BOARD OF DIRECTORS AGENDA REPORT

MEETING DATE: **NOVEMBER 16, 2023** ITEM: **8A**

SUBJECT:	**Presentation of the 2024 Budget and Vote on Whether or Not to Approve**
DATE:	November 9, 2023
FROM:	Michele Richards, CEO
PRESENTATION BY:	Michele Richards, CEO

Action Item

BACKGROUND

The Financial Monitoring and Audit Committee hosted a public budget study session on November 7, 2023 where staff presented the draft of the 2024 operating budget.

The committee will present its recommendations, and the Board will discuss and vote on whether or not to approve the budget for 2024.

RECOMMENDATION

At the Board of Directors' discretion.

OC Fair & Event Center

2024 Consolidated Budget by Month

	2024 January	2024 February	2024 March	2024 April	2024 May	2024 June	2024 July	2024 August	2024 September	2024 October	2024 November	2024 December	YTD Budget
Revenues													
4100 Gate Admissions	-	-	-	-	-	-	3,431,452	6,993,108	-	270,000	-	-	10,694,560
4120 Fair Admissions - Superpass	-	-	-	-	-	-	314,640	123,540	-	-	-	-	438,180
4200 Rent In - Conc/Comm	-	-	-	-	-	-	298,700	467,100	-	-	-	-	765,800
4205 Rent Out - Conc/Comm	-	-	-	18,000	300	300	161,300	252,200	-	-	-	-	432,100
4210 Carnival Revenue	-	-	-	-	-	-	2,380,000	4,700,000	-	-	-	-	7,080,000
4220 Conc Rev - Alcohol	-	-	-	-	-	-	1,410,600	2,738,200	-	40,000	-	-	4,188,800
4221 Concess. Rev - Photo	-	-	-	-	-	-	38,000	73,900	-	-	-	-	111,900
4222 Concess. Rev - Food	-	-	-	-	-	-	1,779,100	3,453,600	-	10,000	-	-	5,242,700
4223 Concess. Rev - Merch/Other	100	100	100	200	200	200	15,600	28,900	100	1,600	500	50	47,650
4224 Concess. Rev - Ice/Water	-	-	-	-	-	-	2,900	5,500	-	-	-	-	8,400
4225 Concess. Rev - Cigarettes	-	-	-	-	-	-	52,100	81,500	-	-	-	-	133,600
4227 Conc Rev Alcohol Compliance	-	-	-	-	-	-	11,400	17,800	-	-	-	-	29,200
4310 Exhibitor Entry Fees	-	2,000	2,500	5,000	58,000	19,200	5,000	2,000	-	-	-	-	93,700
4332 Straw Sales	-	-	100	140	-	-	-	10,798	-	80	-	525	11,643
4354 Facility Fee	-	-	-	-	-	-	380,264	570,366	-	-	-	-	950,630
4355 Performance Admissions Revenue	-	-	-	-	-	-	4,272,532	6,210,797	-	-	-	-	10,483,329
4356 Performance Merchandise Revenue	-	-	-	-	-	-	119,525	179,287	-	-	-	-	298,812
4357 Performance Rebates/Misc. Revenue	83,333	83,333	83,333	83,333	83,333	83,333	83,333	83,333	83,333	31,250	31,250	31,250	843,747
4359 Ticketmaster Revenue Share	40,000	50,000	60,000	70,000	80,000	90,000	197,000	272,520	20,000	-	-	-	879,520
4370 Fair Parking Revenue	-	-	-	-	-	-	1,269,000	1,974,000	-	-	-	-	3,243,000
4375 Sponsorship Revenue	-	-	-	14,000	-	-	-	1,145,700	-	-	-	-	1,159,700
4378 Premium Space Revenue-Sponsorship	-	-	-	-	-	-	-	804,250	-	2,000	-	-	806,250
4380 Auction Buyer Revenue	-	-	-	-	-	-	266,873	1,825	-	-	-	-	268,698
4381 Other Auction Revenue	-	-	-	-	-	-	265	-	-	-	-	-	265
4385 Camping Revenue	-	-	-	-	-	-	71,600	112,000	-	-	-	-	183,600
4387 Badge Replacement Rev	-	-	-	-	-	-	200	300	-	-	-	-	500
4391 Elec or Dry Stock Storage	-	-	-	-	-	-	5,700	8,900	-	-	-	-	14,600
4392 Cart Permit	-	-	-	-	-	-	6,000	-	-	-	-	-	6,000
4393 Vendor Hang Tag Parking	1,100	17,200	17,900	-	500	2,000	-	300	18,600	6,300	2,900	6,600	73,400
4395 Application Fees	-	-	500	3,200	2,400	2,700	3,800	-	-	-	-	-	12,600
4396 Late Fees	25	25	25	25	25	525	-	-	-	-	-	-	650
4600 Horse Boarding Revenue	72,500	72,500	72,500	72,500	72,500	72,500	-	-	-	-	-	-	435,000
4610 Locker Rentals	650	650	650	650	650	650	-	-	-	-	-	-	3,900
4620 FEED	21,000	21,000	21,000	21,000	21,000	21,000	-	-	-	-	-	-	126,000
4630 Trailer	1,550	1,550	1,550	1,550	1,550	1,550	-	-	-	-	-	-	9,300
4685 Garden Classes Revenue	800	-	750	571	677	-	-	-	250	1,160	1,640	5,160	11,008
4700 Year-Round Event Admissions Sales	-	-	-	-	32,000	-	-	-	119,600	-	-	-	151,600
4710 Year-Round Event Parking Sales	109,300	244,700	218,300	139,400	303,400	387,500	101,570	154,228	389,800	368,900	112,700	417,100	2,946,898
4711 VIP Event Parking Rev	-	-	-	-	-	-	126,000	189,000	-	-	-	-	315,000
4715 Preferred Parking	-	-	-	-	-	-	4,200	6,600	-	-	-	-	10,800
4721 Revenue for Outside Services	27,900	79,900	57,300	40,100	76,800	78,100	6,300	13,200	93,600	60,400	37,200	44,000	614,800
4723 Personnel Rev. DPS	9,000	54,900	36,900	21,300	45,200	34,700	2,600	14,800	33,000	54,500	21,600	21,100	349,600
4724 Personnel Rev. Event Ops	33,100	66,800	37,900	27,400	47,300	55,000	2,900	9,300	81,300	57,500	28,000	52,000	498,500

OC Fair & Event Center

2024 Consolidated Budget by Month

	2024 January	2024 February	2024 March	2024 April	2024 May	2024 June	2024 July	2024 August	2024 September	2024 October	2024 November	2024 December	YTD Budget
4726 Personnel Rev Pkg.	4,300	8,700	8,400	4,700	9,900	6,300	900	1,600	13,000	8,800	5,500	4,700	76,800
4727 Personnel Rev Admissions	-	-	-	-	300	-	-	-	6,700	-	-	-	7,000
4728 Personnel Rev. Technology	400	900	500	600	300	300	-	300	2,100	1,200	400	400	7,400
4729 Personnel Rev. Event Coordinator	9,000	13,500	7,600	4,800	8,400	6,200	500	2,700	6,200	11,200	6,100	14,400	90,600
4730 Equipment Rental	20,400	64,400	44,500	36,400	62,400	70,000	3,700	13,200	107,200	60,600	13,400	45,500	541,700
4732 ATM Revenue	700	500	500	300	400	2,000	1,600	2,500	1,500	2,100	200	1,800	14,100
4733 OC Sheriff Contract Revenue	-	10,800	-	5,900	2,400	38,100	-	5,000	28,300	5,300	-	2,700	98,500
4734 CMPD Contract Revenue	-	15,900	-	-	-	7,600	-	-	-	-	-	-	23,500
4735 Electrical Usage Fees	6,800	18,900	13,600	7,700	13,900	7,600	500	2,500	14,300	14,900	6,400	14,500	121,600
4740 Year-Round Concessions Revenue	22,800	42,200	65,800	53,800	82,300	163,200	10,300	28,700	249,400	61,700	25,200	143,300	948,700
4750 Catering Services	24,600	19,000	27,900	10,400	18,100	10,700	7,800	5,500	58,200	37,100	11,900	160,200	391,400
4765 Billboard Revenue	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000
4801 Main Mall Rental	1,900	1,900	3,800	3,800	1,900	-	-	1,400	500	3,800	-	1,900	20,900
4805 Silo Building Rental	400	400	400	400	400	400	400	400	400	400	400	400	4,800
4806 Millennium Barn Rental	-	-	-	-	-	-	-	-	-	-	1,300	-	1,300
4809 Breezeway	6,600	4,000	19,900	9,300	-	21,200	-	6,600	13,200	4,000	6,600	9,300	100,700
4810 Building #10 Rental	4,800	64,100	64,100	16,600	19,000	-	-	14,300	19,000	30,900	20,200	33,200	286,200
4811 Parade of Products Rental	4,700	25,900	23,500	4,700	9,400	-	-	7,000	4,700	22,300	-	14,100	116,300
4812 Building #12 Rental	3,700	24,400	45,000	13,700	26,300	13,100	-	-	3,700	24,400	13,100	11,200	178,600
4814 Building #14 Rental	33,500	31,800	36,900	16,700	-	-	-	8,400	3,300	-	8,400	25,100	164,100
4816 Building #16 Rental	11,900	18,600	29,100	9,300	-	-	-	6,600	2,700	7,900	6,600	19,900	112,600
4817 Hangar Bldg Rental	21,700	13,200	43,400	24,300	7,900	13,200	-	3,300	-	33,000	19,800	7,300	187,100
4818 Grandstand Arena Rental	-	-	-	3,000	3,000	6,100	-	3,100	6,100	3,100	-	-	24,400
4819 Pacific Amphitheater Rental	-	-	-	-	-	-	3,000	5,000	-	-	-	-	8,000
4820 Baja Blues Rental	-	-	-	-	-	-	-	-	1,100	-	-	-	1,100
4821 Parking Lot Rental	40,800	18,600	20,100	12,900	4,100	30,700	3,700	7,000	29,600	75,100	43,000	77,400	363,000
4822 Event Camping Rental	3,800	800	-	4,700	7,300	3,400	-	5,100	13,500	-	2,700	16,000	57,300
4825 Park Plaza Rental	-	-	-	-	1,700	-	-	-	2,600	4,300	-	-	8,600
4826 Lawn Area Rental	300	300	300	300	300	1,600	300	300	1,600	3,500	300	300	9,400
4829 Courtyard Rental	-	-	-	500	-	-	-	-	-	3,000	-	2,000	5,500
4831 Individual Camping	7,000	7,500	6,500	-	-	-	-	-	-	-	-	-	21,000
4836 WiFi Revenue	3,700	6,500	6,200	800	10,000	1,500	12,500	500	11,900	2,800	800	2,100	59,300
4837 Grounds Wide Rental	-	-	-	-	28,300	-	-	-	-	-	-	-	28,300
4915 Discounts Earned	-	-	3,000	-	-	6,000	-	-	6,000	-	-	3,000	18,000
4920 Misc Revenue	455	305	5	1,298	1,141	5	12,985	24,005	5	2,005	1,005	705	43,919
4950 Interest Income	121,000	117,000	113,000	107,000	102,000	95,000	105,000	129,000	124,000	121,000	115,000	110,000	1,359,000
4980 Donations - General	600	1,224	1,610	1,312	47,590	-	-	-	-	321	300	600	53,557
4990 Prior Year Revenue	-	-	-	1,000	-	-	1,500	500	-	-	1,000	-	4,000
Total Revenues	**760,213**	**1,229,987**	**1,200,923**	**878,579**	**1,298,566**	**1,357,463**	**16,989,139**	**30,987,357**	**1,574,388**	**1,452,416**	**549,395**	**1,303,790**	**59,582,216**

Labor Expenses			Increase / (Decrease)		Increase / (Decrease)								
5010 Salaries/Wages - Permanent	812,117	792,253	793,789	808,190	811,078	812,804	846,336	867,226	841,001	836,201	836,201	836,201	9,893,398
5011 Salaries/Wages - Overtime	1,000	1,560	1,000	1,025	1,130	2,800	16,350	20,900	5,150	1,000	350	800	53,065
5012 Payroll Taxes - FT	62,203	60,727	60,802	61,905	62,134	62,394	65,842	67,789	64,731	64,046	63,996	64,031	760,599

OC Fair & Event Center

2024 Consolidated Budget by Month

	2024 January	2024 February	2024 March	2024 April	2024 May	2024 June	2024 July	2024 August	2024 September	2024 October	2024 November	2024 December	YTD Budget
5013 Employee Benefits - FT	154,326	149,558	149,819	151,974	152,591	153,214	162,323	168,433	158,429	157,276	157,174	157,243	1,872,360
5014 PERS - FT	260,198	254,020	254,333	258,949	259,906	260,993	275,419	283,560	270,768	267,904	267,696	267,841	3,181,589
5015 WComp - FT	69,257	67,605	67,689	68,915	69,170	69,459	73,297	75,472	72,059	71,298	71,243	71,281	846,746
5016 Unemployment Ins - FT	11,000	-	-	10,000	-	-	10,000	-	-	10,000	-	-	41,000
5018 CERBT	26,052	25,354	25,389	25,825	25,917	26,024	27,494	28,404	26,919	26,746	26,646	26,642	317,412
5020 Wages - Temporary	124,135	176,806	191,890	219,026	289,010	443,910	1,810,432	2,087,295	246,977	197,888	160,869	184,177	6,132,415
5021 Wages - Overtime - PT	8,787	2,169	3,622	1,696	5,999	8,658	67,188	65,642	2,531	1,600	1,600	8,682	178,174
5022 Payroll Taxes - PT	3,047	3,791	4,014	4,522	5,749	8,230	28,621	33,039	4,605	4,172	3,343	3,699	106,830
5023 Employee Ins - PT	1,796	1,931	1,989	2,062	2,485	2,935	2,945	3,072	1,540	1,865	1,456	1,556	25,633
5024 PERS - PT	6,438	6,336	6,355	7,058	8,157	9,366	12,511	14,230	5,284	6,722	5,213	5,307	92,976
5025 WComp - PT	10,594	15,071	16,353	18,532	24,481	37,663	153,869	177,511	21,036	16,863	13,716	15,698	521,387
Sub-Total Labor Expenses	**1,550,950**	**1,557,180**	**1,577,043**	**1,639,678**	**1,717,806**	**1,898,450**	**3,552,627**	**3,892,573**	**1,721,031**	**1,663,581**	**1,609,503**	**1,643,159**	**24,023,583**
Non-Labor Expenses			Increase / (Decrease)		Increase / (Decrease)								
5040 Employee Travel	23,780	18,100	3,200	13,570	3,900	3,600	1,300	7,900	7,400	17,530	10,650	11,350	122,280
5045 Employee Training	12,900	26,600	9,100	10,300	6,000	9,600	5,300	4,800	7,800	6,000	5,100	6,000	109,500
5046 Employee Relations	-	-	-	-	500	6,500	-	10,000	-	-	-	30,000	47,000
5047 Training Materials	-	200	1,500	-	-	-	-	-	-	-	-	-	1,700
5050 Recruiting Expense	750	750	750	1,350	1,350	1,350	600	300	200	200	200	200	8,000
5061 Labor Offset-Events	-	-	-	-	-	-	-	-	-	7,500	-	-	7,500
5100 Professional Services	121,014	217,781	146,556	185,372	207,649	347,169	817,178	2,163,903	199,285	238,143	143,531	105,588	4,893,169
5101 Orange County Sheriff	500	11,300	500	6,400	2,900	38,600	462,500	467,500	28,800	5,800	500	3,200	1,028,500
5102 Costa Mesa PD	-	15,900	-	-	-	7,600	155,874	153,374	-	-	-	-	332,748
5105 Contractor's Exp's	-	1,200	-	-	-	-	10,000	10,000	-	-	1,500	-	22,700
5110 Legal Services	14,000	14,000	14,000	14,000	14,000	14,000	14,000	14,000	14,000	14,000	14,000	14,000	168,000
5115 Audit Services	-	-	1,100	1,100	1,100	1,100	1,100	1,100	34,600	1,100	1,100	1,100	44,500
5120 Web Development Services	21,500	8,000	7,000	4,000	4,000	10,000	8,000	8,000	10,000	7,500	7,515	6,000	101,515
5125 Media Services	18,000	-	-	-	-	-	-	-	-	-	-	-	18,000
5130 Stall Cleaning Services	41,500	41,500	41,500	41,500	41,500	41,500	-	-	-	-	-	-	249,000
5131 Arena Maintenance Services	45,570	42,630	45,570	44,100	45,570	44,100	-	-	-	-	-	-	267,540
5132 Feed & Shavings	45,000	45,000	45,000	45,000	45,000	45,000	-	-	-	-	-	-	270,000
5140 Judging Services	-	-	-	-	200	5,800	22,000	18,725	-	-	-	-	46,725
5150 Directors Expense	500	-	-	500	1,000	2,450	500	-	-	500	-	-	5,450
5155 Directors Meeting Expense	1,175	675	675	675	880	675	675	675	975	675	1,175	675	9,605
5190 Insurance Expense	52,341	52,341	52,341	52,341	52,341	52,341	58,351	58,351	58,171	58,170	58,170	58,170	663,429
5200 Office Supplies	7,500	6,450	7,300	12,500	12,450	27,600	21,475	10,450	3,450	2,700	5,100	3,100	120,075
5201 Signs/Banners & Assoc Supplies	13,200	4,250	4,000	10,200	20,100	46,850	15,950	22,150	1,700	2,600	3,000	1,000	145,000
5202 Decorations/Props & Assoc Supplies	6,250	5,000	15,500	17,750	14,450	19,150	45,450	3,050	500	5,500	1,500	-	134,100
5203 Mascot Expenses	-	-	-	5,000	-	500	500	-	-	-	-	-	6,000
5205 Small Equip/Furniture	8,500	4,800	4,200	7,040	6,700	22,600	2,000	6,500	4,600	12,300	4,500	500	84,240
5206 Large Equipment	-	-	-	-	-	-	-	-	-	30,000	-	-	30,000
5207 Audio Visual & Assoc Supplies	45	45	545	2,545	45	45	45	45	45	45	45	45	3,540
5208 Software/Equip Support	1,889	1,889	3,039	2,089	1,889	10,989	1,889	1,889	8,789	1,889	1,889	1,889	40,018
5209 Computer Hardware & Peripherals	2,500	2,500	2,000	2,000	2,000	2,000	3,000	3,000	250	250	250	250	20,000
5210 Farm Supplies	1,500	15,250	1,750	2,700	1,750	35,250	41,250	2,450	3,750	3,250	15,250	1,250	125,400

OC Fair & Event Center

2024 Consolidated Budget by Month

	2024 January	2024 February	2024 March	2024 April	2024 May	2024 June	2024 July	2024 August	2024 September	2024 October	2024 November	2024 December	YTD Budget
5215 Tickets/Wristbands	-	-	-	9,500	14,180	11,000	-	26,000	7,500	-	-	-	68,180
5220 Equip Rental	11,200	11,200	21,200	75,500	23,700	181,800	575,950	1,231,743	47,100	6,000	3,500	3,500	2,192,393
5221 Digital Radio Rental	3,480	3,480	3,480	3,480	3,480	3,480	3,480	32,280	3,480	3,480	3,480	3,480	70,560
5230 Equip Maint & Supplies	10,150	10,400	21,350	14,000	9,300	12,700	8,100	11,400	10,400	3,350	11,000	7,650	129,800
5235 Equipment - Gas & Oil	3,000	2,500	3,500	2,500	2,000	5,000	-	42,500	2,500	2,000	2,000	2,500	70,000
5240 Uniform Expense	7,250	18,200	12,500	1,400	8,300	39,447	9,100	7,300	3,000	-	6,250	900	113,647
5245 Laundry Expense	-	-	-	-	-	-	-	100	600	-	-	-	700
5270 Telephone	8,573	8,573	8,573	8,573	13,073	13,073	13,073	13,073	8,573	8,573	8,573	8,573	120,876
5272 Data Access	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	51,000
5280 Postage	1,945	1,945	1,945	2,045	1,945	2,495	2,195	1,820	1,920	1,820	1,820	1,820	23,715
5300 Buildings & Grounds Supply	7,500	10,500	11,400	8,000	9,000	18,000	7,500	8,500	16,500	7,000	6,900	6,000	116,800
5301 Repairs - Misc. Facility	-	6,200	-	1,200	2,500	350	1,000	-	2,500	4,500	-	-	18,250
5302 AC/Heater Systems	3,500	2,500	-	4,500	3,500	4,500	10,000	9,000	-	3,500	-	-	41,000
5303 Pest Control	4,000	4,500	4,000	4,500	4,500	4,500	4,000	4,000	4,500	4,500	4,000	4,000	51,000
5304 Facility Safety Systems	125	625	125	125	2,625	1,625	1,125	125	125	125	625	125	7,500
5305 Contracted Landscape Maintenance	5,900	5,900	5,900	5,900	5,900	5,900	5,900	5,900	5,900	5,900	5,900	5,900	70,800
5306 Recycling/Doc Disposal	2,000	-	-	-	-	-	-	-	-	-	-	-	2,000
5310 Trash Removal	20,600	20,150	22,850	15,600	23,050	31,050	1,100	386,100	23,100	13,550	3,050	10,050	570,250
5311 Sewer Assessment	5,500	5,500	5,500	5,500	5,500	5,500	-	-	5,500	5,500	5,500	5,500	55,000
5312 Parking Lot Sweeping	5,700	8,300	6,800	6,800	9,800	11,300	1,500	101,500	11,500	8,500	4,500	6,000	182,200
5313 Outside Janitorial	19,500	38,100	33,000	39,400	31,000	48,600	81,100	580,500	70,500	37,800	21,300	35,800	1,036,600
5314 Sweeping / Pressure Wash	-	5,300	2,900	4,000	11,300	10,200	1,000	282,000	22,400	4,600	-	1,000	344,700
5320 Utilities - Electricity	47,750	52,750	67,750	42,750	42,750	70,500	246,188	256,188	193,438	80,688	90,688	80,688	1,272,125
5322 Utilities - Gas	4,100	2,800	3,600	900	800	1,000	1,500	1,800	400	1,800	1,800	1,800	22,300
5324 Utilities - Water	6,157	9,970	10,457	12,610	14,657	18,110	21,664	50,664	20,664	18,664	16,664	17,664	217,947
5330 Special Repairs	500	500	500	5,500	500	500	-	-	-	-	-	-	8,000
5331 Special Repairs - Electrical	1,000	1,500	2,000	2,000	4,500	16,000	4,500	-	4,000	2,500	2,500	-	40,500
5332 Special Repairs-Plumbing	3,500	4,000	4,000	3,500	6,500	8,500	8,500	4,500	4,500	4,500	4,500	1,500	58,000
5333 Special Repairs-Carpentry	-	2,500	-	2,500	2,000	3,000	-	-	2,500	1,500	-	1,500	15,500
5334 Special Repairs-Painting	4,500	4,500	2,500	3,500	3,500	4,000	-	500	6,000	4,500	2,500	2,500	38,500
5335 Special Repairs- Fence Repair	-	2,500	-	-	2,500	-	-	-	-	1,500	-	-	6,500
5336 Special Repairs-Landscape	4,500	8,400	5,000	6,700	7,700	10,500	-	-	20,100	4,500	3,600	3,500	74,500
5337 Special Repairs-Asphalt/Concrete	5,000	-	7,500	-	6,500	-	12,000	15,000	15,000	6,000	15,000	-	82,000
5338 Janitorial Maint & Expenses	500	11,000	3,500	11,500	1,500	5,000	65,000	131,000	1,500	16,500	1,000	5,500	253,500
5339 Major Projects	37,708	37,708	37,708	37,708	37,708	37,708	37,708	37,708	37,708	37,708	37,710	37,710	452,500
5350 Rental of Facilities	-	-	-	-	-	-	-	-	-	20,000	-	-	20,000
5356 Merchandise	5,000	-	-	-	-	-	-	-	-	1,000	-	-	6,000
5410 Special Projects	-	2,500	250	-	2,500	1,000	-	2,500	-	-	-	-	8,750
5430 Photography	1,000	-	-	2,000	-	-	5,000	15,000	500	-	1,000	-	24,500
5440 Contest Supplies	-	-	300	-	-	250	250	-	-	500	-	-	1,300
5445 Printing	350	-	1,900	9,450	11,150	8,500	49,250	3,750	1,100	1,500	100	-	87,050
5446 Brochure Printing	-	2,000	-	-	-	-	-	-	-	-	-	-	2,000
5447 Button Printing	-	650	2,000	725	-	-	-	-	-	-	-	-	3,375
5450 Advertising - Outdoor	-	-	-	-	-	-	215,000	15,000	-	-	-	-	230,000

OC Fair & Event Center
2024 Consolidated Budget by Month

	2024 January	2024 February	2024 March	2024 April	2024 May	2024 June	2024 July	2024 August	2024 September	2024 October	2024 November	2024 December	YTD Budget
5451 Advertising - Radio	5,000	6,000	7,000	8,000	9,000	1,000	65,000	75,000	-	-	-	-	176,000
5452 Advertising - TV	-	-	-	-	-	-	-	475,000	25,000	-	-	-	500,000
5453 Advertising - Print	12,500	12,500	12,750	12,500	12,750	12,500	25,000	35,000	-	-	-	-	135,500
5454 Advertising - Online	12,500	12,600	17,600	34,700	12,500	12,700	13,000	488,000	25,000	8,300	5,100	-	642,000
5460 Promo Material	18,200	9,800	14,200	11,900	11,100	16,500	20,500	7,500	-	2,000	-	-	111,700
5470 Opening Ceremonies	-	-	1,000	-	-	-	-	-	-	-	-	-	1,000
5475 PR/Manager Functions	650	2,400	500	900	2,000	1,000	1,650	23,000	2,150	4,125	500	500	39,375
5490 Sponsorships & Sales Commision	10,000	10,300	18,700	17,400	2,400	-	600	253,410	1,800	13,400	8,400	400	336,810
5685 Garden Classes Expenses	250	150	100	50	50	-	-	-	400	300	200	1,000	2,500
5710 Cash Premium Expenses	-	-	-	-	-	-	-	113,000	-	-	-	-	113,000
5720 Rib/Trophy/Award	-	-	1,000	13,500	-	-	1,775	300	-	-	-	-	16,575
5761 JLA - Sellers Expense	-	-	-	-	-	-	245,000	-	-	-	-	-	245,000
5762 JLA - Meals	-	-	-	-	-	-	4,500	-	-	-	-	-	4,500
5763 JLA - Other	-	-	-	-	-	-	670	-	-	-	-	-	670
5770 Arena/Hangar Acts	-	-	-	-	-	-	-	650,000	-	-	-	-	650,000
5780 Ground Acts	-	-	-	20,000	-	-	-	434,500	-	-	-	-	454,500
5790 Headline Acts	-	-	-	-	-	-	2,100,000	3,150,000	-	40,000	-	-	5,290,000
5795 Performer Hospitality	-	-	-	-	-	-	-	156,000	-	1,000	500	-	157,500
5900 Depreciation Expense	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	3,600,000
5910 Dues/Subs/Fees	23,195	5,020	19,280	720	2,705	6,094	16,295	1,020	1,570	3,195	845	3,945	83,884
5921 Chargebacks	-	-	-	-	-	-	-	-	31,000	-	-	-	31,000
5925 Bank/Credit Card Fees	13,400	13,400	9,600	11,800	13,900	21,000	176,200	210,500	49,500	10,500	15,000	6,400	551,200
5935 Ticket Printing Fee	-	-	-	-	-	-	-	-	200	1,000	-	-	1,200
5980 Cash Over/Short	260	110	160	60	260	375	6,600	6,600	350	150	100	200	15,225
5981 Donations	-	-	-	-	-	-	-	-	-	4,000	-	-	4,000
5990 Miscellaneous Expense	-	-	200	-	-	-	400	-	200	35,000	-	-	35,800
Sub-Total Non-Labor Expenses	**1,081,607**	**1,219,842**	**1,127,454**	**1,271,678**	**1,187,607**	**1,766,876**	**6,063,060**	**12,628,693**	**1,380,743**	**1,166,930**	**875,330**	**816,172**	**30,585,991**
Total Expenses	**2,632,557**	**2,777,022**	**2,704,497**	**2,911,356**	**2,905,413**	**3,665,326**	**9,615,687**	**16,521,266**	**3,101,773**	**2,830,511**	**2,484,833**	**2,459,331**	**54,609,573**
Net Proceeds	**(1,872,344)**	**(1,547,035)**	**(1,503,574)**	**(2,032,777)**	**(1,606,847)**	**(2,307,863)**	**7,373,452**	**14,466,090**	**(1,527,385)**	**(1,378,095)**	**(1,935,438)**	**(1,155,541)**	**4,972,642**

OCFEC - Business Unit Budget Analysis
Department P&L Snapshot
YTD as of December 31, 2024

			2024 Budget				2023 Budget				Year over Year Change			
Dept #	**Description**	**SMT**	**Rev**	**Labor**	**Expenses**	**Net**	**Rev**	**Labor**	**Expenses**	**Net**	**Rev**	**Labor**	**Expenses**	**Net**
06	Administration	Michele Richards	1,374,560	1,679,374	1,009,965	(1,314,779)	881,560	1,382,256	874,735	(1,375,431)	493,000	297,118	135,230	60,652
07	Human Resources	Bianca Kulback	-	1,157,402	282,620	(1,440,022)	-	988,566	235,440	(1,224,006)	-	168,836	47,180	(216,016)
08	Technology	Rob Castagnoli	-	436,108	516,272	(952,380)	-	422,936	487,915	(910,851)	-	13,171	28,357	(41,528)
09	Presentation	Jason Jacobsen	-	345,313	76,180	(421,493)	-	336,697	52,130	(388,827)	-	8,616	24,050	(32,666)
10	Accounting	Max Tang	18,000	706,372	523,700	(1,212,072)	18,000	804,772	598,070	(1,384,842)	-	(98,400)	(74,370)	172,770
11	Heroes Hall	Carol Singleton	7,150	238,367	59,640	(290,857)	3,725	253,033	59,280	(308,588)	3,425	(14,666)	360	17,731
12	Business Services	Max Tang	-	433,430	30,000	(463,430)	-	460,199	22,370	(482,569)	-	(26,769)	7,630	19,139
14	Exhibit & Education	Carol Singleton	-	911,668	9,168	(920,836)	-	878,156	6,710	(884,866)	-	33,512	2,458	(35,970)
15	Marketing	Ruby Lau	-	486,118	2,068,800	(2,554,918)	-	470,585	2,073,266	(2,543,851)	-	15,533	(4,466)	(11,067)
18	Comm/Info	Terry Moore	-	549,604	88,015	(637,619)	-	556,621	70,300	(626,921)	-	(7,017)	17,715	(10,698)
19	Production	Jason Jacobsen	-	-	700,631	(700,631)	-	-	734,896	(734,896)	-	-	(34,265)	34,265
20	Operations	Jerry Eldridge	-	3,664,766	937,649	(4,602,415)	-	3,497,860	838,880	(4,336,740)	-	166,905	98,769	(265,674)
21	Creative Services	Ruby Lau	-	537,091	59,350	(596,441)	-	557,017	62,250	(619,267)	-	(19,926)	(2,900)	22,826
22	Facilities	Jerry Eldridge	-	501,922	1,610,150	(2,112,072)	-	493,250	1,754,715	(2,247,965)	-	8,672	(144,565)	135,893
23	Safety & Security	Nick Buffa	-	1,720,458	45,000	(1,765,458)	-	1,259,264	33,600	(1,292,864)	-	461,194	11,400	(472,594)
25	EQC - Boarding	Evy Young	574,350	226,443	941,556	(593,649)	1,409,064	306,187	2,435,796	(1,332,919)	(834,714)	(79,744)	(1,494,241)	739,270
27	Cent Farm - Admin	Evy Young	85,289	649,815	42,500	(607,026)	73,766	742,293	32,922	(701,449)	11,523	(92,478)	9,578	94,423
28	Cent Farm Ops	Evy Young	-	724,257	89,900	(814,157)	-	702,268	78,530	(780,798)	-	21,988	11,370	(33,358)
29	Culinary - Fair	Carol Singleton	-	102,633	60,082	(162,715)	-	87,226	26,325	(113,551)	-	15,407	33,757	(49,164)
30	Event Services	Howard Sandler	8,500,000	1,026,891	430,500	7,042,609	8,471,000	1,011,271	478,800	6,980,929	29,000	15,620	(48,300)	61,680
31	Event Admissions	Love Hertel	-	224,146	3,180	(227,326)	-	210,986	3,000	(213,986)	-	13,160	180	(13,340)
32	Event Parking	Love Hertel	-	641,542	58,600	(700,142)	-	465,567	38,600	(504,167)	-	175,976	20,000	(195,976)
33	Event Operations	Howard Sandler	-	1,363,890	658,700	(2,022,590)	-	1,286,698	590,000	(1,876,698)	-	77,192	68,700	(145,892)
38	Event Parking Sales	Love Hertel	-	360,722	31,900	(392,622)	-	346,582	8,900	(355,482)	-	14,140	23,000	(37,140)
41	Imaginology	Carol Singleton	87,000	7,935	147,305	(68,240)	43,350	6,766	107,150	(70,566)	43,650	1,169	40,155	2,326
42	Cent Farm - Fair	Evy Young	-	74,679	25,330	(100,009)	-	74,173	23,980	(98,153)	-	506	1,350	(1,856)
43	Youth Program	Carol Singleton	-	73,909	9,350	(83,259)	-	69,179	17,120	(86,299)	-	4,730	(7,770)	3,040
44	Visual Arts	Carol Singleton	-	83,607	59,080	(142,687)	-	71,205	57,215	(128,420)	-	12,402	1,865	(14,267)
46	Exhibits - Fair	Carol Singleton	94,300	16,921	155,995	(78,616)	74,545	31,531	154,912	(111,898)	19,755	(14,609)	1,083	33,281
47	Guest Services	Terry Moore	-	397,224	95,830	(493,054)	-	384,545	63,300	(447,845)	-	12,678	32,530	(45,208)
48	Box Office	Dan Gaines	-	237,583	16,350	(253,933)	-	223,999	15,600	(239,599)	-	13,583	750	(14,333)
49	Cash Operations	Max Tang	-	86,001	50,226	(136,227)	-	81,762	49,420	(131,182)	-	4,239	806	(5,045)
50	Admissions - Fair	Love Hertel	10,862,740	120,804	44,800	10,697,136	13,119,346	89,605	32,000	12,997,741	(2,256,606)	31,199	12,800	(2,300,605)
51	Parking - Fair	Love Hertel	-	360,691	681,048	(1,041,739)	-	278,777	627,217	(905,994)	-	81,914	53,831	(135,745)
52	Safety & Security - Fair	Nick Buffa	-	1,037,936	1,514,140	(2,552,076)	-	817,797	1,410,140	(2,227,937)	-	220,139	104,000	(324,139)
53	Home Arts	Carol Singleton	-	98,133	22,565	(120,698)	-	76,735	19,649	(96,384)	-	21,398	2,916	(24,314)
58	Carnival Sales	Max Tang	7,080,000	300,645	76,000	6,703,355	7,000,000	333,451	67,400	6,599,149	80,000	(32,806)	8,600	104,206
59	Audit	Max Tang	-	27,846	4,680	(32,526)	-	25,129	8,680	(33,809)	-	2,716	(4,000)	1,284
62	Livestock	Evy Young	18,778	87,342	229,430	(297,994)	7,660	100,591	201,675	(294,606)	11,118	(13,249)	27,755	(3,388)
63	Maintenance - Fair	Jerry Eldridge	-	406,361	2,149,214	(2,555,575)	-	328,708	2,016,300	(2,345,008)	-	77,653	132,914	(210,567)
64	Conc/Comm - Fair	Howard Sandler	11,132,600	425,741	90,600	10,616,258	10,992,200	394,634	168,800	10,428,766	140,400	31,107	(78,200)	187,492
66	Gate Operations - Fair	Love Hertel	-	213,888	16,600	(230,488)	-	190,358	13,900	(204,258)	-	23,530	2,700	(26,230)
67	Parking Sales - Fair	Love Hertel	3,243,000	189,303	28,200	3,025,497	2,649,600	141,335	25,900	2,482,365	593,400	47,968	2,300	543,132
69	OCFEC Produced Events (Boo I	Dan Gaines	333,500	-	275,350	58,150	353,500	-	287,075	66,425	(20,000)	-	(11,725)	(8,275)
70	Attr/Grnds - Fair	Dan Gaines	1,612,770	698,616	1,623,750	(709,596)	1,266,500	653,449	1,585,600	(972,549)	346,270	45,167	38,150	262,953
72	PacAmp - Fair	Dan Gaines	12,339,266	227,445	7,887,473	4,224,348	11,658,771	245,139	9,323,519	2,090,113	680,495	(17,693)	(1,436,046)	2,134,234
78	Gate Ops - Pac Amp - Fair	Love Hertel	-	59,703	-	(59,703)	-	40,539	-	(40,539)	-	19,164	-	(19,164)
82	Junior Livestock Auction	Evy Young	268,963	-	274,008	(5,045)	263,189	-	261,124	2,065	5,774	-	12,884	(7,110)
84	Feature Exhibit - Fair	Carol Singleton	-	102,933	418,500	(521,433)	-	123,066	357,405	(480,471)	-	(20,132)	61,095	(40,963)
87	Sales	Ruby Lau	1,949,950	-	303,610	1,646,340	2,083,000	9,065	331,000	1,742,935	(133,050)	(9,065)	(27,390)	(96,595)
97	Major Projects	Jerry Eldridge	-	-	452,500	(452,500)	-	-	105,000	(105,000)	-	-	347,500	(347,500)
99	Depreciation	Max Tang	-	-	3,600,000	(3,600,000)	-	-	3,600,000	(3,600,000)	-	-	-	-
	Total OCFEC	Total	**59,582,216**	**(24,023,582)**	**(30,585,992)**	**4,972,642**	**60,368,776**	**(22,311,830)**	**(32,528,511)**	**5,528,435**	**(786,560)**	**(1,711,752)**	**1,942,520**	**(555,793)**

OCFEC - Business Unit Budget Analysis
Fair Business Unit

		2024 Fair Budget				2024 Verus 2023 Budget Favorable (Unfavorable)				2023 Fair Budget			
Dept #	**Description**	**Rev**	**Labor**	**Exp**	**Net**	**Rev**	**Labor**	**Exp**	**Net**	**Rev**	**Labor**	**Exp**	**Net**
Attractions:													
14	Exhibit & Education		911,668	9,168	(920,836)	-	(33,512)	(2,458)	(35,970)	-	878,156	6,710	(884,866)
29	Culinary - Fair		102,633	60,082	(162,715)	-	(15,407)	(33,757)	(49,164)	-	87,226	26,325	(113,551)
42	Cent Farm - Fair		74,679	25,330	(100,009)	-	(506)	(1,350)	(1,856)	-	74,173	23,980	(98,153)
43	Youth Program		73,909	9,350	(83,259)	-	(4,730)	7,770	3,040	-	69,179	17,120	(86,299)
44	Visual Arts		83,607	59,080	(142,687)	-	(12,402)	(1,865)	(14,267)	-	71,205	57,215	(128,420)
46	Exhibits - Fair	94,300	16,921	155,995	(78,616)	19,755	14,610	(1,083)	33,282	74,545	31,531	154,912	(111,898)
53	Home Arts		98,133	22,565	(120,698)	-	(21,398)	(2,916)	(24,314)	-	76,735	19,649	(96,384)
58	Carnival	7,080,000	300,645	76,000	6,703,355	80,000	32,806	(8,600)	104,206	7,000,000	333,451	67,400	6,599,149
62	Livestock	18,778	87,342	229,430	(297,994)	11,118	13,249	(27,755)	(3,388)	7,660	100,591	201,675	(294,606)
70	Attr/Grnds - Fair	1,612,770	698,616	1,623,750	(709,596)	346,270	(45,167)	(38,150)	262,953	1,266,500	653,449	1,585,600	(972,549)
72	PacAmp - Fair	12,339,266	227,445	7,887,473	4,224,348	680,495	17,694	1,436,046	2,134,235	11,658,771	245,139	9,323,519	2,090,113
82	Junior Livestock Auction	268,963		274,008	(5,045)	5,774	-	(12,884)	(7,110)	263,189	-	261,124	2,065
84	Feature Exhibit - Fair		102,933	418,500	(521,433)	-	20,133	(61,095)	(40,962)	-	123,066	357,405	(480,471)
	Subtotal - Attractions	**21,414,077**	**2,778,532**	**10,850,731**	**7,784,814**	**1,143,412**	**(34,631)**	**1,251,903**	**2,360,684**	**20,270,665**	**2,743,901**	**12,102,634**	**5,424,130**
Marketing:													
15	Marketing		486,118	2,068,800	(2,554,918)	-	(15,533)	4,466	(11,067)	-	470,585	2,073,266	(2,543,851)
18	Comm/Info	-	549,604	88,015	(637,619)	-	7,017	(17,715)	(10,698)	-	556,621	70,300	(626,921)
21	Creative Services	-	537,091	59,350	(596,441)	-	19,926	2,900	22,826	-	557,017	62,250	(619,267)
	Subtotal - Marketing	**-**	**1,572,814**	**2,216,165**	**(3,788,979)**	**-**	**11,409**	**(10,349)**	**1,060**	**-**	**1,584,223**	**2,205,816**	**(3,790,039)**
Services:													
47	Guest Services		397,224	95,830	(493,054)	-	(12,679)	(32,530)	(45,209)	-	384,545	63,300	(447,845)
48	Box Office		237,583	16,350	(253,933)	-	(13,584)	(750)	(14,334)	-	223,999	15,600	(239,599)
49	Cash Operations		86,001	50,226	(136,227)	-	(4,239)	(806)	(5,045)	-	81,762	49,420	(131,182)
50	Admissions - Fair	10,862,740	120,804	44,800	10,697,136	(2,256,606)	(31,199)	(12,800)	(2,300,605)	13,119,346	89,605	32,000	12,997,741
51	Parking - Fair		360,691	681,048	(1,041,739)	-	(81,914)	(53,831)	(135,745)	-	278,777	627,217	(905,994)
52	Safety & Security - Fair		1,037,936	1,514,140	(2,552,076)	-	(220,139)	(104,000)	(324,139)	-	817,797	1,410,140	(2,227,937)
59	Audit		27,846	4,680	(32,526)	-	(2,717)	4,000	1,283	-	25,129	8,680	(33,809)
63	Maintenance - Fair		406,361	2,149,214	(2,555,575)	-	(77,653)	(132,914)	(210,567)	-	328,708	2,016,300	(2,345,008)
64	Conc/Comm - Fair	11,132,600	425,741	90,600	10,616,258	140,400	(31,107)	78,200	187,492	10,992,200	394,634	168,800	10,428,766
66	Gate Operations - Fair		213,888	16,600	(230,488)	-	(23,530)	(2,700)	(26,230)	-	190,358	13,900	(204,258)
67	Parking Sales - Fair	3,243,000	189,303	28,200	3,025,497	593,400	(47,968)	(2,300)	543,132	2,649,600	141,335	25,900	2,482,365
87	Sales	1,949,950		303,610	1,646,340	(133,050)	9,065	27,390	(96,595)	2,083,000	9,065	331,000	1,742,935
	Subtotal - Services	**27,188,290**	**3,503,378**	**4,995,298**	**18,689,613**	**(1,655,857)**	**(537,664)**	**(233,041)**	**(2,426,562)**	**28,844,146**	**2,965,714**	**4,762,257**	**21,116,175**
	Total Fair Business Unit	**48,602,367**	**7,854,724**	**18,062,194**	**22,685,448**	**(512,445)**	**(560,886)**	**1,008,513**	**(64,818)**	**49,114,811**	**7,293,838**	**19,070,707**	**22,750,266**
	Total Non-Fair	**10,979,850**	**16,168,858**	**12,523,798**	**(17,712,806)**	**(274,116)**	**(1,150,866)**	**934,006**	**(490,975)**	**11,253,965**	**15,017,992**	**13,457,804**	**(17,221,831)**
	Total Company	**59,582,216**	**24,023,582**	**30,585,992**	**4,972,642**	**(786,560)**	**(1,711,752)**	**1,942,519**	**(555,793)**	**60,368,776**	**22,311,830**	**32,528,511**	**5,528,435**

2024 Capital / Major / Equipment Expenditure

2024 Capital / Major / Equipment Expenditure	FY2024
2023 Carry-forward (Major Expenditures)	
Pacific Amphitheater kitchen - roof replacement	70,000
2023 Carry-forward Total:	**70,000**

Capital Expenditure	FY2024
Lot G - storage compound	260,000
Pac Amp - replace sound wall and pully system	110,000
Baja Bar & Grill - roof replacement	95,000
Parking lot lighting - replace LED Fixtures (phase 1)	20,000
Costa Mesa Building- replace restroom roof & Skylights	50,000
Gate 5 - retractable security bollards	20,000
Plaza Pacific - picket fence	45,000
Gate 8 Electrical - vendor compound	90,000
Plaza Pacific tower light - replace fixtures to LED	25,000
Emergency Storage Containers	50,000
Server Battery Backup	23,000
Centennial Farm - replace PMT concrete slab	15,000
Safety & Security - office modular	8,500
Portable Restrooms	70,000
Lot I - in ground electric for events	70,000
Interior Way Finding	50,000
Parking lot - fence panel replacement	50,000
Exterior Parking Lot - replacements	300,000
Interior Parking Lot - replacements	100,000
Parking lot - light pole replacement (phase 2)	45,000
Capital Expenditure Total:	**1,496,500**

Major Expenditures	FY2024
Perimeter Landscape	40,000
In-grounds electrical boxes	15,000
Hanger - wash building	8,500
Heroes Hall - repair medallion	10,000
Main Mall - fountain light replacement	7,000
Corporation Yard - replace damaged column	10,000
Main Mall - Sikaflex / concrete repair	55,000
Main Mall - paint red iron	25,000
Silo / Oxen structures -paint	40,000
Ticket Booth - wraps	20,000
Picnic Tables - replace damaged fiberglass tables	45,000
Fair Equipment - tables, plumbing, electric, misting stations refurbish	65,000
2 Yard Dumpster Casters	10,000
Recycle Cans (100)	5,500
Cable Ramps	10,000
Pac Amp - private box seating	15,000
E&E - frames/bases for glass display cases	6,500
Switch Gear Maintenance (phase 1)	65,000
Major Expenditure Total:	**452,500**

Equipment	FY2024
Scissor Lift (replacement)	30,000
Sound Monitoring Equipment	20,000
Fuel Distribution System - Fuel Lock	7,500
Maintenance - fleet truck (replacement)	95,000
Maintenance - Forklift - AQMD requirement to replace	75,000
Exhibits - Forklift	60,000
Main Gate - replace reader board	180,500
Culinary - 8’x 20’ metal storage container	16,000
All grounds Wi Fi	20,000
Surveillance System - upgrades	80,000
Carts - Parking - replace (1) gas limo w/ (2) electric flatbeds	40,000
All Grounds PA	50,000
Archive - document scanning equipment	18,000
Maintenance - landscape equipment	18,500
Traffic control arms	15,000
Maintenance - Water truck replacement (AQMD)	150,000
Maintenance - fleet cart replacement (2)	35,000
Portable electrical panels	25,000
Utility Power Monitoring System	100,000
Accounting - pocket Machines	55,000
2 Yard Trash Dumpsters	45,000
Equipment Total:	**1,135,500**

Capital Budget Total:	**3,084,500**
Contingency:	**100,000**
Cap-X Budget:	**3,184,500**
2023 Carry Forward:	**70,000**
GRAND TOTAL:	**3,254,500**

Master Site Plan	FY2024
Restrooms (2) - Design / Development fee	200,000
* Preliminary budget	10,000,000
Dressing Rooms	
* Preliminary budget	3,500,000
Capital Expenditure Total:	**13,700,000**