

THE
FAIR GROUND
SANTA CLARA COUNTY FAIRGROUNDS
MANAGEMENT CORPORATION



STATEMENT OF
FINANCIAL POSITION



July 31, 2024
(UNAUDITED)



**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT
CORPORATION (SCCFMC)
FINANCIAL HIGHLIGHTS
FOR JULY 2024 AND
YEAR-TO-DATE AS OF JULY 31, 2024**

Statement of Activities

July 2024

Actual revenues for July 2024 totaled \$769,673 or \$378,037 less than the budget. Program services revenue was primarily generated by the County Fair, Property Management and Bingo operations. During the first week of the 2024 County Fair, July 25, 2024 through July 28, 2024, revenues generated from admissions, parking, beverage sales and sponsorships totaled \$276,805.

Expenses totaled \$1,204,872 or \$11,459 more than the budget. Of the \$58,866 in security expenses, SCCFMC collected \$2,080 in security costs from a promoter in connection with their event.

In summary, for the month of July 2024, SCCFMC had a Net Loss of \$435,199 compared to the budgeted Net Loss of \$68,621 resulting in an unfavorable variance of \$366,598.

Year-to-Date as of July 31, 2024

Actual year-to-date revenues, as of July 31, 2024, totaled \$5,818,348 or \$576,803 more than budget. In January 2024, SCCFMC received an AB1499 allocation in the amount of \$227,500 from the California Department of Food & Agriculture (CDFA). These funds were allocated between the County Fair and General and Administrative operations. General and Administrative revenue includes \$369,509 in recognized revenue as a reimbursement from the County of Santa Clara.

Expenses year-to-date totaled \$5,262,142 or \$194,900 less than budget. The top four expenditures are salaries & benefits, security & sheriff, outside services, and utilities. Of the \$718,404 in security expenses, SCCFMC has collected \$157,303 in security costs from promoters in connection with their events. Management continues to monitor expenses to align with projected revenues and continues to make expenditure adjustments as necessary. Staff continue to assess the security needs at the various gates and RV Park in an effort to reduce costs while maintaining a high standard of security oversight at the Fairgrounds.

As of July 31, 2024, SCCFMC has a Net Profit of \$556,207 compared to the budgeted Net Loss of \$215,496 resulting in a favorable variance of \$771,702.

**SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT
CORPORATION (SCCFMC)
FINANCIAL HIGHLIGHTS (continued)
FOR JULY 2024 AND
YEAR-TO-DATE AS OF JULY 31, 2024**

Balance Sheet

SCCFMC's total cash balance as of July 31, 2024, is \$2,988,975 compared with the prior year's (2023) cash balance total of \$2,827,763. SCCFMC's cash balance increased by \$186,365 from the May 31, 2024 cash balance of \$2,802,610. SCCFMC's current ratio is 3.65 for July 2024 compared to 3.62 in July 2023 which reflects SCCFMC's ability to pay its current liabilities. The ratio is also favorable to the best practices ratio suggested by FMC's financial auditors.

Supplemental Schedules for 2024

Anchor License Agreements – July 2024: Summarizes the status of Anchor License Agreements totaling \$229,292.30 in revenue.

Events through January 2025

Summarizes sales activity as of August 10, 2024. Includes name of event, event date(s), number of event days, location, estimated number of patrons and event type. Also includes Hosted (produced in-house) Events planned for 2024 and events hosted by the County. All events are tentatively scheduled and subject to change or cancellation.

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF ACTIVITIES
July 2024
(UNAUDITED)
Actual vs Budget

	2024		
	Actual	Amended Budget	Variance
Support and revenue			
County Fair	\$ 276,805	\$ 512,000	\$ (235,195)
Property Management *	264,435	189,413	75,022
Bingo	108,513	81,667	26,846
Off-Track Betting **	96,776	112,257	(15,481)
Venue Sales & Event Services**	20,552	252,373	(231,821)
General and Administrative	2,591	0	2,591
Total support & revenue	\$ 769,673	\$ 1,147,710	\$ (378,037)
Expenses			
Program Services	\$ 1,034,235	\$ 992,680	\$ (41,555)
Facilities	92,031	90,207	(1,824)
General & Administrative	78,605	133,443	54,838
Total expenses	\$ 1,204,872	\$ 1,216,331	\$ 11,459
Change in unrestricted net assets	\$ (435,199)	\$ (68,621)	\$ (366,578)
Unrestricted net assets, July 1	6,220,522	6,220,522	0
Unrestricted net assets, July 31	\$ 5,785,323	\$ 6,151,902	\$ (366,578)

* Includes both Anchor Licensees and RV Park guests

** Food & Beverages included in both Off-track Betting and Venue Sales and Events

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF ACTIVITIES
Year to date as of July 31, 2024
(UNAUDITED)
Actual vs Budget

	2024		
	Actual	Amended Budget	Variance
Support and revenue			
Venue Sales & Event Services*	\$ 1,907,519	\$ 1,333,963	\$ 573,556
Property Management **	1,681,897	1,443,733	238,164
Off-Track Betting *	821,401	908,682	(87,281)
County Fair	476,194	950,000	(473,806)
Bingo	441,317	571,667	(130,350)
Hosted Events	3,738	0	3,738
General and Administrative	486,282	33,500	452,782
Total support & revenue	<u>\$ 5,818,348</u>	<u>\$ 5,241,546</u>	<u>\$ 576,803</u>
Expenses			
Program Services	\$ 3,846,731	\$ 3,788,229	\$ (58,502)
Facilities	665,939	682,033	16,094
General & Administrative	749,472	986,779	237,307
Total expenses	<u>\$ 5,262,142</u>	<u>\$ 5,457,041</u>	<u>\$ 194,900</u>
Change in unrestricted net assets	<u>\$ 556,207</u>	<u>\$ (215,496)</u>	<u>\$ 771,702</u>
Unrestricted net assets, January 1	<u>5,229,116</u>	<u>5,229,116</u>	<u>0</u>
Unrestricted net assets, July 31	<u><u>\$ 5,785,323</u></u>	<u><u>\$ 5,013,621</u></u>	<u><u>\$ 771,702</u></u>

* Food & Beverages included in both Off-track Betting and Venue Sales and Events Services

** Includes both Anchor Licensees and RV Park guests

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF ACTIVITIES
July 2024
(UNAUDITED)

	2024	2023
Support and revenue		
County Fair	\$ 276,805	\$ 820,042
Property Management *	264,435	129,292
Bingo	108,513	0
Off-Track Betting **	96,776	101,564
Venue Sales & Event Services**	20,552	60,284
General and Administrative	2,591	352,755
Total support & revenue	\$ 769,673	\$ 1,463,938
Expenses		
Program Services	\$ 1,034,235	\$ 1,144,853
Facilities	92,031	300,818
General & Administrative	78,605	149,995
Total expenses	\$ 1,204,872	\$ 1,595,666
Change in unrestricted net assets	\$ (435,199)	\$ (131,728)
Unrestricted net assets, July 1	6,220,522	6,021,936
Unrestricted net assets, July 31	\$ 5,785,323	\$ 5,890,208

* Includes both Anchor Licensees and RV Park guests

** Food & Beverages included in both Off-track Betting and Venue Sales and Events Services

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF ACTIVITIES
(UNAUDITED)
Year to date as of July 31, 2024 and 2023

	2024	2023
Support and revenue		
Venue Sales & Event Services*	\$ 1,907,519	\$ 1,093,511
Property Management **	1,681,897	1,471,795
Off-Track Betting*	821,401	835,505
County Fair	476,194	898,797
Bingo	441,317	0
Hosted Events	3,738	0
General and Administrative	486,282	1,085,692
Total support & revenue	\$ 5,818,348	\$ 5,385,299
Expenses		
Program Services	\$ 3,846,731	\$ 4,101,865
Facilities	665,939	783,260
General & Administrative	749,472	1,156,991
Total expenses	\$ 5,262,142	\$ 6,042,116
Change in unrestricted net assets	\$ 556,207	\$ (656,817)
Unrestricted net assets, January 1	5,229,116	6,547,024
Unrestricted net assets, July 31	\$ 5,785,323	\$ 5,890,208

* Food & Beverages included in both Off-track Betting and Venue Sales and Events Services

** Includes both Anchor Licensees and RV Park guests

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORPORATION
SUPPLEMENTAL SCHEDULE OF REVENUES AND EXPENSES
(UNAUDITED)
July 2024

	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	\$ 96,776	\$ 264,435	\$ 20,552	\$ -	\$ 108,513	\$ -	\$ 276,805	\$ 767,081	\$ -	\$ 2,591	\$ 769,673
Cost of Sales:											
Labor	-		1,335	-			35,446	36,781	-		36,781
Racing Forms	4,377							4,377			4,377
Parking							8,940	8,940			8,940
Entertainment	-						391,896	391,896			391,896
Equipment Rental							-	-			-
Food & Beverages	2,157						9,718	11,875			11,875
Sponsorship-Exchange											-
Bingo-Regular								39,459			39,459
Bingo-Flash cards								59,906			59,906
Security Services			1,650					1,650			1,650
Other								-			-
Ticketing Services								-			-
Judges							5,896	5,896			5,896
Lottery	749							749			749
Total Cost of Sales	7,283	-	2,985	-	99,365	-	451,896	561,529	-	-	561,529
Direct Expenses:											
Payroll and employee benefits	2,193	-	9,755	-			-	11,949	6,688	-	18,637
Facility	-	92,089	-	-			-	92,089	-	-	92,089
Repairs and maintenance	4,505	-	8,195	-			1,466	14,165	24,641	-	38,807
Security and sheriff	7,032	45,443	-	-	1,310		3,431	57,216	-	-	57,216
Depreciation	-	-	-	-				-	17,932	-	17,932
Other	7,615	6,007	4,621	-	459		97,675	116,377	10,597	4,855	131,830
Reimbursed expenses	-	-	-	-	-		-	-	-	-	-
Total Direct Expenses	21,345	143,539	22,572	-	1,769	-	102,572	291,796	59,858	4,855	356,509
Gross Profit (Loss)	68,149	120,896	(5,005)	-	7,378	-	(277,663)	(86,244)	(59,858)	(2,264)	(148,366)
General and Administrative Expenses:											
Labor and benefits	26,033	-	3,741	-	-		15,531	45,306	-	47,161	92,467
Professional Services	-	-	-	-	-		-	-	-	12,502	12,502
Marketing	1,043	-	4,500	-	2,393		42,475	50,412	-	6,137	56,548
Insurance	-	16,775	-	-	-		-	16,775	-	534	17,309
Depreciation	-	-	-	-	-		-	-	-	-	-
Other	2,628	9,500	923	-	-		55,368	68,418	32,172	7,417	108,007
Total General and Administrative Expenses	29,705	26,274	9,164	-	2,393	-	113,374	180,910	32,172	73,751	286,833
Change in Unrestricted Net Assets (Deficit)	\$ 38,444	\$ 94,622	\$ (14,169)	\$ -	\$ 4,985	\$ -	\$ (391,037)	\$ (267,154)	\$ (92,031)	\$ (76,014)	\$ (435,199)

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

Year to date as of July 31, 2024

	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	\$ 821,401	\$ 1,681,897	\$ 1,907,519	\$ -	\$ 441,317	\$ 3,738	\$ 476,194	\$ 5,332,066	\$ -	\$ 486,282	\$ 5,818,348
Cost of Sales:											
Labor	-		132,982	-		1,646	37,381	172,009	-		172,009
Racing Forms	33,141							33,141			33,141
Parking			181,484				8,940	190,424			190,424
Entertainment	38,594		875			500	418,219	458,188			458,188
Equipment Rental			11,646			-	-	11,646			11,646
Food & Beverages	18,210		46,785	-	-	1,121	9,718	75,835			75,835
Bingo-Regular					168,632			168,632			168,632
Bingo-Flash cards					232,760			232,760			232,760
Sub-Contractor			5,625					5,625			5,625
Security Services			132,901				-	132,901			132,901
Material							1,906	1,906			1,906
Ticketing Services							2,595	2,595			2,595
Judges							8,435	8,435			8,435
Lottery	4,712							4,712			4,712
Total Cost of Sales	94,658	-	512,299	-	401,392	3,267	487,194	1,498,809	-	-	1,498,809
Direct Expenses:											
Payroll and employee benefits	-	-	69,240	-	-	-	-	69,240	42,335	-	111,575
Facility	-	420,585	-	-	-	-	-	420,585	-	-	420,585
Repairs and maintenance	63,961	15,669	34,746	-	-	400	1,466	116,241	249,663	-	365,904
Security and sheriff	-	499,400	1,681	-	-	1,792	3,431	506,303	-	-	506,303
Depreciation	-	-	-	-	-	-	-	-	120,867	-	120,867
Other	93,274	14,367	20,539	-	10,696	-	114,455	253,331	24,343	5,994	283,668
Reimbursed expenses	-	-	-	-	-	-	-	-	-	-	-
Total Direct Expenses	157,235	950,021	126,206	-	10,696	2,192	119,351	1,365,701	437,208	5,994	1,808,903
Gross Profit (Loss)	569,509	731,876	1,269,014	-	29,229	(1,721)	(130,351)	2,467,556	(437,208)	480,288	2,510,636
General and Administrative Expenses:											
Labor and benefits	199,174	-	89,565	-	-	-	116,480	405,219	-	466,928	872,147
Professional Services	-	-	-	-	-	-	-	-	-	157,854	157,854
Marketing	14,819	-	18,550	-	5,608	8,361	72,439	119,777	-	24,080	143,857
Insurance	-	109,035	-	-	-	-	-	109,035	-	3,739	112,774
Depreciation	-	-	-	-	-	-	-	-	202,291	-	202,291
Other	22,672	79,046	48,971		270	17,787	179,442	348,189	26,440	90,877	465,506
Total General and Administrative Expenses	236,666	188,081	157,086	-	5,878	26,148	368,360	982,220	228,731	743,478	1,954,429
Change in Unrestricted Net Assets (Deficit)	\$ 332,843	\$ 543,794	\$ 1,111,928	\$ -	\$ 23,351	\$ (27,869)	\$ (498,712)	\$ 1,485,335	\$ (665,939)	\$ (263,189)	\$ 556,207

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

Year to date as of July 31, 2023

	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	835,505	1,471,795	767,884	325,627	-	-	898,797	4,299,608	-	1,085,692	5,385,299
Cost of Sales:											
Labor	-		49,886	54,583			13,287	117,756		75,983	193,738
Racing Forms	37,752							37,752			37,752
Parking			106,698				18,296	124,994			124,994
Entertainment	2,700						805,169	807,869			807,869
Equipment Rental						81,976	57,340	139,316		-	139,316
Food & Beverages				70,042			11,477	81,519			81,519
Sub-Contractor			21,773					21,773			21,773
Ticketing Services							2,770	2,770			2,770
Judges							8,484	8,484			8,484
Lottery	3,737							3,737			3,737
Total Cost of Sales	44,189	-	178,358	124,624	-	81,976	916,824	1,345,971	-	75,983	1,421,953
Direct Expenses:											
Payroll and employee benefits	29,104	-	-	72,528		-	-	101,632	53,162	-	154,794
Facility	-	460,799	-	-		-	-	460,799	-	-	460,799
Repairs and maintenance	-	-	5,148	420		1,386	33,868	40,822	404,235	-	445,057
Security and sheriff	71,708	717,696	35,594	-		2,931	75,274	903,203	-	-	903,203
Depreciation	-	-	-	-		-	-	-	98,484	-	98,484
Other	85,096.36	164	8,957	20,219	-	-	52,423	166,859	65,392	164,796	397,047
Reimbursed expenses	-	-	-	-	-	-	-	-	-	-	-
Total Direct Expenses	185,908	1,178,659	49,699	93,167	-	4,317	161,565	1,673,315	621,272	164,796	2,459,382
Gross Profit (Loss)	605,408	293,137	539,827	107,836	-	(86,293)	(179,592)	1,280,322	(621,272)	844,913	1,503,964
General and Administrative Expenses:											
Labor and benefits	220,086	45,494	44,748	-	-	23,400	125,515	459,242	-	567,152	1,026,394
Professional Services	-	-	-	-	-	-	-	-	-	179,564	179,564
Marketing	34,297	-	-	-	-	56,100	244,820	335,217	-	21,512	356,729
Insurance	-	93,597	-	-	-	-	-	93,597	-	3,730	97,327
Depreciation	-	-	-	-	-	-	-	-	56	-	56
Other	24,945	63,410	9,453	8,216	-	6,457	82,042	194,523	161,932	144,256	500,711
Total General and Administrative Expenses	279,328	202,501	54,200	8,216	-	85,957	452,376	1,082,580	161,988	916,213	2,160,781
Change in Unrestricted Net Assets (Deficit)	326,080	90,635	485,627	99,619	-	(172,250)	(631,969)	197,742	(783,260)	(71,300)	(656,817)

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF FUNCTIONAL EXPENSES
(UNAUDITED)
July 2024

	PROGRAM SERVICES	FACILITIES	MANAGEMENT AND GENERAL	TOTAL	2024 AMENDED BUDGET	VARIANCE
Entertainment	\$ 391,896	0	0	\$ 391,896	\$ 353,750	\$ (38,146)
Outside Services	93,867	0	8,823	102,691	67,916	(34,775)
Salaries & Benefits	52,925	6,006	38,727	97,658	117,784	20,126
Utilities	94,409	1,390	659	96,458	74,491	(21,967)
Bingo Payouts	91,082	0	0	91,082	58,019	(33,063)
Supplies	65,089	8,849	8,919	82,857	51,233	(31,624)
Security & Sheriff *	58,866	0	0	58,866	137,663	78,797
Marketing	50,412	0	6,137	56,548	38,514	(18,035)
Equipment Rental	45,755	1,495	1,259	48,509	49,182	673
Depreciation and amortization	0	46,902	0	46,902	43,690	(3,211)
Repair & Maintenance	14,625	24,641	446	39,711	47,098	7,386
Insurance	16,775	951	534	18,259	16,679	(1,581)
Other Miscellaneous	12,803	862	585	14,250	29,640	15,391
Professional Services	0	0	12,355	12,355	14,366	2,011
Food & Beverage Cost	11,875	0	0	11,875	33,789	21,914
Parking	8,940	0	0	8,940	59,496	50,556
Fees & Licenses	10,368	254	(1,908)	8,714	121	(8,594)
Bingo Supplies	8,283	0	0	8,283	8,947	664
Payroll taxes	2,136	682	2,070	4,888	6,454	1,565
Racing Forms	4,377	0	0	4,377	7,500	3,123
Miscellaneous	(247)	0	0	(247)	0	247
Total Functional Expenses	\$ 1,034,235	\$ 92,031	\$ 78,605	\$ 1,204,872	\$ 1,216,331	\$ 11,459

* Of the \$58,866 in Security & Sheriff Expenses, SCCFMC collected \$2,080 in security and sheriff costs from a promoter in connection with their event.

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF FUNCTIONAL EXPENSES
(UNAUDITED)
Year to date as of July 31, 2024

	PROGRAM SERVICES	FACILITIES	MANAGEMENT AND GENERAL	TOTAL	2024 AMENDED BUDGET	VARIANCE
Salaries & Benefits	\$ 448,969	\$ 36,705	\$ 396,959	\$ 882,633	\$ 1,081,091	\$ 198,458
Security & Sheriff *	718,404	0	0	718,404	675,965	(42,439)
Outside Services	455,301	0	74,799	530,100	439,004	(91,096)
Utilities	454,136	9,730	4,620	468,486	527,246	58,760
Entertainment	419,594	0	0	419,594	428,750	9,156
Repair & Maintenance	119,826	249,663	5,417	374,906	370,012	(4,894)
Bingo Payouts	373,945	0	0	373,945	406,135	32,190
Depreciation and amortization	0	323,158	0	323,158	266,548	(56,610)
Parking	190,424	0	0	190,424	124,002	(66,422)
Marketing	119,777	0	45,366	165,143	240,743	75,600
Professional Services	903	0	144,047	144,950	160,776	15,826
Supplies	103,205	18,294	21,721	143,220	138,199	(5,021)
Other Miscellaneous	87,836	7,880	26,086	121,803	100,522	(21,281)
Insurance	109,035	7,181	4,738	120,953	109,607	(11,346)
Equipment Rental	71,961	6,049	8,775	86,784	124,520	37,735
Food & Beverage Cost	75,835	0	0	75,835	101,827	25,992
Payroll taxes	21,477	5,630	26,302	53,408	56,354	2,945
Racing Forms	33,141	0	0	33,141	39,300	6,159
Bingo Supplies	27,447	0	0	27,447	62,632	35,185
Fees & Licenses	15,764	1,649	(9,358)	8,055	3,560	(4,494)
Miscellaneous	(247)	0	0	(247)	250	497
Total Functional Expenses	\$ 3,846,731	\$ 665,939	\$ 749,472	\$ 5,262,142	\$ 5,457,041	\$ 194,900

* Of the \$718,404 in Security & Sheriff Expenses, SCCFMC collected \$157,303 in security and sheriff costs from promoters in connection with their events.

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
SECURITY SERVICES BY LOCATION
(UNAUDITED)
July 2024

<u>SECURITY LOCATION</u>	<u>EXPENSE</u>
Gate C	\$ 7,235
Gate D	\$ 14,084
Gate F	\$ 16,299
Off Track Betting	\$ 7,032
Pedestrian	\$ 11,256
Bingo	\$ 1,310
Events	\$ 1,650
TOTAL	\$ 58,866

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
SECURITY SERVICES BY LOCATION
(UNAUDITED)
Year to date as of July 31, 2024

<u>SECURITY LOCATION</u>	<u>EXPENSE</u>	
Gate C	\$ 61,009	
Gate D	\$ 143,545	*
Gate F	\$ 140,925	
Off Track Betting	\$ 52,047	
Pedestrian	\$ 84,724	
RV Park	\$ 73,566	*
BINGO	\$ 6,137	
Events	\$ 156,452	
TOTAL	\$ 718,404	

* Expenses incurred due to the current requirement to keep the RV Park open.

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF FINANCIAL POSITION
(UNAUDITED)
Year to date as of July 31, 2024 and 2023

ASSETS	2024	2023
Current Assets		
Cash and cash equivalent	\$ 2,988,975	\$ 2,827,763
Accounts Receivable	695,713	868,831
Other Current Assets	406,613	478,607
Total current assets	\$ 4,091,302	\$ 4,175,201
Property and Equipment, net	3,085,547	3,350,581
Total assets	\$ 7,176,849	\$ 7,525,782
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable	\$ 197,432	\$ 391,527
Wells Fargo Business Elite	46,813	21,883
Accrued liabilities	403,651	531,166
Deferred revenue, nonmonetary exchange, current	0	3,000
Customer deposits	474,225	205,102
Total current liabilities	\$ 1,122,121	\$ 1,152,678
Long term liabilities		
Deferred revenue, nonmonetary exchange, net of current portion	0	\$ 230,656
Equipment Loan #1	29,208	46,011
Equipment Loan #2	30,634	48,256
Equipment Loan #3	52,112	0
Restricted Fund	16,100	16,550
Economic Injury Disaster Loan(EIDL)	141,351	141,422
Total long-term liabilities	269,404	482,896
Total liabilities	\$ 1,391,526	\$ 1,635,574
Unrestricted net assets	\$ 5,785,323	\$ 5,890,208
Total liabilities and net assets	\$ 7,176,849	\$ 7,525,782

SANTA CLARA COUNTY FAIRGROUNDS MANAGEMENT CORP
STATEMENT OF CASH FLOWS
(UNAUDITED)
Year to date as of July 31, 2024 and 2023

	<u>2024</u>	<u>2023</u>
Cash flows from operating activities		
Change in net assets	\$ 556,207	\$ (656,817)
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation expenses	323,158	244,950
Change in operating assets and liabilities		
Accounts Receivable, net	218,948	495,096
Prepaid Expenses	(19,489)	(308,321)
Accounts payable	(15,804)	78,550
Accrued liabilities	68,612	182,043
Customer Deposits	8,056	16,261
Net cash provided by operating activities	<u>1,139,688</u>	<u>(398,008)</u>
Cash flows from financing activities:		
Repayment of loans payable	(25,075)	(4,487)
Equipment Loan #1	0	46,011
Equipment Loan #2	0	48,256
Equipment Loan #3	60,155	0
Net cash used in capital and related financing activities	<u>35,080</u>	<u>89,780</u>
Cash flows from investing activities:		
Acquisition of property and equipment	(305,115)	(720,526)
Net cash used in investing activities	<u>(305,115)</u>	<u>(720,526)</u>
Net change in cash and cash equivalents	869,653	(1,028,754)
Cash and cash equivalents, January 1	<u>2,119,322</u>	<u>3,856,517</u>
Cash and cash equivalents, July 31	<u><u>\$ 2,988,975</u></u>	<u><u>\$ 2,827,763</u></u>

SANTA CLARA COUNTY FAIRGROUNDS MGMT CORP.

LICENSEES AGREEMENTS - JULY 2024

	<u>ACRES OCCUPIED</u>	<u>MONTHLY FEES</u>	<u>MONTHLY PER ACRES</u>
AT&T/CROWN CASTLE* #645	N/A	\$ 6,231.08	N/A
VYSH #620	0.2	\$ 1,485.00	\$ 7,426.00
DATALINX COMMUNICATIONS, INC.#654	0.5	\$ 3,713.00	\$ 7,426.00
EVERGREEN WASTE SERVICES #642	0.5	\$ 3,713.00	\$ 7,426.00
DGDG #650	1.5	\$ 11,139.45	\$ 7,426.00
GARDEN SUPPLY #641	3.25	\$ 24,136.00	\$ 7,426.00
GREEN BAY HAULING, LLC #649	0.5	\$ 3,713.00	\$ 7,426.00
JETMULCH #667	1	\$ 7,426.00	\$ 7,426.00
PACIFIC WEST BUILDERS INC. #646	18	\$ 133,668.00	\$ 7,426.00
RA RA TRUCKING #679	1	\$ 7,426.00	\$ 7,426.00
SILICON VALLEY TELECOM INC #658	0.5	\$ 3,713.00	\$ 7,426.00
SOUTH BAY TELECOM #664	1	\$ 7,426.00	\$ 7,426.00
THE FENCE-4-RENT #662	0.25	\$ 1,857.00	\$ 7,426.00
TA CONCRETE CONSTRUCTION #659	0.5	\$ 3,713.00	\$ 7,426.00
T-MOBILE/CROWN CASTLE* #644	N/A	\$ 6,219.77	N/A
UNITED RECYCLES SERVICES #647	0.5	\$ 3,713.00	\$ 7,426.00
TOTAL	29.2	\$ 229,292.30	

* PHONE TOWER - EXECUTED CONTRACT BY SANTA CLARA COUNTY

SCCFMC Event Calendar

black = executed contract blue = contract in process green = hosted event purple=County Hosted Event

as of August 10, 2024

Public Start Date	Public Days	Event Name	Location	Estimated Patrons/Day	Event Type
Thu Aug 1	4	County Fair	All Grounds	25,000	County Fair
Fri Aug 16	3	FoodieLand Night Market	All Outside Grounds	25,000	Food Festival
Thurs Aug 22	1	FeastMode Music Series	International Park	2,000	Free Community Concert
Sat Aug 24	2	FunBox	Lot D South	2,000	Family Entertainment
Thurs Aug 29	1	FeastMode Music Series	International Park	2,000	Free Community Concert
Sat Aug 31	2	FunBox	Lot D South	2,000	Family Entertainment
Sun Sept 1	1	Latin Concert	International Park	5,000	Concert
Thurs Sept 5	1	FeastMode Music Series	International Park	2,000	Free Community Concert
Sat Sept 7	2	Brick Fest Live	Expo Hall	3,000	Family Exhibit
Sat Sept 7	2	FunBox	Lot D South	2,000	Family Entertainment
Thurs Sept 12	1	FeastMode Music Series	International Park	2,000	Free Community Concert
Sat Sept 14	2	Tiny Homes Expo	Expo Hall	2,000	Expo
Sat Sept 14	2	FunBox	Lot D South	2,000	Family Entertainment
Sun Sept 15	1	Indo American Concert	International Park	3,000	Concert
Sat Sept 21	1	Private Event	Fiesta Hall	300	Private Reception
Sat Sept 21	2	FunBox	Lot D South	2,000	Family Entertainment
Sat Sept 21	2	Toy Show	Expo Hall	3,000	Family Exhibit
Fri Sept 27	3	American Indian Festival	Pavilion Hall	1,000	Festival
Sat Sept 28	2	FunBox	Lot D South	2,000	Family Entertainment
Wed Oct 2	7	Rock 'n' Roll Parking	Lot D	200	Parking
Fri Oct 4	2	Veteran Standdown	Pavilion Hall, Heritage Hall, Heritage Gardens & Green House	1,000	Job Fair

Sat Oct 5	2	FunBox	Lot D South	2,000	Family Entertainment
Sun Oct 6	1	Drum Practice	Fiesta Hall	100	Community Non-Profit Use
Fri Oct 11	3	Durga Puja 2024	Expo, Pavilion and Promenade	10,000	Religious and Dance
Sat Oct 12	2	FunBox	Lot D South	2,000	Family Entertainment
Fri Oct 18	3	Ski & Snowboard Sale	Expo Hall	2,000	Sale
Wed Oct 30	7	November Elections	Heritage Hall	1,000	County Vote Center
Sun Nov 3	1	Drum Practice	Fiesta Hall	100	Community Non-Profit Use
Sat Nov 16	2	The Stampede	Fiesta Hall	500	Rabbit & Cavy Show
Wed Nov 20	1	Rockumbiando Concert	Expo Hall	5,000	Rock/Cumbia Concert
Fri Nov 29	3	Yoga Event	Fiesta Hall or Pavilion Hall	100	Yoga Classes
Sun Dec 1	1	Drum Practice	Fiesta Hall	100	Community Non-Profit Use
Sat Dec 6	2	Toy Show	Expo Hall	3,000	Family Exhibit
Sun Jan 5	1	Drum Practice	Fiesta Hall	100	Community Non-Profit Use
Sun Jan 12	1	Drum Practice	Fiesta Hall	100	Community Non-Profit Use
Sat Jan 18	1	Jiu-Jitsu Tournament	Expo Hall	2000	Sporting Competition
Sun Jan 19	1	Drum Practice	Fiesta Hall	100	Community Non-Profit Use

Please note that all events are tentatively scheduled and subject to change or cancellation.