



Executive Committee Meeting

January 8, 2026

4:00 to 5:00pm

Zoom Video Conferencing

<https://zoom.us/signin>

Join Zoom Meeting

<https://us02web.zoom.us/j/85384891282?pwd=4at5at4lBjip3ovxBacLBlcHkTaEzj.1>

Meeting ID: 853-8489-1282 and Passcode: 493719

MEETING AGENDA

- 1. Call to Order and Introductions (Larry Chung)**
Welcome by Board Chair, Larry Chung, SoCal Edison
- 2. Consent Agenda (Larry Chung)**
 - A. Approval of Minutes from Executive Committee meeting held on October 9, 2025 (see attachment)
- 3. Regular Agenda**
 - A. Board Chair's Report (Larry Chung)
- 4. Organizational Reports**
 - A. Reminder of Organizational Mission and Purpose (Jeff Ball)
 - B. Economic Development (Jesse Ben-Ron, Paul Simonds)
 - C. Workforce (Jesse Ben-Ron)
 - D. Housing (Jesse Ben-Ron)
 - E. Infrastructure (Jesse Ben-Ron)
 - F. Government Affairs (Amanda Walsh)

- G. BizPAC (Amanda Walsh)
- H. Research (Wallace Walrod, Jeff Ball)
- I. Events (Lauren Martin)
- J. Public Affairs (Sarah Ghebrial)
- K. Investor Relations (Carl Heft) (see attachment)
- L. Strategic Partners and Coalition Partners (Jeff Ball)
- M. Financial Highlights (Frank McEnulty, Jeff Ball)

5. Strategic Priorities (Jeff Ball)

6. Specific Matters for Committee Discussion (Jeff Ball)

- A. Any Matters/Observations Committee Members would like to discuss

7. Next Committee Meeting: Thursday, April 9, 2026
4:00 to 5:00pm
Zoom Meeting unless otherwise notified

Next Board Meeting: Thursday, November 12, 2026
4:00 to 5:30pm
UCI Health – New Irvine Hospital (logistics to follow)

8. Closed Session with CEO (Board Members only)

9. Closed Session without CEO (Board Members only excluding CEO)

10. Adjournment

Attachments:

- A. Minutes of Executive Committee Meeting on October 9, 2025
- B. Investor Relations Report
- C. November 2025 YTD Financial Statement
- D. November 2025 Balance Sheet



Minutes of Executive Committee Meeting

October 9, 2025

4:00 to 5:30pm

A meeting of the Executive Committee of Orange County Business Council was held on October 9, 2025, by Zoom Meeting.

Committee Members in attendance were:

Jeffery Ball, Larry Chung, Rebecca Hall, Nicole Suydam, Sharon Battle, Jill Dunn, Steve Finnegan, Susan Hori Esq., Darrell Johnson, Cathi Killian, Abigail Lovell, Eric Morgan, Steven Oh, Benjamin Rubin Esq., William Shopoff, and Mark Taylor

Staff in attendance were:

Paulina Alvarez, Jesse Ben-Ron, Vicki Blaser, Carl Heft, Sarah Ghebrial, Maria Linares, Lauren Martin, Frank McEnulty, Jorgie Sandoval, Paul Simonds, Maiken Sorenson, Wallace Walrod, Amanda Walsh, and Tanya Weisz

1. Call to Order and Introductions (Rebecca Hall)

Rebecca Hall called the meeting to order at 4:05pm. She began the meeting by recognizing the installation of Matthew Parlow as the new President of Chapman University.

2. Consent Agenda (Rebecca Hall)

Ms. Hall requested a motion to approve the minutes of the July 10, 2025, Executive Committee meeting.

On a motion by Jill Dunn, second by Abigail Lovell: the minutes of the July 10, 2025, Executive Committee meeting are APPROVED with no objections and one abstention (Ms. Hall).

3. Regular Agenda

A. Board Chair's Report (Rebecca Hall)

Ms. Hall thanked everyone for attending and said she would withhold her comments until next month's full board meeting to preserve time for the rest of the agenda.

4. Organizational Reports

A. Reminder of Organizational Mission and Purpose (Jeff Ball)

Mr. Ball started the meeting by noting the recent unexpected passing of Parimal Rohit who was the real estate reporter for the Orange County Business Journal. Mr. Ball noted his many years of service to the local business community and great partnership with OCBC.

Mr. Ball reminded all attendees of the organization's Mission Statement and Purpose.

Mr. Ball informed the Committee that the office relocation has been finalized and that other than tying up a few loose ends everything is complete and going well. We are sharing space with LSA and BIA. OCBC is interest in acquiring enough tables and chairs to host about 80 people so if any members of the Committee are aware of another organization looking to get rid of tables and chairs please let us know. He also encouraged Committee members to come and visit the new office.

Investor growth and collection of receivables continues to be a priority which has had mixed results. There will be a more complete update later in the meeting.

Going into 2026 the organization will be developing an industry cluster strategy intended to accelerate revenue growth and also make the organization more effective. Selected industries are based on current and project employment trends with a focus on the greatest opportunities for quality jobs in the skilled spaces.

The 2024 Financial Audit is now complete and this is the first full audit of OCBC in a number of years. As expected, the audit resulted in a few findings which are currently being addressed. But there were no opinions and the organization continues to be in strong financial standing.

OCBC Connections continues to be very popular with great attendance and positive feedback. These are intended to provide more in-depth sessions and are an effective tool for investor relations.

The organization is working with College Board and OCDE on the establishment of AP courses related to business. The first two courses are AP – Personal Finance and AP – Cybersecurity. Another course related to Health Care Services is in development. OCBC has an opportunity to receive grants from the US Chamber of Commerce as part of this initiative. If you have not yet signed up to be part of this initiative please consider doing so. Mr. Ball was part of a panel discussion regarding these new courses at the recent CCC100 meetings in Louisville. Orange County has an opportunity to be a leader in the implementation of this new curriculum working with OCDE.

We continue to move forward on the establishment of a Client Relationship Model. OCBC has never had a CRM. We have chosen

GrowthZone and this implementation is part of our continued focus on doing work more effectively.

Mr. Ball paused to take questions and comments from members of the Committee.

B. Economic Development (Jesse Ben-Ron)

Mr. Ben-Ron provided the Committee with an update on the third round of funding for JobsFirst. We have distributed approximately nine million dollars and have about 1 million left to distribute. Staff is focusing on activation plans and there is still time to apply as applications are due by October 17th. He also provided an update on Round 2 funding and the focus on clean energy grants.

Mr. Ben-Ron paused to take questions and comments from members of the Committee.

C. Workforce (Jesse Ben-Ron)

Edit

down the college board part Mr. Ben-Ron provided the Committee with an update on LEA activity including a project with OCDE to develop the materials into a video/podcast format which will provide for broader and more effective distribution. He recognized and thanked Jill Dunn and Chevron for the funding support of this project.

Mr. Ben-Ron then highlighted a recent committee meeting in which HR representatives from local health care providers shared their projected resource needs with numerous education partners. OCBC feels that this type of engagement is most effective in ensuring coordination in workforce development.

Mr. Ben-Ron then provided some highlights of the organization's work with OCDE, US Chamber and College Board on the regional implementation of new AP courses in Business. The first two are in Personal Finance and Cybersecurity with an additional course related to Health Care in development. OCBC will be hosting targeted convenings with employers to promote buy-in and board members are encouraged to engage on this opportunity.

Mr. Ben-Ron then concluded his report with a summary of AB 288 which applies to employee notice requirements which OCBC was opposed to but was signed into law by the Governor on September 30th.

Mr. Ben-Ron paused to take questions and comments from members of the Committee.

` D. Housing (Jesse Ben-Ron)

Mr. Ben-Ron provided an overview of a recent Committee meeting which featured representatives from a variety of cities discussing their housing plans. This discussion developed a number of opportunities for sharing of best practices.

Susan Hori commented on the Urban Land Institute Center for Leadership program which is a nine month program for future leaders in the profession. She provided background on her engagement in planning the initial session of the program which is intended to provide a background on Orange County. She recognized and thanked Mr. Ball for being a speaker in the program and providing the group with an excellent overview of OCBC and the Orange County economy.

Mr. Ben-Ron paused to take questions and comments from members of the Committee.

E. Infrastructure (Jesse Ben-Ron)

Mr. Ben-Ron continued with an overview of the October Infrastructure Committee Meeting which focused on water quality and supply. The meeting was well attended and we are seeing stronger attendance and engagement across all of our committees.

Mr. Ball shared information regarding Mobility 21 which is a regional transportation coalition for all of Southern California. OCBC has a strong leadership position with this organization as Mr. Ball will be Board Chair in 2026, Mr. Johnson in 2027 and Mr. Finnegan in 2028. With several major events coming to Southern California in the next few years this is a key time for regional transportation planning and funding with OCBC playing a key role with this representation.

Mr. Ben-Ron and Mr. Sandoval then provided the Committee with an overview of past and upcoming OCBC Business Connections seminars. The Committee was reminded that suggestions on future topics is encouraged and appreciated.

Mr. Ben-Ron paused to take questions and comments from members of the Committee.

F. Government Affairs (Amanda Walsh)

Ms. Walsh provided an over of the recent Legislative Day and also her recent trip to Sacramento with Mr. Ball where we met with every member of the Orange County delegation to discuss our projected scorecard bills and key policy initiatives.

Overall we had an effective session with 11 wins and 8 losses. There were also 3 bills which went to inactive file. The governor has a few more days to sign bills into law so we continue to monitor.

Ms. Walsh then highlighted a number of local engagements which OCBC took an active position on. These included the County's decisions related to matters involving OCBC investors Clay Lacy and Falck, an AQMD matter related to Port of Long Beach, the 241/91 Connector project for TCA and Amazon's proposed distribution center in Brea. OCBC also spoke in favor of Edison at a CPUC hearing.

Upcoming speakers for the Government Affairs Committee include Assemblymember Tri Ta in October and Senator Kelly Seyarto in November. The committee will likely be dark in December.

Ms. Walsh paused to take questions and comments from members of the Committee.

G. BizPAC (Amanda Walsh)

Ms. Walsh reminded the Committee that BizPAC is a separate organization with its own Governance structure and that this information is for reporting purposes only. She provided an overview of recent activity and account balances. Mr. Ball emphasized the need to deepen engagement and get stronger financial support of BizPAC as the current levels do not provide a lot of relevancy.

Ms. Walsh and Mr. Ball paused to take questions and comments from members of the Committee.

H. Research (Wallace Walrod, Jeff Ball)

Mr. Ball recognized Dr. Walrod's leadership and support with the JobsFirst initiatives. He reminded the Committee that the 2026 Community Indicators Report will be released in a free public event at Vanguard University on November 13th. He encouraged all members to attend and thanked our Corporate Sponsors by name. The special section will be focused on Innovation in Orange County.

Dr. Walrod shared information from some new data which we recently received from Chapman. He also commented that manufacturing trends look very good with over 150,000 people employed. These tend to be good paying jobs consistent with our Workforce initiatives.

Mr. Ball shared that OCBC will now become a partner with Cal State Fullerton in their Quarterly Business Expectations Survey.

Dr. Walrod and Mr. Ball paused to take questions and comments from members of the Committee.

I. Events (Lauren Martin)

Ms. Martin provided an overview of our recent events. Legislative Day went very well with over 200 guests and a packed agenda which featured federal, state and county electeds and a focused discussion on OCBC initiatives. The event was on budget.

First Responders Dinner also went well with over 250 guests and great feedback from attendees. The stories shared were amazing and are summarized on our website. Special thanks to the Selection Committee who helped choose the featured stories and our sponsors. We would like to grow this event more effectively and will be considering a number of options including the possibility of bringing in a partner that can influence engagement. Mr. Ball stated his appreciation that we had many more board members at the event this year.

The Annual Economic Forecast Luncheon which we co-host with Cal State Fullerton will be on October 30th at the Irvine Hyatt. We are at the cutoff date for sponsorships so please let us know this evening if you would like to come in. Tables of ten will be available for sale until next Friday and we expect the event to sell out despite expanding the space from last year.

Ms. Martin then provided an overview of upcoming events including Annual Dinner on February 26th and the Sacramento Fly-in on March 23rd and 24th. Sponsorship for those events is now open and she would be happy to help anyone who wants to package their annual investment obligation with sponsorship opportunities.

Ms. Martin also provided an update on the implementation of GrowthZone which is the first CRM to be used at OCBC. We are about halfway through initial training and have started doing data imports. She then provided an overview of the benefits and purpose of this investment with a summary of key next steps in the process including full staff training.

Mr. Finnegan recognized Ms. Martin and the team for the recent outstanding events pointing out how they were well run and on point to OCBC's mission and objectives. Ms. Martin thanked him for his comments and sponsorships.

Ms. Martin paused to take questions and comments from members of the Committee.

J. Public Affairs (Sarah Ghebrial)

Ms. Ghebrial provided an update of OCBC's Social Media engagement with our LinkedIn and Facebook followings seeing increases. Website hits have decreased but that may be seasonal. We are working to upgrade the website by making it more user friendly. There is also an intentional effort to humanize the brand. Check presentations related to JobsFirst have gotten the strongest engagement on Social Media.

Before the end of the year we will be increased the frequency of the Insights newsletter weekly. With so many things happening at OCBC there will be no shortage of content.

We continue to be proactive in our Media Relations with improved outreach and relationship development. Mr. Ball and Mr. Simonds have recently been featured in a number of mediums including the Orange County Register and LA Times.

A few video projects are in process including interviews with Committee Chairs which will be used for a variety of promotional purposes. Thank you to those who have scheduled their interview.

The team has been working closely with Dr. Walrod and our vendors to finalize the Community Indicators Report. Support is also being provided for events and presentations.

Mr. Ball commented on the overall focus of being more effective and consistent in showing the business community who we are and what we do.

Ms. Ghebrial paused to take questions and comments from members of the Committee.

K. Investor Relations (Carl Heft)

Mr. Heft provided an update on Revenue in the third quarter which continues to be strong with only one investor who has chosen not to renew. During the past quarter we brought in 8 new investors but have 7 investors who are past due and 6 board member organizations which are past due.

We have over 75 confirmed leads for new investors and support from Committee members is always appreciated. A list of prospects is included in the package.

Mr. Simonds gave an overview of the Industry Cluster Strategy which is expected to be more effective for Investor development. Industry specific meetings and initiatives will be developed with a focus on

industries which show they great opportunities for growth in investment and quality job creation. The first focus is Medtech and we are working in partnership with Octane on a number of initiatives.

Mr. Heft continued with an overview of how OCBC Connections seminars and Committee Meetings have been helpful tools for developing the investor base. We also utilize our major events as a recruiting tool.

Mr. Ball stressed the important of building the investor base to support our many objectives and initiatives. He emphasized the need for board support through introductions and follow-up to sales efforts.

Mr. Heft and Mr. Ball paused to take questions and comments from members of the Committee.

L. Strategic Partners and Coalition Partners (Jeff Ball)

Mr Ball provided the Committee with an update on our strategic partnerships including the continued development of our regional alliance of chambers and his recent meeting with County leadership. He then provided an update on our Coalition partners including the US Chamber which we are working with on College Board project. At their recent leadership meeting in Louisville, Mr. Ball was part of a panel discussion on education initiatives. We continue to work closely with industry association partners to be an effective support voice on key matters and build broader consensus on our primary initiatives.

Mr. Ball paused to take questions and comments from members of the Committee.

M. Financial Highlights (Frank McEnulty, Jeff Ball)

Mr. McEnulty provided an overview of the financial performance through August. Investment Revenue Billings are 21% above budget but 6% below budget after revenue deferral. Operating expenses are 5% above budget but mostly in offsetting grant related areas.

During the year we have recognized Employee Retention Credits from 2021 which are intended to be utilized to bolster reserves.

We continue to focus on operational efficiencies and cost controls to maximize our return on investment.

Mr. Ball then provided a reminder of the audit findings from 2024 which management has addressed. He pointed out that this was the first full audit of OCBC in many years and that the three primary findings were expected as we transition away from past policies and procedures.

Those finds were Adequacy of Support for and Valuation of Deferred Membership Dues, lack of Formal Control Documentation and reliance on Auditor for Implementation and Ongoing Compliance with Accounting Standards. Management has addressed all of the findings and is working with the outside auditor to confirm. Nothing in this process has suggested any improper actions by current or prior management.

Mr. McEnulty and Mr. Ball paused to take questions and comments from members of the Committee.

5. Strategic Priorities (Jeff Ball)

Mr. Ball concluded the meeting by providing a summary of the current major priorities of the organization. This includes finalization of the office relocation, investor growth & retention, industry cluster strategy, upcoming completion of the JobsFirst project, Public Affairs strategy, regional collaboration, AP Business Course development, GrowthZone implementation and continued opportunities for operating efficiencies.

Mr. Ball paused to take questions and comments from members of the Committee.

6. Specific Matters for Committee Discussion (Jeff Ball)

- A. Any Matters/Observations Committee Members would like to discuss
No members had items for discussion.

7. Next Committee Meeting:

Mr. Ball reminded the members that the next committee meeting will be held by Zoom on Thursday, January 8, 2026, from 4:00 to 5:00pm.

Next Board Meeting:

Mr. Ball reminded the members that the next board meeting will be held at Vanguard University on Thursday, January 8, 2026, from 4:00 to 5:30pm. This will follow the release of the Community Indicators Report and a Zoom option will be provided

8. Closed Session with CEO (Board Members only)

The Committee went into closed session at 4:53pm. No action items were approved in closed session.

9. Closed Session without CEO (Board Members only excluding CEO)

There was no request for a closed session without the CEO.

10. Adjournment

The Committee meeting was adjourned at 4:58pm.

Open to any questions?

- Rebecca congratulated on investor growth and financials
-

Adjourned -

MEMORANDUM

DATE: January 8, 2026

TO: Members of the OCBC Executive Board

FROM: Carl Heft, Vice President of Investor Relations

CHAIR: Eric Morgan, Chair, Investor Relations

SUBJECT: Investor Relations Report

1. **2025 Revenue Update**

2025 renewals have generated \$1,674,083 in income to date, with only 17 investors choosing not to renew, a retention rate of 90%.

33 new investors joined OCBC in 2025 from a broad range of industry categories, and 3 investors upgraded their investment level, generating \$265,000 in revenue. A complete list of new investors and upgrades is available at the end of this report.

2. **2025 Receivables Update**

Year to date, there are currently 7 investors with past due invoices:

Alignment Healthcare
DoorDash
HDR Engineering
Mesa Water District
NileBuilt
The Salvation Army
TS Conductor

There are also 3 board member organizations with past due invoices. Prompt payment would be appreciated as past due collections require internal resources which could be applied towards new investors. Including board members, accounts receivable for all renewals are currently at \$101,500.

3. **Key Prospect List**

The following are companies that have been selected as key prospects because of their industry sector, size, and impact on the local economy. Any assistance from board members who have contacts at these companies would be greatly appreciated.

Anduril
 Edwards Lifesciences
 Ingram Micro
 Renata Medical
 Rivian
 Rocket Lab Corp

4. Prospect List

The future success of OCBC is dependent upon our ability to continue to attract and retain new investors with a broader base of participation. The following organizations have expressed an interest in becoming investors or increasing their current investment, and any help from board members to encourage them to complete the process would be appreciated. Prospects are listed in order of priority as defined in the footnote below.

<u>Organization</u>	<u>Status</u>	<u>OCBC Contact</u>
Planet Innovation	5	Mona Elkedir
Wescom	5	Carina Hollis
New York Life	5	Raymond Stellhorn
KeyBank	5	George Hausler
Archer	5	George Kivork
JLL	5	Brian Brenner
AirBnb	5	Maria Manjarez
Engie (upgrade)	5	TBD
LAZ Parking (upgrade)	4	Nick Alex
IDS International	4	Dann Veil
Medtronic	4	Nate Myszk
The Irvine Company	4	TBD
Biola University	4	David Vazquez
United Business Bank	4	John Dzida
Caribou Industries, Inc.	4	Nathan Hittle
Sofia University	4	Roland Reese
Everbank	4	Robert Noble
Turelk	4	Dave Hosier
City of Newport Beach	4	Lauren Kleiman
Wincome Hospitality	4	Paul Sanford
Anaheim Chamber of Commerce	3	Dara Maleki

Assa Abloy	3	Tim Goff
Avantus	3	Antonia Castro-Graham
B. Braun	3	Pete Klaes
BBSI	3	Robert Seaney
CBRE	3	Kurt Strasmann
Coca-Cola	3	John Tang
Code Four / Pacific Airshow HB	3	Mark Galbraith
Cox Castle	3	Sean Matsler
Digital DM	3	Daniel Millstein
Edwards Lifesciences	3	Greg Wright
eNoLux LLC	3	Aloha Ley
FFB Bank	3	Wesley J. Ito
Financial Partners Credit Union	3	Nader Moghaddam
Five Sec ev Recharging	3	Don MacAllister
Fortinet	3	Ken Chawkins
Georg Fisher	3	Heini Meier
Glydways	3	Mariah Ray
Habibi Law	3	Shawn Habibi
Halcyon	3	Jason Green
Haskell and White	3	Wayne Pinnell
Henley & Partners	3	Moe Soleiman
Investor Brand Network	3	Seamus Byrne
Joby Aviation	3	Andy Krebs
KPMG	3	Mark Clemens
Laird Coatings	3	Ed Laird
LAist	3	Pamela Gabourie
Lendistry	3	Everett Sands
Long Beach Airport	3	Kate Kuykendall
McDermott & Bull	3	Rod McDermott
MindStreet	3	Brian Mukherjee
Mitsui & CO USA	3	Ryan Bates
National Healthcare & Housing Adv.	3	Dr. Clayton Chau
OC Head Start	3	Gail Lyons
Performance Excellence Partners	3	Jaime A. Ramirez
Pinner Construction	3	Ron Fields
Roth Capital	3	Isabel Mattson-Pain
SCAG	3	Jonathan Davis
Serendipity Labs	3	Jeffery Bartley
Share Ourselves	3	Lisa Dulyea

Smart Exe	3	Anna Koreban
Softeq	3	Ibrahim El Sayed
Sorama	3	Rick Scholte
Talley	3	Frank Weber
UseAgain	3	Andrew Proctor
Ventura Foods	3	Chris Furman
Westbound Communications	3	Daniel Rhodes
AMFM	2	Rio Fontanilla
Asian Business Association of OC	2	Alexander Kim
Bahia Corinthian Yacht Club	2	Tasha Michalowski
Currency Direct	2	Amanda Dunn
Holland & Knight	2	Dave Robinson
Hyundai North America	2	Brandon Ramirez
International Education Corporation	2	Lynn Mulherin
Nasdaq	2	TBD
Northgate Markets	2	Alicia Valadez
Providence Health Plan	2	Scott Burton
Sunrun	2	Adler Goode
University Lab Partners	2	Stacey Syrocki
American Business Bank	1	Erik Dickerson
Angels Baseball	1	TBD
NAIOP	1	Mihran Toumajan
Orange County Museum of Art	1	Brittany Delany
Oracle	1	Bobby Bliven
Umovity	1	Abbas Mohaddes
Windes	1	Craig Ima

5 - Payment is being processed

4 - Verbal commitment to join

3 – Considering joining

2 - Waiting to set up meeting

1 - Longer term opportunity

5. New Investors and Upgrades for 2025

AC Future

AirBnb

Arellano & Associates

Athens Services

Atkinson, Andelson, Loya, Ruud & Romo

Burnham Ward

Cal State Long Beach

City of Fountain Valley

Clay Lacey (upgrade to Silver Level)

Coast Community College District (upgrade to Gold Level)

Ednovate

Engie

Federal Home Loan Bank of San Francisco

Fehr & Peers

H.I.R.E

Illumination Foundation

Insperity

Knobbe Martens

KPC / Orange County Global Medical Center

LAZ Parking

Michael Baker International

Moulton Niguel Water District

National Community Renaissance

OC Soccer Club

Orangewood Foundation

Pacific Symphony

PNC Bank (upgrade to Gold Level)

Port of Long Beach

Quantum Motion

Samueli Academy

San Clemente Chamber of Commerce

Schneider Electric

Western Growers Association

Western States Carpenters

Yorba Linda Water District

Statement of Activity

Orange County Business Council

January-November, 2025

Distribution account	Total
402 Investments - Platinum	204,166.68
403 Investments - Gold	1,662,975.00
404 Investments - Silver	432,582.32
405 Investments - Bronze	571,250.00
406 Investments - Other	66,750.01
407 Investment Discounts	-280,975.00
430 Deferred Investment Revenue	-779,394.19
Total for 400 Investments	\$1,877,354.82
Operating Income	-33,800.00
502 Exclusive Title Sponsor	185,000.00
504 Platinum Sponsor	29,500.00
506 Exclusive VIP Reception Sponsor	60,000.00
508 Gold Sponsor	162,250.00
510 Discounted Gold Sponsor	-15,000.00
512 Silver Sponsor	205,875.00
516 Bronze Sponsor	131,000.00
518 Discounted Bronze Sponsor	30,000.00
524 Corporate Sponsor	29,000.00
528 Member Table	47,200.00
529 Non-Member Table	3,650.00
530 Discounted Member Table	1,750.00
532 Member Ticket	40,465.00
534 Non-Member Ticket	13,200.00
536 Discounted Ticket	6,000.00
538 Application Fee for Awards	2,625.00
542 Event Discounts	-90,950.00
Total for Program/Event Income	\$841,565.00
455 Advertising/Sponsorship	15,500.00
475 Sales Tax	-6.15
Total for Publications Income	\$15,493.85
Sales of Product Revenue	40.06
Total for Trip Income	\$134,911.00
Total for Income	\$2,835,564.73
704 Bank Service Charges	4,137.69

705 QuickBooks Payment Fees	7,505.95
706 Committee Expenses	1,046.55
710 Dues/Contributions/Subscriptions	25,633.10
712 Equipment	16,474.60
718 Insurance - Liability	13,328.85
726 Meals & Entertainment	10,408.95
733 Internet	12,999.67
734 Postage	119.95
736 Printing	29,777.12
738 Professional Conferences	19,389.64
740 Professional Fees	161,654.32
744 ComputerServices	23,332.35
746 Property Tax & Regulatory Fees	242.61
750 Rent & Parking	218,026.77
755 Software Expenses	29,781.71
756 Supplies	12,401.56
758 Telephone	11,078.52
765 Training and Education	1,799.50
766 Travel/Auto	12,602.67
768 Web Hosting	13,200.00
Total for Operating Expenses	\$624,942.08
915 Grant Expense	271,737.76
920 Investment Expense	4,626.49
925 Location OC Expense	4,668.00
930 Moving Expenses	20,300.94
940 Other Expense	153.92
945 Research	47,013.00
Total for Other Expense	\$348,500.11
600 Salaries	1,533,365.57
610 Payroll Taxes - Employer	117,694.97
615 Medical Insurance	90,327.90
625 Workers' Compensation Ins.	4,452.49
630 401 (K) Plan	63,101.70
633 ADP Fees	29,885.33
Total for Payroll expenses	\$1,838,827.96
Total for Program/Event Expenses	\$566,731.45
Total for Trips Expense	\$43,997.91
Total for Expenses	\$3,422,999.51
Net Operating Income	-\$587,434.78

483 Contracted Services	65,062.14
487 Donations/Contributions	10,000.00
489 Catalyst Grants	677,852.21
491 Investment Income	19,364.14
492 Other Income	197,535.86
494 Reimbursements	10,000.00
495 Research	27,000.00
498 Unrealized Gain/Loss on Investment	34,455.69
Total for Other Income	\$1,041,270.04
Net Income	\$453,835.26

Accrual Basis Friday, January 02, 2026 08:06 AM GMT-08:00

Statement of Financial Position
Orange County Business Council
As of November 30, 2025

Distribution account	Total
Assets	
Current Assets	
Total for Bank Accounts	\$958,404.41
Total for Accounts Receivable	\$628,479.64
Other Current Assets	
Other Assets	
145 Allowance for Doubtful Accts.	161,763.34
180 Prepaid Expenses	5,000.00
Payments to deposit	8,750.00
Stripe - minimum balance hold/payout	-19,992.78
Total for Other Current Assets	\$155,520.56
Total for Current Assets	\$1,742,404.61
Total for Fixed Assets	\$172,739.03
Total for Assets	\$1,915,143.64
Total for Accounts Payable	\$111,491.10
Other Current Liabilities	
218 Deferred Revenue - Housing Trust	19,850.50
Current Liabilities	
208 Deferred Revenue - Investment Income	783,144.51
215 Accrued Salary/Commission/Severance Payable	41,567.00
216 Accrued Vacation Payable	84,114.17
225 Payable to BIZPAC	7,135.18
230 Right-to-Use Lease Liability	135,745.80
235 Right-to-Use Finance Lease	15,256.00
Total for Current Liabilities	\$1,198,304.59
Long-Term Liabilities	
255 RTU Finance Lease	13,309.00
Total for Long-term Liabilities	\$13,309.00
Total for Liabilities	\$1,211,613.59
Total for Equity	\$51,124.75
Retained Earnings	198,570.04
Net Income	453,835.26
Total for Equity	\$703,530.05

Total for Liabilities and Equity

\$1,915,143.64

Accrual Basis Friday, January 02, 2026 08:07 AM GMT-08:00