

BOARD MEETING NOTICE

The 31st DAA Board of Directors will be holding a board meeting on
Tuesday, November 28th, 2023 at 9:00 a.m.
Ventura County Fairgrounds - Santa Rosa Hall

BOARD OF DIRECTORS

Leah Lacayo (President), Dan Long (Vice President), 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, Madalyn
Johnson, Concessions Coordinator, Jenny Martin, Accounting Supervisor and Megan Hook, PR
and Marketing

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, November 28th, 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. Closed Session:** Pursuant to Government Code Section 1126, the Board is authorized to meet in Closed Session for the purpose of considering matters involving:
 - A. Personnel Matters Gov. Code 11126 (a)(1)
- VI. Approval of Minutes**
 - A. October 24th, 2023 - Board Meeting Minutes
 - B. November 14th, 2023 - Board of Director's Retreat
- VII. Financial Report**
 - A. Financials ending September 30th, 2023
 - B. Financials ending October 31st, 2023
- VIII. New Business**
 - A. Election of Officers for 2024-2025 Board of Directors
(CEO presides over elections of Board Officers)
 - 1. President
 - 2. Vice President

- B. Annual Appointments by the Board
 - 1. Secretary/Treasurer-Manager
- C. Secretary/Treasurer-Manager Annual Delegation of Authority

The (Secretary/Treasurer-Manager) Chief Executive Officer, Jen McGuire, is authorized to execute Rental Agreements up to \$75,000.00, Standard 2 Agreements up to \$75,000.00 and Grandstand Contracts up to \$150,000.00 without further authorization from the Board of Directors.
- IV. **Old Business**
 - A. Facility Update
 - B. Fair 2024
 - C. Cashless Fair
- X. **Board Correspondence**
 - A. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: SB 544 – Bagley Keene Open Meeting Act: teleconferencing.
 - B. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: Proposition 12 Update for the 2024 Fair Season
- 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, 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
- XII. **CEO Report**
- XIII. **Presidents Report**
- XIV. **Director's Comments**
- XV. **Future Agenda Items**
- XVI. **Adjourn**

Americans With Disabilities Act

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Board of Directors Meeting Minutes

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

Tuesday, October 24th, 2023 at 9:00 a.m.
Ventura County Fairgrounds – Santa Rosa Hall

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, Guillermo Rodriguez Ceja, Betsy Chess, Leslie Cornejo, M. Cecilia Cuevas, Miriam Mack and Shanté Morgan-Carter.

Absent: Michael Bradbury

Staff present: Jennifer McGuire, CEO, Jason Amelio, Sales Manager, Madalyn Johnson, Concessions Manager, Megan Hook, PR & Marketing Firm, Jim Howell, Maintenance Supervisor, Jenny Martin, Accounting, Cinnamon Howell, Accounting and Heidi Ortiz, Executive Secretary.

Guests Present: Tom Kisken, Alexis Sklar, Dani Diamond and Chris Gonzalez.

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

II. Pledge of Allegiance

Director Chess led all present in the Pledge of Allegiance.

III. Welcome and Introductions of Guests

Invitation for the public to introduce themselves (not mandatory)

President Lacayo introduced Charles Southwick and Denise Elliott from the California Department of Food and Agriculture Fairs and Expositions Branch.

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.

V. Presentation – Hall of Flowers

Dani Diamond, the CEO of the Hall of Flowers, gave a presentation regarding his industry event Hall of Flowers. He explained the history behind it and how it has evolved over the years. Him and his staff explained how they follow all the regulations that come from the Department of Cannabis Control and any oversight they are subject to, which they are eager to comply with, in order to host an event.

The board asked a number of questions, which Mr. Diamond and his team answered. There was a discussion regarding policy in regards to cannabis and the board has adopted the CDFA guidelines, but will be working on developing a policy specific to the 31st DAA and addressing some of the more specific details like local concerns.

VI. Approval of Minutes

A. September 26th, 2023 Board Meeting Minutes

MOTION: To approve the September 26th, 2023 Board Meeting minutes.

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

VII. Financial Report

A. Financials ending August 31st, 2023.

CEO McGuire explained that Mr. Yopez is out on paternity leave and introduced some of the staff that is stepping in to help. Ms. Howell reviewed the dashboard for August. CEO McGuire explained that this report does not reflect auction because it has not been carried over due to the fact that the online portion did not end until beginning of September, so the September report will reflect all the auction receivables.

VIII. Committee Reports

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

- President Lacayo stated that the committee discussed all things Fair and they have an agenda that keeps the same items because they are ongoing. They discussed cannabis policy at great length and asked CEO McGuire to look into what other Fairs are doing and to gather as much information as possible and bring it to the policy ad hoc committee to help address the fairgrounds needs specifically.
- Mr. Amelio gave an update on the X Games and ESPN is the driver as to the dates of when the show comes and due to the Olympics, staff has been told, it will be in June. There are some things that X Games will need to address such as the janitorial crew, etc.
- There was a discussion regarding layout and there will be some improvements as far as location of the stage, children's dell, etc.

B. Ad Hoc Policy Committee

1. Discussion and possible action regarding cannabis policy

President Lacayo stated that the Ad Hoc committee is not ready to make any recommendations at this point.

IX. Old Business

A. Retreat

CEO McGuire has spoke with Ms. Bailey-Findley to set an agenda and asked the board to send her anything they were interested in discussing. It will be November 14th from noon to 5pm. It will be a team building session and then further down the road there will be a strategic planning session in 2024.

B. Policy Manual Review

Director Cornejo stated that the Ad Hoc committee is off and running and will be working on updating the policies. They are open to any suggestions or if anyone would like something addressed, they are more than welcome to call or email. They will be helping with the cannabis policy separate and have already received some information from CEO McGuire. They feel most of the policies are outdated and need to be refreshed and streamlined, especially some of the more important items that enable functionality.

Director Morgan-Carter stated that it will be thorough. She has already started pulling examples from other fairs and making detailed revisions and recommendations.

C. Fair 2024

CEO McGuire gave an update on where things are at with the Fair.

- Vendors are starting to get booked.
- Mr. Lieberman already has over \$250,000 signed in sponsorships and his goal this year is \$600,000.
- She is going to form internal staff committees because there are changes. The consensus of 2024 is that we have more vendors and more sponsors and we need more space, which we do not have, so we have to be creative.

X. Board Correspondence

A. Memo from Mike Francesconi at California Department of Food & Agriculture, Fairs & Expositions: SB 447 (Atkins) GO-Biz: BRIDGE Project: Repeal of Travel Ban

B. Memo from Mike Francesconi at California Department of Food & Agriculture, Fairs & Expositions: Vacation/Annual Leave Reduction Plans for the CEO and State Employees

C. Letter from San Buenaventura Women's Club

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, are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.

A. Agreements

1. Rental Agreements

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

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Ceja	X		
Director Chess	X		
Director Cornejo	X		
Director Cuevas (Motion)	X		

Director Mack	X		
Director Morgan-Carter	X		
Vice President Long (Second)	X		
President Lacayo	X		

XII. CEO Report

CEO McGuire invited staff to give their reports first.

Madalyn Johnson, Concessions and Commercial Manager

- She addressed the non-profits and stated that her and Ms. Martin found a spot for the San Buenaventura Women's Club in the front for two days. They assist the community members in any way they can and explained that they pay a small fee and they get to leave around sunset and don't have to stay the whole time. This is the only location that isn't required to stay the whole day. She feels extremely passionate about community row and they service approximately 27 groups. She will be looking for more community and wants this fair to be about how we serve the community.
- She is confirming and advancing some of our anchor vendors that were popular like the camel experience, the petting zoo and the pony rides.
- She is starting her health department meetings. There are several groups that are asking the health department for consistency and transparency for everyone, so she is trying to bring that together. Next month she will start going to the rules and regulation meetings.
- She has started recruiting non-profits, vendors, artists, etc. who are unique and who really speak to the fair and will be good for the community.

Megan Hook, Publicity and Marketing

- She is still mining data from this past Fair for future use.
- She is in the early stages of website development and the structure of a new site that will be simpler and more user friendly.
- They are participating in the 2024 decision and discussion planning meetings for the Fair and they are advising from a marketing perspective because it always plays into things like the customer experience.
- She was involved in the sponsorship meeting with Mr. Lieberman because marketing goes hand in hand with sponsorships.
- She is setting a timeline as decisions are made to try and be ahead.
- She will be archiving and categorizing photos for future use; this past Fair she took over 60,000 photos and videos.
- Should staff contract with the Hall of Flowers, she would work closely in conjunction with them to help keep public perception in check and educate the public.

Jason Amelio, Sales Manager

- This report covers events from 9/23 through 10/22. During this time, we hosted a Lowrider Car Show, the 2nd year of Seaside Oddities Expo, The Harvest Festival, Seaside Highland Games, Boots and Brews as well as several other events.
- During this period, we took in \$121,374.50 in rental invoice revenue. That is up \$10,374.50 from 2022's \$11,000 rental revenue. Parking revenue from events this period was \$50,070 vs Approx \$77,000 during the same period. Down roughly \$27,000 due to the underperformance of Harvest Festival and reduced parking capacity for the Highland Games and Boots and Brews event.

- Some upcoming events are the Latino Business Expo, Spa Show, Lucy Penny Cat Show, the Gold Coast Gem Show, a Lucha Libre event and the yearly Ventura Raceway Turkey Night Racing.
- Skull and Roses has paid their invoice in full and there is a hold on dates for next year pending what is established as a new deposit and payment schedule going forward.

CEO McGuire reviewed her report.

- She explained that she is dedicated to staffing needs and will be working on getting employees where she needs them.
- There is a Manager's Conference here and Ms. Ortiz will be attending in Sacramento next month. There will also be a CEO collaborative meeting as well.
- Staff is getting ready for budget planning and will be emailing out the budget templates to all departments to start working on those. It will go to the Budget Committee to review and discuss and then be brought to the board.
- There is a new website in production which will be more user-friendly to all of our guests.
- She will be meeting with the Coastal Committee to see where things are at with the beach lot fees.
- She is working with the Ventura County Fairgrounds Foundation on developing an MOU and fundraising ideas.
- Mr. Howell gave an update as to what is being done to prepare for the anticipated winter storms.
- She will always keep the board updated on preparation for the 2024 Fair. One thing not mentioned earlier, is that JFB is being brought back and Ms. Inez is going to lead it. She also mentioned that she wants to bring in a touring memorial.
- She is meeting with different ticket companies and thinking about making a change to our ticket platform. She wants the online ticket system to be user-friendly. She wants to add in an option for online group sales.
- There are three proposals for our grandstand entertainment buyer and she is meeting with Mr. Giammanco, who is with CBF Productions, to discuss his. The three companies are Big Mouth Productions, Romeo Entertainment and CBF Productions.
- There is a Superintendent's Meeting tomorrow at 5:30 p.m.
- The grandstand bleacher project is almost complete. They will be pouring concrete and finishing the bracing. The final stage is replacing the wooden seats with aluminum seats.
- We are waiting for the Santa Cruz roof replacement to start. She gets weekly updates and they are looking at possibly starting next month.
- There are repairs that need to be done to the awnings on the San Miguel and Anacapa Buildings which will be done with a certified welder, and this came from a CCA assessment that was done earlier this year.
- One main focus this year is the Morgan Arena retrofit. There are a lot of different entities that are interested in that area such as the Fairgrounds Foundation and the Wood Claeysens Foundation. There is still grant money that is allocated to that area and she is looking at possibly getting another \$100,000 in the next few weeks.
- As far as grants, the CRC grant award notices have been pushed from December to April, but the fairgrounds still are in the running. She is also pursuing additional grants from USDA such as the Air Quality Control and the California Arts Council.
- We were able to budget some new equipment for maintenance. Last month it was reported that we were getting one forklift, but Mr. Howell was able to negotiate two forklifts instead of one.

XIII. President's Report

- She looks forward to the retreat next month and encouraged the board to send CEO McGuire any items they would like covered.

XIV. Director's Comments

Director Cuevas

- She encouraged the board members to pick up the Cannabis Control flyer that Mr. Diamond brought because there is a lot of good information.
- She thanked CEO McGuire and her team for the work that they have been doing. There were a lot of short-term, immediate situations that came up, both in X Games and Fair, and CEO McGuire has come out with flying colors much to the benefit and work of her staff. It has been a lot to manage, and she has stayed positive and continues to bring new things; she is happy that CEO McGuire is here. Also, she is very excited about the future of the fairgrounds and with the new direction that the fairgrounds is taking and the new illustrious board members who help manage it all.
- She hopes that everyone can get behind cannabis events because it is the future of California, in terms of revenue sources that are more friendly, and hopes that passes.

Director Morgan-Carter

- She thanked CEO McGuire and staff for all the hard work they are doing and is excited for the future as well.

Director Ceja

- He mimicked his fellow board member, Director Morgan-Carter.

Director Cornejo

- She explained that the county is going through its celebration for its 150th and great successes came from that. There was a big concert in Santa Paula that had a huge screen on both sides of the concert venue and there was a constant stream of photos from all the cities in the county. It was really enriching to see while enjoying music and wanted to share that thought.
- She was glad to learn that the board is legally fine, so far as the State, if the board proceeds with a contract for a trade show for CBD. She understands the board needs to be more specific in regard to policy if the board expands to other types of shows. She assumes at this point, that the board can expect a contract on the next consent agenda that would be timely to work for the supplier for the board's consideration. She is glad to see it proceeding and that the board doesn't need to create a policy today in order to get that done.
- She thanked staff and everyone for all the hard work and she is very excited for the future.

Director Chess

- She congratulated everyone all around and explained that it was an exciting time to be a part of the Fair Board.
- The show in Santa Paula was amazing and all the photographs came from museums, so she is sure we will be able to get those.
- She was pleased to hear what CEO McGuire stated about outreach for more ticket sales to corporations and hopes we are not interfering with Mr. Lieberman's potential sponsorships.

- She appreciates the other board members' patience as they help answer her questions because it is a big learning curve.

Director Mack

- She is excited about the future, which includes the retreat.

Vice President Long

- He thinks that the fairgrounds is on a very good path that we haven't been in a long time because there has been so much going on like the Thomas Fire, the gun shows and COVID. He feels CEO McGuire is doing a remarkable job as well as staff and everyone brings so much energy and is happy to see things moving forward and going in a good direction.

XV. Future Agenda Items

1. Fair 2024
2. Facilities Update
3. Cashless Fair

XVI. Adjourn

The meeting was adjourned at 11:02 a.m.

Submitted by: _____
Heidi Ortiz, Executive Secretary

Approved by: _____
Jennifer McGuire, CEO Ventura Fairgrounds

Approved by: _____
Leah Lacayo, Board President

Board of Directors Retreat 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, November 14th, 2023 at 12:00 p.m.
Ventura County Community Foundation
4001 Mission Oaks Boulevard, Suite A, Camarillo, CA 93012

I. Call to Order

Roll Call

The meeting convened at 12:10 p.m. and called to order by President Lacayo.

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

Absent: M. Cecilia Cuevas

Staff present: Jen McGuire, CEO, Madalyn Johnson, Concessions & Commercial Manager and Heidi Ortiz, Executive Secretary.

Guests Present: Mike Silacci and Burt Handy.

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

II. Welcome and invite public to introduce themselves (not mandatory) and make public comments (limited to five (5) minutes).

III. Ventura County Fair Board of Directors Retreat - Information Only

The Board of Directors along with key management staff of the Ventura County Fairgrounds met on November 14, 2023, at the Ventura County Community Foundation Community Room to engage in strategic discussion and planning for the organization.

Becky Bailey-Findley was introduced and began with a review of why strategic planning is important to an organization.

1. Welcome & Introduction

A. Why Strategic Planning?

- The future is not what it used to be. Uncertainty, unpredictability, and the impacts of indecision are what we can count on.
- Cannot rely on what we have done in past to know how to survive in the future.
- The cavalry is NOT coming! We must save ourselves.
- Strategic planning is a series of well thought out, researched and systematic decisions for the future, updated on a regular basis.
- It includes a process of assessing every aspect of operations, every asset, every relationship, every program to determine capacity to contribute toward Ventura County Fairgrounds achieving its goals.
- It is an opportunity to plan for the future as the Ventura County Fairgrounds recovers from pandemic related challenges and significant change.

- Amid crisis lies opportunity.

B. Introductions

Those present introduced themselves, including the number of years involved with the Ventura County Fairgrounds. In total, the group represented over 350 years of experience with the Fairgrounds.

C. Expectations for the Board Retreat and Strategic Planning Discussion

The board members and staff shared with they hoped to accomplish in the board retreat and strategic planning meeting. Their responses were:

- To gain a clear understanding of the role and responsibilities of the board.
- To learn more about the Ventura County Fairgrounds.
- To get to know each other better and become comfortable working together.
- To discuss how to manage change.
- To gain a clear understanding of the organization's long-term direction and short-term plans.
- The organization has been through tremendous challenge and change over the past three years. In this context, an expectation of this meeting is to clearly articulate the big picture items for the organization and set direction.
- To engage in a team building experience and develop trusting relationships.
- To learn more about the operations, activities, and programs of the organization.
- To set priorities in addressing our challenges and to manage the change that is necessary to achieve our priorities.
- To build a strong team of senior and new board members partnered with executive and management staff.
- To set direction as a team.
- To learn the priorities and direction set by the board and be able to communicate this to key organization partners and stakeholders.
- To create a Vision Statement for the Ventura County Fairgrounds.
- To develop the foundation for trust amongst the board.

2. Welcome to the Fair Industry – “The Blue Ribbon Spirit of the Ventura County Fairgrounds.

Bailey-Findley lead a discussion on the contribution the Ventura County Fairgrounds makes to the social, economic, mental, and civic health of its community. She presented the concept of the Ventura County Fairgrounds as a Sacred Place in the community. The following summary highlights the concepts presented.

The Ventura County Fairgrounds as the Community's Sacred Place

Since the beginning of time, humans have a universal need to organize themselves. There is a universal longing for community, belonging, joy, beauty, connection with our past and meaning.

Humankind's greatest creation has always been its cities. Since its early origins, cities have performed three separate, critical functions for its inhabitants and the health of a city is determined by the success of these functions:

- 1) The inclusion of sacred place.
- 2) The ability to provide security and project power.

3) The host for a commercial market.

Sacred places in our cities are those treasured places that evoke a sense of memory, connectivity, and wisdom. For many cities or collection of cities such as a county or region, the fair or fairgrounds serves as a sacred place. Think of your local fairgrounds as you read the following description of sacred places.

A Place is considered sacred if it is:

A Place of Status

- ✚ A place of importance and significance to the people. It must be a meaningful gathering place.

A Place that is Foundational to the Community.

- ✚ A place upon which a community is built. All elements of meaning to the community can be found at this place:
 - Social well-being
 - Safety and Security
 - Learning and Growth
 - Tradition and Ritual
 - Economic Sharing
 - Equal-Opportunity Interaction

A Place that Provides Identity to the Community

- ✚ A place that shares and creates stories and vision that shape who we are in the community.

A Place with a Wisdom Tradition

- ✚ A place where stories and experiences help us answer the questions:
 - What is real?
 - How should we live?

Fairs and fairgrounds serve as sacred places for the community, in very human ways. We are endowed with a stewardship to ensure that they remain treasured and sustain the health and well being of community life.

Reference: *The City*, by Joel Kotkin

Included in the presentation was key information and background about the fair industry in California.

3. Where Are We Now?

Bailey-Findley shared basic governance information about the 31st District Agricultural Association, Ventura County Fairgrounds and its relationship with the State, County, and local governance.

And Bailey-Findley provided a brief overview of the business of the Ventura County Fairgrounds.

A. A Five- Year Financial Overview

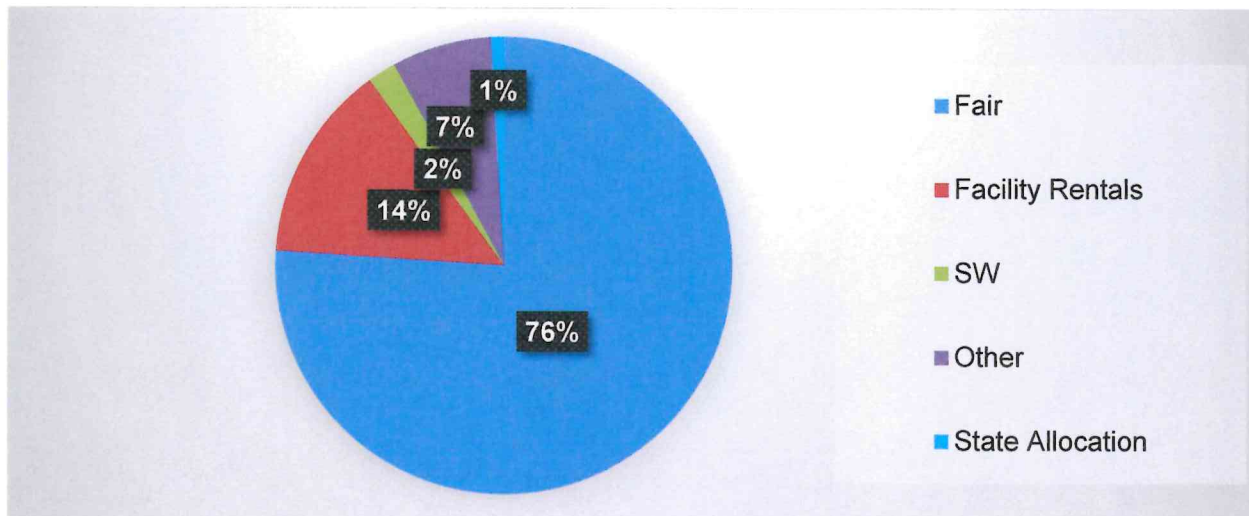
	2019	2020	2021	2022	2023*
Total Revenue	7,672,868	1,399,720	2,329,901	9,238,060	9,066,563
Total Expense	7,612,029	2,468,457	1,210,274	7,415,296	5,655,479
Net Proceeds	60,840	(1,068,737)	1,119,628	1,822,763	3,411,084

*2023 is through August

B. Five-Year Revenue Detail

	2019	2020	2021	2022	2023*
Annual Fair	5,394,586	1,258	186,487	7,027,915	6,373,134
Facility Rentals	1,008,898	660,886	1,142,585	1,306,009	1,845,921
Satellite Wagering	1,162,780	636,213	820,048	214,940	229,836
Other	103,174	100,319	180,739	685,030	
State Allocation	0	962,915	1,538,023	61,000	0

C. 2022 Revenue by Percentage

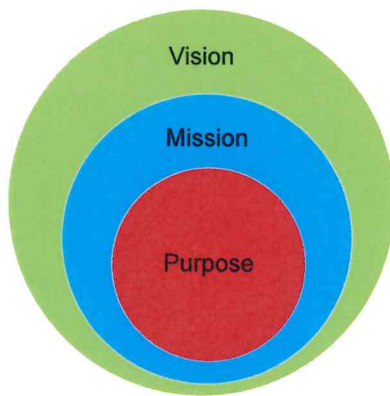


D. Business Units Contribution to Net Proceeds 2022

	Revenue	Expense	Net
Annual Fair	7,027,915	3,766,154	3,261,761
Facility Rentals	1,306,009		1,306,009
Satellite Wagering	214,940	79,542	135,398
Other	685,030	551,603	133,427
Administration		1,076,193	(1,076,193)
Maintenance		1,941,803	(1,941,803)
State Allocation	61,000		
TOTAL From Operations			\$1,818,599

4. Where Do We Want to Go?

Bailey-Findley facilitated the board and staff discussion regarding the Purpose, Mission, and Vision of the Ventura County Fairgrounds.



Purpose: Why do we exist?

Mission: How will we act on our purpose?

Vision: What will the world look like when we've completed our mission?

A. Purpose Statement

In State code, the purposes of a District Agricultural Association are dictated.

FOOD AND AGRICULTURAL CODE - FAC

DIVISION 3. EXPOSITIONS AND FAIRS [3001 - 4703]

(Division 3 enacted by Stats. 1967, Ch. 15.)

PART 3. DISTRICT AGRICULTURAL ASSOCIATIONS [3801 - 4363]

(Part 3 enacted by Stats. 1967, Ch. 15.)

CHAPTER 3. Organization and Administration [3951 - 3968]

(Chapter 3 enacted by Stats. 1967, Ch. 15.)

3951.

Fifty or more persons, who are residents of a district, may form an association to be known as and designated as the _____ District Agricultural Association, for the following purposes:

(a) Holding fairs, expositions and exhibitions for the purpose of exhibiting all of the industries and industrial enterprises, resources and products of every kind or nature of the state with a view toward improving, exploiting, encouraging, and stimulating them.

(b) Constructing, maintaining, and operating recreational and cultural facilities of general public interest.

(Enacted by Stats. 1967, Ch. 15.)

The group went beyond what is dictated by California law to articulate the Purpose of the Ventura County Fairgrounds. A Purpose Statement should describe:

- The reason the Ventura County Fairgrounds exists.
- The reason for personal involvement. Why are you doing this work?
- What is the cause uniting the organization?
- What is the fairgrounds championing through its contributions, service, good works?
- The purpose statement directs how to Lead with purpose – how the organization's values are lived.

Through an exercise in which those in attendance shared a personal experience at the Ventura County Fairgrounds that was inspirational, motivating, exciting and soul-feeding. From these shared experiences, the Purpose Statement of the Ventura County Fairgrounds began to take shape.

Shared "Best Moments"

- Inspired by watching youngsters performing daring, athletic, talented feats with my granddaughter and knowing that she was being exposed to excellence and mastery. Providing a platform where others can shine and be encouraged.
- I was introduced to a new interest at a young age at the fairgrounds and it continued as a life-long interest.
- Witnessed a child being recognized for their achievement and comprehending the importance of that moment in the child's development.
- Being in a welcoming, fun environment that allowed me to engage in friendly competition and camaraderie with my friends.
- Witnessed the many examples of personal achievement and the power of public recognition of excellence, talent, accomplishment, and creativity has on the individual and the community.

- At Fair opening, watching guests arrive with enthusiasm, ready for celebration, excitement, and joy. Being able to offer this experience to many.
- The Fairgrounds served as a place of refuge and safety in times of emergency and crisis in the community. Felt the pride and contribution of being a first responder. Being a part of a generous community and honorable civic response in caring for one another at a time of great need.
- Was empowered to include a community with special needs that had in the past been excluded from the total fair experience. Opening the fair experience to a broader, diverse community and witnessed the joy it produced.
- Being a part of community history and family heritage. Belonging to generational community experiences and stories.
- Shepherded and assisted a vendor resulting in life-changing business opportunities that changed the trajectory for his family.

DRAFT Purpose Statement

The group suggested concepts for a Purpose Statement

- Where tradition meets tomorrow.
- The community's gathering place.
- The thrill of being together more than once a year.
- Incorporate "fairgrounds" into the statement rather than just "fair."
- The place where our community shines and connects with each other meaningfully.
- Our place where the extraordinary happens.
- Where everyday people can achieve and excel.
- House proud.
- Growing along with our community.

Proposed DRAFT Purpose Statement

The Ventura County Fairgrounds is the community's keystone where we gather to experience our remarkable diversity and commonalities in celebration and pride.

B. Mission Statement of the Ventura County Fairgrounds.

The Mission Statement is expressed in the present, describing how we act on our purpose. The current Mission Statement of the Ventura County Fairgrounds is:

The mission of the 31st District Agricultural Association, otherwise known as the Ventura County Fairgrounds, is to promote, support, educate, celebrate and preserve the diverse culture and traditions of our County and to make certain that the Ventura County Fairgrounds be an exemplary multi-use community resource.

The board and staff members worked on creating a revised, DRAFT Mission Statement.

Proposed DRAFT Mission Statement

It is the mission of the Ventura County Fairgrounds to provide a beautiful, accommodating year-round place by the sea where the community gathers to celebrate and preserve the diverse cultures and traditions of our county.

C. Vision Statement of the Ventura County Fairgrounds

The Vision Statement for the organization depicts what will the world look like when we've completed our Mission.

The group shared concepts to incorporate into a Vision Statement for the Ventura County Fairgrounds:

- Showcasing cutting edge agricultural innovation.
- Renowned facility that reflects its community.
- A first-choice space to experience life moments.
- Country fair with ocean air.
- County fairgrounds by the sea where the world gathers.
- An amazing place.

Proposed DRAFT Vision Statement

It is envisioned that the Ventura County Fairgrounds will be the people's first choice gathering place where the world gathers to celebrate amazing beauty, innovation, diverse cultural richness, and a sense of belonging to an honorable community.

D. Setting Direction

The group turned their discussion to highlighting the critical issues facing the Ventura County Fairgrounds. What are the life and death issues that must be addressed? Their list included:

- The fairgrounds is downstream from an EPA stie, the Mitilja Dam.
- Environmental issues and putting into place sustainability practices.
- Landlocked property along with limited parking space, erosion and managing the erosion retreat.
- Incorporate the ocean/beach into fairgrounds.
- Investing in and planning for capital projects.
- Understand the how to govern as a board, setting direction and creating policy.
- A business plan for satellite wagering.
- Becoming a horse show destination.
- Creating a capital plan for long-term use and improvement.
- Aging infrastructure.
- Long term plan to diversify and grow revenue.

- A comprehensive Diversity, Equity and Inclusion plan that is incorporated into all elements of the Fair and fairgrounds.
- Developing an organization structure and strategic plan for hiring.
- Improve perception of the Ventura County Fairgrounds in the county. Improve marketing, outreach, and public relations.
- Emergency preparedness of the fairgrounds.

The group then created four Direction statements to consider for Ventura County Fairgrounds' future.

Proposed DRAFT Direction Statements

1. Be proactive in environmental stewardship, addressing the proximity of the fairgrounds to an EPA site, seeking alternatives to onsite parking of vehicles, manage erosion, and incorporate conservation and sustainability practices into fairgrounds operations.
2. Create a business plan that diversifies fairgrounds income long-term, addresses the decline in satellite wagering, and grows the facility rentals and events program, seeking new diverse events.
3. Address aging infrastructure, facility deficiencies and environmental issues by creating a capital improvements plan, including funding, scheduling, and implementing improvements in a systematic, accountable manner.
4. Build a system and organization of governance, including board development, staffing and strategic hiring, diversity, equity and inclusion planning, and clarity in roles in responsibilities reflecting a productive, effective team that manages and operates the Ventura County Fairgrounds.

5. Conclusion

A. Next Steps

The board and staff identified next steps in the strategic planning process.

Action Step	By Whom	By When
1. Prepare the minutes of the 11/14/23 strategic planning meeting and distribute to the board for review and approval.	BBE to CEO & Heidi to edit and distribute.	11/20/23 Board Meeting 11/28/23
2. Adopt the proposed DRAFT Purpose, Mission, Vision, and Direction Statements	CEO & Board President	January 2024 Board Meeting
3. Add a capital improvement fund category to the 2024 Budget.	CEO & Finance Committee.	February 2024 Board Meeting.
4. Prepare the Revised Policy Manual for full board review and approval.	Board Committee	February 2024 Board Meeting.
5. Conduct a second strategic planning meeting with board and staff.	CEO & Board President	Target April 2024

B. Evaluation of Board Retreat and Strategic Planning Meeting

The group evaluated the day's meeting with suggestions for future strategic planning meetings.

What Worked Well?	What Could Have Been Better?
There are advantages having a facilitator who is experienced in the fair industry.	Take efforts to ensure that all board members and key staff are included.
Having prepared handouts and the power point was helpful.	Always include where we've been and where we are going in the planning process.
Today's meeting exceeded expectations.	
Ended the meeting with precise deliverables.	
The setting was wonderful. Thank you, Ventura County Community Foundation.	
Learning to trust the process.	
Discussion was open and everyone participated fully.	
We are learning to build trust in each other.	
We got to know each other better.	
Appreciated the flow of the planning process – how it built upon itself.	
Amount of time was good. Suggest keeping at 4 – 5 hours.	
Appreciated staff being included and involved.	

C. Final Thoughts

Remember, when you have money you have options.

Public Comment

Mr. Burt Handy explained that the point of him coming to the retreat was to learn more about the Ventura County Fair. He stated that this session was very interesting and there have been a lot of changes. He tipped his hat off to the new CEO for all the improvements to the grounds. He thinks there should be something included in regards to surfing because that is a big part of the fairgrounds operations.

IV. Adjourn

The meeting was adjourned at 4:48 p.m.

Submitted by: _____
Heidi Ortiz, Executive Secretary

Approved by: _____
Jennifer McGuire, CEO Ventura Fairgrounds

Approved by: _____
Leah Lacayo, Board President

VENTURA COUNTY FAIR (31st DAA)			
BALANCE SHEET			
FOR THE PERIOD ENDING SEPTEMBER 30TH, 2023			
ASSETS			
Current Assets	2023	2022	
Cash			
Petty Cash	150	119	
Change Funds	5,500	14,100	
Cash - Operating	4,639,320	3,481,984	
Cash - Lottery	0	4,665	
Cash - Premiums	(380)	0	
Cash - Payroll	905	554	
Cash - Savings	555,995	555,175	
Cash - LAIF	40,363	39,439	
Cash - Auction	74,454	1,407,879	
Total Cash	5,316,306	5,503,914	
Other Current Assets			
Accounts Receivable	972,640	57,260	
Allowance For Doubtful Accounts	(29,444)	(29,444)	
Inventory	17,528	8,789	
Prepays-Deferred Expenses	305,706	1,020,097	
Deferred Compensated Absences	0	0	
Total Other Current Assets	1,266,430	1,056,702	
Total Current Assets	6,582,736	6,560,616	
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	10,435,715	10,822,710	
LIABILITIES & CAPITAL RESOURCES			
Liabilities			
Payroll Liabilities	14,536	0	
Clearing Accounts	145,831	(44,478)	
Accounts Payable	199,882	137,172	
Workers' Compensation	0	0	
Payroll Withholdings	68,182	44,827	
Horse Show Fees Payable	(84)	0	
Deferred Revenue	406,817	130,997	
Guaranteed Deposits	169,749	122,520	
Compensated Absences Liability	107,204	61,158	
Net Pension Liability	959,701	4,185,093	
Notes Payable	545,873	916,561	
Total Liabilities	2,617,691	5,553,850	
Capital Resources			
Unrestricted Resources	4,690,512	1,165,989	
State Allocation	0	0	
Investment in Capital Assets	94,209	61,000	
Auction Reserve	502,138	480,740	
Project Reimbursements, Net	0	0	
Net Income Surplus/(Deficit)	2,523,087	3,561,132	
Total Capital Resources	7,809,946	5,268,861	
TOTAL LIABILITIES & CAPITAL RESOURCES	10,427,637	10,822,710	

VENTURA COUNTY FAIR (31ST DAA)						
CONSOLIDATED CASH REPORT						
FOR THE PERIOD ENDING September 30, 2023						
ACCOUNT	BEGINNING BALANCE PER G/L	RECEIVED	DISBURSED	CURRENT TRANSFERS	ADJUST- MENTS	ENDING BALANCE PER G/L
			<u>OPERATING ACCOUNTS</u>			
PETTY CASH	150.00	0.00	0.00	0.00	0.00	150.00
CHANGE FUNDS	6,000.00	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 September 30, 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 September 30, 2023						
	Current Month	Current YTD 9/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 9/30/22
OPERATING REVENUES:						
Admissions	16,630	2,367,490	2,601,000	233,510	91%	2,693,180
Auction Buyer Receipts	54,334	583,351	1,400,000	816,649	42%	1,356,386
Camping	-375	75,419	74,500	-919	101%	61,165
Carnival	4,085	1,492,577	1,660,000	167,423	90%	1,741,925
Concessions	386,162	2,189,977	2,017,050	-172,927	109%	1,808,969
Donations/Sponsorships	49,000	584,609	549,000	-35,609	106%	423,515
Entry Fees	0	32,553	44,550	11,998	73%	41,978
Interest	212	6,876	7,300	424	94%	6,478
Miscellaneous Fair Revenue	-19,575	19,409	34,350	14,941	57%	34,753
Miscellaneous Non-Fair Revenue	16,663	101,756	129,000	27,244	79%	103,177
Parking	206	981,198	982,750	1,552	100%	814,481
Programs	0	0	0	0	0%	0
Reimb Security/Maint Labor	40,780	155,936	121,000	-34,936	129%	97,526
Rentals	128,973	994,054	981,200	-12,854	101%	670,039
Track 2%-Day & Night	38,203	253,238	85,000	-168,238	298%	71,729
Utilities/Pumping	2,070	46,062	54,000	7,938	85%	41,181
Prior Year Revenue	9,460	35,056	0	-35,056	0%	4,165
TOTAL OPERATING REVENUES	726,828	9,919,562	10,740,700	821,138	92%	9,970,647
OPERATING EXPENDITURES:						
Advertising/Promotionals	18,346	122,835	179,000	56,165	69%	169,137
Auction Payment to Sellers	5,892	5,892	1,300,000	1,294,108	0%	14,356
Cash Awards/Premiums	3,073	91,017	95,000	3,983	96%	91,267
Employee Wages-Permanent	41,013	409,457	512,134	102,677	80%	342,388
Employee Wages-Temporary	52,010	749,148	758,764	9,616	99%	614,386
Employee Benefits	31,270	299,396	169,660	-129,736	176%	234,862
Entertainment	0	1,180,929	1,189,000	8,071	99%	986,600
Equipment-Purchase/Rent/Repair	11,858	258,202	275,604	17,402	94%	188,674
Insurance	35,934	198,430	218,898	20,468	91%	106,815
Judges	0	0	0	0	0%	0
Miscellaneous Fair	3,691	285,029	310,500	25,471	92%	247,551
Miscellaneous Non-Fair	37,950	170,208	211,300	41,092	81%	69,747
Payroll Taxes/Workers Comp	4,809	58,727	138,515	79,788	42%	43,599
Professional Svc-Fair	160,929	1,517,851	1,691,698	173,847	90%	1,418,357
Professional Svc-Non Fair	28,512	315,383	279,800	-35,583	113%	65,754
Supplies & Expense-Fair	104,194	950,263	784,595	-165,668	121%	714,080
Supplies & Expense-Non Fair	31,121	195,397	101,500	-93,897	193%	220,262
Utilities	155,331	506,655	568,720	62,065	89%	276,625
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	-2,566	3,685	800	-2,885	461%	519,460
Prior Year Expense	-6,691	45,933	4,300	-41,633	1068%	19,362
Projects	32,000	32,038	0	-32,038	0%	66,235
TOTAL OPERATING EXPENDITURES	748,676	7,396,474	8,806,788	1,410,314	84%	6,409,515
OPERATING SURPLUS (DEFICIT)	-21,848	2,523,087	1,933,912	-589,175	130%	3,561,132
STATE ALLOC.-F&E FUNDS	0	0			0%	
CAPITAL-ONE TIME SOURCE	94,209	94,209				
PROJECT REIMBURSEMENTS	0	0			0%	
SURPLUS (DEFICIT) ADJUSTED	72,361	2,617,296				3,561,132
NET RESOURCES-OPERATIONS		4,690,512				
NET RESOURCES OPERATIONS ENDING		7,307,808				

VENTURA COUNTY FAIR, 31ST DAA
OVERHEAD INCOME & EXPENSE STATEMENT
FOR THE PERIOD ENDING September 30, 2023

<u>OVERHEAD</u>	Current Month	Current YTD 9/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 9/30/22
REVENUES						
Interest	212	6,876	7,300	424	94%	6,478
Sponsorships-Non-Fair	0	0	0	0	0%	0
Miscellaneous Non-Fair Revenue	16,663	101,756	129,000	27,244	79%	103,177
Reimb Security/Maint Labor	12,400	48,230	38,000	-10,230	127%	28,990
Prior Year Revenue	0	27,396	0	-27,396	0%	0
TOTAL REVENUES	29,275	184,258	174,300	-9,958	106%	138,645
EXPENSES						
Advertising/Promotionals	0	1,261	12,500	11,239	10%	1,983
Employee Wages-Permanent	31,122	310,464	393,430	82,966	79%	253,344
Employee Wages-Temporary	38,145	467,215	277,790	-189,425	168%	203,840
Employee Benefits	23,680	220,029	117,250	-102,779	188%	168,033
Equipment-Purchase/Rent/Rep	-5,580	48,247	39,700	-8,547	122%	18,837
Insurance	35,934	198,430	218,898	20,468	91%	106,815
Miscellaneous Non-Fair	7,656	22,749	57,800	35,051	39%	14,183
Payroll Taxes/Workers Comp	3,776	42,098	83,000	40,902	51%	26,141
Professional Svc-Non Fair	25,352	143,454	87,800	-55,654	163%	45,545
Supplies & Expense-Non Fair	28,952	192,343	96,200	-96,143	200%	215,252
Utilities	155,272	506,399	523,000	16,601	97%	241,604
Audit	0	0	17,000	17,000	0%	0
Cash Over/Short	-2,566	3,685	800	-2,885	461%	519,460
Prior Year Expense	-6,691	-8,041	4,300	12,341	-187%	19,362
TOTAL EXPENSES	335,053	2,148,333	1,929,468	-218,865	111%	1,834,399
SURPLUS (DEFICIT)	-305,778	-1,964,075	-1,755,168	208,907	112%	-1,695,754

VENTURA COUNTY FAIR, 31ST DAA
FAIR INCOME & EXPENSE STATEMENT
FOR THE PERIOD ENDING September 30, 2023

FAIR	Current Month	Current YTD 9/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 9/30/22
REVENUES						
Admissions	16,630	2,367,490	2,601,000	233,510	91%	2,605,180
Camping	-375	75,419	74,500	-919	101%	61,165
Carnival	4,085	1,492,577	1,660,000	167,423	90%	1,741,925
Concessions	-7,432	1,375,354	1,717,050	341,696	80%	1,659,564
Donations/Sponsorships	48,000	509,112	519,000	9,888	98%	392,029
Entry Fees	0	32,553	44,550	11,998	73%	41,978
Miscellaneous Fair Revenue	0	25,582	34,000	8,418	75%	34,653
Parking	-102,260	426,000	452,750	26,750	94%	453,601
Rentals	0	0	4,200	4,200	0%	3,905
Utilities/Pumping	0	29,340	34,000	4,660	86%	28,155
Prior Year Revenue	9,460	7,660	0	-7,660	0%	0
TOTAL REVENUES	-31,893	6,341,086	7,141,050	799,964	89%	7,022,155
EXPENSES						
Advertising/Promotionals	18,346	121,573	166,000	44,427	73%	166,568
Cash Awards/Premiums	3,073	91,017	95,000	3,983	96%	91,267
Employee Wages-Permanent	0	18,849	10,709	-8,140	176%	11,478
Employee Wages-Temporary	2,927	198,240	375,310	177,070	53%	339,315
Employee Benefits	937	17,085	4,410	-12,675	387%	2,711
Entertainment	0	1,180,929	1,189,000	8,071	99%	986,600
Equipment-Purchase/Rent/Rep	9,241	191,399	183,550	-7,849	104%	159,030
Insurance	0	0	0	0	0%	0
Judges	0	0	0	0	0%	0
Miscellaneous Fair	3,691	260,647	263,500	2,853	99%	207,987
Payroll Taxes/Workers Comp	224	8,048	15,415	7,367	52%	8,478
Professional Svc-Fair	156,369	1,510,216	1,686,698	176,482	90%	1,415,195
Supplies & Expense-Fair	77,992	906,378	737,595	-168,783	123%	677,545
Utilities-Fair	0	19	45,000	44,981	0%	34,545
Cash Over/Short	0	0	0	0	0%	0
TOTAL EXPENSES	272,799	4,504,401	4,772,187	267,786	94%	4,100,718
SURPLUS (DEFICIT)	-304,691	1,836,686	2,368,863	532,177	78%	2,921,437

VENTURA COUNTY FAIR, 31ST DAA AUCTION INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING September 30, 2023						
<u>AUCTION</u>	Current Month	Current YTD 9/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 9/30/22
REVENUES						
Buyer Receipts	54,334	583,351	1,400,000	816,649	42%	1,356,386
Sponsors	1,000	75,497	30,000	-45,497	252%	31,486
Slaughter Fees	-19,575	-19,575	0	19,575	0%	0
Misc. Revenue	0	13,402	350	-13,052	3829%	100
Interest	0	0	0	0	0%	0
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	35,759	652,675	1,430,350	777,675	0.0%	1,387,972
EXPENSES						
Temp. Wages	0	0	0	0	0%	0
Professional Servcies	4,560	7,636	5,000	-2,636	153%	3,161
Publicity & Marketing	0	0	500	500	0%	587
Lunch Expense	0	15,263	12,000	-3,263	127%	13,128
Payment to Sellers	5,892	5,892	1,300,000	1,294,108	0%	14,356
Supplies & Expenses	26,202	43,886	47,000	3,114	93%	36,536
Hauling & Sltr	0	9,120	35,000	25,880	26%	26,435
Equipment	0	0	0	0	0%	0
Prior Year Expense	0	0	0	0	0%	0
TOTAL EXPENSES	36,654	81,796	1,399,500	1,317,704	0%	94,202
SURPLUS (DEFICIT)	-894	570,879	30,850	-540,029	1851%	1,293,769

VENTURA COUNTY FAIR, 31ST DAA FACILITY RENTAL INCOME & EXPENSE STATEMENT FOR THE PERIOD ENDING September 30, 2023						
FACILITY RENTALS	Current Month	Current YTD 9/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 9/30/22
REVENUES						
Concessions	393,594	814,623	300,000	-514,623	272%	149,405
Miscellaneous Non-Fair Revenue	0	0	0	0	0%	0
Parking	80,914	533,646	530,000	-3,646	101%	360,880
Reimb Security/Maint Labor	28,380	107,706	83,000	-24,706	130%	68,536
Rentals	128,973	994,054	977,000	-17,054	102%	666,134
Rentals-Fair Sponsored Event	0	0	0	0	0%	0
Utilities/Pumping	2,070	16,722	20,000	3,278	84%	13,026
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	633,931	2,466,752	1,910,000	-556,752	129%	1,257,981
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	9,892	80,143	107,995	27,852	74%	53,379
Employee Wages-Temporary	10,938	83,692	105,664	21,972	79%	64,845
Employee Benefits	6,654	62,282	48,000	-14,282	130%	38,707
Equipment-Purchase/Rent/Repair	5,100	6,534	33,396	26,862	20%	1,711
Miscellaneous Non-Fair	18,249	37,980	16,500	-21,480	230%	7,264
Payroll Taxes/Workers Comp	810	8,581	40,100	31,519	21%	7,000
Professional Svc-Non Fair	3,160	171,929	192,000	20,071	90%	20,209
Supplies & Expense-Non Fair	2,168	3,054	5,300	2,246	58%	3,101
Sup/Exp-Fair Sponsored Event	0	0	0	0	0%	0
Utilities	59	236	720	484	33%	476
TOTAL EXPENSES	57,029	454,432	549,675	95,243	83%	196,692
SURPLUS (DEFICIT)	576,902	2,012,319	1,360,325	-651,994	148%	1,061,290

VENTURA COUNTY FAIR, 31ST DAA
HORSE RACING INCOME & EXPENSE STATEMENT
FOR THE PERIOD ENDING September 30, 2023

<u>HORSE RACING</u>	Current Month	Current YTD 9/30/23	Budget 2023	Balance of Budget	% Used 2023	Prior YTD 9/30/22
REVENUES						
Admissions	0	0	0	0	0%	88,000
Concessions	0	0	0	0	0%	0
Miscellaneous Non-Fair Reven	0	0	0	0	0%	0
Parking	21,552	21,552	0	-21,552	0%	0
Programs	0	0	0	0	0%	0
Track 2%-Day & Night	38,203	253,238	85,000	-168,238	298%	71,729
Prior Year Revenue	0	0	0	0	0%	4,165
TOTAL REVENUES	59,755	274,790	85,000	-189,790	323%	163,894
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	0	0	0	0	0%	24,187
Employee Wages-Temporary	0	0	0	0	0%	6,386
Employee Benefits	0	0	0	0	0%	25,411
Equipment-Purchase/Rent/Rep	0	0	1,500	1,500	0%	900
Miscellaneous Non-Fair	12,044	29,221	9,000	-20,221	325%	4,794
Payroll Taxes/Workers Comp	0	0	0	0	0%	1,980
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	12,044	83,195	10,500	-72,695	792%	65,566
SURPLUS (DEFICIT)	47,711	191,596	74,500	-117,096	257%	98,328

VENTURA COUNTY FAIR (31ST DAA)			
ACCOUNTS RECEIVABLE			
FOR THE PERIOD ENDING September 30, 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
	*Paid in October		
	**This payment comes from CDFA		
	***Pass through account, this will fall off		
<u>LEGAL ACTIONS</u>			

<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>	
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[illegible]

CAPITAL EQUIPMENT PURCHASES	
FOR THE QUARTER ENDED SEPTEMBER 30, 2023	

[illegible]

Trial Balance
(9/1/2023 - 9/30/2023)
Unit Of Measure: \$

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Account	Beginning Balance	Debits	Credits	Net Activity	Ending Balance
00100-00-00-100-A TRASH CAN	45,015.00		5,749.99	5,749.99-	39,265.01
11100-00-10-400-A PETTY CASH	150.00			0.00	150.00
11200-00-10-100-A CHANGE FUND-ADMIN FAIR	300.00			0.00	300.00
11200-00-32-200-A CHANGE FUND-BOX OFFICE	5,200.00			0.00	5,200.00
11300-00-20-400-A CASH IN BANK-OPERATING	3,616,192.33	566,424.72	1,271,985.80	705,561.08-	2,910,631.25
11300-01-20-400-A CASH IN BANK-OPERATING MISSION BANK	1,366,424.90	543,780.07	181,516.13	362,263.94	1,728,688.84
11400-00-63-100-A CASH IN BANK-PREMIUMS	22,307.00-	25,000.00	3,073.00	21,927.00	380.00-
11500-00-20-400-A CASH IN BANK-PAYROLL	41.55			0.00	41.55
11500-01-20-400-A CASH IN BANK- PAYROLL MISSION BANK	584.96	69,000.00	68,721.31	278.69	863.65
11600-01-20-400-A CASH IN BANK-LAIF	40,362.51			0.00	40,362.51
11600-02-20-400-A CASH IN BANK- SAVINGS MISSION BANK	555,782.35	212.42		212.42	555,994.77
11700-00-63-600-A CASH IN BANK-AUCTION	1,139.28-			0.00	1,139.28-
11700-01-63-600-A CASH IN BANK-AUCTION MISSION BANK	1,249,927.43	76,417.85	1,250,752.24	1,174,334.39-	75,593.04
13100-00-20-400-A A/R - GENERAL MISC	230,712.83		856.91-	856.91	231,569.74
13100-00-63-600-A A/R - AUCTION	749,778.72	8,708.49-	0.00	8,708.49-	741,070.23
13100-10-20-400-A ALLOW. FOR DOUBTFUL DEBTS	29,444.08-			0.00	29,444.08-
13199-00-20-400-A A/R-GENERAL	0.00	1,168,134.16	1,168,134.16	0.00	0.00
14100-00-10-100-A SOUVENIR BOOTH INVENTORY	17,527.88			0.00	17,527.88
16000-00-10-400-A DEFERRED OUTFLOWS-PENSIONS	305,706.02			0.00	305,706.02
19100-00-20-400-A LAND	282,915.31			0.00	282,915.31
19200-00-20-400-A BUILDINGS & IMPROVEMENTS	17,328,415.99			0.00	17,328,415.99
19200-10-20-400-A A/D-BUILDINGS & IMPROVEMENTS	13,758,352.58-			0.00	13,758,352.58-
19300-00-20-400-A EQUIPMENT	528,879.12			0.00	528,879.12
19300-00-31-300-A KITCHEN EQUIPMENT	300,000.00			0.00	300,000.00
19300-10-20-400-A A/D - EQUIPMENT	528,879.12-			0.00	528,879.12-
19300-11-20-400-A A/D-KITCHEN EQUIPMENT	300,000.00-			0.00	300,000.00-
20100-00-00-400-A PR Liability	14,543.57-	129,011.19	129,003.91	7.28	14,536.29-
21100-00-20-400-A GENERAL CLEARING ACCOUNT	3,900.00-		140,019.81	140,019.81-	143,919.81-
21100-00-31-300-A SALES TAX PAYABLE	1,877.66-			0.00	1,877.66-
21100-00-33-200-A VENDOR INSURANCE PAYABLE	985.00-		485.00	485.00-	1,470.00-
21100-01-20-400-A WORKERS COMP INSURANCE CLEARING	83,035.26	9,097.29		9,097.29	92,132.55
21100-02-10-400-A FOUNDATION CLEARING ACCOUNT	90,696.00-			0.00	90,696.00-
21200-00-10-400-A A/P - GENERAL	670,886.09-	1,088,519.24	588,755.55	499,763.69	171,122.40-
21200-00-20-100-A A/P - SERVICE CONTRACTS	9,982.00-	194,432.01	188,102.01	6,330.00	3,652.00-
21200-00-63-100-A A/P - JUDGING CONTRACTS	110.00-	1,250.00	1,250.00	0.00	110.00-
21200-00-63-600-A A/P - AUCTION	1,255,133.74-	1,236,761.40	6,624.93	1,230,136.47	24,997.27-
22100-00-10-400-A A/P-OASDI & MEDI PAYABLE	0.00		9,986.36	9,986.36-	9,986.36-
22100-01-10-400-A A/P - SDI	0.00		54.40	54.40-	54.40-
22300-00-10-400-A PERS RETIREMENT PAYABLE	114.83-	23,018.19	23,033.02	14.83-	129.66-
22300-01-10-400-A PST RETIREMENT PAYABLE	0.00	2,312.52	2,312.52	0.00	0.00
22300-02-10-400-A DEFERRED COMPENSATION 401	0.00	900.00	900.00	0.00	0.00
22300-04-10-400-A PST FEES PAYABLE	0.00	180.25	180.25	0.00	0.00
22500-00-10-400-A FEDERAL W/H TAX PAYABLE	0.00		5,122.52	5,122.52-	5,122.52-
22500-01-10-400-A STATE W/H TAX PAYABLE	42,787.36-	472.50-	1,591.13	2,063.63-	44,850.99-
22601-00-10-400-A CSEA Dues Payable	0.00		90.68	90.68-	90.68-
22602-00-10-400-A IUOE Dues Payable	0.00		107.80	107.80-	107.80-
22603-00-10-400-A PERS Select Payable	0.00		257.78	257.78-	257.78-
22605-00-10-400-A Misc PR Payable	10.19-	9.34	10.19	0.85-	11.04-
22607-00-10-400-A Kaiser Payable	0.00	1,705.36	1,705.36	0.00	0.00
22608-00-10-400-A Delta Dental Payable	836.89-		731.15	731.15-	1,568.04-
22609-00-10-400-A SEIU Dues Payable	0.00		63.00	63.00-	63.00-
22610-00-10-400-A PERS Care Basic Payable	2,298.30-		689.00	689.00-	2,987.30-
22612-00-10-400-A Pers Platinum Payable	0.00	2,167.78	2,167.78	0.00	0.00
22613-00-10-400-A Anthem Select Payable	0.00	9,219.27	9,761.59	542.32-	542.32-
22614-00-10-400-A Employee Benefits Payable (Life Ins)	38.27-	33.63	38.27	4.64-	42.91-
22616-00-10-400-A Vision Benefits Payable	142.30-	142.30	142.32	0.02-	142.32-
22618-00-10-400-A OPEB Payable	0.00		2,224.84	2,224.84-	2,224.84-
22700-00-63-100-A DRUG FEES PAYABLE-OPEN DRAFT/CARRIAGE	56.00			0.00	56.00
22700-01-63-100-A DRUG FEES PAYABLE-YOUTH OPEN	28.00			0.00	28.00
24100-00-33-200-A GUAR DEPOSIT - LONG TERM	82,161.49-			0.00	82,161.49-

Trial Balance
(9/1/2023 - 9/30/2023)
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Account	Beginning Balance	Debits	Credits	Net Activity	Ending Balance
24100-01-33-200-A GUAR DEPOSIT - SHORT TERM	85,887.50-		1,700.00	1,700.00-	87,587.50-
24500-00-10-400-A COMPENSATED ABSENCES LIAB	107,204.00-			0.00	107,204.00-
24600-00-10-400-A DEFERRED INFLOWS-PENSIONS	406,817.12-			0.00	406,817.12-
24700-00-10-400-A NET PENSION LIABILITY	959,700.65-			0.00	959,700.65-
25000-00-20-400-A LOANS PAYABLE- SB 84	545,873.00-			0.00	545,873.00-
25100-00-63-600-A AUCTION RESERVE	502,138.06-			0.00	502,138.06-
29100-00-10-400-A NET RES. - OPERATIONS	4,690,511.98-			0.00	4,690,511.98-
34000-00-20-400-A CAPITAL-ONE TIME REVENUE SOURCES	0.00		77,358.95	77,358.95-	77,358.95-
34000-01-20-400-A CAPITAL PROJECTS FUNDS	0.00	15,650.00	32,500.00	16,850.00-	16,850.00-
40000-00-61-100-A ADMISSIONS-ENTERTAIN-BOX SEAT SALES	28,000.00-		20.00	20.00-	28,020.00-
40010-00-60-100-A ADMISSIONS-GATES-FAIR	894,105.00-			0.00	894,105.00-
40011-00-60-100-A ADMISSIONS-PASSES-PRE-SALE	1,347,817.03-		16,609.68	16,609.68-	1,364,426.71-
40012-00-60-100-A ADMISSIONS-PASSES-LIVESTOCK	40,155.00-			0.00	40,155.00-
40021-00-61-100-A ADMISSIONS-PASSES-RODEO	40,783.57-			0.00	40,783.57-
40500-00-62-100-A CARNIVAL-FAIR-PRESALE	232,640.00-		930.00	930.00-	233,570.00-
40510-00-62-100-A CARNIVAL-FAIR-REVENUE	1,226,867.03-		3,155.06	3,155.06-	1,230,022.09-
40511-00-62-100-A CARNIVAL-FAIR-MISC REVENUE	28,984.42-			0.00	28,984.42-
41002-00-31-300-A TRACK %-HORSE RACING	215,035.14-		38,203.00	38,203.00-	253,238.14-
41500-00-62-100-A SOUVENIR BOOTH-FAIR	4,923.51-			0.00	4,923.51-
42000-00-62-100-A CONCESSIONS-FAIR-FOOD	1,013,536.21-	7,865.43		7,865.43	1,005,670.78-
42000-01-62-100-A CONCESSIONS-NEW VENDOR FEE-FAIR	2,800.00-			0.00	2,800.00-
42002-00-62-200-A CONCESSIONS-FACILITY RENTALS-FOOD/BEV	421,029.46-		393,593.84	393,593.84-	814,623.30-
42004-00-62-100-A CONCESSIONS-FAIR-CONVENIENCE FEES	11,635.18-		433.18	433.18-	12,068.36-
42010-00-62-100-A CONCESSIONS-FAIR-COMMERCIAL	354,814.88-			0.00	354,814.88-
42500-00-33-200-A UTILITY FEES-FACILITY RENTALS-NON FAIR	14,652.00-		2,070.00	2,070.00-	16,722.00-
42500-00-34-200-A SET UP/CLEAN UP FEES-MAINT-NON FAIR	69,326.00-		22,130.00	22,130.00-	91,456.00-
42500-03-63-100-A ENTRY FEES-AGRICULTURE	275.00-			0.00	275.00-
42500-08-63-100-A ENTRY FEES-LG LIVESTOCK	25,425.00-			0.00	25,425.00-
42500-09-63-100-A ENTRY FEES-PRO PHOTOS	820.00-			0.00	820.00-
42500-11-63-100-A ENTRY FEES-SMALL LIVESTOCK	1,238.50-			0.00	1,238.50-
42500-18-63-100-A ENTRY FEES-PRO ARTS	4,220.00-			0.00	4,220.00-
42511-00-63-100-A ENTRY FEES-OPEN DRAFT/CARRIAGE	626.00-			0.00	626.00-
42521-00-63-100-A ENTRY FEES-YOUTH OPEN	52.00			0.00	52.00
43500-00-20-400-A INTEREST-OPERATIONS	5,798.20-		212.42	212.42-	6,010.62-
43500-00-31-400-A INTEREST-LAIF	582.54-			0.00	582.54-
43501-00-20-400-A DISCOUNTS EARNED	282.71-			0.00	282.71-
44500-00-63-100-A DONATED AWARDS-EXHIBITS	4,550.00-			0.00	4,550.00-
44520-00-10-100-A DONATIONS-FAIR	3,950.00-			0.00	3,950.00-
44520-00-40-100-A SPONSORSHIPS-FAIR	452,612.00-		48,000.00	48,000.00-	500,612.00-
45000-00-31-300-A PARKING-HORSE RACING	0.00		21,552.00	21,552.00-	21,552.00-
45001-00-62-100-A PARKING-GATES-FAIR	501,840.00-	102,260.00		102,260.00	399,580.00-
45002-00-62-100-A PARKING-CONCESSIONS-FAIR	14,420.00-			0.00	14,420.00-
45003-00-62-100-A PARKING-STOCK TRUCKS-FAIR	3,980.00-			0.00	3,980.00-
45005-00-63-100-A PARKING-JUNIOR LIVESTOCK-FAIR	8,020.00-			0.00	8,020.00-
45100-00-32-200-A PARKING-EVENTS	326,196.85-		71,586.00	71,586.00-	397,782.85-
45200-00-32-200-A PARKING-BEACHFRONT	126,535.00-		9,328.00	9,328.00-	135,863.00-
46000-00-33-200-A RENTALS-FACILITY RENTALS-BUILDINGS	392,975.00-		33,980.00	33,980.00-	426,955.00-
46001-00-33-200-A RENTALS-FACILITY RENTALS-DERBY CLUB	83,221.73-		16,000.00	16,000.00-	99,221.73-
46002-00-33-200-A RENTALS-FACILITY RENTALS-STOCK EQUIP	93,524.50-		26,205.00	26,205.00-	119,729.50-
46002-01-33-200-A RENTALS-FACILITY RENTALS-OTHER EQUIP	16,405.00-		3,000.00	3,000.00-	19,405.00-
46004-00-33-200-A RENTALS-FACILITY RENTALS-GROUNDS	278,955.00-		49,788.24	49,788.24-	328,743.24-
46500-00-62-100-A CAMPING FEES-EVENT SVCS-FAIR	75,794.00-	375.08		375.08	75,418.92-
47600-00-63-600-A AUCTION BUYER RECEIPTS	529,016.43-		54,334.44	54,334.44-	583,350.87-
47600-01-63-600-A AUCTION-SPONSORS	74,497.00-		1,000.00	1,000.00-	75,497.00-
47600-02-63-600-A AUCTION SLAUGHTER FEES	0.00	19,575.00		19,575.00	19,575.00
47600-03-63-600-A AUCTION-MISC REVENUE	13,402.37-			0.00	13,402.37-
48111-00-63-100-A STALL/GRDS FEES-OPEN DRAFT/CARRIAGE	25.00-			0.00	25.00-
48121-00-63-100-A STALL/GRDS FEES-YOUTH OPEN	25.00			0.00	25.00
48504-00-32-200-A REIMB-EVENT SVCS-IN HOUSE SECURITY	12,600.00-			0.00	12,600.00-
48504-00-62-100-A UTILITY FEES-FAIR	29,340.00-			0.00	29,340.00-

Trial Balance
(9/1/2023 - 9/30/2023)
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Account	Beginning Balance	Debits	Credits	Net Activity	Ending Balance
48505-00-32-200-A REIMB-EVENT SVCS-OUTSIDE SECURITY	2,600.00		6,250.00	6,250.00-	3,650.00-
49000-00-10-100-A PYRA-FAIR	1,800.00		9,460.00	9,460.00-	7,660.00-
49000-00-10-400-A PYRA-ADMINISTRATION	27,396.29			0.00	27,396.29-
49500-00-34-400-A MISC REVENUE-MAINTENANCE	600.00-		1,360.00	1,360.00-	1,960.00-
49500-00-63-100-A MISC REVENUE-EXHIBITS	500.00-			0.00	500.00-
49501-00-10-100-A MISC REVENUE-ADMINISTRATION-FAIR	20,158.46-			0.00	20,158.46-
49501-00-10-400-A MISC REVENUE-ADMINISTRATION-NON FAIR	84,493.46-		15,302.78	15,302.78-	99,796.24-
49503-00-34-400-A STANDBY LABOR-MAINT-NON FAIR	35,830.00-		12,400.00	12,400.00-	48,230.00-
50000-00-10-400-A PERM WAGES-ADMINISTRATION	158,928.00	20,475.00		20,475.00	179,403.00
50000-00-20-400-A PERM WAGES-FINANCE	37,408.00	1,302.72		1,302.72	38,710.72
50000-00-32-200-A PERM WAGES-EVENT SERVICES-PARKING	23,924.26	2,819.00		2,819.00	26,743.26
50000-00-33-200-A PERM WAGES-FACILITY SALES	44,272.00	7,072.53		7,072.53	51,344.53
50000-00-34-400-A PERM WAGES-MAINTENANCE	76,642.17	9,344.00		9,344.00	85,986.17
50100-00-10-100-A TEMP WAGES-ADMIN-FAIR	47,203.53	2,370.50		2,370.50	49,574.03
50100-00-10-400-A TEMP WAGES-ADMIN-NON FAIR	16,943.75	2,632.50		2,632.50	19,576.25
50100-00-20-400-A TEMP WAGES-FINANCE-NON FAIR	11,413.90	1,322.75		1,322.75	12,736.65
50100-00-32-100-A TEMP WAGES-SECURITY-FAIR	11,764.40			0.00	11,764.40
50100-00-33-200-A TEMP WAGES-FACILITY SALES	17,401.50	3,102.75		3,102.75	20,504.25
50100-00-34-100-A TEMP WAGES-MAINT-GENERAL FAIR	16,652.93			0.00	16,652.93
50100-00-34-400-A TEMP WAGES-MAINT-STANDBY	170,312.67	34,189.97		34,189.97	204,502.64
50100-00-60-100-A TEMP WAGES-ATTEND-GATES-FAIR	29,292.95			0.00	29,292.95
50100-00-62-100-A TEMP WAGES-MISC FAIR-CARNIVAL	56,135.32			0.00	56,135.32
50100-00-63-100-A TEMP WAGES-MISC FAIR	23,905.30	556.25		556.25	24,461.55
50100-01-32-200-A TEMP WAGES-PARKING NF	55,352.30	7,835.52		7,835.52	63,187.82
50100-01-34-400-A TEMP WAGES-MAINT-BLDG/GRNDS-NF	230,399.69			0.00	230,399.69
50100-03-63-100-A TEMP WAGES-EXHIBITS-AGRICULTURE	2,162.25			0.00	2,162.25
50100-05-63-100-A TEMP WAGES-EXHIBITS-FLORICULTURE	6,456.94			0.00	6,456.94
50100-12-63-100-A TEMP WAGES-EXHIBITS-YOUTH	1,739.89			0.00	1,739.89
50200-00-10-400-A PTO Wage - Admin	88.00			0.00	88.00
50200-00-20-400-A PTO Wages - Finance	136.00			0.00	136.00
50200-00-32-200-A PTO Wages-Security	961.00			0.00	961.00
50200-00-33-400-A PTO Wages - Facility Sales	108.00			0.00	108.00
50200-00-34-400-A PTO Wages - Maintenance	1,298.50			0.00	1,298.50
50200-00-63-100-A PTO Wages - Exhibits	880.00			0.00	880.00
50400-00-10-100-A PERM O/T-ADMINISTRATION-FAIR	4,099.84			0.00	4,099.84
50400-00-10-400-A PERM O/T-ADMINISTRATION NF	328.37			0.00	328.37
50400-00-20-100-A PERM O/T-FINANCE-FAIR	2,675.72			0.00	2,675.72
50400-00-20-400-A PERM O/T-FINANCE-NF	310.23			0.00	310.23
50400-00-32-100-A PERM O/T-EVENT SERVICES-FAIR	1,671.11			0.00	1,671.11
50400-00-32-200-A PERM O/T-EVENT SERVICES-PARKING-NON FA	378.13			0.00	378.13
50400-00-33-100-A PERM O/T-FACILITY SALES-FAIR	5,636.86			0.00	5,636.86
50400-00-33-200-A PERM O/T-FACILITY SALES-NON FAIR	716.16			0.00	716.16
50400-00-34-100-A PERM O/T-MAINTENANCE-FAIR	3,861.21			0.00	3,861.21
50400-00-34-400-A PERM O/T-MAINTENANCE-NON FAIR	4,095.21			0.00	4,095.21
50400-00-63-100-A PERM O/T-EXHIBITS-FAIR	24.75			0.00	24.75
51000-00-10-100-A EMP BENEFITS-ADMIN-FAIR	9,149.32	758.56		758.56	9,907.88
51000-00-10-400-A EMP BENEFITS-ADMIN	84,216.81	11,316.15		11,316.15	95,532.96
51000-00-20-400-A EMP BENEFITS-FINANCE	24,221.82	2,305.85		2,305.85	26,527.67
51000-00-32-100-A EMP BENEFITS-EVENT SERVICES-FAIR	25.75			0.00	25.75
51000-00-32-200-A EMP BENEFITS-EVENT SERVICES-PARKING	27,899.77	3,186.38		3,186.38	31,086.15
51000-00-33-200-A EMP BENEFITS-FAC SALES	27,728.17	3,467.30		3,467.30	31,195.47
51000-00-34-100-A EMP BENEFITS-MTCE-FAIR	66.95			0.00	66.95
51000-00-34-400-A EMP BENEFITS-MTCE	87,910.23	10,058.13		10,058.13	97,968.36
51000-00-60-100-A EMP BENEFITS-ADMISSIONS-FAIR	1,819.16			0.00	1,819.16
51000-00-63-100-A EMP BENEFITS-EXHIBITS	5,087.30	178.00		178.00	5,265.30
51100-00-10-100-A PAYROLL TAXES-ADMIN-FAIR	3,163.02	181.34		181.34	3,344.36
51100-00-10-400-A PAYROLL TAXES-ADMIN	11,693.61	1,476.00		1,476.00	13,169.61
51100-00-20-400-A PAYROLL TAXES-FINANCE	2,999.49	75.54		75.54	3,075.03
51100-00-32-100-A PAYROLL TAXES-EVENT SVCS-FAIR	298.43			0.00	298.43
51100-00-32-200-A PAYROLL TAXES-EVENT SVCS-PARKING	3,656.82	381.43		381.43	4,038.25

Trial Balance
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51100-00-33-200-A PAYROLL TAXES-FACILITY SALES	4,114.67	428.35		428.35	4,543.02
51100-00-34-100-A PAYROLL TAXES-MAINTENANCE-FAIR	536.85			0.00	536.85
51100-00-34-400-A PAYROLL TAXES-MAINTENANCE	23,629.56	2,223.99		2,223.99	25,853.55
51100-00-60-100-A Payroll Taxes-Attendance-Gate-Fair	626.34			0.00	626.34
51100-00-62-100-A Payroll Taxes-Misc-Carnival-Fair	1,362.75			0.00	1,362.75
51100-00-63-100-A PAYROLL TAXES-EXHIBITS	1,836.37	42.55		42.55	1,878.92
52000-00-50-100-A ADVERTISING-PUBLICITY-GENERAL FAIR	81,734.44	14,845.91		14,845.91	96,580.35
52000-00-50-400-A ADVERTISING-PUBLICITY-GENERAL NF	1,481.94			0.00	1,481.94
56000-00-10-100-A AD-DIRECTORS EXP.-FAIR	6,763.45			0.00	6,763.45
56001-00-10-400-A AD-DIRECTORS EXP-BD. MTGS	1,035.47	340.11		340.11	1,375.58
57000-00-10-400-A AD-DUES/FEES/SUBSCRIPTIONS	318.17	665.00		665.00	983.17
57000-00-31-300-A CARF DUES-HORSE RACING	4,498.00			0.00	4,498.00
57600-01-63-600-A AUCTION-PROF SVC	3,075.60	4,560.00		4,560.00	7,635.60
57600-03-63-600-A AUCTION-LUNCH EXPENSE	15,262.59			0.00	15,262.59
57600-04-63-600-A AUCTION-PMT TO SELLERS	0.00	5,891.75		5,891.75	5,891.75
57600-05-63-600-A AUCTION-SUP/EXP	17,684.02	26,201.80		26,201.80	43,885.82
57600-06-63-600-A AUCTION-HAULING & SLTR	9,120.00			0.00	9,120.00
57807-00-62-100-A MISC FAIR-TENTS/BOOTHES	98,162.65			0.00	98,162.65
58000-00-61-100-A ENTERTAINMENT-RODEO-FAIR	146,540.00			0.00	146,540.00
58001-00-61-100-A ENTERTAINMENT-GROUNDS-ACTS	233,590.00			0.00	233,590.00
58003-00-61-100-A ENTERTAINMENT-GRANDSTANDS-CONCERTS	800,799.48			0.00	800,799.48
60000-00-10-400-A INSURANCE-ADMIN-NON FAIR	145,521.80	15,354.33		15,354.33	160,876.13
60000-00-34-400-A INSURANCE-MAINT-VEHICLE	0.00	20,580.00		20,580.00	20,580.00
60001-00-10-400-A INSURANCE-ADMIN-UNEMPLOYMENT	16,973.69			0.00	16,973.69
61000-01-20-400-A INTEREST EXP-FINANCE	641.46	446.68		446.68	1,088.14
63000-00-34-100-A UTILITIES-MAINT-FAIR	19.39			0.00	19.39
63000-00-34-400-A UTILITIES-MAINT-ELECTRICAL	255,995.52	123,434.43		123,434.43	379,429.95
63001-00-34-400-A UTILITIES-MAINT-GAS/PROPANE	27,878.80	5,659.97		5,659.97	33,538.77
63002-00-34-400-A UTILITIES-MAINT-WATER	60,979.78	24,914.60		24,914.60	85,894.38
64000-00-34-500-A GENERAL REPAIRS-MAINTENANCE	26,664.53			0.00	26,664.53
64001-00-10-400-A EQUIP MAINTENANCE-ADMIN	5,508.68	376.06		376.06	5,884.74
64001-00-34-400-A EQUIP MAINTENANCE-MAINTENANCE	27,944.31	664.23		664.23	28,608.54
64005-00-34-500-A REPLACE SECONDARY ELECTRICAL-MAINT	2,727.80			0.00	2,727.80
64010-00-34-500-A LABOR UNION IMPROVEMENTS-MAINT	9,088.23			0.00	9,088.23
64020-00-34-500-A SEWER REPAIRS-MAINTENANCE	36,141.27			0.00	36,141.27
64025-00-34-500-A COMPUTER MAINTENANCE-MAINT	5,636.49			0.00	5,636.49
65000-00-10-400-A LEGAL EXP-ADMINISTRATION	340.00			0.00	340.00
66000-00-63-100-A CASH-EXHIBITS-PREMIUMS	87,944.00	3,073.00		3,073.00	91,017.00
66001-00-63-100-A TROPHIES/RIBBONS-EXHIBITS	6,798.98			0.00	6,798.98
67000-00-10-400-A POSTAGE-ADMINISTRATION	1,540.00			0.00	1,540.00
69000-00-10-100-A PROF SERVICES-BUSES-FAIR	255,267.43			0.00	255,267.43
69000-00-10-400-A PROF SERVICES-ADMIN-NON FAIR	0.00	8,628.43		8,628.43	8,628.43
69000-00-20-400-A PROF SERVICES-FINANCE	5,057.65	269.00		269.00	5,326.65
69000-00-32-100-A PROF SERVICES-MEDICAL-FAIR	135,278.73			0.00	135,278.73
69000-00-33-200-A PROFESSIONAL SERVICES-FACILITY SALES	49,711.25		6,920.00	6,920.00	42,791.25
69000-00-34-100-A PROF SERVICES-MAINT-FAIR	217,130.90	23,150.00		23,150.00	240,280.90
69000-00-34-400-A PROF SERVICES-MAINT-NON FAIR	89,224.64	27,222.00	15,650.00	11,572.00	100,796.64
69000-00-40-100-A PROF SERVICES-SPONSORSHIP DEVELOPEMEN	25,000.00	110,573.00		110,573.00	135,573.00
69000-00-50-100-A PROF SERVICES-PUBLICITY-FAIR	553.63	19,850.00		19,850.00	20,403.63
69000-00-50-400-A PROF SERVICES-PUBLICITY-NON FAIR	23,819.63	4,882.50		4,882.50	28,702.13
69000-00-60-100-A PROF SERVICES-ADMISSIONS-FAIR	16,400.00	1,355.85		1,355.85	17,755.85
69000-00-62-100-A PROF SERVICES-CARNIVAL	23,080.00	1,440.00		1,440.00	24,520.00
69001-00-32-100-A PROF SVC-EVENT SVCS-OUT/SEC-FAIR	681,135.99			0.00	681,135.99
69001-00-32-200-A PROF SVC-EVENT SVCS-OUT/SEC-NF	119,058.00	49,466.25	39,386.25	10,080.00	129,138.00
69005-00-62-100-A MF-CARNIVAL-SUPPLIES/EXP.	130,961.91	3,046.78		3,046.78	134,008.69
71000-00-50-100-A PROMOTIONAL-FAIR	21,492.93	4,200.00	700.00	3,500.00	24,992.93
71000-00-50-400-A PROMOTIONAL-NONFAIR	220.50			0.00	220.50
71000-00-63-100-A PUB-PREFAIR-VOLUNTEER REC	0.00	643.82		643.82	643.82
72000-00-32-100-A RENT-SHUTTLE PARKING	13,890.00			0.00	13,890.00
72001-00-10-100-A EQUIP RENT-METAL DETECTORS-FAIR	15,340.00			0.00	15,340.00

Trial Balance
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72001-00-10-400-A EQUIP. RENT-ADMIN	4,119.62	552.00		552.00	4,671.62
72001-00-32-100-A EQUIP RENT-EVENT SERVICES-FAIR	14,557.33	193.95		193.95	14,751.28
72001-00-32-200-A EQUIP RENT-EVENT SER-NF	1,434.19	5,100.00		5,100.00	6,534.19
72001-00-34-100-A EQUIP RENT-MAINT-FAIR	82,475.86	9,047.08		9,047.08	91,522.94
72001-00-34-400-A EQUIP RENT-MAINT-NON FAIR	16,254.43		7,172.00	7,172.00	9,082.43
72001-00-40-100-A EQUIP RENT-SPONSORSHIPS	69,785.00			0.00	69,785.00
74000-00-10-100-A SUP/EXP-ADMIN-FAIR	62,727.61	48,670.10		48,670.10	111,397.71
74000-00-10-400-A SUP/EXP-ADMIN-OFFICE EXPENSE	16,465.20	27,576.73	0.00	27,576.73	44,041.93
74000-00-20-400-A SUP/EXP-FINANCE-OFFICE EXPENSE	661.29	459.76		459.76	1,121.05
74000-00-32-100-A SUP/EXP-EVENT SERVICES-FAIR	37,148.21	2,086.26		2,086.26	39,234.47
74000-00-32-200-A SUP/EXP-EVENT SERVICES-NONFAIR	128.01	2,168.47		2,168.47	2,296.48
74000-00-33-200-A SUP/EXP-FACILITY SALES	119.51			0.00	119.51
74000-00-34-100-A SUP/EXP-MAINT-BUILDINGS/GROUNDS-FAIR	98,323.50	4,737.14		4,737.14	103,060.64
74000-00-34-400-A SUP/EXP-MAINT-BLDGS/GROUNDS-NON FAIR	105,926.26			0.00	105,926.26
74000-00-40-100-A SUP/EXP-SPONSORSHIPS-OFFICE EXPENSE	0.00	3,935.26		3,935.26	3,935.26
74000-00-50-100-A SUP/EXP-PUBLICITY-OFFICE EXP-FAIR	445.83			0.00	445.83
74000-00-50-400-A SUP/EXP-PUBLICITY-OFFICE EXP-NON FAIR	1,549.99			0.00	1,549.99
74000-00-60-100-A SUP/EXP-CREDENTIALS	11,733.35			0.00	11,733.35
74000-00-62-100-A SUP/EXP-CONCESSIONS	8,056.73	584.16		584.16	8,640.89
74000-00-63-100-A SUP/EXP-EXHIBITS-GENERAL DEPTS	15,294.37	3,600.10		3,600.10	18,894.47
74000-01-10-400-A SUP/EXP-ADMIN-SPONSORSHIPS	0.00	160.00		160.00	160.00
74000-01-63-100-A SUP/EXP-HORSE SHOW-OPEN DRAFT/CARRIAC	500.00			0.00	500.00
74000-02-40-100-A SUP/EXP-SPONSORSHIPS-BANNERS	5,381.18			0.00	5,381.18
74000-03-63-100-A SUP/EXP-EXHIBITS-AGRICULTURE	11,954.62	1,885.61		1,885.61	13,840.23
74000-05-63-100-A SUP/EXP-EXHIBITS-FLORICULTURE	20,255.72	320.00		320.00	20,575.72
74000-06-63-100-A SUP/EXP-EXHIBITS-GEM & MINERALS	6,592.56	1,068.37		1,068.37	7,660.93
74000-07-63-100-A SUP/EXP-EXHIBITS-HOME ARTS	8,351.45	74.77		74.77	8,276.68
74000-08-63-100-A SUP/EXP-EXHIBITS-LRG LIVESTOCK	40,610.80	6,750.00		6,750.00	47,360.80
74000-09-63-100-A SUP/EXP-EXHIBITS-PHOTOGRAPHY	6,322.64			0.00	6,322.64
74000-11-63-100-A SUP/EXP-EXHIBITS-SML LIVESTOCK	48,749.97	840.00		840.00	49,589.97
74000-12-63-100-A SUP/EXP-EXHIBITS-YOUTH	8,905.99			0.00	8,905.99
74000-15-63-100-A SUP/EXP-EXHIBITS-PREMIUMS	7,932.21	40.00		40.00	7,972.21
74000-18-63-100-A SUP/EXP-EXHIBITS-PRO ARTS	6,459.99	80.00		80.00	6,539.99
74000-21-63-100-A SUP/EXP-EXHIBITS-UNCLE LEO'S BARN	2,553.51			0.00	2,553.51
74001-00-10-400-A SUP/EXP-ADMIN-COMPUTER SUPPLIES	36,568.69	755.79		755.79	37,324.48
74001-00-32-200-A SUP/EXP-EVENT SVCS-PARKING	11.84			0.00	11.84
74001-00-50-100-A SUP/EXP-PUBLICITY-POSTER	4,203.28			0.00	4,203.28
74001-00-60-100-A SUP/EXP-ADMISSIONS-FAIR	62,449.28	33.29		33.29	62,482.57
74002-00-34-100-A SUP/EXP-MAINT-OFFICE EXP-FAIR	10.89	214.90		214.90	225.79
74002-00-34-400-A SUP/EXP-MAINT-OFFICE EXP-NON FAIR	889.49			0.00	889.49
74003-00-32-200-A SUP/EXP-EVENT SVCS-BEACH LOT	626.46			0.00	626.46
74003-00-61-100-A SUP/EXP-ENTERTAIN-TENT/BOOTH-GRANDST	261.11			0.00	261.11
74005-00-34-400-A SUP/EXP-MAINT-MODULAR	1,329.58			0.00	1,329.58
74006-00-61-100-A SUP/EXP-ENTERTAINMENT-GRANDSTANDS MI	239,208.55	3,221.75		3,221.75	242,430.30
74007-00-61-100-A SUP/EXP-ENTERTAINMENT-GROUNDS MISC	114,213.10			0.00	114,213.10
75000-00-10-400-A TELEPHONE EXP-ADMINISTRATION	6,272.90	1,263.04		1,263.04	7,535.94
75000-00-33-200-A TELEPHONE EXP-FACILITY SALES	177.69	58.57		58.57	236.26
76000-00-10-400-A TRAINING EXP-ADMINISTRATION	1,810.71			0.00	1,810.71
77000-00-10-400-A TRAVEL EXP-MANAGER	345.19			0.00	345.19
77000-00-20-400-A TRAVEL EXP-FINANCE	1,385.98			0.00	1,385.98
77000-00-33-200-A TRAVEL EXP-FACILITY SALES	522.04			0.00	522.04
77000-00-63-100-A TRAVEL EXP-EXHIBITS-GENERAL	118.00			0.00	118.00
77002-00-10-400-A TRAVEL EXP-OTHER ADMIN	1,143.95			0.00	1,143.95
78000-00-31-300-A REFUSE/WASTE-HORSE RACING	12,678.21	12,044.32		12,044.32	24,722.53
78000-00-33-200-A REFUSE/WASTE-FACILITY RENTALS	19,209.43	18,248.97		18,248.97	37,458.40
78000-00-34-400-A REFUSE/WASTE-MAINTENANCE-NON FAIR	6,531.19	6,204.64		6,204.64	12,735.83
80000-00-10-400-A CASH O/U-MISCELLANEOUS	6,250.67	40.00	2,606.00	2,566.00	3,684.67
85000-00-10-400-A PYEA-ADMINISTRATION	1,350.07		6,690.80	6,690.80	8,040.87
85000-00-31-300-A PYEA-HORSE RACING	53,974.00			0.00	53,974.00
87500-00-10-500-A EQUIPMENT PURCHASE-ADMIN	0.00	3,096.97		3,096.97	3,096.97

Trial Balance
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Account	Beginning Balance	Debits	Credits	Net Activity	Ending Balance
87500-00-34-500-A EQUIPMENT PURCHASE-MAINTENANCE	8,152.94			0.00	8,152.94
87501-00-34-500-A EQUIPMENT PURCHASE-VEHICLES	771.50			0.00	771.50
87503-00-34-500-A EQUIPMENT PURCHASE-COMPUTERS	0.00	0.00		0.00	0.00
92604-00-34-500-A CCA-PROJECT ACCOUNT	38.08	32,000.00		32,000.00	32,038.08
\$ Grand Totals	Beginning Balance	Debits	Credits	Net Activity	Ending Balance
	47,343.00	6,112,074.53	6,112,074.53	0.00	47,343.00



October 31, 2023

D2023-06

TO: All District Agricultural Association CEOs
SUBJECT: SB 544 – Bagley Keene Open Meeting Act: teleconferencing.

This letter is to inform you of the passage of [SB 544](#) (Laird) **Bagley-Keene Open Meeting Act: teleconferencing**. This bill was signed into law by Governor Newsom on September 22, 2023, and will go into effect on **January 1, 2024**. SB 544 expands teleconferencing provisions enacted prior to the COVID-19 pandemic.

Below is a summary of the revisions to the Bagley-Keene Open Meeting Act as they apply to District Agricultural Associations. All provisions will be in effect beginning **January 1, 2024**. It should be noted that while state bodies are authorized to hold meetings by teleconference, there is no requirement to offer teleconference options.

Definitions:

- “Teleconference” – a meeting of a state body where members are at different locations connected by electronic means using audio, video, or both.
- “Teleconference location” – physical location open to the public where members of the public may participate in meetings of state bodies.
- “Remote location” – the location where a member of a state body participates, that is different from the teleconference location. Remote locations need not be disclosed to the public.
- “Participate remotely” – participation by a member of the state body in a meeting at a remote location different from a teleconference location.

Public Notice:

- Posted online at least 10 days in advance of the meeting.
- Must be provided to individuals who request notice in writing.
- Must include the date, time, teleconference information (if utilized), and physical/teleconference location of the meeting. The name, address, and telephone number of a contact person for more information must also be included.
- The board must implement procedures for responding to requests for reasonable modification and accommodations consistent with the Americans with Disabilities Act. Information should be listed on each Notice and Agenda.



Agenda:

- Must be posted online ten days in advance as well as at each teleconference location on the day of the meeting.
- Must provide the public with an opportunity to address the state body.
- Brief description of items to be discussed at the meeting, in either open or closed session, with sufficient description to allow the public to determine whether to attend the meeting.
- Closed session items must reference specific statutory authority for the meeting in closed session.

Teleconference Requirements (Not common for DAAs to use):

- The portion of meetings required to be open must be visible and audible to the public at each teleconference location.
- At least one member of the state body, not just staff, must be present at each teleconference location.
- A majority of the members of the state body **must** be present at the same teleconference location. Additional members, more than the majority, may attend and participate from a remote location. For example, with a full nine-member board, 5 members must be present at the teleconference location. The remaining four members may attend and participate from a remote location.
 - A member attending from a remote location may count towards the majority if both of the following conditions are met:
 - Member has a need related to a physical or mental disability as defined in Gov't Code [§12926](#) and [§12926.1](#), and
 - Member notifies the state body as soon as possible of the need to participate remotely.
 - The board must approve the exception and request a general description of the circumstances for each meeting the member participates in remotely. It cannot be a generalized approval for remote participation without an end date. Exceptions must be granted on a meeting-by-meeting basis.
- If the teleconference option fails and cannot be restored, the state body shall end and reschedule the meeting with appropriate notice.

Participating Remotely:

- Members participating remotely must disclose whether any other individuals over 18 are present in the same room and their general relationship with those individuals.
- Members must appear visible on camera during the open portion of the meeting. If unable to appear due to connectivity issues, members must announce the reason.



Voting:

All votes taken during a teleconferenced meeting must be by roll call vote. The state body must publicly report on any action taken and vote or abstention of any member.

Public Participation:

- Public access is required at a physical location. If utilizing the teleconference option, the Board must allow members of the public to participate via teleconference to address the state body.
- Opportunity to address the state body on matters not on the agenda, but within the subject matter jurisdiction of the state body, as well as on all agenda items, must be provided.
- No conditions may be set for attendance at or participation in a public meeting, for example:
 - Sign-in or self-identification is not required. If a registration or attendance list is posted at or near the entrance to the meeting, it must state that it is voluntary, and people may attend and comment without signing in.
 - If utilizing teleconference, persons may use a pseudonym to sign in or register. No requirement to use a verified email address or actual name.
 - Cannot require persons making public comments to sign in or complete comment cards ahead of speaking.
 - Cannot prohibit criticism of state body.
 - May limit time for public comment per speaker per topic, if necessary. The allotted time must be established at the outset of the meeting and remain consistent throughout the meeting. Public comment time cannot be changed during the meeting.
- All meetings must comply with the Americans with Disabilities Act (ADA)

If you have any questions or need additional information, please do not hesitate to contact Mike Francesconi, at (916) 900-5365.

Sincerely,

A handwritten signature in cursive script that reads "Michael W. Francesconi".

Mike Francesconi
Branch Chief



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE

Karen Ross, Secretary

November 3, 2023

F2023-06

TO: All Fairs

SUBJECT: Proposition 12 Update for the 2024 Fair Season

As we all begin to prepare for the 2024 Fair Season, please keep in mind that [Proposition 12 \(2018\)](#) went into effect on January 1, 2022. Proposition 12 is the Farm Animal Confinement Initiative that requires that covered animals be housed in confinement systems that comply with specific minimum standards for freedom of movement, cage-free design, and minimum floor space, and identifies covered animals to include veal calves, breeding pigs, and egg-laying hens, as specified. As you might already be aware, the regulations and additional requirements went into effect on September 1, 2022, for certification, registration, accreditation, and inspection to implement the [Health and Safety Code \(HSC\) sections 25990-25994](#).

While self-certification of the farm where the breeding pig is kept was acceptable for the 2023 fair season, only third-party certifications will be permitted beginning with the 2024 fair season for fair pigs to be processed for resale. The CDFA Fairs and Expositions (F&E) Branch strongly recommends that all fairs request that their market hog exhibitors submit a third-party certification to ensure the pork meat from the show pig has access to a "resale" market. All pig breeders, regardless of age and farm size, in California and those outside of California selling market show pigs to California exhibitors, must be in compliance with Proposition 12.

To implement the law after the passing of Proposition 12 and to assist with the new regulations, the CDFA [Animal Care Program](#) (ACP) was formed within the Animal Health and Food Safety Services (AHFSS) Division. The ACP has also created many helpful outreach and educational materials for the various stakeholders which can be found on their website. Please take the time to watch and share the Proposition 12 Fairs and Exhibitions Guidance for 4-H and FFA [video](#) prepared by ACP. The video is extremely informational!

A list of third-party accredited [certifying agents](#) for Proposition 12 compliance can also be found on the ACP website. Currently, the CDFA AHFSS Division is the only governmental entity certifying agent and certifies at no cost to the producer. If a



F2023-06
November 3, 2023
Page 2

producer would like CDFA to certify their farm, they can contact the ACP at AnimalCare@cdfa.ca.gov to inquire about applying for certification. Please share this information with your fair's swine exhibitors as soon as possible to allow them enough time to find a Proposition 12 – compliant project pig for the 2024 fair season.

The F&E Branch appreciates your cooperation as we all transition to a Proposition 12 – compliant future. If you have any questions or concerns regarding Proposition 12 and how it may impact your fair, please contact [Mike Francesconi](#) at (916) 900-5365.

Respectfully,



Mike Francesconi
Branch Chief

cc: Elizabeth Cox
CDFA Animal Care Program Manager

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
23-205	The Findley Group	Board Retreat Facilitator	NTE \$3,000.00
23-206	Romeo Entertainment	Grandstand Entertainment Buyer	\$75,000.00

Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT	LOCATION
23-098	Scholastic Surf Series	Surf Event	\$2,000.00	11/4/23-11/5/23	Beach Lot
23-099	Scholastic Surf Series	Surf Event	\$1,000.00	11/12/23	Beach Lot
23-100	Alcoholics Anonymous	New Years Eve Party	\$2,385.00	12/31/23	Santa Rosa Hall
23-101	Exotic Bird Mart & Expo	Bird Market	\$1,385.00	12/3/23	San Nicolas Hall
23-102	Ventura City Fire Department	Training	\$0.00	CANCELLED	Lot C/Lot A
24-001	Train Show Inc	Train Expo	\$10,960.00	2/17/24 - 2/18/24	San Miguel Hall, Anacapa Hall
24-002	National Scholastic Surfing Association	Surf Event	\$2,000.00	5/5/24 -5/6/24	Beach Lot
24-005	CFA Cat Show	Cat Show	\$4,700.00	4/13/24	San Nicolas Hall
24-006	Mission Christian Church	Night To Remember	\$8,919.00	3/8/24	San Miguel Hall, Anacapa Hall, Callahan Center, McBride
24-007	Jurassic Quest-One LLC	Jurassic Quest Event	\$26,613.00	2/2/24 - 2/4/24	San Miguel Hall, Anacapa Hall, San Nicolas, Santa Rosa
24-008	2024 SAMPLE CONTRACT	N/A	N/A	N/A	N/A
24-009	On the Edge Promotions	Home and Garden Show	\$16,242.00	2/23/24 - 2/25/24	San Miguel Hall, Anacapa Hall
24-010	Hall of Flowers	Cannabis Retail Expo	\$43,401.00	3/13/24 - 3/14/24	San Miguel Hall, Anacapa Hall, San Nicolas, Santa Rosa, McBride
24-011	San Fernando Kennel Club	Dog Show	\$21,264.00	1/26/24 - 1/28/24	San Miguel Hall, Anacapa Hall, San Nicolas, Santa Rosa, McBride
24-012	Valdivia Marketing Group	Concert Event	\$7,825.00	1/19/24	WPC Event Center

Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT	LOCATION
24-013	Anlac Mission	Vietnamese New Year	\$5,402.00	1/21/24	San Nicolas Hall, McBride
24-014	Modelfest	Model/Hobby Expo	\$2,232.00	2/25/24	Santa Rosa Hall
24-015	Adventure Van Expo	Van Life/Expo	\$23,846.00	11/26/24- 11/27/24	Lot C, Areas 1-4
24-016	Skull and Roses LLC	Concert Event	\$57,500.00	4/19/24 - 4/22/24	Lot C, Areas 1-4, Grounds (Various/TBD)
24-017	West Coast Outdoors Sports Fishing Expo	Fishing Expo	\$13,300.00	5/3/24 -5/5/24	San Miguel, Anacapa, Areas 1-4

DATE: 10/25/23

INTERIM AGREEMENT

RENTAL AGREEMENT

This Agreement by and between the **31st District Agricultural Association** hereinafter called the Association, and **Hall of Flowers** hereinafter call the Renter,

Witnesseth:

1. **That Whereas**, The Renter desires to secure from the Association certain rights and privileges and to obtain permission from the Association to use Association premises: **Event Dates: 3/13/24 – 3/14/24**
Move In: 3/9/24 **Move Out: 3/15/24**
2. **Now, Therefore**, Association hereby grants to the Renter the right to occupy the space(s) described below for the purposes hereinafter set forth, subject to the terms and conditions of this Agreement: **San Miguel, Anacapa Hall, San Nicholas Hall, McBride Hall, Grounds (Various)**
3. The purposes of occupancy shall be limited to, and shall be for no other purpose or purposes whatsoever:
Hall of Flowers
4. Renter agrees to pay to Association for the rights and privileges hereby granted, the amounts and in the manner set forth below: **Exhibit A charges due 10 days prior to move in date. An Event/Security deposit is on file with the Association for this event.**
5. Renter agrees to pay fees required by Association for: and to guarantee the payment of:
 - (a) Any money which may be payable to Association under this agreement
 - (b) Any damage to Association property; and utility charges, in any;
 - (c) Removal of all property and the leaving of the premises in a condition satisfactory to Association.
6. Association shall have the right to audit and monitor any and all sales as well as access to the premises.
7. Renter further agrees to indemnify and save harmless Association and the State of California, their officers, agents, servants and employees for any and all claims, causes of action and suits accruing or resulting from any damages, injury or loss to any person or persons, including all persons to whom the Renter may be liable under any Worker's Compensation law and Renter himself and from any loss, damage, cause of action, claims or suits for damages, including but not limited to loss of property, goods, wares or merchandise, caused by, arising out of or in any way connected with the exercise by Renter of the privileges herein granted.
8. Renter further agrees that he will not sell, exchange or barter, or permit his employees to sell, exchange or barter, any permits issued to Renter or his employees hereunder.
9. It is mutually agreed that this contract or the privileges granted herein, or any part thereof, cannot be assigned or otherwise disposed of without the written consent of Association.
10. It is mutually understood and agreed that no alteration or variation of the terms of this contract shall be valid, unless made in writing and signed by the parties hereto, and that no oral understandings or agreements not incorporated herein and no alterations or variations of the terms hereof, unless made in writing and signed by the parties hereto, shall be binding upon any of the parties hereto.
11. The "Rules and Regulations" printed on page 3 of this document are incorporated herein and made a part of this agreement. Renter agrees that he/she has read this agreement and the said "Rules and Regulations" and understands that they shall apply, unless amended by mutual consent in writing of the parties hereto.
12. In the event Renter fails to comply in any respect with the terms of this agreement and the "Rules and Regulations" referred to herein, all payments for this rental space shall be deemed earned and non-refundable by Association and Association shall have the right to occupy the space in any manner deemed for the best interests of Association.

13. Special Provisions: The CFSA insurance Statement (if applicable) is attached and incorporated into this agreement. Exhibit A Statement of work to be performed and Contract terms and Conditions, Exhibit A, B, C, D, E, F and Insurance Requirements are hereby attached and made a part of this Rental Agreement.
14. This agreement is not binding upon the Association or the Renter until it has been duly accepted and signed by its authorized representative, and approved by the Department of Food and Agriculture and the Department of General Services.

IN WITNESS WHEREOF, This agreement has been executed, by and on behalf of the parties hereto, the day and year first above written.

31st District Agricultural Association
10 W. Harbor Blvd.
Ventura, CA 93001

Hall of Flowers
5737 Kanan Road, #518
Agoura Hills, CA 91301

By
Title: Jen McGuire, CEO
Date:

By
Title: Alexis Sklar, Event Mngr.
Date:

RULES AND REGULATIONS GOVERNING RENTAL SPACE

1. No renter will be allowed to open until all the preliminary requirements herein set forth have been complied with.
2. Renter will conduct his/her business in a quiet and orderly manner; will deposit all rubbish, slop, garbage, tin cans, paper, etc., in receptacles provided by the Association within said concession plot for such purpose, and will keep the area within and surrounding said concessions free from all rubbish and debris.
3. All buildings, tents, or enclosures erected under the terms of the "Rental Agreement" shall have the prior approval of Association and local fire suppression authorities. All eating concessions not restricted to specific items will submit menus and prices to Association for approval at least twelve (12) hours in advance of each day's operation.
4. Upon request, renter will furnish Association with a list of all sales prices and other charges of any kind whatsoever to be charged by the Renter in said space(s).
5. Upon request, renter must furnish receipts for license fees, tax deposits, insurance, etc., prior to event.
6. Renter will conduct the privileges granted in the Rental Agreement according to all the rules and requirements of the State Department of Health Services, the California Department of Cannabis Control and local health authorities, and without infringement upon the right and privileges of others; will not handle or sell any commodities or transact any business whatsoever for which an exclusive privilege is sold by Association, nor engage in any other business whatsoever upon or within said premises or fairgrounds, except that which is herein expressly stipulated and contracted for; will confine said transactions to the space and privileges provided in the "Rental Agreement", and that any and all exclusives granted renter shall not include the carnival and the carnival area.
7. Renter will cause to be posted in a conspicuous manner at the front entrance to the concessions, a sign showing the prices to be charged for all articles offered for sale to the public under the "Rental Agreement"; the size of said sign, manner and place of posting to be approved by Association.
8. Association will furnish necessary janitor service for all aisles, streets, roads and areas used by the public, but renter must, at his/her own expense, keep the concession space and adjacent areas properly arranged and clean. All concessions must be clean, all coverings removed, and the concessions ready for business each day at least one hour before the Association is open to the public. Receptacles will be provided at several locations to receive renter's trash, and such trash must not be swept into the aisles or streets or any public space.
9. All sound-producing devices used by renter within or outside his/her space must be of such a nature and must be so operated as not to cause annoyance or inconvenience to his/her patrons or to other concessionaires or exhibitors and the decision of Association as to the desirability of any such sound-producing device shall be final and conclusive. Sound-amplification equipment may be installed within or outside any space only by first obtaining written permission thereof from Association.
10. Renter agrees that there will be no games, gambling or any other activities within the confine of his/her space in which money is used as a prize or premium, and that he/she will not buy and/or permit "buy backs" for cash, any prizes or premiums given away to patrons in connection with the use of the space. Only straight merchandising methods shall be used and all methods of operations, demonstration and sale, shall be subject to the approval of the Association and the local law enforcement officials.
11. Renter is entirely responsible for the space allotted to renter and agrees to reimburse Association for any damage to the real property, equipment, or grounds used in connection with the space allotted to renter, reasonable wear and tear and damage from causes beyond renter's control excepted.
12. Association may provide watchman service, which will provide for reasonable protection of the property of renters, but Association shall not be responsible for loss or damage to the property of renter.

13. Each and every article of the space and all boxes, crates, packing material, and debris of whatsoever nature used in connection with the space and owned by renter must be removed from the buildings and grounds by renter, at his/her own expense, not later than a date specified by Association. It is understood in the event of renter's failure to vacate said premises as herein provided, unless permission in writing is first obtained, Association may and is hereby authorized and made the agent of renter to remove and store the concession and all other material of any nature whatsoever, at the renter's risk and expense, and renter shall reimburse Association for expenses thus incurred.

14. No renter will be permitted to sell or dispose of anywhere on the fairgrounds alcoholic beverages as defined in the Alcoholic Beverage Control Act, except in the concession space. Even such limited sales are not to be made unless Association authorizes renter in writing and unless he/she holds a lawful license authorizing such sales on said premises.

15. All safety orders of the Division of Industrial Safety, Department of Industrial relations must be strictly observed.

16. Failure of Association to insist in any one or more instances upon the observance and/or performance of any of these rules and regulations shall not constitute a waiver of any subsequent breach of any such rules and regulations.

17. This Rental Agreement shall be subject to termination by either party at any time during the term hereof by giving the other party notice in writing at least **30 days** next prior to the date when such termination shall become effective. Such termination shall relieve the Association of any further performances of the terms of this agreement.

18. "Renter, by signing this contract, does swear under penalty that no more than one final unappealable finding of contempt of court by a federal court has been issued against that renter within the immediately preceding two-year period of the contractor's failure to comply with an order of the national labor relations board (government code section 14780.5)(SAM sec 12127)".

19. Renter recognizes and understands that this rental may create a possessory interest subject to property taxation and that the renter may be subject to the payment of property taxes levied on such interest.

20. The Association shall have the privilege of inspecting the premises covered by this agreement at any time or all times.

21. The parties hereto agree that renter, and any agents and employees of renter, in the performance of this agreement, shall act in an independent capacity and not as officers or employees or agents of Association.

22. Time is of the essence of each and all the provisions of this agreement, and the provisions of this agreement shall extend to and be binding upon and inure to the benefit of the heirs, executors, administrators, successors, and assigns of the respective parties hereto.

23. This Agreement may be subject to immediate termination without liability by either Party, the moment when written notice is dispatched to the other, due to an emergency proclamation or public health or safety order by federal, state or local government, issued after this Agreement is executed, and, in its effect, renders access to or the use of the Premises by either Party or the public during the rental dates illegal, impossible or impracticable due to an extreme public health or safety risk. If an agreed replacement date cannot be determined then upon cancellation of the Event for Force Majeure, any deposits made by Renter will be promptly refunded by the Association.

Memo to Fair management: hazardous agreement. If this agreement provides for a hazardous activity, the current for FE-13, statement regarding insurance, must be attached to each copy and incorporated by reference on page one.

Nondiscrimination clause, form 17a or 17b for agreements over \$5,000 must be attached to each copy and incorporated by reference on page one.

Initial Here _____

EXHIBIT A

This addendum and the included Pre-Event Invoice is hereby attached to and made a part of Rental Agreement #24-010

The 31st District Agricultural Association requires the following:

1. Renter will be charged for equipment and/or services according to the current rental program brochure rates.
2. If Renter agrees to provide the clean-up labor for the event, the facility must be cleaned to the satisfaction of the Association.
3. Renter agrees that the Association will provide Event Staff as required and Renter shall compensate the Association at the rate shown below. Any emergency Event Staff needs will be charged to the Renter.
4. Renter recognizes and understands that this agreement may cause a possessory interest subject to property taxation and that the Renter may be subject to the payments for property taxes levied on such interest.
5. Renter agrees to grant access as requested for the Association workers, management, and directors. Renter must require identification.
6. The cost for rental items provided by the Association for the Event includes removal fees of rented items, additional labor fees for set-up are billable.
7. The Pre-Event Invoice, attached hereto as Exhibit A sets forth the Facility Rental Fees, the estimated additional service fees associated with the Event, and the estimated equipment rental fees associated with the Event. The items of the preceding sentence shall be collectively referred to hereafter as the "Estimated Fees."
8. Renter agrees to pay sixty percent (6/10) of the Estimated Fees no later than ten (10) days before the Event start date. Renter shall pay remainder of all Estimated Fees or the final settlement no later than seven (7) calendar days from the Event end date. If all fees are not paid in accordance with this schedule, Association shall provide written notice to Renter, and Renter shall have (10) days from receipt of such notice to cure such default.

9. If Renter accrues any additional service fees, equipment rental fees or pass-through charges after payment of all Estimated Fees, such charges shall be deducted from the Security Deposit. If the Security Deposit is insufficient to compensate Association for the full balance owed, the Renter shall pay the excess within fifteen (15) days of receipt of a statement from Association.

Payment Schedule and History is as follows:

\$5,000 Security Deposit Paid: 10/24/23

60% of Estimated Fees Due: 3/03/24

Final Payment Due: 3/25/2024

Initial Here _____

Ventura County Fairgrounds

10 W. Harbor Blvd.

Ventura, CA 93001

Phone: (805) 648-3376 x112

(805) 648-1012

jamelio@venturacountyfair.org

www.venturacountyfair.org

Invoice

Date 10/24/2023

AGREEMENT NUMBER

24-010

Bill To

Hall of Flowers
Alexis Sklar
5737 Kanan Road, #518
Agoura Hills, CA 91301

Event Date	Move In	Move Out		
3/13-3/14/24	3/9/2024	3/15/2024		
Event			Facilities	
Hall of Flowers			SM, An, Mc, SN, SC, Grounds	
Item		Qty	Rate	Amount
San Miguel Hall		2	1,400.00	2,800.00
Anacapa Hall		2	1,400.00	2,800.00
McBride Hall		2	600.00	1,200.00
San Nicolas Hall		2	1,000.00	2,000.00
Grounds Rental		2	2,500.00	5,000.00
Move In Day(s)		3	3,450.00	10,350.00
Move Out Day(s)		1	3,450.00	3,450.00
Stage 24' x 16'			576.00	576.00
Risers 4x8x18"			30.00	30.00
Table (rectangular)		50	11.00	550.00
Table (Round 60")		30	12.00	360.00
Chairs		375	2.00	750.00
Bicycle Barricades		50	13.00	650.00
Set Up		16	30.00	480.00
Clean up- During Event		88	30.00	2,640.00
Event Attendants (per hr)		30	25.00	750.00
Clean up - After Event		96	30.00	2,880.00
Fire Marshal Inspection Fee		4	240.00	960.00
Deposit -ST			5,000.00	5,000.00
Credit Card Processing Fee			175.00	175.00
			Total	\$43,401.00
			Payments/Credits	-\$5,175.00
			Balance Due	\$38,226.00

EXHIBIT B

Attached to and made a part of Rental Agreement No. **24-010**

1. All advertising of events held at Ventura County Fairgrounds must use the name "Ventura County Fairgrounds" or "Ventura County Fairgrounds at Seaside Park" as the sole reference. Use of the name "Ventura County Fair" is strictly prohibited. Renter must submit ad copy for approval by Ventura County Fairgrounds Management.
2. It is the Renter's responsibility to: (a) conduct the event consistent with all applicable local, State and Federal Laws; (b) assist in enforcement of all Ventura County Fairgrounds Policies and Regulations. Failure to do so may result in significant financial penalties, closure of event and/or loss of eligibility for future rentals; (c) obtain any required business license and pay all tax liabilities associated with the event; (d) close event as scheduled. Security officers have been given the closing time of the event and are instructed to close the event as scheduled. Clean-up crews may remain after that time to complete their work.
3. Ventura County Fairgrounds has exclusive rights to all food and beverage concessions to the general public. Concession is defined as the sale of any ready to eat food or beverage. Events not open to the public may prepare or have catered non-concession foods and non-alcoholic beverages. Non-concession foods should be included in the admission charge or provided free to event guests.
4. **NO ALCOHOLIC BEVERAGES** may be brought into Ventura County Fairgrounds at any time. The sale or service of any alcoholic beverage must be handled by Ventura county Fairgrounds. Renter must inform their guests that all beer and liquor is to be kept inside the areas under control of Renter. Consuming these beverages outside the building is not permitted. The event is subject to having security close the event if this regulation is violated.
5. Renter is granted merchandise sales only to the extent that such sales are consistent with the purpose of the occupancy. The sale or display of merchandise of a pornographic nature, or for the encouragement or use of illegal drugs is not permitted. as such illegality is defined in California's state laws, is not permitted. Notwithstanding anything herein to the contrary, the Association acknowledges that the Renter intends to use the premises for a cannabis-related event, which event may, at the sole discretion of Renter, include the sale, possession, and consumption of cannabis, as permitted by California laws. The Association specifically acknowledges that (i) the Renter intends to use the premises for a temporary cannabis event, as defined in 4 CCR §§ 15600 — 15604 and (ii) in the event that the Renter does not obtain a temporary cannabis event license from the California Department of Cannabis Control for the dates specified in this Agreement, the Renter may, in its sole discretion, instead use the premises for a cannabis educational event, which shall not be a breach of this Agreement.
6. Renter and event participants may be required to identify themselves and park in designated areas. All designated roadways, walkways and access routes shall be kept clear at all times. The Renter is granted no rights for paid parking privileges.
7. If Ventura County Fairgrounds staff is to set up the tables, chairs, stages, etc., for your event, please furnish Ventura County Fairgrounds with a layout of how you wish the building set up. If not layout is furnished it will be set up in the most commonly used fashioned.
8. When decorating for your event **do not use scotch tape, duct tape, masking tape or nails** to attach decorations to the walls or ceilings. Pushpins are acceptable. Any decorations of sufficient weight to be hazardous must be approved by Ventura County Fairgrounds.

9. If Renter is responsible for clean-up, the event areas must be left acceptably clean. **"Acceptably clean"** means all trash is placed in the provided containers or bags, the chairs stacked eight (8) high, tables wiped off and left standing, the floor swept clean, the lights and heaters turned off, and all doors locked.
10. **NO weapons**, alcohol, glass bottles, bicycles, skates, rollerblades or skateboards are permitted.
11. Animals are not permitted on grounds with the exception of guide dogs and hearing dogs, animals brought for sale or exhibit in related rental events, and with RV camping. Animals must be leashed (length not to exceed 6') or caged and must be currently licensed. Pet owners are required to clean up after their pets.

Initial Here _____

EXHIBIT C
31st District Agricultural Association
Rental-Concession Agreement # 24-010

OUTDOOR ADVERTISING WHICH ARE PART OF THE AGREEMENT

The Association is committed to continued good relations with all units of local government and members of the public, who live, work, own or lease property within the geographic area served by the District. In the past, the Association has been criticized because Renters/Concessionaires of the Association have not complied with laws concerning placement and removal of outdoor advertising signs, and the placing of advertising signs on private property without the permission of the owner or lessee, for event to be held or held on the grounds of the Association. These actions adversely impact the ability of the Association to operate. Therefore the Association has adopted the following language to be incorporated as part of every Rental/Concession Agreement.

Renter/Concessionaire expressly agrees that it, its agents, servants, employees or any person acting with its consent, expressed or implied, shall:

1. Comply with all ordinances, and statues concerning the placement and removal of outdoor advertising signs; and
2. Not to place or cause to be placed, or to maintain or cause to be maintained any advertising sign, for events to be conducted on the grounds of the Association, without the lawful permission of the owner or lessee of the property upon which the advertising sign is located.

"Person", as used in this section concerning advertising signs, includes natural person, firm, cooperative, partnership, association and corporation.

"Sign", as used in this section concerning advertising signs, refer to any card, cloth, paper, metal, painted or wooden sign of any character placed for outdoor advertising purposes, on or to the ground or any tree, wall, bush, rock, fence, building, structure or thing, either privately or publicly owned.

The verb "to place" and any of its variants, as applied to advertising signs, includes the maintaining and the erecting, constructing, posting, painting, printing, tacking, nailing, gluing, sticking, carving, or otherwise fastening, affixing or making visible any advertising sign on or to the ground or any tree, bush, rock, fence, post, wall, building, structure or thing, either privately or publicly owned.

It is expressly agreed by the parties to this agreement that the Association is not acting as the agent for the enforcement of any ordinance or statute regarding to place and removal of outdoor advertising signs.

It is expressly agreed by the parties to the agreement that the following shall amount to a major breach of the agreement:

1. If the Renter/Concessionaire, its agents, servants, employees or any person acting with its consent, expressed or implied, fails to comply with all ordinances and statutes concerning to place and removal of outdoor advertising signs or:
2. The Renter/Concessionaire, its agents, servants, employees or any person acting with its consent, expressed or implied, places or caused to placed, or to maintain or cause to be maintained any advertising sign, for events to be conducted on the grounds of the Association, without the lawful permission of the owner or lessee of the property upon which the advertising sign is located.

Notwithstanding any other contractual provision of this agreement, the Association, if provided with proof that the Renter/Concessionaire has failed to comply with all ordinances and statutes concerning to place and removal of outdoor advertising signs or to place or maintain advertising signs on property without the lawful consent of the owner or lessee of the property, may do any or all of the following:

1. Give written notice to Renter/Concessionaire that the right to use, occupy or enjoyment of the Association premises by the Renter/Concessionaire is, immediately upon giving the written notice, terminated;
2. Give written notice to Renter/Concessionaire to immediately comply with ordinance or statute regarding to place and remove outdoor advertising signs within 24 hours of the notice and if Renter/Concessionaire fails to comply within 24 hours notice then the right to use, occupy and enjoy the premises is terminated, commencing with the expiration of the 24 hours to comply with the notice;
3. Give written notice to Renter/Concessionaire to provide the Association within 24 hours of the notice written proof that Renter/Concessionaire has the legal permission of the owner or lessee of the property to place and maintain outdoor advertising sign on property, which the Association has received complaint, from the owner and or lessee, that no permission had been granted for placement of the sign. Failure to provide such a written permission within the 24 hours notice then right to use, occupy and enjoy the premises is terminated commencing with the expiration of the 24 hours to comply with the notice;
4. If the event is completed Association may give notice to Renter/Concessionaire that because of the breach the Association will not enter into any new agreement with the Renter/Concessionaire for at least one year.

Renter/Concessionaire shall not distribute, or allow to be distributed, on or off the premises of the Association, any signs, handbills, posters, bumper stickers, decals, balloons or other materials advertising Renter's/Concessionaire's event on Association Property without first providing the Association with a sample of said items for approval 30 days prior to the event.

Renter/Concessionaire expressly agrees that unless the foregoing condition is complied with Renter/Concessionaire has no right to use, occupancy or enjoyment of the Association premises, notwithstanding any other contractual provision of this agreement, unless the Association provides to Renter/Concessionaire written notice of waiver of the provisions of this paragraph prior to the commencement of the date set for the use or occupancy of the premises.

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EXHIBIT D

This addendum is hereby attached to and made a part of Rental Agreement #24-010

The 31st District Agricultural Association requires the following:

1. Renter is solely responsible for staff, contractors, participants, crew, attending public and/or any other associated persons compliance with any and all applicable county and state public health rules and guidelines including but not limited to any existing or updated COVID-19 guidelines in effect or that will take effect during the duration of the contract.
2. Renter agrees to provide contracted security and event staffing for the duration of the event. Security must be in place at minimum 30 minutes prior to opening and 30 minutes past scheduled event end time or until the event space is otherwise clear of guests.
3. A written security plan including security company invoice, staff levels and schedule must be submitted for approval no less than 10 days prior to the event.
4. Security contractor must have radios available for security staff. A security channel radio is to be provided to Association staff and or law enforcement representatives upon request.
5. Security personnel levels must be at levels and hours consistent with like or previously held events. All other events will be staffed at the levels directed by Association management.
6. A written report must be supplied to the Association for any security incidents including but not limited to denied entry, ejection, fighting, theft, injury, and arrest.
7. At direction of Association management contracted security must close and/or cease guest entry and/or remove remaining guests from event.
8. Use of drones by event, staff or participants is prohibited without prior approval.
9. Additional equipment, labor, space, or service provided by the Association is subject to rental and/or labor fees.
10. Additional fees may be required by the Association in the event of above average use of power or water.
11. Renter is responsible for all invoiced fees to be collected by the City of Ventura, Ventura Police Department, State Fire Marshall and/or Fire or Emergency Services for services rendered by request or otherwise as a direct result of the contracted event.

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EXHIBIT E

This addendum is hereby attached to and made a part of Rental Agreement #24-010

The 31st District Agricultural Association agrees the following:

1. The Association agrees to direct Spectra/OVG 360 surrender liquor license for all days of the event in all required areas, in compliance with the Department of Cannabis Control regulations for onsite consumption, at least 60 days prior to the event date.
2. The Association agrees to put forth its best effort to obtain local jurisdiction authorization letter for the event. In the event that a local jurisdiction letter can not be obtained or if any board policy is put in place that would prevent the event from occurring as proposed, the Renter may, in its sole discretion, instead use the premises for a cannabis educational event, which shall not be a breach of this Agreement.
3. The Renter agrees to comply with all local, state and Association policy, regulations, or guidelines for cannabis events that is in place or put in place prior to the event.

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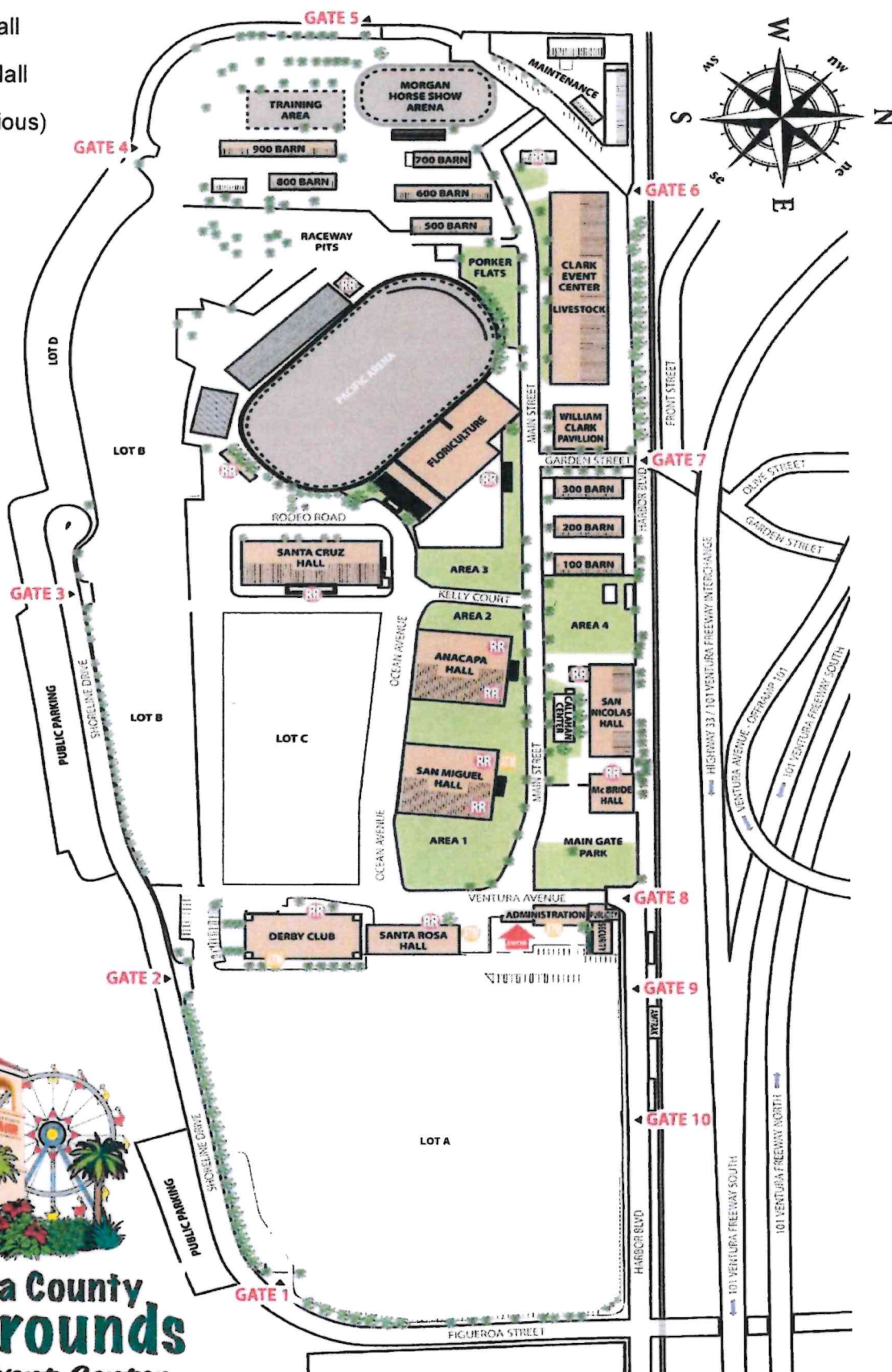
EXHIBIT F. –MAP

Please see attached maps of rental location.

1. San Miguel Hall
2. Anacapa Hall
3. San Nicolas Hall
4. Mc Bride Hall
5. Grounds (Various)

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1. San Miguel Hall
2. Anacapa Hall
3. San Nicolas Hall
4. Mc Bride Hall
5. Grounds (Various)



INSURANCE REQUIREMENTS

(revised effective January 1, 2022)

I. Evidence of Coverage

The contractor/renter shall provide a signed original evidence of coverage form for the term of the contract or agreement (hereinafter "contract") protecting the legal liability of the State of California, the California Fair Services Authority, District Agricultural Associations, County Fairs, Counties in which County Fairs are located, Lessor/Sublessor if fair site is leased/subleased, Citrus Fruit Fairs, California Exposition and State Fair, or Entities (public or non-profit) operating California designated agricultural fairs, their directors, officers, agents, servants, and employees, from occurrences related to operations under the contract. This may be provided by:

A. Insurance Certificate - The contractor/renter provides the fair with a signed original certificate of insurance (the ACORD form is acceptable), lawfully transacted, which sets forth the following:

1. List as the Additional Insured: "That the State of California, the California Fair Services Authority, the District Agricultural Association, County Fair, the County in which the County Fair is located, Lessor/Sublessor if fair site is leased/subleased, Citrus Fruit Fair, California Exposition and State Fair, or Entities (public or non-profit) operating California designated agricultural fairs, their directors, officers, agents, servants, and employees are made additional insured, but only insofar as the operations under this contract are concerned."
2. Dates: The dates of inception and expiration of the insurance. **For individual events, the specific event dates must be listed, along with all set-up and tear down dates.**
3. Coverages:
 - a. General Liability - Commercial General Liability coverage, on an occurrence basis, at least as broad as the current Insurance Service Office (ISO) policy form #CG 00-01. Limits shall not be less than for the limits in the CFSA Hazardous/Nonhazardous Activities List which includes, but is not limited to, the following: **\$5,000,000 per occurrence** for Carnival Rides and for Freefall Attractions (elevated jumps involving airbags); **\$5,000,000 per occurrence** for the following types of Motorized Events: automobile races, drifting exhibitions, burnout events, truck rodeos, tractor/truck pulls, destruction derbies, RV destruction derbies, mud bogs, mud racing, car crunches, monster truck shows, automobile thrill shows, figure 8 racing, stock car racing, tuff trucks, boat races, autocross, dirt racing, oval track, sprint cars/410 sprints, modified, super stock, mini-stock, dwarf cars, micro lights, enduro, pro stock; **\$3,000,000 per occurrence** for the following types of Motorized Events: motorcycle racing, flat track motorcycle racing, arena-cross, freestyle motocross, motorcycle thrill shows and stunt teams, ATV, sand drags, go karts, snowmobile races, quarter midget races, golf cart races, Redneck Roundup (ATVs), lawnmower races; **\$3,000,000 per occurrence** for Rodeo Events all types **with a paid gate** and any Rough Stock events; **\$2,000,000 per occurrence** for Rodeo

Events All Types **without a paid gate** and with any Rough Stock events and for Swap Meets/Flea Markets held two or more times per calendar year; **\$2,000,000 per occurrence** for the following Motorized events: car jumping contests/demonstrations of hydraulic modifications to automobiles; **\$2,000,000 per occurrence** for Interim Carnival Rides, Fairtime Kiddie Carnival Rides of up to 6 rides, Concerts with 2,000 or more attendees, Rave Type Events All Types, Mechanical Bulls, Extreme Attractions All Types that require a DOSH permit to operate, and Simulators; **\$1,000,000 per occurrence** for Rodeo Events All Types **without** any Rough Stock Events; **\$1,000,000 per occurrence** for all other contracts for which liability insurance (and liquor liability, if applicable) is required.

The Certificate of Insurance shall list the applicable policy forms, including endorsements. Any exclusions or coverage limitations, including sub-limits, that apply to the contractor/renter's activities, or business to be conducted under the contract or rental agreement/lease, must be listed in the Certificate of Insurance. If there is a self-insured retention or deductible in the contractor/renter's coverage equal to or in excess of \$100,000, the self-insured retention/deductible amount shall be included as part of the Certificate of Insurance. A copy of the contractor/renter's policy declaration page containing this information as an attachment/exhibit to the Certificate of Insurance will be acceptable, provided it contains all the aforementioned information.

- b. Automobile Liability - Commercial Automobile Liability coverage, on a per accident basis, at least as broad as the current ISO policy form # CA 00-01, Symbol #1 (Any Auto) with limits of not less than \$1,000,000 combined single limits per accident for contracts involving use of contractor vehicles (autos, trucks or other licensed vehicles) on fairgrounds.
 - c. Workers' Compensation - Workers' Compensation coverage shall be maintained covering contractor/renter's employees, as required by law.
 - d. Medical Malpractice - Medical Malpractice coverage with limits of not less than \$1,000,000 per occurrence shall be maintained for contracts involving medical services.
 - e. Liquor Liability - Liquor Liability coverage with limits of not less than \$1,000,000 per occurrence shall be maintained for contracts involving the sale of alcoholic beverages.
4. Cancellation Notice: Notice of cancellation of the listed policy or policies shall be sent to the Certificate Holder in accordance with policy provisions.
 5. Certificate Holder:
 - For Individual Events Only - Fair, along with fair's address, is listed as the certificate holder.
 - For Master Insurance Certificates Only - California Fair Services Authority, Attn: Risk Management, 1776 Tribute Road, Suite 100, Sacramento,

CA 95815 is listed as the certificate holder.

6. Insurance Company: The company providing insurance coverage must be acceptable to the California Department of Insurance.
7. Insured: The contractor/renter must be specifically listed as the Insured.

OR

- B. CFSA Special Events Program - The contractor/renter obtains liability protection through the California Fair Services Authority (CFSA) Special Events Program, when applicable.

OR

- C. Master Certificates - A current master certificate of insurance for the contractor/renter has been approved by and is on file with California Fair Services Authority (CFSA).

OR

- D. Self-Insurance - The contractor/renter is self-insured and acceptable evidence of self-insurance has been approved by California Fair Services Authority (CFSA).

II. General Provisions

1. Maintenance of Coverage - The contractor/renter agrees that the commercial general liability (and automobile liability, workers' compensation, medical malpractice and/or liquor liability, if applicable) insurance coverage herein provided for shall be in effect at all times during the term of this contract. In the event said insurance coverage expires or is cancelled at any time or times prior to or during the term of this contract, contractor/renter agrees to provide the fair, prior to said expiration date, a new certificate of insurance evidencing insurance coverage as provided for herein for not less than the remainder of the term of the contract, or for a period of not less than one (1) year. New certificates of insurance are subject to the approval of California Fair Services Authority, and contractor/renter agrees that no work or services shall be performed prior to the giving of such approval. In the event the contractor/renter fails to keep in effect at all times insurance coverage as herein provided, the fair may, in addition to any other remedies it may have, take any of the following actions: (1) declare a material breach by contractor/renter and terminate this contract; (2) withhold all payments due to contractor/renter until notice is received that such insurance coverage is in effect; and (3) obtain such insurance coverage and deduct premiums for same from any sums due or which become due to contractor/renter under the terms of this contract.
2. Primary Coverage - The contractor/renter's insurance coverage shall be primary and any separate coverage or protection available to the fair or any other additional insured shall be secondary.
3. Contractor's Responsibility - Nothing herein shall be construed as limiting in any way

the extent to which contractor/renter may be held responsible for damages resulting from contractor/renter's operations, acts, omissions or negligence. Insurance coverage obtained in the minimum amounts specified above shall not relieve contractor/renter of liability in excess of such minimum coverage, nor shall it preclude the fair from taking other actions available to it under contract documents or by law, including, but not limited to, actions pursuant to contractor/renter's indemnity obligations. **The contractor/renter indemnity obligations shall survive the expiration, termination or assignment of this contract.**

4. **Certified Copies of Policies** - Upon request by fair, contractor/renter shall immediately furnish a complete copy of any policy required hereunder, with said copy certified by the underwriter to be a true and correct copy of the original policy. Fairtime Carnival Ride contractors must submit copies of actual liability insurance policies, certified by an underwriter, to California Fair Services Authority (CFSA).

III. Participant Waivers

1. For hazardous participant events (see subsection 4. below), the contractor/renter agrees to obtain a properly executed release and waiver of liability agreement (Form required by contractor/renter's insurance company or CFSA Release and Waiver Form) from each participant prior to his/her participation in the events sponsored by contractor/renter.
2. Contractor/renter shall ensure that any party renting space from the contractor/renter with, or for, hazardous participant events (see subsection 4. below) obtains a properly executed release and waiver of liability agreement (Form required by contractor/renter's insurance company or CFSA Release and Waiver Form) from each participant prior to his/her participation in the events and provides a copy to the contractor/renter.
3. The contractor/renter shall provide copies of all executed release and waiver of liability agreements required under subsections 1. and 2. above to the Fair at the end of the rental agreement.
4. Hazardous participant events include, but are not limited to, any event within the following broad categories: Athletic Team Events; Equestrian-related Events; Extreme Attractions; Freefall Attractions; Mechanical Bulls; Simulators; Motorized Events; Rodeo Events; and Wheeled Events, including bicycle, skates, skateboard, or scooter. Contact California Fair Services Authority, Risk Management Department at (916) 921-2213 for further information and for CFSA Release and Waiver Form.