



SUSAN S. MURANISHI  
COUNTY ADMINISTRATOR

C O U N T Y   A D M I N I S T R A T O R

January 6, 2025

Honorable Board of Supervisors  
County Administration Building  
1221 Oak Street  
Oakland, CA 94612

**SUBJECT: APPROVE THE PROPOSED 2025 ANNUAL OPERATING BUDGET FOR THE ALAMEDA COUNTY AGRICULTURAL FAIR ASSOCIATION**

Dear Board Members:

**RECOMMENDATIONS:**

Approve the proposed 2025 Annual Operating Budget for the Alameda County Agricultural Fair Association as submitted by the Association and authorize the Board President to sign the required California Food and Agricultural budget forms.

**DISCUSSION:**

As in previous years, the Fair Association submits its Annual Operating Budget to the Board of Supervisors for review and approval. The Alameda County Fairgrounds had a successful 2024 Fair with 363,270 attendees despite record high heat wave. A diverse entertainment lineup, horse racing, and a wide array of family focused activities, such as nightly movies on the lawn, a petting zoo, kid's carnival and indulgent Fair food continue to attract diverse communities from throughout Alameda County and beyond.

The 2024 Year-End Operating Budget revenue is projected at \$30,781,189 and expenses are projected at \$28,370,189 resulting in net revenue of \$2,411,000. This represents a projected year-over-year decrease in net revenue of \$324,927 or -12%.

	2023 Actual	2024 Budgeted	2024 Year End Projected Actuals	2023 Actual vs. 2024 Projected	% Change
Operating Revenue	31,110,364	30,921,342	30,781,189	(329,175)	-1%
Operating Expenditures	28,374,437	29,116,381	28,370,189	(4,248)	0%
Net Revenue/(Loss) before depreciation	2,735,927	1,804,961	2,411,000	(324,927)	-12%

The proposed 2025 Operating Budget was approved by the Alameda County Agricultural Fair Association Board of Directors at its meeting on October 15, 2024. This budget projects revenue of \$33,931,329 and operating expenses of \$29,990,035 representing anticipated net revenue of \$3,941,294. The Fair Association is also budgeting \$1,825,000 for capital improvements in 2025 including improvements to the Grandstand Railing, paving, Building A, B and Sky Lounge HVAC replacement, completion of phase one of the Farm, and completion of West Plaza.

	2024 Year End Projected Actuals	2025 Proposed	Change Amount	% Change
Operating Revenue	30,781,189	33,931,329	3,150,140	10%
Operating Expenditures	28,370,189	29,990,035	1,619,846	6%
Net Revenue/(Loss) before depreciation	2,411,000	3,941,294	1,530,294	63%

The most recent independent audit of the Fair Association's financial records was completed by Maze & Associates, which found that the Fair's financial records are being recorded fairly and accurately.

### **FINANCING:**

Approval of this action has no impact on net county costs.

### **VISION 2026 GOAL:**

Approval of the 2025 Agricultural Fair Association budget meets the Vision 2026 Operating Principles of Collaboration and Fiscal Stewardship in support of our shared vision of a Prosperous and Vibrant Economy.

Very truly yours,



Susan S. Muranishi  
County Administrator

cc: CEO, Fair Association  
Auditor-Controller  
County Counsel  
Director, General Services Agency

# OPERATING BUDGET

**DISTRICT AGRICULTURAL ASSOCIATION**

Alameda **COUNTY**

Conducting The **Alameda County Agricultural Fair Association**

at **Pleasanton, California**

For the period of January 1, 2025 to December 31, 2025

	Acct No.	Actual 2023	Budgeted 2024	Estimated 2024	Proposed 2025
<b>TOTAL NET RESOURCES, JANUARY 1:</b>					
Unrestricted net resources		\$12,534,440	\$13,017,685	\$10,125,430	\$11,027,960
Unrestricted Net Position - Pension/OPEB				0	0
Restricted resources		\$6,448,679	\$9,604,517	0	0
Investment in Capital Assets, Net of Related Debt				10,284,517	10,892,987
<b>Subtotal (Total Net Resources)</b>		<b>18,983,119</b>	<b>22,622,202</b>	<b>20,409,947</b>	<b>21,920,947</b>
<b>RESOURCES ACQUIRED:</b>					
Operating Revenues (From Page 2)		31,110,364	30,921,342	30,781,189	33,931,329
State (Local/Base) Allocations (to Page 2):	31200				
Training Allocation & Other Fiscal & Admin Assistance (F&E)	31300				
Capital Project Reimbursement Funds (from Sched 8A)	31900			0	0
One-time Revenue Sources (fire camp, sale of property, capital project)	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				
<b>TOTAL RESOURCES ACQUIRED</b>		<b>31,110,364</b>	<b>30,921,342</b>	<b>30,781,189</b>	<b>33,931,329</b>
<b>TOTAL RESOURCES AVAILABLE</b>		<b>50,093,483</b>	<b>53,543,544</b>	<b>51,191,196</b>	<b>56,852,276</b>
<b>RESOURCES APPLIED:</b>					
Operating Expenditures (From Page 2)		28,374,437	29,116,381	28,370,189	28,990,035
Other Operating Expenditures (e.g. Audit Adjustments)					
<b>Subtotal - Operating Expenditures (Excluding Depreciation)</b>		<b>28,374,437</b>	<b>29,116,381</b>	<b>28,370,189</b>	<b>28,990,035</b>
Depreciation Expense (From Page 10)	90000	1,287,229	1,700,000	900,000	1,500,000
Pension Expense (From Page 10)	96000	(1,210,336)	0	0	0
OPEB Expense (From Page 10)	96100	0	0	0	0
<b>TOTAL RESOURCES APPLIED</b>		<b>28,451,331</b>	<b>30,816,381</b>	<b>29,270,189</b>	<b>31,490,035</b>
<b>TOTAL NET RESOURCES, DECEMBER 31:</b>		<b>\$21,642,152</b>	<b>\$22,727,163</b>	<b>\$21,920,947</b>	<b>\$24,362,241</b>
Unrestricted Net Resources Available for Operations		10,125,430	12,442,648	11,027,960	12,819,254
Unrestricted Net Position - Pension/OPEB	29400			0	0
Restricted Net Resources					
Investment in Capital Assets (From Schedule 7)		11,516,722	10,284,517	10,892,987	11,542,987
<b>Subtotal (Should equal Total Net Resource Figure above)</b>		<b>\$21,642,152</b>	<b>\$22,727,163</b>	<b>\$21,920,947</b>	<b>\$24,362,241</b>
Reserve Percentage		35.7%	42.7%	38.9%	42.7%
<b>ALL FAIRS:</b>					
<i>Tom Tolson Nov 26, 2024</i> COUNTY APPROVALS (County Fairs Only):					
President, Board of Directors				Chairman, Board of Supervisors	Date
<i>Jerome P. Tolson</i>	11/26/2024				
Chief Executive Officer	Date		County Clerk	Date	