

BOARD MEETING NOTICE

The 31st DAA Board of Directors will be holding a board meeting on
Tuesday, September 26th, 2023 at 9:00 a.m.
Ventura County Fairgrounds - Santa Rosa Hall

BOARD OF DIRECTORS

Leah Lacayo (President), Dan Long (Vice President), Mike Bradbury, Guillermo Rodriguez Ceja Jr.,
Betsy Chess, Leslie Cornejo, Cecilia Cuevas, Miriam Mack, Shanté Morgan-Carter

STAFF

Jen McGuire, CEO, Heidi Ortiz, Executive Assistant, Jason Amelio, Sales Manager, Cristian Yopez,
Accounting Officer, Madalyn Johnson, Concessions Coordinator,
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: Jennifer McGuire, CEO

Tuesday, September 26th, 2023 at 9:00 a.m.
Ventura County Fairgrounds - Santa Rosa Hall

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

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. Presentation – City of Ventura

A. Surfers Point Managed Retreat: Cody Stults, Project Manager

VI. Approval of Minutes

A. July 25th, 2023 Board Meeting Minutes

VII. Financial Report

A. Financials ending July 31st, and August 31st, 2023

VIII. Committee Reports

A. Executive Committee Meeting September 13th, 2023 – Leah Lacayo, Chair

1. Discussion and possible action regarding 2024 Fair dates

2. Discussion and possible action regarding cannabis policy

IV. Old Business

- A. Retreat
- B. Policy Manual Review

X. Board Correspondence

- A. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: Sponsorships must be reviewed by F&E – FAC 4051.1
- B. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: Employee Travel to States with Discriminatory Laws
- C. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: 2023 State Rules Advisory Committee Meeting

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, 1-3, 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

XII. CEO Report

- A. Discussion and possible action regarding Resolution authorizing the application for grant funding under the Community Resilience Centers Program as administered by the Strategic Growth Council

XIII. 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: Jennifer McGuire, Acting CEO

Tuesday, July 25th, 2023 at 9:00 a.m.
Derby Club – First Floor

I. Call to Order

Roll Call

Declaration of Recusal or Conflict of Interest

The meeting convened at 9:04 a.m. and called to order by President Lacayo.

Directors present: President, Leah Lacayo, Vice President, Daniel Long, Michael Bradbury, Guillermo Rodriguez Ceja, Betsy Chess, Leslie Cornejo, M. Cecilia Cuevas, Miriam Mack and Shanté Morgan-Carter.

Staff present: Jennifer McGuire, CEO, Jason Amelio, Sales Manager, Cristian Yopez, Accounting Officer, Madalyn Johnson, Concessions Manager, Shannon Patrick, Exhibits Supervisor, Megan Hook, PR & Marketing Firm, Jim Howell, Maintenance Supervisor, Marty Lieberman, Sponsorship Coordinator, Cinnamon Howell, Credentials and Heidi Ortiz, Executive Secretary.

Guests Present: Richard Conrad, Tom Kiskin, Kirsten Martinez, Debbie Bayer, Willie Smith-Kennedy, Kathie Moore and Sharon Ferro.

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

II. Pledge of Allegiance

Director Cornejo led all present in the Pledge of Allegiance.

III. Welcome and Introductions of Guests and Staff

Invitation for the public to introduce themselves (not mandatory)

President Lacayo welcomed the three new Board members Betsy Chess, Miriam Mack and Bill Ceja, and invited them to say a few words about who they are and what they do.

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. Debbie Bayer – She explained she was the chair for clothing and textiles in the Home Arts Department for the Fair and expressed her concerns about not being able to get into their building in a reasonable amount of time. She explained how it negatively impacted the volunteers and so many other people by double booking and having the X Games so close to Fair.

Ms. Willie Smith-Kennedy – She explained she is from the Home Arts building and commented how it is difficult to do entries without a paper trail and also how the X Games has negatively impacted her role with the Fair as well as her crew.

V. Approval of Minutes

A. June 27th, 2023 Board Meeting Minutes

Director Chess commented that she was present at the last meeting and that is not in the minutes, which is a logistical thing. Also, there was a discussion regarding the traffic following the Strawberry Festival. She learned, as a new Board member, that the fairgrounds is not responsible for traffic for outside events. With an organization like the X Games they have huge infrastructure, they worked with the City and things went well. We are not officially responsible for the traffic, but the public does not know that. She did not see this in the discussion and she thinks it should be there.

MOTION: To approve the June 27th, 2023 Board Meeting minutes with the addition of the traffic discussion.

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

VI. Financial Report

A. Financials ending June 30th, 2023

Mr. Yepez reviewed the financials.

Director Cuevas asked what we were doing for the Skull and Roses receivable.

Mr. Amelio stated that we've maintained constant contact with the promoter and they have been very good about communicating their situation. They are currently reorganizing and working with investors to pay off their current debts and hopefully move forward toward future events. Staff have also spoken to Sacramento in case they do not make their promised dates. He is working on two fronts to bridge the gap, but right now it looks like they are in good shape and he has indicated that they should be able to pay in full by September 1st.

CEO McGuire also stated that staff has recommended to move some money out of our savings, which we have \$555,000, to the LAIF account. The difference is basically the return and right now we are getting .5 percent and in LAIF we will get 3.15 percent.

Mr. Yepez stated since we have a new CEO and it would be good to re-approve the transfer since the approval came under the former CEO.

MOTION: To approve to transfer from savings to the LAIF account in the interest of earning more interest.

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

VII. Committee Reports - None

VIII. Old Business

A. Discussion and possible action regarding Fair

CEO McGuire explained that Ventura County Fair has the best staff because they put their heart and soul into everything they are doing and they need recognition. It's been a tough few weeks with X Games and then going straight into another high adrenaline event, the Fair. She went around the room and introduced everyone. She explained all hands are on deck to get the fairgrounds ready, to get the departments ready, administrative staff is going to roll up our sleeves and help where needed to make sure we open on time. She explained everything that is in the Director's packets, as well as how the Director's lounge will work, so everyone knows how things will work for the Fair this year.

B. Update on the equine virus

She updated the board on the equine virus and explained that she had a meeting with Dr. Mike and the protocol right now is that staff will be conducting checks on grounds and all animals will have health papers. If they don't have a current health paper, Dr. Mike will check them and either sign them off or send them home. This includes the petting zoo, the pony rides, junior livestock and anything of that nature. The only horse show scheduled is the Tri-County Team Ropers and everything else was cancelled not by staff, but because people were apprehensive to enter due to the virus. It is lesions around the mouth that make the animals' mouth really sore. Dr. Mike has it under control with his protocols and procedures and talks daily with the State veterinarians. By chance, if someone gets here with an animal and there is an outbreak there is a protocol in place as well. The virus is carried by flies and they can fly up to five miles a day. All Fairs are moving forward with their animals, and nothing has been affected except the horse events.

IV. New Business - None

X. Board Correspondence

A. Memo from Mike Francesconi at California Department of Food & Agriculture, Fairs & Expositions: Bagley-Keene Exemption Sunset Date – June 30th, 2023

President Lacayo stated this is self-explanatory and confirmed that meetings will be in person unless told otherwise.

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

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

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

XII. CEO Report

Jim Howell, Maintenance Supervisor

- He gave an X Games update and explained that they have been a pleasure to work with and went above and beyond to help us. They gave staff full access to any equipment that they had that staff needed. There has been a lot of transition with the X Games being so close to Fair, but they are doing anything and everything to make this their home. They gave us more of the buildings than they originally anticipated. With the exception of the Youth Building, because that was their main hub for media and production, we got 60% or better of all the buildings they were occupying. They will be out by the 28th.
- They started on the grandstand project. They had to do some restructuring of the base of the grandstands with some welding and forms that will be put in. As far as the top part of the grandstands, they did some paint and beautification. As soon as the Fair is over, there will be new aluminum seating going on the grandstands.
- They painted the front entrance reader board structure and posts.
- As far as the move in schedule, the average carnival takes 3-5 days to set up and they will have 6-8 days. As far as safety, they are State inspected at each site that they go to.

- He gave a big shout-out to his team because everyone had to improvise and overcome. Everyone has been working really hard and there have been many long days and sleepless nights.
- As far as the buildings, the Quonset huts were both power washed.
- The candy-stripped bathroom on Main Street has been fully remodeled.
- All of the lighting in the front parking lot, dirt lot and Main Street all has new lighting. It is all LED and we don't have to worry about turning them on and off.
- The Garden gate entrance will be closed this year because it is a safety issue. All credentialed staff will be able to walk through the side gate on Garden, but the public will need to enter through the main gates.
- He thanked Vice President Long for helping paint the planter boxes.

CEO McGuire stated that one area that staff improved upon this year is the Floriculture Department and she is very excited about it. There has been general clean-up and the building was painted and her goal is to transform that whole area into a giant backyard where you can buy a glass of wine or beer and just relax. There was a craft beer area in there last year, but with Ms. Johnson's help they are expanding it this year. There is a vendor coming in to do a backyard scape and they added an acoustic stage with trusses and twinkle lights to make it a nice space that people want to go hang out in and visit with friends and family.

Megan Hook, Marketing

- Her son had created a display which was the hashtag VC Fair letters which are 4ft x 4ft each and people will be able to take photos with.
- She also wanted to say thank you to the Fair team for working tirelessly behind the scenes for the X Games and doing things that weren't their job, but got things done. She is super impressed and happy to be working with everyone.
- They did marketing through X Games to help with communication more than anything. They communicated everything people needed to know about the X Games through a newsletter, to thirty thousand local community members and through social media. Over the weekend she took over 7,500 photos which were posted and shared.
- She has been working on the Taste of the Fair. The evening, the invite and the program which is out to print. She is excited to showcase what is coming at this all new, bigger and better Fair.
- She has been working on a media kit and media credentials, which along the lines of security, parking, etc., the process has changed. Instead of issuing tickets to the media and them showing up whenever, there is now a check-in and check-out process so that we know who is on grounds and when.
- The big marketing push starts tomorrow for radio and tv because we weren't going to compete with the X Games advertising. It will be in English and Spanish and there will be ticket giveaways. The theatre movie advertising is up and going and she wanted to get ahead of the Barbie movie release. They were strategic with which theatres, they reached the eastern side of the county like Simi Valley, Thousand Oaks, Camarillo and Riverpark.
- TV is also going to be English and Spanish and all the commercials are done and will be up tomorrow. It includes streaming and what they call core cutters like Netflix, YouTube, etc. There will be a film crew coming in during the Fair to get footage of this Fair which will be used now and for next year.
- There has been a really heavy push for early-bird tickets and thinks it was very successful. In 2022 at this time, there was about \$89,000 in sales and right now we are at \$320,000

which is a good start. We have a lot of signage that will go out front which will help push sales before customers even get in line. There will be a lot of marketing signage that will be placed throughout the Fair with QR codes that will tell people to follow us on social media, buy rodeo tickets, schedule of events and a number of other things.

- Newsletters have continued to go out.
- There is a billboard at the Ventura Auto Center and we paid for the south facing side because people tend to be in traffic that way, but they ended up giving us the other side for free.

Shannon Patrick, Exhibits Supervisor

- There are 8,201 entries and the entry fees collected are \$8,482.
- The draft and carriage horse show has been cancelled and that does reflect the entries being subtracted from those numbers.
- Agriculture and Natural Resources and the Floriculture Departments will be taking day of entries, so she won't have final numbers on entry counts until August 11th.
- Superintendents are working to receive entries currently.
- Having any event this close to the Fair puts an enormous amount of pressure and strain on the Superintendents. They are concerned about opening on time, let alone having their buildings up to the standards they like and the public is used to.
- Ms. McGowan and Ms. Kaminsky continue to print entry tags and reports for the Superintendents for entry days and during Fair.
- Judging reports will be done after judging so those that are concerned about numbers for what the public wants to know will not be ready until after judging.
- She is continuing to work on contracts and reimbursements for the draft and carriage show.

Madalyn Johnson, Concessions

- There are about 59 food, 137 commercial and she also coordinates the community groups which include any non-profits, community outreach, registered voting, etc.
- Last year she and the former CEOs went around and mapped where they wanted to have community groups in the Fair, so there will be the most booths this Fair that she is aware of. For example, the petting zoo expanded almost 1.5 times.
- There will be the camel experience where they do rides.
- She loves to fit in the right vendors to enhance every experience so CEO McGuire has allowed her to add Xtreme Backyard Spas to Floriculture with Ms. Patrick, which will transform that space.
- She added Five Star Culinary inside Home Arts. They have a really professional cooking show and provide ten prizes where they raffle them off.
- She has worked with Ms. Hook on information for all the vendors to get their product information out there to the public. She started researching, recruiting and she went to a number of events and handed out cards. There are at least 37 new vendors and she tried really hard to do local vendors.
- She is open to any leads that can enhance the Fair.
- She was also contacted by VPD, Oxnard PD and CHP and will all have a space here.
- She mentioned that she requires prices on the vendors menu boards. Also, she requires each vendor to have some kind of item that is affordable so that people can get a sample of their foods.

- She has contacted all the vendors participating in the Taste of the Fair and they are all happy to provide samples of their food. She is also putting together a little swag bag for the attendees.
- She explained that she works with Ms. Martin who is like an insurance specialist because she makes sure every vendor has their insurance and payment in. Also, they are fully on track to get their operators' permit. We have the most vivacious health department in any county and they will come every day for twelve days.

Cinnamon Howell, Credentials

- The credentials program is something new this year and we are about 90% online this year. The community has obviously responded well to our presale, so we are moving in the right direction. It is money saving because we aren't having to spend money on hard stock.
- Also, the tracking for the auditors is better because everything is electronic.
- She explained the process of someone buying a ticket and stated that after they get the ticket they have four options: download to apple wallet, email, text or print it.
- There are scanners at each gate and explained what each of the three colors mean when they pop up on the scanners.
- She has been working with the new admissions team along with TicketSpice to go over the whole operation.
- She explained there are new parking credentials that are color coded depending on which lot someone is parking in.

Marty Lieberman, Sponsorships

- He thinks we will have an all-time high at about \$523,000.
- He stated that it has been great working with the current team and it has been the best since he started working at the Fair. Everybody is working together earlier and more often.
- There are a number of new sponsors like Bath Fitter, Mattress Firm, Oh Wow Cycles, Humana, System Pavers, Dignity Health and Tesla which will bring in about another \$100,000.
- He is working on fulfillment of these sponsorships which requires working with Ms. Hook on making sure they get what they pay for and that has been a great partnership.
- He is working on getting banners made and put up with the help of Mr. Howell and his team from maintenance.
- He is working with the LED screens to have those on a continuous loop with the sponsor commercials and advertisements along with the pre-show in the arena so people see it as they are walking in and waiting for the concert.

Jason Amelio, Sales Manager

- He explained they worked really hard to simplify and organize the parking credential system. The map of the parking location will be found on the back of the parking credential.
- All Director parking will be in Reserved Lot 1, which is right outside the Derby Club in front.
- When entering the fairgrounds the new route will be to enter from Garden Street and instead of turn left, turn right towards the maintenance shop and go all along the perimeter and enter through gate 2.

- The Garden gate is closed to the public which will be a change to the community, but after years of observation it was very important for safety to remove them from a dangerous situation with that much traffic. Effectively, the entire perimeter of the grounds will be credentialed this year.
- There will be a parking, EMS, security, VPD, etc. meeting on Wednesday to go over everything one more time before Fair to make sure everyone is on the same page.
- Another major change with security and EMS is that they will be next to the VPD command post so that they are all in one unified location. The purpose of putting everything together is to increase communication, visibility and ease for the public.
- All staff and credentialed parking is on grounds this year. There is color coded passes as well as signs at each location that are color coded as well so there is no confusion as to what lot someone is supposed to park in.
- Every position after the Fair last year was evaluated and there have been some changes based off what happened last year and a briefing could be done in a more private setting. One change is the updated search line machines, which is a higher-tech system.
- We did higher three security companies which cover the front, interior, exterior and concert crew.
- Credentialing should be easier for staff and all Directors.
- On the sales end, X Games already paid \$87,500 for the space rental fee and we received a \$2 facility fee on all paid admissions. Early estimates are at about 29,500 paid admissions through the event and that is not an attendance total. There is about \$80,000 plus in equipment and contracted labor that is still outstanding and still ongoing. This will be something that is totaled up once they complete their move-out. Some of the shared costs include tenting, barricading, magnetometers, fencing and those are all being figured as well. There is a ton of opportunity for not just shared costs but in-kind and capital improvements if this becomes a year-to-year thing. The food and beverage estimate is that they did more than \$850,000 which we get our traditional percentages of all alcohol sales. OVG had a side agreement with X Games that included profit-sharing on all the alcohol, but it does not affect our percentage. We gave them a piece of the food which was 10% of our percentage. They parked roughly 2,276 cars over the weekend, and they utilized our staff for parking. It was a really big help on our end because with our new system ParkHub we got some good analytical data that we will be able to use going forward.

CEO McGuire stated that she would like to plan a retreat because there are new board members and everybody brings great tools to the table and it would be good to identify that. It would be great to put some fundraising ideas out there jointly with the Foundation because there is a lot we can do and she is excited about that. She loves planning new events and thinking outside the box and thinks that can be something done between the two boards.

XIII. President's Report

- President Lacayo thanked Mr. Amelio, Mr. Howell and the entire staff throughout the X Games because they have been exceptional. It was very impressive for them to be utilized by the X Games and hope it was a positive event for others also.
- For the new Directors we have Fair coming up and explained that the first Fair is a very exciting time. She stated that if anyone has questions about anything to reach out to her or other fellow Directors for help.
- There is a board meeting scheduled every day for the Fair, but most likely will be cancelled unless there is an urgent matter that needs to be discussed.

- She thanked CEO McGuire for struggling through this first experience with the X Games. For her perspective, it was fabulous to turn on the tv and see the worldwide coverage that the fairgrounds was getting.
- She stated that staff started talking to the X Games in 2018 and it took 5 years to finally have them come to this venue. They have talked about going other places like Minnesota which is generally where they go in the summer time, so having them here has been a real kudos and she feels they are impressed.
- She explained that Vice President Long and some staff went to the downtown drone show and it was really exciting and hopes it is the first of many opportunities we have to partner with the City.

XIV. Director's Comments

Director Cuevas

- She attended the X Games one day, from morning to night, and was able to see the drone show. She had never seen this type of crowd at the fairgrounds before and she was very excited about that because it meant that these were all new people that hadn't been to the fairgrounds before and it is opening us up to so much. The view was fabulous and she doesn't think we could have gotten any better advertising for the grounds. All the work that was done was truly remarkable and it is a visible difference. Everywhere that she went was clean, except for the end of the night, but from what she understood staff got it all cleaned up for Sunday morning.
- She thanked all staff for everything. She explained everyone was just a phone call away if there was any issue at all.
- She got autographs from four of the athletes which all said they loved the location, so she encouraged them to let the promoter know they should come back here.
- She also encouraged and put a plug in for staff to get a valet service for bikes, e-bikes, skateboards, etc. during the Fair like they had at the X Games because people loved it and it could help with our parking issues.
- She is excited to hear about the QR codes and explained that her and Director Morgan-Carter have been waiting for five years.
- She also expressed her desire to go cashless because it is the way of the future and also for budgetary and tracking purposes.
- She is disappointed to hear that the Directors will not have a cart. She is never in one place and she uses it all the time.

President Lacayo stated that we are making carts available during the Fair, so if there is a need you will have a cart.

CEO McGuire stated that there will be a handful of carts available to the Directors.

- Director Cuevas continued and said that if staff needs anything in terms of City Council Meetings, she is willing to attend and help get the word out.
- She welcomed her fellow board members and is very excited that everyone is here.

Director Chess

- Thanked the board and explained that it is a pleasure to be here.
- She heard the volunteer talking about the time constraint, so if X Games comes back if they can move their dates up sooner so that it won't be an issue.

- She is excited about Fair and feels all the new energy and is excited to be on the cresting wave.
- She thanked everyone, especially staff.

Director Morgan-Carter

- She explained that she has been covering the City Council Meetings: Simi Valley, Moorpark and scheduled to go to Camarillo tomorrow.
- There was a request from Supervisor Parvin's office who wants us to stop by and bring a Fair poster. The cities have had so much energy and excitement about the foods, even the healthy foods, camel experience, etc. She has shared some of that with Ms. Hook, who has been great to work with and thanked her.
- She is looking forward to bringing her students out to the fair.
- She thanked staff for everything they have done.
- She came to the X Games Sunday and explained that her son, who is going to school in Alabama, watched the X Games on tv and he had so much bragging rights and was so proud. Her family from all over saw the X games and was so excited and it was just wonderful.
- She welcomed the new board members.

Director Ceja

- Thanked the board for the warm welcome.
- He brought his young children to the X Games and they had an awesome time. It was great to witness everything here that we had going on for the X Games, and he is proud of what he saw.
- He explained that when he got home he put it on tv and it was an awesome feeling to hear Ventura County on the map with our beautiful beach.
- He is proud to be a part of this group.

Director Mack

- She explained that she is so impressed by the staff that she has heard and overwhelmed by the amount of work that goes into this.
- The crowd at the X Games was really mellow and people were respectful. She was also blown away by the QR codes for the waivers for the children because she brought her grandchildren. There was so much for the young children to do and she couldn't even so what else was going on but she was blown away by the young kids doing all these things.
- She commented on the bike valet and stated that it is important in today's day in age and strongly encourages that.
- From her experience in working for the City of Santa Monica for eight years, before she retired, she participated and was aware of the intergovernmental work that goes into producing large events. For instance, when the LA marathon came through, there were weeks and weeks of planning among all the different governments and she is happy to see that that is happening here too.
- She thanked everyone again and stated that she is very excited.

Director Bradbury

- He thanked staff because they are the ones that make it happen and everyone has done an extraordinary job. Part of that thanks goes to Ms. Ortiz because she has done an incredible job the last several months where she has had to move in and help run things and she did a great job.

- He added his welcome to the new members and is honored to have them on board to share some of the work that has been done by six people. He thanked them for their interest in being on the board.
- He thanked CEO McGuire and doesn't know what we would do without her. She has accomplished so much in such a short time, which is remarkable.
- He is happy to see what has been done regarding security, especially financial security. He thinks we will see record breaking numbers at our Fair this year because of good publicity and because of the heat and things of that nature.
- Thanked his fellow board members for the great job they have done. He knows this Fair means a lot to everyone and stated that it was a pleasure to serve with them.

Director Cornejo

- She welcomed the new board members and came early so she could meet them.
- She is thrilled to be meeting in person, it matters a lot that there is a personal relationship building that has been missing with the zoom meetings.
- She thanked staff for all the work that has been done.
- She always wants people to understand the past so they understand the present. COVID caused us to lose many volunteers and part time employees and we went from twenty-six to six full time employees and you can see the ones that stayed with the fairgrounds are absolutely fabulous people and dedicated to the Fair through the hard times and now good times. With the new additions that we have she is excited for the future.
- She did get a chance, at the last minute and with the help of Ms. Hook to help coordinate everything, to show the poster to the City of Santa Paula at their special meeting. The press came and the fairgrounds got free earned media. Those are the kinds of things, if you work in coordination with staff, can get done.
- She just finished her last course for the CDFA classes that the board has to take. They are required and that is how we get funding from the State.
- She sat in on the meeting yesterday for the new directors so that she can be reminded of what is being said and encouraged the new directors to not be intimidated. She explained that they will learn as time goes on and everyone is here to help.
- One thing to think about in the future that she would love to see is a drone show. She was always upset that we had to let the fireworks go for environmental and cost reasons.

Vice President Long

- He explained that everyone knows how hard staff, as well as the Superintendents, have been working. Everyone knew it would be hard and stressful and that getting into the buildings wouldn't be as quick this year. It's not just for the money, but for our funding to make these fairgrounds operate for years to come. He did reach out to his friend who is a city official to help get volunteers, so he is waiting for a response.
- He expressed that all the directors are volunteers, and yes there are perks, but he has been a volunteer for over twenty years and they know it has not been easy, but they really appreciate it and they are trying to do all they can. He said, going through the proper channels, to reach out if staff or any of the Superintendents need help.
- He has talked to the Mayor about building a bridge because he really thinks there has been a gap over the years and we really need to work together.
- He had a guest at the X Games and could not find a water station, so he hopes we have water around. He isn't sure if we are using the same janitorial company, but there was definitely some things lagging.

- He told a story between him and a couple, who were investors, from Phoenix who said it was fifty degrees hotter where he lives than in Ventura and were truly loving it. Our climate and location is always our biggest attraction.
- He thinks we have a bright future and is happy for everyone that has worked so hard, especially our volunteers and Superintendents.

XV. Future Agenda Items

1. Retreat
2. Policy Manual Review

XVI. Adjourn

The meeting was adjourned at 11:20 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 July 31, 2023

Balance Sheet

Assets

Current Assets

Operating Cash	\$ 3,083,626
Maximizer Savings	555,570
LAIF Balance	40,363
Other current assets	691,699
Total current assets	\$ 4,371,258

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:

\$ 8,224,236

Liabilities

Current liabilities

Accounts payable	\$ 381,642
Other current liabilities	663,300
Total current liabilities	\$ 1,044,942

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)	481,070
Total capital resources	\$ 5,673,720

Total liabilities and capital resources:

\$ 8,224,236

Total Cash Balance

Beginning Cash Balance	3,582,405.97
Ending Cash Balance	3,843,030.52
Net Intake:	\$ 260,624.55

Accounts Receivable

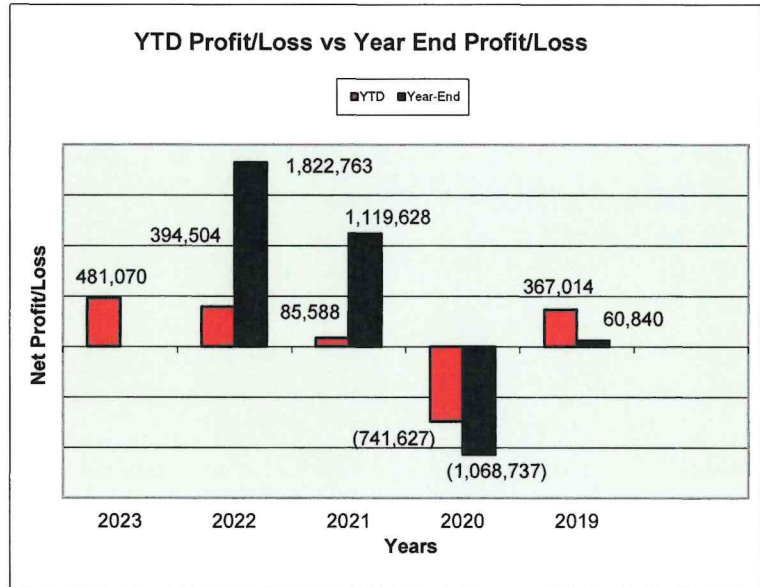
General	\$ 184,666
Fairtime	20,249
Auction	-

Total receivables: \$ 204,915

Legal Actions

Consolidated Income Statement

	July	2023 YTD	2022 YTD
Revenues	\$ 854,753	\$ 3,183,997	\$ 2,277,711
Expenses	825,449	2,702,927	1,883,207
Surplus/Deficit	\$ 29,304	\$ 481,070	\$ 394,504



Profit/Cost Centers

	July	2023 YTD	2022 YTD
Fair	\$ 51,242	\$ 676,706	\$ 321,920
Facility Rentals	\$ 169,296	\$ 1,122,480	\$ 837,994
Horse Racing	\$ 26,583	\$ 96,745	\$ 73,697
Overhead	\$ (302,242)	\$ (1,349,526)	\$ (723,642)
Auction	\$ 16,204	\$ 19,686	\$ 16,846

Budget Compliance 2023

	YTD	BUDGET	% MET
Fair	\$ 676,706	\$ 2,368,863	0.286
Facility Rentals	\$ 1,122,480	\$ 1,360,325	0.825
Horse Racing	\$ 96,745	\$ 74,500	1.299
Overhead	\$ (1,349,526)	\$ (1,755,168)	0.769
Auction	\$ 19,686	\$ 30,850	0.638

Capital Projects 2023

3rd Quarter	BUDGET	% MET
-------------	--------	-------

VENTURA COUNTY FAIR (31st DAA)			
BALANCE SHEET			
FOR THE PERIOD ENDING JULY 31, 2023			
ASSETS			
Current Assets	2023	2022	
Cash			
Petty Cash	150	119	
Change Funds	111,800	14,100	
Cash - Operating	3,083,626	1,687,528	
Cash - Lottery	0	4,665	
Cash - Premiums	0	0	
Cash - Payroll	740	906	
Cash - Savings	555,570	555,081	
Cash - LAIF	40,363	39,439	
Cash - Auction	50,782	53,231	
Total Cash	3,843,031	2,355,068	
Other Current Assets			
Accounts Receivable	234,359	29,444	
Allowance For Doubtful Accounts	(29,444)	(29,444)	
Inventory	17,606	8,789	
Prepays-Deferred Expenses	305,706	1,020,097	
Deferred Compensated Absences	0	0	
Total Other Current Assets	528,227	1,028,886	
Total Current Assets	4,371,258	3,383,954	
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	8,224,236	7,646,049	
LIABILITIES & CAPITAL RESOURCES			
Liabilities			
Payroll Liabilities	45,264	0	
Clearing Accounts	(65,199)	(34,405)	
Accounts Payable	381,642	165,379	
Workers' Compensation	0	0	
Payroll Withholdings	1,638	801	
Horse Show Fees Payable	28	56	
Deferred Revenue	406,817	130,997	
Guaranteed Deposits	167,549	118,176	
Compensated Absences Liability	107,204	61,158	
Net Pension Liability	959,701	4,185,093	
Notes Payable	545,873	916,561	
Total Liabilities	2,550,516	5,543,816	
Capital Resources			
Unrestricted Resources	4,690,512	1,165,989	
State Allocation	0	0	
Investment in Capital Assets	0	61,000	
Auction Reserve	502,138	480,740	
Project Reimbursements, Net	0	0	
Net Income Surplus/(Deficit)	481,070	394,504	
Total Capital Resources	5,673,720	2,102,233	
TOTAL LIABILITIES & CAPITAL RESOURCES	8,224,236	7,646,049	

VENTURA COUNTY FAIR (31ST DAA)						
CONSOLIDATED CASH REPORT						
FOR THE PERIOD ENDING JULY 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	10,800.00	0.00	95,000.00	0.00	111,800.00
GENERAL CHECKING	1,654,574.30	394,808.20	395,971.63	(95,000.00)	(17,367.34)	1,541,043.53
MISSION BANK OPERATING	1,301,651.60	419,354.59	51,324.19	(127,100.00)	0.00	1,542,582.00
PAYROLL CHECKING	41.55	0.00	0.00	0.00	0.00	41.55
MISSION BANK PAYROLL	221.16	0.00	126,503.94	127,000.00	(18.66)	698.56
AUCTION CHECKING	(1,139.28)	0.00	0.00	0.00	0.00	(\$1,139.28)
AUCTION CHECKING MISSION	25,487.11	26,350.00	0.00	100.00	(15.48)	51,921.63
PREMIUMS CHECKING	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING	2,986,986.44	851,312.79	573,799.76	0.00	-17,401.48	3,247,097.99
			<u>SAVINGS ACCOUNTS</u>			
	0.00	0.00	0.00	0.00	0.00	0.00
MISSION BANK SAVINGS	555,371.45	0.00	0.00	0.00	198.57	555,570.02
TOTAL SAVINGS	555,371.45	0.00	0.00	0.00	198.57	555,570.02
			<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	314.43	40,362.51
TOTAL LAIF	40,048.08	0.00	0.00	0.00	314.43	40,362.51
	3,582,405.97	851,312.79	573,799.76	0.00	-16,888.48	3,843,030.52

VENTURA COUNTY FAIR (31ST DAA)			
NOTES TO CONSOLIDATED CASH REPORT			
FOR THE PERIOD ENDING JULY 31, 2023			
OPERATING ACCOUNT			
Credit Card Fees	(2,408.47)		
UMS Celero Fees	(6.50)		
UMS Celero Fees- Showworks	(6.50)		
Credit Card Fees- Showworks	(513.28)		
Authorize.net Fees	(50.25)		
Bankcard Fees- Parkhub	(64.33)		
Webconnex Fees	(14,318.01)		
MISSION- OPERATING ACCOUNT		(17,367.34)	
		0.00	
PREMIUMS ACCOUNT			
		0.00	
PAYROLL ACCOUNT			
		0.00	
MISSION- PAYROLL ACCOUNT			
Banking Fees	(18.66)		
		(18.66)	
AUCTION ACCOUNT			
Authorize.net Fees	(10.00)		
Account Analysis Charge	(5.48)		
		(15.48)	
LOTTERY ACCOUNT			
	0.00		
		0.00	
PETTY CASH			
		0.00	
CHANGE FUND			
		0.00	
SAVINGS ACCOUNT			
		0.00	
LAIF ACCOUNT			
2nd Quarter Interest Earned	314.43		
		314.43	
MISSION BANK SAVINGS			
Interest Earned	198.57		
		198.57	
TOTAL ADJUSTMENTS		(16,888.48)	

VENTURA COUNTY FAIR, 31ST DAA CONSOLIDATED INCOME AND EXPENSE STATEMENT FOR THE PERIOD ENDING JULY 31, 2023						
	Current Month	Current YTD 7/31/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 7/31/22
OPERATING REVENUES:						
Admissions	129,538	264,582	2,601,000	2,336,418	10%	189,881
Auction Buyer Receipts	0	0	1,400,000	1,400,000	0%	0
Camping	21,384	75,074	74,500	-574	101%	57,895
Carnival	93,375	146,950	1,660,000	1,513,050	9%	79,945
Concessions	88,373	667,913	2,017,050	1,349,137	33%	505,304
Donations/Sponsorships	252,912	390,162	549,000	158,838	71%	356,936
Entry Fees	13,282	35,457	44,550	9,094	80%	37,563
Interest	571	6,439	7,300	861	88%	6,361
Miscellaneous Fair Revenue	4,225	2,148	34,350	32,202	6%	2,020
Miscellaneous Non-Fair Revenue	9,765	74,898	129,000	54,102	58%	84,129
Parking	86,011	456,045	982,750	526,705	46%	278,651
Programs	0	0	0	0	0%	0
Reimb Security/Maint Labor	2,400	97,976	121,000	23,024	81%	77,671
Rentals	117,350	728,796	981,200	252,404	74%	503,762
Track 2%-Day & Night	30,827	167,895	85,000	-82,895	198%	57,112
Utilities/Pumping	4,740	42,267	54,000	11,733	78%	36,318
Prior Year Revenue	0	27,396	0	-27,396	0%	4,165
TOTAL OPERATING REVENUES	854,753	3,183,997	10,740,700	7,556,703	30%	2,277,711
OPERATING EXPENDITURES:						
Advertising/Promotionals	26,317	45,061	179,000	133,939	25%	76,046
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	51,937	302,506	512,134	209,628	59%	238,460
Employee Wages-Temporary	155,715	458,956	758,764	299,808	60%	280,141
Employee Benefits	39,278	229,796	169,660	-60,136	135%	167,787
Entertainment	0	0	1,189,000	1,189,000	0%	0
Equipment-Purchase/Rent/Repair	28,333	85,589	275,604	190,015	31%	72,101
Insurance	17,778	112,339	218,898	106,559	51%	75,661
Judges	0	0	0	0	0%	0
Miscellaneous Fair	23,600	25,180	310,500	285,320	8%	13,133
Miscellaneous Non-Fair	21,111	128,282	211,300	83,018	61%	45,884
Payroll Taxes/Workers Comp	9,523	41,726	138,515	96,789	30%	26,958
Professional Svc-Fair	254,500	279,547	1,691,698	1,412,151	17%	389,661
Professional Svc-Non Fair	26,769	243,933	279,800	35,867	87%	29,871
Supplies & Expense-Fair	180,698	264,896	784,595	519,699	34%	115,824
Supplies & Expense-Non Fair	7,900	168,112	101,500	-66,612	166%	78,318
Utilities	59,735	262,322	568,720	306,398	46%	159,677
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	-377	-233	800	1,033	-29%	273
Prior Year Expense	0	54,874	4,300	-50,574	1276%	19,362
Projects	-77,368	38	0	-38	0%	94,050
TOTAL OPERATING EXPENDITURES	825,449	2,702,927	8,806,788	6,103,861	31%	1,883,207
OPERATING SURPLUS (DEFICIT)	29,304	481,070	1,933,912	1,452,842	25%	394,504
STATE ALLOC.-F&E FUNDS	0	0			0%	
CAPITAL-ONE TIME SOURCE	0	0				
PROJECT REIMBURSEMENTS	0	0			0%	
SURPLUS (DEFICIT) ADJUSTED	29,304	481,070				394,504
NET RESOURCES-OPERATIONS		4,690,512				
NET RESOURCES OPERATIONS ENDING		5,171,582				

VENTURA COUNTY FAIR, 31ST DAA OVERHEAD INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING JULY 31, 2023						
<u>OVERHEAD</u>	Current Month	Current YTD 7/31/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 7/31/22
REVENUES						
Interest	571	6,439	7,300	861	88%	6,361
Sponsorships-Non-Fair	0	0	0	0	0%	0
Miscellaneous Non-Fair Reven	9,765	74,898	129,000	54,102	58%	84,129
Reimb Security/Maint Labor	1,000	32,770	38,000	5,230	86%	23,655
Prior Year Revenue	0	27,396	0	-27,396	0%	0
TOTAL REVENUES	11,336	141,503	174,300	32,797	81%	114,145
EXPENSES						
Advertising/Promotionals	530	1,959	12,500	10,541	16%	1,279
Employee Wages-Permanent	41,838	239,502	393,430	153,928	61%	179,969
Employee Wages-Temporary	115,881	339,339	277,790	-61,549	122%	150,048
Employee Benefits	28,791	169,351	117,250	-52,101	144%	118,177
Equipment-Purchase/Rent/Rep	14,896	50,160	39,700	-10,460	126%	13,169
Insurance	17,778	112,339	218,898	106,559	51%	75,661
Miscellaneous Non-Fair	2,290	14,043	57,800	43,757	24%	3,762
Payroll Taxes/Workers Comp	7,191	31,968	83,000	51,032	39%	18,784
Professional Svc-Non Fair	17,169	102,268	87,800	-14,468	116%	23,676
Supplies & Expense-Non Fair	7,877	167,306	96,200	-71,106	174%	74,308
Utilities	59,716	262,125	523,000	260,875	50%	159,319
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	-377	-233	800	1,033	-29%	273
Prior Year Expense	0	900	4,300	3,400	21%	19,362
TOTAL EXPENSES	313,578	1,491,029	1,929,468	438,439	77%	837,787
SURPLUS (DEFICIT)	-302,242	-1,349,526	-1,755,168	-405,642	77%	-723,642

VENTURA COUNTY FAIR, 31ST DAA FAIR INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING JULY 31, 2023						
FAIR	Current Month	Current YTD 7/31/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 7/31/22
REVENUES						
Admissions	129,538	264,582	2,601,000	2,336,418	10%	123,881
Camping	21,384	75,074	74,500	-574	101%	57,895
Carnival	93,375	146,950	1,660,000	1,513,050	9%	79,945
Concessions	72,204	446,022	1,717,050	1,271,028	26%	374,672
Donations/Sponsorships	225,662	358,662	519,000	160,338	69%	338,450
Entry Fees	13,282	35,457	44,550	9,094	80%	37,563
Miscellaneous Fair Revenue	4,225	2,148	34,000	31,852	6%	2,020
Parking	6,430	23,390	452,750	429,360	5%	1,255
Rentals	100	125	4,200	4,075	3%	105
Utilities/Pumping	4,740	29,115	34,000	4,885	86%	26,490
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	570,941	1,381,525	7,141,050	5,759,525	19%	1,042,275
EXPENSES						
Advertising/Promotionals	25,787	43,102	166,000	122,898	26%	74,181
Cash Awards/Premiums	0	0	95,000	95,000	0%	0
Employee Wages-Permanent	352	910	10,709	9,799	8%	120
Employee Wages-Temporary	28,238	60,481	375,310	314,829	16%	77,133
Employee Benefits	3,738	11,381	4,410	-6,971	258%	472
Entertainment	0	0	1,189,000	1,189,000	0%	0
Equipment-Purchase/Rent/Rep	12,438	27,778	183,550	155,772	15%	49,275
Insurance	0	0	0	0	0%	0
Judges	0	0	0	0	0%	0
Miscellaneous Fair	23,175	24,448	263,500	239,052	9%	12,494
Payroll Taxes/Workers Comp	1,375	3,337	15,415	12,078	22%	1,609
Professional Svc-Fair	254,500	279,547	1,686,698	1,407,151	17%	389,661
Supplies & Expense-Fair	170,077	253,814	737,595	483,781	34%	115,410
Utilities-Fair	19	19	45,000	44,981	0%	0
Cash Over/Short	0	0	0	0	0%	0
TOTAL EXPENSES	519,698	704,818	4,772,187	4,067,369	15%	720,356
SURPLUS (DEFICIT)	51,242	676,706	2,368,863	1,692,157	29%	321,920

VENTURA COUNTY FAIR, 31ST DAA AUCTION INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING JULY 31, 2023						
<u>AUCTION</u>	Current Month	Current YTD 7/31/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 7/31/22
REVENUES						
Buyer Receipts	0	0	1,400,000	1,400,000	0%	0
Sponsors	27,250	31,500	30,000	-1,500	105%	18,486
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	27,250	31,500	1,430,350	1,398,850	0.0%	18,486
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	426	732	12,000	11,268	6%	639
Payment to Sellers	0	0	1,300,000	1,300,000	0%	0
Supplies & Expenses	10,620	11,082	47,000	35,918	24%	414
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	11,046	11,814	1,399,500	1,387,686	0%	1,640
SURPLUS (DEFICIT)	16,204	19,686	30,850	11,164	64%	16,846

VENTURA COUNTY FAIR, 31ST DAA FACILITY RENTAL INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING JULY 31, 2023						
<u>FACILITY RENTALS</u>	Current Month	Current YTD 7/31/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 7/31/22
REVENUES						
Concessions	16,168	221,891	300,000	78,109	74%	130,631
Miscellaneous Non-Fair Rever	0	0	0	0	0%	0
Parking	79,581	432,655	530,000	97,345	82%	277,396
Reimb Security/Maint Labor	1,400	65,206	83,000	17,794	79%	54,016
Rentals	117,250	728,671	977,000	248,329	75%	503,657
Rentals-Fair Sponsored Event	0	0	0	0	0%	0
Utilities/Pumping	0	13,152	20,000	6,848	66%	9,828
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	214,399	1,461,575	1,910,000	448,425	77%	975,528
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	9,747	62,094	107,995	45,901	57%	38,413
Employee Wages-Temporary	11,597	59,136	105,664	46,528	56%	47,740
Employee Benefits	6,748	49,064	48,000	-1,064	102%	29,068
Equipment-Purchase/Rent/Re	0	0	33,396	33,396	0%	1,461
Miscellaneous Non-Fair	6,431	19,731	16,500	-3,231	120%	7,264
Payroll Taxes/Workers Comp	957	6,421	40,100	33,679	16%	4,933
Professional Svc-Non Fair	9,600	141,665	192,000	50,335	74%	6,195
Supplies & Expense-Non Fair	23	806	5,300	4,494	15%	2,102
Sup/Exp-Fair Sponsored Even	0	0	0	0	0%	0
Utilities	0	178	720	542	25%	358
TOTAL EXPENSES	45,103	339,095	549,675	210,580	62%	137,534
SURPLUS (DEFICIT)	169,296	1,122,480	1,360,325	237,845	83%	837,994

VENTURA COUNTY FAIR, 31ST DAA HORSE RACING INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING JULY 31, 2023						
<u>HORSE RACING</u>	Current Month	Current YTD 7/31/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 7/31/22
REVENUES						
Admissions	0	0	0	0	0%	66,000
Concessions	0	0	0	0	0%	0
Miscellaneous Non-Fair Revenue	0	0	0	0	0%	0
Parking	0	0	0	0	0%	0
Programs	0	0	0	0	0%	0
Track 2%-Day & Night	30,827	167,895	85,000	-82,895	198%	57,112
Prior Year Revenue	0	0	0	0	0%	4,165
TOTAL REVENUES	30,827	167,895	85,000	-82,895	198%	127,277
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	0	0	0	0	0%	19,958
Employee Wages-Temporary	0	0	0	0	0%	5,220
Employee Benefits	0	0	0	0	0%	20,069
Equipment-Purchase/Rent/Rep	0	0	1,500	1,500	0%	0
Miscellaneous Non-Fair	4,244	17,176	9,000	-8,176	191%	4,794
Payroll Taxes/Workers Comp	0	0	0	0	0%	1,631
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	4,244	71,150	10,500	-60,650	678%	53,580
SURPLUS (DEFICIT)	26,583	96,745	74,500	-22,245	130%	73,697

VENTURA COUNTY FAIR (31ST DAA)			
ACCOUNTS RECEIVABLE			
FOR THE PERIOD ENDING JULY 31, 2023			
<u>GENERAL RECEIVABLES</u>			
	Skull & Roses LLC.	107,307.00	
	Fairs & Expositions	77,358.95	
	TOTAL GENERAL RECEIVABLES		184,665.95
<u>FAIR TIME ACCRUALS</u>			
	Ticketspice	20,248.91	
	TOTAL FAIR TIME RECEIVALBES		20,248.91
<u>AUCTION RECEIVABLES</u>			
	TOTAL AUCTION RECEIVABLES		0.00
	TOTAL RECEIVABLES		204,914.86
<u>LEGAL ACTIONS</u>			

GENERAL RECEIVABLES

Skull & Roses LLC.	107,307.00	
Fairs & Expositions	77,358.95	
TOTAL GENERAL RECEIVABLES		184,665.95

FAIR TIME ACCRUALS

Ticketspice	20,248.91
-------------	-----------

TOTAL FAIR TIME RECEIVALBES		20,248.91
-----------------------------	--	-----------

AUCTION RECEIVABLES

TOTAL AUCTION RECEIVABLES		0.00
---------------------------	--	------

TOTAL RECEIVABLES	204,914.86
--------------------------	-------------------

LEGAL ACTIONS

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

[illegible]

CAPITAL EQUIPMENT PURCHASES	
FOR THE QUARTER ENDED SEPTEMBER 30, 2023	

[illegible]

General Ledger Detail

Unmerged (7/1/2023 - 7/31/2023)

Ventura

Page 1

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A CASH IN BANK-OPERATING							1,654,574.30
7/1/2023	AR Receipt Summary	Bank	AR-Receipt	45972	0.00		
7/1/2023	OPCA Reference: 1 Receipt(s)						8,844.25
7/1/2023	OPCA Reference: 1 Receipt(s)						8,844.25-
7/2/2023	AR Receipt Summary	Bank	AR-Receipt	45975	0.00		
7/2/2023	OPCA Reference: 1 Receipt(s)						8,045.05
7/2/2023	OPCA Reference: 1 Receipt(s)						8,045.05-
7/3/2023	AR Receipt Summary	Bank	AR-Receipt	45977	16,189.66		
7/3/2023	OPCA Reference: 2 Receipt(s)						234.00
7/3/2023	OPCA Reference: 4 Receipt(s)						765.00
7/3/2023	OPCA Reference: 1 Receipt(s)						9,345.15
7/3/2023	OPCA Reference: 1 Receipt(s)						9,345.15-
7/3/2023	OPCA Reference: 1 Receipt(s)						12,335.86
7/3/2023	OPCC Reference: 5 Receipt(s)						2,854.80
7/3/2023	Credit Card Fees	JE23-0707	GL-Manual	45958		2,408.47 A	
7/3/2023	Showworks Fees	JE23-0711	GL-Manual	45962		513.28 A	
7/3/2023	Bankcard Fees- Parkhub	JE23-0717	GL-Manual	45968		64.33 A	
7/5/2023	AR Receipt Summary	Bank	AR-Receipt	45979	51,516.49		
7/5/2023	OPCA Reference: 1 Receipt(s)						280.00
7/5/2023	OPCA Reference: 2 Receipt(s)						1,440.00
7/5/2023	OPCA Reference: 1 Receipt(s)						44,128.49
7/5/2023	OPCC Reference: 10 Receipt(s)						5,668.00
7/5/2023	Authorize.net Fees	JE23-0710	GL-Manual	45961		50.25 A	
7/6/2023	AR Receipt Summary	Bank	AR-Receipt	45982	50,178.56		
7/6/2023	OPCA Reference: 2 Receipt(s)						1,385.00
7/6/2023	OPCA Reference: 1 Receipt(s)						5.00
7/6/2023	OPCA Reference: 1 Receipt(s)						41,678.08
7/6/2023	OPCC Reference: 10 Receipt(s)						7,110.48
7/7/2023	AR Receipt Summary	Bank	AR-Receipt	45984	2,921.55		
7/7/2023	OPCA Reference: 1 Receipt(s)						360.00
7/7/2023	OPCA Reference: 1 Receipt(s)						2,171.55
7/7/2023	OPCC Reference: 5 Receipt(s)						390.00
7/8/2023	AR Receipt Summary	Bank	AR-Receipt	45986	0.00		
7/8/2023	OPCA Reference: 1 Receipt(s)						1,482.98
7/8/2023	OPCA Reference: 1 Receipt(s)						1,482.98-
7/9/2023	AR Receipt Summary	Bank	AR-Receipt	45988	0.00		
7/9/2023	OPCA Reference: 1 Receipt(s)						1,222.39
7/9/2023	OPCA Reference: 1 Receipt(s)						1,222.39-
7/10/2023	AR Receipt Summary	Bank	AR-Receipt	45990	8,135.64		
7/10/2023	OPCA Reference: 1 Receipt(s)						30.00
7/10/2023	OPCA Reference: 4 Receipt(s)						1,850.00
7/10/2023	OPCA Reference: 1 Receipt(s)						210.00
7/10/2023	OPCA Reference: 1 Receipt(s)						1,433.24
7/10/2023	OPCC Reference: 6 Receipt(s)						4,612.40
7/10/2023	AR Receipt Summary	Bank	AR-Receipt	46060	6,400.00		
7/10/2023	OPCA Reference: 1 Receipt(s)						6,400.00
7/11/2023	AR Receipt Summary	Bank	AR-Receipt	45996	2,686.93		
7/11/2023	OPCA Reference: 2 Receipt(s)						282.50
7/11/2023	OPCA Reference: 1 Receipt(s)						6.00
7/11/2023	OPCA Reference: 1 Receipt(s)						1,260.43
7/11/2023	OPCC Reference: 6 Receipt(s)						1,138.00
7/11/2023	UMS Celero Fees -Front Office	JE23-0708	GL-Manual	45959		6.50 A	
7/11/2023	UMS Celero Fees -Showworks	JE23-0709	GL-Manual	45960		6.50 A	
7/12/2023	AR Receipt Summary	Bank	AR-Receipt	45999	17,282.20		
7/12/2023	OPCA Reference: 2 Receipt(s)						2,840.00
7/12/2023	OPCA Reference: 1 Receipt(s)						1,069.72
7/12/2023	OPCA Reference: 1 Receipt(s)						1,069.72-
7/12/2023	OPCC Reference: 10 Receipt(s)						12,201.00
7/12/2023	OPCC Reference: 2 Receipt(s)						2,241.20

General Ledger Detail

Unmerged (7/1/2023 - 7/31/2023)

Ventura

Page 2

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A CASH IN BANK-OPERATING							
7/13/2023	AR Receipt Summary	Bank	AR-Receipt	46001	250.00		
7/13/2023	OPCA Reference: 2 Receipt(s)						250.00
7/13/2023	Summarized AP Payments	Payments	AP-Payment	46002		79,982.63	
7/13/2023	AAA Propane Service, Inc. Check: 76493						247.00
7/13/2023	AccountingWare Check: 76517						2,478.65
7/13/2023	Airgas USA, LLC Check: 76494						245.15
7/13/2023	Alliant Insurance Services, Inc. Check: 76495						2,423.28
7/13/2023	Bay Alarm Company Check: 76496						135.00
7/13/2023	Dunn Edwards Paints Check: 76516						2,114.33
7/13/2023	EFN Web, LLC Check: 76497						1,597.50
7/13/2023	Environmental Health Division Check: 76498						306.06
7/13/2023	Grainger Check: 76499						327.08
7/13/2023	Harbor Freight Check: 76500						101.18
7/13/2023	E.J. Harrison Roloffs Check: 76501						4,750.19
7/13/2023	Megan Hook Check: 76502						1,950.00
7/13/2023	Ideal Security & Technology ,Llc. Check: 76503						160.00
7/13/2023	Kimball Midwest Check: 76504						796.28
7/13/2023	Peggy Kroener Check: 76505						152.95
7/13/2023	Kwik Covers Of New York Check: 76506						2,043.90
7/13/2023	Kwik Covers Of New York Check: 76506 Void payment #75735						2,043.90-
7/13/2023	Powerstride Battery Co #55 Check: 76507						2,314.96
7/13/2023	Southern California Edison Company Check: 76508						45,150.87
7/13/2023	Southern California Edison Company Check: 76518						500.00
7/13/2023	Silvas Oil Company Inc. Check: 76509						679.49
7/13/2023	Spectrum Business Check: 76510						362.98
7/13/2023	The Toland Group Check: 76511						9,700.00
7/13/2023	Ventura Breeze Check: 76512						570.00
7/13/2023	Ventura Steel, Inc. Check: 76513						83.66
7/13/2023	White Cap Construction Supply Check: 76514						1,421.24
7/13/2023	The Wristband Man Check: 76515						1,414.78
7/14/2023	AR Receipt Summary	Bank	AR-Receipt	46004	6,990.86		
7/14/2023	OPCA Reference: 1 Receipt(s)						417.50
7/14/2023	OPCA Reference: 1 Receipt(s)						6,027.36
7/14/2023	OPCC Reference: 2 Receipt(s)						546.00
7/14/2023	Summarized AP Payments	Payments	AP-Payment	45980		4,800.00	
7/14/2023	James Howell Check: 76519						4,800.00
7/15/2023	AR Receipt Summary	Bank	AR-Receipt	46010	160.00		
7/15/2023	OPCA Reference: 1 Receipt(s)						160.00
7/17/2023	AR Receipt Summary	Bank	AR-Receipt	46014	8,995.86		
7/17/2023	OPCA Reference: 2 Receipt(s)						610.00
7/17/2023	OPCA Reference: 1 Receipt(s)						300.00
7/17/2023	OPCA Reference: 1 Receipt(s)						2,992.46
7/17/2023	OPCC Reference: 9 Receipt(s)						5,093.40
7/17/2023	Summarized AP Payments	Payments	AP-Payment	46002		61,649.51	
7/17/2023	AccountingWare Check: 76527						190.00
7/17/2023	American Hay & Mercantile Check: 76528						33,510.48
7/17/2023	Card Integrators Check: 76529						931.62
7/17/2023	Coastal Copy Inc. Check: 76530						963.11
7/17/2023	Custom Printing, Inc. Check: 76531						3,440.45
7/17/2023	Lowe's Check: 76520						4,716.45
7/17/2023	Premier Southern Ticket Check: 76521						11,671.74
7/17/2023	Rubber Neck Signs Check: 76523						2,371.30
7/17/2023	Silvas Oil Company Inc. Check: 76532						1,268.36
7/17/2023	TARBELL MARKETING AND DESIGN Check: 76522						2,586.00
7/18/2023	AR Receipt Summary	Bank	AR-Receipt	46017	3,315.05		
7/18/2023	OPCA Reference: 2 Receipt(s)						457.50
7/18/2023	OPCA Reference: 1 Receipt(s)						2,779.55
7/18/2023	OPCC Reference: 1 Receipt(s)						78.00
7/18/2023	Summarized AP Payments	Payments	AP-Payment	45980		30,151.74	
7/18/2023	CFSA Check: 76525						30,151.74
7/18/2023	Summarized AP Payments	Payments	AP-Payment	46002		6,000.00	
7/18/2023	Cash Check: 76524						6,000.00
7/19/2023	AR Receipt Summary	Bank	AR-Receipt	46019	15,085.89		
7/19/2023	OPCA Reference: 2 Receipt(s)						740.00
7/19/2023	OPCA Reference: 1 Receipt(s)						9,356.49
7/19/2023	OPCC Reference: 8 Receipt(s)						4,989.40

General Ledger Detail

Unmerged (7/1/2023 - 7/31/2023)

Ventura

Page 3

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A CASH IN BANK-OPERATING							
7/19/2023	Summarized AP Payments	Payments	AP-Payment	46002		7,114.90	
7/19/2023	The Home Depot Check: 76526						7,114.90
7/20/2023	AR Receipt Summary	Bank	AR-Receipt	46022	7,692.70		
7/20/2023	OPCA Reference: 2 Receipt(s)						975.00
7/20/2023	OPCA Reference: 1 Receipt(s)						3,810.90
7/20/2023	OPCC Reference: 5 Receipt(s)						2,906.80
7/21/2023	AR Receipt Summary	Bank	AR-Receipt	46024	5,580.76		
7/21/2023	OPCA Reference: 2 Receipt(s)						1,608.50
7/21/2023	OPCA Reference: 1 Receipt(s)						3,036.26
7/21/2023	OPCC Reference: 2 Receipt(s)						936.00
7/21/2023	Webconnex Fees	JE23-0716	GL-Manual	45967		14,318.01	A
7/22/2023	AR Receipt Summary	Bank	AR-Receipt	46026	468.00		
7/22/2023	OPCC Reference: 1 Receipt(s)						468.00
7/24/2023	AR Receipt Summary	Bank	AR-Receipt	46028	22,785.54		
7/24/2023	OPCA Reference: 1 Receipt(s)						14,520.00
7/24/2023	OPCA Reference: 2 Receipt(s)						2,085.00
7/24/2023	OPCA Reference: 1 Receipt(s)						5,504.54
7/24/2023	OPCC Reference: 4 Receipt(s)						676.00
7/24/2023	AR Receipt Summary	Bank	AR-Receipt	46062	30.00		
7/24/2023	OPCA Reference: 1 Receipt(s)						30.00
7/24/2023	Summarized AP Payments	Payments	AP-Payment	45980		196.00	
7/24/2023	American Dairy Goat Association Check: 76534						196.00
7/24/2023	Summarized AP Payments	Payments	AP-Payment	46002		5,000.00	
7/24/2023	American Express Check: W2868						25,667.26
7/24/2023	American Express Check: W2868 Void payment #75768						25,667.26
7/24/2023	InDesign Screen Printing Check: 76533						5,000.00
7/25/2023	AR Receipt Summary	Bank	AR-Receipt	46030	46,453.55		
7/25/2023	OPCA Reference: 1 Receipt(s)						11,190.00
7/25/2023	OPCA Reference: 1 Receipt(s)						396.00
7/25/2023	OPCA Reference: 1 Receipt(s)						3,179.24
7/25/2023	OPCA Reference: 1 Receipt(s)						16,168.31
7/25/2023	OPCC Reference: 2 Receipt(s)						15,520.00
7/25/2023	Summarized AP Payments	Payments	AP-Payment	46002		25,667.26	
7/25/2023	American Express Check: W1148						25,667.26
7/26/2023	AR Receipt Summary	Bank	AR-Receipt	46035	46,589.29		
7/26/2023	OPCA Reference: 1 Receipt(s)						110.00
7/26/2023	OPCA Reference: 1 Receipt(s)						11,677.77
7/26/2023	OPCC Reference: 10 Receipt(s)						34,801.52
7/26/2023	AR Receipt Summary	Bank	AR-Receipt	46064	5,200.00		
7/26/2023	OPCA Reference: 1 Receipt(s)						5,200.00
7/26/2023	Summarized AP Payments	Payments	AP-Payment	46002		157,816.17	
7/26/2023	AAA Propane Service, Inc. Check: 76535						499.00
7/26/2023	BrightView Tree Care Services Check: 76536						550.00
7/26/2023	Cash						19,750.00
7/26/2023	Cash Void payment #75792						19,750.00
7/26/2023	Cash Check: 76552						4,500.00
7/26/2023	Cash Check: 76553						300.00
7/26/2023	Cash Check: 76554						19,750.00
7/26/2023	Cash Check: 76554 Void payment #75790						19,750.00
7/26/2023	Cash Check: 76555						9,875.00
7/26/2023	Cash Check: 76556						9,875.00
7/26/2023	Ventura Water Check: 76537						13,553.18
7/26/2023	Creative Awards Check: 76538						6,095.64
7/26/2023	CREW PROTECTION ENTERPRISES INC. Check: ARZS6S15						3,960.00
7/26/2023	CREW PROTECTION ENTERPRISES INC. Check: ARZS78CX						3,060.00
7/26/2023	CREW PROTECTION ENTERPRISES INC. Check: ARZS7E0T						3,060.00
7/26/2023	CREW PROTECTION ENTERPRISES INC. Check: ARZS7H97						3,060.00
7/26/2023	Dunn Edwards Paints Check: 76539						816.16
7/26/2023	The Fair Publishing Check: 76540						1,104.98
7/26/2023	House Sanitary Supply, Inc. Check: 76541						32,095.49
7/26/2023	Ideal Security & Technology ,Llc. Check: 76542						400.00
7/26/2023	Industrial Bolt And Supply Check: 76543						120.68
7/26/2023	J Star Transportation LLC. Check: 76544						1,000.00
7/26/2023	Keenan Ventura Check: 76545						745.03
7/26/2023	Medallion Protective Services, Inc. Check: 76546						58,400.00
7/26/2023	Powerstride Battery Co #55 Check: 76547						19.39
7/26/2023	Power Machinery Center Check: 76548						99.90
7/26/2023	United Rentals Check: 76549						3,083.08
7/26/2023	Wells Fargo Vendor Financial Services Check: 76550						376.06
7/26/2023	White Cap Construction Supply Check: 76551						1,167.58

General Ledger Detail

Unmerged (7/1/2023 - 7/31/2023)

Ventura

Page 4

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A CASH IN BANK-OPERATING							
7/27/2023	AR Receipt Summary	Bank	AR-Receipt	46039	12,002.39		
7/27/2023	OPCA Reference: 1 Receipt(s)						7,985.59
7/27/2023	OPCC Reference: 3 Receipt(s)						4,016.80
7/27/2023	Summarized AP Payments	Payments	AP-Payment	45980		2,727.80	
7/27/2023	Indu-Electric N.A., INC Check: 76558						2,727.80
7/27/2023	Summarized AP Payments	Payments	AP-Payment	46002		500.00	
7/27/2023	Tom Sheaffer Check: 76557						500.00
7/28/2023	AR Receipt Summary	Bank	AR-Receipt	46041	16,645.47		
7/28/2023	OPCA Reference: 1 Receipt(s)						14,685.07
7/28/2023	OPCC Reference: 4 Receipt(s)						1,960.40
7/28/2023	Admissions Change Fund	JE23-0718	GL-Manual	45969		95,000.00	
7/28/2023	Summarized AP Payments	Payments	AP-Payment	45980		500.00	
7/28/2023	Southern California Edison Company Check: 76571						500.00
7/28/2023	Summarized AP Payments	Payments	AP-Payment	46002		13,215.62	
7/28/2023	American Express Check: W5678						13,715.62
7/28/2023	Southern California Edison Company Check: 76518	Void payment #75747					500.00-
7/29/2023	AR Receipt Summary	Bank	AR-Receipt	46044	27,549.92		
7/29/2023	OPCC Reference: 2 Receipt(s)						27,549.92
7/30/2023	AR Receipt Summary	Bank	AR-Receipt	46046	606.80		
7/30/2023	OPCC Reference: 2 Receipt(s)						606.80
7/31/2023	AR Receipt Summary	Bank	AR-Receipt	46048	13,095.09		
7/31/2023	OPCA Reference: 1 Receipt(s)						12,486.69
7/31/2023	OPCC Reference: 4 Receipt(s)						608.40
7/31/2023	Summarized AP Payments	Payments	AP-Payment	46002		650.00	
7/31/2023	John Cook Check: 76559						80.00
7/31/2023	Steve Hardinger Check: 76560						80.00
7/31/2023	Wes Lingerfelt Check: 76561						120.00
7/31/2023	Michelle Shoesmith Check: 76562						120.00
7/31/2023	JEAN P SMITH Check: 76563						50.00
7/31/2023	Susan Chaisson-Walblom Check: 76564						120.00
7/31/2023	Steve Wolfe Check: 76565						80.00
11300-00-20-400-A		Net:	113,530.77-		394,808.20	508,338.97	1,541,043.53
\$ Trial Balances							
Adjustments:						17,367.34	
Transfers:						95,000.00	
Net Received:						394,808.20	
Net Disbursed:						395,971.63	

Executive Committee Meeting Minutes

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

September 13th, 2023

I. Call to Order

The meeting convened at 8:08 a.m., and called to order by Leah Lacayo, Chair.

Directors present: Leah Lacayo, Chair, Dan Long, Vice-Chair and Leslie Cornejo, Member

Staff present: Jennifer McGuire, CEO, Jason Amelio, Sales Manager, Megan Hook, PR & Marketing Firm and Heidi Ortiz, Executive Assistant.

Guests present: Cody Stultz, City of Ventura, and Kathie Moore.

II. Public Comment

Public comments shall be limited to five (5) minutes per speaker. In accordance with Public Meeting Law, no action can be taken on public comments, unless they are identified elsewhere on the agenda. Public comments on items listed elsewhere on the agenda will be heard as that item is being considered.

Kathie Moore – Explained that the only thing she heard from people was that the online entry process was a little confusing and it was difficult to get a pass if someone did not have a child to in the livestock program.

III. Brief overview of the 2023 Fair

CEO McGuire explained that staff had a meeting to discuss the Fair and had a great discussion. There were a few employees missing but within the next two weeks a retreat will be scheduled to talk about all things like admissions, security, parking, carnival, etc. Staff will have an interactive discussion and review the pros and cons, new ideas, etc. As far as numbers go for admissions, preliminary numbers were released, and the final numbers will be given at the board meeting. Concessions were up about 5% and our share was about \$936k. The overall gross for concessions was right around \$3.3 million. Sponsorships was up about 25% compared to last year and we almost hit an all-time high, it was just shy of about \$2,000. Carnival was down a little bit and there were a few internal hiccups, but we were able to get through it. There were no on-site sales this year because of the X-Games, but staff will probably bring that back next year. There were some complaints about the Garden Gate being closed, but it would be helpful if VPD could give a statement recommending closing it due to safety concerns. The flow of traffic was better and the bus company loved it. Not having horse shows this year hurt that side of the fairgrounds, but CEO McGuire is working on bringing in a mule and donkey show. The auction was down a bit but made \$1.2 million. The staff worked really hard and she is happy to have such a great team.

There was a brief discussion regarding the Seabreeze stage and being hidden, but that is something that will be looked at for next year. CEO McGuire mentioned some of the ideas staff had for the Fair next year.

President Lacayo asked if CEO McGuire has started to look at or think about admissions for next year.

CEO McGuire stated that we have a three-year contract with our current admissions contractor, but she has sent the contract to legal to see what our options are.

IV. Discussion and possible action regarding 2024 Fair dates

CEO McGuire recommended opening July 31st and run through August 11th, 2024. She also stated that it might be a good idea to set the 2025 Fair dates as well, not necessarily now, but ahead of the Fair next year so it can be marketed, and it helps with scheduling events.

MOTION: To recommend setting the Fair dates for 2024 for July 31st – August 11th.

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

V. X Games Report

CEO McGuire explained that VVCB had a wrap-up meeting where they released numbers and created a one sheet with all the information that was passed out. She stated we are 100% reconciled.

Mr. Amelio reviewed the final numbers. The total invoiced amount was \$218,738, our percentage of food and beverage was \$53,229 and onsite parking was \$12,020. The total less the expenses to contractors was \$283,987. Once we took out roughly the \$44,866 we paid out to contractors, the fire marshal, the fence company, the electrician and the total to us was \$239,121. It is not a profit and loss because that doesn't include the staffing and things we physically fixed up around grounds to get it ready for the X Games, but that is effectively what we brought in for the event. They are happy with everything and there are large segments of them that want to move forward with booking here again. There are hurdles with us unlike other venues because we charge, and other venues usually pay them to come. We are a very attractive set for their tv show. When talking about dates, the tv show is the most important part and dictates when the event will take place. The dates for next year will take place at the end of June because of the Olympics and that is when ESPN and NBC gives them their tv window. In 2025 and beyond, they will go back to their traditional dates in July because that will be before football season starts and the window that tv production will have open. The City has given them a soft deadline of October to make their decision which is realistic for us as well. In order to accommodate them should they come back next year, there are events we will have to relocate or cancel. That would not be the case in 2025 because it would be so close to Fair and we don't book events that close. However, it is a double edge sword because we wouldn't have to go to a long-term renter and tell them they can't have their event, but we would only have approximately eight to ten days to turn over the fairgrounds and get it ready for Fair.

CEO McGuire stated that they are talking about adding some additional events like concerts, motorsports in the grandstands, etc.

There was further discussion regarding some of the details of the X Games this year and everyone agreed that it was a great event to have at the fairgrounds.

VI. 2024 WFA Convention

CEO McGuire stated that the dates for the WFA Convention are January 3rd - 6th. She is a State Director for WFA and explained that it will be held in Anaheim this year. They have a lot of good workshops they are working on and presentations getting set up that will be released soon. There will be good opportunities for the Directors and staff so she will see who can go and start planning.

VII. Cannabis Policy

CEO McGuire explained that this is something that needs to go back to the policy committee, but she wants to get something out sooner rather than later because we have potential events that want to rent our facility. There are dispensaries opening up in the City of Ventura and there will be sponsor opportunities. She did send an email to legal to check if anything has changed with the State in terms of what we can and cannot do with cannabis. It is pretty much wide open right now and some Fairs are accepting cannabis in their agriculture department. She knows the OC Fair has drafted a policy as well as Del Mar. She wants to hear from the State as to what we can and cannot do before moving forward. We did some research, and it looks like back in 2018 we were going to do something, but we couldn't find anything in the minutes.

Ms. Ortiz stated that there was a policy drafted, but the gun show issue took over and it was never brought up again.

Director Cornejo stated that the Board was struggling with it because we didn't know where we stood legally. If the State had a policy the fairgrounds would be okay, but the issue was where the fairgrounds stand because it was on a federal level. The Board didn't want to cross any legal lines because it hadn't been tested anywhere yet, but now it looks like we have some precedent elsewhere so we can run with it.

CEO McGuire stated that she does know there is a policy on how to handle cannabis money because she knows that in northern California they come in and buy junior livestock animals and pay cash.

Director Cornejo stated that it is a big part of it because of the banking issue, so that has to be sorted out. If there is precedent elsewhere, that lays the groundwork for us. Those were the concerns more than anything.

CEO McGuire stated that the dispensary in Bishop, paid her with a credit card. As part of their sponsorship, they had a booth, but it was only for awareness.

Director Cornejo stated that the Board was ready to do that and thought we may have.

Mr. Amelio confirmed that the Board made a move on a CBD event in 2019 and there was a CBD show just prior to COVID.

Director Cornejo stated that they were monitoring the laws to make sure the Board wasn't inventing the law or overstepping, but now with these years of precedent and other fairs doing it as well as having State policy we ought to be able to do it.

The committee decided that the policy committee could work with staff and legal to establish a policy. It will be put on the board agenda for a vote.

VIII. 2024 Committees

President Lacayo stated that her and Vice President Long will be selecting the committees after the meeting and will bring them back to the board. She asked the committee about creating an Ethics Committee.

Director Cornejo stated that the Ethics Committee was a part of the corporate Governance which was a part of the Executive Committee.

President Lacayo stated that Ethics Committee will be left that way and will be brought to the Executive Committee.

IX. Board Retreat

CEO McGuire stated that the Board needs to put some dates together for the retreat. She did speak to Becky Bailey-Finley about strategic planning as part of the retreat and she is wide open October, November and December. Her portion would almost be an entire day. She did meet with Director Cuevas and she really wants to get a retreat going. The Board just needs to narrow down the dates and get them back to Ms. Bailey-Finley.

There was a brief discussion regarding inviting the Foundation so both boards could collaborate on fundraising and all things for the Fair.

Director Cornejo suggested that, since we are not allowed to coordinate with the Foundation, they just need to know our wish list but not collaborating because there needs to be a fine line between the Foundation and Fair Board. It might be better to have a social with them, so we are working together and getting to know each other, but not collaborate on needs.

The committee agreed and President Lacayo asked what Ms. Bailey-Finley's rate will be.

CEO McGuire stated that she will honor the same quote she gave before.

There was further discussion regarding choosing the dates for the retreat. There will be a walk-through for the new board members prior to the retreat, so they have a better understanding of things beforehand.

X. Surfer's Point Managed Retreat

Mr. Stults explained that he was with the City of Ventura, and he is the Project Manager for the Surfer's Point Managed Retreat Project. He explained that they cleared the Coastal

Development permit, and they are ready to go as of May. They got an award for \$16.2 million for the grant from the State Coastal Conservancy for the full construction budget for the project. This grant covers everything including the three-year post construction monitoring that is required for the project from the Coastal Commission. Currently, they are still working on executing the grant agreement with the State Coastal Conservancy, it is taking a while on their end. He will let the Board know as soon as that is ready to go because as soon as the grant is executed there will be a public engagement effort and naturally they will want the fairgrounds, as project partner, to be involved. The tentative plan is still to go out to construction in the fall. Unfortunately, it is being a little drawn out while everyone is waiting to get the grant executed which should not delay the construction of the project, but it is taking longer than anticipated. There will be more to come very soon and they are very excited to get this rolling.

The committee discussed having Mr. Stults come to the board meeting to do a presentation and possibly a tour since there are new members.

President Lacayo asked Mr. Stults to come to the board meeting to give an overview as to how this project started as a precursor to an actual visit. Mr. Stults agreed and stated he would be happy to.

XI. Future Agenda Items

1. Facility Update
2. Retreat
3. Policy Update
4. X-Games Update
5. 2024 Fair

The next meeting is scheduled for Friday, October 13th at 9 a.m. in the administration conference room.

XII. Adjourn

The meeting was adjourned at 9:52 a.m.



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE
Karen Ross, Secretary

August 15, 2023

D2023-02

TO: All District Agricultural Associations CEOs and Boards of Directors

SUBJECT: Sponsorships must be reviewed by F&E – FAC 4051.1

During recent compliance audits, a common finding was that sponsorships agreements were not being submitted to the Fairs and Exposition Branch for review before execution.

Per [Food and Agricultural Code 4051.1](#), (FAC) the Fairs and Exposition Branch must receive written notification for review, before execution, for any sponsorship agreement that:

- exceeds one hundred thousand dollars (\$100,000) in value
- exists for a period of greater than two years
- or contemplates the building of a permanent structure on fair property

Please note sponsorship review currently takes 2-3 weeks, please allow enough time for this process. Please submit sponsorship agreements to Sarah Pelle, sarah.pelle@cdfa.ca.gov. Sarah will liaison with the legal office for the review.

FAC further states the District Agricultural Association (DAA) must have a sponsorship policy, and procedures established by and adopted by the DAA board. The CEO functions within the policy and may enter into agreements to secure donations, memberships, corporate, and individual sponsorships.

Lastly, at any point in time, CDFA can request to examine the books and records of any entity created pursuant to this section.

If you have any questions, please feel free to contact F&E at 916-999-3000.

Sincerely,

Mike Francesconi
Branch Chief





CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE
Karen Ross, Secretary

August 17, 2023

D2023-03

TO: All Fair CEOs

SUBJECT: Employee Travel to States with Discriminatory Laws

This letter is to announce that there is a statewide ban on travel to states that are identified to have discriminatory laws and practices. There are three new states highlighted in yellow: Wyoming was added on July 14, 2023, Missouri will go into effect on August 28, 2023, and Nebraska effective October 1, 2023. Per AB 1887 (Lou) State government discrimination: travel; state-funded or state-sponsored travel to the following twenty states is prohibited. This includes recipients that receive funding for activities that require travel to and from the states identified in AB 1887, which are:

Approved Travel	Banned Travel
Alaska	Alabama
Colorado	Arizona
Connecticut	Florida
Delaware	Idaho
Georgia	Indiana
Hawaii	Iowa
Illinois	Kansas
Maine	Kentucky
Maryland	Louisiana
Massachusetts	Mississippi
Michigan	Missouri
Minnesota	Montana
Nevada	Nebraska
New Hampshire	North Carolina
New Jersey	North Dakota
New Mexico	Ohio
New York	Oklahoma
Oregon	South Carolina
Pennsylvania	South Dakota
Rhode Island	Tennessee



Vermont	Texas
Virginia	Utah
Washington	West Virginia
Wisconsin	Wyoming

Per the Office of the Attorney General (OAG), there are exceptions to AB 1887 that allow travel to banned states in certain circumstances (Gov. Code, § 11139.8, subd. (c).) These exceptions only apply if travel to a prohibited state is required for the following reasons:

1. Enforcement of California law, including auditing and revenue collection.
2. Litigation.
3. To meet contractual obligations incurred before January 1, 2017.
4. To comply with requests by the federal government to appear before committees.
5. To participate in meetings or training required by a grant or required to maintain grant funding.
6. To complete job-required training necessary to maintain licensure or similar standards required for holding a position, if comparable training cannot be obtained in California or a different state not subject to the travel prohibition.
7. For the protection of public health, welfare, or safety, as determined by the affected agency, department, board, authority, or commission, or by the affected legislative office.

Previously approved blanket discretionary travel to any of these states must be canceled and resubmitted. All blanket mission-critical travel to banned states must be resubmitted to Department Directors and Agency Secretaries (or their designees) to ensure they meet the exception criteria. New mission-critical trips not already submitted within an approved out-of-state travel blanket will require final approval from the Governor's Office through the individual trip request process.

For more information, please visit: <https://oag.ca.gov/ab1887>.

If you have any questions or need additional information, please contact Sarah Pelle at (916) 900-5368 or sarah.pelle@cdfa.ca.gov

Sincerely,



Mike Francesconi, Branch Chief
Fairs & Expositions Branch

September 7, 2023

F2023-05

TO: All Fairs

SUBJECT: 2023 State Rules Advisory Committee Meeting

The Fairs and Expositions Branch (F&E) would like to invite you to the 2023 State Rules Advisory Committee Meeting on Thursday, October 05, 2023, at 10:00 am. The meeting will be held in-person at the California Fair Services Authority office, Suite 200, with a virtual option via Teams. The purpose of this annual meeting is to discuss any pertinent state rule change recommendations to the State Rules Advisory Committee for the following year.

The purposes of the State Rules are to ensure educational and equitable competition, provide state-wide competition consistency, and maximize exhibitor and public safety. These rules apply to all competitive exhibits conducted by District Agricultural Associations, citrus fruit fairs, and county fairs in the State of California.

During this time, we are accepting any topics you would like to submit for discussion during the meeting. Please provide any State Rules-related topics and information to Sofia Goss at sofia.goss@cdfa.ca.gov by close of business on September 29, 2023, for consideration. A notice and agenda will be sent out by email and posted on the F&E [website](#) 10 days prior to the October 5th meeting.

If you have any questions/concerns regarding State Rules, please contact [Mike Francesconi](#) at (916) 900-5365.

Respectfully,



Mike Francesconi
Branch Chief





CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE
Karen Ross, Secretary

July 7, 2022

D2022 - 02

TO: All District Agricultural Association CEOs
SUBJECT: Bagley Keene Updates

An important Bagley-Keene amendment was enacted last week 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, 2022, added Government Code section 11133, which **permits DAA boards to again hold meetings with all members participating via teleconference until July 1, 2023.**

This bill, until July 1, 2023, authorizes, subject to specified notice and accessibility requirements, DAA boards to hold public meetings through teleconferencing and to make public meetings accessible telephonically, or otherwise electronically, to all members of the public seeking to observe and to address the state body. With respect to a DAA board holding a public meeting pursuant to these provisions, the bill suspends certain requirements of existing law, including the requirements that each teleconference location be accessible to the public and that members of the public be able to address the DAA board at each teleconference location. Under this bill, the DAA board that holds a meeting through teleconferencing and allows members of the public to observe and address the meeting telephonically or otherwise electronically would satisfy any requirement that the DAA board allow members of the public to attend the meeting and offer public comment. The bill requires that each DAA board that holds a meeting through teleconferencing provide notice of the meeting and post the agenda 10 days in advance. The bill urges state bodies utilizing these teleconferencing procedures to use sound discretion and to make reasonable efforts to adhere as closely as reasonably possible to otherwise applicable provisions, as provided. These provisions expire July 1, 2023.

If you have any questions or need additional information, please do not hesitate to contact Sarah Pelle, 916-900-5368.

Sincerely,

Mike Francesconi
Branch Chief

Enclosure



This bill would state that those executive functions include the discretion to inform the public of information that would be or is a public record regarding shorthand reporting corporations operating in this state.

(19) The California Constitution generally prohibits the total annual appropriations subject to limitation of the state and each local government from exceeding the appropriations limit of the entity of government for the prior fiscal year, adjusted for the change in the cost of living and the change in population, and prescribes procedures for making adjustments to the appropriations limit. The California Constitution defines "appropriations subject to limitation" of the state to mean any authorization to expend during a fiscal year the proceeds of taxes levied by or for the state, exclusive of, among other things, state subventions for the use and operation of local government, except as specified. The California Constitution defines "appropriations subject to limitation" of an entity of local government to mean any authorization to expend during a fiscal year the proceeds of taxes levied by or for that entity and the proceeds of state subventions to that entity, except as specified, exclusive of refunds of taxes.

Existing statutory provisions implementing these constitutional provisions establish the procedure for establishing the appropriations limit of the state and of each local jurisdiction for each fiscal year. Under existing law, revenues and appropriations for a local jurisdiction include subventions and with respect to the state, revenues and appropriations exclude those subventions. Existing law defines, for those purposes, "state subventions" as only including money received by a local agency from the state, the use of which is unrestricted by the statute providing the subvention.

This bill, for fiscal years commencing with the 2020–21 fiscal year, would define "state subventions" to additionally include money provided to a local agency pursuant to certain state programs and would require any money received by a local agency pursuant to that provision to be included within the appropriations limit of the local agency, up to the full appropriations limit of the local agency, as prescribed.

(20) Existing law, the Bagley-Keene Open Meeting Act, requires, with specified exceptions, that all meetings of a state body be open and public and all persons be permitted to attend any meeting of a state body. The act requires at least one member of the state body to be physically present at the location specified in the notice of the meeting.

Existing law authorizes teleconferencing subject to specified criteria, including, among others, that agendas be posted at all teleconference locations and that each teleconference location be identified in the notice and agenda of the meeting or proceeding and be accessible to the public, and that members of the public be able to address the state body directly at each teleconference location.

This bill, until July 1, 2023, would authorize, subject to specified notice and accessibility requirements, a state body to hold public meetings through teleconferencing and to make public meetings accessible telephonically, or otherwise electronically, to all members of the public seeking to observe and to address the state body. With respect to a state body holding a public meeting pursuant to these provisions, the bill would suspend certain requirements of existing law, including the requirements that each teleconference location be accessible to the public and that members of the public be able to address the state body at each teleconference location. Under the bill, a state body that holds a meeting through teleconferencing and allows members of the public to observe and address the meeting telephonically or otherwise electronically would satisfy any requirement that the state body allow members of the public to attend the meeting and offer public comment. The bill would require that each state body that holds a meeting through teleconferencing provide notice of the meeting, and post the agenda, as provided. The bill would urge state bodies utilizing these teleconferencing procedures to use sound discretion and to make reasonable efforts to adhere as closely as reasonably possible to otherwise applicable provisions, as provided.

This bill would repeal those provisions as of July 1, 2023.

(21) The California Constitution provides that the Legislature may make no law except by statute and may enact no statute except by bill. The California Constitution requires the Legislature to pass a budget bill making appropriations for the ensuing fiscal year by midnight on June 15 of each year.

This bill would add a section to the Government Code that identifies the bills that constitute the Budget Act for each fiscal year from 2011–12 through 2020–21.

(22) Existing law establishes the Office of Broadband and Digital Literacy within the Department of Technology. Existing law requires the office to oversee the acquisition and management of contracts for the development and construction of a statewide open-access middle-mile broadband network, as defined.

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
23-195	Joe Long	Trucking Coordinator	\$750.00
23-196	SMD Lighting & Audio	3 Year Ground Sound & Lights	2023: \$27,100.00 2024: \$27,100.00 2025: \$27,100.00
23-197	Lilia Kenneally	Concession Auditing & Carnival Sales Manager	\$9,800.00
23-198	Evelia Martinez	Concession Auditing & Carnival Sales Asst. Manager	\$5,000.00
23-199	Patrick Kelly	Superintendent Photography	\$4,100.00
23-200	Patricia Gladstone	Assistant Superintendent Photography	\$1,000.00
23-201	IMS Management Consulting Inc.	Carnival Midway Assistance	\$7,850.00
23-202	Bella Rowe	Barn Maint. Small Livestock	\$200.00
23-203	Shirley Layton	Entry/Judging Clerk- HMC/GM	\$150.00
23-204	James Howell	Maintenance Supervisor	\$320/day + RV Space

Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT
23-082	Lazy Daze Caravan Club	RV Camping	\$1,750.00	9/17/23 - 9/22/23
23-083	National Scholastic Surfing Association	Surf Comp.	\$2,000.00	9/09/23 - 9/10/23
23-084	Western Surfing Association	Surf Comp.	\$2,000.00	9/16/23 9/17/23
23-085	Yepez Baby Shower	Baby Shower	\$265.00	8/19/23
23-086	Trapeze Co LLC	Trapeze Practice	\$0.00	TBD
23-087	Absolon Quintana (RMW Event)	Lucha Libre	\$1,440.00	11/11/23
23-088	CBF PRODUCTIONS	Boots & Brews	\$22,250.00	11/15/23
23-089	Gold Coast Gem Show	Gem Show	\$11,283.00	11/4/23 - 11/5/23
23-090	FJS Productions	Junk Hunt	\$8,344.00	12/1/23 - 12/2/23
23-091	Gills Onion	Holiday Party	\$4,509.00	12/9/23

CONCESSION AGREEMENTS

23-137	Ryan Needham Grinders (Contract # Correction)	25% or \$2000.
23-230	Front Harness & Seeds 4 Change (Correction)	\$390.00
23-244	SPARC	\$96.00
23-245	Girl Scouts	\$48.00
23-246	Caregivers	\$55.00
23-247	VPD	\$0.00
23-248	CHP	\$0.00
23-249	Ocean Heat	\$1,275.00
23-250	J & J Plumerias	\$1,279.00
23-251	Touch Of Purple	\$1,275.00
23-252	Braille Institute	\$55.00
23-253	Ventura County Mobile Library	\$0.00
23-256	Purple Butterfly Jewelry Design	\$1,000.00
23-257	International Treasures Location 2	\$1,000.00
23-258	International Treasures Location 3	\$690.00
23-400	USDA CAHAN (Avian Health Education)	Shannon
23-401	Ventura Tri County Ropers (Team Roping and Youth Days)	Shannon