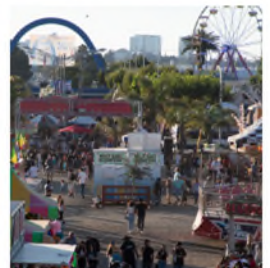


**THE**  
**FAIR GROUND**  
**SANTA CLARA COUNTY FAIRGROUNDS**  
**MANAGEMENT CORPORATION**



**STATEMENT OF**  
**FINANCIAL POSITION**



**November 30, 2024**  
**(UNAUDITED)**



**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT  
CORPORATION (SCCFMC)  
FINANCIAL HIGHLIGHTS  
FOR NOVEMBER 2024 AND  
YEAR-TO-DATE AS OF NOVEMBER 30, 2024**

**Statement of Activities**  
**November 2024**

Actual revenues for November 2024 totaled \$644,051 or \$143,900 more than the budget. Program services revenue was primarily generated by Venue Sales & Events Services, Property Management, Off-Track Betting and Bingo operations. Venue Sales & Event Services includes revenue generated from the Harvest Festival, Santa Clara Dog Training, Guzman memorial service, and Jones memorial service. A non-profit discount in the amount of \$4,200.00 was given in connection with the Jones memorial service.

The County of Santa Clara Registrar of Voters staff set-up a voting site in connection with the November 5, 2024 General Election at the Fairgrounds. The County of Santa Clara uses the Fairground's facilities at no cost but reimburses SCCFMC for actual out-of-pocket expenses.

On November 22, 2024, Content Magazine and 1Culture hosted the Content Magazine Pick-Up Party at the Fairgrounds. This collaboration showcased the Winter 2024 issue which highlights the South Bay's vibrant street art culture.

Expenses totaled \$628,200 or \$5,901 more than the budget. Of the \$64,025 in security expenses, SCCFMC collected \$22,322 in security costs from promoters in connection with their events.

In summary, for the month of November 2024, SCCFMC had a Net Income of \$15,851 compared to the budgeted Net Loss of \$122,148 resulting in a favorable variance of \$137,999.

**Year-to-Date as of November 30, 2024**

Actual year-to-date revenues, as of November 30, 2024, totaled \$9,172,184 or \$456,088 more than budget. In January 2024, SCCFMC received an AB1499 allocation in the amount of \$227,500 from the California Department of Food & Agriculture (CDFA). These funds were allocated between the County Fair and General and Administrative operations. General and Administrative revenue includes \$25,185 in recognized revenue as a reimbursement from the County of Santa Clara.

Expenses year-to-date totaled \$8,496,106 or \$55,918 less than budget. The top four expenditures are salaries & benefits, security & sheriff, outside services, and utilities. Of the \$1,181,413 in security expenses, SCCFMC has collected \$276,565 in security costs from promoters in connection with their events. Management continues to monitor expenses to align with projected revenues and continues to make expenditure adjustments as necessary. Staff continue to assess the security needs at the various gates and RV Park in an effort to reduce costs while maintaining a high standard of security oversight at the Fairgrounds.

As of November 30, 2024, SCCFMC has a Net Profit of \$676,078 compared to the budgeted Net Income of \$164,072 resulting in a favorable variance of \$512,006.

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT  
CORPORATION (SCCFMC)  
FINANCIAL HIGHLIGHTS (continued)  
FOR NOVEMBER 2024 AND  
YEAR-TO-DATE AS OF NOVEMBER 30, 2024**

**Balance Sheet**

SCCFMC's total cash balance as of November 30, 2024, is \$3,626,598 compared with the prior year's (2023) cash balance total of \$1,962,579. SCCFMC's cash balance increased by \$204,111 from October 31, 2024, cash balance of \$3,422,487, SCCFMC's current ratio is 4.06 for November 2024 compared to 3.96 in November 2023 which reflects SCCFMC's ability to pay its current liabilities. The ratio is also favorable to the best practices ratio suggested by FMC's financial auditors.

**Supplemental Schedules for 2024**

Anchor License Agreements – November 2024: Summarizes the status of Anchor License Agreements totaling \$225,579.30 in revenue.

**Events through May 2025**

Summarizes sales activity as of December 5, 2024. Includes name of event, event date(s), number of event days, location, estimated number of patrons and event type. Also includes Hosted (produced in-house) Events planned for 2024 and 2025, and events hosted by the County. All events are tentatively scheduled and subject to change or cancellation.

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP**  
**STATEMENT OF ACTIVITIES**  
**November 2024**  
**(UNAUDITED)**  
**Actual vs Budget**

	<b>2024</b>		
	<b>Actual</b>	<b>Amended Budget</b>	<b>Variance</b>
Support and revenue			
Property Management *	\$ 298,791	189,413	\$ 109,378
Venue Sales & Event Services**	156,037	139,969	16,068
Off-Track Betting **	91,931	89,102	2,829
Bingo	91,135	81,667	9,468
Hosted Events	5,850	0	5,850
County Fair	186	0	186
General and Administrative	120	0	120
Total support & revenue	\$ 644,051	\$ 500,150	\$ 143,900
Expenses			
Program Services	\$ 409,590	\$ 398,648	\$ (10,942)
Facilities	106,624	90,207	(16,416)
General & Administrative	111,986	133,443	21,457
Total expenses	\$ 628,200	\$ 622,299	\$ (5,901)
Change in unrestricted net assets	\$ 15,851	\$ (122,148)	\$ 137,999
Unrestricted net assets, November 1	5,889,344	5,515,338	374,007
Unrestricted net assets, November 30	\$ 5,905,195	\$ 5,393,189	\$ 512,006

\* Includes both Anchor Licensees and RV Park guests

\*\* Food & Beverages included in both Off-track Betting and Venue Sales and Events Services

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP**  
**STATEMENT OF ACTIVITIES**  
Year to date as of November 30, 2024  
(UNAUDITED)  
**Actual vs Budget**

	<b>2024</b>		
	<b>Actual</b>	<b>Amended Budget</b>	<b>Variance</b>
Support and revenue			
Venue Sales & Event Services*	\$ 3,327,197	\$ 2,318,185	\$ 1,009,012
Property Management **	2,697,009	2,201,387	495,623
Off-Track Betting *	1,186,108	1,276,191	(90,083)
County Fair	908,465	1,988,500	(1,080,035)
Bingo	893,262	898,333	(5,071)
Hosted Events	17,529	0	17,529
General and Administrative	142,613	33,500	109,113
Total support & revenue	<u>\$ 9,172,184</u>	<u>\$ 8,716,096</u>	<u>\$ 456,088</u>
Expenses			
Program Services	\$ 6,224,500	\$ 5,950,497	\$ (274,003)
Facilities	1,092,816	1,049,776	(43,040)
General & Administrative	1,178,791	1,551,751	372,961
Total expenses	<u>\$ 8,496,106</u>	<u>\$ 8,552,024</u>	<u>\$ 55,918</u>
Change in unrestricted net assets	<u>\$ 676,078</u>	<u>\$ 164,072</u>	<u>\$ 512,006</u>
Unrestricted net assets, January 1	<u>5,229,117</u>	<u>5,229,117</u>	<u>0</u>
Unrestricted net assets, November 30	<u><u>\$ 5,905,195</u></u>	<u><u>\$ 5,393,189</u></u>	<u><u>\$ 512,006</u></u>

\* Food & Beverages included in both Off-track Betting and Venue Sales and Events Services

\*\* Includes both Anchor Licensees and RV Park guests

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP**  
**STATEMENT OF ACTIVITIES**  
**November 2024**  
**(UNAUDITED)**

	<u>2024</u>	<u>2023</u>
Support and revenue		
Property Management *	\$ 298,791	\$ 276,554
Venue Sales & Event Services**	156,037	109,637
Off-Track Betting **	91,931	71,551
Bingo	91,135	0
Hosted Events	5,850	21,544
County Fair	186	(163,273)
General and Administrative	120	(295,321)
Total support & revenue	<u>\$ 644,051</u>	<u>\$ 20,693</u>
Expenses		
Program Services	\$ 409,590	\$ 340,010
Facilities	106,624	104,057
General & Administrative	111,986	144,967
Total expenses	<u>\$ 628,200</u>	<u>\$ 589,035</u>
Change in unrestricted net assets	<u>\$ 15,851</u>	<u>\$ (568,342)</u>
Unrestricted net assets, November 1	<u>5,889,344</u>	<u>5,574,320</u>
Unrestricted net assets, November 30	<u><u>\$ 5,905,195</u></u>	<u><u>\$ 5,005,978</u></u>

\* Includes both Anchor Licensees and RV Park guests

\*\* Food & Beverages included in both Off-track Betting and Venue Sales and Events Services

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP**  
**STATEMENT OF ACTIVITIES**  
**(UNAUDITED)**  
**Year to date as of November 30, 2024 and 2023**

	<u>2024</u>	<u>2023</u>
Support and revenue		
Venue Sales & Event Services*	\$ 3,327,197	\$ 1,866,079
Property Management **	2,697,009	2,317,450
Off-Track Betting*	1,186,108	1,150,389
County Fair	908,465	1,526,963
Bingo	893,262	0
Hosted Events	17,529	21,719
General and Administrative	142,613	785,043
Total support & revenue	<u>\$ 9,172,184</u>	<u>\$ 7,667,643</u>
Expenses		
Program Services	\$ 6,224,500	\$ 6,112,101
Facilities	1,092,816	1,506,242
General & Administrative	1,178,791	1,774,287
Total expenses	<u>\$ 8,496,106</u>	<u>\$ 9,392,630</u>
Change in unrestricted net assets	<u>\$ 676,078</u>	<u>\$ (1,724,986)</u>
Unrestricted net assets, January 1	<u>5,229,117</u>	<u>7,008,927</u>
Unrestricted net assets, November 30	<u>\$ 5,905,195</u>	<u>\$ 5,283,942</u>

\* Food & Beverages included in both Off-track Betting and Venue Sales and Events Services

\*\* Includes both Anchor Licensees and RV Park guests

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION**  
**SUPPLEMENTAL SCHEDULE OF REVENUES AND EXPENSES**  
**(UNAUDITED)**  
**November 2024**

	Program Services										
	OFF Track Betting	Property Management	Venue Sales & Event Svc.	Food & Beverages	Bingo	Hosted Events	County Fair	Total Program Services	Facility	General & Administrative	Total
<b>Support and Revenue</b>	\$ 91,931	\$ 298,791	\$ 156,037	\$ -	\$ 91,135	\$ 5,850	\$ 186	\$ 643,931	\$ -	\$ 120	\$ 644,051
<b>Cost of Sales:</b>											
Labor	7,565		17,439	-		304	-	25,308	-		25,308
Racing Forms	5,320							5,320			5,320
Parking			4,891					4,891			4,891
Entertainment	-		-					-			-
Equipment Rental			-					-			-
Food & Beverages	2,519		3,639	-	-	899	-	7,057			7,057
Sponsorship-Exchange											-
Bingo-Regular					33,730			33,730			33,730
Bingo-Flash cards					49,856			49,856			49,856
Sub-Contractor			-					-			-
Security Services			9,933					9,933			9,933
Material								-			-
Judges								-			-
Lottery	869							869			869
<b>Total Cost of Sales</b>	<b>16,273</b>	<b>-</b>	<b>35,901</b>	<b>-</b>	<b>83,586</b>	<b>1,203</b>	<b>-</b>	<b>136,963</b>	<b>-</b>	<b>-</b>	<b>136,963</b>
<b>Direct Expenses:</b>											
Payroll and employee benefits	2,294	-	10,260	-		3328 - Labor C	-	12,554	5,802	-	18,357
Facility	-	58,911	-	-			-	58,911	-	-	58,911
Repairs and maintenance	12,804	1,120	3,463	-		594	-	17,981	42,805	-	60,785
Security and sheriff	7,850	44,991	-	-	748	503	-	54,091	-	-	54,091
Depreciation	-	-	-	-				-	17,690	-	17,690
Other	1,511	0	12,019	-	230	-	1,881	15,640	4,162	740	20,542
Reimbursed expenses	-	-	-	-	-	-	-	-	-	-	-
<b>Total Direct Expenses</b>	<b>24,460</b>	<b>105,022</b>	<b>25,742</b>	<b>-</b>	<b>978</b>	<b>1,097</b>	<b>1,881</b>	<b>159,178</b>	<b>70,459</b>	<b>740</b>	<b>230,377</b>
<b>Gross Profit (Loss)</b>	<b>51,198</b>	<b>193,770</b>	<b>94,394</b>	<b>-</b>	<b>6,571</b>	<b>3,551</b>	<b>(1,694)</b>	<b>347,790</b>	<b>(70,459)</b>	<b>(620)</b>	<b>276,711</b>
<b>General and Administrative Expenses:</b>											
Labor and benefits	32,774	-	3,640	-	-	-	19,149	55,562	-	66,797	122,359
Professional Services	-	-	-	-	-	-	-	-	-	19,229	19,229
Marketing	3,013	-	8,015	-	482	-	7,596	19,105	-	-	19,105
Insurance	-	15,377	-	-	-	-	-	15,377	-	534	15,911
Depreciation	-	-	-	-	-	-	-	-	-	-	-
Other	1,008	9,923	11,627	-	51	-	795	23,405	36,164	24,686	84,256
<b>Total General and Administrative Expenses</b>	<b>36,794</b>	<b>25,300</b>	<b>23,281</b>	<b>-</b>	<b>533</b>	<b>-</b>	<b>27,540</b>	<b>113,449</b>	<b>36,164</b>	<b>111,246</b>	<b>260,860</b>
<b>Change in Unrestricted Net Assets (Deficit)</b>	<b>\$ 14,403</b>	<b>\$ 168,470</b>	<b>\$ 71,113</b>	<b>\$ -</b>	<b>\$ 6,038</b>	<b>\$ 3,551</b>	<b>\$ (29,234)</b>	<b>\$ 234,341</b>	<b>\$ (106,624)</b>	<b>\$ (111,866)</b>	<b>\$ 15,851</b>



**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION**  
**SUPPLEMENTAL SCHEDULE OF REVENUES AND EXPENSES**  
**(UNAUDITED)**

**Year to date as of November 30, 2024**

	Program Services										
	OFF Track Betting	Property Management	Venue Sales & Event Svc.	Food & Beverages	Bingo	Hosted Events	County Fair	Total Program Services	Facility	General & Administrative	Total
<b>Support and Revenue</b>	\$ 1,186,108	\$ 2,697,009	\$ 3,327,197	\$ -	\$ 893,262	\$ 17,529	\$ 908,465	\$ 9,029,571	\$ -	\$ 142,613	\$ 9,172,184
<b>Cost of Sales:</b>											
Labor	-	-	237,439	-	-	8,023	74,889	320,351	-	-	320,351
Racing Forms	52,440	-	-	-	-	-	-	52,440	-	-	52,440
Parking	-	-	251,961	-	-	-	17,463	269,424	-	-	269,424
Entertainment	76,647	-	875	-	-	10,700	444,169	532,391	-	-	532,391
Equipment Rental	-	-	11,646	-	-	-	-	11,646	-	-	11,646
Food & Beverages	28,082	-	93,366	-	-	4,403	24,179	150,029	-	-	150,029
Sponsorship-Exchange	-	-	-	-	-	-	-	-	-	-	-
Bingo-Regular	-	-	-	-	329,096	-	-	329,096	-	-	329,096
Bingo-Flash cards	-	-	-	-	486,838	-	-	486,838	-	-	486,838
Sub-Contractor	-	-	5,625	-	-	-	-	5,625	-	-	5,625
Security Services	-	-	246,255	-	-	-	-	246,255	-	-	246,255
Material	-	-	-	-	-	-	3,373	3,373	-	-	3,373
Ticketing Services	-	-	-	-	-	-	16,330	16,330	-	-	16,330
Judges	-	-	-	-	-	-	10,596	10,596	-	-	10,596
Lottery	8,251	-	-	-	-	-	-	8,251	-	-	8,251
<b>Total Cost of Sales</b>	<b>165,420</b>	<b>-</b>	<b>847,167</b>	<b>-</b>	<b>815,934</b>	<b>23,126</b>	<b>590,998</b>	<b>2,442,645</b>	<b>-</b>	<b>-</b>	<b>2,442,645</b>
<b>Direct Expenses:</b>											
Payroll and employee benefits	-	-	112,338	-	-	-	-	112,338	70,834	-	183,171
Facility	-	754,158	-	-	-	-	-	754,158	-	-	754,158
Repairs and maintenance	106,745	20,698	43,610	-	-	994	17,087	189,134	404,237	-	593,372
Security and sheriff	-	700,461	1,681	-	-	5,589	112,197	819,928	-	-	819,928
Depreciation	-	-	-	-	-	-	-	-	191,795	-	191,795
Other	141,289	19,013	40,833	-	17,201	-	197,159	415,495	17,949	8,166	441,610
Reimbursed expenses	-	-	-	-	-	-	-	-	-	-	-
<b>Total Direct Expenses</b>	<b>248,034</b>	<b>1,494,330</b>	<b>198,461</b>	<b>-</b>	<b>17,201</b>	<b>6,583</b>	<b>326,444</b>	<b>2,291,053</b>	<b>684,816</b>	<b>8,166</b>	<b>2,984,034</b>
<b>Gross Profit (Loss)</b>	<b>772,654</b>	<b>1,202,680</b>	<b>2,281,569</b>	<b>-</b>	<b>60,127</b>	<b>(12,179)</b>	<b>(8,977)</b>	<b>4,295,873</b>	<b>(684,816)</b>	<b>134,448</b>	<b>3,745,505</b>
<b>General and Administrative Expenses:</b>											
Labor and benefits	339,303	-	108,435	-	-	-	208,860	656,597	-	704,029	1,360,626
Professional Services	-	-	-	-	-	-	-	-	-	261,764	261,764
Marketing	27,474	-	35,667	-	14,057	11,261	139,689	228,148	-	31,268	259,415
Insurance	-	173,338	-	-	-	-	-	173,338	-	5,876	179,213
Depreciation	-	-	-	-	-	-	-	-	315,229	-	315,229
Deferred Costs	-	-	-	-	-	-	-	-	-	-	-
Other	(25,374)	117,605	83,779	-	322	21,899	234,488	432,719	92,771	167,689	693,179
<b>Total General and Administrative Expenses</b>	<b>341,403</b>	<b>290,943</b>	<b>227,880</b>	<b>-</b>	<b>14,379</b>	<b>33,160</b>	<b>583,037</b>	<b>1,490,801</b>	<b>408,000</b>	<b>1,170,625</b>	<b>3,069,427</b>
<b>Change in Unrestricted Net Assets (Deficit)</b>	<b>\$ 431,251</b>	<b>\$ 911,737</b>	<b>\$ 2,053,689</b>	<b>\$ -</b>	<b>\$ 45,748</b>	<b>\$ (45,339)</b>	<b>\$ (592,014)</b>	<b>\$ 2,805,071</b>	<b>\$ (1,092,816)</b>	<b>\$ (1,036,178)</b>	<b>\$ 676,078</b>

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION**  
**SUPPLEMENTAL SCHEDULE OF REVENUES AND EXPENSES**  
**(UNAUDITED)**

**Year to date as of November 30, 2023**

	Program Services										
	OFF Track Betting	Property Management	Venue Sales & Event Svc.	Food & Beverages	Bingo	Hosted Events	County Fair	Total Program Services	Facility	General & Administrative	Total
<b>Support and Revenue</b>	\$ 1,150,389	\$ 2,317,450	\$ 1,247,247	\$ 618,832	\$ -	\$ 21,719	\$ 1,526,963	\$ 6,882,601	\$ -	\$ 785,043	\$ 7,667,643
<b>Cost of Sales:</b>											
Labor	-		88,579	94,009			32,964	215,552		75,983	291,534
Racing Forms	57,120							57,120			57,120
Parking			155,093				28,322	183,414			183,414
Entertainment	2,700						791,244	793,944			793,944
Equipment Rental						169,001		169,001			169,001
Food & Beverages				112,033			17,436	129,469			129,469
Sponsorship-Exchange											
Sub-Contractor			36,973					36,973			36,973
Admission Clerks											
Awards and Trophies											
Ticketing Services							11,094	11,094			11,094
Judges							11,348	11,348			11,348
Lottery	5,999							5,999			5,999
<b>Total Cost of Sales</b>	<b>65,819</b>	<b>-</b>	<b>280,644</b>	<b>206,042</b>	<b>-</b>	<b>169,001</b>	<b>894,122</b>	<b>1,615,628</b>	<b>-</b>	<b>75,983</b>	<b>1,691,610</b>
<b>Direct Expenses:</b>											
Payroll and employee benefits	32,903	-	-	114,904				147,807	77,324		225,132
Facility	-	788,676						788,676			788,676
Repairs and maintenance	-		5,148	2,436		6,930		14,514	721,947		736,461
Security and sheriff	121,757	1,221,810	89,093			10,603	141,939	1,585,201			1,585,201
Depreciation	-								153,328		153,328
Other	135,415	1,048	25,077	37,301		9,075	69,582	277,499	286,696	187,348	751,542
Reimbursed expenses	-										
<b>Total Direct Expenses</b>	<b>290,075</b>	<b>2,011,533</b>	<b>119,319</b>	<b>154,641</b>	<b>-</b>	<b>26,608</b>	<b>211,521</b>	<b>2,813,697</b>	<b>1,239,295</b>	<b>187,348</b>	<b>4,240,340</b>
<b>Gross Profit (Loss)</b>	<b>794,496</b>	<b>305,916</b>	<b>847,285</b>	<b>258,148</b>	<b>-</b>	<b>(173,889)</b>	<b>421,320</b>	<b>2,453,276</b>	<b>(1,239,295)</b>	<b>521,712</b>	<b>1,735,693</b>
<b>General and Administrative Expenses:</b>											
Labor and benefits	339,447	73,708	64,972			30,900	217,457	726,483		913,690	1,640,173
Professional Services										266,631	266,631
Marketing	49,980		8,874			164,470	249,935	473,258		28,360	501,618
Insurance		153,159						153,159		5,842	159,001
Depreciation									651		651
Deferred Costs											
Other	40,331	106,472	23,727	18,072		8,126	133,147	329,876	266,296	296,434	892,605
<b>Total General and Administrative Expenses</b>	<b>429,758</b>	<b>333,339</b>	<b>97,573</b>	<b>18,072</b>	<b>-</b>	<b>203,497</b>	<b>600,538</b>	<b>1,682,776</b>	<b>266,946</b>	<b>1,510,957</b>	<b>3,460,679</b>
<b>Change in Unrestricted Net Assets (Deficit)</b>	<b>\$ 364,738</b>	<b>\$ (27,423)</b>	<b>\$ 749,712</b>	<b>\$ 240,076</b>	<b>\$ -</b>	<b>\$ (377,386)</b>	<b>\$ (179,218)</b>	<b>\$ 770,500</b>	<b>\$ (1,506,242)</b>	<b>\$ (989,244)</b>	<b>\$ (1,724,986)</b>

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**(UNAUDITED)**  
**November 2024**

	<b>PROGRAM SERVICES</b>	<b>FACILITIES</b>	<b>MANAGEMENT AND GENERAL</b>	<b>TOTAL</b>	<b>2024 AMENDED BUDGET</b>	<b>VARIANCE</b>
Salaries & Benefits	\$ 56,859	\$ 9,781	\$ 64,324	\$ 130,964	\$ 117,838	\$ (13,126)
Bingo Payouts	78,451	0	0	78,451	58,019	(20,432)
Security & Sheriff *	64,025	0	0	64,025	53,255	(10,770)
Utilities	61,184	1,415	659	63,258	74,491	11,233
Repair & Maintenance	18,210	42,805	0	61,015	47,098	(13,917)
Outside Services	37,293	0	15,485	52,778	57,083	4,305
Depreciation and amortization	0	45,925	0	45,925	43,690	(2,234)
Marketing	19,105	0	0	19,105	30,034	10,928
Equipment Rental	16,034	0	2,422	18,456	7,219	(11,237)
Professional Services	0	0	17,341	17,341	14,366	(2,975)
Other Miscellaneous**	11,635	906	4,377	16,918	6,478	(10,440)
Insurance	15,377	951	534	16,861	16,679	(183)
Supplies	6,650	1,384	4,776	12,810	15,779	2,969
Food & Beverage Cost	7,057	0	0	7,057	25,312	18,256
Racing Forms	5,320	0	0	5,320	7,950	2,630
Bingo Supplies	5,135	0	0	5,135	8,947	3,813
Payroll taxes	2,294	680	2,070	5,043	6,454	1,410
Parking	4,891	0	0	4,891	27,478	22,587
Fees & Licenses	70	2,778	0	2,848	103	(2,745)
Entertainment	0	0	0	0	3,750	3,750
Miscellaneous	0	0	0	0	278	278
<b>Total Functional Expenses</b>	<b>\$ 409,590</b>	<b>\$ 106,624</b>	<b>\$ 111,986</b>	<b>\$ 628,200</b>	<b>\$ 622,299</b>	<b>\$ (5,901)</b>

\* Of the \$64,025 in Security & Sheriff Expenses, SCCFMC collected \$22,322 in security and sheriff costs from promoters in connection with their events.

\*\* Includes Credit card fees, Dues & Subscriptions, Meals & Entertainment, Seminar, Professional. Development, Travel, Auto Expense and other miscellaneous expenses.

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**(UNAUDITED)**  
**Year to date as of November 30, 2024**

	<b>PROGRAM SERVICES</b>	<b>FACILITIES</b>	<b>MANAGEMENT AND GENERAL</b>	<b>TOTAL</b>	<b>2024 AMENDED BUDGET</b>	<b>VARIANCE</b>
Salaries & Benefits	\$ 648,858	\$ 115,193	\$ 630,585	\$ 1,394,636	\$ 1,620,805	\$ 226,169
Security & Sheriff *	1,181,413	0	0	1,181,413	1,002,961	(178,453)
Outside Services	760,007	0	120,107	880,113	700,741	(179,373)
Utilities	805,043	15,315	7,256	827,615	828,609	995
Bingo Payouts	760,648	0	0	760,648	638,212	(122,436)
Repair & Maintenance	193,638	404,237	5,862	603,737	558,402	(45,335)
Depreciation and amortization	0	507,025	0	507,025	441,310	(65,715)
Entertainment	455,744	0	0	455,744	543,750	88,007
Marketing	228,148	0	63,989	292,136	465,963	173,826
Parking	269,424	0	0	269,424	291,556	22,132
Professional Services	903	0	239,239	240,142	218,239	(21,903)
Other Miscellaneous**	153,782	12,646	32,545	198,972	147,395	(51,577)
Insurance	173,338	10,983	5,876	190,196	176,322	(13,875)
Equipment Rental	148,969	6,698	15,526	171,192	210,081	38,889
Supplies	131,775	6,986	31,150	169,911	220,234	50,323
Food & Beverage Cost	150,029	0	0	150,029	226,528	76,499
Payroll taxes	32,142	8,977	35,614	76,734	85,888	9,154
Bingo Supplies	55,286	0	0	55,286	98,421	43,135
Racing Forms	52,440	0	0	52,440	64,500	12,060
Fees & Licenses	23,397	4,756	(8,958)	19,195	11,857	(7,338)
Miscellaneous	(482)	0	0	(482)	250	732
<b>Total Functional Expenses</b>	<b>\$ 6,224,500</b>	<b>\$ 1,092,816</b>	<b>\$ 1,178,791</b>	<b>\$ 8,496,106</b>	<b>\$ 8,552,024</b>	<b>\$ 55,918</b>

\* Of the \$1,181,413 in Security & Sheriff Expenses, SCCFMC collected \$276,565 in security and sheriff costs from promoters in connection with their events.

\*\* Includes Credit card fees, Dues & Subscriptions, Meals & Entertainment, Seminar, Professional. Development, Travel, Auto Expense and other miscellaneous expenses.

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP**  
**SECURITY SERVICES BY LOCATION**  
**(UNAUDITED)**  
**November 2024**

<b>SECURITY LOCATION</b>	<b>EXPENSE</b>
Gate C	\$ 7,001
Gate D	\$ 11,256
Gate F	\$ 14,841
Off Track Betting	\$ 7,850
Pedestrian	\$ 11,893
Bingo	\$ 748
Events	\$ 10,436
<b>TOTAL</b>	<b>\$ 64,025</b>

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP  
SECURITY SERVICES BY LOCATION  
(UNAUDITED)**

Year to date as of November 30, 2024

<u>SECURITY LOCATION</u>	<u>EXPENSE</u>	
Gate C	\$ 92,132	
Gate D	\$ 193,848	*
Gate F	\$ 204,026	
Off Track Betting	\$ 82,493	
Pedestrian	\$ 137,827	
RV Park	\$ 73,566	*
Bingo	\$ 11,723	
Hosted Events	\$ 3,294	
County Fair	\$ 112,197	
Events	\$ 270,308	
<b>TOTAL</b>	<b>\$ 1,181,413</b>	

\* Expenses incurred due to the current requirement to keep the RV Park open.

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP**  
**STATEMENT OF FINANCIAL POSITION**  
**(UNAUDITED)**  
**Year to date as of November 30, 2024 and 2023**

<b>ASSETS</b>	<b>2024</b>	<b>2023</b>
Current Assets		
Cash and cash equivalent	\$ 3,626,598	\$ 1,962,579
Accounts Receivable	403,350	913,367
Other Current Assets	266,406	427,679
Total current assets	\$ 4,296,354	\$ 3,303,625
Property and Equipment, net	2,901,680	3,271,135
Total assets	\$ 7,198,034	\$ 6,574,760
<b>LIABILITIES AND NET ASSETS</b>		
Current liabilities		
Accounts payable	\$ 182,812	\$ 108,889
Wells Fargo Business Elite	22,775	3,030
Accrued liabilities	398,708	390,870
Deferred revenue, nonmonetary exchange, current	0	3,000
Customer deposits	453,290	329,107
Total current liabilities	\$ 1,057,585	\$ 834,896
Long term liabilities		
Deferred revenue, nonmonetary exchange, net of current portion	\$ -	\$ 230,656
Equipment Loan #1	23,644	40,448
Equipment Loan #2	24,799	42,421
Equipment Loan #3	48,025	0
Restricted Fund	0	0
Economic Injury Disaster Loan(EIDL)	138,787	142,397
Total long-term liabilities	235,255	455,922
Total liabilities	\$ 1,292,839	\$ 1,290,819
Unrestricted net assets	\$ 5,905,194	\$ 5,283,942
Total liabilities and net assets	\$ 7,198,034	\$ 6,574,760

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP**  
**STATEMENT OF CASH FLOWS**  
**(UNAUDITED)**

**Year to date as of November 30, 2024 and 2023**

	<b>2024</b>	<b>2023</b>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 676,078	\$ (1,724,986)
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation expenses	507,025	385,717
Change in operating assets and liabilities		
Accounts Receivable, net	511,312	603,955
Prepaid Expenses	120,718	(257,393)
Accounts payable	(30,424)	(204,088)
Accrued liabilities	18,696	22,894
Customer Deposits	0	(12,869)
<b>Net cash provided by operating activities</b>	<b>1,803,405</b>	<b>(1,186,770)</b>
<b>Cash flows from financing activities:</b>		
Repayment of loans payable	-51,168	-7,692
Equipment Loan #1	0	40,448
Equipment Loan #2	0	42,421
Equipment Loan #3	60,155	0
<b>Net cash used in capital and related financing activities</b>	<b>8,988</b>	<b>75,177</b>
<b>Cash flows from investing activities:</b>		
Acquisition of property and equipment	(305,115)	(782,084)
<b>Net cash used in investing activities</b>	<b>(305,115)</b>	<b>(782,084)</b>
<b>Net change in cash and cash equivalents</b>	<b>1,507,277</b>	<b>-1,893,678</b>
<b>Cash and cash equivalents, January 1</b>	<b>2,119,322</b>	<b>3,856,257</b>
<b>Cash and cash equivalents, November 30</b>	<b>\$ 3,626,598</b>	<b>\$ 1,962,579</b>



# SANTA CLARA COUNTY FAIRGROUNDS MGMT CORP.

## LICENSEES AGREEMENTS - NOVEMBER 2024

	<u>ACRES OCCUPIED</u>	<u>MONTHLY FEES</u>	<u>MONTHLY PER ACRES</u>
AT&T/CROWN CASTLE* #645	<b>N/A</b>	<b>\$ 6,231.08</b>	<b>N/A</b>
VYSH #620	<b>0.2</b>	<b>\$ 1,485.00</b>	<b>\$ 7,426.00</b>
EVERGREEN WASTE SERVICES #642	<b>0.5</b>	<b>\$ 3,713.00</b>	<b>\$ 7,426.00</b>
DGDG #650	<b>1.5</b>	<b>\$ 11,139.45</b>	<b>\$ 7,426.00</b>
GARDEN SUPPLY #641	<b>3.25</b>	<b>\$ 24,136.00</b>	<b>\$ 7,426.00</b>
GREEN BAY HAULING, LLC #649	<b>0.5</b>	<b>\$ 3,713.00</b>	<b>\$ 7,426.00</b>
JETMULCH #667	<b>1</b>	<b>\$ 7,426.00</b>	<b>\$ 7,426.00</b>
PACIFIC WEST BUILDERS INC. #646	<b>18</b>	<b>\$ 133,668.00</b>	<b>\$ 7,426.00</b>
RA RA TRUCKING #679	<b>1</b>	<b>\$ 7,426.00</b>	<b>\$ 7,426.00</b>
SILICON VALLEY TELECOM INC #658	<b>0.5</b>	<b>\$ 3,713.00</b>	<b>\$ 7,426.00</b>
SOUTH BAY TELECOM #664	<b>1</b>	<b>\$ 7,426.00</b>	<b>\$ 7,426.00</b>
THE FENCE-4-RENT #662	<b>0.25</b>	<b>\$ 1,857.00</b>	<b>\$ 7,426.00</b>
TA CONCRETE CONSTRUCTION #659	<b>0.5</b>	<b>\$ 3,713.00</b>	<b>\$ 7,426.00</b>
T-MOBILE/CROWN CASTLE* #644	<b>N/A</b>	<b>\$ 6,219.77</b>	<b>N/A</b>
UNITED RECYCLES SERVICES #647	<b>0.5</b>	<b>\$ 3,713.00</b>	<b>\$ 7,426.00</b>
<b>TOTAL</b>	<b>28.7</b>	<b>\$ 225,579.30</b>	

\* PHONE TOWER - EXECUTED CONTRACT BY SANTA CLARA COUNTY

## SCCFMC Event Calendar

black = executed contract   blue = contract in process   green = hosted event   purple = County Hosted Event

as of December 5, 2024

Public Start Date	Public Days	Event Name	Location	Estimated Patrons/Day	Event Type
Sun Dec 1	1	Drum Practice	Fiesta Hall	90	Community/Cultural
Tues Dec 3	1	Dog Training	Fiesta Hall	150	Dog Training
<b>Fri Dec 6</b>	<b>2</b>	<b>Bike Build</b>	<b>Pavilion Hall</b>	<b>200</b>	<b>County Use – Bike Giveaway</b>
Sat Dec 7	1	Toy Show	Expo Hall	3000	Tradeshow/Family Friendly
Tues Dec 10	1	Dog Training	Fiesta Hall	150	Dog Training
<b>Fri Dec 13</b>	<b>3</b>	<b>SJ Foos Toy Giveaway</b>	<b>Pavilion Hall</b>	<b>1000</b>	<b>Hosted Event – Charity/Community</b>
Tues Dec 17	1	Dog Training	Fiesta Hall	150	Dog Training
Sun Jan 5	1	Drum Practice	Fiesta Hall	90	Community/Cultural
Tues Jan 7	1	Dog Training	Fiesta Hall	150	Dog Training
Sun Jan 12	1	Drum Practice	Fiesta Hall	90	Community/Cultural
Tues Jan 14	1	Dog Training	Fiesta Hall	150	Dog Training
Sat Jan 18	2	Jiu-Jitsu Tournament	Expo Hall	1000	Sports Competition
Sun Jan 19	1	Drum Practice	Fiesta Hall	90	Community/Cultural
Tues Jan 21	1	Dog Training	Fiesta Hall	150	Dog Training
Tues Jan 28	1	Dog Training	Fiesta Hall	150	Dog Training
<b>Fri Jan 31</b>	<b>3</b>	<b>Jurassic Quest</b>	<b>Expo/Pavilion</b>	<b>8000</b>	<b>Family Event</b>
Tues Feb 4	1	Dog Training	Fiesta Hall	150	Dog Training
<b>Sat Feb 8</b>	<b>2</b>	<b>Train Show</b>	<b>Expo Hall</b>	<b>3000</b>	<b>Exhibit/Family Friendly</b>
Tues Feb 11	1	Dog Training	Fiesta Hall	150	Dog Training
Tues Feb 18	1	Dog Training	Fiesta Hall	150	Dog Training
Tues Feb 25	1	Dog Training	Fiesta Hall	150	Dog Training
Sat Mar 1	2	Toy Show	Expo Hall	3000	Tradeshow/Family Friendly
Mon Mar 3	38	Cirque Setup	Lot A	NA	Setup for Cirque
Tues Mar 4	1	Dog Training	Fiesta Hall	150	Dog Training
Tues Mar 11	1	Dog Training	Fiesta Hall	150	Dog Training
Sat Mar 15	2	Gem Show	Pavilion Hall	2000	Tradeshow/Family Friendly
<b>Sun Mar 16</b>	<b>1</b>	<b>Quince World Expo</b>	<b>Fiesta Hall</b>	<b>500</b>	<b>Exhibit/Family Friendly</b>

<b>Public Start Date</b>	<b>Public Days</b>	<b>Event Name</b>	<b>Location</b>	<b>Estimated Patrons/Day</b>	<b>Event Type</b>
Tues Mar 18	1	Dog Training	Fiesta Hall	150	Dog Training
Fri Mar 21	2	ADCC	Expo Hall	500	Sports Competition - Grappling
Sat Mar 22	2	Rabbit & Cavy Show	Fiesta Hall	200	Hosted Event – Fair Adjacent
Tues Mar 25	1	Dog Training	Fiesta Hall	150	Dog Training
Sun Mar 30	1	Eid al-Fitr Festival	Expo Hall	3000	Religious Prayers & celebration
Tues Apr 1	1	Dog Training	Fiesta Hall	150	Dog Training
Sun Apr 6	1	Holi Dayger Color Concert	Center Grounds	7000	Indian Cultural Event
Tues Apr 8	6	Cirque ECHO	Lot A	3000	Circus/Family Friendly
Tues Apr 8	1	Dog Training	Fiesta Hall	150	Dog Training
Tues Apr 15	1	Dog Training	Fiesta Hall	150	Dog Training
Wed Apr 16	5	Cirque ECHO	Lot A	3000	Circus/Family Friendly
Sat Apr 19	1	El Girasol Concert	Expo Hall	5000	Latin Concert
Tues Apr 22	1	Dog Training	Fiesta Hall	150	Dog Training
Thurs Apr 24	4	Cirque ECHO	Lot A	3000	Circus/Family Friendly
Tues Apr 29	1	Dog Training	Fiesta Hall	150	Dog Training
Thurs May 1	4	Cirque ECHO	Lot A	3000	Circus/Family Friendly
Sat May 3	2	Jiu-Jitsu Tournament	Expo Hall	1000	Sports Competition
Tues May 6	1	Dog Training	Fiesta Hall	150	Dog Training
Wed May 7	5	Cirque ECHO	Lot A	3000	Circus/Family Friendly
Tues May 13	1	Dog Training	Fiesta Hall	150	Dog Training
Tues May 20	1	Dog Training	Fiesta Hall	150	Dog Training
Tues May 27	1	Dog Training	Fiesta Hall	150	Dog Training

Please note that all events are tentatively scheduled and subject to change or cancellation.