

California Exposition State Fair
2012 Revenue/Expense Budget
Board Approved

		COL. A
		APPROVED REVENUE BUDGET 2012
STATE FAIR REVENUE		
1	Admissions	4,786,863
2	Parking	1,524,743
3	Racing Programs	45,000
4	Mono Rail	176,331
5	Food and Beverage	1,669,025
6	Carnival	1,768,494
7	Raging Waters	65,000
8	Commercial Exhibitors	1,485,329
9	Entry Fees	345,000
10	Novelties	51,862
11	Trailer Space	15,000
12	S.F. Racing-11 days/10 days 2010	741,150
13	Sponsorships	1,720,000
14	Wine Ads	222,000
15	RV Park	84,000
16	Partnerships-Exhibits/Ag	130,000
17	Concert Merchandise	6,000
18	Concert Seating (Gold Circle)	100,000
19	Miscellaneous	125,000
20	TOTAL STATE FAIR	15,060,797
21	INTERIM EVENTS REVENUE	
22	Expo Events	2,985,000
23	July 4th	91,000
24	Harness	4,040,733
25	Raging Waters	171,000
26	Simulcast	802,800
27	Message Board Ads	222,000
28	RV Park/Trailer Park	662,000
29	ATM Commissions	65,000
30	Misc.	50,000
31	TOTAL INTERIM EVENTS	9,089,533
32		
33	Fairs & Expositions/CARF/.33 Funds/Grant	30,000
34	State Fair Police Acct	16,000
35	Reimbursements	1,770,000
36	Interest	15,000
37	TOTAL OTHER FUNDS	1,831,000
38		
39	TOTAL SOURCES OF FUNDS	\$ 25,981,330
	Expense Budget	25,520,329
	Net Cash Available Future Proj/Contingency	\$ 461,001
	Less: Depreciation	\$ 2,000,000
	Net Profit/Loss from Operations	\$ (1,538,999)

		COL. B
		APPROVED EXPENSE BUDGET 2012
UNIT/UNIT NUMBER		
	General Manager/100	377,528
	Board of Directors/105	17,200
	Marketing/106 (includes 190)	2,250,174
	Administration/120	821,011
	Personnel/130	763,990
	Business Services/140	399,332
	Fiscal Analysis/150	460,937
	Ticket Control/155	294,855
	Computer Operations/160	325,009
	Cash Control/210	397,609
	Expo Rentals/234 (includes 280)	286,412
	Guest Services/235	29,136
	Parking-Admissions/250	898,428
	RV Park/260	11,045
	Entertainment-Grounds/410	446,918
	Entertainment-Big Name/411	585,338
	Exhibits/420	651,570
	Agriculture-Livestock/430	1,513,140
	Racing/500	5,059,588
	Law Enforcement/600	1,838,662
	Maintenance/700	2,025,416
	Electrical & Sound Shop/710	422,946
	Carpenter Shop/715	334,822
	Plumbing Shop/720	173,792
	Paint Shop/725	182,552
	Grounds/730	449,643
	Garage & Equipment Services/735	413,550
	Monorail/740	94,106
	HVAC/745	128,540
	Warehouse/750	95,264
	Event Services/760	1,753,254
	Capital Outlay/800	81,465
	Agency Expenses/900	1,947,304
	Deferred Maintenance/Capital Improvements	391,678
	Additional Labor Changes	(401,885)
	TOTAL EXPENDITURES	25,520,329