

# **BOARD MEETING NOTICE**

The 31<sup>st</sup> DAA Board of Directors will be holding a board meeting on  
**Tuesday, January 24<sup>th</sup>, 2023 at 9:00 a.m.**

Join Zoom Meeting

<https://us06web.zoom.us/j/4834214737?pwd=d0FrRzVFQUIUNG9OeUxFM0FuUG5qQT09>

Join Via the phone:

1-720-707-2699

Meeting ID: 483 421 4737

Passcode: 575554

This virtual board meeting is called in accordance with the Bagley-Keene amendment that was enacted in July with the budget trailer bill, restoring the meeting process that was permitted under the Governor's COVID-19 executive order regarding public meetings. Section 20, SB 189, effective June 30<sup>th</sup>, 2022, added Government Code section 11133, which permits DAA boards to again hold meetings with all members participating via teleconference until July 1, 2023.

## **BOARD OF DIRECTORS**

Leah Lacayo (President), Mike Bradbury, Leslie Cornejo, Cecilia Cuevas, Dan Long, Shanté Morgan-Carter

## **STAFF**

Stacy Rianda, CEO, Heidi Ortiz, Executive Assistant, Jason Amelio, Sales Manager, Cristian Yepez, Accounting Officer, Madalyn Johnson, Concessions Coordinator, Shannon Patrick, Exhibits Supervisor, Jim Howell, Maintenance Supervisor

## **Public Participation**

Members of the public are encouraged to provide comment to the Board. While the Board values the participation of the public, the Board president reserves the right to limit the time for public comment to a maximum of three (3) minutes per speaker in order to proceed with the agenda. Public comment must be related to fair authority and jurisdiction and their placement on the agenda is within the discretion of the Board.

All meeting notices, agendas and materials considered by the Board during the meeting will be available to the public prior to the meeting in the fair office. Agendas and meeting notices will be posted on Board's website at [www.venturacountyfair.org](http://www.venturacountyfair.org).

## **AMERICAN WITH DISABILITIES ACT**

Pursuant to the American with Disabilities Act, individuals who, because of a disability, need special assistance to attend or participate in any Board meetings or Committee meetings, or in connection with other District Fair activities, may request assistance at the 31<sup>st</sup> DAA Fair office, 10 West Harbor Blvd., Ventura, CA or by calling (805) 648-3376. Requests should be made one (1) week in advance whenever possible.

# Board of Directors Meeting Agenda

Ventura County Fairgrounds, 31st District Agricultural Association

10 W. Harbor Blvd. - Ventura, CA 93001 - (805) 648-3376

Website: [venturacountyfair.org](http://venturacountyfair.org) Contact: Stacy Rianda, CEO

**Tuesday, January 24<sup>th</sup>, 2023 at 9:00 a.m.**

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All matters noticed on this agenda may be considered for action. Items listed on the agenda may be considered in any order at the discretion of the Board President. Any item not so noticed will not be considered or discussed. The Board requests your courtesy to mute your electronic devices.

**I. Call to Order**

**Roll Call**

**Declaration of Recusal or Conflict of Interest**

Does any Board member have a conflict of interest that should preclude them from participating in discussions about or voting on any matter on today's agenda?

**II. Pledge of Allegiance**

**III. Welcome and Introduction of Guests & Staff**

Invitation for the public to introduce themselves (not mandatory)

**IV. Public Comments on Items Not on the Agenda**

In accordance with state law, the Board will not comment or otherwise consider Public Comment matters until and unless such items have been properly noticed for a future meeting.

**V. Approval of Minutes**

A. November 22<sup>nd</sup>, 2022 Board Meeting

B. November 22<sup>nd</sup>, 2022 Special Board Meeting

**VI. Financial Report**

A. Financials ending November 30<sup>th</sup>, 2022

**VII. Old Business**

A. Discussion regarding the PSG contract and payment.

**VIII. New Business**

- A. Election of Vice President for 2023  
(CEO presides over elections of Board Officers)
- B. Discussion and possible action regarding paying off the Livestock Barn
- C. Discussion and possible action regarding disposal of equipment
- D. Discussion and possible action regarding Public Relations/Communications RFP contract

**IX. Board Correspondence**

- A. Email from John Novi regarding Pacific Sports Group proposal

**X. Consent Agenda: Items hereunder on the Consent Agenda are considered routine, not requiring separate discussion and will be enacted in one motion. Individual items A, 1-2, are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.**

- A. Agreements
  - 1. Standard Agreements
  - 2. Rental Agreements – Interim

**XI. CEO Report – To include Modular P/L, committees, ADA compliance, Document Retention, Fair Email Accounts**

**XII. President's Comments**

**XIII. Director's Comments**

**XIV. Future Agenda Items**

**XV. Adjourn**

**Americans With Disabilities Act**

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# Board of Directors Meeting Minutes

Ventura County Fairgrounds  
31st District Agricultural Association - 10 W. Harbor Blvd. - Ventura, CA 93001 - (805) 648-3376  
Website: venturacountyfair.org Contact: Stacy Rianda, CEO

Tuesday, November 22<sup>nd</sup>, 2022 at 9:00 a.m.

Join Zoom Meeting

<https://us06web.zoom.us/j/4834214737?pwd=d0FrRzVFQUIUNG9OeUxFM0FuUG5qQT09>

Join Via the phone:

1-720-707-2699

Meeting ID: 483 421 4737

Passcode: 575554

## I. Call to Order

### Roll Call

### Declaration of Recusal or Conflict of Interest

The meeting convened at 9:01 a.m. and called to order by President Lacayo.

**Directors present:** President, Leah Lacayo, Vice President, Armando Lopez (joined late), Michael Bradbury, Leslie Cornejo, M. Cecilia Cuevas, Daniel Long and Shanté Morgan-Carter.

**Staff present:** Stacy Rianda, CEO, Jason Amelio, Sales Manager, Madalyn Johnson, Concessions Manager, Cristian Yepez, Accounting Dept. and Heidi Ortiz, Executive Assistant.

**Guests Present:** Sarah Pelle, Fairs & Expositions, Charles Southwick, Fairs & Expositions, Pam Cwiklo, Rick Conrad, Robert Young, Pat Waid, Phil Foster Ranger, Tom Kissen, Carla Alvara, Diane Cook, Linda Wolf and Karen NLN.

There were no conflicts of interest with any of the Board members that were present.

## II. Pledge of Allegiance

Director Cornejo led all present in the Pledge of Allegiance.

## III. Welcome and Introductions of Guests and Staff

Invitation for the public to introduce themselves (not mandatory)

## IV. Public Comment on Items Not on the Agenda

In accordance with State law, the Board will not comment or otherwise consider Public Comment matters until and unless such items have been properly noticed for a future meeting.

Pam Cwiklo – “Good morning. I am Pam Cwiklo, an administrator for the Oxnard School District, but speaking today as a private citizen from Camarillo. I watched your Zoom meeting on October 25th because I had been made aware of an offer to modernize the Fairgrounds. I’m sorry, but as someone unfamiliar with this Board’s behavior in an open

meeting, I was surprised at your lack of knowledge and familiarity with the proposal made by Pacific Sports Group. My understanding was that they would be presenting a project to not only renovate the fairgrounds, but to do so in a manner that would generate year-round interest and activities, bring baseball back to the county and revitalize an area that is in desperate need of a total update. What I witnessed was a Board that did not appear to have any prior knowledge or understanding of the depth of the proposal and how it could benefit not only the Fair, but also the community at large. The presenters gave you an overview of a very comprehensive and detailed program, which you dismissed without any significant or meaningful dialogue. I read your Board packet and the proposal: it appeared that none of you had taken the time to thoroughly review this project as there were no questions from any of you that would have indicated otherwise. I continued to watch the meeting after their presentation. You had a brief conversation about funding infrastructure improvements, which continued as one of the Board members proposed looking at grants. At one point the atmosphere became close to that of a PTA meeting. I was waiting for someone to propose a bake sale. In light of recent events, it's evident this Board has had issues in their role as a public agency. And now, you have this opportunity to collaborate and manage a complex partnership that's going to propel Ventura County forward. You have a fiduciary obligation to act in the community's best interest. Please exercise that responsibility by calling for a publicly attended meeting wherein you give an honest and full review of this detailed and multi-dimensional project."

Michael Viola – "Michael Viola here, President-CEO of Viola Constructors a 75-year old grass roots, family owned and run construction company headquartered in Ventura County since its inception in 1946. A good number of issues are in play with the Fair Grounds including but not limited to exposure to: liquefaction, subsidence and flooding. The available Topographical surveys reveal that the current elevation of existing structures could be well below FEMA Minimum Finish Floor Elevations by as much as 6'. None of the existing structures with the possible exception of Watch and Wager, meet existing Building Codes and even with extensive renovations will not be elevated adequately to avoid the hazards of flooding and certainly not liquefaction or subsidence. I am not being facetious when I say that a troupe of barefoot ballerinas could kick to the ground a good many of the existing structures that are allowed to remain in place. The 6 to 12 month, \$50,000 to \$100,000 needs assessment will likely reveal the foregoing vulnerability and the single most relevant need which is parking and direct freeway access. In my view, a 500-car parking structure and direct freeway access from the north bound 101 freeway are sorely needed to make the fairgrounds a year-round community resource. The Proposal submitted by Pacific Sports Group was addressed last month by the Board deserves more consideration as an immediate viable resurgence of a Public Benefit to the Ventura County Fairgrounds. In my world, Winners look for Solutions and Losers look for Excuses. Pacific Sports Group has presented a comprehensive proposal that responds to significant existing deficiencies and introduces a number of multi-venue facilities that will make the County Fairgrounds a year-round fully attended facility."

Phil Foster Ranger – "I'm Phil Foster Ranger, great grandson of E.P. Foster. My sister, Mildred Schofield, and I are the two remaining Foster descendants residing in Ventura. I'd like to thank you all for your service on the fair board. The annual Fair is a highlight for a majority of county residents, and reinforces the intent behind EP & Orpha's gift of the fairgrounds to the city to be used by the public as a place of recreation and pleasure in perpetuity. Written conditions within the deed state the property is to be improved and

perpetually maintained. Sadly, the property has received little in both categories and continues to resemble a post WWII base. There is no person or groups of people to blame, just decades of an inadequate plan without a vision for the future. I've heard rumors of discussions about land swaps moving the fair away from the fairgrounds to be replaced with commercial, retail, etc., which is an unacceptable solution benefitting few and a colossal loss for the public. Then I heard about Pacific Sports Group making a proposal to the board for a complete renovation of the property. This immediately caught my attention so I did some investigation, spoke to a number of people involved in and with Pacific Sports Group and the more I learned the better I felt about a plan to catapult the fairgrounds into a state of the art & fully functional year-round event and convention center, as well as provide the revenue the board requires to improve and maintain the property and never again be undercapitalized. Observing the Oct 25<sup>th</sup> Pacific Sports Group presentation online I noticed: 1. Multiple directors suggested the need for a fairgrounds assessment before considering the proposal. Is not assessing the fairgrounds at least a semi-annual duty and part of the boards job description that has been performed over the years? 2. I sensed the board may be concerned the proposal would cause them to lose control. I personally asked PSG that same question and was informed the board would not lose control, however, no such questions were asked in the presentation, only statements amid the boards interpretations of Pacific Sports Group were made. The board may need additional time to fully review the proposal. Being dedicated to the preservation of my great grandfather's gift, I am open-minded and enthusiastic about Pacific Sports Group's proposal. It will require collaboration between PSG and the board. I would hope the board re-thinks it's position about this dynamic proposal."

**V. Presentations - None**

**VI. Approval of Minutes**

**A. September 27<sup>th</sup>, 2022 Board Meeting**

Director Cuevas joined the meeting.

**MOTION:** To approve the September 27<sup>th</sup>, 2022 Board Meeting minutes.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury (Motion)	X		
Director Cornejo (Second)	X		
Director Cuevas	X		
Director Long	X		
Director Morgan-Carter	X		
President Lacayo	X		

**B. October 25<sup>th</sup>, 2022 Board Meeting**

**MOTION:** To approve the October 25<sup>th</sup>, 2022 Board Meeting minutes.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury	X		
Director Cornejo			X
Director Cuevas			X
Director Long (Second)	X		
Director Morgan-Carter (Motion)	X		
President Lacayo	X		

Director Cornejo abstained because she did not attend the meeting and Director Cuevas abstained because she was not able to be present for most of the meeting.

## **VII. Financial Report – Cristian Yepez**

A. Financials ending October 31<sup>st</sup>, 2022

Mr. Yepez reviewed the financials.

CEO Rianda asked Mr. Yepez to explain the \$1.8 million net outlay and why it occurred.

Mr. Yepez explained that it occurred because staff sent out auction checks. We received the revenues in August and then checks were sent out in October.

Director Cuevas asked where the funds were allocated to in the budget for the payment that was made by PSG for the work done by staff in order to make the presentation.

Mr. Yepez stated that it was posted to miscellaneous revenue non-fair which is part of the general operating fund.

Director Cuevas asked if there were stipulations around how those funds were to be allocated or where the funds were going or what they were to be used for.

Director Cornejo stated it was a signed contract which can be looked up for the terms of what those funds were for, but it was largely to cover the staff time that was necessary to interact with Pacific Sports Group.

Director Cuevas asked that a copy of that contract be put in the Board's January board packet.

Director Morgan-Carter stated that she needs some context for this payment and asked that this gets put on the agenda for January's Board Meeting.

President Lacayo stated that it will be put on the January agenda for a full discussion.

Director Bradbury offered a quick explanation since he and Vice President Lopez were involved at that stage and they were concerned about staff time which Director Cornejo mentioned and so they arrived at an arbitrary figure of \$25,000 to cover those kinds of incidentals in assisting the company to prepare its proposal.

## VIII. Old Business

### A. Discussion and possible action regarding disposal of goods policy.

CEO Rianda explained that the ability to have the fairs create their own policy regarding the disposal of goods was granted to us years ago. She did not find one in place when she searched so she took a sample of one that has already been done and approved by another fair and is proposing to make it the Ventura County Fairgrounds policy. This is to give staff the ability to clean out the backside of the Morgan Arena and throughout the maintenance shop. The proposed policy would allow for staff to do that with any goods with an estimated value of less than \$500 without board approval. Anything over that would require board approval and a list would be brought to the board for approval.

**MOTION:** To approve the disposal of goods policy as presented.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury (Motion)	X		
Director Cornejo	X		
Director Cuevas	X		
Director Long (Second)	X		
Director Morgan-Carter	X		
President Lacayo	X		

## IX. New Business

### A. Annual Appointments by the Board

#### 1. Secretary/Treasurer-Manager

**MOTION:** To approve CEO Rianda as the Secretary/Treasurer-Manager of the Ventura County Fairgrounds.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury	X		
Director Cornejo	X		
Director Cuevas (Motion)	X		
Director Long (Second)	X		
Director Morgan-Carter	X		
President Lacayo	X		

### B. Secretary/Treasurer-Manager Annual Delegation of Authority

The (Secretary/Treasurer-Manager) Chief Executive Officer, Stacy Rianda, is authorized to execute Rental Agreements up to \$75,000.00, Standard 2 Agreements up to \$75,000.00 and Grandstand Contracts up to \$150,000.00 without further authorization from the Board of Directors.

**MOTION:** To approve the (Secretary/Treasurer-Manager) Chief Executive Officer, Stacy Rianda, to authorize the execution of Rental Agreements up to \$75,000.00, Standard 2 Agreements up to \$75,000.00 and Grandstand Contracts up to \$150,000.00 without further authorization from the Board of Directors.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury (Motion)	X		
Director Cornejo	X		
Director Cuevas (Second)	X		
Director Long	X		
Director Morgan-Carter	X		
President Lacayo	X		

C. Discussion and possible action regarding 2023 fee schedule.

CEO Rianda explained that we will start with the commercial and concessions department, which is Ms. Johnson's department, and she will briefly explain the process and how she arrived at the proposed prices.

Ms. Johnson explained that they researched like-size fairs and other events that have multiple days and looked at the commercial vendors and concessionaires for each one.

CEO Rianda stated that it turned out our prices were a bit below where other like-size fairs were and that is how they came to the proposed pricing for the spaces for commercial exhibits. There are no proposed changes for concessions. There is a camping fee change because it is time to make a change with what they are getting. Also, the box seats were very inexpensive; the price per day was cheaper than a single day admission ticket and they are also receiving concert and rodeo tickets. The rodeo is currently free and we are proposing a minimal \$10 reserved seat charge for all rodeo performances. There were issues with lines and people waiting and not being able to even get it. Also, those people that are standing in line are not able to spend time at the Fair.

Director Long stated he thinks taking the first page of proposed changes would be good and that the proposed changes make a lot of sense and we need to do something. He likes the idea of charging for the rodeo and the proposed fee is not too expensive and agrees that it is a waste of time for people to be standing around and getting upset.

President Lacayo commented that the box seats have a lot of perks and we are giving away a lot of potential revenue.

Director Cornejo stated that she is in favor of taking the first page of proposed changes. She believes these numbers weren't just pulled out of the air but based on a study and staff time doing comparisons. She thinks the prices are reasonable and agrees with everyone's comments about the rodeo because we want everyone happy.

Director Cornejo wanted to get clarification on the reserved seating for the rodeo. If someone leaves can they come back in.

CEO Rianda stated that details on the reserved seating for the rodeo can be worked out at a later time.

Director Long stated that it will be a change for everyone that goes to the rodeo and he supports the increase, but thought that there might be a way to give out a few tickets to give the chance to a few families to come in by winning or entering something.

Director Cuevas stated that she likes that idea because there are families that can't afford it and she hears that people already have to pay for parking, entry, food and it is already an expensive outing for a family. She thinks if there is some type of opportunity to win their way through that would be good.

President Lacayo stated that she is hearing that everyone pretty much supports the increases and that there are a few details to work out. Director Cornejo had made a motion so she called for a second and vote.

**MOTION:** To approve the first page of the 2023 fee schedule as presented and have staff continue to work out the details and include exploration of promotional entries as they see fit within the budget.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury	X		
Director Cornejo (Motion)	X		
Director Cuevas	X		
Director Long (Second)	X		
Director Morgan-Carter	X		
President Lacayo	X		

CEO Rianda explained that Mr. Amelio did similar research to Ms. Johnson and will let him explain how he came to the proposed changes.

Mr. Amelio explained that he looked around to see what other places were charging around us and this year his is proposing a modest increase across the board to all of the rentals. The buildings will get a \$100-\$200 increase and he adjusted the equipment rental, with the help of maintenance staff, to get that more in line of where it should be. The proposed pricing is still under what local rates will support but he thinks we should spend this year focusing on re-establishing more of the rental packages that we used to have previously, but he doesn't want to go into that unprepared. Therefore, a modest increase this year and looking ahead at the 2024 pay schedule is the move at this time.

Vice President Lopez joined the meeting.

CEO Rianda added that we are proposing increases to the beachlot daily parking as well as the beachlot annual pass. They were not on any of the proposed fee schedules but it

is being proposed to increase the daily beachlot fee from \$4 to \$10, to bring us in line with the State Beach parking fee which is right down the street from us, and the annual beach permits, which are good for a whole year, from \$125 to \$200.

Director Long stated that these are all reasonable requests and in line with what we are doing. Nobody wants to raise prices, but we have to be in-line with what it costs us to maintain and do what we need to do. He thinks everything sounds good on both pages and he made a motion to approve.

**MOTION:** To approve the second page of the 2023 fee schedule as presented with the addition of increasing the beachlot daily passes to \$10 and the annual beach permits to \$200.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury	X		
Director Cornejo	X		
Director Cuevas	X		
Director Long (Motion)	X		
Director Morgan-Carter (Second)	X		
Vice President Lopez	X		
President Lacayo	X		

**X. Board Correspondence**

- A. Memo from Mike Francesconi at California Dept. of Food and Agriculture, Fairs & Expositions: Fairground and Community Resilience Centers Funding
- B. Memo from Mike Francesconi at California Dept. of Food and Agriculture, Fairs & Expositions: Fiscal Year 2022/2023 Fair Training Reimbursements
- C. Memo from Mike Francesconi at California Dept. of Food and Agriculture, Fairs & Expositions: State Rules Advisory Committee Applications
- D. Memo from Mike Francesconi at California Dept. of Food and Agriculture, Fairs & Expositions: Proposition 12 Update

CEO Rianda went through and explained each piece of board correspondence.

**XI. Consent Agenda: Items hereunder on the Consent Agenda are considered routine, not requiring separate discussion and will be enacted in one motion. Individual items A, 1-2, are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.**

- A. Agreements
  - 1. Standard Agreements
  - 2. Rental Agreements – Interim

**MOTION:** To approve the consent list with items A, 1-2.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury	X		
Director Cornejo (Second)	X		
Director Cuevas	X		
Director Long	X		
Director Morgan-Carter	X		
Vice President Lopez (Motion)	X		
President Lacayo	X		

## **XII. CEO Report**

- She had a meeting with Meredith Hart, from the Economic Development Committee, Cary Glenn, who is a management analyst with the City of Ventura, and Akbar Alikhan, Acting City Manager to meet and discuss the fairgrounds' needs and see the different ways we can possibly work together and build those relationships with our community partners. They are really supportive and have already made further connections for her beyond that meeting.
- She had a meeting with Chris Cutter and Bryan Davis from Point Broadcasting to talk about possible partnerships that we can do with the radio station and how they can promote what we are doing here beyond what they are doing already. Their radio station, KVTa, is the station she is doing the monthly updates on.
- She had a meeting with Sheldon Brown from the Breeze. He wanted to come by and meet her and talk about his publication and what they can do for us. He also provided some public relation companies that we can send our RFP to because we lost James Lockwood who was handling all of our PR and marketing which she is currently doing.
- The Ventura County Cattleman's Association had their annual BBQ, which she was invited to, but could not find it so she emailed the lady who invited her and apologized for not making it.
- The Fall Manager's Conference was held in Sacramento over three days and it was a lot of doom and gloom coming from the State. It is getting harder and harder to do the job. Nonetheless, it is good information and networking with the other CEO's and staff from CDFA and F&E.
- She had a meeting with Mr. Reinwald, Manager for Oak View Group and our master concessionaire, regarding equipment and maintenance project funds. They have a fund that they keep in case there are any projects or repairs, they present them to us, a discussion takes place and then they move forward with those projects. They talked about an electrical panel out at their warehouse that is constantly shorting out. It has their refrigerator, computers, etc. so she approved them to get that replaced. They are also going to be doing a facelift to their concession stands out in the arena for the Raceway, rodeos and the concerts. They are very rough and that is something CEO Rianda requested that they do.
- She had a meeting with Diane McKay from Mustang Marketing. She heard we were going out with an RFP and wanted to meet CEO Rianda.
- Her and Mr. Amelio attended the Ventura Visitors and Convention Bureau board meeting and gave a presentation about the fairgrounds and what is coming up as well as all the

things we are doing here. Mr. Amelio did an excellent job and they also made connections there. One of the board members was talking about transit and moving college kids back and forth via bus and CEO Rianda thought we could do some advertising to them and special promotions for them. Now she has a meeting with his boss early next month to talk about ways we can partner with the various transit opportunities in Ventura County.

- Mr. Leavitt, who does the layout for the carnival during the Fair, came and had some great ideas on how to improve the layout. When they did a walk-through Ms. Johnson, Mr. Lieberman and Mr. Howell joined them and discussed how to improve the flow from Kiddie Land through the Seabreeze Stage area and into the main carnival. We can incorporate sponsors and food stands into that space since it is an independent carnival. Staff was very energized and excited to make changes and improve the way that we do business.
- Kathie Moore and Sharon Ferro were hot on the trail to find the deed to the fairgrounds, which they did, and brought it in to share with CEO Rianda.
- The General Plan Advisory Committee had a zoom meeting which she missed because it was on the wrong day and asked Director Long to comment if he was at that meeting. Director Long stated he was not at the meeting but saw that the new survey was out and they did mention the fairgrounds a few times in a positive manner.
- She had a meeting with Armenn Zennidijian, who is renting the Derby Club from us. He is interested in bringing the 805 Flea Market to us. It would be one weekend a month and it would be 80% food, live music and commercial vendors which would be another good event. They toured the facilities, were very interested and are all onboard for it. Mr. Amelio is going to be working on numbers for them so they know what they would be looking at as far as rent.
- The Visit Ventura group had a meet and greet for her at Topa Topa Brewery where they invited a bunch of City and County movers and shakers to meet her and get to know her. When she met with Ms. Auster earlier she asked what do you want out of this which she explained she wanted more of a brainstorming session because there are so many people who have wanted to work with the fairgrounds and have ideas which she would like to hear. From that meeting she made more connections, one of them being the County Arts and Culture group to talk about how to get arts more involved at the fairgrounds.
- There was a beachlot meeting with her, Mr. Amelio and Mr. Espitia because we are getting a lot of comments about what time the lot opens, why we allow campers to be there, etc. so she wanted to get on the same page and correct some of the issues. Mr. Amelio has gotten the signage approved by Sacramento as well as the CHP so we are going to have those made and put out in the lot.
- The PSPS construction has started. There has been some contractors on grounds and have been placing equipment down at the far ends of the barns. Just as a reminder, PSPS is the installation of the emergency backup generators that are going at the far end of the livestock pavilion that will be used in the event of an emergency to power our restroom, maintenance shop and the livestock barn. This is the program through California Construction Authority and we will be moving forward through the end of December.
- Mr. Gomez's last day was November 15<sup>th</sup>. He has moved up to Tehachapi and will be doing welding. It was a bittersweet goodbye. In the meantime, Cowboy Jim is back. She sat down with him and went over a list of projects she wants him to tackle which he has immediately started doing. Some of the maintenance projects he is doing with staff are improvements to the beach lot. They are restriping the lines, repainting the curbs, signs are being replaced, etc. He is cleaning out the maintenance shop and getting that

organized. He is finding a lot of materials that we are able to use throughout the grounds. He is going through and seeing what equipment we can fix and what equipment we can't fix and getting pricing on what it would cost to fix. She approved the purchase of batteries for the golf carts so staff has those to use instead of their own vehicles. He is repairing the entrance on the side to the San Miguel building because it has dry rot, there is no paint on it, leaves were in the gutters so he is removing that and getting materials to repair that. He is adjusting the work schedules for the maintenance staff. He is getting lighting estimates to change out to LED which is more cost efficient. We are doing morning clean-ups and there has been good feedback on that. We are also getting a price to replace the shade cloth that starts at the office and goes down to the McBride Building.

- She had a meeting with Mr. Giammanco with the California Beer Festival to talk about 2023 and beyond. His contract with us for Surfer's Point Live does go through the end of December 2023 but he is interested in another three years with us so that is something being discussed. It has been great exposure for him, he has been a great partner and he has been driving additional rental inquiries to us because they are seeing what can be done.
- The budget is underway and Mr. Yepez has sent it out to all the various departments and they are submitting requests back. She is waiting on a wish list from maintenance, which she is expecting to be very long. The goal is to have the budget done by the end of the year.
- There were a couple break-ins. One in the conference room and one in the storage room across the way but nothing was taken, the door was just knocked in which had to be replaced.
- The alarm system has been installed in the main office. When they were installing that she asked if there was a way to tie those two out-buildings to the main office, which there is, so that will be looked at as well.
- She met with Mr. Giammanco as well as Mr. Clerici with Downtown Ventura partners to discuss homeless solutions. Mr. Clerici is the one behind all the great things that happen downtown and is open to working with us. She was telling him about our homeless situation and the issues we have been having and that day he came back with his group of ambassadors who work the whole downtown area and they have been making their rounds. They have been meeting with the homeless people or anyone that is around and explain the different types of services available to them or get them relocated or whatever needs to happen. It has made a tremendous difference since they have been making their rounds.
- She emailed out the entertainment to date and it was discussed.

Director Bradbury stated that there was the expressed interest about purchasing the fairgrounds, and he thinks he speaks for the rest of the board, to say a resounding no to that and make sure they understand the fairgrounds is not for sale.

She also brought to CEO Rianda's attention the 2019 survey that the board commissioned. She suggested CEO Rianda review it with the ad hoc committee in detail to see what the wills and desires of the community are. She would also like on the January agenda an update on the final cost of the CEO move and what was done to the unit she moved into on the fairgrounds and if everything is done. Lastly, there used to be city council presentations and when she first came on the board, they were very active with inviting members of each and every county of the cities. She feels that they need to

make a commitment to start that up again and announce the Fair to all the cities in our county prior to Fair.

### **XIII. President's Comments**

- She wished everyone a Happy Thanksgiving and happy holidays since they are dark in December.

### **XIV. Director's Comments**

Director Bradbury

- Thanked CEO Rianda for doing a great job; she hit the ground running which is something that the fairgrounds needed.
- Wished everyone happy holidays: Merry Christmas, Happy New Year and happy turkey day.
- He stated it was an honor to serve with everyone on the board and thanked them.

Director Cornejo

- She wasn't here last month so she wasn't able to report that she did get to participate as a vendor in the Highland Games. They did lose a lot of vendors through the pandemic, but it was an amazing event and she enjoyed participating and being a part of it. She is anxious to see that as an ongoing event if they wish.
- She noted that there are no elections this year since there are two-year terms which she explained that it is a pleasure not to have to do those this year and it is nice to have continuity. She did ask President Lacayo if the committees could be re-looked at by January and see what works best under the structure with the new manager.
- She thanked CEO Rianda for getting out there, meeting everyone she can and being very open with communications with the county and community. She thinks it is a great thing she lives on grounds but as Director Cornejo understands it, she is walking the grounds everyday anyways so that is why she has a good eye for the big and small things that need to be improved on the grounds. She knows she has the eye for beautification of the grounds and she appreciates what she is putting into place.
- Wished the board, friends and community a Happy Thanksgiving.

President Lacayo confirmed that she will come forward with the new committee structure. She might email them out prior to that. The first order of business is going through the policy manual. She has a couple procedural things she would like to discuss with Sacramento about, but the board will be hearing more about it soon.

Director Lopez

- Wished everyone a happy holiday.

Director Morgan-Carter

- Thanked CEO Rianda for the proactiveness and research. This is how she approaches things when there are discussions about long term items. She wanted to reiterate, and this is for the public as well, that before the board makes any major commitments to anything they need the information first. At the last meeting she said they needed a comprehensive assessment of the needs of our fairgrounds before we make any decisions about any future investments and/or agreements.

- She stated that the committees have not been meeting and she wanted to put a particular plug in for marketing. Since we do not have a PR Director, she thinks it might be imperative that the Marketing Committee have some more involvement in offering assistance to the CEO. She has a strong background in marketing and public relations, so she wants to put that out there to the chair.
- Due to the fact she had to leave the last meeting early, she didn't get a chance to mention that she went to the CDFA training back in October. There were three things, which can be put on future agenda items, but there were some questions about our website being ADA compliant so that was one of them. At the training they mentioned records retention and that there would be more oversight with that. Lastly, email accounts for directors. These are part future agenda and part under the CEO that will need to come back for discussion.
- She mentioned that she discussed the 2019 survey with the CEO already and expressed that that needed to be reviewed as part of her overall assessment of the Fair.
- She wished everyone a Happy Thanksgiving and holiday season.

#### Director Cuevas

- She is in favor of reviewing the marketing report again.
- She would like an update on the rental for CEO Rianda's place.
- She would like the City Council presentations reinstated.
- She is interested in knowing about when the board will know their committee and/or board assignments.

#### Director Long

- He was glad Director Morgan-Carter got a lot out of the CDFA training. He wished he was able to go because it is always good to have a refresher.
- He is really happy with all the work that CEO Rianda is doing and making new connections.
- He hopes they can find more funding so that CEO Rianda can get more done because everyone knows that the fairgrounds needs a lot of work. He is doing some things to help try and find funding as well. He wondered if the barns and Morgan Arena could be a catalyst that is used to try and get more funding to fix up to be a class A place to have events for horses and generate revenue.
- Wished everyone happy holidays, a great Thanksgiving and good times with family and friends.

### **XV. Future Agenda Items**

1. PSG payment and contract
2. Update on final cost of CEO move and fairground's rental property improvements
3. ADA compliant website
4. Records retention oversight
5. Email accounts

### **XVI. Adjourn**

The meeting was adjourned at 10:37 a.m.

Submitted by: \_\_\_\_\_  
Heidi Ortiz, Executive Secretary

Approved by: \_\_\_\_\_  
Stacy Rianda, CEO Ventura Fairgrounds

Approved by: \_\_\_\_\_  
Leah Lacayo, Board President

**SPECIAL BOARD MEETING MINUTES**  
**31<sup>st</sup> District Agricultural Association / Ventura County Fair**  
10 West Harbor Blvd., Ventura, CA 93001  
Office (805) 648-3376, Fax (805) 648-1012  
Website: [www.venturacountyfair.org](http://www.venturacountyfair.org)  
Email: [info@venturacountyfair.org](mailto:info@venturacountyfair.org)

Tuesday, November 22, 2022  
10:30a.m. or immediately following the regularly scheduled board meeting

Join Zoom Meeting  
<https://us06web.zoom.us/j/4834214737?pwd=d0FrRzVFQUIUNG9OeUxFM0FuUG5qQT09>  
Join Via the phone:  
1-720-707-2699  
Meeting ID: 483 421 4737  
Passcode: 575554

**BOARD OF DIRECTORS**

All matters noticed on this agenda may be considered for action. Items listed on the agenda may be considered in any order at the discretion of the Board President. Any item not so noticed will not be considered or discussed.

**1) Call To Order and Roll Call**

The meeting convened at 10:38 a.m. and was called to order by President Lacayo.

**Directors present:** President, Leah Lacayo, Vice President, Armando Lopez, Michael Bradbury, Leslie Cornejo, M. Cecilia Cuevas, Dan Long and Shanté Morgan-Carter.

**Staff present:** Stacy Rianda, CEO and Heidi Ortiz, Executive Assistant.

**Guests Present:** None.

**Declaration of Recusal or Conflict of Interest**

Does any Board member have a conflict of interest that should preclude them from participating in discussions about or voting on any matter on today's agenda.

**2.) Pledge of Allegiance**

President Lacayo dispensed with the pledge of allegiance since it was done at the meeting prior to this one.

**3.) Welcome and Introduction of Guests & Staff**

Invitation for the public to introduce themselves (not mandatory)

**4.) Public Comments:** In accordance with state law, the Board will not comment or

otherwise consider Public Comment matters until and unless such items have been properly noticed for a future meeting.

There were no public comments.

**5.) Closed Session**

- a.) The Board is authorized to meet in Closed Session for the purpose of considering: Personnel Matters: (Gov. Code§ 11126(a)(1))

The Board went into closed session at 10:43 a.m.

**6.) Report out of Closed Session**

The Board reconvened at 11:09 a.m.

President Lacayo reported there was no action taken during closed session.

**7.) Adjourn**

The meeting was adjourned at 11:10 a.m.

**Ventura County Fair - 31st District Agricultural Association**  
**Financial Dashboard for the Period Ending November 30, 2022**

**Balance Sheet**

**Assets**

**Current Assets**

Operating Cash	\$ 2,622,530
Maximizer Savings	555,263
LAIF Balance	39,573
Other current assets	1,289,948
<b>Total current assets</b>	<b>\$ 4,507,314</b>

**Long-term Assets**

Land	\$ 282,915
Construction in Progress	-
Buildings (Net of Depr)	3,979,179
Equipment (Net of Depr)	-
<b>Total long-term assets</b>	<b>\$ 4,262,094</b>

**Total assets:**

**\$ 8,769,408**

**Liabilities**

**Current liabilities**

Accounts payable	\$ 126,193
Other current liabilities	257,659
<b>Total current liabilities</b>	<b>\$ 383,852</b>

**Long-term liabilities**

Notes payable	\$ 545,873
Net Pension Liability	\$ 4,185,093
<b>Total long-term liabilities</b>	<b>\$ 4,730,966</b>

**Capital Resources**

Unrestricted resources	\$ 1,165,989
State allocation	61,000
Invest in Capital Assets	-
Project Reimbursements	-
Auction reserve	480,740
Net Income (Surplus/Deficit)	1,946,861
<b>Total capital resources</b>	<b>\$ 3,654,590</b>

**Total liabilities and capital resources:**

**\$ 8,769,408**

**Total Cash Balance**

Beginning Cash Balance	3,619,179.46
Ending Cash Balance	3,390,611.38
<b>Net Outlay:</b>	<b>\$ (228,568.08)</b>

**Accounts Receivable**

General	\$ 87,816
Fairtime	-
Auction	-

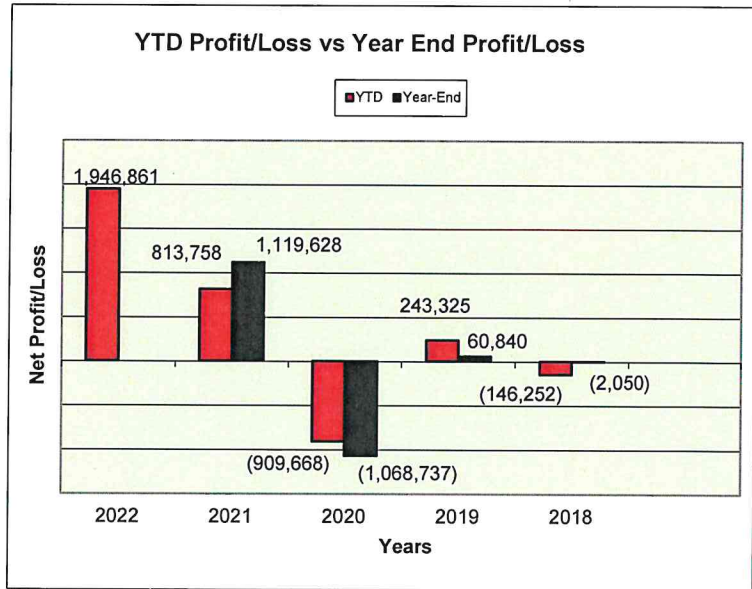
**Total receivables:**

**\$ 87,816**

**Legal Actions**

**Consolidated Income Statement**

	November	2022 YTD	2021 YTD
<b>Revenues</b>	\$ 181,715	\$ 10,479,695	\$ 2,189,780
<b>Expenses</b>	240,759	8,532,834	1,023,123
<b>Surplus/Deficit</b>	<b>\$ (59,044)</b>	<b>\$ 1,946,861</b>	<b>\$ 1,166,657</b>



**Profit/Cost Centers**

	November	2022 YTD	2021 YTD
<b>Fair</b>	<b>\$ (78,799)</b>	<b>\$ 2,627,113</b>	<b>\$ 12,416</b>
<b>Facility Rentals</b>	<b>\$ 94,798</b>	<b>\$ 952,252</b>	<b>\$ 1,102,658</b>
<b>Horse Racing</b>	<b>\$ 53,036</b>	<b>\$ 599,008</b>	<b>\$ 747,005</b>
<b>Overhead</b>	<b>\$ (190,276)</b>	<b>\$ (2,209,596)</b>	<b>\$ (684,144)</b>
<b>Auction</b>	<b>\$ (472)</b>	<b>\$ 36,842</b>	<b>\$ -</b>

**Budget Compliance 2022**

	YTD	BUDGET	% MET
<b>Fair</b>	<b>\$ 2,627,113</b>	<b>\$ -</b>	<b>0.000</b>
<b>Facility Rentals</b>	<b>\$ 952,252</b>	<b>\$ -</b>	<b>0.000</b>
<b>Horse Racing</b>	<b>\$ 599,008</b>	<b>\$ -</b>	<b>0.000</b>
<b>Overhead</b>	<b>\$ (2,209,596)</b>	<b>\$ -</b>	<b>0.000</b>
<b>Auction</b>	<b>\$ 36,842</b>	<b>\$ -</b>	<b>0.000</b>

**Capital Projects 2022**

	4th Quarter	BUDGET	% MET
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VENTURA COUNTY FAIR ( 31st DAA )			
BALANCE SHEET			
FOR THE PERIOD ENDING NOVEMBER 30, 2022			
ASSETS			
Current Assets	2022	2021	
Cash			
Petty Cash	119	200	
Change Funds	10,448	14,100	
Cash - Operating	2,622,530	1,107,631	
Cash - Lottery	4,665	4,665	
Cash - Premiums	0	0	
Cash - Payroll	1,486	3,100	
Cash - Savings	555,263	554,718	
Cash - LAIF	39,573	39,312	
Cash - Auction	156,528	3,030	
<b>Total Cash</b>	<b>3,390,611</b>	<b>1,726,756</b>	
Other Current Assets			
Accounts Receivable	117,260	29,444	
Allowance For Doubtful Accounts	(29,444)	(29,444)	
Inventory	8,789	2,381	
Prepays-Deferred Expenses	1,020,097	915,837	
Deferred Compensated Absences	0	0	
<b>Total Other Current Assets</b>	<b>1,116,702</b>	<b>918,218</b>	
<b>Total Current Assets</b>	<b>4,507,313</b>	<b>2,644,974</b>	
Capital Assets			
Construction In Progress	0	0	
Land	282,915	282,915	
Buildings	17,328,416	17,328,416	
Accumulated Depreciation (Buildings)	(13,349,237)	(12,933,321)	
Equipment	828,879	828,879	
Accumulated Depreciation (Equipment)	(828,879)	(828,879)	
<b>Total Capital Assets</b>	<b>4,262,094</b>	<b>4,678,010</b>	
<b>TOTAL ASSETS</b>	<b>8,769,408</b>	<b>7,322,984</b>	
LIABILITIES & CAPITAL RESOURCES			
Liabilities			
Payroll Liabilities	0	0	
Clearing Accounts	(66,129)	(52,985)	
Accounts Payable	126,193	58,644	
Workers' Compensation	0	0	
Payroll Withholdings	8,481	119,956	
Horse Show Fees Payable	0	0	
Deferred Revenue	130,997	180,407	
Guaranteed Deposits	125,309	105,454	
Compensated Absences Liability	59,002	50,180	
Net Pension Liability	4,185,093	4,185,093	
Notes Payable	545,873	916,561	
<b>Total Liabilities</b>	<b>5,114,818</b>	<b>5,563,310</b>	
Capital Resources			
Unrestricted Resources	1,165,989	(814,177)	
State Allocation	0	0	
Investment in Capital Assets	61,000	1,188,023	
Auction Reserve	480,740	480,740	
Project Reimbursements, Net	0	0	
Net Income Surplus/(Deficit)	1,946,861	905,089	
<b>Total Capital Resources</b>	<b>3,654,589</b>	<b>1,759,674</b>	
<b>TOTAL LIABILITIES &amp; CAPITAL RESOURCES</b>	<b>8,769,408</b>	<b>7,322,984</b>	

VENTURA COUNTY FAIR (31ST DAA)						
CONSOLIDATED CASH REPORT						
FOR THE PERIOD ENDING NOVEMBER 30, 2022						
ACCOUNT	BEGINNING BALANCE PER G/L	RECEIVED	DISBURSED	CURRENT TRANSFERS	ADJUST- MENTS	ENDING BALANCE PER G/L
			<u>OPERATING ACCOUNTS</u>			
PETTY CASH	118.73	0.00	0.00	0.00	0.00	118.73
CHANGE FUNDS	13,900.00	0.00	3,452.00	0.00	0.00	10,448.00
GENERAL CHECKING	2,652,777.41	64,937.36	283,339.07	0.00	(3,154.35)	2,431,221.35
MISSION BANK OPERATING	194,866.37	145,690.07	84,247.53	(65,000.00)	0.00	191,308.91
LOTTERY	4,664.57	0.00	0.00	0.00	0.00	4,664.57
PAYROLL CHECKING	41.55	0.00	0.00	0.00	0.00	41.55
MISSION BANK PAYROLL	1,019.28	0.00	64,550.42	65,000.00	(24.45)	1,444.41
AUCTION CHECKING	(1,139.28)	0.00	0.00	0.00	0.00	(\$1,139.28)
AUCTION CHECKING MISSION	158,139.50	0.00	0.00	0.00	(472.34)	157,667.16
PREMIUMS CHECKING	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING	3,024,388.13	210,627.43	435,589.02	0.00	-3,651.14	2,795,775.40
			<u>SAVINGS ACCOUNTS</u>			
	0.00	0.00	0.00	0.00	0.00	0.00
MISSION BANK SAVINGS	553,918.84	0.00	0.00	0.00	54.64	553,973.48
UNRESTRICTED	1,299.25	0.00	0.00	0.00	(9.99)	1,289.26
TOTAL SAVINGS	555,218.09	0.00	0.00	0.00	44.65	555,262.74
			<u>INVESTMENT ACCOUNTS</u>			
	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00
	39,573.24	0.00	0.00	0.00	0.00	39,573.24
TOTAL LAIF	39,573.24	0.00	0.00	0.00	0.00	39,573.24
	3,619,179.46	210,627.43	435,589.02	0.00	-3,606.49	3,390,611.38

VENTURA COUNTY FAIR ( 31ST DAA)				
NOTES TO CONSOLIDATED CASH REPORT				
FOR THE PERIOD ENDING NOVEMBER 30, 2022				
<b>OPERATING ACCOUNT</b>				
UMS Celero Fees	(7.95)			
UMS Celero Fees- Showworks	(6.50)			
UMS Celero Fees- Fair	(182.00)			
Authorize.net Fees	(10.00)			
Credit Card Rentals	(2,956.70)			
Credit Cards Fees	(221.30)			
Chargebacks Returned	230.00			
Deposit Overage	0.10			
<b>MISSION- OPERATING ACCOUNT</b>			(3,154.35)	
			0.00	
<b>PREMIUMS ACCOUNT</b>				
			0.00	
<b>PAYROLL ACCOUNT</b>				
			0.00	
<b>MISSION- PAYROLL ACCOUNT</b>				
Banking Fees	(24.45)			
			(24.45)	
<b>AUCTION ACCOUNT</b>				
Credit Card Rental Fees	(429.84)			
Authorize.net Fees	(10.00)			
UMS Celero Fees	(32.50)			
			(472.34)	
<b>LOTTERY ACCOUNT</b>				
	0.00			
			0.00	
<b>PETTY CASH</b>				
			0.00	
<b>CHANGE FUND</b>				
			0.00	
<b>SAVINGS ACCOUNT</b>				
Maintenance Fee	(10.00)			
Interest Earned	0.01		(9.99)	
<b>LAIF ACCOUNT</b>				
			0.00	
<b>MISSION BANK SAVINGS</b>				
Interest Earned	54.64		54.64	
<b>TOTAL ADJUSTMENTS</b>			(3,606.49)	

**VENTURA COUNTY FAIR, 31ST DAA**  
**CONSOLIDATED INCOME AND EXPENSE STATEMENT**  
**FOR THE PERIOD ENDING NOVEMBER 30, 2022**

	Current Month	Current YTD 11/30/22	Budget 2022	Balance of Budget	% Used 2022	Prior YTD 11/30/21
<b>OPERATING REVENUES:</b>						
Admissions	16,000	2,715,180	0	-2,715,180	0%	30,000
Auction Buyer Receipts	0	1,403,934	0	-1,403,934	0%	0
Camping	0	61,165	0	-61,165	0%	0
Carnival	0	1,741,925	0	-1,741,925	0%	0
Concessions	34,408	1,952,125	0	-1,952,125	0%	163,813
Donations/Sponsorships	-19,700	400,030	0	-400,030	0%	0
Entry Fees	0	41,978	0	-41,978	0%	0
Interest	55	6,720	0	-6,720	0%	408
Miscellaneous Fair Revenue	0	31,953	0	-31,953	0%	0
Miscellaneous Non-Fair Revenue	8,655	120,315	0	-120,315	0%	177,842
Parking	40,559	935,859	0	-935,859	0%	469,554
Programs	0	0	0	0	0%	0
Reimb Security/Maint Labor	18,495	120,471	0	-120,471	0%	48,190
Rentals	76,839	815,357	0	-815,357	0%	1,037,027
Track 2%-Day & Night	4,155	83,728	0	-83,728	0%	253,723
Utilities/Pumping	2,250	44,791	0	-44,791	0%	9,180
Prior Year Revenue	0	4,165	0	-4,165	0%	42
<b>TOTAL OPERATING REVENUES</b>	<b>181,715</b>	<b>10,479,695</b>	<b>0</b>	<b>-10,479,695</b>	<b>0%</b>	<b>2,189,780</b>
<b>OPERATING EXPENDITURES:</b>						
Advertising/Promotionals	398	169,536	0	-169,536	0%	0
Auction Payment to Sellers	0	1,311,977	0	-1,311,977	0%	0
Cash Awards/Premiums	0	89,863	0	-89,863	0%	0
Employee Wages-Permanent	41,747	427,677	0	-427,677	0%	282,327
Employee Wages-Temporary	44,383	706,340	0	-706,340	0%	184,871
Employee Benefits	30,939	297,744	0	-297,744	0%	-79,962
Entertainment	33,750	1,021,450	0	-1,021,450	0%	0
Equipment-Purchase/Rent/Repair	4,565	194,385	0	-194,385	0%	13,601
Insurance	16,618	139,010	0	-139,010	0%	180,029
Judges	0	0	0	0	0%	0
Miscellaneous Fair	4,000	279,947	0	-279,947	0%	0
Miscellaneous Non-Fair	10,552	133,996	0	-133,996	0%	40,237
Payroll Taxes/Workers Comp	4,929	53,616	0	-53,616	0%	24,961
Professional Svc-Fair	5,000	1,603,742	0	-1,603,742	0%	0
Professional Svc-Non Fair	18,833	90,777	0	-90,777	0%	70,006
Supplies & Expense-Fair	10,757	726,248	0	-726,248	0%	0
Supplies & Expense-Non Fair	18,772	248,446	0	-248,446	0%	26,160
Utilities	55,751	490,398	0	-490,398	0%	271,493
Audit	0	0	0	0	0%	0
Cash Over/Short	-233	522,087	0	-522,087	0%	170
Prior Year Expense	0	19,362	0	-19,362	0%	9,229
Projects	-60,000	6,235	0	-6,235	0%	0
<b>TOTAL OPERATING EXPENDITURES</b>	<b>240,759</b>	<b>8,532,835</b>	<b>0</b>	<b>-8,532,835</b>	<b>0%</b>	<b>1,023,123</b>
<b>OPERATING SURPLUS (DEFICIT)</b>	<b>-59,044</b>	<b>1,946,861</b>	<b>0</b>	<b>-1,946,861</b>	<b>0%</b>	<b>1,166,657</b>
STATE ALLOC.-F&E FUNDS	0	0			0%	
CAPITAL-ONE TIME SOURCE	0	61,000				
PROJECT REIMBURSEMENTS	0	0			0%	
<b>SURPLUS (DEFICIT) ADJUSTED</b>	<b>-59,044</b>	<b>2,007,861</b>				<b>1,166,657</b>
<b>NET RESOURCES-OPERATIONS</b>		<b>1,165,989</b>				
<b>NET RESOURCES OPERATIONS ENDING</b>		<b>3,173,850</b>				

VENTURA COUNTY FAIR, 31ST DAA						
OVERHEAD INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING NOVEMBER 30, 2022						
<u>OVERHEAD</u>	Current Month	Current YTD 11/30/22	Budget 2022	Balance of Budget	% Used 2022	Prior YTD 11/30/21
<b>REVENUES</b>						
Interest	55	6,720	0	-6,720	0%	408
Sponsorships-Non-Fair	0	0	0	0	0%	0
Miscellaneous Non-Fair Reven	8,655	120,315	0	-120,315	0%	177,842
Reimb Security/Maint Labor	5,885	37,945	0	-37,945	0%	16,020
Prior Year Revenue	0	0	0	0	0%	792
<b>TOTAL REVENUES</b>	14,594	164,980	0	-164,980	0%	195,062
<b>EXPENSES</b>						
Advertising/Promotionals	398	2,381	0	-2,381	0%	0
Employee Wages-Permanent	32,628	318,384	0	-318,384	0%	194,944
Employee Wages-Temporary	34,574	275,410	0	-275,410	0%	131,558
Employee Benefits	23,693	216,463	0	-216,463	0%	-42,063
Equipment-Purchase/Rent/Rep	4,419	24,402	0	-24,402	0%	13,491
Insurance	16,618	139,010	0	-139,010	0%	180,029
Miscellaneous Non-Fair	8,314	72,587	0	-72,587	0%	21,851
Payroll Taxes/Workers Comp	3,883	34,046	0	-34,046	0%	16,500
Professional Svc-Non Fair	7,393	52,938	0	-52,938	0%	55,603
Supplies & Expense-Non Fair	17,491	242,245	0	-242,245	0%	27,009
Utilities	55,692	455,259	0	-455,259	0%	270,875
Audit	0	0	0	0	0%	0
Cash Over/Short	-233	522,087	0	-522,087	0%	179
Prior Year Expense	0	19,362	0	-19,362	0%	9,229
<b>TOTAL EXPENSES</b>	204,870	2,374,575	0	-2,374,575	0%	879,207
<b>SURPLUS (DEFICIT)</b>	-190,276	-2,209,596	0	2,209,596	0%	-684,144

VENTURA COUNTY FAIR, 31ST DAA						
FAIR INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING NOVEMBER 30, 2022						
<u>FAIR</u>	Current Month	Current YTD 11/30/22	Budget 2022	Balance of Budget	% Used 2022	Prior YTD 11/30/21
<b>REVENUES</b>						
Admissions	0	2,605,180	0	-2,605,180	0%	0
Camping	0	61,165	0	-61,165	0%	0
Carnival	0	1,741,925	0	-1,741,925	0%	0
Concessions	271	1,660,065	0	-1,660,065	0%	0
Donations/Sponsorships	-19,700	368,544	0	-368,544	0%	0
Entry Fees	0	41,978	0	-41,978	0%	0
Miscellaneous Fair Revenue	0	34,653	0	-34,653	0%	0
Parking	0	453,601	0	-453,601	0%	0
Rentals	0	3,905	0	-3,905	0%	0
Utilities/Pumping	0	28,155	0	-28,155	0%	500
Prior Year Revenue	0	0	0	0	0%	0
<b>TOTAL REVENUES</b>	-19,429	6,999,171	0	-6,999,171	0%	500
<b>EXPENSES</b>						
Advertising/Promotionals	0	166,568	0	-166,568	0%	0
Cash Awards/Premiums	0	89,863	0	-89,863	0%	0
Employee Wages-Permanent	264	17,105	0	-17,105	0%	0
Employee Wages-Temporary	2,860	345,401	0	-345,401	0%	2,349
Employee Benefits	21	2,752	0	-2,752	0%	-14,298
Entertainment	33,750	1,021,450	0	-1,021,450	0%	0
Equipment-Purchase/Rent/Rep	146	159,176	0	-159,176	0%	0
Insurance	0	0	0	0	0%	0
Judges	0	0	0	0	0%	0
Miscellaneous Fair	4,000	240,383	0	-240,383	0%	0
Payroll Taxes/Workers Comp	45	8,577	0	-8,577	0%	34
Professional Svc-Fair	5,000	1,600,581	0	-1,600,581	0%	0
Supplies & Expense-Fair	10,284	685,659	0	-685,659	0%	0
Utilities-Fair	0	34,545	0	-34,545	0%	0
Cash Over/Short	0	0	0	0	0%	0
<b>TOTAL EXPENSES</b>	56,370	4,372,058	0	-4,372,058	0%	-11,916
<b>SURPLUS (DEFICIT)</b>	-75,799	2,627,113	0	-2,627,113	0%	12,416

**VENTURA COUNTY FAIR, 31ST DAA**  
**AUCTION INCOME & EXPENSE STATEMENT**  
**FOR THE PERIOD ENDING NOVEMBER 30, 2022**

<u>AUCTION</u>	Current Month	Current YTD 11/30/22	Budget 2022	Balance of Budget	% Used 2022	Prior YTD 11/30/21
<b>REVENUES</b>						
Buyer Receipts	0	1,403,934	0	-1,403,934	0%	0
Sponsors	0	31,486	0	-31,486	0%	0
Slaughter Fees	0	-2,800	0	2,800	0%	0
Misc. Revenue	0	100	0	-100	0%	0
Interest	0	0	0	0	0%	0
Prior Year Revenue	0	0	0	0	0%	0
<b>TOTAL REVENUES</b>	0	1,432,720	0	-1,432,720	0.0%	0
<b>EXPENSES</b>						
Temp. Wages	0	0	0	0	0%	0
Professional Servcies	0	3,161	0	-3,161	0%	0
Publicity & Marketing	0	587	0	-587	0%	0
Lunch Expense	0	13,128	0	-13,128	0%	0
Payment to Sellers	0	1,311,977	0	-1,311,977	0%	0
Supplies & Expenses	472	40,590	0	-40,590	0%	0
Hauling & Sltr	0	26,435	0	-26,435	0%	0
Equipment	0	0	0	0	0%	0
Prior Year Expense	0	0	0	0	0%	0
<b>TOTAL EXPENSES</b>	472	1,395,877	0	-1,395,877	0%	0
<b>SURPLUS (DEFICIT)</b>	-472	36,842	0	-36,842	0%	0

VENTURA COUNTY FAIR, 31ST DAA						
FACILITY RENTAL INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING NOVEMBER 30, 2022						
FACILITY RENTALS	Current Month	Current YTD 11/30/22	Budget 2022	Balance of Budget	% Used 2022	Prior YTD 11/30/21
<b>REVENUES</b>						
Concessions	34,137	292,060	0	-292,060	0%	163,813
Miscellaneous Non-Fair Revenue	0	0	0	0	0%	0
Parking	0	0	0	0	0%	0
Reimb Security/Maint Labor	12,610	82,526	0	-82,526	0%	32,170
Rentals	76,839	811,452	0	-811,452	0%	1,037,027
Rentals-Fair Sponsored Event	0	0	0	0	0%	0
Utilities/Pumping	2,250	16,636	0	-16,636	0%	8,680
Prior Year Revenue	0	0	0	0	0%	-750
<b>TOTAL REVENUES</b>	<b>125,836</b>	<b>1,202,674</b>	<b>0</b>	<b>-1,202,674</b>	<b>0%</b>	<b>1,240,941</b>
<b>EXPENSES</b>						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	5,969	62,146	0	-62,146	0%	56,374
Employee Wages-Temporary	6,124	77,778	0	-77,778	0%	47,700
Employee Benefits	4,258	47,227	0	-47,227	0%	13,819
Equipment-Purchase/Rent/Repair	0	1,711	0	-1,711	0%	110
Miscellaneous Non-Fair	1,148	10,290	0	-10,290	0%	4,342
Payroll Taxes/Workers Comp	759	8,545	0	-8,545	0%	6,280
Professional Svc-Non Fair	11,441	37,839	0	-37,839	0%	7,790
Supplies & Expense-Non Fair	1,281	4,292	0	-4,292	0%	1,251
Sup/Exp-Fair Sponsored Event	0	0	0	0	0%	0
Utilities	59	593	0	-593	0%	618
<b>TOTAL EXPENSES</b>	<b>31,038</b>	<b>250,421</b>	<b>0</b>	<b>-250,421</b>	<b>0%</b>	<b>138,283</b>
<b>SURPLUS (DEFICIT)</b>	<b>94,798</b>	<b>952,252</b>	<b>0</b>	<b>-952,252</b>	<b>0%</b>	<b>1,102,658</b>

**VENTURA COUNTY FAIR, 31ST DAA**  
**HORSE RACING INCOME & EXPENSE STATEMENT**  
**FOR THE PERIOD ENDING NOVEMBER 30, 2022**

<b><u>HORSE RACING</u></b>	<b>Current Month</b>	<b>Current YTD 11/30/22</b>	<b>Budget 2022</b>	<b>Balance of Budget</b>	<b>% Used 2022</b>	<b>Prior YTD 11/30/21</b>
<b>REVENUES</b>						
Admissions	16,000	110,000	0	-110,000	0%	30,000
Concessions	0	0	0	0	0%	0
Miscellaneous Non-Fair Revenue	0	0	0	0	0%	0
Parking	40,559	482,258	0	-482,258	0%	469,554
Programs	0	0	0	0	0%	0
Track 2%-Day & Night	4,155	83,728	0	-83,728	0%	253,723
Prior Year Revenue	0	4,165	0	-4,165	0%	0
<b>TOTAL REVENUES</b>	<b>60,714</b>	<b>680,151</b>	<b>0</b>	<b>-680,151</b>	<b>0%</b>	<b>753,277</b>
<b>EXPENSES</b>						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	2,886	30,042	0	-30,042	0%	31,009
Employee Wages-Temporary	825	7,751	0	-7,751	0%	3,264
Employee Benefits	2,967	31,302	0	-31,302	0%	-37,420
Equipment-Purchase/Rent/Rep	0	900	0	-900	0%	0
Miscellaneous Non-Fair	758	6,791	0	-6,791	0%	2,767
Payroll Taxes/Workers Comp	242	2,448	0	-2,448	0%	2,148
Professional Svc-Non Fair	0	0	0	0	0%	6,613
Supplies & Expense-Non Fair	0	1,908	0	-1,908	0%	-2,101
Cash Over/Short	0	0	0	0	0%	-9
Prior Year Expense	0	0	0	0	0%	0
<b>TOTAL EXPENSES</b>	<b>7,678</b>	<b>81,143</b>	<b>0</b>	<b>-81,143</b>	<b>0%</b>	<b>6,272</b>
<b>SURPLUS (DEFICIT)</b>	<b>53,036</b>	<b>599,008</b>	<b>0</b>	<b>-599,008</b>	<b>0%</b>	<b>747,005</b>



FOR THE QUARTER ENDED DECEMBER 31, 2022

[illegible]

### CAPITAL EQUIPMENT PURCHASES

FOR THE QUARTER ENDED DECEMBER 31, 2022

[illegible]

# General Ledger Detail

Defaults (11/1/2022 - 11/30/2022)

Ventura

Page 1

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
<b>11300-00-20-400-A</b>	<b>CASH IN BANK-OPERATING</b>						2,652,777.41
11/1/2022	AR Receipt Summary	Bank	AR-Receipt	45302	1,177.26		
11/1/2022	OPCA Reference: 1 Receipt(s)						1,047.26
11/1/2022	OPCC Reference: 1 Receipt(s)						130.00
11/2/2022	Credit Card Fees	JE22-1103	GL-Manual	45290		221.30 A	
11/2/2022	Authorize.net Fees	JE22-1110	GL-Manual	45297		10.00 A	
11/2/2022	Credit Card Rentals	JE22-1111	GL-Manual	45298		2,956.70 A	
11/2/2022	Summarized AP Payments	Payments	AP-Payment	45306		7,630.00	
11/2/2022	CREW PROTECTION ENTERPRISES INC. Check: 76067						7,630.00
11/3/2022	AR Receipt Summary	Bank	AR-Receipt	45308	260.00		
11/3/2022	OPCC Reference: 2 Receipt(s)						260.00
11/4/2022	AR Receipt Summary	Bank	AR-Receipt	45310	260.00		
11/4/2022	OPCC Reference: 2 Receipt(s)						260.00
11/4/2022	Summarized AP Payments	Payments	AP-Payment	45306		11,611.47	
11/4/2022	Anthem Select HMO Check: 1002236275						9,159.27
11/4/2022	Kaiser Permanente Check: 1002236276						2,414.01
11/4/2022	PERS Contingency Account Fund Check: 1002236277						38.19
11/7/2022	AR Receipt Summary	Bank	AR-Receipt	45312	7,761.75		
11/7/2022	OPCA Reference: 1 Receipt(s)						7,761.75
11/8/2022	AR Receipt Summary	Bank	AR-Receipt	45314	230.00		
11/8/2022	OPCC Reference: 1 Receipt(s)						230.00
11/9/2022	AR Receipt Summary	Bank	AR-Receipt	45316	130.00		
11/9/2022	OPCC Reference: 1 Receipt(s)						130.00
11/10/2022	AR Receipt Summary	Bank	AR-Receipt	45318	696.60		
11/10/2022	OPCC Reference: 5 Receipt(s)						696.60
11/10/2022	UMS Celero Fees -Front Office	JE22-1104	GL-Manual	45291		7.95 A	
11/10/2022	UMS Celero Fees -Showworks	JE22-1109	GL-Manual	45296		6.50 A	
11/10/2022	UMS Celero Fees -Fair	JE22-1112	GL-Manual	45299		182.00 A	
11/10/2022	Summarized AP Payments	Payments	AP-Payment	45306		1,371.05	
11/10/2022	Southern California Gas Company Check: 3140709						1,371.05
11/14/2022	AR Receipt Summary	Bank	AR-Receipt	45322	374.40		
11/14/2022	OPCC Reference: 3 Receipt(s)						374.40
11/15/2022	AR Receipt Summary	Bank	AR-Receipt	45324	27,378.44		
11/15/2022	OPCA Reference: 1 Receipt(s)						26,375.44
11/15/2022	OPCC Reference: 4 Receipt(s)						1,003.00
11/16/2022	AR Receipt Summary	Bank	AR-Receipt	45331	187.20		
11/16/2022	OPCC Reference: 1 Receipt(s)						187.20
11/16/2022	Summarized AP Payments	Payments	AP-Payment	45306		225,900.88	
11/16/2022	Bay Alarm Company Check: 76068						135.00
11/16/2022	Darvik Productions Check: 76069						19,700.00
11/16/2022	Department Of Motor Vehicles Check: 76070						10.00
11/16/2022	E.J. Harrison Rolloffs Check: 76071						2,296.98
11/16/2022	Ideal Security & Technology ,Lc. Check: 76072						210.00
11/16/2022	JN Designs Check: 76073						5,844.88
11/16/2022	Macerich Buenaventura LP Check: 76074						4,000.00
11/16/2022	Stacy Rianda Check: 76075						37.09
11/16/2022	Southern California Edison Company Check: 76076						191,797.42
11/16/2022	Silvas Oil Company Inc. Check: 76077						428.16
11/16/2022	Spectrum Business Check: 76078						346.07
11/16/2022	Terminix Check: 76079						869.00
11/16/2022	Wells Fargo Vendor Financial Services Check: 76080						226.28
11/17/2022	AR Receipt Summary	Bank	AR-Receipt	45333	18,276.22		
11/17/2022	OPCA Reference: 1 Receipt(s)						17,704.22
11/17/2022	OPCC Reference: 4 Receipt(s)						572.00
11/17/2022	Summarized AP Payments	Payments	AP-Payment	45306		66.11	
11/17/2022	Sam's Club Mastercard Check: 2249217641						66.11
11/17/2022	Summarized AP Payments	Payments	AP-Payment	45334		24,267.91	
11/17/2022	Airgas USA, LLC Check: 76082						192.79
11/17/2022	AT&T Mobility Check: 76083						363.66
11/17/2022	Ventura Water Check: 76084						9,986.40
11/17/2022	The Home Depot Check: 76081						10,668.14
11/17/2022	Southern California Edison Company Check: 76085						345.95
11/17/2022	SEARLE CREATIVE Check: 76086						398.47
11/17/2022	TKC Enterprises Check: 76087						2,312.50
11/18/2022	AR Receipt Summary	Bank	AR-Receipt	45336	447.20		
11/18/2022	OPCC Reference: 4 Receipt(s)						447.20

# General Ledger Detail

Defaults (11/1/2022 - 11/30/2022)

Ventura

Page 2

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
<b>11300-00-20-400-A CASH IN BANK-OPERATING</b>							
11/21/2022	AR Receipt Summary	Bank	AR-Receipt	45340	3,250.29		
11/21/2022	OPCA Reference: 1 Receipt(s)						2,140.29
11/21/2022	OPCC Reference: 3 Receipt(s)						1,110.00
11/21/2022	Chargeback Reversal	JE22-1113	GL-Manual	45300	230.00 A		
11/22/2022	AR Receipt Summary	Bank	AR-Receipt	45342	379.60		
11/22/2022	OPCC Reference: 3 Receipt(s)						379.60
11/22/2022	Summarized AP Payments	Payments	AP-Payment	45306		4,837.15	
11/22/2022	Stacy Rianda Check: 76088						4,837.15
11/23/2022	AR Receipt Summary	Bank	AR-Receipt	45344	260.00		
11/23/2022	OPCC Reference: 1 Receipt(s)						260.00
11/23/2022	Summarized AP Payments	Payments	AP-Payment	45334		4,352.00	
11/23/2022	CREW PROTECTION ENTERPRISES INC. Check: 76089						4,352.00
11/24/2022	AR Receipt Summary	Bank	AR-Receipt	45361	1,014.00		
11/24/2022	OPCC Reference: 4 Receipt(s)						1,014.00
11/28/2022	AR Receipt Summary	Bank	AR-Receipt	45348	2,308.40		
11/28/2022	OPCA Reference: 1 Receipt(s)						2,022.40
11/28/2022	OPCC Reference: 2 Receipt(s)						286.00
11/29/2022	AR Receipt Summary	Bank	AR-Receipt	45350	286.00		
11/29/2022	OPCC Reference: 2 Receipt(s)						286.00
11/29/2022	Summarized AP Payments	Payments	AP-Payment	45334		2,560.00	
11/29/2022	James Howell Check: 76090						2,560.00
11/30/2022	AR Receipt Summary	Bank	AR-Receipt	45352	260.00		
11/30/2022	OPCC Reference: 2 Receipt(s)						260.00
11/30/2022	Deposit Overages	JE22-1117	GL-Manual	45365	0.10 A		
11/30/2022	Summarized AP Payments	Payments	AP-Payment	45306		742.50	
11/30/2022	EFN Web, LLC Check: 76091						742.50
11300-00-20-400-A		Net:	221,556.06-		65,167.46	286,723.52	2,431,221.35

\$ Trial Balances

Adjustments:	230.10	3,384.45
Transfers:		
Net Received:	64,937.36	
Net Disbursed:		283,339.07

**PSG VCFG Binding Term Sheet for the First Right of Refusal of a Master Lease 01.17.2022**

This binding term sheet ("Term Sheet") sets forth the material terms of a First Right of Refusal Master Lease Agreement and other compensatory arrangements ("Proposal") to be executed by Pacific Sports Group, Inc. ("Holding Company") and its subsidiary, PSG Realty VTA, LLC ("Lessee") with the 31st District Agricultural Association ("Fairgrounds") and its CEO Barbara Quaid ("CEO") under the direction and approval of the 31st District Agricultural Association Board ("Board").

**Effective Date:** Monday, January 17, 2022

**Purpose:** The Lessee, under the direction and approval of the Holding Company, will collaborate with the CEO and Board to prepare a formal proposal for the Fairgrounds, the finished product of which will be presented to the Board for their consideration to proceed to next steps no later than Friday, May 6, 2022.

**Term of this Agreement:** Monday, January 17, 2022 (the "Start Date") through Friday, May 6, 2022 ("End Date") for the development of a Phase 1 - Formal Proposal ("Project").

**Transaction:** Holding Company and/or the SBU will pay a sum of Twenty-Five Thousand Dollars (US \$25,000) to the Fairgrounds upon the signing of this Term Sheet for the right of first refusal as further defined herein.

The "Project" refers to the design and construction of a baseball stadium and other sports and entertainment facilities and attractions to be located on the property of the Fairgrounds.

Fairgrounds grants to the Lessee the sole right to produce, within a four (4) month time period, a detailed offer to be considered by the CEO and Board and the appropriate agencies and departments within state government as required by law/regulation. The Fairgrounds understands that the baseball stadium and other sports and entertainment facilities and attractions will be designed so that the Lessor can utilize the Project for other fair-related activities (i.e. concerts, car races, rodeos etc.) during the fair month.

In exchange for this Right of First Refusal, the Lessee will pay the Fairgrounds a non-refundable sum of \$25,000.00, by certified check upon the execution of this Term Sheet.

**Mutual Understanding:** Fairgrounds will provide general information to the Lessee as necessary regarding the requirements of the fairgrounds in the design and construction of the Project. Lessee agrees to pay to Fairgrounds the sum of \$100 per hour for work performed in response to Lessee's request for research requiring staff. The amount owing under this provision shall be paid promptly at the end of each month.

Although no details were discussed, it is anticipated that the baseball facilities may be sub-leased to various high school/college/professional baseball teams during the year, except during fair month. The Lessor will receive from the Lessees (or their successors) a percentage of the proceeds from these sub-lease arrangements over the length of the contract (to be negotiated).

There will also be provisions regarding disposal of the facilities should the Lessee wish to terminate the agreement in the future. Fairgrounds must approve of any potential subsequent lessee or alternative or different use of the facilities. If there is no acceptable subsequent Lessee and Lessee discontinues utilization of the facilities as agreed upon, the lease agreement will be terminated and the facilities become the sole and exclusive property of the Fairgrounds.

Fairgrounds is under no obligation to do anything other than provide input during the four (4) month study/draging period. The Fairgrounds will have thirty (30) days after May 6, 2022 to reject the Proposal, agree to enter into negotiations to implement the Proposal, or send the Proposal back for clarification.

**Mutual Understanding  
Cont'd:**

Agreement with the Lessee. If the Fairgrounds is interested in the Proposal, the CEO will enter into negotiations for a governing Master Lease Agreement at that time. If the Fairgrounds is not interested in the Proposal, it will notify Lessee in writing of that decision within the time frame set forth herein. Fairgrounds will incur no liability under the laws of the State of California or the United States for any decision it makes regarding Lessee's Proposal including a rejection of the Proposal. Lessee acknowledges that the Fairgrounds in conjunction with the appropriate agencies of the State of California has the absolute right to decline to further entertain the Lessee's proposal if it is considered and rejected. Lessee acknowledges that it will have no cause of action against the Fairgrounds under such circumstances, and will not bring any legal action in an effort to cause the Fairgrounds to change its position. In addition, the Lessee hereby gives up any rights it may have to legal redress in the event lessor rejects said Proposal. Should the Lessee bring such a legal action against Fairgrounds, it agrees to be responsible for the legal costs and expenses of the Fairgrounds to defend said action.

Fairgrounds is interested in acquiring and implementing proposals that will assure the financial survival and preservation of the fairgrounds and its traditions, events, purpose and attractions, and will review Lessee's Proposal in good faith with these ideals in mind.

Any expenses incurred not otherwise paid by developer will be presented to developer at the end of this Term or upon acceptance of the Proposal, whichever occurs last, and will be paid by the Developer in either the course of the development or within ninety (90) days after termination as the Parties agree.

**Company Representation:**

Fairgrounds, subject to the approvals which may be required from the agencies and departments of the State of California, and Lessee represent that they have full authority and all necessary approvals to enter into this Binding Term Sheet.

**Governing Law and  
Dispute Resolution:**

Governed by the laws of the State of California.

Legal disputes will be resolved in either the CA Superior Court in and for the County of Ventura or the United States District Court in the Central District of California.

Signed on Monday, January 17, 2022.

Pacific Sports Group, Inc., and its subsidiary, PSG Realty VTA, LLC

**Signatures to Term Sheet:**

By: 

Name: Robert J. Young

Title: Founder & Chief Executive Officer ("Lessee")

By: 

Name: Barbara Quaid

Title: CEO, 31st District Agricultural Association ("Fairgrounds")

PRINTED ON LINE MARK PAPER - HOLD TO LIGHT TO VIEW FOR ADDITIONAL SECURITY FEATURES - SEE BACK

CASHIER'S CHECK

0000765  
Office AU # 11-24  
1210(8)

Remitter: ROBERT J YOUNG / PACIFIC SPORTS GROUP  
Operator I.D.: U734192 U452364

0076504194

January 25, 2022

PAY TO THE ORDER OF \*\*\*31ST DISTRICT AGRICULTURAL ASSOCIATION\*\*\*

\*\*Twenty-Five Thousand and 00/100 -US Dollars \*\*

\*\*\$25,000.00\*\*

Payee Address: PER TERM SHEET 1/17/22

WELLS FARGO BANK, N.A.  
10789 W PICO BLVD  
LOS ANGELES, CA 90064  
FOR INQUIRIES CALL (480) 394-3122

VOID IF OVER US \$ 25,000.00

Authorized Signature

⑈0076504194⑈ ⑆121000248⑆ 51483⑈

CASHIER'S CHECK

0000765  
Office AU # 11-24  
1210(8)

Remitter: ROBERT J YOUNG / PACIFIC SPORTS GROUP  
Purchaser: ROBERT YOUNG  
Purchaser Account: .....6859  
Operator I.D.: U734192 U452364  
Funding Source: Paper Item(s)

SERIAL #: 0076504194

ACCOUNT#: 4861-511483

January 25, 2022

PAY TO THE ORDER OF \*\*\*31ST DISTRICT AGRICULTURAL ASSOCIATION\*\*\*

\*\*Twenty-Five Thousand and 00/100 -US Dollars \*\*

\*\*\$25,000.00\*\*

Payee Address: PER TERM SHEET 1/17/22

WELLS FARGO BANK, N.A.  
10789 W PICO BLVD  
LOS ANGELES, CA 90064  
FOR INQUIRIES CALL (480) 394-3122

VOID IF OVER US \$ 25,000.00

NON-NEGOTIABLE

NOTICE TO PURCHASER-IF THIS INSTRUMENT IS LOST,  
STOLEN OR DESTROYED, YOU MAY REQUEST CANCELLATION  
AND REISSUANCE, AS A CONDITION TO CANCELLATION AND  
REISSUANCE, WELLS FARGO & COMPANY MAY IMPOSE A FEE  
AND REQUIRE AN INDEMNITY AGREEMENT AND BOND.

Purchaser Copy

# AR Receipts Listing

Ventura  
Cristian Yopez

Thursday, November 17, 2022 3:28:31PM

Page 1

Batch - Entry # Merge #	Customer Source	Name Description	Type Classification	GL Date GL Batch	Bank Account Discount Account	Reference Adjustment Account	Receipt Date Deposit	Amount
CRISTIAN - 7393 84,181	PACSPOGRO Manual	PACIFIC SPORTS GROUP ROBERT J YOUNG/ PACIFIC SPOR	CA Cash	1/27/2022 ARRec	11300-01-20-400-A	CK #76504194	1/27/2022 MBCA - 2022-01-27 (1)	25,000.00

Total Receipts:	Receipt Type	Classification	Count	Receipt Amount	Payment	Discount	Adjustment
	CA	Cash	1	25,000.00	25,000.00	0.00	0.00
New Invoices:	Invoice Type	Classification	Count	Invoice Amount			
	Misc	Charge	1	25,000.00			

GL Summary:

Account	Attributes	Unit	Source	Count	Total Debits	Total Credits
11300-01-20-400-A	CASH IN BANK-OPERATING MISSION BANK	\$	Bank	1	25,000.00	
13199-00-20-400-A	A/R-GENERAL	\$	Receivables	2	25,000.00	25,000.00
49501-00-10-400-A	MISC REVENUE-ADMINISTRATION-NON FAIR	\$	Sales	1		25,000.00
					50,000.00	50,000.00

## DISPOSAL OF GOODS

Dodge Truck	Over \$500	Sell
JLG Lift	Over \$500	Sell
Sonoma pick up	Over \$500	Sell

## Public Relations/Communications RFP #23-01

Company	Contact	Address, Phone Number & Email	Compliant	Bid Amount
The Toland Group	Megan Hook	2580 E. Main Street, Ste. 200, Ventura, CA 93003 (805) 491-0443 megannhook@gmail.com	Yes	2023: \$54,000.00 2024: \$54,000.00 2025: \$51,000.00 2026: \$48,000.00 2027: \$48,000.00
Mustang Marketing	Dianne McKay	340 N. Westlake Blvd., Ste. 200, Thousand Oaks, CA 91362 (805) 262-6002 dianne@mustangmktg.com	Yes	N/A - Did not score the minimum points required to open financials
1.62 Creative Group	Janet Fukumoto	1300 Saratoga Avenue, Unit 609, Ventura, CA 93003 (805) 794-3424 jj@162cg.com	Yes	N/A - Did not score the minimum points required to open financials

## Heidi Ortiz

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**From:** John Novi <jnovi86@gmail.com>  
**Sent:** Friday, December 2, 2022 8:11 AM  
**To:** Info; Stacy Rianda; Heidi Ortiz  
**Subject:** [External] Support of consideration of Pacific Sports Group proposal for Ventura County Fairgrounds

Good morning,

I wanted to reach out to express my support of the Fairgrounds Board of Directors giving serious consideration to the proposal by Pacific Sports Group for a minor league baseball stadium on the fairgrounds property. While I will admit that I don't know enough about the full proposal to support approval yet, however I do believe that it is a great concept for potential redevelopment and revitalization of the fairgrounds property that deserves consideration.

I do not have an affiliation with the group, I am just a resident of the county who lives close by in Oxnard and would very much enjoy going to minor league games right at the beach and would spend time at a complex that has shops and restaurants.

Thank you and I urge the board to give serious consideration of the proposal as I for one know me and my family would absolutely be going to games regularly.

Thank you  
John Novi



## STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
23-01	Michael Jennings	Lead Electrician	\$54/hour
23-02	Lieberman Consulting, Inc.	Sponsorship Coordinator	Cash; 15% Commission on Trade; \$5k monthly advance on commission
23-03	Wilson Events, Inc.	3 Year - Grandstand Entertainment Buyer	2023: \$72,000.00 2024: \$75,000.00 2025: \$75,000.00
23-04	California State Lottery	1 Year Sponsorship	\$30,000.00
23-05	Daiwa by U.S. Jaclean, Inc.	1 Year Sponsorship	\$30,000.00
23-06	Dolphin Rents, Inc.	3-Year Chair Rental & Service	2023: \$14,640.00 2024: \$14,840.00 2025: \$15,800.00
23-07	Prestige Golf Cars	1-Year Golf Cart Rental & Service with 2 option years	2023: \$52,224.45 2024: \$54,421.58 2025: \$56,049.40
23-08	Pacific Beverage	1 Year Sponsorship with Two Option Years	2023: \$90,000.00 2024: \$100,000.00 2025: \$110,000.00
23-09	The Toland Group	1 Year with Four, 1-Year Options	2023: \$54,000.00 2024: \$54,000.00 2025: \$51,000.00 2026: \$48,000.00 2027: \$48,000.00

## Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT
22-086	Scholastic Surf Series	Surf Event	\$1,040.00	12/10-11/23
22-087	Alcoholics Anonymous	New Years Eve Meeting	\$2,384.50	12/31/22-1/1/23
23-008	Train Show Inc.	Model Train Show	\$10,055.00	2/18/22-2/19/22
23-009	Hernandez Sweet 16	Birthday Party	\$4,862.00	5/27/2023
23-010	San Fernando Kennel Club	Dog Show	\$18,441.00	1/27/23-1/29/23
23-011	SNA Designs	Swap Meet	\$110,720.00	1/4/23 -12/27/23
23-012	Valdivia Marketing Group	Concert	\$8,712.00	10-Feb
23-014	Trendi Eats LLC	805 Night Market	\$9,870.00	3/18/23-3/19/23
23-016	Scholastic Surf Series	Surf Event	\$1,500.00	1/21/23-1/22/23
23-017	Combat Sport Concepts	Jujitsu Event	\$2,344.00	21-Jan
23-018	Brew Ha Ha Productions	Music Festival	\$20,485.00	25-Mar
23-019	Driving Dynamics	Driviers Training	\$1,320.00	16-Feb
23-020	Ventura County Dog Fanciers Association	Dog Show	\$15,975.00	6/1/23-6/4/23
23-021	California Strawberry Festival	Festival	\$88,210.00	5/20/23-5/21/23
23-022	Ventura County Sheriff OES	Evacuation Shelter	\$22,440.00	1/13/23-1/17/23
23-023	Always Smiling Productions LLC	TV Shoot	\$10,440.00	1/19/23-1/21/23

# Modular P/L

Defaults (1/1/2022 - 12/31/2022)

Ventura Page 1

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
<b>74005-00-34-400-A</b>	<b>SUP/EXP-MAINT-MODULAR</b>						0.00
5/31/2022	Summarized AP Invoices	Invoices	AP-Invoice	44761	64.60		
3/18/2022	American Express Invoice: AMEX 03/18	PO: 53604	POWER ADAPTERS				64.60
8/26/2022	Summarized AP Invoices	Invoices	AP-Invoice	45001	400.00		
8/25/2022	Ramon J. Lepe Invoice: RL 08/25	PO: 53912	MOVE FURNITURE OUT OF MODULAR				400.00
8/31/2022	Summarized AP Invoices	Invoices	AP-Invoice	45103	5,806.64		
9/6/2022	Lowe's Invoice: 71310	PO: 53924	MISC. MATERIALS FOR MODULAR HOME				1,929.79
9/6/2022	Lowe's Invoice: 71311	PO: 53924	MISC. MATERIALS FOR MODULAR HOME				3,876.85
9/13/2022	Summarized AP Invoices	Invoices	AP-Invoice	45134	674.96		
9/8/2022	Lowe's Invoice: 61466	PO: 54026	BASEBOARDS FOR MODULAR				674.96
9/22/2022	Summarized AP Invoices	Invoices	AP-Invoice	45134	197.38		
9/16/2022	Lowe's Invoice: 03156	PO: 54002	MISC. MATERIALS FOR MODULAR				53.66
9/20/2022	Lowe's Invoice: 01331	PO: 54003	MISC. MATERIALS FOR MODULAR				143.72
9/29/2022	Summarized AP Invoices	Invoices	AP-Invoice	45134	788.47		
9/28/2022	Lowe's Invoice: 01645	PO: 54044	MISC. MATERIALS FOR MODULAR				310.00
9/28/2022	Lowe's Invoice: 03175	PO: 54043	MISC. MATERIALS FOR MODULAR				276.31
9/28/2022	Lowe's Invoice: 71310	PO: 54042	REFUND FOR BROKEN CEILING FAN				122.84-
9/28/2022	Vicky's Housekeeping Invoice: VICHOU 09/28	PO: 54041	MODULAR CLEANING				325.00
9/30/2022	Summarized AP Invoices	Invoices	AP-Invoice	45134	212.49		
9/20/2022	AAA Propane Service, Inc. Invoice: 650630	PO: 54054	COPPER PIGTAIL & REGULATOR				185.55
9/30/2022	AAA Propane Service, Inc. Invoice: 33267	PO: 54054	TANK RENTAL				26.94
11/10/2022	Summarized AP Invoices	Invoices	AP-Invoice	45303	2,435.72		
9/28/2022	American Express Invoice: AMEX 09/28		MOTION SENSOR LIGHTS & BICYCLE CHAIN LOC				103.51
9/30/2022	American Express Invoice: AMEX 10/06		BAY ALARM DEPOSIT - MODULAR				675.00
10/2/2022	American Express Invoice: AMEX 10/02		WALL MOUNTED HOOKS				43.08
10/3/2022	American Express Invoice: AMEX 10/03		EUFY SECURITY CAMERAS				646.47
10/12/2022	American Express Invoice: AMEX 10/12		EUFY SECURITY HOMEBASE 2 STORAGE				98.66
9/23/2022	Terminix Invoice: 425166707		EXTERNAL GENERAL PEST CONTROL - MODULAR				869.00
11/17/2022	Summarized AP Invoices	Invoices	AP-Invoice	45303	230.42		
9/21/2022	The Home Depot Invoice: 3047724	PO: 54018	PAINTING MATERIALS FOR MODULAR				230.42
11/22/2022	Summarized AP Invoices	Invoices	AP-Invoice	45303	756.63		
9/23/2022	Dunn Edwards Paints Invoice: 2029676040	PO: 54019	PAINT FOR MODULAR				696.94
9/25/2022	Lowe's Invoice: 01329	PO: 54020	MISC. MATERIALS FOR MODUALR				59.69
11/29/2022	Summarized AP Invoices	Invoices	AP-Invoice	45303	643.71		
10/31/2022	American Express Invoice: AMEX 10/31		BLINDS FOR MODULAR				364.79
10/31/2022	American Express Invoice: AMEX 10/31		BLINDS FOR MODULAR				278.92
11/30/2022	Summarized AP Invoices	Invoices	AP-Invoice	45303	723.20		
11/30/2022	Bay Alarm Company Invoice: 2664952221130I	PO: 54149	ALARM INSTALLATION-MODULAR				723.20

**Total Expenses: 12,934.22**

10/31/2022	Stacy Rianda- Rent for October	250.00
11/15/2022	Stacy Rianda- Rent for November	250.00
12/19/2022	Stacy Rianda- Rent for December	250.00

**Total Revenues: 750.00**

**Profit/Loss: (12,184.22)**

Master Destruction Schedule	
TIME PERIOD	ITEM
Permanent Never Destroy	<ul style="list-style-type: none"> <li>➤ <b>General Ledgers and Journals</b></li> <li>➤ <b>Property Ledger</b></li> <li>➤ <b>Minutes of the Board of Directors</b> - Retain in chronological order in binders labeled for period covered.</li> <li>➤ <b>Premium Lists</b></li> </ul>
Five Years	<ul style="list-style-type: none"> <li>➤ <b>Personnel Files</b> after effective date of separation <i>Exception:</i> If separation was due to disability retirement, termination by disciplinary action, resignation with fault, or absence without leave, retain records until the person has reached age 70.</li> <li>➤ <b>Medical records</b> must be kept in a sealed envelope in personnel file</li> </ul>
Four Years	<ul style="list-style-type: none"> <li>➤ <b>Time cards and Attendance Reports</b></li> <li>➤ <b>Used Press Numbered Documents</b> (checks, tickets, and receipts)<sup>7</sup></li> <li>➤ <b>Tickets</b> with an admission tax<sup>8</sup></li> </ul>
Three Years	<ul style="list-style-type: none"> <li>➤ <b>Budgets and Financial Reports</b></li> <li>➤ <b>Bank Statements and Deposit Slips</b></li> <li>➤ <b>Contracts and Agreements</b> (Three years after completion of the contract)</li> </ul>
Two Years	<ul style="list-style-type: none"> <li>➤ <b>Contracts and Agreements</b></li> <li>➤ <b>Journals of receipts, disbursements, and payroll</b> (Two years after last entry)</li> <li>➤ <b>Purchase Orders, Invoices, and Bids</b></li> <li>➤ <b>Entry forms and Judges Sheets</b></li> <li>➤ <b>Correspondence</b></li> </ul>
One Year	<ul style="list-style-type: none"> <li>➤ <b>Building plans and Specifications</b></li> <li>➤ <b>Property Records</b> (Except property ledgers)</li> </ul>

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<sup>7</sup>Written permission to destroy these records must be obtained from Audits; the request must include an itemized list of the specific items to be destroyed. A sample request form appears on the next page.

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<sup>8</sup>Tickets which have an admission tax *also* require approval-before-destruction from the Internal Revenue Service. Use a similar form.