

**32nd D A A - OC Fair & Event Center
Statement of Operations - Budget 2020**

	<u>Full 2020 Budget</u>
OCFEC-PRODUCED EVENT REVENUE	
ADMISSIONS TO GROUNDS	
Gate Admissions	\$ 8,550,000
Advance Admissions	<u>3,267,278</u>
Subtotal	11,817,278
COMMERCIAL SPACE RENTALS	
	<u>1,419,635</u>
CARNIVAL & CONCESSIONS	
Carnival	4,109,750
Concessions	<u>9,058,943</u>
Subtotal	13,168,693
EXHIBITS REVENUE	
Entry Fees	83,293
Exhibit Awards	3,732
Garden Classes & Misc Sales	<u>14,451</u>
Subtotal	101,476
ATTRACTIONS REVENUE	
	<u>7,963,108</u>
MISC OCFEC-PRODUCED EVENT REVENUE	
Parking	2,571,795
Sponsorships	1,896,750
Livestock Auction Receipts	293,609
Camping	131,200
Exhibitor Fees	42,600
Miscellaneous Other Self Produced Revenue	-
Subtotal	<u>4,935,954</u>
TOTAL OCFEC-PRODUCED EVENT REVENUE	
	<u>39,406,144</u>
RENTAL REVENUE	
RENTAL OF FACILITIES	
Grounds Wide Rentals	42,300
Building 10	349,300
Building 12	158,100
Building 14	126,500
Building 16	136,800
The Hangar	243,900
Parade of Products	103,400

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Breezeway	89,800
Wine Courtyard	2,000
Silo Building	2,600
Millennium Barn	7,100
Little Theater	11,400
Baja Blues Restaurant	14,400
Parking Lot	2,319,119
Lawns	10,500
Event Camping	53,500
Festival Grounds	44,700
Mall	67,600
Grandstand Arena	20,800
Trailer Rallies	1,500
Individual Camping	47,800
Pacific Amphitheater	12,400
Subtotal	<u>3,865,519</u>
 OTHER RENTAL EVENT REVENUES	
Interim Admissions	257,600
Interim Parking	2,832,300
Revenue from Personnel Services	1,924,072
Equipment Rentals	867,900
Year-Round Concessions	1,048,600
Outside Caterers	309,400
Outdoor Signs	48,480
Subtotal	<u>7,288,352</u>

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EQUESTRIAN CENTER REVENUES	
Stall Rentals	137,750
Subtotal	<u>137,750</u>
OTHER RENTAL REVENUES	
Miscellaneous Rental Revenues	195,024
Subtotal	<u>195,024</u>
TOTAL RENTAL REVENUE	<u>11,486,645</u>
TOTAL OPERATING REVENUE	<u>50,892,789</u>
NON-OPERATING REVENUE	
Interest Earnings	1,230,000
Discounts Earned	20,000
Grants	45,000
Donations	49,800
Prior Year Revenue	-
TOTAL NON-OPERATING REVENUE	<u>1,344,800</u>
TOTAL REVENUE	<u>52,237,589</u>
OPERATING EXPENSES	
Payroll and Related:	
Salaries/Wages - Permanents	7,996,978
Salaries/Wages - Overtime	96,609
Salaries/Wages - Temporaries	6,547,064
Employee Benefits	5,761,040
Travel Expense	120,944
Training and Recruiting Expense	74,850
Subtotal	<u>20,597,485</u>
Professional Services:	
Professional Services	6,708,416
Judges	42,605
Subtotal	<u>6,751,021</u>
Directors Expense:	
Directors Expense	1,500

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Directors Mtg Expense	<u>20,100</u>
Subtotal	<u>21,600</u>
Insurance Expense	425,105
Telephone & Postage	225,450
Supplies and Equipment:	
Office Supplies	132,842
Signs/Banners	172,485
Decorations/Props	276,635
Small Equipment	49,680
Audio Visual	13,850
Software	37,360
Computer Hardware & Peripherals	33,500
Farm	86,150
Ticketing/Wristbands	99,296
Equipment Rental	2,415,973
Equipment Maintenance & Supplies	231,019
Uniforms & Laundry	<u>109,492</u>
Subtotal	<u>3,658,283</u>
Facility and Related:	
Maintenance of Buildings/Grounds	331,950
Utilities	1,347,399
Trash/Waste Removal	1,696,600
Rental of Facilities	-
Special Repairs	<u>575,600</u>
Subtotal	<u>3,951,549</u>

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Publicity and Related:	
Photography	20,400
Newsletters	-
Contests	-
Printing	113,330
Advertising - Outdoor	289,000
Advertising - Radio	295,000
Advertising - TV	500,000
Advertising - Print	101,980
Advertising - Online	537,000
Promotional Expense	111,352
Brochure Printing	10,600
Buttons Printing	10,000
Media Relations	10,000
Public Relations Expense	161,150
Design & Production	6,000
Sponsorships	369,650
Special Projects	<u>35,500</u>
Subtotal	2,570,962
Self-Produced Events Attractions Expense:	
Arena/Hangar Acts	650,000
Grounds Acts	594,734
Major Acts	5,135,000
Attractions Expense	<u>153,452</u>
Subtotal	6,533,186
Other Self-Produced Event Expense:	
Competition Handbook	30,420
Jr. Livestock Auction Costs	<u>280,910</u>
Subtotal	311,330
Premium Expense:	
Cash Premiums	117,700
Trophies, Ribbons	<u>27,200</u>
Subtotal	144,900
Other Operating Expenses:	
Cash Shortages/(Overages)	8,670
Dues & Subscriptions	58,475
Bank Charges	478,593

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Miscellaneous Expense	<u>285,139</u>
Subtotal	<u>830,877</u>
TOTAL OPERATING EXPENSE	<u>46,021,748</u>
Non-Operating Expenses	
Depreciation Expense	3,300,000
Major Projects	511,000
Net Pension Adjustment - GASB 68	600,000
Prior Year Expense	-
TOTAL NON-OPERATING EXPENSE	<u>4,411,000</u>
TOTAL EXPENSES	<u>50,432,748</u>
NET PROCEEDS	<u><u>\$ 1,804,841</u></u>