



BOARD MEETING NOTICE

The 31st DAA Board of Directors will be holding a board meeting on
Tuesday, September 23rd, 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, Gloria Martinez and Shanté Morgan-Carter

STAFF

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

Public Participation

Members of the public are encouraged to provide comments 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 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 the 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, September 23rd, 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.

V. Presentations

VI. Meeting Minutes (discussion and/or approval)

A. August 26th, 2025, Board Meeting Minutes

VII. Financial Reports (discussion and/or approval)

A. Financials ending July 31st, 2025

B. Financial Audit Reports 2018-2023



VIII. New Business

- A. Discussion and possible action regarding authorized bank signer.
- B. Discussion and Possible action regarding approving a resolution authorizing the 31st District Agricultural Association to apply for State Coastal Conservancy Climate Bond funding for the Ventura County Fairgrounds Resilience Project.

IX. Old Business

- A. Surfer's Point Progress
- B. Naming Rights Policy

X. Committee Meetings

XI. Board Correspondence

- A. 2025 State Rules Advisory Committee Meeting

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. 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

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 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, August 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 9:00 a.m. and called to order by President Long.

Directors present: President Dan Long, Leslie Cornejo, Betsy Chess, Mirriam Mack, Leah Lacayo, Gloria Martinez

Directors absent: Vice President Guillermo Rodriguez Ceja, Shante Morgan-Carter

Staff present: Heidi Ortiz, CEO, Emilee Inez, Exhibits Supervisor, Rick Barrios, Director of Security, Madalyn Johnson, Concessions Coordinator, Megan Hook, PR and Marketing, Jason Amelio, Sales Manager, and Stephanie Mathewson, Executive Assistant.

Guests Present: Brad Conners, Tom Kissen, Burt Handy, Debbie Gohlke and Bill Gohlke

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

II. Pledge of Allegiance

Director Martinez led all present in the Pledge of Allegiance.

III. Welcome and Introduction of Guests

IV. Public Comment on Items Not on the Agenda

1. Burt Handy stated he would like the handouts provided to the Board to be posted online for the public to access.
2. Debbie and Bill Gohlke agree that the return of the classic rock acts will be well received by seniors and suggested bringing back the 2pm concerts. They also vocalized their disappointment at the removal of monetary prizes for exhibit winners.

V. Presentations - None

VI. Approval of Minutes

A. July 22nd, 2025, Board Meeting Minutes

Director Mack suggested and reviewed the 4 corrections she had with the Board.

MOTION: To approve July 22nd, 2025 Board Meeting minutes with Director Mack's corrections.

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

VII. Financial Report

A. Financials ending June 30th, 2025.

CEO Ortiz reviewed the financials and announced a positive figure increase.

MOTION: To approve the financials ending June 30th, 2025.

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

VIII. New Business- None

IX. Old Business

A. 2025 Fair Recap

Heidi Ortiz, CEO

- She commented that the focus is on guest experience and stated she has received a lot of positive feedback. She reviewed a report that was put together by the Admissions supervisor, Dustin Stafford. A few key points included total revenue, average spending based on attendance number, revenue comparison from 2024-2025, ticket comparisons by type, bus ridership, and concerts. There are plans to bring back both EDM and classic rock acts for next year's Fair. Director Cornejo thanked CEO Ortiz for her proactive plans to bring back a classic rock act for next year and thanked the staff and admissions team for their comprehensive reports. CEO Ortiz affirmed the Fair would continue to build upon their successes and work on improvements to make a bigger and better Fair every year while keeping traditions.

Emilee Inez, Exhibits Supervisor

- She announced there were 8,000 exhibit entries this year. This was an expected decrease from the previous year due to there not being any poultry or horse shows.
- She thanked the superintendents, clerks, and volunteers highlighting Lisa McGowen for her valuable guidance.
- The “Piggy Pursuit” scavenger hunt was a great success amongst guests of all ages.
- The next step for the department is to analyze the data for any shifts that can be made for next year.
- Large livestock sponsorships showed an increase. This support allows the Ventura Fairgrounds to maintain one of the lowest commission rates in the State. There is a 4% commission on steers and 6% on all other animals. Commission rates from other Fairs tend to be in the 8-10% range.
- The auction showed a 21% increase from the previous year.
- Applications for the Junior Fair Board will open in two weeks.

Rick Barrios, Director of Security

- He said this year allowed him to get an idea of where Fair security stands and to come up with key changes for the future.
- The security team put a large focus on communication, availability, a sense of urgency and maintaining a healthy and productive relationship with the Ventura Police Department. There was a zero tolerance for criminal activity.
- A couple of surprises arose with the arrival of the former Prime Minister of the UK and Dionne Warwick, but security was able to rise to the occasions successfully.
- He believes that everything was knocked out of the park and thanked CEO Ortiz for her excellent leadership.
- Director Chess appreciated the presence of the Mounted Sheriffs and was pleased that the Prime Minister had visited.
- Director Mack inquired into the separate roles of the three security companies. Mr. Barrios let her know that one company covers the front gates and exterior, one covers the arena and events, and the third covers the interior. He highlighted how well all three companies worked together this year.
- Director Cornejo appreciates the focus on strengthening the current relationship with Ventura Police Department.

Madalyn Johnson, Concessions Coordinator

- She shared that there was a focus in per capita income which was great this year.
- There was a bigger variety and less repetition amongst vendors.
- There were over 400 concessionaires across the county who stayed a varying number of days, which is more than ever before. This varied from crafters to non-profits to vendors.
- There were adjustments made daily to ensure each day was special and enjoyable.
- A revenue map is being made to analyze what works best and how to adjust plans for the next Fair.

- Director Mack had a booth that was set up for one day and she appreciated Ms. Johnson's help and hard work with the non-profit organizations.
- President Long believes it was a benefit to be able to have a booth set up for a varying number of days.

Jason Amelio, Sales Manager

- He oversaw the arena and events for the duration of the Fair.
- There was a major focus on the look and experience of the arena and VIP area.
- The general admission area was increased in an effort to decrease concert capacity closures.
- General admission wristbands were also utilized to give notice when capacity was being reached.
- He expressed his gratitude for the security in the arena and their hard work and diligence.
- The layout will likely remain the same next year with a focus on adding some additional seating in VIP and updating décor.
- He informed the Board that Netflix also filmed on location during the Fair and there are talks with them about taking part in a feature film at the end of the year.

Megan Hook, PR and Marketing

- She stated that online presale was up from 2024.
- Content creators, social media and media coverage were extensive and extended to LA County.
- Spotify was a new advertising platform that was used that will likely be used again in the future.
- Ads were run on cable, streaming, online, email, radio and print.
- She also coordinated filming a commercial shot the day before the Fair opening that was turned around in 36 hours to run throughout the Fair.
- There were 53 email advertisements sent out with a 50% opening rate and there was an increase in subscribers.
- A survey will be sent to subscribers for feedback and suggestions.
- She highlighted the community sponsorships such as the local craft breweries, Pacific Surfliner and radio stations like Cumulus Media.
- Many graphics and prints were created and branded from signage to posters.
- Director Cornejo thanked her for all her hard work on the signage and rebranding and encouraged everyone to repost and share Fair content for a wider reach. She had heard about the success of Beerfest and thanked Ms. Hook and Ms. Johnson for their hard work and noted the effectiveness of having it on the last day of the Fair.
- CEO Ortiz wanted to make sure to give credit to Ms. Hook for the amount of work it took to complete the signage.
- President Long believes Beerfest was a great success and showcases what is to come with Oktoberfest.

- B. Update on Foundation Naming Right Policy
President Long stated that an MOU is still needed between the Foundation and the Fairgrounds and will be worked on now that the Fair has concluded.

X. Committee Meetings - None

XI. Board Correspondence

- A. Letter from Elynor Whitaker regarding changes to the premium money distribution at the Fair.
B. Email from Diane Wood regarding foul language used at the 7/30 Beach Party concert.
C. Email from Eileen Shaw regarding noise from events held on Fairgrounds.

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

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

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

XIII. CEO Report

- CEO Ortiz commented that there was an interest with the Board to have a strategic planning check-in meeting, so she will contact Ms. Bailey-Findley to see what her availability is.
- CEO Ortiz also welcomed the newest Board Member, Director Martinez.

XIV. President's Report

President Long voiced that it is an honor it is to be a part of such a hard working Fair family.

XV. Director's Comments

Director Mack

- She stated that it was a wonderful fair.
- She wanted to ensure all provided materials would be posted online for the public to access. She believes this information would be beneficial to inform those who believe the cost of Fair is too high that the Fairgrounds is a self sustaining agency.
- She referenced a letter that was received regarding noise from events held at the Fairgrounds, and agreed that facing stages toward the ocean would be beneficial.

Director Chess

- She suggested reaching out to regional music groups that could cater to an older demographic.
- She agrees that the staff hit it out of the park this year.

Director Cornejo

- She is grateful to the staff for a wonderful Fair and appreciative to CEO Ortiz.
- She loves the focus Ms. Johnson is going to be putting on numbers for revenue by area.
- She also highlighted the local vendor, E&D Hats, for their great content and getting the word out about the Fair.

Director Lacayo

- She thought the Fair was great and thanked CEO Ortiz and staff.
- She built upon Director Mack's comment regarding those who believe the cost of the Fair is too high stating there are many discount days and promotions to encourage everyone to be able to visit.
- She also welcomed Director Martinez to the Board.

Director Martinez

- She thanked the staff and CEO Ortiz for their hard work.
- She expressed her gratitude for everyone making her feel welcomed.
- She comes from a perspective of how the Fair impacts the community.

XV. Future Agenda Items

A. Surfer's Point Progress

B. Naming Rights Policy

XVI. 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.

President Long convened into closed session at 10:36 am.

President Long reconvened at 11:17 am. There was nothing to report.

XVII. Adjourn

The meeting was adjourned at 11:17 am.

Submitted by: _____
Stephanie Mathewson, Executive Assistant

Approved by: _____
Heidi Ortiz, CEO Ventura County Fairgrounds

Approved by: _____
Dan Long, Board President

31st DAA, Ventura County Fair
Summary of Operations
July 31, 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	7/31/2025	various	4,505,829
State (Local/Base) Allocation(s) (F&E)	7/31/2025	31200	-
Training Allocation & Other Fiscal & Admin Assistance (F&E)	7/31/2025	31300	-
Capital Project Reimbursement Funds	7/31/2025	31900	-
One-time Revenue Sources (fire camp, sale of property)	7/31/2025	32500	156
Contributions from Other Gov't (non-F&E) Sources	7/31/2025	33000	-
Other (e.g. Flex Capital)	7/31/2025	34000	400
TOTAL RESOURCES ACQUIRED			4,506,385
RESOURCES APPLIED:			
Operating Expenditures	7/31/2025	various	5,621,238
Depreciation Expense	7/31/2025	90000	127,449
Pension Expense	7/31/2025	96000	-
OPEB Expense	7/31/2025	96100	-
TOTAL RESOURCES APPLIED			5,748,688
INCREASE/(DECREASE) IN NET RESOURCES DURING THE YEAR			(1,242,303)
TOTAL NET RESOURCES, Ending			
Net Resources-Unrestricted	7/31/2025	29100	2,390,648
Unrestricted Net Position - Pension/OPEB	7/31/2025	29400	(1,342,276)
Net Resources-Restricted	7/31/2025	29300	-
Net Resources-Capital Assets, Less Related Debt	7/31/2025	29000	5,257,028
TOTAL NET RESOURCES, Ending			\$ 6,305,400
Unrestricted Reserve Percentage			42.53%

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

ASSETS

CURRENT ASSETS

Cash - Unrestricted	3,760,625
Cash - Junior Livestock Auction	219,411
Accounts Receivable, Net of Allowance for Doubtful	691,488
JLA Accounts Receivables, Net of Allowance for Doubtful	12,046
Deferred Expenses	326,715
TOTAL CURRENT ASSETS	5,010,287

FIXED ASSETS

Land	282,915
Construction in Progress	1,616,349
Buildings & Improvements, Net of Accumulated Depreciation	3,239,806
Equipment, Net of Accumulated Depreciation	117,958
TOTAL FIXED ASSETS	5,257,028

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

\$ 11,162,161

LIABILITIES & NET RESOURCES

LIABILITIES

Special Event Insurance	155
Accounts Payable	811,964
JLA Accounts Payable	8,208
Sales Tax Payable	146
Payroll Liabilities	179,789
Drug Fees	-
Deferred Revenue	58,635
Guaranteed Deposits	119,517
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	3,958,931

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	812,778
Net Resoures - Unrestricted	\$2,390,648
Unrestricted Net Position - Pension/OPEB	(1,342,276)
Net Resources - Restricted	-
Net Resoures - Capital Assets, Less Related Debt	\$5,257,028
TOTAL NET RESOURCES	7,118,179

TOTAL LIABILITIES & NET RESOURCES

\$ 11,162,161

31st DAA, Ventura County Fair
Cash & Cash Equivalents
July 31, 2025

CURRENT CASH

Petty Cash	1,135.48	
Total Petty Cash		\$1,135.48
Changefund	100,600.00	
Changfund - Parking	6,000.00	
Total Changefund Cash		\$106,600.00
Cash - Operating BOFA#0920	71,418.74	
Cash - Operating MB#5168	1,908,491.48	
Total Operating Cash		\$1,979,910.22
Cash - Premium BOFA#2150	7,513.00	
Total Premium Cash		\$7,513.00
Cash - Payroll BOFA#4507	4,360.18	
Cash - Payroll BOFA#1043	62.59	
Cash - Payroll MB#5184	12,268.28	
Total Payroll Cash		\$16,691.05
Cash - Savings	0.00	
Cash - Savings MB#5192	1,604,787.08	
Total Savings Cash		\$1,604,787.08
Cash - LAIF #13-56-001	43,988.60	
Total LAIF Cash		\$43,988.60
Cash - JLA BOFA#3469	12,280.82	
Cash - JLA MB#1471	207,130.57	
Total JLA Cash		\$219,411.39
TOTAL CASH		\$3,980,037

CURRENT ACCOUNTS RECEIVABLES

Accounts Receivable	699,905.64	
Allowance for Doubtful Account	(8,646.75)	
Employee AR	229.45	
Total Net General Accounts Receivables		\$691,488.34
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		\$703,535

TOTAL CASH & CASH EQUIVALENTS	\$4,683,572
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31st DAA, Ventura County Fair
Income Statement
July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/2024	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
OPERATING REVENUES:							
Admission Revenues	ADMIS	3,078,610	702,948	648,180	3,097,200	2,449,020	21%
Commercial Space	COMSP	326,306	308,129	418,430	353,000	(65,430)	119%
Carnival Revenues	CARN	4,246,248	596,243	465,058	4,246,250	3,781,192	11%
Concession Revenues	CSREV	1,295,885	223,842	231,590	1,103,072	871,482	21%
Exhibit Revenues	EXREV	78,549	76,626	64,757	67,565	2,808	96%
Horse Show Revenues	HSREV	8,148	4,380	-	-	-	0%
Entertainment Revenues	ETREV	1,070,505	594,448	533,446	1,055,660	522,214	51%
Miscellaneous Fair Revenues	MFREV	1,661,136	555,647	557,127	1,622,855	1,065,728	34%
Facility Sales - Interim Revenues	INTRE	2,569,215	1,608,526	1,254,788	2,206,765	951,977	57%
Satellite Wagering Revenues	SWREV	270,738	173,986	161,943	242,310	80,367	67%
Prior Year Revenue	PYREV	27,371	15,257	27,639	-	(27,639)	0%
Other Revenues	OTREV	73,111	40,398	142,872	71,225	(71,647)	201%
TOTAL OPERATING REVENUES		\$ 14,705,821	\$ 4,900,430	\$ 4,505,829	\$ 14,065,902	\$ 9,560,073	32%
OPERATING EXPENDITURES:							
Administration Expenses	ADEXP	1,376,160	763,905	670,212	1,358,905	688,693	49%
Maintenance Expenses	MNEXP	2,665,119	1,535,265	1,546,035	2,708,605	1,162,570	57%
Publicity Expenses	PBEXP	267,525	181,398	179,264	281,500	102,236	64%
Concession Expenses	CSEXP	112,905	72,275	91,489	135,986	44,497	67%
Attendance Expenses	ATEXP	3,948,327	446,588	449,684	3,987,685	3,538,001	11%
Premium Expenses	PREXP	119,835	3,827	6,024	106,334	100,310	6%
Exhibit Expenses	EXEXP	236,639	57,498	124,104	292,746	168,642	42%
Horse Show Expenses	HSEXP	19,211	3,321	-	-	-	0%
Entertainment Expenses	ETEXP	2,519,942	464,523	1,549,856	2,468,489	918,633	63%
Miscellaneous Fair Expenses	MFEXP	1,878,989	420,760	556,124	2,011,453	1,455,329	28%
Facility Sales - Interim Expenses	INTEX	714,293	398,430	359,373	587,423	228,050	61%
Satellite Wagering Expenses	SWEXP	42,892	28,467	29,011	42,905	13,894	68%
Equipment Expenses	EQUIP	49,540	33,066	31,208	48,075	16,867	65%
Prior Year Expenses	PYEXP	47,100	32,073	31,283	20,000	(11,283)	156%
Cash Over/Short	CAOS	42,025	(3,921)	(2,431)	11,685	14,116	-21%
TOTAL OPERATING EXPENSES		\$ 14,040,501	\$ 4,437,476	\$ 5,621,238	\$ 14,061,791	\$ 8,440,553	40%
NET OPER PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		\$ 665,319	\$ 462,953	\$ (1,115,409)	\$ 4,111	\$ 1,119,520	-27132%
Depreciation	90000	437,180	232,118	127,449	440,000	312,551	29%
Pension Expense	96000	397,100	-	-	-	-	0%
OPEB Expense	96100	(7,793)	-	-	-	-	0%
NET OPER PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ (161,167)	\$ 230,835	\$ (1,242,859)	\$ (435,889)	\$ 806,970	285%
State Allocation	31200	329,000	214,500	-	110,000	110,000	0%
Training Allocations	31300	-	-	-	-	-	0%
Capital Project Reimbursement Funds	31900	36,000	36,000	-	-	-	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	-	-	400	-	(400)	0%
NET PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		\$ 1,534,990	\$ 713,453	\$ (1,114,853)	\$ 114,111	\$ 1,228,964	-977%
NET PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ 708,504	\$ 481,335	\$ (1,242,303)	\$ (325,889)	\$ 916,414	381%

Income Statement

31st DAA, Ventura County Fair

Revenue Report

July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
ADMISSIONS TO GROUNDS:							
Gate Admissions	40000-00-100	2,558,290	127,201	66,942	2,520,590	2,453,648	3%
Admission - Vendor Badge	40010-00-100	1,854	525	600	1,850	1,250	32%
Presale Admissions	40100-00-100	479,546	536,723	539,998	535,840	(4,158)	101%
Presale Admissions - Livestock	40110-00-100	38,920	38,500	40,640	38,920	(1,720)	104%
TOTAL ADMISSION TO GROUNDS		\$ 3,078,610	\$ 702,948	\$ 648,180	\$ 3,097,200	\$ 2,449,020	21%
COMMERCIAL SPACE:							
Commercial Space	41000-00-100	326,306	308,129	418,430	353,000	(65,430)	119%
TOTAL COMMERCIAL SPACE		\$ 326,306	\$ 308,129	\$ 418,430	\$ 353,000	\$ (65,430)	119%
CARNIVAL REVENUE:							
Carnival	40500-00-100	3,853,972	217,017	172,868	3,853,970	3,681,102	4%
Carnival - Presale	40510-00-100	392,276	379,226	292,190	392,280	100,090	74%
Other Misc Revenue - Carnival	40520-00-100	-	-	-	-	-	0%
TOTAL CARNIVAL REVENUE		\$ 4,246,248	\$ 596,243	\$ 465,058	\$ 4,246,250	\$ 3,781,192	11%
CONCESSION REVENUE:							
Food Concession	42100-60-100	1,154,372	127,200	130,200	1,035,000	904,800	13%
Vendor Parking	45000-60-100	15,577	13,450	13,742	9,072	(4,670)	151%
Stock Struck	45010-60-100	3,940	3,300	4,385	4,000	(385)	110%
Camping Fees	46500-60-100	77,273	38,570	61,693	48,000	(13,693)	129%
Reimbursable Revenues	48500-60-100	38,569	35,820	16,770	2,500	(14,270)	671%
Vendor App Fees	48700-60-100	6,155	5,502	4,800	4,500	(300)	107%
TOTAL CONCESSION REVENUE		\$ 1,295,885	\$ 223,842	\$ 231,590	\$ 1,103,072	\$ 871,482	21%
EXHIBIT REVENUE:							
Exhibit Entry Fees	EXENT	30,861	30,151	21,690	28,000	6,310	77%
Donated Awards	43100-80-100	16,625	15,425	550	10,500	9,950	5%
Parking Revenue - Livestock	45000-80-100	7,804	7,960	18,647	10,000	(8,647)	186%
Camping Fees	46500-80-100	9,115	18,450	15,525	9,565	(5,960)	162%
Reimbursable Revenues	48500-80-100	2,355	2,355	90	-	(90)	0%
Other Misc Revenue	48700-80-100	6,204	160	3,050	2,000	(1,050)	153%
Donations	48810-80-100	2,060	-	1,330	4,000	2,670	33%
Junior Fair Board Revenue	48700-80-160	3,525	2,125	3,875	3,500	(375)	111%
TOTAL EXHIBIT REVENUE		\$ 78,549	\$ 76,626	\$ 64,757	\$ 67,565	\$ 2,808	96%
HORSE SHOW REVENUE:							
Entry Fees - Open Draft/Carraige	43000-25-150	3,693	2,355	-	-	-	0%
Sponsored Awards - Open Draft/Carraige	43100-25-150	-	-	-	-	-	0%
Stall Fees - Open Draft/Carraige	43300-25-150	4,455	2,025	-	-	-	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	\$ 4,380	\$ -	\$ -	\$ -	0%

Revenues

31st DAA, Ventura County Fair

Revenue Report

July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
ENTERTAINMENT FAIR REVENUE							
Admission - Box Seats	40000-75-100	22,400	113,557	6,000	22,400	16,400	27%
Admission - Motorsports	40010-75-100	-	-	-	-	-	0%
Admission - Concerts	40020-75-100	459,769	38,522	32,416	459,770	427,354	7%
Admission - Rodeo	40030-75-100	37,651	3,612	58,764	37,540	(21,224)	157%
Presale Admission - Box Seats	40100-75-100	4,000	4,000	22,000	4,000	(18,000)	550%
Presale Admission - Concerts	40120-75-100	460,053	366,983	412,826	445,320	32,494	93%
Presale Admission - Rodeo	40130-75-100	67,153	67,153	-	67,150	67,150	0%
Commission on Sales	41500-75-100	19,480	622	-	19,480	19,480	0%
Merchandise Sales	42200-75-100	-	-	1,440	-	(1,440)	0%
Other Misc Revenue	48700-75-100	-	-	-	-	-	0%
TOTAL ENTERTAINMENT FAIR REVENUE		\$ 1,070,505	\$ 594,448	\$ 533,446	\$ 1,055,660	\$ 522,214	51%
MISCELLANEOUS FAIR REVENUE: (without Jr Livestock Auction)							
Souvenir Booth	42200-00-100	33,193	-	1,888	400,000	398,112	0%
Alcohol Concession	42300-00-100	578,283	-	-	33,190	33,190	0%
Parking Revenue	45000-00-100	438,600	34,040	61,020	578,280	517,260	11%
Camping Fees	46500-00-100	-	-	999	-	(999)	0%
Other Misc Revenue	48700-00-100	15,973	2,339	65	11,385	11,320	1%
Garden Signage Sponsor	48800-00-100	-	-	6,525	-	(6,525)	0%
Donations Revenue	48810-00-100	-	1,600	-	-	-	0%
Sponsorship Revenue	48800-50-100	595,086	517,668	486,630	600,000	113,370	81%
TOTAL MISCELLANEOUS FAIR		\$ 1,661,136	\$ 555,647	\$ 557,127	\$ 1,622,855	\$ 1,065,728	34%
INTERIM REVENUE							
FACILITY SALES							
Concession Revenue (alcohol & beverages)	42300-40-400	317,747	212,675	179,518	317,750	138,232	56%
Parking Revenue	45000-40-400	472,746	234,120	299,858	400,000	100,142	75%
Parking Revenue - Beachfront	45010-40-400	137,500	77,227	26,137	140,000	113,863	19%
Building Rental	46100-40-400	551,654	400,847	224,212	400,000	175,788	56%
Building Rental - Derby Club	46110-40-400	194,559	114,556	119,500	192,000	72,500	62%
Grounds Rental	46200-40-400	341,815	173,685	168,236	250,000	81,764	67%
Equipment Rental (chairs, tables, etc.)	46300-40-400	160,064	92,705	58,659	135,000	76,341	43%
Camping Fees	46500-40-400	18,370	38,045	1,585	10,000	8,415	16%
Reimbursable Revenue - Utilities	48500-40-400	62,956	54,918	5,716	62,830	57,114	9%
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	45,033	44,392	74,000	29,608	60%
Set-Up/Clean-Up Fees	48550-40-400	122,057	74,254	62,171	110,000	47,829	57%
Reimbursable Revenue - Fire Marshall	48560-40-400	8,700	6,540	4,860	9,000	4,140	54%
Reimbursable Revenue - Trash/Dumpster	48570-40-400	18,000	5,000	20,184	18,000	(2,184)	112%
Reimbursable Revenue - Other (Police Expense)	48580-40-400	80,146	70,063	39,760	80,000	40,240	50%
Other Misc Revenue	48700-40-400	6,872	6,858	-	6,185	6,185	0%
Sponsorship Revenue	48800-50-400	-	-	-	-	-	0%
OKTOBERFEST							
Admission Revenue	40000-00-500	-	-	-	-	-	0%

Revenues

31st DAA, Ventura County Fair

Revenue Report

July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
Carnival Wristbands	40500-00-500	-	-	-	-	-	0%
Commercial Vendors	41000-00-500	-	-	-	-	-	0%
Food Concession	42100-00-500	-	-	-	-	-	0%
Alcohol Concession	42300-00-500	-	-	-	-	-	0%
Parking Revenue	45000-00-500	-	-	-	-	-	0%
Grounds Rental	46200-00-500	-	-	-	-	-	0%
Promo Fund	48000-00-500	-	-	-	-	-	0%
Sponsorship Revenue	48800-00-500	-	-	-	-	-	0%
TOTAL INTERIM REVENUE		\$ 2,569,215	\$ 1,608,526	\$ 1,254,788	\$ 2,206,765	\$ 951,977	57%
SATELLITE WAGERING							
Commission	41500-20-200	246,738	172,725	159,639	242,310	82,671	66%
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	\$ 173,986	\$ 161,943	\$ 242,310	\$ 80,367	67%
TOTAL PRIOR YEAR REVENUE ADJ	49000-00-000	27,371	15,257	27,639	-	(27,639)	0%
TOTAL PRIOR YEAR REVENUE		\$ 27,371	\$ 15,257	\$ 27,639	\$ -	\$ (27,639)	0%
OTHER OPERATING REVENUE							
Reimbursable Revenue	48500-00-000	4,923	7,095	-	1,500	1,500	0%
Other Misc Revenue (Convenience Fees, SE Rebates, etc.)	48700-00-000	44,462	20,200	117,299	47,885	(69,414)	245%
Interest Earnings	48710-00-000	23,698	13,104	25,573	21,810	(3,763)	117%
Donations	48810-00-000	29	-	-	30	30	0%
TOTAL OTHER OPERATING REVENUE		\$ 73,111	\$ 40,398	\$ 142,872	\$ 71,225	\$ (71,647)	201%

Revenues

31st DAA, Ventura County Fair

Expense Report

July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
ADMINISTRATION EXPENSE							
Salaries & Wages - Perm	50000-11-000	200,239	142,040	72,488	176,596	104,108	41%
Salaries & Wages - Temp	50100-11-000	129,027	75,918	73,968	130,000	56,032	57%
Compensated Leave	50300-11-000	(41,215)	-	-	60,988	60,988	0%
Employee Benefits	51000-11-000	25,242	15,591	14,742	30,950	16,208	48%
PERS Employer Contribution	51010-11-000	65,827	44,880	34,600	70,865	36,265	49%
OPEB Employer Contribution	51020-11-000	4,030	2,319	2,134	4,281	2,147	50%
Payroll Taxes	51100-11-000	23,378	15,431	10,261	18,074	7,813	57%
Worker's Comp Insurance	51200-11-000	22,704	15,368	16,074	19,009	2,935	85%
Unemployment Insurance	51300-11-000	37,237	19,795	12,639	25,000	12,361	51%
Current year - Bad Debt Expense	53000-11-000	-	-	-	-	-	0%
Bank / CC Charges	54000-11-000	242,308	49,498	65,951	229,930	163,979	29%
Interest Expense	54010-11-000	800	763	-	800	800	0%
Director Expense	56000-11-000	5,171	4,503	103	5,170	5,067	2%
Dues & Subscription	57000-11-000	9,446	5,324	27,277	9,450	(17,827)	289%
Insurance	60000-11-000	326,213	188,868	194,554	330,000	135,446	59%
Other Misc Expense	65000-11-000	5,807	3,800	230	8,400	8,170	3%
Postage	67000-11-000	2,053	744	1,036	2,050	1,014	51%
Professional Services	69000-11-000	177,317	137,858	61,525	93,818	32,293	66%
Audit Cost	69010-11-000	91,300	-	60,150	91,300	31,150	66%
Office Supples & Expense	74000-11-000	25,908	22,300	6,707	25,900	19,193	26%
Telephone	75000-11-000	8,290	6,016	7,346	8,300	954	89%
Travel / Training Expense	77000-11-000	15,077	12,889	8,427	18,024	9,597	47%
TOTAL ADMINISTRATION EXPENSE		\$ 1,376,160	\$ 763,905	\$ 670,212	\$ 1,358,905	\$ 688,693	49%
MAINTENANCE & GENERAL OPERATIONS							
Salaries & Wages - Perm	50000-12-000	219,773	109,941	148,445	274,369	125,924	54%
Salaries & Wages - Temp	50100-12-000	846,604	520,918	512,833	711,975	199,142	72%
Employee Benefits	51000-12-000	60,039	32,066	43,056	79,147	36,091	54%
PERS Employer Contribution	51010-12-000	171,872	109,510	127,666	213,124	85,458	60%
OPEB Employer Contribution	51020-12-000	6,850	3,400	5,023	9,204	4,181	55%
Payroll Taxes	51100-12-000	57,593	33,447	42,334	72,400	30,066	58%
Worker's Comp Insurance	51200-12-000	68,603	40,465	72,124	61,153	(10,971)	118%
Vehicle Insurance	60000-12-000	-	-	-	-	-	0%
Utilities - Electrical	63000-12-000	527,547	272,467	275,087	555,184	280,097	50%
Utilities - Gas/Propane	63010-12-000	55,831	13,687	15,938	58,623	42,685	27%
Utilities - Water/Sewer	63020-12-000	118,949	68,902	61,535	124,896	63,361	49%
Grounds Maintenance & Repairs	64000-12-000	76,722	64,781	69,676	98,840	29,164	70%
Equipment Maintenance	64010-12-000	86,807	53,689	47,792	85,995	38,203	56%
Professional Services	69000-12-000	135,260	69,366	43,476	110,195	66,719	39%
Equipment Rental	72000-12-000	59,203	38,956	9,233	65,000	55,768	14%
Supplies & Expenses	74000-12-000	78,526	57,672	22,652	90,000	67,348	25%
Telephone Expenses	75000-12-000	4,636	1,065	2,657	4,700	2,043	57%

Expenses

31st DAA, Ventura County Fair

Expense Report

July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	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	43,428	45,304	88,800	43,496	51%
TOTAL MAINTENANCE EXPENSE		\$ 2,665,119	\$ 1,535,265	\$ 1,546,035	\$ 2,708,605	\$ 1,162,570	57%
PUBLICITY EXPENSE							
Advertising	52000-13-100	126,168	55,467	55,997	140,000	84,003	40%
Professional Services	69000-13-100	66,036	64,766	66,139	75,000	8,861	88%
Program Expense	70000-13-100	25,053	12,375	970	25,000	24,030	4%
Promotional Expense	71000-13-100	23,218	22,667	21,044	21,500	456	98%
Supplies & Expense	74000-13-100	27,050	26,122	35,114	20,000	(15,114)	176%
TOTAL PUBLICITY EXPENSE		\$ 267,525	\$ 181,398	\$ 179,264	\$ 281,500	\$ 102,236	64%
CONCESSION EXPENSE							
Salaries & Wages - Perm	50000-60-100	-	-	38,250	60,042	21,792	64%
Salaries & Wages - Temp	50100-60-100	67,019	48,355	18,401	26,040	7,639	71%
Employee Benefits	51000-60-100	-	-	-	1,680	1,680	0%
Payroll Taxes	51100-60-100	3,789	2,859	4,121	6,233	2,112	66%
PERS Employer Contribution	51010-60-100	10,512	8,759	13,147	6,535	(6,612)	201%
OPEB Employer Contribution	51020-60-100	-	-	949	3,666	2,717	26%
Worker's Comp Insurance	51200-60-100	3,651	2,964	6,166	5,337	(829)	116%
Professional Services	69000-60-100	17,394	5,691	6,068	11,983	5,915	51%
Tent & Booth Rent Expense	72000-60-100	1,227	-	-	-	-	0%
Supplies & Expense	74000-60-100	9,313	3,648	4,070	10,930	6,860	37%
Travel & Training	77000-60-100	-	-	318	3,540	3,222	9%
TOTAL CONCESSION EXPENSE		\$ 112,905	\$ 72,275	\$ 91,489	\$ 135,986	\$ 44,497	67%
ATTENDANCE OPERATIONS							
Salaries & Wages - Temp	50100-70-100	117,515	20,145	28,087	162,000	133,913	17%
Employee Benefits	51000-70-100	-	-	-	-	-	0%
PERS Employer Contribution	51010-70-100	1,734	798	610	1,735	1,125	35%
Payroll Taxes	51100-70-100	2,386	591	636	2,386	1,750	27%
Worker's Comp Insurance	51200-70-100	3,399	817	3,424	10,044	6,620	34%
Professional Services	69000-70-100	27,719	23,320	1,068	27,720	26,652	4%
Professional Services - Carnival	69010-70-100	2,402,048	22,960	6,900	2,402,050	2,395,150	0%
Security Expense	73000-70-100	967,508	331,072	391,557	967,510	575,953	40%
Supplies & Expense	74000-70-100	214,876	29,398	1,573	214,880	213,307	1%
Supplies & Expense - Carnival	74010-70-100	202,552	9,251	14,716	190,760	176,044	8%
Supplies & Expense - Admission	74020-70-100	8,590	8,237	1,113	8,600	7,487	13%
TOTAL ATTENDANCE EXPENSE		\$ 3,948,327	\$ 446,588	\$ 449,684	\$ 3,987,685	\$ 3,538,001	11%
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	-	4,975	6,000	1,025	83%
Supplies & Expenses	74000-85-100	4,382	3,827	1,049	4,382	3,333	24%
TOTAL PREMIUM EXPENSE		\$ 119,835	\$ 3,827	\$ 6,024	\$ 106,334	\$ 100,310	6%

Expenses

31st DAA, Ventura County Fair

Expense Report

July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
EXHIBIT EXPENSE							
Salaries & Wages - Perm	50000-80-100	10,358	-	30,165	50,067	19,902	60%
Salaries & Wages - Temp	EXWAT	30,218	19,120	-	-	-	0%
Employee Benefits	51000-80-100	2,908	-	7,071	12,122	5,051	58%
PERS Employer Contribution	51010-80-100	9,840	4,735	7,682	12,815	5,133	60%
OPEB Employer Contribution	51020-80-100	304	-	852	1,461	609	58%
Payroll Taxes	EXPRT	3,041	1,423	2,269	1,077	(1,192)	211%
Worker's Comp Insurance	EXWC	2,281	1,018	3,359	3,104	(255)	108%
Other Misc Expense	65000-80-100	-	-	-	-	-	0%
Trophies & Ribbons	66010-80-100	10,171	5,940	2,918	20,000	17,082	15%
Sponsored Cash	66020-80-100	-	-	-	500	500	0%
Supplies & Expenses	EXSE	32,183	19,702	10,080	48,500	38,420	21%
Professional Services	EXPRO	131,225	2,401	53,459	132,600	79,141	40%
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	1,836	2,637	2,000	(637)	132%
TOTAL EXHIBIT EXPENSE		\$ 236,639	\$ 57,498	\$ 124,104	\$ 292,746	\$ 168,642	42%
HORSE SHOW EXPENSE (Excluding Premiums)							
Professional Services - Open Draft/Carraige	69000-25-150	14,975	1,500	-	-	-	0%
Supplies & Expenses - Open Draft/Carraige	74000-25-150	4,236	1,821	-	-	-	0%
Professionsl Services - Youth Open	69000-25-151	-	-	-	-	-	0%
Supplies & Expenses - Youth Open	74000-25-151	-	-	-	-	-	0%
TOTAL HORSE SHOW EXPENSE		\$ 19,211	\$ 3,321	\$ -	\$ -	\$ -	0%
FAIR ENTERTAINMENT EXPENSE							
Salaries & Wages - Temp	50100-75-100	1,787	136	-	1,787	1,787	0%
Employee Benefits	51000-75-100	-	-	-	-	-	0%
Payroll Taxes	51100-75-100	26	2	-	26	26	0%
Worker's Comp Insurance	51200-75-100	48	6	-	111	111	0%
Entertainment - Rodeo	58000-75-100	143,000	-	143,000	143,000	-	100%
Entertainment - Grounds Acts	58010-75-100	405,400	127,650	173,515	355,400	181,885	49%
Entertainment - Motrosports	58020-75-100	-	-	-	-	-	0%
Entertainment - Concerts	58030-75-100	1,312,098	159,000	1,104,650	1,312,100	207,450	84%
Entertainment - Community Event	58040-75-100	-	-	-	-	-	0%
Professional Services	69000-75-100	447,289	127,016	81,920	447,290	365,370	18%
Professional Services - Rodeo	69020-75-100	-	-	-	-	-	0%
Supplies & Expense - Grandstands	74000-75-100	177,373	34,276	46,771	175,850	129,079	27%
Supplies & Expense - Grounds Acts	74010-75-100	29,903	16,438	-	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	\$ 464,523	\$ 1,549,856	\$ 2,468,489	\$ 918,633	63%

Expenses

31st DAA, Ventura County Fair

Expense Report

July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
MISCELLANEOUS FAIR EXPENSE							
<i>ADMINISTRATION</i>							
Salaries & Wages - Perm	50000-11-100	6,101	3,093	5,930	21,567	15,637	27%
Salaries & Wages - Temp	50100-11-100	23,713	6,299	21,190	22,600	1,410	94%
Employee Benefits	51000-11-100	2,118	1,065	1,134	2,118	984	54%
PERS Employer Contribution	51010-11-100	2,868	842	5,224	2,868	(2,356)	182%
OPEB Employer Contribution	51020-11-100	175	89	164	175	11	94%
Payroll Taxes	51100-11-100	1,509	426	1,692	1,509	(183)	112%
Worker's Comp Insurance	51200-11-100	906	381	3,268	2,738	(530)	119%
Director's Expense	56000-11-100	353	353	507	353	(154)	144%
Supplies & Expenses	74000-11-100	24,078	6,044	4,282	24,184	19,902	18%
<i>MAINTENANCE</i>							
Salaries & Wages - Perm	50000-12-100	33,239	15,754	21,625	27,697	6,072	78%
Salaries & Wages - Temp	50100-12-100	169,477	74,686	106,293	226,050	119,757	47%
Employee Benefits	51000-12-100	6,104	3,052	2,954	6,104	3,150	48%
PERS Employer Contribution	51010-12-100	17,214	8,181	14,482	17,214	2,732	84%
OPEB Employer Contribution	51020-12-100	750	376	390	750	360	52%
Payroll Taxes	51100-12-100	11,398	5,016	7,101	11,398	4,297	62%
Worker's Comp Insurance	51200-12-100	6,343	3,686	15,809	15,732	(77)	100%
Utilities (electric, gas, water, sewer, etc.)	63000-12-100	24,538	-	26,488	24,540	(1,948)	108%
Professional Services	69000-12-100	271,359	780	26,794	271,358	244,564	10%
Equipment Rental	72000-12-100	248,008	102,037	19,559	248,008	228,449	8%
Supplies & Maintenance	74000-12-100	121,225	90,754	65,486	95,380	29,894	69%
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	4,384	-	-	-	0%
Salaries & Wages - Temp	50100-40-100	-	-	-	-	-	479%
Employee Benefits	51000-40-100	814	815	-	-	-	0%
PERS Employer Contribution	51010-40-100	627	627	-	-	-	0%
OPEB Employer Contribution	51020-40-100	87	87	-	-	-	0%
Payroll Taxes	51100-40-100	318	318	-	-	-	0%
Worker's Comp Insurance	51200-40-100	177	177	-	-	-	0%
Professional Services	69000-40-100	-	-	-	-	-	0%
Outside Security Expense	73000-40-100	-	-	600	-	(600)	0%
Supplies & Expenses	74000-40-100	-	-	-	-	-	0%
<i>SPONSORSHIP</i>							
Professional Services	69000-50-100	197,262	31,000	30,000	182,000	152,000	16%
Equipment Rental	72000-50-100	-	-	321	400	79	80%
Supplies & Expenses	74000-50-100	1,757	497	240	1,625	1,385	15%
<i>PARKING</i>							
Salaries & Wages - Temp	50000-65-100	3,763	-	-	5,834	5,834	0%
Salaries & Wages - Temp	50100-65-100	28,783	4,365	10,321	60,000	49,679	17%
Employee Benefits	51000-65-100	815	-	-	815	815	0%

Expenses

31st DAA, Ventura County Fair

Expense Report

July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
PERS Employer Contribution	51010-65-100	745	-	201	745	544	27%
OPEB Employer Contribution	51020-65-100	85	-	-	85	85	0%
Payroll Taxes	51100-65-100	956	97	253	956	703	27%
Worker's Comp Insurance	51200-65-100	903	179	1,282	4,082	2,800	31%
Professional Services	69000-65-100	322,974	-	15,000	342,000	327,000	4%
Overflow Parking Rental	72000-65-100	12,500	8,145	34,515	13,200	(21,315)	261%
Equipment Rental	72001-65-100	2,804	-	618	3,000	2,382	21%
Supplies & Expense	74000-65-100	7,448	4,829	1,241	1,200	(41)	103%
<i>OTHER FAIR</i>							
Chargebacks	54020-00-100	217,082	5,642	1,785	285,686	283,901	0%
Professional Services	69000-00-100	83,558	36,683	109,376	67,807	(41,569)	0%
Souvenir Booth Expense	74000-00-100	-	-	-	-	-	0%
TOTAL MISCELLANEOUS FAIR EXPENSE		\$ 1,878,989	\$ 420,760	\$ 556,124	\$ 2,011,453	\$ 1,455,329	28%
INTERIM EXPENSE							
<i>PUBLICITY</i>							
Advertising	52000-13-400	8,265	5,967	-	10,000	10,000	0%
Professional Services	69000-13-400	50,832	12,763	38,616	35,000	(3,616)	110%
Promotional Expense	71000-13-400	-	-	-	-	-	0%
Supplies & Expenses	74000-13-400	2,611	2,170	871	5,000	4,129	17%
<i>FACILITY SALES</i>							
Salaries & Wages - Perm	50000-40-400	90,388	41,623	44,463	63,154	18,691	70%
Salaries & Wages - Temp	50100-40-400	18,748	17,857	15,144	30,000	14,856	50%
Employee Benefits	51000-40-400	18,048	10,585	12,292	22,810	10,518	54%
PERS Employer Contribution	51010-40-400	25,180	15,272	10,719	33,252	22,533	32%
OPEB Employer Contribution	51020-40-400	2,553	1,423	1,189	3,792	2,603	31%
Payroll Taxes	51100-40-400	7,499	3,919	3,354	9,694	6,340	35%
Worker's Comp Insurance	51200-40-400	7,406	4,113	6,673	5,776	(897)	116%
Professional Services	69000-40-400	129,975	81,808	4,860	65,820	60,960	7%
Promotional Expense	71000-40-400	-	-	-	-	-	0%
Rental Expense	72000-40-400	7,014	7,014	1,697	7,000	5,303	24%
Outside Security Expense	73000-40-400	188,539	84,527	101,525	189,000	87,475	54%
Supplies & Expenses	74000-40-400	6,458	6,888	39,587	1,200	(38,387)	3299%
Telephone	75000-40-400	709	354	416	720	304	58%
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	49,848	51,535	50,800	(735)	101%
Employee Benefits	51000-65-400	-	-	-	-	-	0%
PERS Employer Contribution	51010-65-400	4,304	2,725	2,820	6,400	3,580	44%
Payroll Taxes	51100-65-400	2,624	1,409	1,553	3,400	1,847	46%
Worker's Comp Insurance	51200-65-400	5,906	3,253	5,654	-	(5,654)	0%

Expenses

31st DAA, Ventura County Fair

Expense Report

July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
Equipment Maintenance	64010-65-400	-	-	-	-	-	0%
Professional Services - PK	69000-65-400	28,430	28,430	10,252	28,430	18,178	36%
Supplies & Expense - Main Lot	74000-65-400	3,416	3,312	-	1,500	1,500	0%
Supplies & Expense - Beach Lot	74010-65-400	1,443	-	22	1,500	1,478	1%
OKTOBERFEST							
Salaries & Wages - Perm	50000-00-500	-	-	-	-	-	0%
Salaries & Wages - Temp	50100-00-500	-	-	-	-	-	0%
Employee Benefits	51000-00-500	-	-	-	-	-	0%
PERS Employer Contribution	51010-00-500	-	-	-	-	-	0%
OPEB Employer Contribution	51020-00-500	-	-	-	-	-	0%
Payroll Taxes	51100-00-500	-	-	-	-	-	0%
Worker's Comp Insurance	51200-00-500	-	-	-	-	-	0%
Entertainment Grandstand	58000-00-500	-	-	-	-	-	0%
Entertainment Ground	58010-00-500	-	-	5,000	-	(5,000)	0%
Ground Maintenance	64000-00-500	-	-	-	-	-	0%
Other Misc Expense	65000-00-500	-	-	-	-	-	0%
Professional Services	69000-00-500	-	-	-	-	-	0%
Professional Services - Carnival	69010-00-500	-	-	-	-	-	0%
Rental Expense	72000-00-500	-	-	-	-	-	0%
Security Expense	73000-00-500	-	-	-	-	-	0%
Supplies & Expenses	74000-00-500	-	-	-	-	-	0%
TOTAL INTERIM EXPENSE		\$ 714,293	\$ 398,430	\$ 359,373	\$ 587,423	\$ 228,050	61%
SATELLITE WAGERING EXPENSE							
CARF Dues	57000-20-200	17,992	13,494	12,000	17,995	5,995	67%
Grounds Maintenance & Repairs	64000-20-200	11,851	4,477	16,362	11,855	(4,507)	138%
Equipment Maintenance	64010-20-200	-	-	-	-	-	0%
Professional Services	69000-20-200	3,810	1,376	649	3,810	3,161	17%
Supplies & Expenses	74000-20-200	993	874	-	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	\$ 28,467	\$ 29,011	\$ 42,905	\$ 13,894	68%
EQUIPMENT EXPENSE							
Non Capitalized(cost less than \$5000 and life less than one year							
Equipment Funded by Fair	87500-00-000	49,540	33,066	31,208	48,075	16,867	65%
TOTAL EQUIPMENT EXPENSE		\$ 49,540	\$ 33,066	\$ 31,208	\$ 48,075	\$ 16,867	65%
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT							
Prior Year Adjustments	80000-00-000	47,100	32,073	31,283	20,000	(11,283)	156%
PRIOR YEAR OPERATING EXPENSE		\$ 47,100	\$ 32,073	\$ 31,283	\$ 20,000	\$ (11,283)	156%
CASH SHORTAGES & OVERAGES							
Cash +/- Interim	85000-00-000	42,025	(3,921)	(2,431)	11,685	14,116	-21%
CASH (OVER)/UNDER		\$ 42,025	\$ (3,921)	\$ (2,431)	\$ 11,685	\$ 14,116	-21%

Expenses

31st DAA, Ventura County Fair
Expense Report
July 31, 2025

Description	Acct. No.	Actuals 2024	Prior YTD 7/31/24	Current YTD 7/31/25	Budget 2025	Balance of Budget	% Used 2025
DEPRECIATION EXPENSE							
Depreciation	90000-00-000	437,180	232,118	127,111	440,000	312,889	29%
Prior Year Depreciation Expense	80010-00-000	-	-	339	-	(339)	0%
TOTAL DEPRECIATION EXPENSE		\$ 437,180	\$ 232,118	\$ 127,449	\$ 440,000	\$ 312,551	29%
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%

31st DAA, Ventura County Fair
Junior Livestock Auction
July 31, 2025

DETAIL	Account Number	Actual 2024	Current YTD 7/31/25	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	397	0	(397)
Interest Revenue	48710-30-300	0	0	0	0
Slaughter Fees	48720-30-300	0	0	0	0
Sponsorships	48800-30-300	83,925	118,000	100,000	(18,000)
Donations	48810-30-300	290	0	0	0
Prior Year Revenue	49000-30-300	3,291	0	0	0
TOTAL REVENUES		209,861	118,397	175,000	56,604
AUCTION EXPENDITURES:					
Bad Debt Expense	53000-30-300	55	0	0	0
Bank/CC Charges	54000-30-300	20,913	1,047	20,340	19,293
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	940	30,230	29,290
Publicity & Marketing	71000-30-300	964	102	964	862
Supplies & Expense	74000-30-300	18,549	7,931	18,550	10,619
Lunch Expense	74010-30-300	16,759	1,707	16,760	15,053
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	11,727	116,764	105,037
NET JLA INCOME		117,105	106,670	58,236	(48,434)
ENDING RESOURCES: 7/31/2025	25100-30-300	\$ 706,109	\$ 812,778		

31st DAA, Ventura County Fair

Capital Assets

July 31, 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	11,405
Construction in Progress:		19000-00-000	1,215,670
PSPS Project	19000-00-000	-	
Grounds Bathroom Remodels	19000-00-903	-	
Anacapa Awning Project	19000-00-905	(1,306)	
San Miguel Awning Project	19000-00-906	4,929	
Ag Building Improvement	19000-00-907	4,309	
Gas Line Upgrades	19000-00-908	-	
Strawberry Festival Project (grounds/Bldg improvement)	19000-00-910	-	
Sewer Upgrade	19000-00-911	458,970	
Small Livestock Project	19000-00-912	-	
Grounds Lighting Project	19000-00-913	890	
Area 1 Concrete Project	19000-00-914	-	
Fairgrounds Landscape Project	19000-00-915	2,768	
Wrought Iron Fencing	19000-00-916	625	
Announcer Booth Project	19000-00-917	-	
Raceway Expansion Project	19000-00-918	8,598	
Mold Remediation FL	19000-00-919	150,215	
Mold Remediation SR	19000-00-920	151,797	
Electrical Panel Project	19000-00-921	-	
Morgan Bathrooms Mold Remediation Project	19000-00-922	420,554	
Raceway Lighting	19000-00-923	13,085	
Santa Rosa Roof Project	19000-00-924	235	
Equipment		19300-00-000	35,216
Other Fixed Assets			
Other (provide description):			
TOTAL ACQUISITIONS OF FIXED ASSETS			1,262,292
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:	7/31/2025		\$ 20,815,145
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	127,449
ACCUMULATED DEPRECIATION as of:	7/31/2025		\$ 15,558,117
PROPERTY, PLANT & EQUIPMENT, NET OF DEPRECIATION:	7/31/2025		\$ 5,257,028
DEBT (ASSOCIATED WITH FIXED ASSETS)	7/31/2025	25000-00-000	-
NET RESOURCES-CAPITAL ASSETS (less related debt):	7/31/2025		\$ 5,257,028

31st DAA, Ventura County Fair
Satellite Wagering
July 31, 2025

DETAIL	Account Number	Actual 2024	Current YTD 7/31/25	Budget 2025	Balance of Budget
REVENUES:					
Admission Revenue	40000-20-200	0	0	0	0
Commission Revenue	41500-20-200	246,738	159,639	242,310	82,671
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	161,943	242,310	80,367
EXPENDITURES:					
CARF Dues	57000-20-200	17,992	12,000	17,995	5,995
Grounds & Maintenance Repairs	64000-20-200	11,851	16,362	11,855	(4,507)
Equipment Maintenance	64010-20-200	0	0	0	0
Professional Services	69000-20-200	3,810	649	3,810	3,161
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	29,011	42,905	13,894
NET SATELLITE WAGERING PROFIT/LOSS					
		227,846	132,932	199,405	66,473



September 10, 2025
Board of Directors
Ventura County Fair
31st District Agricultural Association

We have audited the financial statements of the 31st District Agricultural Association, Ventura County Fair, (the "District") for the years ended December 31, 2018 - 2023. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards (and, if applicable, *Government Auditing Standards* and the Uniform Guidance), as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated February 14, 2024. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Matters

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the District are described in Note 2 to the financial statements. As described in the 2022 financial statements, the District changed accounting policies related to Leases by adopting Statement of Governmental Accounting Standards (GASB Statement) No. 87, Leases, in 2022. Accordingly, the cumulative effect of the accounting change as of the beginning of 2022 resulted in a lease receivable of \$1,371,173 effective January 1, 2022. In addition, Governmental Accounting Standards (GASB Statement) No. 75, Accounting and Financial Reporting for Postemployment Benefits Other Than Pensions, was effective in 2019. While this pronouncement is applicable to the District, no adjustments have been made as a result of the new accounting pronouncement as a result of the District not providing the required information to the CDFA, who performs the calculation on behalf of all the Fairs in the state of California. This resulted in a qualification of our auditor's report in relation to the statement of net position beginning in 2019.

We noted no transactions entered into by District during the years under audit for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimate affecting the District's financial statements was:

Management's estimate of the net pension liability is based on a CalPERS calculation which is then allocated to the separate divisions/departments of the State of California and is estimated based on numerous factors and assumptions. We evaluated the methods, assumptions, and data used to develop the net pension liability in determining that it is reasonable in relation to the financial statements taken as a whole.

The financial statement disclosures are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit

We were unable to perform walkthroughs of the District's internal controls, specifically related to the operations surrounding the actual Fair operations, due to a combination of both the timing of when the audits were performed in addition to both the accounting department and the CEOs that were employed during the years under audit no longer being with the District at the time of the audit. As a result, we disclaimed any opinion over both the change in net position and the cash flow statements presented for the 2018 – 2023 financial statements.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. See attached schedule for significant adjustments resulting from our audit procedures for the 2018 – 2023 audits.

Disagreements with Management

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated September 10, 2025.

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the District's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We presented management with a separate letter detailing the significant findings resulting from our audits of the financial statements for the years ended 2018 – 2023.

Other Matters

We applied certain limited procedures to the management discussion and analysis, the schedule of the District's proportionate share of the net pension liability (CalPERS), and the schedule of contributions (CalPERS) which are required supplementary information (RSI) that supplements the basic financial statements. Our procedures consisted of inquiries of management regarding the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We did not audit the RSI and do not express an opinion or provide any assurance on the RSI.

Restriction on Use

This information is intended solely for the information and use of Board of Directors and management of the 31st District Agricultural Association and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,

BARBICH HOOPER KING
DILL HOFFMAN, LLP



Bakersfield, California
September 10, 2025

To: Board of Directors, 31st District Agricultural Association

From: Heidi Oritz, Chief Executive Officer

Date: September 23rd, 2025

Subject: Authorization to Submit State Coastal Conservancy Climate Bond Grant Application

Background

The Ventura County Fairgrounds is experiencing increasing drainage challenges, shallow groundwater intrusion, and vulnerability to coastal flooding and sea level rise. These hazards threaten fairground operations, event safety, and its role as an emergency response hub. Mold remediation, HVAC corrosion, and recurring flooding have already created costly maintenance burdens.

The State Coastal Conservancy (SCC) has opened applications under the 2024 Climate Bond, which includes **\$415 million for Coastal Resilience** and **\$350 million for Coastal Flood Management**. Eligible projects include planning and implementation efforts to address flooding, erosion, and sea level rise while enhancing community resilience.

Proposal

The 31st DAA proposes to apply for SCC Climate Bond funding for the **Ventura County Fairgrounds Resilience Project**, which would:

- Upgrade site drainage and stormwater management.
- Address shallow groundwater impacts.
- Integrate coastal flood resilience and sea level rise adaptation strategies.
- Reduce health and safety risks in existing facilities.
- Maintain the Fairgrounds' role as a regional emergency shelter and evacuation center.

The project aligns with state strategies including the **Sea-Level Rise Action Plan**, **California Climate Adaptation Strategy**, and the **Natural and Working Lands Climate Smart Strategy**, all of which emphasize protecting vulnerable communities, nature-based solutions, and resilience to 2100.

Fiscal Impact

If awarded, grant funds will cover planning, design, and implementation costs. SCC grants are reimbursable but allow advance payments for public agencies. Matching funds may be available from City, County, and partner agencies.

Recommendation

It is recommended that the Board adopt the attached resolution authorizing submission of the SCC grant application and authorizing the CEO to execute all necessary documents.

31st District Agricultural Association (Ventura County Fairgrounds)

Resolution No. 2025-____

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE 31st DISTRICT AGRICULTURAL ASSOCIATION AUTHORIZING SUBMISSION OF A GRANT APPLICATION TO THE STATE COASTAL CONSERVANCY AND ACCEPTANCE OF FUNDS FOR THE VENTURA COUNTY FAIRGROUNDS RESILIENCE PROJECT

WHEREAS, the 31st District Agricultural Association (31st DAA) owns and operates the Ventura County Fairgrounds, a vital community resource that hosts emergency response operations, cultural events, and public recreation; and

WHEREAS, the Fairgrounds are located within a coastal floodplain, experience recurrent flooding, shallow groundwater intrusion, and are vulnerable to sea level rise, storm surge, and coastal hazards; and

WHEREAS, the State of California has adopted the **State Coastal Conservancy Strategic Plan**, the **State Agency Sea Level Rise Action Plan**, and the **California Climate Adaptation Strategy** which prioritize resilience, equity, and protection of vulnerable coastal infrastructure; and

WHEREAS, the Ventura County Fairgrounds Resilience Project seeks to (1) improve site drainage and groundwater management, (2) integrate coastal resilience features that protect against sea level rise and flooding, (3) reduce mold, corrosion, and health impacts on existing facilities, and (4) ensure continued safe operations as a community-serving fairground and emergency center; and

WHEREAS, the State Coastal Conservancy requires a resolution from the applicant's governing body authorizing the filing of an application and entering into a grant agreement;

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the 31st District Agricultural Association:

1. Authorizes the preparation, submission, and execution of a grant application to the State Coastal Conservancy for the Ventura County Fairgrounds Resilience Project.
2. Authorizes the Chief Executive Officer (CEO) of the 31st DAA, or designee, to negotiate, execute, and submit all necessary documents, including but not limited to applications, agreements, amendments, and payment requests.
3. Agrees to comply with all applicable state and federal requirements as a condition of receiving grant funds.

4. Supports leveraging additional funding sources and partnerships (e.g., Surfrider Foundation, BEACON, City of Ventura, County of Ventura, and California Construction Authority) to maximize project benefits.

PASSED AND ADOPTED this ____ day of _____, 2025 by the Board of Directors of the 31st District Agricultural Association, Ventura County Fairgrounds.

AYES:

NOES:

ABSENT:

Board President

Attest:

Secretary



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE

Karen Ross, Secretary

August 29, 2025

F2025-03

TO: Fairground Managers and Interested Parties
SUBJECT: 2025 State Rules Advisory Committee Meeting

The Fairs and Expositions Branch (F&E) would like to invite you to the 2025 State Rules Advisory Committee Meeting on Wednesday, October 1, 2025. The meeting will be held at 10:00 am via Teams. During this annual meeting, the State Rules Advisory Committee will discuss any pertinent rule change recommendations for the following year.

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

At this time, we are accepting any State Rules-related topics and/or rule change recommendations to be considered for the upcoming meeting. Please provide the topics and applicable information to Sofia Goss at sofia.goss@cdfa.ca.gov by close of business on September 18, 2025. An agenda will be sent out by email and posted on the F&E [website](#) 10 days prior to the October 1st meeting.

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

Respectfully,

Mike Francesconi
Branch Chief



STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
25-190	Teri O'Connor	Home Arts Chair/Interim Super	\$2,800.00
25-191	Judy Eldeb	Home Arts Chair	\$400.00
25-192	Debbie Bayer	Home Arts Chair	\$400.00
25-193	Valerie Myers	Home Arts Chair	\$400.00
25-194	Willie Smith Kennedy	Home Arts Clerk	\$400.00
25-195	Robin Ingram	Home Arts Clerk	\$400.00
25-196	Samantha Showers	Home Arts Clerk	\$400.00
25-197	Sheryl Jo Bedal	Youth Chair	\$550.00
25-198	Cindy Hernandez	Youth Chair	\$1,300.00
25-199	Kristina Marsh	Assistant Superintendent	\$2,000.00
25-200	Netti Farrar	Youth Clerk	\$550.00
25-201	Frances Fraser	Youth Clerk	\$550.00
25-202	Debra Miller	Security Operations Supervisor	\$5,000.00
25-203	Ryan Nunes	Security Operations Supervisor	\$5,000.00
25-204	Justin Coert	Arena Assistant	\$4,000.00
25-205	Taylor Lindsay	Large Livestock Clerk	\$2,200.00
25-206	Jordyn Blankenship	Large Livestock Clerk	\$2,200.00
25-207	Sarah Mendonza	Large Livestock Clerk	\$1,400.00
25-208	Beto Luna	Large Livestock Maintenance	\$2,850.00
25-209	Debbie Church	Home Arts Chair	\$400.00
25-210	Kevin Curtis	Stage Crew	\$3,100.00
25-211	Dale Anthony Vicari	Stage Crew	\$4,300.00
25-212	Brenda Werndl	Stage Crew	\$3,325.00
25-213	Brian Anthony Vicari	Stage Crew	\$3,900.00
25-214	Joe Evans	Security Supervisor	\$9,950.00
25-215	John Oswald	Entertainment Parking	\$1,800.00
25-216	MH Norris Consulting	Auction Consultant	\$15,000.00
25-217	Madison Bolton	Assistant Superintendent	\$1,500.00

25-218	Leydin Bowman	Small Livestock Superintendent	\$3,150.00
25-219	John Miller	Auction Ringmen	\$750.00
25-220	Boston Beer	Oktoberfest	\$6,000.00
25-221	Mike Jennings	Lead Electrician	\$54/hr
25-035A	American Transportation Systems	3 Year Shuttle Bus Service	NTE \$1,052,221.00
25-222	Sharon Ferro	Horse Stall Plaque	\$2,500.00
25-223	Ventura Coast Brewing	Oktoberfest	\$450.00
25-224	Ventura Spirits	Oktoberfest	\$450.00
25-225	Balcom Canyon Cider	Oktoberfest	\$450.00
25-226	Topa Topa Brewing	Oktoberfest	\$450.00
25-227	Made West	Oktoberfest	\$450.00
25-228	Transmission Brewing	Oktoberfest	\$450.00
25-229	Tarantula Hill Brewing Co.	Oktoberfest	\$450.00
25-230	Linda Wolf	Awards	\$3,500.00
25-231	Blue Pacific Event Services	EMT Services - Oktoberfest	\$3,075.00
25-232	Ventucky Stompers	Grounds Entertainment- Oktoberfest	\$2,700.00
25-233	Michael Gutin	Accordion Entertainment- Oktoberfest	\$500.00
25-234	Medallion Security	Security- Oktoberfest	\$17,500.00
25-235	Blue Pacific Event Services	Concessions Auditing- Oktoberfest	\$900.00
25-236	Nicole Sophia	Performer- Oktoberfest	\$1,000.00

Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT	LOCATION
25-065	California Association Director's of Activities	CADA	\$9,840.00	11/6/25	Anacapa, San Miguel, San Nicholas, Callahan, McBride
25-072	Cat Fanciers Association	Lucky Penny Cat Show	\$4,256.00	11/1/25	Santa Cruz Hall
25-074	Gill's Onions	Holiday Party	\$5,353.00	12/13/25	San Miguel Hall
25-075	Sandra Soto Birthday	Birthday Party	\$2,546.00	9/27/25	Santa Rosa Hall
25-076	Latino Business Expo	Latino Business Expo	\$3,361.00	10/23/25	Anacapa Hall
25-077	Exotic Bird Expo	Exotic Bird Show	\$1,702.00	12/20/25	San Nicolas Hall
25-078	Zoppe Family Circus	Zoppe Circus	\$6,500.00	12/26/25- 1/1/26	Lot A
25-079	Laze Daze Caravan	RV Camping Event	TBD	9/14/25- 9/19/25	Porker Flats
25-080	Upcoming Productions, Inc	Netflix Feature Film Shoot	\$127,700.00	10/6-10/24/25	Raceway Arena
25-081	Ignite Martial Arts	Martial Arts Event	\$3,788.00	10/27/2025	Santa Cruz Hall

Concessions Agreements

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
25-501	Great American Petting Zoo	Oktoberfest Vendor	Reciprocal Trade
25-504	San Diego Crystals & Jewelry	Oktoberfest Vendor	\$1,200.00
25-516	3B Concessions Lemonade	Oktoberfest Vendor	22% Gross Sales
25-517	3B Concessions BBQ	Oktoberfest Vendor	22% Gross Sales
25-522	Lucky Dog Coffee	Oktoberfest Vendor	22% Gross Sales
25-531	Lil Sammi's Mini Donuts	Oktoberfest Vendor	22% Gross Sales
25-532	SPC Concessions	Oktoberfest Vendor	22% Gross Sales
25-535	Tikiz	Oktoberfest Vendor	22% Gross Sales
25-542	California Cut LLC	Oktoberfest Vendor	\$1,500.00
25-550	Figuras Cristal	Oktoberfest Vendor	\$1,200.00
25-572	Kastl Carnival Agreement	Oktoberfest Vendor	30% Presale 25% On-site Sales

CEO Report

Heidi Ortiz, CEO

Hiring

I am happy to announce that I have finalized the paperwork with CalHR and Jason Amelio is officially Deputy Manager effective September 1st. He has worked extremely hard over the years and is deserving of this position.

Volunteer Event

The Volunteer Event took place earlier this month and turned out to be a success. There were about 160 volunteers that attended and it was nice to see some of the directors in attendance as well. The program included a continental breakfast, awards and bingo, which is always a hit!

Audit Update

The six-year audit, 2018-2023, has been completed. Mark Gehring, the CPA with Barbich, Hooper, King, Dill, Hoffman who conducted the audit, has finalized the documents. The Governance Letter is included in the board packet and President Long will be recommending approval at the board meeting.

I spoke with Mark and discussed scheduling the 2024 audit and if we wait and have him conduct a two-year audit, 2024-2025, then there would be a cost savings of \$5k to \$10k. I would like to wait because then we would not only be saving money, but we could budget for it as well.

Surfers Point Managed Retreat Project

We have resumed the weekly meetings with CA Rasmussen and the City of Ventura. They officially started back up September 8th and have already started pouring concrete for the curbs and bioswales. They are planning on paving the week of September 29th and will be installing posts for the chain-link fence. The final tasks will be to put all the landscaping in. They are estimating to have everything completed by mid-November.

Grants

I had a kick-off meeting with the grant writer, Tina Wynegar, regarding the California State Coastal Conservancy Climate Bond Grant. As mentioned before, she feels we have a good chance at getting this grant due to the fact that the CSCC has already funded the Surfers Point Project.

She has been working on the Pre-Application, which is due in November, and is trying to gather all of the data required for the project like hydrology reports and manuals, design storm and flow data, drainage system capacity, mapping and sea level rise groundwater. I have given her a list of contacts that have had involvement with the Surfers Point Managed Retreat Project, such as the Surfrider Foundation, BEACON and the City of Ventura to set up meetings with them and go over key points and get input. I will be in participation of

those meetings as well. She has also been working with CCA (California Construction Authority) who we are required to go through for major projects, and has asked that they send over any projects to see if they qualify under the CSCC. She is also working on the CA Environmental Quality Act (CEQA), which is very important for the pre-application, and has been in communications with Elite Engineering to complete the drawings for that.

Tina will be onsite 10/7 through 10/10 and will be holding additional meetings with community partners, CCA, etc. and to conduct a site walk.

You will find in the board packet a memo that gives you further background of the grant, what is being proposed, the fiscal impact and the recommendation to adopt the attached resolution authorizing submission of the SCC grant application and authorizing me/CEO to execute all necessary documents.

Oktoberfest

We have continued our weekly Oktoberfest Meetings and have even broken out into sub-committee planning meetings to iron out all the details. There will be German beer, food and band, carnival rides, vendors, petting zoo and more. Directors will be able to use their year-round badge that we have printed and will give you on Tuesday. We are excited to bring this new event not only to the fairgrounds, but to the community!

Sponsorships

Marty Lieberman, who was our sponsorship coordinator, is retiring and will no longer be doing sponsorships. I am currently working on the RFP to bid out those services and will have them start right away for next year's fair.

Events/ Sales

Jason Amelio, Sales Manager

This report covers events from 8/21 through 9/15.

Events/Sales Office Report

- Spencer Makenzie's Throwdown Cornhole Tournament was held on Aug 22nd through Aug 24th. Parking was once again up slightly from the prior year, this was largely due to the addition of the MMA event on Friday night. The MAA event was well attended and very well received by The Throwdown crowd. LFA (Legacy Fighting Alliance) the organization that put on the fights as well as The Throwdown promoter John Karayan have expressed interest in returning for a MMA specific event.
- Ventura National was on Saturday Aug 30th. The parking and attendance for that event was up from 2024 as well. Estimated total attendance for the event was about 6,500. The event ran without any issues.
- The Harvest Festival ran on its new dates of September 12th through September 14th. Parking and attendance were down from the prior year however the drop was consistent with the drop-offs in the last several years with fewer multi-day attendees and a smaller overall crowd on Sunday.

Oktoberfest

- I (Jason) have assumed a role with Admission for the event and will be working with Patrick Maynard to oversee that along with additional duties.
- Will Schwartz will be assuming a coordination role between parking, maintenance, entertainment and security.
- Additionally, I have been working to finalize entertainment contracts for the event.
- Patrick Maynard and I have been working to finalize our guest entrance, security, admissions and scanning flow and are confident that we will be in good shape with both staffing and guest flow.

Upcoming Events:

Seaside Oddities – 9/27/25 – 9/28/25

VCF Oktoberfest – 10/3/25 10/5/25

Seaside Highland Games – 10/11/25 – 10/12/25

Hightide Robotics – 10/17/25-10/19/25

Exotic Bird Expo – 10/18/25

Latino Business Expo – 10/23/25

Brick Convention – 10/25/25 – 10/26/25

Central Coast Reptile Expo – 11/1/25 – 11/2/25

Lucky Penny Cat Show – 11/1/25

Marketing Report

Megan Hook, PR and Marketing

Fair wrap-up

In Progress

- Completing final invoices and payments related to the 2025 Fair.
- Archiving photos and video captured at the Fair.
- Website changes post-Fair.

Survey

In Progress

- Worked on narrowing down the questions in the survey, trying to be concise while collecting as much information as possible, across all departments. Initial survey will go out to 2025 attendees who purchased online (email addresses collected). Additional surveys could follow to get feedback from different people like volunteers and superintendents
- Created the survey and Oktoberfest discount code to incentivize people to respond
- Curated and cleaned up the email addresses from the ticketing platform to use for the survey
- Sent the survey out, awaiting responses and data

- Data collected will be incredibly valuable for a number of reasons: Feedback from attendees is valuable for future Fair planning, demographics can help shape our advertising, etc.

Oktoberfest

In Progress

- Event planning continues, project management.
- Creating graphics:
 - advertising assets
 - hard stock tickets
 - flights punch cards
 - social graphics
 - sponsor graphics
- Presale ticketing promotions and ads
- Negotiating advertising with local print, radio, etc. (Billboard is up!)
- Website "takeover" for Oktoberfest
- Working on signage for the event
- Collaborating with Madalyn on sponsorships & partnerships
- Working with a production company on an Oktoberfest façade

Maintenance Report

Gerry Duran, Joe Hutchison, Jennifer Lindsay, Maintenance

Current & Upcoming Maintenance Projects:

- Finish installation of electric control panel at Main St./Raceway pump location. Completion Date 10/1/2025
- Oktoberfest Prep. Completion Date 10/3/2025
- Paint planters blue and white. Completion Date 10/3/2025
- Build Windmills. Completion Date 10/3/2025
- Paint touch ups around the grounds. 10/1/2025
- Paint touch ups on stages. 10/1/2025

Upcoming Projects:

- Prep for Highland Games. Completion Date 10/10/25
- Area 1- replace electrical panels. Completion Date 10/15/2025
- Install lights & alarms on storm drain & sewer pumphouse. Completion Date 10/15/2025

Exhibits Report

Emilee Inez, Exhibits Supervisor

- Fair 2025 exhibits are wrapping up. Auction checks are being passed out to the exhibitors.
- Oktoberfest planning is in full effect. Ms. Mathewson and I are finalizing the decorations and souvenir booth items that will be for sale. We are focusing on creating an immersive atmosphere for the event.

Concessions Report

Madalyn Johnson, Concessions Manager

Oktoberfest

Advancing, contracting, and placing 79 contracts including the Great American Petting Zoo and around 57 vendors and great food concessionaires for our new event.

Health Department

Coordinating advanced training for the upcoming 2026 Year. This includes our goals to help VCF and our food partners to be more successful.

Maps & Concession Revenue Analysis

A project that includes going stand by stand, area by area, and Sq foot analysis with new and exciting maps that are being worked on by a small committee that together will present in the future.

We have potential on grounds during the Fair to gain more revenue with more strategic placements and use of our valuable space.