



MEMO

To: Finance Committee Members – Raymond Juballa – Chair; Rosanne Foust; Kitty Lopez; Steven Wong
C: Board of Directors, San Mateo County Event Center
From: Diane Baumann, Controller and Dana Stoehr, CEO
Date: November 5, 2025

FINANCIAL HIGHLIGHTS: October 2025

Balance Sheet:

Assets:

Cash on Hand: \$41,433.00 No change

Cash in Banks: \$1,849,219.27 increased \$833,009.66 transfer from investments

Investments: \$8,129,736.10 - decreased \$1,000,000– transfer to Operating

Restricted Cash:

Auction: \$86,080.40 – decrease \$745.63 – end of event reconciliation with Operating

Pension Fund - \$6,151,987.31 Increased \$104,503.23 - Employer Contributions \$23,256.26; Employee

Contributions \$12,828.26; Investment gain \$69,736.56; fees - \$1,317.85 - balances to Restricted

Liabilities - Liability for Pension Plans

Accounts Receivable – Decreased \$905,227.40 to \$733,825.07 ; balances to AR Aged Invoice Analysis (page 1)
The County of San Mateo paid \$451,305.08 – Reimbursement Generator Project on November 2 – so all accounts are now under 90 days.

Prepaid and Deferred Charges – increased \$1,781.82 – 2026 Fair Expenses – renew Showworks \$850.00; Fair Farm Banner \$931.82

Culinary Inventory \$31,736.45 – No change – staff is investigating changing how inventory will be taken and recorded.

Fixed Assets:

Construction in Progress \$7,164,557.39 increased \$440,192.50 – Detail is on detailed income statement

Capitalized Equipment - \$2,535,086.23 - no change

Leasehold improvements \$12,559,567.84 – no change

Depreciation \$61,428.89 – depreciation is significantly higher than 2024 due to projects being capitalized and depreciated and will continue to increase as construction projects are completed

Liabilities

Accounts Payable: Decreased \$499,552.02 to \$311,584.04 balances to A/P Aged Invoice Analysis - Page 2
JR Sharp is at 30 days – project is not complete

Advanced Billings – Future Events decreased \$42,217.97 to \$434,154.52 balances to A/R Aged Invoice Analysis
228000-00-A (page 2)



Accrued Payroll and Related

Other Payroll Tax Liabilities \$-91.43 and workers compensation \$4,642.75 will be balanced December 31.
 Accrued Wages \$66,578.97 clears after each payroll
 Accrued Leave Balances - \$166,630.61 are recalculated at year end.

Other Liabilities:

Sales Tax Payable \$4,220.84 paid November 4
 Unclaimed check liability \$19,549.80 no change

Restricted Liabilities: Pension Plan Liability mirrors asset entry. Auction Reserve decreased \$16,348.92 – 2025
 Auction expenses separated from Livestock expenses
 Carnival Capital Improvement - \$83,449.94 – no change
 Scholarship Reserve - \$695.00 – no change

Monthly loss \$120,172.60 balances to consolidated financial statements

Consolidated Financial Statements:

	October 2025	October 2024	YTD 2025	YTD 2024
Operating Profit/(Loss)	\$-143,163.71	\$-46,859.80	\$1,945,345.50	\$2,000,450.24
Balance Sheet Profit/Loss	\$-120,172.60	\$-72,603.93	\$3,164,833.25	\$2,254,150.84

Other Operating Revenue – \$6,567.29 Cell Phone Tower space rent

Departmental Financial Statements - Items of Note:

Event Sales & Service (ESS) - Direct profit \$208,678.53 (pages 1 & 2)

Revenue: \$332,224.20

Building Rental Fees: \$99,600.00 ; Sutter Health; BMF Diwali (Cultural Event) BMF Navaratri (Cultural Event) Samaritan House All Staff Meeting; American Medical Response (Ambulance staging)

Rental Rebates/Sponsorships - \$20,857.00 – Fire Department Driver Training; Samaritan House All Staff Meeting

Grounds Rental Fees \$16,500.00 – SMFD Driver Training; American Medical Response – Driver Training;

Patron Parking Fees - \$6,474.00 – Diwali and Navaratri Events

Monthly Parking Contracts - \$63,608.00 – Google; Roblox; Nueva School; San Mateo Foster City Schools; John Brehm

Electrical Services \$15,225.00 Commission from Hughston Electrical Services and 415 Electric for shows

Miscellaneous Fees: \$26,507.83 – Reimbursement from County for equipment purchased – Inclement Weather Shelter 2024-2025



Expenses – \$123,545.67

Direct payroll expenses, benefits, taxes, workers' compensation

Administrative Fees - \$3,747.13 include merchant credit card fees, employee meals

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

Parking Equipment - \$10,046.03 – 100 new barricades

Merchant Fees - \$3,477.88 – Previous months sales

Administrative Expenses - \$600.00 – phone stipends

Jockey Club – Satellite Wagering Facility – Direct Profit for month \$99,732.07 YTD up 11% from 2024 (Page 3)

Revenue: \$159,935.48 Jockey Club revenue – up 11% YTD

Expenses: \$60,203.41 Payroll expenses, benefits, taxes, and workers compensation

Contracted Services – \$514.70 Etix ticket fees

Administrative Expenses – \$556.85 copy machine rental, cable tv

Annual San Mateo County Fair – (pages 4 – 7) - Direct Profit YTD \$58,635.01

Revenue: \$7,875.00

Miscellaneous Fair Revenue - \$7,875.00 - Reader board and soft drink sponsorships

Expenses: \$26,048.70

Administration & Marketing: \$39,444.15 Salaries; benefits, taxes, and workers compensation –

Travel & Training - \$1,380.01 – IAFE Zone 8 meeting in Portland; Showworks Training – College Station, Texas

Competitive Fair Exhibits \$-13,395.45 - Part time employees; credit for Auction expenses

Culinary – (pages 8 & 9) Direct monthly loss \$5,470.67 YTD Profit \$791,105.73

Revenue - \$52,718.57

Events –Adult Beverage Sales - \$13,922.00 Diwali Celebration

Jockey Club – Food and Beverage are showing an increase – trending above Jockey Club attendance

Catering - \$4,642.80 Diwali and Sutter Health

Other Revenue: \$11,189.81 – Pepsi rebate \$11,119.00; Catering Commission – Diwali \$70.81

Food Buyouts: \$8,000.00 – Diwali and Navratri

Expenses: \$58,189.24

Salaries and Wages, taxes, benefits, workers compensation

Payroll – Outside Agency/Contracted Services \$3,398.46 – Temp staff for events

Supplies & Expense: \$2,830.53 – Merchant Acceptance Fees; exterminating; telephone, monthly subscription fees for POS, and scheduling software

Promotion, Ads & Travel - \$81.63 – Employee meals

Equipment - \$458.23 – Microwaves for Jockey Club snack shop

RV Park – Page 10

Expenses: \$400.00

Marketing – California Outdoor Hospitality Association membership



Administration – Expense for month - \$168,749.91 (page 11)

Salaries & Wages, benefits, payroll taxes, workers compensation

Travel & Training - \$4,884.21 – \$3,375.00 first aid training for staff; Board stipends

Miscellaneous Employee Expenses \$1,307.78 Ads for open positions

Maintenance – Expense for month \$236,941.11 (page 12)

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

Contracted Services – other \$19,297.07 Clean Fiesta Roof \$14,933.55; Generator Service, Clean office carpets

Equipment Rental \$2,365.47 – lawn mower rental

Utilities – Sewer \$26,830.27 – the city has not billed us for Sewer in 5 years – this is the balance for 2024 – costs are offset by the .22 funds (revenue from Satellite Wagering paid directly to the City to defray expenses incurred)

Building Maintenance Supplies - \$11,712.12 – includes new uniforms for Maintenance \$8,227.30

Non-Capitalized Improvements (page 13) – \$28,398.35

Fiesta Hall - \$19,764.47 – Water valve replacement & filters \$19,500.00

Equipment – \$8,633.88 Replacement computers; vending machine for Jockey Club; AED for Office

Construction in Progress: \$440,192.50

Sub Station Central Mall - \$-298.55 – refund Permit Fees

Redwood - \$396,966.16 - Project Management Fees; Construction Progress Payment

Gates into Parking Lot - \$324.89 - Photo Beam Eye

RV Park - \$43,200.00 – Project Management Fees



San Mateo County Event Center

Balance Sheet

As of October 31, 2025

	Beginning Balance	Activity	Ending Balance
Assets			
Cash on Hand			
Petty Cash	1,000.00	0.00	1,000.00
Change Funds	40,433.00	0.00	40,433.00
	41,433.00	0.00	41,433.00
Cash in Banks			
Cash - Operating	773,197.95	833,243.66	1,606,441.61
Cash - Fair Awards	743.12	0.00	743.12
Cash - Payroll	242,268.54	(234.00)	242,034.54
	1,016,209.61	833,009.66	1,849,219.27
Investments			
Cash - Investment - San Mateo County	439,029.27	0.00	439,029.27
Cash - Investment - LAIF	8,690,706.83	(1,000,000.00)	7,690,706.83
	9,129,736.10	(1,000,000.00)	8,129,736.10
Restricted Cash			
Cash - Auction	86,826.03	(745.63)	86,080.40
Cash Value - Pension	6,047,484.08	104,503.23	6,151,987.31
	6,134,310.11	103,757.60	6,238,067.71
Accounts Receivable			
Accounts Receivable	1,639,052.47	(905,227.40)	733,825.07
Allowance for Doubtful Accounts - A/R	0.00	0.00	0.00
	1,639,052.47	(905,227.40)	733,825.07
Pre Paid and Deferred Charges			
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	1,781.82	1,781.82
	0.00	1,781.82	1,781.82
Culinary - Inventory Items	31,736.45	0.00	31,736.45
Fixed Assets			
Construction in Progress	6,724,364.89	440,192.50	7,164,557.39
Capitalized Equipment	2,535,086.23	0.00	2,535,086.23
Accumulated Depreciation - Equipment	(2,269,452.29)	(8,336.53)	(2,277,788.82)
Capitalized - Leasehold Improvements	12,559,567.84	0.00	12,559,567.84
Accumulated Depreciation - Leasehold Imp	(7,371,023.78)	(53,092.36)	(7,424,116.14)
	12,178,542.89	378,763.61	12,557,306.50
Total Assets:	30,171,020.63	(587,914.71)	29,583,105.92



San Mateo County Event Center
Balance Sheet
As of October 31, 2025

	Beginning Balance	Activity	Ending Balance
Liabilities			
Accounts Payable			
Accounts Payable (Non ERP)	809,365.22	(497,781.18)	311,584.04
Event Refunds Payable	1,770.84	(1,770.84)	0.00
	<u>811,136.06</u>	<u>(499,552.02)</u>	<u>311,584.04</u>
Advanced Billings			
Advance Billings - Future Events	476,372.49	(42,217.97)	434,154.52
Accrued Payroll and Related			
Bonus Payable	0.00	0.00	0.00
Payroll Payable	0.00	0.00	0.00
Social Security Taxes	0.00	0.00	0.00
Medicare Tax Withheld	0.00	0.00	0.00
CA State Disability Insurance	0.00	0.00	0.00
CA State Income Tax	0.00	0.00	0.00
Federal Income Tax Withheld	0.00	0.00	0.00
Other Payroll Tax Liabilities	0.00	(91.43)	(91.43)
Workers Comp Insurance Clearing	0.00	4,642.75	4,642.75
Accrued Wages	86,188.70	(19,609.73)	66,578.97
Accrued Employee Leave - Admin	62,542.02	0.00	62,542.02
Accrued Employee Leave - Maint	56,304.66	0.00	56,304.66
Accrued Leave - ESS	18,578.84	0.00	18,578.84
Accrued Leave - Fair	2,536.54	0.00	2,536.54
Accrued Leave - Jockey Club	15,775.32	0.00	15,775.32
Accrued Leave - ESSFB	10,893.23	0.00	10,893.23
Accrued Liabilities - Other	0.00	0.00	0.00
	<u>252,819.31</u>	<u>(15,058.41)</u>	<u>237,760.90</u>
Other Liabilities			
Suspense	0.00	0.00	0.00
Reimbursable Costs	0.00	0.00	0.00
Sales Tax Payable	3,288.86	931.98	4,220.84
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	19,549.80	0.00	19,549.80
	<u>22,838.66</u>	<u>931.98</u>	<u>23,770.64</u>
Restricted Liabilities			
Liability for Pension Plans	6,047,484.08	104,503.23	6,151,987.31
Junior Livestock Auction Reserve	102,429.32	(16,348.92)	86,080.40
Carnival Capital Improvement	83,449.94	0.00	83,449.94
Scholarship Reserve	695.00	0.00	695.00
	<u>6,234,058.34</u>	<u>88,154.31</u>	<u>6,322,212.65</u>
Debt - Long & Short Term	0.00	0.00	0.00
Retained Earnings			
Net Resources	19,088,789.92	0.00	19,088,789.92
Restricted Resources	0.00	0.00	0.00
Profit / Loss	3,285,005.85	(120,172.60)	3,164,833.25
Total Liabilities	<u>30,171,020.63</u>	<u>(587,914.71)</u>	<u>29,583,105.92</u>



San Mateo County Event Center
Consolidated Financial Statement
For the Period Ending October 31, 2025 and 2024

	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Revenue:							
Fair Admissions Revenue	0.00	0.00	1,250,910.90	1,215,100.00	35,810.90	3%	1,250,000.00
Fair Exhibit Space	0.00	0.00	161,962.50	108,922.37	53,040.13	33%	110,000.00
Fair - Carnival Revenue	0.00	0.00	381,379.10	385,677.00	(4,297.90)	-1%	375,000.00
Fair - Food and Drink	0.00	0.00	372,098.97	338,509.21	33,589.76	9%	350,400.00
Fair Competitive Exhibits	0.00	(150.00)	29,101.00	31,071.87	(1,970.87)	-7%	35,250.00
Miscellaneous Fair Revenue	7,875.00	875.00	514,691.28	598,429.33	(83,738.05)	-16%	660,500.00
Culinary	52,718.57	58,285.24	1,943,762.51	1,772,145.78	171,616.73	9%	1,670,008.92
Jockey Club	159,935.48	141,207.60	2,135,433.43	1,897,148.23	238,285.20	11%	1,573,750.00
RV Park - Revenue	0.00	0.00	0.00	0.00	0.00		0.00
ESS - Event Sales and Service	332,224.20	476,225.63	6,028,065.52	4,821,048.03	1,207,017.49	20%	5,518,743.14
Prior Year Revenue Adjustment	0.00	0.00	800.00	(19,421.02)	20,221.02	2528%	0.00
Other Operating Revenue	6,567.29	6,376.01	408,447.43	464,745.57	(56,298.14)	-14%	379,512.12
Total Operating Revenue	559,320.54	682,819.48	13,226,652.64	11,613,376.37	1,613,276.27	12%	11,923,164.18



San Mateo County Event Center
Consolidated Financial Statement
For the Period Ending October 31, 2025 and 2024

	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Expenses							
Administration	168,749.91	189,746.24	1,728,975.35	1,856,384.18	(127,408.83)	-7%	2,233,975.84
Maintenance	236,941.11	185,509.57	2,451,848.43	1,963,346.87	488,501.56	20%	2,751,763.75
Fair Administration & Marketing	39,444.15	22,183.10	847,519.02	514,008.29	333,510.73	39%	899,460.91
Fair Attendance Operations	0.00	0.00	493,076.70	495,219.13	(2,142.43)	0%	485,811.79
Miscellaneous Fair Expense	0.00	108.50	297,494.06	293,751.79	3,742.27	1%	287,379.54
Fair Competitive Awards	0.00	0.00	24,198.40	24,232.56	(34.16)	0%	28,500.00
Fair Competitive Exhibits	(13,395.45)	2,716.09	173,504.90	171,859.84	1,645.06	1%	188,117.79
Fair Entertainment	0.00	0.00	815,715.66	533,542.13	282,173.53	35%	580,368.75
ESS - Event Sales and Service	123,545.67	162,097.02	1,653,916.04	1,369,120.67	284,795.37	17%	2,015,957.83
Culinary	58,189.24	76,186.28	1,152,656.78	1,221,953.53	(69,296.75)	-6%	1,581,145.73
Jockey Club	60,203.41	62,016.16	704,781.44	630,827.21	73,954.23	10%	710,098.06
RV Park	400.00	0.00	4,118.20	0.00	4,118.20	100%	0.00
Equipment & Improvements	28,398.35	29,437.14	901,425.34	520,831.69	380,593.65	42%	975,000.00
Prior Year Expense Adjustment	0.00	(219.39)	32,162.68	17,045.94	15,116.74	47%	0.00
Cash over/short	7.86	(101.43)	(85.86)	802.30	(888.16)	1034%	0.00
Total Operating Expenses	702,484.25	729,679.28	11,281,307.14	9,612,926.13	1,668,381.01	15%	12,737,579.99
Total Operating Revenue	559,320.54	682,819.48	13,226,652.64	11,613,376.37	1,613,276.27	12%	11,923,164.18
Operating Profit/Loss	(143,163.71)	(46,859.80)	1,945,345.50	2,000,450.24	(55,104.74)	-3%	(814,415.81)
Non Operating Revenue	84,420.00	0.00	1,698,458.76	495,102.74	1,203,356.02	71%	250,000.00
Depreciation Expense	61,428.89	25,744.13	478,971.01	241,402.14	237,568.87	50%	802,374.39
Profit Loss	(120,172.60)	(72,603.93)	3,164,833.25	2,254,150.84	910,682.41	29%	(1,366,790.20)



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending October 31, 2025 and 2024

	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
ESS - Revenue							
Building Rental Fees	99,600.00	230,550.00	2,104,710.00	1,882,497.86	222,212.14	11%	2,204,992.50
Rental Rebates/Sponsorships	(20,857.00)	(50,364.50)	(217,349.00)	(237,748.75)	20,399.75	-9%	(125,000.00)
Grounds Rental Fees	16,500.00	0.00	225,750.00	261,150.00	(35,400.00)	-16%	0.00
Equipment Rental Fees	35,410.25	21,297.50	316,989.00	228,315.96	88,673.04	28%	209,406.00
Equipment Rent - Rebate	0.00	(750.00)	(3,812.50)	(10,750.00)	6,937.50		0.00
Recovered Expenses - Other	0.00	0.00	14,961.88	1,281.00	13,680.88	91%	0.00
Recovered Janitorial Services	21,480.52	35,981.27	424,733.11	342,907.35	81,825.76	19%	500,622.83
Recovered Utilities	0.00	390.00	12,500.00	16,140.00	(3,640.00)	-29%	3,850.00
Recovered Trash	0.00	4,800.00	35,800.00	30,100.00	5,700.00	16%	21,000.00
Recovered Damages	0.00	750.00	6,749.41	1,005.00	5,744.41	85%	0.00
Recovered Outsourced Equipment	0.00	0.00	11,085.00	0.00	11,085.00	100%	20,000.00
Recovered Security / Law Enforcement	33,179.35	44,535.86	469,992.07	342,171.09	127,820.98	27%	344,417.81
Recovered Labor	7,785.00	7,500.00	215,352.05	220,671.51	(5,319.46)	-2%	100,000.00
Recovered EMT Fees	2,628.75	4,928.50	55,224.66	49,255.03	5,969.63	11%	45,000.00
Recovered Insurance Fees	0.00	0.00	710.00	640.00	70.00	10%	0.00
Patron Parking Fees	6,474.00	87,220.00	1,271,369.00	957,207.00	314,162.00	25%	1,233,084.00
Exhibitor/Vendor Parking	0.00	0.00	720.00	2,100.00	(1,380.00)	-192%	0.00
Tailgating Permits - Youth Sports	0.00	1,215.00	62,405.00	45,022.00	17,383.00	28%	40,000.00
Monthly Parking Contracts	63,608.00	79,000.00	651,520.00	418,690.00	232,830.00	36%	682,560.00
RV Parking	0.00	130.00	8,191.01	5,870.00	2,321.01	28%	6,000.00
Parking Buyouts/Storage	18,960.00	3,240.00	72,145.00	66,555.00	5,590.00	8%	0.00
Miscellaneous Charges	0.00	0.00	427.00	0.00	427.00	100%	5,500.00
IT Services	5,677.50	4,420.00	166,202.50	165,050.00	1,152.50	1%	171,690.00
Electrical Services	15,225.00	150.00	85,812.50	17,707.98	68,104.52	79%	40,000.00
Business License Fees	45.00	1,100.00	5,790.00	5,370.00	420.00	7%	5,000.00
Miscellaneous Fees	26,507.83	132.00	30,087.83	9,840.00	20,247.83	67%	10,620.00
ATM Revenue	0.00	0.00	0.00	0.00	0.00		0.00
Digital Marketing	0.00	0.00	0.00	0.00	0.00		0.00
Total Revenue:	332,224.20	476,225.63	6,028,065.52	4,821,048.03	1,207,017.49	20%	5,518,743.14
Cell Phone Tower	6,567.29	6,376.01	64,525.22	62,645.84	1,879.38	3%	76,512.12



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending October 31, 2025 and 2024

	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
ESS - Expenses							
Payroll - Full Time Employees	39,113.49	40,031.65	349,136.41	305,386.25	43,750.16	13%	559,930.00
Payroll - Part Time Employees	629.46	1,533.50	35,914.09	17,841.75	18,072.34	50%	22,985.00
Payroll - Overtime	539.61	336.18	20,479.75	11,864.57	8,615.18	42%	15,000.00
Payroll - Parking Lots	10,933.58	14,467.39	166,765.88	177,999.00	(11,233.12)	-7%	294,500.00
Employee Benefits	5,722.12	6,190.30	83,541.93	72,583.14	10,958.79	13%	95,244.12
Employers Payroll Taxes	3,877.58	4,285.14	43,786.62	38,818.67	4,967.95	11%	73,521.56
Workers Compensation Insurance	2,237.71	3,977.81	27,408.23	26,523.12	885.11	3%	55,277.15
Payroll - Outside Agency	0.00	0.00	18,141.50	17,192.33	949.17	5%	10,000.00
Contracted Services	0.00	0.00	0.00	0.00	0.00		0.00
Administrative Expenses	3,747.13	1,938.06	36,635.54	16,920.57	19,714.97	54%	25,000.00
Signs and Banners	0.00	0.00	2,252.40	1,869.50	382.90	17%	4,000.00
Equipment Rentals	0.00	0.00	5,881.71	3,429.85	2,451.86		40,000.00
Security - Law Enforcement	27,548.58	36,367.95	345,800.67	262,049.70	83,750.97	24%	275,000.00
Fees and Insurance	45.00	1,074.00	6,414.00	5,864.00	550.00	9%	7,000.00
EMT Fees	2,213.75	4,028.95	56,243.49	40,280.00	15,963.49	28%	45,000.00
Show Janitorial	12,195.00	20,480.00	245,955.00	201,655.98	44,299.02	18%	270,000.00
Electrical, IT and Other Labor	0.00	15,562.50	27,680.91	41,912.02	(14,231.11)	-51%	50,000.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
Trash and Damages	0.00	0.00	3,181.00	4,352.26	(1,171.26)	-37%	5,500.00
Recoverable Expenses	0.00	0.00	26,259.13	6,827.21	19,431.92	74%	10,000.00
Parking Equipment	10,046.03	7,802.47	15,728.12	10,269.99	5,458.13	35%	5,000.00
Parking Signs	0.00	0.00	1,904.35	9,112.36	(7,208.01)	-379%	8,000.00
Parking Uniforms	0.00	0.00	8,168.28	1,564.09	6,604.19	81%	4,000.00
Parking - Contracted Services	0.00	0.00	7,835.54	10,825.88	(2,990.34)	-38%	10,000.00
Parking - Merchant Fees	3,477.88	2,472.33	54,516.38	30,026.43	24,489.95	45%	35,000.00
Parking - Other Expenses	0.00	107.79	2,153.52	4,153.89	(2,000.37)	-93%	10,000.00
Marketing - Advertising	0.00	0.00	13,154.19	8,493.50	4,660.69	35%	15,000.00
Travel, Training and Entertainment	0.00	0.00	8,048.19	9,824.96	(1,776.77)	-22%	15,000.00
Web Site	618.75	450.00	5,043.75	7,998.00	(2,954.25)	-59%	12,000.00
Public Relations - Sponsorships	0.00	0.00	8,173.90	8,750.00	(576.10)	-7%	10,000.00
Administrative Expenses	600.00	991.00	15,211.56	14,731.65	479.91	3%	14,000.00
Marketing - Contracted Services	0.00	0.00	12,500.00	0.00	12,500.00		20,000.00
Total Expenses	123,545.67	162,097.02	1,653,916.04	1,369,120.67	284,795.37	17%	2,015,957.83
Direct Profit Loss	208,678.53	314,128.61	4,374,149.48	3,451,927.36	922,222.12	21%	3,502,785.31



San Mateo County Event Center
 Detailed Income Statement
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	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Jockey Club - Revenue							
Admissions	32,200.00	31,150.00	346,500.50	341,230.00	5,270.50	2%	300,000.00
Track Commissions	48,822.60	71,397.80	529,149.64	536,364.37	(7,214.73)	-1%	400,000.00
ADW Fees	65,113.35	26,316.01	1,121,755.47	888,611.37	233,144.10	21%	775,000.00
Publication Sales	12,854.20	11,145.27	127,056.25	119,761.70	7,294.55	6%	90,000.00
Other Items Sold	13.33	20.52	187.57	256.79	(69.22)	-37%	250.00
ATM Revenue	932.00	1,178.00	10,784.00	10,924.00	(140.00)	-1%	8,500.00
Other Income	0.00	0.00	0.00	0.00	0.00		0.00
Total Revenue	159,935.48	141,207.60	2,135,433.43	1,897,148.23	238,285.20	11%	1,573,750.00
Jockey Club- Expenses							
Payroll - JC - Full Time	18,096.29	15,464.47	165,394.93	156,183.90	9,211.03	6%	173,417.97
Payroll - JC - Part Time	0.00	2,149.70	0.00	13,861.74	(13,861.74)		27,800.08
Payroll JC - OT	228.13	405.23	3,097.15	4,251.92	(1,154.77)	-37%	4,000.00
JC Benefits - Pension	2,397.51	623.42	13,705.87	6,137.58	7,568.29	55%	8,670.90
Employee Benefits	941.72	1,116.45	18,172.38	34,499.53	(16,327.15)	-90%	19,405.01
Employers Payroll Taxes	1,393.19	1,373.71	12,753.57	13,306.87	(553.30)	-4%	17,127.36
Workers Compensation Insurance	758.50	1,166.34	9,086.30	8,944.01	142.29	2%	12,676.74
Travel, Training, Meals	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services	514.70	0.00	3,380.10	0.00	3,380.10	100%	1,500.00
Administrative Expenses	556.85	4,302.74	13,204.50	16,767.07	(3,562.57)	-27%	15,000.00
Contracted Services - Janitorial	11,925.00	13,215.00	112,849.00	122,730.00	(9,881.00)	-9%	130,000.00
Contracted Services - Security	13,392.08	13,360.00	150,413.96	132,118.61	18,295.35	12%	150,000.00
Advertising and Marketing	125.00	0.00	125.00	0.00	125.00		0.00
Programs - Racing Forms	9,874.44	8,839.10	110,398.68	105,831.98	4,566.70	4%	125,000.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
CARF Dues	0.00	0.00	90,000.00	16,194.00	73,806.00	82%	22,000.00
Uniforms	0.00	0.00	0.00	0.00	0.00		1,000.00
Special Repairs and Projects	0.00	0.00	2,200.00	0.00	2,200.00		2,500.00
Total Expenses	60,203.41	62,016.16	704,781.44	630,827.21	73,954.23	10%	710,098.06
Direct Profit/Loss	99,732.07	79,191.44	1,430,651.99	1,266,321.02	164,330.97	11%	863,651.94



San Mateo County Event Center
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	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Annual San Mateo County Fair - Revenue							
Admissions							
Regular Admissions	0.00	0.00	1,139,296.36	1,094,257.00	45,039.36	4%	1,100,000.00
Advance Sale Admissions	0.00	0.00	111,614.54	120,388.00	(8,773.46)	-8%	150,000.00
Discount Admissions	0.00	0.00	0.00	455.00	(455.00)		0.00
	0.00	0.00	1,250,910.90	1,215,100.00	35,810.90	3%	1,250,000.00
Space Rental							
Inside Exhibit Spaces	0.00	0.00	93,650.00	53,922.37	39,727.63	42%	55,000.00
Outside Exhibit Spaces	0.00	0.00	66,312.50	55,000.00	11,312.50	17%	55,000.00
Special Days Exhibit Space	0.00	0.00	2,000.00	0.00	2,000.00	100%	0.00
	0.00	0.00	161,962.50	108,922.37	53,040.13	33%	110,000.00
Concessions							
Carnival Revenue	0.00	0.00	364,129.10	335,448.00	28,681.10	8%	325,000.00
Carnival - Pre Sale	0.00	0.00	17,250.00	50,229.00	(32,979.00)	-191%	50,000.00
Food & Beverage Concessions	0.00	0.00	371,743.97	338,139.21	33,604.76	9%	350,000.00
Other Concessions	0.00	0.00	355.00	370.00	(15.00)	-4%	400.00
	0.00	0.00	753,478.07	724,186.21	29,291.86	4%	725,400.00
Competitive Exhibits							
Entry Fees	0.00	0.00	18,546.00	21,270.00	(2,724.00)	-15%	22,000.00
Exhibits - Donated Awards	0.00	(150.00)	4,348.00	5,097.00	(749.00)	-17%	6,000.00
Art & Literary Art Show Sales	0.00	0.00	4,000.00	2,494.87	1,505.13	38%	5,000.00
Entry Processing Fees	0.00	0.00	275.00	250.00	25.00	9%	250.00
Livestock Liability Insurance	0.00	0.00	1,785.00	1,960.00	(175.00)	-10%	2,000.00
Other Exhibit Revenue	0.00	0.00	147.00	0.00	147.00		0.00
	0.00	(150.00)	29,101.00	31,071.87	(1,970.87)	-7%	35,250.00
Miscellaneous Fair Revenue:							
Parking - Fair only	0.00	0.00	289,716.00	281,380.00	8,336.00	3%	310,000.00
Utility Reimbursement	0.00	0.00	5,775.00	4,225.00	1,550.00	27%	4,000.00
Permits & Insurance	0.00	0.00	6,775.00	6,572.00	203.00	3%	6,500.00
RV Parking - Stock Trucks	0.00	0.00	21,430.00	22,120.00	(690.00)	-3%	25,000.00
Ticket Fee Revenue	0.00	0.00	0.00	64,984.00	(64,984.00)		65,000.00
Fair - Merchandise Program	0.00	0.00	4,173.93	3,208.33	965.60	23%	0.00
Sponsorship	7,875.00	875.00	186,821.35	215,940.00	(29,118.65)	-16%	250,000.00
	7,875.00	875.00	514,691.28	598,429.33	(83,738.05)	-16%	660,500.00
Direct Fair Revenue:	7,875.00	725.00	2,710,143.75	2,677,709.78	32,433.97	1%	2,781,150.00



San Mateo County Event Center
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	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Annual San Mateo County Fair - Expenses							
Fair Administration & Marketing							
Payroll - Full Time Employees	30,674.18	16,696.54	289,880.10	129,044.79	160,835.31	55%	373,601.51
Payroll - Part Time Employees	0.00	0.00	2,251.84	20,326.97	(18,075.13)	-803%	17,064.00
Payroll - Overtime	53.55	0.00	3,915.91	610.33	3,305.58	84%	2,000.00
Employees Pension	1,530.37	834.84	15,178.32	6,157.03	9,021.29	59%	18,680.08
Employees Benefits	1,788.30	1,260.72	34,617.45	19,396.95	15,220.50	44%	56,231.46
Employers Payroll Taxes	2,328.57	1,266.52	24,277.17	11,275.35	13,001.82	54%	33,621.93
Workers Compensation Insurance	1,507.92	1,012.01	17,646.89	7,241.36	10,405.53	59%	24,611.93
Contracted Services	31.25	0.00	69,320.25	40,987.50	28,332.75	41%	28,000.00
Administration Expense	150.00	300.00	2,513.60	2,425.80	87.80	3%	3,400.00
Marketing - Advertising	0.00	0.00	284,995.83	227,635.02	57,360.81	20%	276,000.00
Travel and Training	1,380.01	312.47	3,365.75	4,320.67	(954.92)	-28%	7,750.00
Promotional	0.00	0.00	16,479.75	504.72	15,975.03	97%	1,000.00
Public Relations Expense	0.00	0.00	2,850.30	2,578.32	271.98	10%	2,500.00
Pre Fair Events	0.00	0.00	0.00	0.00	0.00		0.00
Sponsorship Expense	0.00	500.00	80,225.86	41,503.48	38,722.38	48%	55,000.00
Carnival Promo Credit	0.00	0.00	0.00	0.00	0.00		0.00
	<u>39,444.15</u>	<u>22,183.10</u>	<u>847,519.02</u>	<u>514,008.29</u>	<u>333,510.73</u>	39%	<u>899,460.91</u>
Fair Attendance Operations							
Payroll - Part Time Employees	0.00	0.00	45,030.41	41,522.08	3,508.33	8%	52,020.00
Employee Benefits	0.00	0.00	0.00	0.00	0.00		0.00
Employers Payroll Taxes	0.00	0.00	3,444.84	3,575.81	(130.97)	-4%	3,979.53
Workers Compensation Insurance	0.00	0.00	(460.83)	507.02	(967.85)	210%	3,637.26
Contracted Services	0.00	0.00	314,585.18	271,124.50	43,460.68	14%	275,500.00
Supplies & Expense	0.00	0.00	128,098.38	175,425.80	(47,327.42)	-37%	145,025.00
Other Expenses	0.00	0.00	460.37	1,164.40	(704.03)	-153%	1,500.00
Corporate Gatherings	0.00	0.00	0.00	0.00	0.00		0.00
Decorations	0.00	0.00	1,918.35	1,899.52	18.83	1%	4,150.00
	<u>0.00</u>	<u>0.00</u>	<u>493,076.70</u>	<u>495,219.13</u>	<u>(2,142.43)</u>	0%	<u>485,811.79</u>



San Mateo County Event Center
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	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Miscellaneous Fair Expense							
Payroll	0.00	0.00	47,244.86	26,701.87	20,542.99	43%	33,330.00
Employee Benefits	0.00	0.00	0.00	295.17	(295.17)		0.00
Employers Payroll Taxes	0.00	0.00	3,614.00	2,042.75	1,571.25	43%	2,549.75
Workers Compensation Insurance	0.00	0.00	2,834.51	1,772.38	1,062.13	37%	2,099.79
Utility Fees	0.00	0.00	20,825.00	22,954.89	(2,129.89)	-10%	24,000.00
Program	0.00	0.00	3,190.09	2,976.32	213.77	7%	3,000.00
Contracted Services	0.00	0.00	44,600.00	29,600.00	15,000.00	34%	35,000.00
Programing - "Country Store"	0.00	0.00	8,000.00	8,000.00	0.00	0%	0.00
Merchant Acceptance Fees	0.00	108.50	45,394.70	52,756.13	(7,361.43)	-16%	55,000.00
Permits and Insurance	0.00	0.00	8,021.00	7,432.00	589.00	7%	7,500.00
Exhibitors Expenses	0.00	0.00	113,769.90	139,220.28	(25,450.38)	-22%	124,900.00
	0.00	108.50	297,494.06	293,751.79	3,742.27	1%	287,379.54
Competitive Exhibit Awards							
Cash Awards	0.00	0.00	16,675.00	15,625.00	1,050.00	6%	18,000.00
Non Cash Awards	0.00	0.00	6,681.40	6,149.95	531.45	8%	7,500.00
Sponsored Cash Awards	0.00	0.00	0.00	0.00	0.00		0.00
Sponsored Non Cash Awards	0.00	0.00	842.00	2,457.61	(1,615.61)	-192%	3,000.00
Other Awards Expenses	0.00	0.00	0.00	0.00	0.00		0.00
	0.00	0.00	24,198.40	24,232.56	(34.16)	0%	28,500.00
Competitive Fair Exhibits							
Payroll - Part Time Employees	421.00	152.67	62,752.57	58,201.78	4,550.79	7%	73,735.00
Employee Benefits	0.00	5.10	1,026.25	1,035.22	(8.97)	-1%	1,446.75
Employers Payroll Taxes	32.21	11.68	4,800.62	4,634.17	166.45	3%	5,640.73
Workers Compensation Insurance	25.26	13.74	2,353.16	2,378.26	(25.10)	-1%	4,645.31
Judges Compensation	0.00	0.00	8,096.78	6,746.72	1,350.06	17%	7,100.00
Contracted Services	(8,984.80)	2,475.00	60,298.66	59,250.32	1,048.34	2%	59,400.00
Supplies & Expense	(4,889.12)	57.90	30,976.86	37,195.16	(6,218.30)	-20%	32,650.00
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	230.21	(230.21)		500.00
Other Expenses	0.00	0.00	0.00	0.00	0.00		0.00
Art Show - Payment to Sellers	0.00	0.00	3,200.00	2,188.00	1,012.00	32%	3,000.00
Investment in Durable Goods	0.00	0.00	0.00	0.00	0.00		0.00
	(13,395.45)	2,716.09	173,504.90	171,859.84	1,645.06	1%	188,117.79



San Mateo County Event Center
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	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Fair Entertainment Expense							
Payroll	0.00	0.00	16,341.21	7,562.90	8,778.31	54%	8,500.00
Employee Benefits	0.00	0.00	0.00	0.00	0.00		0.00
Employers Payroll Taxes	0.00	0.00	1,241.45	0.00	1,241.45	100%	650.25
Workers Compensation Insurance	0.00	0.00	735.23	90.01	645.22	88%	535.50
Contracted Services	0.00	0.00	224,058.81	189,674.92	34,383.89	15%	196,883.00
Supplies & Expense	0.00	0.00	23,614.65	12,476.10	11,138.55	47%	13,800.00
Grounds Acts & Entertainment	0.00	0.00	220,124.31	155,938.20	64,186.11	29%	160,000.00
Headline Entertainment	0.00	0.00	329,600.00	167,800.00	161,800.00	49%	200,000.00
Other	0.00	0.00	0.00	0.00	0.00		0.00
	0.00	0.00	815,715.66	533,542.13	282,173.53	35%	580,368.75
Direct Fair Expenses	26,048.70	25,007.69	2,651,508.74	2,032,613.74	618,895.00	23%	2,469,638.78
Annual Fair Profit / Loss Direct Expenses	(18,173.70)	(24,282.69)	58,635.01	645,096.04	(586,461.03)	-1000%	311,511.22



San Mateo County Event Center
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	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Culinary Revenue							
Fair - Food Sales	0.00	0.00	0.00	11,292.95	(11,292.95)		0.00
Events - Food Sales	12.00	9,032.61	536,375.11	465,676.50	70,698.61	13%	434,678.12
Events - Beverage Sales	0.00	0.00	0.00	0.00	0.00		0.00
Events - Adult Beverage Sales	13,922.00	13,106.50	45,557.00	18,316.07	27,240.93	60%	27,200.00
JC - Food Sales	10,238.69	11,184.22	125,227.40	101,873.39	23,354.01	19%	75,000.00
JC - Beverage Sales	0.00	0.00	0.00	0.00	0.00		0.00
JC - Adult Beverage Sales	3,666.76	4,162.65	49,723.88	37,762.22	11,961.66	24%	38,000.00
Fair - Beverage Sales	0.00	0.00	0.00	0.00	0.00		0.00
Fair - Adult Beverage Sales	0.00	0.00	185,780.70	204,677.77	(18,897.07)	-10%	230,000.00
Vending Machine Sales	706.00	1,037.00	17,210.25	6,516.60	10,693.65	62%	6,000.00
Fair - Sub Contractor Sales	0.00	0.00	0.00	0.00	0.00		0.00
Events- Sub Contractor Sales	0.00	233.00	25,591.00	8,733.00	16,858.00	66%	58,350.00
JC - Sub Contractor Sales	0.00	0.00	0.00	0.00	0.00		0.00
Catering - Food	0.00	0.00	173,486.34	210,093.40	(36,607.06)	-21%	300,365.00
Catering - Beverage	1,928.00	300.00	200,789.00	76,523.75	124,265.25	62%	0.00
Catering - Adult Beverages	2,332.00	0.00	215,685.50	262,562.50	(46,877.00)	-22%	318,646.50
Catering - Supplemental Fee	382.80	6.00	120,630.83	134,704.39	(14,073.56)	-12%	16,769.30
Catering - Subcontractors	0.00	2,250.00	40,942.34	47,237.99	(6,295.65)	-15%	15,000.00
Other Revenue	11,189.81	473.26	15,955.19	23,314.72	(7,359.53)	-46%	10,000.00
Labor Charges	950.00	0.00	126,910.00	116,362.50	10,547.50	8%	100,000.00
Linen Charges	0.00	0.00	50.00	361.69	(311.69)	-623%	0.00
Food Buyouts	8,000.00	16,500.00	65,279.46	46,136.34	19,143.12	29%	40,000.00
Vendor / Show Coupons	(609.49)	0.00	(1,431.49)	0.00	(1,431.49)		0.00
Health Department Permit Revenue	0.00	0.00	0.00	0.00	0.00		0.00
	52,718.57	58,285.24	1,943,762.51	1,772,145.78	171,616.73	9%	1,670,008.92



San Mateo County Event Center
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	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Culinary - Expenses							
Payroll - Full Time Employees	23,648.09	28,509.59	223,510.32	303,564.08	(80,053.76)	-36%	337,685.94
Payroll - Part Time Employees	5,054.83	5,276.13	112,754.12	80,687.25	32,066.87	28%	310,790.00
Payroll - Overtime	11.40	1,446.21	14,667.18	21,226.06	(6,558.88)	-45%	20,000.00
Employee Benefits	3,942.53	6,036.85	79,074.58	102,116.78	(23,042.20)	-29%	112,830.54
Employers Payroll Taxes	2,163.65	2,649.83	27,957.89	30,225.16	(2,267.27)	-8%	52,985.27
Workers Compensation Insurance	1,200.30	2,224.94	16,435.14	19,447.96	(3,012.82)	-18%	40,853.98
Payroll - Outside Agency	1,798.46	0.00	12,180.85	1,583.63	10,597.22	87%	20,750.00
Contracted Services	1,600.00	3,593.31	131,559.57	103,670.85	27,888.72	21%	0.00
Product - Food - Concessions	4,131.91	2,788.85	142,137.09	144,127.33	(1,990.24)	-1%	200,000.00
Product - Food - Catering	185.13	0.00	98,253.91	135,261.82	(37,007.91)	-38%	130,000.00
Product - Beverages - Concessions	0.00	653.60	44,043.43	20,290.24	23,753.19	54%	25,000.00
Product - Beverage - Catering	1,313.28	0.00	39,410.09	45,938.35	(6,528.26)	-17%	35,000.00
Product - Adult Beverage - Concessions	2,371.00	0.00	28,177.33	39,313.56	(11,136.23)	-40%	75,000.00
Product - Adult Beverage - Catering	2,607.64	9,157.86	23,954.81	20,676.84	3,277.97	14%	40,000.00
Product - Food - Jockey club	2,931.41	3,421.22	30,392.34	34,014.03	(3,621.69)	-12%	35,000.00
Product - Beverage - JC	528.52	0.00	6,881.10	1,280.88	5,600.22	81%	5,000.00
Product - Adult Beverage - JC	544.00	0.00	11,161.66	2,136.85	9,024.81	81%	3,000.00
Product - Vending	275.16	0.00	275.16	0.00	275.16	100%	0.00
Product - Spoilage	0.00	0.00	0.00	0.00	0.00		0.00
Supplies & Expenses	2,830.53	921.55	67,152.33	44,031.77	23,120.56	34%	67,500.00
Supplies - Paper Products	458.04	0.00	6,395.51	8,405.14	(2,009.63)	-31%	15,000.00
Ice - CO2	53.50	26.75	1,966.65	2,708.30	(741.65)	-38%	4,500.00
Utilities	0.00	0.00	0.00	0.00	0.00		0.00
Hood Cleaning	0.00	0.00	0.00	5,245.00	(5,245.00)		10,000.00
Linen & Equipment Rental	0.00	0.00	5,797.59	6,266.19	(468.60)	-8%	7,500.00
Promotional, Advertising & Travel	81.63	0.00	4,161.57	2,386.77	1,774.80	43%	1,250.00
Equipment - New and Maintenance	458.23	9,479.59	24,356.56	47,348.69	(22,992.13)	-94%	30,000.00
Miscellaneous	0.00	0.00	0.00	0.00	0.00		1,500.00
	58,189.24	76,186.28	1,152,656.78	1,221,953.53	(69,296.75)	-6%	1,581,145.73
Culinary Direct/Profit Loss	(5,470.67)	(17,901.04)	791,105.73	550,192.25	240,913.48	30%	88,863.19



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending October 31, 2025 and 2024

	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
RV Park - Revenue							
RV Parking - Transit	0.00	0.00	0.00	0.00	0.00		0.00
RV Parking - Events	0.00	0.00	0.00	0.00	0.00		0.00
RV Parking - Fair	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Campstore	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Other	0.00	0.00	0.00	0.00	0.00		0.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00
RV Park - Expenses							
RV Park - Full Time Employees	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Part Time Employees	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Overtime	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Benefits	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Payroll Taxes	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Workers Compensation	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Outside Services	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Utilities	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Operating Expenses	0.00	0.00	0.00	0.00	0.00		0.00
RV Park - Marketing	400.00	0.00	4,118.20	0.00	4,118.20	100%	0.00
RV Park - Campstore	0.00	0.00	0.00	0.00	0.00		0.00
	400.00	0.00	4,118.20	0.00	4,118.20	100%	0.00
RV Park Direct/Profit Loss	(400.00)	0.00	(4,118.20)	0.00	(4,118.20)	-100%	0.00



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending October 31, 2025 and 2024

	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Administration							
Payroll - Full Time Employees	85,087.45	92,220.07	713,144.97	819,152.21	(106,007.24)	-15%	909,398.00
Payroll - Part Time Employees	207.69	2,965.20	12,639.72	51,973.55	(39,333.83)	-311%	49,250.00
Payroll - Overtime	7.54	297.33	2,879.38	5,120.86	(2,241.48)	-78%	10,500.00
Compensated Leave Expense	0.00	0.00	0.00	0.00	0.00		35,579.04
Employees Pension	7,413.66	6,646.74	59,682.06	55,731.53	3,950.53	7%	45,469.90
Employee Benefits	4,554.62	7,519.56	89,281.93	94,239.60	(4,957.67)	-6%	98,908.08
Employers Payroll Taxes	4,577.10	5,430.73	51,318.78	62,981.60	(11,662.82)	-23%	82,430.55
Workers Compensation Insurance	3,705.17	6,566.31	47,732.58	48,033.21	(300.63)	-1%	60,394.82
Outside Agency Payroll	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - Legal	2,035.50	2,494.80	62,235.72	11,501.25	50,734.47	82%	47,500.00
Contracted Services - Other	201.20	417.28	20,045.83	6,923.79	13,122.04	65%	30,760.00
Contracted Services - Financial	17,266.45	25,179.00	165,603.76	146,322.44	19,281.32	12%	175,000.00
Contracted Services - Security	0.00	0.00	0.00	0.00	0.00		0.00
Contracted Services - IT	3,389.50	1,755.00	32,142.50	45,175.38	(13,032.88)	-41%	75,000.00
Meeting Expenses	273.53	464.15	2,963.92	3,765.79	(801.87)	-27%	7,500.00
Travel & Training	4,884.21	400.00	24,329.76	28,045.92	(3,716.16)	-15%	40,000.00
Marketing, PR & Sponsorships	604.79	945.57	1,304.55	1,911.09	(606.54)	-46%	10,000.00
Office Supplies & Expense	352.46	1,082.67	24,956.42	22,592.69	2,363.73	9%	30,000.00
Equipment Rental	602.31	1,774.40	8,205.39	9,499.11	(1,293.72)	-16%	12,500.00
IT Expenses - non contracted	4,941.12	4,985.46	43,542.60	57,152.41	(13,609.81)	-31%	80,000.00
Miscellaneous Employee Expenses	1,307.78	350.00	8,603.35	3,040.00	5,563.35	65%	5,000.00
Telephone, Postage, Internet	7,035.18	7,217.22	76,932.54	76,287.72	644.82	1%	100,000.00
Dues & Subscriptions (non IT)	327.00	1,003.00	32,521.99	36,553.79	(4,031.80)	-12%	35,000.00
Business Insurance	16,921.75	17,657.48	186,908.86	177,761.38	9,147.48	5%	224,735.45
Bank Fees	452.59	319.42	4,149.13	3,687.99	461.14	11%	5,000.00
Payroll Administration Fees	2,198.79	2,014.27	23,375.79	20,756.79	2,619.00	11%	20,000.00
CC Merchant Acceptance Fees	402.52	10.58	1,143.89	2,023.60	(879.71)	-77%	5,500.00
Unemployment Insurance	0.00	0.00	15,415.00	12,943.00	2,472.00	16%	10,000.00
Audit Expense	0.00	0.00	12,600.00	32,750.00	(20,150.00)	-160%	23,550.00
Bad Debt - CC Chargebacks	0.00	30.00	5,314.93	20,457.48	(15,142.55)	-285%	5,000.00
	168,749.91	189,746.24	1,728,975.35	1,856,384.18	(127,408.83)	-7%	2,233,975.84



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending October 31, 2025 and 2024

	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Maintenance							
Payroll - Full Time Employees	83,545.80	82,355.37	891,548.23	763,949.51	127,598.72	14%	1,242,758.58
Payroll - Part Time Employees	11,103.04	2,629.50	87,735.31	16,901.70	70,833.61	81%	28,350.00
Payroll - Overtime	2,150.65	791.41	21,282.83	14,743.26	6,539.57	31%	25,000.00
Employees Pension	6,849.35	7,500.30	65,855.92	66,682.02	(826.10)	-1%	62,137.93
Employees Benefits	7,515.58	10,411.41	164,507.39	137,572.08	26,935.31	16%	238,270.01
Employers Payroll Taxes	6,584.57	6,511.89	75,385.06	60,237.52	15,147.54	20%	109,667.39
Workers Compensation Insurance	3,824.30	6,943.67	59,005.96	48,570.54	10,435.42	18%	80,079.84
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	0.00	5,771.25	10,686.69	(4,915.44)	-85%	12,500.00
Contracted Services - Pest Control	1,488.60	0.00	14,947.20	12,758.00	2,189.20	15%	17,500.00
Contracted Services - Janitorial	6,825.00	1,020.00	66,829.50	18,032.50	48,797.00	73%	20,000.00
Contracted Services - HVAC	4,296.00	4,171.00	35,361.36	20,860.97	14,500.39	41%	25,000.00
Contracted Services - Other	19,297.07	3,903.99	95,498.71	51,614.97	43,883.74	46%	52,500.00
Administration Expenses	519.47	375.00	10,756.56	6,901.95	3,854.61	36%	10,500.00
Equipment Rental	2,365.47	0.00	2,794.87	3,264.77	(469.90)	-17%	5,000.00
Utilities - Power	31,309.96	35,640.68	425,678.06	423,198.95	2,479.11	1%	450,000.00
Utilities - Water	5,752.04	17,866.17	95,280.01	81,832.93	13,447.08	14%	82,000.00
Utilities - Sewer	26,830.27	0.00	26,830.27	0.00	26,830.27	100%	0.00
Utilities - Other	0.00	911.05	37,133.52	31,273.73	5,859.79	16%	50,000.00
Equipment Maintenance & Repairs	2,553.04	0.00	57,027.57	52,089.30	4,938.27	9%	65,000.00
Building Maintenance Supplies	11,712.12	701.50	56,979.56	35,632.75	21,346.81	37%	45,000.00
Janitorial Supplies	1,360.86	2,526.27	55,541.18	43,604.44	11,936.74	21%	50,000.00
Tools & Equipment	717.56	0.00	924.83	231.58	693.25		3,000.00
Building Repairs	0.00	910.00	14,189.92	9,470.30	4,719.62	33%	35,000.00
Emergency Repairs	0.00	0.00	25,146.46	17,479.01	7,667.45	30%	0.00
Trash Removal	340.36	340.36	59,836.90	35,757.40	24,079.50	40%	42,500.00
	236,941.11	185,509.57	2,451,848.43	1,963,346.87	488,501.56	20%	2,751,763.75



San Mateo County Event Center
 Detailed Income Statement
 For the Period Ending October 31, 2025 and 2024

	October 2025	October 2024	Year to Date 2025	Year to Date 2024	Variance \$	% +/-	Annual Budget
Non Capitalized Improvements:							
Non Capitalized Improvements	0.00	0.00	0.00	0.00	0.00		0.00
Expo Hall Upgrades	0.00	0.00	0.00	0.00	0.00		0.00
Cypress Hall Fire System	0.00	0.00	44,247.72	0.00	44,247.72		0.00
Barn Repairs	0.00	0.00	0.00	0.00	0.00		0.00
Asphalt Repairs	0.00	0.00	92,983.42	0.00	92,983.42		50,000.00
Roofing Replacement - Repairs	0.00	0.00	0.00	0.00	0.00		0.00
Event Pavillion - Drainage	0.00	0.00	0.00	0.00	0.00		0.00
Landscaping Projects	0.00	0.00	0.00	19,757.02	(19,757.02)		0.00
Security Camera	0.00	0.00	0.00	0.00	0.00		0.00
Lighting Retrofit	0.00	0.00	0.00	89,860.72	(89,860.72)		225,000.00
Fiesta Hall Upgrades	19,764.47	0.00	590,774.05	11,143.78	579,630.27		250,000.00
Storm Drains Sewers	0.00	0.00	0.00	0.00	0.00		0.00
Cypress Hall	0.00	0.00	7,500.00	38,322.63	(30,822.63)		0.00
Parking Lot	0.00	0.00	3,480.00	52,132.50	(48,652.50)		250,000.00
Computer Switch Upgrade	0.00	0.00	0.00	179,154.43	(179,154.43)		40,000.00
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	1,863.95	525.00	1,338.95		0.00
Redwood Hall	0.00	0.00	8,091.77	0.00	8,091.77		0.00
Door Replacement	0.00	0.00	0.00	0.00	0.00		0.00
Administration Office	0.00	29,437.14	2,960.00	62,206.85	(59,246.85)		0.00
Equipment	8,633.88	0.00	149,524.43	67,728.76	81,795.67	55%	160,000.00
	28,398.35	29,437.14	901,425.34	520,831.69	380,593.65	42%	975,000.00
Capitalized Improvements - In Progress							
CIP - South Lot Lighting	0.00	0.00	(168,542.32)	0.00	(168,542.32)		0.00
Sub Station - Central Mall	(298.55)	6,296.25	1,469,723.58	156,422.65	1,313,300.93		1,050,000.00
Internet and Wi Fi Improvements	0.00	0.00	0.00	0.00	0.00		0.00
Redwood Hall Remodel	396,966.16	7,428.75	924,497.19	26,548.75	897,948.44		14,040,000.00
100 amp Electrical - Cafe Lawn	0.00	0.00	0.00	0.00	0.00		0.00
Administration Office Addition	0.00	6,480.00	0.00	39,328.97	(39,328.97)		0.00
Saratoga Entrance Upgrade	0.00	0.00	0.00	0.00	0.00		0.00
Gates into Parking Lots	324.89	0.00	57,650.89	0.00	57,650.89		0.00
Cypress Hall Restrooms	0.00	420.00	(1,371,366.69)	100,219.14	(1,471,585.83)		2,440,697.00
Solar Canopies - RV Park	43,200.00	0.00	4,406,520.00	(6,894.52)	4,413,414.52		5,000,000.00
Electronic Signs	0.00	0.00	0.00	(28,250.00)	28,250.00		0.00
	440,192.50	20,625.00	5,318,482.65	287,374.99	5,031,107.66		22,530,697.00

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AR Aged Invoice Analysis

**Balances as of 10/31/2025
by GL Date**

Historical by AR Account

San Mateo
Diane Baumann

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Invoice Number	Invoice Date	Terms	Balance	Current 10/1/2025 and Beyond	Over 30 9/1/2025 9/30/2025	Over 60 8/1/2025 8/31/2025	Over 90 7/1/2025 7/31/2025	Over 120 Up to 6/30/2025
Receivables: 131001-00-A								
415 Electric (415ele)								
							Last Pymt: 1/21/2025	1,147.50
01310	10/15/2025	Net 30	4,925.00	4,925.00				
01311	10/22/2025	Net 30	2,050.00	2,050.00				
415 Electric Totals:			6,975.00	6,975.00	0.00	0.00	0.00	0.00
Bhartiya Mandal Foundation (bhaman)								
							Last Pymt: 10/27/2025	0.00
1665	10/27/2025	Net 30	6,616.25	6,616.25				
Bhartiya Mandal Foundation Totals:			6,616.25	6,616.25	0.00	0.00	0.00	0.00
County of San Mateo, County Executives Office (smcexof)								
							Last Pymt: 10/15/2025	1,000,000.00
01155	5/31/2025	Net 30	451,305.08					451,305.08
25.di10.01	10/28/2025		22,680.00	22,680.00				
25.di10.02	10/28/2025		61,740.00	61,740.00				
County of San Mateo, County Executives Of			535,725.08	84,420.00	0.00	0.00	0.00	451,305.08
Del Mar Thoroughbred Club (delmar)								
							Last Pymt: 10/29/2025	15,871.53
01254	8/31/2025	Net 30	3,954.53			3,954.53		
01273	9/30/2025	Net 30	3,912.20		3,912.20			
01313	10/31/2025	Net 30	4,354.23	4,354.23				
Del Mar Thoroughbred Club Totals:			12,220.96	4,354.23	3,912.20	3,954.53	0.00	0.00
Los Alamitos Quarter Horse Racing Association (00001662)								
							Last Pymt: 10/22/2025	14,898.94
01277	9/30/2025	Net 30	11,241.33		11,241.33			
01278	9/30/2025	Net 30	22,883.65		22,883.65			
01279	9/30/2025	Net 30	18,138.57		18,138.57			
01305	10/31/2025	Net 30	12,662.14	12,662.14				
01308	10/31/2025	Net 30	6,395.98	6,395.98				
01314	10/31/2025	Net 30	4,466.46	4,466.46				
01231	7/22/2025		1,021.69				1,021.69	
Los Alamitos Quarter Horse Racing Associat			74,766.44	23,524.58	52,263.55	0.00	1,021.69	0.00
Santa Anita North (sanani)								
							Last Pymt: 10/28/2025	10,140.07
01300	9/30/2025	Net 30	11,840.10		11,840.10			
01306	10/31/2025	Net 30	44,040.58	44,040.58				
01312	10/31/2025	Net 30	27,820.09	27,820.09				
01233	7/22/2025		20.38				20.38	
Santa Anita North Totals:			83,680.39	71,860.67	11,840.10	0.00	20.38	0.00
Sutter Health (suthea)								
							Last Pymt: 10/30/2025	0.00
1325	10/30/2025	Net 45	9,071.90	9,071.90				
Sutter Health Totals:			9,071.90	9,071.90	0.00	0.00	0.00	0.00
The Nueva School (00004080)								
					Phone: 650-350-4600	Last Pymt: 10/15/2025	9,000.00	
01295	10/27/2025	Net 30	1,000.00	1,000.00				
The Nueva School Totals:			1,000.00	1,000.00	0.00	0.00	0.00	0.00
Watch and Wager.Com, LLC (00003730)								
					Phone: 916-800-1395	Last Pymt: 10/28/2025	3,707.57	
01307	10/31/2025	Net 30	4,056.40	4,056.40				
01232	7/22/2025		287.35				287.35	
Watch and Wager.Com, LLC Totals:			3,769.05	4,056.40	0.00	0.00	287.35	0.00
Receivables: 131001-00-A Totals			733,825.07	211,879.03	68,015.85	3,954.53	1,329.42	451,305.08

AP Aged Invoice Analysis

Historical Balances by GL Date as of 10/31/2025

Historical Aging

San Mateo
Diane Baumann

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Invoice Number	Invoice Date	Balance	Current 10/1/2025 and Beyond	1 - 30 Days 9/1/2025 9/30/2025	31 - 60 Days 8/1/2025 8/31/2025	61 - 90 Days 7/1/2025 7/31/2025	Over 90 Days Up to 6/30/2025
BiRite (00005423)							
7110771	10/30/2025	4,916.19	4,916.19				
BiRite		4,916.19	4,916.19	0.00	0.00	0.00	0.00
California Water Service (00000150)							
9271100000	10/29/2025	5,752.04	5,752.04				
California Water Service		5,752.04	5,752.04	0.00	0.00	0.00	0.00
Carbonic Service Inc. (00007015)							
0005001174	10/31/2025	26.75	26.75				
Carbonic Service Inc.		26.75	26.75	0.00	0.00	0.00	0.00
City National Bank							
* CC#0459	10/28/2025	1,290.01	1,290.01				
* CC#1033	10/28/2025	2,542.85	2,542.85				
* CC#2935	10/28/2025	839.06	839.06				
* CC#3147	10/28/2025	120.00	120.00				
* CC#4392	10/28/2025	7,139.72	7,139.72				
* CC#4616	10/28/2025	640.07	640.07				
* CC#6307	10/28/2025	554.07	554.07				
* CC#7709	10/28/2025	13,752.13	13,752.13				
* CC#8015	10/28/2025	2,298.07	2,298.07				
City National Bank		29,175.98	29,175.98	0.00	0.00	0.00	0.00
Credit Card Processing Center							
Daily Racing Form (00001672)							
NS191718	10/26/2025	2,674.40	2,674.40				
SOI191771	10/26/2025	229.04	229.04				
Daily Racing Form		2,445.36	2,445.36	0.00	0.00	0.00	0.00
DLB Consulting (00004726)							
Oct 2025	10/31/2025	17,266.45	17,266.45				
DLB Consulting		17,266.45	17,266.45	0.00	0.00	0.00	0.00
Enviro Clean Maintenance (00004414)							
16419	10/28/2025	2,340.00	2,340.00				
16420	10/28/2025	480.00	480.00				
16421	10/28/2025	180.00	180.00				
Enviro Clean Maintenance		3,000.00	3,000.00	0.00	0.00	0.00	0.00
Fresh & Ready (frerea)							
b00282808	10/30/2025	91.70	91.70				
b00283073	10/31/2025	49.23	49.23				
Fresh & Ready		140.93	140.93	0.00	0.00	0.00	0.00
HireSafe (00002931)							
122760	10/31/2025	201.20	201.20				
HireSafe		201.20	201.20	0.00	0.00	0.00	0.00
JR Sharp Construction, Inc. (jrshar)							
8451	9/30/2025	189,189.00		189,189.00			
JR Sharp Construction, Inc.		189,189.00	0.00	189,189.00	0.00	0.00	0.00
Maxx Eco Wash (maxeco)							

AP Aged Invoice Analysis

Historical Balances by GL Date as of 10/31/2025

Historical Aging

San Mateo
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Invoice Number	Invoice Date	Balance	Current 10/1/2025 and Beyond	1 - 30 Days 9/1/2025 9/30/2025	31 - 60 Days 8/1/2025 8/31/2025	61 - 90 Days 7/1/2025 7/31/2025	Over 90 Days Up to 6/30/2025
Maxx Eco Wash (maxeco) (continued)							
520	10/30/2025	14,933.55	14,933.55				
Maxx Eco Wash		14,933.55	14,933.55	0.00	0.00	0.00	0.00
PaniniTime (panini)							
658518	10/24/2025	45.38	45.38				
658519-A	10/31/2025	51.48	51.48				
PaniniTime		96.86	96.86	0.00	0.00	0.00	0.00
PG & E (00000063)							
Acct#1368-4	10/28/2025	34.31	34.31				
Acct#1562-0	10/28/2025	30,117.02	30,117.02				
Acct#4688-2	10/28/2025	54.39	54.39				
PG & E		30,205.72	30,205.72	0.00	0.00	0.00	0.00
Pitney Bowes PO 981039 (pitbow)							
1028391482	10/30/2025	124.84	124.84				
Pitney Bowes PO 981039		124.84	124.84	0.00	0.00	0.00	0.00
Recology Peninsula Services (00005773)							
59386342	10/31/2025	340.36	340.36				
Recology Peninsula Services		340.36	340.36	0.00	0.00	0.00	0.00
Sho Works LLC (showor)							
Renewal 2026	10/28/2025	850.00	850.00				
Sho Works LLC		850.00	850.00	0.00	0.00	0.00	0.00
Stoehr, Dana (00000095)							
Reimbursement	10/31/2025	407.60	407.60				
Stoehr, Dana		407.60	407.60	0.00	0.00	0.00	0.00
Verizon Wireless (00000191)							
6127024292	10/26/2025	143.01	143.01				
Verizon Wireless		143.01	143.01	0.00	0.00	0.00	0.00
Waxie Sanitary Supply (waxsan)							
83604947	10/29/2025	498.99	498.99				
Waxie Sanitary Supply		498.99	498.99	0.00	0.00	0.00	0.00
Western Conference of Teamsters Pension Trust (00001908)							
Oct 2025	10/31/2025	891.36	891.36				
Western Conference of Teamsters Pension Trust		891.36	891.36	0.00	0.00	0.00	0.00
Wire B Graphics (00007060)							
0452	10/30/2025	931.82	931.82				
Wire B Graphics		931.82	931.82	0.00	0.00	0.00	0.00
ZND US Inc. (zndus)							
25/02158	10/30/2025	10,046.03	10,046.03				
ZND US Inc.		10,046.03	10,046.03	0.00	0.00	0.00	0.00
Grand Totals:		311,584.04	122,395.04	189,189.00	0.00	0.00	0.00

* Calculated Balance shown is not Current Balance

AR Aged Invoice Analysis

**Balances as of 10/31/2025
by GL Date**

Historical by AR Account

San Mateo
Diane Baumann

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Invoice Number	Invoice Date	Terms	Balance	Current 10/1/2025 and Beyond	Over 30 9/1/2025 9/30/2025	Over 60 8/1/2025 8/31/2025	Over 90 7/1/2025 7/31/2025	Over 120 Up to 6/30/2025
Receivables: 228000-00-A								
Google (Google)							Last Pymt: 8/11/2025	91,337.73
U-20250811	8/11/2025		91,337.73-			91,337.73-		
Google Totals:			91,337.73-	0.00	0.00	91,337.73-	0.00	0.00
Google LLC (00004382)							Last Pymt: 11/1/2025	0.00
*U-20251024	10/24/2025		19,500.00-	19,500.00-				
*Google LLC Totals:			19,500.00-	19,500.00-	0.00	0.00	0.00	0.00
ImportExpo Inc. (00007646)							Phone: 647-909-7047	Last Pymt: 10/7/2025 24,234.00
U-20251007	10/7/2025		24,234.00-	24,234.00-				
ImportExpo Inc. Totals:			24,234.00-	24,234.00-	0.00	0.00	0.00	0.00
Intergem (00000033)							Phone: 301-294-1640	Last Pymt: 9/17/2025 93,334.55
U-20250917	9/17/2025		93,334.55-			93,334.55-		
Intergem Totals:			93,334.55-	0.00	93,334.55-	0.00	0.00	0.00
KIL Promotions, LLC (kilpro)							Phone: 347-266-5033	Last Pymt: 10/16/2025 36,585.69
U-20251016	10/16/2025		36,585.69-	36,585.69-				
KIL Promotions, LLC Totals:			36,585.69-	36,585.69-	0.00	0.00	0.00	0.00
Nor Cal Landscape Nursery Show (00000051)							Phone: 530-458-3190	Last Pymt: 8/8/2025 20,000.00
U-20250506	5/6/2025		10,000.00-					10,000.00-
U-20250808	8/8/2025		20,000.00-			20,000.00-		
Nor Cal Landscape Nursery Show Totals:			30,000.00-	0.00	0.00	20,000.00-	0.00	10,000.00-
Roblox (00001746)							Phone: 650-739-6617	Last Pymt: 10/23/2025 16,000.00
U-20251002	10/2/2025		58,617.38-	58,617.38-				
U-20251002	10/2/2025		19,539.13-	19,539.13-				
Roblox Totals:			78,156.51-	78,156.51-	0.00	0.00	0.00	0.00
Samaritan House San Mateo (00004761)							Phone: 650-868-6782	Last Pymt: 10/24/2025 0.00
U-20251023	10/23/2025		12,884.00-	12,884.00-				
Samaritan House San Mateo Totals:			12,884.00-	12,884.00-	0.00	0.00	0.00	0.00
Varsity (00006644)							Phone: 352-494-2993	Last Pymt: 10/10/2025 12,030.51
U-20250618	6/18/2025		24,061.02-					24,061.02-
U-20250722	7/22/2025		12,030.51-				12,030.51-	
U-20251010	10/10/2025		12,030.51-	12,030.51-				
Varsity Totals:			48,122.04-	12,030.51-	0.00	0.00	12,030.51-	24,061.02-
Receivables: 228000-00-A Totals			434,154.52-	183,390.71-	93,334.55-	111,337.73-	12,030.51-	34,061.02-