

BOARD MEETING NOTICE

The 31st DAA Board of Directors will be holding a board meeting on
Tuesday, March 28th, 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 30th, 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), Dan Long (Vice President), Mike Bradbury, Leslie Cornejo,
Cecilia Cuevas, Shanté Morgan-Carter

STAFF

Stacy Rianda, CEO, Heidi Ortiz, Executive Assistant, Jason Amelio, Sales Manager, Cristian Yopez,
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.

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 31st 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 Contact: Stacy Rianda, CEO

Tuesday, March 28th, 2023 at 9:00 a.m.

Join Zoom Meeting

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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. CLOSED SESSION: (Adjourn into Closed Session) The Board is authorized to meet in Closed Session for considering:

A. Pending Litigation (Gov. Code 11126(e)(2))

VI. Presentation

City of Ventura – Surfers Point Phase II

VII. Approval of Minutes

A. January 24th, 2023 Board Meeting

B. February 28th, 2023 Board Meeting

VIII. Financial Report

- A. Financials ending February 28th, 2023
- B. Discussion and approval to transfer funds from savings to LAIF

- IV. Old Business**
 - A. Security report of the theft reported on the Fairgrounds during the 2022 Fair
 - B. PSG presentation 2-22-23 – Discussion and contractual requirement to respond/
possible action

- X. New Business**

- XI. Board Correspondence**
 - A. Correspondence regarding Pacific Sports Group's Proposal

- XII. 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

- XIII. CEO Report**

- XIV. President's Comments**

- XV. Director's Comments**

- XVI. Future Agenda Items**

- XVII. 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, January 24th, 2023 at 9:00 a.m.

Join Zoom Meeting

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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 9:00 a.m. and called to order by President Lacayo.

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

Staff present: Stacy Rianda, CEO, Jason Amelio, Sales Manager, Madalyn Johnson, Concessions Manager, Cristian Yopez, Accounting Dept., Shannon Patrick, Exhibits Supervisor and Heidi Ortiz, Executive Assistant.

Guests Present: Charles Southwick, Fairs & Expositions, Cary Glenn, City of Ventura Economic Development Office, Linda Wolf, Tom Kiskin, Rick Conrad, Megan Hook, Phil Foster Ranger, Tom Kiskin, Carla Alvara, Kathie Moore, Penny Boehm, Sandy Spooner, Julie NLN, Dawn NLN, Pete F., Eileen Shaw, Julie Solomonson, Gregg NLN and Sharon Ferro.

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

II. Pledge of Allegiance

Director Cuevas 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)

Charles Southwick from California Department of Food and Agriculture, Fairs and Expositions Branch introduced himself.

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.

There were no public comments.

V. Approval of Minutes

A. November 22nd, 2022 Board Meeting

MOTION: To approve the November 22nd, 2022 Board Meeting minutes.

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 (not present)			
President Lacayo	X		

B. November 22nd, 2022 Special Board Meeting

MOTION: To approve the November 22nd, 2022 Special Board Meeting minutes.

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

VI. Financial Report – Cristian Yepez

A. Financials ending November 30th, 2022

Mr. Yepez reviewed the financials.

VII. Old Business

A. Discussion regarding the PSG contract and payment.

The contract and payment information were included in the board packet.

Director Cuevas asked if this item could be deferred until Director Morgan-Carter joined the meeting because she had questions. President Lacayo agreed, and the meeting continued.

The board came back to discuss this item at about 9:45 a.m.

Director Cuevas stated that she wanted to know who negotiated the contract, where the payment went, what the purpose of the payment was and was it designated in the budget, which she found was not. She stated that several members of the board met with these individuals including the former CEO and current CEO and when they came to present, she

was not part of that meeting either. After the October meeting when the PSG proposal was discussed and voted that it would not be entertained Director Cuevas asked to know how it all came about and why several members of the board already met with these individuals.

President Lacayo stated that there were no Operation Meetings held in all of 2022. There were several called but they were all cancelled.

There was a lengthy discussion that ensued on how the contract came about and who was involved. The \$25,000 was an arbitrary figure that was non-refundable, and it was to cover any staff time that was spent to gather information for the proposal. It was deposited into the general fund and this amount was within the CEO's delegation of authority. The Board agreed that policies and procedures need to be reviewed and/or changed to address individual board member's participation with outside parties.

VIII. New Business

A. Election of Vice President for 2023

(CEO presides over elections of Board Officers)

President Lacayo stated that the election of Vice President will take place which will fill the un-expired term of Armando Lopez who resigned from the board.

CEO Rianda opened the floor for nominations for Vice President.

Director Long nominated himself.

Director Cuevas stated that Director Morgan-Carter talked about nominating her and asked about postponing this item as well. There was a brief discussion that ensued and President Lacayo wanted to continue with the elections and seconded the motion to elect Director Long as Vice President.

CEO Rianda asked if there were any more nominations for Vice President.

Director Cuevas submitted a nomination for herself. The motion failed for lack of a second and a roll call vote took place to approve Director Long as Vice President.

MOTION: To approve Dan Long as Vice President of the Ventura County Fair Board.

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 (not present)			
President Lacayo (Second)	X		

B. Discussion and possible action regarding paying off the Livestock Barn

CEO Rianda stated that there needs to be a vote on record that the Board has agreed to pay off the Livestock Barn. The principal balance on the loan was \$398,508.76.

MOTION: To acknowledge that the Board approved paying off the Livestock Barn.

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 (not present)			
President Lacayo	X		

C. Discussion and possible action regarding disposal of equipment

CEO Rianda stated that per our disposal of goods policy that was approved at the last board meeting, there were a few items that we came across that are valued over \$500 which requires a vote by the board to dispose of those. The items are a Dodge truck, JLG lift and a Sonoma pick-up truck. They are all beyond repair but still consider valued over \$500 and staff is seeking approval to sell these items.

MOTION: To approve selling the Dodge truck, JLG lift and a Sonoma pick-up truck.

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 (not present)			
President Lacayo	X		

D. Discussion and possible action regarding Public Relations/Communications RFP contract.

CEO Rianda stated that we went out to bid for public relations and marketing RFP and we had three bidders. It is staff's recommendation to award the contract to The Toland Group in the amount of \$54,000 for the year 2023. This is a one year contract with four one year options and it will be renewed at the District's discretion. The other bidders were not compliant and did not receive the minimum number of points to move onto opening the financials. The Toland Group submitted an excellent proposal. Director Morgan-Carter also sat on the scoring committee but she will concur.

MOTION: To approve staff recommendation to award the public relations/communications contract to The Toland Group for 2023 in the amount of \$54,000.00.

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

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

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

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

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

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

XI. CEO Report

- She thanked Mr. Naylor for all the work he does around the fairgrounds.
- A former employee, Mr. Ramirez, is back and has been doing a lot of equipment repairs to get things up and running.
- She has been attending the VVCB Meetings and was happy to announce that the Strawberry Festival will be at the fairgrounds. She will be attending those meetings regularly to update everyone on what is happening at the fairgrounds.
- Pacific Beverage agreed to a 3-year sponsorship of \$300,000, which is the largest sponsorship that this Fair has ever had according to our sponsorship coordinator.
- All the information on the modular was included in the board packet or sent out.
- Mr. Naylor is helping redesign one of our exit signs that was knocked over during the Fair using recycled materials, as well as a new gate two sign. We will just have to supply labor and concrete, but the rest is being donated.
- Surfer's Pint needs to go out to bid and she is working with DGS and waiting for an update.
- Due to the erosion at Surfers Point she met with the City, and they proposed moving the bike path into the parking lot which eliminated some parking stalls, but it was a safety issue and making it safe is first priority.
- She met with Mayor Schroeder to discuss what was happening at the fairgrounds and if there was anything we could help with.
- We now have the Strawberry Festival and commended Mr. Amelio for working so hard to get it here. It is a huge kudo for to the City of Ventura as well as the fairgrounds.
- It is being recommended by F&E to have an MOU with the Foundation so she is working on gathering other Fair's MOU's and will start drafting one. She is hoping to have this for approval at the next meeting.
- OES supplied four pumps to us during the rain, thanks to the help of Mr. Maynard, because there were issues with the ones we have.
- We have agreed with CFSA to host Maintenance Mania in May. With that comes a project that CFSA pays for, so she is working with maintenance to identify what that will be.
- WFA passes are available if anyone wants to attend another Fair.
- She congratulated Director Cornejo for fifteen years of service and has her certificate she picked up at convention.
- She had a meeting with Ms. Patrick and the county arts people and they were really interested in talking about different ways and opportunities to get the arts more involved at the fairgrounds. She suggested possibly exhibiting some of the pieces from Pro Arts and Photography at the Government Center after the Fair.
- CCA did the facility assessment and she has the preliminary report. According to CCA, a lot of our buildings are in good shape, there just needs to be repairs made. She has a list of those items which she will be working with maintenance on.
- She had a breakfast meeting with the Chamber Executive Director Stephanie Caldwell, and looks forward to working with her.
- She attended the King Tide Press Conference which was well attended and she learned a lot about the Surfers Point project. They are hopeful that Phase II will start in the fall.
- We are very busy with getting bids out and doing lots of scoring.
- She gave an update on the maintenance projects that have been finished.

- She thanked the City of Ventura for removing all the old tires which saved us thousands of dollars.
- We put a keypad lock on the livestock restrooms so instead of giving clients a key it is a code that can be changed. This helps keep the building secure.
- We moved K-rails out in the beachlot to prevent people from doing burnouts in the circle.
- The power box out at Spectra was replaced. They have a fund that they put money into for improvements and maintenance for their operation.

Director Morgan-Carter joined the meeting.

- She is working on grants and thanked Director Long for continuing to send her different grants that are available through the State.
- ADA compliance was discussed at one of the trainings that she and Director Morgan-Carter attended and she is working on getting our website completely compliant.
- Document retention was brought up at the last meeting and we follow the master destruction of records. That is something put out by the State and what we follow.
- Creating fair email accounts for the Directors was something that was brought up as well and staff can create those again if that is something the board would like.

Director Morgan-Carter clarified that at the training she attended liability was the main issue and the reason for the board to have their own emails. CEO Rianda stated she will see if her account is active and let her know. Also, if any other directors are interested to let her know.

- President Lacayo has sent out the list of committees for this year. An Ad Hoc committee has been formed to review the policy manual which consists of Director Cornejo and Director Morgan-Carter.

Director Cornejo stated that it has been some time since the board has gone through the policies and procedures and there have been changes as needed. The whole thing can't be done immediately, but there are some items related to the Fair, personnel, Bagley-Keene, etc. that can be. They set up a timeline to present proposed changes at the April meeting with the ability to vote in May and have them take effect before Fair. Any interests, changes or suggestions are to be directed to CEO Rianda who can pass them on. They have asked CEO Rianda and will ask CDFA for assistance on any of the legal issues to make sure policies reflect current law. If there are items not addressed they can always go back and work on it later, but that is the overall plan.

Director Morgan-Carter encouraged the full board to let CEO Rianda know if there are any areas of interest that they want the committee to look at because they want to make sure it is a thorough process.

Director Cuevas asked for the committees to be reviewed, which CEO Rianda did. Director Cuevas asked to be removed from the Budget Committee.

- On January 13th-17th we were a winter shelter for the people effected by the storm.
- She and Mr. Amelio have been working with an air show promoter to potentially come Veterans Day Weekend in 2024 and 2025.

- She is working to sell the fence line to businesses, partners, concessionaires, etc. who want to advertise to all the people who come in and out of Ventura every day on the train. She got pricing from the OC Fair who will manufacture those signs for us. She also spoke to our sponsorship coordinator and is fine tuning the program. This will be additional revenue.
- The Fair theme this year will be “The Time of Your Life.”
- There was some flood damage to the fire alarm system in the Clark Livestock Center so there will need to be repairs done for that.
- Carnival applications will go out the end of this month and she is hoping for a bigger and better carnival this year.

CEO Rianda turned it over to staff to give their reports.

Ms. Ortiz, Executive Secretary

- She has been working on putting bids together and getting them mailed out. There are about twelve this year with a few new ones.
- December retirement: \$19,952.53 (18 employees)
- Viking Agency will be handling the booking of grounds entertainment and Ms. Fatland will be receiving all the applications directly. Applications will be posted early February, so anyone who is interested should be directed to the website.
- She is working on completing sponsorship and service contracts.
- She has contacted all the park and ride location contacts and is slowly getting responses back. We do not have the Schooner lot this year and encouraged anyone who may know of any lots to email her any information about it.
- She is working on creating and updating the leave balance for the permanent employees.
- The workers compensation data report was completed and sent to CFSA.
- She is working on completing the state property inventory report with the help of Mr. Howell to make sure it is accurate and up to date.

Madalyn Johnson, Commercial and Food Vendor Manager

- All the invitations to return for the commercial, food and community vendors have already went out late December early January.
- We have been recruiting anything that is unique and special.
- Since we have returned from WFA, we have already received dozens of applications and payments from the returners, so she is working on getting those all processed and figuring out location.
- She attended WFA which was a great place for collaboration to find solutions and get information.
- The vendors are all excited about the new layout from CEO Rianda and there is a lot of interest around our Fair.
- She has put it out to the VVCB, the City of Ventura, the Arts Council and to the board to share her contact information if there is a vendor or something unique and special that should be at our Fair.

Jason Amelio, Sales Manager

- His report covered the period between the last board meeting October 23rd through yesterday.

- Ventura Raceway ran three scheduled nights of racing including Turkey Night. In addition to strong food and beverage, parking also brought in an additional \$6,435 in camping revenue.
- December saw the return of Snow N Glow, The Great Junk Hunt and several private events. Chopperfest did have to cancel due to rain, but they are rescheduled for next month.
- We started hosting meetings for the California Strawberry Commission. They've ran three separate meetings so far and are scheduled for one more coming up. This leads into the exciting announcement about the Strawberry Festival coming to the fairgrounds.
- During this period we roughly took in about \$166,000 in rental invoice revenue and \$40,000 in event parking revenue.
- In February there are several returning events including Jurassic Quest, Valdivia concert, Chopperfest, The Great Train Show and the first show with the Special Olympics.
- We are continuing to fill in dates for the rest of the year.

XII. President's Comments

- Thanked CEO for her participation in sending out all the RFP's and all her work on those. She also thanked Director Morgan-Carter for her help with the process of grading the PR/Marketing RFP.
- She also thanked Director Cornejo and Director Morgan-Carter for their work on the policies, which is an on-going process.
- She reminded everyone that there will be two board meetings in February on the 22nd and 28th which are both posted on the website.
- She recognized Cary Glenn, with the Economic Development Office, who will be joining the meetings from time to time to hear what is going on.

XIII. Director's Comments

Director Long

- He explained that Mike Johnson is the new liaison for the City of Ventura.
- He was proud of the fairgrounds for handling the helicopter landing for the river rescues as well as housing the RV's from the local RV resort during the recent rain. It is very valuable to have a large space that can provide for emergency purposes and have a safe place to go.
- He gave an update on some of the grants he has been researching. He stated that the board may want to look for a grant writer and CEO Rianda may know of some possible candidates.
- He appreciates all the work that staff has been doing.

Director Morgan-Carter

- Thanked the CEO and staff for all their hard work in so many ways to make us superior and improve our facilities.
- There are quite a few activities that are happening for Black History Month and encouraged the board to participate and enjoy the celebrations in Ventura County. She will pass the information on the various events onto CEO Rianda to forward to the board.

Director Bradbury

- Wished a Happy New Year to his fellow board members.

Director Cornejo

- Thanked CEO Rianda and staff for all the work they are doing. There is a lot going on and this is the chance for the public to find out everything that is happening.
- She stated that with the county emergencies, our importance to the community in these situations plays a major role because people rely on us for a place to go and to stage rescues which she is proud of.
- She likes hearing staff reports because it gives the board the chance to hear directly from the department heads and get to know them better.

Director Cuevas stated that she wanted to defer her director's comments to make comments on future agenda items which are also her requests.

XIV. Future Agenda Items

1. Consideration for meetings in person
2. Security report of the theft reported on the Fairgrounds during the Fair
3. Set up a meeting with the Fairgrounds Foundation
4. Update on X-Games
5. Discussion on appropriateness of contract with PSG

XV. Adjourn

The meeting was adjourned at 10:53 a.m.

Submitted by: _____
Heidi Ortiz, Executive Secretary

Approved by: _____
Stacy Rianda, CEO Ventura Fairgrounds

Approved by: _____
Leah Lacayo, Board President

Board of Directors Meeting Minutes

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I. Call to Order

Roll Call

Declaration of Recusal or Conflict of Interest

The meeting convened at 9:02 a.m. and called to order by President Lacayo.

Directors present: President, Leah Lacayo, 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 Yopez, Accounting Dept., Shannon Patrick, Exhibits Supervisor and Megan Hook, PR & Marketing Firm.

Guests Present: Charles Southwick, Fairs & Expositions, Sarah Pelle, Fairs and Expositions, Cary Glenn, City of Ventura Economic Development Office, Kathie Moore, Bill Hickman and Sheri Clawson.

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

II. Pledge of Allegiance

Director Bradbury 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)

Charles Southwick with Fairs and Expositions introduced himself. CEO Rianda introduced the staff.

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.

There were no public comments.

V. Approval of Minutes

A. January 24th, 2023 Board Meeting

President Lacayo stated that there is a correction. It was stated that Director Lopez's "expired term" and it should say "unexpired term."

Director Cuevas stated that she has corrections. Under Director's comments she would like it noted that it appears she had no Director's comments but she had asked to defer her Director's comments to make comments on future agenda items. She wanted it noted because she had been asking for those agenda items for a few meetings now and have not been placed on the agenda. So, listed under future agenda items is the consideration for meetings in person, the number two bullet corrected to security report of the theft reported on the fairgrounds during Fair (so not just a general security report its specifically to address the theft that occurred). Also, the invitation to the Fairgrounds Foundation, she did not request an invitation to be sent out, she requested that the board sets up a meeting with them. She did want an update on the X-Games and she also wanted a discussion on the appropriateness of the contract with PSG. She believes none of these items have been discussed and, from her understanding from personnel at CDFA, that if a board member makes a request for an agenda item that they are to be put on the agenda.

President Lacayo stated that Director Long made the suggestion to make the corrections and bring these minutes back to next month's meeting for approval.

MOTION: To make corrections to the January 24th, 2023 Board Meeting minutes and bring them back to the next Board Meeting.

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

B. February 22nd, 2023 Board Meeting (Informational Only)

Director Cuevas asked that these minutes accurately put in the information that was presented at that meeting. The entire two-hour meeting has questions and answers from directors as well as comments made by CDFA officials on different important points, which none of this was in the minutes. Given that this is the only set of minutes that will be available to the public on this public forum she believes that limiting the discussions that there were no conflicts of interest of any board members, which she believes is also incorrect, that the entire meeting was surmised with one line that the board had comments, discussions and answers.

President Lacayo stated that in the past we have opted to do "a general discussion was held at great length" otherwise it would be pages if every comment of every person who was trying to make a point was done in verbatim. Our policy states that we do highlights of the meeting, the highlights were presented in the minutes and the board has the handouts from PSG and she feels that should suffice.

Director Morgan-Carter stated that she agrees with Director Cuevas, and she is currently reviewing the policies, and there has been discussion on this in the past with how much, but she has never seen it so succincted. She understands that in terms of the public comments, and there is a notation by the people that spoke, however, there should be some acknowledgment or summation of what the board members had to say. She thinks the Ad Hoc committee needs to clarify this as the committee reviews the policies so that it is clear. It seems to be used differently depending on the agenda and the time.

Director Long thinks the public's yes or no was fine. It was a three hour meeting not a two hour meeting. He thinks possibly having the questions that were asked by the directors would be fine and to leave out the commentary. That is part of the problem that it was informational only, questions only and there wasn't a lot of commentary. He was fine with the way it was presented and doesn't feel it is appropriate to ask for everything to be typed out and put in.

Director Cornejo stated that she agrees the minutes should be approved as presented. This meeting was held under guidance by legal counsel and as soon as the board got into commentary it looked like discussion, which was not allowed legally, and therefore the board should only be showing the purpose of the meeting, the fact that the board received the information and asked questions for verification. If the board needed a discussion of any of the issues that came up that has to be done at a different time. She thinks that is all the board needs to do and legally should be doing to protect the board.

Director Cuevas asked for a comment from one of the CDFA representatives as to the appropriateness of succincting the entire presentation to one sentence. She feels it is the board's due diligence to the public that the board is looking at this project and how the project came to the board.

Ms. Pelle stated that it is a local decision as to how the minutes are done. It sounds like the board is abiding by its policy. She does concur that it was a presentation versus a board meeting, so it is much more succinct than full board meeting minutes. However, it is a board decision as to how the minutes are done, not something that they regulate up at her office.

Director Morgan-Carter stated that it's been said that it is addressed in the minutes and there is a question in the minutes on exactly how much brevity is allowed. For the record, she agrees that the board should have at least the questions because that is what the board was directed to do.

MOTION: To approve the February 22nd, 2023 Board Meeting minutes.

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

VI. Financial Report – Cristian Yepez

A. Financials ending January 31st, 2023

Mr. Yepez reviewed the financials.

B. 2022 Statement of Operations

Mr. Yepez conducted a power point presentation of the 2022 Statement of Operations.

Director Cuevas asked if the net operating profit from the Fair included the theft that occurred.

Mr. Yepez stated that yes it did take in account the theft that occurred.

Director Cuevas suggested that the net profit be updated with the full net profit the fairgrounds received and not take out the theft.

Director Cornejo stated that the board doesn't get to invent lines, it is reflected in the budget, this is a state form that is completed. However, it never hurts to discuss the reasons why.

CEO Rianda commented that the theft is identified under the operating expenditures, cash over under. It is listed in the STOP in that position.

Director Cuevas asked to add a footnote that the specific amount of a little over half a million dollars was not available to the fairgrounds due to a robbery.

There was a discussion regarding whether or not to put in a footnote regarding the robbery. President Lacayo concluded that it was already noted that it is reflected in the budget and it was agreed that the Fair made \$1.8 million after the loss.

C. Discussions and possible action regarding the 2023 budget

MOTION: To approve the 2023 budget as presented.

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		

VII. Old Business - None

VIII. New Business

A. Discussion and possible action regarding in-person meetings.

President Lacayo stated that the board has until July 1st, 2023 to actually have to meet in person for every meeting. There are several directors that have asked that we look at that. She asked COE Rianda to give a report. She reminded the board that there is not

a designated board room to meet in. Also, the fairgrounds does not have the proper equipment for hybrid meetings, which the board should offer, so the equipment would have to be rented. Most of the buildings are being used for interim events which require set-up and take down.

CEO Rianda has been working on identifying a building that would be suitable for our board as well as the public to attend. The Callahan Building would be the best solution because it is rented the least and thinks it could accommodate everyone. It would cost approximately \$1,000 to purchase the equipment necessary to facilitate hybrid meetings. It is a work in progress but that is the direction we are moving in because as of July 1st the Executive Order expires and we will be at in-person meetings at that time with the option to zoom, as well.

Director Long stated he is fine with the zoom meetings until there is an ample place. He would like to see the board get back to where they used to be.

Director Morgan-Carter stated that she posed the question when reviewing the policies to clarify what the fairground's ability is to continue to meet.

CEO Rianda clarified that the Executive Order gives us the ability to do zoom meetings up until July 1st. It is up to the board to decide to go further or go to the hybrid method.

Director Morgan-Carter stated that it is not addressed in the policies and procedures. She asked if that would have to be amended.

CEO Rianda stated this was just discussion about whether or not to move to in-person meetings.

President Lacayo stated it is purely discussion only and nothing has to be voted on if the board continues what they are doing. The State always takes precedence and gives the board direction.

Director Morgan-Carter stated that she is talking about after the expiration of the state allowing the board to meet via zoom what the board will do post July. She was asking for clarification.

President Lacayo clarified that some directors asked to start in-person meetings now and we are not equipped to do so.

Director Cornejo stated that she thinks that public engagement is better live. She is hoping and wishing for live meetings as soon as the board can do it, but not interested if it is a technical issue and spending a lot of extra money to do that.

Director Cuevas stated that she concurs with Director Cornejo's comments completely.

Director Long concurred with Director Cornejo's comments as well. He feels that you should have one or the other because if you have a hybrid not as many people come out to the meetings. He feels it is important to get that in-person meeting face to face.

President Lacayo stated it was a good discussion and as soon as the board can the board will meet in-person.

Director Morgan-Carter stated that now it was clear to her what period was being discussed she agrees that the board should wait until the order is lifted. She did ask that prior to the expiration she would like a more formal report in terms of the expense and where staff is with doing in-person meetings.

B. Discussion and possible action regarding Fair promotional days.

CEO Rianda stated that we are continuing with the traditional promotions for the most part. On opening day of the Fair there will be no promotions, it will be a normal Fair day. Thursday, August 3rd will be Food Share Day, which is donate five cans of food and receive a buy one get one for that day only. Friday, August 4th will be Youth Day, all Fair visitors age twelve and under will be admitted free all day. Monday, August 7th is Ventura County Credit Union Day, where members of VCCU can purchase tickets at a \$4 discount until 5 p.m. that day. Tuesday, August 8th will be Seniors and Persons with Disabilities Day, where all fair visitors 65 years or better and disabled persons with one companion will be admitted free all day. Gates will open that day at 11 a.m. We did get some comments last year because we opened at 1 p.m. and the seniors would prefer to get in a couple hours earlier. Wednesday, August 9th will be Military Appreciation Day, where all Fair visitors presenting a current, valid military I.D. will be admitted for free all day. Thursday, August 10th will be our Dollar Day, which will also be our dark day with no entertainment in our grandstand on that day, same as last year, and admission to all Fair visitors is \$1 all day. The Pay One Price (POP) carnival wristbands will be good Thursday, August 3rd, Monday, August 7th, Tuesday, August 8th and Wednesday, August 9th until 7 p.m. only. Fair hours we are proposing weekdays 1 p.m. to 11 p.m. and weekends 12 p.m. to 11 p.m. except Tuesday, August 8th we will open at 11 a.m.

Director Cornejo seconded with a comment that staff will need to do a bit of advertising on opening day to make sure people are not arriving with expectations of the past, but she is in favor of that making a dollar day a lesser day to attract that. She said that is wise, but it will take some PR.

CEO Rianda stated that luckily we have an excellent PR team on board and they will get that message out effectively.

MOTION: To approve the Fair promotions as presented.

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

IX. Board Correspondence

- A. Memo from Mike Francesconi at California Department of Food & Agriculture, Fairs & Expositions: 2023 State Rules for California Fairs
- B. Correspondence regarding Pacific Sports Group's 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

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	X		
Director Cuevas	X		
Director Long (Motion)	X		
Director Morgan-Carter (Second)	X		
President Lacayo	X		

XI. CEO Report

- There was a Foundation Meeting where they held elections and kept with the same slate of officers. There was a discussion and vote to add Armando Lopez as a member so they will reach out to him and see if he is interested. They did discuss potential projects including remodeling the grandstand. They also discussed selling naming rights to the Clark Pavilion and any other building. It was mentioned that staff would like to earmark the Foundation Hog money, which is approximately \$39,000, towards the bathroom remodel that is directly across from the auction building which they did approve. If there is any money left over, it would be used for items that the livestock department may need.
- She gave an update on the X-Games and explained that both sides are incentivized to make a decision as soon as possible. They are still crunching numbers and we hope to hear soon.
- California Fairs Services Authority came and did forklift and boom lift training for certain employees so they are certified to use our equipment.
- She has had several ticket meetings to learn the system, what it entails and what needs to be done on our end. Pre-sale will be starting soon.
- The Toland Group is on-board and off and running. Ms. Hook has been attending all of the staff meetings so she can stay apprised of what is happening in all of our departments. She has come with great ideas for making our website better.
- Larry Swartzlander, the Executive Director of CARF, came down and they did a walk through of the Derby Room and Players Club. She explained that Calypso, which is fantasy sports betting, would be available to anyone who has a satellite wagering facility and the tracks. The beta will take place at State Fair. They have signed a contract with

Global Tote, which will be handling the para-mutual side and we would be a part of that since we are members with CARF.

- There are new layouts for Seabreeze Plaza and Station Stage. She and Ms. Johnson have been working on measurements, redoing maps and opening things up to produce a better flow. The angle of the Station Stage will be shifted and hoping to get 805 to wrap the entertainment trailer as a sponsor. She is also working with a local trapeze show that would go right next to Station Stage. They would perform while the stage is dark and when there are performers the trapeze show would be dark, so there would be constant entertainment.
- We have two cell towers on the property and they are going to switch out the old telephone pole by the warm-up arena to a steel pole which will hold more weight. They will be replacing the light with LED lights. They are also going to switch out the palm tree cell tower as well.
- There was a Superintendent's Meeting which she will let Ms. Patrick touch on in her report.
- She did participate in the Farm Bureau PSG zoom. They wanted to discuss how the PSG potential project would affect our ag programming.
- She thanked Vice President Long for attending the Ventura City Council Meeting with her last night. She was asked to give an overview of what's happening at the Fair and to introduce herself.
- She had a meeting with Mr. Holt, who is interested in working with the Fair to reinvent the wine garden concept featuring local wines from Ventura County. The second time they met, Mr. Reinwald was included as the master concessionaire, because they talked about including it in the craft brew area. It was well received by Mr. Reinwald and Mr. Holt has a lot of good ideas.
- The website is getting beefed up to try and drive more traffic. We need a larger bandwidth so she is working with a company that handles that for us so we can handle what we are anticipating.
- The maintenance staff is continuing to clean out the shop and the fence line along the bike path. Due to the weather in January, there was a lot of extra clean-up and staff hasn't been able to do any painting projects so those are still on-going.
- Signage is being updated in the main parking lot as well as the beachlot.
- Staff had to buy a pump for the pump house because it isn't working and that is the most important one.
- She attended the FEMA briefing at the Sheriff's Department and there is funding available from the January storm damage which she will be applying for. She applied for a SAM number which is required for any funding from the federal government, so she is waiting for that so that she can submit all the paperwork to try and get reimbursed for some of the equipment damaged.
- She thanked President Lacayo for setting up the Ventura County Foundation zoom meeting. She is working on an executive summary she can give them so that we can potentially work on getting funding from them.
- The fire system in the Clark Pavilion was damaged from all of the rain in January. It has been repaired but that is one of the items she is going after reimbursement for. Because of the damage to that fire system, the fire marshal would not allow us to have the Valdivia dance in that building, so we had to pivot quickly and relocate them to the carnival lot.
- In the past we have had to go out to bid for various pieces of equipment, but our Interim Maintenance Supervisor, Jim, was able to get a sponsor and we are working on signing that deal with Ahern.

- All three buildings, the main office, sales office and accounting office are now alarmed and being monitored by Bay Alarm.
- Staff will be doing a booth at the Spring Wine Walk, similar to the one they did for the Winter Wine Walk, and pre-sale tickets will be available for purchase with a QR code. WOW passes, which will now be called season passes will also be available.
- She received the final CCA facility assessment report, which was done in December. There are some items that need immediate attention one of which is the grandstand in the Raceway. She is working with CCA to get a structural engineer out here to look at it and direct us as to what needs to be repaired so we can get it fixed as soon as possible. This report will be in the next board packet.
- Carnival applications have been sent out and many are coming in. Mr. Leavitt, who was the midway coordinator last year, is helping her out since this is her first time working with an independent midway.
- The City has hired Bill Fulton to do an economic development plan. They contacted CEO Rianda and asked her to participate on a zoom call and talk about what the fairgrounds thinks the City of Ventura needs as far as economic development. She was thankful for Director Cornejo and Vice President Long for participating in that discussion as well. With being new to Ventura, CEO Rianda felt she didn't have much to contribute but with Director Cornejo's local government background and Vice President Long's continued involvement with the City of Ventura it was very beneficial to have both of them on.

Ms. Glenn, with the City of Ventura's Economic Development Division which is part of the City Manager's Office, explained that they have been operating under an expired economic strategy. The last one was from 2013 to 2018. The last few years they have been gearing up to implement a new strategy and then COVID hit and the timing wasn't right to hire a consultant to work on a strategy when so many things were uncertain. Since then, they have restarted that process and put out an RFP and chose PFM, which is headed by Bill Fulton. He was a former councilmember and mayor with the City of Ventura, so that was a big deciding factor because he knows the community and stakeholders and can hit the grounds running in terms of collecting information, which is the stage they are in now. The goal is that this will be a community strategy which will work over the next five years.

- She explained that the theft during fairtime is still an active investigation and CHP is still working on it and there is nothing more to report.

CEO Rianda turned it over to staff to give their reports.

Shannon Patrick

- There was a Superintendents Meeting where they reviewed dates and everything CEO Rianda mentioned previously. She will have one on one department meetings with all the Superintendents in the next few weeks.
- She is in the process of getting all the changes from the Superintendents so the entry guides can be updated and sent to be uploaded to the website. The goal is to have them up and running by April 1st or earlier if they are ready. Online entries won't be ready until June 5th for the still exhibits.
- Last year was the first year we had the volunteer round table event to recruit people and that will be taking place again in July and advertised early.

Madalyn Johnson, Commercial and Food Vendor Manager

- She is processing about 45 returning food concessionaires. There is a lot of interest this year and there are a lot of new applications. She is continuing to scour and recruit local artists, businesses, etc.
- She attended, with Ms. Ortiz, the Ventura County Environmental Health Temporary Food Facility training. It was four hours and she is now able to do the organizer permit. She is now certified and she has a follow up meeting with them on other things regarding the Fair.
- She is working on three different things for the Fair. One of them is a camel experience where there is education and a camel ride and they will also be bringing a zebra. She is also working with The Great American Petting Zoo and Entertainment Company to possibly expand and bring more animals. Lastly, the pony rides wants to come and expand.
- She is trying to go local as much as possible with commercial vendors. She has a very good start with filling the buildings and Ocean Lane which she fully expects to sell out and have a waiting list for.

Director Morgan-Carter stated that in the survey one of the things brought up was having healthy choices at the Fair and she wanted to know what has been done about that. Ms. Johnson stated that she had a couple vendors that will have healthier options and explained what they were. CEO Rianda also added that her and Ms. Johnson have talked about doing a food map that will show on the map all of the food stands, what they have for sale and will say if they are heart healthy, gluten free etc.

Megan Hook, PR & Marketing

- She is slowly getting access to some of the social media accounts which has been very difficult. She does have access to the Facebook account now and has started posting.
- There have been a lot of website updates and one big one is that there is a media center under the "About us" menu and it has press releases or any sort of news that we want to link.
- We are updating a lot of forms which can be done straight from the website and eliminate people from having to print a pdf, fill it out and send it back in.
- They are considering a redesign of the event page on the website. They want to make it more visual and inviting. The posts on social media will reflect that as well, very visual.
- The official press release naming The Toland Group as the PR and Marketing Agency of record finally went out to approximately 75 local media partners.
- For the directors, she is using the directors@venturacountyfair.org and explained that if the board has access to that they should see everything coming from her now because she is trying to make sure the board is in the loop just as much as the public. She can be reached at media@venturacountyfair.org. The media has been asked to go through her directly, even for the board, so she can relay a message or try and give a heads up or some sort of information before being approached by press.
- There was some press from the Town Hall Meeting last week and the VC Star posted something and the VC Reporter should have something soon. She has been monitoring and reviewing comments on social media to see what the audience or public feel is about it. She is keeping a record of all links and clippings.
- She attended the recent Superintendents meeting where she was able to meet them all and learn more about the departments. She also relayed ways that she can help market

and advertise their events and what they are showcasing so they get that in front of audiences way ahead of the Fair.

- They are also working on the QR code for the Spring Wine Walk and they will design posters around it. That will be for the single day admission and the season passes at last year's price. They may also do the July 4th Street Fair as well.
- They are working on the youth poster contest. They are taking a lot of what has been used and improving upon. The poster contest is generally for grades 5th through 12th so they are going to create a class for kids in kindergarten through 4th so they can do their own poster and be awarded for their participation. This will take place through the month of April.

Vice President Long stated that he is ready to go back to committees soon. He also asked about the directors' email address and if it was up and running.

CEO Rianda stated that it was up and running.

Director Cuevas commented on the board email address and encouraged staff to look at the program Word Cloud which consolidates the general topics that are coming into the board from the public.

Ms. Hook stated that she is familiar with that program, and it is her job for public relations to ensure that the board knows what is happening and what the public is talking about, so that makes sense.

Director Cuevas wanted to note that she is interested in knowing when the committees will be meeting.

CEO Rianda stated she has not had a committee meeting since she has been here so she has not missed anything.

President Lacayo stated that it is up to chair of those committees and if there is a reason to meet she is sure they will call a meeting.

Jason Amelio, Sales Manager

- His report will cover January 24th through this last weekend February 26th.
- Unfortunately, due to the weather, there were several events that were cancelled. The Wednesday Swap Meet was forced to cancel three times over that period and they will most likely cancel tomorrow as well. The Special Olympics, which was a first time event, also cancelled and we are hopeful to pick that back up.
- We had two surf competitions and an auto cross event that were postponed to later dates as well.
- We did have two returning events for the first time since COVID, the Chopperfest and the Great Train Show. Both returned with major attendance increases from their pre-pandemic days.
- We also had very strong events from both Jurassic Quest and Valdivia Marketing Group. As CEO Rianda mentioned, we did have to pivot to Lot C but it worked out well and they had a real strong crowd.
- We took in over \$83,314 in rental invoice revenue and \$75,260 in event parking revenue as well as \$84,000 in event camping revenue. This is up considerably from the same

period as last year. In 2021 we about \$46,000 in rental revenue and just over \$26,000 in parking and camping revenue, so overall it is about a \$93,000 increase from last year.

- In March, there are several returning events including Ventura Gem and Mineral Show, Brew Ha Ha Productions Punk in the Park, as well as the launch of the 2023 Ventura Raceway season. We also have our rescheduled dates for one of the surf competitions and Cal Club Autocross which is also a first time event. We also have two really cool new first time events coming up this month as well, both on the weekend of March 18th and 19th, the 805 Night Market and the Seaside Sports Collector Expo.
- We are continuing to work towards the upcoming events and spring is going to be a very busy time.

XII. President's Comments

- She is excited about everything that is coming up and commented that it is important for the directors to know everything that is going on.
- She commented that Ms. Hook is doing a good job and is happy to have her here and looking forward to getting to know her.
- She thanked everyone, especially staff for the meeting that was held on the 22nd. There were 500-600 people present and the public was heard. She also thanked her fellow directors for their participation.
- She looks forward to moving into Fair.

XIII. Director's Comments

Director Long

- Stated that CEO Rianda did a wonderful job addressing the City Council last night. He asked CEO Rianda if she could send the board the commentary on what "our plans" are because he really appreciated hearing that.

Director Cornejo

- She is really excited to see the energy of the staff and all the great reports that are coming out. She thinks we are on a great foot forward with a great team. She appreciates how much work has already been done and how much work is coming at everyone as we approach the Fair. She knows how hard everyone works and it is important for staff to know how much the board appreciates everyone.
- She was pleased to see community participation, regardless of what comes out of them, it is important for the board to be hearing them. She was thrilled to see the diversity and differences of opinions and comments made that the board may not have thought about. She really embraces public comment, even though meetings go long sometimes.
- She apologizes to staff and CDFA, but she is finally getting caught up on her exams. This weekend she spent doing the Maintaining a Respectful Work Environment and EEO Compliance, which took a lot longer than she thought to get through but it was important. She is getting to the other ones and hopes to be in full compliance soon.

Director Cuevas

- Thanked CEO Rianda and staff for the hard work that they have been doing and she is grateful that staff is here. Change is happening at the fairgrounds, a dramatic change, and she is very grateful for that because she has been asking for it for some time. She stated that CEO Rianda has been opening the opportunity for staff to take accountability and responsibility for their roles and have thanked them for their continued hard work and positive attitude in dealing with the struggles on the fairgrounds. She stated that

CEO Rianda is a breath of fresh air and provides excellent leadership for her staff, which they have already demonstrated a keen ability to work with her and work for her for the betterment of the grounds and public as well.

- She reminded the board that they are here to serve the public and not one another. The board is here to protect the fairgrounds and it is important that the board does that in their role as fiduciaries, ambassadors and appointed directors for the fairgrounds. With that, she made a formal request that the board take advantage of the free state trainings for board members. The board has talked about training for well over five years or some kind of retreat and all those efforts have not transpired for several years. Since there is free training by the state she thinks it is necessary, in the most recent of times the board has not followed its own procedures in the way that the board runs the fairgrounds and in the projects the board considers, so she asked that the state provide the training specifically for board members on how they are supposed to go out for RFI's or RFP's, how they engage the public and what the board is responsible for as far as managing the agenda and posting public minutes. She asked that this be one of the board's task for this year.
- She also has a list of future agenda items.

Director Bradbury

- Thanked CEO Rianda for all the exciting plans for this year, it sounds great.
- He also thanked the staff and his fellow board members for accomplishing a lot this last year and looks forward to a great new year.

Director Morgan-Carter

- She is very pleased with the information that the board is getting like the financial reports, we have come a long way with getting information.
- She has asked, as Director Cuevas had mentioned, that the board has a retreat. It helps in terms of communication internally with the board so that everyone is on the same page in terms of goals. There have been things like COVID that has kept the board apart but the board really needs to be proactive.
- She explained that there are so problems in terms of repairs on our facilities and it is still being approached in a piece mill way. Before the board was provided some sort of a capital improvements list, she believes under the previous CEO, but she thinks we need to take this in a larger approach. The board needs a comprehensive review of what our needs are. She feels it is very problematic that an organization like PSG needs to come and talk about all our issues. We may not know where the pots of money are coming from, but we need to have it all in an organized fashion listing out the issues and then put together a priority list. She has asked for a comprehensive report so the board can provide some direction.

CEO Rianda explained that the board directed her to have a facility assessment done, which she did in December, and she just reported that the report was received yesterday so staff is in the process of putting together what is being asked. The entire report will be provided to the board. From that report, staff will now be able to create a priority list and then move forward from there. One of the committees that will be meeting in the near future is the Operations Committee because of this.

XIV. Future Agenda Items

1. Free state training for the board specifically for their roles and responsibilities

2. Review procedures on the development of RFI's and RFP's
3. Revisit idea of a cashless Fair to minimize risk that comes with operating a cash Fair
4. Revisit idea of having credit cards on file prior to auction for every bidder
5. The policy and contract and services that should require bonding and licensing
6. Discussion regarding screening through Megan's Law for volunteers, vendors and employees
7. Assessment or report of the erosion around the fairground's property
8. Set up a procedure or policy regarding the seeking of legal advice from the State
9. Draft a policy around the need to have all information that is coming to the fairgrounds given to the whole board
10. Schedule a Livestock Committee Meeting and a Marketing Committee Meeting
11. Discuss moving the budget to the Executive Committee Meeting
12. Schedule an Executive Committee Meeting
13. Report on Derby Club Building and our rental clients
14. Look at horse racing revenue
15. Facility Assessment Report

President Lacayo commented that there is a Managed Retreat already in place. The ad hoc committee, which is Director Cornejo and Director Bradbury, meet with the City of Ventura, Surfrider Foundation, etc. and they will be reviewing that in future meetings.

Director Cornejo wanted to advise that the erosion is being addressed and will be brought to the board. This is the collaboration between all of the agencies like the Surfriders, Coastal Commission, fairgrounds, City engineers working on Phase II of Surfer's Point and addressing all those specific issues. They will be meeting soon and the report will come back to the board.

XV. Adjourn

The meeting was adjourned at 11:22 a.m.

Submitted by: _____
Heidi Ortiz, Executive Secretary

Approved by: _____
Stacy Rianda, CEO Ventura Fairgrounds

Approved by: _____
Leah Lacayo, Board President

Ventura County Fair - 31st District Agricultural Association
Financial Dashboard for the Period Ending February 28, 2023

Balance Sheet

Assets

Current Assets

Operating Cash	\$	2,561,356
Maximizer Savings		554,523
LAIF Balance		39,780
Other current assets		344,049
Total current assets	\$	3,499,708

Long-term Assets

Land	\$	282,915
Construction in Progress		-
Buildings (Net of Depr)		3,570,063
Equipment (Net of Depr)		-
Total long-term assets	\$	3,852,978

Total assets:

\$ 7,352,686

Liabilities

Current liabilities

Accounts payable	\$	195,180
Other current liabilities		636,203
Total current liabilities	\$	831,383

Long-term liabilities

Notes payable	\$	545,873
Net Pension Liability	\$	959,701
Total long-term liabilities	\$	1,505,574

Capital Resources

Unrestricted resources	\$	4,690,512
State allocation		-
Invest in Capital Assets	\$	-
Project Reimbursements	\$	-
Auction reserve		502,138
Net Income (Surplus/Deficit)		(176,921)
Total capital resources	\$	5,015,729

Total liabilities and

capital resources:

\$ 7,352,686

Total Cash Balance

Beginning Cash Balance	3,238,243.54
Ending Cash Balance	3,185,212.27
Net Outlay:	\$ (53,031.27)

Accounts Receivable

General	\$	-
Fairtime		-
Auction		-

Total receivables:

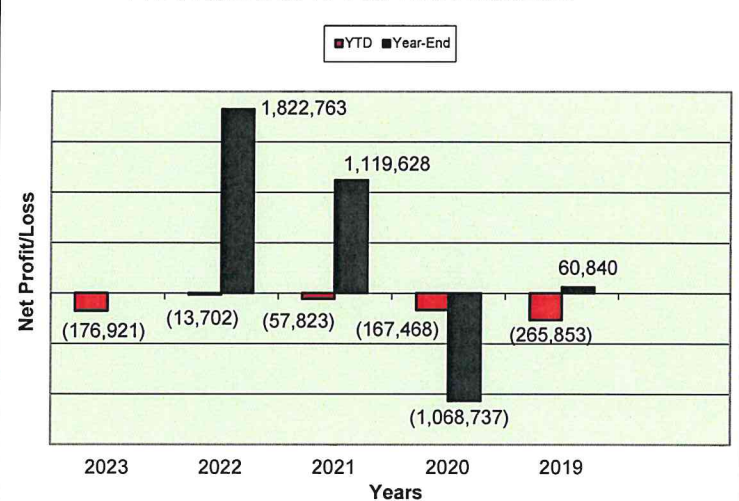
\$ -

Legal Actions

Consolidated Income Statement

	<i>February</i>	<i>2023 YTD</i>	<i>2022 YTD</i>
Revenues	\$ 186,295	\$ 385,316	\$ 198,783
Expenses	310,971	562,237	212,485
Surplus/Deficit	\$ (124,676)	\$ (176,921)	\$ (13,702)

YTD Profit/Loss vs Year End Profit/Loss



Profit/Cost Centers

	<i>February</i>	<i>2023 YTD</i>	<i>2022 YTD</i>
Fair	\$ 6,426	\$ (14,903)	\$ (7,772)
Facility Rentals	\$ 105,952	\$ 202,856	\$ 95,492
Horse Racing	\$ (373)	\$ 1,245	\$ 813
Overhead	\$ (160,921)	\$ (280,876)	\$ (100,491)
Auction	\$ (10)	\$ (412)	\$ -

Budget Compliance 2023

	<i>YTD</i>	<i>BUDGET</i>	<i>% MET</i>
Fair	\$ (14,903)	\$ 2,368,863	-0.006
Facility Rentals	\$ 202,856	\$ 1,360,325	0.149
Horse Racing	\$ 1,245	\$ 74,500	0.017
Overhead	\$ (280,876)	\$ (1,755,168)	0.160
Auction	\$ (412)	\$ 30,850	-0.013

Capital Projects 2023

<i>1st Quarter</i>	<i>BUDGET</i>	<i>% MET</i>
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VENTURA COUNTY FAIR (31st DAA)			
BALANCE SHEET			
FOR THE PERIOD ENDING FEBRUARY 28, 2023			
ASSETS			
Current Assets		2023	2022
Cash			
Petty Cash		150	119
Change Funds		6,000	14,100
Cash - Operating		2,561,356	1,358,183
Cash - Lottery		0	4,665
Cash - Premiums		0	0
Cash - Payroll		3,556	2,562
Cash - Savings		554,523	554,852
Cash - LAIF		39,780	39,334
Cash - Auction		19,848	(1,139)
Total Cash		3,185,212	1,972,676
Other Current Assets			
Accounts Receivable		29,444	29,444
Allowance For Doubtful Accounts		(29,444)	(29,444)
Inventory		8,789	2,381
Prepays-Deferred Expenses		305,706	1,020,097
Deferred Compensated Absences		0	0
Total Other Current Assets		314,495	1,022,478
Total Current Assets		3,499,707	2,995,154
Capital Assets			
Construction In Progress		0	0
Land		282,915	282,915
Buildings		17,328,416	17,328,416
Accumulated Depreciation (Buildings)		(13,758,353)	(13,349,237)
Equipment		828,879	828,879
Accumulated Depreciation (Equipment)		(828,879)	(828,879)
Total Capital Assets		3,852,979	4,262,094
TOTAL ASSETS		7,352,686	7,257,248
LIABILITIES & CAPITAL RESOURCES			
Liabilities			
Payroll Liabilities		0	0
Clearing Accounts		(19,719)	(9,604)
Accounts Payable		195,180	171,498
Workers' Compensation		0	0
Payroll Withholdings		0	0
Horse Show Fees Payable		0	0
Deferred Revenue		406,817	180,407
Guaranteed Deposits		135,126	110,379
Compensated Absences Liability		113,980	69,888
Net Pension Liability		959,701	4,185,093
Notes Payable		545,873	916,561
Total Liabilities		2,336,957	5,624,222
Capital Resources			
Unrestricted Resources		4,690,512	1,165,989
State Allocation		0	0
Investment in Capital Assets		0	0
Auction Reserve		502,138	480,740
Project Reimbursements, Net		0	0
Net Income Surplus/(Deficit)		(176,921)	(13,702)
Total Capital Resources		5,015,729	1,633,026
TOTAL LIABILITIES & CAPITAL RESOURCES		7,352,686	7,257,248

VENTURA COUNTY FAIR (31ST DAA)						
CONSOLIDATED CASH REPORT						
FOR THE PERIOD ENDING FEBRUARY 28, 2023						
ACCOUNT	BEGINNING BALANCE PER G/L	RECEIVED	DISBURSED	CURRENT TRANSFERS	ADJUST- MENTS	ENDING BALANCE PER G/L
			<u>OPERATING ACCOUNTS</u>			
PETTY CASH	150.00	0.00	0.00	0.00	0.00	150.00
CHANGE FUNDS	6,000.00	0.00	0.00	0.00	0.00	6,000.00
GENERAL CHECKING	2,071,641.69	22,728.84	151,758.68	5,933.85	(414.88)	1,948,130.82
MISSION BANK OPERATING	538,840.89	179,923.62	47,539.61	(58,000.00)	0.00	613,224.90
LOTTERY	4,664.57	0.00	0.00	(4,664.57)	0.00	0.00
PAYROLL CHECKING	41.55	0.00	0.00	0.00	0.00	41.55
MISSION BANK PAYROLL	1,666.07	0.00	56,139.49	58,000.00	(12.43)	3,514.15
AUCTION CHECKING	(1,139.28)	0.00	0.00	0.00	0.00	(\$1,139.28)
AUCTION CHECKING MISSION	20,996.93	0.00	0.00	0.00	(10.00)	20,986.93
PREMIUMS CHECKING	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING	2,642,862.42	202,652.46	255,437.78	1,269.28	-437.31	2,590,909.07
			<u>SAVINGS ACCOUNTS</u>			
	0.00	0.00	0.00	0.00	0.00	0.00
MISSION BANK SAVINGS	554,331.87	0.00	0.00	0.00	191.36	554,523.23
UNRESTRICTED	1,269.28	0.00	0.00	(1,269.28)	0.00	0.00
TOTAL SAVINGS	555,601.15	0.00	0.00	-1,269.28	191.36	554,523.23
			<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
	39,779.97	0.00	0.00	0.00	0.00	39,779.97
TOTAL LAIF	39,779.97	0.00	0.00	0.00	0.00	39,779.97
	3,238,243.54	202,652.46	255,437.78	0.00	-245.95	3,185,212.27

VENTURA COUNTY FAIR (31ST DAA)
NOTES TO CONSOLIDATED CASH REPORT
FOR THE PERIOD ENDING FEBRUARY 28, 2023

OPERATING ACCOUNT			
Credit Card Fees	(323.45)		
UMS Celero Fees	(7.95)		
UMS Celero Fees- Showworks	(6.50)		
UMS Celero Fees- Moneyroom	(6.50)		
Authorize.net Fees	(10.00)		
Credit Card Shipping Expenses	(60.46)		
MISSION- OPERATING ACCOUNT		(414.86)	
		0.00	
PREMIUMS ACCOUNT			
		0.00	
PAYROLL ACCOUNT			
		0.00	
MISSION- PAYROLL ACCOUNT			
Banking Fees	(12.43)		
		(12.43)	
AUCTION ACCOUNT			
Authorize.net Fees	(10.00)		
		(10.00)	
LOTTERY ACCOUNT			
	0.00		
		0.00	
PETTY CASH			
		0.00	
CHANGE FUND			
		0.00	
SAVINGS ACCOUNT			
		0.00	
LAIF ACCOUNT			
		0.00	
MISSION BANK SAVINGS			
Interest Earned	191.36		
		191.36	
TOTAL ADJUSTMENTS		(245.93)	

VENTURA COUNTY FAIR, 31ST DAA
CONSOLIDATED INCOME AND EXPENSE STATEMENT
FOR THE PERIOD ENDING FEBRUARY 28, 2023

	Current Month	Current YTD 2/28/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 2/28/22
OPERATING REVENUES:						
Admissions	0	0	2,601,000	2,601,000	0%	12,000
Auction Buyer Receipts	0	0	1,400,000	1,400,000	0%	0
Camping	0	0	74,500	74,500	0%	0
Carnival	0	0	1,660,000	1,660,000	0%	0
Concessions	13,506	27,417	2,017,050	1,989,633	1%	4,391
Donations/Sponsorships	0	30,000	549,000	519,000	5%	0
Entry Fees	0	0	44,550	44,550	0%	0
Interest	3,668	3,880	7,300	3,420	53%	4,809
Miscellaneous Fair Revenue	0	0	34,350	34,350	0%	0
Miscellaneous Non-Fair Revenue	10,868	20,383	129,000	108,617	16%	42,392
Parking	95,960	157,241	982,750	825,509	16%	61,181
Programs	0	0	0	0	0%	0
Reimb Security/Maint Labor	3,890	19,895	121,000	101,105	16%	14,525
Rentals	56,528	118,945	981,200	862,255	12%	52,468
Track 2%-Day & Night	910	2,528	85,000	82,472	3%	444
Utilities/Pumping	300	3,624	54,000	50,376	7%	2,408
Prior Year Revenue	665	1,403	0	-1,403	0%	4,165
TOTAL OPERATING REVENUES	186,295	385,316	10,740,700	10,355,384	4%	198,783
OPERATING EXPENDITURES:						
Advertising/Promotionals	0	0	179,000	179,000	0%	0
Auction Payment to Sellers	0	0	1,300,000	1,300,000	0%	0
Cash Awards/Premiums	0	0	95,000	95,000	0%	0
Employee Wages-Permanent	39,873	81,998	512,134	430,136	16%	62,612
Employee Wages-Temporary	37,706	71,450	758,764	687,314	9%	51,447
Employee Benefits	30,708	58,952	169,660	110,708	35%	44,433
Entertainment	0	0	1,189,000	1,189,000	0%	0
Equipment-Purchase/Rent/Repair	1,480	13,352	275,604	262,252	5%	1,816
Insurance	16,832	28,150	218,898	190,748	13%	20,028
Judges	0	0	0	0	0%	0
Miscellaneous Fair	118	118	310,500	310,382	0%	0
Miscellaneous Non-Fair	15,150	17,910	211,300	193,391	8%	3,581
Payroll Taxes/Workers Comp	4,889	9,495	138,515	129,020	7%	6,219
Professional Svc-Fair	0	5,000	1,691,698	1,686,698	0%	2,508
Professional Svc-Non Fair	47,890	73,528	279,800	206,272	26%	7,758
Supplies & Expense-Fair	637	51,309	784,595	733,286	7%	550
Supplies & Expense-Non Fair	8,410	16,312	101,500	85,188	16%	4,268
Utilities	40,004	67,388	568,720	501,332	12%	5,993
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	-10	-7	800	807	-1%	267
Prior Year Expense	0	0	4,300	4,300	0%	1,007
Projects	67,283	67,283	0	-67,283	0%	0
TOTAL OPERATING EXPENDITURES	310,971	562,237	8,806,788	8,244,551	6%	212,486
OPERATING SURPLUS (DEFICIT)	-124,676	-176,921	1,933,912	2,110,833	-9%	-13,702
STATE ALLOC.-F&E FUNDS	0	0			0%	
CAPITAL-ONE TIME SOURCE	0	0				
PROJECT REIMBURSEMENTS	0	0			0%	
SURPLUS (DEFICIT) ADJUSTED	-124,676	-176,921				-13,702
NET RESOURCES-OPERATIONS		4,690,512				
NET RESOURCES OPERATIONS ENDING		4,513,591				

VENTURA COUNTY FAIR, 31ST DAA OVERHEAD INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING FEBRUARY 28, 2023						
<u>OVERHEAD</u>	Current Month	Current YTD 2/28/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 2/28/22
REVENUES						
Interest	3,668	3,880	7,300	3,420	53%	4,809
Sponsorships-Non-Fair	0	0	0	0	0%	0
Miscellaneous Non-Fair Reven	10,868	20,383	129,000	108,617	16%	42,392
Reimb Security/Maint Labor	2,610	8,370	38,000	29,630	22%	4,980
Prior Year Revenue	665	1,403	0	-1,403	0%	0
TOTAL REVENUES	17,811	34,037	174,300	140,263	20%	52,181
EXPENSES						
Advertising/Promotionals	0	0	12,500	12,500	0%	0
Employee Wages-Permanent	30,301	63,174	393,430	330,256	16%	46,036
Employee Wages-Temporary	25,987	47,856	277,790	229,934	17%	31,200
Employee Benefits	22,700	43,055	117,250	74,195	37%	30,625
Equipment-Purchase/Rent/Rep	1,480	5,124	39,700	34,576	13%	1,796
Insurance	16,832	28,150	218,898	190,748	13%	20,028
Miscellaneous Non-Fair	2,935	4,840	57,800	52,960	8%	474
Payroll Taxes/Workers Comp	3,735	7,299	83,000	75,701	9%	4,311
Professional Svc-Non Fair	26,536	31,976	87,800	55,824	36%	7,758
Supplies & Expense-Non Fair	8,290	16,175	96,200	80,025	17%	3,237
Utilities	39,945	67,269	523,000	455,731	13%	5,934
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	-10	-7	800	807	-1%	267
Prior Year Expense	0	0	4,300	4,300	0%	1,007
TOTAL EXPENSES	178,732	314,912	1,929,468	1,614,556	16%	152,673
SURPLUS (DEFICIT)	-160,921	-280,876	-1,755,168	-1,474,292	16%	-100,491

VENTURA COUNTY FAIR, 31ST DAA						
FAIR INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING FEBRUARY 28, 2023						
<u>FAIR</u>	Current Month	Current YTD 2/28/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 2/28/22
REVENUES						
Admissions	0	0	2,601,000	2,601,000	0%	0
Camping	0	0	74,500	74,500	0%	0
Carnival	0	0	1,660,000	1,660,000	0%	0
Concessions	13,506	22,250	1,717,050	1,694,800	1%	564
Donations/Sponsorships	0	30,000	519,000	489,000	6%	0
Entry Fees	0	0	44,550	44,550	0%	0
Miscellaneous Fair Revenue	0	0	34,000	34,000	0%	0
Parking	0	0	452,750	452,750	0%	0
Rentals	0	0	4,200	4,200	0%	0
Utilities/Pumping	0	0	34,000	34,000	0%	0
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	13,506	52,250	7,141,050	7,088,800	1%	564
EXPENSES						
Advertising/Promotionals	0	0	166,000	166,000	0%	0
Cash Awards/Premiums	0	0	95,000	95,000	0%	0
Employee Wages-Permanent	528	528	10,709	10,181	5%	0
Employee Wages-Temporary	4,535	9,248	375,310	366,062	2%	5,165
Employee Benefits	1,005	1,025	4,410	3,385	23%	38
Entertainment	0	0	1,189,000	1,189,000	0%	0
Equipment-Purchase/Rent/Rep	0	0	183,550	183,550	0%	0
Insurance	0	0	0	0	0%	0
Judges	0	0	0	0	0%	0
Miscellaneous Fair	118	118	263,500	263,382	0%	0
Payroll Taxes/Workers Comp	268	336	15,415	15,079	2%	75
Professional Svc-Fair	0	5,000	1,686,698	1,681,698	0%	2,508
Supplies & Expense-Fair	627	50,897	737,595	686,698	7%	550
Utilities-Fair	0	0	45,000	45,000	0%	0
Cash Over/Short	0	0	0	0	0%	0
TOTAL EXPENSES	7,080	67,153	4,772,187	4,705,034	1%	8,335
SURPLUS (DEFICIT)	6,426	-14,903	2,368,863	2,383,766	-1%	-7,772

VENTURA COUNTY FAIR, 31ST DAA AUCTION INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING FEBRUARY 28, 2023						
AUCTION	Current Month	Current YTD 2/28/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 2/28/22
REVENUES						
Buyer Receipts	0	0	1,400,000	1,400,000	0%	0
Sponsors	0	0	30,000	30,000	0%	0
Slaughter Fees	0	0	0	0	0%	0
Misc. Revenue	0	0	350	350	0%	0
Interest	0	0	0	0	0%	0
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	0	0	1,430,350	1,430,350	0.0%	0
EXPENSES						
Temp. Wages	0	0	0	0	0%	0
Professional Servcies	0	0	5,000	5,000	0%	0
Publicity & Marketing	0	0	500	500	0%	0
Lunch Expense	0	0	12,000	12,000	0%	0
Payment to Sellers	0	0	1,300,000	1,300,000	0%	0
Supplies & Expenses	10	412	47,000	46,588	1%	0
Hauling & Sltr	0	0	35,000	35,000	0%	0
Equipment	0	0	0	0	0%	0
Prior Year Expense	0	0	0	0	0%	0
TOTAL EXPENSES	10	412	1,399,500	1,399,088	0%	0
SURPLUS (DEFICIT)	-10	-412	30,850	31,262	-1%	0

VENTURA COUNTY FAIR, 31ST DAA						
FACILITY RENTAL INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING FEBRUARY 28, 2023						
FACILITY RENTALS	Current	Current YTD	Budget	Balance of	% Used	Prior YTD
	Month	2/28/23	2023	Budget	2023	2/28/22
REVENUES						
Concessions	0	5,167	300,000	294,833	2%	3,827
Miscellaneous Non-Fair Rever	0	0	0	0	0%	0
Parking	95,960	157,241	530,000	372,759	30%	61,181
Reimb Security/Maint Labor	1,280	11,525	83,000	71,475	14%	9,545
Rentals	56,528	118,945	977,000	858,055	12%	52,468
Rentals-Fair Sponsored Event	0	0	0	0	0%	0
Utilities/Pumping	300	3,624	20,000	16,376	18%	2,408
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	154,068	296,502	1,910,000	1,613,498	16%	129,430
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	9,044	18,296	107,995	89,699	17%	10,938
Employee Wages-Temporary	7,184	14,346	105,664	91,318	14%	12,863
Employee Benefits	7,003	14,871	48,000	33,129	31%	7,861
Equipment-Purchase/Rent/Re	0	0	33,396	33,396	0%	20
Miscellaneous Non-Fair	2,466	2,466	16,500	14,034	15%	821
Payroll Taxes/Workers Comp	887	1,860	40,100	38,240	5%	1,317
Professional Svc-Non Fair	21,354	41,552	192,000	150,449	22%	0
Supplies & Expense-Non Fair	120	137	5,300	5,163	3%	60
Sup/Exp-Fair Sponsored Even	0	0	0	0	0%	0
Utilities	59	118	720	602	16%	59
TOTAL EXPENSES	48,116	93,646	549,675	456,029	17%	33,938
SURPLUS (DEFICIT)	105,952	202,856	1,360,325	1,157,469	15%	95,492

VENTURA COUNTY FAIR, 31ST DAA						
HORSE RACING INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING FEBRUARY 28, 2023						
<u>HORSE RACING</u>	Current	Current YTD	Budget	Balance of	% Used	Prior YTD
	Month	2/28/23	2023	Budget	2023	2/28/22
REVENUES						
Admissions	0	0	0	0	0%	12,000
Concessions	0	0	0	0	0%	0
Miscellaneous Non-Fair Reven	0	0	0	0	0%	0
Parking	0	0	0	0	0%	0
Programs	0	0	0	0	0%	0
Track 2%-Day & Night	910	2,528	85,000	82,472	3%	444
Prior Year Revenue	0	0	0	0	0%	4,165
TOTAL REVENUES	910	2,528	85,000	82,472	3%	16,609
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	0	0	0	0	0%	5,638
Employee Wages-Temporary	0	0	0	0	0%	2,220
Employee Benefits	0	0	0	0	0%	5,909
Equipment-Purchase/Rent/Rep	0	0	1,500	1,500	0%	0
Miscellaneous Non-Fair	1,283	1,283	9,000	7,717	14%	542
Payroll Taxes/Workers Comp	0	0	0	0	0%	517
Professional Svc-Non Fair	0	0	0	0	0%	0
Supplies & Expense-Non Fair	0	0	0	0	0%	971
Cash Over/Short	0	0	0	0	0%	0
Prior Year Expense	0	0	0	0	0%	0
TOTAL EXPENSES	1,283	1,283	10,500	9,217	12%	15,796
SURPLUS (DEFICIT)	-373	1,245	74,500	73,255	2%	813

[illegible]

General Ledger Detail

Defaults (2/1/2023 - 2/28/2023)

Ventura

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Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A	CASH IN BANK-OPERATING						2,071,641.69
2/1/2023	AR Receipt Summary	Bank	AR-Receipt	45552	624.00		
2/1/2023	OPCC Reference: 3 Receipt(s)						624.00
2/1/2023	Credit Card Shipping Expense	JE23-0212	GL-Manual	45549		60.48 A	
2/1/2023	Summarized AP Payments	Payments	AP-Payment	45553		2,616.73	
2/1/2023	California State Employees Association Check: 76195						140.37
2/1/2023	Int'l Union Of Operating Engineers Check: 76196						107.80
2/1/2023	OPEB Check: 76197						2,305.56
2/1/2023	SEIU Local 1877 Check: 76198						63.00
2/1/2023	Summarized AP Payments	Payments	AP-Payment	45554		3,105.00	
2/1/2023	CREW PROTECTION ENTERPRISES INC. Check: ARES3KD5						3,105.00
2/2/2023	AR Receipt Summary	Bank	AR-Receipt	45557	280.84		
2/2/2023	OPCA Reference: 1 Receipt(s)						72.84
2/2/2023	OPCC Reference: 1 Receipt(s)						208.00
2/2/2023	Credit Card Fees	JE23-0205	GL-Manual	45542		323.45 A	
2/2/2023	Authorize.net Fees	JE23-0211	GL-Manual	45548		10.00 A	
2/3/2023	AR Receipt Summary	Bank	AR-Receipt	45559	2,916.00		
2/3/2023	OPCA Reference: 1 Receipt(s)						2,500.00
2/3/2023	OPCC Reference: 2 Receipt(s)						416.00
2/3/2023	Summarized AP Payments	Payments	AP-Payment	45553		20,602.06	
2/3/2023	Public Employees Retirement System Check: 1002296753						20,452.06
2/3/2023	Pers Supplemental Contribution Program Check: 1002296754						150.00
2/3/2023	Summarized AP Payments	Payments	AP-Payment	45554		47,201.70	
2/3/2023	AAA Propane Service, Inc. Check: 76199						593.77
2/3/2023	Jason Amelio Check: 76200						95.00
2/3/2023	Bay Alarm Company Check: 76201						1,237.50
2/3/2023	Car Quest Check: 76202						118.51
2/3/2023	Dunn Edwards Paints Check: 76203						395.61
2/3/2023	EFN Web, LLC Check: 76204						1,800.00
2/3/2023	Gladstone Inc. Check: 76205						550.00
2/3/2023	Hose-Man, Inc. Check: 76206						226.04
2/3/2023	House Sanitary Supply, Inc. Check: 76207						150.29
2/3/2023	Ideal Security & Technology ,Llc. Check: 76208						551.26
2/3/2023	MADALYN JOHNSON Check: 76209						95.00
2/3/2023	Lieberman Consulting, Inc Check: 76210						5,000.00
2/3/2023	Heidi Ortiz Check: 76211						118.00
2/3/2023	Powerstride Battery Co #55 Check: 76212						1,839.53
2/3/2023	Quinn Company Check: 76213						1,124.20
2/3/2023	Spectrum Business Check: 76214						345.87
2/3/2023	Wells Fargo Vendor Financial Services Check: 76215						226.28
2/3/2023	White Cap Construction Supply Check: 76216						7,734.84
2/3/2023	Wilson Events, Inc Check: 76217						25,000.00
2/6/2023	AR Receipt Summary	Bank	AR-Receipt	45561	208.00		
2/6/2023	OPCC Reference: 1 Receipt(s)						208.00
2/7/2023	AR Receipt Summary	Bank	AR-Receipt	45563	676.00		
2/7/2023	OPCC Reference: 3 Receipt(s)						676.00
2/8/2023	AR Receipt Summary	Bank	AR-Receipt	45565	728.00		
2/8/2023	OPCC Reference: 3 Receipt(s)						728.00
2/10/2023	AR Receipt Summary	Bank	AR-Receipt	45567	208.00		
2/10/2023	OPCC Reference: 1 Receipt(s)						208.00
2/10/2023	UMS Celero Fees -Front Office	JE23-0206	GL-Manual	45543		7.95 A	
2/10/2023	UMS Celero Fees -Money Room	JE23-0207	GL-Manual	45544		6.50 A	
2/10/2023	UMS Celero Fees -Showworks	JE23-0210	GL-Manual	45547		6.50 A	
2/13/2023	AR Receipt Summary	Bank	AR-Receipt	45571	13,968.00		
2/13/2023	OPCA Reference: 1 Receipt(s)						13,500.00
2/13/2023	OPCC Reference: 2 Receipt(s)						468.00

General Ledger Detail

Defaults (2/1/2023 - 2/28/2023)

Ventura

Page 2

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A CASH IN BANK-OPERATING							
2/14/2023	AR Receipt Summary	Bank	AR-Receipt	45573	208.00		
2/14/2023	OPCC Reference: 1 Receipt(s)						208.00
2/15/2023	AR Receipt Summary	Bank	AR-Receipt	45575	286.00		
2/15/2023	OPCC Reference: 2 Receipt(s)						286.00
2/15/2023	Close Lottery Account	JE23-0202	GL-Manual	45457	4,664.57 T		
2/15/2023	Close Savings Account	JE23-0203	GL-Manual	45458	1,269.28 T		
2/15/2023	Summarized AP Payments	Payments	AP-Payment	45553		32,411.93	
2/15/2023	CFSA Check: 76219						28,251.93
2/15/2023	James Howell Check: 76218						4,160.00
2/15/2023	Summarized AP Payments	Payments	AP-Payment	45554		40,510.63	
2/15/2023	Airgas USA, LLC Check: 76220						192.79
2/15/2023	Car Quest Check: 76221						254.30
2/15/2023	Ventura Water Check: 76222						4,779.61
2/15/2023	CREW PROTECTION ENTERPRISES INC. Check: ARGE73RB						1,100.00
2/15/2023	CREW PROTECTION ENTERPRISES INC. Check: ARGE8MNP						3,105.00
2/15/2023	CREW PROTECTION ENTERPRISES INC. Check: ARGE99ZF						3,484.00
2/15/2023	Department Of Forestry & Fire Protection Check: 76223						3,840.00
2/15/2023	E.J. Harrison Rolloffs Check: 76224						2,601.32
2/15/2023	Ideal Security & Technology ,Llc. Check: 76225						315.00
2/15/2023	Shannon Patrick Check: 76226						118.00
2/15/2023	QUADIENT FINANCE USA, INC. Check: 76229						290.00
2/15/2023	Southern California Edison Company Check: 76227						20,162.43
2/15/2023	Silvas Oil Company Inc. Check: 76228						268.18
2/16/2023	AR Receipt Summary	Bank	AR-Receipt	45583	286.00		
2/16/2023	OPCC Reference: 2 Receipt(s)						286.00
2/17/2023	AR Receipt Summary	Bank	AR-Receipt	45585	468.00		
2/17/2023	OPCC Reference: 2 Receipt(s)						468.00
2/21/2023	AR Receipt Summary	Bank	AR-Receipt	45587	858.00		
2/21/2023	OPCC Reference: 5 Receipt(s)						858.00
2/22/2023	Summarized AP Payments	Payments	AP-Payment	45554		5,310.63	
2/22/2023	AccountingWare Check: 76230						280.00
2/22/2023	AT&T Mobility Check: 76231						246.85
2/22/2023	The Home Depot Check: 76232						459.39
2/22/2023	Ideal Security & Technology ,Llc. Check: 76233						140.00
2/22/2023	Low Voltage Solutions, Inc. Check: 76234						1,908.00
2/22/2023	Deposit Refunds Check: 76235						550.00
2/22/2023	Deposit Refunds Check: 76236						550.00
2/22/2023	Silvas Oil Company Inc. Check: 76237						297.91
2/22/2023	United Rentals Check: 76238						509.70
2/22/2023	Ventura Air-Conditioning Company Check: 76239						142.50
2/22/2023	Wells Fargo Vendor Financial Services Check: 76240						226.28
2/23/2023	AR Receipt Summary	Bank	AR-Receipt	45606	494.00		
2/23/2023	OPCC Reference: 3 Receipt(s)						494.00
2/24/2023	AR Receipt Summary	Bank	AR-Receipt	45593	208.00		
2/24/2023	OPCC Reference: 1 Receipt(s)						208.00
2/27/2023	AR Receipt Summary	Bank	AR-Receipt	45597	286.00		
2/27/2023	OPCC Reference: 2 Receipt(s)						286.00
2/28/2023	AR Receipt Summary	Bank	AR-Receipt	45599	26.00		
2/28/2023	OPCC Reference: 1 Receipt(s)						26.00
11300-00-20-400-A		Net:	123,510.87-		28,662.69	152,173.56	1,948,130.82

\$ Trial Balances

Adjustments:	414.88
Transfers:	5,933.850
Net Received:	22,728.84
Net Disbursed:	151,758.68

Ventura Raceway, (Board of Directors)

Feb 22, 2023

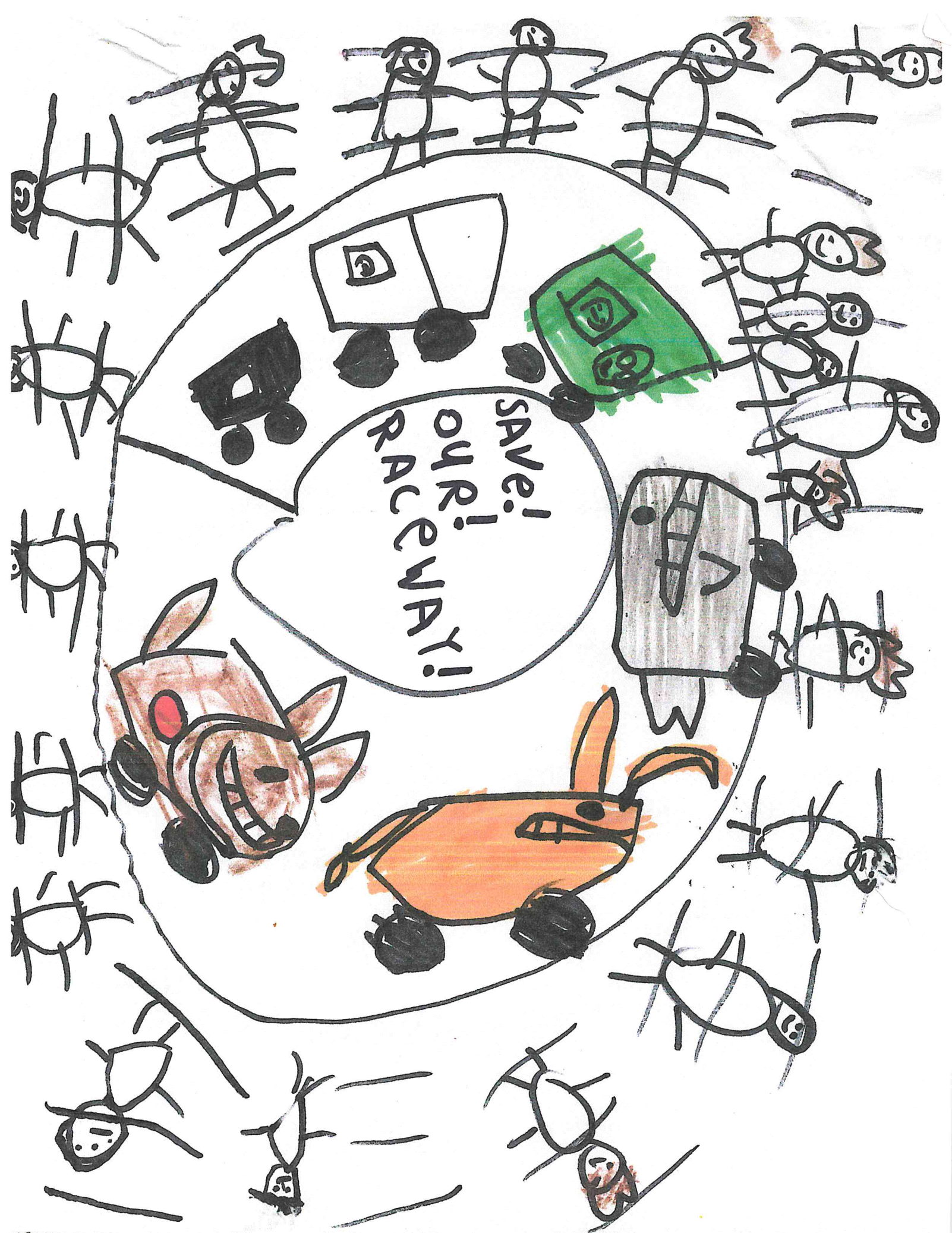
I'm sorry I couldn't attend the meeting tonight, but I am firmly against PSB's proposals for new development on this property. I know it has a long, beloved history of providing invaluable recreational options for the Ventura community. While some repairs or upgrades would be great and helpful for the existing fairgrounds, PSB's plans don't really hint at bringing together the community the way that they should. It's likely to become a strip mall mix of businesses - devoid of personal ties with the community. These fights are worth fighting. PSB can market/pitch like they'll take good care with their proposal, but any glance at their plan/financials will show this isn't the case.

—Becky Romano
Thanks for reading.

becky.romano@gmail.com, Carpinteria homeowne/resident

SAVE OUR TRACT





2/22/23

To the Fairground's Board of Directors,

I am writing this letter to express my strong opposition to The Ventura Fairgrounds and Raceway being bought up and developed into a new event center. Although baseball is great, the fairgrounds offer so much more variety for all different types of community members. I, along with many other locals, enjoy several happenings there throughout the year from the swap meet, The Ventura County Fair, rodeo, concerts and especially the Ventura Raceway events. The fairgrounds have offered something unique and special to this community for as far back as I can remember, and before me, my family attended the same events. It would be a disheartening shame to see the small beach side fairground charm gone to be replaced with a stadium just like every other generic city. Taking this away would change the lives of a lot of people who call this place home and have attended fairground events for generations, not to mention the elimination of a place for people to chase their passion in the dirt on horseback or wheels! This development sounds aimed towards generating tourism more than the people who live here. Keep Ventura local, fun and funky. It's a special place, let's not let it turn into another common run of the mill town.

Sincerely,

Ventura County Native... Kirsten Landsverk

RECEIVED MAR 06 2023

From: [Jonita Garcia-Scott](#)
To: [Info](#)
Subject: [External] Attention VCF Board Members
Date: Wednesday, March 1, 2023 9:20:57 AM

Good morning, my name is Jonita Lynn Garcia Ventura Chumash, I say to you one thing, save our fairgrounds. Thank you.



02/27/2023

Honorable Board of Directors 31st District Agricultural Association

10 W Harbor Blvd

Ventura, CA 93001

Dear Board Members,

I strongly oppose the changes to the Ventura Fairgrounds that have been proposed by the developers from Los Angeles, especially the removal of Ventura Raceway. The existing Fairgrounds are a valuable community resource with a long and meaningful history and purpose for Ventura County residents.

I have been a Ventura resident since 1981. I am also a local business owner and a neighbor to the Fairgrounds.

Sincerely,

A handwritten signature in blue ink, which appears to read "Steve Storz", is written over the word "Sincerely,".

Steve Storz, President

Storz Performance, Inc.

Stacy Rianda

From: Lynn Arneill-Brown <lynnab56@gmail.com>
Sent: Thursday, March 2, 2023 2:44 PM
To: Stacy Rianda
Subject: [External] Fairground Development

This letter may be a bit late...I applaud the Board for having an open forum so that any who wanted to hear about the development could. I'm thrilled that so many were against the project.

I agree the Fairground needs to update. I don't even have a problem with a high end food court, or parking structure. Frankly, I'm not a big fan of the racetrack either. But, there is simply no need to build a stadium for a minor league baseball team that would probably never materialize. Where would the team live? No one can afford to live in this town anymore! No one attends the minor soccer league games in town. No one ever got on board when Camarillo and Oxnard tried to bring in a team. Just make them go away!

The biggest problem is traffic. I have no idea how to mitigate, but that won't go away no matter what you try to do or build.

I am actually from an old County Family and am related to the Foster's by my great-grand uncle's marriage. That gift/legal obligations should not be circumvented. History and people still mean something in this community.

And environmentally it would be a disaster. I even heard Limoneria might want to do a land swap and build residential on the land. Jeez, it's reclaimed land, next to a river that goes out of control. Frankly, the ocean is doing a good job of reclaiming the reclaimed land! So, build up the shoreline to protect the whole area and find a way to upgrade without selling out. I'm sure that won't be easy.

Good Luck,

Lynn Arneill-Brown
220 N. Saticoy Ave.
Ventura, CA

From: [Ron Whitehurst](#)
To: [Info](#)
Cc: westsidecommunitycouncil@gmail.com
Subject: [External] Pacific Sports Group proposal
Date: Saturday, February 25, 2023 12:04:15 AM

To: Board of Directors, 31st District Agricultural Association / Ventura County Fair

Fair buildings are old and could use some repair but are serviceable, functional. With sea level rise projected to be 30 to 60 inches in the next decade, disposable buildings are the best option for an area that will probably need to be abandoned in the next decade.

Sea level rise article

https://www.theguardian.com/environment/2023/feb/14/rising-seas-threaten-mass-exodus-on-a-biblical-scale-un-chief-warns?CMP=Share_iOSApp_Other

SPG wants to spend a lot of money to build infrastructure on the land. With that vested interest, they will ask the city and county for concessions. What are those? SPG will ask for the city, county, state (us taxpayers) to invest in a sea wall or defenses to keep the ocean from washing their investment out to sea. I am not willing to have my taxes go to support a private company to protect a stupid, poorly designed, unneeded facility.

Ticket prices will need to increase to cover the loans to build the facilities. This will exclude much of the Ventura Avenue community which is a DAC. This seems like an expression of white privilege, exclusionary, and inappropriate.

The vision of the open campus, shops, eateries, and night life is very attractive. The experience of encountering some unsavory characters on the beach makes some question having an open campus in that area, at this time. This is an opening to have a discussion of how can we improve our fairgrounds with minimal investment to serve our community. It could be that formerly homeless people could be hired to live on the grounds and serve as watchmen and maintenance staff.

yours,

Ron Whitehurst

--

Ron Whitehurst, Pest Control Advisor
Rincon-Vitova Insectaries
800-248-2847

rinconvitova.com

Contact: Email ron@rinconvitova.com bugnet@rinconvitova.com,

Phone Office 805-643-5407 Mobile 805-746-5368

Twitter Ron Whitehurst @BugfarmerRon, Rincon-Vitova Insectaries @BugFarmRincon

Instagram @ronwhitehurst

Skype: ronwhitehurst

WeChat: Bug-Farmer

WhatsApp 805-746-5368

Facebook Ron Whitehurst, Rincon-Vitova Insectaries

Websites: rinconvitova.com, dietrickinstitute.org, dietrick.org, nzitrap.us

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
23-35	Jennifer Martin	Concessions Assistant	\$5,000.00
23-36	T-Mobile	1 Year Sponsorship	\$17,500.00
23-37	Golden State Communications	3 Year Radio Rental	2023: \$3,542.40 2024: \$3,542.40 2025: \$3,542.40
23-38	Bar None Group Inc. DBA Speeda Sound	3 Year Grandstand Lighting Equipment Rental & Service	2023: \$30,904.70 2024: \$30,904.70
23-39	Trinity Facility Services	1 Year Janitorial Services with Four 1-Year Options	2024: \$207,038.72 2025: \$213,244.60
23-40	Marley Laffoon	Co-Superintendent Small Livestock	\$3,000.00
23-41	Leydin Bowman	Co-Superintendent Small Livestock	\$3,000.00
23-42	Lisa McGowan	Superintendent Premiums	\$4,000.00
23-43	Shanshia Touring LLC	Grandstand Entertainment	\$85,000.00
23-44	Double L Touring, LLC	Grandstand Entertainment	\$75,000.00 + \$2,500.00 Backline
23-45	Rolling Stages, Inc.	3 Year Grandstand Staging Equipment & Rental	2023: \$46,000.00 2024: \$47,380.00 2025: \$48,800.00
23-46	ParkHub, Inc.	3 Year Event Parking Services	\$27,000 + transaction fees

Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT
23-031	Seaside Sports Collectors Expo	Sports Card Show	\$2,485.00	3/19/23
23-032	Lucid Motors	Car Media Event	\$6,736.00	3/7/23-3/10/23
23-033	Rodriguez Quinceanera 2023	Birthday Party	\$3,162.00	12/2/23
23-034	The Throwdown Productions LLC	Cornhole Event	\$77,530.00	8/21/23 -8/29/23
23-035	Exotic Bird Mart & Expo	Bird Expo	\$1,785.00	4/16/23
23-036	Arroyo Quinceanera 2023	Birthday Party	\$3,508.00	12/16/23
23-037	Xtreme Backyards	Spa Sow	\$7,440.00	4/13/23 - 4/17/23
23-038	Latino Business Expo	Expo	\$3,493.00	4/27/23
23-039	Parkinson Foundation	Moving Day	\$3,590.00	4/28/23 -4/29/23
23-040	Serenity By The Sea	AA Meetup	\$10,116.00	4/28/23-4/30/23