



## *Memo*

To: Board of Directors – San Mateo County Event Center  
From: Diane Baumann, Controller and Dana Stoehr, CEO  
Re: 2026 Budget Highlights  
Date: October 15, 2025

The Finance Committee of the Board of Directors met on October 14, 2025, 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 or revenue enhancing measures throughout the year.

New for 2026 we are asking the Board of Directors to formally approve base rental rates as part of the budget process. Those rates are included as part of the budget package.

### Background Summary

We are proposing to use reserves to fund equipment, improvements and depreciation in 2026 in the amount of \$2,215,331.06. Without those expenses, the budget shows an operating profit of \$445,685

The financial success of the past several years has led to the Association having substantial reserves (\$19,088,789.92) as of January 1, 2025. This budget shows the reinvestment of those funds into improvements to the grounds and equipment

### HIGHLIGHTS OF THE 2026 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 – \$2,728,850. 1.02% increase from 2025 revenue \$2,701,269. – 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 - \$2,301,000 5.83% decrease from 2025 revenue \$2,443,422 – Horse Racing appears to have stabilized and is following a traditional rate of decline
- ❖ Event Sales & Service - \$5,989,755. 5.36% decline from 2025 \$6,328,117 – uncertainty in events
- ❖ Culinary - \$1,717,929 22.13% from 2025 \$1,206,141 decrease based on uncertainty of large show catering needs - revenue fluctuates – budgeted very conservatively
- ❖ RV Park - \$590,350. Estimate first year Revenue at 30% capacity – uncertainty of new venture
- ❖ Other Operating Revenue (cell phone tower Commission, interest and rebates on credit purchases) - \$287,307. Decrease of 38.38% from 2025 \$466,239 - Interest – investable funds being spent on capital projects
- ❖ Total Revenue: \$13,865,191. – 2025 estimated revenue \$14,157,588 (excluding reimbursement for construction projects) 2.07% decrease

#### EXPENSES:

- ❖ Administration Expense – \$2,368,782 5.74 % Increase from 2025 \$2,240,102 - increase in part time employees, legal fees, IT expenses. 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.
- ❖ Maintenance Expense – \$3,182,828 9.79% from 2025 \$2,899,078 Increase includes full staffing of maintenance positions, increase in employee benefits. 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 2.87% decrease from 2025 \$1,745,550 - various expenses  
Marketing Expenses are now being split 3 ways 50% Fair; 25% RV Park and 25% Event Sales and Service – 2025 was a two way split 75% Fair; 25% Event Sales and Service  
Fair Expense increases include Fair (non-staff) Marketing; Attendance Operations, Miscellaneous Fair; Competitive Awards, Competitive Exhibits; Entertainment

- ❖ Event Sales and Service \$2,127,419 11.74% Increase from 2025 \$1,903,932 – includes full staffing, benefits, increase in advertising
- ❖ RV Park - \$550,556 - new profit center – estimates on expenses
- ❖ Culinary – \$1,658,049 – 6.51% increase from 2025 \$1,556,745 - fill vacant FT positions, associated payroll expenses
- ❖ Satellite Wagering \$864,385 2.99% increase from 2025 \$839,321– part time employees. Reflects wage and employee benefit increases needed to retain quality staff.
- ❖ Non Capitalized Equipment and Improvements - \$979,253 includes equipment, asphalt repairs, life/safety system in Expo Hall, fencing, landscaping projects, security cameras, life/safety system in Fiesta Hall
- ❖ Total Operating Expenses \$14,398,759 2025 estimated expenses \$13,195,514 9.12% increase

	Actual 2022	Actual 2023	Actual 2024	Estimated 2025	Budget 2026
Revenue	\$ 13,445,600	\$ 14,620,439	\$ 15,045,450	\$ 16,071,627	\$ 13,865,191
Expenses	\$ 11,271,287	\$ 11,184,968	\$ 11,324,463	\$ 13,195,514	\$ 14,398,759
Profit / Loss	\$ 2,174,313	\$ 3,435,471	\$ 3,720,988	\$ 2,876,113	\$ (533,568)

### SMCEC Overall Operation



**San Mateo County Event Center  
2026 Proposed Budget - Recap**

	Acct. No.	Actual 2022	Actual 2023	Actual 2024	Estimated 2025	Budget 2025	Proposed 2026
<b>REVENUES:</b>							
Non Operational Funding		\$962,796	1,166,777	1,647,723	1,914,039	250,000	250,000
Fair Admissions to Grounds	41000	1,109,993	1,216,026	1,215,100	1,250,911	1,250,000	1,250,000
Fair Commercial Space	41500	84,990	101,355	108,922	161,963	110,000	135,000
Fair Carnival & Concessions	42100	678,993	715,840	724,186	753,478	725,400	745,350
Fair Competitive Exhibits	43000	30,417	29,212	31,072	29,101	35,250	28,500
Miscellaneous Fair	47000	447,871	459,278	600,633	505,816	660,500	570,000
Covid Programs	46000	936,010	-	-	-	-	-
Jockey Club (SWF)	45005	2,124,366	2,046,805	2,166,565	2,443,422	1,573,750	2,301,000
Event Sales & Service	48000	5,560,401	6,222,535	5,889,348	6,328,717	5,512,743	5,989,755
Culinary	44000	1,323,774	2,288,827	2,044,186	2,206,141	1,670,009	1,717,929
RV Park	46200	6,800	9,650	6,260	11,000	6,000	590,350
Prior Year Revenue Adjustments	49000	7,812	(24,255)	(18,857)	800	-	-
Other Operating Revenue	49500	171,376	388,389	630,312	466,239	379,512	287,307
<b>TOTAL REVENUES</b>		<b>13,445,600</b>	<b>14,620,439</b>	<b>15,045,450</b>	<b>16,071,627</b>	<b>12,173,164</b>	<b>13,865,191</b>
<b>EXPENDITURES:</b>							
Administration	50000	2,093,700	2,232,317	2,312,666	2,240,102	2,238,626	2,368,782
Maintenance & General Operations	52000	2,090,858	2,300,950	2,419,359	2,899,078	2,751,764	3,182,829
Fair Administration & Marketing	54000	670,531	601,030	556,076	929,281	899,461	864,874
Fair Attendance Operations	56000	524,391	511,455	495,219	494,945	485,812	498,714
Miscellaneous Fair	57000	208,962	229,294	295,674	298,494	282,730	315,788
Fair Competitive Awards	58000	26,934	27,944	24,233	24,198	28,500	25,000
Fair Competitive Exhibits	63000	207,776	203,515	174,814	182,916	188,118	194,360
Fair Entertainment & Exhibits	66000	543,270	548,341	533,542	815,716	580,369	768,056
Covid Response	55000	841,457	0	0	-	-	-
Event Sales and Services Expenses	64000	1,721,615	1,894,277	1,669,082	1,903,932	2,015,958	2,127,419
Culinary	65000	922,645	1,559,718	1,414,952	1,556,745	1,581,146	1,658,050
Jockey Club (SWF)	65005	766,257	782,184	756,248	839,321	710,098	864,385
RV Park	62000						551,249
Non Capitalized Improvements	72300	645,560	300,004	661,333	1,012,270	975,000	979,253
Prior Year Expense Adjustments	80000	9,534	(5,530)	10,549	-	-	0
Cash (over/under)	85000	(2,202)	(531)	715	(1,485)	0	0
<b>TOTAL OPERATING EXPENDITURES</b>		<b>11,271,287</b>	<b>11,184,968</b>	<b>11,324,463</b>	<b>13,195,514</b>	<b>12,737,580</b>	<b>14,398,759</b>
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIAT</b>		<b>2,174,313</b>	<b>3,435,471</b>	<b>3,720,988</b>	<b>2,876,113</b>	<b>(564,416)</b>	<b>(533,568)</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Non Operational Funding</b>						
State Funding	250,000.00	250,000.00	-	449,500.00	-	271,000.00
Revenue Protection Insurance			-	-	-	10,296.24
County Funding			1,914,038.76	1,198,222.74	838,017.26	-
Capital Funding		-	-	-	-	-
City Funding			-		328,760.00	
Federal Grants - PPP Program			-	-	-	681,500.00
	<b>250,000.00</b>	<b>250,000.00</b>	<b>1,914,038.76</b>	<b>1,647,722.74</b>	<b>1,166,777.26</b>	<b>962,796.24</b>
<b>Fair Admissions</b>						
Regular Admissions	1,100,000.00	1,100,000.00	1,139,296.36	1,094,257.00	1,122,635.00	1,027,423.00
Advance Sale Admissions	150,000.00	150,000.00	111,614.54	120,388.00	93,391.00	82,570.00
Discount Admissions			-	455.00	-	-
	<b>1,250,000.00</b>	<b>1,250,000.00</b>	<b>1,250,910.90</b>	<b>1,215,100.00</b>	<b>1,216,026.00</b>	<b>1,109,993.00</b>
<b>Fair Space Rental</b>						
Inside Exhibit Spaces	75,000.00	55,000.00	93,650.00	53,922.37	43,105.26	43,089.65
Outside Exhibit Spaces	60,000.00	55,000.00	66,312.50	55,000.00	58,250.00	41,900.00
Special Days Exhibit Space			2,000.00	-	-	-
	<b>135,000.00</b>	<b>110,000.00</b>	<b>161,962.50</b>	<b>108,922.37</b>	<b>101,355.26</b>	<b>84,989.65</b>
<b>Fair Concessions</b>						
Carnival Revenue	350,000.00	325,000.00	364,129.10	335,448.00	286,202.00	308,649.51
Carnival - Pre Sale	25,000.00	50,000.00	17,250.00	50,229.00	73,356.50	50,260.00
Food & Beverage Concessions	370,000.00	350,000.00	371,743.97	338,139.21	355,883.22	319,733.64
Other Concessions	350.00	400.00	355.00	370.00	398.00	350.00
	<b>745,350.00</b>	<b>725,400.00</b>	<b>753,478.07</b>	<b>724,186.21</b>	<b>715,839.72</b>	<b>678,993.15</b>
<b>Fair Competitive Exhibits</b>						
Entry Fees	18,500.00	22,000.00	18,546.00	21,270.00	18,144.21	14,653.00
Exhibits - Donated Awards	4,000.00	6,000.00	4,348.00	5,097.00	5,089.00	7,910.00
Art & Literary Art Show Sales	4,000.00	5,000.00	4,000.00	2,494.87	3,543.90	6,409.12
Entry Processing Fees	250.00	250.00	275.00	250.00	275.00	25.00
Livestock Liability Insurance	1,750.00	2,000.00	1,785.00	1,960.00	2,065.00	1,295.00
Other Exhibit Revenue	-	-	147.00	-	95.00	125.00
	<b>28,500.00</b>	<b>35,250.00</b>	<b>29,101.00</b>	<b>31,071.87</b>	<b>29,212.11</b>	<b>30,417.12</b>



San Mateo County Event Center  
 Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Miscellaneous Fair Revenue:</b>						
Parking - Fair only	310,000.00	310,000.00	289,716.00	281,380.00	269,145.00	230,060.00
Utility Reimbursement	5,500.00	4,000.00	5,775.00	4,225.00	25.00	350.00
Permits & Insurance	6,500.00	6,500.00	6,775.00	6,572.00	7,008.00	4,567.50
RV Parking - Stock Trucks	20,000.00	25,000.00	21,430.00	22,120.00	17,600.00	17,650.00
Ticket Fee Revenue	-	65,000.00	-	64,984.00	52,500.00	46,893.50
Fair - Merchandise Program	3,000.00		4,173.93	3,662.35	-	-
Sponsorship	225,000.00	250,000.00	177,946.35	217,690.00	113,000.00	148,350.00
	<b>570,000.00</b>	<b>660,500.00</b>	<b>505,816.28</b>	<b>600,633.35</b>	<b>459,278.00</b>	<b>447,871.00</b>
<b>RV Park</b>						
Space Rental	525,600.00	6,000.00	11,000.00	6,260.00	9,650.00	6,800.00
CampStore Revenue	54,750.00					
Other Revenue	10,000.00					
	<b>590,350.00</b>	<b>6,000.00</b>	<b>11,000.00</b>	<b>6,260.00</b>	<b>9,650.00</b>	<b>6,800.00</b>
<b>COVID Repsonse</b>						
Recovreed Labor - Covid						936,010.36
<b>Jockey Club - Revenue</b>						
Admissions	388,750.00	300,000.00	413,580.50	406,330.00	391,430.00	379,152.00
Track Commissions	565,000.00	400,000.00	597,212.33	634,700.54	576,110.30	563,583.42
ADW Fees	1,195,000.00	775,000.00	1,270,655.26	969,003.38	934,924.96	1,037,135.15
Publication Sales	140,000.00	90,000.00	148,379.54	143,205.93	133,280.06	126,992.73
Other Items Sold	250.00	250.00	242.51	287.35	298.29	234.54
ATM Revenue	12,000.00	8,500.00	13,352.00	13,038.00	10,761.00	17,268.00
	<b>2,301,000.00</b>	<b>1,573,750.00</b>	<b>2,443,422.14</b>	<b>2,166,565.20</b>	<b>2,046,804.61</b>	<b>2,124,365.84</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>ESS - Revenue</b>						
Building Rental Fees	2,279,585.00	2,204,992.50	2,242,245.00	2,271,985.36	2,425,879.00	2,564,745.93
Rental Rebates/Sponsorships	(190,000.00)	(125,000.00)	(189,880.00)	(327,217.75)	(199,198.27)	(467,796.51)
Grounds Rental Fees		-	205,250.00	266,400.00	9,000.00	-
Equipment Rental Fees	244,460.00	209,406.00	295,729.75	250,327.96	244,115.50	193,249.25
Recovered Expenses - Other		-	14,961.88	18,300.39	2,750.00	76,563.62
Recovered Janitorial Services	506,676.65	500,622.83	468,146.54	430,295.26	521,433.95	479,302.90
Recovered Utilities		3,850.00	12,500.00	16,570.00	17,890.00	7,850.00
Recovered Trash	37,300.00	21,000.00	35,800.00	35,000.00	57,514.00	28,568.75
Recovered Damages	290.00	-	5,227.41	1,005.00	3,025.45	17,623.23
Recovered Outsourced Equipment	21,000.00	20,000.00	11,085.00	5.00	29,200.00	6,620.00
Recovered Security / Law Enforcen	387,084.01	344,417.81	419,712.35	432,539.13	453,962.62	318,949.24
Recovered Labor	100,000.00	100,000.00	203,427.05	264,658.60	126,274.14	96,567.17
Recovered EMT Fees	45,000.00	45,000.00	50,656.96	56,548.18	50,338.89	38,217.91
Recovered Insurance Fees		-	710.00	640.00	745.00	1,135.00
Patron Parking Fees	1,415,053.50	1,233,084.00	1,397,018.00	1,114,342.00	1,355,616.00	1,192,581.00
Exhibitor/Vendor Parking		-	720.00	2,100.00	8,650.00	15,754.50
Tailgating Permits - Youth Sports	75,000.00	40,000.00	62,405.00	46,527.00	38,996.00	44,781.00
Monthly Parking Contracts	807,896.00	682,560.00	782,882.68	699,190.00	492,352.50	593,073.50
Parking Buyouts/Storage	-	-	53,185.00	72,605.00	4,125.00	-
Miscellaneous Charges		5,500.00	427.00	-	83,471.36	15.23
IT Services	190,385.00	171,690.00	179,470.00	169,451.25	95,495.00	117,055.00
Electrical Services	60,000.00	40,000.00	68,037.50	51,348.76	44,272.48	44,170.47
Business License Fees	5,000.00	5,000.00	5,420.00	6,795.00	9,610.00	8,110.00
Miscellaneous Fees	5,025.00	10,620.00	-	9,932.00	342,485.10	182,819.47
ATM Revenue		-	-	-	4,531.00	444.00
Ticket Fee Revenue		-	3,580.00	-	-	-
	<b>5,989,755.16</b>	<b>5,512,743.14</b>	<b>6,328,717.12</b>	<b>5,889,348.14</b>	<b>6,222,534.72</b>	<b>5,560,400.66</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Culinary - Revenue</b>						
Events - Food & Beverage Sales	526,000.00	434,678.12	819,189.34	539,776.97	509,662.03	163,590.00
Events - Adult Beverage Sales	39,000.00	27,200.00	37,540.00	34,828.48	183,257.47	245,639.23
JC - Food & Beverage Sales	137,400.00	75,000.00	138,487.67	126,643.93	103,961.70	7,944.36
JC - Adult Beverage Sales	57,000.00	38,000.00	58,973.01	48,075.04	57,604.56	61,661.46
Fair - Food Sales			-	11,292.95	-	-
Fair - Adult Beverage Sales	180,000.00	230,000.00	185,780.70	204,677.77	189,317.22	183,818.48
Vending Machine Sales	15,000.00	6,000.00	15,978.25	7,282.10	7,996.00	3,597.00
Events- Sub Contractor Sales	42,650.00	58,350.00	24,741.00	9,233.00	105,787.00	102,433.91
Catering - Food	151,846.25	300,365.00	173,486.34	213,608.38	232,696.68	3,700.50
Catering - Beverage		-	198,861.00	78,488.75	62,240.50	3,120.25
Catering - Adult Beverages	248,912.00	318,646.50	213,353.50	300,177.25	358,891.81	256,230.26
Catering - Supplemental Fee	110,950.29	16,769.30	120,080.70	142,448.51	128,216.30	50,056.65
Catering - Subcontractors	40,000.00	15,000.00	40,942.34	80,861.28	124,864.29	85,292.00
Other Revenue	5,000.00	10,000.00	5,437.38	23,314.72	9,639.70	2,876.00
Labor Charges	124,070.00	100,000.00	125,960.00	131,382.70	160,833.00	96,137.60
Linen Charges	100.00		50.00	436.69	417.00	-
Food Buyouts	40,000.00	40,000.00	47,279.46	91,657.04	53,442.22	57,676.48
	<b>1,717,928.54</b>	<b>1,670,008.92</b>	<b>2,206,140.69</b>	<b>2,044,185.56</b>	<b>2,288,827.48</b>	<b>1,323,774.18</b>
Prior Year Revenue Adjustments	-	-	800.00	(18,856.85)	(24,255.21)	7,812.40
Other Operating Revenue						
Cell Phone Tower	78,807.48	76,512.00	77,659.80	75,397.86	73,201.80	71,069.70
Other Miscellaneous Income	5,000.00		11,766.68	26,935.89	5,572.14	753.80
Credit Card Rebates	3,500.00	3,000.00	4,005.72	3,500.00	2,500.00	4,000.00
Interest Earnings	200,000.00	300,000.00	372,806.87	524,478.11	307,115.47	95,552.66
	<b>287,307.48</b>	<b>379,512.00</b>	<b>466,239.07</b>	<b>630,311.86</b>	<b>388,389.41</b>	<b>171,376.16</b>
<b>Operational Revenue:</b>	<b>13,615,191.18</b>	<b>11,923,164.06</b>	<b>14,157,587.77</b>	<b>13,397,727.71</b>	<b>13,453,662.10</b>	<b>12,482,803.52</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Administration</b>						
Payroll - Full Time Employees	926,960.00	914,048.00	928,906.65	1,040,038.24	946,398.62	780,356.15
Payroll - Part Time Employees	74,046.50	49,250.00	16,753.78	58,953.10	40,969.70	10,691.00
Payroll - Overtime	5,000.00	10,500.00	5,000.00	5,495.05	8,142.52	17,584.19
Employees Pension	46,348.00	45,469.90	70,298.26	73,689.65	69,311.34	65,525.65
Employee Benefits	118,864.66	98,908.08	111,394.68	119,953.57	98,447.14	83,404.03
Employers Payroll Taxes	85,846.60	82,430.55	64,541.23	74,894.96	67,681.00	52,716.27
Workers Compensation Insurance	63,063.41	60,394.82	57,476.75	62,545.96	61,780.38	85,127.14
Compensated Leave Expense	34,117.57	35,579.04	73,491.13	(8,281.87)	40,818.74	(55,309.55)
Contracted Services - Legal	67,000.00	47,500.00	39,174.32	14,852.25	34,958.50	63,142.79
Contracted Services - Other	23,500.00	30,760.00	20,485.83	14,631.74	2,954.60	2,962.50
Contracted Services - Financial	190,000.00	175,000.00	194,202.13	175,616.79	163,616.64	162,634.74
Contracted Services - Security		-		-	-	630.00
Contracted Services - IT	71,760.00	75,000.00	42,336.00	50,910.38	65,016.27	69,138.78
Meeting Expenses	7,500.00	7,500.00	3,592.59	4,062.61	13,126.23	23,732.40
Travel & Training	30,000.00	40,000.00	27,569.85	29,417.75	22,999.39	15,227.93
Marketing, PR & Sponsorships	7,500.00	10,000.00	5,699.76	10,968.59	26,120.71	10,000.37
Office Supplies & Expense	40,000.00	30,000.00	35,167.86	27,504.91	26,897.06	22,840.11
Equipment Rental	12,500.00	12,500.00	10,723.15	10,973.99	7,886.78	7,756.99
IT Expenses - non contracted	120,409.10	80,000.00	51,731.40	62,436.21	104,792.60	98,117.66
Miscellaneous Employee Expenses	28,000.00	5,000.00	28,291.38	19,340.14	7,693.86	18,102.32
Telephone, Postage, Internet	73,805.24	100,000.00	99,855.78	89,833.22	94,999.29	109,965.92
Dues & Subscriptions (non IT)	35,000.00	35,000.00	33,507.00	39,684.04	8,827.44	17,673.10
Business Insurance	215,561.00	224,735.45	220,752.36	217,583.34	201,220.12	137,848.28
Bank Fees	5,000.00	5,000.00	4,819.76	4,444.16	6,362.48	4,224.73
Payroll Administration Fees	30,000.00	20,000.00	28,750.41	25,327.95	46,069.81	82,891.84
CC Merchant Acceptance Fees	2,500.00	5,500.00	1,008.00	2,045.34	7,704.67	3,211.34
Unemployment Insurance	25,000.00	10,000.00	41,415.00	32,521.00	21,693.00	187,531.46
Audit Expense	23,500.00	23,550.00	17,600.00	32,750.00	31,300.00	11,347.28
Bad Debt - CC Chargebacks	6,000.00	5,000.00	5,556.93	20,472.48	4,528.00	4,624.58
	<b>2,368,782.07</b>	<b>2,238,625.84</b>	<b>2,240,101.99</b>	<b>2,312,665.55</b>	<b>2,232,316.89</b>	<b>2,093,700.00</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Maintenance</b>						
Payroll - Full Time Employees	1,258,265.14	1,242,758.58	1,117,698.55	975,452.40	875,362.99	779,628.26
Payroll - Part Time Employees	29,700.00	28,350.00	93,392.87	23,892.60	-	-
Payroll - Overtime	25,000.00	25,000.00	23,640.70	16,399.69	21,626.95	23,962.83
Employees Pension	62,913.26	62,137.93	79,175.11	82,278.13	80,148.24	77,912.85
Employees Benefits	303,938.18	238,270.01	199,380.13	168,624.73	175,006.37	161,252.96
Employers Payroll Taxes	112,370.25	109,667.39	92,929.27	76,209.57	67,085.90	59,165.86
Workers Compensation Insurance	81,141.80	80,079.84	72,832.65	62,437.12	63,653.10	84,318.58
Contracted Services - Alarm	8,000.00	12,500.00	8,086.25	13,558.69	17,350.77	16,235.65
Contracted Services - Pest Control	17,500.00	17,500.00	17,955.00	15,836.00	15,906.00	14,949.00
Contracted Services - Janitorial	104,000.00	20,000.00	65,454.78	18,512.50	15,142.50	6,589.00
Contracted Services - HVAC	30,000.00	25,000.00	42,197.12	26,053.82	35,978.61	40,691.59
Contracted Services - Other	29,500.00	52,500.00	55,176.42	83,746.93	136,889.63	14,455.81
Administration Expenses	15,000.00	10,500.00	14,185.16	9,299.75	9,707.04	11,785.35
Equipment Rental	5,000.00	5,000.00	1,429.40	3,654.52	741.22	371.04
Utilities - Power	550,000.00	450,000.00	542,161.13	484,483.53	439,663.79	382,709.13
Utilities - Water	100,000.00	82,000.00	96,059.43	88,516.58	77,394.09	87,603.47
Utilities - Other	143,000.00	50,000.00	51,287.29	43,479.86	55,955.58	61,563.41
Equipment Maintenance & Repairs	75,000.00	65,000.00	76,254.54	58,054.99	53,830.16	70,647.64
Building Maintenance Supplies	60,000.00	45,000.00	61,359.69	43,395.27	39,587.62	32,043.37
Janitorial Supplies	70,000.00	50,000.00	66,423.53	50,117.36	44,367.86	36,738.49
Tools & Equipment	2,500.00	3,000.00	500.00	231.58	1,646.60	528.79
Building Repairs	20,000.00	35,000.00	18,896.13	11,459.31	19,918.69	32,931.06
Emergency Repairs	10,000.00		32,646.46	17,479.01	10,765.00	55,447.95
Trash Removal	70,000.00	42,500.00	69,956.18	46,185.42	43,221.48	39,325.92
	<b>3,182,828.63</b>	<b>2,751,763.75</b>	<b>2,899,077.79</b>	<b>2,419,359.36</b>	<b>2,300,950.19</b>	<b>2,090,858.01</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Fair Administration &amp; Marketing</b>						
Payroll - Full Time Employees	329,755.20	373,601.51	358,986.23	158,580.60	163,602.97	133,985.99
Payroll - Part Time Employees	19,136.00	17,064.00	3,251.84	20,326.97	6,747.51	6,978.76
Payroll - Overtime		2,000.00	3,808.81	610.33	3,139.31	70.17
Employees Pension	16,487.76	18,680.08	17,738.49	7,633.84	7,584.22	7,049.51
Employees Benefits	39,618.38	56,231.46	41,301.23	24,256.52	23,679.07	21,525.74
Employers Payroll Taxes	30,317.48	33,621.93	28,800.02	13,494.29	13,043.88	10,540.11
Workers Compensation Insurance	21,980.15	24,611.93	19,906.89	9,181.71	10,206.67	19,997.96
Contracted Services	42,622.50	28,000.00	69,289.00	40,987.50	44,893.88	174,319.00
Administration Expense	3,300.00	3,400.00	3,863.60	2,875.80	3,507.70	1,916.60
Marketing - Advertising	282,906.33	276,000.00	284,995.83	227,635.02	290,171.90	251,223.51
Travel and Training	4,000.00	7,750.00	2,605.74	5,907.25	8,370.18	4,168.61
Promotional	16,750.00	1,000.00	16,479.75	504.72	233.08	-
Public Relations Expense	3,000.00	2,500.00	2,850.30	2,578.32	2,879.46	90.96
Pre Fair Events		-	-	-	-	-
Sponsorship Expense	55,000.00	55,000.00	75,403.09	41,503.48	32,970.00	48,664.20
Carnival Promo Credit	-	-	-	-	(10,000.00)	(10,000.00)
	<b>864,873.79</b>	<b>899,460.91</b>	<b>929,280.82</b>	<b>556,076.35</b>	<b>601,029.83</b>	<b>670,531.12</b>
<b>Fair Attendance Operations</b>						
Payroll - Part Time Employees	48,534.00	52,020.00	45,030.41	41,522.08	64,468.38	57,735.10
Employee Benefits		-	-	-	-	-
Employers Payroll Taxes	3,712.85	3,979.53	3,444.84	3,575.81	4,929.30	4,388.05
Workers Compensation Insurance	3,417.64	3,637.26	2,500.00	507.02	1,793.85	4,304.43
Contracted Services	295,500.00	275,500.00	314,585.18	271,124.50	230,737.90	252,252.00
Supplies & Expense	144,750.00	145,025.00	127,005.97	175,425.80	199,755.46	150,216.57
Other Expenses	500.00	1,500.00	460.67	1,164.40	1,739.75	17,274.37
Decorations	2,300.00	4,150.00	1,918.35	1,899.52	8,029.89	38,220.39
	<b>498,714.49</b>	<b>485,811.79</b>	<b>494,945.42</b>	<b>495,219.13</b>	<b>511,454.53</b>	<b>524,390.91</b>



San Mateo County Event Center  
 Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Miscellaneous Fair Expense</b>						
Payroll - Parking / Set Up	49,880.00	33,330.00	47,244.86	26,701.87	22,273.21	36,769.16
Employee Benefits		-		295.17	-	-
Employers Payroll Taxes	3,815.82	-	3,614.00	2,042.75	1,703.90	-
Workers Compensation Insurance	3,142.44	-	2,834.51	1,772.38	1,474.15	-
Utility Fees - Trash	22,000.00	24,000.00	20,825.00	22,954.89	19,175.00	16,970.00
Program	3,300.00	3,000.00	3,190.09	2,976.32	289.41	4,922.16
Contracted Services	50,000.00	35,000.00	44,600.00	29,600.00	-	-
Programing "Country Store"	8,000.00		8,000.00	8,000.00		
Merchant Acceptance Fees	47,500.00	55,000.00	46,394.70	53,031.03	23,101.37	36,697.13
Permits and Insurance	8,250.00	7,500.00	8,021.00	7,432.00	6,198.00	6,358.00
Exhibitors Expenses - inc Tents	119,900.00	124,900.00	113,769.90	140,867.28	155,079.13	107,245.62
	<b>315,788.26</b>	<b>282,730.00</b>	<b>298,494.06</b>	<b>295,673.69</b>	<b>229,294.17</b>	<b>208,962.07</b>
<b>Competitive Exhibit Awards</b>						
Cash Awards	17,000.00	18,000.00	16,675.00	15,625.00	19,685.00	17,940.00
Non Cash Awards	7,000.00	7,500.00	6,681.40	6,149.95	8,259.19	7,333.82
Sponsored Cash Awards				-	-	-
Sponsored Non Cash Awards	1,000.00	3,000.00	842.00	2,457.61	-	1,660.00
Other Awards Expenses			-	-	-	-
	<b>25,000.00</b>	<b>28,500.00</b>	<b>24,198.40</b>	<b>24,232.56</b>	<b>27,944.19</b>	<b>26,933.82</b>
<b>Competitive Fair Exhibits</b>						
Payroll - Part Time Employees	78,600.00	73,735.00	67,331.57	59,944.69	90,020.36	66,249.48
Employee Benefits		1,446.75	1,026.25	1,093.75	1,236.53	972.54
Employers Payroll Taxes	6,012.90	5,640.73	4,768.41	4,767.49	6,886.63	5,095.06
Workers Compensation Insurance	4,951.80	4,645.31	2,327.90	2,490.12	5,106.42	2,758.47
Judges Compensation	8,345.00	7,100.00	8,096.78	6,746.72	6,114.47	6,529.22
Contracted Services	61,250.00	59,400.00	60,298.66	59,250.32	48,614.86	79,132.18
Supplies & Expense	31,200.00	32,650.00	35,865.98	38,103.06	42,671.79	35,806.35
Exhibit Guidebook	500.00	500.00		230.21	-	5,611.77
Art Show - Payment to Sellers	3,500.00	3,000.00	3,200.00	2,188.00	2,864.00	5,620.80
Investment in Durable Goods			-	-	-	-
	<b>194,359.70</b>	<b>188,117.79</b>	<b>182,915.55</b>	<b>174,814.36</b>	<b>203,515.06</b>	<b>207,775.87</b>



San Mateo County Event Center  
 Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Fair Entertainment Expense</b>						
Payroll	13,800.00	8,500.00	16,341.21	7,562.90	12,772.79	19,496.36
Employee Benefits				-	-	-
Employers Payroll Taxes	1,055.70	650.25	1,241.45	-	-	-
Workers Compensation Insurance	869.40	535.50	735.23	90.01	-	819.31
Contracted Services	234,381.01	196,883.00	224,058.81	189,674.92	161,019.50	133,170.10
Supplies & Expense	17,950.00	13,800.00	23,614.65	12,476.10	13,681.56	28,384.14
Grounds Acts & Entertainment	200,000.00	160,000.00	220,124.31	155,938.20	173,742.73	193,900.00
Grandstand Entertainment	300,000.00	200,000.00	329,600.00	167,800.00	187,124.00	167,500.00
Other			-	-	-	-
	<b>768,056.11</b>	<b>580,368.75</b>	<b>815,715.66</b>	<b>533,542.13</b>	<b>548,340.58</b>	<b>543,269.91</b>
<b>COVID Expenses:</b>						
Payroll			-	-	-	656,129.43
Employee Benefits			-	-	-	73,596.53
Employers Payroll Taxes			-	-	-	50,008.77
Workers Compensation			-	-	-	61,722.28
Miscellaneous			-	-	-	-
			-	-	-	<b>841,457.01</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>ESS - Expenses</b>						
Payroll - Full Time Employees	617,375.47	559,930.00	414,445.19	377,879.51	315,976.17	252,793.78
Payroll - Part Time Employees	32,206.00	22,985.00	51,620.93	22,032.05	26,544.92	11,946.25
Payroll - Overtime	5,000.00	15,000.00	18,504.23	12,363.24	21,530.04	4,659.00
Payroll - Parking Lots	171,600.00	294,500.00	148,412.93	208,917.17	281,976.56	233,804.54
Employee Benefits	170,843.99	95,244.12	101,625.06	89,773.03	83,373.93	74,279.98
Employers Payroll Taxes	69,611.51	73,521.56	54,579.24	46,978.68	48,935.97	40,378.84
Workers Compensation Insurance	51,734.43	55,277.15	35,358.92	33,739.79	42,750.84	56,452.24
Payroll - Outside Agency	5,000.00	10,000.00	24,392.26	17,192.33	100,602.20	34,912.50
Administrative Expenses		25,000.00	15,668.20	22,824.67	36,803.96	41,572.17
Employee Meals	5,000.00	-	9,709.39			
Merchant Acceptance Fees	25,000.00	-	24,182.24			
Signs and Banners	4,000.00	4,000.00	3,252.40	1,869.50	2,724.14	250.77
Equipment Rentals	10,000.00	40,000.00	6,881.71	3,429.85	59,578.67	16,265.78
Security - Law Enforcement	338,875.61	275,000.00	404,367.86	328,143.16	350,649.47	244,233.44
Fees and Insurance	8,000.00	7,000.00	7,485.00	7,254.00	10,275.00	9,185.00
EMT Fees	70,000.00	45,000.00	62,443.92	51,121.83	41,139.25	29,803.50
Show Janitorial	278,672.16	270,000.00	275,062.50	248,778.48	281,910.00	259,986.00
Electrical, IT and Other Labor	40,000.00	50,000.00	37,680.91	41,912.02	25,205.35	47,852.34
Trash and Damages	5,000.00	5,500.00	4,771.00	4,352.26	4,381.00	7,534.91
Recoverable Expenses	40,000.00	10,000.00	39,388.73	9,262.48	12,901.26	92,284.88
Parking Equipment	7,500.00	5,000.00	5,948.87	15,989.82	2,043.97	7,343.26
Parking Signs	5,000.00	8,000.00	2,904.35	9,637.25	6,687.69	4,710.11
Parking Uniforms	6,000.00	4,000.00	8,668.28	1,564.09	3,870.79	-
Parking - Contracted Services	12,500.00	10,000.00	11,752.54	10,825.88	23,564.75	27,287.50
Parking - Merchant / Ticket Fees	55,000.00	35,000.00	54,368.01	35,645.94	33,368.58	35,568.23
Parking - Other Expenses	3,000.00	10,000.00	2,544.97	4,815.23	13,958.26	10,061.31
ESS - Marketing - Advertising	27,500.00	15,000.00	15,654.19	8,493.50	18,509.19	55,410.41
Travel, Training and Entertainment	8,000.00	15,000.00	12,048.19	9,824.96	14,062.07	6,941.19
Web Site	12,000.00	12,000.00	8,425.00	11,147.00	4,125.00	5,370.00



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
Public Relations - Sponsorships	12,500.00	10,000.00	10,173.90	16,456.68	1,008.49	3,240.11
Phone/Postage	8,000.00	14,000.00	7,675.00	6,300.00	7,200.00	4,650.00
Marketing - Pro Services	10,000.00	-	12,500.00	-	10,555.00	101,100.00
Dues & Subscriptions	12,500.00	20,000.00	11,436.56	10,557.65	8,064.52	1,737.07
	<b>2,127,419.17</b>	<b>2,015,957.83</b>	<b>1,903,932.48</b>	<b>1,669,082.05</b>	<b>1,894,277.04</b>	<b>1,721,615.11</b>
<b>RV Park - Expenses</b>						
Payroll - Full Time Employees	161,606.17					
Payroll - Part Time Employees	39,936.00					
Payroll - Overtime	5,000.00					
Employee Benefits	35,894.87					
Payroll Taxes	17,578.14					
Workers Compensation Insurance	12,805.61					
Professional Services	36,000.00					
Utilities	130,000.00					
Operating Expenses						
Merchant Fee Expense	17,710.50					
IT - Software and Support	17,180.00					
Phone	6,000.00					
Uniforms	2,500.00					
Advertising/Marketing	22,500.00					
Campstore Expenses	46,537.50					
	<b>551,248.80</b>					



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Culinary Expenses</b>						
Payroll - Full Time Employees	365,913.27	337,685.94	314,101.35	360,058.89	316,537.60	185,181.61
Payroll - Part Time Employees	303,105.00	310,790.00	153,412.76	96,554.97	136,317.86	80,762.30
Payroll - Overtime	5,000.00	20,000.00	19,533.76	25,539.18	24,737.09	19,336.78
Employee Benefits	114,678.58	112,830.54	103,172.51	122,716.55	121,339.47	44,856.00
Employers Payroll Taxes	55,204.94	52,985.27	36,133.15	35,906.70	35,587.15	21,449.75
Workers Compensation Insurance	42,148.15	40,853.98	20,319.35	23,925.02	34,492.65	31,020.89
Payroll - Outside Agency	20,000.00	20,750.00	209,983.76	3,414.77	25,707.15	31,951.57
Contracted Services	7,500.00	-		118,844.44	173,233.50	86,955.77
Product - Food - Concessions	210,000.00	200,000.00	205,883.10	162,306.43	166,102.66	74,649.10
Product - Food - Catering	150,000.00	130,000.00	147,103.18	140,879.20	127,897.36	58,727.67
Product - Beverages - Concessions	50,000.00	25,000.00	47,639.31	22,761.63	28,040.82	34,193.42
Product - Beverage - Catering	50,000.00	35,000.00	47,965.51	46,848.09	37,799.74	38,645.66
Product - Adult Beverage - Concess	50,000.00	75,000.00	23,317.16	45,687.49	100,991.77	63,359.35
Product - Adult Beverage - Catering	30,000.00	40,000.00	27,238.50	30,000.67	33,817.15	3,944.78
Product - Food - Jockey club	40,000.00	35,000.00	38,193.60	42,939.83	34,264.34	2,629.55
Product - Beverage - JC	10,000.00	5,000.00	9,044.38	3,800.40	5,946.52	88.82
Product - Adult Beverage - JC	15,000.00	3,000.00	15,581.50	4,058.50	3,279.30	4,196.76
Product - Spoilage		-		-	4,000.00	398.67
Supplies & Expenses		67,500.00		-	-	6,989.96
Supplies - Paper Products	10,000.00	15,000.00	8,906.23	12,938.84	28,005.29	17,456.06
Ice - CO2	2,500.00	4,500.00	1,670.12	3,290.80	4,742.00	6,287.22
Cleaning Supplies	2,500.00		2,208.42	375.49	920.83	764.03
Bank Charges/Merchant Fees	40,000.00		37,934.79	22,896.71	21,102.24	8,996.58
Telephone	4,500.00		2,700.00	2,613.10	900.00	675.00
Taxes; Licenses	25,000.00		22,845.18	11,888.21	10,474.83	14,525.87
Hood Cleaning	5,000.00	10,000.00		5,245.00	8,390.00	3,995.00
Exterminating	14,000.00		13,885.57			7,290.77
Computer/Internet		-		-	29,600.26	6,957.08
Linen & Equipment Rental	8,000.00	7,500.00	8,297.59	7,543.01	21,409.51	11,170.15
Promotional, Advertising & Travel	2,500.00	1,250.00	2,307.44	2,617.63	3,796.26	1,092.55



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
Employee Meals	4,000.00		3,468.78			
Equipment - New and Maintenance	20,000.00	30,000.00	33,898.33	59,300.45	20,284.41	52,534.94
Miscellaneous	1,500.00	1,500.00		-	-	1,561.00
	<b>1,658,049.95</b>	<b>1,581,145.73</b>	<b>1,556,745.33</b>	<b>1,414,952.00</b>	<b>1,559,717.76</b>	<b>922,644.66</b>
<b>Jockey Club- Expenses</b>						
Payroll - JC - Full Time	184,858.70	173,417.97	199,053.68	193,572.93	216,716.03	184,579.86
Payroll - JC - Part Time	27,800.08	27,800.08		13,861.74	-	20,215.45
Payroll JC - OT	5,000.00	4,000.00	3,783.53	4,947.46	3,150.25	16,172.02
JC Benefits - Pension	9,492.94	8,670.90		10,229.19	14,578.43	12,968.88
Employee Benefits	20,781.94	19,405.01	38,635.40	38,134.40	65,050.95	60,465.83
Employers Payroll Taxes	18,739.34	17,127.36	15,371.83	16,196.65	16,712.90	16,713.64
Workers Compensation Insurance	13,712.50	12,676.74	11,300.28	11,528.53	16,019.50	22,482.59
Contracted Services/Ticket Fees	4,000.00	1,500.00	3,790.62	-	5,055.29	5,976.11
Administrative Expenses	15,000.00	15,000.00	14,531.86	20,168.44	20,235.19	25,355.84
Contracted Services - Janitorial	145,000.00	130,000.00	140,856.00	139,110.00	140,070.50	116,380.50
Contracted Services - Security	190,000.00	150,000.00	186,143.50	158,087.11	136,912.69	151,058.00
Advertising and Marketing	-	-		-	100.00	1,380.00
Programs - Racing Forms	135,000.00	125,000.00	132,654.34	128,819.34	124,968.97	110,916.08
CARF Dues	90,000.00	22,000.00	90,000.00	21,592.00	21,592.00	21,592.00
Uniforms	1,000.00	1,000.00		-	-	-
Special Repairs and Projects	4,000.00	2,500.00	3,200.00	-	1,021.71	-
	<b>864,385.50</b>	<b>710,098.06</b>	<b>839,321.04</b>	<b>756,247.79</b>	<b>782,184.41</b>	<b>766,256.80</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
<b>Non Capitalized Improvements:</b>						
Non Capitalized Improvements			-			
Admin Office			2,960.00	75,483.75		
Asphalt Repairs	100,000.00	50,000.00	96,463.42		53,841.14	
Cypress Hall	-		51,747.72	38,322.63		1,718.54
Equipment	79,252.82	160,000.00	251,646.79	109,342.36	75,781.95	238,473.92
Expo Hall - Life Safety System	150,000.00	-	-			10,810.00
Fencing	100,000.00					
Fiesta Hall Upgrades	300,000.00	250,000.00	597,880.63	46,102.04	10,984.00	14,823.12
IT Upgrades		40,000.00		179,154.43	108,013.92	24,982.93
Jockey Club				525.00	1,330.11	122,223.20
Landscaping Projects	150,000.00			19,757.02		
Lighting Retrofit inc si		225,000.00		89,860.72	13,416.28	12,057.87
Parking Lot		250,000.00	3,480.00	63,132.50	7,381.91	54,735.00
Redwood Hall			8,091.77		29,254.88	
Roofing Replacement - Repairs		-	-			147,910.30
Security Camera	100,000.00					
Storm Drains Sewers				39,653.01		17,825.00
	<b>979,252.82</b>	<b>975,000.00</b>	<b>1,012,270.33</b>	<b>661,333.46</b>	<b>300,004.19</b>	<b>645,559.88</b>



## San Mateo County Event Center Budget Worksheet

	Proposed 2026	Budget 2025	Estimated 2025	Actual 2024	Actual 2023	Actual 2022
Prior Year Expense Adjustment	-	-		10,549.32	(5,530.38)	9,533.52
Cash over/short	-	-	(1,484.99)	715.05	(530.54)	(2,202.19)
Operational Funding	13,615,191.18	11,923,164.06	14,157,587.77	13,397,727.71	13,453,662.10	12,482,803.52
Operational Expenses	14,398,759.29	12,737,580.45	13,195,513.88	11,324,462.80	11,184,967.92	11,271,286.50
<b>Operational Profit / Loss</b>	<b>(783,568.11)</b>	<b>(814,416.39)</b>	<b>962,073.89</b>	<b>2,073,264.91</b>	<b>2,268,694.18</b>	<b>1,211,517.02</b>
Non Operational Funding	250,000.00	250,000.00	1,914,038.76	1,647,722.74	1,166,777.26	962,796.24
Depreciation Expense	1,236,078.24	802,374.39	602,638.85	304,507.96	226,221.59	150,084.12
<b>Net Profit/Loss</b>	<b>(1,769,646.35)</b>	<b>(1,366,790.78)</b>	<b>2,273,473.80</b>	<b>3,416,479.69</b>	<b>3,209,249.85</b>	<b>2,024,229.14</b>

10/14/2025 16:05

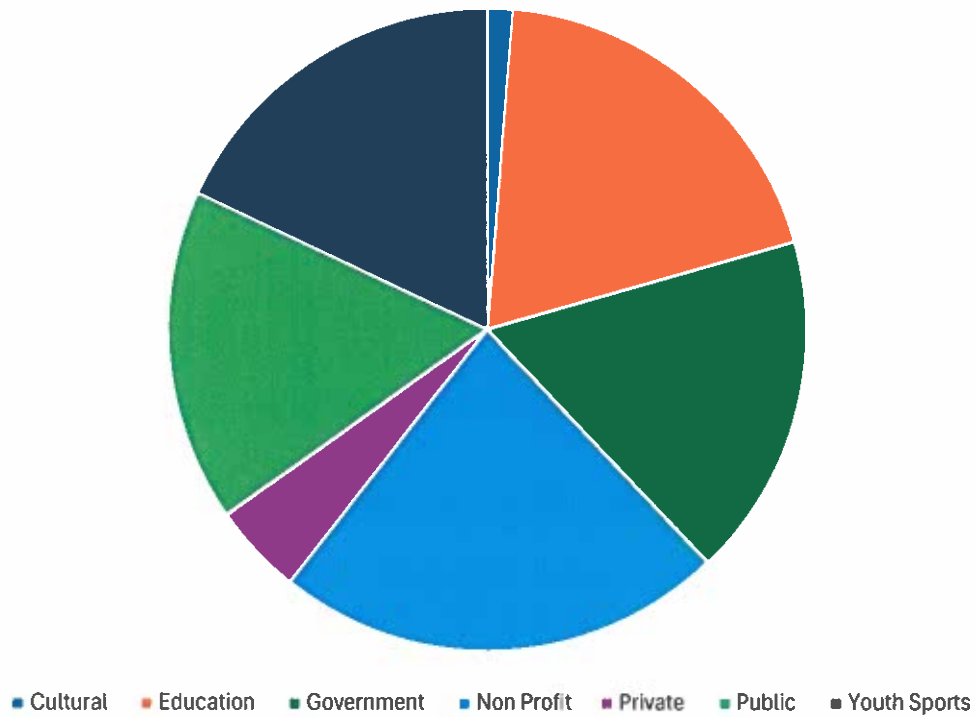
<b>Projects</b>	<b>Total Build</b>	<b>SMCEC</b>	<b>County</b>	<b>CDFA - State</b>
Redwood Hall Resiliency	\$ 17,275,000.00	\$ 5,025,000.00	\$ 5,000,000.00	\$ 7,250,000.00
<b>Total:</b>	\$ 17,275,000.00	\$ 5,025,000.00	\$ 5,000,000.00	\$ 7,250,000.00
Capitalized Equipment	\$ 62,203.71			
Current Reserve:	\$ 19,088,789.92			
Estimated 2025 increase	\$ 2,273,473.80			
Reserves 1/1/2026	\$ 21,362,263.72			
Capital Expenditures - 2025	\$ 9,707,026.07			
Cypress Restrooms	\$ 2,570,159.97			
Lighting - South Lot	\$ 232,059.32			
Central Mall Generator	\$ 1,444,380.78			
Parking Lot Gate - 2701	\$ 107,326.00			
RV Park	\$ 5,353,100.00			
Profit/Loss 2026	\$ (1,769,646.35)			
Estimated Reserve 12/31/2026	\$ 4,922,795.00	34.19%		
Potential Liability - VCP	\$ 2,000,000.00			
	\$ 2,922,795.00	20.30%		

Type of Event

10/1/2024-9/30/2025

Cultural	7	
Education	106	
Government	95	
Non Profit	125	
Private	25	
Public	92	
Youth Sports	99	549

SMCEC - Types of Events 2025



## Rental Equipment Inventory List 2026 Price list

ITEM	DIMENSIONS	PRICE	QUANTIT
Artificial Hedges - 4' tall	48"W x 14"D x 48"H	ask for quote	EA 12
Artificial Hedges - 7' tall	48"W x 12"D x 82"H	ask for quote	EA 8
Ash Tray - outdoor receptacle	metal	\$25.00	EA 3
Barricades	8'	\$18.00	EA 270
Barriers: Traffic Jersey Barrier - orange	32"H x 72" L x 18"W, 70lb empty - 653lbs w/water	ask for quote	EA 60
Benches - Artist Painted	8'	\$45.00	EA 14
Benches - Backless Green with Black Frame	6'	\$15.00	EA 26
Benches - Park Style Wood Bench	5'	\$18.00	EA 80
Bleachers - 100 Seat/10 rows	10 rows, 21'-4"d x 15'-7"w (seating space 15' per row)	\$600.00	EA 4
Bleachers - 50 Seat/5 rows	5 rows, 9'-8"d x 15'-7"w (seating space 15' per row)	\$350.00	EA 6
Chairs - Black Mesh	20" w x 23"d x 32.75"h	\$3.50	EA 400
Chairs - Black Padded Fabric Folding	20.5"w x 21"d x 30.5"h	\$5.00	EA 2200
Chairs - Black Plastic Folding	17.5"w x 21"d x 30"h	\$3.00	EA 1864
Chairs - White Plastic Folding	17.5"w x 21"d x 30"h	\$3.00	EA 2000
Easels - tripod		ask for quote	EA 13
Gazebo - Green Painted		\$300.00	EA 2
Gazebo - Redwood		\$300.00	EA 2
Hand Sanitizers - Free Standing		\$25.00	EA 40
Hydration Stations/Water Fountains - Portable		ask for quote	EA 2
Metal Detectors - walkthrough	Dimensions: 26"x36.8"x88.8"	ask for quote	EA 3
Pipe & Drape 10' Velour Black	10 FT	\$15.00	FT 120 feet
Pipe & Drape 12' Velour Black	12 FT	\$18.00	FT 200 feet
Pipe & Drape 3' Banjo Black side drape	3 FT	\$4.00	FT 700 feet
Pipe & Drape 8' Banjo Black	8 FT	\$9.00	FT 377 feet
Pipe & Drape 8' Velour Black	8 FT	\$16.50	FT 111 feet
P&D Theatrical Drape 25' Black		ask for quote	FT 700 feet
P&D Theatrical Box Truss 12" x 12" x 10'		ask for quote	EA 72
Picnic Tables - ADA Accessible	8' (Aluminum, green)	\$18.00	EA 11
Picnic Tables	8' (aluminum, silver)	\$18.00	EA 78
Podium: Denon Lectern pedestal with built-in PA system		\$175.00	EA 3
Podium: Luxor Rolling Adjustable Height Lectern		\$100.00	EA 3
Podium: Wood full-length	2 wood varnished / 2 wood cherry	\$100.00	EA 4
Portable PA System (with 2 speakers)		\$175.00	EA 1
Safe - Portable		\$250.00	EA 2
Stage: Crowd Control Barriers - for front of stage	4ft wide	ask for quote	EA 27
Stage: SICO Platform	6'x8' (24", 30" or 36" high)	\$150.00	EA 12
Stage: SICO Guardrail	8' length	included	8

Stage: SICO Skirting		included		9
Stage: SICO Stairs (adjustable 24" - 36")		included		2
<b>Stage: StageRight Platform</b>	4'x8' adjustable height 48"-78"	\$185.00	EA	87
Stage: StageRight 4' Guardrail	Universal 4'x42"	included		3
Stage: StageRight 8' Guardrail	Universal 8'x42"	included		19
Stage: StageRight Skirting (12" - 16")	5.5' wide (adjustable for 12"-16" height)	included		20
Stage: StageRight Skirting (48" - 78")	8' wide (adjustable for 48"-78" height)	included		20
Stage: StageRight Stairs - 8 step	Adjustable 48"-78"	included		4
Stage: StageRight Stairs 1 step	for 8" - 16" stage	included		2
Stage: StageRight Stairs 2 step	for 16" - 24" stage	included		1
Stage: StageRight supports (48"-78")	4' x 8' adjustable height 48"-78"	included		32
Stage: StageRight supports (12" - 16")	4' x 8' adjustable height 12"-16"	included		16
Stanchions: Black	Black w/ 10' black belt	\$10.00	EA	88
Stanchion Sign Frames	8 1/2"x12 1/2" Black Removable Steel Stanchion vertical sign frame			20
Stanchions: Chrome	Chrome w/ 10' Belt black/yellow stripes	\$8.00	EA	35
Tables - 30" Cocktail round	wood top-silver base / black plastic top-black base	\$18.00		21
<b>Tables - 6' x 30" - wood</b>		\$16.00	EA	209
Tables - 60" Round - Wood Top		\$18.00	EA	71
Tables - 60" Round - Plastic Top		\$18.00	EA	50
Tables - 72" round - Wood Top		\$18.00	EA	10
Tables - 72" round - Plastic Top		\$18.00	EA	4
Tables - 8' x 30" - laminated		\$20.00	EA	60
<b>Tables - 8' x 30" - wood</b>		\$18.00	EA	491
Tables - Classroom 6' x 18'		\$15.00	EA	102
Tables - Classroom 8' x 18'		\$17.00	EA	90
Ticket Booths - Double		\$250.00	EA	3
Turnstiles		\$75.00	EA	10
White Boards (cork board reverse side)	6'x4'	\$50.00	EA	4
<b>* Please check with your event manager as to the actual inventory available during your event.</b>				
<b>Inventory as of December 2024</b>				

**CURRENT PRICELIST FOR EVENT RENTALS**

**2026**

<b>VENUE RENTAL</b>	<b>Move In / Move Out</b>	<b>Event Day</b>	
Expo Hall	\$ 8,250	\$ 16,500	
Fiesta Hall	\$ 3,300	\$ 6,600	
Fiesta Hall Café Add On	\$ 500	\$ 1,000	
Event Pavilion	\$ 1,100	\$ 2,200	
Sequoia Hall	\$ 825	\$ 1,650	
Redwood Hall (pre construction rate)	\$ 825	\$ 1,650	
Cypress Hall	\$ 1,650	\$ 3,300	
Central Mall, Plaza Stage, Fiesta North Lawns	\$ 1,925	\$ 3,850	
Central Mall, Plaza Stage, Fiesta North Lawns with East Sequoia Exterior Extension	\$ 2,750	\$ 5,500	
West Mall	\$ 825	\$ 1,650	
East Parking Lot Center	\$ 5,500	\$ 11,000	
South Parking Lot	\$ 3,000	\$ 6,000	
West Parking Lot	\$ 3,000	\$ 6,000	
Derby Room	\$ -		
Jockey Club Turf Club	\$ 825	\$ 1,650	
 <b>LABOR</b>			
House Labor	\$	40.00	per hour
House Labor Holiday	\$	60.00	per hour
Electrical Labor	\$	150.00	per hour
Forklift with Operator	\$	150.00	per hour
Janitorial Lead	\$	40.00	per hour, 4hr minimum
Janitorial	\$	38.00	per hour, 4hr minimum
Event Coordinator	\$	50.00	per hour, 4hr minimum
Post Show Clean Up 3%			3% of all SMCEC Services - not including Parking and Food Service
 <b>INTERNET SERVICES</b>			
Hardline Drop	\$	650.00	per line
IT Set Up Labor	\$	130.00	per hour - 1hr minimum per hardline drop
IT Tech Onsite Support	\$	150.00	per hour, 4hr minimum
Wireless Internet Access Codes	\$	25.00	per device per day
 <b>OUTSIDE SERVICES</b>			
San Mateo Fire Department Permit*			
*Fire Permit fees are subject to change and are at the discretion of the San Mateo County Fire Department. Due payable directly to SMFD.			
Security Lead	\$	75.00	per hour, 4hr minimum
Security Lead, Overtime	\$	112.50	

Security Supervisor	\$	58.25	per hour, 6hr minimum
Security Supervisor, overtime	\$	87.38	per hour, over 10hr shift
Security Guard	\$	52.00	per hour, 6hr minimum
Security Guard, Overtime	\$	78.00	per hour, over 10hr shift
Security Dispatch	\$	58.25	per hour, 6hr minimum
Security Dispatch, Overtime	\$	87.38	per hour, over 10hr shift
<i>Security Holiday Rates at 1.5 times regular hourly rates, same minimum shifts</i>			
EMT	\$	67.00	per hour, 4hr minimum
EMT, Overtime	\$	100.50	per hour, over 8hr shift
SMPD Sergeant			per hour, 4hr minimum, public show times plus .5hour pre and post travel
SMPD Sergeant, Overtime			per hour, over 8hr shift
SMPD Officer			per hour, 4hr minimum, public show times plus .5hour pre and post travel
SMPD Officer, Overtime			per hour, over 8hr shift
<i>SMPD Hourly rates change July 1st annually</i>			

#### **PARKING**

Staff Parking Passes - 20 Maximum	public rate	adjusted as comp provided to all events, 20 per day
Parking Buyout	calculation	expected attendance / 2.5 * parking rate per day
Parking Flaggers	\$ 30.00	per hour
Parking Trams with Drivers (#1 20seats + #2 10seats)	\$ 4,000.00	per day, up to 8hours

#### **FOOD SERVICES**

Concessions Minimum Sales Guarantees

##### **EXPO HALL**

American Grill	\$ 3,500.00	per day, if not met pays difference of balance on final invoice
Coffee Shop	\$ 2,500.00	per day, if not met pays difference of balance on final invoice

##### **FIESTA HALL**

Cafe Snack Shop - no seating, no hot food	\$ 2,500.00	per day, if not met pays difference of balance on final invoice
Café Full - with hot food and seating	\$ 3,500.00	per day, if not met pays difference of balance on final invoice

Bar Minimum Sales Guarantee	\$ 2,500.00	per day, if not met pays difference of balance on final invoice
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#### **Parking Rates - 2026**

Cash	\$ 20.00	per car - no multiple entrance
Credit	\$ 18.00	per car - no multiple entrance

Tailgating - advance	\$ 75.00	On line Only
Tailgating - During Run	\$ 80.00	On Line Only

#### **San Mateo County Fair**

Fair Parking

Cash	\$	20.00
Credit Cards	\$	18.00
Season Parking - Livestock	\$	50.00

Fair Admissions

	Pre Sale	On Line	At Gate	
Adult	\$ 19.00	\$ 21.00	\$	23.00
Youth - 6-12	\$ 14.00	\$ 16.00	\$	18.00
Senior 62 & over	\$ 14.00	\$ 16.00	\$	18.00
Active Military	n/a	n/a	\$	18.00
Child 5 & under	n/a	n/a	Free	
Wednesday Admission	\$ 6.00	\$ 8.00	\$	10.00
Festival Admission (Fri & Sat)	\$ 35.00			
Carnival Wristbands	\$ 38.50	\$ 44.00		
Vendor/Sponsor	\$ 10.00	office sales only		
Group Admission - Youth/Senior	\$ 10.00			
Group Admission - Adult	\$ 15.00			
Minimum 25 People - Any Day - Sold at Admin Office only				

All admission prices include ticket fees

Commercial Exhibit Space - per 10' x 10'

Inside	\$ 1,000.00
Inside - corner	\$ 1,100.00
Outside	\$ 1,500.00