

# **BOARD MEETING NOTICE**

The 31<sup>st</sup> DAA Board of Directors will be holding a board meeting on  
**Tuesday, June 27<sup>th</sup>, 2023 at 9:00 a.m.**

Join Zoom Meeting

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

Join Via the phone:

1-720-707-2699

Meeting ID: 483 421 4737

Passcode: 575554

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

## **BOARD OF DIRECTORS**

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

## **STAFF**

Jen McGuire, 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](http://venturacountyfair.org) Contact: Leah Lacayo, Acting CEO

**Tuesday, June 27<sup>th</sup>, 2023 at 9:00 a.m.**

Join Zoom Meeting

<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. Approval of Minutes**

A. May 23<sup>rd</sup>, 2023 Board Meeting minutes

B. May 25<sup>th</sup>, 2023 Board Meeting minutes

**VI. Financial Report**

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

**VII. Committee Reports - None**

**VIII. Old Business**

A. Discussion and possible action regarding 18<sup>th</sup>/31<sup>st</sup> DAA Contract

B. Discussion and possible action regarding policy

**IV. New Business**

- A. Discussions and possible action regarding Fair
- B. X-Games update
- C. 150<sup>th</sup> Celebration of the County
- D. Fairgrounds Improvements
- E. Committee Meeting Schedule
- F. Discussion and possible action regarding adding Dan Long as a check signer

**X. Board Correspondence**

**XI. Consent Agenda: Items hereunder on the Consent Agenda are considered routine, not requiring separate discussion and will be enacted in one motion. Individual items A, 1-4, 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

**XII. Presidents Report**

**XIII. Director's Comments**

**XIV. Future Agenda Items**

**XV. 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 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 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

Tuesday, May 23<sup>rd</sup>, 2023 at 9:00 a.m.

Join Zoom Meeting

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

Join Via the phone:

1-720-707-2699

Meeting ID: 483 421 4737

Passcode: 575554

## 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, Leslie Cornejo, M. Cecilia Cuevas and Shanté Morgan-Carter.

**Staff present:** Jennifer McGuire, Incoming CEO, Jason Amelio, Sales Manager, Cristian Yepez, Accounting Officer, Madalyn Johnson, Concessions Manager, Shannon Patrick, Exhibits Supervisor, Megan Hook, PR & Marketing Firm and Heidi Ortiz, Executive Secretary.

**Guests Present:** Sarah Pelle, Fairs & Expositions, Charles Southwick, Fairs & Expositions, Cary Glenn, City of Ventura Economic Development Division, Carla Alvara and Alex NLN.

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

## II. Pledge of Allegiance

Director Cuevas led all present in the Pledge of Allegiance.

## III. Welcome and Introductions of Guests and Staff

Invitation for the public to introduce themselves (not mandatory)

Cary Glenn with the City of Ventura's Economic Development Division introduced herself and was sitting in to see what was going on at the Fair.

## 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.

Ms. McGuire thanked the Board for the opportunity. She is a Ventura Fair alumni; three generations: herself, her kids and her granddaughter will be showing a pig next year. The fair industry isn't a Monday through Friday, 9-5 type job and you have to love it which she



truly does. Despite what's on paper as far as percentages, she will give 200% no matter what. She thinks it can bring some great opportunity for both Fairs. She is excited that this is almost a pilot program for this new regionalization idea that Mr. Flores has. She sees the potential it has for cross staffing and utilizing resources like equipment. She wants the Board to know she is grateful, appreciative and she will give it her all.

**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)

The board adjourned into closed session at 9:08 a.m.

President Lacayo reconvened the meeting at 10:05 a.m. and reported that the 31<sup>st</sup> DAA has hired Jen McGuire as the CEO of the Ventura County Fairgrounds. Her start date is June 1<sup>st</sup> and she will be making a salary of \$12,084 a month. The Board is working on finalizing an agreement to share the position with the 18<sup>th</sup> DAA which is in Bishop and the 31<sup>st</sup> DAA which is here in Ventura.

**VI Approval of Minutes**

A. April 25<sup>th</sup>, 2023 Board Meeting

Director Cornejo commented that because she did not attend the April 25<sup>th</sup> or May 2<sup>nd</sup> board meetings she would have to abstain. Also, in the May 8<sup>th</sup> board meeting minutes there was a small correction in roman numeral 2 motion to remove “minutes” at the end of the sentence.

**MOTION:** To approve the April 25<sup>th</sup>, 2023 Board Meeting minutes.

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

B. May 2<sup>nd</sup>, 2023 Board Meeting

**MOTION:** To approve the May 2<sup>nd</sup>, 2023 Board Meeting minutes.

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

C. May 8<sup>th</sup>, 2023 Board Meeting

**MOTION:** To approve the May 8<sup>th</sup>, 2023 Board Meeting minutes with the correction of striking the word “minutes” in the motion.

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

**VII. Financial Report – Mr. Yepez**

A. Financials ending April 30<sup>th</sup>, 2023

Mr. Yepez reviewed the financials.

**VIII. Committee Reports - None**

**IV. Old Business - None**

**X. New Business - None**

**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

**MOTION:** To approve the consent list with items A, 1-4.

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

### **XIII. CEO Report**

President Lacayo opened the floor first for staff reports.

Heidi Ortiz, Executive Secretary

- Explained she is working on a lot of ongoing tasks such as contracts: grounds entertainment, service and sponsorship.
- Continuing to work on the details of the park and ride agreements and getting those finalized. Trying to get updated insurance certificates for each lot as well as for the buses.
- Setting up accounts at various places, such as Giffin Rentals and O'Reilly, so maintenance can get the equipment they need.
- Retirement: \$25,900.30 for the month of April. It will start going up and peak in August and then start going back down after the Fair.
- Ms. Inez, in the front office, has taken on the Read and Ride program and has already received entries.
- Working with Mr. Leavitt, our Midway Coordinator, on carnival contracts and hoping to get those out by the end of the week.
- Will be participating in a zoom demo with TicketSpice to get an overview of the ins and outs of what the program can do and have a better understanding of it all.
- Had a zoom call with Mr. Marrow, Program Delivery Manager with FEMA, and went over where things were left off on and what still needs to be done. She will have another follow-up call with him at 10 a.m.
- Had a meeting with Mr. Kohn, the Director of the Trapeze Show, along with Mr. Howell out at the Station Stage area to go over their layout and see where it fits best. She is working with Ms. Fatland from Viking Entertainment on scheduling for the Station Stage area because the idea is to have constant entertainment, but we don't want bands overlapping with the trapeze show.

Shannon Patrick, Exhibits Supervisor

- She is continuing with the day to day grind such contracts, judging contracts, exhibit contracts for things that go into the buildings like the Blue Grass Orchard in the Ag Building who are also hoping to do other stages around the grounds.
- The Tortoise Club will be back and is working with them.
- She is working with Ms. Brokaw from the Ventura County Museum on the 150<sup>th</sup> Anniversary Celebration. We are hoping to get their pop-up tent here at least one day; it would be great to have them here longer, but it is a staffing issue for them.

Madalyn Johnson, Commercial and Food Vendor Manager

- She is working on sending within the next couple of days about 90 contracts. Ms. Martin, Concessions Assistant, is working part time to help with getting the appropriate and accurate insurance from all the vendors.
- The main gate layout is being worked on, which is very exciting.
- She is corresponding and working with the Health Department to get all the required spreadsheets, permits and information to our food vendors.

Jason Amelio, Sales Manager

- Recapped the interim events from the last month.
- There were charity events, non-profit events, two concerts, multiple commercial filmings and a large agricultural festival.

- It was the first time we had the Strawberry Festival on grounds and it was their first year back since COVID. They estimated just over 50,000 people attended over the weekend. He spoke with VPD and it was a really safe and well-run event. We hope that they choose to come back again next year. Should they come back, we will continue to work with the festival organizers, the City including police, fire and traffic to tweak and do what we can to make it run even smoother next year.
- We took in \$217,125 of rental revenue which is up \$172,000 from last year. Parking revenue from the Strawberry Festival is still being calculated and has yet to be paid in, but with that said we did \$25,700 which is up over \$7,000 from last year.
- Coming up in the next few weeks is Circus Vargas, the Gold Coast Gem Show, Ventura County Dog Fanciers, Seaside Tattoo Show and a cat show that was postponed a couple weeks ago.
- He is hoping to get all the security contractors finalized for the Fair. Also, working with Mr. Maynard and Mr. Howell on getting our parking credentials in order and are well ahead of schedule this year.

#### Megan Hook, PR & Marketing

- Working on entertainment line-up final approvals, the poster and assets are all ready to go. They have been sent to all the agencies this morning for approval and the announcement will come very soon.
- In conjunction with that, she is doing ticketing links and presale versus normal sales of tickets which will go live this year with the entertainment lineup announcements so we can sell tickets immediately.
- Working on advertising the entries for the Fair this week. The graphics have just been finalized and she will be promoting the individual departments toward the appropriate audiences to try and reach the most relevant audience.
- Finalizing the youth poster design which will be unveiled and announced to the public as well.
- Started attending the X-Games planning meetings and will continue to do so moving forward. She will also be working with Visit Ventura to try and make sure we are working in conjunction, not just for marketing purposes, but more so for communication purposes which will be very vital moving forward.
- There was a Marketing Committee Meeting, but that will be discussed at Thursday's Board Meeting.
- She is securing advertising like the Ventura Auto Center billboard.
- She is creating a schedule for any sort of print or digital advertising that we will be doing.

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

- She has been busy as Acting CEO. She has been to the fairgrounds a couple times a week. She has spent a lot of time signing contracts and purchase orders.
- Ms. Ortiz and her talk on a regular basis and congratulated her on passing the Deputy Manager test. It has been a long time coming and they are very pleased.
- Everything has been running smoothly and especially with the Strawberry Festival as she understood it was packed, the lines were long and the freeway was crowded, which is all a good sign.
- She met with Ms. McGuire and Ms. Hook and they've had good conversations and is pleased that Ms. McGuire is on board and will be starting soon.



- Ms. Ortiz is on top of all the plans and is very busy. Ms. Patrick and Ms. Hook both with the 150<sup>th</sup> Anniversary is very exciting for them and it is unfortunate that they are only able to staff one day of the Fair, but it is better than nothing. She is sure there will be many events throughout the county.
- She has been in touch with Mr. Lieberman and his sponsorships. He has a possible naming of the livestock building with Toyota. The details of the contract have not yet been worked out, but it is something he is working on.
- She has two pieces of news from the Foundation, one is that they have invited Mr. Lopez to be on the Foundation Board and voted him in and second, they received a \$135,000 grant from the Wood Claeyssen Foundation to improve the Equestrian Center.
- She will continue to remain as involved as she can and is looking forward to Ms. McGuire coming in.
- She thanked Vice President Long for being her go-to-guy and talk about things happening at the fairgrounds and making sure they are being supportive to staff and that the staff feels supported. That has been their main goal. Everyone on the call wants to see the fairgrounds succeed and so do they. She thanked Sacramento for stepping in and helping guide the board in making some difficult decisions. She feels they will be better and stronger because of it and thinks that staff is really working as a team, which is really important and wants to see everyone get behind Ms. McGuire.

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

##### **Director Cornejo**

- Thanked President Lacayo and Vice President Long and anyone else who has been working to get us through all the challenges that we have had and gearing up for all of these amazing events. It is not compensated except for the love of the Fair and seeing things done well and she is most grateful for that.
- She congratulated Ms. McGuire and is very excited to see her coming in as our CEO and looks forward to a great future with her working with the Board on all of those.
- She understands always that parking is an issue for anything we do and when the Strawberry Festival was in Oxnard it was also a challenge, so this is not a new thing for a well-attended festival, but hopes that all the brilliant minds in this county can help solve these parking problems because that's always our big challenge to make it easier to enjoy all the events that go on here. This will be her focus and talk to everybody and just wanted to thank everybody.

##### **Director Bradbury**

- He thanked President Lacayo for her work and stepping in for the last month.
- He thanked Ms. Ortiz because she has stepped up to the plate and taken on some big responsibilities and is not sure what they would do without her.
- A big welcome to Ms. McGuire and it will be a great partnership and looking forward to the future of the Fair.
- Congratulated the Board and staff for moving through some interesting times and doing it well. He stated that we are beginning a new era to the Fair and one goal should be updating our fairgrounds and making sure we pay attention to that moving forward.
- Commented that it is a honor to serve with each of the board members and thanked them for their dedication.

#### Director Morgan-Carter

- She thanked President Lacayo and Vice President Long for really stepping up and appreciates that leadership. She felt confident with that oversight.
- She thanked Ms. Ortiz for her dedication and congratulated her and all the staff. It shows how exemplary all staff is with stepping up in all their various roles, which is also appreciated.
- She had the pleasure of going to the Paak.House Foundation fundraiser and she heard someone complaining about the security and having to open their bags, but they were great. They were pleasant, moved things along and knocked down any potential negatives. It was a pleasure seeing the staff do their jobs and the pleasure of the people that came to the event. They all loved the fairgrounds and she wanted to let everyone know that our people are loving the visits and our staff does a great job and it was nice to see everyone enjoying our fairgrounds.

#### Director Long

- He echoed what all the other directors said.
- He doesn't think without the staff, without Ms. Ortiz running things and President Lacayo sign hundreds of documents we wouldn't be able to get through this strenuous time.
- He mentioned Director Cornejo's comments about parking and the freeway because it was a challenge. He thinks for the Strawberry Festival it was very much like us after a few years of not doing one there was that pent up excitement and tons of people came.
- He also heard City Council talk about the event and they had some complaints about the traffic but they did not mention that there was a marathon which blocked off downtown roads so on Sunday from early in the morning until about 11:30 a.m., that's what clogged up the roads. They also mentioned that the X-Games would have half the daily amount and that it would be all the traffic plans that happen during the Fair.
- He saw Anderson Paak videos from a friend which cracked him up and it looked like a wonderful event and would like to have him back maybe even for a two-day event.
- Appreciates Mr. Amelio and all he has done and really all the staff who have all done such a tremendous job not just recently but before that and continuing on. Everyone will all have to work extra hard and they appreciate staff so much and they will do everything they can to help. He and President Lacayo have been working to get some extra volunteers to help the Superintendents to help set up their buildings.
- Thanked everyone again and is excited to have Ms. McGuire to be our CEO.

#### Director Cuevas

- She echoed her thanks to staff and to Ms. Ortiz, especially for always being available, willing and stepping up. She has always known that she is the quiet leader and is the glue to keep things in tacked. She is sure that they are going to have a wonderful future with her and for her as time progresses, so she thanked Ms. Ortiz for her leadership and for your willingness to step up in such difficult times.
- She is very excited for the rest of the staff for the opportunity that they all have to show what they can bring and how they can make a significant impact to the overall operation and successful putting on of the Fair. It really is up to staff because they have a clean slate on what can be done to improve how we deliver the Fair to the community and the community is there for us. They want us to succeed so all we have to do is show up and do our jobs, which goes for the staff as well as the board and she is looking forward to being challenged in a good way and in a like-minded single focus way so we can all get

behind and show up for the community and be a successful Fair. She thanked everyone for their efforts in that regard.

- She thanked her fellow board members for putting their head down and drawing on their single focus of being ambassadors to the Fair and trying to do what's best for the Fair. She appreciates that and hopes that the Board can soon get together on a productive way to map out with Ms. McGuire the long and short term goals so that there is a vision that they can speak to the community about and get them excited and have them support us on our endeavors.

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

1. Fair
2. X-Games
3. 150<sup>th</sup> Celebration of the County
4. Fairgrounds improvements
5. Committee Meeting Schedule

#### **XVII. Adjourn**

The meeting was adjourned at 10:42 a.m.

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

Approved by: \_\_\_\_\_  
Jennifer McGuire, 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

**Thursday, May 25<sup>th</sup>, 2023 at 9:00 a.m.**

Join Zoom Meeting

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

Join Via the phone:

1-720-707-2699

Meeting ID: 483 421 4737

Passcode: 575554

## **I. Call to Order**

### **Roll Call**

### **Declaration of Recusal or Conflict of Interest**

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

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

**Staff present:** Jennifer McGuire, Incoming CEO, Megan Hook, PR & Marketing Firm and Heidi Ortiz, Executive Secretary.

**Guests Present:** None.

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. New Business**

### **A. Discussion and possible action regarding ticket pricing**

Vice President Long asked Ms. Hook to review the proposed pricing changes, but first explained that rodeo ticket pricing was one of the main things that needed to be discussed and decided on. He mentioned that during the Fair last year, the rodeo became quite an issue as far as people standing around and getting frustrated that they couldn't get in after waiting so long and it was apparent that something needed to be done. \$10 per ticket for rodeo was already approved by the Board, but he felt that was a little high along with some others so the committee is recommending \$5 per ticket. The committee discussed different pricing options, such as a child's ticket, but after hearing back from TicketSpice on some of the fees/charges they have, the committee is recommending \$5 across the board per ticket.



Director Morgan-Carter explained that she was a proponent of the child's pricing, but after finding out the fees and that the Fair would be losing money, she agreed to \$5 across the board for rodeo tickets.

After further discussion the Board voted.

**MOTION:** To approve charging a minimum fee of \$5 per person for the rodeo.

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

Ms. Hook reviewed the Fair specific marketing plan and explained that things are always tentative and fluid based on ever-changing parts.

- Using local influencers in both English and Spanish to help promote the Fair in real time.
- They will shoot commercials ahead of the Fair and explained that on day 1 they will bring in a production crew and shoot a commercial which will air on the third day of the Fair.
- There will be a huge emphasis on digital social advertising.
- She secured the Auto Center billboard.
- Using local popular kind of event planner type social media accounts like Conejo Valley guide.
- The parent groups will be utilized to post about entries, family focused things like rodeo, etc.
- The entertainment poster was finalized and the acts have approved all the assets.
- Online ticket sales will be pushed, they will go live June 1<sup>st</sup>. She is big on data and she will be able to see where every ticket was sold and where our efforts paid off.
- She will work with a local high school to build 46-inch letters that spell out the hashtag VC Fair which will live on the ground and people can take photos and post it online.
- Her strategy is to advertise ahead of time but also to do a lot of real-time content.
- The idea this year is to make the public see that everything is bigger, better and new. Some things that might not be new but have not been advertised in the past or highlighted will be emphasized.

She will keep making adjustments to ensure that we are changing with the times and the events that are happening and so we are out in front of everyone.

Director Morgan-Carter also mentioned that the committee talked about diversity. She shared with Ms. Hook other cultural community organizations in Ventura County. She stated that if other Board members have either community media or cultural groups to reach out to pass them on to Ms. Hook.

Ms. Hook explained that she did reach out to the radio station Ms. Morgan-Carter gave her but had not heard back from them yet. For the Juneteenth program that is happening in Oxnard, they are willing to extend their deadline for us so we can get an ad in there. She feels strongly about being inclusive and about diversity as well, but she wanted to mention that when you advertise, it is unethical to target any one group of people. On social media when we do advertising to reach people that are relevant, we don't target that way no matter what because we can't. Everything that goes across social media sites is automatically translated the way websites work now so she will work hard to ensure that that is our broadest reach. We will have some print that is Spanish as well. We are happy to make it as diverse as possible and reach out to organizations where it makes sense.

Director Morgan-Carter clarified that when we talk about being unethical she asked Ms. Hook that she is talking about social media like Facebook and social media, however, you can reach out to various community organizations such as Juneteenth.

Ms. Hook stated yes and commented that you can't pull data and push ads that are geared toward specific groups, it would be the same advertising for everyone.

Director Morgan-Carter stated she wanted that clarified for the rest of the Board that it wasn't unethical to reach out to organizations like Juneteenth. She also mentioned that the committee discussed the Directors being ambassadors by presenting the poster to their communities if they would like.

Ms. Hook stated that she would be happy to make that connection and asked the Board to let her know so she can set that up. She also encouraged the Board to grab a stack of posters when ready and share with businesses or people they know. More importantly, she encouraged them to share the poster on social media.

#### **IV. Adjourn**

The meeting was adjourned at 9:55 a.m.

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

Approved by: \_\_\_\_\_  
Jennifer McGuire, CEO Ventura Fairgrounds

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

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

**Balance Sheet**

**Assets**

**Current Assets**

Operating Cash	\$ 2,554,499
Maximizer Savings	555,152
LAIF Balance	40,048
Other current assets	447,943
<b>Total current assets</b>	<b>\$ 3,597,642</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:**

**\$ 7,450,620**

**Liabilities**

**Current liabilities**

Accounts payable	\$ 147,105
Other current liabilities	619,434
<b>Total current liabilities</b>	<b>\$ 766,539</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)	(14,143)
<b>Total capital resources</b>	<b>\$ 5,178,507</b>

**Total liabilities and capital resources:**

**\$ 7,450,620**

**Total Cash Balance**

Beginning Cash Balance	3,176,599.60
Ending Cash Balance	3,175,838.75
<b>Net Outlay:</b>	<b>\$ (760.85)</b>

**Accounts Receivable**

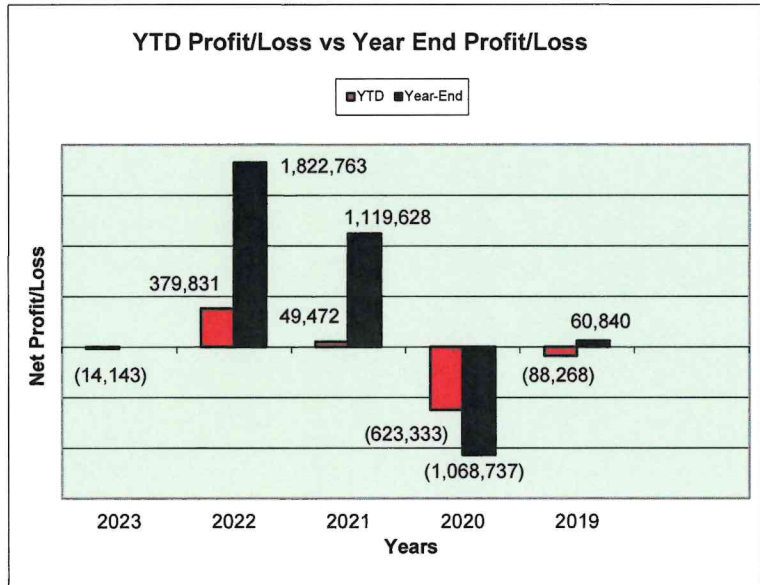
General	\$ 107,307
Fairtime	-
Auction	-

**Total receivables: \$ 107,307**

**Legal Actions**

**Consolidated Income Statement**

	May	2023 YTD	2022 YTD
<b>Revenues</b>	\$ 493,283	\$ 1,488,630	\$ 1,076,083
<b>Expenses</b>	407,690	1,502,773	696,252
<b>Surplus/Deficit</b>	\$ 85,593	\$ (14,143)	\$ 379,831



**Profit/Cost Centers**

	May	2023 YTD	2022 YTD
<b>Fair</b>	\$ 144,744	\$ 211,431	\$ 201,499
<b>Facility Rentals</b>	\$ 191,612	\$ 693,319	\$ 559,044
<b>Horse Racing</b>	\$ 41,768	\$ 47,097	\$ 50,516
<b>Overhead</b>	\$ (242,754)	\$ (821,369)	\$ (412,251)
<b>Auction</b>	\$ (12)	\$ (445)	\$ (610)

**Budget Compliance 2023**

	YTD	BUDGET	% MET
<b>Fair</b>	\$ 211,431	\$ 2,368,863	0.089
<b>Facility Rentals</b>	\$ 693,319	\$ 1,360,325	0.510
<b>Horse Racing</b>	\$ 47,097	\$ 74,500	0.632
<b>Overhead</b>	\$ (821,369)	\$ (1,755,168)	0.468
<b>Auction</b>	\$ (445)	\$ 30,850	-0.014

**Capital Projects 2023**

2nd Quarter	BUDGET	% MET
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VENTURA COUNTY FAIR ( 31st DAA )			
BALANCE SHEET			
FOR THE PERIOD ENDING MAY 31, 2023			
ASSETS			
Current Assets	2023	2022	
Cash			
Petty Cash	150	119	
Change Funds	6,000	14,100	
Cash - Operating	2,554,499	1,564,232	
Cash - Lottery	0	4,665	
Cash - Premiums	0	0	
Cash - Payroll	175	904	
Cash - Savings	555,152	554,990	
Cash - LAIF	40,048	39,365	
Cash - Auction	19,814	572	
<b>Total Cash</b>	<b>3,175,839</b>	<b>2,178,947</b>	
Other Current Assets			
Accounts Receivable	136,751	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>421,802</b>	<b>1,022,478</b>	
<b>Total Current Assets</b>	<b>3,597,641</b>	<b>3,201,425</b>	
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)	
<b>Total Capital Assets</b>	<b>3,852,979</b>	<b>4,262,094</b>	
<b>TOTAL ASSETS</b>	<b>7,450,620</b>	<b>7,463,519</b>	
LIABILITIES & CAPITAL RESOURCES			
Liabilities			
Payroll Liabilities	0	0	
Clearing Accounts	(48,650)	(23,595)	
Accounts Payable	147,105	41,489	
Workers' Compensation	0	0	
Payroll Withholdings	0	0	
Horse Show Fees Payable	14	0	
Deferred Revenue	406,817	130,997	
Guaranteed Deposits	154,049	116,526	
Compensated Absences Liability	107,204	69,888	
Net Pension Liability	959,701	4,185,093	
Notes Payable	545,873	916,561	
<b>Total Liabilities</b>	<b>2,272,113</b>	<b>5,436,959</b>	
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)	(14,143)	379,831	
<b>Total Capital Resources</b>	<b>5,178,507</b>	<b>2,026,560</b>	
<b>TOTAL LIABILITIES &amp; CAPITAL RESOURCES</b>	<b>7,450,620</b>	<b>7,463,519</b>	



VENTURA COUNTY FAIR (31ST DAA)						
CONSOLIDATED CASH REPORT						
FOR THE PERIOD ENDING MAY 31, 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	1,633,242.95	183,713.35	217,397.61	0.00	(1,283.69)	1,598,275.00
MISSION BANK OPERATING	921,982.23	211,917.68	92,175.64	(85,500.00)	(0.25)	956,224.02
PAYROLL CHECKING	41.55	0.00	0.00	0.00	0.00	41.55
MISSION BANK PAYROLL	368.87	0.00	85,713.46	85,500.00	(21.59)	133.82
AUCTION CHECKING	(1,139.28)	0.00	0.00	0.00	0.00	(\$1,139.28)
AUCTION CHECKING MISSION	20,964.86	0.00	0.00	0.00	(11.73)	20,953.13
PREMIUMS CHECKING	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING	2,581,611.18	395,631.03	395,286.71	0.00	-1,317.26	2,580,638.24
			<u>SAVINGS ACCOUNTS</u>			
	0.00	0.00	0.00	0.00	0.00	0.00
MISSION BANK SAVINGS	554,940.34	0.00	0.00	0.00	212.09	555,152.43
TOTAL SAVINGS	554,940.34	0.00	0.00	0.00	212.09	555,152.43
			<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
	40,048.08	0.00	0.00	0.00	0.00	40,048.08
TOTAL LAIF	40,048.08	0.00	0.00	0.00	0.00	40,048.08
	<b>3,176,599.60</b>	<b>395,631.03</b>	<b>395,286.71</b>	<b>0.00</b>	<b>-1,105.17</b>	<b>3,175,838.75</b>

VENTURA COUNTY FAIR ( 31ST DAA)			
NOTES TO CONSOLIDATED CASH REPORT			
FOR THE PERIOD ENDING MAY 31, 2023			
<b>OPERATING ACCOUNT</b>			
Credit Card Fees	(1,176.07)		
UMS Celero Fees	(7.95)		
UMS Celero Fees- Showworks	(6.50)		
UMS Celero Fees- Money Room	(6.50)		
Credit Card Fees- Showworks	(24.27)		
Authorize.net Fees	(20.86)		
Stripe Fees	(41.54)		
<b>MISSION- OPERATING ACCOUNT</b>		(1,283.69)	
Deposit Shortage	(0.25)		
		(0.25)	
<b>PREMIUMS ACCOUNT</b>			
		0.00	
<b>PAYROLL ACCOUNT</b>			
		0.00	
<b>MISSION- PAYROLL ACCOUNT</b>			
Banking Fees	(21.59)		
		(21.59)	
<b>AUCTION ACCOUNT</b>			
Authorize.net Fees	(10.00)		
Account Analysis Charge	(1.73)		
		(11.73)	
<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	212.09		
		212.09	
<b>TOTAL ADJUSTMENTS</b>		(1,105.17)	

<b>VENTURA COUNTY FAIR, 31ST DAA</b> <b>CONSOLIDATED INCOME AND EXPENSE STATEMENT</b> <b>FOR THE PERIOD ENDING MAY 31, 2023</b>						
	<b>Current Month</b>	<b>Current YTD 5/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 5/31/22</b>
<b>OPERATING REVENUES:</b>						
Admissions	29,247	29,247	2,601,000	2,571,753	1%	63,080
Auction Buyer Receipts	0	0	1,400,000	1,400,000	0%	0
Camping	15,165	36,355	74,500	38,145	49%	26,665
Carnival	0	0	1,660,000	1,660,000	0%	0
Concessions	145,934	263,528	2,017,050	1,753,522	13%	221,035
Donations/Sponsorships	6,625	76,875	549,000	472,125	14%	85,250
Entry Fees	15,200	15,200	44,550	29,350	34%	1,575
Interest	212	5,605	7,300	1,695	77%	6,176
Miscellaneous Fair Revenue	1,035	1,705	34,350	32,645	5%	370
Miscellaneous Non-Fair Revenue	8,358	50,582	129,000	78,418	39%	67,073
Parking	52,942	306,232	982,750	676,518	31%	192,944
Programs	0	0	0	0	0%	0
Reimb Security/Maint Labor	20,610	74,726	121,000	46,274	62%	56,247
Rentals	144,668	477,525	981,200	503,675	49%	313,164
Track 2%-Day & Night	44,338	110,316	85,000	-25,316	130%	23,920
Utilities/Pumping	7,955	13,338	54,000	40,662	25%	14,419
Prior Year Revenue	993	27,396	0	-27,396	0%	4,165
<b>TOTAL OPERATING REVENUES</b>	<b>493,283</b>	<b>1,488,630</b>	<b>10,740,700</b>	<b>9,252,070</b>	<b>14%</b>	<b>1,076,083</b>
<b>OPERATING EXPENDITURES:</b>						
Advertising/Promotionals	1,058	1,058	179,000	177,942	1%	2,848
Auction Payment to Sellers	0	0	1,300,000	1,300,000	0%	0
Cash Awards/Premiums	0	0	95,000	95,000	0%	0
Employee Wages-Permanent	39,439	200,911	512,134	311,223	39%	159,427
Employee Wages-Temporary	68,631	229,956	758,764	528,808	30%	149,652
Employee Benefits	32,997	154,153	169,660	15,507	91%	112,968
Entertainment	0	0	1,189,000	1,189,000	0%	0
Equipment-Purchase/Rent/Repair	16,190	37,535	275,604	238,069	14%	22,580
Insurance	24,188	80,487	218,898	138,411	37%	50,070
Judges	0	0	0	0	0%	0
Miscellaneous Fair	-722	411	310,500	310,089	0%	2,071
Miscellaneous Non-Fair	58,277	84,459	211,300	126,841	40%	8,541
Payroll Taxes/Workers Comp	6,197	25,760	138,515	112,755	19%	16,427
Professional Svc-Fair	10,030	25,030	1,691,698	1,666,669	1%	4,460
Professional Svc-Non Fair	49,995	189,900	279,800	89,900	68%	19,519
Supplies & Expense-Fair	8,131	62,625	784,595	721,970	8%	15,748
Supplies & Expense-Non Fair	49,463	113,137	101,500	-11,637	111%	18,543
Utilities	43,736	164,972	568,720	403,748	29%	93,798
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	80	101	800	699	13%	236
Prior Year Expense	0	54,874	4,300	-50,574	1276%	19,362
Projects	0	77,406	0	-77,406	0%	0
<b>TOTAL OPERATING EXPENDITURES</b>	<b>407,689</b>	<b>1,502,774</b>	<b>8,806,788</b>	<b>7,304,014</b>	<b>17%</b>	<b>696,252</b>
<b>OPERATING SURPLUS (DEFICIT)</b>	<b>85,593</b>	<b>-14,143</b>	<b>1,933,912</b>	<b>1,948,055</b>	<b>-1%</b>	<b>379,831</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>85,593</b>	<b>-14,143</b>				<b>379,831</b>
<b>NET RESOURCES-OPERATIONS</b>		<b>4,690,512</b>				
<b>NET RESOURCES OPERATIONS ENDING</b>		<b>4,676,369</b>				

<b>VENTURA COUNTY FAIR, 31ST DAA</b> <b>OVERHEAD INCOME &amp; EXPENSE STATEMENT</b> <b>FOR THE PERIOD ENDING MAY 31, 2023</b>						
<b><u>OVERHEAD</u></b>	<b>Current Month</b>	<b>Current YTD 5/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 5/31/22</b>
<b>REVENUES</b>						
Interest	212	5,605	7,300	1,695	77%	6,176
Sponsorships-Non-Fair	0	0	0	0	0%	0
Miscellaneous Non-Fair Revenue	8,358	50,582	129,000	78,418	39%	67,073
Reimb Security/Maint Labor	6,000	24,460	38,000	13,540	64%	17,875
Prior Year Revenue	993	27,396	0	-27,396	0%	0
<b>TOTAL REVENUES</b>	<b>15,563</b>	<b>108,043</b>	<b>174,300</b>	<b>66,257</b>	<b>62%</b>	<b>91,125</b>
<b>EXPENSES</b>						
Advertising/Promotionals	529	529	12,500	11,971	4%	0
Employee Wages-Permanent	30,638	156,449	393,430	236,981	40%	117,867
Employee Wages-Temporary	53,480	166,022	277,790	111,768	60%	96,070
Employee Benefits	23,956	112,837	117,250	4,413	96%	78,695
Equipment-Purchase/Rent/Rep	15,690	28,807	39,700	10,893	73%	4,559
Insurance	24,188	80,487	218,898	138,411	37%	50,070
Miscellaneous Non-Fair	2,548	9,459	57,800	48,341	16%	2,050
Payroll Taxes/Workers Comp	4,650	19,637	83,000	63,363	24%	11,658
Professional Svc-Non Fair	9,396	77,034	87,800	10,766	88%	14,284
Supplies & Expense-Non Fair	49,426	112,355	96,200	-16,155	117%	14,901
Utilities	43,736	164,794	523,000	358,206	32%	93,623
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	80	101	800	699	13%	236
Prior Year Expense	0	900	4,300	3,400	21%	19,362
<b>TOTAL EXPENSES</b>	<b>258,317</b>	<b>929,412</b>	<b>1,929,468</b>	<b>1,000,056</b>	<b>48%</b>	<b>503,375</b>
<b>SURPLUS (DEFICIT)</b>	<b>-242,754</b>	<b>-821,369</b>	<b>-1,755,168</b>	<b>-933,799</b>	<b>47%</b>	<b>-412,251</b>



**VENTURA COUNTY FAIR, 31ST DAA  
FAIR INCOME & EXPENSE STATEMENT  
FOR THE PERIOD ENDING MAY 31, 2023**

<b>FAIR</b>	<b>Current Month</b>	<b>Current YTD 5/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 5/31/22</b>
<b>REVENUES</b>						
Admissions	29,247	29,247	2,601,000	2,571,753	1%	3,080
Camping	15,165	36,355	74,500	38,145	49%	26,665
Carnival	0	0	1,660,000	1,660,000	0%	0
Concessions	89,097	155,539	1,717,050	1,561,511	9%	118,650
Donations/Sponsorships	6,625	76,875	519,000	442,125	15%	85,250
Entry Fees	15,200	15,200	44,550	29,350	34%	1,575
Miscellaneous Fair Revenue	1,035	1,705	34,000	32,295	5%	370
Parking	9,010	12,700	452,750	440,050	3%	905
Rentals	25	25	4,200	4,175	1%	0
Utilities/Pumping	6,355	6,500	34,000	27,500	19%	6,815
Prior Year Revenue	0	0	0	0	0%	0
<b>TOTAL REVENUES</b>	<b>171,759</b>	<b>334,146</b>	<b>7,141,050</b>	<b>6,806,904</b>	<b>5%</b>	<b>243,310</b>
<b>EXPENSES</b>						
Advertising/Promotionals	529	529	166,000	165,471	0%	2,262
Cash Awards/Premiums	0	0	95,000	95,000	0%	0
Employee Wages-Permanent	6	534	10,709	10,176	5%	120
Employee Wages-Temporary	6,493	26,620	375,310	348,690	7%	16,831
Employee Benefits	2,064	5,883	4,410	-1,473	133%	97
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	-722	411	263,500	263,089	0%	2,071
Payroll Taxes/Workers Comp	497	1,530	15,415	13,885	10%	246
Professional Svc-Fair	10,030	25,030	1,686,698	1,661,669	1%	4,460
Supplies & Expense-Fair	8,119	62,179	737,595	675,416	8%	15,725
Utilities-Fair	0	0	45,000	45,000	0%	0
Cash Over/Short	0	0	0	0	0%	0
<b>TOTAL EXPENSES</b>	<b>27,015</b>	<b>122,715</b>	<b>4,772,187</b>	<b>4,649,472</b>	<b>3%</b>	<b>41,812</b>
<b>SURPLUS (DEFICIT)</b>	<b>144,744</b>	<b>211,431</b>	<b>2,368,863</b>	<b>2,157,432</b>	<b>9%</b>	<b>201,499</b>

<b>VENTURA COUNTY FAIR, 31ST DAA</b> <b>AUCTION INCOME &amp; EXPENSE STATEMENT</b> <b>FOR THE PERIOD ENDING MAY 31, 2023</b>						
<b><u>AUCTION</u></b>	<b>Current Month</b>	<b>Current YTD 5/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 5/31/22</b>
<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>	<b>0</b>	<b>0</b>	<b>1,430,350</b>	<b>1,430,350</b>	<b>0.0%</b>	<b>0</b>
<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%	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	445	47,000	46,555	1%	23
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>	<b>12</b>	<b>445</b>	<b>1,399,500</b>	<b>1,399,055</b>	<b>0%</b>	<b>610</b>
<b>SURPLUS (DEFICIT)</b>	<b>-12</b>	<b>-445</b>	<b>30,850</b>	<b>31,295</b>	<b>-1%</b>	<b>-610</b>

VENTURA COUNTY FAIR, 31ST DAA						
FACILITY RENTAL INCOME & EXPENSE STATEMENT						
FOR THE PERIOD ENDING MAY 31, 2023						
<b>FACILITY RENTALS</b>	<b>Current Month</b>	<b>Current YTD 5/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 5/31/22</b>
<b>REVENUES</b>						
Concessions	56,837	107,989	300,000	192,011	36%	102,384
Miscellaneous Non-Fair Rever	0	0	0	0	0%	0
Parking	43,932	293,532	530,000	236,468	55%	192,039
Reimb Security/Maint Labor	14,610	50,266	83,000	32,734	61%	38,372
Rentals	144,643	477,500	977,000	499,500	49%	313,164
Rentals-Fair Sponsored Event	0	0	0	0	0%	0
Utilities/Pumping	1,600	6,838	20,000	13,162	34%	7,604
Prior Year Revenue	0	0	0	0	0%	0
<b>TOTAL REVENUES</b>	<b>261,622</b>	<b>936,126</b>	<b>1,910,000</b>	<b>973,874</b>	<b>49%</b>	<b>653,563</b>
<b>EXPENSES</b>						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	8,796	43,928	107,995	64,067	41%	27,345
Employee Wages-Temporary	8,658	37,314	105,664	68,350	35%	32,581
Employee Benefits	6,976	35,433	48,000	12,567	74%	19,829
Equipment-Purchase/Rent/Re	0	0	33,396	33,396	0%	1,461
Miscellaneous Non-Fair	3,894	7,713	16,500	8,787	47%	2,822
Payroll Taxes/Workers Comp	1,050	4,593	40,100	35,507	11%	3,337
Professional Svc-Non Fair	40,599	112,865	192,000	79,135	59%	5,235
Supplies & Expense-Non Fair	36	782	5,300	4,518	15%	1,734
Sup/Exp-Fair Sponsored Even	0	0	0	0	0%	0
Utilities	0	178	720	542	25%	175
<b>TOTAL EXPENSES</b>	<b>70,011</b>	<b>242,806</b>	<b>549,675</b>	<b>306,869</b>	<b>44%</b>	<b>94,519</b>
<b>SURPLUS (DEFICIT)</b>	<b>191,612</b>	<b>693,319</b>	<b>1,360,325</b>	<b>667,006</b>	<b>51%</b>	<b>559,044</b>

<b>VENTURA COUNTY FAIR, 31ST DAA</b> <b>HORSE RACING INCOME &amp; EXPENSE STATEMENT</b> <b>FOR THE PERIOD ENDING MAY 31, 2023</b>						
<b><u>HORSE RACING</u></b>	<b>Current Month</b>	<b>Current YTD 5/31/23</b>	<b>Budget 2023</b>	<b>Balance of Budget</b>	<b>% Used 2023</b>	<b>Prior YTD 5/31/22</b>
<b>REVENUES</b>						
Admissions	0	0	0	0	0%	60,000
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	44,338	110,316	85,000	-25,316	130%	23,920
Prior Year Revenue	0	0	0	0	0%	4,165
<b>TOTAL REVENUES</b>	<b>44,338</b>	<b>110,316</b>	<b>85,000</b>	<b>-25,316</b>	<b>130%</b>	<b>88,085</b>
<b>EXPENSES</b>						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	0	0	0	0	0%	14,095
Employee Wages-Temporary	0	0	0	0	0%	4,170
Employee Benefits	0	0	0	0	0%	14,347
Equipment-Purchase/Rent/Rep	0	0	1,500	1,500	0%	0
Miscellaneous Non-Fair	2,570	9,244	9,000	-244	103%	1,862
Payroll Taxes/Workers Comp	0	0	0	0	0%	1,186
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
<b>TOTAL EXPENSES</b>	<b>2,570</b>	<b>63,218</b>	<b>10,500</b>	<b>-52,718</b>	<b>602%</b>	<b>37,569</b>
<b>SURPLUS (DEFICIT)</b>	<b>41,768</b>	<b>47,097</b>	<b>74,500</b>	<b>27,403</b>	<b>63%</b>	<b>50,516</b>

VENTURA COUNTY FAIR (31ST DAA)			
ACCOUNTS RECEIVABLE			
FOR THE PERIOD ENDING MAY 31, 2023			
<b><u>GENERAL RECEIVABLES</u></b>			
	Skull & Roses LLC.	107,307.00	
	TOTAL GENERAL RECEIVABLES		107,307.00
<b><u>FAIR TIME ACCRUALS</u></b>			
	TOTAL FAIR TIME RECEIVABLES		0.00
<b><u>AUCTION RECEIVABLES</u></b>			
	TOTAL AUCTION RECEIVABLES		0.00
	<b>TOTAL RECEIVABLES</b>		<b>107,307.00</b>
<b><u>LEGAL ACTIONS</u></b>			



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

CAPITAL EQUIPMENT PURCHASES	
FOR THE QUARTER ENDED JUNE 30, 2023	

[illegible]

# General Ledger Detail

Unmerged (5/1/2023 - 5/31/2023)

Ventura

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Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
<b>11300-00-20-400-A CASH IN BANK-OPERATING</b>							1,633,242.95
5/1/2023	AR Receipt Summary	Bank	AR-Receipt	45772	10,579.00		
5/1/2023	OPCA Reference: 1 Receipt(s)						40.00
5/1/2023	OPCA Reference: 1 Receipt(s)						1,630.00
5/1/2023	OPCA Reference: 1 Receipt(s)						2,595.00
5/1/2023	OPCA Reference: 1 Receipt(s)						1,660.00
5/1/2023	OPCA Reference: 2 Receipt(s)						125.00
5/1/2023	OPCA Reference: 1 Receipt(s)						220.00
5/1/2023	OPCA Reference: 1 Receipt(s)						170.00
5/1/2023	OPCA Reference: 1 Receipt(s)						170.00
5/1/2023	OPCA Reference: 1 Receipt(s)						690.00
5/1/2023	OPCA Reference: 1 Receipt(s)						490.00
5/1/2023	OPCA Reference: 2 Receipt(s)						360.00
5/1/2023	OPCA Reference: 1 Receipt(s)						290.00
5/1/2023	OPCA Reference: 1 Receipt(s)						955.00
5/1/2023	OPCA Reference: 1 Receipt(s)						430.00
5/1/2023	OPCC Reference: 9 Receipt(s)						754.00
5/1/2023	AR Receipt Summary	Bank	AR-Receipt	45856	48.21		
5/1/2023	OPCA Reference: 1 Receipt(s)						48.21
5/2/2023	AR Receipt Summary	Bank	AR-Receipt	45776	630.24		
5/2/2023	OPCC Reference: 5 Receipt(s)						630.24
5/2/2023	AR Receipt Summary	Bank	AR-Receipt	45858	98.17		
5/2/2023	OPCA Reference: 1 Receipt(s)						98.17
5/2/2023	Credit Card Fees	JE23-0503	GL-Manual	45758		1,176.07 A	
5/2/2023	Authorize.net Fees	JE23-0506	GL-Manual	45761		20.86 A	
5/2/2023	Showworks Fees	JE23-0507	GL-Manual	45762		24.27 A	
5/3/2023	AR Receipt Summary	Bank	AR-Receipt	45778	2,111.60		
5/3/2023	OPCA Reference: 1 Receipt(s)						120.00
5/3/2023	OPCC Reference: 7 Receipt(s)						1,991.60
5/3/2023	AR Receipt Summary	Bank	AR-Receipt	45860	345.79		
5/3/2023	OPCA Reference: 1 Receipt(s)						345.79
5/3/2023	Summarized AP Payments	Payments	AP-Payment	45780		3,420.00	
5/3/2023	CREW PROTECTION ENTERPRISES INC. Check: ARPPTIBZ						3,420.00
5/4/2023	AR Receipt Summary	Bank	AR-Receipt	45782	33,975.75		
5/4/2023	OPCA Reference: 1 Receipt(s)						22,250.00
5/4/2023	OPCA Reference: 1 Receipt(s)						2,500.00
5/4/2023	OPCA Reference: 1 Receipt(s)						8,700.00
5/4/2023	OPCC Reference: 7 Receipt(s)						525.75
5/4/2023	AR Receipt Summary	Bank	AR-Receipt	45862	133.66		
5/4/2023	OPCA Reference: 1 Receipt(s)						133.66
5/5/2023	AR Receipt Summary	Bank	AR-Receipt	45784	5,866.80		
5/5/2023	OPCA Reference: 1 Receipt(s)						3,200.00
5/5/2023	OPCC Reference: 9 Receipt(s)						2,552.40
5/5/2023	OPCC Reference: 1 Receipt(s)						114.40
5/5/2023	Summarized AP Payments	Payments	AP-Payment	45780		120.18	
5/5/2023	Heidi Ortiz Check: 76347						120.18
5/6/2023	AR Receipt Summary	Bank	AR-Receipt	45786	30.00		
5/6/2023	OPCA Reference: 1 Receipt(s)						30.00
5/7/2023	AR Receipt Summary	Bank	AR-Receipt	45788	255.00		
5/7/2023	OPCA Reference: 1 Receipt(s)						255.00
5/8/2023	AR Receipt Summary	Bank	AR-Receipt	45790	2,828.00		
5/8/2023	OPCA Reference: 1 Receipt(s)						800.00
5/8/2023	OPCC Reference: 9 Receipt(s)						2,028.00
5/8/2023	Summarized AP Payments	Payments	AP-Payment	45779		8,606.00	
5/8/2023	MIGHTY SHARP CLEANING Check: 76348						8,606.00
5/9/2023	AR Receipt Summary	Bank	AR-Receipt	45792	3,754.20		
5/9/2023	OPCA Reference: 1 Receipt(s)						250.00
5/9/2023	OPCC Reference: 7 Receipt(s)						3,504.20

# General Ledger Detail

Unmerged (5/1/2023 - 5/31/2023)

Ventura

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Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
<b>11300-00-20-400-A CASH IN BANK-OPERATING</b>							
5/10/2023	AR Receipt Summary	Bank	AR-Receipt	45794	116.00		
5/10/2023	OPCA Reference: 1 Receipt(s)						90.00
5/10/2023	OPCC Reference: 1 Receipt(s)						26.00
5/11/2023	AR Receipt Summary	Bank	AR-Receipt	45798	1,880.00		
5/11/2023	OPCA Reference: 1 Receipt(s)						320.00
5/11/2023	OPCC Reference: 10 Receipt(s)						1,560.00
5/12/2023	AR Receipt Summary	Bank	AR-Receipt	45800	522.00		
5/12/2023	OPCA Reference: 1 Receipt(s)						210.00
5/12/2023	OPCC Reference: 6 Receipt(s)						312.00
5/12/2023	UMS Celero Fees -Front Office	JE23-0504	GL-Manual	45759		7.95 A	
5/12/2023	UMS Celero Fees -Showworks	JE23-0505	GL-Manual	45760		6.50 A	
5/12/2023	UMS Celero Fees -Money Room	JE23-0508	GL-Manual	45763		6.50 A	
5/12/2023	Summarized AP Payments	Payments	AP-Payment	45779		33,392.61	
5/12/2023	CFSA Check: 76349						29,232.61
5/12/2023	James Howell Check: 76350						4,160.00
5/13/2023	Summarized AP Payments	Payments	AP-Payment	45780		3,420.00	
5/13/2023	CREW PROTECTION ENTERPRISES INC. Check: ARQW2HI3						3,420.00
5/14/2023	AR Receipt Summary	Bank	AR-Receipt	45802	370.00		
5/14/2023	OPCA Reference: 1 Receipt(s)						370.00
5/15/2023	AR Receipt Summary	Bank	AR-Receipt	45804	1,646.80		
5/15/2023	OPCA Reference: 1 Receipt(s)						430.00
5/15/2023	OPCC Reference: 4 Receipt(s)						1,216.80
5/15/2023	Summarized AP Payments	Payments	AP-Payment	45779		8,647.93	
5/15/2023	Southern California Gas Company Check: 1350709						4,747.67
5/15/2023	Southern California Gas Company Check: 1350709						3,661.20
5/15/2023	Southern California Gas Company Check: 1350709						239.06
5/15/2023	Summarized AP Payments	Payments	AP-Payment	45780		62,516.95	
5/15/2023	AAA Propane Service, Inc. Check: 76351						204.00
5/15/2023	Airgas USA, LLC Check: 76352						229.33
5/15/2023	Camarillo Plumbing Check: 76353						1,925.00
5/15/2023	Card Integrators Check: 76354						394.38
5/15/2023	CREW PROTECTION ENTERPRISES INC. Check: ARR6GL03						4,020.00
5/15/2023	Environmental Health Division Check: 76355						962.77
5/15/2023	Foundation Building Materials Check: 76356						765.63
5/15/2023	E.J. Harrison Rolloffs Check: 76357						7,512.68
5/15/2023	House Sanitary Supply, Inc. Check: 76358						161.45
5/15/2023	Ideal Security & Technology ,Llc. Check: 76359						653.00
5/15/2023	Lieberman Consulting, Inc Check: 76360						5,000.00
5/15/2023	Jennifer Martin Check: 76364						1,250.00
5/15/2023	Southern California Edison Company Check: 76365						27,270.58
5/15/2023	Silvas Oil Company Inc. Check: 76361						712.63
5/15/2023	Spectrum Business Check: 76362						362.98
5/15/2023	Viking Agency Check: 76366						5,000.00
5/15/2023	White Cap Construction Supply Check: 76363						6,092.52
5/16/2023	AR Receipt Summary	Bank	AR-Receipt	45811	52,346.10		
5/16/2023	OPCA Reference: 1 Receipt(s)						51,837.10
5/16/2023	OPCA Reference: 1 Receipt(s)						275.00
5/16/2023	OPCC Reference: 3 Receipt(s)						234.00
5/16/2023	Summarized AP Payments	Payments	AP-Payment	45780		1,015.00	
5/16/2023	FACILITRON Check: 76367						1,015.00
5/17/2023	AR Receipt Summary	Bank	AR-Receipt	45813	1,296.00		
5/17/2023	OPCA Reference: 1 Receipt(s)						100.00
5/17/2023	OPCC Reference: 4 Receipt(s)						1,196.00
5/17/2023	Summarized AP Payments	Payments	AP-Payment	45780		63,779.38	
5/17/2023	Camarillo Plumbing Check: 76368						14,392.00
5/17/2023	Creative Lighting Concepts Check: 76369						25,804.46
5/17/2023	Custom Mailing Solutions Check: 76370						96.98
5/17/2023	Department Of Forestry & Fire Protection Check: 76371						6,660.00
5/17/2023	Dunn Edwards Paints Check: 76372						264.13
5/17/2023	EFN Web, LLC Check: 76373						1,485.00
5/17/2023	Famcon Pipe & Supply, Inc. Check: 76374						7,063.75
5/17/2023	Harbor Freight Check: 76375						739.23
5/17/2023	Hose-Man, Inc. Check: 76376						1,153.52
5/17/2023	MIGHTY SHARP CLEANING Check: 76377						2,544.00
5/17/2023	Randy's Rain Gutters Check: 76378						2,500.00
5/17/2023	RB Enterprises Check: 76379						1,058.00
5/17/2023	Amanda Taylor Check: 76380						18.31



# General Ledger Detail

Unmerged (5/1/2023 - 5/31/2023)

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Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
<b>11300-00-20-400-A CASH IN BANK-OPERATING</b>							
5/18/2023	AR Receipt Summary	Bank	AR-Receipt	45815	446.00		
5/18/2023	OPCA Reference: 1 Receipt(s)						290.00
5/18/2023	OPCC Reference: 2 Receipt(s)						156.00
5/19/2023	AR Receipt Summary	Bank	AR-Receipt	45817	5,067.60		
5/19/2023	OPCA Reference: 2 Receipt(s)						1,750.00
5/19/2023	OPCC Reference: 5 Receipt(s)						3,317.60
5/21/2023	AR Receipt Summary	Bank	AR-Receipt	45819	2,255.00		
5/21/2023	OPCA Reference: 2 Receipt(s)						2,255.00
5/22/2023	AR Receipt Summary	Bank	AR-Receipt	45821	8,094.20		
5/22/2023	OPCA Reference: 1 Receipt(s)						1,095.00
5/22/2023	OPCC Reference: 11 Receipt(s)						6,999.20
5/23/2023	AR Receipt Summary	Bank	AR-Receipt	45823	5,249.80		
5/23/2023	OPCA Reference: 1 Receipt(s)						1,355.00
5/23/2023	OPCC Reference: 6 Receipt(s)						3,894.80
5/23/2023	Stripe Fees	JE23-0513	GL-Manual	45768		41.54 A	
5/23/2023	Summarized AP Payments	Payments	AP-Payment	45780		29,419.56	
5/23/2023	AAA Propane Service, Inc. Check: 76381						140.00
5/23/2023	Airgas USA, LLC Check: 76382						12.57
5/23/2023	Car Quest Check: 76383						56.01
5/23/2023	CCI OFFICE TECHNOLOGIES Check: 76384						215.52
5/23/2023	Ventura Water Check: 76385						6,435.98
5/23/2023	FACILITRON Check: 76386						1,000.00
5/23/2023	Harbor Freight Check: 76387						180.76
5/23/2023	E.J. Harrison Rolloffs Check: 76388						275.00
5/23/2023	The Home Depot Check: 76389						914.00
5/23/2023	Ideal Security & Technology ,Llc. Check: 76390						8,060.45
5/23/2023	MADALYN JOHNSON Check: 76391						51.78
5/23/2023	Keenan Ventura Check: 76392						4,651.04
5/23/2023	Lowe's Check: 76396						3,166.25
5/23/2023	Silvas Oil Company Inc. Check: 76393						419.81
5/23/2023	White Cap Construction Supply Check: 76394						2,692.67
5/23/2023	CRISTIAN YEPEZ Check: 76395						1,147.72
5/24/2023	AR Receipt Summary	Bank	AR-Receipt	45825	2,401.00		
5/24/2023	OPCA Reference: 1 Receipt(s)						1,595.00
5/24/2023	OPCC Reference: 6 Receipt(s)						806.00
5/25/2023	AR Receipt Summary	Bank	AR-Receipt	45829	6,347.20		
5/25/2023	OPCA Reference: 2 Receipt(s)						5,354.00
5/25/2023	OPCC Reference: 4 Receipt(s)						993.20
5/26/2023	AR Receipt Summary	Bank	AR-Receipt	45834	5,158.80		
5/26/2023	OPCA Reference: 3 Receipt(s)						3,500.00
5/26/2023	OPCC Reference: 5 Receipt(s)						1,658.80
5/26/2023	Summarized AP Payments	Payments	AP-Payment	45780		3,060.00	
5/26/2023	CREW PROTECTION ENTERPRISES INC. Check: ARSIZU57						3,060.00
5/28/2023	AR Receipt Summary	Bank	AR-Receipt	45836	1,370.00		
5/28/2023	OPCA Reference: 1 Receipt(s)						1,370.00
5/29/2023	AR Receipt Summary	Bank	AR-Receipt	45838	4,725.00		
5/29/2023	OPCA Reference: 2 Receipt(s)						4,725.00
5/30/2023	AR Receipt Summary	Bank	AR-Receipt	45840	5,534.00		
5/30/2023	OPCA Reference: 2 Receipt(s)						5,430.00
5/30/2023	OPCC Reference: 2 Receipt(s)						104.00
5/31/2023	AR Receipt Summary	Bank	AR-Receipt	45842	18,231.43		
5/31/2023	OPCA Reference: 1 Receipt(s)						4,793.23
5/31/2023	OPCA Reference: 2 Receipt(s)						10,625.00
5/31/2023	OPCC Reference: 3 Receipt(s)						2,839.20
5/31/2023	OPCC Reference: 1 Receipt(s)						26.00-
5/31/2023	Deposit Shortage	JE23-0514	GL-Manual	45851		0.25 A	
5/31/2023	Deposit Shortage	JE23-0514	GL-Manual	45852	0.25 A		
11300-00-20-400-A		Net:	34,967.95-		183,713.60	218,681.55	1,598,275.00
<b>\$ Trial Balances</b>							
					<b>Adjustments:</b>	<b>0.25</b>	<b>1,283.94</b>
					<b>Transfers:</b>		
					<b>Net Received:</b>	<b>183,713.35</b>	
					<b>Net Disbursed:</b>	<b>217,397.61</b>	

## STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
23-76	Linda Wolf	Awards Superintendent	\$3,500.00
23-77	Bella Rowe	Barn Maint. Small Livestock	\$1,000.00
23-78	Orchard Blue Grass (Dave Berg)	Ag Entertainment	\$500.00
23-79	Ventura County Credit Union	1 Year Sponsorship	\$17,500.00
23-80	System Pavers	1 Year Sponsorship	\$10,500.00
23-81	Diane Jolliff Cook	Gems & Minerals Superintendent	\$3,000.00
23-82	Erin Valenzuela	Gems & Minerals Assist. Clerk	\$300.00
23-83	John Cook	Gems & Minerals Chair Mte/Floor Supervisor	\$650.00
23-84	Celia Churchill	Gems & Minerals Assist. Head Clerk	\$300.00
23-85	Lee Leighton	Gems & Minerals Set-up/Take-down/Floor Supervisor	\$600.00
23-86	Krishna Juarez	Gems & Minerals Night Floor Supervisor	\$300.00
23-87	Sharon Gomes	Gems & Minerals Assist. Clerk	\$150.00
23-88	Adrian Ruiz	Gems & Minerals Set-up/Take-down/Floor Clerk	\$200.00
23-89	Kaiser and Community Memorial Healthcare	1 Year Sponsorship	\$15,000.00
23-90	Mattress Firm	1 Year Sponsorship	\$25,000.00
23-91	Peggy Kroener	Superintendent Youth	\$4,550.00
23-92	Gwyn Vanoni	Asst. Superintendent Youth	\$2,000.00
23-93	Sheryl Jo Bedal	Dept Chair Youth I	\$400.00
23-94	Cindy Hernandez	Dept. Chair Youth II	\$550.00



## STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
23-95	Felicia Cole	Dept Chair Youth Expo	\$400.00
23-96	Julie Salomonson	Dept Chair 4-H/Grange	\$200.00
23-97	Angela Vanoni	Agriculture Co-Superintendent	\$3,500.00
23-98	Rosa Vanoni-Brown	Agriculture Co-Superintendent	\$3,500.00
23-99	Jasmine Garcia	Small Livestock Barn Maintenance	\$1,000.00
23-100	Lisa Joe	Pro Art Superintendent	\$2,000.00
23-101	Amy Georgi	Pro Art Volunteer Chairman	\$800.00
23-102	Guy Wilson	Pro Art Chairman Pick-up Day	\$200.00
23-103	James Doctolero	Pro Art Gallery Decorator	\$700.00
23-104	Cheryl Hardy	Pro Art Chairman Entries	\$600.00

## Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT
23-062	Simi Valley Elks Lodge	RV Campout	\$2,705.00	6/14/23 - 6/18/23
23-063	Pacific Coast Apostolic Church	Summer Day Camp	\$30,236.00	6/19/23 - 6/24/23
23-064	Foothill Technology High School	Winter Formal	\$2,718.00	12/16/23
23-065	Magallanes Wedding	Wedding	\$1,480.00	12/9/23
23-066	HG Productions	Ventura Nationals	\$17,278.00	9/2/23
23-068	Glenn Companies LLC	Harvest Festival	\$18,990.00	10/6/23 - 10/8/23
23-069	The Children's Workshop	Indoor Car Show	\$15,152.00	10/24/23

# CONCESSION AGREEMENTS

23010	T's Concessions	25% or \$2000
23011	Lisa's Concessions	25% or \$2000
23026	Fair Co Hot Dog On A Stick (CORRECTED)	25% or \$2000
23029	Fair Co Hot Dog On A Stick	25% or \$2000
23068	Payton Photos	\$5,250.00
23069	Branch & Vine	\$2,750
23070	Ventura County Democratic Central Committee	\$1,275
23071	Crystal Fantasy	\$2,550.00
23072	Cigma	\$8,225.00
23073	Leap of Faith dba JK Dippin Dots	25% or \$2000
23074	Sugar & Spiked	\$2,550.00
23075	Peanut Butter & Jenny	\$1,275.00
23076	Brooklyn Charm	\$2,550.00
23077	VB Candles	\$2,750.00
23078	Chaotic Candy	25% or \$2000
23079	Nothing Bundt Cakes Ventura	25% or \$2000
23080	Dandy Souvenirs	\$13,500.00
23081	Palapa Taco	25% or \$2000
23082	The Cookie Jar	25% or \$2000
23083	Donut Express	25% or \$2000
23084	West Coast Weenies Grand Burger	25% or \$2000
23085	West Coast Weenies Papa Gino's	25% or \$2000
23086	Space Age Foods	25% or \$2000

# CONCESSION AGREEMENTS

23087	Edenic Smoothies	20% or \$2000
23088	BJ Concessions Sunset Grill	25% or \$2000
23089	BJ Concessions Gyro Stand	25% or \$2000
23090	BJ Concessions Fry Bread	25% or \$2000
23092	Golden West Concessions	25% or \$2000
23093	Golden West Concessions	25% or \$2000
23094	Bishop Amusement Rides	44%
23095	Kastl Amusements	48%
23096	SoCal Rides	48%
23097	Baque Brothers	48%
23098	Fun Tech	48%
23099	RCS	48%
23100	GCF Foods	25%
23101	Boguet Concessions (CANCELLED)	
23102	Pan Concessions	25%
23103	Baque Bros	25%
23104	Ortiz Games	25%
23105	Signature Events	25%
23106	Trinity Concessions	25%
23107	Kastl Amusements	25%
23108	Alamo Amusements	25%
23109	Alamo Amusements	25%
23110	Vic Marcus Concessions	25%

# CONCESSION AGREEMENTS

23111	Joe Mestmaker	\$2,000.00
23112	Tikiz Shaved Ice & Ice Cream	25%
23113	Fire Up Freedom	25%
23115	Big T Toys & Sports	25%
23119	Chic Chill	\$1,475.00
23120	Instant Shine	\$2,550.00
23121	TCM	\$2,550.00
23122	Juci Roots	\$1,275.00
23124	Krazy Kalf	\$1,275.00
23125	Kassandra Ivy	\$2,550.00
23126	Lora's Treasures	\$1,275.00
23131	MK Concessions Cilantros	25% or \$2000
23132	MK Concessions Terriyaki Pineapple Grill	25% or \$2000
23133	Spencer Makenzie Fish Tacos	25% or \$2000
23134	Spencer Makenzie Corn Roaster	25% or \$2000
23135	Spencer Makenzie Throwdown	\$3,100.00
23136	Ryan Needham Jennings Makinac Fudge	25% or \$2000
23127	Ryan Needham Jennings Grinders	25% or \$2000
23138	Ryan Needham Jennings Old Tyme Ice Cream	25% or \$2000
23140	Ryan Needham Jennings Chimney Cake & Donuts	25% or \$2000
23141	Ryan Needham Jennings Lemon Stand	25% or \$2000
23142	Aloha All Ways	\$1,275.00
23143	Kitchen Kraft	\$2,750.00



# CONCESSION AGREEMENTS

23144	Arsenal Comics	\$2,550.00
23145	The Body Bean	\$2,550.00
23146	West Coast Innovations	\$14,300.00
23147	Betsey Holt	\$1,200.00
23148	Damsel In Defense	\$1,000.00
23149	Earbangers	\$2,750.00
23150	Lora's Treasures	\$1,275.00
23151	Bonnie Lee Books	\$1,275.00
23152	Timbo's	25% or \$2000
23153	Pressing Petals	\$1,275.00
23154	Just Jan's	\$1,275.00
23155	Steve Holt Brinks Security	\$1,275.00
23156	Chapman Jewelry	\$4,025.00
23157	Just Peachy	\$2,550.00
23158	Is It Real	\$2,550.00
23159	Life Centers of Ventura County	\$1,275.00
23160	JDH Unlimited	\$1,475.00
23161	Ocean View Decks	\$4,025.00
23162	A Spice Above	\$2,650.00
23163	Starr International	\$2,750.00
23164	Pamtastic Nails	\$1,275.00
23165	Little Paws	\$2,650.00
23166	Bamboo Sheets and Pillows	\$2,000.00

# CONCESSION AGREEMENTS

23167	Shoe Charms	\$1,000.00
23168	She Sells Sea Shells	\$3,200.00
23169	ProHealth	\$1,000.00
23170	California Cut	\$2,300.00
23171	Corium 21	\$1,000.00
23172	All Day Light	\$1,000.00
23173	Capital Mortgage Services	\$1,200.00
23174	TLM International Inc	\$1,000.00
23175	August Roofing	\$2,000.00
23176	Sweet, Unique and Personal	\$1,200.00
23177	Fifty150	\$2,200.00
23178	Major Motion	\$2,200.00
23179	Ivy Decorations	\$2,200.00
23180	His Everlasting Grace	\$1,000.00
23181	Ultra Dzollik Vegan Leather	\$2,000.00
23182	Ultra Dzollik Magic Purse	\$1,275.00
23183	Judy Stoltz Artist Collective	\$3,200.00
23184	In Gifts	\$2,100.00
23185	3 Fish	\$1,100.00
23186	Heavenly Butterfly Bakery	\$1,200.00
23187	Fusion Variations	\$1,100.00
23188	Funnel of Love	25% or \$2000
23189	Pampered Chef	\$2,000.00

# CONCESSION AGREEMENTS

23190	Cowboy Burger	25% or \$2000
23191	Ace Up Enterprises	\$1,100.00
23192	Steve Holt Wine Gatherings	\$1,000.00
23193	FST Store	\$2,900.00
23194	Surf Rodeo	\$2,800.00
23195	Ghost Scream Sauce	\$2,750.00
23196	Traditional Hmong Needlework	\$1,000.00
23197	Tim's Kustoms	\$2,800.00
23198	Wimberly's Face Painting	\$1,275.00
23199	Images Everywhere	17% or \$2000
23200	Mac's Upholstery	\$1,400.00
23201	Vintage Décor	\$1,200.00
23202	Ventura Family History	\$408.00
23203	H & M Funnel Cake Express	25% or \$2000
23204	The GP Snack	\$1,275.00
23205	AGM Alicia's Mexican Kitchen	25% or \$2000
23206	Mi Amor	\$3,500.00
23207	AGM Mason's Antojitos	25% or \$2000
23208	American Hay & Mercantile	In Kind
23209	Calipso Enterprises	\$2,200.00
23210	Katerina's Natural	\$1,200.00
23211	Ventura County Republican Party	\$1,000.00
23212	1 Love	\$2,000.00

## CONCESSION AGREEMENTS

23213	I9 Sports	\$1,000.00
23214	Euroshine USA	\$2,550.00
23215	Rainbow Bridge	\$1,275.00
23216	Sweet Edna's BBQ	25% or \$2000
23217	Alcoholics Anonymous	\$408.00

## Judging Agreements

<b>Contract #</b>	<b>Judge</b>	<b>Department</b>	<b>Judging</b>	<b>Amount</b>
23-15	Tom Schaeffer	Pro Arts	Artwork	\$500.00
23-16	Randy Shumaker	Small Livestock	Cavy	\$320.00
23-17	Tami Clark	Small Livestock	PHI Inspector	\$610.00
23-18	Susan Chaisson-Walbloom	Hobbies/MC	Adult Collections	\$120.00
23-19	Steve Wolfe	Gems/Mineral	Wood/Geodes/Misc	\$80.00
23-20	Wes Lingerfelt	Gems/Mineral	Adult Lapidary	\$120.00
23-21	Todd Schowalter	Gems/Mineral	Adult Fossils/singles & cases	\$80.00
23-22	John R Cook	Gems/Mineral	Minerals/Fossils/ Youth overflow	\$80.00
23-23	Steve Hardinger	Gems/Mineral	Adult Minerals	\$80.00
23-24	Michelle Shoesmith	Gems/Mineral	Beaded Jewelry	\$120.00
23-25	Jean pSmith	Gems/Mineral	Jewelry	\$50.00
23-07	Liz Crosswood	*name change*	Liz Greenwood to Liz Crosswood	N/A