



## **Executive Committee Meeting**

**April 9, 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 January 8, 2026 (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)(see attachments)

**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, July 9, 2026**  
4:00 to 5:00pm  
Zoom Meeting unless otherwise notified

**Next Board Meeting: Thursday, May 14, 2026**  
4:00 to 5:30pm  
Adv. Technology & Education Park, Tustin (& Zoom)

**8. Closed Session with CEO (Committee Members only)**

**9. Closed Session without CEO (Committee Members only excluding CEO)**

**10. Adjournment**

**Attachments:**

- A. Minutes of Executive Committee Meeting on January 8, 2026
- B. Investor Relations Report
- C. Year-to-Date Financials (two months ending 2/28/26)
- D. Balance Sheet as of 2/28/26



## 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 MINUTES

A regular meeting of the Executive Committee of Orange County Business Council was held on January 8<sup>th</sup>, 2026 using Zoom conferencing.

### **Board members attending by video conference were:**

Jeffrey Ball, Julianna Barnes, Jill Dunn, Larry Chung, Steve Finnegan, Cathi Killian, Susan Hori, Felipe Monroig, Eric Morgan, Steven Oh, Enrique Perez, Payman Roshan, Ben Rubin, Bill Shopoff, Nicole Suydam, Cedric Williams

### **Staff in attendance by video conference were:**

Paulina Alvarez, Jesse Ben-Ron, Carl Heft, Sarah Ghebrial, Lauren Martin, Frank McEnulty, Jorgie Sandoval, Paul Simonds, Wallace Walrod, Amanda Walsh, Tanya Weisz

### **1. Call to Order and Introductions (Larry Chung)**

Welcome by Board Chair, Larry Chung, SoCal Edison

On behalf of Board Chair Mr. Chung, Mr. Ball called the meeting to order at 4:04 PM.

### **2. Consent Agenda (Larry Chung)**

- A. Approval of Minutes from Executive Committee meeting held on October 9, 2025 (see attachment)

Mr. Ball requested a motion to approve the minutes from October 9<sup>th</sup>, 2025.

Motion by Ms. Dunn, seconded by Ms. Suydam –  
APPROVED by majority vote with no objections or abstentions.

### **3. Regular Agenda**

- A. Board Chair's Report (Larry Chung)

Mr. Ball acknowledged recent changes in the executive committee, welcoming Mr. Perez as the new Economic Development chair and Mr. Payman as the new Treasurer.

#### **4. Organizational Reports**

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

Mr. Ball reviewed the board's mission and purpose. He stressed the critical need for investor growth and timely collections. He also outlined some goals for the upcoming year, which includes zeroing in on key industries through cluster strategy and business connections for which he encouraged the executive committee members to share any ideas or thoughts for future topics.

B. Economic Development (Jesse Ben-Ron, Paul Simonds)

Mr. Ben-Ron shared that we had made it to Round Two of the California Jobs First Implementation Grant, which we have led for three years. Mr. Ben-Ron then introduced the new implementation of the Foreign Direct Investment (FDI) meetings and membership. He explained that members would not be full investors, but an affiliate member of OCBC comprised of a nucleus of stakeholders that do not have a mission aside from networking. We as OCBC provided the means and coordination to bring everyone together, with a membership price of \$2,000. Mr. Ben-Ron further explained that this was an excellent way to open the door for new investors to become full members of OCBC. Our website now has a section dedication to related information and resources.

Mr. Ben-Ron then elaborated on our current goals to focus on Medtech industry cluster, aided by our partnership with Octane. Our aim is to accelerate innovative companies, attract capital, and develop the related workforce. He continued, saying there is currently little to no advocacy for this industry and we hope to brand Orange County as a Medtech center.

Mr. Perez asked how AI would align with our goals to foster this industry in Orange County emphasizing that AI has a direct link into economic development and should be considered. Mr. Ball agreed, reminding the executive committee that OCBC has done more in AI advocacy over the past years and he looks forward to delving further into this subject.

Mr. Ben-Ron continued on to the next item in his update concerning the Jobs First sector activation plans. The focuses we are looking at are healthcare, childcare, Medtech, and outdoor activities. He stressed that if anyone is interested in these sectors, please reach out to him. Mr. Ben-Ron then provided an update on our relationships with the local chambers. All of our efforts with FDI and Medtech are more successful when we can work with the chambers to better understand what is happening in our cities and assist with advocacy. Mr. Simonds added that we are planning four chamber lunches with the first occurring this month. The chambers have expressed a desire to engage with OCBC to discuss what is happening in Sacramento, build coalitions to support different efforts, and having a voice against the cities when the need arises. Mr. Simonds and Mr. Ben-Ron then paused to take comments and questions from members of the committee.

C. Workforce (Jesse Ben-Ron)

Mr. Ben-Ron highlighted the efforts of the Workforce Committee and the use of the College Board Grant. He stated that they have been focused on healthcare the last year and middle skills that do not require a four-year degree but training. The Workforce committee's goal is to target schools and students and weave in more business skillsets for the collegeboard grant. Mr. Ben-Ron then paused to take comments and questions from members of the committee.

D. Housing (Jesse Ben-Ron)

Mr. Ben-Ron explained the Housing Committee's plans to diversify topics with how capital markets have an impact on housing. He then paused to take comments and questions from members of the committee.

E. Infrastructure (Jesse Ben-Ron)

Mr. Ben-Ron shared that the Infrastructure Committee Meetings for 2026 would include more onsite meetings and tours per committee member requests and feedback. He shared the coming schedules for Business Connections, with Mr. Sandoval adding that we have added two big speakers and more time to the session concerning Prop 36. Mr. Ben-Ron then paused to take comments and questions from members of the committee.

F. Government Affairs (Amanda Walsh)

Ms. Walsh opened her report by sharing the 2026 goals for the government affairs team, a few of which included nailing down legislative priorities, funding Prop 36, CEQA reform, and creating jobs in the face of AI. She then provided updates on recent trips to Sacramento to meet with our legislators, as well as the plans for future trips in 2026. Ms. Walsh then gave a brief overview of some of the ballot measures and bills we are watching, as well as the upcoming government affairs committee meetings. Ms. Walsh then paused to take comments and questions from members of the committee.

G. BizPAC (Amanda Walsh)

Ms. Walsh stressed a need to increase participation. She shared that plans for 2026 include organizing their first fundraising event likely in partnership with another organization, ensuring a business focus on candidates and support, and aligning as appropriate with our coalition partners. Mr. Chung asked a question about the definition of restricted funds. Ms. Walsh paused to accept any questions from the members of the committee.

H. Research (Wallace Walrod, Jeff Ball)

Mr. Ball commented on the publication and success of our Community Indicators Report pointing out that we regularly use it for presentations and media requests throughout the year. He also spotlighted this year's theme as OC Innovation thanking our staff members who contributed to this report. He also reiterated the importance of corporate sponsorships which fund the report. Mr. Ball then paused to take comments and questions from members of the committee.

I. Events (Lauren Martin)

Ms. Martin alerted the executive committee to upcoming events, including the much-anticipated Annual Dinner on February 26<sup>th</sup>. She reminded each board member to be sure reach out to her if they had yet to buy their table. She thanked Mr. Chung for SoCal Edison's title sponsorship. Ms. Martin also highlighted the Sacramento Trip occurring March 23<sup>rd</sup>-24<sup>th</sup> as a great opportunity to meet with leaders and help shape policy. She reminded everyone that it sells out every year, and thanked Mr. Finnegan for AAA's title sponsorship. She then encouraged all attending to save the date for our Health Care Forum, First Responders Dinner, and

Legislative Day, with the latter title sponsorship opportunity still open. Ms. Martin then paused to take comments and questions from members of the committee.

J. Public Affairs (Sarah Ghebrial)

Ms. Ghebrial updated the executive committee with our current social media engagement standings, goals, and strategies. She shared that the efforts concerning the OCBC sizzle reel and website refinements were going well, and that we are working on increasing digital engagement to strengthen OCBC's brand presence. Ms. Ghebrial then paused to take comments and questions from members of the committee.

K. Investor Relations (Carl Heft) (see attachment)

Mr. Heft provided an update on the 2025 revenue, reporting that we ended strong in a tough environment, with retention rate at over 90% and thirty-three new investors for a total \$265,000 increase in income. He said that we have reduced the number of receivables and are working on over ninety leads, sending strategic invites to OCBC meetings and events to further connect with potential investors. Mr. Ball thanked everyone for their connections and introductions to prospective members and that he is looking forward to a robust 2026. Mr. Ball and Mr. Heft then paused to take comments and questions from members of the committee.

L. Strategic Partners and Coalition Partners (Jeff Ball)

Mr. Ball summarized our efforts to connect more with chambers via leadership lunches and chamber presentations. He emphasized the valuable asset the Community Indicators Report has been and thanked our title sponsors. Mr. Ball then went over several of the ways we have connected with partners in 2025, as well as several we hope to gain in the upcoming year. Mr. Ball then paused to take comments and questions from members of the committee.

M. Financial Highlights (Frank McEnulty, Jeff Ball)

Mr. Ball gave a brief overview of our pre-audit financial results for 2025. Mr. McEnulty stated that everything for the audit will be submitted by the end of February we hope to have the completed audit in time for the May board meeting. Findings from last year's audit have been addressed. Mr. Ball and Mr. McEnulty then paused for

comments and questions from members of the committee.

**5. Strategic Priorities (Jeff Ball)**

Mr. Ball shared organizational updates, including that we now have three interns and are moving along with GrowthZone training for staff in all departments. He also shared some of his organizational goals, such as spending more of his time devoted to investor growth and the completion of the JobsFirst initiative. Mr. Ball also noted that moving forward, all board meeting will now have a new format which is being developed based on the board's feedback. Departmental reports will be assumed as read to allow more time for in-depth discussion. He closed his report by reminding everyone of the upcoming board and committee meeting dates. Mr. Ball then paused for comments and questions from members of the committee.

Mr. Chung apologized for being late due to a work emergency, and wanted to thank all the executive committee members. He expressed his goal that everyone find value out of OCBC and to please come to him with anything of concern.

**6. Specific Matters for Committee Discussion (Jeff Ball)**

Mr. Chung asked if anyone had anything they would like to discuss. There were no requests. He then asked if anyone requested a closed session with or without the CEO and there were no such requests.

**7. Adjournment**

The meeting was adjourned by Mr. Chung at 5:03pm

## MEMORANDUM

DATE: April 9, 2026  
TO: Members of the OCBC Executive Committee  
FROM: Carl Heft, Vice President of Investor Relations  
CHAIR: Eric Morgan, Chair, Investor Relations  
SUBJECT: Investor Relations Report

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### 1. Q1 Revenue Update

The 1st Quarter of 2026 delivered solid results, having already successfully renewed 36 existing investors, with only 1 non-renewal, for a current retention rate of 97%.

Also, 8 new Investors were added in Q1, including JLL, Wescom, Everbank, KeyBank, Archer Aviation, LEHR, Be Well OC, and the Huntington Beach Chamber of Commerce, for a total of \$74,000. In addition, two investors, LAZ Parking and Engie, were upgraded from Bronze to Silver, for an additional \$10,000, bringing the total new business revenue to \$84,000.

Several more new investors are in the process of sending in their payment, and will be added to the list once it is received.

### 2. Receivables Update

There are currently 8 investors with past due invoices:

DoorDash  
NileBuilt  
Mesa Water District  
TS Conductor  
Jacobs  
Karma Automotive  
Maryann Maloney & Associates  
RJ Noble Company

There are also 2 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.

### 3. Strategy for 2026 new business

The strategy for new business in 2026 is centered on creating an enhanced value proposition for new prospects by leveraging OCBC's new programs and initiatives.

That includes our Business Connection series, where topics are carefully chosen to provide critical information to targeted industries, leading to direct opportunities to convert attending prospects into investors. In addition, OCBC's new Medtech and Foreign Direct Investments (FDI) initiatives are already garnering interest from companies and organizations in those two sectors, leading to brand new possibilities for generating leads.

Public Affairs is developing a targeted new investor presentation model which will allow us to more effectively demonstrate investment benefits on a targeted basis. This will compliment the joint impact spreadsheet which will allow us to have specific examples of successes in their respective field that can be then used as key talking points with potential new investors.

Finally, new marketing strategies are being developed to target specific audiences of business leaders through social media, which will highlight the successes of OCBC and the benefits of becoming an investor.

### 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>
Medtronic	5	Brett Wall/Nate Myszka
Angels Baseball	5	Molly Jolly
AirBnb (upgrade)	5	Maria Manjarez
Coca-Cola/Reyes (upgrade)	5	Cameron DeBoer
New York Life	5	Ray Stellhorn
ACI Jet	5	Bill Borgsmiller
North OC Community College Dst	4	Ferdie Santos
Holliday Rock Construction	4	Peggy Robertson
Southland Credit Union	4	Deena Otto
American Water	4	Nichole Baxter
Biola University	4	David Vazquez

IDS International	4	Dann Veil
Sofia University	4	Roland Reese
The Irvine Company	4	TBD
Talley	4	Frank Weber
Wincome Hospitality	4	Paul Sanford
Planet Innovation	4	Mona Elkedir
Cristo Rey	4	Andre' Feijo
City of Newport Beach	4	Lauren Kleiman
Republic Services	4	Mike Johnson
Anaheim Chamber of Commerce	4	Dara Maleki
Long Beach Airport	3.5	Juan Lopez-Rios
Citibank	3.5	Steven Small
Woodruff & Smart	3.5	Michael Wimberley
Edwards Lifesciences	3.5	Greg Wright
LN Compute	3.5	Roger Su
Orlando Precision	3.5	Frank Mauro
CRC	3.5	Marlo Naber-Mole
Avantus	3	Antonia Castro-Graham
B. Braun	3	Pete Klaes
BBSI	3	Robert Seaney
Caribou Industries, Inc.	3	Nathan Hittle
CBRE	3	Kurt Strasmann
Code Four / Pacific Airshow HB	3	Mark Galbraith
Cox Castle	3	Sean Matsler
Digital DM	3	Daniel Millstein
eNoLux LLC	3	Aloha Ley
FFB Bank	3	Wesley J. Ito
Financial Partners Credit Union	3	Nader Moghaddam
Fortinet	3	Ken Chawkins
Georg Fisher	3	Heini Meier
Glydways	3	Mariah Ray
Halcyon	3	Jason Green
Henley & Partners	3	Moe Soleiman
Joby Aviation	3	Andy Krebs
KPMG	3	Mark Clemens
Laird Coatings	3	Ed Laird
LAist	3	Jes Whitet
Lendistry	3	Everett Sands
McDermott & Bull	3	Rod McDermott
Mitsui & CO USA	3	Ryan Bates
NHHA	3	Dr. Clayton Chau
National Installers	3	David Yount

OC Head Start	3	Gail Lyons
Pinner Construction	3	Ron Fields
Roth Capital	3	Isabel Mattson-Pain
SAP	3	Tobias Schimmer
SCAG	3	Jonathan Davis
Serendipity Labs	3	Jeffery Bartley
Smart Exe	3	Anna Koreban
Sorama	3	Rick Scholte
South Coast Metro Alliance	3	Diane Pritchett
Tech Heights	3	Darryl Santa
Turelk	3	Dave Hosier
UseAgain	3	Andrew Proctor
Ventura Foods	3	Chris Furman
Westbound Communications	3	Daniel Rhodes
Wilson Elser	3	TBD

- 5 Payment in process
- 4 Verbal commitment to join
- 3.5 Have shown strong interest
- 3 Considering

**Orange County Business Council**  
**Budget vs. Actuals: Budget\_FY26\_P&L - FY26 P&L Classes**  
 January - February, 2026

	Actual	Budget	Total over Budget	% of Budget
<b>Revenue</b>				
400 Investments			0.00	
402 Investments - Platinum		0.00	0.00	
403 Investments - Gold	495,155.00	430,000.00	65,155.00	115.15%
404 Investments - Silver	71,666.00	120,000.00	-48,334.00	59.72%
405 Investments - Bronze	95,833.34	145,000.00	-49,166.66	66.09%
406 Investments - Other	20,000.00	22,000.00	-2,000.00	90.91%
407 Investment Discounts	-122,700.00	-59,000.00	-63,700.00	207.97%
430 Deferred Investment Revenue	166,125.01	-29,000.00	195,125.01	-572.84%
<b>Total 400 Investments</b>	<b>\$ 726,079.35</b>	<b>\$ 629,000.00</b>	<b>\$ 97,079.35</b>	<b>115.43%</b>
Operating Income	5,000.00		5,000.00	
425 Dues - Other		10,000.00	-10,000.00	0.00%
<b>Total Operating Income</b>	<b>\$ 5,000.00</b>	<b>\$ 10,000.00</b>	<b>-\$ 5,000.00</b>	<b>50.00%</b>
<b>Program/Event Income</b>				
502 Exclusive Title Sponsor	40,000.00	40,000.00	0.00	100.00%
504 Platinum Sponsor	20,000.00	20,000.00	0.00	100.00%
506 Exclusive VIP Reception Sponsor		15,000.00	-15,000.00	0.00%
508 Gold Sponsor	25,000.00	60,000.00	-35,000.00	41.67%
512 Silver Sponsor	47,500.00	60,000.00	-12,500.00	79.17%
516 Bronze Sponsor	60,950.00	75,000.00	-14,050.00	81.27%
518 Discounted Bronze Sponsor	5,000.00	0.00	5,000.00	
524 Corporate Sponsor	3,620.00	0.00	3,620.00	
528 Member Table	17,500.00	25,000.00	-7,500.00	70.00%
532 Member Ticket	8,655.00	5,000.00	3,655.00	173.10%
534 Non-Member Ticket	3,000.00	3,000.00	0.00	100.00%
538 Application Fee for Awards		2,000.00	-2,000.00	0.00%
539 Service/Fee Income	103.68		103.68	
542 Event Discounts		0.00	0.00	
<b>Total Program/Event Income</b>	<b>\$ 231,328.68</b>	<b>\$ 305,000.00</b>	<b>-\$ 73,671.32</b>	<b>75.85%</b>
<b>Trip Income</b>				
560 Complete trip packages (hotel, meals, sessions) members	6,500.00	0.00	6,500.00	
564 Complete trip packages (hotel, meals, sessions) non-members	1,635.00	0.00	1,635.00	
566 Meals & Materials Only Package	3,800.00	0.00	3,800.00	
574 Exclusive Lunch Day 1 Sponsor	5,000.00	0.00	5,000.00	
576 Exclusive Lunch Day 2 Sponsor	5,000.00	0.00	5,000.00	
580 Issue Sponsors	6,600.00	0.00	6,600.00	
<b>Total Trip Income</b>	<b>\$ 28,535.00</b>	<b>\$ 0.00</b>	<b>\$ 28,535.00</b>	
<b>Total Revenue</b>	<b>\$ 990,943.03</b>	<b>\$ 944,000.00</b>	<b>\$ 46,943.03</b>	<b>104.97%</b>
<b>Gross Profit</b>	<b>\$ 990,943.03</b>	<b>\$ 944,000.00</b>	<b>\$ 46,943.03</b>	<b>104.97%</b>
<b>Expenditures</b>				
<b>Operating Expenses</b>				
704 Bank Service Charges	3,338.66	1,200.00	2,138.66	278.22%
705 QuickBooks Payment Fees	962.36		962.36	
706 Committee Expenses	400.00	620.00	-220.00	64.52%
710 Dues/Contributions/Subscriptions	3,682.00	7,550.00	-3,868.00	48.77%
712 Equipment	1,668.60	1,700.00	-31.40	98.15%
726 Meals & Entertainment	884.32	3,000.00	-2,115.68	29.48%
733 Internet	6,071.00		6,071.00	
734 Postage		100.00	-100.00	0.00%
736 Printing	6,251.64	18,600.00	-12,348.36	33.61%
738 Professional Conferences	298.00	3,700.00	-3,402.00	8.05%
740 Professional Fees	75,090.00	77,700.00	-2,610.00	96.64%
742 Professional Fees - Audit		10,000.00	-10,000.00	0.00%
744 ComputerServices	1,824.44	4,000.00	-2,175.56	45.61%
750 Rent & Parking	40,633.05	27,200.00	13,433.05	149.39%
755 Software Expenses	1,524.75	2,640.00	-1,115.25	57.76%
756 Supplies	750.95	2,700.00	-1,949.05	27.81%
758 Telephone	0.00	2,540.00	-2,540.00	0.00%
765 Training and Education	67.45	1,000.00	-932.55	6.75%
766 Travel/Auto	2,511.28	3,700.00	-1,188.72	67.87%
768 Web Hosting	2,400.00	4,000.00	-1,600.00	60.00%
<b>Total Operating Expenses</b>	<b>\$ 148,358.50</b>	<b>\$ 171,950.00</b>	<b>-\$ 23,591.50</b>	<b>86.28%</b>

Other Expense				0.00	
915 Grant Expense	31,417.48			31,417.48	
920 Investment Expense	1,184.43			1,184.43	
940 Other Expense		800.00		-800.00	0.00%
945 Research		0.00		0.00	
<b>Total Other Expense</b>	<b>\$ 32,601.91</b>	<b>\$ 800.00</b>	<b>\$</b>	<b>31,801.91</b>	<b>4075.24%</b>
Payroll expenses				0.00	
600 Salaries	276,572.82	312,096.00		-35,523.18	88.62%
610 Payroll Taxes - Employer	28,710.90	24,548.00		4,162.90	116.96%
615 Medical Insurance	17,442.76	19,240.00		-1,797.24	90.66%
620 Life Insurance/ LTD		2,560.00		-2,560.00	0.00%
625 Workers' Compensation Ins.	833.31			833.31	
630 401 (K) Plan	13,916.87	15,218.00		-1,301.13	91.45%
633 Insperity Fees	5,856.93			5,856.93	
<b>Total Payroll expenses</b>	<b>\$ 343,333.59</b>	<b>\$ 373,662.00</b>	<b>-\$</b>	<b>30,328.41</b>	<b>91.88%</b>
Program/Event Expenses				0.00	
802 Audio/Visual	1,800.00	0.00		1,800.00	
804 Awards/Plaques	1,898.40	1,500.00		398.40	126.56%
808 Board Member Gifts (AD)		1,000.00		-1,000.00	0.00%
812 Centerpieces		1,500.00		-1,500.00	0.00%
814 Chair/Speaker Gifts		1,000.00		-1,000.00	0.00%
816 Credit card fees	1,644.59			1,644.59	
830 OCBC Branded Swag		1,500.00		-1,500.00	0.00%
832 Photography and Videography	2,500.00	1,500.00		1,000.00	166.67%
842 Room Rental Fees for Venue or Storage	201,754.90	218,000.00		-16,245.10	92.55%
<b>Total Program/Event Expenses</b>	<b>\$ 209,597.89</b>	<b>\$ 226,000.00</b>	<b>-\$</b>	<b>16,402.11</b>	<b>92.74%</b>
Trips Expense				0.00	
<b>Total Expenditures</b>	<b>\$ 733,891.89</b>	<b>\$ 772,412.00</b>	<b>-\$</b>	<b>38,520.11</b>	<b>95.01%</b>
<b>Net Operating Revenue</b>	<b>\$ 257,051.14</b>	<b>\$ 171,588.00</b>	<b>\$</b>	<b>85,463.14</b>	<b>149.81%</b>
Other Revenue					
Other Income				0.00	
485 Dividend Income		3,000.00		-3,000.00	0.00%
489 Catalyst Grants	73,735.79	130,000.00		-56,264.21	56.72%
490 Interest		3,000.00		-3,000.00	0.00%
491 Investment Income	2,506.26			2,506.26	
494 Reimbursements	50.24			50.24	
498 Unrealized Gain/Loss on Investment	12,205.32			12,205.32	
<b>Total Other Income</b>	<b>\$ 88,497.61</b>	<b>\$ 136,000.00</b>	<b>-\$</b>	<b>47,502.39</b>	<b>65.07%</b>
<b>Total Other Revenue</b>	<b>\$ 88,497.61</b>	<b>\$ 136,000.00</b>	<b>-\$</b>	<b>47,502.39</b>	<b>65.07%</b>
<b>Net Other Revenue</b>	<b>\$ 88,497.61</b>	<b>\$ 136,000.00</b>	<b>-\$</b>	<b>47,502.39</b>	<b>65.07%</b>
<b>Net Revenue</b>	<b>\$ 345,548.75</b>	<b>\$ 307,588.00</b>	<b>\$</b>	<b>37,960.75</b>	<b>112.34%</b>

Sunday, Apr 05, 2026 08:05:24 PM GMT-7 - Accrual Basis

**Statement of Financial Position**  
**Orange County Business Council**  
As of Feb 28, 2026

	<b>Total</b>
<b>Assets</b>	
Current Assets	
Bank Accounts	
Cash Accounts	
100 Cash - US Bank	166,136.94
102 Chino Commercial Bank	7,323.80
127 Investments - Merrill Lynch	721,239.29
<b>Total for Cash Accounts</b>	<b>\$894,700.03</b>
<b>Total for Bank Accounts</b>	<b>\$894,700.03</b>
Accounts Receivable	
Accounts Receivable (A/R)	786,593.84
<b>Total for Accounts Receivable</b>	<b>\$786,593.84</b>
Other Current Assets	
Other Assets	
145 Allowance for Doubtful Accts.	-26,610.45
180 Prepaid Expenses	2,500.00
<b>Total for Other Assets</b>	<b>-\$24,110.45</b>
Payments to deposit	23,950.00
Stripe - minimum balance hold/payout	-19,982.78
<b>Total for Other Current Assets</b>	<b>-\$20,143.23</b>
<b>Total for Current Assets</b>	<b>\$1,661,150.64</b>
Fixed Assets	
Fixed Assets	
150 Furniture and Equipment	80,070.50
160 Accumulated Depreciation	-80,070.50
170 Right-to-Use Lease Asset - Buildings-Imp	386,729.00
171 Accum Amort RTU Build and Impr	-54,156.00
172 RTU Lease Asset Furniture and Equipment	44,076.00
173 Accum Amort RTU Furn and Equip	-3,917.97
<b>Total for Fixed Assets</b>	<b>\$372,731.03</b>
<b>Total for Fixed Assets</b>	<b>\$372,731.03</b>
<b>Total for Assets</b>	<b>\$2,033,881.67</b>
<b>Liabilities and Equity</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	316,709.21
<b>Total for Accounts Payable</b>	<b>\$316,709.21</b>

Other Current Liabilities	
218 Deferred Revenue - Housing Trust	19,850.50
Current Liabilities	
200 Accounts Payable	0.00
208 Deferred Revenue - Investment Income	713,061.16
216 Accrued Vacation Payable	78,804.87
225 Payable to BIZPAC	5,635.18
230 Right-to-Use Lease Liability	121,332.00
235 Right-to-Use Finance Lease	40,158.03
<b>Total for Current Liabilities</b>	<b>\$958,991.24</b>
<b>Total for Other Current Liabilities</b>	<b>\$978,841.74</b>
<b>Total for Current Liabilities</b>	<b>\$1,295,550.95</b>
Long-term Liabilities	
Long-Term Liabilities	
255 RTU Finance Lease	211,241.00
<b>Total for Long-Term Liabilities</b>	<b>\$211,241.00</b>
<b>Total for Long-term Liabilities</b>	<b>\$211,241.00</b>
<b>Total for Liabilities</b>	<b>\$1,506,791.95</b>
Equity	
Equity	
300 Retained Earnings - Prior	-14,036.79
305 Retained Earnings - Current - If needed	-13.46
310 Retained Earnings - BIZ Legal Fund	65,175.00
<b>Total for Equity</b>	<b>\$51,124.75</b>
Retained Earnings	130,416.22
Net Income	345,548.75
<b>Total for Equity</b>	<b>\$527,089.72</b>
<b>Total for Liabilities and Equity</b>	<b>\$2,033,881.67</b>