**2021 Santa Cruz County Fairgrounds Operating Budget**

If normal fair is allowed in 2021 use 2020 budget numbers

| | Actual 2012 | Actual 2013 | Actual 2014 | Actual 2015 | Actual 2016 | 5 Year Average | Budget 2017 | Actual 2017 | Budget 2018 | Actual 2018 | | Budget 2019 | Actual 2019 | Budget 2020 | Actuals Nov-20 Estimated 2020 | No Fair Budget 2021 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **OPERATING REVENUES:** | | | | | | | | | | | | | | | | |
| Admissions to Grounds | 376,481 | 409,291 | 446,820 | 503,600 | 512,353 | 449,709 | 510,000 | 537,167 | 575,000 | 585,697 | | 640,000 | 566,829 | 620,000 | | |
| Commercial Space | 39,765 | 58,543 | 40,870 | 44,000 | 44,700 | 45,576 | 45,000 | 58,778 | 55,000 | 52,332 | | 55,000 | 38,950 | 40,000 | | |
| Concessions | 233,499 | 227,140 | 213,564 | 255,800 | 313,794 | 248,759 | 260,000 | 260,446 | 260,000 | 292,209 | | 300,000 | 280,240 | 300,000 | 24,480 | 40,000 |
| Exhibits | 14,490 | 17,991 | 3,660 | 9,700 | 4,173 | 10,003 | 5,000 | 5,008 | 5,000 | 8,695 | | 5,000 | 4,309 | 5,000 | | |
| Horse Show | 23,660 | 19,630 | 25,514 | 29,200 | 31,999 | 26,001 | 32,000 | 31,286 | 30,000 | 3,485 | | 5,000 | 8,487 | 5,000 | | |
| Fair Attractions | | | | | | | 25,000 | | | | | | | | | |
| Interim Attractions | | | | | | | | | | | | | | | | |
| Miscellaneous Fair | 139,442 | 121,581 | 133,576 | 123,200 | 132,677 | 130,095 | 125,000 | 184,519 | 210,000 | 231,754 | | 230,000 | 274,583 | 280,240 | 9,150 | |
| Miscellaneous Non-Fair Programs | | | | | | | | | | | | | | | | |
| Interim Revenue | 330,417 | 534,353 | 577,618 | 636,910 | 694,809 | 554,821 | 700,000 | 798,132 | 825,000 | 899,615 | | 875,000 | 960,469 | 860,000 | 686,992 | 800,000 |
| Prior Year Revenue Adjustments | 12,201 | 15,350 | 3,225 | 7,300 | 791 | 7,773 | 1,000 | | 0 | -24,046 | | 0 | 1,297 | | -9,932 | |
| Other Operating Revenue | 4,440 | 1,800 | 2,005 | 2,600 | 12,711 | 4,711 | 3,000 | 1,211 | 0 | 3,976 | | 0 | 1,733 | | 112,248 | |
| | | | | | | | | | | | | | | | | |
| **Opperating Revenues** | **1,174,395** | **1,405,679** | **1,446,852** | **1,612,310** | **1,748,007** | **1,477,449** | **1,706,000** | **1,876,547** | **1,960,000** | **2,053,717** | **0** | **2,110,000** | **2,136,897** | **2,110,240** | **822,938** | **840,000** |
| | | | | | | | | | | | | | | | | |
| State OperatingSubsidies | | 30,000 | 30,000 | 30,000 | 38,190 | 32,048 | 38,000 | 38,000 | 38,000 | 38,190 | | 38,190 | 38,190 | 38,190 | 214,459 | 214,000 |
| State Training Riembursment | | | | | 2,419 | 2,419 | 2,400 | 2,400 | 2,400 | 1,148 | | 2,400 | | 2,400 | | |
| **Total Revenues** | **1,174,395** | **1,435,679** | **1,476,852** | **1,642,310** | **1,788,616** | **1,503,570** | **1,746,400** | **1,916,947** | **2,000,400** | **2,093,055** | **0** | **2,150,590** | **2,175,087** | **2,150,830** | **1,037,397** | **1,054,000** |
| **OPERATING EXPENDITURES:** | | | | | | | | | | | | | | | | |
| Administration | 148,174 | 218,703 | 381,584 | 363,668 | 393,576 | 301,141 | 410,000 | 396,013 | 450,000 | 494,793 | | 550,000 | 607,799 | 550,000 | 440,879 | 450,000 |
| Maintenance & General Operations | 418,408 | 670,818 | 506,187 | 537,600 | 717,654 | 570,133 | 600,000 | 872,669 | 850,000 | 880,088 | | 850,000 | 988,845 | 850,000 | 572,525 | 600,000 |
| Publicity | 106,501 | 112,957 | 111,409 | 102,979 | 128,970 | 112,563 | 125,000 | 103,794 | 120,000 | 127,629 | | 125,000 | 125,249 | 120,000 | 4,300 | |
| Attendance Operations | 100,969 | 91,215 | 94,942 | 98,558 | 66,080 | 90,353 | 100,000 | 88,066 | 100,000 | 104,465 | | 110,000 | 141,120 | 110,000 | 927 | |
| Miscellaneous Fair | 15,211 | 68,678 | 69,408 | 41,113 | 45,004 | 47,883 | 45,000 | 52,737 | 50,000 | 46,909 | | 45,000 | 64,222 | 60,000 | | |
| Miscellaneous Non-Fair Programs | 0 | 0 | 0 | 0 | 0 | | 0 | 0 | 0 | | | | | | | |
| Premiums | 18,730 | 16,902 | 16,329 | 16,666 | 13,833 | 16,492 | 15,000 | 14,662 | 15,000 | 16,059 | | 17,500 | 30,955 | 25,000 | 2,054 | |
| Exhibits | 140,305 | 105,846 | 71,619 | 74,952 | 59,650 | 90,474 | 70,000 | 63,880 | 70,000 | 78,385 | | 85,000 | 89,012 | 90,000 | 1,493 | |
| Horse Show | 10,274 | 15,008 | 12,395 | 16,705 | 18,158 | 14,508 | 20,000 | 20,614 | 20,000 | 10,434 | | 7,500 | 4,661 | 5,000 | | |
| Fair Entertainment | 111,969 | 124,206 | 111,207 | 135,281 | 146,331 | 125,799 | 140,000 | 137,433 | 150,000 | 144,983 | | 180,000 | 172,953 | 175,000 | | |
| Interim Expense | 18,006 | 58,517 | 64,042 | 54,845 | 42,081 | 47,498 | 50,000 | 49,289 | 50,000 | 35,933 | | 50,000 | 56,595 | 55,000 | 12,671 | |
| Equipment (Funded by Fair) | 0 | 732 | 785 | 10,188 | 3,364 | 3,014 | 5,000 | 11,252 | 12,000 | 22,094 | | 25,000 | 7,998 | 10,000 | 2,531 | |
| Prior Year Expense Adjustments | 15,866 | 33,772 | 3,298 | 24,003 | 59,271 | 27,242 | 5,000 | 5,093 | 5,000 | 20,240 | | 0 | 2,682 | | 6,679 | |
| Cash (over/under) | (66) | 27 | (93) | 40 | 63 | (6) | 100 | -23 | 0 | -466 | | 0 | 25 | | | |
| Other Operating Expense | 0 | 0 | 0 | | 0 | | 0 | 0 | 0 | | | 0 | | | | |
| **TOTAL EXPENDITURES** | **1,104,347** | **1,517,381** | **1,443,112** | **1,476,598** | **1,694,035** | **1,447,095** | **1,585,100** | **1,815,479** | **1,892,000** | **1,981,546** | **0** | **2,045,000** | **2,292,116** | **2,050,000** | **1,044,059** | **1,050,000** |
| **PROFIT / (LOSS) BEFORE DEP** | **70,048** | **(81,702)** | **33,740** | **165,712** | **94,581** | **56,476** | **161,300** | **101,468** | **108,400** | **111,509** | **0** | **105,590** | **-117,029** | **100,830** | **-6,662** | **4,000** |