# Arizona Exposition and State Fair Budget FY 2020



August 30, 2018

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. 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 FY20 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.

Sincerely,

Executive Director

cc: Sarah Bingham, Budget Analyst

Rev Jan 2018

**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 2019 Approp	FY 2020 Fund. Issue	FY 2020 Total Budget
	Total Amount Requested:	12,549.3	707.0	13,256.3
Governor DUCEY:	Arizona Exposition and State Fair Fund	12,549.3	707.0	13,256.3

Agency Head: Wanell Costello

are true and correct.

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

To the best of my knowledge all statements and explanations contained in the estimates submitted

Fiscal Year 2020.

Title:

**Executive Director** 

(signature)

9/4/2018

(602) 257-7113 Phone:

Louise C. Shaw Prepared By:

Email Address: louise.shaw2@azstatefair.com

Date Prepared: Tuesday, September 04, 2018

707.0 12,549.3 Total:

13,256.3

All dollars are presented in thousands.

# Revenue Schedule

Agency:	Arizona Exposition & State Fair				
Eusal 4001	4001 Arizona Exposition and State Fair Fund				
			FY 2018	FY 2019	FY 2020
AFIS Code	Category of Receipt and Description		0000	0 000 1	4 410 0
4320	ADMISSION AND ENTRY FEES		4,098.0	4,502.9	1,639.0
			1,332.9	L,539.5	1,000,0
4321	PARALING		1,628.7	1,775.3	1,820.0
4323	CONCESSIONS		3,586,5	3,765.8	3,860.0
4325	CARNIVAL		5378	,602.3	617.0
4326	COMMERCIAL SPACE		0,700	087 3	1 007 0
4339	OTHER FEES AND CHARGES FOR SERVICES		302.3	0.0	0.0
4631	TREASURERS INTEREST INCOME		0.0	7 0.0	0.0
100	ENTAL INCOME		1,253.0	1,315./	1,249.0
4632	KEN I AL INCOME		51.5	51.5	53.0
4636	COMMISSIONS		0.0	0.0	0.0
4641			182.8	191.9	197.0
4699	MISCELLANEOUS RECEIPTS		1.2	0.0	0.0
4824	CREDIT CARD INCENTIVE REVENUE - PRIOK YR		60	0.0	0.0
4825	CREDIT CARD INCENTIVE REV - CURRENT YK				0 0 0 0
		Fund Total:	13,655.6	14,587.2	14,952.0

# Sources and Uses of Funds

Agency: Arizona Exposition & State Fair

Fund: 4001 Arizona Exposition and State Fair Fund

Actual Estimate

•			
Cash Flow Summary	Actual FY 2018	Estimate FY 2019	Estimate FY 2020
Balance Forward from Prior Year	3,166.2	4,702.7	5,740.6
Revenue (From Revenue Schedule)	13,655.6	14,587.2	14,952.0
Total Available	16,821.8	19,289.9	20,692.6
Total Appropriated Disbursements	12,119.1	13,549.3	15,256.3
• • •	0.0	0.0	0.0
Total Non-Appropriated Disbursements	4,702.7	5,740.6	5,436.3
Balance Forward to Next Year	4,702.7	3,740.0	3, 130.3
Appropriated Expenditure	Actual	Estimate	Estimate
Expenditure Categories	FY 2018	FY 2019	FY 2020
Personal Services	4,076.6	4,506.8	4,620.1
Employee Related Expenses	1,042.5	1,042.5	1,071.2
Prof. And Outside Services	350.4	350. <del>4</del>	350. <del>4</del>
Travel - In State	2.5	2.5	2.5
Travel - Out of State	26.8	26.8	26.8
Food	0.0	0.0	0.0
Aid to Organizations and Individuals	0.0	0.0	0.0
Other Operating Expenses	6,532.1	6,532.1	7,097.1
Equipment	88.2	88.2	88.2
Capital Outlay	0.0	0.0	0.0
Debt Service	0.0	0.0	0.0
Cost Allocation	0.0	0.0	0.0 0.0
Transfers	0.0	0.0 12,549.3	13,256.3
Expenditure Categories Total:	12,119.1		0.0
Non-Lapsing Authority from Prior Years	0.0	0.0	0.0
Administrative Adjustments	0.0	0.0	2,000.0
Capital Projects (Land, Buildings,Improvements)	0.0	1,000.0 0.0	2,000.0
Appropriated 27th Pay Roll	0.0	0.0	0.0
Legislative Fund Transfers	0.0	0.0	0.0
IT Project Transfers	0.0 12,119.1	13,549.3	15,256.3
Appropriated Expenditure Total:		184.0	184.0
Apppropriated FTE:	184.0	104.0	104.0
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**

Age	Agency: Arizona Ex	Arizona Exposition & State Fair			FY 2020		
5.5	priority Funding Issue Title		Total FTE	Total Amount	General Fund	Other Non-App Aprop. Funds Funds	Non-App Funds
Él			0.0	0.0	0.0	0.0	0.0
-	Capital Projects		0.0	565.0	0.0	565.0	0.0
. 7	Security		0	142.0	0.0	142.0	0.0
c	Minimum Wage Increase		5				
)		Total:	0.0	707.0	0.0	707.0	0.0
		Decision Package Total:	0.0	707.0	0.0	707.0	0.0

# **Funding Issue Detail**

Agency: Arizona Exposition & State Fair

Issue: 1 Capital Projects

Program: Interim Events
Fund: 4001-A Arizona Exposition and State Fair Fund (Appropriated)

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

Expenditure Categories FTE	<b>FY 2020</b> 0.0
Personal Services Employee Related Expenses Subtotal Personal Services and ERE: Professional & Outside Services Travel In-State Travel Out-of-State Food Aid to Organizations & Individuals Other Operating Expenditures Equipment Capital Outlay Debt Services Cost Allocation Transfers	0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0
Program / Fund Total:	0.0

Issue: 2 Security

Program: State Fair Operations
Fund: 4001-A Arizona Exposition and State Fair Fund (Appropriated)

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

Expenditure Categories FTE	<b>FY 2020</b> 0.0
Personal Services	0.0
Employee Related Expenses	
Subtotal Personal Services and ERE:	0.0
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	565.0
	0.0
Equipment	0.0
Capital Outlay	0.0
Debt Services	0.0
Cost Allocation	***
Transfers	0.0
Program / Fund Total:	565.0

# **Funding Issue Detail**

Agency: Arizona Exposition & State Fair

Issue: 3 Minimum Wage Increase

Program: State Fair Operations
Fund: 4001-A Arizona Exposition and State Fair Fund (Appropriated)

Calculated ERE: Uniform Allowance: \$20.20 \$0.00

Expenditure Categories	FY 2020
FTE	0.0
Personal Services	79.8
Employee Related Expenses	20.2
Subtotal Personal Services and ERE:	100.0
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
Program / Fund Total:	100.0

Program:

Interim Events

Fund:

4001-A Arizona Exposition and State Fair Fund (Appropriated)

Calculated ERE: Uniform Allowance: \$8.50 \$0.00

Expenditure Categories	FY 2020
FTE	0.0
FIE .	
Personal Services	33.5
Employee Related Expenses	8.5
Subtotal Personal Services and ERE:	42.0
Professional & Outside Services	0.0
	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	
Program / Fund Total:	42.0
· · · · •	

# Summary of Expenditure and Budget Request for All Funds

Agency:	rcy: Arizona Exposition & State Fair				
		FY 2018	FY 2019	FY 2020	FY 2020
Appr	Appropriated	Actual	Expd. Plan	Fund. Issue	Total Request
Cost C	Cost Center/Program:				
		4.565.1	4,823.2	42.0	4,865.2
<del>-</del> (	Interim Events	7,554.0	7,726.1	665.0	8,391.1
N	State Tail Operations	12,119.1	12,549.3	707.0	13,256.3
ш	Expenditure Categories			c	0 707
	11.	184.0	184.0	o.	2:+02
	Power of Control	4,076.6	4,506.8	113.3	4,620.1
	Person fall per vices	1,042.5	1,042.5	28.7	1,071.2
	Employee Kelated Expenses	350.4	350.4	0.0	350.4
	Froiessional and Odeside Scrivess	2.5	2.5	0.0	2.5
	Iravel III-state	26.8	26.8	0.0	26.8
	I ravel 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	6.532.1	6,532.1	565.0	7,097.1
	Other Operating Expenses	88.2	88.2	0.0	88.2
	Equipment	0.0	0.0	0.0	0.0
		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
	rigibiers Expandifure Categories Total:	12,119.1	12,549.3	707.0	13,256.3
	Experiment outgoing term				

# Summary of Expenditure and Budget Request for All Funds

Arizona Exposition & State Fair

Agency:

12,549.3

12,119.1

707.0

13,256.3

Agency Total for All Funds:

Nata Drintad: 9/4/2018 4:05:10 PM

# Summary of Expenditure and Budget Request for Selected Funds

Agency:		Arizona Exposition & State Fair				
Fund:	4001	Arizona Exposition and State Fair Fund (Appropriated)	Appropriated)	BOODS AND AND THE CONTRACT OF		
	CONTRACTOR		FY 2018 Actual	FY 2019 Expd. Plan	FY 2020 Fund. Issue	FY 2020 Total Request
Cost Conter/Drogram.	r/Drogram					
	31/1 10glall	: -	4,565.1	4,823.2	42.0	4,865.2
	Interim Everius Oteto Foir Oco	IIIS	7,554.0	7,726.1	665.0	8,391.1
0	State Fall Operations	- Therailoris	12,119.1	12,549.3	707.0	13,256.3
Expe	Expenditure Categories	ategories				
	<u> </u>		184.0	184.0	0.0	184.0
_	l i E. Dozgonal Convices	acirca	4,076.6	4,506.8	113.3	4,620.1
_	reisoliai d	Fersonial Services	1,042.5	1,042.5	28.7	1,071.2
	niipioyee Drafaction	Ellipioyee Kelated Lyberises	350.4	350.4	0.0	350.4
,	From To-State	al alia Cucsiac Sci vices	2.5	2.5	0.0	2.5
	Travel III State	of State	26.8	26.8	0.0	26.8
	יומאלו סמי		0.0	0.0	0.0	0.0
		FOOD Aid to Organizations and Individuals	0.0	0.0	0.0	0.0
	Ald to Ors	Ald to Organization Expenses	6,532.1	6,532.1	565.0	7,097.1
			88.2	88.2	0.0	88.2
	Capital Outlay	· · · · · · · · · · · · · · · · · · ·	0.0	0.0	0.0	0.0
	Capital Odga Dobt Service	100 y	0.0	0.0	0.0	0.0
	Cact Allocation	of to	0.0	0.0	0.0	0.0
	Trancfers		0.0	0.0	0.0	0.0
Exp	enditure	Expenditure Categories Total:	12,119.1	12,549.3	707.0	13,256.3
Fund Total:	tal:		12,119.1	12,549.3	707.0	13,256.3

# Summary of Expenditure and Budget Request for Selected Funds

Fund. Issue Total Request FY 2020 FY 2020 Expd. Plan FY 2019 FY 2018 Actual

13,256.3

707.0

12,549.3

12,119.1

Agency Total for Selected Funds

# Program Summary of Expenditures and Budget Request

	FY 2018 Actual	FY 2019 Expd. Plan	FY 2020 Fund. Issue	FY 2020 Total Request
Program Summary				
Toterim Events	4,565.1	4,823.2	42.0	4,865.2
Program Summary Total:	4,565.1	4,823.2	42.0	4,865.2
Expenditure Categories				
ETE Docitions	71.2	71.2	0.0	71.2
	2,109.1	2,367.3	33.5	2,400.8
Personal pervices	692.5	692.5	8.5	701.0
Employee Kelated Expenses	49.4	49.4	0.0	49.4
Professional and Odeside 3et vices	2.1	2.1	0.0	2.1
Travel III-State	13.3	13.3	0.0	13.3
Iravel Out of State	0.0	0.0	0.0	0.0
FOOU  A to Occasiontions and Individuals	0.0	0.0	0.0	0.0
Ald to Olganizations and intervious	1,632.3	1,632.3	0.0	1,632.3
Other Operating Expenses	, 66.3	66.3	0.0	66.3
Equipment	0.0	,000	0.0	0.0
	0.0	0.0	0.0	0.0
	0.0	0.0	0.0	0.0
	0.0	0.0	0.0	0.0
9100 Transfers Expenditure Categories Total:	4,565.1	4,823.2	42.0	4,865.2
Fund Source				
Appropriated Funds Appropriated Fund (Appropriat	4,565.1	4,823.2	45.0	4,865.2
TOO IN THE PROPERTY OF THE PRO	4,565.1	4,823.2	42.0	4,865.2
Fund Source Total:	4,565.1	4,823.2	42.0	4,865.2

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

Adency:	Arizona Exposition & State Fair	<b>!!</b>		· in a commentation of the state of the stat		
Program:	Interim Events					
		FY 2018 Actual	FY 2019 Expd. Plan	FY 2020 Fund. Issue	FY 2020 Total Request	
Fund: 4001-A	Arizona Exposition and State Fair Fund (Appropriated)	Fair Fund (Approp	riated)			
Program Expenditures	0					
COST CENTER	COST CENTER/PROGRAM BUDGET UNIT					
1-1 Interim Events		4,565.1	4,823.2	42.0	4,865.2	
	. To	Total 4,565.1	4,823.2	42.0	4,865.2	
Appropriated Funding						
Expenditure Categories	·	71.2	71.2	0.0	71.2	
FIE Positions	( ( ( ( ( ( ( ( ( ( ( ( ( ( ( ( ( ( ( (	2.109.1	2,3	33.5	2	
Personal Services	Personal Services	692.5		8.5		
Employee R Professional	Employee Related Expenses Professional and Outside Services	49.4		0.0		
Troughto Ctate	alla Oakside dei vices	2.1		0.0		
Travel 111-5tate	dic of State	13.3		0.0		
I raver out t	ט אמוני	0.0		0.0		
rood Aid to Orgal	rood Aid to Organizations and Individuals	0.0	0.0	0.0		
Ald to Olya	Ald to Organizations and individuals Other Operation Expenses	1,632.3	1,632.3	0.0	1,6	
Farinment		66.3	9	0.0	•	
Capital Outlay	\ <u>\</u>	0.0				
Debt Service	, p.	0.0				
Cost Allocation	Cil	0.0		0.0		
Cost Allocat Transfers		0.0	0.0	0.0	0.0	
Expenditure Categories Total:	ss Total:	4,565.1	4,823.2	45.0	4,865.2	
Fund 4001-A Total:		4,565.1	4,823.2	42.0	4,865.2	
Program 1 Total:		4,565.1	4,823.2	42.0	) 4,865.2	

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

Agency: Program:	m: Interim Events				
		FY 2018	FY 2019	FY 2020	FY 2020 Total Bequest
Expen	Expenditure Categories	Actual	Expu. rian		
5		71.2	71.2	0.0	71.2
000	TITE (1997)	2.109.1	2,367.3	33.5	2,400.8
99 9	Personal services	692.5	692.5	8.5	701.0
0010	Employee Kelated Experiess	49.4	49.4	0.0	49.4
200	Professional and Outside Services	2.1	2.1	0.0	2.1
5500	Fave In-State	13.3	13.3	0.0	13.3
0090	I ravel Out of State	0.0	0.0	0.0	0.0
2700	Food	0.0	0.0	0.0	0.0
0089	Ald to Organizations and introduced	1,632.3	1,632.3	0.0	1,632.3
000/	Other Operating Expenses	, 66.3	66.3	0.0	66.3
8000	Equipment	0.0	0.0	0.0	0.0
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
076	Expenditure Categories Total:	4,565.1	4,823.2	42.0	4,865.2
Fund	Fund Source				
Appro	Appropriated Funds	4,565.1	4,823.2	42.0	4,865.2
₹	TO WILDING EXPOSITION OF THE PROPERTY OF THE P	4,565.1	4,823.2	42.0	4,865.2
	First Course Total:	4,565.1	4,823.2	42.0	4,865.2

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

Program:       Interim Events         Fund:       4001-A       Arizona Exposition         Appropriated       Appropriated         6000       FTE         6000       Personal Services         6100       Employee Related Expenses         6200       Professional and Outside Services         6200       Travel In-State         6500       Travel In-State			EV 2019	FY 2020 Fund. Issue	FY 2020
100 Employee Ro 200 Professional Ser 200 Professional Son Travel In-St		FY 2018 Actual	Expd. Plan		Total Request
4001-A ropriated 000 FTE 000 Personal Ser 100 Employee Re 200 Professional 500 Travel In-St.	Interim Events				
Appropriated  0000 FTE 6000 Personal Servi 6100 Employee Rels 6200 Professional a 6500 Travel In-Stat	Arizona Exposition and State Fair Fund	e Fair Fund			
		71.2	71.2	0.0	71.2
	Sec	2,109.1	2,367.3	33.5	7
	ated Exnenses	692.5	692.5	8.5	
·	nd Outside Services	49.4	49.4	0.0	
		2.1	2.1	0.0	2.1
CGNO Trained Ont of Chata	Ctata	13.3	13.3	0.0	
Ī	Jaic	0.0	0.0	0.0	0.0
	olenbinibal bac pacitat	0.0	0.0	0.0	0.0
•	Ald to Organization is and individuals	1.632.3	1,632.3		1,632.3
	ng Expenses	.99	, 66.3		66.3
		0.0	0.0	0.0	0.0
8100 Capital Outlay		0.0	0.0	0.0	0.0
	c	0.0	0.0	0.0	0.0
9000 COSt Allocation	=	0.0	0.0	0.0	0.0
5		4,565.1	4,823.2	42.0	0 4,865.2
Fund Total:		4,565.1	4,823.2	42.0	0 4,865.2
Total Ear Colored Funds:	.span	4,565.1	4,823.2	42.0	0 4,865.2

Agency: Arizon	a Exposition & State Fair			
Program: Interin	n Events			
	CREATING AND ARREST AND ARREST AND ARREST AND ARREST AND ARREST ARREST AND ARREST ARRE	FY 2018 Actual	FY 2019 Expd. Plan	
FTE		71.2	71.2	
,	Expenditure Category Total	71.2	71.2	
Appropriated				
	and State Fair Fund (Appropriated)	71.2	71.2	
		71.2	71.2	
	Fund Source Total	71.2	71.2	
		0.400.4	0.007.0	
Personal Services		2,109.1	2,367.3	
Boards and Commissions	Expenditure Category Total	0.0 <b>2,109.1</b>	2,367.3	
	Expenditure Category Total	2,109.1	2,307.3	
Appropriated	and State Fair Fund (Appropriated)	2 100 1	2,367.3	
4001-A Arizona Exposition	and State Fair Fund (Appropriated)	2,109.1		
		2,109.1	2,367.3	
	Fund Source Total	2,109.1	2,367.3	
Employee Related Expenses	<u> </u>	692.5	692.5	
Employee Related Expense:	Expenditure Category Total	692.5	692.5	
Appropriated				
	and State Fair Fund (Appropriated)	692.5	692.5	
, <b>, , , , , , , , , , , , , , , , , , </b>		692.5	692.5	
	Fund Source Total	692.5	692.5	
	Tuna course rous			
Professional and Outside Se	ervices		49.4	
External Prof/Outside Serv	Budg And Appn	0.0		
External Investment Service	es	0.0		
Other External Financial Se	rvices	3.8		
Attorney General Legal Ser	vices	15.4		
External Legal Services		0.0		
External Engineer/Architect		2.4	•	
External Engineer/Architect	Cost- Cap	0.0		
Other Design		0.0		
Temporary Agency Services	5	0.0		
Hospital Services		0.0		
Other Medical Services		1.6		
Institutional Care		0.0		
Education And Training		2.0		
Vendor Travel	ione Evaluded from Cost Allege	0.0		
	vices Excluded from Cost Alloca	0.0		
Vendor Travel - Non Repor		0.0 0.0		
External Telecom Consultin		0.0		
Costs related to those in cu		0.0		
Non - Confidential Specialist		0.0		
Confidential Specialist Fees		0.0		
Outside Actuarial Costs	trido Sondos	24.2		
Other Professional And Out	wine asi vices	24.2		

Agency:	Arizona Exposition & State Fair	-
Program:	Interim Events	
	FY 201	8 FY 2019

Program: Interim Events			
	FY 2018 Actual	FY 2019 Expd. Plan	
Expenditure Category Total	49.4	49.4	
Appropriated (Appropriated)	49.4	49.4	
4001-A Arizona Exposition and State Fair Fund (Appropriated)	49.4	49.4	
Fund Source Total	49.4	49.4	
	2.1	2.1	
Travel In-State Expenditure Category Total	2.1	2.1	
Appropriated	2.1	2.1	
4001-A Arizona Exposition and State Fair Fund (Appropriated)	2.1	2.1	
Fund Source Total	2.1	2.1	
	13.3	13.3	
Travel Out of State Expenditure Category Total	13.3	13.3	
Appropriated (Appropriated)	13.3	13.3	
4001-A Arizona Exposition and State Fair Fund (Appropriated)			
	13.3	13.3	
Fund Source Total	13.3	13.3	
Food	0.0	0.0	
Expenditure Category Total	0.0	0.0	
Aid to Organizations and Individuals	0.0	<u>0,0</u>	
Expenditure Category Total	0.0		
		1,632.3	
Other Operating Expenses	0.0	•	
Other Operating Expenditures Budg Approp	0.0		
Other Operating Expenditures Excluded from Cost Allocati	229.9		
Risk Management Charges To State Agency	0.0		
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		
Self Insurance - Claim Payments	0.0		
Self Insurance - Pharmacy Claims	0.0		
Premium Tax On Altcs	0.0		

Agency: Arizona Exposition & State Fair

Program: Interim Events

Program:	Interim Events		
		FY 2018 Actual	FY 2019 Expd. Plan
Other Insura	ance-Related Charges	0.0	
	vice Data Processing	4.2	
	vice Data Proc- Pc/Lan	0.0	
	gramming-Mainframe/Legacy	0.0	
	gramming- Pc/Lan/Serv/Web	0.0	
External Da		0.0	
	al Data Proc-Mainframe/Legacy	0.0	
Othr Extern	al Data Proc-Pc/Lan/Serv/Web	0.0	
	S Development & Usage	4.9	
	vice Telecommunications	0.0	
External Te	lecom Long Distance-In-State	47.2	
	lecom Long Distance-Out-State	0.0	
	nal Telecommunication Service	1.7	
Electricity		688.6	
	Naste Disposal	27.0	
Water		87.6	
Gas And Fu	ıel Oil For Buildings	9.5	
Other Utilit		0.0	
Building Re	ent Charges To State Agencies	0.0	
	To Own Bld Rent Chrgs To Agy	0.0	
	t Bld Rent Chrgs To Agy	0.0	
	and And Buildings	0.0	
	Computer Equipment	0.0	
	Other Machinery And Equipment	0.0	
Miscellane		30.3	
Interest O	n Overdue Payments	0.0	
All Other I	nterest Payments	0.0	
Internal A	cct/Budg/Financial Svcs	0.0	
	rnal Services	0.0	
	d Maintenance - Buildings	50.6	
Repair And	d Maintenance - Vehicles	47.0	
	d Maint - Mainframe And Legacy	0.0	
Repair And	d Maint-Pc/Lan/Serv/Web	0.0	
Repair An	d Maintenance - Other Equipment	1.6	
	air And Maintenance	127.1	
Software :	Support And Maintenance	8.8 3.7	
Uniforms		0.0	
Inmate Cl	_	0.0	
Security S	Supplies	4.9	
Office Sup	pplies	16.2	
Computer		9.3	
	ping Supplies	0.0	
	And Bath Supplies	1.4	
	d Medicine Supplies	0.0	
Medical S		0.0	
Dental Su		17.9	
	ve And Transportation Fuels	0.0	
Automoti	ve Lubricants And Supplies	19.8	
Rpr And	Maint Supplies-Not Auto Or Build	33.6	
	nd Maintenance Supplies-Building	0.1	
Other Op	perating Supplies		

Agency: Arizona Exposition & State Fair

Program: Interim Events

FY 2019 Expd. Plan

Agency:	Arizona Exposition & State Fair			
Program:	Interim Events			
		FY 2018 Actual	FY 2019 Expd. Plan	
	Expenditure Category Total	1,632.3	1,632.3	•
Appropriated	(Appropriated)	1,632.3	1,632.3	
4001-A Arizon	na Exposition and State Fair Fund (Appropriated)	1,632.3	1,632.3	
	Fund Source Total	1,632.3	1,632.3	
	Evpanditures		66.3	
Current Year I	nent Budget And Approp	0.0		
Vehicles Capit		15.5		
Vehicles Capit		0.0		
Furniture Cap		0.0		
Depreciable V	Norks Of Art & Hist Treas/Coll Capital Purcha	0.0		
Non Denr Min	orks Of Art & Hist Treas/Coll Cap Purchase	0.0		
Furniture Cap		0.0		
Computer Fa	uipment Capital Purchase	0.0		
Computer Eq	uipment Capital Lease	0.0		
Talacommun	ication Equip-Capital Purchase	0.0		
Tolecommun	ication Equip-Capital Lease	0.0		
Other Equipr	ment Capital Purchase	17.3		
Other Equipr	ment Capital Leases	0.0		
Outer Equipi	r Licensed Software-Website	0.0		
Internally Ge	enerated Software-Website	0.0		
	t in Progress	0.0		
Developmen	y/Easement/Extraction Rights	0.0		
Oth Int Asse	ets purchased, licensed or internally generate	0.0		
Other intanc	gible assets acquired by capital lease	0.0		
Other Canita	al Asset Purchases	0.0		
Leacehold I	mprovement-Capital Purchase	0.0		
Other Canit:	al Asset Leases	0.0		
Non-Capital	Equip Budget And Approp	0.0		
Vohicles No	n-Capital Purchase	. 0.0	)	
Vehicles No	n-Capital Leases	0.0		
Furniture N	on-Capital Purchase	5.2		
Works Of A	rt And Hist Treas-Non Capital	0.0		
	on-Capital Leases	0.0		
Computer F	Equipment Non-Capital Purchase	1.9		
Computer I	Equipment Non-Capital Lease	0.0		
Telecomm	Equip Non-Capital Purchase	0.0		
Telecomm	Equip Non-Capital Leases	0.		
Other Foul	pment Non-Capital Purchase	26.		
Weanons N	Non-Capital Purchase	0.		
Other Equi	ipment Non-Capital Lease	0.		
Purchased	Or Licensed Software/Website	0.		
Internally	Generated Software/Website	0.		
LICENSES	AND PERMITS		.0	
Pight-Of-V	Nav/Easement/Extraction Exp		.0	
Other Inta	angible Assets - Purchased, Licensed or Internal		.0	
Noncapita	l Software/Web By Capital Lease		0.0	
Other Inta	angible Assets Acquired by Capital Lease		0.0	
Other Lon	a Lived Tangible Assets to be Expenses		0.0	
Non Canil	tal Equipment Excluded from Cost Allocation	C	0.0	

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Agency:	Arizona Exposition & State Fair		
Program:	Interim Events		
		FY 2018 Actual	FY 2019 Expd. Plan
	Expenditure Category Total	66.3	66.3
Appropriated	Exposition and State Fair Fund (Appropriated)	66.3	66.3
4001-A A112011a	Exposition and State 1 and 1	66.3	66.3
	Fund Source Total	66.3	66.3
		0.0	0.0
Capital Outlay	Expenditure Category Total	0.0	0.0
		0.0	0.0
Debt Service	Expenditure Category Total	0.0	0.0
Cost Allocation		0.0	0.0
Cost Allocation	Expenditure Category Total	0.0	0.0
		0.0	0.0
Transfers	Expenditure Category Total	0.0	0.0

Employee Retirement Coverage	FTE	Personal Services	Fund#
Retirement System		4 4 4 4 4	4001-A
Arizona State Retirement System	46.0	1,144.4	400170
Alizona State Homomore	25.8	1.222.9	4001-A
Non-Participating	25.6	.,	

Combined Regular & Elected Positions At/Above FICA Maximum of \$127,200

Total	Personal	FTE's not eligible for
FTE	Services	Health, Dental & Life
1.2	170.0	0.0

# Program Summary of Expenditures and Budget Request

Agency: Program:	: Arizona Exposition & State Fair state Fair State Fair Operations				
		FY 2018 Actual	FY 2019 Expd. Plan	FY 2020 Fund. Issue	FY 2020 Total Request
Prograr	Program Summary				
٦	State Fair Operations	7,554.0	7,726.1	665.0	8,391.1
I	Program Summary Total:	7,554.0	7,726.1	0.599	8,391.1
Expend	Expenditure Categories				
	ETE Docitions	112.8	112.8	0.0	112.8
000		1,967.4	2,139.5	79.8	2,219.3
2000	Personal Services	350.0	350.0	20.2	370.2
0010	Employee Related Expelises	301.0	301.0	0.0	301.0
2200	Froressional and Outside Services	0.4	0.4	0.0	0.4
6500	ravel in-state   T	13.5	13.5	0.0	13.5
0000	Iravel Out of State	0.0	0.0	0.0	0.0
00/9	Food  * A Commitment and Individuals	0.0	0.0	0.0	0.0
9800	Ald to Olganizations and individuals	4,899.8	4,899.8	565.0	5,464.8
0007	Offier Operating Expenses	21.9	21.9	0.0	21.9
8000	Equipment	0.0	0.0	0.0	0.0
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
0016	Iransiers Expenditure Categories Total:	7,554.0	7,726.1	665.0	8,391.1
Fund Source	source				
Approp	Appropriated Funds Annua Arizona Exposition and State Fair Fund (Appropriat	7,554.0	7,726.1	665.0	8,391.1
5		7,554.0	7,726.1	665.0	8,391.1
	Fund Source Total:	7,554.0	7,726.1	0'299	8,391.1

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

				***
Program: State Fair	State Fair Operations			
	FY 2018	8 FY 2019	FY 2020	FY 2020
	Actual	Expd. Plan	Fund, Issue	Fund, Issue Total Request

Progre	Program Expenditures					
	COST CENTER/PROGRAM BUDGET UNIT					
,	ancitoraco viel state		7,554.0	7,726.1	665.0	8,391.1
-	State Fall Operations	Total	7,554.0	7,726.1	665.0	8,391.1
Appro	Appropriated Funding					
Expen	Expenditure Categories		112.8	112.8	0:0	112.8
	FTE Positions		1.967.4	2,139.5	79.8	2,219.3
	Personal Services		350.0	350.0	20.2	370.2
	Employee Related Expenses		301.0	301.0	0.0	301.0
	Professional and Outside Services		4.0	0.4	0.0	0.4
	Travel In-State		13.5	13.5	0.0	13.5
	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		4.899.8	4,899.8	565.0	5,464.8
	Other Operating Expenses		21.9	21.9	0.0	21.9
	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
,	Iransiers	ALLEGO PROPERTY AND ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERT	7,554.0	7,726.1	665.0	8,391.1
Fund	Experience Caregorner	1	7,554.0	7,726.1	665.0	8,391.1
Progr	Program 2 Total:	{	7,554.0	7,726.1	665.0	8,391.1

Program 2 Total:

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

ries Total:	Agency: Program:	cy: Arizona Exposition & State Fair am: State Fair Operations				
FTE Personal Services Employee Related Expenses Professional and Outside Services Travel In-State Travel Out of State Food Aid to Organizations and Individuals Other Operating Expenses Equipment Capital Outlay Debt Service Cost Allocation Transfers  Expenditure Categories Total: Topriated Funds Fund Source Total: FTE  112.8 1,967.4 350.0 6.4 13.5 6.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0			FY 2018	FY 2019	FY 2020	FY 2020
FTE Personal Services Employee Related Expenses Professional and Outside Services Travel In-State Travel Out of State Food Aid to Organizations and Individuals Capital Outlay Debt Service Cost Allocation Transfers  Expenditure Categories Total:  Topriated Funds  FINAL Source Total:  FTE  112.8  350.0  0.4  13.5  6.0  0.0  0.0  0.0  0.0  0.0  0.0  0	Expen	diture Categories	Actual	Expd. Plan	Fund. Issue	lotal Request
Personal Services  Personal Services  Employee Related Expenses  Professional and Outside Services  Travel In-State  Travel In-State  Travel Out of State Food  Aid to Organizations and Individuals Other Operating Expenses  Equipment Capital Outlay Debt Service Cost Allocation Transfers  Expenditure Categories Total:  ASSA.0  Formal Source Total:  Transfers  Fund Source Total:  Transfers  Fund Source Total:  Transfers  Fund Source Total:  Transfers  A001-A Arizona Exposition and State Fair Fund (Appropriat Transfers  Transfers  Transfers  A001-A Arizona Exposition and State Fair Fund (Appropriat Transfers  Transfers  Transfers  Transfers  A001-A Arizona Exposition and State Fair Fund (Appropriat Transfers		1.1.1	112.8	112.8	0.0	112.8
Employee Related Expenses Professional and Outside Services Travel In-State Travel In-State Travel Out of State Food Aid to Organizations and Individuals Other Operating Expenses Equipment Capital Outlay Debt Service Cost Allocation Transfers  Expenditure Categories Total:  A 5554.0  Fource Total: Transfers Fource Total: Fourc	000	FIE Demonst	1,967.4	2,139.5	79.8	2,219.3
Professional and Outside Services  Travel In-State  Travel In-State  Travel Out of State  Food  Aid to Organizations and Individuals  Other Operating Expenses  Equipment  Capital Outlay  Debt Service  Cost Allocation  Transfers  Expenditure Categories Total:  Topriated Funds  Fund Source Total:  Transfers  Fund Source Total:  Travel In-State  13.5  6.0  0.0  0.0  0.0  0.0  7,554.0	0000	Personal Dervices	350.0	350.0	20.2	370.2
Travel In-State Travel In-State Travel Out of State Food Aid to Organizations and Individuals Other Operating Expenses Equipment Capital Outlay Debt Service Cost Allocation Transfers  Expenditure Categories Total: Topriated Funds Fund Source Total: Travel Out of State Fair Fund (Appropriat 7,554.0	0000	Elliployee related Experience  Perfectional and Outside Services	301.0	301.0	0.0	301.0
Travel Out of State  Food Aid to Organizations and Individuals Other Operating Expenses Equipment Capital Outlay Debt Service Cost Allocation Transfers  Expenditure Categories Total:  ropriated Funds Fund Source Total:  Fund Source Total:  7,554.0  Fund Source Total: 7,554.0	0700	Florestolial and Odesiae Services	0.4	0.4	0.0	0.4
Food Aid to Organizations and Individuals Other Operating Expenses Equipment Capital Outlay Debt Service Cost Allocation Transfers  Expenditure Categories Total:  ropriated Funds Fund Source Total:  7,554.0  Find Source Total: 7,554.0	0000	Have III-State	13.5	13.5	0.0	13.5
Aid to Organizations and Individuals Other Operating Expenses Equipment Capital Outlay Debt Service Cost Allocation Transfers  Expenditure Categories Total:  ropriated Funds Fund Source Total:  7,554.0  Find Source Total: 7,554.0	999	Iravel Out of state	0.0	0.0	0.0	0.0
Add to Organizations and transferss  Capital Outlay  Debt Service  Cost Allocation  Transfers  Expenditure Categories Total:  7,554.0  Final Source Total:  7,554.0	00/9	F000	0.0	0.0	0.0	0.0
Equipment Capital Outlay Capital Outlay Debt Service Cost Allocation Transfers  Expenditure Categories Total:  Opriated Funds  Opriated Funds Fund Source Total:  7,554.0  7,554.0  Fund Source Total: 7,554.0	0089	Ald to Organization Expanses	4,899.8	4,899.8	565.0	5,464.8
Capital Outlay Capital Outlay Debt Service Cost Allocation Transfers Expenditure Categories Total:  d Source  copriated Funds Fund Source Total: 7,554.0 7,554.0 Fund Source Total: 7,554.0	000/	Outel Operaning Expenses	21.9	21.9	0.0	21.9
Debt Service  Cost Allocation  Transfers  Expenditure Categories Total:  opriated Funds  Copriated Funds  Fund Source Total:  7,554.0  7,554.0	8000	Equipment	0.0	0.0	0.0	0.0
Cost Allocation  Transfers  Expenditure Categories Total:  d Source  opriated Funds  popriated Funds  7,554.0  7,554.0  Fund Source Total:  7,554.0	8100		0.0	0.0	0.0	0.0
Transfers  Transfers  Expenditure Categories Total: 7,554.0  d Source  opriated Funds  O01-A Arizona Exposition and State Fair Fund (Appropriat 7,554.0  Fund Source Total: 7,554.0	0008	Debt service	0.0	0.0	0.0	0.0
d Source opriated Funds  Optiated Funds  Fund Source 7,554.0  7,554.0  7,554.0  Fund Source Total: 7,554.0	9000	Cost Allocation	0.0	0.0	0.0	0.0
xposition and State Fair Fund (Appropriat 7,554.0 7,554.0 7,554.0			7,554.0	7,726.1	665.0	8,391.1
Eund Source Total: 7,554.0	Fund	Source				
7,554.0	Appro	priated Funds nn-A Arizona Exposition and State Fair Fund (Appropriat	7,554.0	7,726.1	665.0	8,391.1
7,554.0	ŕ		7,554.0	7,726.1	665.0	8,391.1
		Fund Source Total:	7,554.0	7,726.1	665.0	8,391.1

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

According	Arizona Exposition & State Fair	ar analogy process dann company badana anaman com			
			FY 2019	FY 2020	
		Actual	Expd. Plan	Fund. Issue	lotal nequest
Program:	State Fair Operations				
Fund:	4001-A Arizona Exposition and State Fair Fund	e Fair Fund			
Appropriated	iated				
		112.8	112.8	0.0	
0000	<u> </u>	1.967.4	2		
0009	Personal Services	350.0			
6100	Employee Related Expenses	301.0	301.0		(*)
9700	Professional and Outside Selvices	0.4			
9200	Travel In-State	13.5	13.5	0.0	-
0099	Travel Out of State		0.0		0.0
00/9	Food	0.0	0.0	0.0	0.0
0089	Aid to Organizations and Individuals	4 899 8	8.4	3 565.0	5,464.8
2000	Other Operating Expenses	21.9		0.0	0 21.9
8000	Equipment	0.0		0.0	0.0
8100	Capital Outlay	0.0		0.0	
8600	Debt Service	0:0		0.0	0.0 0.0
0006	Cost Allocation	0.0		0.0	0.0
9100	i ransrers		1 307 7	1 665.0	0 8.391.1

Program Total For Selected Funds:

Appropriated Total:

Fund Total:

8,391.1 8,391.1

> 7,726.1 7,726.1

7,554.0 7,554.0

7,726.1

7,554.0

0.0 665.0 665.0 8,391.1

665.0

Agency: Arizona E	xposition & State Fair			
Program: State Fair	Operations			
		FY 2018 Actual	FY 2019 Expd. Plan	
FTE		112.8	112.8	
116	Expenditure Category Total	112.8	112.8	
Appropriated			112.0	
4001-A Arizona Exposition and	d State Fair Fund (Appropriated)	112.8	112.8	
		112.8	112.8	
	Fund Source Total	112.8	112.8	
Personal Services		1,967.4	2,139.5	
Boards and Commissions		0.0	0.0	
Boards and Commissions	<b>Expenditure Category Total</b>	1,967.4	2,139.5	
Appropriated		1 067 4	2 120 5	
4001-A Arizona Exposition an	d State Fair Fund (Appropriated)	1,967.4	2,139.5	
		1,967.4	2,139.5	
	Fund Source Total	1,967.4	2,139.5	
Franksian Rolated Evponsor		350.0	350.0	
Employee Related Expenses	Expenditure Category Total	350.0	350.0	
Appropriated			250.0	
4001-A Arizona Exposition ar	nd State Fair Fund (Appropriated)	350.0	350.0	
		350.0_	350.0	
	Fund Source Total	350.0	350.0	
Professional and Outside Serv	vices		301.0	
External Prof/Outside Serv Bu		0.0		
External Investment Services		0.0		
Other External Financial Serv		0.0		
Attorney General Legal Service		0.0		
External Legal Services		0.0		
External Engineer/Architect C	Cost - Exp	0.0		
External Engineer/Architect (	Cost- Cap	0.0		
Other Design	-	0.0		
Temporary Agency Services		2.2		
Hospital Services		0.0		
Other Medical Services		48.0		
Institutional Care		0.0		
Education And Training		0.0		
Vendor Travel		0.0		
	ces Excluded from Cost Alloca	0.0		
Vendor Travel - Non Reporta		0.0		
External Telecom Consulting		0.0		
Costs related to those in cus		0.0		
Non - Confidential Specialist		0.0		
Confidential Specialist Fees		0.0		
Outside Actuarial Costs		0.0		
Other Professional And Outs		250.8		

Agency:	Arizona Exposition & State Fair			
Program:	State Fair Operations			
- rogram		FY 2018 Actual	FY 2019 Expd. Plan	
	Expenditure Category Total	301.0	301.0	
Appropriated	xposition and State Fair Fund (Appropriated)	301.0	301.0	
4001-A Anzona E	(posicion entre service)	301.0	301.0	
	Fund Source Total	301.0	301.0	_
		0.4	0.4	
Travel In-State	<b>Expenditure Category Total</b>	0.4	0.4	
Appropriated	Character Spir Fund (Appropriated)	0.4	0.4	
4001-A Arizona E	xposition and State Fair Fund (Appropriated)	0.4	0.4	
	Fund Source Total	0.4	0.4	
		13.5	13.5	
Travel Out of Stat	e Expenditure Category Total	13.5	13.5	
Appropriated	•	12 E	13.5	
4001-A Arizona E	Exposition and State Fair Fund (Appropriated)	13.5	13.5	
	Fund Source Total	13.5 13.5	13.5	
	Fully Source Town	^ ^	0.0	
Food	Expenditure Category Total	0.0	0.0	
	Expenditure Category Total			
		0.0	0.0	
Aid to Organizati	ons and Individuals  Expenditure Category Total	0.0	0.0	
Other Operating	Expenses		4,899.8	
Other Operating	Expenditures Budg Approp	0.0		
Other Operation	Expenditures Excluded from Cost Allocati	0.0		
Rick Manageme	nt Charges To State Agency	0.0		
Risk Manageme	nt Deductible - Indemnity	0.0		
Pick Manageme	nt Deductible - Legal	0.0		
Dick Manageme	nt Deductible - Medical	0.0		
Dick Manageme	ent Deductible - Other	0.0		
Con Lish- Non I	Physical-Taxable- Self Ins	0.0		÷
Grace Proceeds	Payments To Attorneys	0.0		
Gross Proceeds	y- Non-Taxable- Self Ins	0.0		
General Liability	ctice - Self-Insured	0.0		
Medical Maipra	bility - Self Insured	0.0	1	
Automobile Lial	Dillity - Sell Insured	0.0	1	
General Proper	ty Damage - Self- Insured	0.0	)	
Automobile Phy	ysical Damage-Self Insured	0.0	)	
Liability Insura		0.0	)	
Property Insur	ance Premiums	0.0	)	
Workers Comp	ensation Benefit Payments - Administrative Fees	0.0	)	
		0.6	0	
Self Insurance	- Claim Payments	0.	0	
Self Insurance	- Claim Payments - Pharmacy Claims	0.		
Premium Tax		0.	0	•

Agency: Arizona Exposition & State Fair

Program: State Fair Operations

Program: State Fair Operations		
	FY 2018 Actual	FY 2019 Expd. Plan
Other Insurance-Related Charges	0.0	
Internal Service Data Processing	0.4	
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	16.9	
External Telecom Long Distance-Out-State	0.0	
Other External Telecommunication Service	0.0	
Electricity	327.2	
Sanitation Waste Disposal	41.2	
Water	66.9	
Gas And Fuel Oil For Buildings	2.2	
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	48.5	
Miscellaneous Rent	171.8	
Interest On Overdue Payments	0.0	
·	0.0	
All Other Interest Payments Internal Acct/Budg/Financial Svcs	0.0	
Other Internal Services	0.0	
	0.8	
Repair And Maintenance - Buildings	3.5	
Repair And Maintenance - Vehicles	2.9	
Repair And Maint - Mainframe And Legacy	0.0	
Repair And Maint-Pc/Lan/Serv/Web	6.6	
Repair And Maintenance - Other Equipment	277.2	
Other Repair And Maintenance	6.8	
Software Support And Maintenance	11.0	
Uniforms	0.0	
Inmate Clothing	0.0	
Security Supplies	7.2	
Office Supplies	7.4	
Computer Supplies	77.2	
Housekeeping Supplies	0.0	
Bedding And Bath Supplies	1.6	
Drugs And Medicine Supplies	0.0	
Medical Supplies	0.0	
Dental Supplies		
Automotive And Transportation Fuels	10.3	
Automotive Lubricants And Supplies	0.0	
Rpr And Maint Supplies-Not Auto Or Build	36.3	
Repair And Maintenance Supplies-Building	19.0	
Other Operating Supplies	27.8	

Agency: Arizona Exposition & State Fair

Program: State Fair Operations

Program:	State Fair Operations		· ·
		FY 2018 Actual	FY 2019 Expd. Plan
- I.B. 12		0.0	
Publications	d Or Paid Commissions	0.0	
	Of Faid Commissions	0.0	
Lottery Prizes Lottery Distribution	Costs	0.0	
Material for Furthe		0.0	
Other Resale Supp		0.0	
Loss On Sales Of C		0.0	
Loss on Sales of Ir		0.0	
	Reimbursement-Graduate	0.0	
Employee Tuition I	Reimb Under-Grad/Other	0.0	
Employee Tultion	ration-Attendance Fees	3.5	
Other Education A	nd Training Costs	0.0	
	ald Training Costs	435.8	
Advertising		0.0	
Sponsorships		0.0	
Internal Printing	•	50.7	
External Printing		1.7	
Photography		3.6	
Postage And Deliv	ling and Destruction Services	0.0	
Document shread	ling and Desiraction Services	0.0	
Translation and S	lign Language Services	0.0	
Distribution To St		0.0	
Other Intrastate	DISTRIBUTIONS	33.9	
Awards	nd Promotional Items	2,676.7	
	Id Promotional Items	4.9	
Dues	ione And Publications	2.6	
Books- Subscript	ions And Publications	0.0	
	Image Or Microfilm	0.0	
Revolving Fund	Advances	0.0	
	Over Approved Limit	0.0	
Relief Bill Expend		0.0	
	Distr To State Agencies	507.8	
Security Services		0.0	
Judgments - Dai	mages - Claimants Confidential	0.0	
ICA Payments to	Claimants Confidential	0.0	
Jagmnt-Confide	ntial Restitution To Indiv	0.0	
Judgments - No	n-Confidential Restitution	0.0	
Judgments - Pu	nitive And Compensatory lesolve/Disputes/Avoid Costs of Litigation	0.0	
Pmts Made to K	esolve/Disputes/Avoid Costs of Engage	2.5	
	acted State Inmate Labor	0.0	)
Payments To St		0.0	)
Bad Debt Exper		0.0	)
Interview Exper		0.0	)
	cations-Nontaxable	0.0	)
Employee Relo	cations-Taxable	0.0	)
Non-Confidenti	al Invest/Legal/Law Enf	0.0	
Conf/Sensitive	Invest/Legal/Undercover	0.	0
Fingerprinting,	Background Checks, Etc.	5.	4
Other Miscellar	neous Operating		

**Arizona Exposition & State Fair** Agency: **State Fair Operations** Program: FY 2018 FY 2019 Expd. Plan Actual 4,899.8 4,899.8 **Expenditure Category Total Appropriated** 4,899.8 4,899.8 4001-A Arizona Exposition and State Fair Fund (Appropriated) 4,899.8 4,899.8 4,899.8 4,899.8 **Fund Source Total** 21.9 Current Year Expenditures 0.0 Capital Equipment Budget And Approp 0.0 Vehicles Capital Purchase 0.0 Vehicles Capital Leases 0.0 Furniture Capital Purchase Depreciable Works Of Art & Hist Treas/Coll Capital Purcha 0.0 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 21.9 Furniture Non-Capital Purchase 0.0 Works Of Art And Hist Treas-Non Capital 0.0 Furniture Non-Capital Leases 0.0 Computer Equipment Non-Capital Purchase 0.0 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 0.0 Weapons Non-Capital Purchase 0.0 Other Equipment Non-Capital Lease

0.0

0.0

0.0

0.0

0.0

0.0

0.0

0.0

0.0

Purchased Or Licensed Software/Website

Internally Generated Software/Website

Right-Of-Way/Easement/Extraction Exp

Noncapital Software/Web By Capital Lease

Other Intangible Assets Acquired by Capital Lease

Other Long Lived Tangible Assets to be Expenses

Non-Capital Equipment Excluded from Cost Allocation

Other Intangible Assets - Purchased, Licensed or Internall

LICENSES AND PERMITS

	Program Expe	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Agency:	Arizona Exposition & State Fair		
Program:	State Fair Operations		
Frogram		FY 2018 Actual	FY 2019 Expd. Plan
	Expenditure Category Total	21.9	21.9
Appropriated	(Appropriated)	21.9	21.9
4001-A Arizona	Exposition and State Fair Fund (Appropriated)	21.9	21.9
	Fund Source Total	21.9	21.9
		0.0	0.0
Capital Outlay	Expenditure Category Total	0.0	0.0
		0.0	0.0
Debt Service		0.0 <b>0.0</b>	0.0
Dept Service	Expenditure Category Total		
		0.0	0.0
Cost Allocation	Expenditure Category Total	0.0	0.0
		0.0	0.0
Transfers	Expenditure Category Total	0.0	0.0

Employee Retirement Coverage	FTE	Personal Services	Fund#
Retirement System	37.0	762.9	4001-A
Arizona State Retirement System	37.0		4004 1
Arizona State Hetiremont System	75.2	1,376.6	4001-A
Non-Participating	70.2		

Combined Regular & Elected Positions At/Above FICA Maximum of \$127,200

Total	Personal	FTE's not eligible for
FTE	Services	Health, Dental & Life
0.8	113.3	0.0

# **Administrative Costs**

Agency:	Arizona Exposition & State Fair		
Administrative (	Costs Summary		
	Common Administrative Area	FY 2020	
	Personal Services	717.0	
	ERE	167.9	
	All Other	10.0	
	Administrative Costs Total:	894.9	
Administrative	Cost / Total Expenditure Ratio	Request	Admin %
	FY 2020	13,256.3	6.8%

# Arizona Exposition and State Fair Revenue Schedule

	FY 18	%	S		FY 19		%	4	FY 20	%	S	F	FY 24
	· Actual	of change	Change		Estimated		of change	Change	Estimated	of change	Change		Estimated
Admissions & Entry Fees	\$ 4,098.0	2.0%	ь	204.9	4,302.9	Ĺ	2.50%	\$ 107.6	\$4.410	2.50%	\$ 110.	8	4.521
Parking	\$ 1,332.9		\$ 28	266.6	1,599.5	9	2.50%	\$ 40.0			\$ 41.0	6	1,680
Commissions	€9		G	€		3	2.50%	69			69	<del>• •</del>	}
Concessions	\$ 1,628.7		\$ 12	\$ 9.91	1,775.3	€	2.50%	\$ 44.4	\$1.820	2.50%	\$	- KG	1.865
Carnival	\$ 3,586.5	2.0%	\$ 17	179.3 \$	3,765.8		2.50%	\$ 94.1	\$3,860	2.50%	96.5	ان د	3 956
Commercial Space	\$ 537.8		\$	64.5	602.3	ල	2.50%	\$ 15.1	\$617	371 1317 137		4	633
Other Fees & Charges for Services	\$ 982.3		€9	€9	982.3	_	2.50%	\$ 24.6	è	2.50%	\$ 25.2	. ~	1 032
Treasurer's Interest Income			€9	φ,			2.50%	6		- 1 - 2 - 2	69	<del>- 6</del>	
Rental Income	\$ 1,253.0	2.0%	9	62.7	1,315.7	0	2.50%	\$ 32.9	€		\$ 33.7	€.	1 382
Commissions	\$ 51.5		↔	69	51.5		2.50%	<del>\$</del>	\$53		8	. m	54
NSF checks			. ↔	↔			2.50%	ψ,	9	2.50%	· 69	65	
Miscellaneous Receipts	\$ 182.8	2.0%	€	9.1	191.9	(2)	2.50%	8	\$197		\$ 4.9	<b>σ</b>	202
Credit Card Incentive Rev - Prior Year	\$ 1.2		€	€9				. ↔	80		- 69	· <del>6</del> 3	'
Credit Card Incentive Rev - Current Yr \$	\$ 0.9		<del>⇔</del>	φ.				6	\$0		i •	€9	,1
	·		€										
Total	Total \$ 12655		9	27 6	0327 ¢ 44 587 2			2647	644 053		9730	6	45 200

4320 4321 4322 4323 4325 4325 4326 4631 4631 4632 4639 4699 4699

# EXPLANATIONS:

- (1) Anticipate an increase in Carnival due to stronger economy and extended stay time as a result of added shows and seating areas.
- (2) Increase from new interim shows, concert rehersals and more days of Lights of the world. Forecasting an increase in Fair Revenue from additional social media marketing campaigns and raised ticketing fees, stronger concert lineup should affect several revenue accounts, improvements to general grounds as well as improvements to seating areas should lead to greater stay times.
- (3) Expecting stronger commercial sales vendor retention due to the added entertainment in the building
- (4) In FY 18 we are expecting an increase in concession revenue due to increase in stay times as a result of additional monies spent on entertianement and enviromental improvements
- (5) Expect more people to take advantage of the convenience of purchasing tickets online which should resulte in Increased ticket fees
- (6) Lights of the world will not be building during the fair which will allow for more parking. New marketing efforts should drive greater VIP Parking sales and increased revenue



Agency Name and AFIS Code: Arizona Exposition and State Fair

**CLA Cost Center: Coliseum** 

Justification for Increase in Appropriation - FY 2020

# Security

Background:
The Arizona State Fair, produced and hosted by a self funded agency of the State, is the largest public event held annually in Arizona. Each year approximately 1.2 million guests visit the Fair during its 18 day run. The Fair operates on 88 acres (including parking) in downtown Phoenix compared to other events with similar

attendance that are held on Fairgrounds that are 400 to 800 acres.

The Fair is responsible for ensuring public and workplace safety. In addition to attracting over 1 million guests, the Fair employs in excess of 1,000 people and enters into over 300 public private partnerships with businesses that operate on the Fairgrounds during the Fair.

### **Safety Procedures**

AESF is elevating its security protocol and establishing new standards. More emphasis will be placed on admission gates and strategically placed cameras.

The Fair has four public admission gates with a total of up to 20 admission lanes of guests entering the event. AESF is looking to contract with a third party security provider assist with gate security.

While cameras are strategically placed on the grounds, AESF plans to expand video surveillance. AESF believes the most realistic approach to achieving this is to rent, deploy, and temporarily install cameras.

### **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.

AESF anticipates a funding increase need in the amount of \$440,000 in FY19 to cover security increases. While the Fair generates adequate dollars to fund these costs, the current appropriation will not support the expenditure.

In FY 20 AESF must go to bid for both special event security and off duty law enforcement. The wage analysis of current pricing in the security field indicates a 23% increase in costs should be expected in the next contract.

In order to offset the fiscal impact of the FY 20 increase, AESF is considering and researching all opportunity and level of consumer acceptance for change to the pricing structure. Regardless of revenue generation an increase in appropriation will be necessary.

## Request for Appropriation and Budget Increase:

AESF is requesting a non-lapsing increase to the FY 20 appropriation in the amount of \$565,000.



Agency Name and AFIS Code: Arizona Exposition and State Fair

**CLA Cost Center: Coliseum** 

**Justification for Increase in Appropriation - FY 2020** 

Minimum Wage

### Background:

Proposition 206, approved by Arizona voters on November 8, 2016, raised the Arizona minimum wage from \$8.05 to \$10 per hour. The increase became effective on January 1, 2017. Further, as a result of proposition 206, accelerated increases, in excess of those expected under proposition 202 (approved in 2006), will set the Arizona minimum wage at \$12 in 2020. After which time the minimum wage will continue to increase with the cost of living.

## Assessment of Impact on Staffing at the Arizona Exposition and State Fairgrounds:

Arizona state agencies are exempt from paying employees the state minimum wage but are required to pay the lower federal minimum wage. Yet, not paying the minimum wage offered by other employers creates a disparity in entry level position pay between AESF and other employers in the market who are required to offer a minimum salary in excess of the wage level required by prop 206.

AESF continues to struggle with demands by venue rental clients to improve the quality of employees, reduce call offs and attract more highly experienced temporary staffing. With other entry level job employers, like fast food establishments, offering wages even higher than minimum wage, it is very difficult to attract quality candidates without offering more than minimum wage. AESF feels that offering anything less than minimum wage would effectively render the agency unable to maintain staffing levels that would support operations and contractual obligations.

AESF has several general classifications of employees that fall into entry level positions which are currently earning the state minimum wage of \$10.50 per hour through December 31, 2018. These positions include, Customer Service Representatives who function as the first point of contact for most visitors to the facility, provide detailed information to guests and secure the perimeter from unapproved entrance to events. It also includes Admission and Parking Sellers who are in cash handling positions selling tickets and reconciling revenues against sales. Also Parking Attendants that work in traffic lanes in the parking lot to direct traffic and protect pedestrians traversing the parking lots are included. General Operations Laborers who perform maintenance and facility upkeep, setup and maintain special events and the fair and provide janitorial upkeep are included as well. These positions work long hours and are highly physically demanding. While each of these positions is entry level, they carry the need for responsible, accurate and dedicated employees.

In considering the effect of the disparity in wage offerings, we believe that not only would we be unable to attract an adequate workforce, we believe we would see a reversal in the improvements we were experiencing

with our current staff. Further assessment led to concerns the negative impact to staff morale would lead to a degradation in performance that would directly result in a budgetary impact by requiring deeper staffing and longer hours to accomplish the same task.

With the continued increase for minimum wage positions, both temporary and permanent employees are affected by creating disparity in pay between employees, raising employees that were at minimum wage set their rate at or above others. As a result, wages for some positions above the minimum wage needed to be increased to maintain position parity.

### **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 AESF success and future performance will be dramatically impacted. Ultimately, operational realities require increase to wages. Without appropriation increase programs will suffer and will lead to loss of revenue. During FY 2020 the minimum wage will reach \$12 per hour nearly a 50% increase from the \$8.05 of 2016.

Due to changes to pricing structure it is anticipated that adequate revenues will be generated cover the cost of the increase. However, without an adjustment to the FY 2020 appropriation, there will be an impactful appropriation shortfall that would cripple the agency's ability to serve its customers and meet statutory obligations.

At this time, we have not been able to assess the full impact to third party vendors that provide goods and services to the agency. This increase serves to further compound effects to appropriation.

### Request for Appropriation and Budget Increase:

To relieve the impact to the agency as a result of minimum wage increase and parity increases the agency is requesting a non-lapsing increase to the FY 2020 appropriation of \$142,000.

# **Arizona Exposition and State Fair**

# Professional and Outside Services Justification

Interim Events

		FY 18 Actuals	FY 20 Budget
External LegalSe4rvices		\$ 15,391.99	15.4
We have a Contract with the State Attorney Ganeral's Office for a part time attorney to be located at the agency			
Other Medican Services		\$ 1,645.20	1.6
Other Financial Services		\$ 3,800.00	3.8
Staff Training & Development		\$ 2,012.21	2.1
Staff Training & Development	\$ 5,271.91		
Electronic Ticketing System Fees	\$ 20,200.15		
Total Other Professional and Outside Services		\$ 25,472.06	25.5
		\$ 48,321.46	48.4

# **Arizona Exposition and State Fair**

## **Professional and Outside Services Justification**

State Fair

			FY 18 Actuals	FY 20 Budget
Temporary Agency Services	6241		\$ 2,178.00	2.2
Other Medical Services	6259			
Emergency Medical Services		\$ 48,060.00		
Total Other Medical Services			\$ 48,060.00	48
Other Professional and Outside Services	6299			
Electronic Ticketing System Fees		\$ 152,107.53		
Livestock Judges		\$ 15,010.00		
Livestock Health Services		\$ 4,650.00		
Media Clipping Service		\$ 5,815.50		
Contracted Sponsorship Management Fee		\$ 66,117.79		
Uniforms		\$ 7,055.51		
Total Other Professional and Outside Services			\$ 250,756.33	250.7
			\$ 300,994.33	300.9