

**California Exposition & State Fair
APPROVED 2018 Expense Budget**

ROW	COL. A Unit	COL. B	COL. C 2017 Permanent Staff + Benefits	COL. D 2017 Operating Expense	COL. E 2017 TOTAL Expense Budget	COL. F 2018 Permanent Staff + Benefits	COL. G 2018 Operating Expense	COL. H 2018 TOTAL Expense Budget
1	100	Administration	\$ 1,101,865	\$ 113,795	\$ 1,215,660	\$ 934,647	\$ 104,553	\$ 1,039,200
2	106	Marketing	\$ 235,181	\$ 1,802,610	\$ 2,037,791	\$ 235,615	\$ 1,705,785	\$ 1,941,400
3	110	Cash Control	\$ -	\$ 76,011	\$ 76,011	\$ 39,341	\$ 69,409	\$ 108,750
4	130	Human Resources	\$ 575,218	\$ 351,750	\$ 926,968	\$ 720,843	\$ 353,950	\$ 1,074,793
5	140	Business Services	\$ 253,910	\$ 271,760	\$ 525,670	\$ 202,301	\$ 231,660	\$ 433,961
6	150	Accounting	\$ 472,309	\$ 177,591	\$ 649,899	\$ 460,323	\$ 157,601	\$ 617,924
7	155	Grants	\$ 164,298	\$ 260,610	\$ 424,908	\$ 178,611	\$ 6,300	\$ 184,911
8	160	IT	\$ 294,304	\$ 350,632	\$ 644,936	\$ 349,926	\$ 376,557	\$ 726,483
9	210	Box Office	\$ 168,787	\$ 351,200	\$ 519,987	\$ 169,061	\$ 421,730	\$ 590,791
10	234	Event Sales	\$ 210,960	\$ 216,299	\$ 427,259	\$ 262,772	\$ 217,195	\$ 479,967
11	235	Guest Services	\$ -	\$ 22,840	\$ 22,840	\$ -	\$ 24,736	\$ 24,736
12	250	Parking/Admissions	\$ 436,541	\$ 692,500	\$ 1,129,041	\$ 459,849	\$ 654,174	\$ 1,114,023
13	255	Ticket Control	\$ 72,787	\$ 90,035	\$ 162,822	\$ 76,128	\$ 92,415	\$ 168,543
14	260	RV Park	\$ -	\$ 12,159	\$ 12,159	\$ -	\$ 10,645	\$ 10,645
15	410	Big Name Entertainment	\$ -	\$ 919,585	\$ 919,585	\$ -	\$ 937,407	\$ 937,407
16	411	Grounds Entertainment	\$ -	\$ 475,649	\$ 475,649	\$ -	\$ 498,178	\$ 498,178
17	420	Competitive Programs	\$ 511,182	\$ 624,936	\$ 1,136,118	\$ 527,504	\$ 592,389	\$ 1,119,893
18	430	Ag Programs	\$ 332,850	\$ 1,188,767	\$ 1,521,617	\$ 286,798	\$ 1,088,000	\$ 1,374,798
19	500	TB Racing	\$ -	\$ 1,140,066	\$ 1,140,066	\$ -	\$ 1,255,808	\$ 1,255,808
20	505	Simulcast	\$ 91,066	\$ 326,020	\$ 417,086	\$ 101,181	\$ 303,500	\$ 404,681
21	600	Police Department	\$ 898,901	\$ 1,545,350	\$ 2,444,251	\$ 856,936	\$ 1,352,600	\$ 2,209,536
22	700	Facilities & Maintenance	\$ 522,173	\$ 1,483,700	\$ 2,005,873	\$ 441,224	\$ 1,661,300	\$ 2,102,524
23	710	Electric & Sound	\$ 400,311	\$ 334,396	\$ 734,707	\$ 332,095	\$ 297,596	\$ 629,691
24	715	Carpenter Shop	\$ 304,294	\$ 318,700	\$ 622,994	\$ 224,525	\$ 278,550	\$ 503,075
25	720	Plumbing	\$ 91,181	\$ 167,762	\$ 258,943	\$ 90,935	\$ 146,025	\$ 236,960
26	725	Paint Shop	\$ 75,667	\$ 115,800	\$ 191,467	\$ 77,452	\$ 100,000	\$ 177,452
27	730	Grounds Maintenance	\$ 346,149	\$ 209,401	\$ 555,550	\$ 318,096	\$ 195,475	\$ 513,571
28	735	Garage	\$ 119,836	\$ 405,934	\$ 525,770	\$ 69,048	\$ 360,418	\$ 429,466
29	740	Monorail	\$ -	\$ 147,900	\$ 147,900	\$ -	\$ 150,000	\$ 150,000
30	745	HVAC	\$ 108,490	\$ 117,650	\$ 226,140	\$ 107,862	\$ 110,560	\$ 218,422
31	760	Event Services	\$ 586,704	\$ 1,963,058	\$ 2,549,762	\$ 613,217	\$ 1,979,892	\$ 2,593,109
32	900	Agency/Contingency	\$ -	\$ 2,832,332	\$ 2,832,332	\$ -	\$ 3,267,700	\$ 3,267,700
33		TOTAL OPERATING EXPENSE	\$ 8,374,963	\$ 19,106,798	\$ 27,481,761	\$ 8,136,290	\$ 19,002,109	\$ 27,138,398
34		TOTAL REVENUE BUDGET			\$ 26,816,491			\$ 26,361,398
35		OPERATING PROFIT / (LOSS)			\$ (665,270)			\$ (777,000)
36	800	Capital Outlay			\$ 1,120,000			\$ 1,400,000
37		CHANGES IN RESERVES (BEFORE DEPRECIATION)			\$ (1,785,270)			\$ (2,177,000)
38		PROJECTED YEAR END			\$ 2,198,197			
39		DIFFERENCE (Budget vs. Actual)			\$ 3,983,467			

Notes:
3% Salary Increase
Health Benefit Increase
PERS Increase 0.05%
SMUD Increase
Insurance Increase
Minimum Wage Increase

COLUMN K on PROPOSED 2018
Revenue Budget

**** APPROVED BY THE BOARD OF DIRECTORS ON DECEMBER 8, 2017 ****