

## Memo

To: Board of Directors, San Mateo County Event Center  
From: Diane Baumann, Controller and Dana Stoehr, CEO  
Re: 2025 Budget Highlights  
Date: October 17, 2024

The Finance Committee of the Board of Directors met on October 16, 2024, to review and recommend approval of the attached budget. This budget has been prepared to conservatively estimate revenues and expenses while allowing staff to implement as-needed cost-saving measures throughout the year.

### Background Summary

We are proposing to use reserves to fund equipment, improvements, and depreciation in 2025 in the amount of \$1,777,374.39. Without those expenses, the budget shows an operating profit of \$410,584.30.

The financial success of the past several years has led to the Association having substantial reserves (\$15,672,309.90) as of January 1, 2024. This budget shows the reinvestment of those funds into improvements to the grounds and equipment.

### HIGHLIGHTS OF THE 2025 PROPOSED BUDGET

#### REVENUES:

- ❖ Non-Operational Funding – Only AB 1499 Funds - \$250,000.00  
AB 1499 Funds are monies controlled by the California Department of Food and Agriculture. They are derived from a portion of the sales tax collected by the State of California from sales that occur on Fairgrounds located in California. The California Department of Food and Agriculture (CDFA) controls the disbursement of these funds throughout all CA Fairgrounds. The amounts available for disbursement by CDFA vary from year to year and are not guaranteed.
- ❖ Fair Revenues – \$2,781,150 4% increase from 2024 revenue \$2,671,151- primarily in parking and sponsorship. Fair Revenues include the categories of Admission to Grounds; Commercial Space; Carnival and Concessions; Competitive Exhibits and Miscellaneous Fair
- ❖ Satellite Wagering - \$1,573,750 20% decrease from 2024 – the uncertainty of Horse racing in California and the unknown impact of Northern CA racing at Pleasanton

- ❖ Event Sales & Service - \$5,518,743 5% increase – Daily Event Parking will increase to \$18 in January of 2025; a new monthly parking contract for employee parking has been executed; as well as new events being booked
- ❖ Culinary - \$1,670,009 15% forecasted revenue decrease. Revenues can fluctuate substantially for food and beverage services and are based on the needs of each event, so revenues are budgeted conservatively
- ❖ Other Operating Revenue - \$379,512 – Cell Phone Tower Commission, interest, and rebates on credit purchases
- ❖ Total Revenue: \$12,173,164 – 2024 estimated revenue \$12,740,191 5% decrease

#### **EXPENSES:**

- ❖ Administration Expense – \$2,600,928 17% Increase - Administration carries many of the overhead expenses for the entire organization – this includes personnel who work for multiple departments, as well as other expenses that are for the entire organization, and not one department. Increases include new positions for social media and sponsorship. Increases also include employee benefit expenses and business insurance. An example is the marketing and related social media and sponsorship positions are currently allocated to the Administration, Seventy-five percent of the Marketing Director, social media, and sponsorship functions are dedicated to Fair, and Twenty-Five percent to ESS – staff is exploring solutions to allocate salaries between different departments. This budget also includes wage, and benefit increases needed to retain quality staff
- ❖ Maintenance Expense – \$2,751,764 21% increase in expenses. This includes three additional full-time maintenance positions. The Maintenance Dept. continues to add positions that were either cut during the pandemic or are current replacement positions, as well as employee wage and benefit increases needed to retain quality staff. Maintenance is also a department with expenses that encompass the entire operation i.e.: utilities, and maintenance of the equipment, buildings, and grounds

- ❖ Fair Expenses - \$2,177,727 6% Increase - over 2024 actual – Budgeted \$2,209,995 in 2024. Fair Expense increases include Fair (non-staff) Marketing; Attendance Operations, Miscellaneous Fair; Competitive Awards, Competitive Exhibits; Entertainment; and wage and employee benefit increases needed to retain quality staff.
  
- ❖ Event Sales and Service \$1,934,921 13% Increase - includes one new Event Coordinator position and reflects wage and employee benefit increases needed to retain quality staff.
  
- ❖ Culinary – \$1,596,146 – 7% increase - reflecting wage and employee benefit increases needed to retain quality staff.
  
- ❖ Satellite Wagering \$716,894 7% decrease reflecting an offset to the anticipated reduction in revenues and reflects wage and employee benefit increases needed to retain quality staff.
  
- ❖ Non-Capitalized Equipment and Improvements - \$985,000.00 includes permanent lighting in the south parking lot; Fiesta Hall lobby improvements; striping of the East Parking lot; and equipment.
  
- ❖ Total Operating Expenses \$12,814,974 2024 estimated expenses \$11,553,626 10% increase

**San Mateo County Event Center  
2025 Proposed Budget - Recap**

	Acct. No.	Actual 2021	Actual 2022	Actual 2023	Estimated 2024	Budget 2024	Proposed 2025
<b>REVENUES:</b>							
Non Operational Funding		\$991,083	962,796	838,017	470,983	100,000	250,000
Fair Admissions to Grounds	41000	968,469	1,109,993	1,216,026	1,215,100	1,200,000	1,250,000
Fair Commercial Space	41500	33,350	84,990	101,355	108,922	90,000	110,000
Fair Carnival & Concessions	42100	620,715	678,993	715,840	724,186	714,400	725,400
Fair Competitive Exhibits	43000	25,698	30,417	29,212	31,222	30,900	35,250
Miscellaneous Fair	47000	532,364	447,871	459,278	591,721	544,500	660,500
Covid Programs	46000	4,737,795	936,010	-	-	-	
Jockey Club (SWF)	45005	2,032,054	2,124,366	2,046,805	1,982,186	1,400,250	1,573,750
Event Sales & Service	48000	5,456,797	5,567,201	6,232,185	5,260,253	5,562,806	5,518,743
Culinary	44000	540,639	1,323,774	2,288,827	1,909,841	1,966,446	1,670,009
Prior Year Revenue Adjustments	49000	(50,174)	7,812	(24,255)	(19,421)	-	-
Other Operating Revenue	49500	84,382	170,622	382,817	465,198	326,316	379,512
<b>TOTAL REVENUES</b>		15,973,172	13,444,846	14,286,107	12,740,191	11,935,617	12,173,164
<b>EXPENDITURES:</b>							
Administration	50000	1,659,586	2,094,389	2,232,317	2,205,000	2,605,454	2,600,928
Maintenance & General Operations	52000	1,867,469	2,035,410	2,290,185	2,264,657	2,461,148	2,751,764
Fair Administration & Marketing	54000	431,505	670,531	601,030	532,755	628,847	607,548
Fair Attendance Operations	56000	416,878	524,391	511,455	497,400	525,514	485,812
Miscellaneous Fair	57000	109,440	208,994	229,294	292,549	248,208	287,380
Fair Competitive Awards	58000	25,439	26,934	27,944	24,233	34,000	28,500
Fair Competitive Exhibits	63000	145,700	207,776	203,515	181,913	217,294	188,118
Fair Entertainment & Exhibits	66000	306,967	543,270	548,341	534,507	556,132	580,369
Covid Response	55000	3,996,481	841,457	0	-	-	
Event Sales and Services Expenses	64000	1,333,301	1,721,615	1,894,277	1,710,228	1,933,543	1,934,921
Culinary	65000	313,534	916,830	1,557,215	1,453,829	1,669,504	1,581,146
Jockey Club (SWF)	65005	690,609	766,257	782,184	760,182	658,919	716,096
Non Capitalized Improvements	72300	243,077	703,139	645,560	1,072,520	739,500	975,000
Prior Year Expense Adjustments	80000	16,039	9,534	(5,530)	22,265	-	0
Cash (over/under)	85000	3,355	(2,202)	(531)	1,587	0	0
<b>TOTAL OPERATING EXPENDITURES</b>		11,559,380	11,268,324	11,517,256	11,553,626	12,278,062	12,737,580
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIAT</b>		4,413,791	2,176,522	2,768,851	1,186,565	(342,445)	(564,416)

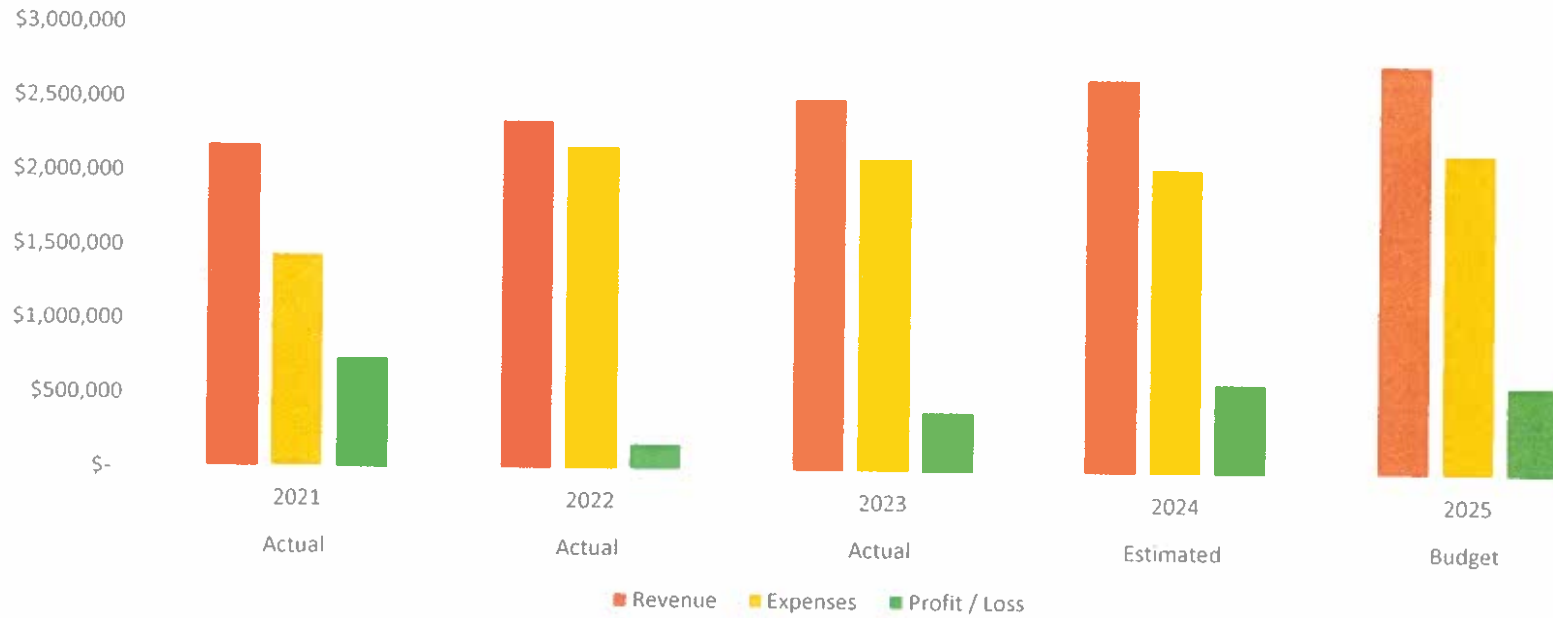
	Actual 2021	Actual 2022	Actual 2023	Estimated 2024	Budget 2025
Revenue	\$ 15,973,172	\$ 13,444,846	\$ 14,286,107	\$ 12,740,191	\$ 12,173,164
Expenses	\$ 11,559,380	\$ 11,268,324	\$ 11,517,256	\$ 11,553,626	\$ 12,737,580
Profit / Loss	\$ 4,413,792	\$ 2,176,522	\$ 2,768,851	\$ 1,186,565	\$ (564,416)

### SMCEC Overall Operation

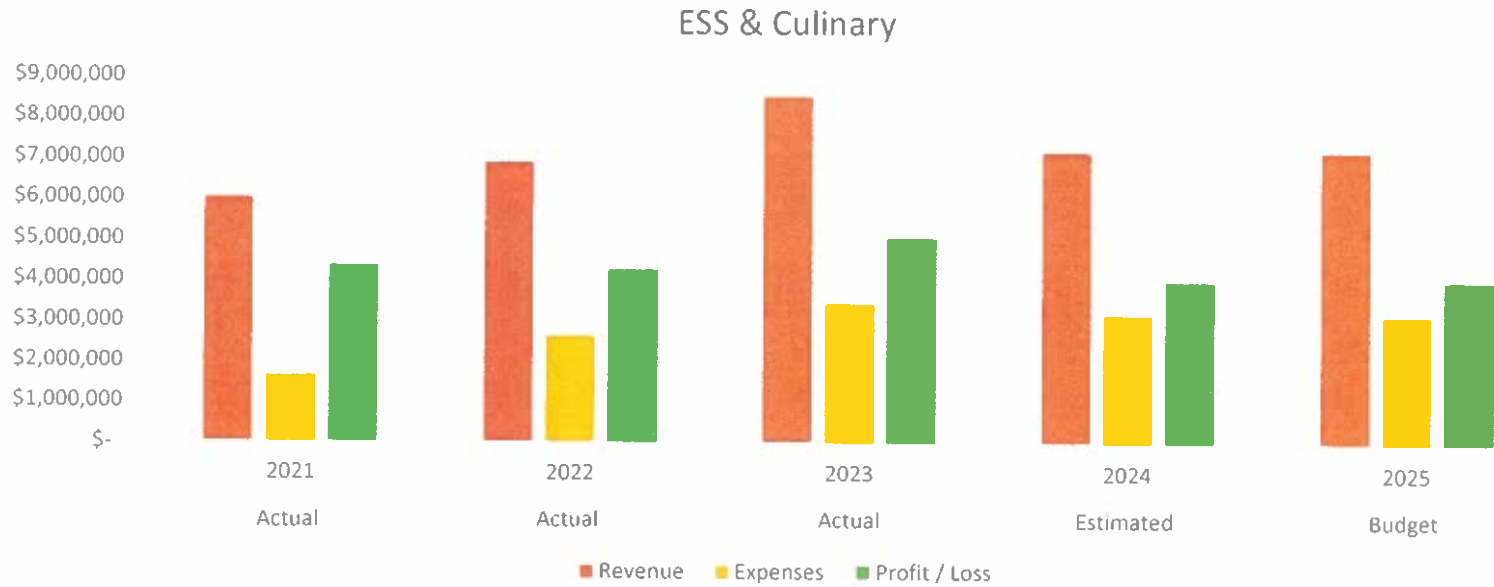


	Actual 2021	Actual 2022	Actual 2023	Estimated 2024	Budget 2025
Revenue	\$ 2,180,596	\$ 2,352,264	\$ 2,521,711	\$ 2,671,151	\$ 2,781,150
Expenses	\$ 1,435,928	\$ 2,181,896	\$ 2,121,578	\$ 2,063,357	\$ 2,178,125
Profit / Loss	\$ 744,668	\$ 170,368	\$ 400,133	\$ 607,794	\$ 603,025

### Annual San Mateo County Fair

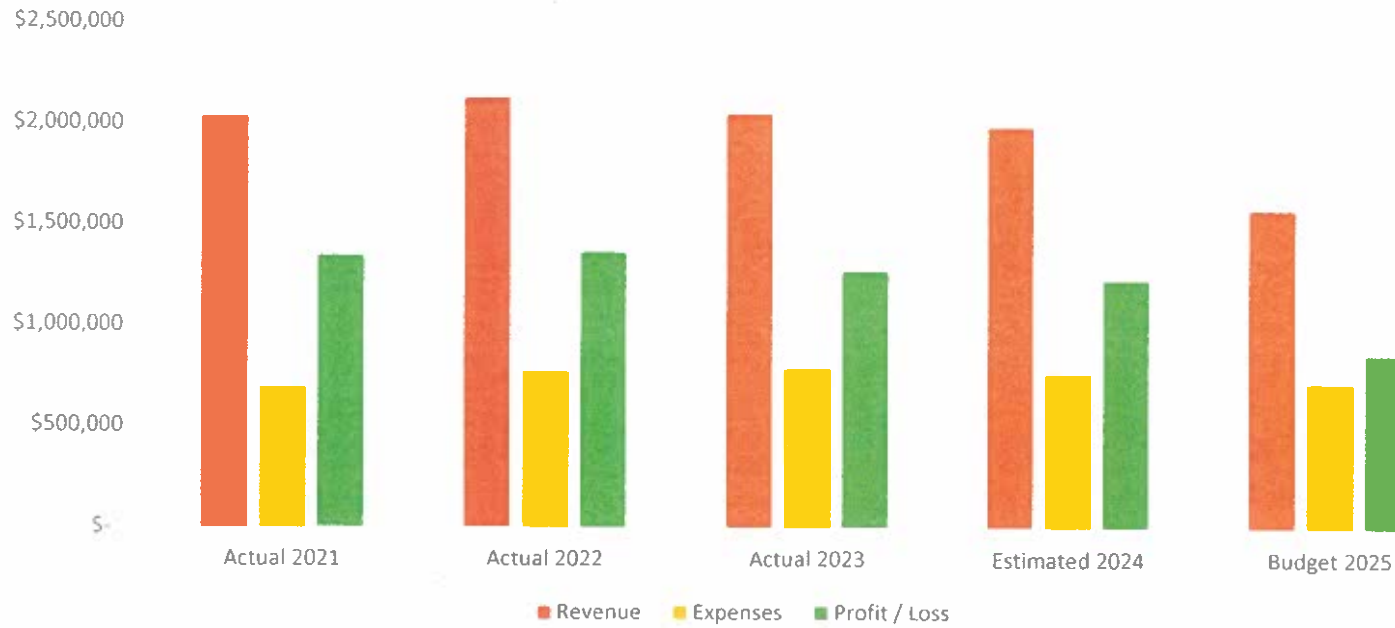


	Actual 2021	Actual 2022	Actual 2023	Estimated 2024	Budget 2025
Revenue	\$ 5,997,436	\$ 6,890,975	\$ 8,521,012	\$ 7,170,094	\$ 7,188,752
Expenses	\$ 1,646,835	\$ 2,638,445	\$ 3,451,492	\$ 3,164,057	\$ 3,162,291
Profit / Loss	\$ 4,350,601	\$ 4,252,530	\$ 5,069,520	\$ 4,006,036	\$ 4,026,461



	Actual 2021	Actual 2022	Actual 2023	Estimated 2024	Budget 2025
Revenue	\$ 2,032,054	\$ 2,124,366	\$ 2,046,805	\$ 1,982,186	\$ 1,573,750
Expenses	\$ 690,609	\$ 766,257	\$ 782,184	\$ 760,182	\$ 716,894
Profit / Loss	\$ 1,341,445	\$ 1,358,109	\$ 1,264,621	\$ 1,222,004	\$ 856,856

### Jockey Club







## San Mateo County Event Center Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Non Operational Funding</b>						
State Funding	250,000.00	100,000.00	309,000.00	-	271,000.00	176,567.60
Revenue Protection Insurance			-	-	10,296.24	106,822.82
County Funding			161,982.74	838,017.26	-	-
Capital Funding			-	-	-	-
City Funding			-	-	-	-
Federal Grants - PPP Program			-	-	681,500.00	707,693.00
	<b>250,000.00</b>	<b>100,000.00</b>	<b>470,982.74</b>	<b>838,017.26</b>	<b>962,796.24</b>	<b>991,083.42</b>
<b>Fair Admissions</b>						
Regular Admissions	1,100,000.00	1,000,000.00	1,094,257.00	1,122,635.00	1,027,423.00	769,005.00
Advance Sale Admissions	150,000.00	200,000.00	120,388.00	93,391.00	82,570.00	155,665.00
Discount Admissions			455.00	-	-	43,799.40
	<b>1,250,000.00</b>	<b>1,200,000.00</b>	<b>1,215,100.00</b>	<b>1,216,026.00</b>	<b>1,109,993.00</b>	<b>968,469.40</b>
<b>Fair Space Rental</b>						
Inside Exhibit Spaces	55,000.00	40,000.00	53,922.37	43,105.26	43,089.65	2,000.00
Outside Exhibit Spaces	55,000.00	50,000.00	55,000.00	58,250.00	41,900.00	31,350.00
Special Days Exhibit Space			-	-	-	-
	<b>110,000.00</b>	<b>90,000.00</b>	<b>108,922.37</b>	<b>101,355.26</b>	<b>84,989.65</b>	<b>33,350.00</b>
<b>Fair Concessions</b>						
Carnival Revenue	325,000.00	285,000.00	335,448.00	286,202.00	308,649.51	282,857.43
Carnival - Pre Sale	50,000.00	74,000.00	50,229.00	73,356.50	50,260.00	52,530.00
Food & Beverage Concessions	350,000.00	355,000.00	338,139.21	355,883.22	319,733.64	284,557.77
Other Concessions	400.00	400.00	370.00	398.00	350.00	770.00
	<b>725,400.00</b>	<b>714,400.00</b>	<b>724,186.21</b>	<b>715,839.72</b>	<b>678,993.15</b>	<b>620,715.20</b>
<b>Fair Competitive Exhibits</b>						
Entry Fees	22,000.00	18,000.00	21,270.00	18,144.21	14,653.00	10,332.00
Exhibits - Donated Awards	6,000.00	6,000.00	5,247.00	5,089.00	7,910.00	5,350.00
Art & Literary Art Show Sales	5,000.00	4,000.00	2,494.87	3,543.90	6,409.12	8,861.16
Entry Processing Fees	250.00	500.00	250.00	275.00	25.00	175.00
Livestock Liability Insurance	2,000.00	2,000.00	1,960.00	2,065.00	1,295.00	980.00
Other Exhibit Revenue		400.00	-	95.00	125.00	-
	<b>35,250.00</b>	<b>30,900.00</b>	<b>31,221.87</b>	<b>29,212.11</b>	<b>30,417.12</b>	<b>25,698.16</b>



San Mateo County Event Center  
 Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Miscellaneous Fair Revenue:</b>						
Parking - Fair only	310,000.00	270,000.00	281,380.00	269,145.00	230,060.00	251,295.00
Utility Reimbursement	4,000.00	-	4,225.00	25.00	350.00	-
Permits & Insurance	6,500.00	7,000.00	6,572.00	7,008.00	4,567.50	2,712.00
RV Parking - Stock Trucks	25,000.00	17,500.00	22,120.00	17,600.00	17,650.00	12,490.00
Ticket Fee Revenue	65,000.00	50,000.00	64,984.00	52,500.00	46,893.50	152,036.50
Sponsorship	250,000.00	200,000.00	212,440.00	113,000.00	148,350.00	113,830.00
	<b>660,500.00</b>	<b>544,500.00</b>	<b>591,721.00</b>	<b>459,278.00</b>	<b>447,871.00</b>	<b>532,363.50</b>
<b>COVID Labor Reimbursements</b>						
Labor Reimbursement COVID Staffi	-	-	-	-	936,010.36	4,737,794.98
<b>Jockey Club - Revenue</b>						
Admissions	300,000.00	255,000.00	386,280.00	391,430.00	379,152.00	313,890.00
Track Commissions	400,000.00	350,000.00	538,125.84	576,110.30	563,583.42	469,429.28
ADW Fees	775,000.00	720,000.00	893,685.10	934,924.96	1,037,135.15	1,128,187.42
Publication Sales	90,000.00	70,000.00	151,212.19	133,280.06	126,992.73	103,549.07
Other Items Sold	250.00	250.00	296.74	298.29	234.54	234.97
ATM Revenue	8,500.00	5,000.00	12,586.00	10,761.00	17,268.00	13,548.00
Lottery	-	-	-	-	-	3,214.80
Other Income	-	-	-	-	-	-
	<b>1,573,750.00</b>	<b>1,400,250.00</b>	<b>1,982,185.87</b>	<b>2,046,804.61</b>	<b>2,124,365.84</b>	<b>2,032,053.54</b>



San Mateo County Event Center  
 Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>ESS - Revenue</b>						
Building Rental Fees	2,204,992.50	2,191,686.00	1,983,110.36	2,425,879.00	2,564,745.93	3,413,272.03
Rental Rebates/Sponsorships	(125,000.00)	-	(107,821.50)	(199,198.27)	(467,796.51)	(41,494.28)
Grounds Rental Fees		-	54,400.00	9,000.00		
Equipment Rental Fees	209,406.00	172,259.00	219,106.71	244,115.50	193,249.25	149,651.00
Recovered Expenses - Other		-	1,781.00	2,750.00	76,563.62	42,506.89
Recovered Janitorial Services	500,622.83	536,409.60	541,574.52	521,433.95	479,302.90	375,015.21
Recovered Utilities	3,850.00	6,250.00	-	17,890.00	7,850.00	-
Recovered Trash	21,000.00	44,770.00	4,500.00	57,514.00	28,568.75	32,895.00
Recovered Damages		282.50	-	3,025.45	17,623.23	2,856.25
Recovered Outsourced Equipment	20,000.00	11,000.00	-	29,200.00	6,620.00	182,336.74
Recovered Security / Law Enforcement	344,417.81	330,537.80	224,875.27	453,962.62	318,949.24	227,639.66
Recovered Labor	100,000.00	100,000.00	123,254.51	126,274.14	96,567.17	17,450.00
Recovered EMT Fees	45,000.00	40,000.00	48,700.28	50,338.89	38,217.91	19,528.10
Recovered Insurance Fees		-	-	745.00	1,135.00	670.00
Patron Parking Fees	1,233,084.00	1,389,297.70	1,229,079.00	1,355,616.00	1,192,581.00	387,510.00
Exhibitor/Vendor Parking		-	300.00	8,650.00	15,754.50	1,860.00
Tailgating Permits - Youth Sports	40,000.00	35,000.00	43,507.00	38,996.00	44,781.00	-
Monthly Parking Contracts	682,560.00	492,000.00	652,690.00	492,352.50	593,073.50	590,469.00
RV Parking	6,000.00	8,000.00	9,740.00	9,650.00	6,800.00	3,950.00
Vehicle Dry Storage		-	15,275.00	4,125.00	-	-
Miscellaneous Charges	5,500.00	-	-	83,471.36	15.23	15.00
IT Services	171,690.00	144,005.00	163,485.00	95,495.00	117,055.00	19,822.50
Electrical Services	40,000.00	40,000.00	39,825.48	44,272.48	44,170.47	26,376.86
Business License Fees	5,000.00	8,030.00	5,790.00	9,610.00	8,110.00	4,320.00
Miscellaneous Fees	7,120.00	9,278.26	3,000.00	342,485.10	182,819.47	147.00
ATM Revenue	-	4,000.00	-	4,531.00	444.00	-
Ticket Fee Revenue	3,500.00	-	4,080.00	-	-	-
	<b>5,518,743.14</b>	<b>5,562,805.86</b>	<b>5,260,252.63</b>	<b>6,232,184.72</b>	<b>5,567,200.66</b>	<b>5,456,796.96</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Culinary - Revenue</b>						
Events - Food & Beverage Sales	434,678.12	483,463.00	569,124.86	509,662.03	163,590.00	19,078.68
Events - Adult Beverage Sales	27,200.00	167,500.00	26,207.75	183,257.47	245,639.23	74,398.51
JC - Food & Beverage Sales	75,000.00	59,678.00	113,659.34	103,961.70	7,944.36	9,439.46
JC - Adult Beverage Sales	38,000.00	38,612.00	48,557.27	57,604.56	61,661.46	62,165.85
Fair - Food Sales			11,292.95	-	-	-
Fair - Adult Beverage Sales	230,000.00	190,000.00	204,677.77	189,317.22	183,818.48	214,235.62
Vending Machine Sales	6,000.00	6,000.00	8,336.60	7,996.00	3,597.00	555.10
Events- Sub Contractor Sales	58,350.00	104,220.00	45,700.00	105,787.00	102,433.91	119,757.57
Catering - Food	300,365.00	216,386.50	319,830.33	232,696.68	3,700.50	6,987.50
Catering - Beverage			3,697.25	62,240.50	3,120.25	56.00
Catering - Adult Beverages	318,646.50	339,773.00	355,967.80	358,891.81	256,230.26	21,379.57
Catering - Supplemental Fee	16,769.30	129,713.00	6,333.05	128,216.30	50,056.65	5,360.10
Catering - Subcontractors	15,000.00	30,000.00	11,590.49	124,864.29	85,292.00	-
Other Revenue	10,000.00	10,000.00	22,241.46	9,639.70	2,876.00	400.00
Labor Charges	100,000.00	151,100.00	116,262.50	160,833.00	96,137.60	6,825.00
Linen Charges			1,361.69	417.00	-	-
Food Buyouts	40,000.00	40,000.00	45,000.00	53,442.22	57,676.48	-
	<b>1,670,008.92</b>	<b>1,966,445.50</b>	<b>1,909,841.11</b>	<b>2,288,827.48</b>	<b>1,323,774.18</b>	<b>540,638.96</b>
Prior Year Revenue Adjustments	-	-	(19,421.02)	(24,255.21)	7,812.40	(50,174.47)
<b>Other Operating Revenue</b>						
Cell Phone Tower	76,512.12	74,316.00	75,397.86	73,201.80	71,069.70	68,999.70
Other Income			-	-	-	-
Credit Card Rebates	3,000.00	2,000.00	3,000.00	2,500.00	4,000.00	-
Interest Earnings	300,000.00	250,000.00	386,800.24	307,115.41	95,552.66	15,382.23
	<b>379,512.12</b>	<b>326,316.00</b>	<b>465,198.10</b>	<b>382,817.21</b>	<b>170,622.36</b>	<b>84,381.93</b>
<b>Operational Revenue:</b>	<b>11,923,164.18</b>	<b>11,835,617.36</b>	<b>12,269,208.14</b>	<b>13,448,089.90</b>	<b>12,482,049.72</b>	<b>14,982,088.16</b>



San Mateo County Event Center  
 Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Administration</b>						
Payroll - Full Time Employees	1,189,632.91	1,265,017.36	929,294.28	946,398.62	781,044.65	640,014.68
Payroll - Part Time Employees	49,250.00	41,000.00	60,425.35	40,969.70	10,691.00	51,250.63
Payroll - Overtime	10,500.00	10,000.00	5,063.72	8,142.52	17,584.19	25,622.87
Compensated Leave Expense	35,579.04	33,909.60	34,629.26	40,818.74	(55,309.55)	27,249.10
Employees Pension	59,481.65	63,250.87	62,051.47	69,311.34	65,525.65	50,490.17
Employee Benefits	129,718.51	91,564.11	104,044.54	98,447.14	83,404.03	77,865.67
Employers Payroll Taxes	106,670.87	112,560.50	73,369.68	67,681.00	52,716.27	45,508.28
Workers Compensation Insurance	78,049.62	91,421.22	55,436.27	61,780.38	85,127.14	25,061.88
Contracted Services - Legal	47,500.00	49,500.00	18,779.65	34,958.50	63,142.79	46,926.60
Contracted Services - Other	30,760.00	50,000.00	8,932.71	2,954.60	2,962.50	172,995.22
Contracted Services - Financial	175,000.00	160,000.00	159,665.00	163,616.64	162,634.74	-
Contracted Services - Security		-	-	-	630.00	-
Contracted Services - IT	75,000.00	75,000.00	61,439.88	65,016.27	69,138.78	-
Meeting Expenses	7,500.00	15,000.00	6,027.14	13,126.23	23,732.40	-
Travel & Training	40,000.00	20,000.00	36,024.37	22,999.39	15,227.93	7,625.07
Marketing, PR & Sponsorships	10,000.00	20,000.00	10,663.53	26,120.71	10,000.37	572.58
Office Supplies & Expense	30,000.00	30,000.00	26,196.43	26,897.06	22,840.11	15,568.62
Equipment Rental	12,500.00	8,500.00	11,228.94	7,886.78	7,756.99	6,612.57
IT Expenses - non contracted	80,000.00	100,000.00	80,334.30	104,792.60	98,117.66	114,431.32
Miscellaneous Employee Expenses	5,000.00	5,000.00	3,690.00	7,693.86	18,102.32	26,009.84
Telephone, Postage, Internet	100,000.00	90,000.00	95,349.58	94,999.29	109,965.92	68,994.36
Dues & Subscriptions (non IT)	35,000.00	10,000.00	40,518.79	8,827.44	17,673.10	19,477.70
Business Insurance	224,735.45	196,230.24	213,076.34	201,220.12	137,848.28	135,393.28
Bank Fees	5,000.00	7,500.00	4,330.69	6,362.48	4,224.73	3,135.83
Payroll Administration Fees	20,000.00	15,000.00	22,717.28	46,069.81	82,891.84	27,775.64
CC Merchant Acceptance Fees	5,500.00	7,500.00	5,490.56	7,704.67	3,211.34	12,884.75
Unemployment Insurance	10,000.00	10,000.00	22,943.00	21,693.00	187,531.46	51,968.39
Audit Expense	23,550.00	25,000.00	32,750.00	31,300.00	11,347.28	-
Bad Debt - CC Chargebacks	5,000.00	2,500.00	20,527.48	4,528.00	4,624.58	6,151.19
	<b>2,600,928.05</b>	<b>2,605,453.90</b>	<b>2,205,000.24</b>	<b>2,232,316.89</b>	<b>2,094,388.50</b>	<b>1,659,586.24</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Maintenance</b>						
Payroll - Full Time Employees	1,242,758.58	1,072,998.04	918,269.38	875,362.99	779,628.26	861,915.45
Payroll - Part Time Employees	28,350.00	-	20,484.40	-	-	3,785.75
Payroll - Overtime	25,000.00	25,000.00	17,435.59	21,626.95	23,962.83	27,622.67
Employees Pension	62,137.93	54,899.90	83,565.07	80,148.24	77,912.85	76,192.09
Employees Benefits	238,270.01	195,414.22	161,422.83	175,006.37	161,252.96	151,640.96
Employers Payroll Taxes	109,667.39	68,075.88	70,091.14	67,085.90	59,165.86	67,018.47
Workers Compensation Insurance	80,079.84	76,859.86	50,523.12	63,653.10	84,318.58	31,229.94
Contracted Services - Alarm	12,500.00	20,000.00	12,871.69	17,350.77	16,235.65	10,128.15
Contracted Services - Pest Control	17,500.00	16,500.00	15,540.00	15,906.00	14,949.00	14,121.00
Contracted Services - Janitorial	20,000.00	15,000.00	12,252.50	15,142.50	6,589.00	1,321.00
Contracted Services - HVAC	25,000.00	35,000.00	30,131.97	35,978.61	40,691.59	46,540.88
Contracted Services - Other	52,500.00	50,900.00	51,206.91	136,889.63	14,455.81	17,654.06
Administration Expenses	10,500.00	10,000.00	10,201.95	9,707.04	11,785.35	6,453.63
Equipment Rental	5,000.00	2,500.00	5,764.77	741.22	371.04	1,029.10
Utilities - Power	450,000.00	450,000.00	444,904.98	439,663.79	382,709.13	315,907.77
Utilities - Water	82,000.00	80,000.00	81,024.40	77,394.09	87,603.47	67,656.72
Utilities - Other	50,000.00	60,000.00	44,200.18	55,955.58	61,563.41	35,409.19
Equipment Maintenance & Repairs	65,000.00	60,000.00	65,621.10	53,830.16	70,647.64	32,975.69
Building Maintenance Supplies	45,000.00	35,000.00	46,822.01	39,587.62	32,043.37	26,708.08
Janitorial Supplies	50,000.00	45,000.00	47,422.92	44,367.86	36,738.49	20,627.87
Tools & Equipment	3,000.00	3,000.00	1,231.58	1,646.60	528.79	1,337.70
Building Repairs	35,000.00	40,000.00	33,564.31	19,918.69	32,931.06	6,219.32
Trash Removal	42,500.00	45,000.00	40,104.27	43,221.48	39,325.92	43,973.84
	<b>2,751,763.76</b>	<b>2,461,147.90</b>	<b>2,264,657.07</b>	<b>2,290,185.19</b>	<b>2,035,410.06</b>	<b>1,867,469.33</b>



San Mateo County Event Center  
 Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Fair Administration &amp; Marketing</b>						
Payroll - Full Time Employees	155,925.20	182,627.17	128,992.46	163,602.97	133,985.99	126,444.42
Payroll - Part Time Employees	17,064.00	17,064.00	21,826.97	6,747.51	6,978.76	5,356.00
Payroll - Overtime	2,000.00	2,000.00	610.33	3,139.31	70.17	858.00
Employees Pension	7,796.26	9,231.36	8,454.39	7,584.22	7,049.51	6,297.18
Employees Benefits	25,420.98	26,980.60	26,230.98	23,679.07	21,525.74	24,277.88
Employers Payroll Taxes	14,792.93	17,275.65	13,587.98	13,043.88	10,540.11	10,211.32
Workers Compensation Insurance	10,898.32	14,118.38	6,680.53	10,206.67	19,997.96	4,637.64
Contracted Services	28,000.00	25,500.00	42,487.50	44,893.88	174,319.00	67,974.15
Administration Expense	3,400.00	5,050.00	4,200.80	3,507.70	1,916.60	452.56
Marketing - Advertising	276,000.00	283,000.00	228,635.02	290,171.90	251,223.51	168,491.44
Travel and Training	7,750.00	7,500.00	7,211.29	8,370.18	4,168.61	1,500.00
Promotional	1,000.00	1,000.00	754.72	233.08	-	105.44
Public Relations Expense	2,500.00	2,500.00	2,578.32	2,879.46	90.96	-
Pre Fair Events	-	5,000.00	-	-	-	-
Sponsorship Expense	55,000.00	40,000.00	40,503.48	32,970.00	48,664.20	24,898.69
Carnival Promo Credit	-	(10,000.00)	-	(10,000.00)	(10,000.00)	(10,000.00)
	<b>607,547.68</b>	<b>628,847.16</b>	<b>532,754.77</b>	<b>601,029.83</b>	<b>670,531.12</b>	<b>431,504.72</b>
<b>Fair Attendance Operations</b>						
Payroll - Part Time Employees	52,020.00	72,180.00	41,522.08	64,468.38	57,735.10	37,132.16
Employee Benefits	-	-	-	-	-	6.50
Employers Payroll Taxes	3,979.53	5,521.77	3,575.81	4,929.30	4,388.05	2,685.57
Workers Compensation Insurance	3,637.26	5,412.60	2,615.90	1,793.85	4,304.43	1,298.11
Contracted Services	275,500.00	247,500.00	271,124.50	230,737.90	252,252.00	200,603.00
Supplies & Expense	145,025.00	181,250.00	175,498.18	199,755.46	150,216.57	166,549.49
Other Expenses	1,500.00	2,000.00	1,164.40	1,739.75	17,274.37	6,046.29
Decorations	4,150.00	11,650.00	1,899.52	8,029.89	38,220.39	2,557.25
	<b>485,811.79</b>	<b>525,514.37</b>	<b>497,400.39</b>	<b>511,454.53</b>	<b>524,390.91</b>	<b>416,878.37</b>



San Mateo County Event Center  
 Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Miscellaneous Fair Expense</b>						
Payroll - Parking / Set Up	33,330.00	30,360.00	26,701.87	22,273.21	36,769.16	27,622.48
Employee Benefits		-	219.68	-	-	-
Employers Payroll Taxes	2,549.75	2,322.54	2,042.75	1,703.90	-	2,113.12
Workers Compensation Insurance	2,099.79	2,125.20	1,371.19	1,474.15	32.12	1,657.35
Utility Fees - Trash	24,000.00	20,000.00	22,954.89	19,175.00	16,970.00	-
Program	3,000.00	2,000.00	2,976.32	289.41	4,922.16	-
Contracted Services	35,000.00	149,400.00	37,600.00	-	-	18,950.00
Merchant Acceptance Fees	55,000.00	30,000.00	52,030.31	23,101.37	36,697.13	36,656.47
Permits and Insurance	7,500.00	6,500.00	7,432.00	6,198.00	6,358.00	4,127.00
Exhibitors Expenses - inc Tents	124,900.00	5,500.00	139,220.28	155,079.13	107,245.62	18,313.90
	<b>287,379.54</b>	<b>248,207.74</b>	<b>292,549.29</b>	<b>229,294.17</b>	<b>208,994.19</b>	<b>109,440.32</b>
<b>Competitive Exhibit Awards</b>						
Cash Awards	18,000.00	20,000.00	15,625.00	19,685.00	17,940.00	21,298.00
Non Cash Awards	7,500.00	10,000.00	6,149.95	8,259.19	7,333.82	1,778.95
Sponsored Cash Awards			-	-	-	-
Sponsored Non Cash Awards	3,000.00	4,000.00	2,457.61	-	1,660.00	2,361.64
Other Awards Expenses			-	-	-	-
	<b>28,500.00</b>	<b>34,000.00</b>	<b>24,232.56</b>	<b>27,944.19</b>	<b>26,933.82</b>	<b>25,438.59</b>





## San Mateo County Event Center Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Competitive Fair Exhibits</b>						
Payroll - Full Time Employees			-	-	-	272.97
Payroll - Part Time Employees	73,735.00	87,500.00	64,549.11	90,020.36	66,249.48	57,305.20
Employee Benefits	1,446.75	1,200.00	1,355.12	1,236.53	972.54	916.52
Employers Payroll Taxes	5,640.73	6,693.75	5,119.74	6,886.63	5,095.06	4,315.16
Workers Compensation Insurance	4,645.31	6,125.00	3,974.26	5,106.42	2,758.47	2,012.89
Judges Compensation	7,100.00	6,875.00	6,746.72	6,114.47	6,529.22	2,688.96
Contracted Services	59,400.00	60,600.00	58,319.88	48,614.86	79,132.18	33,399.82
Supplies & Expense	32,650.00	45,300.00	39,429.75	42,671.79	35,806.35	14,935.11
Tents, Booths and Grid			-	-	-	19,826.00
Signs and Decorations			-	-	-	2,503.73
Exhibit Guidebook	500.00		230.21	-	5,611.77	-
Other Expenses			-	-	-	-
Art Show - Payment to Sellers	3,000.00	3,000.00	2,188.00	2,864.00	5,620.80	7,523.20
Investment in Durable Goods			-	-	-	-
	<b>188,117.78</b>	<b>217,293.75</b>	<b>181,912.79</b>	<b>203,515.06</b>	<b>207,775.87</b>	<b>145,699.56</b>
<b>Fair Entertainment Expense</b>						
Payroll	8,500.00	23,062.90	7,562.90	12,772.79	19,496.36	-
Employee Benefits			-	-	-	-
Employers Payroll Taxes	650.25	1,367.44	578.56	-	-	-
Workers Compensation Insurance	535.50	1,251.25	476.46	-	819.31	-
Contracted Services	196,883.00	159,800.00	189,674.92	161,019.50	133,170.10	117,732.00
Supplies & Expense	13,800.00	12,580.26	12,476.10	13,681.56	28,384.14	3,999.76
Grounds Acts & Entertainment	160,000.00	173,070.00	155,938.20	173,742.73	193,900.00	185,235.00
Grandstand Entertainment	200,000.00	185,000.00	167,800.00	187,124.00	167,500.00	-
Other			-	-	-	-
	<b>580,368.75</b>	<b>556,131.85</b>	<b>534,507.14</b>	<b>548,340.58</b>	<b>543,269.91</b>	<b>306,966.76</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>COVID Expenses:</b>						
Payroll			-	-	656,129.43	3,354,482.21
Employee Benefits			-	-	73,596.53	241,518.48
Employers Payroll Taxes			-	-	50,008.77	250,252.97
Workers Compensation			-	-	61,722.28	117,270.20
General Expenses			-	-	-	32,956.94
Contracted Services			-	-	-	-
Miscellaneous			-	-	-	-
			-	-	<b>841,457.01</b>	<b>3,996,480.80</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>ESS - Expenses</b>						
Payroll - Full Time Employees	572,371.38	403,924.21	424,177.96	315,976.17	252,793.78	215,857.51
Payroll - Part Time Employees	22,985.00	29,750.00	24,191.94	26,544.92	11,946.25	4,176.25
Payroll - Overtime	15,000.00	20,000.00	17,216.24	21,530.04	4,659.00	5,336.03
Payroll - Parking Lots	214,500.00	298,653.00	220,934.93	281,976.56	233,804.54	112,652.42
Employee Benefits	91,866.18	87,048.62	85,668.75	83,373.93	74,279.98	48,397.95
Employers Payroll Taxes	67,677.73	60,903.80	47,837.34	48,935.97	40,378.84	24,006.05
Workers Compensation Insurance	51,020.95	51,262.90	47,874.67	42,750.84	56,452.24	11,817.01
Payroll - Outside Agency	10,000.00	40,000.00	2,117.50	100,602.20	34,912.50	-
Administrative Expenses	25,000.00	45,000.00	20,002.27	36,803.96	41,572.17	214,498.71
Signs and Banners	4,000.00	3,000.00	3,388.80	2,724.14	250.77	-
Equipment Rentals	40,000.00	60,000.00	31,377.82	59,578.67	16,265.78	27,411.94
Security - Law Enforcement	275,000.00	300,000.00	271,905.57	350,649.47	244,233.44	218,388.48
Fees and Insurance	7,000.00	9,000.00	6,290.00	10,275.00	9,185.00	4,320.00
EMT Fees	45,000.00	40,000.00	43,521.05	41,139.25	29,803.50	7,087.50
Show Janitorial	270,000.00	280,000.00	260,495.98	281,910.00	259,986.00	177,223.25
Electrical, IT and Other Labor	50,000.00	25,000.00	50,000.00	25,205.35	47,852.34	-
Trash and Damages	5,500.00	4,000.00	5,057.26	4,381.00	7,534.91	1,275.00
Recoverable Expenses	10,000.00	15,000.00	8,307.21	12,901.26	92,284.88	50,735.23
Parking Equipment	5,000.00	10,000.00	4,435.04	2,043.97	7,343.26	1,800.73
Parking Signs	8,000.00	7,500.00	8,293.76	6,687.69	4,710.11	16,596.91
Parking Uniforms	4,000.00	5,000.00	3,564.09	3,870.79	-	3,389.46
Parking - Contracted Services	10,000.00	10,000.00	12,325.88	23,564.75	27,287.50	-
Parking - Merchant Fees	35,000.00	40,000.00	30,598.42	33,368.58	35,568.23	3,635.50
Parking - Other Expenses	10,000.00	15,000.00	6,007.81	13,958.26	10,061.31	14,609.59
Marketing - Advertising	15,000.00	18,000.00	13,493.50	18,509.19	55,278.99	15,152.37
Travel, Training and Entertainment	15,000.00	18,000.00	11,118.00	14,062.07	6,941.19	9,683.35
Web Site	12,000.00	1,500.00	10,873.00	4,125.00	5,370.00	16,381.38
Public Relations - Sponsorships	10,000.00	1,000.00	9,750.00	1,008.49	3,240.11	30,790.97
Administrative Expenses	14,000.00	10,000.00	12,907.12	15,264.52	6,518.49	-
Marketing	20,000.00	25,000.00	16,496.15	10,555.00	101,100.00	98,077.73
	<b>1,934,921.23</b>	<b>1,933,542.53</b>	<b>1,710,228.06</b>	<b>1,894,277.04</b>	<b>1,721,615.11</b>	<b>1,333,301.32</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Culinary Expenses</b>						
Payroll - Full Time Employees	337,685.94	405,218.63	380,286.39	316,537.60	185,181.61	22,429.55
Payroll - Part Time Employees	310,790.00	348,055.00	95,623.94	136,317.86	80,762.30	35,123.21
Payroll - Overtime	20,000.00	-	29,527.05	24,737.09	19,336.78	6,840.54
Employee Benefits	112,830.54	98,356.30	127,124.63	121,339.47	44,856.00	3,796.80
Employers Payroll Taxes	52,985.27	61,677.62	37,314.38	35,587.15	21,449.75	4,880.55
Workers Compensation Insurance	40,853.98	45,196.42	10,377.41	34,492.65	31,020.89	2,251.14
Payroll - Outside Agency		-	604.39	25,707.15	31,951.57	-
Contracted Services	20,750.00	-	136,980.02	173,233.50	86,955.77	96,318.42
Product - Food - Concessions	200,000.00	175,000.00	190,991.49	166,102.66	74,649.10	476.53
Product - Food - Catering	130,000.00	125,000.00	128,086.66	127,897.36	58,727.67	939.72
Product - Beverages - Concessions	25,000.00	35,000.00	20,661.14	28,040.82	34,193.42	10,380.95
Product - Beverage - Catering	35,000.00	38,000.00	32,697.02	37,799.74	38,645.66	1,042.08
Product - Adult Beverage - Concess	75,000.00	110,000.00	42,313.56	100,991.77	63,359.35	52,041.54
Product - Adult Beverage - Catering	40,000.00	30,000.00	40,367.06	33,817.15	3,944.78	-
Product - Food - Jockey club	35,000.00	35,000.00	34,144.16	34,264.34	2,629.55	2,312.66
Product - Beverage - JC	5,000.00	5,000.00	1,430.88	5,946.52	88.82	633.99
Product - Adult Beverage - JC	3,000.00	2,500.00	2,636.85	3,279.30	4,196.76	11,125.05
Product - Spoilage			-	4,000.00	398.67	3,373.32
Supplies & Expenses	42,500.00	45,000.00	41,454.64	63,001.16	39,242.21	21,408.47
Supplies - Paper Products	15,000.00	25,000.00	13,243.45	28,002.29	17,456.06	1,434.64
Ice - CO2	4,500.00	4,000.00	4,536.75	4,742.00	6,287.22	3,584.13
Computer/Internet	25,000.00	30,000.00	21,903.50	-	-	-
Hood Cleaning	10,000.00	10,000.00	9,245.00	8,390.00	3,995.00	-
Linen & Equipment Rental	7,500.00	25,000.00	6,266.19	21,409.51	11,170.15	10,074.47
Promotional, Advertising & Travel	1,250.00	4,000.00	1,293.64	1,293.64	3,796.26	1,092.55
Equipment - New and Maintenance	30,000.00	10,000.00	43,219.14	20,284.41	52,534.94	21,973.53
Miscellaneous	1,500.00	2,500.00	1,500.00	-	-	-
	<b>1,581,145.73</b>	<b>1,669,503.97</b>	<b>1,453,829.34</b>	<b>1,557,215.14</b>	<b>916,830.29</b>	<b>313,533.84</b>



San Mateo County Event Center  
 Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Jockey Club- Expenses</b>						
Payroll - JC - Full Time	178,417.97	182,682.81	192,293.82	216,716.03	184,579.86	192,252.78
Payroll - JC - Part Time	27,800.08	2,200.00	18,518.34	-	20,215.45	3,305.06
Payroll JC - OT	4,000.00	2,500.00	4,949.80	3,150.25	16,172.02	10,182.49
JC Benefits - Pension	8,920.90	6,885.00	8,524.06	14,578.43	12,968.88	13,355.36
Employee Benefits	19,405.01	62,118.52	55,406.77	65,050.95	60,465.83	39,071.68
Employers Payroll Taxes	17,559.86	15,970.36	17,340.33	16,712.90	16,713.64	15,195.71
Workers Compensation Insurance	12,991.74	15,970.36	12,017.77	16,019.50	22,482.59	7,192.53
Contracted Services	1,500.00	5,000.00	1,641.68	5,055.29	5,976.11	790.00
Administrative Expenses	15,000.00	18,000.00	15,152.34	20,235.19	25,355.84	135,859.28
Contracted Services - Janitorial	130,000.00	100,000.00	131,760.00	140,070.50	116,380.50	46,377.46
Contracted Services - Security	150,000.00	120,000.00	152,693.12	136,912.69	151,058.00	110,655.00
Advertising and Marketing	-	1,000.00	-	100.00	1,380.00	1,100.00
Programs - Racing Forms	125,000.00	100,000.00	128,292.24	124,968.97	110,916.08	90,554.66
Lottery Expenses			-	-	-	58.60
CARF Dues	22,000.00	21,592.00	21,592.00	21,592.00	21,592.00	21,590.00
Uniforms	1,000.00		-	-	-	-
Special Repairs and Projects	2,500.00	5,000.00	-	1,021.71	-	3,068.47
	<b>716,095.55</b>	<b>658,919.05</b>	<b>760,182.27</b>	<b>782,184.41</b>	<b>766,256.80</b>	<b>690,609.08</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
<b>Non Capitalized Improvements:</b>						
Non Capitalized Improvements			-	-	11,711.26	27,000.00
Expo Hall Upgrades		40,000.00	-	10,810.00	10,810.02	-
Cypress Hall Fire System			-	-	-	30,686.63
Asphalt Repairs	50,000.00	50,000.00	75,000.00	-	199,060.55	-
Roofing Replacement - Repairs		50,000.00	-	147,910.30	149,739.70	-
Event Pavilion - Drainage			-	-	-	17,785.00
Landscaping Projects			19,757.02	-	885.30	6,858.80
Security Camera			-	-	-	517.29
Lighting Retrofit inc sl	225,000.00	100,000.00	264,860.72	12,057.87	4,211.40	-
Fiesta Hall Upgrades	250,000.00		57,625.40	14,823.12	51,417.04	41,259.51
Storm Drains Sewers			-	17,825.00	-	-
Cypress Hall			38,322.63	1,718.54	-	15,168.15
Parking Lot - striping EL	250,000.00	-	52,132.50	54,735.00	11,438.79	-
IT Upgrades	40,000.00		229,154.43	24,982.93	5,035.24	-
PSC Building			-	-	3,221.29	71,709.26
Generators			525.00	-	2,800.00	-
Jockey Club		40,000.00	1,000.00	122,223.20	-	-
Redwood Hall			30,654.48	-	-	-
Admin Office			124,734.00	-	-	-
Door Replacement			-	-	48,938.00	-
Equipment	160,000.00	459,500.00	178,753.76	238,473.92	203,870.66	32,092.70
	<b>975,000.00</b>	<b>739,500.00</b>	<b>1,072,519.94</b>	<b>645,559.88</b>	<b>703,139.25</b>	<b>243,077.34</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2025	Budget 2024	Estimated 2024	Actual 2023	Actual 2022	Actual 2021
Prior Year Expense Adjustment	-	-	22,265.33	(5,530.38)	9,533.52	16,038.94
Cash over/short	-	-	1,586.73	(530.54)	(2,202.19)	3,355.22
Operational Funding	11,923,164.18	11,835,617.36	12,269,208.14	13,448,089.90	12,482,049.72	14,982,088.16
Operational Expenses	12,737,579.88	12,278,062.22	11,553,625.92	11,517,255.99	11,268,324.17	11,559,380.43
<b>Operational Profit / Loss</b>	<b>(814,415.70)</b>	<b>(442,444.86)</b>	<b>715,582.22</b>	<b>1,930,833.91</b>	<b>1,213,725.55</b>	<b>3,422,707.73</b>
Non Operational Funding	250,000.00	100,000.00	470,982.74	838,017.26	962,796.24	991,083.42
Depreciation Expense	802,374.39	594,531.41	314,169.58	226,221.59	150,084.12	232,282.53
<b>Net Profit/Loss</b>	<b>(1,366,790.09)</b>	<b>(936,976.27)</b>	<b>872,395.38</b>	<b>2,542,629.58</b>	<b>2,026,437.67</b>	<b>4,181,508.62</b>

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