

SANTA CLARA CONVENTION CENTER

	GL Acct #s	Proposed Budget 2018/2019	Final Budget 2017/2018	Total Estimate 2017/2018	Variance Final vs. Est. 2017/2018	Budget to budget \$ +/-	Budget to budget % +/-	Notes/Comments
REVENUE								
Space Rental	4110-4200	3,100,000	2,800,000	3,230,527	430,527	300,000	11%	Based on current activity
Labor - Miscellaneous	4220	15,000	15,000	8,600	(6,400)	0	0%	
Equipment Rental	4230	100,000	90,000	131,682	41,682	10,000	11%	Increase in activity as well as a price increase
Electrical Commissions	4240	230,000	213,575	261,749	48,174	16,425	8%	Increase in activity by outside electric vendors
Electrical Services - In House	4250	128,000	128,000	129,750	1,750	0	0%	
A/V Commissions	4260	847,647	927,052	803,254	(123,798)	(79,406)	-9%	2017/18 was aggressively estimated
Services - Misc.	4270	3,000	3,000	4,608	1,608	0	0%	
Incoming Freight	4290	6,000	6,000	3,690	(2,310)	0	0%	
Cell Site Revenue	4540	30,000	30,000	31,519	1,519	0	0%	
Telecom Commissions	4560	300,000	300,000	367,083	67,083	0	0%	
Catering Commissions	4610	2,650,000	2,647,923	2,651,798	3,875	2,077	0%	
Insurance Revenue	4620	3,000	3,000	2,470	(530)	0	0%	
Advertisement Revenue	4640	40,000	40,000	36,176	(3,824)	0	0%	
Sponsorship Revenue	4645	3,000	3,000	9,200	6,200	0	0%	
Business Center/UPS	4650	14,000	14,000	13,939	(61)	0	0%	
Other Income	4660-4690	35,000	35,000	32,636	(2,364)	0	0%	
Interest	4630	24,000	9,000	26,294	17,294	15,000	167%	If cash stays in our Fund
TOTAL REVENUE		7,528,647	7,264,551	7,744,975	480,424	264,096	4%	
LABOR EXPENSES								
Labor Related								
General Management	5010+5560	952,459	917,462	941,633	24,171	34,996	3%	
Non-Exempt	5020	234,145	230,680	234,777	4,097	3,465	3%	
Operations Mgmt & Labor	5100-5410, 5530-5550	2,376,058	2,321,451	2,173,393	(148,057)	54,607	3%	
PT Bldg. Services/Agency	5520	189,000	189,000	209,484	20,484	0	0%	
Payroll Total		3,751,661	3,658,594	3,559,288	(99,306)	93,068	3%	
Payroll Overhead								
Employer Paid Taxes	5710	322,646	296,412	287,130	(9,282)	26,233	9%	Includes calculation for add'l FUTA
Workers' Compensation	5730	252,870	201,770	204,441	2,671	51,100	25%	Increase in Experice Mod
Medical & Other Insurance	5810-5920	1,152,039	1,091,320	997,675	(93,645)	60,720	6%	Estimate rate increase
401k Contribution/Admin Fee	5990	118,700	113,431	107,467	(5,964)	5,269	5%	Increase in participation and salaries
Payroll Overhead Total		1,846,255	1,702,933	1,596,714	(106,220)	143,321	8%	
Labor Related Total		5,597,916	5,361,527	5,156,001	(205,526)	236,389	4%	

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OPERATION EXPENSES								
Other Outside Rentals	6050	5,000	5,000	5,000	0	0	0%	
Parking Fees	6070	20,000	25,000	3,000	(22,000)	(5,000)	-20%	Based on history of actual need of additional parking due to Stadium events
C of C Administration Fee	6100	150,573	145,291	148,655	3,364	5,282	4%	Increase in revenue
Professional Associations				0				
Memberships	6110	2,500	2,500	1,697	(803)	0	0%	
Meeting & Travel	6120	10,000	10,000	7,715	(2,285)	0	0%	
Office Expenses				0				
Printing	6310	700	700	496	(204)	0	0%	
Telephone	6430	8,820	8,820	8,564	(256)	0	0%	
Office Supplies	6510	15,000	14,000	14,634	634	1,000	7%	General price increase
Postage	6520	1,000	860	659	(201)	140	16%	Correctly includes postage meter lease
Copier Lease Expense	6540	6,500	6,300	6,225	(75)	200	3%	
Office Equipment Maintenance	6550	1,500	1,500	1,000	(500)	0	0%	
Forms Printing	6560	750	750	500	(250)	0	0%	
Computer Software/Hardware	6570	50,000	107,000	75,786	(31,214)	(57,000)	-53%	Special project in 2017/18 not needed in 2018/19
Computer System Support	6590	45,000	45,000	36,556	(8,445)	0	0%	
Legal	6610	40,000	24,000	83,077	59,077	16,000	67%	Union negotiations will begin in 2019
Insurance				0				
Property & Business Interrupt	6620	85,000	74,168	70,587	(3,581)	10,832	15%	Updated based on input from City
General Liability/Fidelity	6640	121,900	123,208	121,269	(1,939)	(1,308)	-1%	Based on current year's premium
Employee Expenses								
Uniform Rental	6720	24,717	23,100	26,935	3,835	1,617	7%	7% increase - Service agreement increase
Training & Education	6740	8,000	8,000	4,619	(3,381)	0	0%	
Employment Advertising	6750	500	0	0	0	500		
Payroll Processing	6770	33,600	33,600	32,753	(847)	0	0%	
Pre-Employment Expenses	6780	500	500	1,102	602	0	0%	
Maintenance Expenses				0				
Elevator & Escalator Maint.	6810	55,044	52,553	49,805	(2,748)	2,491	5%	Projected contract price adjustment
Service Contracts	6820	43,472	26,786	23,996	(2,790)	16,686	62%	Addition of Contract for Security Cameras
Maintenance Supplies	6830	80,210	76,388	68,293	(8,095)	3,822	5%	Projected price increase
Interior Landscaping	6840	7,000	7,000	6,950	(50)	0	0%	
Pest Control	6850	3,884	3,884	3,882	(2)	0	0%	

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Paint & Supplies	6870	3,660	3,483	2,344	(1,139)	177	5%	Projected price increase
Lighting System	6920	24,570	18,900	21,575	2,675	5,670	30%	Adding 5% for inflation/a stop gap for the MCB
Telephone Equipment Supplies	6940			0	0	0		
Less: Damage Claims	6980	(2,000)	(2,000)	(3,966)	(1,966)	0	0%	
Non-Routine Maintenance	6990	44,100	42,000	26,695	(15,305)	2,100	5%	Aging facility
Janitorial & Cleaning				0		0		
Dumping Fees	7010	59,475	56,629	53,486	(3,144)	2,846	5%	Projected price increase
Paper Supplies	7020	40,000	40,000	36,482	(3,518)	0	0%	
Cleaning Chemicals	7030	17,640	16,800	15,880	(920)	840	5%	Projected price increase
Janitorial Supplies	7040	25,000	25,000	22,126	(2,874)	0	0%	
Window Washing	7050	18,075	9,150	9,150	0	8,925	98%	Includes cleaning of all exterior windows and inside of Pyramid Glass
Utilities				0		0		
Electricity	7310	741,744	741,744	713,711	(28,033)	0	0%	
Aramark Utilities	7315	(148,000)	(148,091)	(152,934)	(4,843)	91	0%	
Gas	7320	98,565	93,872	77,949	(15,923)	4,693	5%	Projected price increase
Water & Sewer	7330	67,482	61,910	63,605	1,695	5,572	9%	Projected price increase
Capital Additions	7810	65,000	0	0	0	65,000		Includes replacement tables, carpet extractor, replacement stage units and trash recepticals
Services - JLL Contract		0	0	34,375	34,375	0		
Total Operation Expenses		1,876,481	1,785,306	1,724,231	(61,075)	91,175	5%	
Total Expenses		7,474,397	7,146,833	6,880,232	(266,600)	327,564	5%	
EXPENSES VS REVENUE		54,250	117,718	864,743	747,024	(63,469)	-54%	