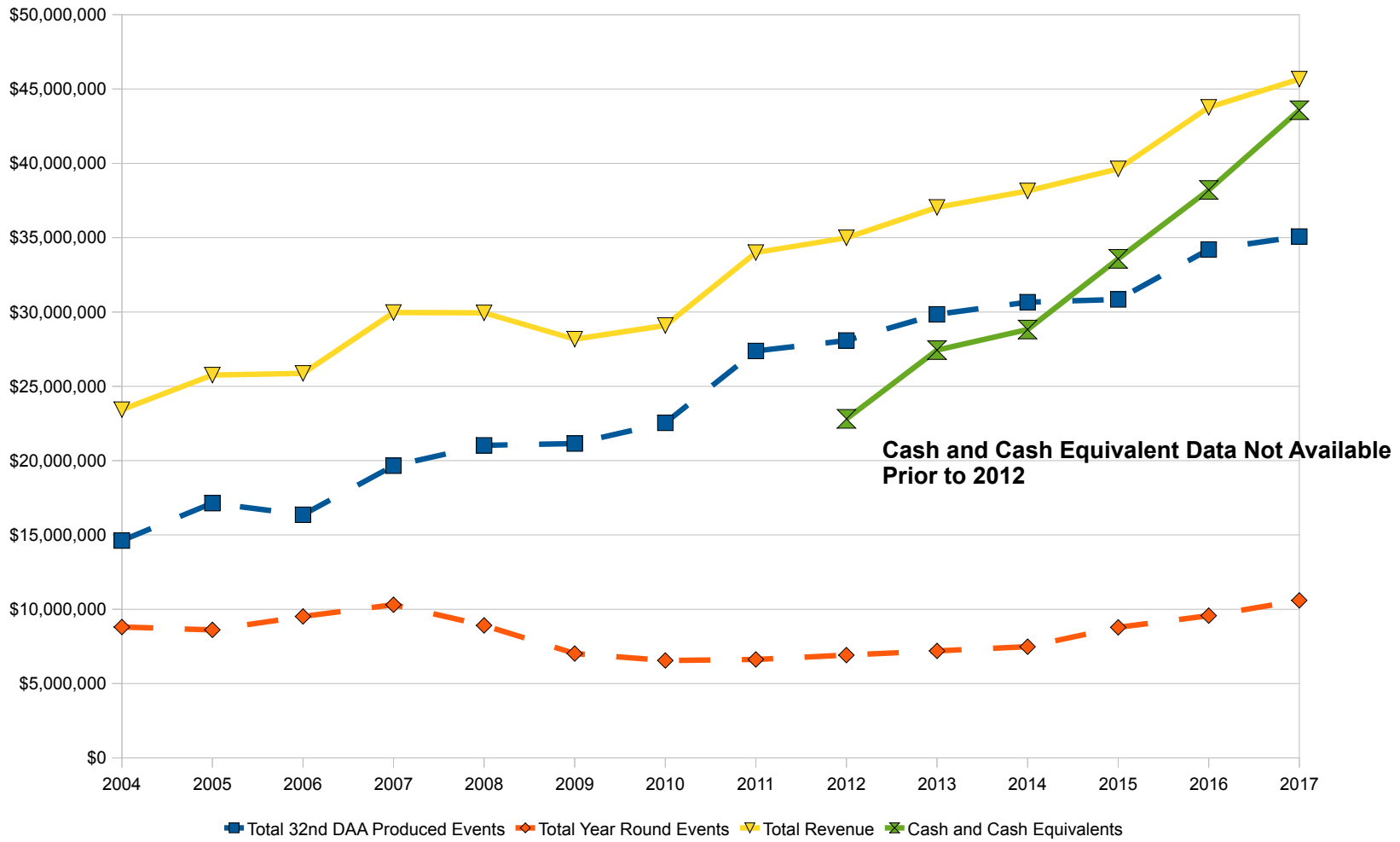


### 32nd DAA Yearly Revenues & Cash Reserves



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

**Statement of Cash Flows (Unaudited)  
For the Year Ended December 31, 2017 and 2016**

	<b>2017</b>	<b>2016</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Excess of Expenses Over Revenues	\$ 6,665,883	\$ 7,634,082
Adjustment to Reconcile Excess of Revenue Over Expenses to Net Cash Provided by Operating Activities:		
Non-Cash Charges (Credits) to Net Income		
Depreciation Expense	3,279,919	3,145,163
Prior Year Depreciation Expense	21,210	0
(Increase) Decrease in Assets		
(Increase) Decrease in Accounts Receivable	(326,924)	(30,885)
(Increase) Decrease in Prepaid Expenses	(28,056)	0
(Increase) Decrease in Notes Receivable	0	253,158
(Increase) Decrease in Deferred Expenses	0	(25,275)
(Increase) Decrease in Deferred Outflows - Pension	(2,270,700)	(225,244)
Increase (Decrease) in Liabilities		
Increase (Decrease) in Accounts Payable	(319,552)	468,246
Increase (Decrease) in Deferred Revenue	(209,368)	534,048
Increase (Decrease) in Payroll Liabilities	42,687	29,079
Increase (Decrease) in Deposits	27,102	(25,127)
Increase (Decrease) in Compensated Absence Liability	51,188	519
Increase (Decrease) in Deferred Inflows - Pension	(401,419)	(1,944,682)
Increase (Decrease) in Net Pension Liability	1,742,069	2,110,381
Total Adjustments	1,608,156	4,289,381
<b>Net Cash Provided (Used) by Operating Activities</b>	<b>8,274,039</b>	<b>11,923,463</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
(Increase) Decrease in Capital Projects in Progress	2,402,592	(3,779,084)
(Increase) Decrease in Building & Improvements	(5,319,536)	(3,017,543)
(Increase) Decrease in Equipment	13,412	(497,368)
<b>Net Cash Provided (Used) by Investing Activities</b>	<b>(2,903,532)</b>	<b>(7,293,995)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
<b>Net Cash Provided (Used) by Financing Activities</b>	<b>0</b>	<b>0</b>
<b>NET INCREASE (DECREASE) IN CASH</b>	<b>5,370,507</b>	<b>4,629,468</b>
Cash and Cash Equivalent - Beginning of Year	38,206,988	33,577,520
<b>Cash and Cash Equivalent - End of Period</b>	<b>\$ 43,577,495</b>	<b>\$ 38,206,988</b>

**32nd D A A - OC Fair & Event Center  
Balance Sheet (Unaudited)  
December 31, 2017 and 2016**

	<u>2017</u>	<u>2016</u>
<b>Assets</b>		
Cash	\$ 1,393,825	\$ 2,330,871
Investments	42,183,671	35,876,117
Accounts Receivable	660,763	331,026
Reserve for Bad Debt	(22,192)	(19,379)
Prepaid Expenses	72,914	44,858
Deferred Outflows - Pension	4,332,393	2,061,693
<b>Total Assets</b>	<b><u>48,621,374</u></b>	<b><u>40,625,186</u></b>
Capital Projects in Process	1,643,369	4,045,961
Land	133,553	133,553
Buildings and Improvements	93,071,569	87,752,033
Equipment	7,326,656	7,340,068
Accumulated Depreciation	(51,018,981)	(47,717,850)
<b>Total Capital</b>	<b><u>51,156,166</u></b>	<b><u>51,553,765</u></b>
<b>Total Assets</b>	<b><u>\$ 99,777,540</u></b>	<b><u>\$ 92,178,951</u></b>
<b>Liabilities</b>		
Accounts Payable	757,259	1,076,813
Deferred Revenue	537,039	746,407
Payroll Liabilities	439,855	397,168
Deposits	32,102	5,000
Other Liabilities	436,674	436,674
Compensated Absences Liability	987,550	936,362
Deferred Inflows - Pension	36,550	437,969
Pension Liability	15,917,666	14,175,597
<b>Total Liabilities</b>	<b><u>19,144,695</u></b>	<b><u>18,211,990</u></b>
<b>Net Resources</b>		
Investment in Capital Assets	51,156,166	51,553,765
Net Resources - Designated Use	959,341	859,341
Net Resources - Available for Operations	33,468,979	27,667,630
Unrestricted Net Position - Pension	(11,621,823)	(13,761,357)
Net Resources - Auction Fund	4,299	13,502
	<u>73,966,962</u>	<u>66,332,881</u>
Net Proceeds from Operations	6,665,883	7,634,082
<b>Total Net Resources</b>	<b><u>80,632,845</u></b>	<b><u>73,966,963</u></b>
<b>Total Liabilities and Net Resources</b>	<b><u>\$ 99,777,540</u></b>	<b><u>\$ 92,178,953</u></b>

**32nd D A A - OC Fair & Event Center**  
**Statement of Operations - Detailed (Unaudited)**  
**December 31, 2017 and 2016**

	2017 Year to Date Amount	Budget Year to Date Amount	Budget Variance	2016 Year to Date Amount	Year over Year Variance	Full 2017 Budget
<b>OCFEC-PRODUCED EVENT REVENUE</b>						
<b>ADMISSIONS TO GROUNDS</b>						
Gate Admissions	\$ 7,657,350	\$ 7,971,730	\$ (314,379)	\$ 7,185,786	\$ 471,564	\$ 7,971,730
Advance Admissions	3,421,870	3,306,678	115,192	3,306,678	115,192	3,306,678
Subtotal	11,079,220	11,278,408	(199,188)	10,492,464	586,756	11,278,408
<b>COMMERCIAL SPACE RENTALS</b>						
	1,366,431	1,357,800	8,631	1,480,745	(114,314)	1,357,800
<b>CARNIVAL &amp; CONCESSIONS</b>						
Carnival	3,676,213	3,900,000	(223,787)	3,800,659	(124,446)	3,900,000
Concessions	8,366,639	8,430,861	(64,222)	7,919,059	447,580	8,430,861
Subtotal	12,042,852	12,330,861	(288,008)	11,719,719	323,134	12,330,861
<b>EXHIBITS REVENUE</b>						
Entry Fees	80,127	69,563	10,564	76,272	3,855	69,563
Donations/Awards	4,616	5,160	(544)	5,028	(412)	5,160
Sales	20,589	42,494	(21,905)	19,919	670	42,494
Subtotal	105,332	117,217	(11,885)	101,219	4,113	117,217
<b>ATTRACTIONS REVENUE</b>						
	5,581,490	5,608,165	(26,675)	5,188,971	392,519	5,608,165
<b>MISC OCFEC-PRODUCED EVENT REVENUE</b>						
Parking	2,749,535	2,929,381	(179,846)	2,927,280	(177,746)	2,929,381
Sponsorships	1,642,276	1,949,745	(307,469)	1,749,457	(107,181)	1,949,745
Livestock Auction Receipts	291,846	320,663	(28,817)	319,957	(28,111)	320,663
Camping	95,178	91,780	3,398	84,565	10,613	91,780
Exhibitor Fees	45,890	28,300	17,590	38,800	7,090	28,300
Miscellaneous Other Self Produced Revenue	75,001	155,400	(80,399)	100,000	(24,999)	155,400
Subtotal	4,899,724	5,475,268	(575,544)	5,220,059	(320,335)	5,475,268
<b>TOTAL OCFEC-PRODUCED EVENT REVENUE</b>	<b>35,075,050</b>	<b>36,167,719</b>	<b>(1,092,669)</b>	<b>34,203,177</b>	<b>871,873</b>	<b>36,167,719</b>
<b>RENTAL REVENUE</b>						
<b>RENTAL OF FACILITIES</b>						
Facility Rental Fees	-	145,000	(145,000)	150	(150)	145,000
Grounds Wide Rentals	39,375	43,100	(3,725)	43,100	(3,725)	43,100
Building 10	350,750	315,500	35,250	309,836	40,914	315,500
Building 12	162,300	174,100	(11,800)	160,280	2,020	174,100
Building 14	122,780	109,000	13,780	122,850	(70)	109,000
Building 16	58,275	108,600	(50,325)	86,000	(27,725)	108,600
The Hangar	237,530	313,400	(75,870)	281,105	(43,575)	313,400
Parade of Products	92,725	101,400	(8,675)	95,753	(3,028)	101,400
Breezeway	34,493	73,300	(38,808)	70,800	(36,308)	73,300
Wine Courtyard	5,363	5,400	(38)	5,025	338	5,400
Silo Building	1,710	2,800	(1,090)	3,500	(1,790)	2,800
Millennium Barn	2,250	3,600	(1,350)	4,500	(2,250)	3,600
Little Theater	10,475	6,700	3,775	11,423	(948)	6,700
Baja Blues Restaurant	12,500	5,900	6,600	6,300	6,200	5,900
Livestock Office	-	-	-	5,640	(5,640)	-
Parking Lot	1,944,843	2,004,100	(59,257)	1,936,221	8,622	2,004,100
Lawns	8,750	11,400	(2,650)	46,640	(37,890)	11,400
Event Camping	84,215	56,300	27,915	66,505	17,710	56,300
Festival Grounds	35,575	36,800	(1,225)	49,885	(14,310)	36,800
Mall	53,250	45,200	8,050	51,600	1,650	45,200
Grandstand Arena	23,700	28,200	(4,500)	28,000	(4,300)	28,200
Trailer Rallies	3,490	1,700	1,790	2,230	1,260	1,700
Individual Camping	86,803	60,400	26,403	96,650	(9,847)	60,400
Pacific Amphitheater	67,075	35,100	31,975	47,750	19,325	35,100
Subtotal	3,439,026	3,687,000	(247,974)	3,531,742	(92,716)	3,687,000
<b>OTHER RENTAL EVENT REVENUES</b>						
Interim Admissions	317,483	273,900	43,583	274,292	43,191	273,900
Interim Parking	2,122,282	1,988,329	133,954	1,991,254	131,028	1,988,329
Revenue from Personnel Services	1,911,927	1,442,600	469,327	1,495,701	416,226	1,442,600
Equipment Rentals	830,284	770,400	59,884	836,661	(6,377)	770,400
Year-Round Concessions	1,080,836	854,000	226,836	787,800	293,035	854,000
Outside Caterers	265,149	220,500	44,649	251,676	13,472	220,500
Outdoor Signs	48,450	48,370	80	48,270	180	48,370
Subtotal	6,576,411	5,598,099	978,313	5,685,654	890,757	5,598,099
<b>EQUESTRIAN CENTER REVENUES</b>						
Stall Rentals	144,345	146,587	(2,242)	117,864	26,481	146,587
Subtotal	144,345	146,587	(2,242)	117,864	26,481	146,587

**32nd D A A - OC Fair & Event Center  
Statement of Operations - Detailed (Unaudited)  
December 31, 2017 and 2016**

	2017 Year to Date Amount	Budget Year to Date Amount	Budget Variance	2016 Year to Date Amount	Year over Year Variance	Full 2017 Budget
<b>OTHER OPERATING REVENUES</b>						
Discounts Earned	32,597	24,000	8,597	27,975	4,622	24,000
Miscellaneous	400,620	95,761	304,859	204,090	196,530	95,761
Subtotal	433,216	119,761	313,455	232,064	201,152	119,761
<b>TOTAL RENTAL REVENUE</b>	<b>10,592,999</b>	<b>9,551,447</b>	<b>1,041,552</b>	<b>9,567,324</b>	<b>1,025,674</b>	<b>9,551,447</b>
<b>TOTAL OPERATING REVENUE</b>	<b>45,668,048</b>	<b>45,719,165</b>	<b>(51,117)</b>	<b>43,770,501</b>	<b>1,897,547</b>	<b>45,719,165</b>
<b>NON-OPERATING REVENUE</b>						
Interest Earnings	374,189	143,000	231,189	190,893	183,297	143,000
Grants	159,423	95,308	64,114	8,970	150,453	95,308
Other Non-Operating Revenue	4,125	-	4,125	112,500	(108,375)	-
Prior Year Revenue	12,794	-	12,794	2,191	10,603	-
<b>TOTAL NON-OPERATING REVENUE</b>	<b>550,531</b>	<b>238,308</b>	<b>312,223</b>	<b>314,554</b>	<b>235,978</b>	<b>238,308</b>
<b>TOTAL REVENUE</b>	<b>46,218,579</b>	<b>45,957,473</b>	<b>261,106</b>	<b>44,085,055</b>	<b>2,133,525</b>	<b>45,957,473</b>
<b>OPERATING EXPENSES</b>						
Payroll and Related:						
Salaries/Wages - Permanents	5,678,432	5,994,323	315,891	5,247,469	(430,962)	5,994,323
Salaries/Wages - Overtime	113,228	68,660	(44,568)	103,122	(10,106)	68,660
Salaries/Wages - Temporaries	5,134,775	5,055,935	(78,840)	4,696,230	(438,544)	5,055,935
Employee Benefits	3,835,671	4,169,876	334,205	3,536,223	(299,448)	4,169,876
Travel Expense	65,545	116,505	50,960	52,396	(13,149)	116,505
Training and Recruiting Expense	81,003	109,341	28,338	69,561	(11,443)	109,341
Subtotal	14,898,921	15,514,640	615,719	13,701,737	(1,197,183)	15,514,640
Professional Services:						
Professional Services	4,776,036	4,500,000	(276,036)	3,356,007	(1,420,028)	4,500,000
Judges	36,470	29,993	(6,477)	33,559	(2,911)	29,993
Subtotal	4,812,505	4,529,993	(282,513)	3,389,566	(1,422,939)	4,529,993
Directors Expense:						
Directors Expense	10,161	7,000	(3,161)	3,568	(6,593)	7,000
Directors Mtg Expense	13,873	12,000	(1,873)	14,969	1,095	12,000
Subtotal	24,034	19,000	(5,034)	18,537	(5,497)	19,000
Insurance Expense	266,187	406,053	139,866	297,267	31,081	406,053
Telephone & Postage	196,875	185,646	(11,229)	182,300	(14,574)	185,646
Supplies and Equipment:						
Office Supplies	291,505	158,010	(133,495)	199,982	(91,523)	158,010
Signs/Banners	261,640	130,436	(131,204)	97,931	(163,708)	130,436
Decorations/Props	222,220	225,247	3,028	160,626	(61,594)	225,247
Small Equipment	54,669	38,552	(16,118)	43,641	(11,029)	38,552
Audio Visual	25,100	43,560	18,460	12,989	(12,112)	43,560
Software	43,377	55,691	12,314	61,473	18,095	55,691
Computer Hardware & Peripherals	44,380	40,455	(3,925)	26,558	(17,822)	40,455
Farm	85,757	81,748	(4,010)	81,454	(4,304)	81,748
Ticketing/Wristbands	48,929	53,232	4,303	91,828	42,900	53,232
Equipment Rental	2,454,403	2,628,389	173,986	2,673,983	219,581	2,628,389
Equipment Maintenance & Supplies	265,343	208,491	(56,852)	250,054	(15,290)	208,491
Uniforms & Laundry	100,021	89,654	(10,367)	63,596	(36,425)	89,654
Subtotal	3,897,345	3,753,465	(143,880)	3,764,114	(133,231)	3,753,465
Facility and Related:						
Maintenance of Buildings/Grounds	365,000	275,196	(89,804)	295,270	(69,730)	275,196
Utilities	1,250,084	1,352,814	102,730	1,145,684	(104,401)	1,352,814
Trash/Waste Removal	1,615,183	1,587,355	(27,828)	1,610,147	(5,036)	1,587,355
Rental of Facilities	-	1,000	1,000	-	-	1,000
Special Repairs	900,448	615,700	(284,748)	635,737	(264,712)	615,700
Subtotal	4,130,716	3,832,065	(298,651)	3,686,838	(443,878)	3,832,065
Publicity and Related:						
Photography	14,556	24,139	9,583	19,579	5,023	24,139
Contests	354	7,400	7,046	5,691	5,337	7,400
Printing	161,867	64,680	(97,188)	54,311	(107,557)	64,680
Advertising - Outdoor	252,980	214,250	(38,730)	216,760	(36,220)	214,250
Advertising - Radio	345,664	371,750	26,086	340,017	(5,647)	371,750
Advertising - TV	491,640	500,000	8,360	472,095	(19,545)	500,000

**32nd D A A - OC Fair & Event Center  
Statement of Operations - Detailed (Unaudited)  
December 31, 2017 and 2016**

	2017 Year to Date Amount	Budget Year to Date Amount	Budget Variance	2016 Year to Date Amount	Year over Year Variance	Full 2017 Budget
Advertising - Print	206,063	132,914	(73,149)	154,735	(51,328)	132,914
Advertising - Online	194,435	324,624	130,189	212,861	18,426	324,624
Promotional Expense	102,621	117,835	15,214	118,606	15,984	117,835
Brochure Printing	6,379	57,450	51,071	49,950	43,571	57,450
Buttons Printing	4,916	10,780	5,865	-	(4,916)	10,780
Media Relations	2,700	10,800	8,100	19,321	16,621	10,800
Public Relations Expense	106,662	109,174	2,512	80,455	(26,207)	109,174
Design & Production	6,238	16,200	9,962	492	(5,746)	16,200
Sponsorships	319,910	334,265	14,355	352,044	32,134	334,265
Special Projects	6,217	6,250	33	1,278	(4,939)	6,250
Subtotal	2,223,202	2,302,511	79,309	2,098,194	(125,008)	2,302,511
Self-Produced Events Attractions Expense:						
Arena/Hangar Acts	616,190	583,663	(32,527)	583,663	(32,527)	583,663
Grounds Acts	560,043	586,400	26,357	581,747	21,704	586,400
Major Acts	3,564,200	4,000,000	435,800	3,394,450	(169,750)	4,000,000
Attractions Hospitality	93,916	119,238	25,322	106,941	13,026	119,238
Subtotal	4,834,349	5,289,300	454,952	4,666,801	(167,547)	5,289,300
Other Self-Produced Event Expense:						
Competition Handbook	1,246	2,100	854	2,093	847	2,100
Jr. Livestock Auction Costs	277,238	299,842	22,604	300,107	22,869	299,842
Subtotal	278,484	301,942	23,458	302,200	23,716	301,942
Premium Expense:						
Cash Premiums	91,286	89,000	(2,286)	89,182	(2,104)	89,000
Trophies, Ribbons	20,985	22,752	1,767	28,482	7,497	22,752
Subtotal	112,271	111,752	(519)	117,664	5,393	111,752
Other Operating Expenses:						
Cash Shortages/(Overages)	12,232	14,468	2,236	11,669	(563)	14,468
Dues & Subscriptions	49,620	82,798	33,178	81,575	31,955	82,798
Bank Charges	403,567	386,927	(16,640)	392,690	(10,877)	386,927
Miscellaneous Expense	140,229	167,072	26,842	201,032	60,803	167,072
Subtotal	609,230	651,266	42,035	688,062	78,831	651,266
<b>TOTAL OPERATING EXPENSE</b>	<b>36,284,118</b>	<b>36,897,631</b>	<b>613,513</b>	<b>32,913,281</b>	<b>(3,370,837)</b>	<b>36,897,631</b>
<b>Non-Operating Expenses</b>						
Depreciation Expense	3,279,919	3,099,996	(179,923)	3,145,163	(134,755)	3,099,996
Major Projects	774,194	260,004	(514,190)	420,165	(354,029)	260,004
Net Pension Adjustment - GASB 68	(930,051)	900,000	1,830,051	(59,545)	870,506	900,000
Prior Year Expense	144,517	-	(144,517)	31,909	(112,608)	-
<b>TOTAL NON-OPERATING EXPENSE</b>	<b>3,268,579</b>	<b>4,260,000</b>	<b>991,421</b>	<b>3,537,692</b>	<b>269,113</b>	<b>4,260,000</b>
<b>TOTAL EXPENSES</b>	<b>39,552,697</b>	<b>41,157,631</b>	<b>1,604,934</b>	<b>36,450,973</b>	<b>(3,101,724)</b>	<b>41,157,631</b>
<b>NET PROCEEDS</b>	<b>\$ 6,665,883</b>	<b>\$ 4,799,842</b>	<b>\$ 1,866,040</b>	<b>\$ 7,634,082</b>	<b>\$ (968,199)</b>	<b>\$ 4,799,842</b>