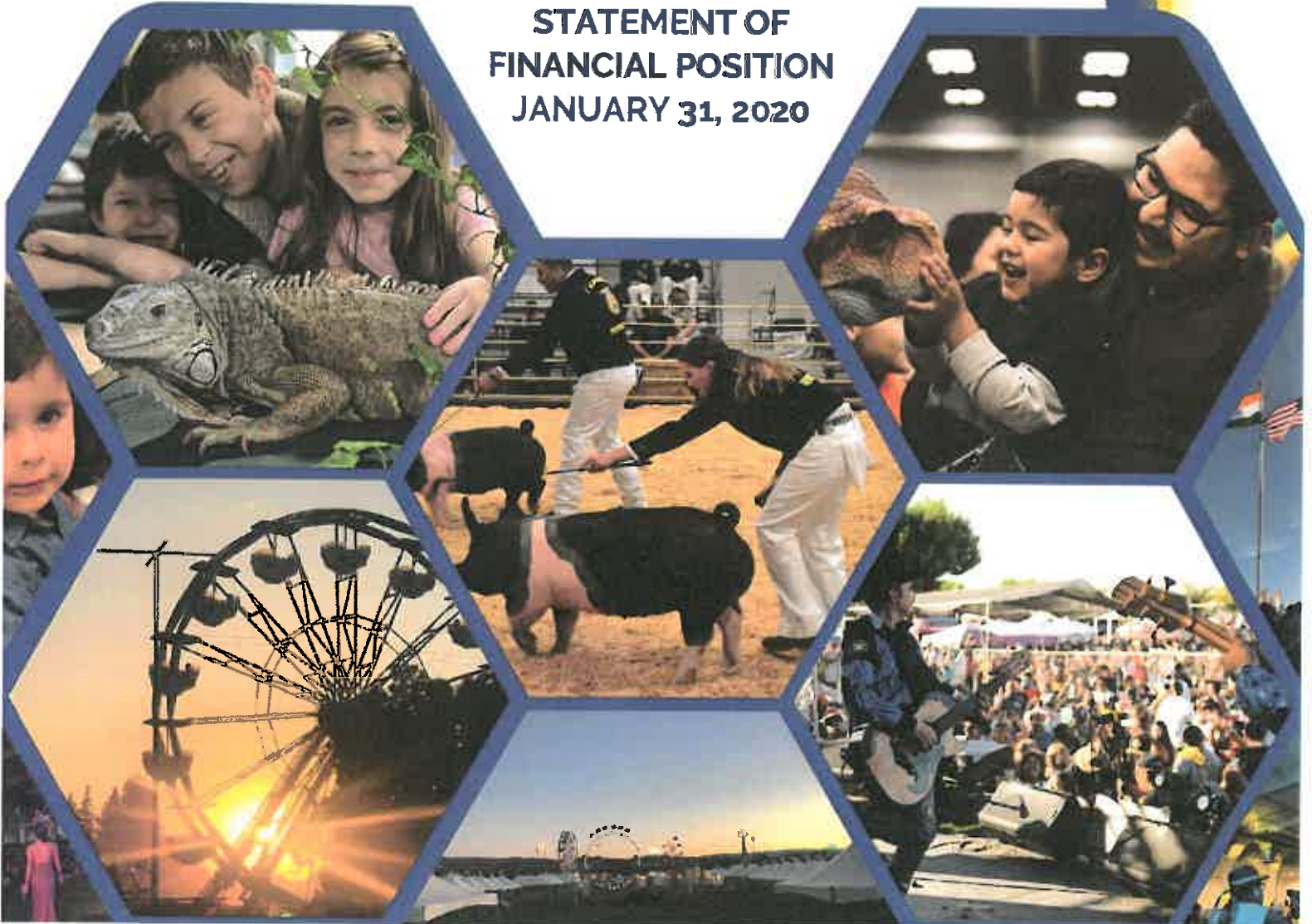


THE FAIRGROUNDS

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION

STATEMENT OF FINANCIAL POSITION JANUARY 31, 2020



**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT
CORPORATION (SCCFMC)
FINANCIAL HIGHLIGHTS
YEAR TO DATE AS OF JANUARY 31, 2020**

Statement of Activities

Actual revenues, year-to-date as of January 31, 2020, total \$633,142 or \$ 9,298 less than budget. Revenue generated by major Event sales (Brick Fest, SC Dog Show and Vietnamese Tet Festival), Property Management and Parking sales contributed to the revenue increase.

Expenses year to date as of January 31, 2020, totaled \$608,505 or \$45,458 less than budget. The favorable variance is the result of a reduction in labor costs resulting from unfilled positions.

In summary, SCCFMC has a profit of \$24,635 compared to the budgeted Net Loss of (\$11,524) resulting in an favorable variance of \$36,159 year to date as of January 31, 2020.

Balance Sheet

SCCFMC's total cash balance as of January 31, 2020 is \$161,062 compared with the prior year's (2019) cash balance total of \$449,252. SCCFMC's current ratio is 0.8551 for January, 2020 compared to 1.3112 in January, 2019 which reflects SCCFMC's ability to pay its current liabilities.

Supplemental Schedules for 2020

Anchor License Agreements – February 2020: Summarizes the status of Anchor License Agreements totaling \$208,862.49 in revenue.

Events – February through July 2020: Summarizes event sales activity for the next six month period, including event name, licensee name, event date, #of days, location, estimated # of patrons, event type and description.

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF ACTIVITIES
Year to date as of JANUARY 31, 2020
Actual vs Budget

	2020		
	Actual	Budget	Variance
Support and revenue			
Events	70,145	64,209	5,935
Property Management *	248,435	198,743	49,692
Parking	52,826	31,645	21,181
Off-Track Betting	92,459	97,312	(4,853)
Food & Beverages	29,523	113,510	(83,988)
County Fair	0	0	0
Bingo	139,744	137,020	2,724
Hosted Events	0	0	0
General and Administrative	10	0	10
Total support & revenue	<u>633,142</u>	<u>642,439</u>	<u>(9,298)</u>
Expenses			
Program Services	343,026	378,059	35,033
Facilities	155,970	159,593	3,623
General & Administrative	109,510	116,311	6,802
Total expenses	<u>608,505</u>	<u>653,963</u>	<u>45,458</u>
Change in unrestricted net assets before exceptional other income	24,635	(11,524)	36,159
Exceptional other income	<u>0</u>	<u>0</u>	<u>0</u>
Change in unrestricted net assets	24,635	(11,524)	36,159
Unrestricted net assets, January 1	<u>1,344,268</u>	<u>1,344,268</u>	<u>0</u>
Unrestricted net assets, January 31	<u><u>1,368,904</u></u>	<u><u>1,332,744</u></u>	<u><u>36,160</u></u>

* Includes both Anchor Licensees and RV Park

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF ACTIVITIES
Year to date as of JANUARY 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Support and revenue		
Events	70,145	64,209
Property Management *	248,435	202,790
Parking	52,826	24,160
Off-Track Betting	92,459	98,191
Food & Beverages	29,523	146,290
County Fair	0	0
Bingo	139,744	137,020
Hosted Events	0	0
General and Administrative	10	120
Total support & revenue	<u>633,142</u>	<u>672,780</u>
Expenses		
Program Services	343,026	411,044
Facilities	155,970	133,819
General & Administrative	109,510	115,732
Total expenses	<u>608,505</u>	<u>660,595</u>
Change in unrestricted net assets before exceptional other income	24,635	12,185
Exceptional other income	<u>0</u>	<u>0</u>
Change in unrestricted net assets	24,635	12,185
Unrestricted net assets, January 1	<u>1,344,268</u>	<u>1,317,290</u>
Unrestricted net assets, January 31	<u><u>1,368,904</u></u>	<u><u>1,329,475</u></u>

* Includes both Anchor Licensees and RV Park

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION
SUPPLEMENTAL SCHEDULE OF REVENUES AND EXPENSES
Year to date as of January 31, 2020

	OFF Track Betting	Property Management	Venue Sales & Event Svc.	Parking	Food & Beverages	Bingo	Hosted Events	County Fair	Total Program Services	Facility	General & Administrative	Total
Support and Revenue	\$ 92,459	\$ 248,435	\$ 70,145	\$ 52,826	\$ 29,523	\$ 139,744	\$ -	\$ -	\$ 633,131	\$ -	\$ 10	\$ 633,142
Cost of Sales:												
Labor			17,757	8,660	4,144				30,562			30,562
Racing Forms	8,318								8,318			8,318
Parking			1,742						1,742			1,742
Entertainment							500		1,000			1,000
Equipment Rental				4,188	52				4,240			4,240
Food & Beverages					4,067	6,779			10,845			10,845
Sponsorship-Exchange												
Bingo-Regular						46,502			46,502			46,502
Bingo-Flash cards						81,866			81,866			81,866
Sub-Contractor												
Commission												
Other												
Material												
Admission Clerks												
Awards and Trophies												
Ticketing Services												
Judges												
Defer Expenses												
Total Cost of Sales	8,318	-	19,500	12,848	8,263	135,146	500	500	185,075	-	-	185,075
Direct Expenses:												
Payroll and employee benefits	25,770	9,443		4,732	16,646				56,591	69,801		126,392
Facility	11,140								11,140	12,328		23,468
Repairs and maintenance	74				328				401	3,799		4,200
Security and sheriff	9,000					1,000			10,000	9,900		19,900
Depreciation										11,525		11,525
Other	1,753	2,269	9,324	1,344	2,977	500	475	1,032	19,674	12,149	590	32,413
Reimbursed expenses												
Total Direct Expenses	47,737	11,712	9,324	6,076	19,950	1,500	475	1,032	97,806	119,501	590	217,897
Gross Profit (Loss)	36,404	236,723	41,321	33,902	1,309	3,098	(975)	(1,532)	350,250	(119,501)	(580)	230,169
General and Administrative Expenses:												
Labor and benefits	23,193		20,908		6,000				50,101	2,011	79,481	131,593
Professional Services			400						531	17,167		17,167
Marketing	131											531
Insurance										3,208	2,898	6,106
Depreciation												
Deferred Costs												
Other	3,268		772		2,703	2,700		70	9,513	31,251	9,373	50,137
Total General and Administrative Expenses	26,591	-	22,080	-	8,703	2,700	-	70	60,144	36,469	108,920	205,534
Change in Unrestricted Net Assets (Deficit)	\$ 9,813	\$ 236,723	\$ 19,241	\$ 33,902	\$ (7,394)	\$ 398	\$ (975)	\$ (1,602)	\$ 290,105	\$ (155,970)	\$ (109,500)	\$ 24,635

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION
SUPPLEMENTAL SCHEDULE OF REVENUES AND EXPENSES
Year to date as of January 31, 2019

	Program Services										Total	
	OFF Track Betting	Property Management	Venue Sales & Event Svc.	Parking	Food & Beverages	Bingo	Hosted Events	County Fair	Total Program Services	Facility		General & Administrative
Support and Revenue	\$ 98,191	\$ 202,790	\$ 64,209	\$ 24,160	\$ 146,290	\$ 137,020	\$ -	\$ -	\$ 672,660	\$ -	\$ 120	\$ 672,780
Cost of Sales:												
Labor												
Racing Forms			54,374	4,625	10,253	-	-	-	69,252			69,252
Parking	9,335		362	1,251					9,335			9,335
Entertainment						900			1,613			1,613
Equipment Rental			2,269	1,200	586				900			900
Food & Beverages					24,310	(500)			4,056			4,056
Sponsorship-Exchange									23,810			23,810
Bingo-Regular									43,362			43,362
Bingo-Flash cards									81,535			81,535
Sub-Contractor			3,487						3,487			3,487
Commission												
Other												
Material									(500)			(500)
Admission Clerks												
Awards and Trophies												
Ticketing Services												
Judges												
Defer Expenses												
Total Cost of Sales	9,335	-	60,493	7,076	35,149	123,897	900	-	236,850	-	-	236,850
Direct Expenses:												
Payroll and employee benefits	25,210	3,200		5,018	12,563				45,990	33,268		79,258
Facility	14,164								14,164	19,626		33,790
Repairs and maintenance	14			405					419	3,282	235	3,937
Security and sheriff	6,974			459	1,238				8,670	9,120		17,790
Depreciation										9,350		9,350
Other	2,639	1,469	8,426	98	4,673	2,878	198	872	21,253	16,954	2,279	40,486
Reimbursed expenses												
Total Direct Expenses	49,001	4,669	8,426	5,116	18,099	4,115	198	872	90,496	91,601	2,514	184,611
Gross Profit (Loss)	39,855	198,121	(4,709)	11,968	93,042	9,007	(1,098)	(872)	345,314	(91,601)	(2,395)	251,319
General and Administrative Expenses:												
Labor and benefits	23,289		12,410		13,700		5,148	131	54,678	13,289	74,722	142,689
Professional Services											6,867	6,867
Marketing	292		7,209				75	75	7,651		6,292	13,944
Insurance										2,252	851	3,103
Depreciation										469		469
Deferred Costs												
Other	4,038		201		2,507	1,440	1,018	12,164	21,369	26,209	24,486	72,064
Total General and Administrative Expenses	27,619	-	19,821	-	16,208	1,440	6,241	12,370	83,698	42,218	113,217	239,134
Change in Unrestricted Net Assets (Deficit)	\$ 12,237	\$ 198,121	\$ (24,530)	\$ 11,968	\$ 76,834	\$ 7,567	\$ (7,339)	\$ (13,242)	\$ 261,616	\$ (133,819)	\$ (115,612)	\$ 12,185

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF FINANCIAL POSITION
Year to date as of January 31, 2020 and 2019

ASSETS	2020	2019
Current Assets		
Cash and cash equivalent	\$ 161,062	\$ 449,252
Accounts Receivable	277,184	356,757
Inventory	0	
Prepaid Expenses	791,916	699,138
Total current assets	<u>\$ 1,230,162</u>	<u>\$ 1,505,146</u>
Property and Equipment, net	<u>1,830,769</u>	<u>1,284,490</u>
Total assets	<u><u>\$ 3,060,931</u></u>	<u><u>\$ 2,789,637</u></u>
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable	\$ 249,536	\$ 184,232
Accrued liabilities	685,991	611,734
Restricted Fund-Heritage Foundation	5,500	0
Deferred revenue, nonmonetary exchange, current	3,000	3,000
US Bank Equipment Loan payable	13,346	13,346
Loans payable, current portion	35,343	35,343
Note payable-related party current portion	5,533	8,000
Customer deposits	440,423	292,234
Total current liabilities	<u>\$ 1,438,672</u>	<u>\$ 1,147,889</u>
Long term liabilities		
Deferred revenue, nonmonetary exchange, net of current portion	230,656	230,656
Note payable-related party, net of current portion	0	5,533
US Bank Equipment Loan net of current portion	21,307	35,450
Loans payable, net of current portion	1,392	40,633
Total long-term liabilities	<u>253,355</u>	<u>312,272</u>
Total liabilities	<u>\$ 1,692,027</u>	<u>\$ 1,460,161</u>
Unrestricted net assets	<u>\$ 1,368,904</u>	<u>\$ 1,329,475</u>
Total liabilities and net assets	<u><u>\$ 3,060,931</u></u>	<u><u>\$ 2,789,637</u></u>

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF CASH FLOWS
Year to date as of January 31, 2020 AND 2019

	<u>2020</u>	<u>2019</u>
Cash flows from operating activities		
Change in net assets	\$ 24,635	\$ 12,185
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation expenses	23,826	20,991
Accounts Receivable	4,962	(118,400)
Prepaid Expenses	(256,965)	(297,219)
Accounts payable	(65,270)	(22,662)
Accrued liabilities	152,482	98,158
Restricted Funds	5,500	
Deferred revenue	55,874	(61,837)
Accrued Wages	110,835	41,121
Net cash provided by operating activities	<u>55,877</u>	<u>(327,663)</u>
Cash flows from investing activities		
Acquisition of property and equipment	(8,700)	-
Sale of property and equipment	-	-
Net cash used in investing activities	<u>(8,700)</u>	<u>-</u>
Cash flows from financing activities		
Payment of note payable-related party	-	-
Payment of loan payable	-	-
Proceeds from loan	-	-
Net cash used in financing activities	<u>-</u>	<u>-</u>
Net increase (decrease) in cash and cash equivalent	47,177	(327,663)
Cash and cash equivalent, January 1	<u>113,885</u>	<u>776,915</u>
Cash and cash equivalent January 31	<u>\$ 161,062</u>	<u>\$ 449,252</u>

**SANTA CLARA COUNTY FAIRGROUNDS MGMT CORP.
ANCHOR LICENSE AGREEMENTS - FEBRUARY 2020**

	ACRES OCCUPIED	MONTHLY FEES		MONTHLY PER ACRES	NOTES
		\$	\$		
ALL POINT ROLL OFF #673	1	\$ 7,000.00	\$	7,000.00	Executed Contract
AT&T/CROWN CASTLE	N/A	\$ 1,663.23		N/A	i.
VYSH #620	0.2	\$ 1,400.00	\$	7,000.00	Executed Contract
AGP CONSTRUCTION LLC #635	0.5	\$ 3,500.00	\$	7,000.00	Pending Contract
CAFÉ PARADISE #634	0.2	\$ 1,600.00	\$	8,000.00	Executed Contract
COPART INC. #640	12	\$ 84,000.00	\$	7,000.00	Executed Contract
DAVEY TREE #680	0.5	\$ 3,500.00	\$	7,000.00	Executed Contract
FAIRGROUND ENTERPRISES #660	2.5	\$ 5,807.00	\$	2,322.80	Executed Contract
FAIRGROUND ENTERPRISES #639	3.75	\$ 25,200.00	\$	6,720.00	Executed Contract
FIBERCO #671	0.5	\$ 3,500.00	\$	7,000.00	Executed Contract
GARDEN SUPPLY #663	2	\$ 14,000.00	\$	7,000.00	Executed Contract
JETMULCH #667	0.5	\$ 3,500.00	\$	7,000.00	Executed Contract
LAM HAULING INC #678	0.5	\$ 3,500.00	\$	7,000.00	Executed Contract
MASTEC/SEFNGO #675	1	\$ 7,000.00	\$	7,000.00	Pending Contract
MISSION CONSTRUCTORS #676	1	\$ 7,000.00	\$	7,000.00	Executed Contract
RARA TRUCKING #679	1	\$ 7,000.00	\$	7,000.00	Executed Contract
RYLAND CUSTOM WELDING INC. #637	0.5	\$ 3,500.00	\$	7,000.00	Executed Contract
SC PAINTBALL #602	6	\$ 12,840.00	\$	2,140.00	Executed Contract
SPECTRASITE/AMERICAN TOWER	N/A	\$ 1,998.20		N/A	i.
TA CONCRETE CONSTRUCTION #666	0.5	\$ 3,500.00	\$	7,000.00	Executed Contract
T-MOBILE/CROWN CASTLE #644	N/A	\$ 854.06		N/A	i.
VALLEY RELOCATION #669	1	\$ 7,000.00	\$	7,000.00	Vacate end February
TOTAL	35.15	\$ 208,862.49			

i. PHONE TOWER - EXECUTED CONTRACT BY SANTA CLARA COUNTY

	BELOW MARKET RATE
	MARKET RATE

Santa Clara County Fairgrounds Management Corporation Events - February through July 2020

black = executed contract blue = contract in process

as of February 13, 2020

Event Name	Licensee Name	Event Date	# of Days	LOCATION	Est Patrons	Event Type	Event Description
SC Dog Training Club Classes	Santa Clara Dog Training Club	02/01/20	4	Gateway	40	Training	Dog training wky classes
Maddox's Birthday Party	Dolores Pinon-Llanes (employee)	02/01/20	1	Promenade	100	Private Social	
Sciencepalooza	East Side Union High School	02/01/20	1	Expo, Gateway	950	Competition - Education	science fair competition for schools
Tardeada En La Esplanada	Jorge Mendez	02/15/20	1	Expo	2000	concert	
Muddy Dash - 5k fun run	Cool Events	02/22/20	1	Lot F, Promenade	5000	Competition - Sports	5k themed fun run
Great Train Show	Train Show Inc.	02/22/20	1	Expo	5000	Tradeshaw	
Naga Norcal	Northern Cal Grappling Assoc.	02/29/20	1	Pavilion	1000	Competition - Sports	Jui-jitsu competition
SCC Vote Center	County of SC Registrar of Voters	02/29/20	4	Heritage	500	Community	SCC voting booth center
Andres' 4th Birthday Party	Lanisha Jones (employee)	02/29/20	1	Promenade Hall	100	Private Social	
Plamo Popup	Plamo	03/07/20	1	Fiesta	400	Tradeshaw	interactive show for hobby enthusiasts - RC cars etc
SJ Super Toy & Comic Show	Time Tunnel Toys	03/07/20	2	Expo	3000	Tradeshaw	
Tails & No Tales Cat Show	Tails & No Tales	03/07/20	2	Gateway	1000	Tradeshaw	cat show
Carsnet Car Sale	Carsnet	03/07/20	2	Lot A West	1000	Tradeshaw	credit union car sale
McCray Baby Shower	Abraham Andrade (employee)	03/07/20	1	Heritage Hall	100	Private Social	
Amayah's Birthday	Dolores Pinon-Llanes (employee)	03/15/20	1	Promenade Hall	100	Private Social	
Battlefield Laser Tag	Battlefield Laser Tag	03/20/20	3	Fiesta Hall	100	Competition - Sports	
Gem, Mineral & Jewelry Fest	SCV Gem & Mineral Society	03/21/20	2	Pavilion	3000	Tradeshaw	gem & mineral tradeshow
Bay Area St Food&Beer Fest	Brandon Mozley	03/21/20	3	Concert Arena	5000	Tradeshaw	Food Festival
Outrageous Outgrowns	Outrageous Outgrowns	03/27/20	3	Pavilion	2000	Tradeshaw	resale of childrens clothing
CNCA 2020 Pre-Conference	California Northern Coastal Area	04/04/20	2	Fiesta	400	Corp Conference	AA Pre-Conference to Annual Conf held in NY
SC County Home Show	International Expos LLC	04/04/20	2	Gateway	2000	Tradeshaw	
SplashoMania	Gurus of Dance	04/04/20	1	Concert Arena	1000	Religious Celebration	
Up & Up Festival	Idle Rock Entertainment	04/11/20	1	Pavilion Hall	1500	concert	SISU Marketing Program won competition to host concert

Santa Clara County Fairgrounds Management Corporation Events - February through July 2020

black = executed contract blue = contract in process

as of February 13, 2020

Event Name	Licensee Name	Event Date	# of Days	LOCATION	Est Patrons	Event Type	Event Description
Bubble Run	Cool Events	04/18/20	1	Lot F, Promenade	10000	Competition - Sports	5k themed fun run
Bike to the Future	SV Clean Energy	05/02/20	1	Christopher Park	1150	Competition - Sports	electric bike competition for students
Grappling Tournament	Grappling Industries	05/02/20	1	Fiesta	200	Competition - Sports	Jui-jitsu competition
Ashely's Baby Shower	Sabrina Martinez (employee)	05/02/20	1	Heritage Hall	100	Private Social	
Hop N Vine	SCCFMC	05/09/20	1	Pavilion Hall	1000	Festival	
Spotlight Dance Cup	Spotlight Events Inc.	05/15/20	2	Pavilion	1000	Competition - Sports	Dance competition
Sabrina's Party	Sabrina Martinez (employee)	05/22/20	1	Promenade Hall	100	Private Social	
Coin Show	Scott Eriffin	05/29/20	3	Fiesta	500	Tradeshaw	
Food Night Market	Ustar Productions	05/29/20	3	Concert Lawn	2000	Tradeshaw	
Lulu's Graduation Party	Lanisha Jones	06/06/20	1	Fiesta	300	Private Social	employee private party
Terrain Race	Cool Events	06/06/20	2	Lot F, Promenade	10000	Competition - Sports	
SJ Super Toy & Comic Show	Time Tunnel Toys	06/06/20	2	Expo	3000	Tradeshaw	
Del Rio Wedding	Jose Del Rio	06/20/20	1	Fiesta	300	Private Social	
Chavez Birthday	Madgalena Chavez	07/11/20	1	Heritage Hall	100	Private Social	

Parking Locations

Most public parking is in Lot A - across from Arch on Tully Road

Large Event overflow parking in Lot F - back acreage of Grounds

Sanitary System Numbers

- Expo Hall
- Pavilion Hall
- Gateway Hall
- Fiesta Hall
- Heritage Hall
- Promenade Hall (Café)

Theater

- 2 mens & 2 womens RR with 6 stalls in each facility
- 1 mens & 1 womens RR with 6 stalls in each facility
- 1 mens & 1 womens RR Facility with 4 stalls each facility
- 1 mens & 1 womens RR Facility with 4 stalls each facility
- 1 mens & 1 womens Outdoor RR Bldg with 4 stalls each
- 1 mens & 1 womens Outdoor RR Bldg with 2 stalls each

Rounds

- 3000
- 2200
- 1250
- 425
- 100
- 100

Theater

- 4850
- 3000
- 2100
- 1000
- 150
- 150