

**32nd D A A - OC Fair & Event Center**  
**Statement of Operations - Summary (Unaudited)**  
**November 30, 2024**

| 2024<br>Current Month<br>Amount | Budget<br>Current Month<br>Amount | Budget<br>\$ Variance |                                           | 2024<br>Year to Date<br>Amount | Budget<br>Year to Date<br>Amount | Budget<br>\$ Variance | Full<br>2024<br>Budget |
|---------------------------------|-----------------------------------|-----------------------|-------------------------------------------|--------------------------------|----------------------------------|-----------------------|------------------------|
| <b>Revenues</b>                 |                                   |                       |                                           |                                |                                  |                       |                        |
| \$ -                            | \$ -                              | \$ -                  | Admissions to Grounds                     | \$ 10,717,877                  | \$ 11,132,739                    | \$ (414,862)          | \$ 11,132,739          |
| -                               | -                                 | -                     | Commercial Space Rental Revenue           | 1,190,236                      | 1,197,900                        | (7,665)               | 1,197,900              |
| 542                             | 500                               | 42                    | Carnival and Concessions Revenue          | 18,740,493                     | 16,842,200                       | 1,898,293             | 16,842,250             |
| 2,218                           | 1,640                             | 578                   | Exhibits Revenue                          | 124,572                        | 110,666                          | 13,906                | 116,351                |
| 29,505                          | 31,250                            | (1,745)               | Attractions Revenue                       | 15,903,279                     | 13,424,788                       | 2,478,491             | 13,456,038             |
| 6,067                           | -                                 | 6,067                 | Miscellaneous Revenue                     | 5,582,021                      | 5,695,863                        | (113,841)             | 5,695,863              |
| <b>38,332</b>                   | <b>33,390</b>                     | <b>4,942</b>          | <b>Total OCFEC-Produced Event Revenue</b> | <b>52,258,477</b>              | <b>48,404,156</b>                | <b>3,854,322</b>      | <b>48,441,141</b>      |
| 193,338                         | 122,400                           | 70,938                | Facility Rental Revenue                   | 1,753,082                      | 1,481,100                        | 271,982               | 1,699,200              |
| 452,645                         | 276,300                           | 176,345               | Other Event Revenue                       | 7,579,770                      | 6,454,798                        | 1,124,972             | 7,389,198              |
| 61,524                          | -                                 | 61,524                | Equestrian Center Revenue                 | 963,393                        | 574,200                          | 389,193               | 574,200                |
| 9,351                           | 1,005                             | 8,346                 | Other Operating Revenue                   | 366,716                        | 58,214                           | 308,502               | 61,919                 |
| <b>716,858</b>                  | <b>399,705</b>                    | <b>317,153</b>        | <b>Total Rental Revenue</b>               | <b>10,662,960</b>              | <b>8,568,312</b>                 | <b>2,094,648</b>      | <b>9,724,517</b>       |
| 210,000                         | 115,000                           | 95,000                | Interest Earnings                         | 2,086,154                      | 1,249,000                        | 837,154               | 1,359,000              |
| -                               | -                                 | -                     | Grants                                    | 38,000                         | -                                | 38,000                | -                      |
| 700                             | 300                               | 400                   | Other Non-Operating Revenue               | 14,432                         | 52,957                           | (38,525)              | 53,557                 |
| 5,000                           | 1,000                             | 4,000                 | Prior Year Revenue                        | 13,994                         | 4,000                            | 9,994                 | 4,000                  |
| <b>215,700</b>                  | <b>116,300</b>                    | <b>99,400</b>         | <b>Total Non-Operating Revenue</b>        | <b>2,152,580</b>               | <b>1,305,957</b>                 | <b>846,623</b>        | <b>1,416,557</b>       |
| <b>\$ 970,890</b>               | <b>\$ 549,395</b>                 | <b>\$ 421,495</b>     | <b>Total Revenue</b>                      | <b>\$ 65,074,018</b>           | <b>\$ 58,278,425</b>             | <b>\$ 6,795,593</b>   | <b>\$ 59,582,215</b>   |
| <b>Expenses</b>                 |                                   |                       |                                           |                                |                                  |                       |                        |
| \$ 1,370,997                    | \$ 1,625,453                      | \$ 254,456            | Payroll and Related Expense               | \$ 19,596,126                  | \$ 22,628,853                    | \$ 3,032,727          | \$ 24,319,562          |
| 239,737                         | 168,146                           | (71,591)              | Professional Services Expense             | 7,309,346                      | 7,312,509                        | 3,163                 | 7,442,397              |
| 763                             | 1,175                             | 412                   | Directors Expense                         | 7,012                          | 14,380                           | 7,368                 | 15,055                 |
| 59,156                          | 58,171                            | (985)                 | Insurance Expense                         | 585,765                        | 605,258                          | 19,493                | 663,429                |
| 12,881                          | 14,643                            | 1,762                 | Telephone & Postage Expense               | 199,913                        | 180,948                          | (18,965)              | 195,591                |
| 88,049                          | 57,964                            | (30,085)              | Supplies and Equipment Expense            | 4,168,276                      | 3,329,089                        | (839,187)             | 3,356,153              |
| 221,343                         | 190,027                           | (31,316)              | Facility and Related Expense              | 5,315,455                      | 4,416,445                        | (899,010)             | 4,605,472              |
| 26,031                          | 15,100                            | (10,931)              | Publicity & Related Expense               | 2,010,678                      | 2,298,460                        | 287,782               | 2,299,360              |
| 37,750                          | 500                               | (37,250)              | Attractions Expense                       | 7,712,292                      | 6,558,000                        | (1,154,292)           | 6,558,000              |
| -                               | -                                 | -                     | Other Self-Prod Event Expense             | 262,320                        | 250,170                          | (12,150)              | 250,170                |
| 720                             | -                                 | (720)                 | Premium Expense                           | 136,128                        | 129,575                          | (6,553)               | 129,575                |
| 31,003                          | 15,945                            | (15,058)              | Other Operating Expense                   | 2,449,463                      | 711,764                          | (1,737,699)           | 822,309                |
| <b>2,088,429</b>                | <b>2,147,123</b>                  | <b>58,695</b>         | <b>Total Operating Expense</b>            | <b>49,752,774</b>              | <b>48,435,451</b>                | <b>(1,317,323)</b>    | <b>50,657,072</b>      |
| 300,000                         | 300,000                           | -                     | Depreciation Expense                      | 3,300,000                      | 3,300,000                        | -                     | 3,600,000              |
| 19,330                          | 37,710                            | 18,380                | Major Projects                            | 334,318                        | 414,790                          | 80,472                | 452,500                |
| -                               | -                                 | -                     | Net Pension Adjustment - GASB 68          | -                              | -                                | -                     | 5,000,000              |
| -                               | -                                 | -                     | Prior Year Expense                        | (3,049)                        | -                                | 3,049                 | -                      |
| <b>319,330</b>                  | <b>337,710</b>                    | <b>18,380</b>         | <b>Total Non-Operating Expense</b>        | <b>3,631,269</b>               | <b>3,714,790</b>                 | <b>83,521</b>         | <b>9,052,500</b>       |
| <b>\$ 2,407,759</b>             | <b>\$ 2,484,833</b>               | <b>\$ 77,075</b>      | <b>Total Expense</b>                      | <b>\$ 53,384,043</b>           | <b>\$ 52,150,241</b>             | <b>\$ (1,233,802)</b> | <b>\$ 59,709,572</b>   |
| <b>\$ (1,436,869)</b>           | <b>\$ (1,935,438)</b>             | <b>\$ 498,569</b>     | <b>Net Proceeds</b>                       | <b>\$ 11,689,975</b>           | <b>\$ 6,128,183</b>              | <b>\$ 5,561,791</b>   | <b>\$ (127,358)</b>    |

**32nd DAA - OC Fair & Event Center**  
**Balance Sheet (Unaudited)**  
**November 30, 2024 and 2023**

|                                            | <u>2,024.00</u>              | <u>2,023.00</u>              |
|--------------------------------------------|------------------------------|------------------------------|
| <b>Assets</b>                              |                              |                              |
| Cash                                       | \$ 1,806,828                 | \$ 1,451,728                 |
| Investments                                | 52,663,347                   | 53,619,837                   |
| Accounts Receivable                        | 1,116,797                    | 1,221,407                    |
| Reserve for Bad Debt                       | (49,643)                     | (45,079)                     |
| Prepaid Expenses                           | 271,561                      | 244,181                      |
| Deferred Outflows - Pension                | 8,894,973                    | 4,847,718                    |
| <b>Total Assets</b>                        | <b><u>64,703,863</u></b>     | <b><u>61,339,792</u></b>     |
| Capital Projects in Process                | 42,504,328                   | 25,108,644                   |
| Land                                       | 133,553                      | 133,553                      |
| Buildings and Improvements                 | 102,454,886                  | 102,770,395                  |
| Equipment                                  | 4,548,206                    | 9,481,719                    |
| Accumulated Depreciation                   | (68,708,603)                 | (70,976,124)                 |
| <b>Total Capital</b>                       | <b><u>80,932,370</u></b>     | <b><u>66,518,187</u></b>     |
| <b>Total Assets</b>                        | <b><u>\$ 145,636,233</u></b> | <b><u>\$ 127,857,979</u></b> |
| <b>Liabilities</b>                         |                              |                              |
| Accounts Payable                           | 2,186,849                    | 838,185                      |
| Deferred Revenue                           | 1,532,448                    | 2,194,214                    |
| Payroll Liabilities                        | 524,653                      | 582,662                      |
| Deposits                                   | 47,100                       | 29,821                       |
| Loan Payable - SB84                        | 1,739,579                    | 1,739,579                    |
| Compensated Absences Liability             | 1,754,913                    | 1,668,515                    |
| Deferred Inflows - Pension                 | 1,940,955                    | 5,741,730                    |
| Pension Liability                          | 23,771,000                   | 17,066,190                   |
| <b>Total Liabilities</b>                   | <b><u>33,497,497</u></b>     | <b><u>29,860,896</u></b>     |
| <b>Net Resources</b>                       |                              |                              |
| Investment in Capital Assets               | 66,725,946                   | 42,411,843                   |
| Net Resources - Designated Use             | 504,460                      | 504,460                      |
| Net Resources - Available for Operations   | 50,052,605                   | 64,204,314                   |
| Unrestricted Net Position - Pension        | (16,816,982)                 | (17,960,202)                 |
| Net Resources - Auction Fund               | (17,268)                     | (17,268)                     |
|                                            | <u>100,448,761</u>           | <u>89,143,147</u>            |
| Net Proceeds from Operations               | 11,689,975                   | 8,853,933                    |
| <b>Total Net Resources</b>                 | <b><u>112,138,736</u></b>    | <b><u>97,997,080</u></b>     |
| <b>Total Liabilities and Net Resources</b> | <b><u>\$ 145,636,233</u></b> | <b><u>\$ 127,857,979</u></b> |

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

**Statement of Cash Flows (Unaudited)  
For the Eleven Months Ended November 30, 2024**

|                                                                                                          | <b>2024</b>          |
|----------------------------------------------------------------------------------------------------------|----------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                                                              |                      |
| Excess of Expenses Over Revenues                                                                         | \$ 11,689,975        |
| 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                                                                                     | \$ 3,300,000         |
| (Increase) Decrease in Assets                                                                            |                      |
| (Increase) Decrease in Accounts Receivable                                                               | 1,754,719            |
| (Increase) Decrease in Prepaid Expenses                                                                  | (36,650)             |
| (Increase) Decrease in Deferred Outflows - Pension                                                       | 0                    |
| Increase (Decrease) in Liabilities                                                                       |                      |
| Increase (Decrease) in Accounts Payable                                                                  | 1,228,405            |
| Increase (Decrease) in Deferred Revenue                                                                  | (643,455)            |
| Increase (Decrease) in Payroll Liabilities                                                               | (178,335)            |
| Increase (Decrease) in Deposits                                                                          | 20,343               |
| 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                                                                                        | \$ 5,445,027         |
| <b>Net Cash Provided (Used) by Operating Activities</b>                                                  | \$ 17,135,002        |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                                                              |                      |
| (Increase) Decrease in Capital Projects in Progress                                                      | \$ (17,506,424)      |
| (Increase) Decrease in Building & Improvements                                                           | 0                    |
| (Increase) Decrease in Equipment                                                                         | 0                    |
| <b>Net Cash Provided (Used) by Investing Activities</b>                                                  | \$ (17,506,424)      |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>                                                              |                      |
| <b>Net Cash Provided (Used) by Financing Activities</b>                                                  | 0                    |
| <b>NET INCREASE (DECREASE) IN CASH</b>                                                                   | \$ (371,422)         |
| Cash and Cash Equivalent - January 1, 2024                                                               | 54,841,597           |
| <b>Cash and Cash Equivalent - End of Period - November 30, 2024</b>                                      | <b>\$ 54,470,175</b> |

**32nd DAA - OC Fair & Event Center**  
**MTD and YTD Actual vs. Budget Comparison**  
**November 30, 2024**

| 2024<br>Month<br>Actual                  | 2024<br>Month<br>Budget | Variance     |                                           | 2024<br>YTD<br>Actual | 2024<br>YTD<br>Budget | Variance         |
|------------------------------------------|-------------------------|--------------|-------------------------------------------|-----------------------|-----------------------|------------------|
| <b>OCFEC-PRODUCED EVENT REVENUE</b>      |                         |              |                                           |                       |                       |                  |
| <b>ADMISSIONS TO GROUNDS</b>             |                         |              |                                           |                       |                       |                  |
| \$ -                                     | \$ -                    | \$ -         | Gate Admissions                           | \$ 10,717,877         | \$ 11,132,739         | \$ (414,862)     |
| \$ -                                     | -                       | -            | Advance Admissions                        | -                     | -                     | -                |
| \$ -                                     | -                       | -            | Subtotal                                  | 10,717,877            | 11,132,739            | (414,862)        |
| <b>COMMERCIAL SPACE RENTALS</b>          |                         |              |                                           |                       |                       |                  |
| \$ -                                     | -                       | -            |                                           | 1,190,236             | 1,197,900             | (7,665)          |
| <b>CARNIVAL &amp; CONCESSIONS</b>        |                         |              |                                           |                       |                       |                  |
| \$ -                                     | -                       | -            | Carnival                                  | 7,844,454             | 7,080,000             | 764,454          |
| \$ 542                                   | 500                     | 42           | Concessions                               | 10,896,039            | 9,762,200             | 1,133,839        |
| \$ 542                                   | 500                     | 42           | Subtotal                                  | 18,740,493            | 16,842,200            | 1,898,293        |
| <b>EXHIBITS REVENUE</b>                  |                         |              |                                           |                       |                       |                  |
| \$ -                                     | -                       | -            | Entry Fees                                | 103,820               | 93,700                | 10,120           |
| \$ -                                     | -                       | -            | Exhibit Awards                            | -                     | -                     | -                |
| \$ 2,218                                 | 1,640                   | 578          | Garden Classes & Misc Sales               | 20,752                | 16,966                | 3,786            |
| \$ 2,218                                 | 1,640                   | 578          | Subtotal                                  | 124,572               | 110,666               | 13,906           |
| <b>ATTRACTIONS REVENUE</b>               |                         |              |                                           |                       |                       |                  |
| \$ 29,505                                | 31,250                  | (1,745)      |                                           | 15,903,279            | 13,424,788            | 2,478,491        |
| <b>MISC OCFEC-PRODUCED EVENT REVENUE</b> |                         |              |                                           |                       |                       |                  |
| \$ -                                     | -                       | -            | Parking                                   | 3,338,520             | 3,243,000             | 95,520           |
| \$ 6,067                                 | -                       | 6,067        | Sponsorships                              | 1,729,367             | 1,965,950             | (236,583)        |
| \$ -                                     | -                       | -            | Livestock Auction Receipts                | 292,944               | 268,963               | 23,981           |
| \$ -                                     | -                       | -            | Camping                                   | 184,965               | 184,100               | 865              |
| \$ -                                     | -                       | -            | Exhibitor Fees                            | 36,226                | 33,850                | 2,376            |
| \$ -                                     | -                       | -            | Miscellaneous Other Self Produced Revenue | -                     | -                     | -                |
| \$ 6,067                                 | -                       | 6,067        | Subtotal                                  | 5,582,021             | 5,695,863             | (113,841)        |
| <b>\$ 38,332</b>                         | <b>33,390</b>           | <b>4,942</b> | <b>TOTAL OCFEC-PRODUCED EVENT REVENUE</b> | <b>52,258,477</b>     | <b>48,404,156</b>     | <b>3,854,322</b> |
| <b>RENTAL REVENUE</b>                    |                         |              |                                           |                       |                       |                  |
| <b>RENTAL OF FACILITIES</b>              |                         |              |                                           |                       |                       |                  |
| \$ -                                     | -                       | -            | Facility Rental Fees                      | -                     | -                     | -                |
| \$ -                                     | -                       | -            | Grounds Wide Rentals                      | 28,610                | 28,300                | 310              |
| \$ 26,125                                | 20,200                  | 5,925        | Building 10                               | 287,375               | 253,000               | 34,375           |
| \$ 26,250                                | 13,100                  | 13,150       | Building 12                               | 129,975               | 167,400               | (37,425)         |
| \$ -                                     | -                       | -            | Building 13                               | -                     | -                     | -                |
| \$ 18,425                                | 8,400                   | 10,025       | Building 14                               | 155,350               | 139,000               | 16,350           |
| \$ -                                     | -                       | -            | Building 15                               | -                     | -                     | -                |
| \$ 6,625                                 | 6,600                   | 25           | Building 16                               | 100,700               | 92,700                | 8,000            |
| \$ 25,675                                | 19,800                  | 5,875        | The Hangar                                | 218,075               | 179,800               | 38,275           |
| \$ -                                     | -                       | -            | Parade of Products                        | 89,300                | 102,200               | (12,900)         |
| \$ 6,625                                 | 6,600                   | 25           | Breezeway                                 | 119,625               | 91,400                | 28,225           |
| \$ -                                     | -                       | -            | Wine Courtyard                            | 3,500                 | 3,500                 | -                |
| \$ 450                                   | 400                     | 50           | Silo Building                             | 4,050                 | 4,400                 | (350)            |
| \$ -                                     | -                       | -            | Memorial Gardens                          | -                     | -                     | -                |
| \$ -                                     | 1,300                   | (1,300)      | Millennium Barn                           | 4,550                 | 1,300                 | 3,250            |
| \$ -                                     | -                       | -            | Little Theater                            | 11,050                | 8,600                 | 2,450            |
| \$ -                                     | -                       | -            | Baja Blues Restaurant                     | 3,850                 | 1,100                 | 2,750            |
| \$ -                                     | -                       | -            | Building 33                               | -                     | -                     | -                |
| \$ -                                     | -                       | -            | Livestock Office                          | -                     | -                     | -                |
| \$ -                                     | -                       | -            | Equestrian Center Arenas                  | 1,400                 | -                     | 1,400            |
| \$ -                                     | -                       | -            | Equestrian Center Stalls                  | -                     | -                     | -                |
| \$ -                                     | -                       | -            | Equestrian Center Other Facilities        | -                     | -                     | -                |
| \$ 59,336                                | 43,000                  | 16,336       | Parking Lot                               | 348,793               | 285,600               | 63,193           |
| \$ 250                                   | 300                     | (50)         | Lawns                                     | 19,375                | 9,100                 | 10,275           |
| \$ 22,947                                | 2,700                   | 20,247       | Event Camping                             | 89,322                | 41,300                | 48,022           |
| \$ -                                     | -                       | -            | Festival Grounds                          | -                     | -                     | -                |
| \$ -                                     | -                       | -            | Mall                                      | 49,163                | 19,000                | 30,163           |
| \$ -                                     | -                       | -            | Grandstand Arena                          | 25,925                | 24,400                | 1,525            |
| \$ -                                     | -                       | -            | Arlington Amphitheater                    | -                     | -                     | -                |
| \$ -                                     | -                       | -            | East Lawn/ Carnival Lot                   | -                     | -                     | -                |
| \$ -                                     | -                       | -            | Trailer Rallies                           | -                     | -                     | -                |
| \$ 630                                   | -                       | 630          | Individual Camping                        | 34,575                | 21,000                | 13,575           |
| \$ -                                     | -                       | -            | Gazebo Rental                             | -                     | -                     | -                |
| \$ -                                     | -                       | -            | Pacific Amphitheater                      | 28,520                | 8,000                 | 20,520           |
| \$ 193,338                               | 122,400                 | 70,938       | Subtotal                                  | 1,753,082             | 1,481,100             | 271,982          |
| <b>OTHER RENTAL EVENT REVENUES</b>       |                         |              |                                           |                       |                       |                  |
| \$ -                                     | -                       | -            | Interim Admissions                        | 152,245               | 151,600               | 645              |

**32nd DAA - OC Fair & Event Center**  
**MTD and YTD Actual vs. Budget Comparison**  
**November 30, 2024**

|    | 2024<br>Month<br>Actual | 2024<br>Month<br>Budget | Variance |
|----|-------------------------|-------------------------|----------|
| \$ | 195,708                 | 115,600                 | 80,108   |
| \$ | 151,707                 | 98,800                  | 52,907   |
| \$ | 42,588                  | 20,800                  | 21,788   |
| \$ | 37,816                  | 25,200                  | 12,616   |
| \$ | 20,825                  | 11,900                  | 8,925    |
| \$ | 4,000                   | 4,000                   | -        |
| \$ | -                       | -                       | -        |
| \$ | -                       | -                       | -        |

|    |         |         |         |
|----|---------|---------|---------|
| \$ | 452,645 | 276,300 | 176,345 |
|----|---------|---------|---------|

|    |        |   |        |
|----|--------|---|--------|
| \$ | 47,077 | - | 47,077 |
| \$ | 746    | - | 746    |
| \$ | 12,643 | - | 12,643 |
| \$ | 1,058  | - | 1,058  |

|    |        |   |        |
|----|--------|---|--------|
| \$ | 61,524 | - | 61,524 |
|----|--------|---|--------|

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

|    |       |       |       |
|----|-------|-------|-------|
| \$ | -     | -     | -     |
| \$ | -     | -     | -     |
| \$ | -     | -     | -     |
| \$ | 2,366 | 1,005 | 1,361 |
| \$ | 2,366 | 1,005 | 1,361 |

|    |         |         |         |
|----|---------|---------|---------|
| \$ | 709,873 | 399,705 | 310,168 |
|----|---------|---------|---------|

|    |         |         |         |
|----|---------|---------|---------|
| \$ | 748,205 | 433,095 | 315,110 |
|----|---------|---------|---------|

|    |         |         |        |
|----|---------|---------|--------|
| \$ | 210,000 | 115,000 | 95,000 |
| \$ | 6,985   | -       | 6,985  |
| \$ | -       | -       | -      |
| \$ | -       | -       | -      |
| \$ | 700     | 300     | 400    |
| \$ | 5,000   | 1,000   | 4,000  |

|    |         |         |         |
|----|---------|---------|---------|
| \$ | 222,685 | 116,300 | 106,385 |
|----|---------|---------|---------|

|    |         |         |         |
|----|---------|---------|---------|
| \$ | 970,890 | 549,395 | 421,495 |
|----|---------|---------|---------|

|    |           |           |         |
|----|-----------|-----------|---------|
| \$ | 733,777   | 836,201   | 102,424 |
| \$ | 5,128     | 1,950     | (3,178) |
| \$ | 160,126   | 160,869   | 743     |
| \$ | 461,580   | 610,483   | 148,903 |
| \$ | 7,338     | 10,650    | 3,312   |
| \$ | 3,048     | 5,300     | 2,252   |
| \$ | 1,370,997 | 1,625,453 | 254,456 |

|    |         |         |          |
|----|---------|---------|----------|
| \$ | 239,737 | 168,146 | (71,591) |
| \$ | -       | -       | -        |
| \$ | 239,737 | 168,146 | (71,591) |

|    |     |       |      |
|----|-----|-------|------|
| \$ | 79  | -     | (79) |
| \$ | 684 | 1,175 | 491  |
| \$ | 763 | 1,175 | 412  |

|    |        |        |       |
|----|--------|--------|-------|
| \$ | 59,156 | 58,171 | (985) |
|----|--------|--------|-------|

|                                 | 2024<br>YTD<br>Actual | 2024<br>YTD<br>Budget | Variance |
|---------------------------------|-----------------------|-----------------------|----------|
| Interim Parking                 | 3,492,292             | 2,922,398             | 569,894  |
| Revenue from Personnel Services | 1,929,905             | 1,627,400             | 302,505  |
| Equipment Rentals               | 801,058               | 672,800               | 128,258  |
| Year-Round Concessions          | 909,824               | 805,400               | 104,424  |
| Outside Caterers                | 250,106               | 231,200               | 18,906   |
| Outdoor Signs                   | 44,340                | 44,000                | 340      |
| Promotional Revenue             | -                     | -                     | -        |
| Storage                         | -                     | -                     | -        |

|          |           |           |           |
|----------|-----------|-----------|-----------|
| Subtotal | 7,579,770 | 6,454,798 | 1,124,972 |
|----------|-----------|-----------|-----------|

**EQUESTRIAN CENTER REVENUES**

|                |         |         |         |
|----------------|---------|---------|---------|
| Stall Rentals  | 736,727 | 435,000 | 301,727 |
| Locker Rentals | 9,099   | 3,900   | 5,199   |
| Feed           | 196,890 | 126,000 | 70,890  |
| Trailers/Misc  | 20,677  | 9,300   | 11,377  |

|          |         |         |         |
|----------|---------|---------|---------|
| Subtotal | 963,393 | 574,200 | 389,193 |
|----------|---------|---------|---------|

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

**OTHER RENTAL REVENUES**

|                               |         |        |         |
|-------------------------------|---------|--------|---------|
| Pay Phone Commissions         | -       | -      | -       |
| Vending                       | -       | -      | -       |
| Fines                         | -       | -      | -       |
| Miscellaneous Rental Revenues | 346,683 | 43,214 | 303,469 |
| Subtotal                      | 346,683 | 43,214 | 303,469 |

|                             |                   |                  |                  |
|-----------------------------|-------------------|------------------|------------------|
| <b>TOTAL RENTAL REVENUE</b> | <b>10,642,928</b> | <b>8,553,312</b> | <b>2,089,616</b> |
|-----------------------------|-------------------|------------------|------------------|

|                                |                   |                   |                  |
|--------------------------------|-------------------|-------------------|------------------|
| <b>TOTAL OPERATING REVENUE</b> | <b>62,901,405</b> | <b>56,957,468</b> | <b>5,943,938</b> |
|--------------------------------|-------------------|-------------------|------------------|

**NON-OPERATING REVENUE**

|                    |           |           |          |
|--------------------|-----------|-----------|----------|
| Interest Earnings  | 2,086,154 | 1,249,000 | 837,154  |
| Discounts Earned   | 20,033    | 15,000    | 5,033    |
| Grants             | 38,000    | -         | 38,000   |
| Sale of Assets     | -         | -         | -        |
| Donations          | 14,432    | 52,957    | (38,525) |
| Prior Year Revenue | 13,994    | 4,000     | 9,994    |

|                                    |                  |                  |                |
|------------------------------------|------------------|------------------|----------------|
| <b>TOTAL NON-OPERATING REVENUE</b> | <b>2,172,613</b> | <b>1,320,957</b> | <b>851,656</b> |
|------------------------------------|------------------|------------------|----------------|

|                      |                   |                   |                  |
|----------------------|-------------------|-------------------|------------------|
| <b>TOTAL REVENUE</b> | <b>65,074,018</b> | <b>58,278,425</b> | <b>6,795,593</b> |
|----------------------|-------------------|-------------------|------------------|

**OPERATING EXPENSES**

|                                 |            |            |             |
|---------------------------------|------------|------------|-------------|
| Payroll and Related:            |            |            |             |
| Salaries/Wages - Permanents     | 8,029,777  | 9,057,197  | (1,027,420) |
| Salaries/Wages - Overtime       | 306,040    | 221,756    | 84,284      |
| Salaries/Wages - Temporaries    | 5,388,552  | 5,948,238  | (559,686)   |
| Employee Benefits               | 5,790,842  | 7,153,232  | (1,362,390) |
| Travel Expense                  | 46,262     | 110,930    | (64,668)    |
| Training and Recruiting Expense | 34,653     | 130,000    | (95,347)    |
| Subtotal                        | 19,596,126 | 22,628,853 | (3,032,727) |

|                        |           |           |          |
|------------------------|-----------|-----------|----------|
| Professional Services: |           |           |          |
| Professional Services  | 7,252,194 | 7,265,784 | (13,590) |
| Judges                 | 57,152    | 46,725    | 10,427   |
| Subtotal               | 7,309,346 | 7,312,509 | (3,163)  |

|                       |       |        |         |
|-----------------------|-------|--------|---------|
| Directors Expense:    |       |        |         |
| Directors Expense     | 2,475 | 5,450  | (2,975) |
| Directors Mtg Expense | 4,537 | 8,930  | (4,393) |
| Subtotal              | 7,012 | 14,380 | (7,368) |

|                   |         |         |          |
|-------------------|---------|---------|----------|
| Insurance Expense | 585,765 | 605,258 | (19,493) |
|-------------------|---------|---------|----------|

**32nd DAA - OC Fair & Event Center**  
**MTD and YTD Actual vs. Budget Comparison**  
**November 30, 2024**

| 2024<br>Month<br>Actual | 2024<br>Month<br>Budget | Variance |                                           | 2024<br>YTD<br>Actual | 2024<br>YTD<br>Budget | Variance  |
|-------------------------|-------------------------|----------|-------------------------------------------|-----------------------|-----------------------|-----------|
| \$ 12,881               | 14,643                  | 1,762    | Telephone & Postage                       | 199,913               | 180,948               | 18,965    |
|                         |                         |          | Supplies and Equipment:                   |                       |                       |           |
| \$ 10,101               | 5,100                   | (5,001)  | Office Supplies                           | 247,398               | 116,975               | 130,423   |
| \$ 3,930                | 3,000                   | (930)    | Signs/Banners                             | 144,030               | 144,000               | 30        |
| \$ 12,707               | 1,500                   | (11,207) | Decorations/Props                         | 136,750               | 140,100               | (3,350)   |
| \$ 881                  | 4,500                   | 3,619    | Small Equipment                           | 62,022                | 113,740               | (51,718)  |
| \$ -                    | 45                      | 45       | Audio Visual                              | 2,298                 | 3,495                 | (1,197)   |
| \$ 3,251                | 1,889                   | (1,362)  | Software                                  | 47,188                | 38,129                | 9,059     |
| \$ 1,854                | 250                     | (1,604)  | Computer Hardware & Peripherals           | 17,417                | 19,750                | (2,333)   |
| \$ 16,274               | 15,450                  | (824)    | Farm                                      | 104,988               | 125,650               | (20,662)  |
| \$ -                    | -                       | -        | Ticketing/Wristbands                      | 28,401                | 68,180                | (39,779)  |
| \$ 16,446               | 6,980                   | (9,466)  | Equipment Rental                          | 3,056,009             | 2,255,973             | 800,036   |
| \$ 15,838               | 13,000                  | (2,838)  | Equipment Maintenance & Supplies          | 210,558               | 189,650               | 20,908    |
| \$ 6,767                | 6,250                   | (517)    | Uniforms & Laundry                        | 111,219               | 113,447               | (2,228)   |
| \$ 88,049               | 57,964                  | (30,085) | Subtotal                                  | 4,168,276             | 3,329,089             | 839,187   |
|                         |                         |          | Facility and Related:                     |                       |                       |           |
| \$ 32,202               | 17,425                  | (14,777) | Maintenance of Buildings/Grounds          | 402,020               | 291,325               | 110,695   |
| \$ 20,712               | 109,152                 | 88,440   | Utilities                                 | 1,594,296             | 1,412,220             | 182,076   |
| \$ 96,337               | 34,350                  | (61,987) | Trash/Waste Removal                       | 2,557,259             | 2,130,400             | 426,859   |
| \$ -                    | -                       | -        | Rental of Facilities                      | -                     | 20,000                | (20,000)  |
| \$ 72,092               | 29,100                  | (42,992) | Special Repairs                           | 761,880               | 562,500               | 199,380   |
| \$ 221,343              | 190,027                 | (31,316) | Subtotal                                  | 5,315,455             | 4,416,445             | 899,010   |
|                         |                         |          | Publicity and Related:                    |                       |                       |           |
| \$ 340                  | 1,000                   | 660      | Photography                               | 15,478                | 24,500                | (9,023)   |
| \$ -                    | -                       | -        | Newsletters                               | -                     | -                     | -         |
| \$ -                    | -                       | -        | Contests                                  | -                     | 1,300                 | (1,300)   |
| \$ 389                  | 100                     | (289)    | Printing                                  | 52,285                | 87,050                | (34,765)  |
| \$ -                    | -                       | -        | Advertising - Outdoor                     | 228,431               | 230,000               | (1,569)   |
| \$ 2,740                | -                       | (2,740)  | Advertising - Radio                       | 131,507               | 176,000               | (44,493)  |
| \$ -                    | -                       | -        | Advertising - TV                          | 463,025               | 500,000               | (36,976)  |
| \$ -                    | -                       | -        | Advertising - Print                       | 36,680                | 135,500               | (98,820)  |
| \$ -                    | 5,100                   | 5,100    | Advertising - Online                      | 715,676               | 642,000               | 73,676    |
| \$ -                    | -                       | -        | Promotional Expense                       | 41,034                | 111,700               | (70,666)  |
| \$ -                    | -                       | -        | Brochure Printing                         | -                     | 2,000                 | (2,000)   |
| \$ 825                  | -                       | (825)    | Buttons Printing                          | 825                   | 3,375                 | (2,550)   |
| \$ 762                  | -                       | (762)    | Media Relations                           | 1,696                 | 1,000                 | 696       |
| \$ (219)                | 500                     | 719      | Public Relations Expense                  | 35,756                | 38,875                | (3,119)   |
| \$ -                    | -                       | -        | Manager's P/R Expense                     | -                     | -                     | -         |
| \$ -                    | -                       | -        | Other Pre-Fair Stunts                     | -                     | -                     | -         |
| \$ -                    | -                       | -        | Design & Production                       | 300                   | -                     | 300       |
| \$ 19,654               | 8,400                   | (11,254) | Sponsorships                              | 275,372               | 336,410               | (61,038)  |
| \$ 1,541                | -                       | (1,541)  | Special Projects                          | 12,613                | 8,750                 | 3,863     |
| \$ 26,031               | 15,100                  | (10,931) | Subtotal                                  | 2,010,678             | 2,298,460             | (287,782) |
|                         |                         |          | Self-Produced Events Attractions Expense: |                       |                       |           |
| \$ -                    | -                       | -        | Arena/Hangar Acts                         | 409,900               | 650,000               | (240,100) |
| \$ -                    | -                       | -        | Grounds Acts                              | 370,470               | 454,500               | (84,030)  |
| \$ 37,750               | -                       | (37,750) | Major Acts                                | 6,729,228             | 5,290,000             | 1,439,228 |
| \$ -                    | 500                     | 500      | Attractions Expense                       | 197,467               | 157,500               | 39,967    |
| \$ -                    | -                       | -        | Merchandise                               | 5,227                 | 6,000                 | (773)     |
| \$ 37,750               | 500                     | (37,250) | Subtotal                                  | 7,712,292             | 6,558,000             | 1,154,292 |
|                         |                         |          | Other Self-Produced Event Expense:        |                       |                       |           |
| \$ -                    | -                       | -        | Competition Handbook                      | -                     | -                     | -         |
| \$ -                    | -                       | -        | Jr. Livestock Auction Costs               | 262,320               | 250,170               | 12,150    |
| \$ -                    | -                       | -        | Subtotal                                  | 262,320               | 250,170               | 12,150    |
|                         |                         |          | Premium Expense:                          |                       |                       |           |
| \$ 720                  | -                       | (720)    | Cash Premiums                             | 119,624               | 113,000               | 6,624     |
| \$ -                    | -                       | -        | Trophies, Ribbons                         | 16,504                | 16,575                | (71)      |
| \$ 720                  | -                       | (720)    | Subtotal                                  | 136,128               | 129,575               | 6,553     |
|                         |                         |          | Other Operating Expenses:                 |                       |                       |           |
| \$ 807                  | 100                     | (707)    | Cash Shortages/(Overages)                 | 16,064                | 15,025                | 1,039     |

**32nd DAA - OC Fair & Event Center**  
**MTD and YTD Actual vs. Budget Comparison**  
**November 30, 2024**

|           | 2024<br>Month<br>Actual | 2024<br>Month<br>Budget | Variance          |
|-----------|-------------------------|-------------------------|-------------------|
| \$        | 5,923                   | 845                     | (5,078)           |
| \$        | -                       | -                       | -                 |
| \$        | 15,507                  | 15,000                  | (507)             |
| \$        | 8,765                   | -                       | (8,765)           |
| \$        | 31,003                  | 15,945                  | (15,058)          |
| <b>\$</b> | <b>2,088,429</b>        | <b>2,147,123</b>        | <b>58,695</b>     |
|           |                         |                         |                   |
| \$        | 300,000                 | 300,000                 | -                 |
| \$        | 19,330                  | 37,710                  | 18,380            |
| \$        | -                       | -                       | -                 |
| \$        | -                       | -                       | -                 |
| \$        | -                       | -                       | -                 |
| \$        | -                       | -                       | -                 |
| \$        | -                       | -                       | -                 |
| <b>\$</b> | <b>319,330</b>          | <b>337,710</b>          | <b>18,380</b>     |
| <b>\$</b> | <b>2,407,759</b>        | <b>2,484,833</b>        | <b>77,075</b>     |
| <b>\$</b> | <b>(1,436,869)</b>      | <b>\$ (1,935,438)</b>   | <b>\$ 498,569</b> |

|                                    |
|------------------------------------|
| Dues & Subscriptions               |
| Bad Debt Expense                   |
| Bank Charges                       |
| Miscellaneous Expense              |
| Subtotal                           |
| <b>TOTAL OPERATING EXPENSE</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> |
|                                    |
| <b>TOTAL EXPENSES</b>              |
|                                    |
| <b>NET PROCEEDS</b>                |

|  | 2024<br>YTD<br>Actual | 2024<br>YTD<br>Budget | Variance            |
|--|-----------------------|-----------------------|---------------------|
|  | 88,731                | 79,939                | 8,792               |
|  | -                     | -                     | -                   |
|  | 822,225               | 544,800               | 277,425             |
|  | 1,522,442             | 72,000                | 1,450,442           |
|  | 2,449,463             | 711,764               | 1,737,699           |
|  | <b>49,752,774</b>     | <b>48,435,451</b>     | <b>1,317,323</b>    |
|  |                       |                       |                     |
|  | 3,300,000             | 3,300,000             | -                   |
|  | 334,318               | 414,790               | (80,472)            |
|  | -                     | -                     | -                   |
|  | -                     | -                     | -                   |
|  | -                     | -                     | -                   |
|  | -                     | -                     | -                   |
|  | (3,049)               | -                     | (3,049)             |
|  | <b>3,631,269</b>      | <b>3,714,790</b>      | <b>(83,521)</b>     |
|  | <b>53,384,043</b>     | <b>52,150,241</b>     | <b>1,233,802</b>    |
|  | <b>\$ 11,689,975</b>  | <b>\$ 6,128,183</b>   | <b>\$ 5,561,791</b> |