

ALAMEDA COUNTY FAIRGROUNDS

P L E A S A N T O N

October 10, 2012

Honorable Board of Supervisors
County of Alameda
1221 Oak Street, Suite 536
Oakland, CA 94612

RE: Review and Approval of the Alameda County Agricultural Fair Association's 2013 Annual Budget. (The Fair Association is a Nonprofit Corporation that receives no financial support from the County of Alameda. Required submission to the State of California by November 30, 2012)

Honorable Board of Supervisors:

Although the Fair Association receives no funding support from the County of Alameda, the Fair Association is once again pleased to submit its balanced 2013 Budget to the County for review and approval. While the Fair Board formally adopted its 2013 Budget at its October, 9, 2012, Board Meeting, Draft copies were distributed to County Staff and the County-Fair Ad Hoc Liaison Committee in September for advanced review and input.

Thank you for your timely consideration, as the Fair Association's 2013 Annual Budget must be received by the State of California by November 30, 2012.

POSITIVE RECOGNITION FOR THE COUNTY OF ALAMEDA

The Alameda County Fair continues to move up in the rankings of the "Top 50 Fairs in America," and garners more awards than any other Fair facility. In 2009, the Fair Association was notified that it was named the "Fastest Growing Fair in America" with a 22% increase in attendance. The 2012 Alameda County Fair experienced another 18% increase, setting an all time attendance record of 534,577 patrons.

The Fair Association also received 24 First Place awards this year from the Western Fairs Association (WFA.) WFA has more than 2,000 members in the United States and Canada, including some 157 Fairs. Overall, the Association garnered 42 industry achievement awards from WFA. Additionally, the Fair Association received the highest possible rating available from the California Department of Food and Agriculture, an "A+ Rating" in recognition of quality performance. The Fair Association is once again pleased to obtain ongoing positive recognition for the County of Alameda.



The Fair Association once again hosted and co-sponsored the East Bay Stand Down. The four day EBSD event provided essential services to approximately 400 needy and homeless veterans. The EBSD saw more than 2,300 volunteers come together in support of these veterans. The Fair Association is honored to be able to assist those in need and bring this level of positive recognition to the County of Alameda.

100th ANNIVERSARY OF THE FAIR

The first Alameda County Fair, which was held at the Fairgrounds in Pleasanton, took place on October 23-27, 1912. To commemorate this year's 100th Anniversary of the Alameda County Fair, the Fair Association developed numerous events, activities and displays. From a race track in 1858, to the inaugural Fair in 1912, to one of the most successful Fairgrounds in the Nation 100 years later, the Fair Association remains committed to serving the residents of this great region as we build upon our rich history.

PUBLIC USE OF THE FAIRGROUNDS

As noted earlier, 534,577 patrons attended the 17-day 2012 Annual Alameda County Fair, representing an 18% increase. It's fitting that the "100th Anniversary Fair" was the highest attended Annual Fair in history. Such a large increase in attendance at the Alameda County Fair was particularly noteworthy, as most Fairs across California experienced decreased attendance in 2012.

With more than 3 million persons participating in events at the Alameda County Fairgrounds during 2012, we have become one of the most active Fairgrounds on the West Coast. The reported annual attendance at Fairgrounds in surrounding Counties include: Contra Costa 309,345; San Joaquin 439,000; San Mateo 871,000; Solano 165,570; Sonoma 1,031,414; and Santa Clara 401,012. The reported annual attendance at State Fairgrounds includes: California 2,257,360; Arizona 1,363,894; New Mexico 789,599; Oregon 789,000; and Washington 1,559,182.

BALANCED 2013 BUDGET

The Fair Association's 2013 Annual Budget requires no County funding, while continuing to improve and operate the County's 268 acre Fairgrounds. The Fair Association once again achieved a balanced Annual Budget, in a troubled economy. The Fair Association remains pleased to be able to operate, maintain, and enhance the Alameda County Fairgrounds as a valuable community asset, without the use of County taxes or funds.

2013 BUDGET SUMMARY

The Association's 2013 Operating Revenues are conservatively projected at \$19,960,000. The 2013 Operating Expenditures are targeted at \$19,560,000 plus another \$400,000 in Capital improvements. The 2013 Budget projects \$3,746,292 in Year-end Resources.

Due to sound fiscal management, the Fair Association has been able to enhance the Fairgrounds facility by more than \$12.4 million in Capital projects since 2001. For 2012 the Fair Association will have invested more than \$850,000 into Capital improvements.

By maintaining its "A+ Rating" from the State of California, Department of Food and Agriculture, the Fair Association will remain eligible to compete for grant support from Sacramento, should such funds become available. The Fair Association uses all such grant funds for Capital improvements to the Fairgrounds. Having our 2013 Budget approved by the Board of Supervisors and forwarded to Sacramento by November 30, 2012, is a key component in keeping our "A+ Rating" and allowing us to compete for State grant funds.

Finance and Audit Committees

We wish to acknowledge and thank the Fair Board Members that served on the Finance Committee this past year, and for their work in reviewing our 2013 Budget.

Committee Chair: Bill McCammon, Vice Chair Anthony Pegram

Committee Members: Jack Balch, Paul Banke, Michael Mahoney, Dean Schenone, Bob Silva, Harvey Smith, and Eric Wentz

Compliments are also extended to the Fair Board Members who served on our 2011 Audit Committee.

Committee Chair: Dean Schenone

Committee Members: Paul Banke and Jim McGrail

The Fair Association is pleased that it remains in full compliance with the Generally Accepted Accounting Principles (GAAP.) Copies of our clean 2011 Independent Audit were provided to the County earlier this year for review. The independent audit firm of Vaverink, Trine and Day completed our 2011 Audit.

RECAP OF 2012 PERFORMANCE

Several key objectives were achieved in 2012 as the Fair Association continues to be a model operation in the West Coast Fair industry. Specifically, for 2012:

- Set a new attendance record while celebrating the 100th Anniversary of the Fair
- 100,000 emergency meals were packaged and stored at the Fairgrounds
- 39,189 pounds of food were collected and donated to the Alameda County Food Bank
- With the County's active assistance the Bus Turnout and parking lot along Pleasanton Avenue was significantly improved
- An additional \$850,000 will be invested this year in Capital upgrades at the Fairgrounds
- Obtained some \$218,000 in competitive funding assistance from Sacramento
- Year-End Resources for 2012 are projected at \$3,918,292

- Completed our fifth year as the horse racing industry's Primary Auxiliary Training Facility in Northern California
- For the fourth year obtained an additional weekend of horse racing in concert with the Annual Fair
- Hosted and cosponsored the East Bay Stand Down in support of Veterans
- Hosted the Girl Scouts 100th Jamboree
- Expanded our Fair Volunteer Program which generated 12,750 volunteer hours
- Continued with our "tree reforestation" program across the Fairgrounds
- Fairs throughout the Western United States continue to seek out policies and best practices of our Fair Association to enhance their operations

EXPANDING RELATIONSHIPS

The 2012 Annual Fair saw some 4,321 persons submit 17,012 Competitive Exhibit Entries. The Fair Association paid \$239,038 in cash awards to these competitive exhibitors. The Junior Livestock Auction raised more than \$565,714 for local youth. School children also designed, painted and displayed their projects as part of the Fair's "School Board Art Program."

The 2012 Fair included three weekend festivals, "Fiesta Hispania," "Spice of India," and "Americana Music." Each drew Fair attendees from prominent cultures in the region. The Bay Area Blues Society again coordinated entertainment at the Fair on the Fourth of July.

This was the thirteenth year for our "Law Enforcement Fair to Youth" program. This unique program provides every police agency in the County of Alameda with the opportunity to present a number of free Fair admission tickets to youths who are making positive contributions to their respective communities.

The Association's Employment Outreach Program again targeted groups identified by the County's Human Resource Services Department. In addition to Job Fairs and community events, we reached out to all high schools in Alameda County, all Chambers of Commerce (including the ethnic Chambers) and other organizations as identified by the County. We also posted hiring information on our website. The Fair Association continues to use its self-produced employee recruitment CD and brochure. This CD and brochure is used at Job Fairs and Schools around the County of Alameda.

This was the eleventh year that we operated an employee van shuttle program from the Pleasanton BART Station to the Fairgrounds. The van shuttle program is a vital component of our summer employment outreach efforts. We appreciate our working relationships with BART, WHEELS and ACE.

The Fair Association continues to use the County's Small Local Emerging Businesses database in soliciting and recruiting vendors. Chambers of Commerce throughout the

County, including ethnic Chambers, also receives information on competitive bidding opportunities at the Fairgrounds.

This was the fourth year of our Volunteer Program, which successfully generated 12,750 hours with 800 trained volunteers. Our Fair-time Volunteers came from 35 communities and represented various community organizations, non-profits, businesses and generous individuals.

FAIR BOARD OFFICERS

In August of 2012, the Fair Board elected Janet Lockhart as President and Dean Schenone as Vice President. Ms. Lockhart is an active community leader, resides in Dublin and was appointed to the Fair Board by Supervisor Miley in 2005. Mr. Schenone is a private business owner and lives in Pleasanton. He was elected to the Board in 2008. As the officers of the Fair Board, Ms. Lockhart, Mr. Schenone and Past President Pat O'Brien also serve as the Fair Board's designated representatives to the "County/Fair Liaison Ad Hoc Committee."

FAIR BOARD TRANSITION

The Fair Association remains in full compliance with the County Operating Agreement, which instituted a 12 year term limit for service on the Fair Board. All 26 Fair Board Members have transitioned off of the Fair Board, since 1998. The Fair Board has continued to develop new leadership through assigning Chairs and Vice Chairs to lead its various standing Committees. We wish to thank and commend Director Lil Arnerich on his retirement from the Board this year, having completed 12 years of service. Director Arnerich had a spectacular, almost perfect attendance record.

CHALLENGES FOR 2013

It is anticipated that the National, State and local economies will continue to present unprecedented challenges for the Fair Association in 2013, and into 2014. The attendance and spending patterns of our patrons may shift if unemployment remains high in the Bay Area and personal finances are further strained.

Wagering on horseracing across the nation has seen a decline, and California's horse racing industry continues to look for methods to bolster its racing programs. We were active in gaining approval for SB-1072, which help generate new purse monies during our 2012 Horse Race Meet. The Fair Association remains diligent in monitoring changes in horse racing.

While the Fair Association's 2013 Budget is conservative, the Association will continue to closely monitor month-to-month revenues and expenditures and make prudent adjustments as warranted.

FUTURE VISIONING

The Fair Association has embarked on a "visioning process" whereby the Board is working with a third party facilitator to evaluate current and future uses of the Fairgrounds. In early 2013 the Fair Board will be soliciting input from the community on their visions for the future of the Fairgrounds.

THANK YOU

On behalf of the Association's Board of Directors and Staff, I wish to thank the Board of Supervisors and County Staff for their continued support and encouragement. We appreciate your review and approval of the Fair Association's 2013 Budget. Once approved by the County, the Association will officially forward it to the California Department of Food and Agriculture in Sacramento in compliance with the State's November 30, 2012 deadline.

The Fair Association continues to appreciate the ongoing support and leadership of the County of Alameda. Please do not hesitate to contact us with any questions that you might have on our 2013 Annual Budget.

Sincerely,



Rick K. Pickering
Chief Executive Officer

cc: Fair Board
Susan Muranishi
Laura Lloyd-Jenkins

ALAMEDA COUNTY AGRICULTURAL FAIR ASSOCIATION
a 501c3 nonprofit corporation

2013 BUDGET SUMMARY

2013 Beginning Unrestricted Net Resources		\$ 3,918,292
Operating Revenues	\$19,960,000	
Operating Expenses	<u>19,560,000</u>	
Net from Operations		<u>400,000</u>
Sub Total		\$ 4,318,292
Capital Expenditures	400,000	
Reduction in Long Term Debt	<u>172,000</u>	
Total Non-Operating Expenditures		<u>572,000</u>
2013 Year-end Resources		<u>\$ 3,746,292</u>

OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

Alameda COUNTY

Conducting The Alameda County Agricultural Association

at Pleasanton, California

For the period of January 1, 2013 to December 31, 2013

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
TOTAL NET RESOURCES, JANUARY 1:					
Unrestricted net resources		\$2,366,560	\$2,449,423	\$2,031,835	\$3,918,292
Restricted resources		7,576	20,000	7,078	20,000
Investment in Capital Assets, Net of Related Debt		7,829,942	7,459,654	8,061,978	6,967,599
Subtotal (Total Net Resources)		10,204,078	9,929,077	10,100,891	10,905,891
RESOURCES ACQUIRED:					
Operating Revenues (From Page 2)		19,733,846	19,375,000	21,360,000	19,960,000
State (Local/Base) Allocations (to Page 2):	31200				
Fiscal & Administrative Assistance (F&E) (to Page 2):	31300				
Capital Project Reimbursement Funds (from Sched 8A)	31900			0	0
One-time Revenue Sources (fire camp, sale of property, capital project au	32500				
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000				
Other (e.g., Perf Rating used for oper.) (to Page 2)	34000				
TOTAL RESOURCES AVAILABLE		29,937,924	29,304,077	31,460,891	30,865,891
RESOURCES APPLIED:					
Operating Expenditures (From Page 2)		18,861,912	18,975,000	19,605,000	19,560,000
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		18,861,912	18,975,000	19,605,000	19,560,000
Depreciation Expense (From Page 10)	90000	975,121	950,000	950,000	950,000
TOTAL RESOURCES APPLIED		19,837,033	19,925,000	20,555,000	20,510,000
TOTAL NET RESOURCES, DECEMBER 31:					
Unrestricted Net Resources Available for Operations	29100	\$10,100,891	\$9,379,077	\$10,905,891	\$10,355,891
Restricted Net Resources		2,031,835	2,288,423	3,918,292	3,746,292
Investment in Capital Assets (From Schedule 7)		7,078	20,000	20,000	20,000
Investment in Capital Assets (From Schedule 7)		8,061,978	7,070,654	6,967,599	6,589,599
Subtotal (Total Net Res Check Figure - should equal #29100)		\$10,100,891	\$9,379,077	\$10,905,891	\$10,355,891
Reserve Percentage		10.8%	12.1%	20.0%	19.2%

ALL FAIRS:
Janet Lockhart 10-8-12
 President, Board of Directors Date
John J. King 10-8-12
 Chief Executive Officer Date

COUNTY APPROVALS (County Fairs Only):
 _____ Date
 Chairman, Board of Supervisors
 _____ Date
 County Clerk

DEPARTMENT OF FOOD & AGRICULTURE

Director

Date

Summary of Operations

Alameda County Agricultural Association

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
OPERATING REVENUES:					
Admissions to Grounds	41000	\$1,730,279	\$1,725,000	\$2,103,000	\$1,900,000
Commercial Space	41500	586,500	585,000	600,000	600,000
Concessions	42000	2,086,725	2,015,000	2,845,000	2,390,000
Exhibits	43000	52,624	55,000	55,000	56,000
Stabling	44000	2,194,682	1,850,000	1,860,000	1,795,000
Horse Racing (Live)	45000	3,418,152	3,375,000	3,510,000	3,316,000
Satellite Wagering	45005	1,758,587	1,665,000	1,695,000	1,675,000
Fair Attractions	46000				
Motorized Racing	46109				
Interim Attractions	46009				
Miscellaneous Fair	47000	2,568,508	2,710,000	3,122,000	2,989,000
Miscellaneous Non-Fair Programs	47005	21,869	25,000	20,000	25,000
Interim Revenue	48000	4,773,097	4,970,000	5,245,000	5,150,000
Prior Year Revenue Adjustments	49000				
Other Operating Revenue	49500	542,623	400,000	305,000	65,000
TOTAL OPERATING REVENUES (to Page 1)		19,733,846	19,375,000	21,360,000	19,980,000
OPERATING EXPENDITURES:					
Administration	50000	1,618,932	1,615,000	1,625,000	1,690,000
Maintenance & General Operations	52000	2,495,831	2,545,000	2,728,000	2,785,000
Publicity	54000	2,134,506	2,220,000	2,245,000	2,225,000
Attendance Operations	56000	1,685,330	1,860,000	1,985,000	1,935,000
Miscellaneous Fair	57000				
Miscellaneous Non-Fair Programs	57005	15,065	25,000	20,000	25,000
Premiums	58000	253,812	250,000	260,000	260,000
Exhibits	63000	671,898	750,000	740,000	775,000
Stabling	64000	2,275,100	2,050,000	2,035,000	1,995,000
Horse Racing (Live)	65000	2,813,889	2,835,000	2,885,000	2,755,000
Satellite Wagering	65005	1,296,033	1,250,000	1,270,000	1,275,000
Fair Entertainment	66000	1,086,460	1,160,000	1,195,000	1,220,000
Motorized Racing	66109				
Interim Entertainment	66009	2,466,258	2,415,000	2,590,000	2,625,000
Equipment (Funded by Fair)	72300				
Prior Year Expense Adjustments	80000				
Cash (over/under)	85000				
Other Operating Expense	94000	48,828		30,000	15,000
TOTAL OPERATING EXPENDITURES (to Page 1)		18,861,912	18,975,000	19,605,000	19,560,000
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION		871,934	400,000	1,755,000	400,000
Depreciation Expense	90000	975,121	950,000	950,000	950,000
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION		(103,187)	(550,000)	805,000	(550,000)
LOCAL (BASE) ALLOCATION - (From Page 1)	31200				
OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)					
UTILIZATION OF UNRESTRICTED NET RESOURCES (if applicable)					
NET PROFIT/(LOSS) BEFORE DEPRECIATION, CURRENT YEAR		\$871,934	\$400,000	\$1,755,000	\$400,000
NET PROFIT/(LOSS) AFTER DEPRECIATION, CURRENT YEAR		(\$103,187)	(\$550,000)	\$805,000	(\$550,000)

Detail of Revenues

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
ADMISSIONS REVENUE:					
Regular Fair Admissions	41010	1,730,279	1,725,000	2,103,000	1,900,000
Discounted Fair Admissions	41020				
TOTAL ADMISSIONS REVENUE	41000	1,730,279	1,725,000	2,103,000	1,900,000
COMMERCIAL SPACE REVENUE:					
Outside Commercial Space	41510	586,500	585,000	600,000	600,000
Inside Commercial Space	41520				
TOTAL COMMERCIAL SPACE REVENUE	41500	586,500	585,000	600,000	600,000
CONCESSIONS REVENUE:					
Carnival	42100	981,615	945,000	1,365,000	1,150,000
Carnival: Pre-Sale	42110	94,639	95,000	100,000	100,000
Food Concessions	42200	1,010,471	975,000	1,380,000	1,140,000
Non-Food Concessions	42300				
TOTAL CONCESSIONS REVENUE	42000	2,086,725	2,015,000	2,845,000	2,390,000
EXHIBITS REVENUE:					
Entry Fees	43100	52,624	55,000	55,000	56,000
Donated & Sponsored Awards	43200				
Advertising in Premium Book	43300				
Other (Explain)	43400				
TOTAL EXHIBITS REVENUE	43000	52,624	55,000	55,000	56,000
STABLING REVENUE:					
Rental Barns	44100				
Vanning and Stabling	44200	2,169,517	1,825,000	1,835,000	1,770,000
RV Camping	44300	13,800	14,000	14,000	14,000
Stall Fees	44400				
Program Sales	44500				
Other (Explain)	44600	11,565	11,000	11,000	11,000
TOTAL HORSE SHOW REVENUE	44000	2,194,882	1,850,000	1,860,000	1,795,000
LIVE HORSE RACING REVENUE:					
Admissions	45100	76,831	85,000	93,000	85,000
Track Commissions & Breakage	45200	1,489,206	1,435,000	1,508,500	1,392,000
Program Sales	45300	100,355	105,000	98,000	90,000
Purse money Paid	45400	1,625,000	1,625,000	1,625,000	1,575,000
Marketing / Advertising				39,000	39,000
GS Food and Beverage		114,269	115,000	139,000	128,000
Other (Explain)	45500	12,491	10,000	7,500	6,000
TOTAL LIVE HORSE RACING REVENUE	45000	3,418,152	3,375,000	3,510,000	3,315,000

Detail of Revenues

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
SATELLITE WAGERING REVENUE:					
TOTAL SATELLITE WAGERING REVENUE	45005	1,758,587	1,665,000	1,695,000	1,675,000
FAIR ATTRACTIONS REVENUE:					
Rodeo Admissions	46100				
Queen Pageant Admissions	46200				
4 Wheel-Drive Pull Admissions	46300				
Destruction Derby Admissions	46400				
Performances Admissions	46500				
Other Admissions (Explain)	46600				
TOTAL FAIR ATTRACTIONS REVENUE	46000	0	0	0	0
MOTORIZED RACING REVENUE:					
TOTAL MOTORIZED RACING REVENUE	46109	0	0	0	0
INTERIM ATTRACTIONS REVENUE:					
Performance Admissions	46209				
Other Admissions (List)	46309				
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	0	0
MISCELLANEOUS FAIR REVENUE:					
Parking	47100	690,919	800,000	1,110,000	975,000
Shows, Rides, Novelties	47200	83,045	77,000	100,000	82,000
Utility Fee Reimbursement	47300	7,550	10,000	12,500	12,000
InKind Sponsorship	47400	1,205,445	1,200,000	1,200,000	1,200,000
ATM Lottery Revenue	47500	19,925	20,000	25,000	22,000
Camping Fees (Fairtime)	47700	84,328	85,000	92,500	93,000
Other (Explain)	47800	17,040	18,000	25,000	18,000
Sponsorships	47900	460,256	500,000	557,000	587,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	2,568,508	2,710,000	3,122,000	2,989,000
MISCELLANEOUS NON-FAIR PROGRAMS: Recycle					
Admissions	47105				
Commercial Exhibits	47205				
Concessions	47305				
Exhibits	47405				
Other (Explain)	47505	21,869	25,000	20,000	25,000
TOTAL MISC. NON-FAIR PROGRAMS	47005	21,869	25,000	20,000	25,000

Detail of Revenues

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
INTERIM REVENUE:					
Rental of Buildings	48100	965,512	1,025,000	1,075,000	940,000
Rental of Grounds/Other Facilities	48200	2,169,725	2,102,000	2,320,000	2,375,000
Equipment Rentals	48300	387,853	345,000	390,000	375,000
Concessions Revenue	48400	323,676	431,000	435,000	430,000
Utility Fee Reimbursement	48500	59,439	55,000	60,000	55,000
Interim Parking Revenue	48600	841,934	990,000	945,000	945,000
Other Interim Revenue (List)	48700	24,958	22,000	20,000	30,000
TOTAL INTERIM REVENUE	48000	4,773,097	4,970,000	5,245,000	5,150,000
TOTAL PRIOR YEAR REVENUE ADJUSTMENT:	49000				
OTHER OPERATING REVENUE:					
Interest Earnings	49510	13,035	10,000	7,500	8,000
Grants Donations/Sponsorships (general)	49520	131,500	100,000	16,000	
CARF/NCOTWINC	49530	157,224	250,000	218,000	
Ovations cap Ex Funding	49540	32,000	32,000	32,000	32,000
Charitable Contributions		186,954		16,500	16,000
Other		21,910	8,000	15,000	9,000
TOTAL OTHER OPERATING REVENUE	49500	542,623	400,000	305,000	65,000

Detail of Expenditures

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
ADMINISTRATION EXPENSE:					
Salaries & Wages - Permanent	50100	910,264	890,000	910,000	920,000
Salaries & Wages - Temporary	50200	7,149			
Compensated Absences Expense	50300				0
Employee Benefits - Employer's Share	50310	120,795	130,000	128,000	134,000
Payroll Taxes	50320	59,721	68,000	69,000	71,000
Worker's Compensation Insurance	50330	46,497	50,000	55,000	55,000
Professional Services (Contractual)	50400	146,449	142,000	122,000	160,000
Director's Expense	50500	22,793	27,000	29,000	29,000
Traveling/Training Expense - Employees	50600	24,521	21,000	25,500	25,000
Office Supplies and Expense	50700	89,303	92,000	83,000	83,500
Utilities	50800	56,735	58,500	69,500	73,000
Equipment Rentals	50900	43,687	45,000	35,000	36,000
Insurance (General Liability)	51000	34,365	33,000	35,000	38,500
Other (Explain)	51100	24,478	22,500	26,000	26,000
Unemployment Insurance (Non-reimbursed)	51200				
Audit Expense	51300	32,175	36,000	38,000	39,000
Current Year Bad Debt Expense	51400				
TOTAL ADMINISTRATION EXPENSE	50000	1,618,932	1,615,000	1,625,000	1,690,000
MAINTENANCE & GENERAL OPERATIONS:					
Salaries & Wages - Permanent	52100	1,428,601	1,402,000	1,472,000	1,500,000
Salaries & Wages - Temporary	52200	48,714	53,000	75,000	70,000
Payroll Allocation		-61,480	-70,000	-48,000	-35,000
Employee Benefits		408,114	432,500	458,000	467,000
Payroll Taxes	52220	110,678	111,000	118,000	120,000
Worker's Compensation Insurance	52230	77,485	80,000	93,000	93,000
Professional Services (Contractual)	52300	22,182	31,250	29,000	29,000
Supplies and Expense	52400	21,379	38,500	30,500	37,500
Rental - Maintenance Equipment	52500	1,722	2,500	1,000	1,500
Property and Auto Insurance	52600	7,237	7,000	6,500	7,000
Temporary Electrical Work (Contractual)	52700				
Light, Heat, Water and Power	52800	133,013	141,800	159,000	155,500
Maintenance of Equipment - Supplies & Expense	52900	162,257	175,000	168,000	168,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	123,890	128,450	145,000	133,500
Trash Removal, Clean up (Contractual)	53100	12,039	12,000	18,000	18,000
Other (Explain)	53200				
Special Repairs & Maintenance (List)	53300				
TOTAL MAINTENANCE EXPENSE	52001	2,495,831	2,545,000	2,725,000	2,765,000

Detail of Expenditures

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
PUBLICITY EXPENSE:					
Salaries & Wages - Permanent	54100	291,562	290,000	298,000	306,000
Salaries & Wages - Temporary	54101	10,091	14,000	13,000	13,000
Payroll Allocation		(48,000)	(54,000)	(54,000)	(54,000)
Employee Benefits	54110	40,605	42,300	41,800	42,800
Payroll Taxes	54120	19,671	24,000	23,000	24,000
Worker's Compensation Insurance	54130	15,491	16,500	18,000	19,000
Professional Services (Contractual)	54200	50,322	67,400	69,500	69,500
Supplies and Expense	54300	27,435	43,800	36,700	38,700
Advertising	54400	352,596	368,000	361,000	368,000
Promotional Expense	54500	52,098	78,000	98,000	54,000
Sponsorships	54600	124,390	130,000	140,000	144,000
InKind Services		1,198,245	1,200,000	1,200,000	1,200,000
Other (Explain)	54800				
TOTAL PUBLICITY EXPENSE	54000	2,134,506	2,220,000	2,245,000	2,225,000
ATTENDANCE OPERATIONS:					
Salaries & Wages - Permanent	56100	13,313	13,000		
Salaries & Wages - Temporary	56101	362,445	360,000	418,000	383,000
Payroll Allocation		80,393	82,000	82,000	102,000
Employee Benefits	56110	34,608	39,500	28,500	35,500
Payroll Taxes	56120	28,001	29,000	45,000	37,000
Worker's Compensation Insurance	56130	22,067	21,000	28,500	23,500
Professional Services (Contractual)	56200	951,800	1,016,000	1,020,700	1,044,700
Supplies and Expense	56300	55,221	77,000	99,800	99,800
Utilities		62,231	61,500	81,500	81,500
2012 Anniversary Expenses			100,000	100,000	33,000
Other (Explain) 2012 Anniversary expense	56400	75,251	61,000	81,000	95,000
TOTAL ATTENDANCE OPERATIONS	56000	1,685,330	1,860,000	1,985,000	1,835,000
MISCELLANEOUS FAIR EXPENSE:					
Parking Lot - % paid to contractor	57100				
Parking Lot - Salaries & Wages - Permanent	57101				
Parking Lot - Salaries & Wages - Temporary	57102				
Program Expense	57200				
Utility Fees	57300				
Exhibit Guide	57400				
Stall Expense	57500				
Sponsorships	57700				
Other (Explain)	57800				
Commercial Exhibits & Concessions	57900				
TOTAL MISCELLANEOUS FAIR	57000	0	0	0	0
MISCELLANEOUS NON-FAIR PROGRAMS: Recycle					
Salaries & Wages - Permanent	57105				
Salaries & Wages - Temporary	57106	10,000	12,000	12,000	12,000
Employee Benefits	57115	3,500	4,200	4,200	4,000
Payroll Taxes	57125				
Worker's Compensation Insurance	57135				
Supplies & Expense	57205	1,565	800	1,000	1,000
Publicity	57305				
Attendance	57405				
Exhibits	57505				
Other (Explain) Low cost Equipment	57605		8,000	2,800	8,000
TOTAL MISC. NON-FAIR PROGRAMS	57005	15,065	25,000	20,000	25,000

Details of Expenditures

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
PREMIUMS EXPENSE (Excluding Horse Show):					
Cash Awards	58100	227,590	228,000	236,000	236,000
Trophies, Medals, Ribbons	58200	15,649	11,000	20,000	19,000
Sponsored Cash Awards	58300				
Sponsored Trophies, Medals, Ribbons	58400				
Other Awards (Explain)	58500	10,573	11,000	4,000	5,000
TOTAL PREMIUM EXPENSE	58000	253,812	250,000	260,000	260,000
EXHIBITS EXPENSE:					
Salaries & Wages - Permanent	63100	231,062	232,000	294,000	300,000
Salaries & Wages - Temporary	63101	201,726	218,000	171,000	170,000
Employee Benefits	63110	24,677	29,000	16,750	18,250
Payroll Taxes	63120	31,891	39,000	44,500	36,000
Worker's Compensation Insurance	63130	19,412	24,000	27,000	28,500
Judges (Contractual)	63200	27,200	28,000	24,000	27,000
Professional Services - Other (Contractual)	63300	33,026	49,000	60,000	62,000
Supplies and Expense	63400	88,664	109,500	74,600	104,800
Rental	63500	8,513	12,000	16,000	16,000
Decorations	63600			9,000	9,000
Other (Explain)	63700	5,727	9,500	3,150	3,450
TOTAL EXHIBITS EXPENSE	63000	671,898	750,000	740,000	775,000
STABLING EXPENSE:					
Salaries & Wages - Permanent	64100	695,107	595,000	625,000	625,000
Salaries & Wages - Temporary	64101	6,349	5,000	10,000	5,000
Payroll Allocation		49,571	50,000	25,000	25,000
Employee Benefits	64110	234,191	208,000	207,100	200,000
Payroll Taxes	64120	57,929	48,000	49,000	48,000
Worker's Compensation Insurance	64130	38,278	32,000	38,000	38,000
General Liability/Property/Auto	64200	30,533	30,000	31,400	32,500
Professional Services - Other (Contractual)	64300	558,691	484,000	439,000	439,000
Supplies and Expense	64400	29,006	30,000	30,500	28,000
Utilities	64500	229,008	229,000	234,000	234,000
Maintenance of Track and Equipment		229,247	239,000	247,000	232,500
Rental Equipment	64610	117,190	100,000	99,000	88,000
Decorations					
Cash Awards	64710				
Trophies, Medals, Ribbons	64720				
Sponsored Cash Awards	64730				
Sponsored Trophies, Medals, Ribbons	64740				
TOTAL HORSE SHOW EXPENSE	64000	2,275,100	2,050,000	2,035,000	1,995,000

Detail of Expenditures

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
HORSE RACING EXPENSE (LIVE):					
Salaries & Wages (Non Pari-Mutuel)	65100	0			
Salaries & Wages (Pari-Mutuel)	65200	218,298	208,000	192,000	181,000
Payroll Allocation		28,904	34,000	34,000	21,000
Employee Benefits	65210	82,987	70,000	69,000	63,500
Benefit Allocation		12,216	11,500	10,500	7,500
Payroll Taxes	65220	41,557	27,000	41,000	38,000
Worker's Compensation Insurance	65230	11,167	11,500	8,500	7,500
General Liability/Race Meet/property		21,110	20,500	21,990	23,500
Professional Services (Contractual)	65300	535,889	577,000	607,500	571,000
Supplies and Expense	65400	69,459	75,000	78,500	74,000
Utilities	65600	8,092	10,000	10,000	11,000
Rental - Other Equipment	65700	19,701	19,500	25,500	23,500
Purse Money/.33		1,631,500	1,631,500	1,631,500	1,580,000
Advertising and Promotion		79,249	80,000	86,500	89,000
Track Side Terrace		25,651	30,000	29,000	30,500
Program Expense		19,186	19,000	21,000	19,300
Other (Explain)	65800	8,893	10,500	18,510	14,700
TOTAL RACING EXPENSE (LIVE)	65000	2,813,859	2,835,000	2,885,000	2,755,000
SATELLITE WAGERING EXPENSE:					
TOTAL SATELLITE WAGERING	65005	1,296,033	1,250,000	1,270,000	1,275,000
FAIR ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66100				
Salaries & Wages - Temporary	66101	72,352	76,000	73,000	74,000
Payroll Allocation	66110	612	6,000	6,000	6,000
Payroll Taxes	66120	10,051	12,000	12,000	13,000
Benefit Allocation		914	2,000	2,000	2,000
Worker's Compensation Insurance	66130	4,196	5,000	4,500	5,000
Professional Services (Contractual)	66200	176,525	189,000	185,000	191,000
Supplies and Expense	66300	35,809	43,000	47,500	46,000
Rodeo	66400				
Grounds Entertainment	66500	353,216	360,000	352,000	360,000
Grandstand Entertainment	66600	409,750	440,000	393,000	400,000
Other (Explain)Rental Equipment	66700	23,036	27,000	120,000	123,000
TOTAL FAIR ENTERTAINMENT	66000	1,086,460	1,160,000	1,195,000	1,220,000
MOTORIZED RACING EXPENSE:					
TOTAL MOTORIZED RACING EXPENSE	66109	0	0	0	0
INTERIM ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66208	970,964	970,000	1,045,000	1,050,000
Salaries & Wages - Temporary	66209	189,006	238,000	222,000	234,000
Payroll Allocation		-66,000	-64,000	-65,000	-84,000
Employee Benefits	66219	185,104	196,500	227,500	234,000
Payroll Taxes	66229	96,406	101,700	108,000	108,000
Worker's Compensation Insurance	66239	57,731	66,000	74,000	77,000
General Liability/Property/Events		68,644	65,500	68,500	76,500
Utilities		359,314	318,300	367,000	381,500
Supplies & Expense	66309	92,634	93,400	96,000	97,200
Promotional Expense		11,410	15,600	18,000	19,600
Event Services		212,507	232,000	234,000	233,200
Professional Service (Contract)	66609	144,099	146,000	153,000	156,000
Other (Explain)Bad Debt/BankFee	66809	144,439	36,000	42,000	42,000
TOTAL INTERIM ENTERTAINMENT	66009	2,466,258	2,415,000	2,690,000	2,625,000

OPERATING BUDGET

DISTRICT AGRICULTURAL ASSOCIATION

Alameda COUNTY

Conducting The Alameda County Agricultural Association

at Pleasanton, California

For the period of January 1, 2013 to December 31, 2013

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
TOTAL NET RESOURCES, JANUARY 1:					
Unrestricted net resources		\$2,366,560	\$2,449,423	\$2,031,835	\$3,918,292
Restricted resources		7,576	20,000	7,078	20,000
Investment in Capital Assets, Net of Related Debt		7,829,942	7,459,654	8,061,978	6,967,599
Subtotal (Total Net Resources)		10,204,078	9,929,077	10,100,891	10,905,891
RESOURCES ACQUIRED:					
Operating Revenues (From Page 2)		19,733,846	19,375,000	21,360,000	19,960,000
State (Local/Base) Allocations (to Page 2):	31200				
Fiscal & Administrative Assistance (F&E) (to Page 2):	31300				
Capital Project Reimbursement Funds (from Sched 8A)	31900			0	0
One-time Revenue Sources (fire camp, sale of property, capital project au	32500				
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000				
Other (e.g., Perf Rating used for oper.) (to Page 2)	34000				
TOTAL RESOURCES AVAILABLE		29,937,924	29,304,077	31,460,891	30,865,891
RESOURCES APPLIED:					
Operating Expenditures (From Page 2)		18,861,912	18,975,000	19,605,000	19,560,000
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		18,861,912	18,975,000	19,605,000	19,560,000
Depreciation Expense (From Page 10)	90000	975,121	950,000	950,000	950,000
TOTAL RESOURCES APPLIED		19,837,033	19,925,000	20,555,000	20,510,000
TOTAL NET RESOURCES, DECEMBER 31:					
Unrestricted Net Resources Available for Operations	29100	\$10,100,891	\$9,379,077	\$10,905,891	\$10,355,891
Restricted Net Resources		2,031,835	2,288,423	3,918,292	3,746,292
Investment in Capital Assets (From Schedule 7)		7,078	20,000	20,000	20,000
Investment in Capital Assets (From Schedule 7)		8,061,978	7,070,654	6,967,599	6,589,599
Subtotal (Total Net Res Check Figure - should equal #29100)		\$10,100,891	\$9,379,077	\$10,905,891	\$10,355,891
Reserve Percentage		10.8%	12.1%	20.0%	19.2%

ALL FAIRS:
Janet Torchart 10-8-12
 President, Board of Directors Date
John P. King 10-8-12
 Chief Executive Officer Date

COUNTY APPROVALS (County Fairs Only):
 _____ Date
 Chairman, Board of Supervisors
 _____ Date
 County Clerk

DEPARTMENT OF FOOD & AGRICULTURE

Director

Date

Summary of Operations

Alameda County Agricultural Association

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
OPERATING REVENUES:					
Admissions to Grounds	41000	\$1,730,279	\$1,725,000	\$2,103,000	\$1,900,000
Commercial Space	41500	586,500	585,000	600,000	600,000
Concessions	42000	2,086,725	2,015,000	2,845,000	2,390,000
Exhibits	43000	52,624	55,000	55,000	56,000
Stabling	44000	2,194,682	1,850,000	1,860,000	1,795,000
Horse Racing (Live)	45000	3,418,152	3,375,000	3,510,000	3,316,000
Satellite Wagering	45005	1,758,587	1,665,000	1,695,000	1,675,000
Fair Attractions	46000				
Motorized Racing	46109				
Interim Attractions	46009				
Miscellaneous Fair	47000	2,568,508	2,710,000	3,122,000	2,989,000
Miscellaneous Non-Fair Programs	47005	21,869	25,000	20,000	25,000
Interim Revenue	48000	4,773,097	4,970,000	5,245,000	5,150,000
Prior Year Revenue Adjustments	49000				
Other Operating Revenue	49500	542,623	400,000	305,000	65,000
TOTAL OPERATING REVENUES (to Page 1)		19,733,846	19,375,000	21,360,000	19,980,000
OPERATING EXPENDITURES:					
Administration	50000	1,618,932	1,615,000	1,625,000	1,690,000
Maintenance & General Operations	52000	2,495,831	2,545,000	2,728,000	2,785,000
Publicity	54000	2,134,506	2,220,000	2,245,000	2,225,000
Attendance Operations	56000	1,685,330	1,860,000	1,985,000	1,935,000
Miscellaneous Fair	57000				
Miscellaneous Non-Fair Programs	57005	15,065	25,000	20,000	25,000
Premiums	58000	253,812	250,000	260,000	260,000
Exhibits	63000	671,898	750,000	740,000	775,000
Stabling	64000	2,275,100	2,050,000	2,035,000	1,995,000
Horse Racing (Live)	65000	2,813,889	2,835,000	2,885,000	2,755,000
Satellite Wagering	65005	1,296,033	1,250,000	1,270,000	1,275,000
Fair Entertainment	66000	1,086,460	1,160,000	1,195,000	1,220,000
Motorized Racing	66109				
Interim Entertainment	66009	2,466,258	2,415,000	2,590,000	2,625,000
Equipment (Funded by Fair)	72300				
Prior Year Expense Adjustments	80000				
Cash (over/under)	85000				
Other Operating Expense	94000	48,828		30,000	15,000
TOTAL OPERATING EXPENDITURES (to Page 1)		18,861,912	18,975,000	19,605,000	19,560,000
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION		871,934	400,000	1,755,000	400,000
Depreciation Expense	90000	975,121	950,000	950,000	950,000
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION		(103,187)	(550,000)	805,000	(550,000)
LOCAL (BASE) ALLOCATION - (From Page 1)	31200				
OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)					
UTILIZATION OF UNRESTRICTED NET RESOURCES (if applicable)					
NET PROFIT/(LOSS) BEFORE DEPRECIATION, CURRENT YEAR		\$871,934	\$400,000	\$1,755,000	\$400,000
NET PROFIT/(LOSS) AFTER DEPRECIATION, CURRENT YEAR		(\$103,187)	(\$550,000)	\$805,000	(\$550,000)

Detail of Revenues

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
ADMISSIONS REVENUE:					
Regular Fair Admissions	41010	1,730,279	1,725,000	2,103,000	1,900,000
Discounted Fair Admissions	41020				
TOTAL ADMISSIONS REVENUE	41000	1,730,279	1,725,000	2,103,000	1,900,000
COMMERCIAL SPACE REVENUE:					
Outside Commercial Space	41510	586,500	585,000	600,000	600,000
Inside Commercial Space	41520				
TOTAL COMMERCIAL SPACE REVENUE	41500	586,500	585,000	600,000	600,000
CONCESSIONS REVENUE:					
Carnival	42100	981,615	945,000	1,365,000	1,150,000
Carnival: Pre-Sale	42110	94,639	95,000	100,000	100,000
Food Concessions	42200	1,010,471	975,000	1,380,000	1,140,000
Non-Food Concessions	42300				
TOTAL CONCESSIONS REVENUE	42000	2,086,725	2,015,000	2,845,000	2,390,000
EXHIBITS REVENUE:					
Entry Fees	43100	52,624	55,000	55,000	56,000
Donated & Sponsored Awards	43200				
Advertising in Premium Book	43300				
Other (Explain)	43400				
TOTAL EXHIBITS REVENUE	43000	52,624	55,000	55,000	56,000
STABLING REVENUE:					
Rental Barns	44100				
Vanning and Stabling	44200	2,169,517	1,825,000	1,835,000	1,770,000
RV Camping	44300	13,800	14,000	14,000	14,000
Stall Fees	44400				
Program Sales	44500				
Other (Explain)	44600	11,565	11,000	11,000	11,000
TOTAL HORSE SHOW REVENUE	44000	2,194,882	1,850,000	1,860,000	1,795,000
LIVE HORSE RACING REVENUE:					
Admissions	45100	76,831	85,000	93,000	85,000
Track Commissions & Breakage	45200	1,489,206	1,435,000	1,508,500	1,392,000
Program Sales	45300	100,355	105,000	98,000	90,000
Purse money Paid	45400	1,625,000	1,625,000	1,625,000	1,575,000
Marketing / Advertising				39,000	39,000
GS Food and Beverage		114,269	115,000	139,000	128,000
Other (Explain)	45500	12,491	10,000	7,500	6,000
TOTAL LIVE HORSE RACING REVENUE	45000	3,418,152	3,375,000	3,510,000	3,315,000

Detail of Revenues

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
SATELLITE WAGERING REVENUE:					
TOTAL SATELLITE WAGERING REVENUE	45005	1,758,587	1,665,000	1,695,000	1,675,000
FAIR ATTRACTIONS REVENUE:					
Rodeo Admissions	46100				
Queen Pageant Admissions	46200				
4 Wheel-Drive Pull Admissions	46300				
Destruction Derby Admissions	46400				
Performances Admissions	46500				
Other Admissions (Explain)	46600				
TOTAL FAIR ATTRACTIONS REVENUE	46000	0	0	0	0
MOTORIZED RACING REVENUE:					
TOTAL MOTORIZED RACING REVENUE	46109	0	0	0	0
INTERIM ATTRACTIONS REVENUE:					
Performance Admissions	46209				
Other Admissions (List)	46309				
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	0	0
MISCELLANEOUS FAIR REVENUE:					
Parking	47100	690,919	800,000	1,110,000	975,000
Shows, Rides, Novelties	47200	83,045	77,000	100,000	82,000
Utility Fee Reimbursement	47300	7,550	10,000	12,500	12,000
InKind Sponsorship	47400	1,205,445	1,200,000	1,200,000	1,200,000
ATM Lottery Revenue	47500	19,925	20,000	25,000	22,000
Camping Fees (Fairtime)	47700	84,328	85,000	92,500	93,000
Other (Explain)	47800	17,040	18,000	25,000	18,000
Sponsorships	47900	460,256	500,000	557,000	587,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	2,568,508	2,710,000	3,122,000	2,989,000
MISCELLANEOUS NON-FAIR PROGRAMS: Recycle					
Admissions	47105				
Commercial Exhibits	47205				
Concessions	47305				
Exhibits	47405				
Other (Explain)	47505	21,869	25,000	20,000	25,000
TOTAL MISC. NON-FAIR PROGRAMS	47005	21,869	25,000	20,000	25,000

Detail of Revenues

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
INTERIM REVENUE:					
Rental of Buildings	48100	965,512	1,025,000	1,075,000	940,000
Rental of Grounds/Other Facilities	48200	2,169,725	2,102,000	2,320,000	2,375,000
Equipment Rentals	48300	387,853	345,000	390,000	375,000
Concessions Revenue	48400	323,676	431,000	435,000	430,000
Utility Fee Reimbursement	48500	59,439	55,000	60,000	55,000
Interim Parking Revenue	48600	841,934	990,000	945,000	945,000
Other Interim Revenue (List)	48700	24,958	22,000	20,000	30,000
TOTAL INTERIM REVENUE	48000	4,773,097	4,970,000	5,245,000	5,150,000
TOTAL PRIOR YEAR REVENUE ADJUSTMENT:	49000				
OTHER OPERATING REVENUE:					
Interest Earnings	49510	13,035	10,000	7,500	8,000
Grants Donations/Sponsorships (general)	49520	131,500	100,000	16,000	
CARF/NCOTWINC	49530	157,224	250,000	218,000	
Ovations cap Ex Funding	49540	32,000	32,000	32,000	32,000
Charitable Contributions		186,954		16,500	16,000
Other		21,910	8,000	15,000	9,000
TOTAL OTHER OPERATING REVENUE	49500	542,623	400,000	305,000	65,000

Detail of Expenditures

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
ADMINISTRATION EXPENSE:					
Salaries & Wages - Permanent	50100	910,264	890,000	910,000	920,000
Salaries & Wages - Temporary	50200	7,149			
Compensated Absences Expense	50300				0
Employee Benefits - Employer's Share	50310	120,795	130,000	128,000	134,000
Payroll Taxes	50320	59,721	68,000	69,000	71,000
Worker's Compensation Insurance	50330	46,497	50,000	55,000	55,000
Professional Services (Contractual)	50400	146,449	142,000	122,000	160,000
Director's Expense	50500	22,793	27,000	29,000	29,000
Traveling/Training Expense - Employees	50600	24,521	21,000	25,500	25,000
Office Supplies and Expense	50700	89,303	92,000	83,000	83,500
Utilities	50800	56,735	58,500	69,500	73,000
Equipment Rentals	50900	43,687	45,000	35,000	36,000
Insurance (General Liability)	51000	34,365	33,000	35,000	38,500
Other (Explain)	51100	24,478	22,500	26,000	26,000
Unemployment Insurance (Non-reimbursed)	51200				
Audit Expense	51300	32,175	36,000	38,000	39,000
Current Year Bad Debt Expense	51400				
TOTAL ADMINISTRATION EXPENSE	50000	1,618,932	1,615,000	1,625,000	1,690,000
MAINTENANCE & GENERAL OPERATIONS:					
Salaries & Wages - Permanent	52100	1,428,601	1,402,000	1,472,000	1,500,000
Salaries & Wages - Temporary	52200	48,714	53,000	75,000	70,000
Payroll Allocation		-61,480	-70,000	-48,000	-35,000
Employee Benefits		408,114	432,500	458,000	467,000
Payroll Taxes	52220	110,678	111,000	118,000	120,000
Worker's Compensation Insurance	52230	77,485	80,000	93,000	93,000
Professional Services (Contractual)	52300	22,182	31,250	29,000	29,000
Supplies and Expense	52400	21,379	38,500	30,500	37,500
Rental - Maintenance Equipment	52500	1,722	2,500	1,000	1,500
Property and Auto Insurance	52600	7,237	7,000	6,500	7,000
Temporary Electrical Work (Contractual)	52700				
Light, Heat, Water and Power	52800	133,013	141,800	159,000	155,500
Maintenance of Equipment - Supplies & Expense	52900	162,257	175,000	168,000	168,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	123,890	128,450	145,000	133,500
Trash Removal, Clean up (Contractual)	53100	12,039	12,000	18,000	18,000
Other (Explain)	53200				
Special Repairs & Maintenance (List)	53300				
TOTAL MAINTENANCE EXPENSE	52001	2,495,831	2,545,000	2,725,000	2,765,000

Detail of Expenditures

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
PUBLICITY EXPENSE:					
Salaries & Wages - Permanent	54100	291,562	290,000	298,000	306,000
Salaries & Wages - Temporary	54101	10,091	14,000	13,000	13,000
Payroll Allocation		(48,000)	(54,000)	(54,000)	(54,000)
Employee Benefits	54110	40,605	42,300	41,800	42,800
Payroll Taxes	54120	19,671	24,000	23,000	24,000
Worker's Compensation Insurance	54130	15,491	16,500	18,000	19,000
Professional Services (Contractual)	54200	50,322	67,400	69,500	69,500
Supplies and Expense	54300	27,435	43,800	36,700	38,700
Advertising	54400	352,596	368,000	361,000	368,000
Promotional Expense	54500	52,098	78,000	98,000	54,000
Sponsorships	54600	124,390	130,000	140,000	144,000
InKind Services		1,198,245	1,200,000	1,200,000	1,200,000
Other (Explain)	54800				
TOTAL PUBLICITY EXPENSE	54000	2,134,506	2,220,000	2,245,000	2,225,000
ATTENDANCE OPERATIONS:					
Salaries & Wages - Permanent	56100	13,313	13,000		
Salaries & Wages - Temporary	56101	362,445	360,000	418,000	383,000
Payroll Allocation		80,393	82,000	82,000	102,000
Employee Benefits	56110	34,608	39,500	28,500	35,500
Payroll Taxes	56120	28,001	29,000	45,000	37,000
Worker's Compensation Insurance	56130	22,067	21,000	28,500	23,500
Professional Services (Contractual)	56200	951,800	1,016,000	1,020,700	1,044,700
Supplies and Expense	56300	55,221	77,000	99,800	99,800
Utilities		62,231	61,500	81,500	81,500
2012 Anniversary Expenses			100,000	100,000	33,000
Other (Explain)2012 Anniversary expense	56400	75,251	61,000	81,000	95,000
TOTAL ATTENDANCE OPERATIONS	56000	1,685,330	1,860,000	1,985,000	1,835,000
MISCELLANEOUS FAIR EXPENSE:					
Parking Lot - % paid to contractor	57100				
Parking Lot - Salaries & Wages - Permanent	57101				
Parking Lot - Salaries & Wages - Temporary	57102				
Program Expense	57200				
Utility Fees	57300				
Exhibit Guide	57400				
Stall Expense	57500				
Sponsorships	57700				
Other (Explain)	57800				
Commercial Exhibits & Concessions	57900				
TOTAL MISCELLANEOUS FAIR	57000	0	0	0	0
MISCELLANEOUS NON-FAIR PROGRAMS: Recycle					
Salaries & Wages - Permanent	57105				
Salaries & Wages - Temporary	57106	10,000	12,000	12,000	12,000
Employee Benefits	57115	3,500	4,200	4,200	4,000
Payroll Taxes	57125				
Worker's Compensation Insurance	57135				
Supplies & Expense	57205	1,565	800	1,000	1,000
Publicity	57305				
Attendance	57405				
Exhibits	57505				
Other (Explain) Low cost Equipment	57605		8,000	2,800	8,000
TOTAL MISC. NON-FAIR PROGRAMS	57005	15,065	25,000	20,000	25,000

Details of Expenditures

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
PREMIUMS EXPENSE (Excluding Horse Show):					
Cash Awards	58100	227,590	228,000	236,000	236,000
Trophies, Medals, Ribbons	58200	15,649	11,000	20,000	19,000
Sponsored Cash Awards	58300				
Sponsored Trophies, Medals, Ribbons	58400				
Other Awards (Explain)	58500	10,573	11,000	4,000	5,000
TOTAL PREMIUM EXPENSE	58000	253,812	250,000	260,000	260,000
EXHIBITS EXPENSE:					
Salaries & Wages - Permanent	63100	231,062	232,000	294,000	300,000
Salaries & Wages - Temporary	63101	201,726	218,000	171,000	170,000
Employee Benefits	63110	24,677	29,000	16,750	18,250
Payroll Taxes	63120	31,891	39,000	44,500	36,000
Worker's Compensation Insurance	63130	19,412	24,000	27,000	28,500
Judges (Contractual)	63200	27,200	28,000	24,000	27,000
Professional Services - Other (Contractual)	63300	33,026	49,000	60,000	62,000
Supplies and Expense	63400	88,664	109,500	74,600	104,800
Rental	63500	8,513	12,000	16,000	16,000
Decorations	63600			9,000	9,000
Other (Explain)	63700	5,727	9,500	3,150	3,450
TOTAL EXHIBITS EXPENSE	63000	671,898	750,000	740,000	775,000
STABLING EXPENSE:					
Salaries & Wages - Permanent	64100	695,107	595,000	625,000	625,000
Salaries & Wages - Temporary	64101	6,349	5,000	10,000	5,000
Payroll Allocation		49,571	50,000	25,000	25,000
Employee Benefits	64110	234,191	208,000	207,100	200,000
Payroll Taxes	64120	57,929	48,000	49,000	48,000
Worker's Compensation Insurance	64130	38,278	32,000	38,000	38,000
General Liability/Property/Auto	64200	30,533	30,000	31,400	32,500
Professional Services - Other (Contractual)	64300	558,691	484,000	439,000	439,000
Supplies and Expense	64400	29,006	30,000	30,500	28,000
Utilities	64500	229,008	229,000	234,000	234,000
Maintenance of Track and Equipment		229,247	239,000	247,000	232,500
Rental Equipment	64610	117,190	100,000	99,000	88,000
Decorations					
Cash Awards	64710				
Trophies, Medals, Ribbons	64720				
Sponsored Cash Awards	64730				
Sponsored Trophies, Medals, Ribbons	64740				
TOTAL HORSE SHOW EXPENSE	64000	2,275,100	2,050,000	2,035,000	1,995,000

Detail of Expenditures

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
HORSE RACING EXPENSE (LIVE):					
Salaries & Wages (Non Pari-Mutuel)	65100	0			
Salaries & Wages (Pari-Mutuel)	65200	218,298	208,000	192,000	181,000
Payroll Allocation		28,904	34,000	34,000	21,000
Employee Benefits	65210	82,987	70,000	69,000	63,500
Benefit Allocation		12,216	11,500	10,500	7,500
Payroll Taxes	65220	41,557	27,000	41,000	38,000
Worker's Compensation Insurance	65230	11,167	11,500	8,500	7,500
General Liability/Race Meet/property		21,110	20,500	21,990	23,500
Professional Services (Contractual)	65300	535,889	577,000	607,500	571,000
Supplies and Expense	65400	69,459	75,000	78,500	74,000
Utilities	65600	8,092	10,000	10,000	11,000
Rental - Other Equipment	65700	19,701	19,500	25,500	23,500
Purse Money/.33		1,631,500	1,631,500	1,631,500	1,580,000
Advertising and Promotion		79,249	80,000	86,500	89,000
Track Side Terrace		25,651	30,000	29,000	30,500
Program Expense		19,186	19,000	21,000	19,300
Other (Explain)	65800	8,893	10,500	18,510	14,700
TOTAL RACING EXPENSE (LIVE)	65000	2,813,859	2,835,000	2,885,000	2,755,000
SATELLITE WAGERING EXPENSE:					
TOTAL SATELLITE WAGERING	65005	1,296,033	1,250,000	1,270,000	1,275,000
FAIR ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66100				
Salaries & Wages - Temporary	66101	72,352	76,000	73,000	74,000
Payroll Allocation	66110	612	6,000	6,000	6,000
Payroll Taxes	66120	10,051	12,000	12,000	13,000
Benefit Allocation		914	2,000	2,000	2,000
Worker's Compensation Insurance	66130	4,196	5,000	4,500	5,000
Professional Services (Contractual)	66200	176,525	189,000	185,000	191,000
Supplies and Expense	66300	35,809	43,000	47,500	46,000
Rodeo	66400				
Grounds Entertainment	66500	353,216	360,000	352,000	360,000
Grandstand Entertainment	66600	409,750	440,000	393,000	400,000
Other (Explain)Rental Equipment	66700	23,036	27,000	120,000	123,000
TOTAL FAIR ENTERTAINMENT	66000	1,086,460	1,160,000	1,195,000	1,220,000
MOTORIZED RACING EXPENSE:					
TOTAL MOTORIZED RACING EXPENSE	66109	0	0	0	0
INTERIM ENTERTAINMENT EXPENSE:					
Salaries & Wages - Permanent	66208	970,964	970,000	1,045,000	1,050,000
Salaries & Wages - Temporary	66209	189,006	238,000	222,000	234,000
Payroll Allocation		-66,000	-64,000	-65,000	-84,000
Employee Benefits	66219	185,104	196,500	227,500	234,000
Payroll Taxes	66229	96,406	101,700	108,000	108,000
Worker's Compensation Insurance	66239	57,731	66,000	74,000	77,000
General Liability/Property/Events		68,644	65,500	68,500	76,500
Utilities		359,314	318,300	367,000	381,500
Supplies & Expense	66309	92,634	93,400	96,000	97,200
Promotional Expense		11,410	15,600	18,000	19,600
Event Services		212,507	232,000	234,000	233,200
Professional Service (Contract)	66609	144,099	146,000	153,000	156,000
Other (Explain)Bad Debt/BankFee	66809	144,439	36,000	42,000	42,000
TOTAL INTERIM ENTERTAINMENT	66009	2,466,258	2,415,000	2,690,000	2,625,000

Detail of Expenditures

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):					
TOTAL EQUIPMENT EXPENSE	72300	0	0	0	0
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:					
General Expense Adjustments	80010				
Bad Debt Expense	80020				
PRIOR YEAR EXPENDITURE	80000	0	0	0	0
CASH SHORTAGES & OVERAGES:					
Ticket Sales	85100				
Souvenir Sales	85200				
Merchandise Sales	85500				
Other (Explain)	85900				
CASH (OVER)/UNDER	85000	0	0	0	0
DEPRECIATION EXPENSE: (From: Sch 7 / To: Pg. 1)	90000	975,121	950,000	950,000	950,000
OTHER OPERATING EXPENSE:					
Fund-Raising Expense	94010	17,568		2,000	3,000
Ovations Low Cost Expense		31,260		28,000	12,000
TOTAL OTHER OPERATING EXPENSE	94000	48,828	0	30,000	15,000

Variance Report **Automatically prepared**

	Acct. No.	Budgeted vs. Estimated Fluctuation		2012 Budgeted	2012 Estimated	2013 Proposed	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change				\$ Change	% Change
OPERATING REVENUES:								
Admissions to Grounds	41000	\$378,000	21.9%	\$1,726,000	\$2,103,000	\$1,900,000	(\$203,000)	-9.7%
Commercial Space	41500	15,000	2.6%	585,000	600,000	600,000		
Concessions	42000	830,000	41.2%	2,015,000	2,845,000	2,390,000	(455,000)	-16.0%
Exhibits	43000			55,000	55,000	56,000	1,000	1.8%
Stabling	44000	10,000	0.5%	1,850,000	1,860,000	1,795,000	(65,000)	-3.5%
Horse Racing (Live)	45000	135,000	4.0%	3,375,000	3,510,000	3,315,000	(195,000)	-5.6%
Satellite Wagering	45005	30,000	1.8%	1,665,000	1,695,000	1,675,000	(20,000)	-1.2%
Fair Attractions	46000		#DIV/0!					#DIV/0!
Motorized Racing	46109		#DIV/0!					#DIV/0!
Interim Attractions	46009		#DIV/0!					#DIV/0!
Miscellaneous Fair	47000	412,000	15.2%	2,710,000	3,122,000	2,989,000	(133,000)	-4.3%
Misc. Non-Fair Programs	47005	(5,000)	-20.0%	25,000	20,000	25,000	5,000	25.0%
Interim Revenue	48000	275,000	5.5%	4,970,000	5,245,000	5,150,000	(95,000)	-1.8%
Prior Year Revenue Adj	49000		#DIV/0!					#DIV/0!
Other Operating Revenue	49500	(95,000)	-23.8%	400,000	305,000	65,000	(240,000)	-78.7%
TOTAL OPERATING REVENUES		1,985,000	10.2%	19,375,000	21,360,000	19,960,000	(1,400,000)	-6.6%
OPERATING EXPENDITURES:								
Administration	50000	10,000	0.6%	1,615,000	1,625,000	1,690,000	65,000	4.0%
Maintenance & Gen Ops	52000	180,000	7.1%	2,545,000	2,725,000	2,765,000	40,000	1.5%
Publicity	54000	25,000	1.1%	2,220,000	2,245,000	2,225,000	(20,000)	-0.9%
Attendance Operations	56000	125,000	6.7%	1,860,000	1,985,000	1,935,000	(50,000)	-2.5%
Miscellaneous Fair	57000		#DIV/0!					#DIV/0!
Misc. Non-Fair Programs	57005	(5,000)	-20.0%	25,000	20,000	25,000	5,000	25.0%
Premiums	58000	10,000	4.0%	250,000	260,000	260,000		
Exhibits	63000	(10,000)	-1.3%	750,000	740,000	775,000	35,000	4.7%
Stabling	64000	(15,000)	-0.7%	2,050,000	2,035,000	1,995,000	(40,000)	-2.0%
Horse Racing (Live)	65000	50,000	1.8%	2,835,000	2,885,000	2,755,000	(130,000)	-4.5%
Satellite Wagering	65005	20,000	1.6%	1,250,000	1,270,000	1,275,000	5,000	0.4%
Fair Entertainment Expense	66000	35,000	3.0%	1,160,000	1,195,000	1,220,000	25,000	2.1%
Motorized Racing	66109		#DIV/0!					#DIV/0!
Interim Entertainment Exp	66009	175,000	7.2%	2,415,000	2,590,000	2,625,000	35,000	1.4%
Equipment (Funded by Fair)	72300		#DIV/0!					#DIV/0!
Prior Year Expense Adj	80000		#DIV/0!					#DIV/0!
Cash (over/under)	85000		#DIV/0!					#DIV/0!
Depreciation	90000			950,000	950,000	950,000		
Other Operating Expense	94000	30,000	#DIV/0!		30,000	15,000	(15,000)	-50.0%
TOTAL OPERATING EXPENDITURES		630,000	3.2%	19,925,000	20,555,000	20,510,000	(45,000)	-0.2%
NET EFFECT		\$1,355,000	-246.4%	(\$550,000)	\$805,000	(\$550,000)	(\$1,355,000)	-2

**Exhibit I
BUDGET VARIANCE EXPLANATION**

Fair Organization:		Budgeted 2012 to Estimated 2012	Estimated 2012 to Proposed 2013
Accounts			
41000	Admissions	2012 County Fair attendance was one of the highest in ACF history, driving Admissions revenue.	Budgeting 2013 County Fair to be down 10% to 2012's Centennial Celebration, but still strong financially.
41500	Commercial	Number of vendors up slightly to 2012 budget.	
42000	Concessions	2012 County Fair attendance was one of the highest in ACF history, driving Concessions revenue.	Budgeting 2013 County Fair to be down 10% to 2012's Centennial Celebration, but still strong financially.
43000	Exhibits		
44000	Stabling	The 2012 daily reimbursement rate was slightly higher than budget causing us to exceed the revenue budget by \$10,000.	Revenue from Stabling reimbursement rate dropped 4% July 2012.
45000	Horse Racing	Increased attendance at Fair and Horse Racing drove commissions earned on wagers. Rec'd \$35,000 in unbudgeted Sponsorship Rev.	Had thirteen (13) days of Horse Racing in 2012, will receive twelve (12) days in 2013 due to 4th of July falling on a Thursday.
45005	Satellite Wagering	Received \$20,000 of un-budgeted Sponsorship Revenue from Jackson Rancheria.	Budgeting for a 5% drop in paid attendance that negatively impacts Admissions and Commissions revenue.
46000	Fair Attractions		
46009	Interim Attractions		
46109	Motorized Racing		
47000	Misc. Fair	Paid Parking and Carnival Revenue exceeded budget due to increased attendance at 2012 County Fair.	Budgeting 2013 County Fair to be down 10% to 2012's Centennial Celebration, but still strong financially.
47005	Misc. Non-Fair	Recycling revenue (grant monies) down to 2012 budget	Budgeting that we will increase grant money revenue over 2012.
48000	Interim	RV Camping will exceed 2012 budget by \$250,000. Local construction projects driving usage of our RV Camping facility.	In 2012 Girl Scouts celebrated their 100th anniversary. No Girl Scout event in 2013.
49000	PY Revenue Adj.		
49500	Other Ops Rev	Grants from State of California (both Horse Racing & Fair-related) will fall short of 2012 budget.	Drop in Grant monies available from State of California.
50000	Administration	Other Services expense \$6,000 higher than budgeted (Visioning project & Legal fees). Overtime expenses up \$5,000 to budget due to successful Fair.	Budgeted \$50,000 for 2013 Visioning project.
52000	Maintenance/Gen. Ops	Added non-budgeted \$42,000 position, Overtime expense up \$22,000 due to increased year-round events. Vehicle fuel expense up \$10,000	Budgeting 3% merit-based salary increases for 2013. Kaiser medical insurance expenses up 7.2%
54000	Marketing	Sponsorship Commissions up \$10,000 (Revenue up \$55,000), Promotional expenses up \$18,000 to budget (Centennial celebration).	Moved \$28,000 Promotional expense to Fair Entertainment Department.
56000	Attendance Ops	2012 Attendance up 18% driving labor costs (regular and OT wages), Security expenses (ACSO & private security company), and Utility expenses (electricity).	Incurred one-time Centennial Celebration expenses in 2012, not budgeted for them in 2013.

**Exhibit I
BUDGET VARIANCE EXPLANATION**

57000	Misc. Fair		
57005	Misc. Non-Fair	Cut Low-Cost Equipment expenses due to drop in Recycling Grant revenue	Budgeted for Low-cost Equipment expense in 2013.
58000	Premiums	Experienced increased entries for several Exhibits categories during the 2012 County Fair.	
63000	Exhibits	Medical insurance expense down \$12,000 due to personnel changes.	Budgeting 3% merit-based salary increases for 2013. Kaiser medical insurance expenses up 7.2%
64000	Stabling	Implemented 4% expense cuts throughout the Stabling operation effective July 10, 2012.	Will see full annual impact of 4% expense cuts implemented in July 2012.
65000	Horse Racing	Parimutuel clerk labor up \$14,000 due to larger crowds. Unemployment expenses up \$13,000 to budget. Unbudgeted \$5,000 Sponsorship expense	Had thirteen (13) days of Horse Racing in 2012, will receive twelve (12) days in 2013 due to 4th of July falling on a Thursday.
65005	Satellite Wagering	Revenue from our Daily Racing Forms and programs \$18,000 higher than budgeted. Medical insurance expenses up \$7,000 to budget.	Budgeting 3% merit-based salary increases for 2013. Kaiser medical insurance expenses up 7.2%
66000	Fair Entertainment	Changed nightly entertainment venue from two show format to one show format. Incurred unbudgeted expenses for Jumbotron screen, lights, and sound system.	Moved \$28,000 Promotional expense from Marketing Department.
66109	Motorized Racing		
66009	Interim Events	Increased RV Camping revenue driving utility expenses (electricity), bank fees (credit card transactions), and labor costs.	Budgeting 3% merit-based salary increases for 2013. Kaiser medical insurance expenses up 7.2%
72300	Equipment		
80000	PY Expense Adj.		
85000	Cash (over/under)		
90000	Depreciation Expense	Estimate in Depreciation	
94000	Other Operating Expense	Unbudgeted expenses incurred from Historical Monument & Ovations low cost equipment.	Not budgeting for Historical Monument expenses incurred in 2012.

	10/4/12		10-8-12
CEO Signature	Date	Board President Signature	Date

Proposed 2013 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Est. Length of Services (hours, days, months)		Amount Budgeted	
			Number	Unit Rate	Detail	Account
						Totals
50400 Admin	Legal Services		12 Months	25,000.00		160,000
	2013 Visioning		12Months	63,000.00		
	Computer Services		12 Months	60,000.00		
	Janitorial Services		12 Months	12,000.00		
63300 Exhibits	Computer Support		Fairtime	5,000.00		62,000
	Janitorial Services		Fairtime	6,000.00		
	Judges		Fairtime	28,000.00		
	Other		Fairtime	23,000.00		
66200 Fair	Stage & Production		Fairtime	40,000.00		191,000
	Lights/Video		Fairtime	34,150.00		
	Sound		Fairtime	62,000.00		
	Entertainment Coordinator		Fairtime	21,630.00		
	Other		Fairtime	33,220.00		
56200 Attendance	Trash		Fairtime	30,000.00		1,044,700
	Audit		Fairtime	10,000.00		
	Security		Fairtime	514,000.00		
	Volunteer Program		Fairtime	63,000.00		
	Admissions		Fairtime	59,000.00		
	Outside Service		Fairtime	160,000.00		
	Other		Fairtime	208,700.00		

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54200	Computer		12Months	1,200.00		
Mktg	Web-site		12Months	6,200.00		
	Outside Services		12Months	62,100.00		69,500
64300	Garbage		12Months	69,000.00		
Stabling	Security		12Months	230,000.00		
	Other		12Months	140,000.00		439,000
65300	CARF Service		Fairtime	275,000.00		
Live Racing	Parimutuel		Fairtime	120,000.00		
	Volunteer Program		Fairtime	5,000.00		
	Security		Fairtime	50,000.00		
	Other Service		Fairtime	121,000.00		571,000
52300	Computer		12Months	1,250.00		
Maint	Weed Abatement		12Months	18,000.00		
			12Months	9,750.00		29,000
65325	Security		12Months	55,000.00		
Satellite	Alarm Monitoring		12Months	7,500.00		
	Other		12Months	27,500.00		90,000
66600	Security		12Months	113,000.00		
Events	Legal		12Months	12,000.00		
	Parking		12Months	12,000.00		
	Other RV		12Months	5,000.00		
	Trash		12Months	14,000.00		156,000

**PROPERTY, PLANT & EQUIPMENT
PROPOSED ACQUISITIONS & DISPOSITIONS**

Alameda County Agricultural Association
(Legal Name of Fair)

Pleasanton
(Location)

	Estimated 2012	Proposed 2013
PROPERTY, PLANT & EQUIPMENT (PP&E), January 1:	\$37,482,127	\$38,329,072
ACQUISITIONS OF FIXED ASSETS:		
Land	0	0
Buildings & Improvements:		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Building Improvements	497,825	298,000
Land Improvements	63,500	0
New Construction	0	0
Construction in Progress		0
Equipment	285,620	102,000
Other Fixed Assets	0	0
Other:	0	0
TOTAL ACQUISITIONS OF FIXED ASSETS	846,945	400,000
TOTAL PP&E BEFORE DISPOSITIONS & DEPRECIATION	38,329,072	38,729,072
DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):		
Land	0	0
Buildings & Improvements	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
TOTAL DISPOSITIONS OF FIXED ASSETS	0	0
PP&E BEFORE DEPRECIATION, December 31	38,329,072	38,729,072
DEPRECIATION:		
Accumulated Depreciation, January 1	29,169,473	30,119,473
Less A/D on Dispositions of Fixed Assets above		
Annual Depreciation Expense (from page 10)	950,000	950,000
Accumulated Depreciation, December 31	30,119,473	31,069,473
PP&E, NET OF DEPRECIATION, December 31	8,209,599	7,659,599
LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)	1,242,000	1,070,000
INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)	\$6,967,599	\$6,589,599

NOTE: Enter all numbers as a positive.

SUMMARY OF SATELLITE WAGERING

SW-1

	Acct. No.	Actual 2011	Budgeted 2012	Estimated 2012	Proposed 2013
SATELLITE WAGERING REVENUE :					
Admissions - General and Season	45115	\$368,669	\$342,000	\$332,000	\$315,000
- VIP Area	45125				
Track Commissions (2%, .6%, etc.)	45205	999,724	945,000	977,000	975,000
Program Sales	45305	248,764	240,000	240,000	240,000
Concessions	45405	33,011	35,000	30,500	30,000
Lottery	45505	64,029	60,000	53,000	53,000
ATM	45605	40,604	40,000	40,000	40,000
Novelties/Gift Shop misc	45705	3,786	3,000	2,000	2,000
Promotional and Advertising	45805				
Other - Sponsor revenue	45915			20,500	20,000
- Impact Fees	45925				
- Miscellaneous (Explain)	45935				
- Reimbursement (Explain)	45945				
Prior Year Revenue Adjustment	49005				
TOTAL (Forward to Page 4)	45005	1,758,587	1,666,000	1,695,000	1,675,000
SATELLITE WAGERING EXPENSE:					
Labor Costs	65105	479,505	480,000	465,000	475,000
Employee Benefits	65115	148,589	117,000	126,350	139,000
Payroll Taxes	65125	37,133	40,000	36,000	37,000
Worker's Compensation Insurance	65135	24,690	26,000	30,000	28,000
Travel/Training	65205	3,362	6,000	4,500	5,500
General Liability/Property Ins	65315	17,597	17,500	18,000	18,500
Professional Services & Contracts	65325	96,806	71,500	75,500	90,000
Equipment Repairs	65405	8,506	7,000	4,500	4,500
Publicity and Marketing	65505	52,302	71,000	75,000	67,000
Supplies & Expense - General (office, janitorial & maint)	65615	35,692	29,000	37,650	33,000
Programs/Daio;u Racing Form/Tip Sheets	65625	213,902	194,500	216,500	202,000
Lottery / .33money	65705	112,264	105,000	100,000	99,000
Fuel & Utilities	65805	65,685	85,500	81,000	76,500
CHRB /CARF/Impact Fees	65905				
Other (Explain)	65915				
Prior Year Expenditure Adjustment	80005				
Cash Over/Under	85005				
TOTAL (Forward to Page 9)	65005	1,296,033	1,250,000	1,270,000	1,275,000
NET EFFECT		\$462,554	\$415,000	\$425,000	\$400,000