

California Exposition & State Fair PROPOSED 2021 BUDGET

		COL. A	COL. B	COL. C	COL. D
ROW		2020 BUDGET APPROVED	COVID - 19 2020 YE PROJECTION as of Nov 2020	2021 BUDGET PROPOSED	COL C - COL A 2021 BUDGET DIFF FROM BUDGET
1	STATE FAIR REVENUE	\$ 16,587,704	\$ -	\$ -	\$ (16,587,704)
2	INTERIM EVENTS REVENUE				
3	Expo Events	\$ 4,352,000	\$ 1,769,549	\$ 11,100	\$ (4,340,900)
4	July 4th	\$ 80,000	\$ -	\$ -	\$ (80,000)
5	Watch & Wager	\$ 102,289	\$ 100,668	\$ 92,454	\$ (9,835)
6	Raging Waters	\$ 330,000	\$ -	\$ -	\$ (330,000)
7	Papa Murphy's Park	\$ 138,000	\$ 138,000	\$ 100,000	\$ (38,000)
8	Rock & Brews	\$ 125,000	\$ -	\$ -	\$ (125,000)
9	Simulcast	\$ 845,000	\$ 678,361	\$ 621,266	\$ (223,734)
10	Message Board Ads	\$ 325,500	\$ 325,500	\$ 325,500	\$ -
11	Cell Tower Leases	\$ 150,000	\$ 159,112	\$ 144,653	\$ (5,347)
12	RV Park/Trailer Park	\$ 1,251,000	\$ 836,395	\$ 825,158	\$ (425,842)
13	ATM Commissions	\$ 36,000	\$ 7,200	\$ 7,200	\$ (28,800)
14	Miscellaneous	\$ 15,000	\$ 17,000	\$ 5,000	\$ (10,000)
15	TOTAL INTERIM EVENTS	\$ 7,749,789	\$ 4,031,785	\$ 2,132,331	\$ (5,617,458)
16	OTHER FUNDS				
17	Grants	\$ 586,911	\$ 201,890	\$ -	\$ (586,911)
18	Reimbursements	\$ 2,420,078	\$ 994,785	\$ 403,300	\$ (2,016,778)
19	Interest Revenue	\$ 120,000	\$ 52,184	\$ 10,000	\$ (110,000)
20	TOTAL OTHER FUNDS	\$ 3,126,989	\$ 1,248,858	\$ 413,300	\$ (2,713,689)
21	TOTAL REVENUE	\$ 27,464,482	\$ 5,280,643	\$ 2,545,631	\$ (24,918,851)
22	EXPENSES				
23	Personnel & Benefits (WC & UI)	\$ 14,754,226	\$ 8,475,206	\$ 5,525,084	\$ (9,229,142)
24	Utilities	\$ 1,603,660	\$ 1,002,797	\$ 1,352,508	\$ (251,152)
25	Insurances/Vehicle Assessment	\$ 996,000	\$ 894,408	\$ 813,076	\$ (182,924)
26	ProRata	\$ 750,000	\$ 677,690	\$ 612,348	\$ (137,652)
27	Audits	\$ 97,148	\$ 58,500	\$ 98,500	\$ 1,352
28	DOJ/Legal	\$ 160,000	\$ 39,957	\$ 19,000	\$ (141,000)
29	Telephones/Nextels	\$ 139,000	\$ 127,699	\$ 111,000	\$ (28,000)
30	Other Operating Expenses	\$ 12,023,330	\$ 5,687,794	\$ 1,053,568	\$ (10,969,762)
31	TOTAL OPERATING EXPENSES	\$ 30,523,364	\$ 16,964,051	\$ 9,585,084	\$ (20,938,280)
32	OPERATING PROFIT / (LOSS)	\$ (3,058,882)	\$ (11,683,408)	\$ (7,039,453)	\$ (3,980,571)
33	Prior Year Income	\$ -		\$ -	\$ -
34	Prior Year Expense	\$ -		\$ -	\$ -
35	Depreciation	\$ 1,800,000	\$ 1,800,000	\$ 1,800,000	\$ -
36	Minor Equipment	\$ 114,900	\$ 20,000	\$ 20,000	\$ -
37	Capital Projects / Major Equipment	\$ 320,000	\$ 110,000	\$ 110,000	\$ -
38	CHANGES IN RESERVES	\$ (5,293,782)	\$ (13,613,408)	\$ (8,969,453)	\$ (3,980,571)
39	ESTIMATED CHANGE IN CASH (P&L ITEMS)	\$ (3,493,782)	\$ (11,813,408)	\$ (7,169,453)	
40	Deferring Payment - Prorata	\$ 750,000	\$ 677,690	\$ 612,384	
41	Deferring Payment - Vehicle Assessment	\$ 89,000	\$ -	\$ -	
42	Lump Sum Payouts / Leave Buy Back	\$ (450,000)	\$ -	\$ -	
43	AB 1499 ESTIMATE - POTENTIAL IMPACT **	\$ (832,000)	\$ 964,000	\$ -	Unsure of any AB 1499 in 2021 due to COVID and grounds closures
44	CDFA Staffing and UI Support	\$ -	\$ 2,034,283	\$ 575,000	Covers lump sums
45	General Fund Support	\$ -	\$ 1,400,000	\$ 2,905,788	
46	CARES Act UI Reimbursement		\$ 244,881	\$ 400,000	
47	TOTAL ESTIMATED CHANGE IN CASH	\$ (3,936,782)	\$ (6,492,554)	\$ (2,676,281)	

ADA Requirement

CONFIRMED EXPENSE INCREASES FOR 2021:

- Minimum Wage
- Health Benefits
- PERS Retirement Contributions
- OPEB Pre-Funding
- SMUD Increases