



The following financial reports as of June 30, 2020 are enclosed for your reference.

Statement of Operations

YTD June 2020 revenue is unfavorable to budget by \$4.1M. This is wholly due to the effects of the business cancellations due to COVID-19. Some revenue was recognized in June – storage fees from Cirque du Soleil and rent for the fireworks stand, in addition to the Equestrian Center rent. Management continues to watch events in the county in order to execute a restart. Recently, there have been dramatic increases in the infection rate in Orange County, and the state. At this time, more events planned for late summer / early fall are affected. A reforecast as of June accompanies our financials this month, and reflects this change in our local environment. Additionally, our interest earnings continue to decrease, as does our cash balance.

Operating expenses for YTD June 2020 are favorable to budget by \$4.7 M, while total expenses are favorable by \$5M. Management continues to look for ways to decrease operating expenses.

For the YTD period ending June 30, 2020, YTD net proceeds are favorable to the budget by \$920k.

Balance Sheet

As of June 30, 2020 Accounts Receivable was \$819K vs. \$2.3M at the end of June of the prior year. Once again, this difference is wholly due to the business cancellations.

Deferred Revenues were \$2.9M compared to \$12.3M at this time a year ago. This difference is due to business cancellations and the refunding of ticket sales through Ticketmaster.

In December 2019, we recorded our liability under SB84, \$1.7M. The balance is unchanged as of June 2020, and will continue to show a variance from the prior year until we reach December 2020.

Statement of Cash Flows

As of June 30, 2020, OCFEC's Cash and Investments are \$48.8M, a decrease of \$5.4 over June 30, 2019. The current balance represents a decrease of \$6.1 from December 31, 2019. Surplus cash is invested in the State LAIF account. The interest rate for the month was 1.217%, a decrease of .146% from May. In comparison, the rate for June 2019 was 2.428%, and the rate for January 2020 was 1.967%. The rate continues to decline steadily each month.

32nd D A A - OC Fair & Event Center
MTD and YTD Actual vs. Budget Comparison
June 30, 2020

2020 Month Actual	2020 Month Budget	Variance		2020 YTD Actual	2020 YTD Budget	Variance
OCFEC-PRODUCED EVENT REVENUE						
-	-	-	ADMISSIONS TO GROUNDS	-	-	-
-	-	-	Subtotal	-	-	-
-	-	-	COMMERCIAL SPACE RENTALS	-	9,135	(9,135)
-	19	(19)	CARNIVAL & CONCESSIONS	234	397	(162)
-	19	(19)	Concessions	234	397	(162)
-	12,233	(12,233)	Subtotal	-	-	-
-	500	(500)	EXHIBITS REVENUE	12,535	73,013	(60,478)
-	405	(405)	Entry Fees	-	500	(500)
-	13,138	(13,138)	Exhibit Awards	1,915	2,105	(190)
-	-	-	Garden Classes & Misc Sales	14,450	75,618	(61,168)
-	-	-	Subtotal	-	-	-
-	1,500	(1,500)	Sponsorships	-	20,000	(20,000)
-	1,500	(1,500)	Exhibitor Fees	-	2,300	(2,300)
-	14,657	(14,657)	Subtotal	-	22,300	(22,300)
-	-	-	TOTAL OCFEC-PRODUCED EVENT REVENUE	14,684	107,450	(92,765)
-	-	-	RENTAL REVENUE	-	-	-
-	-	-	RENTAL OF FACILITIES	-	-	-
-	35,600	(35,600)	Grounds Wide Rentals	-	25,200	(25,200)
-	22,400	(22,400)	Building 10	79,094	190,300	(111,206)
-	13,700	(13,700)	Building 12	18,975	87,400	(68,425)
-	10,600	(10,600)	Building 14	38,125	80,800	(42,675)
-	9,800	(9,800)	Building 16	12,925	61,000	(48,075)
-	11,300	(11,300)	The Hangar	48,013	97,800	(49,788)
-	9,400	(9,400)	Parade of Products	18,963	39,900	(20,938)
-	-	-	Breezeway	-	18,800	(18,800)
90	100	(10)	Wine Courtyard	-	400	(400)
-	-	-	Silo Building	870	1,800	(930)
-	5,700	(5,700)	Millennium Barn	-	2,200	(2,200)
-	-	-	Little Theater	-	5,700	(5,700)
44,871	195,867	(150,996)	Baja Blues Restaurant	-	5,900	(5,900)
250	5,000	(4,750)	Parking Lot	572,225	1,178,802	(606,577)
-	200	(200)	Lawns	1,500	6,300	(4,800)
-	8,800	(8,800)	Event Camping	6,390	27,500	(21,110)
-	4,300	(4,300)	Festival Grounds	-	13,200	(13,200)
-	5,200	(5,200)	Mall	5,950	16,200	(10,250)
-	-	-	Grandstand Arena	-	7,800	(7,800)
-	10,200	(10,200)	Trailer Rallies	800	1,100	(300)
-	6,400	(6,400)	Individual Camping	18,585	32,700	(14,115)
45,211	354,567	(309,356)	Pacific Amphitheater	-	6,400	(6,400)
-	-	-	Subtotal	822,414	1,907,202	(1,084,788)
-	-	-	OTHER RENTAL EVENT REVENUES	-	-	-
-	276,566	(276,566)	Interim Admissions	26,304	121,700	(95,396)
265	210,946	(210,681)	Interim Parking	351,574	1,690,275	(1,338,701)
-	91,100	(91,100)	Revenue from Personnel Services	306,104	985,246	(679,142)
-	117,100	(117,100)	Equipment Rentals	127,335	419,100	(291,765)
-	7,900	(7,900)	Year-Round Concessions	96,634	587,900	(491,266)
4,000	4,000	-	Outside Caterers	47,263	160,200	(112,937)
4,265	707,612	(703,347)	Outdoor Signs	24,000	24,000	-
-	-	-	Subtotal	979,215	3,988,421	(3,009,206)
9,261	12,000	(2,739)	EQUESTRIAN CENTER REVENUES	-	-	-
9,261	12,000	(2,739)	Stall Rentals	54,279	66,950	(12,671)
3,698	3,550	148	Subtotal	54,279	66,950	(12,671)
3,698	3,550	148	Miscellaneous Rental Revenues	27,261	22,100	5,161
62,435	1,077,729	(1,015,294)	Subtotal	27,261	22,100	5,161
-	-	-	TOTAL RENTAL REVENUE	1,883,168	5,984,673	(4,101,505)

32nd D A A - OC Fair & Event Center
MTD and YTD Actual vs. Budget Comparison
June 30, 2020

2020 Month Actual	2020 Month Budget	Variance
62,435	1,092,386	(1,029,952)
48,191	100,000	(51,809)
6,687	5,000	1,687
-	400	(400)
3,583	-	3,583
58,461	105,400	(46,939)
120,895	1,197,786	(1,076,891)

556,676	657,958	101,282
149	5,127	4,979
25,767	447,223	421,457
366,731	454,137	87,406
-	12,295	12,295
422	9,950	9,528
949,744	1,586,690	636,947
51,379	266,141	214,762
700	5,310	4,610
52,079	271,451	219,372

-	125	125
1,265	1,675	411
1,265	1,800	536

(42,531)	35,335	77,866
23,444	21,415	(2,029)

1,024	29,631	28,607
176	42,950	42,774
-	72,400	72,400
720	4,100	3,380
-	-	-
5,498	3,900	(1,598)
4,462	-	(4,462)
25	2,550	2,525
-	12,550	12,550
9,808	180,125	170,317
6,375	18,010	11,635
-	50,905	50,905
28,089	417,121	389,033

31,588	41,400	9,812
52,669	81,235	28,566
13,295	119,060	105,765
24,728	81,700	56,972
122,280	323,395	201,115

-	-	-
-	62,830	62,830
-	1,500	1,500
-	15,000	15,000
-	-	-
-	4,625	4,625
833	7,250	6,417

TOTAL OPERATING REVENUE

NON-OPERATING REVENUE

Interest Earnings	463,394	600,000	(136,606)
Discounts Earned	9,990	10,000	(10)
Donations	47,187	2,400	44,787
Prior Year Revenue	129,725	-	129,725

TOTAL NON-OPERATING REVENUE

TOTAL REVENUE

OPERATING EXPENSES

Payroll and Related:			
Salaries/Wages - Permanents	3,333,806	3,899,721	(565,914)
Salaries/Wages - Overtime	9,522	26,065	(16,544)
Salaries/Wages - Temporaries	640,138	1,592,168	(952,029)
Employee Benefits	2,264,028	2,616,245	(352,217)
Travel Expense	31,646	86,830	(55,184)
Training and Recruiting Expense	3,636	41,225	(37,589)
Subtotal	6,282,778	8,262,254	(1,979,477)

Professional Services:

Professional Services	626,012	1,306,753	(680,741)
Judges	3,171	16,590	(13,419)
Subtotal	629,183	1,323,343	(694,160)

Directors Expense:

Directors Expense	123	750	(627)
Directors Mtg Expense	8,390	10,050	(1,660)
Subtotal	8,513	10,800	(2,287)

Insurance Expense

Telephone & Postage

Supplies and Equipment:

Office Supplies	25,075	71,631	(46,556)
Signs/Banners	39,189	100,835	(61,646)
Decorations/Props	31,168	169,480	(138,312)
Small Equipment	7,740	45,180	(37,440)
Audio Visual	1,231	11,850	(10,619)
Software	14,455	21,970	(7,515)
Computer Hardware & Peripherals	26,223	32,500	(6,277)
Farm	18,355	33,650	(15,295)
Ticketing/Wristbands	13,264	51,812	(38,549)
Equipment Rental	59,724	394,000	(334,276)
Equipment Maintenance & Supplies	72,867	98,260	(25,393)
Uniforms & Laundry	19,950	93,602	(73,652)
Subtotal	329,242	1,124,770	(795,528)

Facility and Related:

Maintenance of Buildings/Grounds	158,225	196,850	(38,625)
Utilities	265,005	352,920	(87,915)
Trash/Waste Removal	205,284	446,610	(241,326)
Special Repairs	143,781	254,900	(111,119)
Subtotal	772,296	1,251,280	(478,985)

Publicity and Related:

Photography	-	4,300	(4,300)
Printing	9,788	103,230	(93,442)
Advertising - Outdoor	3,000	6,000	(3,000)
Advertising - Radio	51,567	100,000	(48,433)
Advertising - TV	1,700	-	1,700
Advertising - Print	3,000	51,530	(48,530)
Advertising - Online	15,142	92,850	(77,708)

32nd D A A - OC Fair & Event Center
MTD and YTD Actual vs. Budget Comparison
June 30, 2020

2020 Month Actual	2020 Month Budget	Variance
39	10,748	10,709
-	-	-
-	-	-
-	2,500	2,500
-	2,975	2,975
-	20,500	20,500
-	-	-
872	127,928	127,055
-	-	-
-	-	-
-	-	-
-	-	-
102	200	98
102	200	98
-	300	300
5,563	4,245	(1,318)
874	11,856	10,983
-	19,546	19,546
6,437	35,947	29,510
1,141,781	2,821,282	1,679,502
275,000	275,000	-
21,274	-	(21,274)
70,540	-	(70,540)
366,814	275,000	(91,814)
1,508,595	3,096,282	1,587,688
\$ (1,387,699)	\$ (1,898,496)	\$ 510,797

	2020 YTD Actual	2020 YTD Budget	Variance
Promotional Expense	25,050	73,432	(48,382)
Brochure Printing	5,371	6,000	(629)
Buttons Printing	2,880	10,000	(7,120)
Media Relations	77	7,500	(7,423)
Public Relations Expense	1,543	6,550	(5,007)
Sponsorships	25,399	81,900	(56,501)
Special Projects	38,944	21,500	17,444
Subtotal	183,461	564,792	(381,331)
Self-Produced Events Attractions Expense:			
Grounds Acts	-	25,000	(25,000)
Major Acts	2,500	-	2,500
Attractions Expense	1,247	6,000	(4,753)
Subtotal	3,747	31,000	(27,253)
Other Self-Produced Event Expense:			
Competition Handbook	184	27,770	(27,586)
Subtotal	184	27,770	(27,586)
Premium Expense:			
Cash Premiums	-	1,700	(1,700)
Trophies, Ribbons	659	1,300	(641)
Subtotal	659	3,000	(2,341)
Other Operating Expenses:			
Cash Shortages/(Overages)	(394)	1,400	(1,794)
Dues & Subscriptions	44,667	46,190	(1,523)
Bank Charges	26,966	76,431	(49,464)
Miscellaneous Expense	4,094	191,546	(187,452)
Subtotal	75,333	315,567	(240,234)
TOTAL OPERATING EXPENSE	8,520,689	13,235,671	(4,714,981)
Non-Operating Expenses			
Depreciation Expense	1,650,000	1,650,000	-
Major Projects	106,204	511,000	(404,796)
Prior Year Expense	43,170	-	43,170
TOTAL NON-OPERATING EXPENSE	1,799,374	2,161,000	(361,626)
TOTAL EXPENSES	10,320,063	15,396,671	(5,076,608)
NET PROCEEDS	\$ (7,771,915)	\$ (8,692,148)	\$ 920,233

32nd D A A - OC Fair & Event Center
Balance Sheet (Unaudited)
June 30, 2020 and 2019

	2020	2019
Assets		
Cash	\$ 1,270,007	\$ 608,941
Investments	47,517,498	53,555,536
Accounts Receivable	866,598	2,418,185
Reserve for Bad Debt	(47,559)	(26,779)
Prepaid Expenses	56,391	139,183
Deferred Outflows - Pension	4,984,585	5,488,718
Total Assets	54,647,520	62,183,784
Capital Projects in Process	2,062,470	1,096,631
Land	133,553	133,553
Buildings and Improvements	96,735,428	95,875,663
Equipment	8,053,898	7,509,743
Accumulated Depreciation	(59,516,990)	(56,129,983)
Total Capital	47,468,359	48,485,607
Total Assets	\$ 102,115,879	\$ 110,669,391
Liabilities		
Accounts Payable	81,713	1,238,971
Deferred Revenue	2,915,313	12,293,671
Payroll Liabilities	493,084	914,225
Deposits	47,443	5,835
Loan Payable - SB84	1,739,579	-
Compensated Absences Liability	1,119,650	1,078,416
Deferred Inflows - Pension	630,841	163,845
Pension Liability	15,722,914	17,556,172
Total Liabilities	22,750,537	33,251,135
Net Resources		
Investment in Capital Assets	47,468,359	48,485,607
Net Resources - Designated Use	504,460	563,003
Net Resources - Available for Operations	50,550,923	47,524,613
Unrestricted Net Position - Pension	(11,369,170)	(12,231,299)
Net Resources - Auction Fund	(17,315)	(5,822)
	87,137,257	84,336,102
Net Proceeds from Operations	(7,771,915)	(6,917,846)
Total Net Resources	79,365,342	77,418,256
Total Liabilities and Net Resources	\$ 102,115,879	\$ 110,669,391

**32nd District Agricultural Association
OC Fair & Event Center**

**Statement of Cash Flows (Unaudited)
For the Six Months Ended June 30, 2020**

	<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES	
Excess of Expenses Over Revenues	<u>\$ (7,771,915)</u>
Adjustment to Reconcile Excess of Revenue Over Expenses to Net Cash Provided by Operating Activities:	
Non-Cash Charges (Credits) to Net Income	
Depreciation Expense	\$ 1,650,000
(Increase) Decrease in Assets	
(Increase) Decrease in Accounts Receivable	779,832
(Increase) Decrease in Prepaid Expenses	103,350
(Increase) Decrease in Deferred Outflows - Pension	0
Increase (Decrease) in Liabilities	
Increase (Decrease) in Accounts Payable	(1,036,176)
Increase (Decrease) in Deferred Revenue	1,412,461
Increase (Decrease) in Payroll Liabilities	(144,065)
Increase (Decrease) in Deposits	3,700
Increase (Decrease) in Other Liabilities	0
Increase (Decrease) in Compensated Absence Liability	(52,136)
Increase (Decrease) in Deferred Inflows - Pension	0
Increase (Decrease) in Net Pension Liability	0
Total Adjustments	<u>\$ 2,716,966</u>
Net Cash Provided (Used) by Operating Activities	<u>\$ (5,054,949)</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
(Increase) Decrease in Capital Projects in Progress	\$ (1,093,662)
(Increase) Decrease in Building & Improvements	0
(Increase) Decrease in Equipment	0
(Increase) Decrease in Equipment	0
Net Cash Provided (Used) by Investing Activities	<u>\$ (1,093,662)</u>
CASH FLOWS FROM FINANCING ACTIVITIES	
Net Cash Provided (Used) by Financing Activities	<u>0</u>
NET INCREASE (DECREASE) IN CASH	\$ (6,148,611)
Cash and Cash Equivalent - January 1, 2020	<u>54,936,116</u>
Cash and Cash Equivalent - End of Period - June 30, 2020	<u><u>\$ 48,787,505</u></u>