

# OPERATING BUDGET

14th DISTRICT AGRICULTURAL ASSOCIATION

Watsonville COUNTY

Conducting The Santa Cruz County Fair  
at Watsonville, California

For the period of January 1, 2012 to December 31, 2012

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>TOTAL NET RESOURCES, JANUARY</b>					
Unrestricted net resources		\$385,271	\$335,725	\$312,317	(\$86,977)
Restricted resources		0			0
Investment in Capital Assets, Net of Related Debt		2,028,260	2,031,865	2,113,300	2,013,376
Subtotal (Total Net Resources)		2,413,531	2,367,590	2,427,523	1,916,899
<b>RESOURCES ACQUIRED:</b>					
Operating Revenues (From Page 2)		1,267,678	1,352,093	1,179,748	(1,217,500)
State (Local/Base) Allocations (to Page 2):	31200	136,400	110,000		
Fiscal & Administrative Assistance (F&E) (to Page 2):	31300				
Capital Project Reimbursement Funds (from Sched 8A)	31900	116,153	70,000		0
One-time Revenue Sources (fire camp, sale of property, capital project and)	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	46,197	65,000		
<b>TOTAL RESOURCES AVAILABLE</b>		4,009,859	3,955,223	3,697,971	3,134,399
<b>RESOURCES APPLIED:</b>					
Operating Expenditures (From Page 2)		1,459,737	1,457,599	1,589,042	1,134,570
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		1,459,737	1,457,599	1,589,042	1,134,570
Depreciation Expense (From Page 10)	90000	122,399	122,231	101,430	122,000
<b>TOTAL RESOURCES APPLIED</b>		1,582,236	1,579,830	1,690,472	1,256,570
<b>TOTAL NET RESOURCES, DECEMBER 31</b>					
Unrestricted Net Resources Available for Operations	29100	\$2,127,623	\$2,385,393	\$1,916,899	\$1,877,829
Restricted Net Resources		312,317	466,759	(96,377)	(14,047)
Investment in Capital Assets (From Schedule 7)		2,115,306	1,979,634	2,013,370	1,991,376
Subtotal (Total Net Res Check Figure - should equal #29100)		\$2,427,623	\$2,385,393	\$1,916,899	\$1,877,829
Reserve Percentage		21.4%	27.8%	-6.1%	-1.2%

**ALL FAIRS:**

**COUNTY APPROVALS (County Fairs Only):**

\_\_\_\_\_  
President, Board of Directors                      Date

\_\_\_\_\_  
Chairman, Board of Supervisors                      Date

\_\_\_\_\_  
Chief Executive Officer                      Date

\_\_\_\_\_  
County Clerk                      Date

**DEPARTMENT OF FOOD & AGRICULTURE**

\_\_\_\_\_  
Director

\_\_\_\_\_  
Date

## Summary of Operations

Santa Cruz County Fair

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>OPERATING REVENUES:</b>					
Admissions to Grounds	41000	\$397,788	\$419,076	\$384,462	\$382,000
Commercial Space	41500	39,075	44,446	39,180	39,900
Concessions	42000	219,828	215,683	214,428	207,500
Exhibits	43000	18,055	22,281	15,325	15,000
Horse Show	44000	11,575	23,090	14,005	15,000
Horse Racing (Live)	45000				
Satellite Wagering	45005				
Fair Attractions	46000				
Motorized Racing	46109				
Interim Attractions	46009				
Miscellaneous Fair	47000	96,110	130,900	84,540	91,500
Miscellaneous Non-Fair Programs	47005				
Interim Revenue	48000	519,925	494,043	425,260	462,500
Prior Year Revenue Adjustments	49000	(11,888)			
Other Operating Revenue	49500	7,310	3,114	2,548	5,000
<b>TOTAL OPERATING REVENUES (to Page 1)</b>		<b>1,297,578</b>	<b>1,352,633</b>	<b>1,179,748</b>	<b>1,217,500</b>
<b>OPERATING EXPENDITURES:</b>					
Administration	50000	309,720	350,548	381,429	182,370
Maintenance & General Operations	52000	588,827	563,889	633,883	450,000
Publicity	54000	110,460	100,900	119,365	96,700
Attendance Operations	56000	141,740	104,752	81,355	128,500
Miscellaneous Fair	57000	28,880	20,166	26,258	22,000
Miscellaneous Non-Fair Programs	57005				
Premiums	58000	23,927	23,000	20,897	24,000
Exhibits	63000	153,395	140,194	160,666	113,500
Horse Show	64000	8,010	19,879	27,380	12,500
Horse Racing (Live)	65000				
Satellite Wagering	65005				
Fair Entertainment	66000	109,916	132,291	136,237	112,000
Motorized Racing	66109				
Interim Entertainment	66009				
Equipment (Funded by Fair)	72300	4,421	2,000		5,000
Prior Year Expense Adjustments	80000	(20,171)		1,326	(12,000)
Cash (over/under)	85000	612		268	
Other Operating Expense	94000				
<b>TOTAL OPERATING EXPENDITURES (to Page 1)</b>		<b>1,459,737</b>	<b>1,457,599</b>	<b>1,589,042</b>	<b>1,184,570</b>
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION</b>		<b>(162,159)</b>	<b>(104,966)</b>	<b>(409,294)</b>	<b>82,930</b>
Depreciation Expense	90000	122,489	122,231	101,430	122,000
<b>NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION</b>		<b>(284,658)</b>	<b>(227,197)</b>	<b>(510,724)</b>	<b>(39,070)</b>
<b>LOCAL (BASE) ALLOCATION - (From Page 1)</b>	31200	136,400	110,000		
<b>OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)</b>		46,197	65,000		
<b>UTILIZATION OF UNRESTRICTED NET RESOURCES (if applicable)</b>					
<b>NET PROFIT/(LOSS) BEFORE DEPRECIATION, CURRENT YEAR</b>		<b>\$20,438</b>	<b>\$70,034</b>	<b>(\$409,294)</b>	<b>\$82,930</b>
<b>NET PROFIT/(LOSS) AFTER DEPRECIATION, CURRENT YEAR</b>		<b>(\$102,061)</b>	<b>(\$52,197)</b>	<b>(\$510,724)</b>	<b>(\$39,070)</b>

## Detail of Revenues

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>ADMISSIONS REVENUE:</b>					
Regular Fair Admissions	41010	342,211	370,695	343,907	342,000
Discounted Fair Admissions	41020	55,577	48,381	40,555	40,000
TOTAL ADMISSIONS REVENUE	41000	397,788	419,076	384,462	382,000
<b>COMMERCIAL SPACE REVENUE:</b>					
Outside Commercial Space	41510	37,405	42,356	37,530	37,500
Inside Commercial Space	41520	1,670	2,090	1,650	1,500
TOTAL COMMERCIAL SPACE REVENUE	41500	39,075	44,446	39,180	39,000
<b>CONCESSIONS REVENUE:</b>					
Carnival	42100	64,707	71,059	62,365	63,000
Carnival: Pre-Sale	42110	3,152	3,128	6,786	5,000
Food Concessions	42200	131,378	141,496	124,010	120,000
Non-Food Concessions	42300	2,650		2,472	2,000
Percentage - Fair Alcohol	42310	17,741		18,795	17,500
TOTAL CONCESSIONS REVENUE	42000	219,628	215,683	214,428	207,500
<b>EXHIBITS REVENUE:</b>					
Entry Fees	43100	18,055	21,731	15,325	15,000
Donated & Sponsored Awards	43200		550	0	0
Advertising in Premium Book	43300				
Other (Explain)	43400				
TOTAL EXHIBITS REVENUE	43000	18,055	22,281	15,325	15,000
<b>HORSE SHOW REVENUE:</b>					
Admissions	44100				
Entry and Stake Fees	44200	11,500	4,230	11,930	13,000
Donations for Special Prizes	44300				
Stall Fees	44400	75	2,860	2,075	2,000
Program Sales	44500				
Other (Explain)	44600		16,000		
TOTAL HORSE SHOW REVENUE	44000	11,575	23,090	14,005	15,000
<b>LIVE HORSE RACING REVENUE:</b>					
Admissions	45100				
Track Commissions & Breakage	45200				
Program Sales	45300				
Concessions	45400				
Other (Explain)	45500				
TOTAL LIVE HORSE RACING REVENUE	45000	0	0	0	0

## Detail of Revenues

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>SATELLITE WAGERING REVENUE:</b>					
TOTAL SATELLITE WAGERING REVENUE	45005	0	0	0	0
<b>FAIR ATTRACTIONS REVENUE:</b>					
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
<b>MOTORIZED RACING REVENUE:</b>					
TOTAL MOTORIZED RACING REVENUE	46109	0	0	0	0
<b>INTERIM ATTRACTIONS REVENUE:</b>					
Performance Admissions	46209				
Other Admissions (List)	46309				
TOTAL INTERIM ATTRACTIONS REVENUE	46009	0	0	0	0
<b>MISCELLANEOUS FAIR REVENUE:</b>					
Parking	47100	70,425	84,810	68,921	70,000
Fair Program Revenue	47200				
Utility Fee Reimbursement	47300	20	2,200	60	500
Camp Parking	47700	2,025	10,786	1,745	0
Camping Fees (Fairtime)	47710	7,940		6,290	7,500
Other (Explain)	47800	4,085	3,104	1,483	1,500
Sponsorships	47900	11,615	30,000	6,041	12,000
TOTAL MISCELLANEOUS FAIR REVENUE	47000	96,110	130,900	84,540	91,500
<b>MISCELLANEOUS NON-FAIR PROGRAMS:</b>					
Admissions	47105				
Commercial Exhibits	47205				
Concessions	47305				
Exhibits	47405				
Other (Explain)	47505				
TOTAL MISC. NON-FAIR PROGRAMS	47005	0	0	0	0

## Detail of Revenues

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>INTERIM REVENUE:</b>					
Rental of Buildings	48100	139,455	124,911	104,645	115,000
Grounds Rentals	48200	300,332	300,000	229,509	315,000
Equipment Rentals	48300	2,020	1,337	512	1,500
Concessions Revenue	48400	37,283	31,059	400	2,000
Utility Fee Reimbursement	48500	809	10		0
Interim Parking Revenue	48600	39,139	35,750	90,044	25,000
Other Interim Revenue (List)	48700	887	976	150	4,000
<b>TOTAL INTERIM REVENUE</b>	<b>48000</b>	<b>519,925</b>	<b>494,043</b>	<b>425,260</b>	<b>462,500</b>
<b>TOTAL PRIOR YEAR REVENUE ADJUSTMENT:</b>					
	49000	(11,888)			0
<b>OTHER OPERATING REVENUE:</b>					
Interest Earnings	49510	2,043	1,000	704	1,000
Donations/Sponsorships (general)	49520				
Other (Explain)	49530				1,000
Other (Explain)	49540	5,267	2,114	1,844	3,000
<b>TOTAL OTHER OPERATING REVENUE</b>	<b>49500</b>	<b>7,310</b>	<b>3,114</b>	<b>2,548</b>	<b>5,000</b>

## Detail of Expenditures

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>ADMINISTRATION EXPENSE:</b>					
Salaries & Wages - Permanent	50100	115,450	147,204	64,975	0
Salaries & Wages - Temporary	50200	16,978	48,084	48,084	26,000
Compensated Absences Expense	50300	8,751	-11,008	0	0
Employee Benefits - Employer's Share	50310	32,314	31,000	18,187	0
Payroll Taxes	50320	8,928	9,000	9,154	1,820
Worker's Compensation Insurance	50330	428	16,000	9,754	250
Professional Services (Contractual)	50400	36,013	25,000	130,120	40,000
Director's Expense	50500	123	750	2,492	0
Traveling/Training Expense - Employees	50600	6,481	5,500	3,866	2,000
Office Supplies and Expense	50700	22,196	20,000	27,351	22,000
Telephone and Postage	50800	13,365	12,185	17,807	17,000
Dues and Subscriptions	50900	3,720	4,021	4,042	5,000
Insurance (General Liability)	51000	28,291	28,390	30,466	35,000
Other (Explain)	51100	8,762	6,647	12,809	8,500
Unemployment Insurance (Non-reimbursed)	51200	7,920	7,775	2,322	1,300
Audit Expense	51300			0	15,000
Current Year Bad Debt Expense	51400			0	8,500
<b>TOTAL ADMINISTRATION EXPENSE</b>	<b>50000</b>	<b>309,720</b>	<b>350,548</b>	<b>381,429</b>	<b>182,370</b>
<b>MAINTENANCE &amp; GENERAL OPERATIONS:</b>					
Salaries & Wages - Permanent	52100	44,407	45,000	38,464	42,000
Salaries & Wages - Temporary	52200	129,845	100,368	183,550	90,000
Employee Benefits	52210	18,922	20,000	20,170	20,580
Payroll Taxes	52220	6,072	6,500	6,347	0
Worker's Compensation Insurance	52230	12,378	21,805	14,334	420
Professional Services (Contractual)	52300	19,043	22,302	24,156	20,000
Rental - Land & Buildings	52400			4,176	0
Rental - Maintenance Equipment	52500	2,675	5,000	1,859	5,000
Rental - Other Equipment	52600	4,932		0	0
Temporary Electrical Work (Contractual)	52700			0	20,000
Light, Heat, Water and Power	52800	88,961	86,900	77,250	92,000
Maintenance of Equipment - Supplies & Expense	52900	48,645	40,000	36,277	25,000
Maint. of Bldgs. & Grounds- Supplies & Expense	53000	112,798	75,000	104,004	50,000
Trash Removal, Clean up (Contractual)	53100	8,467	20,185	23,158	28,000
Other (Explain)	53200	16,280	20,809	9,309	22,000
Special Repairs & Maintenance (List)	53300	75,402	100,000	90,829	35,000
<b>TOTAL MAINTENANCE EXPENSE</b>	<b>52001</b>	<b>588,827</b>	<b>563,869</b>	<b>633,883</b>	<b>450,000</b>

## Detail of Expenditures

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>PUBLICITY EXPENSE:</b>					
Salaries & Wages - Permanent	54100				
Salaries & Wages - Temporary	54101				
Employee Benefits	54110				
Payroll Taxes	54120				
Worker's Compensation Insurance	54130				
Professional Services (Contractual)	54200	11,294	20,000	11,430	15,588
Supplies and Expense	54300	816	900	248	468
Advertising	54400	97,232	78,000	97,732	76,207
Promotional Expense	54500	718	1,500	4,188	2,310
Public Relations Expense	54600	400	500	605	1,306
Pre-Fair Events	54700				
Other (Explain)	54800			5,162	
<b>TOTAL PUBLICITY EXPENSE</b>	<b>54000</b>	<b>110,460</b>	<b>100,900</b>	<b>119,365</b>	<b>96,700</b>
<b>ATTENDANCE OPERATIONS:</b>					
Salaries & Wages - Permanent	56100				
Salaries & Wages - Temporary	56101	20,202	22,000	4,871	11,741
Employee Benefits	56110				
Payroll Taxes	56120	293	293	71	172
Worker's Compensation Insurance	56130	1,212	3,300	292	713
Professional Services (Contractual)	56200	99,469	60,985	60,476	86,973
Supplies and Expense	56300	20,064	17,624	15,115	16,884
Other (Explain)	56400	500	550	530	333
<b>TOTAL ATTENDANCE OPERATIONS</b>	<b>56000</b>	<b>141,740</b>	<b>104,752</b>	<b>81,355</b>	<b>128,500</b>
<b>MISCELLANEOUS FAIR EXPENSE:</b>					
Parking Lot - % paid to contractor	57100				
Parking Lot - Salaries & Wages - Permanent	57101				
Parking Lot - Salaries & Wages - Temporary	57102	10,689	11,758	9,198	7,674
Program Expense	57200	10,000		534	
Utility Fees	57300			7,138	
Exhibit Guide	57400	5,320	5,852	1,921	4,374
Stall Expense	57500				
Sponsorships	57700			919	
Other (Explain)	57800	2,871	2,556	2,316	1,015
Commercial Exhibits & Concessions	57900			4,232	
<b>TOTAL MISCELLANEOUS FAIR</b>	<b>57000</b>	<b>28,880</b>	<b>20,166</b>	<b>26,258</b>	<b>22,000</b>
<b>MISCELLANEOUS NON-FAIR PROGRAMS:</b>					
Salaries & Wages - Permanent	57105				
Salaries & Wages - Temporary	57106				
Employee Benefits	57115				
Payroll Taxes	57125				
Worker's Compensation Insurance	57135				
Supplies & Expense	57205				
Publicity	57305				
Attendance	57405				
Exhibits	57505				
Other (Explain)	57605				
<b>TOTAL MISC. NON-FAIR PROGRAMS</b>	<b>57005</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Details of Expenditures

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>PREMIUMS EXPENSE (Excluding Horse Show):</b>					
Cash Awards	58100	21,992	21,000	19,671	22,000
Trophies, Medals, Ribbons	58200	1,935	2,000	1,226	2,000
Sponsored Cash Awards	58300				
Sponsored Trophies, Medals, Ribbons	58400				
Other Awards (Explain)	58500				
<b>TOTAL PREMIUM EXPENSE</b>	<b>58000</b>	<b>23,927</b>	<b>23,000</b>	<b>20,897</b>	<b>24,000</b>
<b>EXHIBITS EXPENSE:</b>					
Salaries & Wages - Permanent	63100	37,726	35,820	44,791	37,000
Salaries & Wages - Temporary	63101	12,348	12,698	10,028	
Employee Benefits	63110	19,475	20,000	19,119	18,150
Payroll Taxes	63120	4,167	4,000	4,590	0
Worker's Compensation Insurance	63130	2,357	7,278	2,601	350
Judges (Contractual)	63200	23,681	25,466	9,697	10,000
Professional Services - Other (Contractual)	63300	22,854	23,233	33,928	22,000
Supplies and Expense	63400	10,426	8,523	15,125	9,000
Tent & Booth Rental	63500	4,859	3,176	2,242	15,000
Decorations	63600	15,502		18,545	2,000
Other (Explain)	63700				0
<b>TOTAL EXHIBITS EXPENSE</b>	<b>63000</b>	<b>153,395</b>	<b>140,194</b>	<b>160,668</b>	<b>113,500</b>
<b>HORSE SHOW EXPENSE (Including Premiums):</b>					
Salaries & Wages - Permanent	64100				
Salaries & Wages - Temporary	64101				
Employee Benefits	64110				
Payroll Taxes	64120				
Worker's Compensation Insurance	64130				
Judges (Contractual)	64200	6,808	7,103	3,637	3,000
Professional Services - Other (Contractual)	64300	2,550	3,190	938	4,000
Supplies and Expense	64400	-1,276	1,782	16,792	4,000
Cattle Fees	64500	-1,830	6,000	3,793	0
Other (Explain)	64600	1,758	1,804	2,200	1,500
Tent & Booth Rental	64610				
Decorations	64620				
Cash Awards	64710				
Trophies, Medals, Ribbons	64720				
Sponsored Cash Awards	64730				
Sponsored Trophies, Medals, Ribbons	64740				
<b>TOTAL HORSE SHOW EXPENSE</b>	<b>64000</b>	<b>8,010</b>	<b>19,879</b>	<b>27,360</b>	<b>12,500</b>



## Detail of Expenditures

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>HORSE RACING EXPENSE (LIVE):</b>					
Salaries & Wages (Non Pari-Mutuel)	65100				
Salaries & Wages (Pari-Mutuel)	65200				
Employee Benefits	65210				
Payroll Taxes	65220				
Worker's Compensation Insurance	65230				
Professional Services (Contractual)	65300				
Supplies and Expense	65400				
Rental - Totalisator Equipment	65600				
Rental - Other Equipment	65700				
Other (Explain)	65800				
<b>TOTAL RACING EXPENSE (LIVE)</b>	<b>65000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>SATELLITE WAGERING EXPENSE:</b>					
<b>TOTAL SATELLITE WAGERING</b>	<b>65005</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>FAIR ENTERTAINMENT EXPENSE:</b>					
Salaries & Wages - Permanent	66100				
Salaries & Wages - Temporary	66101				
Employee Benefits	66110				
Payroll Taxes	66120				
Worker's Compensation Insurance	66130				
Professional Services (Contractual)	66200	9,355	10,291	11,000	15,000
Supplies and Expense	66300	2,112	2,000	8,436	2,000
Rodeo	66400				
Grounds Entertainment	66500	50,244	83,000	59,531	50,000
Grandstand Entertainment	66600	34,545	23,000	34,805	30,000
Other (Explain)	66700	13,660	14,000	22,465	15,000
<b>TOTAL FAIR ENTERTAINMENT</b>	<b>66000</b>	<b>109,916</b>	<b>132,291</b>	<b>136,237</b>	<b>112,000</b>
<b>MOTORIZED RACING EXPENSE:</b>					
<b>TOTAL MOTORIZED RACING EXPENSE</b>	<b>66109</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>INTERIM ENTERTAINMENT EXPENSE:</b>					
Salaries & Wages - Permanent	66208				
Salaries & Wages - Temporary	66209				
Employee Benefits	66219				
Payroll Taxes	66229				
Worker's Compensation Insurance	66239				
Supplies & Expense	66309				
Concerts (List)	66609				
Other (Explain)	66809				
<b>TOTAL INTERIM ENTERTAINMENT</b>	<b>66009</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Detail of Expenditures

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):</b>					
Equipment Expense	72300	4,421	2,000	0	5,000
<b>TOTAL EQUIPMENT EXPENSE</b>	<b>72300</b>	<b>4,421</b>	<b>2,000</b>	<b>0</b>	<b>5,000</b>
<b>PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:</b>					
General Expense Adjustments	80010	(20,171)		1,326	(12,000)
Bad Debt Expense	80020				
<b>PRIOR YEAR EXPENDITURE</b>	<b>80000</b>	<b>(20,171)</b>	<b>0</b>	<b>1,326</b>	<b>(12,000)</b>
<b>CASH SHORTAGES &amp; OVERAGES:</b>					
Ticket Sales	85100	612		266	0
Souvenir Sales	85200				
Merchandise Sales	85500				
Other (Explain)	85900				
<b>CASH (OVER)/UNDER</b>	<b>85000</b>	<b>612</b>	<b>0</b>	<b>266</b>	<b>0</b>
<b>DEPRECIATION EXPENSE: (From: Sch 7 / To: Pg. 1)</b>	<b>90000</b>	<b>122,499</b>	<b>122,231</b>	<b>101,430</b>	<b>122,000</b>
<b>OTHER OPERATING EXPENSE:</b>					
Loss on Sale of Asset	94010				
Other Expenses					
<b>TOTAL OTHER OPERATING EXPENSE</b>	<b>94000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Variance Report

Automatically prepared

	Acct. No.	Budgeted vs. Estimated Fluctuation		2011 Budgeted	2011 Estimated	2012 Proposed	Estimated vs. Proposed Fluctuation	
		\$ Change	% Change				\$ Change	% Change
<b>OPERATING REVENUES:</b>								
Admissions to Grounds	41000	(\$34,614)	-8.3%	\$419,076	\$384,462	\$382,000	(\$2,462)	-0.6%
Commercial Space	41500	(5,266)	-11.8%	44,446	39,180	39,000	(180)	-0.5%
Concessions	42000	(1,255)	-0.6%	215,683	214,428	207,500	(6,928)	-3.2%
Exhibits	43000	(6,956)	-31.2%	22,281	15,325	15,000	(325)	-2.1%
Horse Show	44000	(9,085)	-39.3%	23,090	14,005	15,000	995	7.1%
Horse Racing (Live)	45000							
Satellite Wagering	45005							
Fair Attractions	46000							
Motorized Racing	46109							
Interim Attractions	46009							
Miscellaneous Fair	47000	(46,360)	-35.4%	130,900	84,540	91,500	6,960	8.2%
Misc. Non-Fair Programs	47005							
Interim Revenue	48000	(68,783)	-13.9%	494,043	425,260	462,500	37,240	8.8%
Prior Year Revenue Adj	49000							
Other Operating Revenue	49500	(566)	-18.2%	3,114	2,548	5,000	2,452	96.2%
<b>TOTAL OPERATING REVENUES</b>		<b>(172,885)</b>	<b>-12.8%</b>	<b>1,352,633</b>	<b>1,179,748</b>	<b>1,217,500</b>	<b>37,752</b>	<b>3.2%</b>
<b>OPERATING EXPENDITURES:</b>								
Administration	50000	30,881	8.8%	350,548	381,429	182,370	(199,059)	-52.2%
Maintenance & Gen Ops	52000	70,014	12.4%	563,869	633,883	450,000	(183,883)	-29.0%
Publicity	54000	18,465	18.3%	100,900	119,365	96,700	(22,665)	-19.0%
Attendance Operations	56000	(23,397)	-22.3%	104,752	81,355	128,500	47,145	57.9%
Miscellaneous Fair	57000	6,092	30.2%	20,166	26,258	22,000	(4,258)	-16.2%
Misc. Non-Fair Programs	57005							
Premiums	58000	(2,103)	-9.1%	23,000	20,897	24,000	3,103	14.8%
Exhibits	63000	20,472	14.6%	140,194	160,666	113,500	(47,166)	-29.4%
Horse Show	64000	7,481	37.6%	19,879	27,360	12,500	(14,860)	-54.3%
Horse Racing (Live)	65000							
Satellite Wagering	65005							
Fair Entertainment Expense	66000	3,946	3.0%	132,291	136,237	112,000	(24,237)	-17.8%
Motorized Racing	66109							
Interim Entertainment Exp	66009							
Equipment (Funded by Fair)	72300	(2,000)	-100.0%	2,000		5,000	5,000	
Prior Year Expense Adj	80000	1,326			1,326	(12,000)	(13,326)	-1005.0%
Cash (over/under)	85000	266			266		(266)	-100.0%
Depreciation	90000	(20,801)	-17.0%	122,231	101,430	122,000	20,570	20.3%
Other Operating Expense	94000							
<b>TOTAL OPERATING EXPENDITURES</b>		<b>110,642</b>	<b>7.0%</b>	<b>1,579,830</b>	<b>1,690,472</b>	<b>1,256,570</b>	<b>(433,902)</b>	<b>-25.7%</b>
<b>NET EFFECT</b>		<b>(\$283,527)</b>	<b>-124.8%</b>	<b>(\$227,197)</b>	<b>(\$510,724)</b>	<b>(\$39,070)</b>	<b>\$471,654</b>	<b>-92.4%</b>

## Permanent Positions on Roster for 2012

## Filled, Vacant, and Proposed

ACCT. NO.	Expenditure Classification CIVIL SERVICE CLASS TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
631	Emily Grunewald Exhibit Rep.	9/1/2006	12	37,632.00	yr		37,632
521	Aurelio De Loera Navarro Maint.	3/1/2008	12	42,060.00	yr		42,060





## Proposed 2012 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
5041	Computer Services	1	monthly	416.00		4,992
5041	Internet Web Services	1	monthly	210.00		2,520
5041	CFSA ( Accounting Services)	1	monthly	1,500.00		18,000
5130	CPA - Auditing Services	1	monthly	375.00		4,500
5041	Legal Services	1	monthly	833.00		10,000
	Total					40,012

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

Santa Cruz County Fair  
(Legal Name of Fair)

Watsonville  
(Location)

	Estimated 2011	Proposed 2012
<b>PROPERTY, PLANT &amp; EQUIPMENT (PP&amp;E), January 1:</b>	\$4,470,007	\$4,470,007
<b>ACQUISITIONS OF FIXED ASSETS:</b>		
Land	0	0
<b>Buildings &amp; Improvements:</b>		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Building Improvements	0	0
Land Improvements	0	0
New Construction	0	0
Construction in Progress	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
<b>TOTAL ACQUISITIONS OF FIXED ASSETS</b>	0	0
<b>TOTAL PP&amp;E BEFORE DISPOSITIONS &amp; DEPRECIATION</b>	4,470,007	4,470,007
<b>DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):</b>		
Land	0	0
Buildings & Improvements	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
<b>TOTAL DISPOSITIONS OF FIXED ASSETS</b>	0	0
<b>PP&amp;E BEFORE DEPRECIATION, December 31</b>	4,470,007	4,470,007
<b>DEPRECIATION:</b>		
Accumulated Depreciation, January 1	2,354,701	2,456,131
Less A/D on Dispositions of Fixed Assets above		
Annual Depreciation Expense (from page 10)	101,430	122,000
Accumulated Depreciation, December 31	2,456,131	2,578,131
<b>PP&amp;E, NET OF DEPRECIATION, December 31</b>	2,013,876	1,891,876
<b>LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)</b>	0	0
<b>INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)</b>	\$2,013,876	\$1,891,876

NOTE: Enter all numbers as a positive.



**NON-FAIR FUNDS RECONCILIATION  
FOR CAPITALIZED PROJECTS**

**Santa Cruz County Fair**  
(Legal Name of Fair)

	Account Number	Estimated 2011	Proposed 2012
SUMMARY: January 1, 2012 to December 31, 2012			
<b>PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue)</b>		\$0	\$0
<b>RESOURCES ACQUIRED (Both cash rec'd &amp; funds held at CCA)</b>			
Revenue Generating Funds	31900		
Major Maintenance (MMP) Funds	31900		
ADA Funds	31900		
Infrastructure Matching Grants Fund	31900		
Infrastructure Loan Program	31900		
Replenishment Fund (Investment Capital)	31900		
Environmental Investment Program	31900		
Urgent Needs Fund	31900		
Flex Capital Funds (Used for capitalized assets only)	31900		
Grants from Outside Entities	31900		
Other (Specify)	31900		
<b>TOTAL RESOURCES</b>		\$0	\$0
<b>RESOURCES APPLIED (Run through Fair's accounting system) :</b>			
Construction in Progress	19000		
Land	19100		
Buildings & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
<b>TOTAL Non-Fair Funds Run Through Fair's Books</b>		\$0	\$0
<b>RESOURCES APPLIED (Paid directly by CCA)</b>			
Construction in Progress	19000		
Land	19100		
Building & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
<b>TOTAL Non-Fair Funds Paid Directly by CCA</b>		\$0	\$0
<b>FUNDS REMAINING (Show as Deferred Revenue)</b>		\$0	\$0

**SUMMARY OF SATELLITE WAGERING**

SW-1

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>SATELLITE WAGERING REVENUE :</b>					
Admissions - General and Season	45115				
- VIP Area	45125				
Track Commissions (2%, .6%, etc.)	45205				
Program Sales	45305				
Concessions	45405				
Parking	45505				
Novelties/Souvenirs	45605				
Comcheck	45705				
Promotional and Advertising	45805				
Other - Sponsor revenue	45915				
- Impact Fees	45925				
- Miscellaneous (Explain)	45935				
- Reimbursement (Explain)	45945				
Prior Year Revenue Adjustment	49005				
<b>TOTAL (Forward to Page 4)</b>	<b>45005</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>SATELLITE WAGERING EXPENSE:</b>					
Labor Costs	65105				0
Employee Benefits	65115				
Payroll Taxes	65125				
Worker's Compensation Insurance	65135				
Travel/Training	65205				
Management Time	65315				
Professional Services & Contracts	65325				
Equipment Replacement Fund and/or Sinking Fund	65405				
Publicity and Marketing	65505				
Supplies & Expense - General (office, janitorial & maint)	65615				
- Programs, Concessions, Parking	65625				
Leases and/or Rentals	65705				
Fuel & Utilities	65805				
CHRB /CARF/Impact Fees	65905				
Other (Explain)	65915				
Prior Year Expenditure Adjustment	80005				
Cash Over/Under	85005				
<b>TOTAL (Forward to Page 9)</b>	<b>65005</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>NET EFFECT</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>



Summary of Motorized Racing (Fair-produced)

MR

	Acct. No.	Actual 2010	Budgeted 2011	Estimated 2011	Proposed 2012
<b>MOTORIZED RACING REVENUES:</b>					
Admissions					
Concessions					
Parking					
Sponsorships (List)					
Advertising Sales					
Reimbursements					
Prior Year Revenue Adjustment					
Other (List)					
<b>TOTAL (Carries to Page 4)</b>	46109	0	0	0	0
<b>MOTORIZED RACING EXPENDITURES:</b>					
Labor Costs					0
Supplies & Expense					
Publicity and Marketing					
Attendance					
Miscellaneous					
Prizes					
Leases and /or Rentals					
Fuel & Utilities					
Prior Year Expenditure Adjustment					
Cash over/under					
Other (List)					
<b>TOTAL (Carries to Page 9)</b>	66109	0	0	0	0
<b>NET EFFECT</b>					
		0	0	0	0
Number of Racing Days					
Total Number of Races					



Exhibit I  
**BUDGET VARIANCE EXPLANATION**

**Fair Organization:**

	Accounts	Budgeted 2011 to Estimated 2011	Estimated 2011 to Proposed 2012
41000	Admissions	No significant change	No significant change
41500	Commercial	Economy Slow	No significant change
42000	Concessions	No significant change	No significant change
43000	Exhibits	Economy Slow	No significant change
44000	Horse Show	Economy Slow	No significant change
45000	Horse Racing	N/A	N/A
45005	Satellite Wagering	N/A	N/A
46000	Fair Attractions	N/A	N/A
46009	Interim Attractions	N/A	N/A
46109	Motorized Racing	N/A	N/A
47000	Misc. Fair		No significant change
47005	Misc. Non-Fair	N/A	N/A
48000	Interim		No significant change
49000	PY Revenue Adj.	N/A	N/A
49500	Other Ops Rev		
50000	Administration	No significant change	Reduced Paid Staff and professional services
52000	Maintenance/Gen. Ops		Reduced Salaries & Benefits for temp. staff; reduced estimate for equipment & facilities maintenance.
54000	Publicity		
56000	Attendance Ops		Too optimistic estimate of cost
57000	Misc. Fair		
57005	Misc. Non-Fair		
58000	Premiums		
63000	Exhibits		
64000	Horse Show		
65000	Horse Racing	N/A	N/A
65005	Satellite Wagering	N/A	N/A
66000	Fair Entertainment	No significant change	
66109	Motorized Racing	N/A	N/A
66009	Interim Entertainment	N/A	N/A
72300	Equipment		
80000	PY Expense Adj.		
85000	Cash (over/under)		
90000	Depreciation Expense		
94000	Other Operating Expense		

CEO Signature	Date
Board President Signature	Date

2012 BUDGET PREPARATION

Exhibit II

Personnel Action Request

INSTRUCTIONS:

DAA's Only: If you are proposing any changes within your permanent staff, complete this form and submit it to F&E for approval. F&E will then forward it to the Human Resources Branch.

TYPE OF ACTION:

- \_\_\_\_\_ New Position
- \_\_\_\_\_ Transfer
- \_\_\_\_\_ Promotion
- \_\_\_\_\_ Reclassification

Current Civil Service Class Title: \_\_\_\_\_ Salary Range \_\_\_\_\_

Proposed Civil Service Class Title: \_\_\_\_\_ Salary Range \_\_\_\_\_

Appointee's Name: \_\_\_\_\_

Is the position currently filled? \_\_\_\_\_

Tenure / Timebase:

(Check all that apply)

- \_\_\_\_\_ Permanent
- \_\_\_\_\_ Limited term
- \_\_\_\_\_ TAU
- \_\_\_\_\_ Full-Time
- \_\_\_\_\_ Intermittent
- \_\_\_\_\_ # Months / Hours

Justification:

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FOR F&E USE ONLY

Comments/Adjustments, if any: \_\_\_\_\_

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Approved by Division of Fairs & Expositions

Date

