



# 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 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total Budget
Total Amount Requested:	11,613.3	500.0	12,113.3
General Fund	0.0	0.0	0.0
Arizona Exposition and State Fair Fund	11,613.3	500.0	12,113.3

### Governor DUCEY:

This and the accompanying budget schedules, statements and explanatory information constitute the operating budget request for this agency for Fiscal Year 2018.

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**

Governor's Office of  
Strategic Planning and Budgeting

SEP 1 2016

(signature)

Phone: **(602) 257-7132**

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Date Prepared: **Thursday, August 25, 2016**

## Revenue Schedule

<b>Agency:</b> <b>CLA</b> <b>Arizona Exposition &amp; State Fair</b>
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<b>Fund:</b> <b>4001</b> <b>Arizona Exposition and State Fair Fund</b>
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AFIS Code	Category of Receipt and Description	FY 2016	FY 2017	FY 2018
4320	ADMISSION AND ENTRY FEES	3,088.6	3,212.1	3,276.3
4321	PARKING	1,419.0	1,475.7	1,505.3
4322	COMMISSIONS	30.9	32.1	32.8
4323	CONCESSIONS	1,302.4	1,354.5	1,381.6
4325	CARNIVAL	3,772.0	3,922.9	4,001.4
4326	COMMERCIAL SPACE	892.3	928.0	946.6
4339	OTHER FEES AND CHARGES FOR SERVICES	811.1	843.6	860.5
4631	TREASURERS INTEREST INCOME	1.0	1.1	1.1
4632	RENTAL INCOME	822.4	855.3	872.4
4636	COMMISSIONS	16.9	17.6	18.0
4641	NSF CHECKS	0.0	0.0	0.0
4699	MISCELLANEOUS RECEIPTS	31.6	32.9	33.6
4825	CREDIT CARD INCENTIVE REV - CURRENT YR	0.0	0.0	0.0
<b>Fund Total:</b>		12,188.1	12,675.8	12,929.6

## Revenue Schedule

**Agency:** CLA Arizona Exposition & State Fair

**Fund:** 4001 Arizona Exposition and State Fair Fund

**Justification:** Justification is included on next sheet.

## Sources and Uses of Funds

<b>Agency:</b>	CLA Arizona Exposition & State Fair
<b>Fund:</b>	2600 Payment Card Clearing Fund

<b>Cash Flow Summary</b>	Actual FY 2016	Estimate FY 2017	Estimate FY 2018
Balance Forward from Prior Year	0.0	0.0	0.0
Total Available	0.0	0.0	0.0
Total Appropriated Disbursements	0.0	0.0	0.0
Total Non-Appropriated Disbursements	0.0	0.0	0.0
Balance Forward to Next Year	0.0	0.0	0.0

<b>Appropriated Expenditure</b>	Actual FY 2016	Estimate FY 2017	Estimate FY 2018
<b>Expenditure Categories</b>			
Personal Services	0.0	0.0	0.0
Employee Related Expenses	0.0	0.0	0.0
Prof. And Outside Services	0.0	0.0	0.0
Travel - In State	0.0	0.0	0.0
Travel - Out of State	0.0	0.0	0.0
Food	0.0	0.0	0.0
Aid to Organizations and Individuals	0.0	0.0	0.0
Other Operating Expenses	0.0	0.0	0.0
Equipment	0.0	0.0	0.0
Capital Outlay	0.0	0.0	0.0
Debt Service	0.0	0.0	0.0
Cost Allocation	0.0	0.0	0.0
Transfers	0.0	0.0	0.0
<b>Expenditure Categories Total:</b>	0.0	0.0	0.0
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)	0.0	0.0	0.0
Appropriated 27th Pay Roll	0.0	0.0	0.0
Legislative Fund Transfers	0.0	0.0	0.0
<b>Appropriated Expenditure Total:</b>	0.0	0.0	0.0
<b>Appropriated FTE:</b>	0.0	0.0	0.0

### Fund Justification

#### Justification:

### Fund Description

Source: Payment card clearing fund

Use: Payment card clearing fund

OSPB: Funding source is from various fees charged to the public for licensing and other activities. The fund is set up as a pass through of deposits coming in to the Treasurer's Office from fees paid by payment cards.

## Sources and Uses of Funds

<b>Agency:</b>	<b>CLA Arizona Exposition &amp; State Fair</b>
<b>Fund:</b>	<b>4001 Arizona Exposition and State Fair Fund</b>

<b>Cash Flow Summary</b>	<b>Actual FY 2016</b>	<b>Estimate FY 2017</b>	<b>Estimate FY 2018</b>
Balance Forward from Prior Year	3,376.6	3,746.0	3,808.5
Revenue (From Revenue Schedule)	12,188.1	12,675.8	12,929.6
Total Available	15,564.7	16,421.8	16,738.1
Total Appropriated Disbursements	11,818.7	12,613.3	13,113.3
Total Non-Appropriated Disbursements	0.0	0.0	0.0
Balance Forward to Next Year	3,746.0	3,808.5	3,624.8

<b>Appropriated Expenditure</b>	<b>Actual FY 2016</b>	<b>Estimate FY 2017</b>	<b>Estimate FY 2018</b>
<b>Expenditure Categories</b>			
Personal Services	3,488.9	3,591.7	3,591.7
Employee Related Expenses	1,013.2	1,046.5	1,046.5
Prof. And Outside Services	3,769.5	3,793.3	3,793.3
Travel - In State	11.8	5.0	5.0
Travel - Out of State	10.0	7.0	7.0
Food	0.0	0.0	0.0
Aid to Organizations and Individuals	0.0	0.0	0.0
Other Operating Expenses	3,014.9	3,069.8	3,569.8
Equipment	18.5	100.0	100.0
Capital Outlay	0.0	0.0	0.0
Debt Service	0.0	0.0	0.0
Cost Allocation	0.0	0.0	0.0
Transfers	0.0	0.0	0.0
<b>Expenditure Categories Total:</b>	<b>11,326.8</b>	<b>11,613.3</b>	<b>12,113.3</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)	491.9	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
<b>Appropriated Expenditure Total:</b>	<b>11,818.7</b>	<b>12,613.3</b>	<b>13,113.3</b>
<b>Appropriated FTE:</b>	<b>184.0</b>	<b>184.0</b>	<b>184.0</b>

### Fund Justification

**Justification:** Capital Improvements

### Fund Description

Source:	Fund source is monies received during operations of the Arizona State Fair and all interim events held at the Arizona Exposition & State Fair.
Use:	Funds are spent to hold the Arizona State Fair and all interim events at the Arizona Exposition & State Fair.
OSPB:	Revenue is generated by proceeds from the State Fair and other events at the fair grounds and the revenue is used to provide for those events.

## Funding Issues List

Agency: <b>CLA</b> Arizona Exposition & State Fair
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FY 2018

Priority	Funding Issue Title	Category	Total FTE	Total Amount	General Fund	Other Funds	Non-App Funds
1	Justification for Increase in Appropriation	Decision Pack	0.0	500.0	0.0	500.0	0.0
	<b>Total:</b>		0.0	500.0	0.0	500.0	0.0
	<b>Decision Package Total:</b>		0.0	500.0	0.0	500.0	0.0

## Funding Issue Detail

**Agency:** CLA Arizona Exposition & State Fair

**Issue:** 1 **Justification for Increase in Appropriation** **Issue Category:** Decision Package

**Justification:** Please see attached

**Program:** 2-1 State Fair Operations  
**Fund:** 4001-A Arizona Exposition and State Fair Fund (Appropriated)

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

**Justification:**

Expenditure Categories	FY 2018
FTE	0.0
Personal Services	0.0
Employee Related Expenses	0.0
<b>Subtotal Personal Services and ERE:</b>	0.0
Professional & Outside Services	0.0
Travel In-State	0.0
Travel Out-of-State	0.0
Food (Library for Universities)	0.0
Aid to Organizations & Individuals	0.0
Other Operating Expenditures	500.0
Equipment	0.0
Capital Outlay	0.0
Debt Services	0.0
Cost Allocation	0.0
Transfers	0.0
<b>Program / Fund Total:</b>	500.0

## Summary of Expenditure and Budget Request for All Funds

**Agency:** CLA Arizona Exposition & State Fair

**Appropriated**

		FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
Cost Center/Program:					
1	Interim Events	4,478.1	4,272.8	0.0	4,272.8
2	State Fair Operations	6,848.7	7,340.5	500.0	7,840.5
		11,326.8	11,613.3	500.0	12,113.3
<b>Expenditure Categories</b>					
	FTE	184.0	184.0	0.0	184.0
	Personal Services	3,488.9	3,591.7	0.0	3,591.7
	Employee Related Expenses	1,013.2	1,046.5	0.0	1,046.5
	Professional and Outside Services	3,769.5	3,793.3	0.0	3,793.3
	Travel In-State	11.8	5.0	0.0	5.0
	Travel Out of State	10.0	7.0	0.0	7.0
	Food (Library for Universities)	0.0	0.0	0.0	0.0
	Aid to Organizations and Individuals	0.0	0.0	0.0	0.0
	Other Operating Expenses	3,014.9	3,069.8	500.0	3,569.8
	Equipment	18.5	100.0	0.0	100.0
	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>		11,326.8	11,613.3	500.0	12,113.3



# Summary of Expenditure and Budget Request for All Funds

Agency: **CLA Arizona Exposition & State Fair**

<b>Agency Total for All Funds:</b>	<u>11,326.8</u>	<u>11,613.3</u>	<u>500.0</u>	<u>12,113.3</u>	<u>                    </u>	<u>                    </u>	<u>                    </u>
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## Summary of Expenditure and Budget Request for Selected Funds

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Fund:</b>	1000	General Fund (Appropriated)

	FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
Cost Center/Program:				
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 (Library for Universities)	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

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Fund:</b>	4001	Arizona Exposition and State Fair Fund (Appropriated)

	FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
Cost Center/Program:				
1 Interim Events	4,478.1	4,272.8	0.0	4,272.8
2 State Fair Operations	6,848.7	7,340.5	500.0	7,840.5
	11,326.8	11,613.3	500.0	12,113.3
<b>Expenditure Categories</b>				
FTE	184.0	184.0	0.0	184.0
Personal Services	3,488.9	3,591.7	0.0	3,591.7
Employee Related Expenses	1,013.2	1,046.5	0.0	1,046.5
Professional and Outside Services	3,769.5	3,793.3	0.0	3,793.3
Travel In-State	11.8	5.0	0.0	5.0
Travel Out of State	10.0	7.0	0.0	7.0
Food (Library for Universities)	0.0	0.0	0.0	0.0
Aid to Organizations and Individuals	0.0	0.0	0.0	0.0
Other Operating Expenses	3,014.9	3,069.8	500.0	3,569.8
Equipment	18.5	100.0	0.0	100.0
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>	11,326.8	11,613.3	500.0	12,113.3
<b>Fund Total:</b>	11,326.8	11,613.3	500.0	12,113.3

## Summary of Expenditure and Budget Request for Selected Funds

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Fund:</b>	4001	Arizona Exposition and State Fair Fund (Appropriated)

	FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
<b>Agency Total for Selected Funds</b>	11,326.8	11,613.3	500.0	12,113.3

## Program Summary of Expenditures and Budget Request

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	1	Interim Events

		FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
<b>Program Summary</b>					
1-1	Interim Events	4,478.1	4,272.8	0.0	4,272.8
<b>Program Summary Total:</b>		4,478.1	4,272.8	0.0	4,272.8
<b>Expenditure Categories</b>					
0000	FTE Positions	71.8	71.8	0.0	71.8
6000	Personal Services	1,897.2	1,854.3	0.0	1,854.3
6100	Employee Related Expenses	689.8	587.9	0.0	587.9
6200	Professional and Outside Services	404.5	321.9	0.0	321.9
6500	Travel In-State	1.6	0.0	0.0	0.0
6600	Travel Out of State	0.0	0.0	0.0	0.0
6700	Food (Library for Universities)	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	1,469.0	1,508.7	0.0	1,508.7
8000	Equipment	16.0	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
9100	Transfers	0.0	0.0	0.0	0.0
<b>Expenditure Categories Total:</b>		4,478.1	4,272.8	0.0	4,272.8
<b>Fund Source</b>					
<b>Appropriated Funds</b>					
4001-A	Arizona Exposition and State Fair Fund (Appropriat	4,478.1	4,272.8	0.0	4,272.8
<b>Fund Source Total:</b>		4,478.1	4,272.8	0.0	4,272.8

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

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	1	Interim Events

	FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
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<b>Fund:</b>	4001-A	Arizona Exposition and State Fair Fund (Appropriated)
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### Program Expenditures

COST CENTER/PROGRAM BUDGET UNIT

1-1	Interim Events	4,478.1	4,272.8	0.0	4,272.8
	Total	4,478.1	4,272.8	0.0	4,272.8

### Appropriated Funding

#### Expenditure Categories

FTE Positions	71.8	71.8	0.0	71.8
Personal Services	1,897.2	1,854.3	0.0	1,854.3
Employee Related Expenses	689.8	587.9	0.0	587.9
Professional and Outside Services	404.5	321.9	0.0	321.9
Travel In-State	1.6	0.0	0.0	0.0
Travel Out of State	0.0	0.0	0.0	0.0
Food (Library for Universities)	0.0	0.0	0.0	0.0
Aid to Organizations and Individuals	0.0	0.0	0.0	0.0
Other Operating Expenses	1,469.0	1,508.7	0.0	1,508.7
Equipment	16.0	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>	4,478.1	4,272.8	0.0	4,272.8
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<b>Fund 4001-A Total:</b>	4,478.1	4,272.8	0.0	4,272.8
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<b>Program 1 Total:</b>	4,478.1	4,272.8	0.0	4,272.8
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## Program Budget Unit Summary of Expenditures and Budget Request for All Funds

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	1-1	Interim Events

Expenditure Categories	FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
0000 FTE	71.8	71.8	0.0	71.8
6000 Personal Services	1,897.2	1,854.3	0.0	1,854.3
6100 Employee Related Expenses	689.8	587.9	0.0	587.9
6200 Professional and Outside Services	404.5	321.9	0.0	321.9
6500 Travel In-State	1.6	0.0	0.0	0.0
6600 Travel Out of State	0.0	0.0	0.0	0.0
6700 Food (Library for Universities)	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	1,469.0	1,508.7	0.0	1,508.7
8000 Equipment	16.0	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
9100 Transfers	0.0	0.0	0.0	0.0
<b>Expenditure Categories Total:</b>	4,478.1	4,272.8	0.0	4,272.8
<b>Fund Source</b>				
<b>Appropriated Funds</b>				
4001-A Arizona Exposition and State Fair Fund (Appropriat	4,478.1	4,272.8	0.0	4,272.8
	4,478.1	4,272.8	0.0	4,272.8
<b>Fund Source Total:</b>	4,478.1	4,272.8	0.0	4,272.8

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

<b>Agency:</b> <b>CLA</b> <b>Arizona Exposition &amp; State Fair</b>					
		<b>FY 2016</b>	<b>FY 2017</b>	<b>FY 2018</b>	<b>FY 2018</b>
		<b>Actual</b>	<b>Expd. Plan</b>	<b>Fund. Issue</b>	<b>Total</b>
<b>Program:</b> <b>1-1</b> <b>Interim Events</b>					
<b>Fund:</b> <b>4001-A</b> <b>Arizona Exposition and State Fair Fund</b>					
<b>Appropriated</b>					
0000	FTE	71.8	71.8	0.0	71.8
6000	Personal Services	1,897.2	1,854.3	0.0	1,854.3
6100	Employee Related Expenses	689.8	587.9	0.0	587.9
6200	Professional and Outside Services	404.5	321.9	0.0	321.9
6500	Travel In-State	1.6	0.0	0.0	0.0
6600	Travel Out of State	0.0	0.0	0.0	0.0
6700	Food (Library for Universities)	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	1,469.0	1,508.7	0.0	1,508.7
8000	Equipment	16.0	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
9100	Transfers	0.0	0.0	0.0	0.0
<b>Appropriated Total:</b>		4,478.1	4,272.8	0.0	4,272.8
<b>Fund Total:</b>		4,478.1	4,272.8	0.0	4,272.8
<b>Program Total For Selected Funds:</b>		4,478.1	4,272.8	0.0	4,272.8



## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	1-1	Interim Events

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>FTE Positions</b>		
FTE	71.8	71.8
<b>Expenditure Category Total</b>	<b>71.8</b>	<b>71.8</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	71.8	71.8
<b>Fund Source Total</b>	<b>71.8</b>	<b>71.8</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Personal Services</b>		
Personal Services	1,897.2	1,854.3
Boards and Commissions	0.0	0.0
<b>Expenditure Category Total</b>	<b>1,897.2</b>	<b>1,854.3</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	1,897.2	1,854.3
<b>Fund Source Total</b>	<b>1,897.2</b>	<b>1,854.3</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Employee Related Expenses</b>		
Employee Related Expenses	689.8	587.9
<b>Expenditure Category Total</b>	<b>689.8</b>	<b>587.9</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	689.8	587.9
<b>Fund Source Total</b>	<b>689.8</b>	<b>587.9</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Professional &amp; Outside Services</b>		
Professional and Outside Services	0.0	0.0
External Prof/Outside Serv Budg And Appn	0.0	0.0
External Investment Services	0.0	0.0
Other External Financial Services	10.6	7.8
Attorney General Legal Services	124.4	66.7
External Legal Services	0.0	0.0
External Engineer/Architect Cost - Exp	0.0	0.0
External Engineer/Architect Cost- Cap	0.0	0.0
Other Design	0.0	0.0
Temporary Agency Services	29.7	0.0
Hospital Services	0.0	0.0
Other Medical Services	0.0	0.0
Institutional Care	0.0	0.0
Education And Training	2.4	10.0

## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	1-1	Interim Events

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Professional &amp; Outside Services</b>		
Vendor Travel	0.0	0.0
Professional & Outside Services Excluded from Cost Alloca	0.0	0.0
Vendor Travel - Non Reportable	0.0	0.0
External Telecom Consulting Services	0.0	0.0
Non - Confidential Specialist Fees	0.0	0.0
Confidential Specialist Fees	0.0	0.0
Outside Actuarial Costs	0.0	0.0
Other Professional And Outside Services	237.4	237.4
<b>Expenditure Category Total</b>	<b>404.5</b>	<b>321.9</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	404.5	321.9
<b>Fund Source Total</b>	<b>404.5</b>	<b>321.9</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Travel In-State</b>		
Travel In-State	1.6	0.0
<b>Expenditure Category Total</b>	<b>1.6</b>	<b>0.0</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	1.6	0.0
<b>Fund Source Total</b>	<b>1.6</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Travel Out-of-State</b>		
Travel Out of State	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-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>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Food (Library for Universities)</b>		
Food (Library for Universities)	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Aid to Organizations &amp; Individuals</b>		
Aid to Organizations and Individuals	0.0	0.0

## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	1-1	Interim Events

<b>Expenditure Category</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Expd. Plan</b>
<b>Aid to Organizations &amp; Individuals</b>		
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

<b>Expenditure Category</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Expd. Plan</b>
<b>Other Operating Expenditures</b>		
Other Operating Expenditures	0.0	0.0
Insurance & Related Charges	225.7	230.6
Information Technology Services	69.4	70.0
Utilities	896.3	905.0
Non-Building or Land Rent	0.0	0.0
Building Rent Charges to State Agencies	0.0	0.0
COP Building Rent Charges to State Agencies	0.0	0.0
Rental of Land & Buildings	12.6	12.6
Interest Payments	0.0	0.0
Internal Acct, Budgeting and Financial Svcs.	0.0	0.0
Payments for Internal Services	0.0	0.0
Repair & Maintenance	111.3	122.2
Software Support and Maintenance	5.3	10.0
Operating Supplies	125.6	135.0
Resale Supplies	0.0	0.0
Sales of Assets	0.0	0.0
Conference, Education & Training	0.0	0.0
Advertising	11.1	11.1
Printing & Photography	0.0	0.0
Postage & Delivery	4.2	4.2
Miscellaneous Operating	7.5	8.0
Depreciation Expense	0.0	0.0
<b>Expenditure Category Total</b>	<b>1,469.0</b>	<b>1,508.7</b>

<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	1,469.0	1,508.7
<b>Fund Source Total</b>	<b>1,469.0</b>	<b>1,508.7</b>

<b>Expenditure Category</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Expd. Plan</b>
<b>Equipment</b>		
Vehicles - Capital Leases	0.0	0.0
Furniture - Capital Leases	0.0	0.0
EDP Equipment - Mainframe - Capital Leases	0.0	0.0
EDP Equipment - Midrange - Capital Leases	0.0	0.0
EDP Equipment - PCs/LAN - Capital Leases	0.0	0.0
Telecommunication Equipment - Capital Leases	0.0	0.0
Other Equipment - Capital Leases	0.0	0.0
Capital Equipment Purchases	0.0	0.0
Vehicles - Non-Capital	0.0	0.0
Furniture - Non-Capital	1.6	0.0
EDP Equipment - Mainframe - Non-Capital	0.0	0.0

## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	1-1	Interim Events

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Equipment</b>		
Telecommunication Equipment - Non Capital	0.0	0.0
Other Equipment - Non-Capital	12.1	0.0
Purchased Or Licensed Software/Website	2.3	0.0
Internally Generated Software/Website	0.0	0.0
<b>Expenditure Category Total</b>	<b>16.0</b>	<b>0.0</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	16.0	0.0
<b>Fund Source Total</b>	<b>16.0</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Capital Outlay</b>		
Capital Outlay	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Debt Services</b>		
Debt Service	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Cost Allocation</b>		
Cost Allocation	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Transfers</b>		
Transfers	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Fund Source	FY 2016 Actual	FY 2017 Expd. Plan
<b>Appropriated</b>		
4001-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>

Classification Listing			
Class Code	Title	Grade	Total FTE
ACV32	ACCT 1	19	0.6

## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	1-1	Interim Events

ACV32	ACCT 1	19	0.6
ACV32	ACCTG TECH 2	13	0.0
ACV32	ACCTG TECH 2	13	0.6
ACV73	ADMV ASST 1	13	0.6
ACV73	ADMV ASST 1	13	1.2
ACV73	ADMV ASST 3	17	1.8
ACV73	ADMV ASST 3	17	0.0
AUN06	ADMV SVCS DIR	22	0.6
AUN04	ASST EVENTS COORD	19	0.6
AUN04	ASST EVENTS COORD	19	0.6
AUN07	ASST SPONSORSHIP COORD	18	0.6
ACV34	BLDG MAINT TECH 2	14	0.6
AUN05	BOX OFFICE MGR	19	0.4
AUN03	BUYER 3	19	0.6
AUN01	CARPENTER	16	0.6
AUN01	CL ADMV SVCS OFFCR 2	21	1.2
AUN05	CL ASST DIR OPS	E1	3.6
AUN05	CL ASST EXEC DIR	E1	0.6
AUN05	CL ASST EXEC DIR	E1	0.6
AUN06	CL COLISEUM CONTROLLER	22	0.6
AUN01	CL DPTY DIR	E3	0.6
AUN06	CL EXEC CONSULT	22	0.6
AUN05	CL EXEC DIR	E4	0.6
AUN01	CL OPS ASST DIR	21	0.6
ACV31	CLERK TYPIST 3	11	1.8
ACV47	COLISEUM EVENTS CTRL OFFCR 1	13	0.6
ACV47	COLISEUM EVENTS CTRL OFFCR 1	13	0.6
AUN04	COLISEUM FAIR COORD	21	0.6
AUN02	COLISEUM WKR	01	32.7
AUN01	CONCESSION FOOD SVCS MGR	20	0.6
ACV32	CUSTODIAL CREW SPV	14	0.6
ACV32	CUSTODIAL WKR 2	10	1.8
ACV34	ELECTRICIAN	17	1.2
AUN03	ELECTRICIAN	17	0.6
ACV64	EQP OPER 1	13	1.2

## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	1-1	Interim Events

AUN04	EQP OPER 1	13	0.6
ACV34	EQP REPAIR TECH	17	0.6
ACV31	GRAPHIC DESIGNER 1	18	0.6
ACV62	LABORER	10	0.0
AUN03	LABORER	10	2.7
ACV32	MAIL CLERK 2	09	0.6
AUN05	MKTG & ADVERTISING MGR	22	0.0
ACV73	PERSONNEL SPV	20	0.6
ACV34	PHYSCL PLANT SPV 1	19	0.6
AUN03	PLUMBER	17	0.6
ACV34	PLUMBER	17	0.6
ACV34	REFRIGERATION MECHANIC	17	0.6
ACV47	SECURITY CHF	19	0.6
AUN04	SR SPONSORSHIP COORD	22	0.0
ACV32	STOREKEEPER	15	0.6
AUN08	WELDER	17	0.6
ACV34	WELDER	17	0.6

### Employee Retirement Coverage

Retirement System	FTE	Personal Services	Fund#
State Retirement System	0.0	0.0	4001-A
State Retirement System	46.0	1,186.6	4001-A
Non-Participating	0.0	0.0	4001-A
Non-Participating	26.0	667.7	4001-A

### Combined Regular & Elected Positions At/Above FICA Maximum of \$118,500

Total FTE	Personal Services	FTE's not eligible for Health, Dental & Life
1.2	0.2	0.0

## Program Summary of Expenditures and Budget Request

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2	State Fair Operations

	FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
<b>Program Summary</b>				
2-1 State Fair Operations	6,848.7	7,340.5	500.0	7,840.5
<b>Program Summary Total:</b>	6,848.7	7,340.5	500.0	7,840.5
<b>Expenditure Categories</b>				
0000 FTE Positions	112.2	112.2	0.0	112.2
6000 Personal Services	1,591.7	1,737.4	0.0	1,737.4
6100 Employee Related Expenses	323.4	458.6	0.0	458.6
6200 Professional and Outside Services	3,365.0	3,471.4	0.0	3,471.4
6500 Travel In-State	10.2	5.0	0.0	5.0
6600 Travel Out of State	10.0	7.0	0.0	7.0
6700 Food (Library for Universities)	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	1,545.9	1,561.1	500.0	2,061.1
8000 Equipment	2.5	100.0	0.0	100.0
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
9100 Transfers	0.0	0.0	0.0	0.0
<b>Expenditure Categories Total:</b>	6,848.7	7,340.5	500.0	7,840.5
<b>Fund Source</b>				
<b>Appropriated Funds</b>				
1000-A General Fund (Appropriated)	0.0	0.0	0.0	0.0
4001-A Arizona Exposition and State Fair Fund (Appropriat	6,848.7	7,340.5	500.0	7,840.5
<b>Fund Source Total:</b>	6,848.7	7,340.5	500.0	7,840.5

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

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2	State Fair Operations

	FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
<b>Fund: 1000-A General Fund (Appropriated)</b>				
<b>Program Expenditures</b>				
COST CENTER/PROGRAM BUDGET UNIT				
2-1 State Fair Operations	0.0	0.0	0.0	0.0
Total	0.0	0.0	0.0	0.0

### Appropriated Funding

#### Expenditure Categories

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 (Library for Universities)	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 1000-A Total:</b>	0.0	0.0	0.0	0.0
<b>Program 2 Total:</b>	0.0	0.0	0.0	0.0



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

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2	State Fair Operations

	FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
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<b>Fund:</b>	4001-A	Arizona Exposition and State Fair Fund (Appropriated)
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### Program Expenditures

COST CENTER/PROGRAM BUDGET UNIT

2-1	State Fair Operations	6,848.7	7,340.5	500.0	7,840.5
	Total	6,848.7	7,340.5	500.0	7,840.5

### Appropriated Funding

#### Expenditure Categories

FTE Positions	112.2	112.2	0.0	112.2
Personal Services	1,591.7	1,737.4	0.0	1,737.4
Employee Related Expenses	323.4	458.6	0.0	458.6
Professional and Outside Services	3,365.0	3,471.4	0.0	3,471.4
Travel In-State	10.2	5.0	0.0	5.0
Travel Out of State	10.0	7.0	0.0	7.0
Food (Library for Universities)	0.0	0.0	0.0	0.0
Aid to Organizations and Individuals	0.0	0.0	0.0	0.0
Other Operating Expenses	1,545.9	1,561.1	500.0	2,061.1
Equipment	2.5	100.0	0.0	100.0
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>	6,848.7	7,340.5	500.0	7,840.5
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<b>Fund 4001-A Total:</b>	6,848.7	7,340.5	500.0	7,840.5
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<b>Program 2 Total:</b>	6,848.7	7,340.5	500.0	7,840.5
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## Program Budget Unit Summary of Expenditures and Budget Request for All Funds

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2-1	State Fair Operations

Expenditure Categories	FY 2016 Actual	FY 2017 Expd. Plan	FY 2018 Fund. Issue	FY 2018 Total
0000 FTE	112.2	112.2	0.0	112.2
6000 Personal Services	1,591.7	1,737.4	0.0	1,737.4
6100 Employee Related Expenses	323.4	458.6	0.0	458.6
6200 Professional and Outside Services	3,365.0	3,471.4	0.0	3,471.4
6500 Travel In-State	10.2	5.0	0.0	5.0
6600 Travel Out of State	10.0	7.0	0.0	7.0
6700 Food (Library for Universities)	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	1,545.9	1,561.1	500.0	2,061.1
8000 Equipment	2.5	100.0	0.0	100.0
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
9100 Transfers	0.0	0.0	0.0	0.0
<b>Expenditure Categories Total:</b>	6,848.7	7,340.5	500.0	7,840.5
<b>Fund Source</b>				
<b>Appropriated Funds</b>				
1000-A General Fund (Appropriated)	0.0	0.0	0.0	0.0
4001-A Arizona Exposition and State Fair Fund (Appropriat	6,848.7	7,340.5	500.0	7,840.5
	6,848.7	7,340.5	500.0	7,840.5
<b>Fund Source Total:</b>	6,848.7	7,340.5	500.0	7,840.5

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

<b>Agency:</b> <b>CLA</b> <b>Arizona Exposition &amp; State Fair</b>					
		<b>FY 2016</b>	<b>FY 2017</b>	<b>FY 2018</b>	<b>FY 2018</b>
		<b>Actual</b>	<b>Expd. Plan</b>	<b>Fund. Issue</b>	<b>Total</b>
<b>Program:</b> <b>2-1</b> <b>State Fair Operations</b>					
<b>Fund:</b> <b>1000-A</b> <b>General Fund</b>					
<b>Appropriated</b>					
6000	Personal Services	0.0	0.0	0.0	0.0
6100	Employee Related Expenses	0.0	0.0	0.0	0.0
6200	Professional and Outside Services	0.0	0.0	0.0	0.0
6500	Travel In-State	0.0	0.0	0.0	0.0
6600	Travel Out of State	0.0	0.0	0.0	0.0
6700	Food (Library for Universities)	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	0.0	0.0	0.0	0.0
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
9100	Transfers	0.0	0.0	0.0	0.0
	<b>Appropriated Total:</b>	0.0	0.0	0.0	0.0
	<b>Fund Total:</b>	0.0	0.0	0.0	0.0
	<b>Program Total For Selected Funds:</b>	0.0	0.0	0.0	0.0

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

Agency:	CLA Arizona Exposition & State Fair					
			FY 2016	FY 2017	FY 2018	
			Actual	Expd. Plan	Fund. Issue	
					FY 2018 Total	
<b>Program:</b>	2-1 State Fair Operations					
<b>Fund:</b>	4001-A Arizona Exposition and State Fair Fund					
	<b>Appropriated</b>					
0000	FTE		112.2	112.2	0.0	112.2
6000	Personal Services		1,591.7	1,737.4	0.0	1,737.4
6100	Employee Related Expenses		323.4	458.6	0.0	458.6
6200	Professional and Outside Services		3,365.0	3,471.4	0.0	3,471.4
6500	Travel In-State		10.2	5.0	0.0	5.0
6600	Travel Out of State		10.0	7.0	0.0	7.0
6700	Food (Library for Universities)		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		1,545.9	1,561.1	500.0	2,061.1
8000	Equipment		2.5	100.0	0.0	100.0
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
9100	Transfers		0.0	0.0	0.0	0.0
	<b>Appropriated Total:</b>		6,848.7	7,340.5	500.0	7,840.5
	<b>Fund Total:</b>		6,848.7	7,340.5	500.0	7,840.5
	<b>Program Total For Selected Funds:</b>		6,848.7	7,340.5	500.0	7,840.5

## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2-1	State Fair Operations

<b>Expenditure Category</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Expd. Plan</b>
<b>FTE Positions</b>		
FTE	112.2	112.2
<b>Expenditure Category Total</b>	<b>112.2</b>	<b>112.2</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	112.2	112.2
<b>Fund Source Total</b>	<b>112.2</b>	<b>112.2</b>

<b>Expenditure Category</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Expd. Plan</b>
<b>Personal Services</b>		
Personal Services	1,591.7	1,737.4
Boards and Commissions	0.0	0.0
<b>Expenditure Category Total</b>	<b>1,591.7</b>	<b>1,737.4</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	1,591.7	1,737.4
<b>Fund Source Total</b>	<b>1,591.7</b>	<b>1,737.4</b>

<b>Expenditure Category</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Expd. Plan</b>
<b>Employee Related Expenses</b>		
Employee Related Expenses	323.4	458.6
<b>Expenditure Category Total</b>	<b>323.4</b>	<b>458.6</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	323.4	458.6
<b>Fund Source Total</b>	<b>323.4</b>	<b>458.6</b>

<b>Expenditure Category</b>	<b>FY 2016 Actual</b>	<b>FY 2017 Expd. Plan</b>
<b>Professional &amp; Outside Services</b>		
Professional and Outside Services	0.0	0.0
External Prof/Outside Serv Budg And Appn	0.0	0.0
External Investment Services	0.0	0.0
Other External Financial Services	0.0	0.0
Attorney General Legal Services	0.0	0.0
External Legal Services	0.0	0.0
External Engineer/Architect Cost - Exp	0.0	0.0
External Engineer/Architect Cost- Cap	0.0	0.0
Other Design	0.0	0.0
Temporary Agency Services	0.0	0.0
Hospital Services	0.0	0.0
Other Medical Services	0.0	0.0
Institutional Care	0.0	0.0
Education And Training	0.0	0.0

## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2-1	State Fair Operations

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Professional &amp; Outside Services</b>		
Vendor Travel	0.0	0.0
Professional & Outside Services Excluded from Cost Alloca	0.0	0.0
Vendor Travel - Non Reportable	0.0	0.0
External Telecom Consulting Services	0.0	0.0
Non - Confidential Specialist Fees	0.0	0.0
Confidential Specialist Fees	0.0	0.0
Outside Actuarial Costs	0.0	0.0
Other Professional And Outside Services	3,365.0	3,471.4
<b>Expenditure Category Total</b>	<b>3,365.0</b>	<b>3,471.4</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
1000-A General Fund (Appropriated)	0.0	0.0
4001-A Arizona Exposition and State Fair Fund (Appropriated)	3,365.0	3,471.4
<b>Fund Source Total</b>	<b>3,365.0</b>	<b>3,471.4</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Travel In-State</b>		
Travel In-State	10.2	5.0
<b>Expenditure Category Total</b>	<b>10.2</b>	<b>5.0</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	10.2	5.0
<b>Fund Source Total</b>	<b>10.2</b>	<b>5.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Travel Out-of-State</b>		
Travel Out of State	10.0	7.0
<b>Expenditure Category Total</b>	<b>10.0</b>	<b>7.0</b>
<b>Fund Source</b>		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	10.0	7.0
<b>Fund Source Total</b>	<b>10.0</b>	<b>7.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Food (Library for Universities)</b>		
Food (Library for Universities)	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2-1	State Fair Operations

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Aid to Organizations &amp; Individuals</b>		
Aid to Organizations and Individuals	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Other Operating Expenditures</b>		
Other Operating Expenditures	0.0	0.0
Insurance & Related Charges	45.0	45.0
Information Technology Services	32.0	32.0
Utilities	329.3	330.0
Non-Building or Land Rent	0.0	0.0
Building Rent Charges to State Agencies	0.0	0.0
COP Building Rent Charges to State Agencies	0.0	0.0
Rental of Land & Buildings	120.2	120.2
Interest Payments	0.0	0.0
Internal Acct, Budgeting and Financial Svcs.	0.0	0.0
Payments for Internal Services	0.0	0.0
Repair & Maintenance	94.5	50.0
Software Support and Maintenance	2.1	2.1
Operating Supplies	79.2	79.2
Resale Supplies	0.0	0.0
Sales of Assets	0.0	0.0
Conference, Education & Training	0.6	0.6
Advertising	650.2	700.0
Printing & Photography	113.3	120.0
Postage & Delivery	3.0	2.0
Miscellaneous Operating	76.5	80.0
Depreciation Expense	0.0	0.0
<b>Expenditure Category Total</b>	<b>1,545.9</b>	<b>1,561.1</b>

Fund Source		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	1,545.9	1,561.1
<b>Fund Source Total</b>	<b>1,545.9</b>	<b>1,561.1</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Equipment</b>		
Vehicles - Capital Leases	0.0	0.0
Furniture - Capital Leases	0.0	0.0
EDP Equipment - Mainframe - Capital Leases	0.0	0.0
EDP Equipment - Midrange - Capital Leases	0.0	0.0
EDP Equipment - PCs/LAN - Capital Leases	0.0	0.0
Telecommunication Equipment - Capital Leases	0.0	0.0
Other Equipment - Capital Leases	0.0	0.0
Capital Equipment Purchases	0.0	0.0
Vehicles - Non-Capital	0.0	55.0
Furniture - Non-Capital	0.3	0.0

# Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2-1	State Fair Operations

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Equipment</b>		
EDP Equipment - Mainframe - Non-Capital	0.0	0.0
Telecommunication Equipment - Non Capital	0.0	0.0
Other Equipment - Non-Capital	0.9	45.0
Purchased Or Licensed Software/Website	1.3	0.0
Internally Generated Software/Website	0.0	0.0
<b>Expenditure Category Total</b>	<b>2.5</b>	<b>100.0</b>

Fund Source		
<b>Appropriated</b>		
4001-A Arizona Exposition and State Fair Fund (Appropriated)	2.5	100.0
<b>Fund Source Total</b>	<b>2.5</b>	<b>100.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Capital Outlay</b>		
Capital Outlay	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Debt Services</b>		
Debt Service	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Cost Allocation</b>		
Cost Allocation	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Expenditure Category	FY 2016 Actual	FY 2017 Expd. Plan
<b>Transfers</b>		
Transfers	0.0	0.0
<b>Expenditure Category Total</b>	<b>0.0</b>	<b>0.0</b>

Classification Listing			
Class Code	Title	Grade	Total FTE
ACV32	ACCT 1	19	0.4
ACV32	ACCTG TECH 2	13	0.4
ACV73	ADMV ASST 1	13	0.8



## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2-1	State Fair Operations

ACV73	ADMV ASST 2	15	1.2
ACV73	ADMV ASST 3	17	1.2
ACV73	ADMV ASST 3	17	1.0
AUN06	ADMV SVCS DIR	22	0.4
AUN04	ASST EVENTS COORD	19	0.4
AUN07	ASST SPONSORSHIP COORD	18	1.0
ACV34	BLDG MAINT TECH 2	14	0.4
AUN05	BOX OFFICE MGR	19	0.6
AUN03	BUYER 3	19	0.4
AUN01	CARPENTER	16	0.4
AUN01	CL ADMV SVCS OFFCR 2	21	0.8
AUN05	CL ASST DIR OPS	E1	0.4
AUN05	CL ASST EXEC DIR	E1	0.4
AUN06	CL COLISEUM CONTROLLER	22	0.4
AUN01	CL DPTY DIR	E3	0.4
AUN06	CL EXEC CONSULT	22	0.4
AUN05	CL EXEC DIR	E4	0.4
AUN01	CL OPS ASST DIR	21	0.4
ACV31	CLERK TYPIST 3	11	1.2
ACV47	COLISEUM EVENTS CTRL OFFCR 1	13	0.4
ACV47	COLISEUM EVENTS CTRL OFFCR 1	13	0.8
AUN04	COLISEUM FAIR COORD	21	0.8
AUN02	COLISEUM WKR	01	74.9
AUN01	CONCESSION FOOD SVCS MGR	20	0.4
ACV32	CUSTODIAL CREW SPV	14	0.4
ACV32	CUSTODIAL WKR 2	10	1.2
AUN03	ELECTRICIAN	17	0.4
ACV34	ELECTRICIAN	17	0.8
ACV64	EQP OPER 1	13	0.8
AUN04	EQP OPER 1	13	0.4
ACV34	EQP REPAIR TECH	17	0.4
ACV31	GRAPHIC DESIGNER 1	18	1.0
AUN08	LABOR CREW SPV	12	1.4
AUN03	LABORER	10	6.3
ACV62	LABORER	10	2.4

## Program Expenditure Schedule

<b>Agency:</b>	CLA	Arizona Exposition & State Fair
<b>Program:</b>	2-1	State Fair Operations

ACV32	MAIL CLERK 2	09	0.4
AUN05	MKTG & ADVERTISING MGR	22	1.0
ACV73	PERSONNEL SPV	20	0.4
ACV34	PHYSCL PLANT SPV 1	19	0.4
ACV34	PLUMBER	17	0.4
AUN03	PLUMBER	17	0.4
ACV34	REFRIGERATION MECHANIC	17	0.4
ACV47	SECURITY CHF	19	0.4
AUN04	SR SPONSORSHIP COORD	22	1.0
ACV32	STOREKEEPER	15	0.4
ACV34	WELDER	17	0.4
AUN08	WELDER	17	0.4

### Employee Retirement Coverage

Retirement System	FTE	Personal Services	Fund#
State Retirement System	37.0	1,164.1	4001-A
Non-Participating	75.0	573.3	4001-A

### Combined Regular & Elected Positions At/Above FICA Maximum of \$118,500

Total FTE	Personal Services	FTE's not eligible for Health, Dental & Life
0.8	0.1	0.0

# Administrative Costs

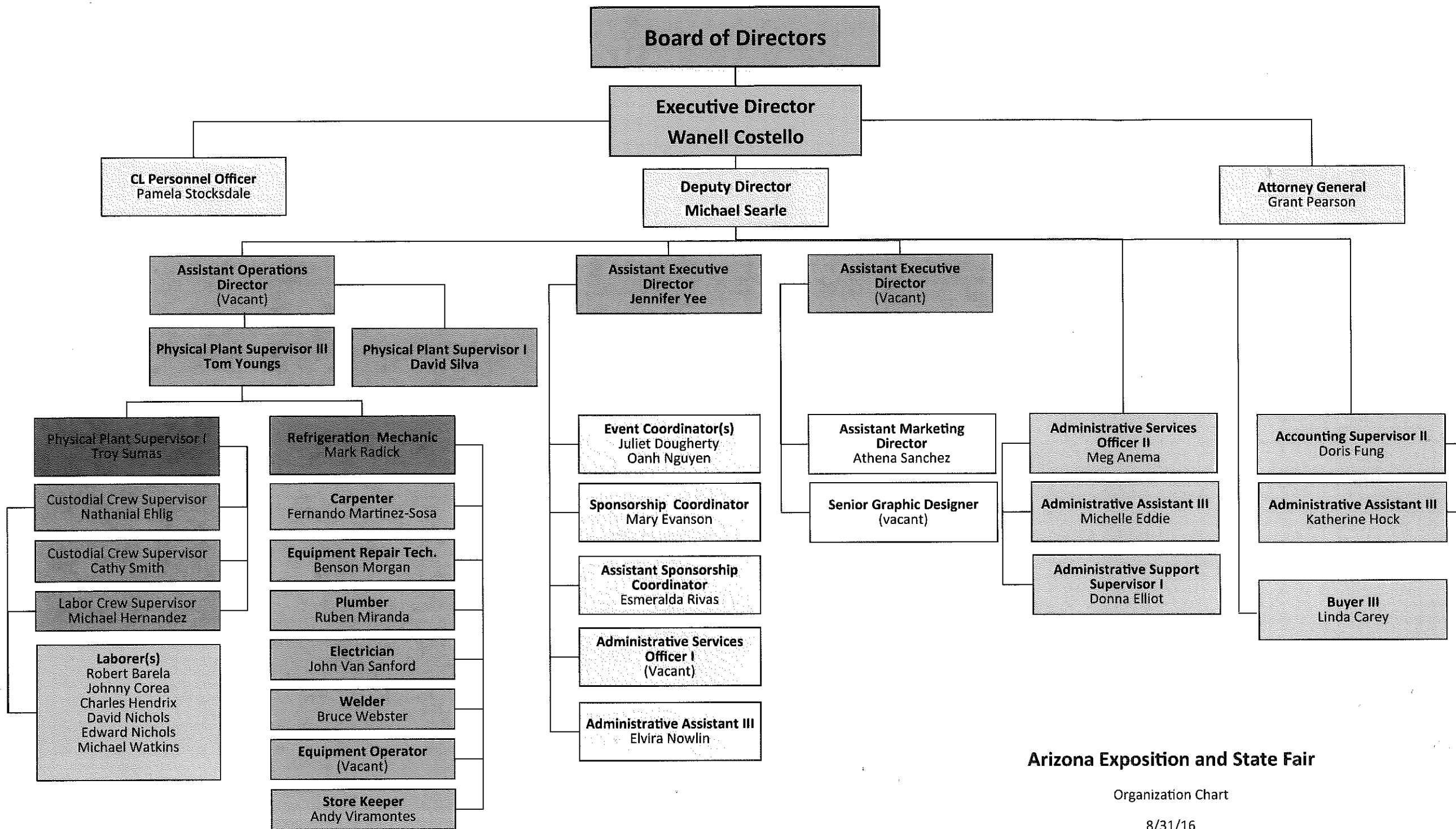
Agency: CLA Arizona Exposition & State Fair

## Administrative Costs Summary

<u>Common Administrative Area</u>	<u>FY 2018</u>
Other Central Administration	47.3
Business and Finance	206.2
Information Technology	4.5
Human Resources	73.6
Director's Office	573.3
<b>Administrative Costs Total:</b>	<b>904.9</b>

## Administrative Cost / Total Expenditure Ratio

	<u>Request</u>	<u>Admin %</u>
<b>FY 2018</b>	12,113.3	7.5%



**Arizona Exposition and State Fair**

Organization Chart

8/31/16

**Agency Name and AFIS Code:** Arizona Exposition and State Fair      CLA

**Cost Center:**      Coliseum

### **Justification for Increase in Appropriation**

The Arizona Exposition and State Fair is a self funded agency that relies solely on the revenue generated from the operation of the facility, interim events and the annual Arizona State Fair to support the annual expenditure plan. In addition to the requirement of self-funding, the agency receives annual appropriation. The FY 2016 and FY 2017 appropriation was \$11,613,300.

The FY 2018 revenue projections for operations exceed the current appropriation, which was also the case in FY 2016 and FY 2017. This becomes problematic when creating and implementing plans to improve the facility or expand revenue generation. In addition, the fairgrounds currently has invested with the State Treasurer's Office an amount that exceeds the requested increase to appropriation.

Currently the fair is successful but is not exhibiting growth. There are two areas where an increase in spending will result in revenue generation that far surpasses the expenditure. Attendance and stay time influence overall spending and net revenue. These areas are impacted by enhancement to marketing, entertainment and visitor experience.

While we continue to hone and refine our marketing strategy, the effect of media fragmentation has resulted in a diluted impact of impressions in each market. Traditional marketing plans that included TV, radio and print advertising, which were once sufficient outlets to promote the fair, have lost their impact. The introductions of new mediums in which news and electronic entertainment (music, radio, television and movies) are delivered have required the marketing plan to spread the same dollars over a wider pipeline. The result is fewer impressions in any outlet and a weakened message. Therefore, in an effort to find balance within current budget constraints, the fair has forgone some effective media outlets and are now missing exposure in some key markets that still represent qualified potential visitors.

Concerts continue to be major attractions that bring visitors to the fair. These stage shows are leveraged in the media to secure reduced cost or free advertising as media partners desire the opportunity to market their brand in tandem with the artist and the fair. The concert environment has changed. Over the last decade with new venues in the market. Artists are now commanding an engagement fee that has risen at a greater pace than the fair's budget. As a result of these rising costs, though we continue to budget for and spend a similar total dollar amount, we are able to secure fewer and fewer top artists and find our lineup including primarily artists that are on the back end of their career and less popular or up and coming newer artists that have us taking a chance that they will find greater popularity and draw between the time the act is contracted and when they perform. The obvious effect is the impact to attendance, lesser known and older artists obviously draw fewer visitors. Additionally, the ability to leverage the maximum benefit from media exposure is greatly diminished. Media outlets desire to brand with the top entertainment options. Further, artists that are farther along in their career tend to

draw visitors outside of the target fair demographic of 18-34 year old guests. This demographic has been shown to be the strongest fair patrons when considering their overall spending at the fair and the likelihood that they will stay at the fair longer. Concert ticket pricing and volume is directly affected by the popularity of the performer.

The visitor experience is affected by a multitude of things including the condition of the venue and the opportunity for relaxation and comfort, as well as, entertainment opportunities outside the coliseum. The perimeter of the fairgrounds has been seen by some as a prohibitor to trial. Research has shown that even with awareness of the fairgrounds, facility condition prevents trial for some potential guests. This is an area of great opportunity for the fair to develop revenue. Once a visitor comes to the fair, the length of time they are at the fair effects all other revenue streams. As visitor stay time increases, their total overall spending increases. The fair is in a revenue sharing model with the carnival, beverage and concession businesses that operate at the fair. As the per-cap spending goes up, the net revenue is positively affected. A trend across the outdoor amusement business has been to extend stay time by providing areas to find shade, relax and experience a shift in environment. Grounds entertainment, entertainers that perform outside the coliseum, is used to enrich the value of the admission ticket and to extend stay time of guests. Improvements to grounds entertainment will result in a longer stay time.

Increased investment in these areas is logical and necessary. Statistics clearly show the return on spending for concerts alone can result not only in revenue, but revenue generation above the expenditure. The effect of increased marketing as a result of concert improvements, will have on fair attendance is less quantifiable but can be projected. Increased attendance benefits can be quantified in attendance revenues. The impact of the improvements to visitor experience can be measured in per-cap.

### **Analysis:**

Based on statistics provided in reports from Steve Elliot Marketing Research it is clear that an increased appropriation of \$500,000 may result in increased revenue that would exceed the anticipated expenditure by \$1,425,000 resulting in a return on investment of 285%.

Slightly more than 52.15% of attendees or approximately 572,751 come to the fair for only one visit per year. This is on trend with attendance statistics for the past three years where an average single visit is 51.63%. Among other causes, respondents indicate that this is as a result of a lack of variety and programming. Clearly there is interest in attending the fair for more times each year as nearly 48% of guest return to the fair 2 or more times annually. Improved visitation occur as a result of proposed expenditures.

Currently guest visits are on average 5.49 hours in length (stay time). The current onsite revenue generated through visitor activity is slightly higher than \$14 (per-cap) per guest with the current stay time.

Further research indicates that while 91% of Maricopa residents are aware of the Arizona State Fair, 54% have not visited the fair in five or more years if ever, 28% of all respondents report never attending the Fair.

- 68% of never visited or visited 5 years ago or more expressed a top 2 box score on the concept of adding trees, shade and other creature comforts to the fairgrounds.
- 48% of never visited or visited 5 years ago or more expressed a top 2 box score on the concept of adding additional or different entertainment offerings.

With 572,751 of the, just over, 1.1 million guest attending the fair each year only attending once, increasing this ratio will result in a positive influence to revenue. Additional or different entertainment and improved creature comforts will affect and should lead to additional visitation of at least 48% of single visitors or approximately 275,000 additional visits.

Assuming a 50% effect, resulting stimulation of 137,555 new visitations is reasonable. The resulting increase to gross revenue will be \$1,925,000 based on new visitation factored by the current per cap of \$14 per attendee (per visit)

## Summary

- The Arizona Exposition and State Fair generates annual revenue in excess of expenditure
- Return will outperform proposed investment.
- The current Arizona State Fair operations are capable of supporting attendance and visitation growth.
- The Arizona Exposition and State Fair investments are sufficient to cash flow expenditure.
- Research data and forecasting substantiate a model which shows a reasonable expectation that an increased expenditure of \$500,000 would result in a 285% return on investment.
- Improved and increased net revenues insure that the Arizona Exposition and State Fair can continue to fulfill statutory obligations:
  - Statute (A.R.S. 3-1003) requires AESF to *“direct and conduct state fairs, exhibits, contests 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.”*

# Funding Issues List

Agency: **CLA Arizona Exposition & State Fair**

FY 2018

Priority	Funding Issue Title	Category	Total FTE	Total Amount	General Fund	Other Funds	Non-App Funds
1	Justification for Increase in Appropriation	Decision Pack	0.0	500.0	0.0	500.0	0.0
<b>Total:</b>			0.0	500.0	0.0	500.0	0.0
<b>Decision Package Total:</b>			0.0	500.0	0.0	500.0	0.0