



ORANGE COUNTY CEMETERY DISTRICT

MEMORANDUM

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DATE: May 26, 2026
TO: Board of Trustees
FROM: Brenda Manriquez, Finance & Accounting Manager
SUBJECT: Financial Report – April 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 ten-month period ending April 30, 2026, revenues were higher than budgeted amounts and operating expenditures were higher 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 \$236,332 more than FY 2024-25 revenues and \$174,365 more than the FY 2025-26 budgeted revenues due to the timing of revenue collections. The Other Taxes – Redevelopment revenue line is \$28,791 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 \$53,190 to FY 2024-25 interest income. FY 2025-26 actual interest earnings are \$113,987 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 \$132,652 and Interment Services are higher by \$40,313. In FY 2025-26, Interment Space Sales are lower than budgeted revenue by \$301,769 and Interment Services are higher than budgeted revenue by \$180,319, as indicated by trends in the Monthly Activity Report. 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 \$348,961 higher than FY 2024-25 expenditures and \$162,194 higher than FY 2025-26 budgeted expenditures. Salaries and wages are \$236,036 higher than FY 2024-25 due to implementation of new MOU and use of overtime. The retirement and insurance line items combined are \$112,925 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 \$87,405 higher due to timing of pay period expense accrual recognition and use of overtime; retirement and insurance lines combined are \$74,789 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 \$394,925 lower than FY 2024-25 expenditures, and are \$6,292 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: \$19,816 due to less third-party equipment maintenance costs and equipment rentals in FY 2025-26.
- Account 1400/1410 – Maintenance Bldgs & Imp: Total of \$83,281 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 1600 – Memberships: (\$3,646) 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: \$28,622 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 and necessity of purchases vs. prior year
- Account 1900 – Professional Svcs: (\$9,407) 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.
- Account 1910 – Professional Svcs Legal: \$262,226 due to litigation expenses incurred in FY24-25, that are no longer necessary.
- Account 2700 – Transport/Travel – Mtgs/Conf: (\$3,77) due to increased staff/trustee attendance registrations at CAPC conference in Garden Grove.
- Account 2800 – Utilities: \$23,278 due to lower water usage because of rain during Nov25-Jan26.

FY 2025-26 Budget to Actual:

- Account 1300 – Maintenance Equipment: \$7,929 due to timing and necessity of purchases and maintenance services.
- Account 1400 – Maintenance Building: (\$65,857) 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: (\$26,388) due to unexpected light pole and fence repairs.
- Account 1900 – Professional Services: \$28,505 due to necessity of professional services and timing of payments
- Account 1910 – Professional Svcs Legal: \$11,701 due to lower costs for District Counsel legal services for Sep-Dec 2025 and no legal invoices for January & February 2026.
- Account 2800 – Utilities: \$54,427 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 April 2026 were for District camera upgrades.

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

Buildings and Improvements – Total FY 2025-26 charges of \$607,444 incurred through April 2026 were for the following projects: a) New Cemetery - \$483,284 (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
April 30, 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>
2,861,902	2,625,670	236,232	6210	2,861,902	2,704,440	157,462	99%	2,895,868
78,685	75,144	3,541	6220	78,685	71,925	6,760	73%	107,887
53,658	57,099	(3,441)	6230-6300	53,658	43,515	10,143	103%	52,218
108,370	137,162	(28,791)	6290, 6540	108,370	107,900	470	78%	139,545
988,987	1,042,177	(53,190)	6610	988,987	875,000	113,987	94%	1,050,000
5,268	5,226	42	6690	5,268	6,000	(732)	44%	12,000
1,796,254	1,663,602	132,652	7590	1,796,254	2,098,023	(301,769)	71%	2,517,628
1,368,366	1,328,053	40,313	7590	1,368,366	1,188,048	180,319	96%	1,425,657
353,049	338,207	14,842	7661	353,049	262,500	90,549	112%	315,000
-	-	-	7662	-	417	(417)	0%	500
100,524	75,831	24,693	7670-7680	100,524	92,139	8,385	91%	110,567
7,715,064	7,348,171	366,893	Total Revenues	7,715,064	7,449,906	265,157	89%	8,626,870
Salaries & Employee Benefits								
2,312,434	2,076,398	(236,036)	0100	2,312,434	2,225,028	(87,405)	88%	2,629,579
397,918	348,160	(49,758)	0200	397,918	360,579	(37,339)	94%	423,593
424,976	384,835	(40,141)	0300	424,976	387,281	(37,695)	93%	457,696
117,271	97,398	(19,873)	0352	117,271	118,580	1,309	95%	123,580
30,679	27,525	(3,154)	0401	30,679	29,615	(1,064)	88%	35,000
3,283,278	2,934,317	(348,961)	Total Salaries & Benefits	3,283,278	3,121,084	(162,194)	89%	3,669,448
Services and Supplies								
20,885	19,533	(1,353)	0600	20,885	20,833	(52)	84%	25,000
22,262	20,896	(1,366)	0701	22,262	21,667	(595)	86%	26,000
70,843	70,035	(808)	1100	70,843	71,000	157	83%	85,000
104,571	124,387	19,816	1300	104,571	112,500	7,929	77%	135,000
594,162	669,462	75,300	1400	594,162	528,305	(65,857)	99%	600,000
76,388	84,369	7,981	1410	76,388	50,000	(26,388)	153%	50,000
19,648	16,002	(3,646)	1600	19,648	18,000	(1,648)	109%	18,000
59,285	87,907	28,622	1800	59,285	57,982	(1,302)	91%	65,000
179,889	170,482	(9,407)	1900	179,889	208,394	28,505	78%	230,000
17,704	279,930	262,226	1910	17,704	29,405	11,701	44%	40,000
11,217	7,621	(3,595)	1920	11,217	11,250	33	93%	12,000
440	1,529	1,089	2000	440	1,667	1,227	22%	2,000
12,594	13,516	922	2300	12,594	13,333	740	79%	16,000
729	470	(259)	2600	729	1,250	521	49%	1,500
21,107	17,230	(3,877)	2700	21,107	18,000	(3,107)	117%	18,000
143,349	166,628	23,278	2800	143,349	197,776	54,427	62%	230,000
1,355,070	1,749,996	394,925	Total Services and Supplies	1,355,070	1,361,362	6,292	87%	1,553,500
209,837	244,126	34,289	2400	209,837	216,667	6,830	81%	260,000
7,354	104,677	97,323	4000	7,354	7,500	146	37%	20,000
-	-	-	5200	-	-	-	0%	274,147
4,855,539	5,033,115	177,576	Total Operating Expenditures	4,855,539	4,706,612	(148,927)	84%	5,777,095
2,859,524	2,315,056	544,469	Revenue Over Operating Exp	2,859,524	2,743,294	116,230		2,849,775
607,444	605,979	(1,465)	4200	607,444	607,700	256	61%	1,000,000
1,221,413	1,221,413	-	3000	1,221,413	1,221,412	(1)	100%	1,221,412
6,684,396	6,860,507	176,111	Total Expenditures (2)	6,684,396	6,535,724	(148,672)	84%	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
April 30, 2026

	<u>Special Revenue</u>		<u>Permanent Fund</u>	
	<u>General</u>	<u>Endowment Care Income</u>	<u>Endowment Care Principal</u>	<u>Total Governmental Funds</u>
Assets:				
Cash and investments:				
County cash and investments	\$ 4,621,221	\$ 84,078	\$ -	\$ 4,705,299
County cash and investments (Pre-need)	2,452,896	-	-	2,452,896
Third party cash and investments*	16,871,567	11,458,342	-	28,329,909
Third party cash and investments (Pre-need)*	6,551,186	-	-	6,551,186
Cash in bank - District Wells Fargo Account	599,831	-	-	599,831
Imprest cash	800	-	-	800
Restricted cash and investments:				
County cash and investments	-	-	464,159	464,159
Third party cash and investments*	-	-	11,878,348	11,878,348
Restricted cash held in escrow	19,955,043	-	-	19,955,043
Due from County of Orange	-	-	-	-
Interest receivable	65,298	68,860	-	134,158
Accounts receivable (year-end accruals)	-	-	-	-
Total assets	<u>\$ 51,117,841</u>	<u>\$ 11,611,281</u>	<u>\$ 12,342,507</u>	<u>\$ 75,071,628</u>
Liabilities and fund balances:				
Liabilities:				
Accounts & sales tax payable	\$ 10,093	\$ -	\$ -	\$ 10,093
Accrued payroll	136,835	-	-	136,835
Due to other county funds	-	-	-	-
Loan Payable - ST	-	-	-	-
Pre-need deposits - First Responders	1,000,000	-	-	1,000,000
Pre-need deposits	6,009,766	-	-	6,009,766
Total liabilities	<u>7,156,695</u>	<u>-</u>	<u>-</u>	<u>7,156,695</u>
Net position:				
Non-spendable	-	-	12,342,507	12,342,507
Restricted	19,955,043	11,611,281	-	31,566,324
Committed - Land Development	14,755,000	-	-	14,755,000
Assigned - Pre-Need	2,018,520	-	-	2,018,520
Assigned - Land Development	4,354,036	-	-	4,354,036
Unassigned (mimumum fund balance)	2,878,548	-	-	2,878,548
Total net position	<u>43,961,146</u>	<u>11,611,281</u>	<u>12,342,507</u>	<u>67,914,934</u>
Total liabilities and net position	<u>\$ 51,117,840</u>	<u>\$ 11,611,281</u>	<u>\$ 12,342,507</u>	<u>\$ 75,071,628</u>

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