



ORANGE COUNTY CEMETERY DISTRICT

MEMORANDUM

District Office
25751 Trabuco Road
Lake Forest, CA 92630-4348
Phone: (949) 951-9102
Fax: (949) 951-0236
www.occemeterydistrict.com

DATE: February 26, 2026
TO: Board of Trustees
FROM: Brenda Manriquez, Finance & Accounting Manager
SUBJECT: Financial Report – January 2026

As we do each month, staff updates the Financial Report at the end of the month, based on the revenue collected and expenditures made. For the seven-month period ending January 31, 2026, revenues were higher than budgeted amounts and operating expenditures were lower than the YTD budget amount.

Revenues – The District receives property tax distributions monthly from the County of Orange based on collections from tax assessments levied twice per year. Total Property taxes for FY 2025-26 are \$126,331 more than FY 2024-25 revenues and \$94,681 more than the FY 2025-26 budgeted revenues due to the timing of revenue collections. The Other Taxes – Redevelopment revenue line is \$4,400 less than FY 2024-25 revenues and \$470 more than the FY 2025-26 budgeted revenues due to the timing of redevelopment tax distribution amounts and sale of surplus property by the County of Orange.

Interest income for the General and Preneed Funds is derived from investments in the Orange County Treasurer’s Pool (OCTP), Cal Trust Medium-Term Fund (Cal Trust), and California CLASS; in addition, the Preneed Fund includes income from Stifel Investments. Slight decreases in interest return rates have resulted in a decrease in investment income of \$29,499 to FY 2024-25 interest income. FY 2025-26 actual interest earnings are \$67,199 higher than the budgeted revenue due to hold-to-maturity investments at Cal Trust, California CLASS and Stifel; also, higher cash balances in OCTP led to interest income holding steady for the operating funds.

In comparison to FY 2024-25, Interment Space Sales are higher by \$83,300 and Interment Services are higher by \$23,850. In FY 2025-26, Interment Space Sales are lower than budgeted revenue by \$277,545 and Interment Services are higher than budgeted revenue by \$65,172, as indicated by trends in the Monthly Activity Report. New interment space rate increases (effective July 7, 2025) and available sales at Santa Ana are primary drivers for the increase from prior year; less space sales were anticipated due to conservation of available inventory for at-need burials only.

Salaries and Employee Benefits –Salaries and Employee Benefits expenditures are \$248,610 higher than FY 2024-25 expenditures and \$27,013 higher than FY 2025-26 budgeted expenditures. Salaries and wages are \$150,971 higher than FY 2024-25 due to implementation of new MOU and use of overtime. The retirement and insurance line items combined are \$97,639 higher than FY 2024-25 due to increases in retirement and insurance rates and an increase in worker’s compensation cost based on the experience modification factor.

In comparison to the FY 2025-26 budgeted expenditures, actual salaries and wages are \$1,970 higher due to timing of pay period expense accrual recognition and use of overtime; retirement and insurance lines combined are \$25,043 higher due to timing of retirement and insurance premium payments and by initial worker’s compensation costs less than anticipated (payroll adjustment will occur later in FY 2025-26).

Cemetery Locations

Anaheim Cemetery
1400 E. Sycamore St.
Anaheim, CA 92805
(714) 535-4928

El Toro Memorial Park
25751 Trabuco Rd.
Lake Forest, CA 92630
(949) 951-8244

Santa Ana Cemetery
1919 E. Santa Clara Ave.
Santa Ana, CA 92705
(714) 953-2959

Services and Supplies – This includes all of the accounts required to operate the cemeteries and District (excluding Special Department Expense). Adjusted total services and supplies are \$166,884 lower than FY 2024-25 expenditures, and are \$52,565 lower than FY 2025-26 budgeted expenditures. The major variances* are described as follows:

FY 2024-25 to FY 2025-26:

- Account 1300 – Maintenance Equipment: \$20,081 due to less third-party equipment maintenance costs and equipment rentals in FY 2025-26.
- Account 1400 – Maintenance Bldgs & Imp: \$38,334 due to one-time expenses for granite refurbishment, fence welding, pavement marking projects in FY 2024-25; also, decrease in use of Real Green for irrigation support in current year due to restructure of internal irrigation positions.
- Account 1410 – Maintenance Bldg New Cemetery: \$5,154 due to one-time costs in the prior year for fence repairs, phone line deposit and Idea Hall contract that have not occurred in the current year.
- Account 1600 – Memberships: (\$3,851) due to increases in LAFCO and CAPC annual memberships; current year also includes Lake Forest and Santa Ana Chambers of Commerce dues that were previously in Acct 1800 – Office Expense.
- Account 1800 – Office Expense: \$14,161 due to recording of Cemsites annual license of \$14,555 in Acct 1800 in FY2024-25, but in Acct 1900 in FY 2025-26; also, timing and necessity of purchases vs. prior year
- Account 1900 – Professional Svcs: (\$34,010) due to recording of Cemsites annual license of \$14,555 in Acct 1800 in FY 2024-25, but in Acct 1900 in FY 2025-26; also, timing of posting of County Auditor-Controller semi-annual support charges.
- Account 1910 – Professional Svcs Legal: \$106,012 due to litigation expenses incurred in FY24-25, that are no longer necessary.
- Account 2800 – Utilities: \$22,439 due to lower water usage because of rain during Nov25-Jan26.

FY 2025-26 Budget to Actual:

- Account 1300 – Maintenance Equipment: \$12,238 due to timing and necessity of purchases and maintenance services.
- Account 1400 – Maintenance Building: (\$18,439) due to timing and necessity of purchases and maintenance services; also unexpected irrigation support by Real Green during first three months of the year.
- Account 1410 – Maintenance Bldg New Cemetery: (\$9,097) due to unexpected light pole and fence repairs.
- Account 1900 – Professional Services: \$34,001 due to necessity of professional services and timing of payments
- Account 1910 – Professional Svcs Legal: \$5,201 due to lower costs for District Counsel legal services for Sep-Dec 2025 and no legal invoices for January 2026.
- Account 2800 – Utilities: \$28,336 due to lower water usage in Nov/Dec/Jan because of rain.

*Major variance is classified as greater than \$3,500 (Unfavorable variance is negative amount; favorable variance is positive amount).

Equipment – Equipment expenses of \$7,354 incurred through January 2026 were for District camera upgrades

Economic Uncertainty – No funds have been allocated through January 2026.

Buildings and Improvements – Total FY 2025-26 charges of \$461,938 incurred through November 2025 were for the following projects: a) New Cemetery - \$337,778 (engineering/design/planning deposits/project management invoices – GMU, RJM Design Group, LSA Associates, City of Anaheim); b) Anaheim Projects - \$92,990 (well repairs - Fain Drilling, Axis Construction, VSS); and c) Santa Ana Projects - \$31,170 (S&G Engineering – curbs & asphalt patching for newly opened interment areas).

Orange County Cemetery District
Fund 754 General Operating Fund
January 31, 2026

() = Unfavorable Variance

| Year-to-Date Actual vs. Prior Year | | | | Year-to-Date Actual vs. Budget | | | | |
|---|-------------------|------------------|--------------------------------------|--------------------------------|------------------|-----------------|------------------|------------------|
| 2025-26 | 2024-25 | | | YTD | YTD | | YTD % | 2025-26 |
| <u>YTD Actual</u> | <u>YTD Actual</u> | <u>Variance</u> | <u>Account</u> | <u>Actual</u> | <u>Budget</u> | <u>Variance</u> | <u>of Budget</u> | <u>Budget</u> |
| 1,696,962 | 1,569,772 | 127,190 | 6210 | 1,696,962 | 1,616,865 | 80,097 | 59% | 2,895,868 |
| 78,685 | 75,144 | 3,541 | 6220 | 78,685 | 71,925 | 6,760 | 73% | 107,887 |
| 38,285 | 42,685 | (4,400) | 6230-6300 | 38,285 | 30,461 | 7,824 | 73% | 52,218 |
| 108,370 | 137,162 | (28,791) | 6290, 6540 | 108,370 | 107,900 | 470 | 78% | 139,545 |
| 679,699 | 709,198 | (29,499) | 6610 | 679,699 | 612,500 | 67,199 | 65% | 1,050,000 |
| 5,268 | 5,226 | 42 | 6690 | 5,268 | 6,000 | (732) | 44% | 12,000 |
| 1,191,072 | 1,107,771 | 83,300 | 7590 | 1,191,072 | 1,468,616 | (277,545) | 47% | 2,517,628 |
| 896,805 | 872,955 | 23,850 | 7590 | 896,805 | 831,633 | 65,172 | 63% | 1,425,657 |
| 228,317 | 212,847 | 15,470 | 7661 | 228,317 | 183,750 | 44,567 | 72% | 315,000 |
| - | - | - | 7662 | - | 292 | (292) | 0% | 500 |
| 80,191 | 53,882 | 26,310 | 7670-7680 | 80,191 | 64,497 | 15,694 | 73% | 110,567 |
| 5,003,654 | 4,786,642 | 217,013 | Total Revenues | 5,003,654 | 4,994,439 | 9,215 | 58% | 8,626,870 |
| Salaries & Employee Benefits | | | | | | | | |
| 1,620,173 | 1,469,202 | (150,971) | 0100 | 1,620,173 | 1,618,202 | (1,970) | 62% | 2,629,579 |
| 282,347 | 227,880 | (54,467) | 0200 | 282,347 | 266,057 | (16,290) | 67% | 423,593 |
| 291,580 | 270,186 | (21,394) | 0300 | 291,580 | 281,659 | (9,921) | 64% | 457,696 |
| 117,271 | 97,398 | (19,873) | 0352 | 117,271 | 118,580 | 1,309 | 95% | 123,580 |
| 21,679 | 19,774 | (1,905) | 0401 | 21,679 | 21,538 | (140) | 62% | 35,000 |
| 2,333,051 | 2,084,441 | (248,610) | Total Salaries & Benefits | 2,333,051 | 2,306,037 | (27,013) | 64% | 3,669,448 |
| Services and Supplies | | | | | | | | |
| 15,387 | 15,675 | 288 | 0600 | 15,387 | 14,583 | (804) | 62% | 25,000 |
| 14,396 | 14,155 | (242) | 0701 | 14,396 | 15,167 | 770 | 55% | 26,000 |
| 70,843 | 70,035 | (808) | 1100 | 70,843 | 71,000 | 157 | 83% | 85,000 |
| 66,512 | 86,592 | 20,081 | 1300 | 66,512 | 78,750 | 12,238 | 49% | 135,000 |
| 407,508 | 445,843 | 38,334 | 1400 | 407,508 | 389,069 | (18,439) | 68% | 600,000 |
| 48,354 | 53,508 | 5,154 | 1410 | 48,354 | 39,257 | (9,097) | 97% | 50,000 |
| 19,123 | 15,272 | (3,851) | 1600 | 19,123 | 18,000 | (1,123) | 106% | 18,000 |
| 49,917 | 64,079 | 14,161 | 1800 | 49,917 | 46,557 | (3,360) | 77% | 65,000 |
| 132,075 | 98,065 | (34,010) | 1900 | 132,075 | 166,076 | 34,001 | 57% | 230,000 |
| 15,829 | 121,840 | 106,012 | 1910 | 15,829 | 21,030 | 5,201 | 40% | 40,000 |
| 7,997 | 6,946 | (1,051) | 1920 | 7,997 | 8,000 | 3 | 67% | 12,000 |
| 308 | 1,427 | 1,119 | 2000 | 308 | 1,167 | 859 | 15% | 2,000 |
| 6,967 | 6,999 | 32 | 2300 | 6,967 | 9,333 | 2,366 | 44% | 16,000 |
| 490 | 463 | (27) | 2600 | 490 | 875 | 385 | 33% | 1,500 |
| 9,428 | 8,682 | (746) | 2700 | 9,428 | 10,500 | 1,072 | 52% | 18,000 |
| 121,590 | 144,029 | 22,439 | 2800 | 121,590 | 149,926 | 28,336 | 53% | 230,000 |
| 986,725 | 1,153,610 | 166,884 | Total Services and Supplies | 986,725 | 1,039,290 | 52,565 | 64% | 1,553,500 |
| 143,340 | 158,235 | 14,895 | 2400 | 143,340 | 151,667 | 8,327 | 55% | 260,000 |
| 7,354 | 85,322 | 77,968 | 4000 | 7,354 | 7,500 | 146 | 37% | 20,000 |
| - | - | - | 5200 | - | - | - | 0% | 274,147 |
| 3,470,470 | 3,481,608 | 11,138 | Total Operating Expenditures | 3,470,470 | 3,504,494 | 34,024 | 60% | 5,777,095 |
| 1,533,184 | 1,305,034 | 228,150 | Revenue Over Operating Exp | 1,533,184 | 1,489,945 | 43,239 | | 2,849,775 |
| 461,938 | 390,010 | (71,928) | 4200 | 461,938 | 462,000 | 62 | 46% | 1,000,000 |
| 610,707 | 610,707 | - | 3000 | 610,707 | 610,706 | (1) | 50% | 1,221,412 |
| 4,543,115 | 4,482,324 | (60,791) | Total Expenditures (2) | 4,543,115 | 4,577,200 | 34,085 | 57% | 7,998,507 |

(1) Other Sales (Taxable) are the re-sale of interment products (i.e. vaults, liners, etc) at a small mark-up that the District purchases through the Special Dept Expense line item; a lower cost is obtained by ordering in bulk and in advance of need.

(2) Total Expenditures does not include the estimated annual depreciation expense of \$450,000

**Orange County Cemetery District
Balance Sheet - Unaudited
Governmental Funds
January 31, 2026**

| | <u>General</u> | <u>Special Revenue Fund</u> | <u>Debt Service Fund</u> | <u>Permanent Fund</u> | <u>Total Governmental Funds</u> |
|--|----------------------|----------------------------------|--------------------------------|-------------------------------------|-------------------------------------|
| | | <u>Endowment Care Income</u> | <u>2022 Loan Repayment</u> | <u>Endowment Care Principal</u> | |
| Assets: | | | | | |
| Cash and investments: | | | | | |
| County cash and investments | \$ 3,649,786 | \$ 80,820 | \$ 610,707 | \$ - | \$ 4,341,313 |
| County cash and investments (Pre-need) | 2,408,967 | - | - | - | 2,408,967 |
| Third party cash and investments* | 16,818,372 | 11,255,184 | - | - | 28,073,556 |
| Third party cash and investments (Pre-need)* | 6,495,035 | - | - | - | 6,495,035 |
| Cash in bank - District Wells Fargo Account | 471,916 | - | - | - | 471,916 |
| Imprest cash | 800 | - | - | - | 800 |
| Restricted cash and investments: | | | | | |
| County cash and investments | - | - | - | 340,939 | 340,939 |
| Third party cash and investments* | - | - | - | 11,961,336 | 11,961,336 |
| Restricted cash held in escrow | 19,955,043 | - | - | - | 19,955,043 |
| Due from County of Orange | - | - | - | - | - |
| Interest receivable | 59,514 | 62,505 | - | - | 122,019 |
| Accounts receivable (year-end accruals) | - | - | - | - | - |
| Total assets | <u>\$ 49,859,433</u> | <u>\$ 11,398,509</u> | <u>\$ 610,707</u> | <u>\$ 12,302,275</u> | <u>\$ 74,170,923</u> |
| Liabilities and fund balances: | | | | | |
| Liabilities: | | | | | |
| Accounts & sales tax payable | \$ 10,806 | \$ - | \$ - | \$ - | \$ 10,806 |
| Accrued payroll | 83,572 | - | - | - | 83,572 |
| Due to other county funds | - | - | - | - | - |
| Loan Payable - ST | - | - | - | - | - |
| Pre-need deposits - First Responders | 1,000,000 | - | - | - | 1,000,000 |
| Pre-need deposits | 5,990,528 | - | - | - | 5,990,528 |
| Total liabilities | <u>7,084,906</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>7,084,906</u> |
| Net position: | | | | | |
| Non-spendable | - | - | - | 12,302,275 | 12,302,275 |
| Restricted | 19,955,043 | 11,398,509 | - | - | 31,353,551 |
| Committed - Land Development | 14,755,000 | - | - | - | 14,755,000 |
| Assigned - Pre-Need | 1,938,317 | - | - | - | 1,938,317 |
| Assigned - Land Development | 3,247,620 | - | - | - | 3,247,620 |
| Unassigned (mimumum fund balance) | 2,878,548 | - | 610,707 | - | 3,489,254 |
| Total net position | <u>42,774,527</u> | <u>11,398,509</u> | <u>610,707</u> | <u>12,302,275</u> | <u>67,086,017</u> |
| Total liabilities and net position | <u>\$ 49,859,433</u> | <u>\$ 11,398,509</u> | <u>\$ 610,707</u> | <u>\$ 12,302,275</u> | <u>\$ 74,170,923</u> |

* Balances are based on monthly investment statements from third party investors and will fluctuate monthly based on market value changes.