



September 3, 2019

The Honorable Doug Ducey  
Governor of Arizona  
1700 W Washington Street  
Phoenix, AZ 85007

Dear Governor Ducey:

The Arizona Exposition and State Fair (AESF), is commissioned as a state agency and by statute to "direct and conduct state fairs, exhibits, contest and entertainments for the purposes of promoting and advancing the pursuits and interest of the several counties and of the state, and of providing sufficient revenue to defray the expenses incurred by the board in conducting such events." That directive has been taken to heart and the AESF has striven to exceed the expectations of meeting that mission. The AESF Board and Staff are proud of the accomplishments, significant economic impact and community benefit that AESF brings to Arizona.

The Arizona Exposition and State Fair is a self-funded agency that receives no money from the state's general fund. In addition to generating revenue for operating and capital improvement of the grounds and facilities, AESF has contributed over \$6 million to the general fund over the past decade. Each year, AESF activity creates 718 jobs, generates \$24.5 million in wages, and \$3.4 million in fiscal impact from employee spending. Impressively, the Arizona Exposition and State Fair's annual economic output is \$92.7 million.

Please find the FY21 Budget Submission for the Arizona Exposition and State Fair enclosed with this letter. The submission includes all Buddies reports, funding issue justifications, revenue forecasting methodologies and an agency organizational chart. Should you have any questions or need additional information, please contact me at 602-257-7120 or by email at [wanell.costello@azstatefair.com](mailto:wanell.costello@azstatefair.com).

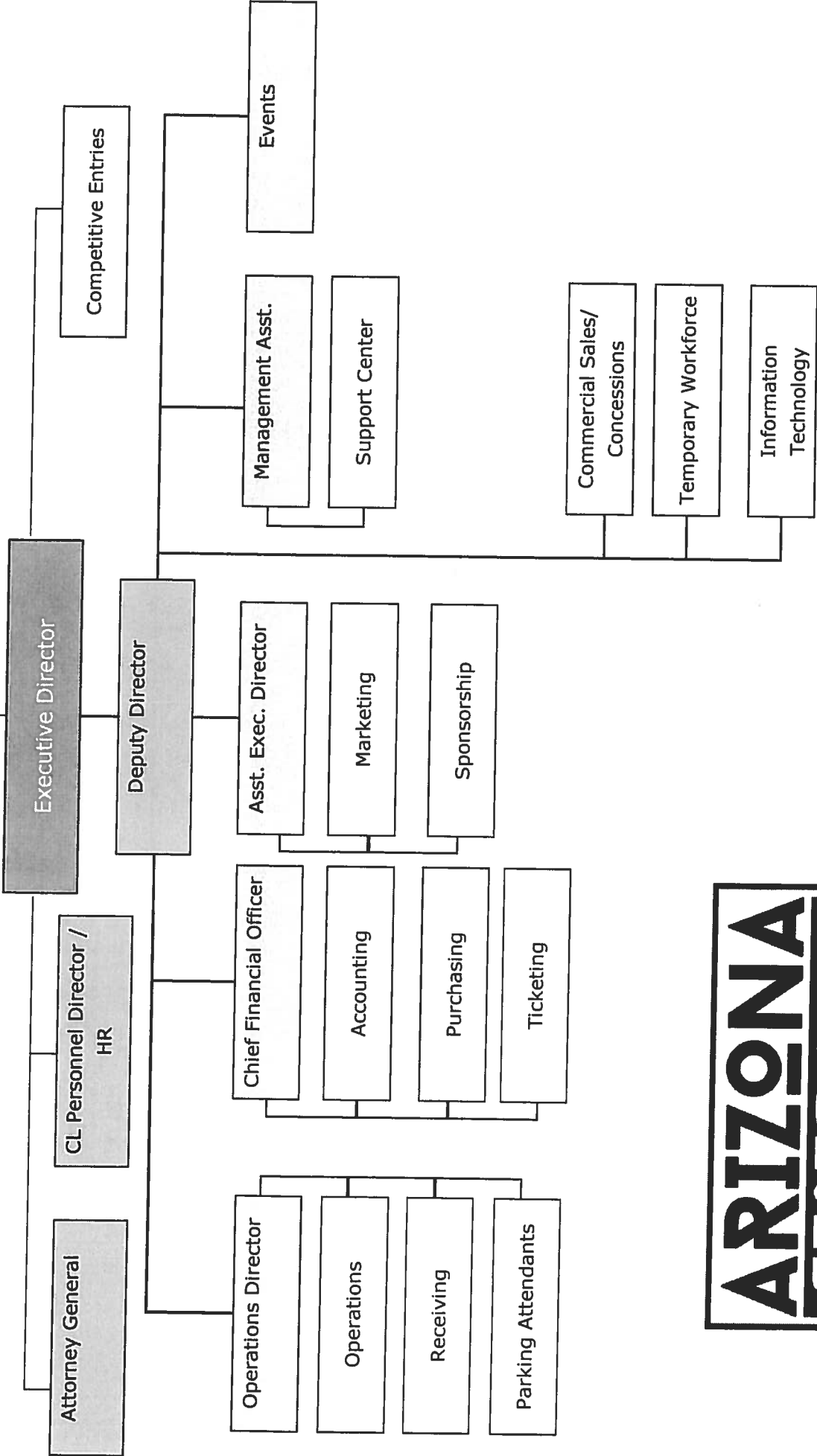
Sincerely,

A handwritten signature in black ink, appearing to read "Wanell Costello".

Wanell Costello  
Executive Director

cc: Sarah Bingham, Budget Analyst

**Board of Directors**



**Organization Chart**



# State of Arizona Budget Request

State Agency

## Arizona Exposition & State Fair

A.R.S. Citation: 3-1001 thru 3-1012, 11-258

### Appropriated Funds

|                                        |                   |                        |                         |
|----------------------------------------|-------------------|------------------------|-------------------------|
|                                        | FY 2020<br>Approp | FY 2021<br>Fund. Issue | FY 2021<br>Total Budget |
| General Fund                           | 13,282.2          | 471.6                  | 13,753.8                |
| Arizona Exposition and State Fair Fund | 0.0               | 0.0                    | 0.0                     |
|                                        | 13,282.2          | 471.6                  | 13,753.8                |

Total Amount Requested:

### Governor DUCEY:

This and the accompanying budget schedules, statements and explanatory information constitute the operating budget request for this agency for Fiscal Year 2021.

To the best of my knowledge all statements and explanations contained in the estimates submitted are true and correct.

Agency Head: **Wanell Costello**

Title: **Executive Director**

  
(signature) 9/3/2018

Phone: **(602) 257-7113**

Prepared By: **James Robinson**

Email Address: **James.Robinson@azstatefair.com**

Date Prepared: **Monday, September 03, 2018**

Total: 13,282.2 471.6 13,753.8

# Revenue Schedule

Agency: Arizona Exposition & State Fair

Fund: CL4001 Arizona Exposition and State Fair Fund

| AFIS Code   | Category of Receipt and Description    | FY 2019  | FY 2020  | FY 2021  |
|-------------|----------------------------------------|----------|----------|----------|
| 4320        | ADMISSION AND ENTRY FEES               | 4,556.9  | 5,320.0  | 5,452.9  |
| 4321        | PARKING                                | 1,050.0  | 1,419.8  | 1,455.3  |
| 4322        | COMMISSIONS                            | 0.0      | 0.0      | 0.0      |
| 4323        | CONCESSIONS                            | 2,184.9  | 2,578.8  | 2,643.3  |
| 4325        | CARNIVAL                               | 2,883.4  | 3,027.6  | 3,103.3  |
| 4326        | COMMERCIAL SPACE                       | 220.4    | 240.4    | 246.4    |
| 4339        | OTHER FEES AND CHARGES FOR SERVICES    | 1,002.6  | 1,027.6  | 1,053.3  |
| 4631        | TREASURERS INTEREST INCOME             | 0.0      | 0.0      | 0.0      |
| 4632        | RENTAL INCOME                          | 652.3    | 793.6    | 813.4    |
| 4636        | COMMISSIONS                            | 40.8     | 41.8     | 42.9     |
| 4641        | NSF CHECKS                             | 0.0      | 0.0      | 0.0      |
| 4699        | MISCELLANEOUS RECEIPTS                 | 6.0      | 6.1      | 6.3      |
| 4825        | CREDIT CARD INCENTIVE REV - CURRENT YR | 0.6      | 0.6      | 0.6      |
| Fund Total: |                                        | 12,597.9 | 14,456.3 | 14,817.7 |

## Sources and Uses of Funds

Agency: **Arizona Exposition & State Fair**

Fund: **CL4001 Arizona Exposition and State Fair Fund**

### Cash Flow Summary

|                                      | Actual<br>FY 2019 | Estimate<br>FY 2020 | Estimate<br>FY 2021 |
|--------------------------------------|-------------------|---------------------|---------------------|
| Balance Forward from Prior Year      | 6,008.7           | 5,071.8             | 5,245.9             |
| Revenue (From Revenue Schedule)      | 12,597.9          | 14,456.3            | 14,817.7            |
| Total Available                      | 18,606.6          | 19,528.1            | 20,063.6            |
| Total Appropriated Disbursements     | 13,534.8          | 14,282.2            | 14,753.8            |
| Total Non-Appropriated Disbursements | 0.0               | 0.0                 | 0.0                 |
| Balance Forward to Next Year         | 5,071.8           | 5,245.9             | 5,309.8             |

### Appropriated Expenditure

| Expenditure Categories                           | Actual<br>FY 2019 | Estimate<br>FY 2020 | Estimate<br>FY 2021 |
|--------------------------------------------------|-------------------|---------------------|---------------------|
| Personal Services                                | 3,732.5           | 4,620.1             | 4,933.9             |
| Employee Related Expenses                        | 979.8             | 1,071.2             | 1,139.0             |
| Prof. And Outside Services                       | 210.9             | 350.4               | 350.4               |
| Travel - In State                                | 2.6               | 2.5                 | 2.5                 |
| Travel - Out of State                            | 8.4               | 10.0                | 10.0                |
| Food                                             | 0.0               | 0.0                 | 0.0                 |
| Aid to Organizations and Individuals             | 2.2               | 0.0                 | 0.0                 |
| Other Operating Expenses                         | 7,076.5           | 7,139.8             | 7,229.8             |
| Equipment                                        | 43.6              | 88.2                | 88.2                |
| Capital Outlay                                   | 291.9             | 0.0                 | 0.0                 |
| Debt Service                                     | 0.0               | 0.0                 | 0.0                 |
| Cost Allocation                                  | 0.0               | 0.0                 | 0.0                 |
| Transfers                                        | (12.8)            | 0.0                 | 0.0                 |
| <b>Expenditure Categories Total:</b>             | <b>12,335.6</b>   | <b>13,282.2</b>     | <b>13,753.8</b>     |
| Non-Lapsing Authority from Prior Years           | 0.0               | 0.0                 | 0.0                 |
| Administrative Adjustments                       | 0.0               | 0.0                 | 0.0                 |
| Capital Projects (Land, Buildings, Improvements) | 1,199.2           | 1,000.0             | 1,000.0             |
| Appropriated 27th Pay Roll                       | 0.0               | 0.0                 | 0.0                 |
| Legislative Fund Transfers                       | 0.0               | 0.0                 | 0.0                 |
| IT Project Transfers                             | 0.0               | 0.0                 | 0.0                 |
| <b>Appropriated Expenditure Total:</b>           | <b>13,534.8</b>   | <b>14,282.2</b>     | <b>14,753.8</b>     |
| <b>Appropriated FTE:</b>                         | <b>184.0</b>      | <b>184.0</b>        | <b>184.0</b>        |

### Fund Description

OSPB: Revenue is generated by proceeds from the State Fair and other events at the fair grounds and the revenue is used to hold the Arizona State Fair and all interim events.

# Funding Issues List

Agency: Arizona Exposition & State Fair

FY 2021

| Priority                | Funding Issue Title                | Total FTE | Total Amount | General Fund | Other Aprop. Funds | Non-App Funds |
|-------------------------|------------------------------------|-----------|--------------|--------------|--------------------|---------------|
| 1                       | Phoenix Mercury - Incremental Cost | 0.0       | 254.3        | 0.0          | 254.3              | 0.0           |
| 2                       | Minimum Wage Increase              | 0.0       | 217.3        | 0.0          | 217.3              | 0.0           |
| Total:                  |                                    | 0.0       | 471.6        | 0.0          | 471.6              | 0.0           |
| Decision Package Total: |                                    | 0.0       | 471.6        | 0.0          | 471.6              | 0.0           |

## Funding Issue Detail

Agency: Arizona Exposition & State Fair

Issue: 1 Phoenix Mercury - Incremental Cost

Program: Interim Events  
Fund: CL4001-A Arizona Exposition and State Fair Fund (Appropriated)

Calculated ERE: \$35.50  
Uniform Allowance: \$0.00

| Expenditure Categories                     | FY 2021      |
|--------------------------------------------|--------------|
| FTE                                        | 0.0          |
| Personal Services                          | 140.4        |
| Employee Related Expenses                  | 23.9         |
| <b>Subtotal Personal Services and ERE:</b> | <b>164.3</b> |
| Professional & Outside Services            | 0.0          |
| Travel In-State                            | 0.0          |
| Travel Out-of-State                        | 0.0          |
| Food                                       | 0.0          |
| Aid to Organizations & Individuals         | 0.0          |
| Other Operating Expenditures               | 90.0         |
| Equipment                                  | 0.0          |
| Capital Outlay                             | 0.0          |
| Debt Services                              | 0.0          |
| Cost Allocation                            | 0.0          |
| Transfers                                  | 0.0          |
| <b>Program / Fund Total:</b>               | <b>254.3</b> |

Issue: 2 Minimum Wage Increase

Program: Interim Events  
Fund: CL4001-A Arizona Exposition and State Fair Fund (Appropriated)

Calculated ERE: \$13.00  
Uniform Allowance: \$0.00

| Expenditure Categories                     | FY 2021     |
|--------------------------------------------|-------------|
| FTE                                        | 0.0         |
| Personal Services                          | 51.3        |
| Employee Related Expenses                  | 13.0        |
| <b>Subtotal Personal Services and ERE:</b> | <b>64.3</b> |
| Professional & Outside Services            | 0.0         |
| Travel In-State                            | 0.0         |
| Travel Out-of-State                        | 0.0         |
| Food                                       | 0.0         |
| Aid to Organizations & Individuals         | 0.0         |
| Other Operating Expenditures               | 0.0         |
| Equipment                                  | 0.0         |
| Capital Outlay                             | 0.0         |
| Debt Services                              | 0.0         |
| Cost Allocation                            | 0.0         |
| Transfers                                  | 0.0         |
| <b>Program / Fund Total:</b>               | <b>64.3</b> |

## Funding Issue Detail

Agency: Arizona Exposition & State Fair

Issue: 2 Minimum Wage Increase

Program: State Fair Operations

Fund: CL4001-A Arizona Exposition and State Fair Fund (Appropriated)

Calculated ERE: \$30.80

Uniform Allowance: \$0.00

| Expenditure Categories                     | FY 2021 |
|--------------------------------------------|---------|
| FTE                                        | 0.0     |
| Personal Services                          | 122.1   |
| Employee Related Expenses                  | 30.9    |
| <b>Subtotal Personal Services and ERE:</b> | 153.0   |
| Professional & Outside Services            | 0.0     |
| Travel In-State                            | 0.0     |
| Travel Out-of-State                        | 0.0     |
| Food                                       | 0.0     |
| Aid to Organizations & Individuals         | 0.0     |
| Other Operating Expenditures               | 0.0     |
| Equipment                                  | 0.0     |
| Capital Outlay                             | 0.0     |
| Debt Services                              | 0.0     |
| Cost Allocation                            | 0.0     |
| Transfers                                  | 0.0     |
| <b>Program / Fund Total:</b>               | 153.0   |

# Summary of Expenditure and Budget Request for Selected Funds

Agency: Arizona Exposition & State Fair  
Fund: AA1000 General Fund (Appropriated)

| Cost Center/Program:                 | FY 2019<br>Actual | FY 2020<br>Expd. Plan | FY 2021<br>Fund. Issue | FY 2021<br>Total Request |
|--------------------------------------|-------------------|-----------------------|------------------------|--------------------------|
|                                      |                   |                       |                        |                          |
| 2 State Fair Operations              | 0.0               | 0.0                   | 0.0                    | 0.0                      |
|                                      | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| <b>Expenditure Categories</b>        |                   |                       |                        |                          |
| Personal Services                    | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Employee Related Expenses            | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Professional and Outside Services    | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Travel In-State                      | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Travel Out of State                  | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Food                                 | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Aid to Organizations and Individuals | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Other Operating Expenses             | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Equipment                            | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Capital Outlay                       | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Debt Service                         | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Cost Allocation                      | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Transfers                            | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| <b>Expenditure Categories Total:</b> | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| <b>Fund Total:</b>                   | 0.0               | 0.0                   | 0.0                    | 0.0                      |

# Summary of Expenditure and Budget Request for Selected Funds

Agency: Arizona Exposition & State Fair

Fund: CL4001 Arizona Exposition and State Fair Fund (Appropriated)

|                        |                                      | FY 2019  | FY 2020    | FY 2021     | FY 2021       |
|------------------------|--------------------------------------|----------|------------|-------------|---------------|
|                        |                                      | Actual   | Expd. Plan | Fund. Issue | Total Request |
| Cost Center/Program:   |                                      |          |            |             |               |
| 1                      | Interim Events                       | 5,217.3  | 4,871.2    | 318.6       | 5,189.8       |
| 2                      | State Fair Operations                | 7,118.3  | 8,411.0    | 153.0       | 8,564.0       |
|                        |                                      | 12,335.6 | 13,282.2   | 471.6       | 13,753.8      |
| Expenditure Categories |                                      |          |            |             |               |
|                        | FTE                                  | 184.0    | 184.0      | 0.0         | 184.0         |
|                        | Personal Services                    | 3,732.5  | 4,620.1    | 313.8       | 4,933.9       |
|                        | Employee Related Expenses            | 979.8    | 1,071.2    | 67.8        | 1,139.0       |
|                        | Professional and Outside Services    | 210.9    | 350.4      | 0.0         | 350.4         |
|                        | Travel In-State                      | 2.6      | 2.5        | 0.0         | 2.5           |
|                        | Travel Out of State                  | 8.4      | 10.0       | 0.0         | 10.0          |
|                        | Food                                 | 0.0      | 0.0        | 0.0         | 0.0           |
|                        | Aid to Organizations and Individuals | 2.2      | 0.0        | 0.0         | 0.0           |
|                        | Other Operating Expenses             | 7,076.5  | 7,139.8    | 90.0        | 7,229.8       |
|                        | Equipment                            | 43.6     | 88.2       | 0.0         | 88.2          |
|                        | Capital Outlay                       | 291.9    | 0.0        | 0.0         | 0.0           |
|                        | Debt Service                         | 0.0      | 0.0        | 0.0         | 0.0           |
|                        | Cost Allocation                      | 0.0      | 0.0        | 0.0         | 0.0           |
|                        | Transfers                            | (12.8)   | 0.0        | 0.0         | 0.0           |
|                        | Expenditure Categories Total:        | 12,335.6 | 13,282.2   | 471.6       | 13,753.8      |
|                        | Fund Total:                          | 12,335.6 | 13,282.2   | 471.6       | 13,753.8      |

# Summary of Expenditure and Budget Request for Selected Funds

Agency: Arizona Exposition & State Fair

Fund: CL4001 Arizona Exposition and State Fair Fund (Appropriated)

|                                 | FY 2019<br>Actual | FY 2020<br>Expd. Plan | FY 2021<br>Fund. Issue | FY 2021<br>Total Request |
|---------------------------------|-------------------|-----------------------|------------------------|--------------------------|
| Agency Total for Selected Funds | 12,335.6          | 13,282.2              | 471.6                  | 13,753.8                 |

# Program Summary of Expenditures and Budget Request

Agency: Arizona Exposition & State Fair  
Program: Interim Events

| Program Summary               |                                                       | FY 2019 | FY 2020    | FY 2021     | FY 2021       |
|-------------------------------|-------------------------------------------------------|---------|------------|-------------|---------------|
|                               |                                                       | Actual  | Expd. Plan | Fund. Issue | Total Request |
| 1-1                           | Interim Events                                        | 5,217.3 | 4,871.2    | 318.6       | 5,189.8       |
| Program Summary Total:        |                                                       | 5,217.3 | 4,871.2    | 318.6       | 5,189.8       |
| Expenditure Categories        |                                                       |         |            |             |               |
| 0000                          | FTE Positions                                         | 71.2    | 71.2       | 0.0         | 71.2          |
| 6000                          | Personal Services                                     | 2,406.5 | 2,400.8    | 191.7       | 2,592.5       |
| 6100                          | Employee Related Expenses                             | 729.5   | 701.0      | 36.9        | 737.9         |
| 6200                          | Professional and Outside Services                     | 105.2   | 49.4       | 0.0         | 49.4          |
| 6500                          | Travel In-State                                       | 1.5     | 2.1        | 0.0         | 2.1           |
| 6600                          | Travel Out of State                                   | 4.1     | 5.0        | 0.0         | 5.0           |
| 6700                          | Food                                                  | 0.0     | 0.0        | 0.0         | 0.0           |
| 6800                          | Aid to Organizations and Individuals                  | 2.2     | 0.0        | 0.0         | 0.0           |
| 7000                          | Other Operating Expenses                              | 1,652.2 | 1,646.6    | 90.0        | 1,736.6       |
| 8000                          | Equipment                                             | 37.0    | 66.3       | 0.0         | 66.3          |
| 8100                          | Capital Outlay                                        | 291.9   | 0.0        | 0.0         | 0.0           |
| 8600                          | Debt Service                                          | 0.0     | 0.0        | 0.0         | 0.0           |
| 9000                          | Cost Allocation                                       | 0.0     | 0.0        | 0.0         | 0.0           |
| 9100                          | Transfers                                             | (12.8)  | 0.0        | 0.0         | 0.0           |
| Expenditure Categories Total: |                                                       | 5,217.3 | 4,871.2    | 318.6       | 5,189.8       |
| Fund Source                   |                                                       |         |            |             |               |
| Appropriated Funds            |                                                       |         |            |             |               |
| CL4001-A                      | Arizona Exposition and State Fair Fund (Appropriated) | 5,217.3 | 4,871.2    | 318.6       | 5,189.8       |
| Fund Source Total:            |                                                       | 5,217.3 | 4,871.2    | 318.6       | 5,189.8       |

# Program Summary of Expenditures and Budget Request

Agency: Arizona Exposition & State Fair  
 Program: State Fair Operations

| Program Summary               |                                                       | FY 2019<br>Actual | FY 2020<br>Expd. Plan | FY 2021<br>Fund. Issue | FY 2021<br>Total Request |
|-------------------------------|-------------------------------------------------------|-------------------|-----------------------|------------------------|--------------------------|
| 2-1                           | State Fair Operations                                 | 7,118.3           | 8,411.0               | 153.0                  | 8,564.0                  |
| Program Summary Total:        |                                                       | 7,118.3           | 8,411.0               | 153.0                  | 8,564.0                  |
| Expenditure Categories        |                                                       |                   |                       |                        |                          |
| 0000                          | FTE Positions                                         | 112.8             | 112.8                 | 0.0                    | 112.8                    |
| 6000                          | Personal Services                                     | 1,326.0           | 2,219.3               | 122.1                  | 2,341.4                  |
| 6100                          | Employee Related Expenses                             | 250.3             | 370.2                 | 30.9                   | 401.1                    |
| 6200                          | Professional and Outside Services                     | 105.7             | 301.0                 | 0.0                    | 301.0                    |
| 6500                          | Travel In-State                                       | 1.1               | 0.4                   | 0.0                    | 0.4                      |
| 6600                          | Travel Out of State                                   | 4.3               | 5.0                   | 0.0                    | 5.0                      |
| 6700                          | Food                                                  | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| 6800                          | Aid to Organizations and Individuals                  | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| 7000                          | Other Operating Expenses                              | 5,424.3           | 5,493.2               | 0.0                    | 5,493.2                  |
| 8000                          | Equipment                                             | 6.6               | 21.9                  | 0.0                    | 21.9                     |
| 8100                          | Capital Outlay                                        | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| 8600                          | Debt Service                                          | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| 9000                          | Cost Allocation                                       | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| 9100                          | Transfers                                             | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| Expenditure Categories Total: |                                                       | 7,118.3           | 8,411.0               | 153.0                  | 8,564.0                  |
| Fund Source                   |                                                       |                   |                       |                        |                          |
| Appropriated Funds            |                                                       |                   |                       |                        |                          |
| AA1000-A                      | General Fund (Appropriated)                           | 0.0               | 0.0                   | 0.0                    | 0.0                      |
| CL4001-A                      | Arizona Exposition and State Fair Fund (Appropriated) | 7,118.3           | 8,411.0               | 153.0                  | 8,564.0                  |
| Fund Source Total:            |                                                       | 7,118.3           | 8,411.0               | 153.0                  | 8,564.0                  |

# Program Group Summary of Expenditures and Budget Request for Selected Funds

Agency: Arizona Exposition & State Fair  
Program: Interim Events

| FY 2019 | FY 2020    | FY 2021     | FY 2021       |
|---------|------------|-------------|---------------|
| Actual  | Expd. Plan | Fund. Issue | Total Request |

Fund: CL4001-A Arizona Exposition and State Fair Fund (Appropriated)

## Program Expenditures

COST CENTER/PROGRAM BUDGET UNIT

|                    |                |                |              |                |
|--------------------|----------------|----------------|--------------|----------------|
| 1-1 Interim Events | 5,217.3        | 4,871.2        | 318.6        | 5,189.8        |
| <b>Total</b>       | <b>5,217.3</b> | <b>4,871.2</b> | <b>318.6</b> | <b>5,189.8</b> |

## Appropriated Funding

### Expenditure Categories

|                                      |         |         |       |         |
|--------------------------------------|---------|---------|-------|---------|
| FTE Positions                        | 71.2    | 71.2    | 0.0   | 71.2    |
| Personal Services                    | 2,406.5 | 2,400.8 | 191.7 | 2,592.5 |
| Employee Related Expenses            | 729.5   | 701.0   | 36.9  | 737.9   |
| Professional and Outside Services    | 105.2   | 49.4    | 0.0   | 49.4    |
| Travel In-State                      | 1.5     | 2.1     | 0.0   | 2.1     |
| Travel Out of State                  | 4.1     | 5.0     | 0.0   | 5.0     |
| Food                                 | 0.0     | 0.0     | 0.0   | 0.0     |
| Aid to Organizations and Individuals | 2.2     | 0.0     | 0.0   | 0.0     |
| Other Operating Expenses             | 1,652.2 | 1,646.6 | 90.0  | 1,736.6 |
| Equipment                            | 37.0    | 66.3    | 0.0   | 66.3    |
| Capital Outlay                       | 291.9   | 0.0     | 0.0   | 0.0     |
| Debt Service                         | 0.0     | 0.0     | 0.0   | 0.0     |
| Cost Allocation                      | 0.0     | 0.0     | 0.0   | 0.0     |
| Transfers                            | (12.8)  | 0.0     | 0.0   | 0.0     |

### Expenditure Categories Total:

Fund CL4001-A Total:

Program 1 Total:

|                |                |              |                |
|----------------|----------------|--------------|----------------|
| 5,217.3        | 4,871.2        | 318.6        | 5,189.8        |
| <b>5,217.3</b> | <b>4,871.2</b> | <b>318.6</b> | <b>5,189.8</b> |
| <b>5,217.3</b> | <b>4,871.2</b> | <b>318.6</b> | <b>5,189.8</b> |

# Program Group Summary of Expenditures and Budget Request for Selected Funds

Agency: Arizona Exposition & State Fair  
Program: State Fair Operations

|  | FY 2019<br>Actual | FY 2020<br>Expd. Plan | FY 2021<br>Fund. Issue | FY 2021<br>Total Request |
|--|-------------------|-----------------------|------------------------|--------------------------|
|--|-------------------|-----------------------|------------------------|--------------------------|

Fund: CL4001-A Arizona Exposition and State Fair Fund (Appropriated)

## Program Expenditures

### COST CENTER/PROGRAM BUDGET UNIT

|                           |                |                |              |                |
|---------------------------|----------------|----------------|--------------|----------------|
| 2-1 State Fair Operations | 7,118.3        | 8,411.0        | 153.0        | 8,564.0        |
| <b>Total</b>              | <b>7,118.3</b> | <b>8,411.0</b> | <b>153.0</b> | <b>8,564.0</b> |

## Appropriated Funding

### Expenditure Categories

|                                      |         |         |       |         |
|--------------------------------------|---------|---------|-------|---------|
| FTE Positions                        | 112.8   | 112.8   | 0.0   | 112.8   |
| Personal Services                    | 1,326.0 | 2,219.3 | 122.1 | 2,341.4 |
| Employee Related Expenses            | 250.3   | 370.2   | 30.9  | 401.1   |
| Professional and Outside Services    | 105.7   | 301.0   | 0.0   | 301.0   |
| Travel In-State                      | 1.1     | 0.4     | 0.0   | 0.4     |
| Travel Out of State                  | 4.3     | 5.0     | 0.0   | 5.0     |
| Food                                 | 0.0     | 0.0     | 0.0   | 0.0     |
| Aid to Organizations and Individuals | 0.0     | 0.0     | 0.0   | 0.0     |
| Other Operating Expenses             | 5,424.3 | 5,493.2 | 0.0   | 5,493.2 |
| Equipment                            | 6.6     | 21.9    | 0.0   | 21.9    |
| Capital Outlay                       | 0.0     | 0.0     | 0.0   | 0.0     |
| Debt Service                         | 0.0     | 0.0     | 0.0   | 0.0     |
| Cost Allocation                      | 0.0     | 0.0     | 0.0   | 0.0     |
| Transfers                            | 0.0     | 0.0     | 0.0   | 0.0     |

### Expenditure Categories Total:

|  |         |         |       |         |
|--|---------|---------|-------|---------|
|  | 7,118.3 | 8,411.0 | 153.0 | 8,564.0 |
|--|---------|---------|-------|---------|

### Fund CL4001-A Total:

|  |         |         |       |         |
|--|---------|---------|-------|---------|
|  | 7,118.3 | 8,411.0 | 153.0 | 8,564.0 |
|--|---------|---------|-------|---------|

### Program 2 Total:

|  |         |         |       |         |
|--|---------|---------|-------|---------|
|  | 7,118.3 | 8,411.0 | 153.0 | 8,564.0 |
|--|---------|---------|-------|---------|

# Program Budget Unit Summary of Expenditures and Budget Request for All Funds

Agency: Arizona Exposition & State Fair  
Program: Interim Events

| Expenditure Categories |                                      | FY 2019 | FY 2020    | FY 2021     | FY 2021       |
|------------------------|--------------------------------------|---------|------------|-------------|---------------|
|                        |                                      | Actual  | Expd. Plan | Fund. Issue | Total Request |
| 0000                   | FTE                                  | 71.2    | 71.2       | 0.0         | 71.2          |
| 6000                   | Personal Services                    | 2,406.5 | 2,400.8    | 191.7       | 2,592.5       |
| 6100                   | Employee Related Expenses            | 729.5   | 701.0      | 36.9        | 737.9         |
| 6200                   | Professional and Outside Services    | 105.2   | 49.4       | 0.0         | 49.4          |
| 6500                   | Travel In-State                      | 1.5     | 2.1        | 0.0         | 2.1           |
| 6600                   | Travel Out of State                  | 4.1     | 5.0        | 0.0         | 5.0           |
| 6700                   | Food                                 | 0.0     | 0.0        | 0.0         | 0.0           |
| 6800                   | Aid to Organizations and Individuals | 2.2     | 0.0        | 0.0         | 0.0           |
| 7000                   | Other Operating Expenses             | 1,652.2 | 1,646.6    | 90.0        | 1,736.6       |
| 8000                   | Equipment                            | 37.0    | 66.3       | 0.0         | 66.3          |
| 8100                   | Capital Outlay                       | 291.9   | 0.0        | 0.0         | 0.0           |
| 8600                   | Debt Service                         | 0.0     | 0.0        | 0.0         | 0.0           |
| 9000                   | Cost Allocation                      | 0.0     | 0.0        | 0.0         | 0.0           |
| 9100                   | Transfers                            | (12.8)  | 0.0        | 0.0         | 0.0           |

Expenditure Categories Total:

5,217.3 4,871.2 318.6 5,189.8

Fund Source

## Appropriated Funds

CL4001-A Arizona Exposition and State Fair Fund (Appropriation)

5,217.3 4,871.2 318.6 5,189.8

Fund Source Total:

5,217.3 4,871.2 318.6 5,189.8

# Program Budget Unit Summary of Expenditures and Budget Request for All Funds

Agency: Arizona Exposition & State Fair  
Program: State Fair Operations

| Expenditure Categories |                                      | FY 2019 | FY 2020    | FY 2021     | FY 2021       |
|------------------------|--------------------------------------|---------|------------|-------------|---------------|
|                        |                                      | Actual  | Expd. Plan | Fund. Issue | Total Request |
| 0000                   | FTE                                  | 112.8   | 112.8      | 0.0         | 112.8         |
| 6000                   | Personal Services                    | 1,326.0 | 2,219.3    | 122.1       | 2,341.4       |
| 6100                   | Employee Related Expenses            | 250.3   | 370.2      | 30.9        | 401.1         |
| 6200                   | Professional and Outside Services    | 105.7   | 301.0      | 0.0         | 301.0         |
| 6500                   | Travel In-State                      | 1.1     | 0.4        | 0.0         | 0.4           |
| 6600                   | Travel Out of State                  | 4.3     | 5.0        | 0.0         | 5.0           |
| 6700                   | Food                                 | 0.0     | 0.0        | 0.0         | 0.0           |
| 6800                   | Aid to Organizations and Individuals | 0.0     | 0.0        | 0.0         | 0.0           |
| 7000                   | Other Operating Expenses             | 5,424.3 | 5,493.2    | 0.0         | 5,493.2       |
| 8000                   | Equipment                            | 6.6     | 21.9       | 0.0         | 21.9          |
| 8100                   | Capital Outlay                       | 0.0     | 0.0        | 0.0         | 0.0           |
| 8600                   | Debt Service                         | 0.0     | 0.0        | 0.0         | 0.0           |
| 9000                   | Cost Allocation                      | 0.0     | 0.0        | 0.0         | 0.0           |
| 9100                   | Transfers                            | 0.0     | 0.0        | 0.0         | 0.0           |

Expenditure Categories Total:

7,118.3 8,411.0 153.0 8,564.0

Fund Source

## Appropriated Funds

|                    |                                                       |         |         |       |         |
|--------------------|-------------------------------------------------------|---------|---------|-------|---------|
| AA1000-A           | General Fund (Appropriated)                           | 0.0     | 0.0     | 0.0   | 0.0     |
| CL4001-A           | Arizona Exposition and State Fair Fund (Appropriated) | 7,118.3 | 8,411.0 | 153.0 | 8,564.0 |
| Fund Source Total: |                                                       | 7,118.3 | 8,411.0 | 153.0 | 8,564.0 |

# Program Budget Unit Summary of Expenditures and Budget Request for Selected Funds

| Agency:                           |                                                 | Arizona Exposition & State Fair |            |             |  |         |               |
|-----------------------------------|-------------------------------------------------|---------------------------------|------------|-------------|--|---------|---------------|
| Program:                          | Interim Events                                  | FY 2019                         |            |             |  | FY 2021 | Total Request |
|                                   |                                                 | Actual                          | Expd. Plan | Fund. Issue |  |         |               |
| Fund:                             | CL4001-A Arizona Exposition and State Fair Fund |                                 |            |             |  |         |               |
| Appropriated                      |                                                 |                                 |            |             |  |         |               |
| 0000                              | FTE                                             | 71.2                            | 71.2       | 0.0         |  | 71.2    |               |
| 6000                              | Personal Services                               | 2,406.5                         | 2,400.8    | 191.7       |  | 2,592.5 |               |
| 6100                              | Employee Related Expenses                       | 729.5                           | 701.0      | 36.9        |  | 737.9   |               |
| 6200                              | Professional and Outside Services               | 105.2                           | 49.4       | 0.0         |  | 49.4    |               |
| 6500                              | Travel In-State                                 | 1.5                             | 2.1        | 0.0         |  | 2.1     |               |
| 6600                              | Travel Out of State                             | 4.1                             | 5.0        | 0.0         |  | 5.0     |               |
| 6700                              | Food                                            | 0.0                             | 0.0        | 0.0         |  | 0.0     |               |
| 6800                              | Aid to Organizations and Individuals            | 2.2                             | 0.0        | 0.0         |  | 0.0     |               |
| 7000                              | Other Operating Expenses                        | 1,652.2                         | 1,646.6    | 90.0        |  | 1,736.6 |               |
| 8000                              | Equipment                                       | 37.0                            | 66.3       | 0.0         |  | 66.3    |               |
| 8100                              | Capital Outlay                                  | 291.9                           | 0.0        | 0.0         |  | 0.0     |               |
| 8600                              | Debt Service                                    | 0.0                             | 0.0        | 0.0         |  | 0.0     |               |
| 9000                              | Cost Allocation                                 | 0.0                             | 0.0        | 0.0         |  | 0.0     |               |
| 9100                              | Transfers                                       | (12.8)                          | 0.0        | 0.0         |  | 0.0     |               |
| Appropriated Total:               |                                                 | 5,217.3                         | 4,871.2    | 318.6       |  | 5,189.8 |               |
| Fund Total:                       |                                                 | 5,217.3                         | 4,871.2    | 318.6       |  | 5,189.8 |               |
| Program Total For Selected Funds: |                                                 | 5,217.3                         | 4,871.2    | 318.6       |  | 5,189.8 |               |

# Program Budget Unit Summary of Expenditures and Budget Request for Selected Funds

|                                   |                                      |                                                 |                       |                        |                          |
|-----------------------------------|--------------------------------------|-------------------------------------------------|-----------------------|------------------------|--------------------------|
| Agency:                           |                                      | Arizona Exposition & State Fair                 |                       |                        |                          |
| Program:                          |                                      | State Fair Operations                           |                       |                        |                          |
| Fund:                             |                                      | CL4001-A Arizona Exposition and State Fair Fund |                       |                        |                          |
|                                   |                                      | Appropriated                                    |                       |                        |                          |
|                                   |                                      | FY 2019<br>Actual                               | FY 2020<br>Expd. Plan | FY 2021<br>Fund. Issue | FY 2021<br>Total Request |
| 0000                              | FTE                                  | 112.8                                           | 112.8                 | 0.0                    | 112.8                    |
| 6000                              | Personal Services                    | 1,326.0                                         | 2,219.3               | 122.1                  | 2,341.4                  |
| 6100                              | Employee Related Expenses            | 250.3                                           | 370.2                 | 30.9                   | 401.1                    |
| 6200                              | Professional and Outside Services    | 105.7                                           | 301.0                 | 0.0                    | 301.0                    |
| 6500                              | Travel In-State                      | 1.1                                             | 0.4                   | 0.0                    | 0.4                      |
| 6600                              | Travel Out of State                  | 4.3                                             | 5.0                   | 0.0                    | 5.0                      |
| 6700                              | Food                                 | 0.0                                             | 0.0                   | 0.0                    | 0.0                      |
| 6800                              | Aid to Organizations and Individuals | 0.0                                             | 0.0                   | 0.0                    | 0.0                      |
| 7000                              | Other Operating Expenses             | 5,424.3                                         | 5,493.2               | 0.0                    | 5,493.2                  |
| 8000                              | Equipment                            | 6.6                                             | 21.9                  | 0.0                    | 21.9                     |
| 8100                              | Capital Outlay                       | 0.0                                             | 0.0                   | 0.0                    | 0.0                      |
| 8600                              | Debt Service                         | 0.0                                             | 0.0                   | 0.0                    | 0.0                      |
| 9000                              | Cost Allocation                      | 0.0                                             | 0.0                   | 0.0                    | 0.0                      |
| 9100                              | Transfers                            | 0.0                                             | 0.0                   | 0.0                    | 0.0                      |
| Appropriated Total:               |                                      | 7,118.3                                         | 8,411.0               | 153.0                  | 8,564.0                  |
| Fund Total:                       |                                      | 7,118.3                                         | 8,411.0               | 153.0                  | 8,564.0                  |
| Program Total For Selected Funds: |                                      | 7,118.3                                         | 8,411.0               | 153.0                  | 8,564.0                  |

# Program Expenditure Schedule

|                 |                                            |
|-----------------|--------------------------------------------|
| <b>Agency:</b>  | <b>Arizona Exposition &amp; State Fair</b> |
| <b>Program:</b> | <b>Interim Events</b>                      |

|                                                                | <b>FY 2019<br/>Actual</b> | <b>FY 2020<br/>Expd. Plan</b> |
|----------------------------------------------------------------|---------------------------|-------------------------------|
| FTE                                                            | 71.2                      | 71.2                          |
| <b>Expenditure Category Total</b>                              | <b>71.2</b>               | <b>71.2</b>                   |
| <b>Appropriated</b>                                            |                           |                               |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 71.2                      | 71.2                          |
| <b>Fund Source Total</b>                                       | <b>71.2</b>               | <b>71.2</b>                   |
| Personal Services                                              | 2,406.5                   | 2,400.8                       |
| Boards and Commissions                                         | 0.0                       | 0.0                           |
| <b>Expenditure Category Total</b>                              | <b>2,406.5</b>            | <b>2,400.8</b>                |
| <b>Appropriated</b>                                            |                           |                               |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 2,406.5                   | 2,400.8                       |
| <b>Fund Source Total</b>                                       | <b>2,406.5</b>            | <b>2,400.8</b>                |
| Employee Related Expenses                                      | 729.5                     | 701.0                         |
| <b>Expenditure Category Total</b>                              | <b>729.5</b>              | <b>701.0</b>                  |
| <b>Appropriated</b>                                            |                           |                               |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 729.5                     | 701.0                         |
| <b>Fund Source Total</b>                                       | <b>729.5</b>              | <b>701.0</b>                  |
| Professional and Outside Services                              |                           | 49.4                          |
| External Prof/Outside Serv Budg And Appn                       | 0.0                       |                               |
| External Investment Services                                   | 0.0                       |                               |
| Other External Financial Services                              | 0.0                       |                               |
| Attorney General Legal Services                                | 57.4                      |                               |
| External Legal Services                                        | 0.0                       |                               |
| External Engineer/Architect Cost - Exp                         | 9.4                       |                               |
| External Engineer/Architect Cost- Cap                          | 0.0                       |                               |
| Other Design                                                   | 0.0                       |                               |
| Temporary Agency Services                                      | 27.7                      |                               |
| Hospital Services                                              | 0.0                       |                               |
| Other Medical Services                                         | 0.4                       |                               |
| Institutional Care                                             | 0.0                       |                               |
| Education And Training                                         | 0.0                       |                               |
| Vendor Travel                                                  | 0.0                       |                               |
| Professional & Outside Services Excluded from Cost Alloca      | 0.0                       |                               |
| Vendor Travel - Non Reportable                                 | 0.0                       |                               |
| External Telecom Consulting Services                           | 0.0                       |                               |
| Costs related to those in custody of the State                 | 0.0                       |                               |
| Non - Confidential Specialist Fees                             | 0.0                       |                               |
| Confidential Specialist Fees                                   | 0.0                       |                               |
| Outside Actuarial Costs                                        | 0.0                       |                               |
| Other Professional And Outside Services                        | 10.3                      |                               |

# Program Expenditure Schedule

|          |                                 |
|----------|---------------------------------|
| Agency:  | Arizona Exposition & State Fair |
| Program: | Interim Events                  |

|                                                                | FY 2019<br>Actual | FY 2020<br>Expd. Plan |
|----------------------------------------------------------------|-------------------|-----------------------|
| <b>Expenditure Category Total</b>                              | <b>105.2</b>      | <b>49.4</b>           |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 105.2             | 49.4                  |
| <b>Fund Source Total</b>                                       | <b>105.2</b>      | <b>49.4</b>           |
| Travel In-State                                                | 1.5               | 2.1                   |
| <b>Expenditure Category Total</b>                              | <b>1.5</b>        | <b>2.1</b>            |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 1.5               | 2.1                   |
| <b>Fund Source Total</b>                                       | <b>1.5</b>        | <b>2.1</b>            |
| Travel Out of State                                            | 4.1               | 5.0                   |
| <b>Expenditure Category Total</b>                              | <b>4.1</b>        | <b>5.0</b>            |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 4.1               | 5.0                   |
| <b>Fund Source Total</b>                                       | <b>4.1</b>        | <b>5.0</b>            |
| Food                                                           | 0.0               | 0.0                   |
| <b>Expenditure Category Total</b>                              | <b>0.0</b>        | <b>0.0</b>            |
| Aid to Organizations and Individuals                           | 2.2               | 0.0                   |
| <b>Expenditure Category Total</b>                              | <b>2.2</b>        | <b>0.0</b>            |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 2.2               | 0.0                   |
| <b>Fund Source Total</b>                                       | <b>2.2</b>        | <b>0.0</b>            |
| Other Operating Expenses                                       |                   | 1,646.6               |
| Other Operating Expenditures Budg Approp                       | 0.0               |                       |
| Other Operating Expenditures Excluded from Cost Allocati       | 0.0               |                       |
| Risk Management Charges To State Agency                        | 137.9             |                       |
| Risk Management Deductible - Indemnity                         | 0.0               |                       |
| Risk Management Deductible - Legal                             | 0.0               |                       |
| Risk Management Deductible - Medical                           | 0.0               |                       |
| Risk Management Deductible - Other                             | 0.0               |                       |
| Gen Liab- Non Physical-Taxable- Self Ins                       | 0.0               |                       |
| Gross Proceeds Payments To Attorneys                           | 0.0               |                       |
| General Liability- Non-Taxable- Self Ins                       | 0.0               |                       |
| Medical Malpractice - Self-Insured                             | 0.0               |                       |
| Automobile Liability - Self Insured                            | 0.0               |                       |
| General Property Damage - Self- Insured                        | 0.0               |                       |
| Automobile Physical Damage-Self Insured                        | 0.0               |                       |
| Liability Insurance Premiums                                   | 0.0               |                       |
| Property Insurance Premiums                                    | 0.0               |                       |
| Workers Compensation Benefit Payments                          | 0.0               |                       |
| Self Insurance - Administrative Fees                           | 0.0               |                       |
| Self Insurance - Premiums                                      | 0.0               |                       |

## Program Expenditure Schedule

Agency: Arizona Exposition & State Fair

Program: Interim Events

|                                          | FY 2019<br>Actual | FY 2020<br>Expd. Plan |
|------------------------------------------|-------------------|-----------------------|
| Self Insurance - Claim Payments          | 0.0               |                       |
| Self Insurance - Pharmacy Claims         | 0.0               |                       |
| Premium Tax On Altcs                     | 0.0               |                       |
| Other Insurance-Related Charges          | 0.0               |                       |
| Internal Service Data Processing         | 5.7               |                       |
| Internal Service Data Proc- Pc/Lan       | 0.0               |                       |
| External Programming-Mainframe/Legacy    | 0.0               |                       |
| External Programming- Pc/Lan/Serv/Web    | 0.0               |                       |
| External Data Entry                      | 0.0               |                       |
| Othr External Data Proc-Mainframe/Legacy | 0.0               |                       |
| Othr External Data Proc-Pc/Lan/Serv/Web  | 0.0               |                       |
| Pmt for AFIS Development & Usage         | 3.3               |                       |
| Internal Service Telecommunications      | 0.0               |                       |
| External Telecom Long Distance-In-State  | 44.7              |                       |
| External Telecom Long Distance-Out-State | 0.0               |                       |
| Other External Telecommunication Service | 0.0               |                       |
| Electricity                              | 617.1             |                       |
| Sanitation Waste Disposal                | 28.1              |                       |
| Water                                    | 85.1              |                       |
| Gas And Fuel Oil For Buildings           | 0.0               |                       |
| Other Utilities                          | 0.0               |                       |
| Building Rent Charges To State Agencies  | 0.0               |                       |
| Priv Lease To Own Bld Rent Chrgs To Agy  | 0.0               |                       |
| Cert Of Part Bld Rent Chrgs To Agy       | 0.0               |                       |
| Rental Of Land And Buildings             | 0.0               |                       |
| Rental Of Computer Equipment             | 0.0               |                       |
| Rental Of Other Machinery And Equipment  | 0.0               |                       |
| Miscellaneous Rent                       | 56.0              |                       |
| Interest On Overdue Payments             | 0.0               |                       |
| All Other Interest Payments              | 0.0               |                       |
| Internal Acct/Budg/Financial Svcs        | 0.0               |                       |
| Other Internal Services                  | 61.8              |                       |
| Repair And Maintenance - Buildings       | 0.3               |                       |
| Repair And Maintenance - Vehicles        | 78.6              |                       |
| Repair And Maint - Mainframe And Legacy  | 2.9               |                       |
| Repair And Maint-Pc/Lan/Serv/Web         | 0.0               |                       |
| Repair And Maintenance - Other Equipment | 0.5               |                       |
| Other Repair And Maintenance             | 172.4             |                       |
| Software Support And Maintenance         | 10.5              |                       |
| Uniforms                                 | 3.4               |                       |
| Inmate Clothing                          | 0.0               |                       |
| Security Supplies                        | 0.0               |                       |
| Office Supplies                          | 1.5               |                       |
| Computer Supplies                        | 5.8               |                       |
| Housekeeping Supplies                    | 8.0               |                       |
| Bedding And Bath Supplies                | 0.0               |                       |
| Drugs And Medicine Supplies              | 9.9               |                       |
| Medical Supplies                         | 0.0               |                       |
| Dental Supplies                          | 0.0               |                       |
| Automotive And Transportation Fuels      | 17.0              |                       |
| Automotive Lubricants And Supplies       | 0.0               |                       |

## Program Expenditure Schedule

| <b>Agency:</b> Arizona Exposition & State Fair          |                   |                       |
|---------------------------------------------------------|-------------------|-----------------------|
| <b>Program:</b> Interim Events                          |                   |                       |
|                                                         | FY 2019<br>Actual | FY 2020<br>Expd. Plan |
| Rpr And Maint Supplies-Not Auto Or Build                | 10.2              |                       |
| Repair And Maintenance Supplies-Building                | 29.5              |                       |
| Other Operating Supplies                                | 7.6               |                       |
| Publications                                            | 0.0               |                       |
| Aggregate Withheld Or Paid Commissions                  | 0.0               |                       |
| Lottery Prizes                                          | 0.0               |                       |
| Lottery Distribution Costs                              | 0.0               |                       |
| Material for Further Processing                         | 0.0               |                       |
| Other Resale Supplies                                   | 0.0               |                       |
| Loss On Sales Of Capital Assets                         | 0.0               |                       |
| Loss on Sales of Investments                            | 0.0               |                       |
| Employee Tuition Reimbursement-Graduate                 | 0.0               |                       |
| Employee Tuition Reimb Under-Grad/Other                 | 0.0               |                       |
| Conference Registration-Attendance Fees                 | 0.0               |                       |
| Other Education And Training Costs                      | 0.0               |                       |
| Advertising                                             | 1.3               |                       |
| Sponsorships                                            | 0.0               |                       |
| Internal Printing                                       | 0.0               |                       |
| External Printing                                       | 0.3               |                       |
| Photography                                             | 0.0               |                       |
| Postage And Delivery                                    | 2.6               |                       |
| Document shredding and Destruction Services             | 0.2               |                       |
| Translation and Sign Language Services                  | 0.0               |                       |
| Distribution To State Universities                      | 0.0               |                       |
| Other Intrastate Distributions                          | 0.0               |                       |
| Awards                                                  | 0.0               |                       |
| Entertainment And Promotional Items                     | 28.7              |                       |
| Dues                                                    | 0.0               |                       |
| Books- Subscriptions And Publications                   | 12.2              |                       |
| Costs For Digital Image Or Microfilm                    | 0.0               |                       |
| Revolving Fund Advances                                 | 0.0               |                       |
| Credit Card Fees Over Approved Limit                    | 0.0               |                       |
| Relief Bill Expenditures                                | 0.0               |                       |
| Surplus Property Distr To State Agencies                | 0.0               |                       |
| Security Services                                       | 199.7             |                       |
| Judgments - Damages                                     | 0.0               |                       |
| ICA Payments to Claimants Confidential                  | 0.0               |                       |
| Jdgmnt-Confidential Restitution To Indiv                | 0.0               |                       |
| Judgments - Non-Confidential Restitution                | 0.0               |                       |
| Judgments - Punitive And Compensatory                   | 0.0               |                       |
| Pmts Made to Resolve/Disputes/Avoid Costs of Litigation | 0.0               |                       |
| Pmts For Contracted State Inmate Labor                  | 6.8               |                       |
| Payments To State Inmates                               | 0.0               |                       |
| Bad Debt Expense                                        | 0.0               |                       |
| Interview Expense                                       | 0.0               |                       |
| Employee Relocations-Nontaxable                         | 0.0               |                       |
| Employee Relocations-Taxable                            | 0.0               |                       |
| Non-Confidential Invest/Legal/Law Enf                   | 0.0               |                       |
| Conf/Sensitive Invest/Legal/Undercover                  | 0.0               |                       |
| Fingerprinting, Background Checks, Etc.                 | 0.0               |                       |
| Other Miscellaneous Operating                           | 2.6               |                       |

# Program Expenditure Schedule

|          |                                 |
|----------|---------------------------------|
| Agency:  | Arizona Exposition & State Fair |
| Program: | Interim Events                  |

|                                                                | FY 2019<br>Actual | FY 2020<br>Expd. Plan |
|----------------------------------------------------------------|-------------------|-----------------------|
| <b>Expenditure Category Total</b>                              | <b>1,652.2</b>    | <b>1,646.6</b>        |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 1,652.2           | 1,646.6               |
|                                                                | <b>1,652.2</b>    | <b>1,646.6</b>        |
| <b>Fund Source Total</b>                                       | <b>1,652.2</b>    | <b>1,646.6</b>        |

|                                                            |      |      |
|------------------------------------------------------------|------|------|
| Current Year Expenditures                                  |      | 66.3 |
| Capital Equipment Budget And Approp                        | 0.0  |      |
| Vehicles Capital Purchase                                  | 0.0  |      |
| Vehicles Capital Leases                                    | 0.0  |      |
| Furniture Capital Purchase                                 | 0.0  |      |
| Depreciable Works Of Art & Hist Treas/Coll Capital Purcha  | 0.0  |      |
| Non Depr Works Of Art & Hist Treas/Coll Cap Purchase       | 0.0  |      |
| Furniture Capital Leases                                   | 0.0  |      |
| Computer Equipment Capital Purchase                        | 0.0  |      |
| Computer Equipment Capital Lease                           | 0.0  |      |
| Telecommunication Equip-Capital Purchase                   | 0.0  |      |
| Telecommunication Equip-Capital Lease                      | 0.0  |      |
| Other Equipment Capital Purchase                           | 23.4 |      |
| Other Equipment Capital Leases                             | 0.0  |      |
| Purchased Or Licensed Software-Website                     | 0.0  |      |
| Internally Generated Software-Website                      | 0.0  |      |
| Development in Progress                                    | 0.0  |      |
| Right-Of-Way/Easement/Extraction Rights                    | 0.0  |      |
| Oth Int Assets purchased, licensed or internally generate  | 0.0  |      |
| Other intangible assets acquired by capital lease          | 0.0  |      |
| Other Capital Asset Purchases                              | 0.0  |      |
| Leasehold Improvement-Capital Purchase                     | 0.0  |      |
| Other Capital Asset Leases                                 | 0.0  |      |
| Non-Capital Equip Budget And Approp                        | 0.0  |      |
| Vehicles Non-Capital Purchase                              | 0.0  |      |
| Vehicles Non-Capital Leases                                | 0.0  |      |
| Furniture Non-Capital Purchase                             | 1.3  |      |
| Works Of Art And Hist Treas-Non Capital                    | 0.0  |      |
| Furniture Non-Capital Leases                               | 0.0  |      |
| Computer Equipment Non-Capital Purchase                    | 1.1  |      |
| Computer Equipment Non-Capital Lease                       | 0.0  |      |
| Telecomm Equip Non-Capital Purchase                        | 0.0  |      |
| Telecomm Equip Non-Capital Leases                          | 0.0  |      |
| Other Equipment Non-Capital Purchase                       | 11.2 |      |
| Weapons Non-Capital Purchase                               | 0.0  |      |
| Other Equipment Non-Capital Lease                          | 0.0  |      |
| Purchased Or Licensed Software/Website                     | 0.0  |      |
| Internally Generated Software/Website                      | 0.0  |      |
| LICENSES AND PERMITS                                       | 0.0  |      |
| Right-Of-Way/Easement/Extraction Exp                       | 0.0  |      |
| Other Intangible Assets - Purchased, Licensed or Internall | 0.0  |      |
| Noncapital Software/Web By Capital Lease                   | 0.0  |      |
| Other Intangible Assets Acquired by Capital Lease          | 0.0  |      |
| Other Long Lived Tangible Assets to be Expenses            | 0.0  |      |
| Non-Capital Equipment Excluded from Cost Allocation        | 0.0  |      |

## Program Expenditure Schedule

|                 |                                 |
|-----------------|---------------------------------|
| <b>Agency:</b>  | Arizona Exposition & State Fair |
| <b>Program:</b> | Interim Events                  |

|                                                                | FY 2019<br>Actual | FY 2020<br>Expd. Plan |
|----------------------------------------------------------------|-------------------|-----------------------|
| <b>Expenditure Category Total</b>                              | <b>37.0</b>       | <b>66.3</b>           |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 37.0              | 66.3                  |
|                                                                | <b>37.0</b>       | <b>66.3</b>           |
| <b>Fund Source Total</b>                                       | <b>37.0</b>       | <b>66.3</b>           |
| <hr/>                                                          |                   |                       |
| Capital Outlay                                                 | 291.9             | 0.0                   |
| <b>Expenditure Category Total</b>                              | <b>291.9</b>      | <b>0.0</b>            |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 291.9             | 0.0                   |
|                                                                | <b>291.9</b>      | <b>0.0</b>            |
| <b>Fund Source Total</b>                                       | <b>291.9</b>      | <b>0.0</b>            |
| <hr/>                                                          |                   |                       |
| Debt Service                                                   | 0.0               | 0.0                   |
| <b>Expenditure Category Total</b>                              | <b>0.0</b>        | <b>0.0</b>            |
| <hr/>                                                          |                   |                       |
| Cost Allocation                                                | 0.0               | 0.0                   |
| <b>Expenditure Category Total</b>                              | <b>0.0</b>        | <b>0.0</b>            |
| <hr/>                                                          |                   |                       |
| Transfers                                                      | (12.8)            | 0.0                   |
| <b>Expenditure Category Total</b>                              | <b>(12.8)</b>     | <b>0.0</b>            |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | (12.8)            | 0.0                   |
|                                                                | <b>(12.8)</b>     | <b>0.0</b>            |
| <b>Fund Source Total</b>                                       | <b>(12.8)</b>     | <b>0.0</b>            |

**Combined Regular & Elected Positions At/Above  
FICA Maximum of \$128,400**

| Total<br>FTE | Personal<br>Services | FTE's not eligible for<br>Health, Dental & Life |
|--------------|----------------------|-------------------------------------------------|
| 1.2          | 170.0                | 0.0                                             |

# Program Expenditure Schedule

|          |                                 |
|----------|---------------------------------|
| Agency:  | Arizona Exposition & State Fair |
| Program: | State Fair Operations           |

|                                                                | FY 2019<br>Actual | FY 2020<br>Expd. Plan |
|----------------------------------------------------------------|-------------------|-----------------------|
| FTE                                                            | 112.8             | 112.8                 |
| <b>Expenditure Category Total</b>                              | <b>112.8</b>      | <b>112.8</b>          |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 112.8             | 112.8                 |
|                                                                | <b>112.8</b>      | <b>112.8</b>          |
| <b>Fund Source Total</b>                                       | <b>112.8</b>      | <b>112.8</b>          |
| Personal Services                                              | 1,326.0           | 2,219.3               |
| Boards and Commissions                                         | 0.0               | 0.0                   |
| <b>Expenditure Category Total</b>                              | <b>1,326.0</b>    | <b>2,219.3</b>        |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 1,326.0           | 2,219.3               |
|                                                                | <b>1,326.0</b>    | <b>2,219.3</b>        |
| <b>Fund Source Total</b>                                       | <b>1,326.0</b>    | <b>2,219.3</b>        |
| Employee Related Expenses                                      | 250.3             | 370.2                 |
| <b>Expenditure Category Total</b>                              | <b>250.3</b>      | <b>370.2</b>          |
| <b>Appropriated</b>                                            |                   |                       |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 250.3             | 370.2                 |
|                                                                | <b>250.3</b>      | <b>370.2</b>          |
| <b>Fund Source Total</b>                                       | <b>250.3</b>      | <b>370.2</b>          |
| Professional and Outside Services                              |                   | 301.0                 |
| External Prof/Outside Serv Budg And Appn                       | 0.0               |                       |
| External Investment Services                                   | 0.0               |                       |
| Other External Financial Services                              | 0.5               |                       |
| Attorney General Legal Services                                | 24.4              |                       |
| External Legal Services                                        | 0.0               |                       |
| External Engineer/Architect Cost - Exp                         | 0.0               |                       |
| External Engineer/Architect Cost- Cap                          | 0.0               |                       |
| Other Design                                                   | 0.0               |                       |
| Temporary Agency Services                                      | 0.0               |                       |
| Hospital Services                                              | 0.0               |                       |
| Other Medical Services                                         | 46.5              |                       |
| Institutional Care                                             | 0.0               |                       |
| Education And Training                                         | 0.0               |                       |
| Vendor Travel                                                  | 0.0               |                       |
| Professional & Outside Services Excluded from Cost Alloca      | 0.0               |                       |
| Vendor Travel - Non Reportable                                 | 0.0               |                       |
| External Telecom Consulting Services                           | 0.0               |                       |
| Costs related to those in custody of the State                 | 0.0               |                       |
| Non - Confidential Specialist Fees                             | 0.0               |                       |
| Confidential Specialist Fees                                   | 0.0               |                       |
| Outside Actuarial Costs                                        | 0.0               |                       |
| Other Professional And Outside Services                        | 34.3              |                       |

## Program Expenditure Schedule

|                                                |                                                          |                           |                               |
|------------------------------------------------|----------------------------------------------------------|---------------------------|-------------------------------|
| <b>Agency:</b> Arizona Exposition & State Fair |                                                          |                           |                               |
| <b>Program:</b> State Fair Operations          |                                                          |                           |                               |
|                                                |                                                          | <b>FY 2019<br/>Actual</b> | <b>FY 2020<br/>Expd. Plan</b> |
|                                                | <b>Expenditure Category Total</b>                        | <b>105.7</b>              | <b>301.0</b>                  |
| <b>Appropriated</b>                            |                                                          |                           |                               |
| CL4001-A                                       | Arizona Exposition and State Fair Fund (Appropriated)    | 105.7                     | 301.0                         |
|                                                |                                                          | <b>105.7</b>              | <b>301.0</b>                  |
|                                                | <b>Fund Source Total</b>                                 | <b>105.7</b>              | <b>301.0</b>                  |
| <hr/>                                          |                                                          |                           |                               |
|                                                | Travel In-State                                          | 1.1                       | 0.4                           |
|                                                | <b>Expenditure Category Total</b>                        | <b>1.1</b>                | <b>0.4</b>                    |
| <b>Appropriated</b>                            |                                                          |                           |                               |
| CL4001-A                                       | Arizona Exposition and State Fair Fund (Appropriated)    | 1.1                       | 0.4                           |
|                                                |                                                          | <b>1.1</b>                | <b>0.4</b>                    |
|                                                | <b>Fund Source Total</b>                                 | <b>1.1</b>                | <b>0.4</b>                    |
| <hr/>                                          |                                                          |                           |                               |
|                                                | Travel Out of State                                      | 4.3                       | 5.0                           |
|                                                | <b>Expenditure Category Total</b>                        | <b>4.3</b>                | <b>5.0</b>                    |
| <b>Appropriated</b>                            |                                                          |                           |                               |
| CL4001-A                                       | Arizona Exposition and State Fair Fund (Appropriated)    | 4.3                       | 5.0                           |
|                                                |                                                          | <b>4.3</b>                | <b>5.0</b>                    |
|                                                | <b>Fund Source Total</b>                                 | <b>4.3</b>                | <b>5.0</b>                    |
| <hr/>                                          |                                                          |                           |                               |
|                                                | Food                                                     | 0.0                       | 0.0                           |
|                                                | <b>Expenditure Category Total</b>                        | <b>0.0</b>                | <b>0.0</b>                    |
| <b>Appropriated</b>                            |                                                          |                           |                               |
| CL4001-A                                       | Arizona Exposition and State Fair Fund (Appropriated)    | 0.0                       | 0.0                           |
|                                                |                                                          | <b>0.0</b>                | <b>0.0</b>                    |
|                                                | <b>Fund Source Total</b>                                 | <b>0.0</b>                | <b>0.0</b>                    |
| <hr/>                                          |                                                          |                           |                               |
|                                                | Aid to Organizations and Individuals                     | 0.0                       | 0.0                           |
|                                                | <b>Expenditure Category Total</b>                        | <b>0.0</b>                | <b>0.0</b>                    |
| <b>Appropriated</b>                            |                                                          |                           |                               |
| CL4001-A                                       | Arizona Exposition and State Fair Fund (Appropriated)    | 0.0                       | 0.0                           |
|                                                |                                                          | <b>0.0</b>                | <b>0.0</b>                    |
|                                                | <b>Fund Source Total</b>                                 | <b>0.0</b>                | <b>0.0</b>                    |
| <hr/>                                          |                                                          |                           |                               |
|                                                | Other Operating Expenses                                 |                           | 5,493.2                       |
|                                                | Other Operating Expenditures Budg Approp                 | 0.0                       |                               |
|                                                | Other Operating Expenditures Excluded from Cost Allocati | 0.0                       |                               |
|                                                | Risk Management Charges To State Agency                  | 91.7                      |                               |
|                                                | Risk Management Deductible - Indemnity                   | 0.0                       |                               |
|                                                | Risk Management Deductible - Legal                       | 0.0                       |                               |
|                                                | Risk Management Deductible - Medical                     | 0.0                       |                               |
|                                                | Risk Management Deductible - Other                       | 0.0                       |                               |
|                                                | Gen Liab- Non Physical-Taxable- Self Ins                 | 0.0                       |                               |
|                                                | Gross Proceeds Payments To Attorneys                     | 0.0                       |                               |
|                                                | General Liability- Non-Taxable- Self Ins                 | 0.0                       |                               |
|                                                | Medical Malpractice - Self-Insured                       | 0.0                       |                               |
|                                                | Automobile Liability - Self Insured                      | 0.0                       |                               |
|                                                | General Property Damage - Self- Insured                  | 0.0                       |                               |
|                                                | Automobile Physical Damage-Self Insured                  | 0.0                       |                               |
|                                                | Liability Insurance Premiums                             | 0.0                       |                               |

## Program Expenditure Schedule

|          |                                 |
|----------|---------------------------------|
| Agency:  | Arizona Exposition & State Fair |
| Program: | State Fair Operations           |

|                                          | FY 2019<br>Actual | FY 2020<br>Expd. Plan |
|------------------------------------------|-------------------|-----------------------|
| Property Insurance Premiums              | 0.0               |                       |
| Workers Compensation Benefit Payments    | 0.0               |                       |
| Self Insurance - Administrative Fees     | 0.0               |                       |
| Self Insurance - Premiums                | 0.0               |                       |
| Self Insurance - Claim Payments          | 0.0               |                       |
| Self Insurance - Pharmacy Claims         | 0.0               |                       |
| Premium Tax On Altcs                     | 0.0               |                       |
| Other Insurance-Related Charges          | 0.0               |                       |
| Internal Service Data Processing         | 2.7               |                       |
| Internal Service Data Proc- Pc/Lan       | 0.0               |                       |
| External Programming-Mainframe/Legacy    | 0.0               |                       |
| External Programming- Pc/Lan/Serv/Web    | 0.0               |                       |
| External Data Entry                      | 0.0               |                       |
| Othr External Data Proc-Mainframe/Legacy | 0.0               |                       |
| Othr External Data Proc-Pc/Lan/Serv/Web  | 0.0               |                       |
| Pmt for AFIS Development & Usage         | 0.0               |                       |
| Internal Service Telecommunications      | 0.0               |                       |
| External Telecom Long Distance-In-State  | 22.0              |                       |
| External Telecom Long Distance-Out-State | 0.0               |                       |
| Other External Telecommunication Service | 0.0               |                       |
| Electricity                              | 412.9             |                       |
| Sanitation Waste Disposal                | 37.4              |                       |
| Water                                    | 95.2              |                       |
| Gas And Fuel Oil For Buildings           | 2.4               |                       |
| Other Utilities                          | 0.0               |                       |
| Building Rent Charges To State Agencies  | 0.0               |                       |
| Priv Lease To Own Bld Rent Chrgs To Agy  | 0.0               |                       |
| Cert Of Part Bld Rent Chrgs To Agy       | 0.0               |                       |
| Rental Of Land And Buildings             | 0.0               |                       |
| Rental Of Computer Equipment             | 0.0               |                       |
| Rental Of Other Machinery And Equipment  | 10.7              |                       |
| Miscellaneous Rent                       | 223.5             |                       |
| Interest On Overdue Payments             | 0.0               |                       |
| All Other Interest Payments              | 0.0               |                       |
| Internal Acct/Budg/Financial Svcs        | 0.0               |                       |
| Other Internal Services                  | 0.0               |                       |
| Repair And Maintenance - Buildings       | 1.2               |                       |
| Repair And Maintenance - Vehicles        | 13.8              |                       |
| Repair And Maint - Mainframe And Legacy  | 0.0               |                       |
| Repair And Maint-Pc/Lan/Serv/Web         | 0.0               |                       |
| Repair And Maintenance - Other Equipment | 0.2               |                       |
| Other Repair And Maintenance             | 291.9             |                       |
| Software Support And Maintenance         | 4.9               |                       |
| Uniforms                                 | 5.7               |                       |
| Inmate Clothing                          | 0.0               |                       |
| Security Supplies                        | 0.0               |                       |
| Office Supplies                          | 2.0               |                       |
| Computer Supplies                        | 0.8               |                       |
| Housekeeping Supplies                    | 83.3              |                       |
| Bedding And Bath Supplies                | 0.0               |                       |
| Drugs And Medicine Supplies              | 13.8              |                       |

## Program Expenditure Schedule

|          |                                 |
|----------|---------------------------------|
| Agency:  | Arizona Exposition & State Fair |
| Program: | State Fair Operations           |

|                                                         | FY 2019<br>Actual | FY 2020<br>Expd. Plan |
|---------------------------------------------------------|-------------------|-----------------------|
| Medical Supplies                                        | 0.0               |                       |
| Dental Supplies                                         | 0.0               |                       |
| Automotive And Transportation Fuels                     | 13.0              |                       |
| Automotive Lubricants And Supplies                      | 0.0               |                       |
| Rpr And Maint Supplies-Not Auto Or Build                | 46.8              |                       |
| Repair And Maintenance Supplies-Building                | 6.7               |                       |
| Other Operating Supplies                                | 16.4              |                       |
| Publications                                            | 0.0               |                       |
| Aggregate Withheld Or Paid Commissions                  | 0.0               |                       |
| Lottery Prizes                                          | 0.0               |                       |
| Lottery Distribution Costs                              | 0.0               |                       |
| Material for Further Processing                         | 0.0               |                       |
| Other Resale Supplies                                   | 0.0               |                       |
| Loss On Sales Of Capital Assets                         | 0.0               |                       |
| Loss on Sales of Investments                            | 0.0               |                       |
| Employee Tuition Reimbursement-Graduate                 | 0.0               |                       |
| Employee Tuition Reimb Under-Grad/Other                 | 0.0               |                       |
| Conference Registration-Attendance Fees                 | 3.7               |                       |
| Other Education And Training Costs                      | 0.0               |                       |
| Advertising                                             | 143.4             |                       |
| Sponsorships                                            | 0.0               |                       |
| Internal Printing                                       | 0.0               |                       |
| External Printing                                       | 96.1              |                       |
| Photography                                             | 2.7               |                       |
| Postage And Delivery                                    | 4.4               |                       |
| Document shredding and Destruction Services             | 0.0               |                       |
| Translation and Sign Language Services                  | 0.0               |                       |
| Distribution To State Universities                      | 0.0               |                       |
| Other Intrastate Distributions                          | 0.0               |                       |
| Awards                                                  | 50.4              |                       |
| Entertainment And Promotional Items                     | 2,996.4           |                       |
| Dues                                                    | 0.0               |                       |
| Books- Subscriptions And Publications                   | 2.7               |                       |
| Costs For Digital Image Or Microfilm                    | 0.0               |                       |
| Revolving Fund Advances                                 | 0.0               |                       |
| Credit Card Fees Over Approved Limit                    | 0.0               |                       |
| Relief Bill Expenditures                                | 0.0               |                       |
| Surplus Property Distr To State Agencies                | 0.0               |                       |
| Security Services                                       | 718.2             |                       |
| Judgments - Damages                                     | 0.0               |                       |
| ICA Payments to Claimants Confidential                  | 0.0               |                       |
| Jdgmnt-Confidential Restitution To Indiv                | 0.0               |                       |
| Judgments - Non-Confidential Restitution                | 0.0               |                       |
| Judgments - Punitive And Compensatory                   | 0.0               |                       |
| Pmts Made to Resolve/Disputes/Avoid Costs of Litigation | 0.0               |                       |
| Pmts For Contracted State Inmate Labor                  | 2.8               |                       |
| Payments To State Inmates                               | 0.0               |                       |
| Bad Debt Expense                                        | 0.0               |                       |
| Interview Expense                                       | 0.0               |                       |
| Employee Relocations-Nontaxable                         | 0.0               |                       |
| Employee Relocations-Taxable                            | 0.0               |                       |

## Program Expenditure Schedule

|                                                                |                           |                               |
|----------------------------------------------------------------|---------------------------|-------------------------------|
| <b>Agency:</b> Arizona Exposition & State Fair                 |                           |                               |
| <b>Program:</b> State Fair Operations                          |                           |                               |
|                                                                | <b>FY 2019<br/>Actual</b> | <b>FY 2020<br/>Expd. Plan</b> |
| Non-Confidential Invest/Legal/Law Enf                          | 0.0                       |                               |
| Conf/Sensitive Invest/Legal/Undercover                         | 0.0                       |                               |
| Fingerprinting, Background Checks, Etc.                        | 0.0                       |                               |
| Other Miscellaneous Operating                                  | 4.5                       |                               |
| <b>Expenditure Category Total</b>                              | <b>5,424.3</b>            | <b>5,493.2</b>                |
| <b>Appropriated</b>                                            |                           |                               |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 5,424.3                   | 5,493.2                       |
|                                                                | <b>5,424.3</b>            | <b>5,493.2</b>                |
| <b>Fund Source Total</b>                                       | <b>5,424.3</b>            | <b>5,493.2</b>                |
| <hr/>                                                          |                           |                               |
| Current Year Expenditures                                      |                           | 21.9                          |
| Capital Equipment Budget And Approp                            | 0.0                       |                               |
| Vehicles Capital Purchase                                      | 0.0                       |                               |
| Vehicles Capital Leases                                        | 0.0                       |                               |
| Furniture Capital Purchase                                     | 0.0                       |                               |
| Depreciable Works Of Art & Hist Treas/Coll Capital Purcha      | 0.0                       |                               |
| Non Depr Works Of Art & Hist Treas/Coll Cap Purchase           | 0.0                       |                               |
| Furniture Capital Leases                                       | 0.0                       |                               |
| Computer Equipment Capital Purchase                            | 0.0                       |                               |
| Computer Equipment Capital Lease                               | 0.0                       |                               |
| Telecommunication Equip-Capital Purchase                       | 0.0                       |                               |
| Telecommunication Equip-Capital Lease                          | 0.0                       |                               |
| Other Equipment Capital Purchase                               | 0.0                       |                               |
| Other Equipment Capital Leases                                 | 0.0                       |                               |
| Purchased Or Licensed Software-Website                         | 0.0                       |                               |
| Internally Generated Software-Website                          | 0.0                       |                               |
| Development in Progress                                        | 0.0                       |                               |
| Right-Of-Way/Easement/Extraction Rights                        | 0.0                       |                               |
| Oth Int Assets purchased, licensed or internally generate      | 0.0                       |                               |
| Other intangible assets acquired by capital lease              | 0.0                       |                               |
| Other Capital Asset Purchases                                  | 0.0                       |                               |
| Leasehold Improvement-Capital Purchase                         | 0.0                       |                               |
| Other Capital Asset Leases                                     | 0.0                       |                               |
| Non-Capital Equip Budget And Approp                            | 0.0                       |                               |
| Vehicles Non-Capital Purchase                                  | 0.0                       |                               |
| Vehicles Non-Capital Leases                                    | 0.0                       |                               |
| Furniture Non-Capital Purchase                                 | 1.9                       |                               |
| Works Of Art And Hist Treas-Non Capital                        | 0.0                       |                               |
| Furniture Non-Capital Leases                                   | 0.0                       |                               |
| Computer Equipment Non-Capital Purchase                        | 0.8                       |                               |
| Computer Equipment Non-Capital Lease                           | 0.0                       |                               |
| Telecomm Equip Non-Capital Purchase                            | 0.0                       |                               |
| Telecomm Equip Non-Capital Leases                              | 0.0                       |                               |
| Other Equipment Non-Capital Purchase                           | 3.9                       |                               |
| Weapons Non-Capital Purchase                                   | 0.0                       |                               |
| Other Equipment Non-Capital Lease                              | 0.0                       |                               |
| Purchased Or Licensed Software/Website                         | 0.0                       |                               |
| Internally Generated Software/Website                          | 0.0                       |                               |
| LICENSES AND PERMITS                                           | 0.0                       |                               |
| Right-Of-Way/Easement/Extraction Exp                           | 0.0                       |                               |
| Other Intangible Assets - Purchased, Licensed or Internall     | 0.0                       |                               |

## Program Expenditure Schedule

|                 |                                            |
|-----------------|--------------------------------------------|
| <b>Agency:</b>  | <b>Arizona Exposition &amp; State Fair</b> |
| <b>Program:</b> | <b>State Fair Operations</b>               |

|                                                                | <b>FY 2019<br/>Actual</b> | <b>FY 2020<br/>Expd. Plan</b> |
|----------------------------------------------------------------|---------------------------|-------------------------------|
| Noncapital Software/Web By Capital Lease                       | 0.0                       |                               |
| Other Intangible Assets Acquired by Capital Lease              | 0.0                       |                               |
| Other Long Lived Tangible Assets to be Expenses                | 0.0                       |                               |
| Non-Capital Equipment Excluded from Cost Allocation            | 0.0                       |                               |
| <b>Expenditure Category Total</b>                              | <b>6.6</b>                | <b>21.9</b>                   |
| <b>Appropriated</b>                                            |                           |                               |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 6.6                       | 21.9                          |
| <b>Fund Source Total</b>                                       | <b>6.6</b>                | <b>21.9</b>                   |
| Capital Outlay                                                 | 0.0                       | 0.0                           |
| <b>Expenditure Category Total</b>                              | <b>0.0</b>                | <b>0.0</b>                    |
| <b>Appropriated</b>                                            |                           |                               |
| AA1000-A General Fund (Appropriated)                           | 0.0                       | 0.0                           |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 0.0                       | 0.0                           |
| <b>Fund Source Total</b>                                       | <b>0.0</b>                | <b>0.0</b>                    |
| Debt Service                                                   | 0.0                       | 0.0                           |
| <b>Expenditure Category Total</b>                              | <b>0.0</b>                | <b>0.0</b>                    |
| <b>Appropriated</b>                                            |                           |                               |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 0.0                       | 0.0                           |
| <b>Fund Source Total</b>                                       | <b>0.0</b>                | <b>0.0</b>                    |
| Cost Allocation                                                | 0.0                       | 0.0                           |
| <b>Expenditure Category Total</b>                              | <b>0.0</b>                | <b>0.0</b>                    |
| Transfers                                                      | 0.0                       | 0.0                           |
| <b>Expenditure Category Total</b>                              | <b>0.0</b>                | <b>0.0</b>                    |
| <b>Appropriated</b>                                            |                           |                               |
| CL4001-A Arizona Exposition and State Fair Fund (Appropriated) | 0.0                       | 0.0                           |
| <b>Fund Source Total</b>                                       | <b>0.0</b>                | <b>0.0</b>                    |

### Employee Retirement Coverage

| <b>Retirement System</b>        | <b>FTE</b> | <b>Personal<br/>Services</b> | <b>Fund#</b> |
|---------------------------------|------------|------------------------------|--------------|
| Arizona State Retirement System | 112.8      | 2,219.3                      | CL4001-A     |

### Combined Regular & Elected Positions At/Above FICA Maximum of \$128,400

| <b>Total<br/>FTE</b> | <b>Personal<br/>Services</b> | <b>FTE's not eligible for<br/>Health, Dental &amp; Life</b> |
|----------------------|------------------------------|-------------------------------------------------------------|
| 0.8                  | 113.3                        | 0.0                                                         |

## Administrative Costs

Agency: **Arizona Exposition & State Fair**

### Administrative Costs Summary

| Common Administrative Area         | FY 2021      |
|------------------------------------|--------------|
| Personal Services                  | 728.3        |
| ERE                                | 170.8        |
| All Other                          | 10.0         |
| <b>Administrative Costs Total:</b> | <b>909.1</b> |

### Administrative Cost / Total Expenditure Ratio

|         | Request  | Admin % |
|---------|----------|---------|
| FY 2021 | 13,753.8 | 6.6%    |

Arizona Exposition and State Fair  
Revenue Schedule

|                                        | FY19<br>Actual | Percent/Amount<br>Increase | Increase/(Dec) | FY20<br>Estimated | Percent/Amount<br>Increase | Increase/(Dec) | FY21<br>Estimated | Percent/Amount<br>Increase | Increase/(Dec) | FY22<br>Estimated |
|----------------------------------------|----------------|----------------------------|----------------|-------------------|----------------------------|----------------|-------------------|----------------------------|----------------|-------------------|
| 4320 Admissions & Entry Fees           | 4,556.83       | 16.7%                      | 763.0          | 5,320 (2)         | 2.50%                      | 133.0          | 5,452.9 (2)       | 2.50%                      | 136.3          | 5,589.2           |
| 4321 Parking                           | 1,046.98       | 35.2%                      | 369.8          | 1,416.8 (2) (6)   | 2.50%                      | 35.5           | 1,452.3 (2)       | 2.50%                      | 36.4           | 1,487.7           |
| 4322 Commissions                       | -              | 2.5%                       | -              | 0.0 (2)           | 2.50%                      | -              | 0.0 (2)           | 2.50%                      | -              | 0.0               |
| 4323 Concessions                       | 2,184.86       | 18.0%                      | 394            | 2,578.8 (4)       | 2.50%                      | 64.5           | 2,643.3 (2)       | 2.50%                      | 66.1           | 2,709.3           |
| 4325 Carnival                          | 2,893.40       | 5.0%                       | 144.2          | 3,037.6 (1)       | 2.50%                      | 75.7           | 3,113.3 (2)       | 2.50%                      | 77.6           | 3,190.8           |
| 4326 Commercial Space                  | 220.44         | 9%                         | 20.0           | 240.4 (3)         | 2.50%                      | 6.0            | 246.4 (2)         | 2.50%                      | 6.2            | 252.6             |
| 4339 Other Fees & Charges for Services | 1,002.57       | 2.5%                       | 25.1           | 1,027.6           | 2.50%                      | 25.7           | 1,053.3 (2)       | 2.50%                      | 26.3           | 1,079.7           |
| 4631 Treasurer's Interest Income       | -              | 2.5%                       | -              | 0.0               | 2.50%                      | 0.0            | 0.0               | 2.50%                      | -              | 0.0               |
| 4632 Rental Income                     | 652.27         | 21.7%                      | 141.3          | 793.6 (2)         | 2.50%                      | 19.8           | 813.4 (2)         | 2.50%                      | 20.3           | 833.7             |
| 4636 Commissions                       | 40.80          | 2.5%                       | 1.0            | 41.8              | 2.50%                      | 1.0            | 42.9 (2)          | 2.50%                      | 1.1            | 43.9              |
| 4641 NSF checks                        | -              | 2.5%                       | -              | 0.0               | 2.50%                      | -              | 0.0 (2)           | 2.50%                      | -              | 0.0               |
| 4699 Miscellaneous Receipts            | 5.98           | 2.5%                       | 0.1            | 6.1 (5)           | 2.50%                      | 0.2            | 6.3 (2)           | 2.50%                      | 0.2            | 6.4               |
| 4825 Non Revenue Cash Receipts         | 0.57           | 2.5%                       | 0.0            | 0.6               | 2.50%                      | 0.0            | 0.6               | 2.50%                      | 0.0            | 0.6               |
| Total                                  | 12,587.79      |                            | 1,858.40       | 14,456.2          |                            | 361.39         | 14,817.6          |                            | 370.42         | 15,188.0          |

EXPLANATIONS:

- (1) Anticipate an increase in Carnival due to rebound from prior year increase in Writband price, increase in use of Carnival Mobile App, New extreme ride, and extended stay time.
- (2) Increase from new interim shows, Phoenix Mercury games, stronger Lights of the World attendance. Forecasting an increase in Fair Revenue from new/raised ticketing fees, concert pricing structure and programming as well as an increase in several revenue sharing accounts as a result of approval of decision package. E-Sports and Monster Museum.
- (3) Estimating a increase in commercial sales due to changed sales strategy commercial building layout change.
- (4) In FY 20 we are expecting an increase in concession revenue due to increase in stay times as a result of additional monies spent on entertainment, shade, seating, and increase in food menu price.
- (5) Increase in online ticket and facility fees.
- (6) Implementation of new marketing campaign to increase parking revenue.

# Arizona State Fair Minimum Wage Analysis

Projected Impact Budgetary Impact FY 2021

FY '21

|                                  |                |
|----------------------------------|----------------|
| Temporary Staff                  | \$ 155,196.23  |
| Temp Staff ERE                   | \$ 27,935.32   |
| Perm Staff                       | \$ 67,288.80   |
| Perm Staff ERE                   | \$ 16,822.20   |
| Total Increase                   | \$ 267,242.55  |
| Less Estimated Labor Recovery    | \$ (50,000.00) |
| Net FY '18 Impact                | \$ 217,242.55  |
| Estimated ERE for Temp employees | 18%            |
| Estimated ERE for Perm Employees | 25%            |

## Temporary Employee Minimum Wage Increase

| July 1 - December 31, 2020 |                     |              |                     |              |                     |
|----------------------------|---------------------|--------------|---------------------|--------------|---------------------|
| January 1 - June 30, 2021  |                     |              |                     |              |                     |
| Wage Increase              | Number of Employees | Hours Worked | Impact \$1 Increase | Hours worked | Impact \$1 Increase |
| Minimum Wage               | 878                 | 109,010      | \$ 109,010          | 21,134       | \$ 21,134           |
| Parity Increase            | 140                 | 19,388       | 19,388              | 5,664        | 5,664               |
| Total                      | 1,018               | 128,398      | \$ 128,398          | 26,798       | \$ 26,798           |
|                            |                     |              |                     |              | \$ 155,196          |

| Permanent Employee Parity Increase |                     |            |                  |               |  |
|------------------------------------|---------------------|------------|------------------|---------------|--|
| Pay Range                          | Number of employees | Gross Pay  | Projected Impact | Adjusted Wage |  |
| \$12.50 - \$18.00                  | 13                  | \$ 355,428 | \$ 67,289        | \$ 422,717    |  |



**Agency Name and AFIS Code: Arizona Exposition and State Fair**  
**CLA Cost Center: Coliseum**  
**Justification for Increase in Appropriation - FY 2021**  
**Phoenix Mercury – Incremental Cost**

**Background:** The AESF is extremely proud to return professional basketball to the Arizona Veterans Memorial Coliseum (Coliseum). The Coliseum will be the home arena for the Phoenix Mercury, three-time champion of the WNBA, 2020 season. The Phoenix Mercury will be playing its preseason, regular season, and any playoff home games at Veterans Memorial Coliseum during the 2020 WNBA season, which runs from May through September. Hosting the Phoenix Mercury home games will cause AESF to incur incremental Utilities and Labor costs: Customer Service Representatives, Parking Sellers and Attendants, and General Operations Laborers costs. This partnership with the Phoenix Mercury will once again showcase the Coliseum on the national and international stage, as games are televised on ESPN, ESPN2, and CBS Sports, and many top WNBA players spend the offseason playing in various countries overseas garnering fans that follow the players across leagues throughout the entire year. This increase in exposure provides the distinct opportunity to leverage the increased exposure into additional revenue generating opportunities.

**Assessment of Impact on Staffing and Utilities at the Arizona Exposition and State Fairgrounds:** The Phoenix Mercury home games will require the AESF to incur incremental labor and utilities costs. To successfully host the 2020 season we estimate approximately 11,000 additional labor hours will be required. In addition, we estimate approximately \$90,000 in additional utilities cost.

**Budget Impact:** AESF is a self-funded agency responsible for generating revenues sufficient to cover expenditures. There are two areas of impact to our budget. First, the availability of funds to underwrite the increase and second the availability of appropriation.

Without an increase in appropriation adequate to cover the necessary increase in wages and utilities AESF success and future performance will be dramatically negatively impacted. Ultimately, operational realities require these cost increase. Without appropriation increase this program will suffer and undoubtedly lead to loss of revenue.

Based on the projected revenue structure it is anticipated that adequate revenues will be generated to cover the cost of the increase. We estimate generating revenue of approximately \$1,003,300; in Coliseum rent, Concessions, and Ticket Fees, with a contribution margin of \$749,000, over the Phoenix Mercury 2020 season. This opportunity is a clear example of the AESF adjusting to market needs and operating at the speed of business. However, without an adjustment to the FY 2021 appropriation, there will be an impactful

appropriation shortfall that would cripple the agency's ability to serve its customers and meet statutory obligations.

**Request for Appropriation and Budget Increase:**

To relieve the impact to the agency as a result of these required incremental operational costs the agency is requesting a non-lapsing increase to the FY2021 appropriation of \$254,300



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