

BOARD MEETING NOTICE

The 31st DAA Board of Directors will be holding a board meeting on
Tuesday, May 23rd, 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

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

Public Participation

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

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

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: Leah Lacayo, Acting CEO

Tuesday, May 23rd, 2023 at 9:00 a.m.

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

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

VI. Approval of Minutes

A. April 25th, 2023 Board Meeting

B. May 2nd, 2023 Board Meeting

C. May 8th, 2023 Special Board Meeting

VII. Financial Report

A. Financials ending April 30th, 2023

VIII. Committee Reports - None

IV. Old Business

X. New Business

XI. Board Correspondence

A. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: Poultry Health Inspections (PHI) – FY 2023/24 Fair Season

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, 1-4, 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
4. Judging Agreements

XIII. Acting CEO/Presidents Report

XIV. Director's Comments

XV. Future Agenda Items

XVI. Adjourn

Americans 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 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, April 25th, 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

I. Call to Order

Roll Call

Declaration of Recusal or Conflict of Interest

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

Directors present: President, Leah Lacayo, Vice President, Daniel Long, Michael Bradbury, M. Cecilia Cuevas and Shanté Morgan-Carter.

Absent: Leslie Cornejo.

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

Guests Present: Charles Southwick, Fairs & Expositions, Haig Baghdassarian, Chief Counsel with CDFA, Brandi Gragg, Staff Counsel with CDFA, Michael Florez, Deputy Secretary with CDFA, Tom Kiskin, Carla Alvara, Kathie Moore, Linda Wolf, Rick Conrad, Diane Cook, Sam Franklin and Sharon Ferro.

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

II. Pledge of Allegiance

Director Morgan-Carter 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:

Charles Southwick – CDFA, Fairs and Expositions

Haig Baghdassarian – Chief Counsel with CDFA

Brandi Gragg – Staff Counsel with CDFA

Michael Flores – Deputy Secretary with CDFA

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: 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)

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

President Lacayo reconvened the meeting at 10:45 a.m. and reported that no action was taken during closed session.

VI Approval of Minutes

A. March 28th, 2023 Board Meeting

MOTION: To approve the March 28th, 2023 Board Meeting minutes.

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

VII. Financial Report – CEO Rianda

A. Financials ending March 31st, 2023

CEO Rianda reviewed the financials. She explained that the deficit of \$199,000 is due to projects, namely the PSPS that we will be reimbursed for approximately \$71,000. There is also a prior year expense of \$53,974 for outstanding CARF dues and if we want to remain members we have to get that paid. Utility prices have gone up and we are being used a lot more at this time than we were last year so there is an increase in utilities. Supplies and expenses has gone up because we are fixing things. Lastly, professional services non-fair is up because that is for our maintenance supervisor and our out-sourced security, these are all changes from last year.

VIII. Committee Reports

A. Operations Committee Report – Michael Bradbury, Chair

Director Cuevas explained that they reviewed the facility assessment report that the board recently received. CEO Rianda had put the projects in a format that listed them in the condition of poor, fair and good. It was asked that the list be prioritized, and CEO Rianda would be attaching a monetary amount to each project. This would be brought back to the Operations Committee to assess and then be brought to the board as well as the Foundation, in hopes that this could be tackled together. The committee will prioritize the list by addressing the projects that are the most severe as they relate to safety, but also issues that can be addressed given the financial piece that comes with each and every item.

B. Marketing Committee Report – Dan Long, Chair

Vice President Long and Director Morgan-Carter both reported that they are happy with the direction that Ms. Hook is taking us. Director Morgan-Carter commented that she is also happy with the fact that the website is getting cleaned up as well as our strategic communications. They have included in our communication as we go forward to recognize public input and commitment to outreach in the many diverse communities in Ventura County.

C. Livestock Committee Report – Dan Long, Chair

Vice President Long explained that the meeting was in-person and well attended. Ms. McGuire gave an extensive report of everything going on and mentioned some updates like on some of the vaccines. It was really getting back together and getting good direction and knowing things are moving forward.

IV. Old Business

President Lacayo mentioned that these were all items that Director Cuevas asked to be put on the agenda and asked CEO Rianda to address them.

A. Fairgrounds Foundation

CEO Rianda stated that Director Cuevas has asked repeatedly to have a meeting with the Fair Board along with the Foundation Board. There needs to be some dates put together to present to their board, unless the Fair board wants to attend their meeting, she just needs some direction.

Director Cuevas stated that one of the suggestions she made was to review the facility assessment report with the Foundation Board at the strategic planning session. Both boards can work together as a collective unit to prioritize that list and get working on something that both boards can get behind and have some feedback and insight to.

President Lacayo stated that she wants to clarify with the State because the Foundation is a 501(C)3 and the Fair Board is not. The two boards are separate and it has been her experience in the past that if there is something we want the Foundation to help pay for then it would be presented to them. CEO Rianda and Ms. Ortiz are our eyes and ears on both boards and that would be a better way than having the two boards meet. She just doesn't know if that is a legal thing to do, so it is something she would have to clarify with the State.

Mr. Southwick explained that the members of the Foundation Board can be invited to attend the Fair Board meeting, but he would think the Fair Board would present to the Foundation Board and have them decide and notify the Fair Board of their decision. He recommended inviting at least one member of the Foundation Board to attend the Fair Board meeting.

President Lacayo stated that what Mr. Southwick said makes sense.

Director Morgan-Carter stated that it is a good concept but because it is in a retreat forum and there will be discussions regarding goals, direction, etc. whether or not that would be feasible. If the board is making financial or fiduciary decisions that might be another aspect, so she wanted to pull that apart.

President Lacayo stated that this is something the board may want to think about until the board has all the financial aspects and the assessment completed. If the Fair Board wants to wait for a portion of whatever retreat we have going forward then that would be something else the board can consider.

B. Collecting credit cards from auction buyers

CEO Rianda stated that she shared with Director Cuevas that we have been collecting credit cards on the buyer registration cards for many years. There is verbiage on the card that states "I agree to my credit card being charged for my auctions purchases if I do not settle my account on the day of the auction." CEO Rianda has sent this language to CDFA legal to review and give us their legal opinion. From her understanding, it has been our normal practice for many years and we will continue to do this with any direction from CDFA legal.

C. Policy for the 31st DAA Legal Advice

President Lacayo stated that from her understanding, we already go to CDFA for any legal advice who may advise us that we may need to have private counsel for whatever item but thinks this is how we already operate.

CEO Rianda confirmed that is the process. We go directly to Mr. Southwick with CDFA Fairs and Expositions who then forwards it on to legal for their opinions and then comes back the same way.

D. Retreat/Team Building

President Lacayo suggested putting this off until after the Fair this year because the board has enough on their plate currently. The Board was in agreement.

X. New Business

A. Report on Foundation Meeting 4-11-23

- CEO Rianda reported that there was a presentation by a professional fundraiser, Katie Convoy, who came in and gave a talk on how the Foundation members can actually help the Fair. It was a good opportunity for her to talk about her experience and what she can bring to the table. They asked her to present a proposal to them which will be brought back to the next meeting for discussion.
- They were given the facility assessment report so they can review and be on the same page as the Fair Board as far as knowing what projects need to be done. They have their thinking caps on and we are working on raising some money to go towards some of these projects.
- CEO Rianda explained that Gold Coast Toyota has expressed interest in being the sponsor of the Clark Pavilion, so Mr. Lieberman is putting together a proposal for them. After the Foundation meeting, there were a couple Trustees that came forward with additional names who might be interested in sponsoring that building and/or the Morgan Arena.
- They were meeting quarterly, but decided they wanted to meet every two months.
- They have a new Trustee, Betsy Chess, who is a great burst of energy and will be good for that board.
- They asked for a maintenance budget for repairs, so she emailed them that after the meeting.

- There were some leads on possibly getting a tank for our water truck, so they are continuing to work on getting that donated.

Director Morgan-Carter asked when President Lacayo speaks with legal to find out how the Fair Board can get in the same room with the Foundation so that both boards are working to support one another in alignment. They have different ways of raising funds and there needs to be some sort of cohesion in terms of messaging, etc. She would like direction because they are doing good work and she has concerns about how to move forward in terms of the board's presence and making sure there is good attention being brought to the Fair and what is done for the community.

CEO Rianda mentioned that she is in the process of putting together an MOU between the Fair and the Foundation which will outline much more clearly the function of each board and how things need to flow.

President Lacayo stated that many years ago, the Fair board had directors on the Foundation Board but the State advised them not to do that. Even having a liaison is permissible but probably not the best idea, so while she is President she would like to keep both boards separate.

Director Morgan-Carter stated that what CEO Rianda said in terms of the MOU is typical with how both boards would work together, so that is the format for that and sounds great.

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

CEO Rianda reviewed both pieces of board correspondence.

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

MOTION: To approve the consent list with items A, 1-3.

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

XIII. CEO Report

- The maintenance staff has been working on the various events we have been having. They have replaced a sewer pump. The vestibule on the closet side of the office to San Miguel has been replaced and repaired which was one item on the facility assessment report. They are in the process of trimming all of the palm trees and should be finished by the end of the week. The lights on main street have been replaced and they have started the lights in the main parking lot. They are continuing to clean along the fence line in the back by the Morgan Arena as well as by the maintenance shop. The union group came in and poured concrete under the smaller set of bleachers at the Morgan Arena with the drain underneath those. They also put asphalt in the beach lot and leveled it out because there were a lot of potholes in the dirt lot area. Maintenance Mania will be here next week where everyone in attendance will be working on refurbishing the candy-striped bathroom. There was a broken pipe in the Seabreeze area which caused flooding just prior to Skull and Roses so that was repaired and dried out.
- She and Ms. Johnson had a booth at the Spring Wine Walk, which Ms. Taylor helped with, and it was very well received. They started out signing people up for the VC Fair Friends club and offered them discounted admission on that day only. There were a lot of people interested in volunteering so her and Mr. Howell will be putting together a list of projects and dates that volunteer groups can come and work at.
- Steer tagging took place at the beginning of the month and 61 were tagged, last year there were 23.
- She attended a CFA Meeting via zoom as well as a Southern California Area Meeting.
- She had a FEMA Meeting where she is working to get some reimbursement back from FEMA and Cal OES. Some of the storm damages that we had were mainly to our equipment, sound equipment as well as our pumps that couldn't handle the amount of water coming in and stopped working.
- She met with Bill Bartel, who is with the Ventura County Film Commission, and it was mentioned that our facility would be perfect for doing some filming for commercials, being used as sound sets, etc., so they talked about how we can do that. Our website is updated to meet their requirements and the proper language, so we'll see what that gets us.
- CCA came out and gave us a bid on the replacement of the Derby Club roof, which was one of the items deemed poor quality. There was also a meeting out at the bleachers in the arena and discussed the maintenance that needs to be done out there. There were contractors as well as a structural engineer.
- She had a meeting with Brick Conners, the new Assistant City Manager, and he mentioned they would like to get together and talk about ways the City can actually help the fairgrounds by providing assistance as far as man power if we need it.
- Director Long had connected her with Casey Goff, who is a grant writer, and is very interested in working with us. CEO Rianda had sent her a couple grant applications, so she is going to look at those and see which one she thinks she can tackle first for us.
- There was an Exhibits Superintendent's Meeting and they are all geared up and busy planning for Fair.
- She received a facilitator proposal from Becky Bailey-Finley to facilitate the retreat. \$2,500 of her proposal would be reimbursable through CFSA if the training is done before July 15th, which doesn't sound like it will be.
- She has been attending the 150th Celebration Meetings to discuss all the celebrations that will be taking place throughout the county. A big portion of that will be here during the Fair and we are just figuring out what that is going to look like and what its going to be.

They have a pop-up festival tent they will be bringing to various events throughout the county. She has a meeting with Elena Brokaw from the Ventura Museum to discuss what will actually be taking place at the Fair.

- She had a meeting with Julie Salmonson with the Cooperative Extension and talked about 4H. She was interested in having a 4H field trip here and having the various 4H groups around the county come in and volunteer. She also asked about the Junior Fair Board, why it went away and if there was the possibility to bring it back, so that was discussed as well.
- The carnival application deadline has come and gone so now she will be working with Chris Leavitt who has been contracted to assist with putting the carnival together.
- She appreciated Director Cornejo inviting her to lunch with Supervisor Kelly Long.
- We did receive a grant of \$135,000 from the Wood Claeysens Foundation for use in our equine facilities. She has been working with Ron Bowman and John Hecht to come up with the needs and Linda Wolf has been instrumental in deciding where that money would best be used.
- Mr. Lieberman, our sponsorship coordinator, is doing a great job and as of about three weeks ago we were only \$50,000 away from our 2022 sponsorship mark, so she is thinking we will be able to surpass that without an issue.
- She had Ms. Inez, our new front office assistant, do research on background companies and the one she liked the best is called Checker. It is \$30 per background check and last year we hired 191 employees. It will cost a bit but it is something that we need to move forward with and if there are no objections she will move forward with it.
- She heard back from the audit office and the earliest they would be able to come is October, November or December to do a financial audit. The last year that has been audited was 2017. She will continue to stay in touch with them and hopefully get something scheduled.
- Director Cuevas had a great idea for the boardroom during the Fair, so CEO Rianda reached out to Armen Zenidjian with the Derby Room and he is amenable to allowing us to use a portion of the first floor of the Derby Club to have our director's space. She will meet with him later this week and designate the area.
- Staff has done over \$5,500 in electrical repairs throughout the grounds and it is still ongoing. The lighting has been upgraded down main street and the main parking lot which has cost right under \$21,000.
- One thing that she has been talking about with the Foundation is not having any assets to sell to members, donors, etc. so she had suggested something similar to what Midstate Fair had done with their sky boxes. One of the Foundation members had connected her with Nick Deitch who will come out and see if he can put renderings together.
- She is working on various personnel items to get staff reclassified and into the positions they are doing.
- She and Ms. Johnson had a booth at the Chamber Expo and people were excited to see the Fair involved. People had lots of questions about what is happening, what is coming up and just a lot of excitement.

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

Jason Amelio, Sales Manager

- The big event that just ended was the Skull and Roses Festival. It was a four-day event last year and this year it was five days. They featured about 34 bands and dozens of vendors and sponsors. Their attendance was down from prior years, but the promoters

increased security and planning on camping, which solved a number of issues that we had from last year. Overall, the promoters were happy with the event and we look forward to having them back next year.

- During this last month we took in \$148,067 in rental invoice revenue, which is up about \$24,000 from last year. Parking revenue was also up with about \$24,950 versus \$19,095 in the same period last year.
- In May there is a number of returning events: Boots and Brews from CBF Productions as well as the Gold Coast Gem Show. Circus Vargas will also be returning for the first time since 2018.
- He announced that the eight-time grammy award winning Anderson Paak will be hosting the Paak House event here Friday, May 12th. They will be announcing today and it will be a combo of local and national music acts. He encouraged everyone to go to Paakhouse.org to get information as they start to release it.
- After a ton of work and planning we will finally have the California Strawberry Festival on May 20th and 21st.
- He is continuing to work toward the summer events.
- He will also be working with Patrick Maynard as they finalize the security plan for this year's Fair.

Madalyn Johnson, Commercial and Food Vendor Manager

- As CEO Rianda mentioned they did the two booths and one of the great things about doing them besides reaching out and doing fun marketing for the Fair is that she is able to hand out many cards to recruit new vendors. CEO Rianda has opened the door with the City again and because of that she has been in touch with them quite a bit and we are getting a lot of local artists.
- She is completely in fair mode as far as contracts and community outreach.
- She is continuing to collaborate with the health department and get all the things that they require done.
- She has started to meet with vendors that will be part of the Seabreeze Plaza and they all seem to be excited about the new layout.

Heidi Ortiz, Executive Secretary

- All bids have been completed for the year, the last two were finished this month and the protest period ended last week. The protest that we did have is still pending and we are waiting to hear back from the hearing officer as to their decision.
- She is continuing to work on getting contracts completed with signatures and updated insurances.
- March retirement was \$21,158 which included 19 employees.
- Continuing to work with the various park and ride contacts to get the agreements done.
- She worked with CI Solutions, who has the badge program, to create the new badge layout for the 2023 Fair. She is in the process of figuring out how many fair employees, volunteers, carnival employees, etc. need to be badged so she can put together the supply order and get that placed.
- Working on completing the Wood Claeysens Foundation grant application.

Megan Hook, PR & Marketing

- There was a Marketing Committee meeting as mentioned earlier which was productive and everyone is on the same page about goals, objectives and how to get there. As a result,

she is working on the overall marketing plan for the Fair. She is having discussions with local media about what that looks like advertising wise.

- We have been offered some incredible opportunities by Spectrum and Charter that will save us a lot of money but will allow us to be on streaming and OTT avenues.
- We are looking into print, both in English and Spanish, which will be for advertising some of the main things like entries, fair schedule, ticket sales and the QR code will be utilized as well.
- Her strategy will be highly digital because she thinks it will reach the most people for the least amount of money through those avenues so that will be her primary focus.
- They will also use people in the community who are influential to help spread the word, like the Conejo Valley guide that will help us reach that side of the county. We also have a local foodie who does little reels that can feature our fair food.
- She will reduce the amount of printed materials; she is not a big fan of them other than some of the local newspapers and media so there will be a reduction in the number of posters printed based on what is leftover from last year.
- The marketing plan includes a detailed entertainment plan of the line-up and she is working with the acts agents to get their approvals on the marketing plan, see what requirements they have and whether or not they have limitations.
- She is working to bolster the number of email subscribers for our newsletter. As CEO Rianda mentioned with the VC Fair Friends, this past weekend there was a promotion if anyone signed up as an email subscriber Friday you got a link to purchase tickets for this year's Fair at last year's prices. It was pretty successful and there have been about 539 new subscribers to the email list and we are well over 7200 now. The newsletter will be a big portion of how we advertise because it is free, and we can give spots to sponsors.
- There is a lot of website changes. One being the filming permits page that is almost done and will help with the VC Film Commission as well as the California Film Commission. The big changes with the website besides flipping everything to 2023 is she is working with Mr. Lieberman and Mr. Nielsen to make our site, not just more user friendly, but more sponsor friendly so we can have year-round sponsors in different places and give more value to our Fair sponsor. Post Fair, her goal is to give a style to the website and make everything a little more uniform.
- She is archiving old fair photos and news clips. A lot of them are on old technology like CD's so she is putting them on hard drives. She is using those images on Fridays as a flashback post and people really like those.
- The next two weeks she is test piloting a new opportunity for organizations that have events at the fairgrounds by advertising on our social channels on their behalf. We are creating an ad spend and then charging a fee for that advertising to use our channels which potentially be another source of revenue from events.
- May is fairgrounds appreciation month, so we will be acknowledging that and use it as an opportunity to thank our community for their support.

Shannon Patrick, Exhibits Supervisor

- All entry guides are on the website and available for anyone to see what they want to make.
- She is working on the backend of Show Works to get that ready so entries can go live. For small livestock it will go live May 5th and for still exhibits it will be June 5th.
- She has been keeping maintenance busy with work orders from all the Superintendents to get things ready for their buildings that need some work.

- She is getting lists from them on things like badges, supplies, items for entries, contract information for staff and judges which are all things that are ongoing.

XIV. President's Comments

- She reiterated that the board speaks with one voice and that is through Ms. Hook and her outreach. She is the one that should be contacted for any kind of remarks. She would appreciate it if no other director makes themselves available, the board has their own source.
- She reminded everyone that there is another meeting on May 2nd.

XV. Director's Comments

Director Morgan-Carter

- She thanked all the staff and explained that everyone is working really hard which is appreciated.
- She reminded everyone that the Ad Hoc Policy Review Committee is working behind the scenes very hard to get it done. It is very tedious, but the work is being done.

Director Long

- He appreciates what Director Morgan-Carter had to say and appreciates the work and knows it is a lot of work because he helped work on the policy manual pre-COVID.
- He explained that staff is doing such a fantastic job and it is great to hear each person report out to the board.
- He is looking forward and excited for all the stuff coming up and ongoing.

Director Cuevas

- She had no comments.

Director Bradbury

- He had no comments.

XVI. Future Agenda Items

There were no future agenda items.

XVII. Adjourn

The meeting was adjourned at 12:00 p.m. in Gene West's honor.

Submitted by: _____
Heidi Ortiz, Executive Secretary

Approved by: _____
Stacy Rianda, CEO Ventura Fairgrounds

Approved by: _____
Leah Lacayo, Board President

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, May 2nd, 2023 at 9:00 a.m.

Administration Conference Room - Ventura County Fairgrounds

I. Call to Order

Roll Call

Declaration of Recusal or Conflict of Interest

The meeting convened at 9:46 a.m. and called to order by President Lacayo.

Directors present: President, Leah Lacayo, Vice President, Daniel Long, M. Cecilia Cuevas and Shanté Morgan-Carter.

Absent: Michael Bradbury and Leslie Cornejo.

Staff present: Heidi Ortiz, Executive Secretary.

Guests Present: Haig Baghdassarian, Chief Counsel with CDFA, Brandi Gragg, Staff Counsel with CDFA and Michael Florez, Deputy Secretary with CDFA.

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

II. 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.

III. CLOSED SESSION: (Adjourn into Closed Session) Pursuant to Government Code (GC) Section 11126, the Board is authorized to meet in Closed Session for the purpose of considering matters involving:

1. Personnel Matters, GC 11126(a)(1)

The meeting was adjourned into closed session at 9:47 a.m.

IV. OPEN SESSION: (Reconvene into Open Session)

a. Disclosure of any action taken place during the Closed Session Meeting

The meeting reconvened at 11:21 a.m. President Lacayo reported out that no action was taken.

V. Adjourn

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

Submitted by: _____
Heidi Ortiz, Executive Secretary

Approved by: _____
Leah Lacayo, Board President & Acting CEO

Board of Directors Special Meeting Minutes

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

Monday, May 8th, 2023 at 10:00 a.m.

Join Zoom Meeting: <https://us02web.zoom.us/j/4105967704>
Meeting ID: 410 596 7704
One tap mobile +16694449171,
4105967704# US +16699006833, 4105967704# US (San Jose)

I. Call to Order

Roll Call

Declaration of Recusal or Conflict of Interest

The meeting convened at 10:05 a.m. and called to order by President Lacayo.

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

Staff present: No Staff.

Guests Present: Brandi Gragg, Staff Counsel with CDFA, Michael Florez, Deputy Secretary with CDFA, Charles Southwick, Fairs and Expositions and Sarah Pelle, Fairs and Expositions.

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

II. Vote on Need for Special Meeting

Board Members need to vote to determine whether sufficient cause exists to hold this special meeting. (2/3 of Board Members present must agree).

MOTION: To approve the need for the Special 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 Morgan-Carter	X		
Vice President Long (Motion)	X		
President Lacayo	X		

III. 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.

Mr. Moore – She explained that Ms. Rianda has been exceptionally goof for the fairgrounds and hates to see her leave and at the same time she understands things have to happen. She recommended that Jen McGuire take her spot until the board has to open up the position because she is very familiar with everything we are doing and has been done in the past. Right now the Fair is just coming back together and she would hate to see the momentum be lost. She doesn't know if it has been brought up, but she recommended that the board does not bring the prior CEO back because then we will start going backwards and we would lose a lot of our donors.

IV. CLOSED SESSION: (Adjourn into Closed Session) Pursuant to Government Code (GC) Section 11126, the Board is authorized to meet in Closed Session for the purpose of considering matters involving:

1. Personnel Matters, GC 11126(a)(1)

The meeting was adjourned into closed session at 10:11 a.m.

V. OPEN SESSION: (Reconvene into Open Session)

1. Disclosure of any action taken place during the Closed Session Meeting

The Board reconvened at 11:10 a.m.

President Lacayo stated that the Board accepted Ms. Rianda's retirement and also voted and approved to bring Jen McGuire in as Interim CEO. The date is to be determined.

2. Discussion and possible action regarding delegation of authority for contracts, purchasing and signing checks.

MOTION: To grant Jen McGuire and Leah Lacayo signing authority with current approved rates for contracts, approving purchases and to sign checks with Ms. McGuire being determined when she starts.

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

V. Adjourn

The meeting was adjourned at 11:15 a.m.

Submitted by: _____
Heidi Ortiz, Executive Secretary

Approved by: _____
Leah Lacayo, Board President & Acting CEO

Ventura County Fair - 31st District Agricultural Association
Financial Dashboard for the Period Ending April 30, 2023

Balance Sheet

Assets

Current Assets

Operating Cash	\$	2,555,225
Maximizer Savings		554,940
LAIF Balance		40,048
Other current assets		340,883
Total current assets	\$	3,491,096

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:

\$ 7,344,074

Liabilities

Current liabilities

Accounts payable	\$	87,243
Other current liabilities		658,344
Total current liabilities	\$	745,587

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)		(99,737)
Total capital resources	\$	5,092,913

Total liabilities and capital resources:

\$ 7,344,074

Total Cash Balance

Beginning Cash Balance	3,074,573.58
Ending Cash Balance	3,176,599.60
Net Intake:	\$ 102,026.02

Accounts Receivable

General	\$	-
Fairtime		-
Auction		-

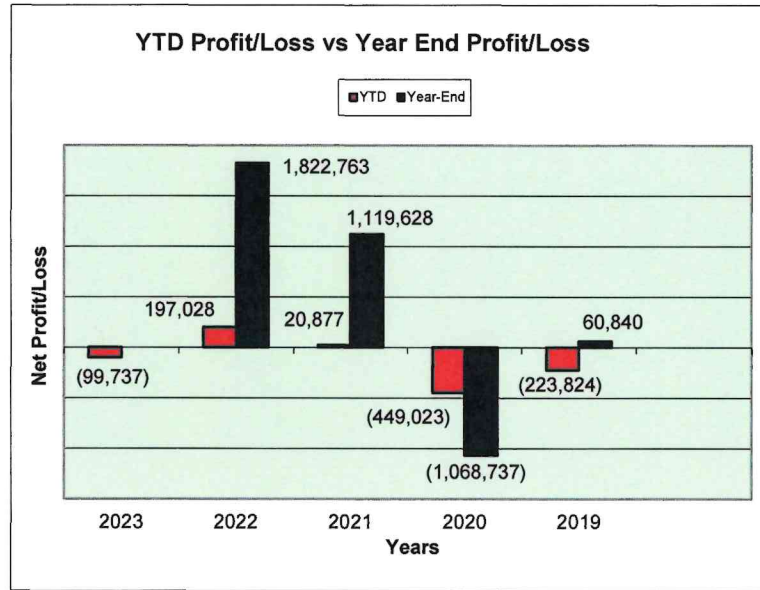
Total receivables:

\$ -

Legal Actions

Consolidated Income Statement

	<i>April</i>	<i>2023 YTD</i>	<i>2022 YTD</i>
Revenues	\$ 359,578	\$ 995,348	\$ 711,687
Expenses	259,349	1,095,085	514,659
Surplus/Deficit	\$ 100,229	\$ (99,737)	\$ 197,028



Profit/Cost Centers

	<i>April</i>	<i>2023 YTD</i>	<i>2022 YTD</i>
Fair	\$ 67,233	\$ 66,687	\$ 83,514
Facility Rentals	\$ 157,714	\$ 501,708	\$ 402,672
Horse Racing	\$ 31,588	\$ 5,329	\$ 20,612
Overhead	\$ (147,193)	\$ (578,615)	\$ (292,364)
Auction	\$ (12)	\$ (434)	\$ (587)

Budget Compliance 2023

	<i>YTD</i>	<i>BUDGET</i>	<i>% MET</i>
Fair	\$ 66,687	\$ 2,368,863	0.028
Facility Rentals	\$ 501,708	\$ 1,360,325	0.369
Horse Racing	\$ 5,329	\$ 74,500	0.072
Overhead	\$ (578,615)	\$ (1,755,168)	0.330
Auction	\$ (434)	\$ 30,850	-0.014

Capital Projects 2023

<i>2nd Quarter</i>	<i>BUDGET</i>	<i>% MET</i>
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VENTURA COUNTY FAIR (31st DAA)			
BALANCE SHEET			
FOR THE PERIOD ENDING APRIL30 , 2023			
ASSETS			
Current Assets	2023	2022	
Cash			
Petty Cash	150	119	
Change Funds	6,000	14,100	
Cash - Operating	2,555,225	1,415,781	
Cash - Lottery	0	4,665	
Cash - Premiums	0	0	
Cash - Payroll	410	214	
Cash - Savings	554,940	554,945	
Cash - LAIF	40,048	39,365	
Cash - Auction	19,826	(109)	
Total Cash	3,176,600	2,029,079	
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	3,491,095	3,051,557	
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	7,344,074	7,313,651	
LIABILITIES & CAPITAL RESOURCES			
Liabilities			
Payroll Liabilities	0	0	
Clearing Accounts	(40,888)	(18,923)	
Accounts Payable	87,243	72,979	
Workers' Compensation	0	0	
Payroll Withholdings	26,050	(30)	
Horse Show Fees Payable	0	0	
Deferred Revenue	406,817	130,997	
Guaranteed Deposits	152,384	113,329	
Compensated Absences Liability	113,980	69,888	
Net Pension Liability	959,701	4,185,093	
Notes Payable	545,873	916,561	
Total Liabilities	2,251,160	5,469,895	
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)	(99,737)	197,028	
Total Capital Resources	5,092,913	1,843,756	
TOTAL LIABILITIES & CAPITAL RESOURCES	7,344,074	7,313,651	

VENTURA COUNTY FAIR (31ST DAA)
CONSOLIDATED CASH REPORT
FOR THE PERIOD ENDING APRIL 30, 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	1,691,281.80	85,087.37	142,545.62	0.00	(580.60)	1,633,242.95
MISSION BANK OPERATING	761,331.87	282,655.98	52,005.62	(70,000.00)	0.00	921,982.23
PAYROLL CHECKING	41.55	0.00	0.00	0.00	0.00	41.55
MISSION BANK PAYROLL	1,401.98	0.00	71,013.94	70,000.00	(19.17)	368.87
AUCTION CHECKING	(1,139.28)	0.00	0.00	0.00	0.00	(\$1,139.28)
AUCTION CHECKING MISSION	20,976.85	0.00	0.00	0.00	(11.99)	20,964.86
PREMIUMS CHECKING	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING	2,480,044.77	367,743.35	265,565.18	0.00	-611.76	2,581,611.18
			<u>SAVINGS ACCOUNTS</u>			
	0.00	0.00	0.00	0.00	0.00	0.00
MISSION BANK SAVINGS	554,748.84	0.00	0.00	0.00	191.50	554,940.34
TOTAL SAVINGS	554,748.84	0.00	0.00	0.00	191.50	554,940.34
			<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	268.11	40,048.08
TOTAL LAIF	39,779.97	0.00	0.00	0.00	268.11	40,048.08
	3,074,573.58	367,743.35	265,565.18	0.00	-152.15	3,176,599.60

VENTURA COUNTY FAIR (31ST DAA)			
NOTES TO CONSOLIDATED CASH REPORT			
FOR THE PERIOD ENDING APRIL 30, 2023			
OPERATING ACCOUNT			
Credit Card Fees	(395.34)		
UMS Celero Fees	(7.95)		
UMS Celero Fees- Showworks	(6.50)		
UMS Celero Fees- Money Room	(6.50)		
Credit Card Fees- Showworks	(142.09)		
Authorize.net Fees	(22.22)		
MISSION- OPERATING ACCOUNT		(580.60)	
		0.00	
PREMIUMS ACCOUNT			
		0.00	
PAYROLL ACCOUNT			
		0.00	
MISSION- PAYROLL ACCOUNT			
Banking Fees	(19.17)		
		(19.17)	
AUCTION ACCOUNT			
Authorize.net Fees	(10.17)		
Account Analysis Charge	(1.82)		
		(11.99)	
LOTTERY ACCOUNT			
	0.00		
		0.00	
PETTY CASH			
		0.00	
CHANGE FUND			
		0.00	
SAVINGS ACCOUNT			
		0.00	
LAIF ACCOUNT			
1st Quarter Interest Earned	268.11		
		268.11	
MISSION BANK SAVINGS			
Interest Earned	191.50		
		191.50	
TOTAL ADJUSTMENTS		(152.15)	

VENTURA COUNTY FAIR, 31ST DAA CONSOLIDATED INCOME AND EXPENSE STATEMENT FOR THE PERIOD ENDING APRIL 30, 2023						
	Current Month	Current YTD 4/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 4/30/22
OPERATING REVENUES:						
Admissions	0	0	2,601,000	2,601,000	0%	24,540
Auction Buyer Receipts	0	0	1,400,000	1,400,000	0%	0
Camping	21,190	21,190	74,500	53,310	28%	20,545
Carnival	0	0	1,660,000	1,660,000	0%	0
Concessions	38,797	117,594	2,017,050	1,899,456	6%	83,039
Donations/Sponsorships	33,625	70,250	549,000	478,750	13%	22,500
Entry Fees	0	0	44,550	44,550	0%	310
Interest	460	5,393	7,300	1,907	74%	6,110
Miscellaneous Fair Revenue	670	670	34,350	33,680	2%	360
Miscellaneous Non-Fair Revenue	9,776	42,224	129,000	86,776	33%	59,049
Parking	39,474	253,290	982,750	729,460	26%	147,845
Programs	0	0	0	0	0%	0
Reimb Security/Maint Labor	4,775	54,116	121,000	66,884	45%	49,325
Rentals	151,970	332,857	981,200	648,343	34%	264,368
Track 2%-Day & Night	32,482	65,977	85,000	19,023	78%	22,701
Utilities/Pumping	1,359	5,383	54,000	48,617	10%	6,830
Prior Year Revenue	25,000	26,403	0	-26,403	0%	4,165
TOTAL OPERATING REVENUES	359,578	995,348	10,740,700	9,745,352	9%	711,687
OPERATING EXPENDITURES:						
Advertising/Promotionals	0	0	179,000	179,000	0%	587
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	40,586	161,472	512,134	350,662	32%	127,521
Employee Wages-Temporary	55,040	161,325	758,764	597,439	21%	110,031
Employee Benefits	33,042	121,155	169,660	48,505	71%	88,959
Entertainment	0	0	1,189,000	1,189,000	0%	0
Equipment-Purchase/Rent/Repair	4,584	21,345	275,604	254,259	8%	20,660
Insurance	14,075	56,299	218,898	162,599	26%	40,056
Judges	0	0	0	0	0%	0
Miscellaneous Fair	1,015	1,133	310,500	309,367	0%	1,000
Miscellaneous Non-Fair	6,752	26,182	211,300	185,118	12%	5,463
Payroll Taxes/Workers Comp	5,626	19,563	138,515	118,952	14%	12,728
Professional Svc-Fair	5,000	15,000	1,691,698	1,676,698	1%	2,549
Professional Svc-Non Fair	43,857	139,904	279,800	139,896	50%	11,167
Supplies & Expense-Fair	5,183	54,494	784,595	730,101	7%	10,646
Supplies & Expense-Non Fair	8,353	63,674	101,500	37,826	63%	13,615
Utilities	29,783	121,236	568,720	447,484	21%	65,085
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	20	20	800	780	3%	230
Prior Year Expense	900	54,874	4,300	-50,574	1276%	4,362
Projects	5,535	77,406	0	-77,406	0%	0
TOTAL OPERATING EXPENDITURES	259,349	1,095,084	8,806,788	7,711,704	12%	514,659
OPERATING SURPLUS (DEFICIT)	100,229	-99,737	1,933,912	2,033,649	-5%	197,028
STATE ALLOC.-F&E FUNDS	0	0			0%	
CAPITAL-ONE TIME SOURCE	0	0				
PROJECT REIMBURSEMENTS	0	0			0%	
SURPLUS (DEFICIT) ADJUSTED	100,229	-99,737				197,028
NET RESOURCES-OPERATIONS		4,690,512				
NET RESOURCES OPERATIONS ENDING		4,590,775				

VENTURA COUNTY FAIR, 31ST DAA						
OVERHEAD INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING APRIL 30, 2023						
<u>OVERHEAD</u>	Current Month	Current YTD 4/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 4/30/22
REVENUES						
Interest	460	5,393	7,300	1,907	74%	6,110
Sponsorships-Non-Fair	0	0	0	0	0%	0
Miscellaneous Non-Fair Revenue	9,776	42,224	129,000	86,776	33%	59,049
Reimb Security/Maint Labor	2,520	18,460	38,000	19,540	49%	11,845
Prior Year Revenue	25,000	26,403	0	-26,403	0%	0
TOTAL REVENUES	37,756	92,480	174,300	81,820	53%	77,004
EXPENSES						
Advertising/Promotionals	0	0	12,500	12,500	0%	0
Employee Wages-Permanent	32,168	125,812	393,430	267,618	32%	94,369
Employee Wages-Temporary	40,198	112,542	277,790	165,248	41%	69,113
Employee Benefits	24,019	88,881	117,250	28,369	76%	61,551
Equipment-Purchase/Rent/Rep	4,584	13,117	39,700	26,583	33%	4,145
Insurance	14,075	56,299	218,898	162,599	26%	40,056
Miscellaneous Non-Fair	938	6,911	57,800	50,889	12%	1,222
Payroll Taxes/Workers Comp	4,278	14,988	83,000	68,012	18%	8,945
Professional Svc-Non Fair	26,243	67,638	87,800	20,162	77%	10,492
Supplies & Expense-Non Fair	7,744	62,928	96,200	33,272	65%	9,973
Utilities	29,783	121,059	523,000	401,941	23%	64,910
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	20	20	800	780	3%	230
Prior Year Expense	900	900	4,300	3,400	21%	4,362
TOTAL EXPENSES	184,949	671,095	1,929,468	1,258,373	35%	369,368
SURPLUS (DEFICIT)	-147,193	-578,615	-1,755,168	-1,176,553	33%	-292,364

VENTURA COUNTY FAIR, 31ST DAA FAIR INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING APRIL 30, 2023						
FAIR	Current Month	Current YTD 4/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 4/30/22
REVENUES						
Admissions	0	0	2,601,000	2,601,000	0%	540
Camping	21,190	21,190	74,500	53,310	28%	20,545
Carnival	0	0	1,660,000	1,660,000	0%	0
Concessions	27,471	66,442	1,717,050	1,650,608	4%	63,500
Donations/Sponsorships	33,625	70,250	519,000	448,750	14%	22,500
Entry Fees	0	0	44,550	44,550	0%	310
Miscellaneous Fair Revenue	670	670	34,000	33,330	2%	360
Parking	3,690	3,690	452,750	449,060	1%	285
Rentals	0	0	4,200	4,200	0%	0
Utilities/Pumping	145	145	34,000	33,855	0%	1,450
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	86,791	162,387	7,141,050	6,978,663	2%	109,490
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	0	528	10,709	10,181	5%	0
Employee Wages-Temporary	5,995	20,127	375,310	355,183	5%	11,537
Employee Benefits	1,918	3,818	4,410	592	87%	77
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	1,015	1,133	263,500	262,367	0%	1,000
Payroll Taxes/Workers Comp	459	1,033	15,415	14,382	7%	167
Professional Svc-Fair	5,000	15,000	1,686,698	1,671,698	1%	2,549
Supplies & Expense-Fair	5,171	54,060	737,595	683,535	7%	10,646
Utilities-Fair	0	0	45,000	45,000	0%	0
Cash Over/Short	0	0	0	0	0%	0
TOTAL EXPENSES	19,558	95,700	4,772,187	4,676,487	2%	25,976
SURPLUS (DEFICIT)	67,233	66,687	2,368,863	2,302,176	3%	83,514

VENTURA COUNTY FAIR, 31ST DAA AUCTION INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING APRIL 30, 2023						
<u>AUCTION</u>	Current Month	Current YTD 4/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 4/30/22
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%	587
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	12	434	47,000	46,566	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	12	434	1,399,500	1,399,066	0%	587
SURPLUS (DEFICIT)	-12	-434	30,850	31,284	-1%	-587

VENTURA COUNTY FAIR, 31ST DAA FACILITY RENTAL INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING APRIL 30, 2023						
FACILITY RENTALS	Current Month	Current YTD 4/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 4/30/22
REVENUES						
Concessions	11,326	51,152	300,000	248,848	17%	19,539
Miscellaneous Non-Fair Revenue	0	0	0	0	0%	0
Parking	35,784	249,600	530,000	280,400	47%	147,560
Reimb Security/Maint Labor	2,255	35,656	83,000	47,344	43%	37,480
Rentals	151,970	332,857	977,000	644,143	34%	264,368
Rentals-Fair Sponsored Event	0	0	0	0	0%	0
Utilities/Pumping	1,214	5,238	20,000	14,762	26%	5,380
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	202,549	674,504	1,910,000	1,235,496	35%	474,327
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	8,418	35,132	107,995	72,863	33%	21,876
Employee Wages-Temporary	8,847	28,656	105,664	77,008	27%	25,811
Employee Benefits	7,104	28,456	48,000	19,544	59%	15,782
Equipment-Purchase/Rent/Repair	0	0	33,396	33,396	0%	1,461
Miscellaneous Non-Fair	1,354	3,819	16,500	12,681	23%	1,491
Payroll Taxes/Workers Comp	889	3,543	40,100	36,557	9%	2,649
Professional Svc-Non Fair	17,614	72,266	192,000	119,734	38%	675
Supplies & Expense-Non Fair	609	746	5,300	4,554	14%	1,734
Sup/Exp-Fair Sponsored Event	0	0	0	0	0%	0
Utilities	0	178	720	542	25%	175
TOTAL EXPENSES	44,835	172,796	549,675	376,879	31%	71,655
SURPLUS (DEFICIT)	157,714	501,708	1,360,325	858,617	37%	402,672

VENTURA COUNTY FAIR, 31ST DAA HORSE RACING INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING APRIL 30, 2023						
<u>HORSE RACING</u>	Current Month	Current YTD 4/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 4/30/22
REVENUES						
Admissions	0	0	0	0	0%	24,000
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	32,482	65,977	85,000	19,023	78%	22,701
Prior Year Revenue	0	0	0	0	0%	4,165
TOTAL REVENUES	32,482	65,977	85,000	19,023	78%	50,866
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	0	0	0	0	0%	11,276
Employee Wages-Temporary	0	0	0	0	0%	3,570
Employee Benefits	0	0	0	0	0%	11,549
Equipment-Purchase/Rent/Rep	0	0	1,500	1,500	0%	0
Miscellaneous Non-Fair	894	6,674	9,000	2,326	74%	984
Payroll Taxes/Workers Comp	0	0	0	0	0%	967
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	0	53,974	0	-53,974	0%	0
TOTAL EXPENSES	894	60,648	10,500	-50,148	578%	30,254
SURPLUS (DEFICIT)	31,588	5,329	74,500	69,171	7%	20,612

VENTURA COUNTY FAIR (31ST DAA)			
ACCOUNTS RECEIVABLE			
FOR THE PERIOD ENDING APRIL 30, 2023			
<u>GENERAL RECEIVABLES</u>			
TOTAL GENERAL RECEIVABLES			0.00
<u>FAIR TIME ACCRUALS</u>			
TOTAL FAIR TIME RECEIVALBES			0.00
<u>AUCTION RECEIVABLES</u>			
TOTAL AUCTION RECEIVABLES			0.00
TOTAL RECEIVABLES			0.00
<u>LEGAL ACTIONS</u>			

<p align="center"> VENTURA COUNTY FAIR (31ST DAA) CAPITAL PROJECTS FOR THE QUARTER ENDED JUNE 30, 2023 </p>
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[illegible]

CAPITAL EQUIPMENT PURCHASES					
FOR THE QUARTER ENDED JUNE 30, 2023					

[illegible]

General Ledger Detail

Defaults (4/1/2023 - 4/30/2023)

Ventura

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Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A	CASH IN BANK-OPERATING						1,691,281.80
4/3/2023	AR Receipt Summary	Bank	AR-Receipt	45697	2,210.00		
4/3/2023	OPCC Reference: 11 Receipt(s)						2,210.00
4/3/2023	Credit Card Fees	JE23-0403	GL-Manual	45684		395.34 A	
4/3/2023	Showorks Fees	JE23-0407	GL-Manual	45688		142.09 A	
4/4/2023	AR Receipt Summary	Bank	AR-Receipt	45699	2,158.00		
4/4/2023	OPCC Reference: 8 Receipt(s)						2,158.00
4/4/2023	Authorize.net Fees	JE23-0406	GL-Manual	45687		22.22 A	
4/5/2023	Summarized AP Payments	Payments	AP-Payment	45700		2,616.73	
4/5/2023	California State Employees Association Check: 76302						140.37
4/5/2023	Int'l Union Of Operating Engineers Check: 76303						107.80
4/5/2023	OPEB Check: 76304						2,305.56
4/5/2023	SEIU Local 1877 Check: 76305						63.00
4/10/2023	UMS Celero Fees -Front Office	JE23-0404	GL-Manual	45685		7.95 A	
4/10/2023	UMS Celero Fees -Showorks	JE23-0405	GL-Manual	45686		6.50 A	
4/10/2023	UMS Celero Fees -Money Room	JE23-0408	GL-Manual	45689		6.50 A	
4/11/2023	AR Receipt Summary	Bank	AR-Receipt	45709	26,706.00		
4/11/2023	OPCA Reference: 2 Receipt(s)						25,900.00
4/11/2023	OPCC Reference: 4 Receipt(s)						806.00
4/12/2023	AR Receipt Summary	Bank	AR-Receipt	45711	811.00		
4/12/2023	OPCC Reference: 1 Receipt(s)						811.00
4/12/2023	Summarized AP Payments	Payments	AP-Payment	45700		28,481.01	
4/12/2023	CFSA Check: 76306						28,481.01
4/12/2023	Summarized AP Payments	Payments	AP-Payment	45703		3,060.00	
4/12/2023	CREW PROTECTION ENTERPRISES INC. Check: ARN1S27H						3,060.00
4/13/2023	AR Receipt Summary	Bank	AR-Receipt	45713	1,170.00		
4/13/2023	OPCC Reference: 8 Receipt(s)						1,170.00
4/14/2023	AR Receipt Summary	Bank	AR-Receipt	45715	1,523.60		
4/14/2023	OPCC Reference: 14 Receipt(s)						1,523.60
4/14/2023	Summarized AP Payments	Payments	AP-Payment	45700		2,880.00	
4/14/2023	James Howell Check: 76307						2,880.00
4/17/2023	AR Receipt Summary	Bank	AR-Receipt	45722	2,340.00		
4/17/2023	OPCC Reference: 10 Receipt(s)						2,340.00
4/17/2023	Summarized AP Payments	Payments	AP-Payment	45703		43,895.56	
4/17/2023	AAA Propane Service, Inc. Check: 76310						36.00
4/17/2023	Admit One Products Check: 76311						609.25
4/17/2023	Airgas USA, LLC Check: 76312						226.15
4/17/2023	Cal-Coast Machinery, Inc. Check: 76313						575.56
4/17/2023	California Authority Of Racing Fairs Check: 76314						13,493.25
4/17/2023	Car Quest Check: 76315						293.80
4/17/2023	Coastal Copy Inc. Check: 76316						582.10
4/17/2023	Coastline Equipment Check: 76317						450.94
4/17/2023	Dunn Edwards Paints Check: 76318						899.93
4/17/2023	EFN Web, LLC Check: 76319						1,351.00
4/17/2023	Grainger Check: 76320						536.33
4/17/2023	Harbor Freight Check: 76321						137.84
4/17/2023	E.J. Harrison Rolloffs Check: 76322						2,707.58
4/17/2023	The Home Depot Check: 76308						2,352.83
4/17/2023	Ideal Security & Technology ,Llc. Check: 76323						691.26
4/17/2023	Lieberman Consulting, Inc Check: 76324						5,000.00
4/17/2023	Lowe's Check: 76309						610.80
4/17/2023	Power Machinery Center Check: 76325						309.41
4/17/2023	Southern California Edison Company Check: 76326						323.96
4/17/2023	Silvas Oil Company Inc. Check: 76327						1,067.57
4/17/2023	Spectrum Business Check: 76328						362.98
4/17/2023	Ventura Air-Conditioning Company Check: 76329						261.71
4/17/2023	County of Ventura Public Works Agency Check: 76330						9,883.20
4/17/2023	White Cap Construction Supply Check: 76331						1,132.11

General Ledger Detail

Defaults (4/1/2023 - 4/30/2023)

Ventura

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Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A CASH IN BANK-OPERATING							
4/18/2023	AR Receipt Summary	Bank	AR-Receipt	45724	16,825.80		
4/18/2023	OPCC Reference: 18 Receipt(s)						16,825.80
4/19/2023	AR Receipt Summary	Bank	AR-Receipt	45726	14,191.37		
4/19/2023	OPCA Reference: 1 Receipt(s)						11,326.17
4/19/2023	OPCC Reference: 9 Receipt(s)						2,865.20
4/19/2023	Summarized AP Payments	Payments	AP-Payment	45703		3,067.50	
4/19/2023	CREW PROTECTION ENTERPRISES INC. Check: ARNWMDPX						3,067.50
4/20/2023	AR Receipt Summary	Bank	AR-Receipt	45728	4,149.60		
4/20/2023	OPCC Reference: 6 Receipt(s)						4,149.60
4/21/2023	AR Receipt Summary	Bank	AR-Receipt	45730	314.00		
4/21/2023	OPCC Reference: 7 Receipt(s)						314.00
4/21/2023	Summarized AP Payments	Payments	AP-Payment	45703		3,060.00	
4/21/2023	CREW PROTECTION ENTERPRISES INC. Check: ARO6JJFP						3,060.00
4/24/2023	AR Receipt Summary	Bank	AR-Receipt	45732	234.00		
4/24/2023	OPCC Reference: 3 Receipt(s)						234.00
4/25/2023	AR Receipt Summary	Bank	AR-Receipt	45734	858.00		
4/25/2023	OPCC Reference: 6 Receipt(s)						858.00
4/26/2023	AR Receipt Summary	Bank	AR-Receipt	45738	4,227.60		
4/26/2023	OPCC Reference: 12 Receipt(s)						4,227.60
4/27/2023	AR Receipt Summary	Bank	AR-Receipt	45740	3,499.60		
4/27/2023	OPCC Reference: 5 Receipt(s)						3,499.60
4/28/2023	AR Receipt Summary	Bank	AR-Receipt	45742	3,868.80		
4/28/2023	OPCC Reference: 13 Receipt(s)						3,868.80
4/28/2023	Summarized AP Payments	Payments	AP-Payment	45700		4,480.00	
4/28/2023	James Howell Check: 76346						4,480.00
4/28/2023	Summarized AP Payments	Payments	AP-Payment	45703		51,004.82	
4/28/2023	AAA Propane Service, Inc. Check: 76332						84.00
4/28/2023	Bay Alarm Company Check: 76333						135.00
4/28/2023	California Construction Authority Check: 76334						5,534.60
4/28/2023	Car Quest Check: 76335						79.06
4/28/2023	Ventura Water Check: 76336						8,149.86
4/28/2023	CREW PROTECTION ENTERPRISES INC. Check: AROZJCD5						3,600.00
4/28/2023	Keenan Ventura Check: 76337						71.88
4/28/2023	PAPER CUTS Check: 76338						415.00
4/28/2023	Power Machinery Center Check: 76339						24.98
4/28/2023	QUADIENT FINANCE USA, INC. Check: 76340						250.00
4/28/2023	Southern California Edison Company Check: 76341						21,021.49
4/28/2023	Silvas Oil Company Inc. Check: 76342						671.18
4/28/2023	The Toland Group Check: 76343						9,000.00
4/28/2023	United Rentals Check: 76344						1,516.71
4/28/2023	Wells Fargo Vendor Financial Services Check: 76345						451.06
11300-00-20-400-A	Net:		58,038.85-		85,087.37	143,126.22	1,633,242.95

\$ Trial Balances

Adjustments: 580.60

Transfers:

Net Received: 85,087.37

Net Disbursed: 142,545.62



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE
Karen Ross, Secretary

April 25, 2023

F2023-04

TO: All Fair CEOs

SUBJECT: POULTRY HEALTH INSPECTIONS (PHI) – FY 2023/24 Fair Season

This letter is to announce that there is grant funding through the US Department of Agriculture (USDA) for the Poultry Health Inspection (PHI) program which is available from April 1, 2023 – March 31, 2024.

Upon arrival at the fair (and before coop-in), all poultry shall be inspected for symptoms of disease or illness by a certified Poultry Health Inspector(s) (PHI) from the designated CDFA/UC Certification Program. Any suspect animals may be dismissed from the fairgrounds. In the case where the fairgrounds will hold marketing or breeding classes this year, the poultry coming onto the fairgrounds will need to be examined by a Poultry Health Inspector (PHI).

A few keynotes for the PHI inspections include:

- 1) The PHI Poster and all the hand-outs (listed under “Fair Responsibilities” on the [UC Davis Poultry Health Inspection](#) web page, must be at the inspection location before the inspector’s arrival. Otherwise, the inspector will wait to begin inspections until the materials arrive.
- 2) Please utilize only certified Poultry Health Inspectors (PHI). Before signing a contract with a PHI, please ensure your inspector has taken recent training by utilizing the active list found at [UC Davis Poultry Health Inspection](#).
- 3) If reimbursable costs are incurred between April 1, 2023, and March 31, 2024, the PHI reimbursement will be processed for payment.
- 4) Each fair will be reimbursed for actual expenses incurred, up to \$300.00 per fiscal year. To be reimbursed, fairs must submit an invoice and backup documentation within sixty (60) days of the end of the fair and no later than March 1, 2024, related inspector(s) signed contract(s), and receipts to F&E at Kalia.Mitchell@cdfa.ca.gov. *(Please see the example invoice attached).*

Additional resources on biosecurity and bird health can be found on [UC Davis PHI Program](#) and [CDFA Avian Health Program webpage](#).



The **invoice must be on Fair letterhead, and include** the following:

- ☐ Date of Invoice
- ☐ Dates of the Fair
- ☐ Date of the PHI
- ☐ Invoice number
- ☐ County with address
- ☐ Description of activity and a breakout of the expenses for each activity related to the PHI.
- ☐ **A backup document is required**
 - *A copy of the contract, mileage, and all backup to support the reimbursement request must be included.

See [CalHR](#) for reimbursable costs/rates for mileage, meals, and lodging.

Below is the pay scale for inspection fees, based on the number of birds inspected.

Pay Scale for PHI Payment

Amount	Number of Birds
\$75	0-24
\$100	25 - 50
\$125	51 - 100
\$150	101-150
\$200	151-200
\$250	201-250
\$300	> 250

*Over 250 birds will require more than one PHI, but still a maximum of \$300/fair.

If you have any questions or need additional information, please contact Kalia Mitchell at (916) 900-5274 or Kalia.Mitchell@cdfa.ca.gov.

Sincerely,



Mike Francesconi, Branch Chief
Fairs & Expositions Branch
Enclosure

POULTRY HEALTH CHECK GUIDE

SEVERE DISEASES



ACTION:

- Stop Coop-in. Quarantine.
- Divert arriving exhibitors.
- Have Fair staff call the Fair's contract veterinarian.

If the veterinarian confirms your suspicions of a severe disease situation, then call CDFA's Hot-Line 1-866-922-2473

Your call will be routed to the appropriate CDFA Field Veterinarian.

UNWANTED CONDITIONS

ACTION: Excuse with additional instructions



CONDITIONS NEEDING ATTENTION POST-SHOW

ACTION: Excuse with additional instructions



CONDITIONS INCLUDE: slight bare back, cataracts, moderately overgrown spurs, and razor keel.

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
23-54	The Wagner Consulting Group	Carnival Inspection Services	2023:\$27,000.00 2024: \$27,000.00 2025: \$28,800.00 2026: \$28,800.00 2027: \$30,000.00
23-55	J.M. Video Productions, Inc.	Video Screens	2023: \$69,785.00 2024: \$71,880.00 2025: \$74,000.00
23-56	David Macedo	Jr Livestock Auctioneer	\$2,000.00
23-57	Dustin Burkhardt	Jr Livestock Auctioneer	\$1,720.00
23-58	Superior Sleep Experience	1 Year Sponsorship	\$15,000.00
23-59	Pattonium, Inc.	Grandstand Entertainment	\$102,500 + \$7500 ground trans., \$6500 backline & \$3000 meal buyouts
23-60	Andrew Zacarias	Large Livestock Barn Maintenance Crew Chief	\$3,500.00
23-61	Jimmy Hutchinson	Large Livestock Asst. Super	\$5,000.00
23-62	Sleep First	1 Year Sponsorship	\$15,000.00
23-63	Renewal by Andersen	1 Year Sponsorship	\$7,500.00
23-64	Kelly Bishop	Jr Livestock Auction Book	\$850.00
23-65	City of San Buenaventura	Police Services	NTE \$250,000.00
23-66	Doc Rogers - Operation 90's	Grounds Entertainment	\$750.00
23-67	Juano & Friends	Grounds Entertainment	\$1,000.00
23-68	Carlos Duran - LaMarcha Sound	Grounds Entertainment	\$2,000.00
23-69	Karen Parkhouse for Barrelhouse Wailers	Grounds Entertainment	\$1,000.00

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
23-70	Doc Rogers - Doc Rogers Band	Grounds Entertainment	\$1,500.00
23-71	Sean Wiggins - Sean Wiggins and Lone Goat	Grounds Entertainment	\$600.00
23-72	Thomas Gruber - The Fabulous Yachtsmen	Grounds Entertainment	\$2,500.00
23-73	Dennis Forel	Grounds Entertainment	\$8,400.00
23-74	BC Characters	Grounds Entertainment	\$8,000.00
23-75	Willow Rariden	Grounds Entertainment	\$3,500.00

Rental Agreements Non-Fair

[illegible]

CONCESSION AGREEMENTS

23008	Direct TV DSI	\$2,145
23009	Jasmine Qureshi/Creative Henna	\$3,500
23010	T's Concessions	25% or \$2000
23011	Lisa's Concessions	25% or \$2000
23012	Kay Kastle/Chicken On A Stick	25% or \$2000
23013	ICEE Event Services	25% or \$2000
23014	Larry Martin/Bappy's Kettle Korn	25% or \$2000
23015	Conny Everett/PhD and Me	25% or \$2000
23016	DNA Creperie	25% or \$2000
23017	Country Fair Cinnamon Rolls	25% or \$2000
23018	Brian Brandon	25% or \$2000
23019	Pres10 Coffee Pot	25% or \$2000
23020	Teresa Farnum	25% or \$2000
23021	Cara Sandoval	25% or \$2000
23022	Joe Mestmaker	25% or \$2000
23023	Linde's Almonds	25% or \$2000
23024	JParkhurst Old West Cinnamon Roll (2 locations)	25% or \$2000
23025	C & C Concessions/Jennifer Giordano	25% or \$2000
23026	Hot Dog On A Stick	25% or \$2000
23027	Romi Naar	\$1,145.00
23028	Lori's Concessions	25% or \$2000
23032	Paul Szyborski/Rooster's Rocks & Crystals	\$2,000.00
23033	Padilla's Patio & Garden Décor	\$3,825.00

CONCESSION AGREEMENTS

23034	Erod Sports	\$3,825.00
23036	Pacific Water Conditioning	\$2,550.00
23037	Vista Mobility	\$2,000.00
23038	Get R Washed	\$1,375.00
23039	Socks On The Rocks	\$2,550.00
23040	Sundance Engraving	\$4,050.00
23041	Glittery dba Happy Cheeks/Happy Henna	\$5,625.00
23042	Modern Airbrush/Kamenhouse	\$2,550.00
23043	Fantasy Cars Toys LLC	\$2,650.00
23044	Hidden Gems	\$2,550.00
23045	Street Rebirth	\$2,550.00
23046	Damon Renthrope Art	\$6,900.00
23047	Xstasis Design	\$2,650.00
23048	Huaraches Artsenales	\$2,650.00
23049	Stitching Dreams	\$2,550.00
23050	Tsuyako's Treasures	\$2,550.00
23051	Croc N My Style	\$1,275.00
23052	International Treasures	\$2,650.00
23053	El Wicked Wardrobe	\$1,275.00
23054	Light of Life Candle	\$1,275.00
23055	Hortencia's Purses	\$2,650.00
23056	Sports Fun	\$1,275.00
23057	Ruff N Tuff Turf	\$1,375.00

CONCESSION AGREEMENTS

23058	The Coolest Coolers	\$2,650.00
25059	Cali Dream Arts	\$3,925.00
25060	Red Hot Foods	\$2,650.00
23061	IndoCraft	\$2,550.00
23062	Xochitl Mexican Candy	\$2,650.00
23063	Wolfe's Gem & Jewelry	\$1,150.00
23064	Beauty for Ash	\$1,275.00
23065	Mexican Imports/Martha Sanchez	\$3,400.00
23066	Amir Gholikhani Inc	\$3,000.00
23067	Yosemite Sign	\$2,700.00

Judging Agreements

Contract #	Judge	Department	Judging	Amount
23-01	Conor Keegan	Small Livestock	Youth Poultry/Shomanship/Youth Markey Poultry/Turkey&Showmanship	\$640.00
23-02	Gail DeGough	Small Livestock	Pygmy Goats	\$563.00
23-03	Sandra Burgett	Small Livestock	Rabbits & Market Rabbits	\$640.00
23-04	Kari Albiol	Youth Horse Show	Youth Horse Show (2 days)	\$2,000.00
23-05	Steve Pietrolongo	Floriculture	Gardens/Plants/Cut Flowers	\$225.00
23-06	Herb Sampong	Floriculture	Gardens/Plants/Cut Flowers	\$225.00
23-07	Liz Greenwood	Floriculture	Cut Flowers	\$75.00
23-08	Richard Herrera	Floriculture	Gardens	\$75.00
23-09	Leah Greenwood	Floriculture	Cut Flowers	\$75.00
23-10	Chris Greenwood	Floriculture	Cut Flowers	\$75.00
23-11	Dan Bifano	Floriculture	Gardens	\$75.00
23-12	Dexter McDonald	Floriculture	Gardens/Plants/Cut Flowers	\$225.00
23-13	Ed Garcia	Floriculture	Gardens/Plants/Cut Flowers	\$225.00
23-14	Paul Rios	Floriculture	Gardens/Plants/Cut Flowers	\$225.00