

CALIFORNIA EXPOSITION & STATE FAIR

**** APPROVED 2022 BUDGET ****

WITH ANTICIPATED IMPACTS DUE TO COVID-19

Row	Column	A	B	C
		YTD 2019 ACTUALS	YTD 2022 ESTIMATE	DIFFERENCE COL B - COL A
	Revenue			
1	State Fair	\$ 16,780,359	\$ 15,868,487	\$ (911,872)
2	Expo Events	4,294,279	3,220,709	\$ (1,073,570)
3	Multi-Use Sports Facility	137,759	137,759	\$ -
4	Rock and Brews	150,000	150,000	\$ -
5	Watch & Wager	98,969	100,000	\$ 1,031
6	Simulcast	882,590	883,000	\$ 410
7	RV Park	1,155,784	1,155,000	\$ (784)
8	Raging Waters	333,152	283,179	\$ (49,973)
9	Electronic Sign	373,462	358,308	\$ (15,154)
10	Miscellaneous	29,327	20,000	\$ (9,327)
11	Reimbursements	2,473,621	1,900,250	\$ (573,371)
12	Grants	642,819	85,000	\$ (557,819)
13	Interest Revenue	174,935	200,000	\$ 25,065
14	TOTAL REVENUE	\$ 27,527,056	\$ 24,361,693	\$ (3,165,363)
15	Personal Services			
16	Salaries & Wages	8,687,917	8,452,128	\$ (235,789)
17	Benefits	3,962,820	3,844,742	\$ (118,078)
18	Total Personal Services	\$ 12,650,737	\$ 12,296,870	\$ (353,867)
19	Operating Expenses			
20	General Expense	2,010,035	2,211,039	\$ 201,004
21	Advertising	1,066,333	1,000,000	\$ (66,333)
22	Printing	123,545	135,900	\$ 12,355
23	Communications	147,888	125,000	\$ (22,888)
24	Postage	32,611	30,000	\$ (2,611)
25	Insurance	968,894	1,051,581	\$ 82,687
26	Travel	27,211	30,000	\$ 2,789
27	Training	2,999	10,000	\$ 7,001
28	Facility Operations	746,115	820,727	\$ 74,612
29	Utilities	1,581,842	1,740,026	\$ 158,184
30	Cons & Prof Svcs External	4,951,348	5,198,915	\$ 247,567
31	Cons & Prof Svcs Internal	107,573	125,000	\$ 17,427
32	Data Processing	99,521	100,000	\$ 479
33	Entertainment	785,640	1,211,600	\$ 425,960
34	Judging	70,029	90,000	\$ 19,971
35	Premiums	223,587	210,000	\$ (13,587)
36	ProRata	748,940	613,476	\$ (135,464)
37	Other	94,126	100,000	\$ 5,874
38	Total Operating Expenses	\$ 13,788,237	\$ 14,803,263	\$ 1,015,026
39	TOTAL EXPENSES	\$ 26,438,974	\$ 27,100,133	\$ 661,159
40	OPERATING PROFIT (LOSS)	\$ 1,088,082	\$ (2,738,441)	\$ (3,826,523)
41	Prior Year Income	(17,280)	-	\$ 17,280
42	Prior Year Expense	27,102	-	\$ (27,102)
43	Capital Improvements	8,288	100,000	\$ 91,712
44	Equipment	303,026	100,000	\$ (203,026)
45	CHANGES IN RESERVES	\$ 732,386	\$ (2,938,441)	\$ (3,670,827)