

# **BOARD MEETING NOTICE**

The 31<sup>st</sup> DAA Board of Directors will be holding a board meeting on  
**Tuesday, April 16<sup>th</sup>, 2024 at 9:00 a.m.**  
**Ventura County Fairgrounds – McBride Hall**

## **BOARD OF DIRECTORS**

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

## **STAFF**

Jen McGuire, CEO, Heidi Ortiz, Deputy Manager, Jason Amelio, Sales Manager, Madalyn Johnson, Concessions Coordinator, Jenny Martin, Accounting Supervisor, Emilee Inez, Exhibits 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](http://www.venturacountyfair.org).

## **AMERICAN WITH DISABILITIES ACT**

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

# Board of Directors Meeting Agenda

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

**Tuesday, April 16<sup>th</sup>, 2024 at 9:00 a.m.**  
**Ventura County Fairgrounds – McBride 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 11126, 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. February 27<sup>th</sup>, 2024 Board Meeting Minutes

**VII. Financial Report**

A. Financials ending January 31<sup>st</sup>, 2024

**VIII. Committee Meetings**

A. Marketing Committee Meeting, Shanté Morgan-Carter – March 12<sup>th</sup>, 2024

B. Policy Committee Meeting, Shanté Morgan-Carter – March 19<sup>th</sup>, 2024

1. Discussion and possible action regarding policies.

C. Budget Committee Meeting, Leslie Cornejo – March 26<sup>th</sup>, 2024

1. Discussion and possible action regarding 2024 Budget.

- IX. New Business**
  - A. Discussion and possible action regarding CalOES designation of authorized agents of disaster grants
  
- X. Old Business**
  - A. Facility Update
  - B. 2024 Fair Update
  - C. X-Games Update
  - D. Surfers Point Managed Retreat Update
  
- XI. Board Correspondence**
  
- XII. Consent Agenda: Items hereunder on the Consent Agenda are considered routine, not requiring separate discussion and will be enacted in one motion. Individual items A, 1-3, are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.**
  - A. Agreements
    - 1. Standard Agreements
    - 2. Rental Agreements – Interim
    - 3. Concession Agreements
  
- XIII. CEO Report**
  
- XIV. Presidents Report**
  
- XV. Director’s Comments**
  
- XVI. Future Agenda Items**
  
- XVII. Adjourn**

**Americans With Disabilities Act**

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

# Board of Directors Meeting Minutes

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

**Tuesday, February 27<sup>th</sup>, 2024 at 9:00 a.m.**  
**Ventura County Fairgrounds – McBride Hall**

## **I. Call to Order**

### **Roll Call**

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

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

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

**Absent:** M. Cecilia Cuevas

**Staff present:** Jen McGuire, CEO, Jason Amelio, Sales Manager, Madalyn Johnson, Concessions Manager, Megan Hook, PR & Marketing Firm, Jim Jennings, Maintenance Supervisor, Patrick Maynard, Admissions Coordinator, Shelly Boyd, Sales Assistant, Gerry Duran, Maintenance Staff, Joe Hutchison, Maintenance Staff, Mike Reinwald, OVG Manager and Heidi Ortiz, Executive Secretary.

**Guests Present:** Tom Kisken, Burt Handy and Kathie Moore.

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

## **II. Pledge of Allegiance**

Director Cornejo led all present in the Pledge of Allegiance.

## **III. Welcome and Introduction of Guests**

Invitation for the public to introduce themselves (not mandatory)

## **IV. Public Comment on Items Not on the Agenda**

In accordance with State law, the Board will not comment or otherwise consider Public Comment matters until and unless such items have been properly noticed for a future meeting.

There were no public comments.

## **V. Presentations - None**

## **VI. Approval of Minutes**

A. January 23<sup>rd</sup>, 2024 Board Meeting Minutes



**MOTION:** To approve the January 23<sup>rd</sup>, 2024 Board Meeting minutes.

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

**VII. Financial Report**

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

CFSA does not have the financials ready quite yet. They are planning our year end and the Statement of Operations report, so next month we should have December financials, the STOP and possibly budget.

**VIII. Committee Meetings**

A. Marketing Committee Meeting, Shanté Morgan-Carter – February 6th, 2024

- Since it was Director Mack’s first meeting there was a bit of an orientation and history given in terms of how the Marketing Committee has worked in the past and how things have changed.
- Since the Toland Group has been hired and Ms. Hook has been the Marketing Director, it has really changed the nature of some of the work that is being done with marketing. She is so dynamic that it has lifted some weight off of the committee.
- It was explained that the Toland Group was contracted, and CEO McGuire explained how that works.
- Ms. Hook gave an oral report of the activities that she is working on. The 150-year theme has taken precedent which everyone is already starting to see some of that work with the theme contest.
- Director Morgan-Carter has asked that Ms. Hook provide a timeline so the committee can keep track of what is being done.
- The committee was also asked to work on the mission and vision statements. CEO McGuire did some research and provided the committee with samples from other fairs, but the committee needed more time to look those over. Director Morgan-Carter asked the board to send CEO McGuire or Ms. Ortiz and recommendations they may have so they can include those in their discussion at their next meeting.
- CEO McGuire explained that Ms. Hook is working on more of a global marketing plan beyond just the fair because there is so much more going on.

B. Policy Committee Meeting, Shanté Morgan-Carter – February 6th, 2024

1. Discussion and possible action regarding policies.

- The committee reviewed a portion of the policies and procedures.
- They did some research and reviewed what other fairs have in place and outlined possible corrections.
- Input is also needed from the State and the CEO.
- Director Morgan-Carter worked with CEO McGuire on more urgent policies and stated that she would like to table some of the other policies that need some refining.
- Director Morgan-Carter stated that they will go over the recommended items to approve today and then ask the board to send recommendations to the CEO to bring back to the committee for further work.
- Director Cornejo added that she wanted to reiterate the reason some of the things being presented today are time sensitive and important to have in place so that this year’s fair can move forward without delay.
- CEO McGuire went through the recommended policies:
  - **204.02 Membership of Standing committees**
    - Struck out not more than 4 and not less than 3 directors and added 2 directors.
  - **204.04 Standing Committee Meetings**
    - Struck minutes and replaced with notes
    - Struck out “and submitted to the Board”
  - **204.06 Voting**
    - Struck out entire section and replace with “The standing committee shall make recommendation to the full board for voting purposes.
  - **210.02 Membership of Ad Hoc Committees**
    - Struck out 4 directors and not less than 3 and replace with 2 directors.
  - **600.03 Paid Admissions**
    - Struck out all admission prices and inserting one line that states “Gate admission fees and promotion fees with be directed by the CEO and approved by the board.”
  - **603.04 Fees for Outside Exhibit and Concessions Space**
    - Struck out a – e and submit fees, if they change, to the board.
  - **604.01 Entertainment**
    - Struck out fee of \$5 on item c.
  - **604.03 Grandstand Seating**
    - Struck out “be by general admission” because we are going to go “Go free or go VIP.”
    - Struck out last two sentences.

**MOTION:** To approve the recommended revisions of the policies 204.02, 204.04, 204.06, 210.02, 600.03, 603.04, 604.01 and 604.03.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Chess	X		
Director Cornejo	X		
Director Lacayo (Second)	X		

Director Mack	X		
Director Morgan-Carter (Motion)	X		
Vice President Ceja	X		
President Long	X		

2. Discussion and possible action regarding ticket and vendor prices.

**MOTION:** To approve the propose ticket pricing with the addition of the pricing for the box seats.

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

C. Executive Committee Meeting, Dan Long – February 15th, 2024

- President Long reviewed the minutes.

D. Operations Committee Meeting, Bill Ceja – February 15th, 2024

- There was a lot of discussion regarding the flood damage and staff is working on getting funding from FEMA to cover the damage/repair costs.
- Another area of discussion was the concrete needs in different areas of the fairgrounds. The Laborer’s union is pouring a concrete slab behind the Santa Rosa Hall and they will also be pouring in the near future a walkway in area 1, which will be more ADA compliant for our guests.
- There was discussion regarding the Santa Cruz roof replacement project which should be done by June. There will be new LED lights installed and the outside will be painted.
- Mr. Giammanco did a presentation on Surfers Pint.
- There were updates given on the arena, raceway and the Derby Club/Players Casino.

E. Livestock Committee Meeting, Betsy Chess – February 15th, 2024

- Update from Dr. Mike
  - He is unable to do telemedicine appointments unless he has previously seen the patient.
  - Herbal supplements usage is increasing and getting out of hand. All supplements need to be approved by Dr. Mike. See attached document for more information.
  - Calming agents give an unfair advantage and are thus not allowed.

- The withdrawal periods on these products is also unknown.
- There will be a leader and advisor meeting on March 6<sup>th</sup> at 6:30 pm at HGAE.
- Small livestock
  - There will be a meeting before the fair to make sure exhibitors are correctly registered.
  - They have had donations for new tables and décor.
  - Hatch dates will be on the website soon.
- Large Livestock Entry Guides Updates
  - There will not be mini steers this year.
  - Slick and Haired steers will all show together.
  - All champions and reserves will be terminal, this is a state rule.
  - Entry guide should be out soon.
- Prop 12
  - Swine will not be required to be Prop 12 certified.
  - There will be no resale on swine at the auction this year.
  - Custom slaughter and donation to Food Share is still allowed.
- YQCA
  - Everyone is required to complete the training.
  - No changes from last year.
- Tag Ins
  - Steers: April 6<sup>th</sup> 9am-11am
  - Lambs, goats, and swine: June 1<sup>st</sup> 8am-11am
- Independent Exhibitors
  - Application must be completed by April 1<sup>st</sup>.
  - Independent exhibition is a state rule and must be allowed.
- Camping will remain the same.
- Parking Permits
  - Families will be limited to the number of parking passes they are able to purchase.
- The Champion buckle sponsorship page will be available on the website soon.
- Equestrian Updates:
  - Morgan Arena is in the process of being redone.
  - Horse show entry guides will be up soon.

## **IX. New Business**

### **A. Discussion and possible action regarding renaming the arena Jim Naylor Raceway and Arena**

CEO McGuire explained that Mr. Naylor has been running the Raceway for forty-five years and doesn't just run the Raceway, but provides his services, volunteers and brings his resources to the fairgrounds. It would go a long way to recognize his service to these grounds and name it the Jim Naylor Raceway. There would still be a sponsor opportunity but it is nice to give him the recognition.

Ms. Moore stated that she has been to the fairgrounds since the late 70's and she believes Mr. Naylor started the Raceway in '78. She explained that he went to school in Ventura County, so he isn't someone that is not known in this area. He's been given awards from a lot of other areas, and it is about time to recognize him at the fairgrounds. He received a number of awards which includes Race Organizer of the Year by the US Automobile Club in 1991, Jim Bunk Reid Memorial award by the USAC, non-wing sprint car race award and is honored every year in the Reno, Nevada for being the best organizer and operator of racing. He has brought in a number of people from all over who started out at the Raceway and made their way up in the industry. He has put his blood, sweat and tears into the fairgrounds just to do what he's doing, and it would be good to honor him because he deserves it.

There was further discussion by the board regarding the reasons why this is something that should be done.

Mr. Handy stated that it would be ideal to have it out on the sign off of Harbor Boulevard that says "Home of Jim Naylor Raceway" to show him how much everyone appreciates him.

**MOTION:** To approve creating the Jim Naylor Raceway.

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

**X. Old Business**

**A. Facility Update**

CEO McGuire stated that most of this was discussed during the Operations report but wanted Mr. Duran to discuss the drainage situation because there are certain processes that we have to follow to get the water off the grounds.

Mr. Duran explained that back by the maintenance shop they are about 16-17 inches below sea level, so they have to pump. There is one 6-inch submersible pump and one 4-inch overhead pump that pumps underground. There are two more 3-inch pumps that pump into a pumphouse that also has a 6-inch submersible pump and from there the water gets pumped underground to water walls that goes to the river mouth. By Santa Cruz there is only one 6-inch pump that takes on that whole area and it takes about four days to clear out after a big storm like the last one. The Fire Marshal, Civil Engineers and CCA have come out and say that they are going work on a design to



mitigate the issue. If there is two to three 12-inch pumps in the design that will help us from getting so flooded. The water cannot be legally pumped straight to the ocean so it has to go through the pumps underground.

CEO McGuire continued with the report and explained that staff is finishing up with the grandstand bleacher project and the retrofit is done staff is waiting on the State to sign off on it. We do have the drawings and plans for both the San Miguel and Anacapa awning repair projects, so that will be started in the next couple of weeks. She explained that the reader board will be upgraded to an LED state-of-the-art sign, which we can sell advertising on and would be a new revenue stream.

## B. 2024 Fair Update

CEO McGuire

- Ms. Inez is at Superintendent School.
- Long time Floriculture Superintendent Barbara Scheider passed away. We would like to honor her in some way at some point.
- Staff took a field trip to Riverside County Fair and toured the fair and saw them in action. They are using the same Saffire system that we are using, so we were able to look at their set-up and operation. There were a few vendors that Ms. Johnson wanted to check out, so she got to be a secret shopper and also had the opportunity to talk to them.

Madalyn Johnson, Concessions Manager

- She explained that she has reached a point where she is in full fair mode and moving forward towards her goals. Her personal goal for the fair is that each food booth gives something back to the fair that is different. The fun part is to curate the areas and place vendors in appropriate areas to make it special and to work. It has been great working for CEO McGuire because she is on the same page and has been great to work with.
- She is working with about 93-127 commercial vendors, 23 community vendors and another 10 vendors for the cultural part. She thanked everyone for their input, recommendations and connections and explained that the fair will be more cultural and integrated than she has ever seen. She explained some of the things that will be brought into fair this year.
- The entire staff has been working on mapping and looking at every square inch of usable space to make sure the fairgrounds are maximized.
- She is working with Mr. Jennings on electrical. Every single vendor gives us a utility operation fee which generates anywhere between \$31k to \$38k.
- She participated in a zoom meeting with Clover and learned how to get fees in the right categories.

Megan Hook, Marketing and Publicity

- The theme contest closed Friday and was open for 23 days. There were over 2600 entries and over 850 email subscribers.

- The theme will determine the youth poster contest which starts Friday. In February they ran the 150<sup>th</sup> theme contest and in March it will be the youth poster contest and April will be the commemorative poster.
- One way we are incorporating the fair's history is through these contests. If anyone is following along on social media, they will see different things like trivia questions.
- Internally, they have developed marketing themes such as community and communication. The community will be involved all the way up until the fair and communication they are using new platforms to communicate changes to this year's fair.
- She is continuing to work on the marketing timeline, which is fluid and a work in progress. It is dependent on decisions regarding ticketing and entertainment.
- They are continuing to work on the website which will be multi-use and multi-functional. They have been building it from the ground up and starting from scratch to make it more practical and functional.
- She has been involved in X-Games.
- They are working on a beach clean-up which they are partnering with the City.
- They are working on events that are happening at the fairgrounds and creating forms for event organizers to submit their information.
- She will continue to work on the global marketing plan which not only includes the fair but the fairgrounds as an event center.

CEO McGuire introduced Mr. Maynard with Blue Pacific Events. He is running admissions, he helps with logistics, he is doing all of our mapping which has been crucial this year. He is working with Mr. Amelio on traffic flow as well.

Jason Amelio, Sales Manager

- He explained Mr. Maynard and himself are still working on a lot as far as parking and admissions. They are still going to except cash during fair this year for parking, but they are going to try and push credit card sales. They are going to try increase the capacity as far as the number of lines to help traffic flow.
- We took in just over \$104,658 in rental invoice revenue, for the period covering January 19<sup>th</sup> through February 18<sup>th</sup>, which is up from \$83,314 during the same time last year. The increase can be attributed to the return of the Anlac Mission event and the addition of the Grimoire Academy as well as a multi-week camping rental we hosted. Parking was down during this same period with \$62,060 this year versus just over \$75,260 last year.
- Unfortunately, this year's Jurassic Quest was heavily impacted by rain and was forced to reduce the hours on the Saturday and Sunday of the event. Additionally, the Train Show and Chopperfest were both coming off their first events post covid during 2023 and had slight reductions to attendance this year.
- In March, we have returning events including The Ventura Gem and Mineral Society Show and A Night to Remember, which is an amazing event put on by Mission Church honoring students with special needs ages 12-25. Each guest is provided, free of charge, a student host, dress or tuxedo, professional makeup and hair styling, a ride in a limousine around grounds, formal photos, and walk down the red carpet

before heading inside for dancing, food, and fun. This event is returning for the first time since before covid and it is one of the most special things we will do all year.

- There will also be two new events next month with Hall of Flowers and a one-day event from Circus on Ice.
- We are continuing to work forward towards our spring and summer event calendar including Hall of Flowers, California Strawberry Festival and Skull and Roses. The team from X Games will also be on site this week to start planning for this year’s event.
- Ventura Raceway will launch this weekend depending on the weather. He also added his congratulations to Mr. Naylor.

CEO McGuire commented that staff is working on a timeline for ticket sales which will hopefully launch soon. She is confirming some of the grandstand entertainment, which she can’t announce yet, but feels we have some good variety. With the VIP upgrades, that will give us a unique opportunity this year.

**XI. Board Correspondence**

- A. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: SB-616 Sick Days: Paid Sick Days Accrual and Use
- B. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: Meeting and Posting Requirements for the Bagley-Keene Open Meeting Act January 1, 2024, update, and new CDFA policy for the submission of Notice & Agenda to CDFA F&E 15 days before each regularly scheduled meeting.

CEO McGuire reviewed the board correspondence which can also be found on the Fairs and Expositions website.

**XII. Consent Agenda: Items hereunder on the Consent Agenda are considered routine, not requiring separate discussion and will be enacted in one motion. Individual items A, 1-2, are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.**

- A. Agreements
  - 1. Standard Agreements
  - 2. Rental Agreements - Interim

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

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

President Long	X		
----------------	---	--	--

**XIII. CEO Report**

- California Fairs Alliance is an advocacy group at the State level, which she just found out she is a part of the executive board. She is also a part of the executive board for the Western Fairs Association. It is about the resources and the networking at that level that can help your facility.
- There is a new bill, SB 1261, to increase the percentage of the AB 1499 sales tax revenue that is given to the fairgrounds. One of the goals of CFA is to advocate for that.
- She sat in her first California Authority of Racing Fairs meeting and there will be a new shift in the Derby Club to fantasy sports. It is now being fully launched and they will do a site visit in March. There will be some funding and revenue opportunities through the fantasy sports program. There could be possible upgrade opportunities in terms of our facility. As she gets more information she will pass it along.
- The Ventura County Fairgrounds Foundation is going to contract with Ms. Hook to do their marketing and PR, which will be a game changer in terms of getting their story told. They are actively recruiting board members, so she asked the board to direct anyone who is interested to let herself, Ms. Ortiz or Ms. Hook know. There has been a new positive momentum, they are enthusiastic about their future, and they want to get out there and do some work for the fairgrounds. We will be working on a huge fundraiser in July, a kick-off to the fair, which will include the Foundation.
- X Games logistics meetings will be starting this week and staff will meet all the players.
- We are really taking the time to re-establish our partnerships with the City of Ventura, Downtown Visit Ventura, Ventura Visitors Bureau, etc. Staff has met with them, and she really wants to make sure everyone is on the same page.
- With large events we want to be able to give them a playbook. It would explain traffic flow, security, list of vendors, etc.
- She wants to get part two of the board retreat scheduled. A component of the CRC grant that she applied for is to have a strategic planning session in which they will have specific guidelines that need to be followed. She is waiting to have more info which she should have within the next few weeks and then she will be able to plan something.
- There will be a beach clean-up day which will be the first community event this year and it is being sponsored by the Junior Fair Board.
- The estimated Surfers Point Retreat start date is September 2024.
- Budget planning has started and there will be a Budget Committee Meeting soon.

**XIV. President’s Report**

- He stated that anytime he meets with CEO McGuire or attends a meeting with her he gets so excited because we keep moving forward and she is doing some wonderful things. He is pleased to see all these things happening and we are moving in a good direction.
- There will be a public art component to the Surfers Point Managed Retreat. The fairgrounds might have to do an MOU with the City on maintaining that art. If that is the case then we would need to talk to the State attorneys as well. We need to make

sure that we have final say on that because we want to make sure it is something that holds up on the beach.

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

##### Director Lacayo

- She congratulated Mr. Naylor on the naming of the Raceway because it is well deserved and a long time coming.
- Explained that it was good to see Director Mack out at the Climate Conference that was held.

##### Director Morgan-Carter

- She congratulated CEO McGuire for being voted in to the CFA Executive Committee.
- She reminded the board members to forward any ideas or comments on both the marketing mission and vision and policies so they can be considered. She thanked the other directors she is working with on those committees.

##### Director Ceja

- He also congratulated the Naylor family on naming the Raceway after him.
- He also expressed his appreciation on being on the Executive Committee as well as the Operations Committee.

##### Director Mack

- She thanked CEO McGuire for organizing and being a part of the inter-governmental meetings because it is important to maintain communication.
- She also congratulated CEO McGuire for her WFA and CFA appointments. It takes a lot of time to network.
- She thanked staff for the business cards.

##### Director Chess

- She congratulated everyone for such a productive meeting.
- She thanked CEO McGuire and Ms. Ortiz for everything that went into the board packets.

##### Director Cornejo

- She thanked Ms. Ortiz and the rest of the staff for their hard work.
- She explained that as we are heading into the season of the Strawberry Festival, the X Games and the Fair there is this underlying fear and excitement going on and staff looks very much organized and knows we will get through it and the fairgrounds will shine through it all. She thanked everyone and said it couldn't be said enough.
- She was happy to hear CEO McGuire's report on working with local government and those relationships.
- She made her own shout out at a meeting she attended in Buellton. Everyone was able to say what was going on in their city and Ventura was mentioned that the X Games was coming and she shouted out "at the fairgrounds."



- She thanked her fellow board members for all their hard work. In particular, Director Mack’s comments on the policies are very helpful and it just shows the seriousness that the board takes with their job.

**XVI. Future Agenda Items**

1. Fair 2024 Update
2. Surfer’s Point Managed Retreat
3. Surfers Pint
4. X-Games Update
5. Facility Update

**XVII. Adjourn**

The meeting was adjourned in honor of Barbara Schneider at 11:16 a.m.

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

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

Approved by: \_\_\_\_\_  
Dan Long, Board President

# OPERATING BUDGET

31st DISTRICT AGRICULTURAL ASSOCIATION

Ventura COUNTY

Conducting The Ventura County Fair

at Ventura, California

For the period of January 1, 2024 to December 31, 2024

	Acct. No.	Budgeted 2023	Estimated 2023	Proposed 2024
<b>TOTAL NET RESOURCES, JANUARY 1:</b>				
Unrestricted net resources		\$1,888,471	\$1,898,345	\$3,407,401
Unrestricted Net Position - Pension*		(\$3,055,390)	(\$1,060,812)	(1,060,812)
Restricted resources		0	\$0	0
Investment in Capital Assets, Net of Related Debt		3,852,979	\$3,852,979	3,638,032
Subtotal (Total Net Resources)		2,686,060	4,690,512	5,984,621
<b>RESOURCES ACQUIRED:</b>				
Operating Revenues (From Page 2)		9,260,350	9,577,436	11,675,658
State (Local/Base) Allocations (to Page 2):	31200		0	214,000
Training Allocation & Other Fiscal & Admin Assistance (F&E)	31300			
Capital Project Reimbursement Funds (from Sched 8A)	31900		244,885	0
One-time Revenue Sources (fire camp, sale of property, capital project aud	34000	0	0	0
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000			
Other (e.g., Perf Rating used for oper.) (to Page 2)				
<b>TOTAL RESOURCES ACQUIRED</b>		9,260,350	9,822,321	11,889,658
<b>TOTAL RESOURCES AVAILABLE</b>		11,946,410	14,512,833	17,874,279
<b>RESOURCES APPLIED:</b>				
Operating Expenditures (From Page 2)		7,407,788	8,119,212	9,814,783
Other Operating Expenditures (e.g. Audit Adjustments)				
Subtotal - Operating Expenditures (Excluding Depreciation)		7,407,788	8,119,212	9,814,783
Depreciation Expense (From Page 15E)	90000	0	409,000	409,000
Pension Expense (From Page 15E)	96000	0	0	0
<b>TOTAL RESOURCES APPLIED</b>		7,407,788	8,528,212	10,223,783
<b>TOTAL NET RESOURCES, DECEMBER 31:</b>				
Unrestricted Net Resources Available for Operations		3,791,033	3,407,401	5,092,276
Unrestricted Net Position - Pension	29400	(3,105,390)	(1,060,812)	(1,060,812)
Restricted Net Resources				
Investment in Capital Assets (From Schedule 7)		3,452,587	3,638,032	3,619,032
Subtotal (Total Net Res Check Figure - should equal #29100)		\$4,138,230	\$5,984,621	\$7,650,496
Reserve Percentage		51.2%	42.0%	51.9%
<b>ALL FAIRS:</b>				
President, Board of Directors	Date			Date
Chief Executive Officer	Date			Date
<b>DEPARTMENT OF FOOD &amp; AGRICULTURE</b>				
		Director	Date	

## Summary of Operations

Ventura County Fair

	Dep No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>OPERATING REVENUES:</b>					
Administration (Pg. 3)	10	\$147,200	\$167,785	\$20,585	\$138,700
Accounting/Finance (Pg. 3)	20	7,000	6,510	(490)	6,750
Horse Racing (Pg. 3)	31	85,300	288,780	203,480	298,500
Event Services-Security (Pg. 4)	32	538,000	606,349	68,349	668,625
Facility Sales/Rental (Pg. 4)	33	997,000	1,198,005	201,005	1,253,462
Maintenance (Pg. 4)	34	114,000	172,921	58,921	188,960
Sponsorships (Pg. 4)	40	510,000	500,612	(9,388)	600,000
Admissions (Pg. 5)	60	2,506,000	2,298,687	(207,313)	2,571,089
Entertainment (Pg. 5)	61	45,000	28,020	(16,980)	1,173,020
Concessions (Pg.5)	62	4,254,800	4,264,144	9,344	4,717,803
Exhibits (Pg. 6)	63	56,050	45,623	(10,427)	58,749
<b>TOTAL OPERATING REVENUES (to Page 1)</b>		<b>9,260,350</b>	<b>9,577,436</b>	<b>317,086</b>	<b>11,675,658</b>
<b>OPERATING EXPENDITURES:</b>					
Administration (pg. 7)	10	1,047,413	1,287,035	239,622	1,613,692
Accounting/Finance (Pg. 8)	20	98,242	102,329	4,087	171,579
Horse Racing (Pg. 8)	31	10,500	31,525	21,025	43,736
Event Services-Security- Parking (Pg.9)	32	1,286,145	1,233,549	(52,596)	1,395,441
Facility Sales/Rental (Pg. 9)	33	219,581	231,466	11,885	259,495
Maintenance (Pg. 10)	34	1,764,531	2,324,276	559,745	2,494,952
Sponsorships (Pg. 11)	40	219,500	225,307	5,807	247,000
Publicity/Marketing (Pg. 11)	50	243,750	195,425	(48,325)	309,500
Admissions (Pg. 12)	60	156,148	123,710	(32,438)	160,201
Entertainment (Pg. 12)	61	1,502,975	1,545,748	42,773	2,375,000
Concessions (Pg. 12)	62	321,500	323,060	1,560	292,224
Exhibits (Pg. 13-14)	63	386,945	351,105	(35,841)	348,691
Non-Capitalized Equipment (Pg. 15)		17,458	12,022	(5,436)	28,772
Non-Capitalized Maintenance Projects (Pg. 14)		128,000	79,942	(48,058)	69,500
Prior Year Expense Adjustments (Pg. 15)		4,300	50,431	46,131	4,000
Cash (over/under) (Pg. 15)		800	2,282	1,482	1,000
<b>TOTAL OPERATING EXPENDITURES (to Page 1)</b>		<b>7,407,788</b>	<b>8,119,212</b>	<b>711,424</b>	<b>9,814,783</b>
<b>NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION &amp; PENSION</b>		<b>1,852,562</b>	<b>1,458,224</b>	<b>(394,338)</b>	<b>1,860,875</b>
Depreciation Expense	90000		409,000		409,000
Pension Expense	96000				
<b>NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION &amp; PENSION</b>		<b>1,852,562</b>	<b>1,049,224</b>	<b>(394,338)</b>	<b>1,451,875</b>
LOCAL (BASE) ALLOCATION - (From Page 1)	31200				214,000
OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)					
UTILIZATION OF UNRESTRICTED NET RESOURCES (if applicable)					
<b>NET PROFIT/(LOSS) BEFORE DEPRECIATION &amp; PENSION, CURRENT YEAR</b>		<b>\$1,852,562</b>	<b>\$1,458,224</b>	<b>(\$394,338)</b>	<b>\$2,074,875</b>
<b>NET PROFIT/(LOSS) AFTER DEPRECIATION &amp; PENSION, CURRENT YEAR</b>		<b>\$1,852,562</b>	<b>\$1,049,224</b>	<b>(\$394,338)</b>	<b>\$1,665,875</b>



## Detail of Revenues

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>ADMINISTRATION REVENUE:</b>					
Admissions-Livestock Jackpot	40000-00-10-700	0	0	0	0
Donations-Fair	44520-00-10-100	3,200	3,950	750	3,200
Spring Fair Revenue	46000-00-10-700	0	0	0	0
Sponsorships-Livestock Jackpot	48000-00-10-700	0	0	0	0
Prior Year Revenue-Fair	49000-00-10-100	0	7,660	7,660	0
Prior Year Revenue	49000-00-10-400	0	27,396	27,396	0
Misc Revenue-Junior Fair Board	49500-00-10-100	0	0	0	500
Misc Revenue-Fair	49501-00-10-100	16,000	20,158	4,158	25,000
Misc Revenue-Non Fair	49501-00-10-400	128,000	108,621	(19,379)	110,000
<b>TOTAL ADMINISTRATION REVENUE</b>		<b>147,200</b>	<b>167,785</b>	<b>20,585</b>	<b>138,700</b>
<b>ACCOUNTING/FINANCE REVENUE:</b>					
Interest-Operations	43500-00-20-400	7,000	6,216	(784)	6,500
Discounts Earned	43501-00-20-400	0	294	294	250
<b>TOTAL ACCOUNTING/FINANCE REVENUE:</b>		<b>7,000</b>	<b>6,510</b>	<b>(490)</b>	<b>6,750</b>
<b>HORSE RACING REVENUE:</b>					
Admissions-Day	40031-00-31-300	0	0	0	0
Admissions-Night	40031-01-31-300	0	0	0	0
Track %-Day	41002-00-31-300	85,000	265,873	180,873	275,000
Track %-Night	41003-00-31-300	0	0	0	0
Vendor Fees	41501-00-31-300	0	0	0	0
Tip Sheets-South	41502-00-31-300	0	0	0	0
Lottery Percentage	41504-00-31-300	0	0	0	0
Souvenir Booth	42000-00-31-300	0	0	0	0
Interest-LAIF	43500-00-31-400	300	1,355	1,055	1,500
Parking	45000-00-31-300	0	21,552	21,552	22,000
Programs-Day	45501-00-31-300	0	0	0	0
Programs-Night	45503-00-31-300	0	0	0	0
Prior Year Revenue	49000-00-31-300	0	0	0	0
Misc Revenue	49500-00-31-300	0	0	0	0
<b>TOTAL HORSE RACING REVENUE</b>		<b>85,300</b>	<b>288,780</b>	<b>203,480</b>	<b>298,500</b>

## Detail of Revenues

	Acct. No.	Budgeted 2023	Year To Date 2023	Variance 2023	Proposed 2024
<b>EVENT SERVICES REVENUE:</b>					
Box Office	41500-00-32-200	0	0	0	0
Parking-Events	45100-00-32-200	280,000	443,298	163,298	487,298
Parking-Beach Front	45200-00-32-200	250,000	153,389	(96,611)	168,727
Camping Fees-Fair	46500-00-32-100	0	0	0	0
Reimburse In-House Security	48504-00-32-200	0	12,600	12,600	12,600
Reimburse Outside Security	48505-00-32-200	8,000	-2,938	(10,938)	0
Prior Year Revenue	49000-00-32-200	0	0	0	0
<b>TOTAL EVENT SERVICES REVENUE</b>		<b>538,000</b>	<b>606,349</b>	<b>68,349</b>	<b>668,625</b>
<b>FACILITY SALES/RENTAL REVENUE:</b>					
Fanfare Catering	42000-00-33-200	0	0	0	0
Utility Fees-Non Fair	42500-00-33-200	20,000	19,486	(514)	20,000
Buildings Rental	46000-00-33-200	250,000	529,939	279,939	550,000
Buildings Rental-Derby Club	46001-00-33-200	192,000	121,150	(70,850)	121,150
Stock Equipment Rental	46002-00-33-200	85,000	141,407	56,407	141,407
Other Equipment Rental	46002-01-33-200	0	20,905	20,905	20,905
Stalls Rental	46003-00-33-200	0	0	0	0
Grounds Rental	46004-00-33-200	450,000	365,118	(84,882)	400,000
Prior Year Revenue	49000-00-33-200	0	0	0	0
<b>TOTAL FACILITY SALES/RENTAL REVENUE</b>		<b>997,000</b>	<b>1,198,005</b>	<b>201,005</b>	<b>1,253,462</b>
<b>MAINTENANCE REVENUE:</b>					
Set Up/Clean Up Fees	42500-00-34-200	75,000	113,696	38,696	125,000
Prior Year Revenue	49000-00-34-400	0	0	0	0
Misc Revenue	49500-00-34-400	1,000	1,960	960	1,960
Stand-by Labor	49503-00-34-400	38,000	57,265	19,265	62,000
<b>TOTAL MAINTENANCE REVENUE</b>		<b>114,000</b>	<b>172,921</b>	<b>58,921</b>	<b>188,960</b>
<b>SPONSORSHIP REVENUE:</b>					
Sponsorships-Fair	44520-00-40-100	510,000	500,612	(9,388)	600,000
Sponsorships-Other	44520-00-40-400	0	0	0	0
<b>TOTAL SPONSORSHIP REVENUE</b>		<b>510,000</b>	<b>500,612</b>	<b>(9,388)</b>	<b>600,000</b>



## Detail of Revenues

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
--	--------------	------------------	----------------------	------------------	------------------

## ADMISSIONS REVENUE:

Gates	40010-00-60-100	2,200,000	894,105	(1,305,895)	1,028,220
Passes-Presale	40011-00-60-100	280,000	1,364,427	1,084,427	1,500,869
Passes-Livestock	40012-00-60-100	26,000	40,155	14,155	42,000
<b>TOTAL ADMISSIONS REVENUE</b>		<b>2,506,000</b>	<b>2,298,687</b>	<b>(207,313)</b>	<b>2,571,089</b>

## ENTERTAINMENT REVENUE:

Box Seat Sales	40000-00-61-100	45,000	28,020	(16,980)	28,020
VIP Concert	40000-00-61-100	0	0	0	875,000
Motor Sports	40001-00-61-100	0	0	0	150,000
Rodeo	40021-00-61-100	0	0	0	120,000
<b>TOTAL ENTERTAINMENT REVENUE</b>		<b>45,000</b>	<b>28,020</b>	<b>(16,980)</b>	<b>1,173,020</b>

## CONCESSIONS/CARNIVAL REVENUE:

Carnival-Presale Tix (Rides/Games)	40500-00-62-100	380,000	233,570	(146,430)	268,605
Carnival On-Site Tix (Rides/Games)	40510-00-62-100	1,200,000	1,230,022	30,022	1,414,525
Carnival-Misc Revenue	40511-00-62-100	80,000	28,984	(51,016)	30,000
Souvenir Booth	41500-00-62-100	18,000	4,924	(13,076)	5,500
Concessions-Fair Food	42000-00-62-100	1,400,000	1,005,671	(394,329)	1,105,238
Concessions-New Vendor Fees	42000-01-62-100	2,300	2,800	500	3,200
Concessions-Facility Rentals-Other Food	42001-00-62-200	0	0	0	0
Concessions-Horse Racing-Turf Club	42001-00-62-300	0	0	0	0
Concessions-Facility Rentals-Food/Beverage	42002-00-62-200	300,000	862,002	562,002	948,202
Concessions-Horse Racing-Food	42002-00-62-300	0	0	0	0
Concessions-Horse Racing-Beverage	42003-00-62-300	0	0	0	0
Concessions-Fair Convenience Fees	42004-00-62-100	7,750	12,577	4,827	13,000
Concessions-Fair -Commercial	42010-00-62-100	307,000	354,815	47,815	354,815
Parking-Gates-Fair	45001-00-62-100	440,000	399,540	(40,460)	425,000
Parking-Concessions-Fair	45002-00-62-100	8,800	14,420	5,620	15,000
Parking-Stock Trucks-Fair	45003-00-62-100	2,500	3,980	1,480	4,000
Parking-Golf Carts-Fair	45004-00-62-100	450	0	(450)	0
Camping Fees- Fair	46500-00-62-100	74,000	81,499	7,499	89,648
Utility Fees-Fair	48504-00-62-100	34,000	29,340	(4,660)	41,070
<b>TOTAL CONCESSIONS/CARNIVAL REVENUE</b>		<b>4,254,800</b>	<b>4,264,144</b>	<b>9,344</b>	<b>4,717,803</b>

## Detail of Expenditures

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>EXHIBITS REVENUE:</b>					
Entry Fees-Agriculture	42500-03-63-100	500	275	(225)	275
Entry Fees-Large Livestock	42500-08-63-100	29,000	25,425	(3,575)	25,425
Entry Fees-Photography	42500-09-63-100	800	820	20	820
Entry Fees-Small Livestock	42500-11-63-100	1,500	1,239	(261)	1,239
Entry Fees-Pro Arts	42500-18-63-100	4,750	4,220	(530)	4,220
Entry Fees-Open Horse Show	42511-00-63-100	4,000	626	(3,374)	4,000
Entry Fees-4H Horse Show	42521-00-63-100	4,000	-52	(4,052)	4,000
Donated Awards	44500-00-63-100	5,000	4,550	(450)	4,550
Parking-Junior Livestock	45005-00-63-100	1,000	8,020	7,020	8,020
Camping Fees-Open Horse Show	46511-00-63-100	500	0	(500)	500
Camping Fees-4H Horse Show	46512-00-63-100	0	0	0	0
Sponsored Award-Open Horse Show	48011-00-63-100	800	0	-800	1,000
Stalls/Grounds Fees-Open Horse Show	48111-00-63-100	4,000	25	-3,975	4,000
Stalls/Grounds Fees-4H Horse Show	48121-00-63-100	200	-25	(225)	200
Prior Year Revenue	49000-00-63-100	0	0	0	0
Misc Revenue	49500-00-63-100	0	500	500	500
<b>TOTAL EXHIBITS REVENUE</b>		<b>56,050</b>	<b>45,623</b>	<b>-10,427</b>	<b>58,749</b>

## Detail of Expenditures

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>ADMINISTRATION EXPENSE:</b>					
Permanent Wages	50000-00-10-400	196,410	227,891	31,481	310,000
Temp Wages-Fair	50100-00-10-100	41,000	53,009	12,009	55,000
Temp Wages-Non Fair	50100-00-10-400	16,740	23,575	6,835	26,500
Temp Wages-Livestock Jackpot	50100-00-10-700	0	0	0	0
PTO Wages-Sick Leave	50200-00-10-400	450	88	(362)	100
Compensated Absence Expense	50301-00-10-400	20,000	0	(20,000)	0
Permanent O/T-Fair	50400-00-10-100	2,125	4,100	1,975	4,600
Permanent O/T-Non Fair	50400-00-10-400	1,140	328	(812)	328
Employee Benefits-Fair	51000-00-10-100	950	11,004	10,054	12,500
Employee Benefits-Non Fair	51000-00-10-400	42,000	107,400	65,400	117,401
Payroll Taxes-Fair	51100-00-10-100	1,500	3,607	2,107	3,970
Payroll Taxes-Non Fair	51100-00-10-400	17,000	16,840	(160)	17,525
Worker's Compensation Insurance	51200-00-10-400	19,500	28,739	9,239	31,000
Worker's Compensation Insurance - fair	51200-00-10-100	0	5,227	5,227	5,500
Audit Expense	51300-00-10-400	17,000	0	(17,000)	124,000
Directors' Expense-Fair	56000-00-10-100	15,000	8,791	(6,209)	15,000
Directors' Expense-Travel	56000-00-10-400	4,500	0	(4,500)	5,000
Directors' Expense-Board Meetings	56001-00-10-400	1,500	1,376	(124)	1,500
Dues/Fees/Subscriptions	57000-00-10-400	6,000	1,176	(4,824)	1,200
Insurance-Fair	60000-00-10-100	0	0	0	0
Insurance-Non Fair	60000-00-10-400	168,898	272,111	103,213	312,000
Insurance-Unemployment	60001-00-10-400	40,000	16,974	(23,026)	18,671
Equipment Maintenance	64001-00-10-400	5,700	6,261	561	6,000
Equipment Maintenance-Computer	64001-01-10-400	5,000	1,192	(3,808)	1,500
Junior Fair Board	65000-00-10-100	0	0	0	1,000
Legal Expense	65000-00-10-400	25,000	340	(24,660)	500
Personnel Expense	65001-00-10-400	500	0	(500)	0
Postage	67000-00-10-400	2,000	1,540	(460)	1,700
Professional Services-Fair-Buses	69000-00-10-100	254,000	255,567	1,567	285,000
Professional Services-Non Fair	69000-00-10-400	500	9,588	9,088	15,000
Professional Services-Livestock Jackpot	69000-00-10-700	0	0	0	0
Pub-P/R Admin	71002-00-10-400	0	0	0	0
Equipment Rent-Fair-Metal Detectors	72001-00-10-100	30,000	15,340	(14,660)	30,000
Equipment Rent-Non Fair	72001-00-10-400	3,000	5,197	2,197	5,197
Supplies & Expense-Fair	74000-00-10-100	55,000	111,398	56,398	125,000
Supplies & Expense-Non Fair	74000-00-10-400	30,000	43,525	13,525	30,000
Supplies & Expense-Spring Fair	74000-00-10-700	0	0	0	0
Supplies & Expense-Sponsorships	74000-01-10-400	0	160	160	0
Supplies & Expense-Computer Support	74001-00-10-400	7,000	38,511	31,511	25,000
Telephone Expense	75000-00-10-400	8,000	8,837	837	9,000
Training Expense	76000-00-10-400	5,000	1,811	(3,189)	10,000
Travel Expenses-Manager	77000-00-10-400	3,000	4,388	1,388	3,000
Travel Expense-Other Admin	77002-00-10-400	2,000	1,144	(856)	4,000
<b>TOTAL ADMINISTRATION EXPENSES</b>		<b>1,047,413</b>	<b>1,287,035</b>	<b>239,622</b>	<b>1,613,692</b>



## Details of Expenditures

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>ACCOUNTING/FINANCE EXPENSE:</b>					
Permanent Wages	50000-00-20-400	57,834	37,408	(20426)	75,000
Temporary Wages-Non Fair	50100-00-20-400	11,050	21,403	10353	35,000
PTO-Wages	50200-00-20-400	0	136	136	136
Permanent O/T-Fair	50400-00-20-100	2,008	2,676	668	3,000
Permanent O/T-Non Fair	50400-00-20-400	0	310	310	1,500
Employee Benefits	51000-00-20-400	15,250	26,211	10961	27,500
Payroll Taxes	51100-00-20-400	5,500	3,521	(1979)	4,000
Worker's Compensation Insurance	51200-00-20-400	3,000	0	(3000)	0
Bad Debt Expense	53000-00-20-400	0	0	0	0
Interest Expense-Loans	61000-00-20-400	0	0	0	0
Interest Expense-Payables	61000-01-20-400	500	1,443	943	1,443
Professional Services	69000-00-20-400	300	6,024	5724	20,000
Equipment Rent	72001-00-20-400	0	0	0	0
Supplies & Expense	74000-00-20-400	1,000	1,811	811	2,000
Telephone Expense	75000-00-20-400	0	0	0	0
Travel Expense	77000-00-20-400	1,800	1,386	(414)	2,000
<b>TOTAL ACCOUNTING/FINANCE EXPENSE</b>		<b>98,242</b>	<b>102,329</b>	<b>4,087</b>	<b>171,579</b>
<b>HORSE RACING EXPENSE:</b>					
Permanent Wages	50000-00-31-300	0	0	0	0
Temporary Wages-Clerks	50100-00-31-300	0	0	0	0
Temporary Wages-Janitorial	50100-01-31-300	0	0	0	0
Temporary Wages-Security	50100-02-31-300	0	0	0	0
Temporary Wages-Parking	50100-03-31-300	0	0	0	0
Temporary Wages-Box Office	50100-04-31-300	0	0	0	0
PTO-Wages	50200-00-31-300	0	0	0	0
Permanent O/T	50400-00-31-300	0	0	0	0
Employee Benefits	51000-00-31-300	0	0	0	0
Payroll Taxes	51100-00-31-300	0	0	0	0
Worker's Compensation Insurance	51200-00-31-300	0	0	0	0
Advertising	52000-00-31-300	0	0	0	0
CARF Dues	57000-00-31-300	0	4,498	4,498	4,500
Equipment Maintenance	64001-00-31-300	1,500	0	(1,500)	1,500
Professional Services	69000-00-31-300	0	0	0	0
Promotional Expense	71000-00-31-300	0	0	0	0
Equipment Rent	72001-00-31-300	0	0	0	0
Supplies & Expense	74000-00-31-300	0	0	0	0
Supplies & Expense-Racing Programs	74001-00-31-300	0	236	236	236
Supplies & Expense-Parking	74003-00-31-300	0	0	0	0
Supplies & Expense-Beach Lot	74004-00-31-300	0	0	0	0
Telephone Expense	75000-00-31-300	0	0	0	0
Travel Expense	77000-00-31-300	0	0	0	0
Refuse/Waste Expense	78000-00-31-300	9,000	26,791	17,791	37,500
<b>TOTAL HORSE RACING EXPENSE</b>		<b>10,500</b>	<b>31,525</b>	<b>21,025</b>	<b>43,736</b>

## Detail of Expenditures

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>EVENT SERVICES (SECURITY) EXPENSE:</b>					
Permanent Wages	50000-00-32-200	34,422	30,984	(3,438)	37,440
Temporary Wages-Fair -Security	501000-00-32-100	6,460	12,089	5,629	13,289
Temporary Wages-NF-Security	50100-01-32-200	83,200	72,557	(10,643)	79,000
PTO-Wages	50200-00-32-200	500	961	461	961
Perm O/T-Fair	50400-00-32-100	0	1,671	1,671	1,671
Perm O/T-Non-Fair	50400-00-32-200	1,263	378	(885)	378
Employee Benefits-Fair	51000-00-32-100	50	31	(19)	31
Employee Benefits-Non Fair	51000-00-32-200	23,000	35,917	12,917	39,508
Payroll Taxes-Fair	51100-00-32-100	150	303	153	303
Payroll Taxes-Non Fair	51100-00-32-200	7,600	4,585	(3,015)	5,000
Worker's Compensation Insurance	51200-30-32-200	15,000	1,122	(13,878)	1,500
Worker's Compensation Insurance fair	51200-30-32-200	0	9,629	9,629	11,000
Equipment Maintenance	64001-00-32-200	0	0	0	0
Professional Services-Medical-Fair	69000-00-32-100	17,000	135,279	118,279	148,806
Professional Services-Outside Security-Fair	69001-00-32-100	895,000	681,136	(213,864)	800,000
Professional Services-Outside Security-Non Fair	69001-00-32-200	162,000	159,888	(2,112)	175,000
Public Relations	71002-00-32-200	0	0	0	0
Rent-Shuttle Parking	72000-00-32-100	13,000	13,890	890	13,000
Rent-Land/Buildings	72000-01-32-200	0	0	0	0
Equipment Rent-Fair	72001-00-32-100	14,000	22,656	8,656	20,000
Equipment Rent-Non Fair	72001-00-32-200	1,000	6,534	5,534	5,000
Supplies & Expense-Fair	74000-00-32-100	8,000	39,234	31,234	40,000
Supplies & Expense-Non Fair	74000-00-32-200	500	2,296	1,796	1,500
Supplies & Expense- Event Svcs Parking	74001-00-32-200	2,000	54	(1,946)	54
Supplies & Expense- Event Svcs Beach Lot	74003-00-32-200	2,000	2,355	355	2,000
Telephone Expense	75000-00-32-200	0	0	0	0
Travel Expense	77000-00-32-200	0	0	0	0
<b>TOTAL EVENT SERVICES (SECURITY) EXPENSE</b>		<b>1,286,145</b>	<b>1,233,549</b>	<b>-52,596</b>	<b>1,395,441</b>
<b>FACILITY SALES/RENTAL EXPENSE:</b>					
Permanent Wages	50000-00-33-200	68,310	59,353	(8,957)	68,000
Temporary Wages	50100-00-33-200	22,464	24,424	1,960	25,000
PTO Wages- Facility Sales	50200-00-33-400	0	0	0	0
Permanent O/T-Fair	50400-00-33-100	2,391	5,637	3,246	5,637
Permanent O/T-Non Fair	50400-00-33-200	3,500	716	(2,784)	716
Employee Benefits	51000-00-33-200	25,000	36,365	11,365	36,365
Payroll Taxes	51100-00-33-200	7,500	5,175	(2,325)	5,175
Worker's Compensation Insurance	51200-00-33-200	10,000	7,880	(2,120)	8,500
Worker's Compensation Insurance	51200-00-33-200		491	491	600
Professional Services-Non Fair	69000-00-33-200	30,000	49,331	19,331	52,000
Public Relations	71002-00-33-200	0	0	0	0
Equipment Rent	72001-00-33-200	32,396	467	(31,929)	467
Supplies & Expense	74000-00-33-200	800	159	(641)	159
Telephone Expense	75000-00-33-200	720	354	(366)	354
Travel Expense	77000-00-33-200	1,500	522	(978)	522
Refuse/Waste Expense	78000-00-33-200	15,000	40,593	25,593	56,000
<b>TOTAL FACILITY SALES/RENTAL EXPENSE</b>		<b>219,581</b>	<b>231,466</b>	<b>11,885</b>	<b>259,495</b>



## Detail of Expenditures

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>MAINTENANCE EXPENSE:</b>					
Permanent Wages	50000-00-34-400	114,096	100,002	(14,094)	230,000
Temporary Wages-Fair	50100-00-34-100	145,000	16,653	(128,347)	145,000
Temporary Wages-Standby	50100-00-34-400	135,000	253,336	118,336	150,000
Temporary Wages-Bldgs/Grounds	50100-01-34-400	115,000	230,400	115,400	175,000
Temporary Wages-Day Projects	50100-03-34-400	0	0	0	0
PTO Wages (Sick Leave)	50200-00-34-400	1,500	1,423	(77)	1,500
Permanent O/T-Fair	50400-00-34-100	4,185	3,861	(324)	4,000
Permanent O/T-Non Fair	50400-00-34-400	2,000	4,095	2,095	2,000
Employee Benefits-Fair	51000-00-34-100	2,250	67	(2,183)	2,200
Employee Benefits-Non Fair	51000-00-34-400	60,000	112,024	52,024	115,000
Payroll Taxes-Fair	51100-00-34-100	5,500	537	(4,963)	537
Payroll Taxes-Non Fair	51000-00-34-400	0	28,860	28,860	30,000
Worker's Compensation Insurance	51200-00-34-400	38,000	54,784	16,784	59,000
Worker's Compensation Insurance fair	51200-00-34-100		1,673	1,673	1,800
Insurance-Vehicles	60000-00-34-400	10,000	27,137	17,137	29,837
Utilities-Fair	63000-00-34-100	0	19	19	19
Utilities-Electrical	63000-00-34-400	390,000	455,713	65,713	501,284
Utilities-Gas/Propane	63001-00-34-400	25,000	38,881	13,881	39,200
Utilities-Water	63002-00-34-400	100,000	127,044	27,044	177,044
Equipment Maintenance	64001-00-34-400	18,000	64,194	46,194	65,000
Professional Services-Fair	69000-00-34-100	250,000	223,596	(26,404)	250,000
Professional Services-Non Fair	69000-00-34-400	60,000	149,415	89,415	100,000
Equipment Rent-Fair	72001-00-34-100	90,000	176,261	86,261	175,000
Equipment Rent-Non Fair	72001-00-34-400	8,000	22,321	14,321	20,000
Sup & Exp-Bldgs/Grounds-Fair	74000-00-34-100	80,000	103,573	23,573	100,000
Sup & Exp-Bldgs/Grounds-Non Fair	74000-00-34-400	55,000	108,501	53,501	100,000
Sup & Exp-Office Expense-Fair	74002-00-34-100	2,000	226	(1,774)	226
Sup & Exp-Office Expense-Non Fair	74002-00-34-400	2,000	975	(1,025)	975
Supplies & Expense-Modular	74005-00-34-400	1,000	1,330	330	1,330
Telephone Expense	75000-00-34-400	0	0	0	0
Travel Expense	77000-00-34-400	1,000	0	(1,000)	1,000
Refuse/Waste Expense-Fair	78000-00-34-100	45,000	0	(45,000)	0
Refuse/Waste Expense-Non Fair	78000-00-34-400	5,000	17,375	12,375	18,000
<b>TOTAL MAINTENANCE EXPENSE</b>		<b>1,764,531</b>	<b>2,324,276</b>	<b>559,745</b>	<b>2,494,952</b>

## Detail of Expenditures

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>SPONSORSHIP DEVELOPMENT EXPENSE:</b>					
Temporary Wages	50100-00-40-100	0	0	0	0
Employee Benefits	51000-00-40-100	0	0	0	0
Payroll Taxes	51100-00-40-100	0	0	0	0
Professional Services	69000-00-40-100	153,500	146,206	(7,294)	150,000
Equipment Rent	72001-00-40-100	49,000	69,785	20,785	89,000
Supplies & Expense-Office	74000-00-40-100	7,000	3,935	(3,065)	3,000
Supplies & Expense-Banners	74000-02-40-100	10,000	5,381	(4,619)	5,000
<b>TOTAL SPONSORSHIP EXPENSE</b>		<b>219,500</b>	<b>225,307</b>	<b>5,807</b>	<b>247,000</b>
<b>PUBLICITY/MARKETING EXPENSE:</b>					
Permanent Wages	50000-00-50-400	0	0	0	0
Temporary Wages-Fair	50100-00-50-100	0	0	0	0
Temporary Wages-Non Fair	50100-00-50-400	0	0	0	0
PTO Wages- Sick Leave	50200-00-50-400	0	0	0	0
Permanent O/T-Fair	50400-00-50-100	0	0	0	0
Employee Benefits-Fair	51000-00-50-100	0	0	0	0
Employee Benefits-Non Fair	51000-00-50-400	0	0	0	0
Payroll Taxes-Fair	51100-00-50-100	0	0	0	0
Payroll Taxes-Non Fair	51100-00-50-400	0	0	0	0
Worker's Compensation Insurance	51200-00-50-400	0	0	0	0
Advertising-General Fair	52000-00-50-100	110,000	103,821	(6,179)	130,000
Advertising-General Non Fair	52000-00-50-400	10,000	2,632	(7,368)	7,500
Professional Services-Fair	69000-00-50-100	27,000	20,404	(6,596)	66,000
Professional Services-Non Fair	69000-00-50-400	27,000	38,197	11,197	44,500
Program Printing	70000-00-50-100	2,000	0	(2,000)	20,000
Promotional-Fair	71000-00-50-100	55,000	24,393	(30,607)	25,000
Promotional-Non Fair	71000-00-50-400	2,500	-221	(2,721)	0
Publicity-Prefair	71003-00-50-100	1,000	0	(1,000)	0
Equipment Rent-Fair	72001-00-50-100	550	0	(550)	0
Supplies & Expense-Office-Fair	74000-00-50-100	500	446	(54)	3,500
Supplies & Expense-Office-Non Fair	74000-00-50-400	200	1,550	1,350	5,000
Supplies & Expense-Fair Poster	74001-00-50-100	8,000	4,203	(3,797)	8,000
Travel Expense	77000-00-50-400	0	0	0	0
		<b>243,750</b>	<b>195,425</b>	<b>-48,325</b>	<b>309,500</b>

## Detail of Expenditures

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>ADMISSIONS EXPENSE:</b>					
Temporary Wages-Gates	50100-00-60-100	75,000	29,293	-45,707	30,000
Employee Benefits	51000-00-60-100	650	1,819	1,169	1,819
Payroll Taxes	51100-00-60-100	1,300	626	(674)	626
Worker's Compensation Insurance	51200-00-60-100	4,000	0	(4,000)	0
Professional Services	69000-00-60-100	40,198	17,756	(22,442)	17,756
Fair Parade (Cattle Drive)	71000-00-60-100	0	0	0	25,000
Supplies & Expense-Credentials	74000-00-60-100	10,000	11,733	1,733	10,000
Supplies & Expense-Admissions	74001-00-60-100	25,000	62,483	37,483	75,000
Supplies & Ezpense- Metrolink	74003-00-60-100	0	0	0	0
<b>TOTAL ADMISSIONS EXPENSE</b>		<b>156,148</b>	<b>123,710</b>	<b>-32,438</b>	<b>160,201</b>
<b>ENTERTAINMENT EXPENSE:</b>					
Temporary Wages-Grounds	50100-00-61-100	0	0	0	0
Temporary Wages-Grandstands	50100-01-61-100	850	0	(850)	0
Employee Benefits	51000-00-61-100	10	0	(10)	0
Payroll Taxes- Entertainment	51100-00-61-100	15	0	(15)	0
Payroll Taxes-Fair	51100-01-61-100	0	0	0	0
Worker's Compensation Insurance	51200-00-61-100	100	0	(100)	0
Rodeo-Fair	58000-00-61-100	149,000	146,540	(2,460)	160,000
Grounds Entertainment	58001-00-61-100	160,000	233,590	73,590	300,000
Motor Sports-Grandstands	58002-00-61-100	0	0	0	50,000
General Concerts-Grandstands	58003-00-61-100	880,000	800,799	(79,201)	1,200,000
Supplies & Expense-Grandstands	74006-00-61-100	250,000	250,606	606	450,000
Supplies & Expense-Grounds	74007-00-61-100	63,000	114,213	51,213	215,000
<b>TOTAL ENTERTAINMENT EXPENSE</b>		<b>1,502,975</b>	<b>1,545,748</b>	<b>42,773</b>	<b>2,375,000</b>
<b>CONCESSIONS/CARNIVAL EXPENSE:</b>					
Temporary Wages-Carnival	50100-00-62-100	54,000	56,135	2,135	40,000
Payroll Taxes-Carnival	51100-00-62-100	1,500	1,363	(137)	900
Tents/Booths	57807-00-62-100	110,000	98,163	(11,837)	98,163
Souvenir Booth	57809-00-62-100	0	0	0	0
Professional Services-Carnival	69000-00-62-100	50,000	24,520	(25,480)	24,520
Carnival Tickets	69002-00-62-100	2,500	0	(2,500)	0
Supplies & Expense-Carnival	69005-00-62-100	95,000	134,238	39,238	120,000
Supplies & Expense-Concessions	74000-00-62-100	8,500	8,641	141	8,641
<b>TOTAL CONCESSIONS/CARNIVAL EXPENSE</b>		<b>321,500</b>	<b>323,060</b>	<b>1,560</b>	<b>292,224</b>



## Detail of Expenditures

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>EXHIBITS EXPENSE:</b>					
Permanent Wages	50000-00-63-100	0	0	0	0
Temporary Wages-Exhibits	50100-00-63-100	30,000	24,462	(5,538)	24,462
Temporary Wages-Open Horse Show	50100-01-63-100	0	0	0	0
Temporary Wages-4H Horse Show	50100-02-63-100	0	0	0	0
Temporary Wages-Agriculture	50100-03-63-100	1,000	2,162	1,162	2,162
Temporary Wages-Fishes & Friends	50100-04-63-100	0	0	0	0
Temporary Wages-Floriculture	50100-05-63-100	19,000	6,457	(12,543)	6,457
Temporary Wages-Gem & Minerals	50100-06-63-100	0	0	0	0
Temporary Wages-Home Arts	50100-07-63-100	0	0	0	0
Temporary Wages-Large Livestock	50100-08-63-100	0	0	0	0
Temporary Wages-Photography	50100-09-63-100	0	0	0	0
Temporary Wages-Small Livestock	50100-11-63-100	1,000	0	(1,000)	0
Temporary Wages-Youth	50100-12-63-100	2,000	1,740	(260)	1,740
Temporary Wages-Youth In Action	50100-13-63-100	0	0	0	0
Temporary Wages-Premiums	50100-15-63-100	0	0	0	0
Temporary Wages-Pro Arts	50100-18-63-100	0	0	0	0
PTO Wages-Sick Leave	50200-00-63-100	0	880	880	880
Permanent O/T	50400-00-63-100	0	25	25	25
Employee Benefits	51000-00-63-100	500	5,265	4,765	5,265
Payroll Taxes	51100-00-63-100	850	1,879	1,029	1,879
Worker's Compensation Insurance	51200-00-63-100	500	2,914	2,414	3,500
Cash Awards-Premiums	66000-00-63-100	95,000	92,967	(2,033)	92,967
Cash Awards-Open Horse Show	66000-01-63-100	0	0	0	0
Cash Awards-4H Horse Show	66000-02-63-100	0	0	0	0
Trophies/Ribbons	66001-00-63-100	20,000	6,799	(13,201)	6,799
Sponsored Cash- Exhibits	66002-00-63-100	500	0	(500)	0
Prefair-Volunteer Event	71000-00-63-100	0	644	644	644
Sup & Exp-General Departments	74000-00-63-100	28,000	18,914	(9,086)	18,914
Sup & Exp-Open Horse Show	74000-01-63-100	17,000	500	(16,500)	500
Sup & Exp-4H Horse Show	74000-02-63-100	9,000	0	(9,000)	0
Sup & Exp-Agriculture	74000-03-63-100	16,000	13,840	(2,160)	13,840
Sup & Exp-Fishes & Friends	74000-04-63-100	0	0	0	0
Sup & Exp-Floriculture	74000-05-63-100	17,150	21,251	4,101	21,251
Sup & Exp-Gem & Minerals	74000-06-63-100	10,000	7,661	(2,339)	7,661
Sup & Exp-Home Arts	74000-07-63-100	9,000	9,628	628	9,628
Sup & Exp-Large Livestock	74000-08-63-100	46,900	49,762	2,862	46,762
Sup & Exp-Photography	74000-09-63-100	8,300	6,323	(1,977)	6,323
Sup & Exp-Small Livestock	74000-11-63-100	17,620	50,266	32,646	50,266
Sup & Exp-Youth	74000-12-63-100	10,125	8,906	(1,219)	8,906
<b>EXHIBITS SUBTOTAL</b>		<b>359,445</b>	<b>333,245</b>	<b>(26,201)</b>	<b>330,831</b>



## Detail of Expenditures

	Acct. No.	Budgeted 2023	Year-To-Date 2023	Variance 2023	Proposed 2024
<b>NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):</b>					
Equipment Purchase-Administration	87500-00-10-500	0	3,097	3,097	3,000
Equipment Purchase-Accounting/Finance	87500-00-20-500	0	0	0	0
Equipment Purchase-Horse Racing	87500-00-31-500	0	0	0	0
Equipment Purchase-Beachfront Lot	87500-01-31-500	0	0	0	0
Equipment Purchase-Event Services (Security)	87500-00-32-500	0	0	0	0
Equipment Purchase-Facility Sales/Rental	87500-00-33-500	0	0	0	0
Equipment Purchase-Maintenance	87500-00-34-500	17,458	8,153	(9,305)	25,000
Equipment Purchase-Publicity/Marketing	87500-00-50-500	0	0	0	0
Equipment Purchase-Exhibits	87500-00-63-500	0	0	0	0
Equipment Purchase-Vehicles	87501-00-34-500	0	772	772	772
Equipment Purchase-Computer Room	87503-00-34-500	0	0	0	0
Equipment Replacement- Horse Racing	87500-00-31-300	0	0	0	0
<b>TOTAL EQUIPMENT EXPENSE</b>		<b>17,458</b>	<b>12,022</b>	<b>(5,436)</b>	<b>28,772</b>
<b>PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:</b>					
PYEA-Administration	85000-00-10-400	4,300	(8,041)	(12,341)	4,000
PYEA-Horse Racing	85000-00-31-300	0	58,472	58,472	0
PYEA-Bad Debt Expense	85000-00-20-400	0	0	0	0
<b>TOTAL PRIOR YEAR EXPENSE</b>		<b>4,300</b>	<b>50,431</b>	<b>46,131</b>	<b>4,000</b>
<b>CASH SHORTAGES &amp; OVERAGES:</b>					
Administration	80000-00-10-400	800	2,282	1,482	1,000
Horse Racing	80000-00-31-300	0	0	0	0
<b>TOTAL CASH (OVER)/UNDER</b>		<b>800</b>	<b>2,282</b>	<b>1,482</b>	<b>1,000</b>
<b>DEPRECIATION EXPENSE: (From: Sch 7 / To: Pg. 1)</b>	90000	0	409,000	0	409,000
<b>*PENSION EXPENSE: (To: Pg. 1)</b>	96000	0	0	0	0
<b>OTHER OPERATING EXPENSE:</b>					
Loss on Sale of Asset	94010				
Other Expenses					
<b>TOTAL OTHER OPERATING EXPENSE</b>	94000	0	0	0	0



Permanent Positions on Roster for 2024

Filled, Vacant, and Proposed

ACCT. NO.	Expenditure Classification CIVIL SERVICE CLASS TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
	<b>Administration</b>						
50000-00-10-400	CEO/Manager	1/1/2024	12	10,316.00	Mth	92,844	
						0	92,844
	Deputy Manager	1/1/2024	12	5,589.00	Mth	67,068	
						0	67,068
	Exhibits II	1/1/2024	12	3,941.00	Mth	47,292	
						0	47,292
	Events Coordinator	1/1/2024	12	4,726.00	Mth	56,712	
						0	56,712
	Business Assistant I	7/1/2024	6	3,623.00	Mth	21,738	
						0	21,738
	Staff Services Analyst	7/1/2024	6	3,640.00	Mth	21,840	
						0	21,840
50400-00-10-100	Overtime (EC)		121.85	44.30			5,398
50400-00-10-100	Overtime (ExII)		53.45	36.95			1,975
	<b>Total Administration Wages</b>						<b>314,867</b>
	<b>Facility Sales</b>						
50000-00-33-200	Satellite Assistant Supervisor	1/1/2024	12	5,499.00	Mth	65,988	
					Mth	0	
					Mth	0	65,988
	<b>Total Facility Sales Wages</b>						<b>65,988</b>

Permanent Positions on Roster for 2024

Filled, Vacant, and Proposed

ACCT. NO.	Expenditure Classification CIVIL SERVICE CLASS TITLE	Proposed Hiring/Anniv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
50400-00-33-100	Overtime - Fair (Hrs)		139.42	47.59			6,635
50400-00-33-200	Overtime - NF (Hrs)		17.75	47.59			845
	<b>Maintenance</b>						
50000-00-34-400					Mth	0	
	Custodian I	1/1/2024	12	3,263.00	Mth	39,156	39,156
						0	0
							0
							<b>39,156</b>
50400-00-32-100	Overtime - Fair (Hrs)		140.75	28.34			3,989
50400-00-32-400	Overtime - Non Fair (Hrs)						
	Maint. & Operations Supervisor I	7/1/2024	6	4,857.00	Mth	29,142	
						0	29,142
						0	0
	Maint. Worker	1/1/2024	6	4,812.00	Mth	28,872	
						0	28,872
	Maint. Worker	1/1/2024	12	4,812.00	Mth	57,744	
						0	57,744
	Maint. Worker	7/1/2024	6	4,179.00	Mth	25,074	
						0	25,074
	Maint. Worker	7/1/2024	6	4,179.00	Mth	25,074	
						0	25,074
	<b>Total Maintenance Wages</b>						<b>205,062</b>
50400-00-34-100	Overtime-Fair (Hrs)		95.5	41.64			3,977
50400-00-34-400	Overtime-Non Fair		147.75	41.64			6,152



**PROPERTY, PLANT & EQUIPMENT  
PROPOSED ACQUISITIONS & DISPOSITIONS**

31st District Agricultural Association  
(Legal Name of Fair)

Ventura, CA  
(Location)

	Estimated 2022	Proposed 2023
<b>PROPERTY, PLANT &amp; EQUIPMENT (PP&amp;E), January 1:</b>	<b>\$18,440,210</b>	<b>\$18,634,264</b>
<b>ACQUISITIONS OF FIXED ASSETS:</b>		
Land	0	0
Buildings & Improvements:		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Building Improvements		390,000
Land Improvements	0	0
New Construction	0	0
Construction in Progress	173,042	0
Equipment   Forklift	21,011	0
Other Fixed Assets	0	0
Other:	0	0
<b>TOTAL ACQUISITIONS OF FIXED ASSETS</b>	<b>194,054</b>	<b>390,000</b>
<b>TOTAL PP&amp;E BEFORE DISPOSITIONS &amp; DEPRECIATION</b>	<b>18,634,264</b>	<b>19,024,264</b>
<b>DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):</b>		
Land	0	0
Buildings & Improvements	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
<b>TOTAL DISPOSITIONS OF FIXED ASSETS</b>	<b>0</b>	<b>0</b>
<b>PP&amp;E BEFORE DEPRECIATION, December 31</b>	<b>18,634,264</b>	<b>19,024,264</b>
<b>DEPRECIATION:</b>		
Accumulated Depreciation, January 1	14,587,232	14,996,232
Less A/D on Dispositions of Fixed Assets above	0	
Less/Add: Prior Year Audit Adjustment		
Annual Depreciation Expense (from page 15E)	409,000	409,000
Accumulated Depreciation, December 31	14,996,232	15,405,232
<b>PP&amp;E, NET OF DEPRECIATION, December 31</b>	<b>3,638,032</b>	<b>3,619,032</b>
<b>LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)</b>	<b>0</b>	<b>0</b>
<b>INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)</b>	<b>\$3,638,032</b>	<b>\$3,619,032</b>

**NON-FAIR FUNDS RECONCILIATION  
FOR CAPITALIZED PROJECTS**

31st District Agricultural Association  
(Legal Name of Fair)

	Account Number	Estimated 2022	Proposed 2023
SUMMARY: January 1 to December 31			
PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue)		\$0	\$0
RESOURCES ACQUIRED (Both cash rec'd & funds held at CCA)			
Revenue Generating Funds	31900	0	0
Major Maintenance (MMP) Funds	31900	0	0
ADA Funds	31900	0	0
Infrastructure Matching Grants Fund	31900	0	0
Infrastructure Loan Program	31900	0	0
Replenishment Fund (Investment Capital)	31900	0	0
Environmental Investment Program	31900	0	0
Operational Support Funds	31900	0	0
Flex Capital Funds (Used for capitalized assets only)	31900	0	0
Grants from Outside Entities	31900	244884.73	0
CARF Funds	31900	0	0
<b>TOTAL RESOURCES</b>		244,885	0
RESOURCES APPLIED (Run through Fair's accounting system) :			
Construction in Progress	19000	191373.48	0
Land	19100	0	0
Buildings & Improvements	19200	32500	0
Equipment	19300	21011.25	0
Leasehold Improvements	19400	0	0
Other (Specify)		0	0
<b>TOTAL Non-Fair Funds Run Through Fair's Books</b>		244,885	0
RESOURCES APPLIED (Paid directly by CCA)			
Construction in Progress	19000	0	0
Land	19100	0	0
Building & Improvements	19200	0	0
Equipment	19300	0	0
Leasehold Improvements	19400	0	0
Other (Specify)		0	0
<b>TOTAL Non-Fair Funds Paid Directly by CCA</b>		0	0
<b>FUNDS REMAINING (Show as Deferred Revenue)</b>			
		\$0	\$0



**Variance Report**

**Automatically prepared**

	Acct. No.	Budgeted vs. Actual Fluctuation		2023 Budgeted	2023 Actual	2024 Proposed	Actual vs. Proposed Fluctuation	
		\$ Change	% Change				\$ Change	% Change
<b>OPERATING REVENUES:</b>								
Administration	10	\$20,585	14.0%	\$147,200	\$167,785	\$138,700	(\$29,085)	-17.3%
Finance	20	(490)	-7.0%	7,000	6,510	6,750	240	3.7%
Horse Racing	31	203,480	238.5%	85,300	288,780	298,500	9,720	3.4%
Security	32	68,349	12.7%	538,000	606,349	668,625	62,276	10.3%
Facility Sales	33	201,005	20.2%	997,000	1,198,005	1,253,462	55,457	4.6%
Maintenance	34	58,921	51.7%	114,000	172,921	188,960	16,039	9.3%
Sponsorship	40	(9,388)	-1.8%	510,000	500,612	600,000	99,388	19.9%
Admissions	60	(207,313)	-8.3%	2,506,000	2,298,687	2,571,089	272,402	11.9%
Entertainment	61	(16,980)	-37.7%	45,000	28,020	1,173,020	1,145,000	4086.4%
Concessions	62	9,344	0.2%	4,254,800	4,264,144	4,717,803	453,659	10.6%
Exhibits	63	(10,427)	-18.6%	56,050	45,623	58,749	13,126	28.8%
<b>TOTAL OPERATING REVENUES</b>		<b>317,086</b>	<b>3.4%</b>	<b>9,260,350</b>	<b>9,577,436</b>	<b>11,675,658</b>	<b>2,098,222</b>	<b>21.9%</b>
<b>OPERATING EXPENDITURES:</b>								
Administration	10	239,622	22.9%	1,047,413	1,287,035	1,613,692	326,657	25.4%
Finance	20	4,087	4.2%	98,242	102,329	171,579	69,250	67.7%
Horse Racing	31	21,025	200.2%	10,500	31,525	43,736	12,211	38.7%
Security	32	(52,596)	-4.1%	1,286,145	1,233,549	1,395,441	161,892	13.1%
Facility Sales	33	11,885	5.4%	219,581	231,466	259,495	28,029	12.1%
Maintenance	34	559,745	31.7%	1,764,531	2,324,276	2,494,952	170,676	7.3%
Sponsorships	40	5,807	2.6%	219,500	225,307	247,000	21,693	9.6%
Publicity	50	(48,325)	-19.8%	243,750	195,425	309,500	114,075	58.4%
Admissions	60	(32,438)	-20.8%	156,148	123,710	160,201	36,491	29.5%
Entertainment	61	42,773	2.8%	1,502,975	1,545,748	2,375,000	829,252	53.6%
Concessions	62	1,560	0.5%	321,500	323,060	292,224	(30,836)	-9.5%
Exhibits	63	(35,841)	-9.3%	386,945	351,105	348,691	(2,414)	-0.7%
<b>TOTAL OPERATING EXPENDITURES</b>		<b>717,305</b>	<b>9.9%</b>	<b>7,257,230</b>	<b>7,974,535</b>	<b>9,711,511</b>	<b>1,736,976</b>	<b>21.8%</b>
<b>NET EFFECT</b>		<b>(\$400,219)</b>	<b>-20.0%</b>	<b>\$2,003,120</b>	<b>\$1,602,901</b>	<b>\$1,964,147</b>	<b>\$361,246</b>	<b>0</b>

Note: All variances of +/- 10% and +/- \$10,000 must be explained





**DESIGNATION OF APPLICANT'S AGENT RESOLUTION FOR NON-STATE AGENCIES**

BE IT RESOLVED BY THE Board of Directors OF THE Ventura County Fairgrounds  
 (Governing Body) (Name of Applicant)

THAT CEO, OR  
 (Title of Authorized Agent)

Deputy Manager, OR  
 (Title of Authorized Agent)

Sales Manager  
 (Title of Authorized Agent)

is hereby authorized to execute for and on behalf of the Ventura County Fairgrounds,  
 (Name of Applicant)

a public entity established under the laws of the State of California, this application and to file it with the California Governor's Office of Emergency Services for the purpose of obtaining federal financial assistance for any existing or future grant program, including, but not limited to any of the following:

- **Federally declared Disaster (DR), Fire Mitigation Assistance Grant (FMAG), California State Only Disaster (CDAA), Immediate Services Program (ISP), Hazard Mitigation Grant Program (HMGP), Building Resilient Infrastructure and Communities (BRIC), Legislative Pre-Disaster Mitigation Program (LPDM)**, under
- Public Law 93-288 as amended by the Robert T. Stafford Disaster Relief and Emergency Assistance Act of 1988, and/or state financial assistance under the California Disaster Assistance Act.
- **Flood Mitigation Assistance Program (FMA)**, under Section 1366 of the National Flood Insurance Act of 1968.
- **National Earthquake Hazards Reduction Program (NEHRP)** 42 U.S. Code 7704 (b) ((2) (A) (ix) and 42 U.S. Code 7704 (b) (2) (B) National Earthquake Hazards Reduction Program, and also The Consolidated Appropriations Act, 2018, Div. F, Department of Homeland Security Appropriations Act, 2018, Pub. L. No. 115-141
- **California Early Earthquake Warning (CEEW)** under CA Gov Code – Gov, Title 2, Div. 1, Chapter 7, Article 5, Sections 8587.8, 8587.11, 8587.12

That the Ventura County Fairgrounds, a public entity established under the  
 (Name of Applicant)

laws of the State of California, hereby authorizes its agent(s) to provide to the Governor's Office of Emergency Services for all matters pertaining to such state disaster assistance the assurances and agreements required.



**Please check the appropriate box below**

- This is a universal resolution and is effective for all open and future disasters/grants declared up to three (3) years following the date of approval.
- This is a disaster/grant specific resolution and is effective for only disaster/grant number(s): \_\_\_\_\_

Passed and approved this 16 day of April, 2024

**Guillermo Ceja, Vice President**

(Name and Title of Governing Body Representative)

**Leah Lacayo, Director**

(Name and Title of Governing Body Representative)

**Leslie Cornejo, Director**

(Name and Title of Governing Body Representative)

**CERTIFICATION**

I, **Dan Long**, duly appointed and **Board President** of  
 \_\_\_\_\_  
 (Name) (Title)

**Ventura County Fairgrounds**, do hereby certify that the above is a true and  
 \_\_\_\_\_  
 (Name of Applicant)

correct copy of a resolution passed and approved by the **Board of Directors**  
 \_\_\_\_\_  
 (Governing Body)

of the **Ventura County Fairgrounds** on the 16 day of April, 2024.  
 \_\_\_\_\_  
 (Name of Applicant)

**Board President**

(Signature)

(Title)





### Cal OES Form 130 Instructions

**A Designation of Applicant's Agent Resolution for Non-State Agencies is required of all Applicants to be eligible to receive funding. A new resolution must be submitted if a previously submitted resolution is older than three (3) years from the last date of approval, is invalid, or has not been submitted.**

When completing the Cal OES Form 130, Applicants should fill in the blanks on pages 1 and 2. The blanks are to be filled in as follows:

#### **Resolution Section:**

**Governing Body:** This is the group responsible for appointing and approving the Authorized Agents.

Examples include: Board of Directors, City Council, Board of Supervisors, Board of Education, etc.

**Name of Applicant:** The public entity established under the laws of the State of California.

Examples include: School District, Office of Education, City, County or Non-profit agency that has applied for the grant, such as: City of San Diego, Sacramento County, Burbank Unified School District, Napa County Office of Education, University Southern California.

**Authorized Agent:** These are the individuals that are authorized by the Governing Body to engage with the Federal Emergency Management Agency and the California Governor's Office of Emergency Services regarding grants for which they have applied. There are two ways of completing this section:

1. **Titles Only:** The titles of the Authorized Agents should be entered here, not their names. This allows the document to remain valid if an Authorized Agent leaves the position and is replaced by another individual. If "Titles Only" is the chosen method, this document must be accompanied by either a cover letter naming the Authorized Agents by name and title, or the Cal OES AA Names document. The supporting document can be completed by any authorized person within the Agency (e.g., administrative assistant, the Authorized Agent, secretary to the Director). It does not require the Governing Body's signature.
2. **Names and Titles:** If the Governing Body so chooses, the names **and** titles of the Authorized Agents would be listed. A new Cal OES Form 130 will be required if any of the Authorized Agents are replaced, leave the position listed on the document, or their title changes.



**Checking Universal or Disaster-Specific Box:** A Universal resolution is effective for all past disasters and for those declared up to three (3) years following the date of approval. Upon expiration it is no longer effective for new disasters, but it remains in effect for disasters declared prior to expiration. It remains effective until the disaster goes through closeout unless it is superseded by a newer resolution.

**Governing Body Representative:** These are the names and titles of the approving Board Members.

Examples include: Chairman of the Board, Director, Superintendent, etc. The names and titles **cannot** be one of the designated Authorized Agents. A minimum of three (3) approving board members must be listed. If less than three are present, meeting minutes must be attached in order to verify a quorum was met.

**Certification Section:**

**Name and Title:** This is the individual in attendance who recorded the creation and approval of this resolution.

Examples include: City Clerk, Secretary to the Board of Directors, County Clerk, etc. This person **cannot** be one of the designated Authorized Agents or Approving Board Member. If a person holds two positions (such as City Manager and Secretary to the Board) and the City Manager is to be listed as an Authorized Agent, then that person could sign the document as Secretary to the Board (not City Manager) to eliminate "Self-Certification."

## STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
24-041	Skyworx Drone Shows, LLC	Drone Show	\$113,500.00
24-048	Jimmy Ashley	Grounds Entertainment	\$8,400.00
24-049	Pacific Animal Productions	Grounds Entertainment	\$23,400.00
24-050	Uptown Funk - A Salute to Bruno Mars	Grounds Entertainment	\$7,000.00
24-051	Led Zepagain	Grounds Entertainment	\$7,500.00
24-052	Queen Nation	Grounds Entertainment	\$10,000.00
24-053	That's Entertainment International	Grounds Entertainment	\$14,500.00
24-054	Jeremy Shafer	Grounds Entertainment	\$10,200.00
24-055	The Puppets & Players Little Theatre	Grounds Entertainment	\$10,500.00



## Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT	LOCATION
24-045	Fueled By X LLC	Anime Expo	\$7,331.30	9/28/24 - 9/29/24	Santa Cruz Hall
24-046	Tabares Entertainment Inc.	Circus Vargas	\$12,960.00	5/24/24- 6/3/24	Lot A (Partial)
24-047	Ventura County Dog Fanciers Association	Dog Show	\$33,353.00	5/30/24-6/02/24	San Miguel, Anacapa, San Nicolas, McBride, WPC Center, Grounds (Various)
24-048	Wakam Memorial	Memorial	\$3,477.90	4/27/24	Santa Rosa Hall
24-049	Surf Rodeo LLC	Festival Event	\$29,736.00	7/5/24-7/6/24	Lot B, Grounds (Various)
24-050	Sports Content Creation LLC dba X Games	X Games	\$190,970.00	6/28/24-6/30/24	Full Grounds

## CONCESSION AGREEMENTS

24-075	Stitching Dreams	\$2,550
24-076	El Wicked Wardrobe	\$2,550
24-077	EROD Sports	\$3,825
24-078	International Treasures	\$2,550
24-079	Cali Dream Arts	\$4,025
24-080	Glittery	\$4,025
24-081	Get R Washed	\$1,275
24-082	Coollest Coolers	\$2,550
24-084	Kailani's Crafts	\$2,550
24-085	Rainbow Bridge	\$2,550
24-086	Sundance Engraving	\$2,550
24-087	Hortencia	\$2,750
24-088	Light of Life	\$2,550
24-089	Hidden Gems	\$2,550
24-090	Xtasis Designs	\$2,550
24-091	Tsuyakos Treasures	\$3,825
24-093	Ocean Psychic	\$2,550
24-094	DamonArts	\$3,825
24-095	Croc & My Style	\$2,550
24-096	Socks on the Rocks	\$1,275
24-097	Xochitl Mexican Candy	\$2,550
24-098	Native American Int. Treasures	\$2,550