

The following financial reports for the year ended December 31, 2018 and 2017 are enclosed for your reference.

Income Statement

For the year ended December 31, 2018, Net proceeds were \$3.7M. This is un-favorable to the budget of \$4M by \$323K.

Total revenues for the year of \$50.1M exceeded budgeted estimates of \$48.2M by \$1.8M. The largest contribution to this increased in revenues are from Pacific Amphitheatre concerts, year-round events and interest income.

Total operating expenses of \$41.7M were un-favorable to the budget of \$39.7M by \$2M. Additional expenses were incurred for Maintenance, Equipment Rentals, Entertainment and Professional Services.

Balance Sheet

As of December 31, 2018 Accounts Receivable was \$989K versus \$661K in December of the prior year, due to contract deposits.

Deferred Revenues were \$890K compared to \$537K in the prior year. These funds will be recognized as revenue when the product or service is rendered.

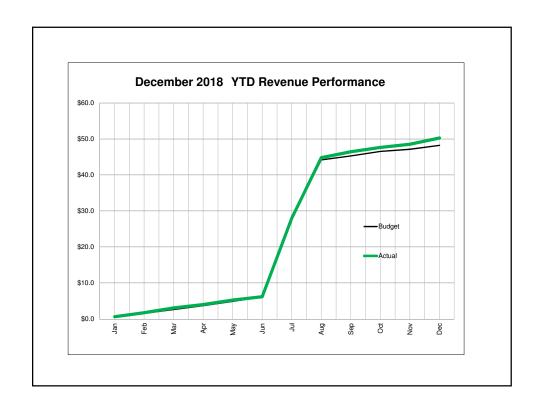
As of December 31, 2018, OCFEC's cash and cash equivalents were \$50.2M vs. \$43.6M at December 31, 2017, an increase of \$6.6M. The LAIF Investment account continues to see increased interest earnings with rates increasing from 1.4% at the beginning of the year to 2.3% in December.

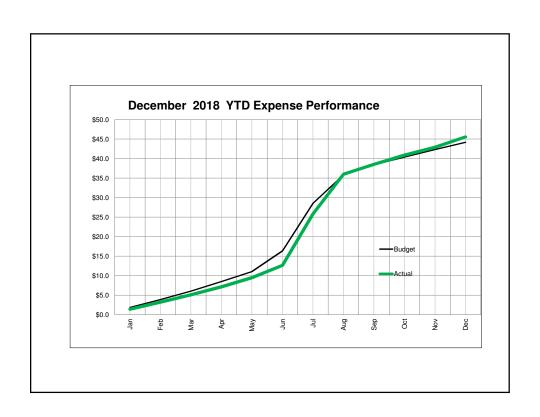
2018 capital and major project spending was \$1.8M compared to budgeted \$2.9M. Seal and stripe work, parking lot asphalt and air conditioning repairs, new fencing and a new forklift were some of the major projects completed in 2018.

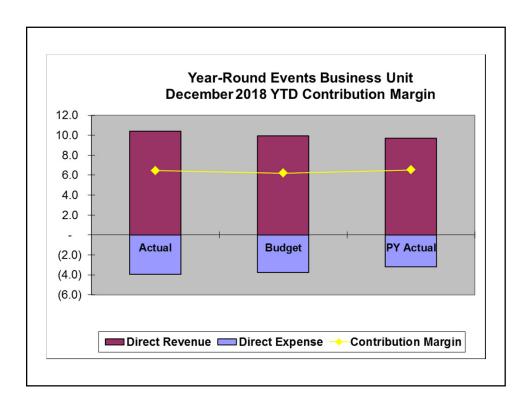
32nd DAA OC Fair & Event Center Year to Date Business Unit Financial Results

As of December 31, 2018

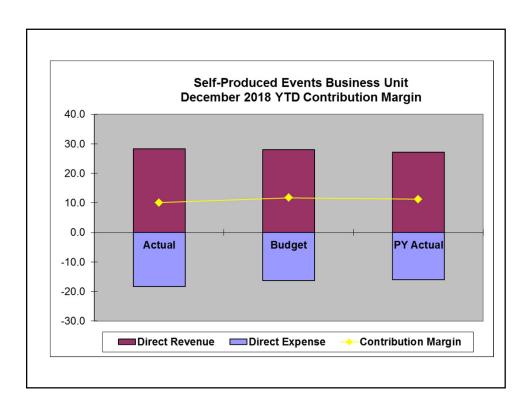




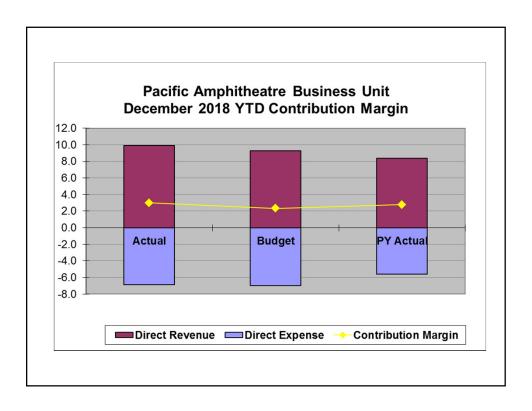




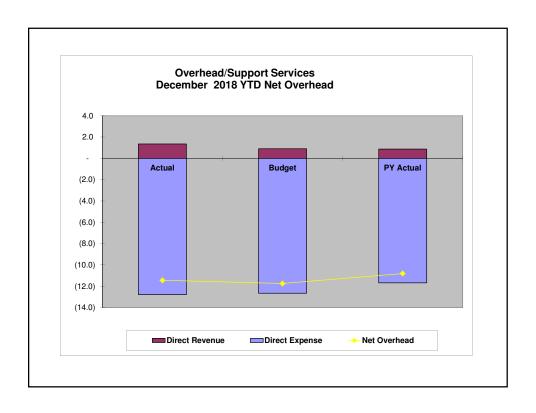
Contribution Margin Statemer							
Year to Date as of December,	2016		2018		2017		2018
	Year to Date		Year to Date	% FY	Year to Date		Full Year
	Actual	%	Budget	%	Actual	%	Budget
Rental of Facilities	3.7	106%	3.5	100%	3.4	99%	3.5
Personnel Services	1.7	99%	1.7	100%	1.8	102%	1.7
Concessions	1.4	111%	1.3	100%	1.2	97%	1.3
Equipment Rentals	0.8	111%	0.7	100%	0.7	104%	0.7
Admissions/Parking	2.6	102%	2.6	100%	2.3	91%	2.6
Other Revenue	0.2	106%	0.2	100%	0.2	108%	0.2
Total Direct Revenue	\$10.4	105%	\$9.9	100%	\$9.7	98%	\$9.9
Payroll/Related	2.6	102%	2.5	100%	2.2	85%	2.5
Outside Services	0.3	100%	0.3	100%	0.3	91%	0.3
Supplies/Equipment/Rentals	0.1	114%	0.1	100%	0.1	66%	0.1
Facility/Related	0.7	116%	0.6	100%	0.5	83%	0.6
Marketing/Related	0.1	90%	0.1	100%	0.1	91%	0.1
Other Expense	0.1	383%	0.0	100%	0.0	179%	0.0
Total Direct Expense	\$4.0	105%	\$3.8	100%	\$3.2	85%	\$3.8
Contribution to Overhead and CapEx	\$6.5	104%	\$6.2	100%	\$6.5	105%	\$6.2



Concessions 8.5 101.9% 8.3 100.0% 8.3 99.5% Carnival 3.9 100.7% 3.9 100.0% 3.7 95.0% Sponsorships 1.9 107.7% 1.8 100.0% 1.6 91.1% Commercial Space 1.4 98.3% 1.4 100.0% 1.4 96.1% Parking 2.3 101.0% 2.3 100.0% 2.1 92.1% Other Revenue 1.2 99.1% 1.2 100.0% 1.1 90.6% Total Direct Revenue \$28.4 101.4% \$28.0 100.0% \$27.2 97.0% \$2 Payroll/Related 6.4 104.2% 6.2 100.0% 5.7 93.1% Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 2.7 107.9% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 <t< th=""><th>Self-Produced Events Busines</th><th></th><th></th><th></th><th></th><th></th><th></th><th></th></t<>	Self-Produced Events Busines							
Contribution Margin Statement Year to Date as of December, 2018 2018 Year to Date as of December, 2018 Year to Date Notual Year to Date Year t	Self-Produced Events Busines							
Vear to Date as of December, 2018 Year to Date Year to Date		s Unit						
2018 2018 2018 2017 4018 5418	Contribution Margin Statement	t						
Vear to Date Year to Date Year to Date Budget Vear to Date Return Vear to Date Vear	Year to Date as of December, 20							
Actual % Budget % Actual % Budget Admissions 9.1 100.8% 9.1 100.0% 9.0 99.0% \$ Concessions 8.5 101.9% 8.3 100.0% 8.3 99.5% Carnival 3.9 100.7% 3.9 100.0% 3.7 95.0% Sponsorships 1.9 107.7% 1.8 100.0% 1.6 91.1% Commercial Space 1.4 98.3% 1.4 100.0% 1.6 91.1% Parking 2.3 101.0% 2.3 100.0% 2.1 92.1% Other Revenue 1.2 99.1% 1.2 100.0% 1.1 90.6% Total Direct Revenue \$28.4 101.4% \$28.0 100.0% \$27.2 97.0% \$2 Payroll/Related 6.4 104.2% 6.2 100.0% 5.7 93.1% Outside Services 3.1 106.9% 1.7 100.0% 2.6 90.6%								
Admissions 9.1 100.8% 9.1 100.0% 9.0 99.0% \$ Concessions 8.5 101.9% 8.3 100.0% 8.3 99.5% Carrival 3.9 100.7% 3.9 100.0% 3.7 95.0% Sponsorships 1.9 107.7% 1.8 100.0% 1.6 91.1% Commercial Space 1.4 98.3% 1.4 100.0% 1.6 91.1% Parking 2.3 101.0% 2.3 100.0% 2.1 92.1% Other Revenue 1.2 99.1% 1.2 100.0% 1.1 90.6% Total Direct Revenue \$28.4 101.4% \$28.0 100.0% \$27.2 97.0% \$2 Payroll/Related 6.4 104.2% 6.2 100.0% 5.7 93.1% Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 1.6 94.5% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 107.9%								
Concessions 8.5 101.9% 8.3 100.0% 8.3 99.5% Carnival 3.9 100.7% 3.9 100.0% 3.7 55.0% Sponsorships 1.9 107.7% 1.8 100.0% 1.6 91.1% Commercial Space 1.4 98.3% 1.4 100.0% 1.4 96.1% Parking 2.3 101.0% 2.3 100.0% 2.1 92.1% Other Revenue 1.2 99.1% 1.2 100.0% 1.1 90.6% Total Direct Revenue \$28.4 101.4% \$28.0 100.0% \$27.2 97.0% \$2 Payroll/Related 6.4 104.2% 6.2 100.0% 5.7 93.1% Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 2.7 107.9% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 <t< td=""><td></td><td>Actual</td><td>%</td><td>Budget</td><td>%</td><td>Actual</td><td>%</td><td>Budget</td></t<>		Actual	%	Budget	%	Actual	%	Budget
Concessions 8.5 101.9% 8.3 100.0% 8.3 99.5% Carnival 3.9 100.7% 3.9 100.0% 3.7 55.0% Sponsorships 1.9 107.7% 1.8 100.0% 1.6 91.1% Commercial Space 1.4 98.3% 1.4 100.0% 1.4 96.1% Parking 2.3 101.0% 2.3 100.0% 2.1 92.1% Other Revenue 1.2 99.1% 1.2 100.0% 1.1 90.6% Total Direct Revenue \$28.4 101.4% \$28.0 100.0% \$27.2 97.0% \$2 Payroll/Related 6.4 104.2% 6.2 100.0% 5.7 93.1% Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 1.6 94.5% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 107.9%	Admissions	9.1	100.8%	9.1	100.0%	9.0	99.0%	\$9.1
Sponsorships								8.3
Commercial Space 1.4 98.3% 1.4 100.0% 1.4 96.1% Parking 2.3 101.0% 2.3 100.0% 2.1 92.1% Other Revenue 1.2 99.1% 1.2 100.0% 1.1 90.6% Total Direct Revenue \$28.4 101.4% \$28.0 100.0% \$27.2 97.0% \$2 Payroll/Related 6.4 104.2% 6.2 100.0% 5.7 93.1% Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 1.6 94.5% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 107.9%	Carnival	3.9	100.7%	3.9	100.0%	3.7	95.0%	3.9
Parking Other Revenue 2.3 by 100.0% (1.2 by 100.0%) 2.1 by 100.0% (1.2 by 100.0%) 2.2 by 100	Sponsorships	1.9	107.7%	1.8	100.0%	1.6	91.1%	1.8
Other Revenue 1.2 99.1% 1.2 100.0% 1.1 90.6% Total Direct Revenue \$28.4 101.4% \$28.0 100.0% \$27.2 97.0% \$2 Payroll/Related 6.4 104.2% 6.2 100.0% 5.7 93.1% Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 1.6 94.5% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 107.9%	Commercial Space	1.4	98.3%	1.4	100.0%	1.4	96.1%	1.4
Total Direct Revenue \$28.4 101.4% \$28.0 100.0% \$27.2 97.0% \$2 Payroll/Related 6.4 104.2% 6.2 100.0% 5.7 93.1% Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 1.6 94.5% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 107.9%	Parking	2.3	101.0%	2.3	100.0%	2.1	92.1%	2.3
Payroll/Related 6.4 104.2% 6.2 100.0% 5.7 93.1% Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 1.6 94.5% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 107.9%	Other Revenue	1.2			100.0%	1.1	90.6%	1.2
Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 1.6 94.5% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 107.9%	Total Direct Revenue	\$28.4	101.4%	\$28.0	100.0%	\$27.2	97.0%	\$28.0
Outside Services 3.1 108.2% 2.9 100.0% 2.6 90.6% Marketing/Related 1.8 106.9% 1.7 100.0% 1.6 94.5% Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 107.9%	Pavroll/Related	6.4	104.2%	6.2	100.0%	5.7	93.1%	6.2
Supplies/Equipment/Rentals 3.2 130.3% 2.5 100.0% 2.7 107.9%	Outside Services	3.1	108.2%	2.9	100.0%	2.6	90.6%	2.9
	Marketing/Related	1.8	106.9%	1.7	100.0%	1.6	94.5%	1.7
	Supplies/Equipment/Rentals	3.2	130.3%	2.5	100.0%	2.7	107.9%	2.5
Attractions 1.4 116.9% 1.2 100.0% 1.2 99.9%	Attractions	1.4	116.9%	1.2	100.0%	1.2	99.9%	1.2
Other Expense 2.3 122.6% 1.9 100.0% 2.2 114.4%	Other Expense				100.0%	2.2	114.4%	1.9
Total Direct Expense \$18.3 112.2% \$16.3 100.0% \$16.0 98.0% \$1	Total Direct Expense	\$18.3	112.2%	\$16.3	100.0%	\$16.0	98.0%	\$16.3
Contribution to Overhead and CapEx \$10.1 86.3% \$11.7 100.0% \$11.2 95.6% \$1	Contribution to Overhead and CapEx	\$10.1	86.3%	\$11.7	100.0%	\$11.2	95.6%	\$11.7



Pacific Amphitheatre Business Unit **Contribution Margin Statement** Year to Date as of December, 2018 2018 2018 2017 2018 Year to Date Actual Year to Date Full Year Budget Year to Date Actual Ticket Sales 100% 8.0 112% 7.1 88% 7.1 6.3 Facility Fee 1.0 99% 1.0 100% 0.9 1.0 Concessions 83% 100% 0.2 69% 0.3 Parking 0.4 52% 0.8 100% 0.7 96% 8.0 Sponsorship 0% 0.0 0% 0.0 0% 0.0 0.0 218% Other Revenue 100% 208% 0.1 Total Direct Revenue \$9.9 106% \$9.3 100% \$8.4 90% \$ 9.3 Performers' Fees 4.6 102% 4.5 100% Outside Services 74% 1.5 100% 0.9 62% 1.5 Marketing/Related 81% 0.2 0.4 65% 0.3 0.3 100% 0.3 Supplies/Equipment/Rentals Payroll/Related 0.1 0.4 382% 100% 326% 0.1 92% 0.2 100% 0.2 76% 0.2 0.2 Other Expense 0.3 102% 100% 94% 0.3 Total Direct Expense 7.0 100% Contribution to Overhead and CapEx \$3.0 129% \$2.3 100% \$2.8 120% \$2.3



Support Services Business Unit Net Overhead Summary Year to Date as of December, 2018

	2018 Year to Date Actual	%	2018 Year to Date Budget		2017 Year to Date Actual	%	2018 Full Year Budget
		0000/	0.4	1000/		000/	
Interest	0.9	230%		100%		92%	0.4
Facility Rentals	0.1	97%		100%		104%	0.1
Other Revenue	0.3	77%	0.4	100%	0.4	99%	0.4
Total Revenue	\$1.4	148%	\$0.9	100%	\$0.9	97%	\$0.9
Payroll/Related	7.8	96%	8.1	100%	6.8	84%	8.1
Facility/Related	2.1	112%	1.8	100%	2.0	108%	1.8
Supplies/Telephone/Postage	1.0	110%	0.9	100%	1.0	114%	0.9
Outside Services	0.8	112%	0.7	100%	0.9	131%	0.7
Insurance	0.4	106%	0.4	100%	0.3	73%	0.4
Other Expense	0.8	105%	0.7	100%	0.7	90%	0.7
Total Expense	\$12.8	101%	\$12.6	100%	\$11.7	92%	\$12.6
Net Overhead	(\$11.4)	97%	(\$11.7)	100%	(\$10.8)	92%	(\$11.7)
Non-Cash Expenses:							
Depreciation Expense	\$3.4	104%	\$3.3	100%	\$3.3	99%	\$3.3
Total Non-Cash Expense	\$3.4	104%	\$3.3	100%	\$3.3	99%	\$3.3

32nd D A A - OC Fair & Event Center Balance Sheet (Unaudited) December 31, 2018 and 2017

		2018		2017
Assets				
Cash	\$	1,279,737	\$	1,393,825
Investments	Ψ	48,951,014	*	42,183,671
Accounts Receivable		988,933		660,763
Reserve for Bad Debt		(26,779)		(22,192)
Prepaid Expenses		140,471		72,914
Deferred Outflows - Pension		5,488,718		4,332,393
Total Assets		56,822,094		48,621,374
Capital Projects in Process		140,946		1,643,369
Land		133,553		133,553
Buildings and Improvements		95,875,663		93,071,569
Equipment		7,509,743		7,326,656
Accumulated Depreciation		(54,449,983)		(51,018,981)
Total Capital		49,209,922		51,156,166
Total Assets	\$	106,032,016	\$	99,777,540
Total Assets	Ψ	100,032,010	Ψ	99,111,540
Liabilities				
Accounts Payable		1,231,159		757,259
Deferred Revenue		890,628		537,039
Payroll Liabilities		624,393		439,855
Deposits		151,300		32,102
Other Liabilities		-		436,674
Compensated Absences Liability		1,078,416		987,550
Deferred Inflows - Pension		163,845		36,550
Pension Liability		17,556,172		15,917,666
Total Liabilities		21,695,913		19,144,695
Net Resources				
Investment in Capital Assets		49,209,922		51,156,166
Net Resources - Designated Use		563,003		959,341
Net Resources - Available for Operations		43,097,041		33,468,979
Unrestricted Net Position - Pension		(12,231,299)		(11,621,823)
Net Resources - Auction Fund		(5,822)		4,299
		80,632,845		73,966,962
Net Proceeds from Operations		3,703,258		6,665,883
Total Net Resources		84,336,103		80,632,845
Total Liabilities and Net Resources	\$	106,032,016	\$	99,777,540

32nd D A A - OC Fair & Event Center Statement of Operations - Detailed (Unaudited) December 31, 2018 and 2017

		2018 Year to Date Amount	Budget Year to Date Amount	Budget Variance	2017 Year to Date Amount	Year over Year Variance	Full 2018 Budget
OCFEC-PRODUCED EV	-						
ADMISSIONS TO GROU Gate Admissions	NDS	f 0 406 460	¢ 7,000,010	\$ 606,158	\$ 7.659.046	r 767 400	\$ 7,820,310
Advance Admissions		\$ 8,426,468 2,754,432	\$ 7,820,310 3,602,158	\$ 606,158 (847,726)	\$ 7,659,046 3,420,174	\$ 767,422 (665,742)	3,602,158
	Subtotal	11,180,900	11,422,468	(241,568)	11,079,220	101,680	11,422,468
COMMERCIAL SPACE F	RENTALS	1,397,229	1,421,675	(24,446)	1,366,431	30,798	1,421,675
CARNIVAL & CONCESS	IONS						
Carnival Concessions		3,898,744 8,536,043	3,871,050 8,633,800	27,694 (97,757)	3,676,213 8,366,639	222,531 169,403	3,871,050 8,633,800
Concessions	Subtotal	12,434,787	12,504,850	(70,063)	12,042,852	391,934	12,504,850
EXHIBITS REVENUE							
Entry Fees		86,602	80,127	6,475	80,127	6,475	80,127
Donations/Awards		3,878	2,766	1,112	4,616	(738)	2,766
Sales	Subtotal	32,517	19,192 102,085	13,325	20,589	11,928	19,192
	Sublotai	122,997	102,065	20,912	105,332	17,665	102,085
ATTRACTIONS REVENU	JE	7,372,536	6,256,845	1,115,691	5,581,490	1,791,047	6,256,845
MISC OCFEC-PRODUCE	ED EVENT REVENUE						
Parking		2,595,133	2,758,813	(163,681)	2,749,535	(154,402)	2,758,813
Sponsorships Livestock Auction Receip	ate.	1,942,175 312,298	1,803,000 292,000	139,175 20,298	1,642,276 291,846	299,899 20,453	1,803,000 292,000
Camping	nis	95,940	98,000	(2,060)	95,178	762	98,000
Exhibitor Fees		41,625	40,700	925	45,890	(4,265)	40,700
Miscellaneous Other Self	Produced Revenue Subtotal	91,666 5,078,837	66,667 5,059,180	24,999 19,657	75,001 4.899.724	16,666 179,112	66,667 5,059,180
					,,		
TOTAL OCFEC-PRODU	CED EVENT REVENUE	37,587,286	36,767,103	820,183	35,075,050	2,512,236	36,767,103
RENTAL REVENUE							
RENTAL OF FACILITIES Grounds Wide Rentals		24,500	39,400	(14,900)	39,375	(14,875)	39.400
Building 10		328,825	367,500	(38,675)	350,750	(21,925)	367,500
Building 12		168,305	170,700	(2,395)	162,300	6,005	170,700
Building 14		104,400	122,900	(18,500)	122,780	(18,380)	122,900
Building 16		106,468	89,500	16,968	58,275	48,193	89,500
The Hangar Parade of Products		234,878 96,267	251,500 106,800	(16,623) (10,533)	237,530 92,725	(2,653) 3,542	251,500 106,800
Breezeway		77,905	54,300	23,605	34,493	43,413	54,300
Wine Courtyard		3,500	5,900	(2,400)	5,363	(1,863)	5,900
Silo Building		1,170	2,600	(1,430)	1,710	(540)	2,600
Millennium Barn		3,000	4,100	(1,100)	2,250	750	4,100
Little Theater Baja Blues Restaurant		5,600 15,045	11,400 6,400	(5,800) 8,645	10,475 12,500	(4,875) 2,545	11,400 6,400
Parking Lot		2,175,430	1,961,491	213,939	1,944,843	230,587	1,961,491
Lawns		13,300	11,900	1,400	8,750	4,550	11,900
Event Camping		87,237	58,700	28,537	84,215	3,022	58,700
Festival Grounds		42,583	33,000	9,583	35,575	7,008	33,000
Mall Grandstand Arena		70,230 31,200	51,200 20,800	19,030 10,400	53,250 23,700	16,980 7,500	51,200 20,800
Trailer Rallies		3,530	1,700	1,830	3,490	40	1,700
Individual Camping		56,748	53,500	3,248	86,803	(30,056)	53,500
Pacific Amphitheater		33,850	52,800	(18,950)	67,075	(33,225)	52,800
	Subtotal	3,686,685	3,503,491	183,194	3,439,026	247,658	3,503,491
OTHER RENTAL EVENT	REVENUES		,			,	
Interim Admissions		292,052	287,600	4,452	317,483	(25,431)	287,600
Interim Parking Revenue from Personnel	Services	2,470,041 1,816,732	2,582,100 1,770,367	(112,059) 46,365	2,122,282 1,911,927	347,759 (95,195)	2,582,100 1,770,367
Equipment Rentals	00141003	890,972	798,000	92,972	830,284	60,688	798,000
Year-Round Concessions	5	1,285,477	1,016,600	268,877	1,080,836	204,641	1,016,600
Outside Caterers		312,290	237,600	74,690	265,149	47,141	237,600
Outdoor Signs	• • • • •	48,810	48,000	810	48,450	360	48,000
	Subtotal	7,116,374	6,740,267	376,107	6,576,411	539,963	6,740,267

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32nd D A A - OC Fair & Event Center Statement of Operations - Detailed (Unaudited) December 31, 2018 and 2017

	2018 Year to Date Amount	Budget Year to Date Amount	Budget Variance	2017 Year to Date Amount	Year over Year Variance	Full 2018 Budget
EQUESTRIAN CENTER REVENUES Stall Rentals Subtotal	134,239 134,239	138,000 138,000	(3,761) (3,761)	144,345 144,345	(10,106) (10,106)	138,000 138,000
OTHER RENTAL REVENUES						
Discounts Earned	38,567	22,639	15,928	32,597	5,970	22,639
Miscellaneous Subtotal	463,103 501,670	244,390 267.029	218,713 234,641	400,620 433,216	62,483 68,454	244,390 267,029
TOTAL RENTAL REVENUE	11,438,968	10,648,787	790,181	10,592,999	845,969	10,648,787
TOTAL OPERATING REVENUE	49,026,254	47,415,890	1,610,364	45,668,048	3,358,205	47,415,890
					-,,	,,
NON-OPERATING REVENUE Interest Earnings	935,382	407,000	528,382	374,189	561,193	407,000
Grants	52,992	153,804	(100,813)	159,423	(106,431)	153,804
Other Non-Operating Revenue	31,916	250,374	(218,458)	4,125	27,792	250,374
Prior Year Revenue TOTAL NON-OPERATING REVENUE	6,613 1,040,991	811,178	6,613 229,813	12,794 550,531	(6,182) 490,460	811,178
	1,040,001					<u> </u>
TOTAL REVENUE	50,067,245	48,227,068	1,840,177	46,218,579	3,848,666	48,227,068
OPERATING EXPENSES Payroll and Related:						
Salaries/Wages - Permanents	6,192,660	6,431,371	238,711	5,678,432	(514,229)	6,431,371
Salaries/Wages - Overtime	101,719 6,113,620	66,618	(35,101)	113,228 5,134,775	11,509	66,618
Salaries/Wages - Temporaries Employee Benefits	4,428,267	5,612,938 4,726,472	(500,682) 298,205	3,835,671	(978,845) (592,596)	5,612,938 4,726,472
Travel Expense	82,748	124,066	41,318	65,545	(17,203)	124,066
Training and Recruiting Expense	79,721	71,687	(8,034)	81,003	1,282	71,687
Subtotal	16,998,735	17,033,152	34,417	14,898,921	(2,099,814)	17,033,152
Professional Services:			(()	. ===	()	
Professional Services Judges	5,712,685 41,962	5,447,713 35,315	(264,972) (6,647)	4,776,036 36,470	(936,650) (5,492)	5,447,713 35,315
Subtotal	5,754,647	5,483,028	(271,619)	4,812,505	(942,142)	5,483,028
Directors Expense:						
Directors Expense	6,081	11,597	5,516	10,161	4,080	11,597
Directors Mtg Expense	37,915	12,300	(25,615)	13,873	(24,041)	12,300
Subtotal	43,996	23,897	(20,099)	24,034	(19,961)	23,897
Insurance Expense	384,324	362,954	(21,370)	266,187	(118,137)	362,954
Telephone & Postage	217,042	185,791	(31,251)	196,875	(20,168)	185,791
Supplies and Equipment:						
Office Supplies Signs/Banners	257,123 165,265	168,213 228,315	(88,910) 63,050	291,505 261,640	34,383 96,375	168,213 228,315
Decorations/Props	300,143	225,269	(74,874)	222,220	(77,923)	225,269
Small Equipment	53,344	72,833	19,489	54,669	1,325	72,833
Audio Visual	40,896	21,700	(19,196)	25,100	(15,795)	21,700
Software	26,839	54,601	27,762	43,377	16,538	54,601
Computer Hardware & Peripherals	44,967	39,704	(5,263)	44,380	(587)	39,704
Farm Ticketing/Wristbands	85,671 93,932	73,788 58,334	(11,883) (35,598)	85,757 48,929	86 (45,004)	73,788 58,334
Equipment Rental	2,673,015	2,107,039	(565,976)	2,454,403	(218,612)	2,107,039
Equipment Maintenance & Supplies	295,084	242,638	(52,446)	265,343	(29,740)	242,638
Uniforms & Laundry	133,402	92,808	(40,594)	100,021	(33,381)	92,808
Subtotal	4,169,680	3,385,242	(784,438)	3,897,345	(272,336)	3,385,242
Facility and Related:						
Maintenance of Buildings/Grounds	578,306	299,502	(278,804)	365,000	(213,306)	299,502
Utilities Trash/Waste Removal	1,273,434	1,204,741	(68,693)	1,250,084	(23,349)	1,204,741
Rental of Facilities	1,579,572	1,822,112 1,000	242,540 1,000	1,615,183	35,611 -	1,822,112 1,000
Special Repairs	935,092	558,700	(376,392)	900,448	(34,644)	558,700
Subtotal	4,366,404	3,886,055	(480,349)	4,130,716	(235,688)	3,886,055

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32nd D A A - OC Fair & Event Center Statement of Operations - Detailed (Unaudited) December 31, 2018 and 2017

	2018 Year to Date Amount	Budget Year to Date Amount	Budget Variance	2017 Year to Date Amount	Year over Year Variance	Full 2018 Budget
Publicity and Related:	Amount	Amount	variance	Amount	variance	buuget
Photography	19,025	15,446	(3,579)	14,556	(4,469)	15,446
Newsletters	-	2,000	2,000	-	-	2,000
Contests	1,775	780	(995)	354	(1,421)	780
Printing	143,079	185,616	42,537	161,867	18,788	185,616
Advertising - Outdoor	266,817	255,889	(10,928)	252,980	(13,837)	255,889
Advertising - Radio	307,382	414,050	106,668	345,664	38,282	414,050
Advertising - TV	500,215	526,389	26,174	491,640	(8,575)	526,389
Advertising - Print	154,161	164,688	10,527	206,063	51,902	164,688
Advertising - Online	356,013	217,125	(138,888)	194,435	(161,578)	217,125
Promotional Expense Brochure Printing	113,858	112,936 20,500	(922) 20,500	102,621 6,379	(11,237) 6,379	112,936 20,500
Buttons Printing	7,758	12,416	4,658	4,916	(2,842)	12,416
Media Relations	8,486	5,328	(3,158)	2,700	(5,786)	5,328
Public Relations Expense	134,566	115,449	(19,117)	106,662	(27,905)	115,449
Design & Production	-	8,700	8,700	6,238	6,238	8,700
Sponsorships	389,539	293,700	(95,839)	319,910	(69,629)	293,700
Special Projects	179,893	237,538	57,645	6,217	(173,676)	237,538
Subtotal	2,582,567	2,588,550	5,983	2,223,202	(359,365)	2,588,550
Self-Produced Events Attractions Expense:						
Arena/Hangar Acts	623,510	610,000	(13,510)	616,190	(7,320)	610,000
Grounds Acts	649,220	567,530	(81,690)	560,043	(89,177)	567,530
Major Acts	4,475,545	4,400,000	(75,545)	3,564,200	(911,345)	4,400,000
Attractions Expense	232,640	124,098	(108,542)	93,916	(174,801)	124,098
Subtotal	5,980,915	5,701,628	(279,287)	4,834,349	(1,182,643)	5,701,628
Other Self-Produced Event Expense:						
Competition Handbook	1,249	1,246	(3)	1,246	(3)	1,246
Jr. Livestock Auction Costs	298,738	277,138	(21,600)	277,238	(21,500)	277,138
Subtotal	299,987	278,384	(21,603)	278,484	(21,503)	278,384
Premium Expense:			((22 -2-)	
Cash Premiums	115,073	99,386	(15,687)	91,286	(23,787)	99,386
Trophies, Ribbons	32,186	11,268	(20,918)	20,985	(11,201)	11,268
Subtotal	147,259	110,654	(36,605)	112,271	(34,988)	110,654
Other Operating Expenses:					, <u>-</u>	
Cash Shortages/(Overages)	20,269	18,693	(1,576)	12,232	(8,037)	18,693
Dues & Subscriptions	62,174	69,420	7,246	49,620	(12,554)	69,420
Bank Charges	459,393	364,748	(94,645)	403,567	(55,826)	364,748
Miscellaneous Expense Subtotal	169,083 715,507	161,185 614,046	(7,898) (101,461)	140,229 609,230	(28,853) (106,277)	161,185 614,046
TOTAL OREDATING EVENING	·	,			, , ,	•
TOTAL OPERATING EXPENSE	41,661,064	39,653,381	(2,007,683)	36,284,118	(5,376,946)	39,653,381
Non-Operating Expenses						
Depreciation Expense	3,446,526	3,300,000	(146,526)	3,279,919	(166,608)	3,300,000
Major Projects	401,710	340,000	(61,710)	774,194	372,484	340,000
Net Pension Adjustment - GASB 68	609,476	900,000	290,524	(930,051)	(1,539,527)	900,000
Prior Year Expense TOTAL NON-OPERATING EXPENSE	244,235 4,702,923	8,156 4,548,156	(236,079) (1 54,767)	144,517 3,268,579	(99,718) (1,434,344)	8,156 4,548,156
				-		
TOTAL EXPENSES	46,363,987	44,201,537	(2,162,450)	39,552,697	(6,811,290)	44,201,537
NET PROCEEDS	\$ 3,703,258	\$ 4,025,531	\$ (322,273)	\$ 6,665,883	\$ (2,962,624)	\$ 4,025,531

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32nd District Agricultural Association OC Fair & Event Center Costa Mesa, CA

Statement of Cash Flows (Unaudited) For the Year Ended December 31, 2018 and 2017

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Excess of Expenses Over Revenues	\$ 3,703,258	\$ 6,665,883
Adjustment to Reconcile Excess of Revenue Over Expenses to Net Cash Provided by Operating Activities:		
Non-Cash Charges (Credits) to Net Income Depreciation Expense	\$ 3,431,002	\$ 3,301,129
(Increase) Decrease in Assets (Increase) Decrease in Accounts Receivable (Increase) Decrease in Prepaid Expenses (Increase) Decrease in Deferred Outflows - Pension	(323,583) (67,557) (1,156,325)	(326,924) (28,056) (2,270,700)
Increase (Decrease) in Liabilities Increase (Decrease) in Accounts Payable Increase (Decrease) in Deferred Revenue Increase (Decrease) in Payroll Liabilities Increase (Decrease) in Deposits Increase (Decrease) in Other Liabilities Increase (Decrease) in Compensated Absence Liability Increase (Decrease) in Deferred Inflows - Pension Increase (Decrease) in Net Pension Liability	473,900 353,589 184,538 119,198 (436,674) 90,866 127,295 1,638,506	(319,552) (209,368) 42,687 27,102 0 51,188 (401,419) 1,742,069
Total Adjustments	\$ 4,434,755	\$ 1,608,156
Net Cash Provided (Used) by Operating Activities	\$ 8,138,013	\$ 8,274,039
CASH FLOWS FROM INVESTING ACTIVITES		
(Increase) Decrease in Capital Projects in Progress (Increase) Decrease in Building & Improvements (Increase) Decrease in Equipment	\$ 1,502,423 (2,804,094) (183,087)	\$ 2,402,592 (5,319,536) 13,412
Net Cash Provided (Used) by Investing Activities	\$ (1,484,758)	\$ (2,903,532)
CASH FLOWS FROM FINANCING ACTIVITIES Net Cash Provided (Used) by Financing Activities	0_	 0
NET INCREASE (DECREASE) IN CASH	\$ 6,653,255	\$ 5,370,507
Cash and Cash Equivalent - Beginning of Period	43,577,495	38,206,988
Cash and Cash Equivalent - End of Period	\$ 50,230,750	\$ 43,577,495

32nd DAA - OC Fair & Event Center Capital Expenditures & Major Projects Spending (Unaudited) For the Year Ended December 31, 2018

Description	Þ	2018 Approved Budget	c	2018 Spending		
•		Duaget		pending	<u> </u>	Budget
Buildings and Improvements	Ф		φ	1.670	Φ	(1.670)
Roof - Building 14	\$	-	\$	1,670	\$	(1,670)
Bioswale - Internal Storm Water Mgmt.		300,000		-		300,000
Heroes Hall - (Retention held)		20,000		20,000		- (E0.07E)
(2) Irrigation Pumps - PacAmp Berm		-		52,875		(52,875)
Restroom Remodel - Maintenance		50,000		53,103		(3,103)
Chain Link Fence - Arlington		180,000		181,665		(1,665)
HVAC Repair - Huntington Bldg.		50,000		51,967		(1,967)
ADA Sidewalk Access - Heroes Hall		20,000		10,695		9,305
Storage Expansion - Lot G		30,000		25,597		4,403
Chicken Coop - Centennial Farm		28,000		-		28,000
Replace Sikaflex - Main Mall		50,000		-		50,000
Property Site Survey		80,000		-		80,000
Master Site Plan		50,000		-		50,000
HVAC Retrofit - Costa Mesa Bldg.		60,000		51,967		8,033
Seal & Stripe - Parking Lot		150,000		173,875		(23,875)
Parking Lot Repairs - Exterior		100,000		97,392		2,608
Parking Lot Repairs - Interior		350,000		331,943		18,057
Store Front Doors - Bldg. 12,14,& 16		60,000		29,185		30,815
Asphalt Replacement - ASA		40,000		24,765		15,235
Property Signage		100,000		-		100,000
Fire Alarm System - Equestrian Center		<u>-</u>		75,812		(75,812)
Total Buildings and Improvements		1,718,000		1,182,511	_\$	535,489
Furniture & Equipment						
Taylor Dunn Carts	\$	-	\$	12,044	\$	(12,044)
Forklift	Ψ	150,000	*	139,644	*	10,356
Hydraulic Power Lift		15,000		7,970		7,030
Utility Cart Cabs		5,000		-		5,000
TimeCenter Software		40,000		-		40,000
Time Scheduling Software		37,000		-		37,000
Storm Drain Catch System		15,000		-		15,000
Network & Server Upgrades	_	135,000		65,134	_	69,866
Total Furniture & Equipment	\$	397,000	\$	224,792	\$	172,208

32nd DAA - OC Fair & Event Center Capital Expenditures & Major Projects Spending (Unaudited) For the Year Ended December 31, 2018

Description	2018 Approved Budget	2018 Spending	2018 Remaining Budget
	<u> </u>		
Major Projects			
Silo Furniture	\$ -	\$ 2,943	\$ (2,943)
Fair Material	-	4,940	(4,940)
AV Equipment	18,000	18,000	-
F & E Administration	-	17,498	(17,498)
Fence Replacement - PacAmp	15,000	14,000	1,000
Wrought Iron Fence - PacAmp	25,000	22,770	2,230
Sewer Repair - Triangle Square	7,000	-	7,000
Master Site Plan	-	73,750	(73,750)
CEQA/Environmental Impact Report	250,000	-	250,000
Furniture & Equipment	25,000	21,996	3,004
Staging - Hangar	50,000	7,162	42,838
Water Intrusion Repair - Admin Bldg.	30,000	1,140	28,860
Equip - Migrant Agricultural Memorial	50,000	4,697	45,303
Wi-Fi Upgrade	60,000	40,264	19,736
Umbrellas	10,000	9,698	302
Equipment - Exhibit	90,000	46,959	43,041
Cable Ramps	12,000	12,891	(891)
2-Yard Trash Dumpsters	25,000	24,401	599
Electrical Storage Containers	8,000	7,309	691
Picnic Tables	15,000	15,516	(516)
Stantions	7,000	6,889	111
Carnival Repairs		27,980	(27,980)
Total Major Projects	\$ 697,000	\$ 380,803	\$ 316,197
TOTAL CAPITAL BUDGET & MAJOR PROJECTS	\$ 2,812,000	\$ 1,788,106	\$ 1,023,894
Contingency Fund	\$ 151,000	\$ 60,836	\$ 90,164
TOTAL CAPITAL BUDGET, MAJOR PROJECTS & CONTINGENCY FUNDS	\$ 2,963,000	\$ 1,848,942	\$ 1,114,058