

**California Exposition & State Fair  
2017 Expense Budget  
APPROVED**

ROW	COL. A Unit	COL. B	COL. C 2017 Budget Allotment	COL. D 2016 Budget	COL. E Difference	COL. F Notes
1	100	Administration	\$ 986,220	\$ 633,635	\$ 352,585	addition of new DGMs
2	106	Marketing	\$ 2,040,047	\$ 2,123,132	\$ (83,085)	vacant Marketing Director (estimate 4 months)
3	110	Cash Control	\$ 60,295	\$ 92,233	\$ (31,938)	only spent \$42K through 10.31.16
4	130	Human Resources	\$ 884,718	\$ 807,162	\$ 77,556	includes Attorney General, ergonomics
5	140	Business Services	\$ 487,925	\$ 489,384	\$ (1,459)	
6	150	Accounting	\$ 814,212	\$ 657,935	\$ 156,277	allocated money for streamlining processes Cal Expo wide, adding users to Activity for access
7	155	Grants	\$ 426,329	\$ 123,003	\$ 303,326	\$250K estimate for additional grants funds in 2017 (all other grants funds allocated to individual units)
8	160	IT	\$ 542,898	\$ 442,760	\$ 100,138	no \$ allocated for IT upgrades yet (amount dependent on possible grant funding)
9	210	Box Office	\$ 493,145	\$ 447,111	\$ 46,034	increase in online ticket fees (offset by reimbursables) and credit card fees
10	234	Event Sales	\$ 368,035	\$ 419,170	\$ (51,135)	only spent \$307K through 10.31.16
11	235	Guest Services	\$ 20,000	\$ 27,609	\$ (7,609)	
12	250	Parking/Admissions	\$ 1,108,319	\$ 1,029,852	\$ 78,467	
13	255	Ticket Control	\$ 157,013	\$ 178,583	\$ (21,570)	only spent \$137K through 10.31.16
14	260	RV Park	\$ 10,000	\$ 11,632	\$ (1,632)	
15	410	Big Name Entertainment	\$ 910,000	\$ 904,670	\$ 5,330	assuming same spend as 2016 actuals
16	411	Grounds Entertainment	\$ 590,000	\$ 518,750	\$ 71,250	assuming same spend as 2016 actuals
17	420	Competitive Programs	\$ 1,132,254	\$ 1,096,162	\$ 36,092	
18	430	Ag Programs	\$ 1,272,627	\$ 1,220,798	\$ 51,829	
19	440	Featured Programs	\$ 252,854	\$ 312,519	\$ (59,665)	only spent \$196K through 10.31.16; has enough money to enhance farm in 2017
20	500	TB Racing	\$ 1,140,000	\$ 983,860	\$ 156,140	spent \$1M through 10.31.16; added money for possible incentives to attract breeders/jockeys
21	505	Simulcast	\$ 388,806	\$ 488,040	\$ (99,234)	only spent \$352K through 10.31.16; enough money for racing promotions in 2017
22	600	Police Department	\$ 2,526,195	\$ 2,220,439	\$ 305,756	overages in 2016 - spent \$2.3M through 10.31.16; 2016 included \$255K in grant expenditures
23	700	Facilities & Maintenance	\$ 2,000,870	\$ 1,925,268	\$ 75,602	vacant positions should offset Command expense
24	710	Electric & Sound	\$ 693,599	\$ 664,585	\$ 29,014	
25	715	Carpenter Shop	\$ 715,823	\$ 694,575	\$ 21,248	vacant positions should offset Command expense
26	720	Plumbing	\$ 241,186	\$ 228,814	\$ 12,372	
27	725	Paint Shop	\$ 318,403	\$ 216,738	\$ 101,665	
28	730	Grounds Maintenance	\$ 444,866	\$ 399,677	\$ 45,189	vacant positions should offset Command expense
29	735	Garage	\$ 460,088	\$ 682,024	\$ (221,936)	only spent \$388K through 10.31.16
30	740	Monorail	\$ 234,656	\$ 168,500	\$ 66,156	staffing changes
31	745	HVAC	\$ 227,192	\$ 213,070	\$ 14,122	
32	760	Event Services	\$ 2,320,240	\$ 2,303,973	\$ 16,267	
33	900	Agency/Contingency	\$ 3,160,003	\$ 3,265,853	\$ (105,850)	Workers Comp increase \$55K, 2016 budget included vacant positions
34			<b>\$ 27,428,818</b>	<b>\$ 25,991,516</b>	<b>\$ 1,437,301</b>	

\*actuals \$26.3M for 11/1/15 - 10/31/16

\*actuals \$25.0M for 2015

35	800	Capital Outlay	\$ 1,120,000	\$ 2,600,000	\$ (1,480,000)	\$750K for Cap Ex, \$300K for equipment, includes \$70K of staff time and misc fees
36		<b>TOTAL EXPENSE BUDGET</b>	<b>\$ 28,548,818</b>	<b>\$ 28,591,516</b>	<b>\$ (42,699)</b>	
37		TOTAL REVENUE BUDGET	\$ 26,216,491	\$ 27,223,898		
38		<b>NET PROFIT</b>	<b>\$ (2,332,327)</b>	<b>\$ (1,367,618)</b>		

**\* ADOPTED BY BOARD OF DIRECTORS ON 12/9/16 \***