

# BOARD MEETING NOTICE

The 31<sup>st</sup> DAA Board of Directors will be holding a board meeting on  
**Tuesday, April 25<sup>th</sup>, 2023 at 9:00 a.m.**

Join Zoom Meeting

<https://us06web.zoom.us/j/4834214737?pwd=d0FrRzVFQUlUNG9OeUxFM0FuUG5qQT09>

Join Via the phone:

1-720-707-2699

Meeting ID: 483 421 4737

Passcode: 575554

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

## BOARD OF DIRECTORS

Leah Lacayo (President), 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](http://www.venturacountyfair.org).

## AMERICAN WITH DISABILITIES ACT

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

# Board of Directors Meeting Agenda

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

**Tuesday, April 25<sup>th</sup>, 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:** Pursuant to Government Code Section 1126, the Board is authorized to meet in Closed Session for the purpose of considering matters involving:

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

B. Personnel Matters Gov. Code 11126 (a)(1)

**VI. Approval of Minutes**

A. March 28<sup>th</sup>, 2023 Board Meeting

**VII. Financial Report**

A. Financials ending March 31<sup>st</sup>, 2023

- VIII. Committee Reports**
  - A. Operations Committee Report – Michael Bradbury, Chair
  - B. Marketing Committee Report – Dan Long, Chair
  - C. Livestock Committee Report - Dan Long, Chair
- IV. Old Business**
  - A. Fairgrounds Foundation
  - B. Collecting credit cards from auction buyers
  - C. Policy for the 31<sup>st</sup> DAA Legal Advice
  - D. Retreat/Team Building
- X. New Business**
  - A. Report on Foundation Meeting 4-11-23
- XI. Board Correspondence**
  - A. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: California Department of Tax & Fee Administration (CDTFA) Video
  - B. Email from Shawn Phillips, CFO for Pacific Sports Group and support signatures
- 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, 1-3, 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
    - 3. Concession Agreements
- XIII. CEO Report**
- XIV. President's Comments**
- XV. Director's Comments**
- XVI. Future Agenda Items**
- XVII. Adjourn in Gene West's Honor**

#### **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](http://venturacountyfair.org) Contact: Stacy Rianda, CEO

Tuesday, March 28<sup>th</sup>, 2023 at 9:00 a.m.

Join Zoom Meeting

<https://us06web.zoom.us/j/4834214737?pwd=d0FrRzVFQUIUNG90eUxFM0FuUG5qQT09>

Join Via the phone:

1-720-707-2699

Meeting ID: 483 421 4737

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## 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 and Daniel Long.

**Absent:** Shanté Morgan-Carter.

**Staff present:** Stacy Rianda, CEO, Jason Amelio, Sales Manager, Madalyn Johnson, Concessions Manager, Cristian Yopez, Accounting Dept., Shannon Patrick, Exhibits Supervisor, Megan Hook, PR & Marketing Firm and Heidi Ortiz, Executive Secretary.

**Guests Present:** Sarah Pelle, Fairs & Expositions, Haig Baghdassarian, Chief Counsel with CDFA, Brandi Gragg, Staff Counsel with CDFA, Peter Sheydayi, City of Ventura, Cody Stults, City of Ventura, Dave Lowenstein, Penny Boehm, Pat Ogden, Tony Mireles, Phil Ranger, Tom Kisken, Betsy Chess, Alex Local 585, Meredith Hart, Kris Kornder, Guillermo Ceja Liuna, Sheri Clawson and Julie Solomonson.

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

## II. Pledge of Allegiance

Director Cornejo led all present in the Pledge of Allegiance.

## III. Welcome and Introductions of Guests and Staff

Invitation for the public to introduce themselves (not mandatory)

The following individuals introduced themselves:

Meredith Hart - Economic Development Department with the City of Ventura

Haig Baghdassarian – Chief Counsel with CDFA

Brandi Gragg – Staff Counsel with CDFA

Staff for the Fairgrounds introduced themselves.



#### **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. 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))

The board adjourned into closed session at 9:10 a.m.

The board reconvened at 9:52 a.m. and President Lacayo stated that there was no action that transpired.

#### **VI Presentation**

City of Ventura – Surfers Point Phase II

Peter Sheydayi, Assistant Public Works Director/City Engineer, stated that this would be a discussion of Phase II of the Surfers Pont project.

Cody Stults, Project Manager for the City of Ventura, conducted a power point presentation of the Surfers Point Phase II project. It provided a general overview which included historical damage, proposed improvements, project site plan, project cost and timeline.

Director Cornejo commented on how well the fairgrounds and the City of Ventura are working together in order to protect this jewel. Being on the Ad Hoc Committee she explained that there has been good communication and any changes will be brought back to the board for approval. She appreciates all the work that has been done and thanked everyone involved.

With the presentation, it was stated that the lighting fixtures being proposed might not be within the budget, so Director Cuevas asked what the cost would be because the fairgrounds has a fundraising arm or could do outreach to raise money to cover those costs.

Mr. Stults stated that the grant application that was submitted should cover the lighting fixtures so he doesn't see that it would be a problem but would reach out if it is an issue.

Mr. Sheydayi stated that they will know more when they bid this out. They are hoping the State Conservancy will fully fund the project as they suggested they would do. The Governor is looking to make cuts, but it is not clear how much it would affect the project. He explained that a letter from the Fair board supporting the project would be helpful.

#### **VII. Approval of Minutes**

A. January 24<sup>th</sup>, 2023 Board Meeting

Director Cuevas stated she has a correction and asked to change President Lacayo's statement regarding the Operation Committee meeting several times in 2022 because she believed that to be incorrect.

Director Cornejo stated that the minutes reflect what was stated. She suggested striking the second sentence and bringing any additional discussion regarding when the Operations Committee did or did not meet to another meeting.

**MOTION:** To approve the January 24<sup>th</sup>, 2023 Board Meeting minutes with the deletion of the second sentence of President Lacayo's statement on page 3.

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

B. February 28<sup>th</sup>, 2023 Board Meeting

**MOTION:** To approve the February 28<sup>th</sup>, 2023 Board Meeting minutes.

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

**VIII. Financial Report – Cristian Yepez**

A. Financials ending February 28, 2023

Mr. Yepez reviewed the financials.

B. Discussion and approval to transfer funds from savings to LAIF.

Mr. Yepez explained that staff recommends transferring \$300,000 from the Mission Bank savings account to LAIF, Local Agency Investment Fund, because the interest rate is 2.07% compared to 0.05%, which is what we are getting currently.

CEO Rianda stated that this was addressed with Director Cornejo, who is Budget Committee Chair, and agreed with this recommendation.

**MOTION:** To approve transferring \$300,000 from the Mission Bank savings to LAIF.

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

**IV. Old Business**

A. Security Report of the theft reported on the Fairgrounds during the 2022 Fair

CEO Rianda explained that four people were arrested for the theft during the Fair. It is still an ongoing investigation, so there is nothing more to report at this time. She appreciates the CHP for all their work on solving this.

**B. PSG presentation 2/22/23 – Discussion and contractual requirement to respond/possible action**

President Lacayo stated that PSG has done their presentation and the board needed to respond that they have received the proposal and fulfilled its obligation of the contract. She asked if the board had any further discussion.

There was a brief discussion about whether a vote was needed again. It was decided that it would be good to vote again since their presentation took place last month.

**MOTION:** To approve rejecting the Pacific Sports Group proposal.

<b>Board Member Name</b>	<b>Approved (Yes Vote)</b>	<b>Not Approved (No Vote)</b>	<b>Abstain</b>
Director Bradbury (Motion)	X		
Director Cornejo	X		
Director Cuevas (Second)	X		
Director Long	X		
President Lacayo	X		

**X. New Business - None**

**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

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

<b>Board Member Name</b>	<b>Approved (Yes Vote)</b>	<b>Not Approved (No Vote)</b>	<b>Abstain</b>
Director Bradbury (Second)	X		
Director Cornejo	X		
Director Cuevas (Motion)	X		
Director Long	X		
President Lacayo	X		

### **XIII. CEO Report**

- The maintenance department is continuing to clean up the grounds. We hired an electrician, who we used during Fair last year, to go through and fix all the electrical.
- We are continuing to hire for maintenance and we also just hired a front office assistant, which was a former JFB member, livestock exhibitor and has worked with us before.
- New pumps had to be purchased because the old ones were unrepairable.
- Maintenance has been building planter boxes made out of recycled wood that we have on the fairgrounds and we are able to move them around for events.
- We have been voted Best Event Venue for 2022 in the VC Star.
- She has been researching and getting information on what other Fairs have been doing as far as going cashless, more specifically Del Mar and Minnesota State Fair because they are doing a cashless carnival. They are using the company Sapphire so it will be good to see how it goes for them and we will see about implementing that next year. She just signed a contract with Park Hub for parking that will be cashless as well.
- She has an upcoming call to discuss the FEMA reimbursement for the equipment that was damaged by the recent rainstorms.
- She participated in the Southern California Fairs Area Meeting and received updates on various items.
- She had a meeting with Katie Convoy who is a fundraiser and will be attending the Foundation Meeting coming up to present some of her ideas.
- Congratulated Director Morgan-Carter on her opinion letter that was published in the VC Reporter.
- There was rain damage in the arena and the turn 3 wall had collapsed, so Mr. Naylor will be working on rebuilding that.
- She had a meeting with the manager of the Amanzi Hotel to discuss if they would be able to partner with us. He offered two free rooms and the rest would be at full price.
- She met with Christie Weir who will be a good resource moving forward because of all the connections she has in the community.
- She had a meeting with Ron Bowman with the Wood Claeysens Foundation who is interested in putting additional money into the horse department. They are putting together a priority list and will send that over.
- There was a Surfers Point Ad Hoc Meeting and thanked Director Bradbury and Director Cornejo for all their work and participation.
- She had a meeting with the Surfliner to discuss possible advertising opportunities which she is also working with Ms. Hook on.
- She has been scoring more bids with Ms. Ortiz.
- She met with Scott Spencer who has involvement in the movie industry and discussed possibly advertising the facility to bring in more movies. He is going to connect her with someone he knows that could help.
- DGS hosted a walk-through for the Santa Cruz roof replacement project with potential bidders. That project is scheduled to start August 16<sup>th</sup> if everything goes to plan.
- She had a meeting with Patty Braga, who is with the Leadership Academy, and she is requesting admission tickets for 70 adults and 70 children which they would raffle off to help support the program. She explained there is no policy in place regarding ticket donations so that is something she would like addressed with the Policy Manual Ad Hoc Committee.
- She attended the VVCB event planner meeting.
- She attended the air show at Point Mugu where she met the gentleman who is proposing to have an air show at the Fairgrounds next year over Veterans Day Weekend and talked



with him more. It was her first air show so she was able to see more of what the show would entail.

- She met with the Ventura County Museum and the County of Ventura who reached out and asked for our participation in the 150<sup>th</sup> anniversary of the County. There were many ideas reviewed and ways that we can work with them.
- There is a stakeholders webinar that will cover more details of the 150<sup>th</sup> Anniversary. Ms. Ortiz will represent because the Operations Meeting is at the same time.
- We had a shredding event in which we followed the CDFA destruction of records and were able to get rid of a lot of old documents.
- She explained that Director Cuevas asked about background checks and has looked into different services and is going through to see what the best fit for us would be. She has done Megan's Law at Fresno, so at the least we will run people through that system.

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

Madalyn Johnson, Commercial and Food Vendor Manager

- She is continuing to accept and process vendor applications.
- The Health Department requires a master list of all the vendors, so she is working with them on that.
- The California Tax and Food Administration is also requiring a report that needs to be submitted right before the Fair so she is also working with them on that.
- She addressed some healthy food options and explained that she has booked three local artisans: a painter, potter and fabric.
- Her and some other staff will be hosting a booth at the Spring Wine Walk this Saturday, April 1<sup>st</sup>.

Shannon Patrick, Exhibits Supervisor

- She has had most of her one-on-one Superintendent Meetings which have all been really productive and will finish those this week.
- She is continuing to work on finishing up the entry guides and sending the updates for the website.
- She will be starting contracts soon.

Heidi Ortiz, Executive Secretary

- There have been five bids sent out, scored and awarded since January. We did have one protest for the ground sound and lights and we should hear something soon. The company protesting didn't have an issue with the bidding or scoring process, it was with the company awarded the bid.
- She completed February retirement where we had 17 employees in PERS for a total of \$23,001.53.
- She took in four brick orders and encouraged everyone to continue spreading the word and promoting the program.
- She continues to work on contracts for grounds, grandstand and services that have been awarded.
- She is working with Ms. Johnson and Mr. Amelio on completing the Possessory Interest Report for the County Assessor's Office which is due this Thursday.
- She confirmed that we have eight park and ride lots for the Fair this year: Ventura High School, DeAnza Middle School, Government Center, Pacific View Mall, State Beach, Community Park, old Oxnard High School and College Park in Oxnard. She is

continuing to work on agreements and ironing out all the details. We are still trying to find a lot close to the fairgrounds that we can use for employees, vendors and volunteers.

Megan Hook, PR & Marketing

- She will be launching the youth poster contest which will run through April 28<sup>th</sup>. She is reaching out to 75 media contacts, school districts and organizations.
- She will be starting a new initiative called VC Fair Friends at the Spring Wine Walk this Saturday and it will go public shortly after.
- They have someone auditing the website because there are so many pages and old information that needs to be updated.
- There are all new social media accounts except Facebook and they are under VCFairgrounds. She encouraged everyone to follow and spread the word. There will be year-round content promoting all the events that we have, not just the Fair.
- She is excited and looking forward to the Marketing Committee Meeting next week to be able to start collaborating and come up with a plan.

Jason Amelio, Sales Manager

- He explained that his report will cover last month.
- There were a lot of events that were cancelled due to the rain including the Swap Meet, Auto Cross and two Surf Competitions. Raceway was also unable to launch their season.
- We did have some strong events like the Gem and Mineral Show, which had a good turnout, and the return of Brew Ha Ha Production's Punk in the Park.
- We had a successful launch of the 805 Night Market and they will be returning later this year.
- In rental revenue we took in \$56,310 and in parking and camping we took in \$56,050.
- In April there will be a couple of return events that include the Crab Fest, Skull and Roses and hopefully the launch of Raceway.
- There will be some cool announcements coming soon!

#### **XIV. President's Comments**

- Thanked everyone for their reports and all their hard work. She is looking forward to everything that is coming.

#### **XV. Director's Comments**

Director Cornejo

- She stated that thanks to Ms. Hook's report she is now following the Fair on Instagram.
- She is continuing to work on the policies and procedures with the help of CEO Rianda, who is gathering policies from other Fairs, but will need to bump up bringing the changes to the board to May because it is a lot more information to go through.
- She is very pleased to see all the new things taking place and being worked on.
- She stated that due to the public hearing it brought light to all the needs of the fairgrounds and thinks it will help with fundraising and support.

Director Long

- He attended the 805 Night Market and while it wasn't what he thought, it was a good event and well attended.
- He explained there was a Marketing Meeting scheduled for April 6<sup>th</sup> and a Livestock Meeting scheduled for April 3<sup>rd</sup> and the location was to be determined.

- He is excited to see so many things going on and looking forward to this year for our fairgrounds.

#### Director Bradbury

- Thanked the staff for their reports and appreciates all their hard work. He stated that they are fortunate to have CEO Rianda here. He explained that he drives around the fairgrounds sometimes and it is good to see the grounds being cleaned up and things getting fixed.
- He asked about having in person meetings again which President Lacayo told him to refer to the meeting minutes from February 28<sup>th</sup> because that was discussed at that meeting.
- He stated it would be advantageous to do a team building seminar with the board. He wants to focus on strengths and build on their weaknesses.
- He thanked everyone and appreciates everyone's dedication.

#### Director Cuevas

- She wanted to follow up on her formal request for board training conducted by the State.

CEO Rianda explained that she has reached out to Mr. Southwick at F&E and as soon as she gets a response, she will let her know.

- She also asked for a comprehensive review of the facility assessment as Director Morgan-Carter asked for at the last meeting.

CEO Rianda stated that the facility assessment was done in December, and it is posted on our website and made part of the board packet. It will be part of what is discussed at the Operations Committee tomorrow so recommendations can be brought to the board at the April board meeting.

Director Cuevas apologized for missing the link. She explained that the rest of her items were future agenda items.

### **XVI. Future Agenda Items**

1. Review the procedures on the development of RFIs and RFPs
2. Put a policy in place for collecting credit cards for auction from every bidder before Fair
3. Policy regarding seeking legal advice from the State
4. Set up a meeting with the Fair Board and the Foundation Board
5. Status report on board team building/retreat

### **XVII. Adjourn**

The meeting was adjourned at 11:35 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 March 31, 2023**

**Balance Sheet**

**Assets**

**Current Assets**

Operating Cash	\$ 2,452,614
Maximizer Savings	554,749
LAIF Balance	39,780
Other current assets	341,927
<b>Total current assets</b>	<b>\$ 3,389,070</b>

**Long-term Assets**

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

**Total assets:** \$ 7,242,048

**Liabilities**

**Current liabilities**

Accounts payable	\$ 108,270
Other current liabilities	635,520
<b>Total current liabilities</b>	<b>\$ 743,790</b>

**Long-term liabilities**

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

**Capital Resources**

Unrestricted resources	\$ 4,690,512
State allocation	-
Invest in Capital Assets	\$ -
Project Reimbursements	\$ -
Auction reserve	502,138
Net Income (Surplus/Deficit)	(199,966)
<b>Total capital resources</b>	<b>\$ 4,992,684</b>

**Total liabilities and capital resources:** \$ 7,242,048

**Total Cash Balance**

Beginning Cash Balance	3,185,212.27
Ending Cash Balance	3,074,573.58
<b>Net Outlay:</b>	<b>\$ (110,638.69)</b>

**Accounts Receivable**

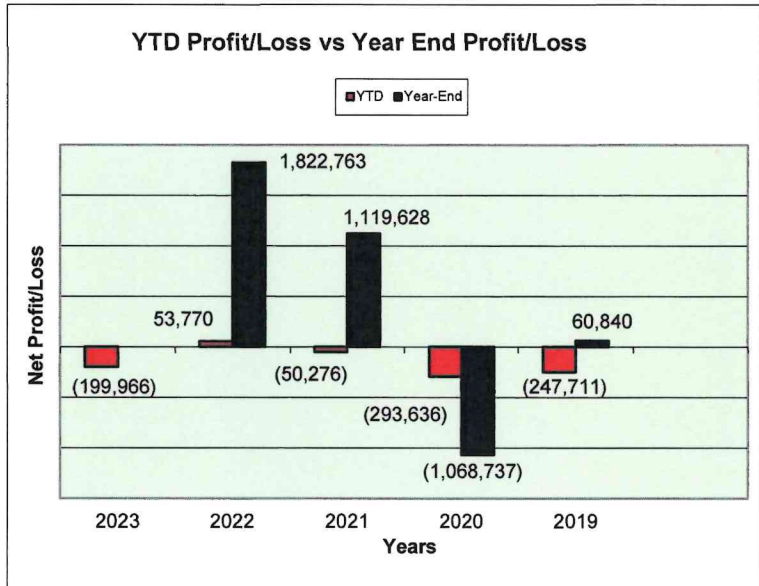
General	\$ -
Fairtime	-
Auction	-

**Total receivables:** \$ -

**Legal Actions**

**Consolidated Income Statement**

	March	2023 YTD	2022 YTD
<b>Revenues</b>	\$ 250,453	\$ 635,770	\$ 402,107
<b>Expenses</b>	273,498	835,736	348,337
<b>Surplus/Deficit</b>	\$ (23,045)	\$ (199,966)	\$ 53,770



**Profit/Cost Centers**

	March	2023 YTD	2022 YTD
<b>Fair</b>	\$ 14,356	\$ (546)	\$ (8,697)
<b>Facility Rentals</b>	\$ 140,779	\$ 343,994	\$ 243,239
<b>Horse Racing</b>	\$ (27,504)	\$ (26,259)	\$ 10,341
<b>Overhead</b>	\$ (150,188)	\$ (431,421)	\$ (180,984)
<b>Auction</b>	\$ (10)	\$ (422)	\$ -

**Budget Compliance 2023**

	YTD	BUDGET	% MET
<b>Fair</b>	\$ (546)	\$ 2,368,863	0.000
<b>Facility Rentals</b>	\$ 343,994	\$ 1,360,325	0.253
<b>Horse Racing</b>	\$ (26,259)	\$ 74,500	-0.352
<b>Overhead</b>	\$ (431,421)	\$ (1,755,168)	0.246
<b>Auction</b>	\$ (422)	\$ 30,850	-0.014

**Capital Projects 2023**

	1st Quarter	BUDGET	% MET
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VENTURA COUNTY FAIR ( 31st DAA )			
BALANCE SHEET			
FOR THE PERIOD ENDING MARCH 31, 2023			
ASSETS			
Current Assets	2023	2022	
<b>Cash</b>			
Petty Cash	150	119	
Change Funds	6,000	14,100	
Cash - Operating	2,452,614	1,303,988	
Cash - Lottery	0	4,665	
Cash - Premiums	0	0	
Cash - Payroll	1,444	457	
Cash - Savings	554,749	554,898	
Cash - LAIF	39,780	39,334	
Cash - Auction	19,838	(1,139)	
<b>Total Cash</b>	<b>3,074,574</b>	<b>1,916,423</b>	
<b>Other Current Assets</b>			
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	
<b>Total Other Current Assets</b>	<b>314,495</b>	<b>1,022,478</b>	
<b>Total Current Assets</b>	<b>3,389,069</b>	<b>2,938,900</b>	
<b>Capital Assets</b>			
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)	
<b>Total Capital Assets</b>	<b>3,852,979</b>	<b>4,262,094</b>	
<b>TOTAL ASSETS</b>	<b>7,242,048</b>	<b>7,200,995</b>	
LIABILITIES & CAPITAL RESOURCES			
<b>Liabilities</b>			
Payroll Liabilities	0	0	
Clearing Accounts	(30,361)	(13,926)	
Accounts Payable	108,270	50,881	
Workers' Compensation	0	0	
Payroll Withholdings	0	62	
Horse Show Fees Payable	0	0	
Deferred Revenue	406,817	180,407	
Guaranteed Deposits	145,084	111,529	
Compensated Absences Liability	113,980	69,888	
Net Pension Liability	959,701	4,185,093	
Notes Payable	545,873	916,561	
<b>Total Liabilities</b>	<b>2,249,363</b>	<b>5,500,496</b>	
<b>Capital Resources</b>			
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)	(199,966)	53,770	
<b>Total Capital Resources</b>	<b>4,992,684</b>	<b>1,700,499</b>	
<b>TOTAL LIABILITIES &amp; CAPITAL RESOURCES</b>	<b>7,242,048</b>	<b>7,200,995</b>	

VENTURA COUNTY FAIR (31ST DAA)						
CONSOLIDATED CASH REPORT						
FOR THE PERIOD ENDING MARCH 31, 2023						
ACCOUNT	BEGINNING BALANCE PER G/L	RECEIVED	DISBURSED	CURRENT TRANSFERS	ADJUST- MENTS	ENDING BALANCE PER G/L
			<b>OPERATING ACCOUNTS</b>			
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	1,948,130.82	56,395.02	320,195.20	0.00	6,951.16	1,691,281.80
MISSION BANK OPERATING	613,224.90	223,475.02	24,368.05	(51,000.00)	0.00	761,331.87
LOTTERY	0.00	0.00	0.00	0.00	0.00	0.00
PAYROLL CHECKING	41.55	0.00	0.00	0.00	0.00	41.55
MISSION BANK PAYROLL	3,514.15	0.00	53,072.94	51,000.00	(39.23)	1,401.98
AUCTION CHECKING	(1,139.28)	0.00	0.00	0.00	0.00	(\$1,139.28)
AUCTION CHECKING MISSION	20,986.93	0.00	0.00	0.00	(10.08)	20,976.85
PREMIUMS CHECKING	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING	2,590,909.07	279,870.04	397,636.19	0.00	6,901.85	2,480,044.77
			<b>SAVINGS ACCOUNTS</b>			
	0.00	0.00	0.00	0.00	0.00	0.00
MISSION BANK SAVINGS	554,523.23	0.00	0.00	0.00	225.61	554,748.84
UNRESTRICTED	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL SAVINGS	554,523.23	0.00	0.00	0.00	225.61	554,748.84
			<b>INVESTMENT ACCOUNTS</b>			
	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
	<b>3,185,212.27</b>	<b>279,870.04</b>	<b>397,636.19</b>	<b>0.00</b>	<b>7,127.46</b>	<b>3,074,573.58</b>

VENTURA COUNTY FAIR ( 31ST DAA)				
NOTES TO CONSOLIDATED CASH REPORT				
FOR THE PERIOD ENDING MARCH 31, 2023				
<b>OPERATING ACCOUNT</b>				
	Credit Card Fees	(118.40)		
	UMS Celero Fees	(7.95)		
	UMS Celero Fees- Showworks	(6.50)		
	Credit Card Fees- Showworks	(145.57)		
	Authorize.net Fees	(10.00)		
	Credit Card Rental Fees- Refunded VCF 2022	7,239.58		
<b>MISSION- OPERATING ACCOUNT</b>			6,951.16	
			0.00	
<b>PREMIUMS ACCOUNT</b>				
			0.00	
<b>PAYROLL ACCOUNT</b>				
			0.00	
<b>MISSION- PAYROLL ACCOUNT</b>				
	Banking Fees	(39.23)		
			(39.23)	
<b>AUCTION ACCOUNT</b>				
	Authorize.net Fees	(10.08)		
			(10.08)	
<b>LOTTERY ACCOUNT</b>				
		0.00		
			0.00	
<b>PETTY CASH</b>				
			0.00	
<b>CHANGE FUND</b>				
			0.00	
<b>SAVINGS ACCOUNT</b>				
			0.00	
<b>LAIF ACCOUNT</b>				
			0.00	
<b>MISSION BANK SAVINGS</b>				
	Interest Earned	225.61		
			225.61	
<b>TOTAL ADJUSTMENTS</b>			7,127.46	

<b>VENTURA COUNTY FAIR, 31ST DAA</b> <b>CONSOLIDATED INCOME AND EXPENSE STATEMENT</b> <b>FOR THE PERIOD ENDING MARCH 31, 2023</b>						
	<b>Current Month</b>	<b>Current YTD 3/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 3/31/22</b>
<b>OPERATING REVENUES:</b>						
Admissions	0	0	2,601,000	2,601,000	0%	18,000
Auction Buyer Receipts	0	0	1,400,000	1,400,000	0%	0
Camping	0	0	74,500	74,500	0%	6,840
Carnival	0	0	1,660,000	1,660,000	0%	0
Concessions	51,380	78,797	2,017,050	1,938,253	4%	11,804
Donations/Sponsorships	6,625	36,625	549,000	512,375	7%	0
Entry Fees	0	0	44,550	44,550	0%	0
Interest	1,053	4,933	7,300	2,367	68%	6,022
Miscellaneous Fair Revenue	0	0	34,350	34,350	0%	0
Miscellaneous Non-Fair Revenue	12,064	32,448	129,000	96,552	25%	50,776
Parking	56,575	213,816	982,750	768,934	22%	107,336
Programs	0	0	0	0	0%	0
Reimb Security/Maint Labor	29,446	49,341	121,000	71,659	41%	36,330
Rentals	61,942	180,887	981,200	800,313	18%	144,449
Track 2%-Day & Night	30,968	33,495	85,000	51,505	39%	12,219
Utilities/Pumping	400	4,024	54,000	49,976	7%	4,166
Prior Year Revenue	0	1,403	0	-1,403	0%	4,165
<b>TOTAL OPERATING REVENUES</b>	<b>250,453</b>	<b>635,770</b>	<b>10,740,700</b>	<b>10,104,930</b>	<b>6%</b>	<b>402,107</b>
<b>OPERATING EXPENDITURES:</b>						
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	38,887	120,886	512,134	391,248	24%	94,037
Employee Wages-Temporary	34,835	106,285	758,764	652,479	14%	78,722
Employee Benefits	29,162	88,114	169,660	81,546	52%	66,360
Entertainment	0	0	1,189,000	1,189,000	0%	0
Equipment-Purchase/Rent/Repair	3,409	16,762	275,604	258,842	6%	12,795
Insurance	14,075	42,224	218,898	176,674	19%	30,042
Judges	0	0	0	0	0%	0
Miscellaneous Fair	0	118	310,500	310,382	0%	0
Miscellaneous Non-Fair	1,521	19,430	211,300	191,870	9%	4,953
Payroll Taxes/Workers Comp	4,442	13,937	138,515	124,578	10%	9,302
Professional Svc-Fair	5,000	10,000	1,691,698	1,681,698	1%	2,508
Professional Svc-Non Fair	22,520	96,048	279,800	183,752	34%	6,558
Supplies & Expense-Fair	-1,997	49,311	784,595	735,284	6%	5,616
Supplies & Expense-Non Fair	39,009	55,321	101,500	46,179	55%	6,257
Utilities	24,066	91,453	568,720	477,267	16%	29,935
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	7	0	800	800	0%	246
Prior Year Expense	53,974	53,974	4,300	-49,674	1255%	1,007
Projects	4,589	71,871	0	-71,871	0%	0
<b>TOTAL OPERATING EXPENDITURES</b>	<b>273,498</b>	<b>835,735</b>	<b>8,806,788</b>	<b>7,971,053</b>	<b>9%</b>	<b>348,337</b>
<b>OPERATING SURPLUS (DEFICIT)</b>	<b>-23,045</b>	<b>-199,966</b>	<b>1,933,912</b>	<b>2,133,878</b>	<b>-10%</b>	<b>53,770</b>
STATE ALLOC.-F&E FUNDS	0	0			0%	
CAPITAL-ONE TIME SOURCE	0	0				
PROJECT REIMBURSEMENTS	0	0			0%	
<b>SURPLUS (DEFICIT) ADJUSTED</b>	<b>-23,045</b>	<b>-199,966</b>				<b>53,770</b>
<b>NET RESOURCES-OPERATIONS</b>		<b>4,690,512</b>				
<b>NET RESOURCES OPERATIONS ENDING</b>		<b>4,490,546</b>				



<b>VENTURA COUNTY FAIR, 31ST DAA</b> <b>OVERHEAD INCOME &amp; EXPENSE STATEMENT</b> <b>FOR THE PERIOD ENDING MARCH 31, 2023</b>						
<b>OVERHEAD</b>	<b>Current Month</b>	<b>Current YTD 3/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 3/31/22</b>
<b>REVENUES</b>						
Interest	1,053	4,933	7,300	2,367	68%	6,022
Sponsorships-Non-Fair	0	0	0	0	0%	0
Miscellaneous Non-Fair Revenue	12,064	32,448	129,000	96,552	25%	50,776
Reimb Security/Maint Labor	7,570	15,940	38,000	22,060	42%	8,100
Prior Year Revenue	0	1,403	0	-1,403	0%	0
<b>TOTAL REVENUES</b>	<b>20,688</b>	<b>54,724</b>	<b>174,300</b>	<b>119,576</b>	<b>31%</b>	<b>64,898</b>
<b>EXPENSES</b>						
Advertising/Promotionals	0	0	12,500	12,500	0%	0
Employee Wages-Permanent	30,469	93,644	393,430	299,786	24%	69,173
Employee Wages-Temporary	24,489	72,345	277,790	205,445	26%	47,734
Employee Benefits	21,448	64,862	117,250	52,388	55%	45,661
Equipment-Purchase/Rent/Rep	3,409	8,533	39,700	31,167	21%	3,020
Insurance	14,075	42,224	218,898	176,674	19%	30,042
Miscellaneous Non-Fair	1,133	5,973	57,800	51,827	10%	712
Payroll Taxes/Workers Comp	3,411	10,710	83,000	72,290	13%	6,423
Professional Svc-Non Fair	9,419	41,395	87,800	46,405	47%	7,758
Supplies & Expense-Non Fair	39,009	55,184	96,200	41,016	57%	4,289
Utilities	24,006	91,275	523,000	431,725	17%	29,818
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	7	0	800	800	0%	246
Prior Year Expense	0	0	4,300	4,300	0%	1,007
<b>TOTAL EXPENSES</b>	<b>170,875</b>	<b>486,146</b>	<b>1,929,468</b>	<b>1,443,322</b>	<b>25%</b>	<b>245,882</b>
<b>SURPLUS (DEFICIT)</b>	<b>-150,188</b>	<b>-431,421</b>	<b>-1,755,168</b>	<b>-1,323,747</b>	<b>25%</b>	<b>-180,984</b>

<b>VENTURA COUNTY FAIR, 31ST DAA</b> <b>FAIR INCOME &amp; EXPENSE STATEMENT</b> <b>FOR THE PERIOD ENDING MARCH 31, 2023</b>						
<b>FAIR</b>	<b>Current Month</b>	<b>Current YTD 3/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 3/31/22</b>
<b>REVENUES</b>						
Admissions	0	0	2,601,000	2,601,000	0%	0
Camping	0	0	74,500	74,500	0%	6,840
Carnival	0	0	1,660,000	1,660,000	0%	0
Concessions	16,721	38,970	1,717,050	1,678,080	2%	1,163
Donations/Sponsorships	6,625	36,625	519,000	482,375	7%	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
<b>TOTAL REVENUES</b>	<b>23,346</b>	<b>75,595</b>	<b>7,141,050</b>	<b>7,065,455</b>	<b>1%</b>	<b>8,003</b>
<b>EXPENSES</b>						
Advertising/Promotionals	0	0	166,000	166,000	0%	0
Cash Awards/Premiums	0	0	95,000	95,000	0%	0
Employee Wages-Permanent	0	528	10,709	10,181	5%	0
Employee Wages-Temporary	4,884	14,132	375,310	361,178	4%	8,397
Employee Benefits	874	1,900	4,410	2,510	43%	58
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	0	118	263,500	263,382	0%	0
Payroll Taxes/Workers Comp	238	574	15,415	14,841	4%	122
Professional Svc-Fair	5,000	10,000	1,686,698	1,676,698	1%	2,508
Supplies & Expense-Fair	-2,008	48,890	737,595	688,705	7%	5,616
Utilities-Fair	0	0	45,000	45,000	0%	0
Cash Over/Short	0	0	0	0	0%	0
<b>TOTAL EXPENSES</b>	<b>8,989</b>	<b>76,142</b>	<b>4,772,187</b>	<b>4,696,045</b>	<b>2%</b>	<b>16,699</b>
<b>SURPLUS (DEFICIT)</b>	<b>14,356</b>	<b>-546</b>	<b>2,368,863</b>	<b>2,369,409</b>	<b>0%</b>	<b>-8,697</b>

VENTURA COUNTY FAIR, 31ST DAA						
AUCTION INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING MARCH 31, 2023						
<u>AUCTION</u>	Current Month	Current YTD 3/31/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 3/31/22
<b>REVENUES</b>						
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
<b>TOTAL REVENUES</b>	0	0	1,430,350	1,430,350	0.0%	0
<b>EXPENSES</b>						
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	422	47,000	46,578	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
<b>TOTAL EXPENSES</b>	10	422	1,399,500	1,399,078	0%	0
<b>SURPLUS (DEFICIT)</b>	-10	-422	30,850	31,272	-1%	0

VENTURA COUNTY FAIR, 31ST DAA						
FACILITY RENTAL INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING MARCH 31, 2023						
<b>FACILITY RENTALS</b>	<b>Current Month</b>	<b>Current YTD 3/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 3/31/22</b>
<b>REVENUES</b>						
Concessions	34,659	39,826	300,000	260,174	13%	10,641
Miscellaneous Non-Fair Rever	0	0	0	0	0%	0
Parking	56,575	213,816	530,000	316,184	40%	107,336
Reimb Security/Maint Labor	21,876	33,401	83,000	49,599	40%	28,230
Rentals	61,942	180,887	977,000	796,113	19%	144,449
Rentals-Fair Sponsored Event	0	0	0	0	0%	0
Utilities/Pumping	400	4,024	20,000	15,976	20%	4,166
Prior Year Revenue	0	0	0	0	0%	0
<b>TOTAL REVENUES</b>	<b>175,452</b>	<b>471,954</b>	<b>1,910,000</b>	<b>1,438,046</b>	<b>25%</b>	<b>294,822</b>
<b>EXPENSES</b>						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	8,418	26,714	107,995	81,281	25%	16,407
Employee Wages-Temporary	5,463	19,809	105,664	85,855	19%	19,457
Employee Benefits	6,839	21,352	48,000	26,648	44%	11,843
Equipment-Purchase/Rent/Re	0	0	33,396	33,396	0%	1,411
Miscellaneous Non-Fair	0	2,466	16,500	14,034	15%	1,491
Payroll Taxes/Workers Comp	793	2,653	40,100	37,447	7%	1,998
Professional Svc-Non Fair	13,101	54,653	192,000	137,348	28%	-1,200
Supplies & Expense-Non Fair	0	137	5,300	5,163	3%	60
Sup/Exp-Fair Sponsored Ever	0	0	0	0	0%	0
Utilities	59	178	720	542	25%	117
<b>TOTAL EXPENSES</b>	<b>34,673</b>	<b>127,961</b>	<b>549,675</b>	<b>421,714</b>	<b>23%</b>	<b>51,583</b>
<b>SURPLUS (DEFICIT)</b>	<b>140,779</b>	<b>343,994</b>	<b>1,360,325</b>	<b>1,016,331</b>	<b>25%</b>	<b>243,239</b>



<b>VENTURA COUNTY FAIR, 31ST DAA</b> <b>HORSE RACING INCOME &amp; EXPENSE STATEMENT</b> <b>FOR THE PERIOD ENDING MARCH 31, 2023</b>						
<b><u>HORSE RACING</u></b>	<b>Current</b>	<b>Current YTD</b>	<b>Budget</b>	<b>Balance of</b>	<b>% Used</b>	<b>Prior YTD</b>
	<b>Month</b>	<b>3/31/23</b>	<b>2023</b>	<b>Budget</b>	<b>2023</b>	<b>3/31/22</b>
<b>REVENUES</b>						
Admissions	0	0	0	0	0%	18,000
Concessions	0	0	0	0	0%	0
Miscellaneous Non-Fair Revenue	0	0	0	0	0%	0
Parking	0	0	0	0	0%	0
Programs	0	0	0	0	0%	0
Track 2%-Day & Night	30,968	33,495	85,000	51,505	39%	12,219
Prior Year Revenue	0	0	0	0	0%	4,165
<b>TOTAL REVENUES</b>	<b>30,968</b>	<b>33,495</b>	<b>85,000</b>	<b>51,505</b>	<b>39%</b>	<b>34,384</b>
<b>EXPENSES</b>						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	0	0	0	0	0%	8,457
Employee Wages-Temporary	0	0	0	0	0%	3,135
Employee Benefits	0	0	0	0	0%	8,799
Equipment-Purchase/Rent/Rep	0	0	1,500	1,500	0%	0
Miscellaneous Non-Fair	4,498	5,781	9,000	3,219	64%	984
Payroll Taxes/Workers Comp	0	0	0	0	0%	760
Professional Svc-Non Fair	0	0	0	0	0%	0
Supplies & Expense-Non Fair	0	0	0	0	0%	1,908
Cash Over/Short	0	0	0	0	0%	0
Prior Year Expense	53,974	53,974	0	-53,974	0%	0
<b>TOTAL EXPENSES</b>	<b>58,472</b>	<b>59,755</b>	<b>10,500</b>	<b>-49,255</b>	<b>569%</b>	<b>24,043</b>
<b>SURPLUS (DEFICIT)</b>	<b>-27,504</b>	<b>-26,259</b>	<b>74,500</b>	<b>100,759</b>	<b>-35%</b>	<b>10,341</b>

VENTURA COUNTY FAIR (31ST DAA)			
ACCOUNTS RECEIVABLE			
FOR THE PERIOD ENDING MARCH 31, 2023			
<b><u>GENERAL RECEIVABLES</u></b>			
TOTAL GENERAL RECEIVABLES			0.00
<b><u>FAIR TIME ACCRUALS</u></b>			
TOTAL FAIR TIME RECEIVALBES			0.00
<b><u>AUCTION RECEIVABLES</u></b>			
TOTAL AUCTION RECEIVABLES			0.00
<b>TOTAL RECEIVABLES</b>			<b>0.00</b>
<b><u>LEGAL ACTIONS</u></b>			



# General Ledger Detail

Defaults (3/1/2023 - 3/31/2023)

Ventura

Page 1

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
<b>11300-00-20-400-A</b>	<b>CASH IN BANK-OPERATING</b>						1,948,130.82
3/1/2023	AR Receipt Summary	Bank	AR-Receipt	45629	1,445.60		
3/1/2023	OPCC Reference: 5 Receipt(s)						1,445.60
3/1/2023	Summarized AP Payments	Payments	AP-Payment	45630		13,743.85	
3/1/2023	Southern California Gas Company	Check: 0600709					6,760.06
3/1/2023	Southern California Gas Company	Check: 0600709					6,522.65
3/1/2023	Southern California Gas Company	Check: 0600709					461.14
3/1/2023	Summarized AP Payments	Payments	AP-Payment	45631		22,546.58	
3/1/2023	CFSA Check: 76241						115.00
3/1/2023	Coastal Copy Inc. Check: 76242						571.61
3/1/2023	CREW PROTECTION ENTERPRISES INC. Check: ARI0ENI5						3,060.00
3/1/2023	Department Of Forestry & Fire Protection Check: 76243						1,440.00
3/1/2023	Hanson's Backflow Check: 76244						6,180.00
3/1/2023	Ideal Security & Technology ,Llc. Check: 76245						741.84
3/1/2023	Keenan Ventura Check: 76246						181.02
3/1/2023	Lowe's Check: 76247						761.91
3/1/2023	Deposit Refunds Check: 76248						3,935.00
3/1/2023	Stacy Rianda Check: 76249						219.22
3/1/2023	Silvas Oil Company Inc. Check: 76250						208.98
3/1/2023	Viking Agency Check: 76251						5,000.00
3/1/2023	White Cap Construction Supply Check: 76252						132.00
3/2/2023	AR Receipt Summary	Bank	AR-Receipt	45634	2,860.00		
3/2/2023	OPCC Reference: 2 Receipt(s)						2,860.00
3/2/2023	Credit Card Fees	JE23-0303	GL-Manual	45618		118.40 A	
3/2/2023	Authorize.net Fees	JE23-0306	GL-Manual	45621		10.00 A	
3/2/2023	Credit Card Fees- Showorks	JE23-0309	GL-Manual	45624		17.13 A	
3/2/2023	Showorks Fees	JE23-0313	GL-Manual	45680		128.44 A	
3/2/2023	Summarized AP Payments	Payments	AP-Payment	45630		15,752.34	
3/2/2023	Anthem Select HMO Check: 1002316197						9,219.27
3/2/2023	California State Employees Association Check: 76253						140.37
3/2/2023	Int'l Union Of Operating Engineers Check: 76254						107.80
3/2/2023	Kaiser Permanente Check: 1002316199						1,705.36
3/2/2023	OPEB Check: 76255						2,305.56
3/2/2023	PERS Contingency Account Fund Check: 1002316200						43.20
3/2/2023	Pers Platinum Check: 1002316198						2,167.78
3/2/2023	SEIU Local 1877 Check: 76256						63.00
3/3/2023	Summarized AP Payments	Payments	AP-Payment	45631		3,465.00	
3/3/2023	CREW PROTECTION ENTERPRISES INC. Check: ARIC9Y8R						3,465.00
3/6/2023	AR Receipt Summary	Bank	AR-Receipt	45636	240.00		
3/6/2023	OPCC Reference: 1 Receipt(s)						240.00
3/7/2023	AR Receipt Summary	Bank	AR-Receipt	45638	78.00		
3/7/2023	OPCC Reference: 3 Receipt(s)						78.00
3/8/2023	Summarized AP Payments	Payments	AP-Payment	45630		23,151.53	
3/8/2023	Public Employees Retirement System Check: 1002320295						23,001.53
3/8/2023	Pers Supplemental Contribution Program Check: 1002320296						150.00
3/8/2023	Summarized AP Payments	Payments	AP-Payment	45631		3,060.00	
3/8/2023	CREW PROTECTION ENTERPRISES INC. Check: ARIW0COR						3,060.00
3/10/2023	UMS Celero Fees -Front Office	JE23-0304	GL-Manual	45619		7.95 A	
3/10/2023	UMS Celero Fees -Showorks	JE23-0305	GL-Manual	45620		6.50 A	
3/10/2023	Summarized AP Payments	Payments	AP-Payment	45631		94,404.35	
3/10/2023	California Construction Authority Check: 76257						76,170.03
3/10/2023	California Authority Of Racing Fairs Check: 76258						58,472.00
3/10/2023	California Authority Of Racing Fairs Check: 76258 Void payment #75386						58,472.00-
3/10/2023	City Of Ventura Check: 76259						7,100.00
3/10/2023	EFN Web, LLC Check: 76260						2,070.00
3/10/2023	E.J. Harrison Roloffs Check: 76261						1,285.90
3/10/2023	Joseph Hutchison Check: 76262						85.23
3/10/2023	Ideal Security & Technology ,Llc. Check: 76263						735.00
3/10/2023	Lieberman Consulting, Inc Check: 76264						5,000.00
3/10/2023	Southern California Edison Company Check: 76265						456.63
3/10/2023	Spectrum Business Check: 76266						362.98
3/10/2023	Ventura Air-Conditioning Company Check: 76267						460.58
3/10/2023	Ventura County Air Pollution Control Dis Check: 76268						678.00



# General Ledger Detail

Defaults (3/1/2023 - 3/31/2023)

Ventura

Page 2

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
<b>11300-00-20-400-A CASH IN BANK-OPERATING</b>							
3/14/2023	AR Receipt Summary	Bank	AR-Receipt	45646	36,245.42		
3/14/2023	OPCA Reference: 1 Receipt(s)						34,659.42
3/14/2023	OPCC Reference: 4 Receipt(s)						1,586.00
3/15/2023	Summarized AP Payments	Payments	AP-Payment	45630		29,919.47	
3/15/2023	CFSA Check: 76273						28,319.47
3/15/2023	James Howell Check: 76269						1,600.00
3/15/2023	Summarized AP Payments	Payments	AP-Payment	45631		38,047.53	
3/15/2023	California Authority Of Racing Fairs Check: 76270						17,991.00
3/15/2023	California Authority Of Racing Fairs Check: 76270 Void payment #75399						17,991.00-
3/15/2023	California Authority Of Racing Fairs Check: 76272						13,493.25
3/15/2023	Creative Lighting Concepts Check: 76271						21,479.28
3/15/2023	Creative Lighting Concepts Check: 76271 Void payment #75400						21,479.28-
3/15/2023	Creative Lighting Concepts Check: 76274						7,159.76
3/15/2023	Creative Lighting Concepts Check: 76275						7,159.76
3/15/2023	Creative Lighting Concepts Check: 76276						7,159.76
1/0/1900	CREW PROTECTION ENTERPRISES INC. Check: ARJNK0KV						3,075.00
3/16/2023	Credit Card Rental Fees- Refunded VCF22	JE23-0312	GL-Manual	45627	7,239.58 A		
3/17/2023	Summarized AP Payments	Payments	AP-Payment	45631		35,374.70	
3/17/2023	Airgas USA, LLC Check: 76277						172.26
3/17/2023	Bay Alarm Company Check: 76278						823.21
3/17/2023	Camarillo Plumbing Check: 76279						675.00
3/17/2023	County Fire Protection Check: 76280						1,304.18
3/17/2023	Hose-Man, Inc. Check: 76281						965.82
3/17/2023	Ideal Security & Technology ,LLc. Check: 76282						70.00
3/17/2023	Kone, Inc Check: 76283						15,364.23
3/17/2023	Deposit Refunds Check: 76284						16,000.00
3/21/2023	Summarized AP Payments	Payments	AP-Payment	45630		245.00	
3/21/2023	VENTURA COUNTY FAIRGROUNDS FOUNDATION Check: 76285						245.00
3/22/2023	AR Receipt Summary	Bank	AR-Receipt	45658	8,556.00		
3/22/2023	OPCA Reference: 1 Receipt(s)						3,200.00
3/22/2023	OPCC Reference: 16 Receipt(s)						5,356.00
3/23/2023	AR Receipt Summary	Bank	AR-Receipt	45660	1,170.00		
3/23/2023	OPCC Reference: 3 Receipt(s)						1,170.00
3/24/2023	Summarized AP Payments	Payments	AP-Payment	45631		3,060.00	
3/24/2023	CREW PROTECTION ENTERPRISES INC. Check: ARKXOX6L						3,060.00
3/27/2023	Summarized AP Payments	Payments	AP-Payment	45631		24,632.76	
3/27/2023	Airgas USA, LLC Check: 76286						38.42
3/27/2023	AT&T Mobility Check: 76287						268.40
3/27/2023	Bay Alarm Company Check: 76288						390.00
3/27/2023	Car Quest Check: 76289						101.23
3/27/2023	Ventura Water Check: 76290						3,938.42
3/27/2023	Keenan Ventura Check: 76291						52.75
3/27/2023	Power Machinery Center Check: 76292						16.90
3/27/2023	Deposit Refunds Check: 76293						300.00
3/27/2023	Deposit Refunds Check: 76294						600.00
3/27/2023	Southern California Edison Company Check: 76295						18,926.64
3/28/2023	AR Receipt Summary	Bank	AR-Receipt	45671	5,800.00		
3/28/2023	OPCA Reference: 1 Receipt(s)						5,800.00
3/29/2023	Summarized AP Payments	Payments	AP-Payment	45631		3,060.00	
3/29/2023	CREW PROTECTION ENTERPRISES INC. Check: ARKZ4TEB						3,060.00
3/30/2023	Summarized AP Payments	Payments	AP-Payment	45630		3,000.00	
3/30/2023	MIGHTY SHARP CLEANING Check: 76301						3,000.00
3/30/2023	Summarized AP Payments	Payments	AP-Payment	45631		6,732.09	
3/30/2023	Airgas USA, LLC Check: 76297						110.58
3/30/2023	Coastal Copy Inc. Check: 76298						809.00
3/30/2023	Ideal Security & Technology ,LLc. Check: 76299						586.23
3/30/2023	Viking Agency Check: 76296						5,000.00
3/30/2023	Wells Fargo Vendor Financial Services Check: 76300						226.28
11300-00-20-400-A		Net:	256,849.02-		63,634.60	320,483.62	1,691,281.80
<b>\$ Trial Balances</b>							
					<b>Adjustments:</b>	<b>7,239.58</b>	<b>288.42</b>
					<b>Transfers:</b>		
					<b>Net Received:</b>	<b>56,395.02</b>	
					<b>Net Disbursed:</b>		<b>320,195.20</b>



April 13, 2023

F2023-03

TO: The Network of California Fairs

SUBJECT: California Department of Tax & Fee Administration (CDTFA) Video

This letter provides information to the Network of California Fairs (Fairs) regarding a recently published educational video and educational flyer discussed at the Collaborative Exchange CEO meeting on March 23, 2023. These two educational tools, detail the vendor sales and use tax reporting requirement of Assembly Bill 1499, and its benefits to fairgrounds.

**Background:** With the passing of Assembly Bill [1499](#) (Chapter 798, 2017) (AB1499) and the codified Business and Professions Code [19620.15](#), the California Department of Food and Agriculture Fairs and Expositions Branch (F&E) receives three-quarters of one percent of the total gross receipts of sales occurring on a fairground's property. These monies are deposited into the F&E Fund and are distributed to qualified Fairs in the Network on an annual basis that has adopted and implemented the required working conditions. The correct reporting of total gross receipts of sales occurring on fairground property has fluctuated and still may not be accurately reflecting the full three-quarters of one percent. It is crucial that Fairs take steps to educate contractors, event vendors, concessionaires, onsite businesses, and lessees (vendors) on their responsibility to report this information correctly. When reported correctly, this tax allocation from the Governor's budget will have a positive impact on the amount of money deposited in the F&E account to distribute to the network of fairs.

**Video:** The video was produced by CDTFA Business Tax Specialist, Brad Miller, in partnership with CEO Allison Keaney at the Cow Palace and CEO Michele Richards at the Orange County Fair. The video explains the AB1499 and Business & Professions Code Section 19620.15. The video also demonstrates several easy steps for vendors to follow when reporting their sales on Fairgrounds. The video has been uploaded and can be accessed on [YouTube](#) and the [F&E website](#) homepage under featured items.

To make sure the CDTFA quarterly sales and use tax return is filled out correctly, it is highly recommended to direct your vendors and lessees to this video and allow them to share it with their staff who fill out the return to report the total gross receipts of sales at the fairground location on the line titled "Sales at State Designated Fairgrounds".

**Flyer:** an educational flyer template was developed in Canva by CEO Allison Keaney at the Cow Palace, that can be [accessed here](#) and modified with specific fair logos and



F2023-03  
4/13/2023  
Page 2

information. We recommend providing the video and your logoed flyer to your vendors when signing the contract to keep everyone informed of the reporting requirement.

If you have any questions regarding this package, please contact Michael Francesconi by email at [mike.francesconi@cdfa.ca.gov](mailto:mike.francesconi@cdfa.ca.gov) or by phone at 916-900-5365.

Sincerely,

A handwritten signature in blue ink that reads "Michael Francesconi". The signature is written in a cursive style with a large initial "M".

Michael Francesconi  
Branch Chief

Enclosures

**From:** Shawn Phillips <[REDACTED]>

**Sent:** Monday, March 27, 2023 7:28 PM

**To:** [REDACTED] Directors  
<directors@venturacountyfair.org>; Stacy Rianda <srianda@venturacountyfair.org>

**Subject:** [External] Quick introduction

To the Honorable Members of the 31<sup>st</sup> DAA Board:

My name is Shawn Phillips and I am the CFO for Pacific Sports Group. First and foremost, I would like to apologize for my absence at the February 22<sup>nd</sup> meeting. I was away on business and a winter storm had moved in earlier that day thus closing the airport. Road conditions, sub-zero temperatures and snow blizzards in the mountain passes prevented me from driving. And finally, the audio/video package we rented for the public event did not include a Zoom link allowing for my participation from a remote location.

I understand Director Cuevas had specific questions regarding our budget and the phasing of our build-out. While the folks at Viola Constructors would best be suited for any questions regarding construction, know that I am available to answer her queries about funding and the phasing-in of those funds. My contact details are below and I look forward to hearing from her and any other member of the Board should they have questions about our financial structure(s).

As an aside, PSG made a conscious decision to present to the Board a proposal that was unfettered by public influence. The idea was to give you a "first look" at the details and intent of our project goals – and then work collectively to improve the overall design. When our nearly year-long effort was dismissed [in under an hour], we decided the next appropriate step would be to reach out to the public.

Our outreach began January 16<sup>th</sup> and continues to this day. Team members and community supporters have met with Community Councils, Labor and Business groups, Business and Community Associations, and a number of individuals on the heavily trafficked boardwalk at C-Street. As evidence of the support PSG's proposal has gained among members and stakeholders of Ventura's local community, I have attached 346 signatures of support – and growing – in the form of a petition that calls for the Ventura County Fair Board to enter into a partnership with Pacific Sports Group.

Ms. Rianda, if you could please enter this communication and the attached pages into your CEO report, it would be most appreciated.

Thank you for your time and consideration.

Sincerely,

Shawn Phillips, CFO

[Shawn@pacificsportsgroup.com](mailto:Shawn@pacificsportsgroup.com)

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<p>I support the VC Fair Board entering into a partnership with Pacific Sports Group to re-energize our Fairgrounds into a vibrant community hub. PSG's vision will bring economic vitality, enhanced facilities and environmental sustainability.</p>					
YES!					
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1	José	Arías	805 248 9500		
2	Alex	apere@sunscapetes.org	805-910-6901		
3	Rodolfo	Perez	805 419 0908		
4	Fernando	Rodriguez	805 236 4185		
5	Jonathan	ZAMORA	805) 701-0731		
6	Reynaldo	CEJA	805 775 6685		
7	Arturo	OROSEA	805-816-5219		
8	Maxwell	Chandler	805 428 363		
9	Rafael	Rosales	805) 816-1528		
10	Rafael	Rosales JA	805) 415-0604		
11	Vesley	Gonzalez	805 397 1887		
12	Mauricio	Gomez	820 207 7498		
13	Wiliam	Hiray	805) 612 4456		
14	Jose C.	Quirós	805) 512-2351		
15	Long	Martinez	805) 307 6393		



YES!					
I support the VC Fair Board entering into a partnership with Pacific Sports Group to re-energize our Fairgrounds into a vibrant community hub. PSG's vision will bring economic vitality, enhanced facilities and environmental sustainability.					
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1	RAJ	Jasraj Singh 1@gmail.com	818.370.1272		
2	Rod	Rodrigo.Rentena15@gmail.com	(805) 444-7188		
3	Roberto Perez	rp-appraisals@yahoo.com	805.890.8224		
4	Anthony Dominguez	Tenisionin6vez78@gmail.com	954.210.7757		
5	Stephanie Pope	stephanie - pope@yahoo.com	805.760.4608		
6	Jessica				
7	Carmen				
8	Juliana Garcia	juliannagarcia1021@gmail.com	(805) 844-9608		
9	Catalina Perez		805.844.7232		
10	Fidencio		805.330.5058		
11	Ernesto	Ernesto P. Alvarado@inspired.com	(855) 201-8355		
12	Bob Nowlin	OU Sooner Family@aol.com	(805) 558-9821		
13	Quinton Coleman	quintan Coleman@icloud.com	(805) 263-8172		
14	Erin	erinabkth.owna@gmail.com	(805) 733-1484		
15	Aman	mrmanj Singh 2025@gmail.com	(805) 663-7525		

YES!					
I support the VC Fair Board entering into a partnership with Pacific Sports Group to re-energize our Fairgrounds into a vibrant community hub. PSG's vision will bring economic vitality, enhanced facilities and environmental sustainability.					
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Rene	Jim Garcia				
2 Sudy	Garcia	sandyk@hotmail.com			
3 Shannon	Lualenama	S.lualenama@yahoo.com	805-612-5707		
4 Piliati Jr.	Lualenama	fahjah1@yahoo.com	(905)-407-7805		
5 Omar	Bravo		805-824-9976		
6 Diana	Mendez	diana.mendez@ventura.org	805-2710-9942		
7 Rick	Mendez	rick.mendez@outlook.com	805-889-1093		
8 Orlin	Dobreff	ORLINDOBREFF@GMAIL.COM	(213) 864-0494		
9 Brenden	Dobreff	brendendobreff@gmail.com	(323) 788-1079		
10 Grant	Harbeck	ghorbeck@icloud.com	310 435 6977		
11 CHARLES SUMMON			805/642-2050		
12 Leslie	Alcala	leslie.cha84@gmail.com			
13 D.J.	FEDER	12lookup@gmail.com			
14 DIANA JIMENEZ	Jimenez	DJHAYDJ@Yahoo	805 889 6832		
15 Gloria	Alvarado		805 680-4309		

YES!					
I support the VC Fair Board entering into a partnership with Pacific Sports Group to re-energize our Fairgrounds into a vibrant community hub. PSG's vision will bring economic vitality, enhanced facilities and environmental sustainability.					
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 LARISA	Bolotsky	lalarisa@sbglobal.net			
2 Jose J	Sanchez				
3 Luz	Damench	meggydalen@mail.com			
4 Jessica	West	Jesswestx@aol.com			
5 BEIGETTE	ALBERT	BALBERT28@gmail.com			
6	Carville	COALCOMAN@Gmail.com			
7	Thompson	thompsonwillie@yahoo.com			
8	Roger	Rogerche@icloud.com			
9 Lorenzo	Sandoval	Lasandou66@gmail.com			
10 Anthony	Guzman	civ710@yahoo.com			
11 Alicia R	Nickelberry	finnick@yahoo.net			
12 Rita	Turbypill	ritamturbypill@yahoo.com			
13 William	Arroyo	lilliecracearroyo@gmail.com	916 572 4831		
14 Lynar	Cambe	lynarcambe@gmail.com			
15 Victor	Medrano	seniorvictor@gmail.com	805 336 8410	yes	



<p style="text-align: center;">YES!</p> <p style="text-align: center;">I support the VC Fair Board entering into a partnership with Pacific Sports Group to re-energize our Fairgrounds into a vibrant community hub. PSG's vision will bring economic vitality, enhanced facilities and environmental sustainability.</p>					
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Alex	Ayson	alexannepayson@gmail.com	(805) 202-6197		
2 EDDIE	BEAMER	edbeamer@clean@gmail.com	(805) 210 1071		
3 Barbara	Darley	BarbaraDarley@aol.com	(805) 310-5808		
4 Nancy	skowron		(970) 290-4344		
5 Pam	Young		805 208-3544		
6 Annette	Robinson		805-794-0212		
7 Francisco	Perez		805 - 331-6497		
8 Alejandra	Ortiz		805 - 670-1116		
9 Sebastia	Garcia		(805) 366 9520		
10 Blanca	Ramirez	Aljust.concepcion@gmail	805 246-5982		
11 Kamiro	Ramirez		805 246-5982		
12 Katherine	K. Anguila	1317617@gmail.com			
13 Gaylen	Kebayak				
14 Erika	Gonzalez		805-336-0269		
15 Rikki	Aguino	rikki_aguino@yahoo.com			

<p align="center"><b>YES!</b></p> <p><b>I support the VC Fair Board entering into a partnership with Pacific Sports Group to re-energize our Fairgrounds into a vibrant community hub.</b></p> <p><b>PSG's vision will bring economic vitality, enhanced facilities and environmental sustainability.</b></p>					
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 LIESE-LOTTE	CARVER		805 526-8281		
2 Kristen	Brogan		805-407-6110		
3 Tasha	Ward		805-824-3495		
4 Ruth	Apala		805-889-3661		
5 Danielle	Deeds		805 343 0252		
6 Lourdes	Martinez		805 986 3682		
7 Barbara	De Young		805 883-0028		
8 Luisa	Leon	luisaleon7@gmail.com	805 485 5605		
9 Germaine	Carver				
10 Francis	Uzategui	franchi8@gmail.com			
11 Jimmy	Cole		805 824 7422		
12 Alex	Dea		803 377-1699		
13 Roger	Dominguez		805 263-3903		
14 PABLO	SAUCHEZ	2076 SAUCHEZ@GMAIL.COM			
15 Mario	Juarez		805 444-4950		



<p>I support the VC Fair Board entering into a partnership with Pacific Sports Group to re-energize our Fairgrounds into a vibrant community hub. PSG's vision will bring economic vitality, enhanced facilities and environmental sustainability.</p>					
YES!					
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Anthony	MIRELES	nbtunoy@gmail.com		X	X
2 <del>Alfonso</del> Alup	Mirales	alexml095@gmail.com		X	X
3 Jaime	Lomeli	lomeli.jaime.09@gmail.com		X	
4 <del>Bernabe Rosas</del>	<del>ROSAS</del>	Rosas Bernabe 712@gmail.com		X	
5 Jorge	Flares	J2flares805@gmail.com		X	
6 <del>Armando Porter</del>	<del>PORTER</del>			X	
7 Guillermo	Ceja	GuillermoRceja10@yahoo.com		X	
8 Adolfo	Sanchez	AdolfoSanchez927@yahoo.com		X	
9 <del>Jose</del> <del>Sanchez</del>	Sanchez	jlgarcia@cop.net			
10 Rene	Garcia	Rene.garcia08@gmail.com			
11 <del>Jose</del>	Garcia	Flensif@yahoo.com		X	
12 <del>Cristian</del>	Enriquez			X	
13 Edward	Soto		(805) 916-5911	X	
14 Anthony	Guzman	civ710@yahoo.com	(805) 844-8802		
15 John	Pritchard	JohnPritchard02@gmail.com	(805) 501-6929	X	

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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1	Raymond	Acaves	(805) 258-3579		
2	Pedro	Chavez	805. 813.3670	✓	✓
3	Sail	Fuentes	805 229-9767	✓	
4	Tosha	Ramirez	805-276-0566		
5	Audrey	Castillo	805-541-9412		
6	Cynthia	Salas	805-605-8611	✓	✓
7	Nidia	Bello			
8	Jana	Espinosa	805 407-1608	✓	✓
9	Jonathan	Zamora	(805) 701-0731		
10	ALBERTO	SVILIN	625-0062		
11	Mari	Estrada	805 268 5340	✓	
12	Luz	Gomez	805 843-0836	✓	
13	Rich	Nidey	805-680-5825	✓	
14	JAIME	GARCIA	805 804 7721	✓	
15	William	GUTIERREZ	(805) 710-9268	✓	

<p><b>I support the VC Fair Board entering into a partnership with Pacific Sports Group to re-energize our Fairgrounds into a vibrant community hub.</b></p> <p><b>PSG's vision will bring economic vitality, enhanced facilities and environmental sustainability.</b></p>				
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER? SPEAKER?
1 Jose	Arias	ariasjja90@gmail.com	805 248 9500	
2 Alex	Reed	alex@sumscapetes.org	805-910-6901	
3 Pedro Perez	Perez	805Pedro5@gmail.com	805 417-0908	
4 Fernando	Rodriguez	fernando@icovid.com	805 236 4185	
5 Jonathan Zamora	ZAMORA	zammorse@gmail.com	(805) 701-0731	
6 Reynaldo CEJA	CEJA	reynaldoceja183@yahoo.com	805 775 6685	
7 ARTURO	OROSEA	ARTURO.ROSA89@yahoo.com	805-816-5219	
8 Maxwell	Chandler	<del>maxwellchandler@yahoo.com</del> MAXWELLCHANDLER@YAHOO.COM	805 428 363	
9 Rafael	Rosales	r_rosales27@yahoo.com	(805) 816-1528	
10 Rafael	Rosales JR	r_rosales22@yahoo.com	(805) 415-0604	
11 Jesus	Gonzalez	JesusGg.schoof@gmail.com	805 397 1887	
12 Mauricio	Gomez	gomezmauricio@gmail.com	820 207 7498	
13 Wilis Hu	Huila	mr.wilisHuila@icloud.com	(805) 612 4456	
14 Jose C.	Quiror	Solraqui@yahoo.com	(805) 512-2351	
15 Lengi	Martinez	lengimartinez@gmail.com	for 3076393	





<p align="center"><b>YES!</b></p> <p align="center"><b>I support the VC Fair Board entering into a partnership with Pacific Sports Group to re-energize our Fairgrounds into a vibrant community hub.</b></p> <p align="center"><b>PSG's vision will bring economic vitality, enhanced facilities and environmental sustainability.</b></p>					
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Amy Fonzo	Fonzo	amyfonzo@yahoo.com	805-727-0289		
2 Rachel	RAU	RAU@VICTA.org	805-486-3495	P	✓
3 Ben	Oakley	BROakley@hotmail.com	805 714 6973		
4 Victor A	Friedman	victor a f @ me.com	818-939-5995		
5 Zachary Friedman	Friedman	Zach.Michael.F@ gmail.com	805-657-2695		
6 Jon	Youngerman	jyoungerman@gmail.com	805 302 8853		
7 Tom	Hendley	lionthundley@gmail.com	(805) 650-7446		
8 Ed	Rodoff	erodoff@aol.com	(805) 279-8424		
9 Art	Shinn	artshinn@gmail.com	805 348-7813		
10 Gail + veo	Ward	GAIL@VESVET@gmail.com	805-340-7267		
11 <del>Barber</del>	<del>Barber</del>	<del>Barber,physics@gmail.com</del>	<del>805-415-3707</del>	<del>P</del>	
12 William Barber	Barber	barber,physics@gmail.com	805-415-3707		
13 Tracey Sherard	Sherard	shertra@gmail.com	6061-993-6373		
14 Macky Waldor	Waldor	Katy.waldor@gmail.com	805-844-5060		
15 Serene	HURT	hreggie@gmail.com	805-208-0707		



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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER? SPEAKER?
1 Ellen	<del>James</del>	<del>oestayboudvare@gmail.com</del>		
2 Matt	Villegas	matt.villegas33@gmail.com		
3 Bradi	Villegas	bradi.villegas@gmail.com		
4 Sue	Eulan	sueulan@gmail.com		
5 Steve	Edon	steveedon@gmail.com	206 351-8332	
6 Belinda	Tahum	belindatahum@gmail.com		
7 Rick	Moore	R Moore Production Plus Plumbing	805 826-8291	
8 BOB AVILA	DAUGHT		805 6070208	
9 Joshua	Mundhepe	Posidon@gmail.com	213-280-4772	X
10 James	Danielli	janielli@yahoo.com	818 926-0180	
11 Barry	Rubinow	rubinobes@mindspring.com		
12 Mike	GOTLOBZ	mwe17402@gmail.com		
13 Mariano	put	mariano10630@gmail.com		
14 Epi	Gonzalez	Epi.gonzalez@gmail.com		
15 NESTOR	FIGUEROA	n m v s 4nd@yahoo.com		

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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER? SPEAKER?
1 Michael	Manharios	michael.manharios@gmail.com		
2 Lisa	Manharios	lisa.manharios@gmail.com		
3 AnnMarie	McCarthy	irishgirl4719@yahoo.com		
4 Evelyn	Lebrek Cruz	eande.cruz4@gmail.com		
5 Andrew	Lebrek	andrewlebrek@yahoo.com		
6 Aaron	Sloan	sloanfun@mac.com		
7 Mackinnon	Retrow	mackinnon.benton@gmail.com		
8 Claudia Wilcox	Wilcox	claudia.wilcox@gmail.com		
9 Hafiqullah	Tank Ogden	shafiqullah.tankogden@gmail.com	202 8024504	
10 Gabriel	Flores	gabriel6054@gmail.com	805 766-6299	
11 Diane Regan	Regan	US12@SBCGLOBAL.NET		
12 Gordon Ramos	Ramos	GARY804@yahoo.com	(805) 815-6342	
13 Paul Picerri	Picerri	PVPICERRI@juno.com		
14 Tone Ruiz	Ruiz	TORE.RUIZ@yahoo.com	(805) 248-8628	
15 Desera	Caballero	DESERA@fargo.com		

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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Gilbert	CASTILLO	Ay Gilbert Castillo @Gmail.com			
2 Roman	SANDOVAL	Roman SANDOVAL @gmail.com			
3 Otto	Tielemans				
4 Paul	Arreola	Bogart@gmail.com			
5 Jose	Arreola	josearreola44@yahoo			
6 Jeff	Nelson	805.jeff22@gmail			
7 Miguel	Jimenez	miguelazteke@yahoo.com			
8 Armando Arroyo	Arroyo	mandroap123@yahoo.com			
9 Everardo Ramirez		vamirezeverardo811@gmail.com			
10 Silvio	Avizor	mysilvioavizor@icloud.com			
11 Peter	Leonard	Leonard 35@gmail			
12 Jose	Suarez	Suarez chelisa@gmail.com <del>3002224752</del>			
13 Juan	VASQUEZ	vasquez3004@gmail.com			
14 Richard	Estevada	Bunkey number one@gmail			
15 Kevin	HUNT	huntkevin86@gmail.com			



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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
Joe	Jones	jonesjoe@psg.com	(805) 444-6735	X	
mike F	Keeling	rockstarkm@gmail.com	805-512-6597		
Michael S.	Keeling	" "	805-413-7717		
Kim	Keeling	" "	805-402-8619		
Loraine	Romero		805-368-8905		
Bex	Romero		805-368-8942		
Bill	H-back		805-659-0215		
Kyle	McGillivray	" "	805-777-4871		
	Justin Smith		Justin Smith		
	Brianne Anderson		Brianne Anderson		
	Oliver Sanchez		Oliver Sanchez		
Blanca	Coughlin		805-535-9717		
Jeremy	Yabe	absoluteb1@yahoo.com	805 368 8461		
Rock	AKE		805 432 7155		
William	WATTS		(805) 990-1688		

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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Lauren	Taluy	lm.taluy@gmail.com			
2 Timurl	Taluy	timurl@FixYourTaxes.com	625 984 0888	Sub	SURE
3 Jake	Williams	jake.williams115@gmail.com			
4 Taylor	Ehlich	taylor.ehlich@me.com	818 522 2765		
5 Eve	Loughman	valola9@roadrunner.com		0	0
6 Carol	Hughes	carol.hughes@3@gmail.com		NO	NO
7 MIKE	STUMP	MMDDSS@AOL.COM			
8 JULY	ADLERBWE	SADLERBWE@YAHOO.COM			
9 Nolan	Michael	Isawmyreflection@gmail		✓	✓
10 Paul	FEUERBERG	p-feuerbergo@pacetherapy.ca-		✓	✓
11 Jennifer	Moore-Sukys	jnsukys@gmail.com			
12 Sherayce	Tones	vataagirl@gmail.com			
13 Kimberlee	Shelton	wk4shelton@gmail.com			
14 Mackael	CHAPPERFISH	CHAPPERFISH@Cox.net			
15 DNAME	KOTEL	LUTANS@YAHOO.COM			



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YES!					
FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
Greg	GIBBS	ggibbs040@gmail.com	805 794 3429	✓	✓
Edil Z.	Plahn	zplahn@exchangelight.com	805 760-6428	✓	
Ben	Dorger	ben@benjamin.dorger@yahoo.com		✓	
Leannie	Bray	lbray717@esbsglobal.net			
Julie	Cox	julecollection@gmail.com			
SHELLEY	TOOMEY	toomeysantofelisa.com			
ARI	MATTSON	ARI.MATTSON@GMAIL		✓	
Tina	Miller	dtmbea@hotmail.com			
Jonathan	Pelanne	jonathan.pelanne@gmail.com	510-334-7805		
Deb	Burns	debarburns@gmail.com	805-901-7462	✓	
Austin	Norstrup	arnnorstrup@gmail.com		✓	
Rebekah	Hosman	rebekehahosman@gmail.com	805-637-5992	✓	
Carole	ESKINE	Carole333@gmail.com			
Vanesse Velasquez	Velasquez	Vanesse.R.Velasquez@gmail.com			
Delilah	Velasquez				

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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Andrea	Villanueva	avillanueva5@gmail.com			
2 David	Morris	DMORRIS861@gmail.com			
3 Jacob	Tooth	Jacobtooth24@gmail.com			
4 Ryan	Horton	ryan.horton@bbrown.com			
5 Stacy	Hankins	stacyg.hankins@gmail.com			
6 Robert	Schwartz	theoriginalpizzachief@gmail.com			
7 Pat	Devere	Tjdennun@robdennun.com			
8 Suzette	Barrick	Suzskidd@yahoo.com			
9 Connie	Kazmer	kazmerconnie@gmail.com			
10 Michael	Schwartz	Mike A Schwartz - Co m.			
11 Jim	Hahn	ackkaramanjan@yahoo.com			
12 Chuck	Young	ACKTYOUNG@SBGLOBAL.NET			
13 Gina	Jaramila	msgina333@gmail.com			
14 DAVE	HOLIFIELD	DAVEHOLIFIELD@yahoo.com			
15 Maria	Ayson	lourdenaysong@gmail.com	(805) 320-7506		



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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Edgar	Condellano	Edgar Condellano	(705) 294-8885		
2 Jessica	Kuschela	Amy D. Kuschela	(855) 656-5444		
3 Minda	Mende	Minda Mende	(893) 216-6968		
4 Sade	Jenkins	Namm-202@gmail.com	(678) 668 3358		
5 Dominique	Salgado	dominiquosalgado2@gmail.com	(601) 607-2629		
6 Rianna	Salgado	riannasalgado150@gmail.com	(661) 670-9120		
7 Jessica	Tares	Tares.2293@yahoo.com	(805) 832-0330		
8 Tina	Apina	trinaapina@gmail.com	805-983-7815		
9 Leanne	White	leanne.barley547@gmail.com	928-318-4941		
10 David	Doenges	-	-		
11 Enka	Serrata	enka.serrata@yahoo.com	-		
12 Mark	Kane	mark.a.kane22@gmail.com	(805) 479-6453		
13 Jennifer	Zegers	zegers715@yahoo.com	(805) 794-6363		
14 Mike	Zegers	zegers715@yahoo.com	(805) 794-6659		
15					

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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Lauren	Taluy	lm.taluy@gmail.com			
2 TIMUR	Taluy	timur@FixYourTaxer.com	825 984 0888	sure	sure
3 Jake	Williams	jake.williams115@gmail.com			
4 Taylor	Ehlich	taylor.ehlich@me.com	818 522 2765	.	
5 Eve	Loughman	valola9@roadrunner.com		o - a	a
6 Carol	Hughes	carol.hughes@33@gmail.com		no	no
7 MIKE	STUMP	MMDDSS@AOL.com			
8 Sally	ADELBEWE	SADIEUBWE@YAHOO.COM			
9 Nolan	Michael	Isawmyreflection@gmail		✓	✓
10 Paul	FEUERBERG	pfeuerbergo@pacnet.net		✓	✓
11 Jennifer	Moore-Sukys	jusukys@gmail.com			
12 Sherayce	Tones	vataagirl@gmail.com			
13 Kimberlee	Shelton	wk4shelton@gmail.com			
14 Mackael	CHAPPERFISH	CHAPPERFISH@Cox.net			
15 Duane	KOTEL	LUVTANS@YAHOO.COM			



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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
Ellen	<del>Samuel</del>	<del>eastbaydave@gmail.com</del>			
Matt	Villegas	matt.villegas33@gmail.com			
Bradi	Villegas	bradi.villegas@gmail.com			
Sue	Eulan	sueeulan@gmail.com			
Steve	Edon	steveedon@gmail.com	206 351-8332		
Belinda	Tolson	belinda.tolson@gmail.com			
Rick	Moore	R Moore (Production Plus Plumbing)	805 826-8291		
BOB AVILA	DAUGHT		805 6070208		
Joshua	Mundhepe	Posidon@gmail.com	213-280-4772		X
James	Danielli	jdanelli@yahoo.com	818 926-0180		
Barry	Rubinow	rubinowes@mind.springs.com			



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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Crystal	Whang	bujinwhang33@gmail.com			
2 Joe	Chavez	Shavez.J@gmail.com			
3 Miguel	LAN GARCIA	totkstanof@gmail.com			
4 JENEL RAZ	LAN GARCIA	LAN GARCIA@yahoo.com	805 701 0186		
5 Heather Lee	HARRIS	Jenel just david@gmail.com			
6 Hugo Barbosa	Barbosa	RPMGAL@HOTMAIL.COM			
7 Santiago	Gomez		805-253-4770		
8 James	Keith	gsantiago98@yahoo.com	(805) 443-1460		
9 Cindy	O'Brien	jinisalways@gmail.com	805 754-1019		
10 Austin	Dillon Jr.	Cindy IS ALWAYS@gmail	805-754-0681		
11		Austindillontra@gmail.com	805-551-8770		
12					
13					
14					
15					

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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1	Mikel	Mankarious	Mikel.Mankarious@gmail.com		
2	Lisa	Mankarious	lisa.mankarious@gmail.com		
3	AnnMarie	McCarthy	icishg14719@yahoo.com		
4	Evelyn	Lebrek Cruz	eande.cruz4@gmail.com		
5	Andrew	Lebrek	andrewlebrek@yahoo.com		
6	Sharon	Seaton	sharonfun@mac.com		
7	Yackinson	Seaton	mackinsonseaton@gmail.com		
8	Clara Wilson	Wilson	clara.wilson@gmail.com		
9					
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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Alex	Ayson	alexanne.payson@gmail.com	(805) 202-6197		
2 EDDIE	BEAMER	edbeamer@clean@gmail.com	(805) 210 1021		
3 Barbara	Dailey	Barbara21230@aol.com	(805) 314-5808		
4 Nancy	skowron		(970) 290-4344		
5 Pam	Young		805 208-3544		
6 Annette	Robinson		805-794-0212		
7					
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FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1 Maggie	Mazzella	mazzella46@yahoo.com			
2 Nancy	Gorske				
3 Masanobu	Yeto	Yeto'sMarket@gmail.com			
4 Nobuko	Yeto	"			
5 GRIG	FLEKAL	GREGFLEK@gmail.com	657) 342-5941		
6					
7					
8					
9					
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11					
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	FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER?	SPEAKER?
1	Julia	Varaz	JulieTrujillo16123@yahoo.com			
2	Sergio	Varaz				
3	Isabel	Cabrera		805-793-8775	X	
4	Leo	Valenzuela	biggunce805@gmail.com	805-486-0475	X	
5	Jessica	Medina	Jessicamedina6293@gmail.com	Pr 661-523-4004		
6						
7						
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11						
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	FIRST NAME	LAST NAME	EMAIL	PHONE (Optional)	LETTER? SPEAKER?
1	Joselyn	Mendon	coacheliteblack@gmail.com		X
2	Jana	Reyes	inthe80s@yahoo.com		
3					
4					
5					
6					
7					
8					
9					
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## STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
23-47	Oh Wow Cycles	1 Year Sponsorship	\$15,000.00
23-48	Humana	1 Year Sponsorship	\$9,500.00
23-49	Jen McGuire	Large Livestock Superintendent	\$5,000.00
23-50	Lexi Specchio	Open Youth Horse Show Announcer	\$600.00
23-51	Nikki Wilson	Open Youth Horse Show Manager	\$1,500.00
23-52	Ramona Ralph	Open Youth Horse Show Secretary	\$600.00
23-53	Chris Leavitt	Midway Coordinator & Ticket Management	\$21,000.00

## Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT
23-041	Cat Fanciers Association	Lucky Penny Cat Show	\$4,472.00	11/3-11/4/23
23-042	Tabares Entertainment Inc.	Circus Vargas	\$12,820.00	5/23- 6/5/23
23-043	The Brandon Anderson Foundation	PaakHouse	\$20,660.00	5/12/23
23-044	The Toland Group	Toyota Shoot	\$275.00	4/7/2023
23-046	California Strawberry Festival	Meeting Space	\$676.00	4/13/23, 4/15/23
23-047	Trapeze Entertainment LLC	RV Camping	\$1,200.00	4/7/23-4/11/23
23-048	Maya Wedding	Wedding	\$4,297.00	6/10/23
23-049	Taft Electric Company	Training Event	\$3,628.00	9/16/23
23-050	Driving Dynamics	Driving School	\$1,320.00	6/12/23
23-051	Valdivia Marketing Group	Valdivia Concert	\$8,165.00	5/26/23
23-052	Gold Coast Gem Show	Gem Show	\$7,492.00	5/27-5/28/23
23-053	Seaside Tattoo Show	Tattoo Expo	\$17,123.00	6/9/23-6/11/23
23-054	Dynaflex Products	Monster Stacks Event	\$12,270.00	6/16-6/18/23



# CONCESSION AGREEMENTS

23001	Chris DeVan Coffee	15%
23002	ICE Dann Ades	\$1,500
23003	Tannebaum Vending	5%
23004	The Great American Petting Zoo	In Kind
23005	Camel Safari Experience	15%
23006	Tucker's Pony Ride	\$3,900
23007	Cutco	\$5,040