%	1,103,455.52
Payroll - Part Time Employees	4,033.60	0.00	27,590.40	7,247.50	20,342.90	74%	20,000.00
Payroll - Overtime	286.73	1,203.36	6,785.07	13,529.47	(6,744.40)	-99%	20,000.00
Compensated Leave Expense	0.00	(778.87)	0.00	(1,850.74)	1,850.74		3,618.30
Employees Pension	4,293.65	4,552.37	35,283.08	31,799.46	3,483.62	10%	56,173.00
Employee Benefits	8,249.54	6,598.50	61,273.64	47,585.98	13,687.66	22%	76,898.49
Employers Payroll Taxes	5,350.33	4,277.21	39,064.87	30,305.29	8,759.58	22%	98,708.90
Workers Compensation Insurance	3,930.13	3,115.19	31,307.38	35,077.26	(3,769.88)	-12%	91,476.44
Outside Agency Payroll	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - Legal	590.25	727.50	26,105.10	50,565.29	(24,460.19)	-94%	70,000.00
Contracted Services - Other	2.00	121.60	1,580.60	1,982.30	(401.70)	-25%	102,000.00
Contracted Services - Financial	13,417.20	10,063.50	106,590.68	99,487.04	7,103.64	7%	140,000.00
Contracted Services - Security	0.00	0.00	0.00	630.00	(630.00)		0.00
Contracted Services - IT	6,408.13	13,210.59	46,546.14	48,481.45	(1,935.31)	-4%	50,000.00
Meeting Expenses	91.79	0.00	10,307.02	5,976.74	4,330.28	42%	7,500.00
Travel & Training	262.32	0.00	12,240.43	11,905.43	335.00	3%	30,000.00
Marketing, PR & Sponsorships	0.00	30.00	6,410.65	920.98	5,489.67	86%	20,000.00
Office Supplies & Expense	4,266.08	697.56	15,019.20	15,243.96	(224.76)	-1%	20,000.00
Equipment Rental	281.75	281.75	3,817.52	4,327.67	(510.15)	-13%	8,000.00
IT Expenses - non contracted	10,065.82	1,421.01	86,716.92	59,968.35	26,748.57	31%	75,000.00
Miscellaneous Employee Expenses	75.00	345.13	613.20	1,966.96	(1,353.76)	-221%	15,000.00
Telephone, Postage, Internet	6,726.15	8,739.54	53,225.08	57,403.72	(4,178.64)	-8%	120,000.00
Dues & Subscriptions (non IT)	(1,089.01)	39.99	4,498.47	9,124.62	(4,626.15)	-103%	20,000.00
Business Insurance	15,354.33	12,295.00	121,781.47	76,373.28	45,408.19	37%	155,040.00
Bank Fees	330.76	790.33	4,677.26	2,591.28	2,085.98	45%	5,000.00
Payroll Administration Fees	1,527.14	4,272.29	38,205.74	54,814.73	(16,608.99)	-43%	2,500.00
CC Merchant Acceptance Fees	(7,796.40)	88.90	5,765.93	853.23	4,912.70	85%	5,000.00
Unemployment Insurance	0.00	0.00	8,060.00	44,107.01	(36,047.01)	-447%	50,000.00
Audit Expense	0.00	0.00	0.00	2,347.28	(2,347.28)		21,300.00
Bad Debt - CC Chargebacks	477.00	541.37	4,385.00	2,770.42	1,614.58	37%	0.00
	<b>143,481.00</b>	<b>128,070.20</b>	<b>1,239,353.87</b>	<b>1,095,661.28</b>	<b>143,692.59</b>	<b>12%</b>	<b>2,386,670.65</b>



**San Mateo County Event Center**  
 Detailed Income Statement  
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	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>Maintenance</b>							
Payroll - Full Time Employees	69,047.65	53,688.94	453,046.28	393,772.79	59,273.49	13%	1,013,034.25
Payroll - Part Time Employees	0.00	0.00	0.00	0.00	0.00		2,500.00
Payroll - Overtime	1,538.09	1,619.15	16,922.52	17,676.48	(753.96)	-4%	25,000.00
Employees Pension	6,157.83	5,314.47	42,338.49	41,025.25	1,313.24	3%	50,652.00
Employees Benefits	14,893.53	13,527.05	107,295.74	95,869.97	11,425.77	11%	218,946.96
Employers Payroll Taxes	5,293.57	4,163.74	35,473.92	31,083.94	4,389.98	12%	87,818.71
Workers Compensation Insurance	4,958.10	3,041.95	33,086.38	36,552.10	(3,465.72)	-10%	81,242.74
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	0.00	626.41	8,112.77	6,146.41	1,966.36	24%	11,000.00
Contracted Services - Pest Control	1,188.00	1,122.00	8,910.00	8,415.00	495.00	6%	16,500.00
Contracted Services - Janitorial	1,710.00	195.00	9,502.50	1,989.00	7,513.50	79%	2,500.00
Contracted Services - HVAC	681.40	2,375.42	18,338.48	13,932.42	4,406.06	24%	50,000.00
Contracted Services - Other	10,229.75	0.00	27,218.09	3,812.56	23,405.53	86%	76,000.00
Administration Expenses	2,726.00	2,542.00	6,633.30	7,587.92	(954.62)	-14%	14,000.00
Equipment Rental	0.00	0.00	741.22	371.04	370.18	50%	2,500.00
Utilities - Power	57,902.51	50,720.97	229,479.11	212,476.07	17,003.04	7%	350,000.00
Utilities - Water	9,525.00	12,213.09	34,616.61	46,431.10	(11,814.49)	-34%	50,000.00
Utilities - Other	748.16	1,032.52	43,331.17	43,237.22	93.95	0%	50,000.00
Equipment Maintenance & Repairs	4,233.74	288.18	33,462.92	36,725.96	(3,263.04)	-10%	45,000.00
Building Maintenance Supplies	723.64	617.30	25,016.94	18,633.18	6,383.76	26%	100,000.00
Janitorial Supplies	3,703.67	2,152.99	32,195.38	26,340.86	5,854.52	18%	0.00
Tools & Equipment	0.00	163.14	1,584.51	528.79	1,055.72	67%	0.00
Building Repairs	0.00	0.00	9,313.73	7,759.23	1,554.50	17%	0.00
Emergency Repairs	0.00	0.00	10,765.00	55,447.95	(44,682.95)	-415%	0.00
Trash Removal	5,529.83	2,665.78	27,926.49	22,927.56	4,998.93	18%	45,000.00
	<b>200,790.47</b>	<b>158,070.10</b>	<b>1,215,311.55</b>	<b>1,128,742.80</b>	<b>86,568.75</b>	<b>7%</b>	<b>2,291,694.66</b>



**San Mateo County Event Center**  
 Detailed Income Statement  
 For the Period Ending July 31, 2023 and 2022

	July 2023	July 2022	Year to Date 2023	Year to Date 2022	Variance \$	% +/-	Budget 2023
<b>Non Capitalized Improvements:</b>							
Non Capitalized Improvements	0.00	0.00	0.00	0.00	0.00		0.00
Expo Hall Upgrades	0.00	0.00	0.00	10,810.00	(10,810.00)		40,000.00
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	0.00	0.00	0.00	0.00		50,000.00
Roofing Replacement - Repairs	0.00	0.00	0.00	133,305.90	(133,305.90)		50,000.00
Event Pavillion - Drainage	0.00	0.00	0.00	0.00	0.00		0.00
Landscaping Projects	0.00	0.00	0.00	0.00	0.00		0.00
Security Camera	0.00	0.00	0.00	0.00	0.00		0.00
Lighting Retrofit	0.00	0.00	0.00	12,057.87	(12,057.87)		100,000.00
Fiesta Hall Upgrades	0.00	0.00	10,984.00	14,823.12	(3,839.12)	-35%	0.00
Storm Drains Sewers	0.00	8,475.00	0.00	17,825.00	(17,825.00)		0.00
Cypress Hall	0.00	0.00	0.00	0.00	0.00		0.00
Parking Lot	0.00	0.00	7,381.91	54,735.00	(47,353.09)	-641%	0.00
Computer Switch Upgrade	0.00	0.00	108,013.92	0.00	108,013.92	100%	0.00
PSC Building	0.00	0.00	0.00	0.00	0.00		0.00
Generators	0.00	0.00	0.00	0.00	0.00		0.00
Jockey Club	0.00	0.00	(44.23)	94,579.14	(94,623.37)	213935%	40,000.00
Redwood Hall	0.00	0.00	29,154.48	0.00	29,154.48	100%	0.00
Door Replacement	0.00	0.00	0.00	0.00	0.00		0.00
Equipment	1,687.27	15,994.40	32,394.21	136,896.44	(104,502.23)	-323%	459,500.00
	<b>1,687.27</b>	<b>24,469.40</b>	<b>187,884.29</b>	<b>475,032.47</b>	<b>(287,148.18)</b>	<b>-153%</b>	<b>739,500.00</b>
<b>Capitalized Improvements - In Progress</b>							
Fiesta Hall Heat	(843,617.43)	0.00	(810,101.00)	103,371.00	(913,472.00)	113%	804,000.00
Sub Station - Central Mall	0.00	0.00	0.00	0.00	0.00		1,200,000.00
Internet and Wi Fi Improvements	0.00	0.00	0.00	0.00	0.00		225,000.00
Redwood Hall Remodel	0.00	0.00	(194,698.00)	194,698.00	(389,396.00)	200%	0.00
100 amp Electrical - Cafe Lawn	0.00	0.00	0.00	0.00	0.00		0.00
Administration Office Addition	0.00	0.00	1,167,165.07	79,638.00	1,087,527.07	93%	1,200,000.00
Saratoga Entrance Upgrade	0.00	0.00	0.00	0.00	0.00		0.00
Gates into Parking Lots	0.00	0.00	(132,610.00)	0.00	(132,610.00)	100%	0.00
Cypress Hall Restrooms	0.00	0.00	79,634.65	0.00	79,634.65	100%	950,000.00
Solar Canopies - RV Park	0.00	0.00	8,234.52	0.00	8,234.52	100%	4,750,000.00
Electronic Signs	0.00	0.00	0.00	168,919.29	(168,919.29)		0.00
	<b>(843,617.43)</b>	<b>0.00</b>	<b>117,625.24</b>	<b>546,626.29</b>	<b>(429,001.05)</b>	<b>-365%</b>	<b>9,129,000.00</b>

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