



**STATEMENT OF
FINANCIAL POSITION
FEBRUARY 28, 2022
(UNAUDITED)**

**WEDNESDAY NIGHT
MUSIC SERIES**

HOP 'N VINE
Festival & Market
23RD ANNUAL

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT
CORPORATION (SCCFMC)
FINANCIAL HIGHLIGHTS
YEAR TO DATE AS OF FEBRUARY 28, 2022**

Statement of Activities

Actual revenues, year-to-date as of February 28, 2022, totaled \$1,455,002 or \$147,660 more than budget. Program services revenue was primarily generated by Property Management and Off-Track Betting sales & commissions. The financials include \$677,119 as a reimbursement from the County of Santa Clara for February 2022 expenses.

Expenses year-to-date as of February 28, 2022, totaled \$1,006,813 or \$307,234 less than budget. Management continues to monitor expenses to align with projected revenues. The top five expenditures year-to-date are salaries & benefits, security, utilities, supplies and professional services.

In summary, SCCFMC has a profit of \$448,189 compared to the budgeted Net Loss of (\$6,705) resulting in a favorable variance of \$454,894 year-to-date as of February 28, 2022.

Balance Sheet

SCCFMC's total cash balance as of February 28, 2022 is \$3,856,339 compared with the prior year's (2021) cash balance total of \$1,375,503. SCCFMC's current ratio is 5.25 for February, 2022 compared 1.81 in February, 2021 which reflects SCCFMC's ability to pay its current liabilities.

Supplemental Schedules for 2022

Anchor License Agreements – February 2022: Summarizes the status of Anchor License Agreements totaling \$241,338.26 in revenue. As of February 28, 2022, the receivables balance for unpaid invoices totaled \$32,290.

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF ACTIVITIES
Year to date as of FEBRUARY 28, 2022
(UNAUDITED)
Actual vs Budget

	2022		
	Actual	Budget	Variance
Support and revenue			
Venue Sales & Event Services	\$ -	\$ 110,976	\$ (110,976)
Property Management	493,814	450,000	43,814
Off-Track Betting	234,133	215,374	18,759
Food & Beverages	17,971	12,135	5,836
County Fair	0	0	0
Bingo	0	265,523	(265,523)
Hosted Events	0	0	0
General and Administrative	709,085	253,334	455,751
Total support & revenue	<u>\$ 1,455,002</u>	<u>\$ 1,307,342</u>	<u>\$ 147,660</u>
Expenses			
Program Services	\$ 502,808	\$ 762,171	\$ 259,364
Facilities	127,336	123,744	(3,592)
General & Administrative	376,669	428,132	51,463
Total expenses	<u>\$ 1,006,813</u>	<u>\$ 1,314,047</u>	<u>\$ 307,234</u>
Change in unrestricted net assets before exceptional other income	448,189	(6,705)	454,894
Exceptional other income	<u>0</u>	<u>0</u>	<u>0</u>
Change in unrestricted net assets	\$ 448,189	\$ (6,705)	\$ 454,894
Unrestricted net assets, January 1	<u>4,535,924</u>	<u>4,535,924</u>	<u>0</u>
Unrestricted net assets, February 28	<u>\$ 4,984,113</u>	<u>\$ 4,529,219</u>	<u>\$ 454,894</u>

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF ACTIVITIES
(UNAUDITED)
Year to date as of FEBRUARY 28, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Support and revenue		
Venue Sales & Event Services	\$ -	\$ 56,640
Property Management	493,814	503,024
Off-Track Betting	234,133	129,761
Food & Beverages	17,971	2,850
County Fair	0	0
Bingo	0	0
Hosted Events	0	0
General and Administrative	709,085	385,761
Total support & revenue	<u>\$ 1,455,002</u>	<u>\$ 1,078,036</u>
Expenses		
Program Services	\$ 502,808	\$ 274,152
Facilities	127,336	108,949
General & Administrative	376,669	198,442
Total expenses	<u>\$ 1,006,813</u>	<u>\$ 581,544</u>
Change in unrestricted net assets before exceptional other income	448,189	496,493
Exceptional other income	<u>0</u>	<u>0</u>
Change in unrestricted net assets	\$ 448,189	\$ 496,493
Unrestricted net assets, January 1	<u>4,535,924</u>	<u>1,521,526</u>
Unrestricted net assets, February 28	<u>\$ 4,984,113</u>	<u>\$ 2,018,018</u>

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION
SUPPLEMENTAL SCHEDULE OF REVENUES AND EXPENSES
(UNAUDITED)

Year to date as of February 28, 2022

Program Services

	OFF Track Betting	Property Management	Venue Sales & Event Svc.	Food & Beverages	Bingo	Hosted Events	County Fair	Total Program Services	Facility	General & Administrative	Total
Support and Revenue	\$ 234,133	\$ 493,814	\$ -	\$ 17,971	\$ -	\$ -	\$ -	\$ 745,918	\$ -	\$ 709,085	\$ 1,455,002
Cost of Sales:											
Labor	11,045	-	6,904	-	-	-	-	17,949	-	126,359	144,308
Racing Forms	10,240	-	-	-	-	-	-	10,240	-	-	10,240
Parking	-	-	-	-	-	-	-	-	-	-	-
Entertainment	-	-	-	-	-	-	-	-	-	-	-
Equipment Rental	-	-	-	-	-	-	-	-	-	-	-
Food & Beverages	-	-	2,357	-	-	-	-	2,357	-	-	2,357
Sponsorship-Exchange	-	-	-	-	-	-	-	-	-	-	-
Bingo-Regular	-	-	-	-	-	-	-	-	-	-	-
Bingo-Flash cards	-	-	-	-	-	-	-	-	-	-	-
Sub-Contractor	-	-	-	-	-	-	-	-	-	-	-
Admission Clerks	-	-	-	-	-	-	-	-	-	-	-
Awards and Trophies	-	-	-	-	-	-	-	-	-	-	-
Ticketing Services	-	-	-	-	-	-	-	-	-	-	-
Judges	-	-	-	-	-	-	-	-	-	-	-
Lottery	495	-	-	-	-	-	-	495	-	-	495
Total Cost of Sales	21,780	-	9,261	-	-	-	-	31,041	-	126,359	157,400

Direct Expenses:

Payroll and employee benefits	6,422	-	14,833	-	-	-	-	21,255	5,358	-	26,613
Facility	-	117,259	-	-	-	-	-	117,259	-	-	117,259
Repairs and maintenance	-	-	-	-	-	-	-	-	16,071	-	16,071
Security and sheriff	16,704	183,313	-	-	-	-	-	200,017	-	-	200,017
Depreciation	-	-	-	-	-	-	-	-	29,182	-	29,182
Other	3,443	1,075	765	-	-	5,775	4,717	15,775	62,811	6,422	85,007
Reimbursed expenses	-	-	-	-	-	-	-	-	-	-	-

Total Direct Expenses

	26,570	301,647	-	15,598	-	5,775	4,717	354,306	113,422	6,422	474,150
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Gross Profit (Loss)

	185,783	192,167	-	(6,889)	-	(5,775)	(4,717)	360,570	(113,422)	576,304	823,453
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General and Administrative Expenses:

Labor and benefits	40,772	-	11,320	-	-	-	-	79,549	-	154,924	234,473
Professional Services	-	-	-	-	-	-	-	-	-	44,930	44,930
Marketing	2,514	-	-	-	-	-	3,437	5,951	-	2,557	8,508
Insurance	-	22,252	-	-	-	-	-	22,252	-	996	23,248
Depreciation	-	-	-	-	-	-	-	-	3,397	-	3,397
Deferred Costs	-	-	-	-	-	-	-	-	-	-	-
Other	5,135	2,131	-	543	-	-	1,900	9,708	10,518	40,482	60,708

Total General and Administrative Expenses

	48,421	51,840	11,320	543	-	-	5,337	117,461	13,915	243,889	375,264
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Change in Unrestricted Net Assets (Deficit)

	\$ 137,363	\$ 140,327	\$ (11,320)	\$ (7,432)	\$ -	\$ (5,775)	\$ (10,054)	\$ 243,110	\$ (127,336)	\$ 332,415	\$ 448,189
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SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION
SUPPLEMENTAL SCHEDULE OF REVENUES AND EXPENSES
(UNAUDITED)

Year to date as of February 28, 2021

	Program Services											Total
	OFF Track Betting	Property Management	Venue Sales & Event Svc.	Food & Beverages	Bingo	Hosted Events	County Fair	Total Program Services	Facility	General & Administrative	Total	
Support and Revenue	\$ 129,761	\$ 503,024	\$ 56,640	\$ 2,850	\$ -	\$ -	\$ -	\$ 692,275	\$ -	\$ 385,761	\$ 1,078,036	
Cost of Sales:												
Labor	-	-	44,031	-	-	-	-	44,031	-	-	44,031	
Racing Forms	-	-	-	-	-	-	-	-	-	-	-	
Parking	-	-	-	-	-	-	-	-	-	-	-	
Entertainment	-	-	-	-	-	-	-	-	-	-	-	
Equipment Rental	-	-	-	55	-	-	-	55	-	-	55	
Food & Beverages	-	-	-	-	-	-	-	-	-	-	-	
Sponsorship-Exchange	-	-	-	-	-	-	-	-	-	-	-	
Bingo-Regular	-	-	-	-	-	-	-	-	-	-	-	
Bingo-Flash cards	-	-	-	-	-	-	-	-	-	-	-	
Sub-Contractor	-	-	-	-	-	-	-	-	-	-	-	
Admission Clerks	-	-	-	-	-	-	-	-	-	-	-	
Awards and Trophies	-	-	-	-	-	-	-	-	-	-	-	
Ticketing Services	-	-	-	-	-	-	-	-	-	-	-	
Judges	-	-	-	-	-	-	-	-	-	-	-	
Defer Expenses	-	-	-	-	-	-	-	-	-	-	-	
Total Cost of Sales	-	-	44,031	55	-	-	-	44,086	-	-	44,086	
Direct Expenses:												
Payroll and employee benefits	6,277	-	-	13,958	-	-	-	20,235	6,330	-	26,565	
Facility	-	88,554	-	-	-	-	-	88,554	-	-	88,554	
Repairs and maintenance	-	-	-	-	-	-	-	-	14,222	-	14,222	
Security and sheriff	-	61,518	-	-	-	-	-	61,518	18,126	-	79,644	
Depreciation	-	-	-	-	-	-	-	-	23,488	-	23,488	
Other	2,370	1,075	-	2,678	-	-	-	6,123	15,428	1,370	22,922	
Reimbursed expenses	-	(631)	-	-	-	-	-	(631)	-	-	(631)	
Total Direct Expenses	8,647	150,516	-	16,636	-	-	-	175,799	77,595	1,370	254,764	
Gross Profit (Loss)	121,114	352,508	12,609	(13,841)	-	-	-	472,390	(77,595)	384,391	779,186	
General and Administrative Expenses:												
Labor and benefits	-	-	-	-	-	-	-	12,500	-	137,235	149,735	
Professional Services	-	-	-	-	-	-	-	-	-	32,921	32,921	
Marketing	1,798	-	3,162	-	-	-	-	6,432	-	11,152	22,543	
Insurance	-	-	-	-	-	-	-	-	1,989	-	1,989	
Depreciation	-	-	-	-	-	-	-	-	-	-	-	
Deferred Costs	-	-	-	-	-	-	-	-	-	-	-	
Other	4,910	23,965	-	896	-	-	-	30,376	29,366	15,763	75,505	
Total General and Administrative Expenses	6,708	23,965	3,162	896	-	-	-	54,267	31,355	197,071	282,693	
Change in Unrestricted Net Assets (Deficit)	\$ 114,406	\$ 328,543	\$ 9,447	\$ (14,736)	\$ -	\$ -	\$ (19,537)	\$ 418,123	\$ (108,949)	\$ 187,319	\$ 496,493	

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF FUNCTIONAL EXPENSES
(UNAUDITED)
Year to date as of February 28, 2022

	PROGRAM SERVICES	FACILITIES	MANAGEMENT AND GENERAL	TOTAL
Salaries & Benefits	\$ 99,833	\$ 4,560	\$ 261,478	\$ 365,870
Security & Sheriff	200,017	-	-	200,017
Utilities	117,259	12,863	8,120	138,242
Supplies	6,576	55,162	8,751	70,489
Professional Services	0	-	41,211	41,211
Outside Services	21,097	-	19,406	40,503
Depreciation and amortization	0	32,579	-	32,579
Insurance	22,252	1,240	996	24,487
Repair & Maintenance	255	16,156	2,013	18,424
Payroll taxes	7,943	798	8,935	17,676
Miscellaneous	0	-	17,454	17,454
Equipment Rental	3,500	3,979	2,814	10,293
Racing Forms	10,240	-	-	10,240
Marketing	5,951	-	2,557	8,508
Other	5,529	-	2,624	8,153
Food & Beverage Costs	2,357	-	-	2,357
Fees & Licenses	0	-	310	310
Total Functional Expenses	\$ 502,808	\$ 127,336	\$ 376,669	\$ 1,006,813

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF FINANCIAL POSITION
(UNAUDITED)
Year to date as of February 28, 2022 and 2021

ASSETS	2022	2021
Current Assets		
Cash and cash equivalent	\$ 3,856,339	\$1,375,503
Accounts Receivable	1,222,499	793,015
Other Current Assets	365,593	364,067
Total current assets	<u>\$ 5,444,431</u>	<u>\$2,532,585</u>
Property and Equipment, net	<u>1,623,250</u>	<u>1,893,192</u>
Total assets	<u><u>\$ 7,067,681</u></u>	<u><u>\$4,425,777</u></u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	\$ 248,979	\$ 129,158
Wells Fargo Business Elite	15,701	6,352
Accrued liabilities	561,950	983,153
Deferred revenue, nonmonetary exchange, current	3,000	3,000
US Bank Equipment Loan payable	0	13,346
Customer deposits	206,016	258,997
Total current liabilities	<u>\$ 1,035,647</u>	<u>\$1,394,007</u>
Long term liabilities		
Deferred revenue, nonmonetary exchange, net of current portion	\$ 230,656	\$ 230,656
Restricted Fund-PPP Loan	669,772	627,450
Economic Injury Disaster Loan (EIDL)	147,493	150,000
US Bank Equipment Loan, net of current portion	0	5,647
Total long-term liabilities	<u>1,047,921</u>	<u>1,013,753</u>
Total liabilities	<u>\$ 2,083,568</u>	<u>\$2,407,759</u>
Unrestricted net assets	<u>\$ 4,984,113</u>	<u>\$2,018,018</u>
Total liabilities and net assets	<u><u>\$ 7,067,681</u></u>	<u><u>\$4,425,777</u></u>

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF CASH FLOWS
(UNAUDITED)

Year to date as of February 28, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Cash flows from operating activities		
Change in net assets	\$ 448,189	\$ 496,493
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation expenses	32,579	42,274
Change in operating assets and liabilities		
Accounts Receivable, net	906,012	(186,312)
Prepaid Expenses	(185,773)	(205,617)
Accounts payable	134,865	(1,157)
Accrued liabilities	127,111	205,567
Unearned Revenues	-	-
Customer Deposits		(145,700)
Net cash provided by operating activities	<u>1,462,982</u>	<u>205,547</u>
Cash flows from financing activities:		
Repayment of loans payable	(1,923)	(7,757)
Repayment of notes payable-related party		
PPP Loan #1 Forgiveness		-
Proceeds from loans		
Net cash used in capital and related financing activities	<u>(1,923)</u>	<u>(7,757)</u>
Cash flows from investing activities:		
Acquisition of property and equipment	(41,820)	(21,400)
Net cash used in investing activities	<u>(41,820)</u>	<u>(21,400)</u>
Net change in cash and cash equivalents	1,419,238	176,390
Cash and cash equivalents, January 1	<u>2,437,101</u>	<u>1,199,113</u>
Cash and cash equivalents, February 28	<u>\$ 3,856,339</u>	<u>\$ 1,375,503</u>

SANTA CLARA COUNTY FAIRGROUNDS MGMT CORP.

LICENSEES AGREEMENTS - FEBRUARY 2022

	ACRES OCCUPIED	MONTHLY FEES	MONTHLY PER ACRES
ALL POINTS ROLL OFF #673	1	\$ 7,000.00	\$ 7,000.00
AT&T/CROWN CASTLE*	N/A	\$ 5,596.00	N/A
VYSH #620	0.2	\$ 1,400.00	\$ 7,000.00
AGP CONSTRUCTION LLC #635	0.5	\$ 3,500.00	\$ 7,000.00
88 LUMBER & HARDWARE #661	0.5	\$ 3,500.00	\$ 7,000.00
COPART INC. #640	12	\$ 84,000.00	\$ 7,000.00
DATALIX COMMUNICATIONS, INC.#654	0.25	\$ 1,750.00	\$ 7,000.00
EVERGREEN WASTE SERVICES #642	0.5	\$ 3,500.00	\$ 7,000.00
FAIRGROUND ENTERPRISES #639 & 660	4.57	\$ 31,990.00	\$ 7,000.00
GARDEN SUPPLY #641	3	\$ 21,000.00	\$ 7,000.00
GREEN BAY HAULING, LLC #649	0.5	\$ 3,500.00	\$ 7,000.00
JETMULCH #667	1	\$ 7,000.00	\$ 7,000.00
LE MANS KARTING #643	0.5	\$ 3,500.00	\$ 7,000.00
MISSION CONSTRUCTORS #676	1	\$ 7,000.00	\$ 7,000.00
PRESTIGE UTILITY, INC. #657	1	\$ 7,000.00	\$ 7,000.00
RA RA TRUCKING #679	1	\$ 7,000.00	\$ 7,000.00
SC PAINTBALL #602	6	\$ 21,000.00	\$ 3,500.00
SPECTRASITE/AMERICAN TOWER*	N/A	\$ 1,998.20	N/A
SMART COMMUNICATIONS #651	1	\$ 7,000.00	\$ 7,000.00
SILICON VALLEY TELECOM INC #658	0.5	\$ 3,500.00	\$ 7,000.00
THE FENCE-4-RENT #662	0.25	\$ 1,750.00	\$ 7,000.00
TA CONCRETE CONSTRUCTION #666	0.5	\$ 3,500.00	\$ 7,000.00
T-MOBILE/CROWN CASTLE* #644	N/A	\$ 854.06	N/A
UNITED RECYCLE #647	0.5	\$ 3,500.00	\$ 7,000.00
TOTAL	36.27	\$ 241,338.26	

* PHONE TOWER - EXECUTED CONTRACT BY SANTA CLARA COUNTY

BELOW MARKET RATE
MARKET RATE