

BOARD MEETING NOTICE

The 31st DAA Board of Directors will be holding a board meeting on

Tuesday, June 24th, 2025 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, Leah Lacayo, Miriam Mack, Shanté Morgan-Carter

STAFF

Heidi Ortiz, CEO, Jason Amelio, Sales Manager, Madalyn Johnson, Concessions Coordinator, Jenny Martin, Accounting Supervisor, Emilee Inez, Exhibits Supervisor, Gerry Duran, Maintenance, Megan Hook, PR and Marketing, Eryn Johnson, Office Assistant and Stephanie Mathewson, Executive Assistant

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.

AMERICANS WITH DISABILITIES ACT

Pursuant to the Americans 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: Heidi Ortiz, CEO

Tuesday, June 24th, 2025 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. NOTE: If you would like to comment on any item on the Agenda, please write the item # and either your name or a number to be able to call you up at that time. Unless it is an item that is up for discussion and a vote, we will not be able to discuss it with the public, but it will be part of the Public Record.

V. Presentations

A. Youth Poster Contest Unveiling

VI. Meeting Minutes (discussion and/or approval)

A. April 22nd, 2025 Board Meeting Minutes

VII. Financial Reports (discussion and/or approval)

A. Financials ending April 30th, 2025

VIII. New Business

A. Livestock Ownership Exception Requests

a. Diego Cervantes - Carpinteria FFA, Swine

- B. Discussion and possible action regarding Beach Parking Fee increase
- C. Discussion and possible action regarding 2026 and 2027 Fair Dates
- IX. Old Business**
 - A. 2025 Fair
 - B. Discussion and possible action regarding Building Naming Rights Policy
- X. Committee Meetings**
- XI. Board Correspondences**
 - A. Letters from Sarah and Bill Turner regarding participation in the Large Livestock Program
 - B. Letter from Delia Elynor Whitaker regarding Best of Show Awards
- XII. Consent Agenda: Items hereunder on the Consent Agenda are considered routine, not requiring separate discussion and will be enacted in one motion. Individual items A, 1-4, are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.**
 - A. Agreements
 - 1. Standard Agreements
 - 2. Rental Agreements – Interim
 - 3. Concession Agreements
 - 4. Judges Consent
- XIII. CEO Report**
- XIV. Presidents Report**
- XV. Director’s Comments**
- XVI. Future Agenda Items**
- XVII. Closed Session**

Pursuant to Gov. Code Section 11126(e)(2), the Board is authorized to meet in Closed Session for the purpose of conferring with and receiving advice from legal counsel regarding pending litigation.
- XVIII. 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: Heidi Ortiz, CEO

Tuesday, May 26th, 2025 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 9:02 a.m. and called to order by President Long.

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

Directors absent: Leslie Cornejo

Staff present: Heidi Ortiz, CEO, Jenny Martin, Accounting Supervisor, Emilee Inez, Exhibits Supervisor, Madalyn Johnson, Concessions Manager, Jason Amelio, Sales Manager, Megan Hook, Marketing & PR

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

II. Pledge of Allegiance

Vice President Ceja led all present in the Pledge of Allegiance.

III. Welcome and Introduction of Guests

1. Alex Mangone, Ventura City Council Liaison
2. Charles Southwick, Fairs & Expositions

IV. Public Comment on Items Not on the Agenda

1. Robert Seaton, a volunteer in the Amateur Arts Department shared his discontent with the restructuring of the Premiums Schedule.

V. Presentations

1. City of Ventura, Surfer's Point Project

A representative from the city gave an update on the progress of the construction project. They have completed the grading and will begin placing the electrical and water lines. The project is hoping to proceed with paving on June 23rd. The plans were adjusted to increase the size of the pipes and reduce some medians to allow for increased semi-truck access. Mr. Amelio commented that the project team has been receptive to feedback and adjusted in collaboration with the Fairgrounds.

2. Vincenzo Giammanco, Surfer's Pint Project Proposal

Mr. Giammanco of California Beer Festival Productions, an organization that rents the Fairgrounds multiple times a year to host events, came to speak on the project proposal of the Surfer's Pint venue. The proposal is for a pop up, fast casual, venue made of modular units. The proposal does have an approved contract from the Board, but has not moved forward. There was discussion amongst the Board on the details of the proposal and what it entails. It was asked if there was a cancellation clause in the contract, and CEO Ortiz said that there is a 30 day out for the contract. President Long decided to table the discussion and to give the Board further time to review the contract.

VI. Approval of Minutes

A. April 22nd, 2025 Board Meeting Minutes

MOTION: To approve April 22nd, 2025 Board Meeting Minutes.

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

VII. Financial Report

A. Financials ending March 31st, 2025.

CEO Ortiz discussed the revenue and expenses of the past month, reminding the Board that now that we are on an accrual accounting basis, that most of the concessions and admissions revenue has been deferred. She continued by saying that there had been unforeseen maintenance costs for sewer renovation and that the mold remediation costs would begin to show in the upcoming financial reports.

MOTION: To approve the Financials ending March 31st, 2025.

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

VIII. New Business - None

IX. Old Business

A. 2025 Fair

Ms. Johnson began with an update on the Concessions, Commercial, and Community Department. She is currently working on advancing contracts and placing over 300 vendors. The contracts include over \$340,000 in rent. Art Walk and Shop has new vendors, the tent between the Quonset huts will return this year, and she is working on local artisans having the opportunity to vend at the Fair for a reduced time. Some new food items this year will be lobster mac and cheese, chilaquiles, and a caramel apple cinnamon roll. She has also been in close communication with the Health Department to get a better understanding

Ms. Hook said that she is currently working on branding and graphics for different campaigns: Junior Livestock Auction, Read & Ride, Entries, and Admissions. She shared that she is creating a very specific marketing plan for the concert series and is in the process of acquiring assets from the talent. Partnerships with influencers, community partners, local breweries are all underway. The goal is to engage the community in many ways.

Ms. Inez gave an update on the Exhibits Department. She shared that the poultry show for 2025 has officially been cancelled, and the alternative activities have garnered excitement. She spoke to the premium schedule restructuring with the intention to award more of the money available for prizes. The new badging system has been completed. Finally, the Junior Fair Board is going great, and they will be doing a public speaking lesson at the May meeting.

Mr. Amelio spoke about the arena and VIP area planning that has been going on. He said that the team was able to allocate additional space for general admission, without losing space in the VIP area. He mentioned that Rick Barrios will be taking over as the head of security for the Fair.

Mr. Duran gave a brief update on the maintenance occurring on grounds. He said that new lighting in Santa Cruz and San Miguel had been installed; tree trimming and asphalt patching happening on Main St.

B. Building Naming Policy

President Long said that a draft of the policy has been completed and received from the State. They are awaiting further clarifications. He spoke with the Foundation and there is someone ready as soon as the policy is finalized. CEO Ortiz mentioned that she asked CDFA legal team member, Ms. Bragg, if we were able to carve out the equestrian center and she is waiting for a response.

C. Mold Remediation and Repair

CEO Ortiz said that Santa Rosa is almost complete, they are just finishing the corner guards and weather stripping. The floriculture construction is underway, they will be leaving the office wall down and the bathroom is potentially moving. She is asking for an additional

\$100,000 NTE, to cover additional costs. Director Mack asked if it would be more economical to demolish and rebuild the Mogan Bathrooms, CEO Ortiz said no it would not.

MOTION: To approve an additional NTE \$100,000 for the Mold Remediation and Repair Project.

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

X. Committee Meetings

A. Executive Committee May 14th, 2025

President Long said that they spoke about the Surfer's Pint Project Proposal.

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, 1-4, are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.

A. Agreements

1. Standard Agreements
2. Rental Agreements – Interim
3. Concessions Agreements
4. Judges Agreements

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

XII. CEO Report

CEO Ortiz began by thanking Mr. Southwick for attending and reminding the Board that there is a Bagley Keen training today from 1-3 pm. She said that the one sheet will be emailed to everyone

once it is available. Rick Barrios will be attending the June board meeting to introduce himself. There will be a hiring day on June 21st. Finally, she congratulated Vice President Ceja for his vow renewal.

XIV. President's Report

President Long thanked the team for the well laid out report and said that he was proud to be a part of the organization.

XIV. Director 's Comments

Director Morgan Carter

She congratulated and said how wonderful the ceremony was for Vice President Ceja. She complimented the staff and shared that she has officially completed her PhD.

Director Chess

She said that the staff is amazing, and it was a pleasure to listen to their enthusiasm.

Director Lacayo

She congratulated Director Morgan-Carter and Vice President Ceja on their accomplishments. She thanked the staff and Mr. Southwick for attending and is excited for the Fair.

Director Mack

She is looking forward to learning more about the Surfer's Pint Proposal. She commented on the enthusiasm and professionalism of the staff.

Vice President Ceja

He thanked the team for their patience. He is looking forward to the Fair.

XVI. Future Agenda Items - None

XVII. Closed Session

The Board declined to have closed session, no reportable action.

XV. Adjourn

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

Submitted by: _____
Emilee Inez, Exhibits Supervisor

Approved by: _____
Heidi Ortiz, CEO

Approved by: _____
Dan Long, Board President CEO

31st DAA, Ventura County Fair
Summary of Operations
April 30, 2025

	Date	Account Number(s)	YTD Balance
TOTAL NET RESOURCES, Beginning			
Net Resources-Unrestricted	1/1/2025	29100	4,767,793
Unrestricted Net Position - Pension	1/1/2025	29400	(1,342,276)
Net Resources-Restricted	1/1/2025	29300	-
Net Resources-Capital Assets, Less Related Debt	1/1/2025	29000	4,122,186
Prior Year Adjustment	1/1/2025		-
TOTAL NET RESOURCES, Beginning			\$ 7,547,703
RESOURCES ACQUIRED:			
Operating Revenues	4/30/2025	various	1,432,934
State (Local/Base) Allocation(s) (F&E)	4/30/2025	31200	-
Training Allocation & Other Fiscal & Admin Assistance (F&E)	4/30/2025	31300	-
Capital Project Reimbursement Funds	4/30/2025	31900	-
One-time Revenue Sources (fire camp, sale of property)	4/30/2025	32500	156
Contributions from Other Gov't (non-F&E) Sources	4/30/2025	33000	-
Other (e.g. Flex Capital)	4/30/2025	34000	-
TOTAL RESOURCES ACQUIRED			1,433,090
RESOURCES APPLIED:			
Operating Expenditures	4/30/2025	various	1,549,281
Depreciation Expense	4/30/2025	90000	72,578
Pension Expense	4/30/2025	96000	-
OPEB Expense	4/30/2025	96100	-
TOTAL RESOURCES APPLIED			1,621,859
INCREASE/(DECREASE) IN NET RESOURCES DURING THE YEAR			(188,770)
TOTAL NET RESOURCES, Ending			
Net Resources-Unrestricted	4/30/2025	29100	4,255,081
Unrestricted Net Position - Pension/OPEB	4/30/2025	29400	(1,342,276)
Net Resources-Restricted	4/30/2025	29300	-
Net Resources-Capital Assets, Less Related Debt	4/30/2025	29000	4,446,128
TOTAL NET RESOURCES, Ending			\$ 7,358,933
Unrestricted Reserve Percentage			274.65%

31st DAA, Ventura County Fair
Statement of Net Position
April 30, 2025

ASSETS

CURRENT ASSETS

Cash - Unrestricted	5,071,782
Cash - Junior Livestock Auction	108,065
Accounts Receivable, Net of Allowance for Doubtful	969,658
JLA Accounts Receivables, Net of Allowance for Doubtful	12,046
Deferred Expenses	169,532
TOTAL CURRENT ASSETS	6,331,084

FIXED ASSETS

Land	282,915
Construction in Progress	745,007
Buildings & Improvements, Net of Accumulated Depreciation	3,293,830
Equipment, Net of Accumulated Depreciation	124,376
TOTAL FIXED ASSETS	4,446,128

DEFERRED OUTFLOWS OF RESOURCES

Deferred Outflows of Resources - Pension	852,633
Deferred Outflows of Resources - OPEB	42,212
TOTAL DEFERRED OUTFLOWS OF RESOURCES	894,846

TOTAL ASSETS

\$ 11,672,058

LIABILITIES & NET RESOURCES

LIABILITIES

Special Event Insurance	-
Accounts Payable	225,364
JLA Accounts Payable	-
Sales Tax Payable	-
Payroll Liabilities	74,187
Drug Fees	15
Deferred Revenue	326,651
Guaranteed Deposits	116,312
Compensated Leave Liability	82,572
Workers Comp Liability	-
Long Term Debt - SB84	545,873
JLA Consignment	-
Net Pension Liability	1,933,890
Net OPEB Liability	218,182
TOTAL LIABILITIES	3,523,046

DEFERRED INFLOWS OF RESOURCES

Deferred Inflows of Resources - Pension	30,032
Deferred Inflows of Resources - OPEB	55,018
TOTAL DEFERRED INFLOWS OF RESOURCES	85,051

NET RESOURCES

Junior Livestock Auction Reserve	705,028
Net Resoures - Unrestricted	\$4,255,081
Unrestricted Net Position - Pension/OPEB	(1,342,276)
Net Resources - Restricted	-
Net Resoures - Capital Assets, Less Related Debt	\$4,446,128
TOTAL NET RESOURCES	8,063,961

TOTAL LIABILITIES & NET RESOURCES

\$ 11,672,058

31st DAA, Ventura County Fair
Cash & Cash Equivalents
April 30, 2025

CURRENT CASH

Petty Cash	200.00	
Total Petty Cash		\$200.00
Changefund	0.00	
Changfund - Parking	6,000.00	
Total Changefund Cash		\$6,000.00
Cash - Operating BOFA#0920	1,146,197.21	
Cash - Operating MB#5168	2,261,342.12	
Total Operating Cash		\$3,407,539.33
Cash - Premium BOFA#2150	7,543.00	
Total Premium Cash		\$7,543.00
Cash - Payroll BOFA#4507	4,360.18	
Cash - Payroll BOFA#1043	62.59	
Cash - Payroll MB#5184	12,851.40	
Total Payroll Cash		\$17,274.17
Cash - Savings	0.00	
Cash - Savings MB#5192	1,589,713.66	
Total Savings Cash		\$1,589,713.66
Cash - LAIF #13-56-001	43,511.88	
Total LAIF Cash		\$43,511.88
Cash - JLA BOFA#3469	12,280.82	
Cash - JLA MB#1471	95,783.91	
Total JLA Cash		\$108,064.73
TOTAL CASH		\$5,179,847

CURRENT ACCOUNTS RECEIVABLES

Accounts Receivable	978,075.77	
Allowance for Doubtful Account	(8,646.75)	
Employee AR	229.45	
Total Net General Accounts Receivables		\$969,658.47
JLA Accounts Receivable	32,843.68	
JLA Allowance for Doubtful Account	(20,797.33)	
Total Net JLA Accounts Receivables		\$12,046.35
TOTAL ACCOUNTS RECEIVABLES		\$981,705

TOTAL CASH & CASH EQUIVALENTS	\$6,161,552
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31st DAA, Ventura County Fair
Income Statement
April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/2024	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
OPERATING REVENUES:							
Admission Revenues	ADMIS	3,078,610	-	249,122	3,097,200	2,848,078	8%
Commercial Space	COMSP	326,306	25,551	-	353,000	353,000	0%
Carnival Revenues	CARN	4,246,248	-	-	4,246,250	4,246,250	0%
Concession Revenues	CSREV	1,295,885	119,289	9,021	1,103,072	1,094,051	1%
Exhibit Revenues	EXREV	78,549	1,220	4,140	67,565	63,425	6%
Horse Show Revenues	HSREV	8,148	-	-	-	-	0%
Entertainment Revenues	ETREV	1,070,505	-	-	1,055,660	1,055,660	0%
Miscellaneous Fair Revenues	MFREV	1,661,136	92,779	386,000	1,622,855	1,236,855	24%
Facility Sales - Interim Revenues	INTRE	2,569,215	645,969	640,964	2,206,765	1,565,801	29%
Satellite Wagering Revenues	SWREV	270,738	112,212	96,324	242,310	145,986	40%
Prior Year Revenue	PYREV	27,371	(5,450)	7,394	-	(7,394)	0%
Other Revenues	OTREV	73,111	11,467	39,968	71,225	31,257	56%
TOTAL OPERATING REVENUES		\$ 14,705,821	\$ 1,003,036	\$ 1,432,934	\$ 14,065,902	\$ 12,632,968	10%
OPERATING EXPENDITURES:							
Administration Expenses	ADEXP	1,376,160	355,633	405,010	1,358,905	953,895	30%
Maintenance Expenses	MNEXP	2,665,119	710,786	832,333	2,708,605	1,876,272	31%
Publicity Expenses	PBEXP	267,525	14,095	3,138	281,500	278,362	1%
Concession Expenses	CSEXP	112,905	32,165	44,362	135,986	91,624	33%
Attendance Expenses	ATEXP	3,948,327	2,475	237	3,987,685	3,987,448	0%
Premium Expenses	PREXP	119,835	3,699	411	106,334	105,923	0%
Exhibit Expenses	EXEXP	236,639	8,217	33,854	292,746	258,892	12%
Horse Show Expenses	HSEXP	19,211	-	-	-	-	0%
Entertainment Expenses	ETEXP	2,519,942	10,000	-	2,468,489	2,468,489	0%
Miscellaneous Fair Expenses	MFEXP	1,878,989	47,568	15,000	2,011,453	1,996,453	1%
Facility Sales - Interim Expenses	INTEX	714,293	215,571	171,398	587,423	416,025	29%
Satellite Wagering Expenses	SWEXP	42,892	17,330	11,073	42,905	31,832	26%
Equipment Expenses	EQUIP	49,540	29,833	8,763	48,075	39,312	18%
Prior Year Expenses	PYEXP	47,100	32,073	25,250	20,000	(5,250)	126%
Cash Over/Short	CAOS	42,025	(4,977)	(1,548)	11,685	13,233	-13%
TOTAL OPERATING EXPENSES		\$ 14,040,501	\$ 1,474,469	\$ 1,549,281	\$ 14,061,791	\$ 12,512,510	11%
NET OPER PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		\$ 665,319	\$ (471,433)	\$ (116,348)	\$ 4,111	\$ 120,459	-2830%
Depreciation	90000	437,180	132,639	72,578	440,000	367,422	16%
Pension Expense	96000	397,100	-	-	-	-	0%
OPEB Expense	96100	(7,793)	-	-	-	-	0%
NET OPER PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ (161,167)	\$ (604,071)	\$ (188,926)	\$ (435,889)	\$ (246,963)	43%
State Allocation	31200	329,000	214,500	-	110,000	110,000	0%
Training Allocations	31300	-	-	-	-	-	0%
Capital Project Reimbursement Funds	31900	36,000	30,000	-	-	-	0%
One-Time Revenue Sources	32500	504,671	-	156	-	(156)	0%
Contributions from Other Govt Sources	33000	-	-	-	-	-	0%
Other Operating Funds Used for Operation	34000	-	-	-	-	-	0%
NET PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		\$ 1,534,990	\$ (226,933)	\$ (116,192)	\$ 114,111	\$ 230,303	-102%
NET PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ 708,504	\$ (359,571)	\$ (188,770)	\$ (325,889)	\$ (137,119)	58%

Income Statement

31st DAA, Ventura County Fair

Revenue Report

April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/24	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
ADMISSIONS TO GROUNDS:							
Gate Admissions	40000-00-100	2,558,290	-	-	2,520,590	2,520,590	0%
Admission - Vendor Badge	40010-00-100	1,854	-	-	1,850	1,850	0%
Presale Admissions	40100-00-100	479,546	-	242,802	535,840	293,038	45%
Presale Admissions - Livestock	40110-00-100	38,920	-	6,320	38,920	32,600	16%
TOTAL ADMISSION TO GROUNDS		\$ 3,078,610	\$ -	\$ 249,122	\$ 3,097,200	\$ 2,848,078	8%
COMMERCIAL SPACE:							
Commercial Space	41000-00-100	326,306	25,551	-	353,000	353,000	0%
TOTAL COMMERCIAL SPACE		\$ 326,306	\$ 25,551	\$ -	\$ 353,000	\$ 353,000	0%
CARNIVAL REVENUE:							
Carnival	40500-00-100	3,853,972	-	-	3,853,970	3,853,970	0%
Carnival - Presale	40510-00-100	392,276	-	-	392,280	392,280	0%
Other Misc Revenue - Carnival	40520-00-100	-	-	-	-	-	0%
TOTAL CARNIVAL REVENUE		\$ 4,246,248	\$ -	\$ -	\$ 4,246,250	\$ 4,246,250	0%
CONCESSION REVENUE:							
Food Concession	42100-60-100	1,154,372	116,100	2,000	1,035,000	1,033,000	0%
Vendor Parking	45000-60-100	15,577	-	-	9,072	9,072	0%
Stock Struck	45010-60-100	3,940	-	-	4,000	4,000	0%
Camping Fees	46500-60-100	77,273	-	3,996	48,000	44,004	8%
Reimbursable Revenues	48500-60-100	38,569	145	-	2,500	2,500	0%
Vendor App Fees	48700-60-100	6,155	3,044	3,025	4,500	1,475	67%
TOTAL CONCESSION REVENUE		\$ 1,295,885	\$ 119,289	\$ 9,021	\$ 1,103,072	\$ 1,094,051	1%
EXHIBIT REVENUE:							
Exhibit Entry Fees	EXENT	30,861	20	3,640	28,000	24,360	13%
Donated Awards	43100-80-100	16,625	900	-	10,500	10,500	0%
Parking Revenue - Livestock	45000-80-100	7,804	-	-	10,000	10,000	0%
Camping Fees	46500-80-100	9,115	-	-	9,565	9,565	0%
Reimbursable Revenues	48500-80-100	2,355	-	75	-	(75)	0%
Other Misc Revenue	48700-80-100	6,204	-	350	2,000	1,650	18%
Donations	48810-80-100	2,060	-	-	4,000	4,000	0%
Junior Fair Board Revenue	48700-80-160	3,525	300	75	3,500	3,425	2%
TOTAL EXHIBIT REVENUE		\$ 78,549	\$ 1,220	\$ 4,140	\$ 67,565	\$ 63,425	6%
HORSE SHOW REVENUE:							
Entry Fees - Open Draft/Carraige	43000-25-150	3,693	-	-	-	-	0%
Sponsored Awards - Open Draft/Carraige	43100-25-150	-	-	-	-	-	0%
Stall Fees - Open Draft/Carraige	43300-25-150	4,455	-	-	-	-	0%
Camping Fees - Open Draft/Carraige	46500-25-150	-	-	-	-	-	0%
Entry Fees - Youth Open	43000-25-151	-	-	-	-	-	0%
Stall Fees - Youth Open	43300-25-151	-	-	-	-	-	0%
TOTAL HORSE SHOW REVENUE		\$ 8,148	\$ -	\$ -	\$ -	\$ -	0%

Revenues

31st DAA, Ventura County Fair

Revenue Report

April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/24	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
ENTERTAINMENT FAIR REVENUE							
Admission - Box Seats	40000-75-100	22,400	-	-	22,400	22,400	0%
Admission - Motorsports	40010-75-100	-	-	-	-	-	0%
Admission - Concerts	40020-75-100	459,769	-	-	459,770	459,770	0%
Admission - Rodeo	40030-75-100	37,651	-	-	37,540	37,540	0%
Presale Admission - Box Seats	40100-75-100	4,000	-	-	4,000	4,000	0%
Presale Admission - Concerts	40120-75-100	460,053	-	-	445,320	445,320	0%
Presale Admission - Rodeo	40130-75-100	67,153	-	-	67,150	67,150	0%
Commission on Sales	41500-75-100	19,480	-	-	19,480	19,480	0%
Other Misc Revenue	48700-75-100	-	-	-	-	-	0%
TOTAL ENTERTAINMENT FAIR REVENUE		\$ 1,070,505	\$ -	\$ -	\$ 1,055,660	\$ 1,055,660	0%
MISCELLANEOUS FAIR REVENUE: (without Jr Livestock Auction)							
Souvenir Booth	42200-00-100	33,193	-	-	400,000	400,000	0%
Alcohol Concession	42300-00-100	578,283	-	-	33,190	33,190	0%
Parking Revenue	45000-00-100	438,600	-	-	578,280	578,280	0%
Camping Fees	46500-00-100	-	-	-	-	-	0%
Other Misc Revenue	48700-00-100	15,973	1,779	-	11,385	11,385	0%
Donations Revenue	48810-00-100	-	-	-	-	-	0%
Sponsorship Revenue	48800-50-100	595,086	91,000	386,000	600,000	214,000	64%
TOTAL MISCELLANEOUS FAIR		\$ 1,661,136	\$ 92,779	\$ 386,000	\$ 1,622,855	\$ 1,236,855	24%
INTERIM REVENUE							
Concession Revenue (alcohol & beverages)	42300-40-400	317,747	42,211	78,156	317,750	239,594	25%
Parking Revenue	45000-40-400	472,746	110,578	165,770	400,000	234,230	41%
Parking Revenue - Beachfront	45010-40-400	137,500	37,189	20,088	140,000	119,912	14%
Building Rental	46100-40-400	551,654	185,288	110,802	400,000	289,198	28%
Building Rental - Derby Club	46110-40-400	194,559	66,556	64,000	192,000	128,000	33%
Grounds Rental	46200-40-400	341,815	77,054	97,719	250,000	152,281	39%
Equipment Rental (chairs, tables, etc.)	46300-40-400	160,064	45,088	36,168	135,000	98,832	27%
Camping Fees	46500-40-400	18,370	3,650	880	10,000	9,120	9%
Reimbursable Revenue - Utilities	48500-40-400	62,956	6,698	3,168	62,830	59,662	5%
Reimbursable Revenue - Outside Security	48510-40-400	2,000	2,000	-	2,000	2,000	0%
Reimbursable Revenue - In House Security	48520-40-400	-	-	-	-	-	0%
Reimbursable Revenue - Standby Labor	48530-40-400	74,029	20,355	24,212	74,000	49,788	33%
Set-Up/Clean-Up Fees	48550-40-400	122,057	34,946	31,357	110,000	78,643	29%
Reimbursable Revenue - Fire Marshall	48560-40-400	8,700	1,680	960	9,000	8,040	11%
Reimbursable Revenue - Trash/Dumpster	48570-40-400	18,000	1,500	7,684	18,000	10,316	43%
Reimbursable Revenue - Other (Police Expense)	48580-40-400	80,146	4,893	-	80,000	80,000	0%
Other Misc Revenue	48700-40-400	6,872	6,284	-	6,185	6,185	0%
Sponsorship Revenue	48800-50-400	-	-	-	-	-	0%
TOTAL INTERIM REVENUE		\$ 2,569,215	\$ 645,969	\$ 640,964	\$ 2,206,765	\$ 1,565,801	29%

Revenues

31st DAA, Ventura County Fair

Revenue Report

April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/24	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
SATELLITE WAGERING							
Commission	41500-20-200	246,738	110,951	94,020	242,310	148,290	39%
Parking Revenue	45000-20-200	24,000	-	-	-	-	0%
Prior Year Revenue	49000-20-200	-	-	2,304	-	(2,304)	0%
TOTAL SATELLITE WAGERING REVENUE		\$ 270,738	\$ 112,212	\$ 96,324	\$ 242,310	\$ 145,986	40%
TOTAL PRIOR YEAR REVENUE ADJ	49000-00-000	27,371	(5,450)	7,394	-	(7,394)	0%
TOTAL PRIOR YEAR REVENUE		\$ 27,371	\$ (5,450)	\$ 7,394	\$ -	\$ (7,394)	0%
OTHER OPERATING REVENUE							
Reimbursable Revenue	48500-00-000	4,923	-	-	1,500	1,500	0%
Other Misc Revenue (Convenience Fees, SE Rebates, etc.)	48700-00-000	44,462	4,531	29,945	47,885	17,940	63%
Interest Earnings	48710-00-000	23,698	6,936	10,023	21,810	11,787	46%
Donations	48810-00-000	29	-	-	30	30	0%
TOTAL OTHER OPERATING REVENUE		\$ 73,111	\$ 11,467	\$ 39,968	\$ 71,225	\$ 31,257	56%

31st DAA, Ventura County Fair

Expense Report

April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/24	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
ADMINISTRATION EXPENSE							
Salaries & Wages - Perm	50000-11-000	200,239	56,875	44,816	176,596	131,780	25%
Salaries & Wages - Temp	50100-11-000	129,027	39,308	43,082	130,000	86,918	33%
Compensated Leave	50300-11-000	(41,215)	-	-	60,988	60,988	0%
Employee Benefits	51000-11-000	25,242	9,840	9,074	30,950	21,876	29%
PERS Employer Contribution	51010-11-000	65,827	26,443	20,342	70,865	50,523	29%
OPEB Employer Contribution	51020-11-000	4,030	1,561	1,313	4,281	2,968	31%
Payroll Taxes	51100-11-000	23,378	6,399	6,235	18,074	11,839	34%
Worker's Comp Insurance	51200-11-000	22,704	8,898	9,987	19,009	9,022	53%
Unemployment Insurance	51300-11-000	37,237	16,325	8,564	25,000	16,436	34%
Current year - Bad Debt Expense	53000-11-000	-	-	-	-	-	0%
Bank / CC Charges	54000-11-000	242,308	6,426	17,161	229,930	212,769	7%
Interest Expense	54010-11-000	800	658	-	800	800	0%
Director Expense	56000-11-000	5,171	3,244	103	5,170	5,067	2%
Dues & Subscription	57000-11-000	9,446	4,475	24,756	9,450	(15,306)	262%
Insurance	60000-11-000	326,213	103,958	114,908	330,000	215,092	35%
Other Misc Expense	65000-11-000	5,807	2,889	-	8,400	8,400	0%
Postage	67000-11-000	2,053	500	1,036	2,050	1,014	51%
Professional Services	69000-11-000	177,317	33,542	27,957	93,818	65,861	30%
Audit Cost	69010-11-000	91,300	-	60,150	91,300	31,150	66%
Office Supples & Expense	74000-11-000	25,908	18,380	5,159	25,900	20,741	20%
Telephone	75000-11-000	8,290	3,322	1,773	8,300	6,527	21%
Travel / Training Expense	77000-11-000	15,077	12,588	8,595	18,024	9,429	48%
TOTAL ADMINISTRATION EXPENSE		\$ 1,376,160	\$ 355,633	\$ 405,010	\$ 1,358,905	\$ 953,895	30%
MAINTENANCE & GENERAL OPERATIONS							
Salaries & Wages - Perm	50000-12-000	219,773	56,589	90,743	274,369	183,626	33%
Salaries & Wages - Temp	50100-12-000	846,604	241,606	290,468	711,975	421,507	41%
Employee Benefits	51000-12-000	60,039	18,349	26,297	79,147	52,850	33%
PERS Employer Contribution	51010-12-000	171,872	60,801	75,681	213,124	137,443	36%
OPEB Employer Contribution	51020-12-000	6,850	1,838	3,068	9,204	6,136	33%
Payroll Taxes	51100-12-000	57,593	16,842	24,958	72,400	47,442	34%
Worker's Comp Insurance	51200-12-000	68,603	24,784	43,063	61,153	18,090	70%
Vehicle Insurance	60000-12-000	-	-	-	-	-	0%
Utilities - Electrical	63000-12-000	527,547	90,877	111,950	555,184	443,234	20%
Utilities - Gas/Propane	63010-12-000	55,831	8,890	8,596	58,623	50,027	15%
Utilities - Water/Sewer	63020-12-000	118,949	44,513	30,912	124,896	93,984	25%
Grounds Maintenance & Repairs	64000-12-000	76,722	8,762	24,657	98,840	74,183	25%
Equipment Maintenance	64010-12-000	86,807	30,285	25,818	85,995	60,177	30%
Professional Services	69000-12-000	135,260	47,550	35,203	110,195	74,992	32%
Equipment Rental	72000-12-000	59,203	20,578	1,737	65,000	63,263	3%
Supplies & Expenses	74000-12-000	78,526	32,769	20,012	90,000	69,988	22%
Telephone Expenses	75000-12-000	4,636	-	1,576	4,700	3,124	34%

Expenses

31st DAA, Ventura County Fair

Expense Report

April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/24	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
Travel & Training Expenses	77000-12-000	1,505	1,505	1,204	5,000	3,796	24%
Trash/Waste Removal	78000-12-000	88,797	4,248	16,390	88,800	72,410	18%
TOTAL MAINTENANCE EXPENSE		\$ 2,665,119	\$ 710,786	\$ 832,333	\$ 2,708,605	\$ 1,876,272	31%
PUBLICITY EXPENSE							
Advertising	52000-13-100	126,168	1,406	2,713	140,000	137,287	2%
Professional Services	69000-13-100	66,036	9,856	425	75,000	74,575	1%
Program Expense	70000-13-100	25,053	-	-	25,000	25,000	0%
Promotional Expense	71000-13-100	23,218	2,250	-	21,500	21,500	0%
Supplies & Expense	74000-13-100	27,050	583	-	20,000	20,000	0%
TOTAL PUBLICITY EXPENSE		\$ 267,525	\$ 14,095	\$ 3,138	\$ 281,500	\$ 278,362	1%
CONCESSION EXPENSE							
Salaries & Wages - Perm	50000-60-100	-	-	20,231	60,042	39,811	34%
Salaries & Wages - Temp	50100-60-100	67,019	20,488	8,231	26,040	17,810	32%
Employee Benefits	51000-60-100	-	-	-	1,680	1,680	0%
Payroll Taxes	51100-60-100	3,789	1,284	2,036	6,233	4,197	33%
PERS Employer Contribution	51010-60-100	10,512	4,859	6,711	6,535	(176)	103%
OPEB Employer Contribution	51020-60-100	-	-	511	3,666	3,155	14%
Worker's Comp Insurance	51200-60-100	3,651	1,708	3,067	5,337	2,270	57%
Professional Services	69000-60-100	17,394	3,500	3,230	11,983	8,753	27%
Tent & Booth Rent Expense	72000-60-100	1,227	-	-	-	-	0%
Supplies & Expense	74000-60-100	9,313	327	28	10,930	10,902	0%
Travel & Training	77000-60-100	-	-	318	3,540	3,222	9%
TOTAL CONCESSION EXPENSE		\$ 112,905	\$ 32,165	\$ 44,362	\$ 135,986	\$ 91,624	33%
ATTENDANCE OPERATIONS							
Salaries & Wages - Temp	50100-70-100	117,515	-	212	162,000	161,789	0%
Employee Benefits	51000-70-100	-	-	-	-	-	0%
PERS Employer Contribution	51010-70-100	1,734	-	-	1,735	1,735	0%
Payroll Taxes	51100-70-100	2,386	-	3	2,386	2,383	0%
Worker's Comp Insurance	51200-70-100	3,399	-	22	10,044	10,022	0%
Professional Services	69000-70-100	27,719	750	-	27,720	27,720	0%
Professional Services - Carnival	69010-70-100	2,402,048	750	-	2,402,050	2,402,050	0%
Security Expense	73000-70-100	967,508	-	-	967,510	967,510	0%
Supplies & Expense	74000-70-100	214,876	975	-	214,880	214,880	0%
Supplies & Expense - Carnival	74010-70-100	202,552	-	-	190,760	190,760	0%
Supplies & Expense - Admission	74020-70-100	8,590	-	-	8,600	8,600	0%
TOTAL ATTENDANCE EXPENSE		\$ 3,948,327	\$ 2,475	\$ 237	\$ 3,987,685	\$ 3,987,448	0%
Premium Expense (Excluding Horse Show)							
Premium Cash Awards	66000-85-100	105,953	-	-	95,952	95,952	0%
Professional Services	69000-85-100	9,500	-	-	6,000	6,000	0%
Supplies & Expenses	74000-85-100	4,382	3,699	411	4,382	3,971	9%
TOTAL PREMIUM EXPENSE		\$ 119,835	\$ 3,699	\$ 411	\$ 106,334	\$ 105,923	0%

Expenses

31st DAA, Ventura County Fair

Expense Report

April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/24	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
EXHIBIT EXPENSE							
Salaries & Wages - Perm	50000-80-100	10,358	-	16,658	50,067	33,409	33%
Salaries & Wages - Temp	EXWAT	30,218	3,784	-	-	-	0%
Employee Benefits	51000-80-100	2,908	-	4,041	12,122	8,081	33%
PERS Employer Contribution	51010-80-100	9,840	1,178	4,272	12,815	8,543	33%
OPEB Employer Contribution	51020-80-100	304	-	487	1,461	974	33%
Payroll Taxes	EXPRT	3,041	289	1,252	1,077	(175)	116%
Worker's Comp Insurance	EXWC	2,281	316	1,897	3,104	1,207	61%
Other Misc Expense	65000-80-100	-	-	-	-	-	0%
Trophies & Ribbons	66010-80-100	10,171	-	-	20,000	20,000	0%
Sponsored Cash	66020-80-100	-	-	-	500	500	0%
Supplies & Expenses	EXSE	32,183	1,117	1,202	48,500	47,298	2%
Professional Services	EXPRO	131,225	-	40	132,600	132,560	0%
Volunteer Event	74010-80-100	711	-	-	5,500	5,500	0%
Travel & Training	77000-80-100	1,324	1,324	3,610	3,000	(610)	120%
Junior Fair Board Expense	65000-80-160	2,074	209	395	2,000	1,605	20%
TOTAL EXHIBIT EXPENSE		\$ 236,639	\$ 8,217	\$ 33,854	\$ 292,746	\$ 258,892	12%
HORSE SHOW EXPENSE (Excluding Premiums)							
Professional Services - Open Draft/Carraige	69000-25-150	14,975	-	-	-	-	0%
Supplies & Expenses - Open Draft/Carraige	74000-25-150	4,236	-	-	-	-	0%
Professionsl Services - Youth Open	69000-25-151	-	-	-	-	-	0%
Supplies & Expenses - Youth Open	74000-25-151	-	-	-	-	-	0%
TOTAL HORSE SHOW EXPENSE		\$ 19,211	\$ -	\$ -	\$ -	\$ -	0%
FAIR ENTERTAINMENT EXPENSE							
Salaries & Wages - Temp	50100-75-100	1,787	-	-	1,787	1,787	0%
Employee Benefits	51000-75-100	-	-	-	-	-	0%
Payroll Taxes	51100-75-100	26	-	-	26	26	0%
Worker's Comp Insurance	51200-75-100	48	-	-	111	111	0%
Entertainment - Rodeo	58000-75-100	143,000	-	-	143,000	143,000	0%
Entertainment - Grounds Acts	58010-75-100	405,400	-	-	355,400	355,400	0%
Entertainment - Motrosports	58020-75-100	-	-	-	-	-	0%
Entertainment - Concerts	58030-75-100	1,312,098	-	-	1,312,100	1,312,100	0%
Entertainment - Community Event	58040-75-100	-	-	-	-	-	0%
Professional Services	69000-75-100	447,289	-	-	447,290	447,290	0%
Professional Services - Rodeo	69020-75-100	-	-	-	-	-	0%
Supplies & Expense - Grandstands	74000-75-100	177,373	-	-	175,850	175,850	0%
Supplies & Expense - Grounds Acts	74010-75-100	29,903	10,000	-	29,905	29,905	0%
Supplies & Expense - Rodeo	74020-75-100	3,019	-	-	3,020	3,020	0%
TOTAL FAIR ENTERTAINMENT EXPENSE		\$ 2,519,942	\$ 10,000	\$ -	\$ 2,468,489	\$ 2,468,489	0%

Expenses

31st DAA, Ventura County Fair

Expense Report

April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/24	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
MISCELLANEOUS FAIR EXPENSE							
<i>ADMINISTRATION</i>							
Salaries & Wages - Perm	50000-11-100	6,101	-	-	21,567	21,567	0%
Salaries & Wages - Temp	50100-11-100	23,713	-	-	22,600	22,600	0%
Employee Benefits	51000-11-100	2,118	-	-	2,118	2,118	0%
PERS Employer Contribution	51010-11-100	2,868	-	-	2,868	2,868	0%
OPEB Employer Contribution	51020-11-100	175	-	-	175	175	0%
Payroll Taxes	51100-11-100	1,509	-	-	1,509	1,509	0%
Worker's Comp Insurance	51200-11-100	906	-	-	2,738	2,738	0%
Director's Expense	56000-11-100	353	-	-	353	353	0%
Supplies & Expenses	74000-11-100	24,078	-	-	24,184	24,184	0%
<i>MAINTENANCE</i>							
Salaries & Wages - Perm	50000-12-100	33,239	-	-	27,697	27,697	0%
Salaries & Wages - Temp	50100-12-100	169,477	-	-	226,050	226,050	0%
Employee Benefits	51000-12-100	6,104	-	-	6,104	6,104	0%
PERS Employer Contribution	51010-12-100	17,214	-	-	17,214	17,214	0%
OPEB Employer Contribution	51020-12-100	750	-	-	750	750	0%
Payroll Taxes	51100-12-100	11,398	-	-	11,398	11,398	0%
Worker's Comp Insurance	51200-12-100	6,343	-	-	15,732	15,732	0%
Utilities (electric, gas, water, sewer, etc.)	63000-12-100	24,538	-	-	24,540	24,540	0%
Professional Services	69000-12-100	271,359	-	-	271,358	271,358	0%
Equipment Rental	72000-12-100	248,008	(927)	-	248,008	248,008	0%
Supplies & Maintenance	74000-12-100	121,225	23,580	-	95,380	95,380	0%
Trash/Waste Removal	78000-12-100	19,671	-	-	19,675	19,675	0%
<i>FACILITY SALES</i>							
Salaries & Wages - Perm	50000-40-100	4,384	-	-	-	-	0%
Salaries & Wages - Temp	50100-40-100	-	-	-	-	-	479%
Employee Benefits	51000-40-100	814	-	-	-	-	0%
PERS Employer Contribution	51010-40-100	627	-	-	-	-	0%
OPEB Employer Contribution	51020-40-100	87	-	-	-	-	0%
Payroll Taxes	51100-40-100	318	-	-	-	-	0%
Worker's Comp Insurance	51200-40-100	177	-	-	-	-	0%
Professional Services	69000-40-100	-	-	-	-	-	0%
Outside Security Expense	73000-40-100	-	-	-	-	-	0%
Supplies & Expenses	74000-40-100	-	-	-	-	-	0%
<i>SPONSORSHIP</i>							
Professional Services	69000-50-100	197,262	20,000	15,000	182,000	167,000	8%
Equipment Rental	72000-50-100	-	-	-	400	400	0%
Supplies & Expenses	74000-50-100	1,757	-	-	1,625	1,625	0%
<i>PARKING</i>							
Salaries & Wages - Temp	50000-65-100	3,763	-	-	5,834	5,834	0%
Salaries & Wages - Temp	50100-65-100	28,783	-	-	60,000	60,000	0%
Employee Benefits	51000-65-100	815	-	-	815	815	0%

Expenses

31st DAA, Ventura County Fair

Expense Report

April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/24	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
PERS Employer Contribution	51010-65-100	745	-	-	745	745	0%
OPEB Employer Contribution	51020-65-100	85	-	-	85	85	0%
Payroll Taxes	51100-65-100	956	-	-	956	956	0%
Worker's Comp Insurance	51200-65-100	903	-	-	4,082	4,082	0%
Professional Services	69000-65-100	322,974	-	-	342,000	342,000	0%
Overflow Parking Rental	72000-65-100	12,500	-	-	13,200	13,200	0%
Equipment Rental	72001-65-100	2,804	-	-	3,000	3,000	0%
Supplies & Expense	74000-65-100	7,448	-	-	1,200	1,200	0%
<i>OTHER FAIR</i>							
Chargebacks	54020-00-100	217,082	-	-	285,686	285,686	0%
Professional Services	69000-00-100	83,558	4,915	-	67,807	67,807	0%
Souvenir Booth Expense	74000-00-100	-	-	-	-	-	0%
TOTAL MISCELLANEOUS FAIR EXPENSE		\$ 1,878,989	\$ 47,568	\$ 15,000	\$ 2,011,453	\$ 1,996,453	1%
INTERIM EXPENSE							
<i>PUBLICITY</i>							
Advertising	52000-13-400	8,265	1,977	-	10,000	10,000	0%
Professional Services	69000-13-400	50,832	11,645	22,935	35,000	12,065	66%
Promotional Expense	71000-13-400	-	-	-	-	-	0%
Supplies & Expenses	74000-13-400	2,611	1,883	467	5,000	4,533	9%
<i>FACILITY SALES</i>							
Salaries & Wages - Perm	50000-40-400	90,388	25,057	24,002	63,154	39,152	38%
Salaries & Wages - Temp	50100-40-400	18,748	10,026	5,353	30,000	24,647	18%
Employee Benefits	51000-40-400	18,048	6,512	7,026	22,810	15,784	31%
PERS Employer Contribution	51010-40-400	25,180	10,496	5,961	33,252	27,291	18%
OPEB Employer Contribution	51020-40-400	2,553	1,009	680	3,792	3,112	18%
Payroll Taxes	51100-40-400	7,499	2,541	1,761	9,694	7,933	18%
Worker's Comp Insurance	51200-40-400	7,406	2,958	3,436	5,776	2,340	59%
Professional Services	69000-40-400	129,975	7,274	60	65,820	65,760	0%
Promotional Expense	71000-40-400	-	-	-	-	-	0%
Rental Expense	72000-40-400	7,014	600	-	7,000	7,000	0%
Outside Security Expense	73000-40-400	188,539	61,503	59,664	189,000	129,336	32%
Supplies & Expenses	74000-40-400	6,458	805	559	1,200	641	47%
Telephone	75000-40-400	709	237	238	720	482	33%
Travel & Training	77000-40-400	674	674	1,131	675	(456)	168%
Trash/Waste Removal	78000-40-400	12,494	12,494	-	12,500	12,500	0%
<i>PARKING</i>							
Salaries & Wages - Perm	50000-65-400	-	-	-	-	-	0%
Salaries & Wages - Temp	50100-65-400	90,779	25,350	29,933	50,800	20,867	59%
Employee Benefits	51000-65-400	-	-	-	-	-	0%
PERS Employer Contribution	51010-65-400	4,304	1,237	1,376	6,400	5,024	21%
Payroll Taxes	51100-65-400	2,624	640	842	3,400	2,558	25%
Worker's Comp Insurance	51200-65-400	5,906	2,112	3,390	-	(3,390)	0%

Expenses

31st DAA, Ventura County Fair

Expense Report

April 30, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 4/30/24	Current YTD 4/30/25	Budget 2025	Balance of Budget	% Used 2025
Equipment Maintenance	64010-65-400	-	-	-	-	-	0%
Professional Services - PK	69000-65-400	28,430	28,430	2,563	28,430	25,867	9%
Supplies & Expense - Main Lot	74000-65-400	3,416	112	-	1,500	1,500	0%
Supplies & Expense - Beach Lot	74010-65-400	1,443	-	22	1,500	1,478	1%
TOTAL INTERIM EXPENSE		\$ 714,293	\$ 215,571	\$ 171,398	\$ 587,423	\$ 416,025	29%
SATELLITE WAGERING EXPENSE							
CARF Dues	57000-20-200	17,992	8,996	-	17,995	17,995	0%
Grounds Maintenance & Repairs	64000-20-200	11,851	-	10,724	11,855	1,131	90%
Equipment Maintenance	64010-20-200	-	-	-	-	-	0%
Professional Services	69000-20-200	3,810	88	350	3,810	3,460	9%
Supplies & Expenses	74000-20-200	993	-	-	995	995	0%
Trash Removal	78000-20-200	8,246	8,246	-	8,250	8,250	0%
Prior Year Expenses	80000-20-200	-	-	-	-	-	0%
TOTAL SATELLITE WAGERING EXPENSE		\$ 42,892	\$ 17,330	\$ 11,073	\$ 42,905	\$ 31,832	26%
EQUIPMENT EXPENSE							
Non Capitalized(cost less than \$5000 and life less than one year							
Equipment Funded by Fair	87500-00-000	49,540	29,833	8,763	48,075	39,312	18%
TOTAL EQUIPMENT EXPENSE		\$ 49,540	\$ 29,833	\$ 8,763	\$ 48,075	\$ 39,312	18%
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT							
Prior Year Adjustments	80000-00-000	47,100	32,073	25,250	20,000	(5,250)	126%
PRIOR YEAR OPERATING EXPENSE		\$ 47,100	\$ 32,073	\$ 25,250	\$ 20,000	\$ (5,250)	126%
CASH SHORTAGES & OVERAGES							
Cash +/- Interim	85000-00-000	42,025	(4,977)	(1,548)	11,685	13,233	-13%
CASH (OVER)/UNDER		\$ 42,025	\$ (4,977)	\$ (1,548)	\$ 11,685	\$ 13,233	-13%
DEPRECIATION EXPENSE							
Depreciation	90000-00-000	437,180	132,639	72,578	440,000	367,422	16%
Prior Year Depreciation Expense	80010-00-000	-	-	-	-	-	0%
TOTAL DEPRECIATION EXPENSE		\$ 437,180	\$ 132,639	\$ 72,578	\$ 440,000	\$ 367,422	16%
PENSION EXPENSE							
Pension Expense	96000-00-000	397,100	-	-	-	-	0%
TOTAL PENSION EXPENSE		\$ 397,100	\$ -	\$ -	\$ -	\$ -	0%
OPEB EXPENSE							
OPEB Expense	96100-00-000	(7,793)	-	-	-	-	0%
TOTAL OPEB EXPENSE		\$ (7,793)	\$ -	\$ -	\$ -	\$ -	0%

Expenses

31st DAA, Ventura County Fair
Junior Livestock Auction
April 30, 2025

DETAIL	Account Number	Actual 2024	Current YTD 4/30/25	Budget 2025	Balance of Budget
BEGINNING RESOURCES: 1/1/2025	25100-30-300	\$ 589,003	\$ 706,108		
AUCTION REVENUES:					
Commission Revenue	41500-30-300	77,999	0	75,000	75,000
Buyers Receipts	47600-30-300	0	0	0	0
Other Misc Revenue	48700-30-300	44,356	0	0	0
Interest Revenue	48710-30-300	0	0	0	0
Slaughter Fees	48720-30-300	0	0	0	0
Sponsorships	48800-30-300	83,925	0	100,000	100,000
Donations	48810-30-300	290	0	0	0
Prior Year Revenue	49000-30-300	3,291	0	0	0
TOTAL REVENUES		209,861	-	175,000	175,000
AUCTION EXPENDITURES:					
Bad Debt Expense	53000-30-300	55	0	0	0
Bank/CC Charges	54000-30-300	20,913	230	20,340	20,110
Payments to Sellers	57600-30-300	0	0	0	0
Hauling and Slaughter	65000-30-300	5,287	0	29,920	29,920
Professional Services	69000-30-300	30,229	850	30,230	29,380
Publicity & Marketing	71000-30-300	964	0	964	964
Supplies & Expense	74000-30-300	18,549	0	18,550	18,550
Lunch Expense	74010-30-300	16,759	0	16,760	16,760
Prior Year Expense	80000-30-300	0	0	0	0
Cash Shortage/Overage	85100-30-300	0	0	0	0
Equipment Expense	87500-30-300	0	0	0	0
TOTAL EXPENDITURES		92,755	1,080	116,764	115,684
NET JLA INCOME		117,105	(1,080)	58,236	59,316
ENDING RESOURCES: 4/30/2025	25100-30-300	\$ 706,109	\$ 705,028		

31st DAA, Ventura County Fair

Capital Assets

April 30, 2025

DESCRIPTION	Date	Reference	Balance
PROPERTY, PLANT & EQUIPMENT AS OF:	1/1/2025		\$ 19,552,853
ACQUISITIONS OF FIXED ASSETS:			
Land		19100-00-000	-
Buildings & Improvements:		19200-00-000	16,976
Construction in Progress:		19000-00-000	344,328
PSPS Project	19000-00-000	-	
Grounds Bathroom Remodels	19000-00-903	-	
Anacapa Awning Project	19000-00-905	-	
San Miguel Awning Project	19000-00-906	-	
Ag Building Improvement	19000-00-907	4,230	
Gas Line Upgrades	19000-00-908	-	
Strawberry Festival Project (grounds/Bldg improvement)	19000-00-910	-	
Sewer Upgrade	19000-00-911	23,928	
Small Livestock Project	19000-00-912	-	
Grounds Lighting Project	19000-00-913	621	
Area 1 Concrete Project	19000-00-914	-	
Fairgrounds Landscape Project	19000-00-915	1,324	
Wrought Iron Fencing	19000-00-916	625	
Announcer Booth Project	19000-00-917	-	
Raceway Expansion Project	19000-00-918	-	
Mold Remediation FL	19000-00-919	150,065	
Mold Remediation SR	19000-00-920	150,450	
Electrical Panel Project	19000-00-921	-	
Morgan Bathrooms Mold Remediation Project	19000-00-922	-	
Raceway Lighting	19000-00-923	13,085	
Equipment		19300-00-000	35,216
Other Fixed Assets			
Other (provide description):			
TOTAL ACQUISITIONS OF FIXED ASSETS			396,520
DISPOSITIONS OF FIXED ASSETS (Salvaged, Sold, etc.):			
Land			
Buildings & Improvements			
Equipment			
Other Fixed Assets			
Other (provide description):			
TOTAL DISPOSITIONS OF FIXED ASSETS			-
PROPERTY, PLANT & EQUIPMENT AS OF:	4/30/2025		\$ 19,949,374
DEPRECIATION:			
Accumulated Depreciation as of:	1/1/2025		\$ 15,430,667
Less: A/D on Dispositions of Fixed Assets above			
Add: Monthly Depreciation Expense	DEPRE	90000-00-000	72,578
ACCUMULATED DEPRECIATION as of:	4/30/2025		\$ 15,503,245
PROPERTY, PLANT & EQUIPMENT, NET OF DEPRECIATION:	4/30/2025		\$ 4,446,128
DEBT (ASSOCIATED WITH FIXED ASSETS)	4/30/2025	25000-00-000	-
NET RESOURCES-CAPITAL ASSETS (less related debt):	4/30/2025		\$ 4,446,128

31st DAA, Ventura County Fair
Satellite Wagering
April 30, 2025

DETAIL	Account Number	Actual 2024	Current YTD 4/30/25	Budget 2025	Balance of Budget
REVENUES:					
Admission Revenue	40000-20-200	0	0	0	0
Commission Revenue	41500-20-200	246,738	94,020	242,310	148,290
Parking Revenue	45000-20-200	24,000	0	0	0
Prior Year Revenue	49000-20-200	0	2,304	0	(2,304)
TOTAL REVENUES		270,738	96,324	242,310	145,986
EXPENDITURES:					
CARF Dues	57000-20-200	17,992	0	17,995	17,995
Grounds & Maintenance Repairs	64000-20-200	11,851	10,724	11,855	1,131
Equipment Maintenance	64010-20-200	0	0	0	0
Professional Services	69000-20-200	3,810	350	3,810	3,460
Supplies & Expense	74000-20-200	993	0	995	995
Trash Removal	78000-20-200	8,246	0	8,250	8,250
Prior Year Expense	80000-20-200	0	0	0	0
TOTAL EXPENDITURES		42,892	11,073	42,905	31,832
NET SATELLITE WAGERING PROFIT/LOSS					
		227,846	85,251	199,405	114,154

NAMING RIGHTS POLICY
31ST DISTRICT AGRICULTURAL ASSOCIATION (DAA)
FAIRGROUND PROPERTIES AND FACILITIES

Article I – Purpose

The purpose of this policy is to establish a formal and consistent process for naming fairground properties and facilities in recognition of sponsorships that provide meaningful financial support to the 31st DAA. This policy aims to ensure transparency, fairness, and alignment with the Fairground’s mission and values.

Article II – Proposal and Approval Process

Section 1. Submission of Proposals

No commitment regarding naming rights shall be made to any sponsor prior to the approval of a formal written proposal. All proposals must be submitted in writing and maintained in the permanent records of the Fairground.

Section 2. Evaluation Criteria

Each naming proposal shall be considered individually based on its merits and alignment with long- and short-term Fairground goals. Proposals shall not be approved solely based on financial targets.

Section 3. Proposal Requirements

Each proposal must include:

- a. A comprehensive analysis in relation to this policy and associated guidelines
- b. A financial review of the proposed sponsorship
- c. A consultation process to provide benefit of collective institutional memory and a broad fairground perspective about naming activities by a standing committee composed of two Board members or a 10-day noticed meeting including the Chief Executive Officer of the Fairground.

Section 4. Review Committee

A standing committee appointed by the Board President shall be responsible for reviewing naming proposals. This committee shall include the two Board members from the Standing Naming Committee. Relevant staff shall attend meetings as necessary for input and recordkeeping. All meetings must be noticed at least 10 days in advance pursuant to Bagley Keene Open Meeting rules.

Section 5. CDFA / Legal Review

Before entering into a sponsorship agreement, the proposal shall be reviewed by CDFA and/or Legal counsel. The DAA shall prepare a memorandum outlining the value, duration, physical impact, and benefit of the sponsorship proposal to the DAA and the State. Draft agreements and the memorandum shall be submitted to the assigned Fairs & Expositions Resource Coordinator, who may escalate the review to the Legal office. Final CDFA approval must be obtained and kept on file before executing the agreement.

Article III – Naming Terms and Conditions

Section 1. Duration and Payment

Naming rights shall be granted for a term of three (3) to five (5) years, with possible extensions upon approval by CDFA and the Board of Directors. Full payment for the term must be received prior to the installation of signage.

Section 2. Facility Changes and Renaming

If a named facility is replaced, substantially renovated, or repurposed, the naming rights may be reassigned per the terms of the prior agreements. In cases of gross misconduct by a sponsor or the end of the naming contract, the structure may be renamed. Historical recognition of prior sponsorship may be maintained in or near the facility as appropriate.

Section 3. Sponsor Identification

If a facility is named after a sponsor, the legal or preferred name may be used. Informal references and signage may include the sponsor's last name only.

Section 4. Legal Review of Sponsorship Agreements

All sponsorship agreements involving naming rights shall be reviewed by CDFA and/or Legal counsel. The review shall include the proposed language and adherence to this policy.

Article IV – Financial Provisions

Section 1. Capital Improvement Account

All sponsorship funds shall be directed to a Capital Improvement Account. Renovation and construction projects must demonstrate substantial sponsor funding in addition to other sources.

Section 2. Sponsorship Categories

A minimum of \$25,000 shall define a "Large Sponsorship," corresponding to the value of the property or facility. Smaller or combined sponsorships may be accepted if they fully cover administrative and installation costs.

Section 3. Recognition and Signage

Recognition may include modest, logo-free plaques in public spaces. Naming based on pledges is conditional on receipt of full payment.

Article V – Changed Circumstances

Section 1. Review of Use Changes

If the Fairground proposes to change the use of a named facility, the original sponsorship agreement must be reviewed for consistency. CDFA and/or Legal counsel must be consulted if inconsistencies arise.

Section 2. Public Trust

If circumstances change such that continued use of a name compromises public trust, the Board may consult with CDFA and/or Legal counsel to determine appropriate action, including potential renaming.

Article VI – Accounting and Fund Administration

Section 1. Dedicated Account

With CDFA oversight, a dedicated Capital Improvement Account shall be established. A written agreement must define the share of administrative costs to be withheld before fund disbursement.

Section 2. Disbursement Policy

A formal policy shall establish timelines for transferring funds from the Foundation to the Fairground. No naming rights or signage shall be granted without receipt of full payment.

Section 3. Sponsor Influence

Sponsors shall have no authority over the allocation of use of sponsorship funds.

May 28, 2025

Ventura County Fair Board,

I am writing this letter with the intention of being transparent and honest with a young exhibitor who has prepared to show his swine project at the fair this year. My son William "Bill" Turner has a January, 25, 2011 birthdate and upon re-reading the entry rules the required date is January 1st. We would like to ask permission for him to come to fair and show River in the classes we have already registered him for: Barrow show, Market and Showmanship.

Bill has shown his hard work and dedication to his pig River by caring for him daily before school and in the afternoon. He completes his tasks with such determination to raise an outstanding swine project. He works with River twice daily and has complete control with his animal.

I have included his rough draft of his buyer letter along with an entry picture. He has been working on his letters and will hand write each one.

We have three children who have been exceptional with their dedication to Grange. George is our oldest, age 12, who will be a third year swine exhibitor. Penelope is in her second year with swine and also

has entered her first year with a breeding Ewe. Both have supported and helped Bill this Season.

Please consider allowing Bill and River to attend the 2025 Large Livestock Program.

IF you would like to obtain more information from Bill on his project or have questions please contact me at 805-766-2073 or arcadeglass@att.net. We will eagerly wait the Board's

decision. Thank you.

This will be the first of many years for Bill as an exhibitor, as our family has shown its dedication to the Livestock Program. My husband is Vice President of Simcoe Grange, I am the Chaplain and Youth Fair Program Leader as well as many years as buyers at the Auction.

Bill has attended all of his meetings for his project as well as General Meetings and is in good standings with Grange to show.

Thank you for your time and consideration.

Sarah Turner
814 Sunset Pl.
Ojai Ca 93023

Dear
Hello my name is
William Ray Turner
and this is my first
year raising a pig with
Simone Grange.
My pig's name is River.
I give him marshmallows,
watermelon, grapes
and strawberries for
treats. Fair is going to
be on August 4th through
August 10th. My siblings
have been helping me
all year and appreciate
it. Auction is on August
8th. Showmanship is on August
9th. My pig eats moormans
show prep. My pig's ear tag
number is . I hope to see
you at Fair. I will be looking
for you.





Delia Elynor Whitaker
Federal and State Certified Court Interpreter
Intérprete - Traductora

June 9, 2025

The Board of Directors
Ventura County Fair
10 E. Harbor Blvd
Ventura, CA 93001

RECEIVED JUN 12 2025

Re: "Best of Show" Awards

My family and I have enjoyed participating in the Ventura County Fair since 1980 and have found the current rewards system to be very fair and inclusive. Now, however, you are about to embark in an "unfair and exclusive" policy that confers \$500.00 to the "Best of Show" winners while ignoring the efforts of second and third place winners by not awarding them cash.

prizes. Don't their efforts merit recognition by way of "cash prizes"? in addition to ribbons?

In general, in addition to the joy of winning, competitors, in general, invest at least part of their cash winnings to recuperate, at least, part of their expenses associated with their

participation.

Justifying, printing, and mounting.

- Home Arts:
 - Preserve d Foods:
Fruits, vegetables,
jars, lids, & rings.
 - Clothing & Textiles:
Fabrics, threads,
yarns, etc.

I encourage you to champion "equal opportunity" in



Delia Elynor Whitaker
Federal and State Certified Court Interpreter
Intérprete - Traductora

awarding cash prizes -
to all First, Second, &
Third Place winners

Last year, when Second
and Third Prize winners
in several competitions
were not awarded cash
prizes, we did not
find it too objection-
able because we
attributed to the
embezzlement that
had recently taken
place.

How wrong we were.
You were already en-
gaging in an elitist
policy that discrimi-
nated against those not
fortunate enough to merit
at least a First Prize.

I beg you to reconsider and
implement a fair policy
that is more inclusive
regarding the awarding
prizes to more com-
petitors.

Sincerely,
(Mrs.) *Elyse Fletcher*

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
25-120	The Morgan Wallen Experience	Grounds Entertainment	\$ 5,500.00
25-121	Pro Em National Event Services	Two-Year Tent & Canopy Provider	\$ 190,800.00
25-122	Jara Simpson	Content Creator	\$ 500.00
25-123	Elsa Velasco	Content Creator	\$ 2,400.00
25-124	Latasha Ball	Content Creator	\$ 800.00
25-125	Ingrid Djouzaie	Content Creator	\$ 600.00
25-126	Cynthia Lopez	Content Creator	\$ 800.00
25-127	Deana Martinez	Content Creator	\$ 1,500.00
25-128	Sharon Kruschen	Content Creator	\$ 900.00
25-129	Giselle Shuken	Content Creator	\$ -
25-130	Darlene Thalangsy	Content Creator	\$ 800.00
25-131	Hollertronix Productions, Inc. f/s/o Diplo	Grandstand Entertainment	\$ 200,000.00
25-132	Ventura County Fairgrounds Foundation	Equestrian Center	\$ -
25-133	Kelly Bishop	Auction - Book Designer	\$ 2,000.00
25-134	Celia Churchill	Gems & Hobbies Clerk	\$ 300.00
25-135	Richard (Dick) White	Gems & Hobbies Clerk	\$ 250.00
25-136	Erin Valenzuela	Gems & Hobbies Clerk	\$ 300.00
25-137	John Cook	Gems & Hobbies Clerk	\$ 559.00
25-138	Krishna Juarez	Gems & Hobbies Clerk	\$ 300.00
25-139	Lee Leighton	Gems & Hobbies Clerk	\$ 450.00

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
25-140	Nancy Brace-Thompson	Gems & Hobbies Clerk	\$ 450.00
25-141	Jay Byam	Grounds Entertainment	\$ 2,000.00
25-142	Valley Coast Security Services	Fairtime Security	NTE \$185,850
25-143	Crew Protection Services	Fairtime Security	NTE \$407,662.50
25-144	Medallion Security	Fairtime Security	NTE \$182,700.00
25-145	Jeff Thompson	Stage Manager	\$ 9,500.00
25-146	Willow Rariden	Stage Manager	\$ 5,000.00
25-147	Justin Hughes	Production Assistant	\$ 5,000.00
25-148	Marty Glassman	Grounds Entertainment	\$ 1,200.00
25-149	Guy Wilson	ProArts	\$ 200.00
25-150	Cheryl Hardy	ProArts	\$ 600.00
25-151	Amy Georgi	ProArts	\$ 800.00
25-152	Karen Erwin	ProArts	\$ 700.00
25-153	Dylan Scott Enterprises f/s/o Dylan Scott	Grandstand Entertainment	\$ 110,000.00
25-154	David Rea	Grounds Entertainment	\$ 6,000.00
25-155	Chris Mejia	Videographer/Photographer	\$ 2,000.00
25-156	Michelle Otto	Videographer/Photographer	\$ 4,000.00
25-157	Noe Napoles	Videographer/Photographer	\$ 1,500.00
25-158	Nestor Vega	Videographer/Photographer	\$ 2,800.00
25-159	Diego Riker	Videographer/Photographer	\$ 3,000.00

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
25-160	Surf Rodeo	Grounds Decorations	\$ 14,000.00
25-161	City of Ventura	Police Services	NTE \$300,000

Concessions Agreements

Contract #	Company	Fee
25-048	Calipso Enterprises	\$3,300.00
25-060	Figuras Cristal	\$3,300.00
25-118	Alicia's Concessions	\$2000.00/25% Gross Sales
25-138	Kamikaze Anime	\$1,300.00
25-149	Ventura County Democratic Central Committee	\$1,200.00
25-152	Rock & Roll Pizza	\$2000.00/25% Gross Sales
25-153	Needham Concessions Burger Barn BBQ	\$2000.00/25% Gross Sales
25-154	Needham Concessions Dole Whip	\$2000.00/25% Gross Sales
25-155	Needham Concessions Gelato	\$2000.00/25% Gross Sales
25-156	Needham Concessions Grinders	\$2000.00/25% Gross Sales
25-157	Needham Concessions Ice Cream Cone	\$2000.00/25% Gross Sales
25-158	Needham Concessions Mini Donuts & Ice Cream	\$2000.00/25% Gross Sales
25-159	Needham Concessions Old Tyme	\$2000.00/25% Gross Sales
25-160	Needham Concessions Lemonade	\$2000.00/25% Gross Sales
25-161	PHD & ME Pretzels	\$2000.00/25% Gross Sales
25-162	Junkies Coffee	\$2000.00/25% Gross Sales
25-164	GogolHaus LLC	\$1,400.00
25-165	Primera Enterprises	\$3,700.00
25-166	California Solutions CBD	\$1,200.00
25-167	AT & T Mobile	\$1,500.00
25-168	Bark & Branch Landscaping	\$2,400.00

Concessions Agreements

25-169	Bownet ICE 20	\$2,500.00
25-170	Keto Sweets LA	\$1,200.00
25-172	Coastal Spa Warehouse	\$4,800.00
25-173	Sea Soil Sky	\$170.00
25-174	Rolling Buy Corp	\$3,600.00
25-175	Steamtorium	\$355.00
25-176	Poshmere	\$1,200.00
25-192	Kastl Amusements Sweet Treats MIDWAY	\$2000.00/25% Gross Sales
25-193	Alamo Amusements Fried Food Factory MIDWAY	\$2000.00/25% Gross Sales
25-194	Alamo Amusements Cotton Candy MIDWAY	\$2000.00/25% Gross Sales
25-195	Joe's Cook House MIDWAY	\$2000 Flat/8% Gross Sales
25-196	Arteaga Family Concessions LLC Funnel Cake MIDWAY	\$2000.00/25% Gross Sales
25-197	Luv Hats	\$2,100.00
25-198	The Mighty Axe	\$2,040.00
25-199	Coastal Wood	\$1,450.00
25-200	Ojai Crafters	\$1,700.00
25-201	Huaraches Artesanales Sahuayo	\$2,900.00
25-202	Dusk Candles	\$2,500.00
25-203	Eagles Mosaic	\$2,900.00
25-204	New Tricks Dog Food	\$1,200.00
25-205	Wolfe Gems & Jewelry	\$1,820.00
25-206	Sabukana Designs	\$1,450.00

Concessions Agreements

25-207	King Silk Art	\$3,000.00
25-208	Yaquesita Mex LG	\$255.00
25-209	Images Everywhere GARDEN	\$300/20% Gross Sales
25-212	Crafted by Areli	\$1,300.00
25-213	Ventura Coast Youth Baseball	\$495.00
25-214	San Buenaventura Women's Club	\$450.00
25-216	Sonny Horses 4 Kids	\$95.00
25-217	AA District 13	\$575.00
25-218	Laborers Local 585	\$225.00
25-219	Easterseals Southern California	\$270.00
25-220	Planned Parenthood	\$125.00
25-221	Justice For All Ventura County	\$70.00
25-222	Ventura County Clergy and Laity United for Economic Justice for "Swap Meet Justice"	\$70.00
25-223	NewCo Foundation	\$195.00
25-224	American Bull Riding Co.	\$2,300.00

JUDGING AGREEMENTS

CONTRACT #	COMPANY	DEPARTMENT	FEE
25-04	Tom Schaffer	ProArts	\$ 500