

**32nd D A A - OC Fair & Event Center**  
**Statement of Operations - Summary (Unaudited)**  
**October 31, 2022**

| 2022<br>Current Month<br>Amount | Budget<br>Current Month<br>Amount | Budget<br>\$ Variance |                                           | 2022<br>Year to Date<br>Amount | Budget<br>Year to Date<br>Amount | Budget<br>\$ Variance | Full<br>2022<br>Budget |
|---------------------------------|-----------------------------------|-----------------------|-------------------------------------------|--------------------------------|----------------------------------|-----------------------|------------------------|
| <b>Revenues</b>                 |                                   |                       |                                           |                                |                                  |                       |                        |
| \$ 214,557                      | \$ 200,000                        | \$ 14,557             | Admissions to Grounds                     | \$ 12,653,482                  | \$ 14,201,348                    | \$ (1,547,866)        | \$ 14,201,348          |
| 2,021                           | -                                 | 2,021                 | Commercial Space Rental Revenue           | 1,175,714                      | 1,191,900                        | (16,186)              | 1,191,900              |
| 54,614                          | 35,000                            | 19,614                | Carnival and Concessions Revenue          | 17,207,462                     | 14,977,600                       | 2,229,862             | 14,977,600             |
| (8,865)                         | 400                               | (9,265)               | Exhibits Revenue                          | 141,098                        | 62,548                           | 78,550                | 63,548                 |
| 8,569                           | 13,500                            | (4,931)               | Attractions Revenue                       | 8,213,807                      | 10,913,660                       | (2,699,853)           | 10,913,660             |
| 43,450                          | 2,000                             | 41,450                | Miscellaneous Revenue                     | 4,757,020                      | 4,556,836                        | 200,184               | 4,556,836              |
| <b>314,345</b>                  | <b>250,900</b>                    | <b>63,445</b>         | <b>Total OCFEC-Produced Event Revenue</b> | <b>44,148,584</b>              | <b>45,903,892</b>                | <b>(1,755,308)</b>    | <b>45,904,892</b>      |
| 182,617                         | 297,800                           | (115,183)             | Facility Rental Revenue                   | 1,238,392                      | 1,051,100                        | 187,292               | 1,496,900              |
| 588,908                         | 701,600                           | (112,692)             | Other Event Revenue                       | 5,032,144                      | 5,023,500                        | 8,644                 | 5,979,200              |
| 14,103                          | 12,500                            | 1,603                 | Equestrian Center Revenue                 | 129,511                        | 117,000                          | 12,511                | 142,000                |
| 8,897                           | 3,050                             | 5,847                 | Other Operating Revenue                   | 135,843                        | 61,106                           | 74,737                | 70,006                 |
| <b>794,525</b>                  | <b>1,014,950</b>                  | <b>(220,425)</b>      | <b>Total Rental Revenue</b>               | <b>6,535,890</b>               | <b>6,252,706</b>                 | <b>283,184</b>        | <b>7,688,106</b>       |
| 118,524                         | 12,000                            | 106,524               | Interest Earnings                         | 496,314                        | 113,000                          | 383,314               | 135,000                |
| -                               | -                                 | -                     | Grants                                    | -                              | 45,000                           | (45,000)              | 45,000                 |
| 767                             | -                                 | 767                   | Other Non-Operating Revenue               | 10,909                         | 600                              | 10,309                | 45,600                 |
| 3,913                           | -                                 | 3,913                 | Prior Year Revenue                        | 43,131                         | -                                | 43,131                | -                      |
| <b>123,204</b>                  | <b>12,000</b>                     | <b>111,204</b>        | <b>Total Non-Operating Revenue</b>        | <b>550,353</b>                 | <b>158,600</b>                   | <b>391,753</b>        | <b>225,600</b>         |
| <b>\$ 1,232,074</b>             | <b>\$ 1,277,850</b>               | <b>\$ (45,776)</b>    | <b>Total Revenue</b>                      | <b>\$ 51,234,828</b>           | <b>\$ 52,315,198</b>             | <b>\$ (1,080,370)</b> | <b>\$ 53,818,598</b>   |
| <b>Expenses</b>                 |                                   |                       |                                           |                                |                                  |                       |                        |
| \$ 1,185,044                    | \$ 1,357,233                      | \$ 172,188            | Payroll and Related Expense               | \$ 15,771,855                  | \$ 16,958,793                    | \$ 1,186,938          | \$ 19,617,213          |
| 64,192                          | 216,530                           | 152,338               | Professional Services Expense             | 3,637,127                      | 5,713,188                        | 2,076,061             | 5,978,546              |
| 1,286                           | 2,125                             | 839                   | Directors Expense                         | 10,511                         | 31,300                           | 20,789                | 34,550                 |
| 40,963                          | 40,000                            | (963)                 | Insurance Expense                         | 378,313                        | 401,285                          | 22,972                | 481,285                |
| 2,360                           | 16,440                            | 14,080                | Telephone & Postage Expense               | 161,176                        | 175,962                          | 14,786                | 208,842                |
| 223,335                         | 80,470                            | (142,865)             | Supplies and Equipment Expense            | 3,718,343                      | 3,167,272                        | (551,071)             | 3,228,692              |
| 838,663                         | 168,528                           | (670,135)             | Facility and Related Expense              | 3,851,641                      | 2,893,226                        | (958,415)             | 3,147,643              |
| (206,400)                       | 59,700                            | 266,100               | Publicity & Related Expense               | 1,433,346                      | 1,858,124                        | 424,777               | 1,927,224              |
| 488                             | 41,800                            | 41,312                | Attractions Expense                       | 6,452,634                      | 7,593,260                        | 1,140,626             | 7,593,260              |
| -                               | -                                 | -                     | Other Self-Prod Event Expense             | 233,725                        | 279,524                          | 45,799                | 279,524                |
| -                               | -                                 | -                     | Premium Expense                           | 119,085                        | 89,050                           | (30,035)              | 89,050                 |
| 97,432                          | 11,458                            | (85,974)              | Other Operating Expense                   | 1,158,491                      | 987,619                          | (170,872)             | 996,480                |
| <b>2,247,363</b>                | <b>1,994,284</b>                  | <b>(253,079)</b>      | <b>Total Operating Expense</b>            | <b>36,926,248</b>              | <b>40,148,602</b>                | <b>3,222,354</b>      | <b>43,582,308</b>      |
| 320,000                         | 320,000                           | -                     | Depreciation Expense                      | 3,200,000                      | 3,200,000                        | -                     | 3,840,000              |
| 6,063                           | -                                 | (6,063)               | Major Projects                            | 296,544                        | 409,000                          | 112,456               | 409,000                |
| -                               | -                                 | -                     | Net Pension Adjustment - GASB 68          | -                              | -                                | -                     | 2                      |
| 5,545                           | -                                 | (5,545)               | Prior Year Expense                        | 13,898                         | -                                | (13,898)              | -                      |
| <b>331,609</b>                  | <b>320,000</b>                    | <b>(11,609)</b>       | <b>Total Non-Operating Expense</b>        | <b>3,510,442</b>               | <b>3,609,000</b>                 | <b>98,558</b>         | <b>4,249,002</b>       |
| <b>\$ 2,578,972</b>             | <b>\$ 2,314,284</b>               | <b>\$ (264,688)</b>   | <b>Total Expense</b>                      | <b>\$ 40,436,690</b>           | <b>\$ 43,757,602</b>             | <b>\$ 3,320,912</b>   | <b>\$ 47,831,310</b>   |
| <b>\$ (1,346,897)</b>           | <b>\$ (1,036,434)</b>             | <b>\$ (310,464)</b>   | <b>Net Proceeds</b>                       | <b>\$ 10,798,138</b>           | <b>\$ 8,557,596</b>              | <b>\$ 2,240,542</b>   | <b>\$ 5,987,288</b>    |

**32nd District Agricultural Association  
OC Fair & Event Center  
Statement of Cash Flows (Unaudited)  
For the Ten Months Ended October 31, 2022**

|                                                                                                          | <u>2022</u>                 |
|----------------------------------------------------------------------------------------------------------|-----------------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                                                              |                             |
| Excess of Expenses Over Revenues                                                                         | \$ 10,798,138               |
| Adjustment to Reconcile Excess of Revenue Over Expenses<br>to Net Cash Provided by Operating Activities: |                             |
| Non-Cash Charges (Credits) to Net Income                                                                 |                             |
| Depreciation Expense                                                                                     | \$ 3,200,000                |
| (Increase) Decrease in Assets                                                                            |                             |
| (Increase) Decrease in Accounts Receivable                                                               | 2,664,521                   |
| (Increase) Decrease in Prepaid Expenses                                                                  | 8,690                       |
| (Increase) Decrease in Deferred Outflows - Pension                                                       | 0                           |
| Increase (Decrease) in Liabilities                                                                       |                             |
| Increase (Decrease) in Accounts Payable                                                                  | 1,128,875                   |
| Increase (Decrease) in Deferred Revenue                                                                  | (209,147)                   |
| Increase (Decrease) in Payroll Liabilities                                                               | 69,373                      |
| Increase (Decrease) in Deposits                                                                          | 3,540                       |
| Increase (Decrease) in Other Liabilities/Reserve                                                         | 0                           |
| Increase (Decrease) in Compensated Absence Liability                                                     | 0                           |
| Increase (Decrease) in Deferred Inflows - Pension                                                        | 0                           |
| Increase (Decrease) in Net Pension Liability                                                             | 0                           |
| Total Adjustments                                                                                        | <u>\$ 6,865,852</u>         |
| <b>Net Cash Provided (Used) by Operating Activities</b>                                                  | <u>\$ 17,663,990</u>        |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                                                              |                             |
| (Increase) Decrease in Capital Projects in Progress                                                      | \$ (1,266,936)              |
| (Increase) Decrease in Building & Improvements                                                           | 0                           |
| (Increase) Decrease in Equipment                                                                         | <u>(9,459)</u>              |
| <b>Net Cash Provided (Used) by Investing Activities</b>                                                  | <u>\$ (1,276,395)</u>       |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>                                                              |                             |
| <b>Net Cash Provided (Used) by Financing Activities</b>                                                  | <u>(200,000)</u>            |
| <b>NET INCREASE (DECREASE) IN CASH</b>                                                                   | \$ 16,187,595               |
| Cash and Cash Equivalent - January 1, 2022                                                               | <u>59,079,440</u>           |
| <b>Cash and Cash Equivalent - End of Period -October 31, 2022</b>                                        | <u><u>\$ 75,267,034</u></u> |

**32nd DAA - OC Fair & Event Center**  
**Balance Sheet (Unaudited)**  
**October 31, 2022 and 2021**

|                                            | <u>2022</u>                  | <u>2021</u>                  |
|--------------------------------------------|------------------------------|------------------------------|
| <b>Assets</b>                              |                              |                              |
| Cash                                       | \$ 1,387,956                 | \$ 1,695,135                 |
| Investments                                | 73,879,078                   | 58,961,531                   |
| Accounts Receivable                        | 700,155                      | 590,101                      |
| Reserve for Bad Debt                       | (60,991)                     | (55,103)                     |
| Prepaid Expenses                           | 131,208                      | 65,280                       |
| Deferred Outflows - Pension                | 5,025,401                    | 5,203,388                    |
| <b>Total Assets</b>                        | <b><u>81,062,807</u></b>     | <b><u>66,460,332</u></b>     |
| Capital Projects in Process                | 1,543,456                    | 902,214                      |
| Land                                       | 133,553                      | 133,553                      |
| Buildings and Improvements                 | 98,670,323                   | 98,074,751                   |
| Equipment                                  | 8,387,264                    | 8,398,450                    |
| Accumulated Depreciation                   | (67,724,590)                 | (64,031,821)                 |
| <b>Total Capital</b>                       | <b><u>41,010,006</u></b>     | <b><u>43,477,147</u></b>     |
| <b>Total Assets</b>                        | <b><u>\$ 122,072,813</u></b> | <b><u>\$ 109,937,479</u></b> |
| <b>Liabilities</b>                         |                              |                              |
| Accounts Payable                           | 2,675,937                    | 1,555,777                    |
| Deferred Revenue                           | 629,978                      | 200,146                      |
| Payroll Liabilities                        | 654,583                      | 752,876                      |
| Deposits                                   | 28,235                       | 11,195                       |
| Loan Payable - SB84                        | 1,739,579                    | 1,739,579                    |
| Compensated Absences Liability             | 1,795,279                    | 1,567,244                    |
| Deferred Inflows - Pension                 | 1,596,489                    | 1,066,548                    |
| Pension Liability                          | 28,102,775                   | 21,317,103                   |
| <b>Total Liabilities</b>                   | <b><u>37,222,855</u></b>     | <b><u>28,210,468</u></b>     |
| <b>Net Resources</b>                       |                              |                              |
| Investment in Capital Assets               | 42,724,495                   | 43,072,146                   |
| Net Resources - Designated Use             | 304,460                      | 504,460                      |
| Net Resources - Available for Operations   | 63,207,596                   | 37,611,416                   |
| Unrestricted Net Position - Pension        | (24,673,863)                 | (17,180,263)                 |
| Net Resources - Auction Fund               | (17,268)                     | (17,268)                     |
|                                            | <u>81,545,420</u>            | <u>63,990,491</u>            |
| Net Proceeds from Operations               | 3,304,538                    | 17,736,520                   |
| <b>Total Net Resources</b>                 | <b><u>84,849,958</u></b>     | <b><u>81,727,011</u></b>     |
| <b>Total Liabilities and Net Resources</b> | <b><u>\$ 122,072,813</u></b> | <b><u>\$ 109,937,479</u></b> |

**32nd DAA - OC Fair & Event Center**  
**MTD and YTD Actual vs. Budget Comparison**  
**44865**

| 2022<br>Month<br>Actual | 2022<br>Month<br>Budget | Variance  |
|-------------------------|-------------------------|-----------|
| \$ 214,557              | \$ 200,000              | \$ 14,557 |
| \$ -                    | -                       | -         |
| \$ 214,557              | 200,000                 | 14,557    |
| \$ 2,021                | -                       | 2,021     |
| \$ 54,198               | -                       | 54,198    |
| \$ 4,194                | 35,000                  | (30,806)  |
| \$ 58,392               | 35,000                  | 23,392    |
| \$ (12,719)             | -                       | (12,719)  |
| \$ -                    | -                       | -         |
| \$ 3,854                | 400                     | 3,454     |
| \$ (8,865)              | 400                     | (9,265)   |
| \$ 8,569                | 13,500                  | (4,931)   |
| \$ -                    | -                       | -         |
| \$ 1,000                | 2,000                   | (1,000)   |
| \$ -                    | -                       | -         |
| \$ -                    | -                       | -         |
| \$ (50)                 | -                       | (50)      |
| \$ 42,500               | -                       | 42,500    |
| \$ 43,450               | 2,000                   | 41,450    |
| \$ 318,124              | 250,900                 | 67,224    |

|            |         |           |
|------------|---------|-----------|
| \$ -       | -       | -         |
| \$ -       | -       | -         |
| \$ 18,400  | 59,800  | (41,400)  |
| \$ -       | 36,000  | (36,000)  |
| \$ -       | -       | -         |
| \$ 17,600  | 51,200  | (33,600)  |
| \$ -       | -       | -         |
| \$ -       | 23,700  | (23,700)  |
| \$ 25,500  | 6,400   | 19,100    |
| \$ 8,800   | 29,700  | (20,900)  |
| \$ -       | 31,200  | (31,200)  |
| \$ -       | 400     | (400)     |
| \$ 210     | 300     | (90)      |
| \$ -       | -       | -         |
| \$ 1,200   | 1,800   | (600)     |
| \$ -       | 4,000   | (4,000)   |
| \$ -       | -       | -         |
| \$ -       | -       | -         |
| \$ -       | -       | -         |
| \$ -       | -       | -         |
| \$ -       | -       | -         |
| \$ -       | -       | -         |
| \$ 88,347  | 40,000  | 48,347    |
| \$ 250     | 3,100   | (2,850)   |
| \$ 2,340   | -       | 2,340     |
| \$ 5,400   | -       | 5,400     |
| \$ 2,250   | 6,300   | (4,050)   |
| \$ 8,700   | 2,900   | 5,800     |
| \$ -       | -       | -         |
| \$ -       | -       | -         |
| \$ -       | -       | -         |
| \$ 3,620   | 1,000   | 2,620     |
| \$ -       | -       | -         |
| \$ -       | -       | -         |
| \$ 182,617 | 297,800 | (115,183) |

**OCFEC-PRODUCED EVENT REVENUE**

|                                           |
|-------------------------------------------|
| ADMISSIONS TO GROUNDS                     |
| Gate Admissions                           |
| Advance Admissions                        |
| Subtotal                                  |
| COMMERCIAL SPACE RENTALS                  |
| CARNIVAL & CONCESSIONS                    |
| Carnival                                  |
| Concessions                               |
| Subtotal                                  |
| EXHIBITS REVENUE                          |
| Entry Fees                                |
| Exhibit Awards                            |
| Garden Classes & Misc Sales               |
| Subtotal                                  |
| ATTRACTIONS REVENUE                       |
| MISC OCFEC-PRODUCED EVENT REVENUE         |
| Parking                                   |
| Sponsorships                              |
| Livestock Auction Receipts                |
| Camping                                   |
| Exhibitor Fees                            |
| Miscellaneous Other Self Produced Revenue |
| Subtotal                                  |
| <b>TOTAL OCFEC-PRODUCED EVENT REVENUE</b> |

| 2022<br>YTD<br>Actual | 2022<br>YTD<br>Budget | Variance           |
|-----------------------|-----------------------|--------------------|
| \$ 9,808,729          | \$ 11,845,148         | \$ (2,036,419)     |
| 2,844,753             | 2,356,200             | 488,553            |
| 12,653,482            | 14,201,348            | (1,547,866)        |
| 1,175,714             | 1,191,900             | (16,186)           |
| 7,319,586             | 4,600,000             | 2,719,586          |
| 9,891,655             | 10,377,600            | (485,945)          |
| 17,211,241            | 14,977,600            | 2,233,641          |
| 58,189                | 52,085                | 6,104              |
| -                     | -                     | -                  |
| 82,910                | 10,463                | 72,447             |
| 141,098               | 62,548                | 78,550             |
| 8,213,807             | 10,913,660            | (2,699,853)        |
| 2,317,360             | 2,208,000             | 109,360            |
| 1,946,462             | 1,867,937             | 78,525             |
| 263,309               | 304,199               | (40,890)           |
| 150,685               | 128,200               | 22,485             |
| 36,705                | 23,500                | 13,205             |
| 42,500                | 25,000                | 17,500             |
| 4,757,020             | 4,556,836             | 200,184            |
| 0                     |                       |                    |
| <b>44,152,363</b>     | <b>45,903,892</b>     | <b>(1,751,529)</b> |

**RENTAL REVENUE**

**RENTAL OF FACILITIES**

|                                    |           |           |          |
|------------------------------------|-----------|-----------|----------|
| Facility Rental Fees               | -         | -         | -        |
| Grounds Wide Rentals               | 34,200    | 26,200    | 8,000    |
| Building 10                        | 170,200   | 240,400   | (70,200) |
| Building 12                        | 68,950    | 121,800   | (52,850) |
| Building 13                        | -         | -         | -        |
| Building 14                        | 81,600    | 94,400    | (12,800) |
| Building 15                        | -         | -         | -        |
| Building 16                        | 59,150    | 56,100    | 3,050    |
| The Hangar                         | 153,600   | 108,000   | 45,600   |
| Parade of Products                 | 59,050    | 78,100    | (19,050) |
| Breezeway                          | 42,500    | 61,200    | (18,700) |
| Wine Courtyard                     | 10,050    | 800       | 9,250    |
| Silo Building                      | 2,010     | 2,400     | (390)    |
| Memorial Gardens                   | -         | -         | -        |
| Millennium Barn                    | 1,200     | 1,800     | (600)    |
| Little Theater                     | 11,600    | 8,200     | 3,400    |
| Baja Blues Restaurant              | 3,500     | 5,000     | (1,500)  |
| Building 33                        | -         | -         | -        |
| Livestock Office                   | -         | -         | -        |
| Equestrian Center Arenas           | -         | -         | -        |
| Equestrian Center Stalls           | -         | -         | -        |
| Equestrian Center Other Facilities | -         | -         | -        |
| Parking Lot                        | 436,785   | 128,000   | 308,785  |
| Lawns                              | 2,500     | 5,300     | (2,800)  |
| Event Camping                      | 29,450    | 29,500    | (50)     |
| Festival Grounds                   | 12,600    | 22,500    | (9,900)  |
| Mall                               | 17,550    | 20,700    | (3,150)  |
| Grandstand Arena                   | 24,650    | 29,000    | (4,350)  |
| Arlington Amphitheater             | -         | -         | -        |
| East Lawn/ Carnival Lot            | -         | -         | -        |
| Trailer Rallies                    | -         | -         | -        |
| Individual Camping                 | 8,048     | 8,700     | (653)    |
| Gazebo Rental                      | -         | -         | -        |
| Pacific Amphitheater               | 9,200     | 3,000     | 6,200    |
| Subtotal                           | 1,238,392 | 1,051,100 | 187,292  |

**OTHER RENTAL EVENT REVENUES**

|                             |   |   |   |                    |                          |
|-----------------------------|---|---|---|--------------------|--------------------------|
| OTHER RENTAL EVENT REVENUES |   |   |   |                    |                          |
| \$                          | - | - | - | Interim Admissions | 115,825 136,800 (20,975) |

**32nd DAA - OC Fair & Event Center**  
**MTD and YTD Actual vs. Budget Comparison**  
**44865**

|    | 2022<br>Month<br>Actual | 2022<br>Month<br>Budget | Variance  |
|----|-------------------------|-------------------------|-----------|
| \$ | 293,605                 | 275,500                 | 18,105    |
| \$ | 124,383                 | 212,400                 | (88,017)  |
| \$ | 77,681                  | 89,800                  | (12,119)  |
| \$ | 83,275                  | 88,800                  | (5,525)   |
| \$ | 2,186                   | 31,100                  | (28,914)  |
| \$ | 4,000                   | 4,000                   | -         |
| \$ | -                       | -                       | -         |
| \$ | -                       | -                       | -         |
| \$ | 585,129                 | 701,600                 | (116,471) |

|    |        |        |       |
|----|--------|--------|-------|
| \$ | 14,103 | 12,500 | 1,603 |
| \$ | -      | -      | -     |
| \$ | -      | -      | -     |
| \$ | 14,103 | 12,500 | 1,603 |

|    |   |   |   |
|----|---|---|---|
| \$ | - | - | - |
| \$ | - | - | - |
| \$ | - | - | - |
| \$ | - | - | - |

|    |       |       |       |
|----|-------|-------|-------|
| \$ | -     | -     | -     |
| \$ | -     | -     | -     |
| \$ | -     | -     | -     |
| \$ | 8,897 | 3,050 | 5,847 |
| \$ | 8,897 | 3,050 | 5,847 |

**\$ 790,747 1,014,950 (224,203)**

**\$ 1,108,870 1,265,850 (156,980)**

|    |         |        |         |
|----|---------|--------|---------|
| \$ | 118,524 | 12,000 | 106,524 |
| \$ | -       | -      | -       |
| \$ | -       | -      | -       |
| \$ | -       | -      | -       |
| \$ | 767     | -      | 767     |
| \$ | 3,913   | -      | 3,913   |

**\$ 123,204 12,000 111,204**

**\$ 1,232,074 1,277,850 (45,776)**

|    |           |           |          |
|----|-----------|-----------|----------|
| \$ | 605,002   | 709,306   | 104,303  |
| \$ | 6,985     | 900       | (6,085)  |
| \$ | 156,396   | 145,203   | (11,193) |
| \$ | 414,087   | 487,374   | 73,287   |
| \$ | 315       | 150       | (165)    |
| \$ | 2,259     | 6,700     | 4,441    |
| \$ | 1,185,044 | 1,357,233 | 172,188  |

|    |        |         |         |
|----|--------|---------|---------|
| \$ | 64,192 | 216,530 | 152,338 |
| \$ | -      | -       | -       |
| \$ | 64,192 | 216,530 | 152,338 |

|    |       |       |     |
|----|-------|-------|-----|
| \$ | 76    | 500   | 424 |
| \$ | 1,210 | 1,625 | 415 |
| \$ | 1,286 | 2,125 | 839 |

**\$ 40,963 40,000 (963)**

**\$ 2,360 16,440 14,080**

**\$ 2,300 19,500 17,200**

|                                 | 2022<br>YTD<br>Actual | 2022<br>YTD<br>Budget | Variance |
|---------------------------------|-----------------------|-----------------------|----------|
| Interim Parking                 | 2,135,508             | 2,170,200             | (34,692) |
| Revenue from Personnel Services | 1,267,703             | 1,320,200             | (52,497) |
| Equipment Rentals               | 602,551               | 549,800               | 52,751   |
| Year-Round Concessions          | 742,555               | 662,400               | 80,155   |
| Outside Caterers                | 124,223               | 143,500               | (19,277) |
| Outdoor Signs                   | 40,000                | 40,600                | (600)    |
| Promotional Revenue             | -                     | -                     | -        |
| Storage                         | -                     | -                     | -        |
| Subtotal                        | 5,028,365             | 5,023,500             | 4,865    |

**EQUESTRIAN CENTER REVENUES**

|                |         |         |        |
|----------------|---------|---------|--------|
| Stall Rentals  | 129,511 | 117,000 | 12,511 |
| Locker Rentals | -       | -       | -      |
| Trailers/Misc  | -       | -       | -      |
| Subtotal       | 129,511 | 117,000 | 12,511 |

|                       |   |   |   |
|-----------------------|---|---|---|
| Horse Show Entry Fees | - | - | - |
| Donated Awards        | - | - | - |
| Stall Fees            | - | - | - |
| Other                 | - | - | - |

**OTHER RENTAL REVENUES**

|                               |         |        |        |
|-------------------------------|---------|--------|--------|
| Pay Phone Commissions         | -       | -      | 0      |
| Vending                       | -       | -      | -      |
| Fines                         | -       | -      | -      |
| Miscellaneous Rental Revenues | 118,719 | 56,106 | 62,613 |
| Subtotal                      | 118,719 | 56,106 | 62,613 |

**TOTAL RENTAL REVENUE 6,514,987 6,247,706 267,281**

**TOTAL OPERATING REVENUE 50,667,350 52,151,598 (1,484,248)**

**NON-OPERATING REVENUE**

|                    |         |         |          |
|--------------------|---------|---------|----------|
| Interest Earnings  | 496,314 | 113,000 | 383,314  |
| Discounts Earned   | 17,125  | 5,000   | 12,125   |
| Grants             | -       | 45,000  | (45,000) |
| Sale of Assets     | -       | -       | -        |
| Donations          | 10,909  | 600     | 10,309   |
| Prior Year Revenue | 43,131  | -       | 43,131   |

**TOTAL NON-OPERATING REVENUE 567,478 163,600 403,878**

**TOTAL REVENUE 51,234,828 52,315,198 (1,080,370)**

**OPERATING EXPENSES**

|                                 |            |            |             |
|---------------------------------|------------|------------|-------------|
| Payroll and Related:            |            |            |             |
| Salaries/Wages - Permanents     | 6,249,964  | 6,960,761  | (710,797)   |
| Salaries/Wages - Overtime       | 67,862     | 49,545     | 18,317      |
| Salaries/Wages - Temporaries    | 4,569,353  | 4,899,271  | (329,918)   |
| Employee Benefits               | 4,845,701  | 4,938,996  | (93,295)    |
| Travel Expense                  | 5,300      | 42,190     | (36,890)    |
| Training and Recruiting Expense | 33,675     | 60,429     | (26,754)    |
| Subtotal                        | 15,771,855 | 16,958,793 | (1,186,938) |

**Professional Services:**

|                       |           |           |             |
|-----------------------|-----------|-----------|-------------|
| Professional Services | 3,607,941 | 5,694,863 | (2,086,921) |
| Judges                | 29,185    | 18,325    | 10,860      |
| Subtotal              | 3,637,127 | 5,713,188 | (2,076,061) |

**Directors Expense:**

|                       |        |        |          |
|-----------------------|--------|--------|----------|
| Directors Expense     | 1,174  | 4,250  | (3,076)  |
| Directors Mtg Expense | 9,337  | 27,050 | (17,713) |
| Subtotal              | 10,511 | 31,300 | (20,789) |

**Insurance Expense 378,313 401,285 (22,972)**

**Telephone & Postage 161,176 175,962 (14,786)**

**Supplies and Equipment:**

|                 |        |         |          |
|-----------------|--------|---------|----------|
| Office Supplies | 95,981 | 121,430 | (25,449) |
|-----------------|--------|---------|----------|

**32nd DAA - OC Fair & Event Center**  
**MTD and YTD Actual vs. Budget Comparison**  
**44865**

| 2022<br>Month<br>Actual | 2022<br>Month<br>Budget | Variance         |                                           | 2022<br>YTD<br>Actual | 2022<br>YTD<br>Budget | Variance           |
|-------------------------|-------------------------|------------------|-------------------------------------------|-----------------------|-----------------------|--------------------|
| \$ 9,625                | 5,600                   | (4,025)          | Signs/Banners                             | 97,580                | 137,220               | (39,640)           |
| \$ 4,828                | 9,050                   | 4,222            | Decorations/Props                         | 100,708               | 77,850                | 22,858             |
| \$ 841                  | 500                     | (341)            | Small Equipment                           | 39,492                | 26,492                | 13,000             |
| \$ 376                  | -                       | (376)            | Audio Visual                              | 3,027                 | 11,900                | (8,873)            |
| \$ 1,886                | 1,570                   | (316)            | Software                                  | 36,917                | 38,703                | (1,786)            |
| \$ 1,772                | 250                     | (1,522)          | Computer Hardware & Peripherals           | 18,023                | 24,000                | (5,977)            |
| \$ 10,711               | 4,200                   | (6,511)          | Farm                                      | 91,151                | 79,100                | 12,051             |
| \$ -                    | -                       | -                | Ticketing/Wristbands                      | 21,507                | 49,430                | (27,923)           |
| \$ 179,116              | 24,850                  | (154,266)        | Equipment Rental                          | 2,904,386             | 2,349,807             | 554,579            |
| \$ 11,313               | 9,450                   | (1,863)          | Equipment Maintenance & Supplies          | 224,894               | 169,500               | 55,394             |
| \$ 568                  | 5,500                   | 4,932            | Uniforms & Laundry                        | 84,678                | 81,840                | 2,838              |
| \$ 223,335              | 80,470                  | (142,865)        | Subtotal                                  | 3,718,343             | 3,167,272             | 551,071            |
|                         |                         |                  | Facility and Related:                     |                       |                       |                    |
| \$ 20,443               | 22,800                  | 2,357            | Maintenance of Buildings/Grounds          | 258,141               | 253,200               | 4,941              |
| \$ 114,107              | 54,228                  | (59,879)         | Utilities                                 | 1,199,873             | 670,367               | 529,506            |
| \$ 654,380              | 62,500                  | (591,880)        | Trash/Waste Removal                       | 1,803,014             | 1,454,159             | 348,855            |
| \$ -                    | 7,000                   | 7,000            | Rental of Facilities                      | -                     | 7,000                 | (7,000)            |
| \$ 49,733               | 22,000                  | (27,733)         | Special Repairs                           | 590,613               | 508,500               | 82,113             |
| \$ 838,663              | 168,528                 | (670,135)        | Subtotal                                  | 3,851,641             | 2,893,226             | 958,415            |
|                         |                         |                  | Publicity and Related:                    |                       |                       |                    |
| \$ -                    | -                       | -                | Photography                               | 17,027                | 21,000                | (3,973)            |
| \$ -                    | -                       | -                | Newsletters                               | -                     | -                     | -                  |
| \$ -                    | 700                     | 700              | Contests                                  | 3,980                 | 4,900                 | (920)              |
| \$ -                    | -                       | -                | Printing                                  | 38,320                | 48,600                | (10,280)           |
| \$ -                    | 1,500                   | 1,500            | Advertising - Outdoor                     | 103,620               | 104,500               | (880)              |
| \$ 33,160.97            | -                       | (33,161)         | Advertising - Radio                       | 80,507                | 225,000               | (144,493)          |
| \$ (225,172.30)         | -                       | 225,172          | Advertising - TV                          | 435,365               | 500,000               | (64,635)           |
| \$ 9,992.98             | -                       | (9,993)          | Advertising - Print                       | 10,393                | 150,000               | (139,607)          |
| \$ 309                  | 6,300                   | 5,991            | Advertising - Online                      | 402,638               | 377,900               | 24,738             |
| \$ 120                  | 8,500                   | 8,380            | Promotional Expense                       | 40,693                | 98,900                | (58,207)           |
| \$ -                    | -                       | -                | Brochure Printing                         | -                     | 3,000                 | (3,000)            |
| \$ -                    | -                       | -                | Buttons Printing                          | -                     | 4,000                 | (4,000)            |
| \$ 640.42               | 700                     | 60               | Media Relations                           | 2,257                 | 1,700                 | 557                |
| \$ 2,544.95             | 1,200                   | (1,345)          | Public Relations Expense                  | 26,115                | 26,650                | (535)              |
| \$ -                    | -                       | -                | Manager's P/R Expense                     | -                     | -                     | -                  |
| \$ -                    | -                       | -                | Other Pre-Fair Stunts                     | -                     | -                     | -                  |
| \$ -                    | -                       | -                | Design & Production                       | -                     | -                     | -                  |
| \$ (27,995)             | 40,800                  | 68,795           | Sponsorships                              | 272,431               | 291,974               | (19,543)           |
| \$ -                    | -                       | -                | Special Projects                          | -                     | -                     | -                  |
| \$ (206,400)            | 59,700                  | 266,100          | Subtotal                                  | 1,433,346             | 1,858,124             | (424,777)          |
|                         |                         |                  | Self-Produced Events Attractions Expense: |                       |                       |                    |
| \$ -                    | -                       | -                | Arena/Hangar Acts                         | 420,250               | 650,000               | (229,750)          |
| \$ -                    | -                       | -                | Grounds Acts                              | 362,325               | 429,500               | (67,175)           |
| \$ -                    | 40,000                  | 40,000           | Major Acts                                | 4,070,325             | 6,240,000             | (2,169,676)        |
| \$ -                    | 1,000                   | 1,000            | Attractions Expense                       | 1,598,305             | 174,160               | 1,424,145          |
| \$ 488                  | 800                     | 312              | Merchandise                               | 1,430                 | 99,600                | (98,170)           |
| \$ 488                  | \$ 41,800               | \$ 41,312        | Subtotal                                  | 6,452,634             | 7,593,260             | (1,140,626)        |
|                         |                         |                  | Other Self-Produced Event Expense:        |                       |                       |                    |
| \$ -                    | -                       | -                | Competition Handbook                      | -                     | -                     | -                  |
| \$ -                    | -                       | -                | Jr. Livestock Auction Costs               | 233,725               | 279,524               | (45,799)           |
| \$ -                    | -                       | -                | Subtotal                                  | 233,725               | 279,524               | (45,799)           |
|                         |                         |                  | Premium Expense:                          |                       |                       |                    |
| \$ -                    | -                       | -                | Cash Premiums                             | 107,339               | 75,500                | 31,839             |
| \$ -                    | -                       | -                | Trophies, Ribbons                         | 11,746                | 13,550                | (1,804)            |
| \$ -                    | -                       | -                | Subtotal                                  | 119,085               | 89,050                |                    |
|                         |                         |                  | Other Operating Expenses:                 |                       |                       |                    |
| \$ 51,145               | 200                     | (50,945)         | Cash Shortages/(Overages)                 | 9,142                 | 14,600                | (5,458)            |
| \$ 847                  | 1,412                   | 565              | Dues & Subscriptions                      | 76,466                | 69,280                | 7,186              |
| \$ -                    | -                       | -                | Bad Debt Expense                          | -                     | -                     | -                  |
| \$ 32,180               | 1,646                   | (30,534)         | Bank Charges                              | 556,876               | 836,289               | (279,413)          |
| \$ 13,260               | 8,200                   | (5,060)          | Miscellaneous Expense                     | 516,008               | 67,450                | 448,558            |
| \$ 97,432               | 11,458                  | (85,974)         | Subtotal                                  | 1,158,491             | 987,619               | 170,872            |
| <b>\$ 2,247,363</b>     | <b>1,994,284</b>        | <b>(253,079)</b> | <b>TOTAL OPERATING EXPENSE</b>            | <b>36,926,248</b>     | <b>40,148,602</b>     | <b>(3,222,354)</b> |

**32nd DAA - OC Fair & Event Center**  
**MTD and YTD Actual vs. Budget Comparison**  
**44865**

|           | 2022<br>Month<br>Actual | 2022<br>Month<br>Budget | Variance            |
|-----------|-------------------------|-------------------------|---------------------|
| \$        | 320,000                 | 320,000                 | -                   |
| \$        | 6,063                   | -                       | (6,063)             |
| \$        | -                       | -                       | -                   |
| \$        | -                       | -                       | -                   |
| \$        | -                       | -                       | -                   |
| \$        | -                       | -                       | -                   |
| \$        | 5,545                   | -                       | (5,545)             |
| <b>\$</b> | <b>331,609</b>          | <b>320,000</b>          | <b>(11,609)</b>     |
| <b>\$</b> | <b>2,578,972</b>        | <b>2,314,284</b>        | <b>(264,688)</b>    |
| <b>\$</b> | <b>(1,346,897)</b>      | <b>\$ (1,036,434)</b>   | <b>\$ (310,464)</b> |

|                                    |
|------------------------------------|
| <b>Non-Operating Expenses</b>      |
| Depreciation Expense               |
| Major Projects                     |
| Carnival Funded Expenditures       |
| Loss on Sale of Asset              |
| Debt Service                       |
| Net Pension Adjustment - GASB 68   |
| Prior Year Expense                 |
| <b>TOTAL NON-OPERATING EXPENSE</b> |

**TOTAL EXPENSES**

**NET PROCEEDS**

|           | 2022<br>YTD<br>Actual | 2022<br>YTD<br>Budget | Variance            |
|-----------|-----------------------|-----------------------|---------------------|
|           | 3,200,000             | 3,200,000             | -                   |
|           | 296,544               | 409,000               | (112,456)           |
|           | -                     | -                     | -                   |
|           | -                     | -                     | -                   |
|           | -                     | -                     | -                   |
|           | -                     | -                     | -                   |
|           | 13,898                | -                     | 13,898              |
|           | <b>3,510,442</b>      | <b>3,609,000</b>      | <b>(98,558)</b>     |
|           | <b>40,436,690</b>     | <b>43,757,602</b>     | <b>(3,320,912)</b>  |
| <b>\$</b> | <b>10,798,138</b>     | <b>\$ 8,557,596</b>   | <b>\$ 2,240,542</b> |