# 32nd D A A - OC Fair & Event Center
## Statement of Operations - Summary (Unaudited)
## August 31, 2023

| 2023 Current Month Amount | Budget Current Month Amount | Budget $ Variance | | 2023 Year to Date Amount | Budget Year to Date Amount | Budget $ Variance | Full 2023 Budget |
|---|---|---|---|---|---|---|---|
| | | | **Revenues** | | | | |
| $ 6,101,877 | $ 5,753,399 | $ 348,478 | Admissions to Grounds | $ 12,931,572 | $ 13,836,046 | $ (904,474) | $ 14,106,046 |
| 504,244 | 523,175 | (18,931) | Commercial Space Rental Revenue | 1,174,079 | 1,212,275 | (38,196) | 1,212,275 |
| 8,192,636 | 7,318,600 | 874,036 | Carnival and Concessions Revenue | 16,792,385 | 16,585,950 | 206,435 | 16,638,025 |
| 11,908 | 6,590 | 5,318 | Exhibits Revenue | 83,762 | 84,238 | (476) | 85,838 |
| 4,752,612 | 5,118,340 | (365,728) | Attractions Revenue | 8,603,071 | 10,933,417 | (2,330,346) | 11,499,954 |
| 2,151,283 | 3,413,321 | (1,262,038) | Miscellaneous Revenue | 4,945,055 | 5,459,963 | (514,908) | 5,499,054 |
| **21,714,561** | **22,133,425** | **(418,864)** | **Total OCFEC-Produced Event Revenue** | **44,529,924** | **48,111,889** | **(3,581,965)** | **49,041,192** |
| 67,384 | 66,400 | 984 | Facility Rental Revenue | 993,531 | 968,600 | 24,931 | 1,792,600 |
| 626,490 | 699,708 | (73,218) | Other Event Revenue | 4,075,547 | 4,167,284 | (91,737) | 7,153,952 |
| 92,979 | 117,422 | (24,443) | Equestrian Center Revenue | 873,991 | 939,376 | (65,385) | 1,409,064 |
| 21,797 | 3,986 | 17,811 | Other Operating Revenue | 48,842 | 16,183 | 32,659 | 37,326 |
| **808,650** | **887,516** | **(78,866)** | **Total Rental Revenue** | **5,991,912** | **6,091,443** | **(99,531)** | **10,392,942** |
| 210,000 | 68,000 | 142,000 | Interest Earnings | 1,408,759 | 560,000 | 848,759 | 880,000 |
| - | - | - | Grants | 4,672 | 45,000 | (40,328) | 45,000 |
| 2,593 | 618 | 1,975 | Other Non-Operating Revenue | 44,182 | 9,642 | 34,540 | 9,642 |
| - | - | - | Prior Year Revenue | (8,648) | - | (8,648) | - |
| **212,593** | **68,618** | **143,975** | **Total Non-Operating Revenue** | **1,448,965** | **614,642** | **834,323** | **934,642** |
| **$ 22,735,803** | **$ 23,089,559** | **$ (353,756)** | **Total Revenue** | **$ 51,970,801** | **$ 54,817,974** | **$ (2,847,173)** | **$ 60,368,776** |
| | | | **Expenses** | | | | |
| $ 2,798,693 | $ 3,141,229 | $ 342,536 | Payroll and Related Expense | $ 14,227,134 | $ 16,184,463 | $ 1,957,329 | $ 22,505,740 |
| 2,012,446 | 2,669,746 | 657,300 | Professional Services Expense | 4,777,619 | 6,776,425 | 1,998,806 | 8,236,568 |
| 105 | 1,075 | 970 | Directors Expense | 8,431 | 12,575 | 4,144 | 19,250 |
| 45,054 | 47,650 | 2,596 | Insurance Expense | 368,015 | 378,130 | 10,115 | 566,130 |
| 13,041 | 13,476 | 435 | Telephone & Postage Expense | 124,071 | 136,400 | 12,329 | 196,750 |
| 1,878,519 | 1,506,098 | (372,421) | Supplies and Equipment Expense | 3,455,282 | 3,152,324 | (302,958) | 3,420,754 |
| 1,582,492 | 1,394,600 | (187,892) | Facility and Related Expense | 3,736,941 | 4,105,859 | 368,918 | 5,000,903 |
| 897,344 | 139,280 | (758,064) | Publicity & Related Expense | 1,595,277 | 1,873,611 | 278,334 | 2,287,751 |
| 3,442,273 | 3,531,336 | 89,063 | Attractions Expense | 6,561,717 | 7,362,572 | 800,855 | 7,735,672 |
| - | - | - | Other Self-Prod Event Expense | 249,313 | 237,724 | (11,589) | 237,724 |
| 109,442 | 112,050 | 2,608 | Premium Expense | 124,038 | 123,280 | (758) | 123,280 |
| 188,276 | 275,575 | 87,299 | Other Operating Expense | 511,747 | 737,929 | 226,182 | 804,819 |
| **12,967,684** | **12,832,115** | **(135,569)** | **Total Operating Expense** | **35,739,583** | **41,081,292** | **5,341,710** | **51,135,341** |
| 300,000 | 300,000 | - | Depreciation Expense | 2,400,000 | 2,400,000 | - | 3,600,000 |
| - | - | - | Major Projects | 94,726 | 105,000 | 10,274 | 105,000 |
| - | - | - | Net Pension Adjustment - GASB 68 | - | - | - | 5,000,000 |
| 80 | - | (80) | Prior Year Expense | (2,341) | - | 2,341 | - |
| **300,080** | **300,000** | **(80)** | **Total Non-Operating Expense** | **2,492,385** | **2,505,000** | **12,615** | **8,705,000** |
| **$ 13,267,764** | **$ 13,132,115** | **$ (135,649)** | **Total Expense** | **$ 38,231,968** | **$ 43,586,292** | **$ 5,354,324** | **$ 59,840,341** |
| **$ 9,468,039** | **$ 9,957,444** | **$ (489,405)** | **Net Proceeds** | **$ 13,738,834** | **$ 11,231,682** | **$ 2,507,152** | **$ 528,435** |

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

**Statement of Cash Flows (Unaudited)**
**For the Eight Months Ended August 31, 2023**

| | | 2023 |
|---|---|---|
| **CASH FLOWS FROM OPERATING ACTIVITIES** | | |
| Excess of Expenses Over Revenues | $ | 13,738,834 |
| Adjustment to Reconcile Excess of Revenue Over Expenses to Net Cash Provided by Operating Activities: | | |
| Non-Cash Charges (Credits) to Net Income | | |
| Depreciation Expense | $ | 2,400,000 |
| (Increase) Decrease in Assets | | |
| (Increase) Decrease in Accounts Receivable | | (2,957,214) |
| (Increase) Decrease in Prepaid Expenses | | (22,970) |
| (Increase) Decrease in Deferred Outflows - Pension | | 0 |
| Increase (Decrease) in Liabilities | | |
| Increase (Decrease) in Accounts Payable | | 27,155,643 |
| Increase (Decrease) in Deferred Revenue | | 1,198,160 |
| Increase (Decrease) in Payroll Liabilities | | 337,423 |
| Increase (Decrease) in Deposits | | 6,939 |
| Increase (Decrease) in Other Liabilities/Reserve | | 0 |
| Increase (Decrease) in Compensated Absence Liability | | (30,730) |
| Increase (Decrease) in Deferred Inflows - Pension | | 0 |
| Increase (Decrease) in Net Pension Liability | | 0 |
| Total Adjustments | $ | 28,087,251 |
| **Net Cash Provided (Used) by Operating Activities** | $ | 41,826,085 |
| **CASH FLOWS FROM INVESTING ACTIVITIES** | | |
| (Increase) Decrease in Capital Projects in Progress | $ | (26,933,169) |
| (Increase) Decrease in Building & Improvements | | 0 |
| (Increase) Decrease in Equipment | | 0 |
| **Net Cash Provided (Used) by Investing Activities** | $ | (26,933,169) |
| **CASH FLOWS FROM FINANCING ACTIVITIES** | | |
| **Net Cash Provided (Used) by Financing Activities** | | 0 |
| **NET INCREASE (DECREASE) IN CASH** | $ | 14,892,916 |
| Cash and Cash Equivalent - January 1, 2023 | | 69,506,051 |
| **Cash and Cash Equivalent - End of Period - August 31, 2023** | **$** | **84,398,967** |

# 32nd DAA - OC Fair & Event Center
# Balance Sheet (Unaudited)
# August 31, 2023 and 2022

| | 2023 | 2022 |
|---|---|---|
| **Assets** | | |
| Cash | $ 11,416,094 | $ 9,081,762 |
| Investments | 72,982,873 | 71,152,315 |
| Accounts Receivable | 4,096,545 | 4,553,443 |
| Reserve for Bad Debt | (45,079) | (60,991) |
| Prepaid Expenses | 187,474 | 96,017 |
| Deferred Outflows - Pension | 4,847,718 | 5,025,401 |
| **Total Assets** | **93,485,625** | **89,847,947** |
| Capital Projects in Process | 28,782,207 | 1,472,489 |
| Land | 133,553 | 133,553 |
| Buildings and Improvements | 99,323,556 | 98,670,323 |
| Equipment | 8,774,005 | 8,387,264 |
| Accumulated Depreciation | (70,068,309) | (67,084,589) |
| **Total Capital** | **66,945,012** | **41,579,040** |
| **Total Assets** | **$ 160,430,637** | **$ 131,426,987** |
| **Liabilities** | | |
| Accounts Payable | 28,232,667 | 7,891,080 |
| Deferred Revenue | 2,304,392 | 1,635,624 |
| Payroll Liabilities | 782,464 | 534,748 |
| Deposits | 13,118 | 17,371 |
| Loan Payable - SB84 | 1,739,579 | 1,739,579 |
| Compensated Absences Liability | 1,668,515 | 1,795,279 |
| Deferred Inflows - Pension | 5,741,730 | 1,596,489 |
| Pension Liability | 17,066,190 | 28,102,775 |
| **Total Liabilities** | **57,548,655** | **43,312,945** |
| **Net Resources** | | |
| Investment in Capital Assets | 42,411,843 | 42,724,495 |
| Net Resources - Designated Use | 504,460 | 604,460 |
| Net Resources - Available for Operations | 64,204,315 | 55,713,995 |
| Unrestricted Net Position - Pension | (17,960,202) | (24,673,863) |
| Net Resources - Auction Fund | (17,268) | (17,268) |
| | 89,143,148 | 74,351,819 |
| Net Proceeds from Operations | 13,738,834 | 13,762,223 |
| **Total Net Resources** | **102,881,982** | **88,114,042** |
| **Total Liabilities and Net Resources** | **$ 160,430,637** | **$ 131,426,987** |

# 32nd DAA - OC Fair & Event Center
## MTD and YTD Actual vs. Budget Comparison
## August 31, 2023

| 2023 Month Actual | 2023 Month Budget | Variance | | 2023 YTD Actual | 2023 YTD Budget | Variance |
|---|---|---|---|---|---|---|
| | | | **OCFEC-PRODUCED EVENT REVENUE** | | | |
| | | | ADMISSIONS TO GROUNDS | | | |
| $ 4,802,443 | $ 5,443,199 | $ (640,756) | Gate Admissions | $ 10,167,258 | $ 13,119,346 | $ (2,952,088) |
| $ 1,299,434 | 310,200 | 989,234 | Advance Admissions | 2,764,314 | 716,700 | 2,047,614 |
| $ 6,101,877 | 5,753,399 | 348,478 | Subtotal | 12,931,572 | 13,836,046 | (904,474) |
| $ 504,244 | 523,175 | (18,931) | COMMERCIAL SPACE RENTALS | 1,174,079 | 1,212,275 | (38,196) |
| | | | CARNIVAL & CONCESSIONS | | | |
| $ 3,470,496 | 3,000,000 | 470,496 | Carnival | 7,082,463 | 7,000,000 | 82,463 |
| $ 4,722,140 | 4,318,600 | 403,540 | Concessions | 9,709,922 | 9,585,950 | 123,972 |
| $ 8,192,636 | 7,318,600 | 874,036 | Subtotal | 16,792,385 | 16,585,950 | 206,435 |
| | | | EXHIBITS REVENUE | | | |
| $ 1,589 | - | 1,589 | Entry Fees | 69,556 | 73,120 | (3,564) |
| $ - | 1,840 | (1,840) | Exhibit Awards | 400 | 1,840 | (1,440) |
| $ 10,319 | 4,750 | 5,569 | Garden Classes & Misc Sales | 13,806 | 9,278 | 4,528 |
| $ 11,908 | 6,590 | 5,318 | Subtotal | 83,762 | 84,238 | (476) |
| $ 4,752,612 | 5,118,340 | (365,728) | ATTRACTIONS REVENUE | 8,603,071 | 10,933,417 | (2,330,346) |
| | | | MISC OCFEC-PRODUCED EVENT REVENUE | | | 0 |
| $ 1,210,584 | 1,272,541 | (61,957) | Parking | 2,623,104 | 2,927,774 | (304,670) |
| $ 852,279 | 2,068,000 | (1,215,721) | Sponsorships | 1,754,577 | 2,088,000 | (333,423) |
| $ 1,825 | 2,380 | (555) | Livestock Auction Receipts | 268,698 | 263,189 | 5,509 |
| $ 77,176 | 64,700 | 12,476 | Camping | 178,248 | 149,300 | 28,948 |
| $ 9,420 | 5,700 | 3,720 | Exhibitor Fees | 35,428 | 31,700 | 3,728 |
| $ - | - | - | Miscellaneous Other Self Produced Revenue | 85,000 | - | 85,000 |
| $ 2,151,283 | 3,413,321 | (1,262,038) | Subtotal | 4,945,055 | 5,459,963 | (514,908) |
| | | | | | | 0 |
| **$ 21,714,561** | **22,133,425** | **(418,864)** | **TOTAL OCFEC-PRODUCED EVENT REVENUE** | **44,529,924** | **48,111,889** | **(3,581,965)** |
| | | | **RENTAL REVENUE** | | | |
| | | | RENTAL OF FACILITIES | | | |
| $ - | - | - | Facility Rental Fees | - | - | - |
| $ - | - | - | Grounds Wide Rentals | 27,625 | 33,300 | (5,675) |
| $ 18,700 | 18,700 | - | Building 10 | 168,300 | 191,700 | (23,400) |
| $ - | - | - | Building 12 | 90,613 | 114,000 | (23,388) |
| $ - | - | - | Building 13 | - | - | - |
| $ - | - | - | Building 14 | 63,863 | 78,600 | (14,738) |
| $ - | - | - | Building 15 | - | - | - |
| $ - | - | - | Building 16 | 57,350 | 72,100 | (14,750) |
| $ 3,250 | 3,200 | 50 | The Hangar | 105,375 | 131,200 | (25,825) |
| $ 9,100 | 9,100 | - | Parade of Products | 56,875 | 67,100 | (10,225) |
| $ 10,300 | 10,300 | - | Breezeway | 59,225 | 68,300 | (9,075) |
| $ - | - | - | Wine Courtyard | 3,475 | 3,800 | (325) |
| $ - | - | - | Silo Building | 2,700 | 1,800 | 900 |
| $ - | - | - | Memorial Gardens | - | - | - |
| $ - | - | - | Millennium Barn | - | - | - |
| $ - | - | - | Little Theater | 1,650 | 6,600 | (4,950) |
| $ - | - | - | Baja Blues Restaurant | 3,675 | 4,800 | (1,125) |
| $ - | - | - | Building 33 | - | - | - |
| $ - | - | - | Livestock Office | - | - | - |
| $ - | - | - | Equestrian Center Arenas | - | - | - |
| $ - | - | - | Equestrian Center Stalls | - | - | - |
| $ - | - | - | Equestrian Center Other Facilities | - | - | - |
| $ 18,672 | 17,200 | 1,472 | Parking Lot | 264,069 | 143,300 | 120,769 |
| $ 250 | 300 | (50) | Lawns | 2,000 | 4,400 | (2,400) |
| $ - | - | - | Event Camping | 16,830 | - | 16,830 |
| $ - | - | - | Festival Grounds | - | - | - |
| $ 1,850 | 1,900 | (50) | Mall | 7,400 | 23,200 | (15,800) |
| $ - | 3,000 | (3,000) | Grandstand Arena | 14,875 | 17,800 | (2,925) |
| $ - | - | - | Arlington Amphitheater | - | - | - |
| $ - | - | - | East Lawn/ Carnival Lot | - | - | - |
| $ - | - | - | Trailer Rallies | - | - | - |
| $ 600 | - | 600 | Individual Camping | 36,470 | 1,200 | 35,270 |
| $ - | - | - | Gazebo Rental | - | - | - |
| $ 4,662 | 2,700 | 1,962 | Pacific Amphitheater | 11,162 | 5,400 | 5,762 |
| $ 67,384 | 66,400 | 984 | Subtotal | 993,531 | 968,600 | 24,931 |
| | | | OTHER RENTAL EVENT REVENUES | | | |
| $ - | - | - | Interim Admissions | 32,000 | 32,000 | - |

# 32nd DAA - OC Fair & Event Center
## MTD and YTD Actual vs. Budget Comparison
## August 31, 2023

| | 2023 Month Actual | 2023 Month Budget | Variance | | 2023 YTD Actual | 2023 YTD Budget | Variance |
|---|---|---|---|---|---|---|---|
| $ | 367,254 | 416,108 | (48,854) | Interim Parking | 1,914,686 | 2,069,384 | (154,699) |
| $ | 128,846 | 136,200 | (7,354) | Revenue from Personnel Services | 990,033 | 1,025,900 | (35,867) |
| $ | 57,468 | 51,000 | 6,468 | Equipment Rentals | 480,570 | 410,200 | 70,370 |
| $ | 60,475 | 86,400 | (25,925) | Year-Round Concessions | 492,492 | 511,900 | (19,408) |
| $ | 8,447 | 6,000 | 2,447 | Outside Caterers | 133,766 | 85,900 | 47,866 |
| $ | 4,000 | 4,000 | - | Outdoor Signs | 32,000 | 32,000 | - |
| $ | - | - | - | Promotional Revenue | - | - | |
| $ | - | - | - | Storage | - | - | |
| $ | 626,490 | 699,708 | (73,218) | Subtotal | 4,075,547 | 4,167,284 | (91,737) |
| | | | | EQUESTRIAN CENTER REVENUES | | | |
| $ | 70,398 | 117,422 | (47,024) | Stall Rentals | 656,102 | 939,376 | (283,274) |
| $ | 686 | - | 686 | Locker Rentals | 5,433 | - | |
| $ | 20,418 | - | 20,418 | Feed | 200,001 | - | |
| $ | 1,477 | - | 1,477 | Trailers/Misc | 12,455 | - | |
| $ | 92,979 | 117,422 | (24,443) | Subtotal | 873,991 | 939,376 | (65,385) |
| $ | - | - | - | Horse Show Entry Fees | - | - | |
| $ | - | - | - | Donated Awards | - | - | |
| $ | - | - | - | Stall Fees | - | - | |
| $ | - | - | - | Other | - | - | |
| | | | | OTHER RENTAL REVENUES | | | |
| $ | - | - | - | Pay Phone Commissions | - | - | |
| $ | - | - | - | Vending | - | - | |
| $ | - | - | - | Fines | - | - | |
| $ | 21,797 | 3,986 | 17,811 | Miscellaneous Rental Revenues | 43,680 | 7,183 | 36,497 |
| $ | 21,797 | 3,986 | 17,811 | Subtotal | 43,680 | 7,183 | 36,497 |
| **$** | **808,650** | **887,516** | **(78,866)** | **TOTAL RENTAL REVENUE** | **5,986,750** | **6,082,443** | **(95,693)** |
| **$** | **22,523,210** | **23,020,941** | **(497,731)** | **TOTAL OPERATING REVENUE** | **50,516,675** | **54,194,332** | **(3,677,657)** |
| | | | | **NON-OPERATING REVENUE** | | | |
| $ | 210,000 | 68,000 | 142,000 | Interest Earnings | 1,408,759 | 560,000 | 848,759 |
| $ | - | - | - | Discounts Earned | 5,162 | 9,000 | (3,838) |
| $ | - | - | - | Grants | 4,672 | 45,000 | (40,328) |
| $ | - | - | - | Sale of Assets | - | - | |
| $ | 2,593 | 618 | 1,975 | Donations | 44,182 | 9,642 | 34,540 |
| $ | - | - | - | Prior Year Revenue | (8,648) | - | (8,648) |
| | | | | | | | - |
| **$** | **212,593** | **68,618** | **143,975** | **TOTAL NON-OPERATING REVENUE** | **1,454,127** | **623,642** | **830,485** |
| **$** | **22,735,803** | **23,089,559** | **(353,756)** | **TOTAL REVENUE** | **51,970,801** | **54,817,974** | **(2,847,173)** |
| | | | | OPERATING EXPENSES | | | |
| | | | | Payroll and Related: | | | |
| $ | 675,889 | 799,921 | 124,031 | Salaries/Wages - Permanents | 5,261,058 | 6,251,892 | (990,834) |
| $ | 117,888 | 12,150 | (105,738) | Salaries/Wages - Overtime | 253,773 | 28,600 | 225,173 |
| $ | 1,363,317 | 1,604,839 | 241,522 | Salaries/Wages - Temporaries | 4,393,623 | 4,964,052 | (570,429) |
| $ | 633,927 | 704,953 | 71,027 | Employee Benefits | 4,272,617 | 4,817,871 | (545,254) |
| $ | 843 | 3,600 | 2,757 | Travel Expense | 20,551 | 46,620 | (26,069) |
| $ | 6,828 | 15,766 | 8,938 | Training and Recruiting Expense | 25,512 | 75,428 | (49,916) |
| $ | 2,798,693 | 3,141,229 | 342,536 | Subtotal | 14,227,134 | 16,184,463 | (1,957,329) |
| | | | | Professional Services: | | | |
| $ | 1,998,365 | 2,667,196 | 668,831 | Professional Services | 4,722,141 | 6,740,925 | (2,018,784) |
| $ | 14,081 | 2,550 | (11,531) | Judges | 55,478 | 35,500 | 19,978 |
| $ | 2,012,446 | 2,669,746 | 657,300 | Subtotal | 4,777,619 | 6,776,425 | (1,998,806) |
| | | | | Directors Expense: | | | |
| $ | 9 | - | (9) | Directors Expense | 1,012 | 3,975 | (2,963) |
| $ | 96 | 1,075 | 979 | Directors Mtg Expense | 7,419 | 8,600 | (1,181) |
| $ | 105 | 1,075 | 970 | Subtotal | 8,431 | 12,575 | (4,144) |
| $ | 45,054 | 47,650 | 2,596 | Insurance Expense | 368,015 | 378,130 | (10,115) |
| $ | 13,041 | 13,476 | 435 | Telephone & Postage | 124,071 | 136,400 | (12,329) |
| | | | | Supplies and Equipment: | | | |

# 32nd DAA - OC Fair & Event Center
## MTD and YTD Actual vs. Budget Comparison
## August 31, 2023

| 2023 Month Actual | 2023 Month Budget | Variance | | 2023 YTD Actual | 2023 YTD Budget | Variance |
|---|---|---|---|---|---|---|
| $ 14,086 | 13,076 | (1,010) | Office Supplies | 121,807 | 95,815 | 25,992 |
| $ 269 | 39,800 | 39,531 | Signs/Banners | 82,257 | 140,970 | (58,713) |
| $ 2,881 | 1,600 | (1,281) | Decorations/Props | 85,446 | 112,935 | (27,489) |
| $ 5,012 | 2,950 | (2,062) | Small Equipment | 51,280 | 67,303 | (16,023) |
| $ - | - | - | Audio Visual | 10,533 | 14,700 | (4,167) |
| $ 1,913 | 1,747 | (166) | Software | 26,937 | 28,054 | (1,117) |
| $ 4,104 | 555 | (3,549) | Computer Hardware & Peripherals | 25,452 | 18,992 | 6,460 |
| $ 13,569 | 20,050 | 6,481 | Farm | 121,937 | 94,000 | 27,937 |
| $ - | 27,000 | 27,000 | Ticketing/Wristbands | 41,128 | 55,500 | (14,372) |
| $ 1,820,306 | 1,368,720 | (451,586) | Equipment Rental | 2,676,630 | 2,307,295 | 369,335 |
| $ 13,430 | 28,500 | 15,070 | Equipment Maintenance & Supplies | 130,768 | 127,600 | 3,168 |
| $ 2,948 | 2,100 | (848) | Uniforms & Laundry | 81,107 | 89,160 | (8,053) |
| $ 1,878,519 | 1,506,098 | (372,421) | Subtotal | 3,455,282 | 3,152,324 | 302,958 |
| | | | Facility and Related: | | | |
| $ 36,570 | 32,425 | (4,145) | Maintenance of Buildings/Grounds | 318,989 | 215,650 | 103,339 |
| $ 412,686 | 366,579 | (46,107) | Utilities | 1,070,453 | 1,241,475 | (171,022) |
| $ 961,153 | 893,596 | (67,557) | Trash/Waste Removal | 1,770,115 | 2,125,234 | (355,119) |
| $ - | - | - | Rental of Facilities | - | - | - |
| $ 172,084 | 102,000 | (70,084) | Special Repairs | 577,384 | 523,500 | 53,884 |
| $ 1,582,492 | 1,394,600 | (187,892) | Subtotal | 3,736,941 | 4,105,859 | (368,918) |
| | | | Publicity and Related: | | | |
| $ 7,499 | 15,000 | 7,501 | Photography | 17,467 | 32,500 | (15,033) |
| $ - | - | - | Newsletters | - | - | - |
| $ - | 2,000 | 2,000 | Contests | - | 10,600 | (10,600) |
| $ - | 3,430 | 3,430 | Printing | 35,526 | 83,611 | (48,085) |
| $ 1,500 | - | (1,500) | Advertising - Outdoor | 172,763 | 155,000 | 17,763 |
| $ 87,553 | 86,000 | (1,553) | Advertising - Radio | 117,875 | 267,000 | (149,125) |
| $ 403,702 | - | (403,702) | Advertising - TV | 424,967 | 500,000 | (75,033) |
| $ 13,330 | 12,500 | (830) | Advertising - Print | 14,273 | 110,250 | (95,977) |
| $ 357,264 | 13,000 | (344,264) | Advertising - Online | 484,550 | 491,600 | (7,050) |
| $ 1,120 | 6,750 | 5,630 | Promotional Expense | 37,288 | 91,800 | (54,512) |
| $ - | - | - | Brochure Printing | - | - | - |
| $ - | - | - | Buttons Printing | - | 2,000 | (2,000) |
| $ - | - | - | Media Relations | - | 6,400 | (6,400) |
| $ 23,144 | - | (23,144) | Public Relations Expense | 25,650 | 29,500 | (3,850) |
| $ - | - | - | Manager's P/R Expense | - | - | |
| $ - | - | - | Other Pre-Fair Stunts | - | - | |
| $ - | - | - | Design & Production | - | 7,500 | (7,500) |
| $ 2,197 | 500 | (1,697) | Sponsorships | 248,538 | 76,300 | 172,238 |
| $ 33 | 100 | 67 | Special Projects | 16,381 | 9,550 | 6,831 |
| $ 897,344 | 139,280 | (758,064) | Subtotal | 1,595,277 | 1,873,611 | (278,334) |
| | | | Self-Produced Events Attractions Expense: | | | |
| $ 264,000 | 325,000 | 61,000 | Arena/Hangar Acts | 534,815 | 650,000 | (115,185) |
| $ 163,476 | 234,500 | 71,024 | Grounds Acts | 331,150 | 434,500 | (103,350) |
| $ 2,295,500 | 2,880,000 | 584,500 | Major Acts | 4,221,450 | 6,080,000 | (1,858,550) |
| $ 719,297 | 91,836 | (627,461) | Attractions Expense | 1,468,679 | 194,072 | 1,274,607 |
| $ - | - | - | Merchandise | 5,623 | 4,000 | 1,623 |
| $ 3,442,273 | 3,531,336 | 89,063 | Subtotal | 6,561,717 | 7,362,572 | (800,855) |
| | | | Other Self-Produced Event Expense: | | | |
| $ - | - | - | Competition Handbook | - | - | - |
| $ - | - | - | Jr. Livestock Auction Costs | 249,313 | 237,724 | 11,589 |
| $ - | - | - | Subtotal | 249,313 | 237,724 | 11,589 |
| | | | Premium Expense: | | | |
| $ 112,733 | 111,450 | (1,283) | Cash Premiums | 112,733 | 111,450 | 1,283 |
| $ (3,291) | 600 | 3,891 | Trophies, Ribbons | 11,305 | 11,830 | (525) |
| $ 109,442 | 112,050 | 2,608 | Subtotal | 124,038 | 123,280 | |
| | | | Other Operating Expenses: | | | |
| $ 13,875 | 6,725 | (7,150) | Cash Shortages/(Overages) | 11,436 | 14,200 | (2,764) |
| $ 2,338 | 465 | (1,873) | Dues & Subscriptions | 66,070 | 88,876 | (22,806) |
| $ - | - | - | Bad Debt Expense | - | - | - |
| $ 81,292 | 260,000 | 178,708 | Bank Charges | 229,128 | 586,233 | (357,105) |
| $ 90,771 | 8,385 | (82,386) | Miscellaneous Expense | 205,113 | 48,620 | 156,493 |
| $ 188,276 | 275,575 | 87,299 | Subtotal | 511,747 | 737,929 | (226,182) |
| **$ 12,967,684** | **12,832,115** | **(135,569)** | **TOTAL OPERATING EXPENSE** | **35,739,583** | **41,081,292** | **(5,341,710)** |

## 32nd DAA - OC Fair & Event Center
## MTD and YTD Actual vs. Budget Comparison
## August 31, 2023

| | 2023 Month Actual | 2023 Month Budget | Variance | | 2023 YTD Actual | 2023 YTD Budget | Variance |
|---|---|---|---|---|---|---|---|
| | | | | **Non-Operating Expenses** | | | |
| $ | 300,000 | 300,000 | - | Depreciation Expense | 2,400,000 | 2,400,000 | - |
| $ | - | - | - | Major Projects | 94,726 | 105,000 | (10,274) |
| $ | - | - | - | Carnival Funded Expenditures | - | - | - |
| $ | - | - | - | Loss on Sale of Asset | - | - | - |
| $ | - | - | - | Debt Service | - | - | - |
| $ | - | - | - | Net Pension Adjustment - GASB 68 | - | - | - |
| $ | 80 | - | (80) | Prior Year Expense | (2,341) | - | (2,341) |
| **$** | **300,080** | **300,000** | **(80)** | **TOTAL NON-OPERATING EXPENSE** | **2,492,385** | **2,505,000** | **(12,615)** |
| **$** | **13,267,764** | **13,132,115** | **(135,649)** | **TOTAL EXPENSES** | **38,231,968** | **43,586,292** | **(5,354,324)** |
| **$** | **9,468,039** | **$ 9,957,444** | **$ (489,405)** | **NET PROCEEDS** | **$ 13,738,834** | **$ 11,231,682** | **$ 2,507,152** |

**32nd D A A - OC Fair & Event Center**
**EQUESTRIAN CENTER - DEPT 25**
**Statement of Operations - Summary (Unaudited)**
**August 31, 2023**

| 2023 Current Month Amount | Budget Current Month Amount | Budget $ Variance | | 2023 Year to Date Amount | Budget Year to Date Amount | Budget $ Variance | Full 2023 Budget |
|---|---|---|---|---|---|---|---|
| | | | **Revenues** | | | | |
| $ - | $ - | $ - | Admissions to Grounds | $ - | $ - | $ - | $ - |
| - | - | - | Commercial Space Rental Revenue | - | - | - | - |
| - | - | - | Carnival and Concessions Revenue | - | - | - | - |
| - | - | - | Exhibits Revenue | - | - | - | - |
| - | - | - | Attractions Revenue | - | - | - | - |
| 24 | - | 24 | Miscellaneous Revenue | 678 | - | 678 | - |
| **24** | **-** | **24** | **Total OCFEC-Produced Event Revenue** | **678** | **-** | **678** | **-** |
| - | - | - | Facility Rental Revenue | - | - | - | - |
| - | - | - | Other Event Revenue | - | - | - | - |
| 92,979 | 117,422 | (24,443) | Equestrian Center Revenue | 873,991 | 939,376 | (65,385) | 1,409,064 |
| - | - | - | Other Operating Revenue | 38 | - | 38 | - |
| **92,979** | **117,422** | **(24,443)** | **Total Rental Revenue** | **874,030** | **939,376** | **(65,346)** | **1,409,064** |
| - | - | - | Interest Earnings | - | - | - | - |
| - | - | - | Grants | - | - | - | - |
| - | - | - | Other Non-Operating Revenue | - | - | - | - |
| - | - | - | Prior Year Revenue | - | - | - | - |
| **-** | **-** | **-** | **Total Non-Operating Revenue** | **-** | **-** | **-** | **-** |
| **$ 93,003** | **$ 117,422** | **$ (24,419)** | **Total Revenue** | **$ 874,708** | **$ 939,376** | **$ (64,668)** | **$ 1,409,064** |
| | | | **Expenses** | | | | |
| $ 16,020 | $ 25,718 | $ 9,697 | Payroll and Related Expense | $ 130,730 | $ 203,316 | $ 72,587 | $ 308,187 |
| 148,357 | 184,864 | 36,507 | Professional Services Expense | 1,198,249 | 1,478,912 | 280,663 | 2,218,368 |
| - | - | - | Directors Expense | - | - | - | - |
| - | - | - | Insurance Expense | - | - | - | - |
| - | - | - | Telephone & Postage Expense | 511 | - | (511) | - |
| 1,024 | 200 | (824) | Supplies and Equipment Expense | 25,370 | 36,900 | 11,530 | 37,700 |
| 18,998 | 14,294 | (4,704) | Facility and Related Expense | 203,747 | 119,352 | (84,395) | 176,528 |
| - | 100 | 100 | Publicity & Related Expense | 421 | 800 | 379 | 1,200 |
| - | - | - | Attractions Expense | - | - | - | - |
| - | - | - | Other Self-Prod Event Expense | - | - | - | - |
| - | - | - | Premium Expense | - | - | - | - |
| 2,104 | - | (2,104) | Other Operating Expense | 14,165 | - | (14,165) | - |
| **186,503** | **225,176** | **38,672** | **Total Operating Expense** | **1,573,194** | **1,839,280** | **266,086** | **2,741,983** |
| - | - | - | Depreciation Expense | - | - | - | - |
| - | - | - | Major Projects | - | - | - | - |
| - | - | - | Net Pension Adjustment - GASB 68 | - | - | - | - |
| - | - | - | Prior Year Expense | - | - | - | - |
| **-** | **-** | **-** | **Total Non-Operating Expense** | **-** | **-** | **-** | **-** |
| **$ 186,503** | **$ 225,176** | **$ 38,672** | **Total Expense** | **$ 1,573,194** | **$ 1,839,280** | **$ 266,086** | **$ 2,741,983** |
| **$ (93,501)** | **$ (107,754)** | **$ 14,253** | **Net Proceeds** | **$ (698,486)** | **$ (899,904)** | **$ 201,418** | **$ (1,332,919)** |