

**CALIFORNIA EXPOSITION & STATE FAIR**

**\*\* APPROVED 2025 BUDGET \*\***

ADOPTED BY THE BOARD OF DIRECTORS ON 12/13/2024

R o w	Column	A	B	C	D
		Approved Budget 2024	YTD** 2024 ACTUALS**	Proposed 2025 ESTIMATE	DIFFERENCE  COL C - COL B
	<b>Revenue</b>				
1	State Fair	13,487,125	\$ 14,134,992	\$ 15,953,225	\$ 1,818,233
2	Expo Events	4,000,000	3,743,883	4,950,250	\$ 1,206,367
3	Multi-Use Sports Facility	800,000	1,862,362	1,900,000	\$ 37,638
4	Rock and Brews	150,000	150,000	250,000	\$ 100,000
5	Watch & Wager	45,000	15,958	22,000	\$ 6,042
6	Simulcast	765,000	490,289	478,788	\$ (11,501)
7	RV Park	1,000,000	930,333	1,023,366	\$ 93,033
8	Raging Waters	100,000	6,000	50,000	\$ 44,000
9	Electronic Sign	350,000	398,308	395,000	\$ (3,308)
10	Miscellaneous	20,000	848,530	890,000	\$ 41,470
11	Reimbursements	1,615,213	1,611,576	3,546,878	\$ 1,935,302
12	Grants	375,000	384,289	300,000	\$ (84,289)
13	Interest Revenue	150,000	305,582	260,000	\$ (45,582)
14	<b>TOTAL REVENUE</b>	<b>\$ 22,857,338</b>	<b>\$ 24,882,102</b>	<b>\$ 30,019,508</b>	<b>\$ 5,137,406</b>
15	<b>Personal Services</b>				
16	Salaries & Wages	9,442,426	9,440,686	10,686,917	\$ 1,246,231
17	Benefits	3,803,635	3,719,862	4,176,186	\$ 456,324
18	<b>Total Personal Services</b>	<b>\$ 13,246,061</b>	<b>\$ 13,160,548</b>	<b>\$ 14,863,102</b>	<b>\$ 1,702,554</b>
19	<b>Operating Expenses</b>				
20	General Expense	1,950,000	2,655,324	1,437,557	\$ (1,217,767)
21	Advertising	900,000	836,076	788,250	\$ (47,826)
22	Printing	140,000	135,406	176,316	\$ 40,910
23	Communications	130,000	158,824	193,366	\$ 34,542
24	Postage	30,000	9,014	28,100	\$ 19,086
25	Insurance	1,500,000	1,339,632	1,361,035	\$ 21,403
26	Travel	60,000	87,103	100,965	\$ 13,862
27	Training	20,000	4,819	35,450	\$ 30,631
28	Facility Operations	700,000	881,145	605,108	\$ (276,037)
29	Utilities	1,546,353	1,581,842	1,423,150	\$ (158,692)
30	Cons & Prof Svcs External	5,025,000	4,586,939	6,641,821	\$ 2,054,882
31	Cons & Prof Svcs Internal	80,000	58,433	108,545	\$ 50,112
32	Data Processing	100,000	109,404	235,910	\$ 126,506
33	Entertainment	2,100,000	2,627,486	2,392,450	\$ (235,036)
34	Judging	80,000	77,272	92,800	\$ 15,528
35	Premiums	195,000	189,145	223,790	\$ 34,645
36	ProRata	681,124	382,688	750,000	\$ 367,312
37	Other	100,000	132,211	20,000	\$ (112,211)
38	<b>Total Operating Expenses</b>	<b>\$ 15,337,477</b>	<b>\$ 15,852,763</b>	<b>\$ 16,614,613</b>	<b>\$ 761,850</b>
39	<b>TOTAL EXPENSES</b>	<b>\$ 28,583,538</b>	<b>\$ 29,013,311</b>	<b>\$ 31,477,715</b>	<b>\$ 2,464,404</b>
40	<b>OPERATING PROFIT (LOSS)</b>	<b>\$ (5,726,200)</b>	<b>\$ (4,131,209)</b>	<b>\$ (1,458,208)</b>	<b>\$ 2,673,001</b>
41	Prior Year Income		185,843	250,000	\$ 64,157
42	Prior Year Expense		27,102	-	\$ (27,102)
43	Transfer into Operating	3,000,000	3,000,000	2,000,000	
44	Capital Improvements	300,000	3,162,074	1,998,300	\$ (1,163,774)
45	Equipment	400,000	303,026	675,615	\$ 372,589
46	<b>CHANGES IN RESERVES</b>	<b>\$ (3,426,200)</b>	<b>\$ (4,437,568)</b>	<b>\$ (1,882,123)</b>	<b>\$ 3,555,445</b>

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\*\* All numbers included in YTD Actuals are as of October 31st. Fiscal Year 2024 ends on December 31, 2024.