



The following financial reports as of February 29, 2020 and February 28, 2019 are enclosed for your reference.

Statement of Operations

YTD February 2020 revenue is favorable to budget by \$188k. This favorability is carried over from January 2020, as February revenue is basically flat compared to budget.

Looking forward to March 2019, we expect this favorability to disappear completely as a result of the response to COVID-19. We anticipate this unfavorable variance to be offset somewhat by a decrease in expenses, as adjustments are being made to manage the business.

Total expenses for YTD February 2020 are favorable to budget by \$1.2M. Of this amount, \$650k is from Major Projects and Community Engagement Fund. These two accounts were “front-loaded” into January. The favorability here will decrease during the year as projects are completed, and as funds are allocated to projects.

Additionally, Payroll and related expenses were favorable to budget by \$284k. This is due primarily to open positions and the tax and benefit savings on those positions. Professional Services contributed \$139k to our favorable status, due in part to timing differences in expenditures, software expenses coming in less than anticipated, and the resolution of open items from December.

For the YTD period ending February 29, 2020, YTD net proceeds are favorable to the budget by \$1,445k.

Balance Sheet

As of February 29, 2020 Accounts Receivable was \$2.3M vs. \$1M at the end of February of the prior year.

Deferred Revenues were \$3.8M compared to \$2.9M in the prior year.

In December 2019, we recorded our liability under SB84, \$1.7M. The balance is unchanged as of February 2020, and will continue to show a change from the prior year until we reach December 2020.

Statement of Cash Flows

As of February 29, 2020, OC FEC's Cash and Investments remained at \$54M vs. \$50M a year ago, a decrease of \$628K from December 31, 2019. Surplus cash is invested in the State LAIF account.

32nd D A A - OC Fair & Event Center
Balance Sheet (Unaudited)
February 29, 2020 and 2019

	2020	2019
Assets		
Cash	\$ 3,052,109	\$ 2,013,024
Investments	51,255,686	48,250,159
Accounts Receivable	2,345,651	1,116,261
Reserve for Bad Debt	(47,559)	(26,779)
Prepaid Expenses	221,702	117,775
Deferred Outflows - Pension	4,984,585	5,488,718
Total Assets	61,812,174	56,959,158
Capital Projects in Process	1,203,332	430,235
Land	133,553	133,553
Buildings and Improvements	96,735,428	95,875,663
Equipment	8,053,898	7,509,743
Accumulated Depreciation	(58,416,990)	(55,009,983)
Total Capital	47,709,221	48,939,211
Total Assets	\$ 109,521,395	\$ 105,898,369
Liabilities		
Accounts Payable	663,116	699,457
Deferred Revenue	3,795,921	2,930,952
Payroll Liabilities	637,899	629,429
Deposits	69,243	153,110
Loan Payable - SB84	1,739,579	-
Compensated Absences Liability	1,119,650	1,078,416
Deferred Inflows - Pension	630,841	163,845
Pension Liability	15,722,914	17,556,172
Total Liabilities	24,379,163	23,211,381
Net Resources		
Investment in Capital Assets	47,709,221	48,939,211
Net Resources - Designated Use	504,460	563,003
Net Resources - Available for Operations	50,310,061	47,071,009
Unrestricted Net Position - Pension	(11,369,170)	(12,231,299)
Net Resources - Auction Fund	(17,315)	(5,822)
	87,137,257	84,336,102
Net Proceeds from Operations	(1,995,025)	(1,649,113)
Total Net Resources	85,142,232	82,686,989
Total Liabilities and Net Resources	\$ 109,521,395	\$ 105,898,370

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

**Statement of Cash Flows (Unaudited)
For the Two Months Ended February 29, 2020**

	<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES	
Excess of Expenses Over Revenues	<u>\$ (1,995,025)</u>
Adjustment to Reconcile Excess of Revenue Over Expenses to Net Cash Provided by Operating Activities:	
Non-Cash Charges (Credits) to Net Income	
Depreciation Expense	\$ 550,000
(Increase) Decrease in Assets	
(Increase) Decrease in Accounts Receivable	(699,221)
(Increase) Decrease in Prepaid Expenses	(61,961)
(Increase) Decrease in Deferred Outflows - Pension	0
Increase (Decrease) in Liabilities	
Increase (Decrease) in Accounts Payable	(454,773)
Increase (Decrease) in Deferred Revenue	2,293,069
Increase (Decrease) in Payroll Liabilities	750
Increase (Decrease) in Deposits	25,500
Increase (Decrease) in Other Liabilities	0
Increase (Decrease) in Compensated Absence Liability	(52,136)
Increase (Decrease) in Deferred Inflows - Pension	0
Increase (Decrease) in Net Pension Liability	0
Total Adjustments	<u>\$ 1,601,228</u>
Net Cash Provided (Used) by Operating Activities	<u>\$ (393,797)</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
(Increase) Decrease in Capital Projects in Progress	\$ (234,524)
(Increase) Decrease in Building & Improvements	0
(Increase) Decrease in Equipment	0
(Increase) Decrease in Equipment	0
Net Cash Provided (Used) by Investing Activities	<u>\$ (234,524)</u>
CASH FLOWS FROM FINANCING ACTIVITIES	
Net Cash Provided (Used) by Financing Activities	<u>0</u>
NET INCREASE (DECREASE) IN CASH	\$ (628,321)
Cash and Cash Equivalent - Beginning of Period	<u>54,936,116</u>
Cash and Cash Equivalent - End of Period	<u><u>\$ 54,307,795</u></u>

32nd D A A - OC Fair & Event Center
Statement of Operations - Detailed (Unaudited)
February 29, 2020 and 2019

	2020 Year to Date Amount	Budget Year to Date Amount	Budget Variance	2019 Year to Date Amount	Year Over Year Variance	Full 2020 Budget
OCFEC-PRODUCED EVENT REVENUE						
ADMISSIONS TO GROUNDS						
Gate Admissions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,550,000
Advance Admissions	-	-	-	-	-	3,267,278
Subtotal	-	-	-	-	-	11,817,278
COMMERCIAL SPACE RENTALS						
	-	-	-	-	-	1,419,635
CARNIVAL & CONCESSIONS						
Carnival	-	-	-	-	-	4,109,750
Concessions	164	134	31	134	31	9,058,943
Subtotal	164	134	31	134	31	13,168,693
EXHIBITS REVENUE						
Entry Fees	11,431	-	11,431	3,359	8,072	83,293
Exhibit Awards	-	-	-	-	-	3,732
Garden Classes & Misc Sales	2,265	360	1,905	3,680	(1,415)	14,451
Subtotal	13,696	360	13,336	7,039	6,657	101,476
ATTRACTIONS REVENUE						
	-	-	-	98,419	(98,419)	7,963,108
MISC OCFEC-PRODUCED EVENT REVENUE						
Parking	-	-	-	-	-	2,571,795
Sponsorships	-	-	-	32,445	(32,445)	1,896,750
Livestock Auction Receipts	-	-	-	-	-	293,609
Camping	-	-	-	-	-	131,200
Exhibitor Fees	-	-	-	-	-	42,600
Miscellaneous Other Self Produced Revenue	-	-	-	510,000	(510,000)	-
Subtotal	-	-	-	542,445	(542,445)	4,935,954
TOTAL OCFEC-PRODUCED EVENT REVENUE	13,860	494	13,367	648,036	(634,176)	39,406,144
RENTAL REVENUE						
RENTAL OF FACILITIES						
Grounds Wide Rentals	-	-	-	-	-	42,300
Building 10	79,094	79,100	(6)	60,244	18,850	349,300
Building 12	18,975	28,300	(9,325)	19,225	(250)	158,100
Building 14	38,125	44,200	(6,075)	31,238	6,888	126,500
Building 16	12,925	21,100	(8,175)	20,475	(7,550)	136,800
The Hangar	48,013	22,600	25,413	31,100	16,913	243,900
Parade of Products	18,963	14,300	4,663	13,825	5,138	103,400
Breezeway	-	-	-	-	-	89,800
Wine Courtyard	-	-	-	-	-	2,000
Silo Building	390	200	190	180	210	2,600
Millennium Barn	-	-	-	-	-	7,100
Little Theater	-	-	-	-	-	11,400
Baja Blues Restaurant	-	-	-	-	-	14,400
Parking Lot	355,604	362,334	(6,730)	346,079	9,525	2,319,119
Lawns	500	500	-	500	-	10,500
Event Camping	5,085	1,200	3,885	1,951	3,135	53,500
Festival Grounds	-	-	-	-	-	44,700
Mall	5,950	5,900	50	5,775	175	67,600
Grandstand Arena	-	-	-	-	-	20,800
Trailer Rallies	800	1,100	(300)	1,110	(310)	1,500
Individual Camping	16,250	8,800	7,450	8,825	7,425	47,800
Pacific Amphitheater	-	-	-	-	-	12,400
Subtotal	600,673	589,634	11,039	540,526	60,147	3,865,519
OTHER RENTAL EVENT REVENUES						
Interim Admissions	-	-	-	-	-	257,600
Interim Parking	299,371	300,062	(691)	275,037	24,334	2,832,300
Revenue from Personnel Services	238,821	208,600	30,221	187,802	51,019	1,924,072
Equipment Rentals	107,529	94,300	13,229	84,491	23,038	867,900
Year-Round Concessions	78,674	62,300	16,374	58,515	20,158	1,048,600
Outside Caterers	41,216	35,200	6,016	36,512	4,704	309,400
Outdoor Signs	8,000	8,000	-	8,000	-	48,480
Subtotal	773,611	708,462	65,149	650,358	123,253	7,288,352

32nd D A A - OC Fair & Event Center
Statement of Operations - Detailed (Unaudited)
February 29, 2020 and 2019

	2020 Year to Date Amount	Budget Year to Date Amount	Budget Variance	2019 Year to Date Amount	Year Over Year Variance	Full 2020 Budget
EQUESTRIAN CENTER REVENUES						
Stall Rentals	22,846	21,600	1,246	22,217	629	137,750
Subtotal	22,846	21,600	1,246	22,217	629	137,750
OTHER RENTAL REVENUES						
Miscellaneous Rental Revenues	7,979	7,600	379	17,058	(9,080)	195,024
Subtotal	7,979	7,600	379	17,058	(9,080)	195,024
TOTAL RENTAL REVENUE	1,405,109	1,327,296	77,813	1,230,159	174,950	11,486,645
TOTAL OPERATING REVENUE	1,418,969	1,327,790	91,179	1,878,195	(459,226)	50,892,789
NON-OPERATING REVENUE						
Interest Earnings	194,687	200,000	(5,313)	190,870	3,818	1,230,000
Discounts Earned	3,304	-	3,304	5,345	(2,041)	20,000
Grants	-	-	-	17,983	(17,983)	45,000
Donations	1,512	800	712	1,156	356	49,800
Prior Year Revenue	98,661	-	98,661	18,000	80,661	-
TOTAL NON-OPERATING REVENUE	298,164	200,800	97,364	233,354	64,810	1,344,800
TOTAL REVENUE	1,717,133	1,528,590	188,543	2,111,549	(394,416)	52,237,589
OPERATING EXPENSES						
Payroll and Related:						
Salaries/Wages - Permanents	1,102,389	1,286,730	184,341	1,092,982	(9,407)	7,996,978
Salaries/Wages - Overtime	7,553	8,904	1,351	7,811	257	96,609
Salaries/Wages - Temporaries	380,461	350,214	(30,247)	353,569	(26,892)	6,547,064
Employee Benefits	756,234	845,506	89,271	696,341	(59,894)	5,761,040
Travel Expense	12,954	40,755	27,801	19,884	6,930	120,944
Training and Recruiting Expense	4,311	15,825	11,514	6,167	1,856	74,850
Subtotal	2,263,903	2,547,934	284,031	2,176,753	(87,150)	20,597,485
Professional Services:						
Professional Services	203,671	345,241	141,570	271,745	68,074	6,708,416
Judges	1,572	-	(1,572)	-	(1,572)	42,605
Subtotal	205,243	345,241	139,998	271,745	66,502	6,751,021
Directors Expense:						
Directors Expense	123	250	127	161	37	1,500
Directors Mtg Expense	3,804	3,350	(454)	5,587	1,783	20,100
Subtotal	3,928	3,600	(328)	5,748	1,820	21,600
Insurance Expense	70,685	70,400	(285)	66,250	(4,435)	425,105
Telephone & Postage	34,649	32,855	(1,794)	35,227	578	225,450
Supplies and Equipment:						
Office Supplies	14,900	13,662	(1,238)	13,020	(1,880)	132,842
Signs/Banners	14,406	10,450	(3,956)	5,663	(8,742)	172,485
Decorations/Props	6,290	32,350	26,060	10,513	4,223	276,635
Small Equipment	3,333	17,630	14,297	3,236	(96)	49,680
Audio Visual	182	6,000	5,818	6,478	6,297	13,850
Software	1,955	4,650	2,695	11,545	9,590	37,360
Computer Hardware & Peripherals	16,555	18,250	1,695	12,694	(3,861)	33,500
Farm	8,486	16,200	7,714	7,929	(557)	86,150
Ticketing/Wristbands	8,627	5,948	(2,679)	5,948	(2,679)	99,296
Equipment Rental	13,742	31,150	17,408	27,286	13,543	2,415,973
Equipment Maintenance & Supplies	34,607	28,320	(6,287)	33,412	(1,195)	231,019
Uniforms & Laundry	13,270	29,540	16,270	12,510	(760)	109,492
Subtotal	136,352	214,150	77,797	150,234	13,882	3,658,283
Facility and Related:						
Maintenance of Buildings/Grounds	53,576	59,450	5,874	72,083	18,507	331,950
Utilities	86,107	113,047	26,940	106,247	20,140	1,347,399
Trash/Waste Removal	132,256	101,020	(31,236)	88,764	(43,492)	1,696,600
Rental of Facilities	-	-	-	-	-	-
Special Repairs	56,550	75,200	18,650	48,304	(8,246)	575,600
Subtotal	328,489	348,717	20,228	315,397	(13,092)	3,951,549

32nd D A A - OC Fair & Event Center
Statement of Operations - Detailed (Unaudited)
February 29, 2020 and 2019

	2020 Year to Date Amount	Budget Year to Date Amount	Budget Variance	2019 Year to Date Amount	Year Over Year Variance	Full 2020 Budget
Publicity and Related:						
Photography	-	-	-	-	-	20,400
Newsletters	-	-	-	-	-	-
Contests	-	-	-	-	-	-
Printing	3,332	12,500	9,168	1,062	(2,270)	113,330
Advertising - Outdoor	1,500	1,500	-	-	(1,500)	289,000
Advertising - Radio	32,361	30,000	(2,361)	47,632	15,272	295,000
Advertising - TV	1,215	-	(1,215)	7,500	6,285	500,000
Advertising - Print	2,750	22,770	20,020	250	(2,500)	101,980
Advertising - Online	7,061	24,150	17,089	21,029	13,968	537,000
Promotional Expense	13,053	20,150	7,097	7,663	(5,390)	111,352
Brochure Printing	-	-	-	1,548	1,548	10,600
Buttons Printing	2,880	8,000	5,120	4,305	1,424	10,000
Media Relations	77	-	(77)	-	(77)	10,000
Public Relations Expense	1,168	750	(418)	18,406	17,238	11,150
Design & Production	-	-	-	-	-	6,000
Sponsorships	7,059	15,300	8,241	44,124	37,065	369,650
Special Projects	-	-	-	-	-	35,500
Subtotal	72,456	135,120	62,664	153,519	81,063	2,420,962
Self-Produced Events Attractions Expense:						
Arena/Hangar Acts	-	-	-	-	-	650,000
Grounds Acts	-	-	-	-	-	594,734
Major Acts	-	-	-	-	-	5,135,000
Attractions Expense	-	4,000	4,000	-	-	153,452
Subtotal	-	4,000	4,000	-	-	6,533,186
Other Self-Produced Event Expense:						
Competition Handbook	184	450	266	-	(184)	30,420
Jr. Livestock Auction Costs	-	-	-	4	4	280,910
Subtotal	184	450	266	4	(179)	311,330
Premium Expense:						
Cash Premiums	-	-	-	-	-	117,700
Trophies, Ribbons	-	-	-	-	-	27,200
Subtotal	-	-	-	-	-	144,900
Other Operating Expenses:						
Cash Shortages/(Overages)	(333)	300	633	(744)	(411)	8,670
Dues & Subscriptions	22,701	31,445	8,744	14,147	(8,554)	58,475
Bank Charges	12,089	23,918	11,829	10,875	(1,215)	478,593
Miscellaneous Expense	2,365	150,352	147,987	1,508	(857)	435,139
Subtotal	36,822	206,015	169,193	25,785	(11,037)	980,877
TOTAL OPERATING EXPENSE	3,152,711	3,908,481	755,771	3,200,662	47,951	46,021,748
Non-Operating Expenses						
Depreciation Expense	550,000	550,000	-	560,000	10,000	3,300,000
Major Projects	167	511,000	510,833	-	(167)	511,000
Net Pension Adjustment - GASB 68	-	-	-	-	-	600,000
Prior Year Expense	9,281	-	(9,281)	-	(9,281)	-
TOTAL NON-OPERATING EXPENSE	559,448	1,061,000	501,552	560,000	552	4,411,000
TOTAL EXPENSES	3,712,158	4,969,481	1,257,323	3,760,662	48,504	50,432,748
NET PROCEEDS	\$ (1,995,025)	\$ (3,440,892)	\$ (1,445,867)	\$ (1,649,113)	\$ (442,919)	\$ 1,804,841