



BOARD MEETING NOTICE

The 31st DAA Board of Directors will be holding a board meeting on
Tuesday, February 24th, 2026 at 9:00 a.m.
Ventura County Fairgrounds – Derby Club First Floor

BOARD OF DIRECTORS

Guillermo Rodriguez Ceja Jr. (President), Gloria Martinez (Vice President), Betsy Chess, Leslie Cornejo, Leah Lacayo, Dan Long, Miriam Mack, and Shanté Morgan-Carter, Ph.D.

STAFF

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

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, February 24th, 2026 at 9:00 a.m.
Ventura County Fairgrounds – Derby Club First Floor

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

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.

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

Davey Helm, CEO of Helm and Amusements



VI. Meeting Minutes (discussion and/or approval)

- A. January 27th, 2026 Board Meeting Minutes

VII. Financial Reports (discussion and/or approval)

- A. 2025 Statement of Operations
- B. Discussion and possible action regarding the 2026 Budget

VIII. New Business

- A. Discussion and possible action regarding the Fairgrounds Foundation taking over the Food and Beverage
- B. Discussion and possible action regarding whether to adopt a District resolution confirming that the simulcast wagering conducted on the District's property best serves the interests of the District

IX. Old Business

- A. Surfer's Point Update
- B. 2026 Fair Update

X. Board Correspondence

- A. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: 2026 State Rules for California Fairs

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

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

XII. CEO Report

XIII. Presidents Report

XIV. Director's Comments

XV. Future Agenda Items

XVI. Closed Session

The Board is authorized to meet in Closed Session for the following reasons:

- 1. For conferring with and receiving advice from legal counsel regarding pending litigation per Gov. Code Section 11126(e)(2).



2. For Personnel Matters including annual CEO Evaluation per Gov. Code Section 11126(a)(1).

XVII. Report Out of Closed Session

Report any action items by the Board during Closed Session

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, January 27th, 2026 at 9:00 a.m.
Ventura County Fairgrounds – Derby Club

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 Ceja.

Directors present: President Guillermo Rodriguez Ceja, Vice President Gloria Martinez, Betsy Chess, Leslie Cornejo, Dan Long, Shanté Morgan Carter, Ph.D. and Miriam Mack.

Directors absent: Leah Lacayo

Staff present: Heidi Ortiz, CEO, Jason Amelio, Deputy Manager, Emilee Inez, Exhibits Supervisor, Madalyn Johnson, Concessions Manager, Megan Hook, Media & Sponsorships

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

II. Pledge of Allegiance

President Ceja led all present in the Pledge of Allegiance.

III. Welcome and Introduction of Guests - None

IV. Public Comment on Items Not on the Agenda - None

V. Approval of Minutes

A. November 18th, 2025 Board Meeting Minutes

B. January 5th, 2026 Board Meeting Minutes

MOTION: To approve November 18th, 2025 and January 5th, 2026 Board Meeting minutes.

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

VI. Financial Report

A. Financials ending October 31st, 2025 and November 30th, 2025

CEO Ortiz shared that both October and November were positive and that the assets were equal to the liabilities.

MOTION: To approve Financials ending October 31st, 2025 and November 30th, 2025.

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

VII. New Business – None

VII. Old Business

A. Surfer’s Point Update

CEO Ortiz said that the project coordinators projected a completion date for the end of January, but she believes it will be closer to the middle of February. Striping has been completed and they are now finishing the landscaping. Director Cornejo inquired as to whom would provide the final sign off for the completion of the project, to which CEO Ortiz said that the city and California Construction Authority would sign off on the project. She was also able to get the electric vehicle charging station meter information to Ms. Martin.

B. Derby Club Update

CEO Ortiz asked the board for guidance on how to proceed with this task. Director Cornejo asked how they should convey their input to her, CEO Ortiz said she would like to begin now and continue to build communication. Director Mack shared that she sent a memo to the Executive Committee in October on how she believes it should be approached. The memo detailed that she believes there should be an examination of the building, an evaluation completed by a qualified economist to complete a market study specifically looking at community needs and competitors, and to allow for a Request for Proposals to be sent to potential developers. She would like the Board to create a committee to expedite the process and to ensure that they have a say about what happens to the building. There was discussion amongst the Board to decide if this should be an action item for the Buildings and Grounds Committee or be an ad hoc Committee. Director Martinez agreed with Director Mack that there should be an economic study conducted and with Director Morgan-Carter that there should be an

ad hoc committee created due to the uniqueness of the project. CEO Ortiz stated that the Derby Room lease ends at the end December of 2027 and the Player's Club is currently on a month-to-month lease. This was shared so that the committee can take into consideration the timeline of the leases. Director Chess and Director Cornejo said that the Board should be ready when the time comes so that all current occupants of the building have vacated. Director Morgan-Carter wanted to ensure that the committee sets clear goals to give any consultants directions. Director Long asked if the ad hoc committee would report to the full Board, the Executive Committee, or the Building and Grounds Committee, to which Director Cornejo said they should report to the full Board.

President Ceja appointed Vice President Martinez and Director Mack to the ad hoc committee, to which they both accepted.

C. 2026 Fair Update

CEO Ortiz said that Fair planning is full speed ahead. The team just returned from the Western Fairs Association Convention in Reno, Nevada. She and Mr. Amelio met with the admission team, Total Event Access Management, who will be coming back again this year. They will be meeting with security in February, have a tentative carnival provider, and she continues weekly meetings with Romeo Entertainment.

Madalyn Johnson – Concessions, Commercial, and Community Manager

Ms. Johnson said that she has over 400 invitations to return to vendors. She and her team continue to recruit new vendors from across the county and are continuing to reach out to nonprofits. Revenue is currently \$21,000 for commercial space. \$6,000 for concessions, and \$7,000 for RV spaces. She is hoping to have about \$70,000 in total revenue from RV spaces. She is working on the map and fitting everything in. Styrofoam will be prohibited on grounds this year, she clarified that she would have a one or two-day grace period for vendors. She shared that there is nothing more valuable than the peer-to-peer conversations she had at the WFA Convention, and that she was able to meet with eleven concessionaires and commercial vendors while there. The focus of many of her conversations was to ensure that concessionaires have a value meal on their menus and to know if prices or portion sizes are changing. She ended by saying that she is working on the health department paperwork and showed the Board a large stack of reports that she receives from the Health Department daily during the Fair.

Megan Hook – Media and Sponsorships

Ms. Hook shared that she is ramping up on planning earlier this year by establishing timelines for marketing and ticketing. She announced that the Fair theme would be "Find Your Fun." She is also working on ensuring that all events are on the website and separating the Foundation site from the Fair's. The history page will go live shortly. In regard to sponsorships, she is streamlining the packages and revamping the benefits to better match the desires of sponsors. She is starting from scratch on many of the contracts and diving into what the sponsors really want. There are many new opportunities, such as a page about new Fair foods on the website, which will have sponsor recognition and concessions marketing. Ms. Johnson is a huge part of

sponsorships and Ms. Hook works closely with her. She ended by announcing that the Fair won twenty-six first place prizes in the WFA Achievement Awards, and that our commercial won 1st place and was shown at the awards dinner. Director Cornejo reminded the Board to always be considering potential new sponsors for the Fair, and Ms. Hook added that a human introduction is always best when establishing a new relationship. Vice President Martinez asked if it was possible to receive a copy of the sponsorship kit, Ms. Hook said yes and there is additional information on the site.

Jason Amelio – Arena & VIP Manager

Mr. Amelio began by saying how much other Fairs enjoyed our Feature Fair Tour last year, which highlighted the VIP concert area. He said it is high praise in the industry for other fairs to admit they will be blatantly copying us in our design. We have already had our first meeting to tighten up the design. He will be working with similar companies because many of them are in multi-year contracts.

Emilee Inez – Exhibits Supervisor & Junior Fair Board

Ms. Inez began by speaking to the changes she is making in the Large Livestock Entry Guide, detailing the way she and the livestock team identify opportunities for additional clarity within the guide. She showed a page of diagrams she created so that swine exhibitors can more clearly understand the pictures necessary to complete their entry. She continues to work to create interactive and educational displays for the exhibit halls. Ms. Inez has created a calendar that allows her to track deadlines and reminders, thus creating the groundwork for future years to have a month by month plan on timeline completion. The Junior Fair Board had their annual retreat in January, where members competed in a scavenger hunt across grounds, created their own dream Fairs, and conducted elections. The elected officers were shared as: President Mia, Vice President Carson, Treasurer Aurora, Secretary Mya, and Media Coordinator Sandy. Ms. Inez shared that she has been able to consult with multiple fairs across California to assist them in starting their own junior fair board programs or to problem solve situations that she has faces. She shared that she has a unique perspective having served as a member and an advisor to Junior Fair Board. Finally, Ms. Inez announced that she was selected to present at the WFA Convention for the second year in a row. In collaboration with the Young Professionals Alliance, of which she is on the Leadership Council for, she presented on how to approach innovation while maintaining traditions. Overall, the WFA Convention was an extremely beneficial trip for her to connect and reconnect with members of the industry.

IX. Board Correspondence

- A. Memo from Dr. Annette Jones, State Veterinarian regarding the Poultry and Dairy Cattle Ban.
CEO Ortiz announced that the ban on poultry exhibitions has been lifted and that the Fair's show will return this year.
- B. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: California Fairs Contract Procedures
CEO Ortiz said that we are in compliance with the updated procedures.
- C. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs &

Expositions: District Agricultural Association and Non-Profit Relationships
 With this information, CEO Ortiz asked Legal if there were any changes that needed to be made to the MOU recently completed with the Foundation, she is awaiting updates from CDFA Legal.

D. Email regarding Surfer's Point Parking

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

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

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

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

XI. CEO Report

CEO Ortiz began by speaking about an email she received from F&E about required training, staff has been notified and that the Board should ensure they are completing their necessary courses. Additionally, Form 700s are due to her by the March Board meeting if not sooner. She has received the application from the Coastal Commission for the price increase and will start working on that. A couple of general announcements she made was about the Derby Club's new bingo nights, an updated event calendar, and their grant writer is in the technical review process for a grant. She asked if Vice President Martinez would be able to secure a letter of recommendation to accompany the grant proposal.

XII. President's Report

President Ceja thanked everyone for attending and that he was nervous but glad to serve as president this year. He said that he has assigned Vice President Martinez to facilitate the CEO evaluations, and reminded everyone to turn them in by February 11th. He closed by saying that he liked the theme and looked forward to his Local being at the Fair again this year.

XIII. Director's Comments

Director Morgan-Carter, Ph.D.

- She said that she missed everyone, she is excited for the new year, and congratulated the new Board leadership team. She asked if it was possible to participate in WFA Convention again. She is looking forward to working with staff on the Fair again this year.

Director Long

- He said that he loved the enthusiasm of the staff reports and that CEO Ortiz is doing a fabulous job. He sees us in a good place moving forward.

Director Mack

- She said that the staff presentations were great and that she was very impressed. She asked for clarity on security issues as they came up. Finally, she said that the revenue on Oktoberfest being \$77,000 stood out to her.

Director Chess

- She echoed the other directors' comments. She asked what would be happening to highlight the Bicentennial celebration and would like to see it be acknowledged.

Director Cornejo

- She said she was looking forward to this year and the positivity in staff and the Board's attitudes. She thanked Director Long for his service as President.

Vice President Martinez

- She thanked staff, especially Ms. Johnson and Ms. Inez for taking the time to meet with her to further understand their departments. She welcomed directors to attend the LA County Fair with her May 8-9th. She also asked how to participate in the WFA Convention, and requested a formal memo from CEO Ortiz on how to do so.

XIV. Future Agenda Items

1. Discussion on the Bicentennial celebrations

XV. Closed Session

Pursuant to Gov. Code Section 1126(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.

There was no closed session that took place.

XVI. Report Out of Closed Session - None

XV. Adjourn

The meeting was adjourned at 10:19 a.m.

Finance Committee 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

February 19th, 2026

I. Call to Order

The meeting convened at 2:00 p.m. and called to order by Leslie Cornejo.

II. Roll Call

Directors present: Leslie Cornejo, Member and Leah Lacayo, Member

Staff present: Heidi Ortiz, CEO and Jenny Martin, Accounting Supervisor

Guests present: None

III. Public Comment

Public comments shall be limited to five (3) minutes per speaker. In accordance with Public Meeting Law, no action can be taken on public comments, unless they are identified elsewhere on the agenda. Public comments on items listed elsewhere on the agenda will be heard as that item is being considered. President may move items on the agenda and may limit the amount of time depending on the amount of speakers.

There were no public comments.

IV. Discussion and possible action regarding 2026 Budget

CEO Ortiz explained that the budget was constructed the same as last year with Ms. Martin putting together a narrative that included a summary of operations and a 2025 and 2026 comparison. These documents provided an analysis of the differences between the 2025 budget and final numbers as well as comparing those 2025 final numbers with the new 2026 budget.

The committee and staff went through the budget and documents in detail.

MOTION: To recommend approval of the 2026 budget.

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

V. Future Agenda Items - None

VI. Adjourn

The meeting was adjourned at 3:18 p.m.

BUDGET 2026 REVIEW

For 2026, we continued to try to keep costs to our customers down, while still attempting to meet the ongoing maintenance and improvements necessary for buildings and grounds of our age.

LOGISTICS:

The following departments were provided with a ledger of their Fair time and Interim 2025 budgets and final numbers.

- Concessions/Commercial Sales
- Exhibits/Premiums/Auction
- Events Services/Facility Sales/Parking
- Publicity/Sponsorships

Department heads then provided a draft of their projected 2026 budget including staffing, expenses, improvement projects, equipment and revenues to CEO, Heidi Ortiz and the Accounting Department for review.

A cooperative decision about final numbers was then determined. The Accounting Department determined all payroll expenses for the departments, overall payroll costs and completed all budget schedules, including Professional Services, equipment purchases and projects.

The remaining areas noted below were evaluated by the CEO to determine final numbers:

- Administration
- Carnival
- Admissions
- Entertainment
- Satellite Wagering
- Miscellaneous Fair Time Expenses

A.)

The attached comparison, along with our Summary of Operations, provides a detailed analysis of the differences between the '25 Budget and Final Numbers, as well as comparing those '25 Final Numbers with the new '26 Budget.

- 1) Publicity and Entertainment budgets were increased; the goal is to find a solution to increase revenue without having to increase ticket prices.

Entertainment Industry standard costs have increased, and to get quality entertainment that will encourage VIP ticket sales, we must increase our expenditure amount.

- 2) We are undergoing an audit of 2024 & 2025 to get us up to date, so this will be an ongoing cost again this year.
- 3) For Facility Sales, we have increased the prices for building rentals; this will generate some additional revenue.

- 4) The 2026 budget is facing some changes that leave us with some unknowns both in revenue and expenses:

- a. Moving to Core Carnival
- b. Opening of New Beach Lot

- 5) The Beach Lot brings added costs: charging stations, lot sweeping, landscaping, maintenance and staffing, which will place us over budget in parking.

If we are unable to eventually increase beach lot pricing, we will have to eventually increase main lot pricing.

- 6) We did add some accounts onto the budget that were not there previously (e.g. – Permanent Wages (Entertainment) and Temp Wages (Publicity).
- 7) Payroll will show a general increase; last year's employee raises were for our parking employees. This year's focus was on raises to our Maintenance employees.
- 8) Worker's Compensation is computed through a state formula at 6.2%. We found that we were over budget throughout all departments on this line item. After discussing with CFSA, they approved us overriding

the formula and calculating WC at 11.2%, which raises the budget in all departments with Wage lines.

- 9) Hiring Plans: Maintenance Supervisor, Marketing Assistant, Sales Manager, Executive Assistant and Accounting Assistant (all for which we budgeted)

GOALS:

1. Community Considerations:

Not raising pricing for Fair time.

2. Capital Improvements:

We continue to invest money into necessary equipment for proper maintenance and facility repair, as well as deferred maintenance projects each year.

3. Human Capital:

We are hiring new staff, providing temp wage increases and developing employee training.

- a. We continue to provide certification to our Maintenance staff.
- b. We budgeted for additional MTCE staff to attend Maintenance Mania.
- c. Staff attendance at IAFE, WFA and Super School to improve knowledge, marketing and protocols.
- d. CEO networking and development at IAFE, WFA as well as CDFA Collaboratives, Lobby Days and the Manager's Conference

Attached: Budget 2026 including Capital Equipment, Capital Improvement Projects and General Equipment.

Summary of Operations

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026
OPERATING REVENUES:					
Admission Revenues	ADMIS	3,078,610	3,097,200	2,886,965	2,881,245
Commercial Space	COMSP	326,306	353,000	423,795	402,000
Carnival Revenues	CARN	4,246,248	4,246,250	3,959,687	1,958,400
Concession Revenues	CSREV	1,295,885	1,103,072	1,214,646	1,165,200
Horse Show Revenues	HSREV	8,148	-	-	5,000
Exhibit Revenues	EXREV	78,549	67,565	98,972	91,700
Entertainment Revenues	ETREV	1,070,505	1,055,660	888,520	885,130
Miscellaneous Fair Revenues	MFREV	1,661,136	1,622,855	1,804,739	1,753,072
Facility Sales - Interim Revenues	INTRE	2,569,215	2,493,816	2,644,307	2,558,128
Satellite Wagering Revenues	SWREV	270,738	242,310	253,375	226,235
Prior Year Revenue	PYREV	27,371	-	34,452	-
Other Revenues	OTREV	73,111	71,225	66,593	68,962
TOTAL OPERATING REVENUES (to Page 1)		14,705,821	14,352,953	14,276,051	11,995,072
OPERATING EXPENDITURES:					
Administration Expenses	ADEXP	1,376,160	1,358,905	1,296,360	1,520,856
Maintenance Expenses	MNEXP	2,665,119	2,708,605	2,481,365	2,953,196
Publicity Expenses	PBEXP	267,525	281,500	247,484	355,000
Concession Expenses	CSEXP	112,905	135,986	177,487	222,951
Attendance Expenses	ATEXP	3,948,327	3,987,685	3,717,008	1,262,641
Horse Show Expenses	HSEXP	19,211	-	-	5,000
Premium Expenses	PREXP	119,835	106,334	115,837	115,565
Exhibit Expenses	EXEXP	236,639	292,746	245,246	305,478
Entertainment Expenses	ETEXP	2,519,942	2,468,489	2,347,536	2,407,165
Miscellaneous Fair Expenses	MFEXP	1,878,989	2,011,453	1,975,819	1,905,692
Facility Sales - Interim Expenses	INTEX	714,293	799,200	839,541	868,044
Satellite Wagering Expenses	SWEXP	42,892	42,905	42,485	42,439
Equipment Expenses	EQUIP	49,540	48,075	41,745	53,725
Prior Year Expenses	PYEXP	47,100	20,000	32,092	26,765
Cash Over/Short	CAOS	42,025	11,685	(5,800)	-
TOTAL OPERATING EXPENDITURES (to Page 1)		14,040,501	14,273,568	13,554,206	12,044,517
NET OPERATING PROFIT/LOSS BEFORE DEPRECIATION, PENSION, OPEB		665,319	79,385	721,845	(49,445)
Depreciation Expenses	DEPRE	437,180	440,000	269,364	265,350
Pension Expenses	PENEX	397,100	-	(87,194)	-
OPEB Expense	OPEB	(7,793)	-	65,819	-
NET OPERATING PROFIT/LOSS AFTER DEPRECIATION, PENSION, OPEB		1,491,806	519,385	969,834	215,905
LOCAL (BASE) ALLOCATION - (From Page 1)	31200	329,000	110,000	128,500	115,000
OTHER FUNDS - ACCT. #313, #325, #330, #340 (From Page 1)		865	-	5,252	12,000
UTILIZATION OF UNRESTRICTED NET RESOURCES (if applicable)					
NET PROFIT/(LOSS) BEFORE DEPRECIATION & PENSION, OPEB		995,184	189,385	855,596	77,555
NET PROFIT/(LOSS) AFTER DEPRECIATION & PENSION, OPEB		1,821,671	629,385	1,103,586	342,905

Fair Organization:

Ventura County Fair

	Accounts	Budgeted 2025 to Estimated 2025	Estimated 2025 to Proposed 2026
ADMIS	Admission Revenues	Fewer Sales	Equivalent - Not raising prices
COMSP	Commercial Space	Sold More Space	Using Add'l space for Sponsors
CARN	Carnival Revenues	Fewer Sales	Estimate - Core Carnival New & No Expenses
CSREV	Concession Revenues	Parking, Camping, Rent, Food Concessions Exceeded Budget, But Down From 2024 Actuals	Carnival Food % down 5%
HSREV	Horse Show Revenues	No Horseshow Last year	New Modified Horse Show
EXREV	Exhibit Revenues	Parking, Camping and Entries Exceeded Budget, As Well As JFB Donations	Budgeted Less Since Donations Are An Unknown
ETREV	Entertainment Revenues	No Full Cost Event (e.g. - Fluffy)	Equivalent - Not Changing Format
MFREV	Miscellaneous Fair Revenues	Created an Account just for FT Convenience Fees (Didn't Previously Exist)	Fewer Parking Spots & Sponsorship Revenue Projected Lower
INTRE	Facility Sales - Interim Revenues	Building Rental and Grounds Rental Accrued More Than Budgeted, Less Revenue Budgeted for Derby Club; Expectation that Player's Poker Club Leaving.	Raising Rental Rates, Oktoberfest Added to Budget Raises Interim Revenue & Beach Lot Opening
SWREV	Satellite Wagering Revenues	More Commission Than Budgeted, But Less Than 2024	Reduced Due to ADW Revenue Dropping Annually
PYREV	Prior Year Revenue	No Budget	No Budget
OTREV	Other Revenues	Interest Earning slightly more than expected	Earning Interest on More Money in the Account
ADEXP	Administration Expenses	Deputy Mgr Was Added 3 Months Later Than Planned & No Executive Assistant Moving Into Civil Service Which Reduced Permanent Wages	Deputy Manager & Exec Asst. Added To Wages; Along With Benefit and PR Costs. Compensated Leave Added to Budget.
MNEXP	Maintenance Expenses	MTCE Was Over In FairTime Expenses Which Offsets Reduced Spending To Offset Large Sewer Project Expenses	Additional Monies for Needed Equipment Maintenance and Supplies, also added Street Sweeping and Pay Raises for Employees
PBEXP	Publicity Expenses	Went Over In FairTime Budget Which Offsets	Increase In Marketing Budget To Increase Ticket Sales
CSEXP	Concession Expenses	Attributed Add'l Rental Fees and Electric Service Fees To Concessions Dept.	Temp Employee Raise, Planned For Rental Fees & Electrical Service And Additional Supplies
ATEXP	Attendance Expenses	Carnival Payouts Lower, Smaller Attendance Staff, Spent Less Than Budgeted For Supplies	Core Carnival Added, Fewer Employees Without Carnival
HSEXP	Horse Show Expenses	No Horse Show Last Year	Added Horse Show For 2026
PREXP	Premium Expenses	More Premiums Paid Out, Increased Primary Premium Contract	Equivalent - No Changes
EXEXP	Exhibit Expenses	Spent Less On Supplies & Expenses and Contracts Than Budgeted (Contract Offsets The Overage In Premiums)	Employee Benefits, Trophies & Ribbons & Supplies & Expenses
ETEXP	Entertainment Expenses	Spent less money on Grounds Acts and S&E for Grandstands	Added Deputy Manager As Arena Manager for FT With PR Costs. Raised Grandstand Concert Expense
MFEXP	Miscellaneous Fair Expenses	No Civil Service Employees Attributed To These Areas, FairTime Parking Had Fewer Expenses	Maintenance Expenses Increased and No Civil Service Employees Attributed To These Areas
INTEX	Facility Sales - Interim Expenses	Trash/Waste Removal Not Expensed To Their Account, Permanent Wages & Benefits Down With Exit To Deputy Manager	Oktoberfest Added To Budget Raises Interim Expenses, Required to Staff 2 Lots - Main Lot & Beach Lot, Other Parking Costs W/ New Lot
SWEXP	Satellite Wagering Expenses	Additional Repairs To Derby Club	Equivalent No Difference
EQUIP	Equipment Expenses	Didn't Make Some Purchases Due To Emergency MTCE Projects That Took Precedence	Departments Requested Additional Equipment
PYEXP	Prior Year Expenses	Invoices For Projects From 23 & 24 Came In Unexpectedly	Estimate Based On Previous Years Averages
CAOS	Cash Over/Short	Came In Short on Cash Instead of Over	Estimate Based on Previous Years Averages

OPERATING BUDGET

31st DISTRICT AGRICULTURAL ASSOCIATION

Ventura COUNTY

Conducting The Ventura County Fair

at Ventura, California

For the period of January 1, 2025 to December 31, 2025

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2025
TOTAL NET RESOURCES, JANUARY 1:					
Unrestricted net resources		\$4,046,583	\$4,687,253	\$4,767,793	\$3,597,196
Unrestricted Net Position - Pension/OPEB		(708,412)	(1,342,276)	(1,342,276)	(1,320,902)
Restricted resources			0	0	0
Investment in Capital Assets, Net of Related Debt		3,745,586	4,122,186	4,122,186	5,879,016
Prior Year Audit Adjustment (GASB 68/75 Adj)		(244,558)			
Subtotal (Total Net Resources)		6,839,199	7,467,163	7,547,703	8,155,310
RESOURCES ACQUIRED:					
Operating Revenues (From Page 2)		14,705,821	14,352,953	14,276,051	11,995,072
State (Local/Base) Allocations (to Page 2):	31200	329,000	110,000	128,500	115,000
Training Allocation & Other Fiscal & Admin Assistance (F&E)	31300	0			
Capital Project Reimbursement Funds (from Sched 8A)	31900	36,000		0	8,060
One-time Revenue Sources (fire camp, sale of property, capital project audit adj)	32500	504,671		502	
Contributions from Other Gov't (non-F&E) Sources (to Page 2)	33000				
Other (e.g., Perf Rating used for oper.) (to Page 2)	34000			4,750	12,000
TOTAL RESOURCES ACQUIRED		15,575,491	14,462,953	14,409,802	12,130,132
TOTAL RESOURCES AVAILABLE		22,414,691	21,930,116	21,957,505	20,285,442
RESOURCES APPLIED:					
Operating Expenditures (From Page 2)		14,040,501	14,273,568	13,554,206	12,044,517
Other Operating Expenditures (e.g. Audit Adjustments)					
Subtotal - Operating Expenditures (Excluding Depreciation)		14,040,501	14,273,568	13,554,206	12,044,517
Depreciation Expense (From Page 11)	90000	437,180	440,000	269,364	265,350
Pension Expense (From Page 11)	96000	397,100	0	(87,194)	0
OPEB Expense (From Page 11)	96100	(7,793)	0	65,819	0
TOTAL RESOURCES APPLIED		14,866,988	14,713,568	13,802,195	12,309,867
TOTAL NET RESOURCES, DECEMBER 31:					
Unrestricted Net Resources Available for Operations		4,767,793	1,938,260	3,597,196	1,483,098
Unrestricted Net Position - Pension/OPEB	29400	(1,342,276)	(1,342,276)	(1,320,902)	(1,320,902)
Restricted Net Resources		0			
Investment in Capital Assets (From Schedule 7)		4,122,186	6,620,565	5,879,016	7,813,380
Subtotal (Should equal Total Net Resource Figure above)		\$7,547,703	\$7,216,548	\$8,155,310	\$7,975,576
Reserve Percentage		34.0%	13.6%	26.5%	12.3%
ALL FAIRS:			COUNTY APPROVALS (County Fairs Only):		
President, Board of Directors	Date	Chairman, Board of Supervisors		Date	
Chief Executive Officer	Date	County Clerk		Date	

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026
ADMISSIONS REVENUE					
Gate Admissions	40000-00-100	2,558,290	2,520,590	2,304,370	2,300,000
Admission - Vendor Badge	40010-00-100	1,854	1,850	840	815
Presale Admissions	40100-00-100	479,546	535,840	540,075	540,000
Presale Admissions - Livestock	40110-00-100	38,920	38,920	41,680	40,430
TOTAL ADMISSION REVENUE		3,078,610	3,097,200	2,886,965	2,881,245
COMMERCIAL SPACE REVENUE					
Commercial Space	41000-00-100	326,306	353,000	423,795	402,000
TOTAL COMMERCIAL SPACE REVENUE		326,306	353,000	423,795	402,000
CARNVAL REVENUE					
Carnival	40500-00-100	3,853,972	3,853,970	3,495,332	1,958,400
Carnival - Presale	40510-00-100	392,276	392,280	464,355	-
TOTAL CARNIVAL REVENUE		4,246,248	4,246,250	3,959,687	1,958,400
CONCESSION REVENUE					
Food Concession	42100-60-100	1,154,372	1,035,000	1,099,220	1,055,000
Vendor Parking	45000-60-100	15,577	9,072	15,302	12,500
Stock Struck	45010-60-100	3,940	4,000	4,485	4,200
Camping Fees	46500-60-100	77,273	48,000	73,694	75,000
Reimbursable Revenues	48500-60-100	38,569	2,500	16,770	14,000
Vendor App Fees	48700-60-100	6,155	4,500	5,175	4,500
TOTAL CONCESSION REVENUE		1,295,885	1,103,072	1,214,646	1,165,200
HORSE SHOW REVENUE					
Entry Fees - Open Draft/Carraige	43000-25-150	3,693	-	-	-
Sponsored Awards - Open Draft/Carraige	43100-25-150	-	-	-	-
Stall Fees - Open Draft/Carraige	43300-25-150	4,455	-	-	-
Grounds Rental - Horse Show	46200-25-150	-	-	-	5,000
Camping Fees - Open Draft/Carraige	46500-25-150	-	-	-	-
TOTAL HORSE SHOW REVENUE		8,148	-	-	5,000
EXHIBIT REVENUE					
Exhibit Entry Fees	EXENT	30,861	28,000	43,160	43,000
Donated Awards	43100-80-100	16,625	10,500	550	-
Parking Revenue - Livestock	45000-80-100	7,804	10,000	18,767	17,000
Camping Fees	46500-80-100	9,115	9,565	16,215	15,000
Reimbursable Revenues	48500-80-100	2,355	-	3,165	3,200
Other Misc Revenue	48700-80-100	6,204	2,000	3,050	2,000
Donations	48810-80-100	2,060	4,000	3,330	4,000
Junior Fair Board Revenue	48700-80-160	3,525	3,500	10,735	7,500
TOTAL EXHIBIT REVENUE		78,549	67,565	98,972	91,700
ENTERTAINMENT REVENUE					
Admission - Box Seats	40000-75-100	22,400	22,400	6,300	6,000
Admission - Motorsports	40010-75-100	-	-	-	-
Admission - Concerts	40020-75-100	459,769	459,770	305,514	300,000
Admission - Rodeo	40030-75-100	37,651	37,540	126,482	61,350
Presale Admission - Box Seats	40100-75-100	4,000	4,000	22,000	22,000
Presale Admission - Concerts	40120-75-100	460,053	445,320	412,826	410,000
Presale Admission - Rodeo	40130-75-100	67,153	67,150	-	65,135
Commission on Sales	41500-75-100	19,480	19,480	9,050	13,070
Merchandise Sales	42200-75-100	-	-	6,348	6,160
Other Misc Revenue	48700-75-100	-	-	-	1,415
TOTAL ENTERTAINMENT REVENUE		1,070,505	1,055,660	888,520	885,130

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026
MISCELLANEOUS FAIR REVENUE: (without JLA)					
Souvenir Booth	42200-00-100	33,193	33,190	36,223	35,140
Alcohol Concession	42300-00-100	578,283	400,000	521,852	521,852
Parking Revenue	45000-00-100	438,600	578,280	519,810	515,000
Camping Fees	46500-00-100	-	-	999	970
Other Misc Revenue	48700-00-100	15,973	11,385	1,457	1,415
Convenience /Product Fees	48720-00-100	-	-	229,244	222,365
Garden Signage Sponsor	48800-00-100	-	-	6,525	6,330
Donations Revenue	48810-00-100	-	-	-	-
Sponsorship Revenue	48800-50-100	595,086	600,000	488,630	450,000
TOTAL MISCELLANEOUS FAIR REVENUE		1,661,136	1,622,855	1,804,739	1,753,072
INTERIM REVENUE					
FACILITY SALES					
Concessions Revenue (Alcohol & Beverages)	42300-40-400	317,747	317,750	302,139	305,000
Parking Revenue - Main Lot	45000-40-400	472,746	400,000	495,543	425,000
Parking Revenue - Beach Lot	45010-40-400	137,500	140,000	56,756	200,000
Building Rental	46100-40-400	551,654	400,000	414,703	463,500
Building Rental- Derby Club	46110-40-400	194,559	192,000	212,000	132,000
Grounds Rental	46200-40-400	341,815	250,000	375,807	309,000
Equipment Rental	46300-40-400	160,064	135,000	119,933	120,000
Camping Fees	46500-40-400	18,370	10,000	17,220	17,000
Reimbursable Revenue - Utilities	48500-40-400	62,956	62,830	17,474	14,845
Reimbursable Revenue - Outside Security	48510-40-400	2,000	2,000	3,690	-
Reimbursable Revenue - In House Security	48520-40-400	-	-	-	-
Reimbursable Revenue - Standby Labor	48530-40-400	74,029	74,000	96,752	89,217
Set-Up/Clean Up fees	48550-40-400	122,057	110,000	97,195	84,400
Reimbursable Revenue - Fire Marshall	48560-40-400	8,700	9,000	6,780	7,441
Reimbursable Revenue - Trash/Dumpster Hauling	48570-40-400	18,000	18,000	27,684	23,449
Reimbursable Revenue - Other	48580-40-400	80,146	80,000	46,112	43,806
Other Miscellaneous Revenue	48700-40-400	6,872	6,185	568	-
Sponsorship Revenue	48800-50-400	-	-	-	-
OKTOBERFEST					
Admission Revenue	40000-00-500	-	89,448	83,228	83,000
Carnival Wristbands	40500-00-500	-	10,039	10,050	9,748
Carnival Games	40510-00-500	-	-	993	965
Commercial Vendors	41000-00-500	-	51,382	51,586	55,000
Food Concessions	42100-00-500	-	23,079	29,886	30,000
Souvenir Booth Sales	42200-00-500	-	14,491	11,772	11,772
Alcohol Concession	42300-00-500	-	43,112	88,365	85,714
Parking Revenue	45000-00-500	-	26,275	23,540	28,000
Grounds Rental	46200-00-500	-	-	-	-
Camping Fees	46500-00-500	-	-	855	855
Promo Fund	48000-00-500	-	-	40,000	-
Reimbursable Revenue	48500-00-500	-	-	2,543	2,416
Other Misc Revenue	48700-00-500	-	-	1	-
Convenience /Product Fees	48720-00-500	-	12,850	907	6,000
Sponsorship Revenue	48800-00-500	-	16,375	10,225	10,000
TOTAL INTERIM REVENUE		2,569,215	2,493,816	2,644,307	2,558,128

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026
SATELLITE WAGERING (From SW-1 page)					
TOTAL SATELLITE WAGERING REVENUE	SWREV	270,738	242,310	253,375	226,235
PRIOR YEAR REVENUE					
TOTAL PRIOR YEAR REVENUE	49000-00-000	27,371	-	34,452	-
OTHER OPERATING REVENUE					
Reimbursable Revenue	48500-00-000	4,923	1,500	-	1,500
Other Misc Revenue (Convenience Fees, Rebates, etc.)	48700-00-000	44,462	47,885	20,736	20,000
Interest Earnings	48710-00-000	23,698	21,810	45,857	47,462
Donations	48810-00-000	29	30	-	-
TOTAL OTHER OPERATING REVENUE		73,111	71,225	66,593	68,962

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026	
ADMINISTRATION EXPENSE						
Salaries & Wages - Perm	50000-11-000	200,239	176,596	148,768	235,222	from Sch 6
Salaries & Wages - Temp	50100-11-000	129,027	130,000	127,665	144,135	from Sch 6B
Compensated Leave	50300-11-000	(41,215)	60,988	24,019	41,910	from Sch 6A
Employee Benefits	51000-11-000	25,242	30,950	31,362	57,768	
PERS Employer Contribution	51010-11-000	65,827	70,865	69,219	121,491	
OPEB Employer Contribution	51020-11-000	4,030	4,281	1,674	-	
Payroll Taxes	51100-11-000	23,378	18,074	19,208	43,179	
Worker's Comp Insurance	51200-11-000	22,704	19,009	31,342	32,909	
Unemployment Insurance	51300-11-000	37,237	25,000	20,409	42,488	
Current year - Bad Debt Expense	53000-11-000	-	-	-	-	
Bank / CC Charges	54000-11-000	242,308	229,930	213,572	213,572	
Interest Expense	54010-11-000	800	800	-	-	
Director Expense	56000-11-000	5,171	5,170	2,227	2,500	
Dues & Subscription	57000-11-000	9,446	9,450	38,530	39,000	
Insurance	60000-11-000	326,213	330,000	335,853	339,717	
Other Misc Expense	65000-11-000	5,807	8,400	452	5,000	
Postage	67000-11-000	2,053	2,050	2,537	2,550	
Professional Services	69000-11-000	177,317	93,818	98,588	101,546	from Sch 6C
Audit Cost	69010-11-000	91,300	91,300	86,255	50,000	
Office Supplies & Expense	74000-11-000	25,908	25,900	11,833	11,835	
Telephone	75000-11-000	8,290	8,300	20,423	21,035	
Travel / Training Expense	77000-11-000	15,077	18,024	12,425	15,000	
TOTAL ADMINISTRATION EXPENSE		1,376,160	1,358,905	1,296,360	1,520,856	
MAINTENANCE EXPENSE						
Salaries & Wages - Perm	50000-12-000	219,773	274,369	239,496	242,814	from Sch 6
Salaries & Wages - Temp	50100-12-000	846,604	711,975	821,086	982,682	from Sch 6B
Employee Benefits	51000-12-000	60,039	79,147	65,555	75,000	
PERS Employer Contribution	51010-12-000	171,872	213,124	203,862	215,000	
OPEB Employer Contribution	51020-12-000	6,850	9,204	4,427	9,000	
Payroll Taxes	51100-12-000	57,593	72,400	67,142	72,000	
Worker's Comp Insurance	51200-12-000	68,603	61,153	117,108	137,256	
Vehicle Insurance	60000-12-000	-	-	3,176	3,335	
Utilities - Electrical	63000-12-000	527,547	555,184	413,029	433,680	
Utilities - Gas/Propane	63010-12-000	55,831	58,623	24,206	25,416	
Utilities - Water/Sewer	63020-12-000	118,949	124,896	95,665	100,448	
Grounds Maintenance & Repairs	64000-12-000	76,722	98,840	96,874	101,168	
Equipment Maintenance	64010-12-000	86,807	85,995	53,409	69,702	
Professional Services	69000-12-000	135,260	110,195	117,631	284,336	from Sch 6C
Equipment Rental	72000-12-000	59,203	65,000	14,109	14,500	
Supplies & Expenses	74000-12-000	78,526	90,000	68,255	91,794	
Telephone Expenses	75000-12-000	4,636	4,700	2,657	3,297	
Travel & Training Expenses	77000-12-000	1,505	5,000	1,786	3,500	
Trash/Waste Removal	78000-12-000	88,797	88,800	71,891	88,267	
TOTAL MAINTENANCE EXPENSE		2,665,119	2,708,605	2,481,365	2,953,196	

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026
PUBLICITY EXPENSE					
Salaries-Wages - Temp	50100-13-100				4,000
Payroll Taxes	51100-11-000				248
Worker's Comp Insurance	51200-11-000				200
Unemployment Insurance	51300-11-000				448
Advertising	52000-13-100	126,168	140,000	105,254	140,000
Professional Services	69000-13-100	66,036	75,000	72,641	125,000
Program Expense	70000-13-100	25,053	25,000	27,001	25,000
Promotional Expense	71000-13-100	23,218	21,500	21,101	25,000
Supplies & Expense	74000-13-100	27,050	20,000	21,489	40,000
TOTAL PUBLICITY EXPENSE		267,525	281,500	247,484	355,000
CONCESSION EXPENSE					
Salaries & Wages - Perm	50000-60-100	-	60,042	59,759	64,941
Salaries & Wages - Temp	50100-60-100	67,019	26,040	31,071	46,010
Employee Benefits	51000-60-100	-	1,680	-	1,680
Payroll Taxes	51100-60-100	3,789	6,233	6,634	10,326
PERS Employer Contribution	51010-60-100	10,512	6,535	22,569	32,954
OPEB Employer Contribution	51020-60-100	-	3,666	949	-
Worker's Comp Insurance	51200-60-100	3,651	5,337	9,724	12,427
Professional Services	69000-60-100	17,394	11,983	40,978	42,458
Tent & Booth Rent Expense	72000-60-100	1,227	-	-	-
Supplies & Expense	74000-60-100	9,313	10,930	5,337	8,500
Travel & Training - Concession	77000-60-100	-	3,540	467	3,655
TOTAL PUBLICITY EXPENSE		112,905	135,986	177,487	222,951
ATTENDANCE EXPENSE					
Salaries & Wages - Temp	50100-70-100	117,515	162,000	107,403	73,820
Employee Benefits	51000-70-100	-	-	-	-
PERS Employer Contribution	51010-70-100	1,734	1,735	2,633	1,659
Payroll Taxes	51100-70-100	2,386	2,386	2,709	1,760
Worker's Comp Insurance	51200-70-100	3,399	10,044	7,498	8,268
Professional Services	69000-70-100	27,719	27,720	39,526	32,500
Professional Services - Carnival	69010-70-100	2,402,048	2,402,050	2,253,138	-
Security Expense	73000-70-100	967,508	967,510	967,766	996,800
Supplies & Expense	74000-70-100	214,876	214,880	142,413	146,685
Supplies & Expense - Carnival	74010-70-100	202,552	190,760	192,810	-
Supplies & Expense - Admission	74020-70-100	8,590	8,600	1,113	1,150
TOTAL ATTENDANCE EXPENSE		3,948,327	3,987,685	3,717,008	1,262,641
HORSE SHOW EXPENSE (Excluding Premium)					
Professional Services - Horse Show	69000-25-150	14,975	-	-	\$5,000
Supplies & Expenses - Open Draft/Carraige	74000-25-150	4,236	-	-	\$ -
Professionsl Services - Youth Open	69000-25-151	-	-	-	\$ -
Supplies & Expenses - Youth Open	74000-25-151	-	-	-	\$ -
TOTAL HORSE SHOW EXPENSE		19,211	-	-	\$5,000

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026
PREMIUM EXPENSE (Excluding Horse Show)					
Premium Cash Awards	66000-85-100	105,953	95,952	104,565	104,565
Professional Services	69000-85-100	9,500	6,000	10,120	10,000
Supplies & Expenses	74000-85-100	4,382	4,382	1,152	1,000
TOTAL PREMIUM EXPENSE		119,835	106,334	115,837	115,565
EXHIBIT EXPENSE					
Salaries & Wages - Perm	50000-80-100	10,358	50,067	52,490	58,125
Salaries & Wages - Temp	EXWAT	30,218	-	-	-
Employee Benefits	51000-80-100	2,908	12,122	12,172	12,122
PERS Employer Contribution	51010-80-100	9,840	12,815	14,244	16,281
OPEB Employer Contribution	51020-80-100	304	1,461	852	-
Payroll Taxes	EXPRT	3,041	1,077	3,952	3,965
Worker's Comp Insurance	EXWC	2,281	3,104	5,756	6,510
Other Misc Expense	65000-80-100	-	-	-	-
Trophies & Ribbons	66010-80-100	10,171	20,000	5,994	8,000
Sponsored Cash	66020-80-100	-	500	-	200
Supplies & Expenses	EXSE	32,183	48,500	31,005	59,625
Professional Services	EXPRO	131,225	132,600	106,551	129,650
Volunteer Event	74010-80-100	711	5,500	3,224	3,000
Travel & Training	77000-80-100	1,324	3,000	3,713	5,000
Junior Fair Board Expense	65000-80-160	2,074	2,000	5,293	3,000
TOTAL EXHIBIT EXPENSE		236,639	292,746	245,246	305,478
FAIR ENTERTAINMENT EXPENSE					
Salaries & Wages - Perm	50000-75-100	-	-	-	11,081
Salaries & Wages - Temp	50100-75-100	1,787	1,787	-	-
Employee Benefits	51000-75-100	-	-	-	484
Payroll Taxes	51100-75-100	26	26	-	100
Worker's Comp Insurance	51200-75-100	48	111	-	1,241
Entertainment - Rodeo	58000-75-100	143,000	143,000	143,000	160,000
Entertainment - Grounds Acts	58010-75-100	405,400	355,400	245,215	252,250
Entertainment - Motrosports	58020-75-100	-	-	-	-
Entertainment - Concerts	58030-75-100	1,312,098	1,312,100	1,359,222	1,400,000
Entertainment - Community Event	58040-75-100	-	-	-	-
Professional Services	69000-75-100	447,289	447,290	502,830	494,050
Professional Services - Rodeo	69010-75-100	-	-	7,318	7,945
Supplies & Expense - Grandstands	74000-75-100	177,373	175,850	59,090	60,000
Supplies & Expense - Grounds Acts	74010-75-100	29,903	29,905	23,148	23,150
Supplies & Expense - Rodeo	74020-75-100	3,019	3,020	7,713	7,945
TOTAL FAIR ENTERTAINMENT EXPENSE		2,519,942	2,468,489	2,347,536	2,407,165

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026	
MISCELLANEOUS FAIR EXPENSE						
<i>ADMINISTRATION</i>						
Salaries & Wages - Perm	50000-11-100	6,101	21,567	11,527	-	from Sch 6
Salaries & Wages - Temp	50100-11-100	23,713	22,600	44,770	34,142	from Sch 6B
Employee Benefits	51000-11-100	2,118	2,118	2,267	-	
PERS Employer Contribution	51010-11-100	2,868	2,868	8,804	7,581	
OPEB Employer Contribution	51020-11-100	175	175	164	-	
Payroll Taxes	51100-11-100	1,509	1,509	3,168	3,263	
Worker's Comp Insurance	51200-11-100	906	2,738	4,766	3,824	
Director's Expense	56000-11-100	353	353	507	522	
Supplies & Expenses	74000-11-100	24,078	24,184	7,939	10,300	
<i>MAINTENANCE</i>						
Salaries & Wages - Perm	50000-12-100	33,239	27,697	40,051	87,976	from Sch 6
Salaries & Wages - Temp	50100-12-100	169,477	226,050	193,486	288,145	from Sch 6B
Employee Benefits	51000-12-100	6,104	6,104	7,419	7,790	
PERS Employer Contribution	51010-12-100	17,214	17,214	26,475	27,798	
OPEB Employer Contribution	51020-12-100	750	750	311	-	
Payroll Taxes	51100-12-100	11,398	11,398	13,147	13,804	
Worker's Comp Insurance	51200-12-100	6,343	15,732	21,233	42,125	
Utilities (electric, gas, water, sewer, etc.)	63000-12-100	24,538	24,540	118,900	50,000	
Professional Services	69000-12-100	271,359	271,358	290,028	305,036	from Sch 6C
Equipment Rental	72000-12-100	248,008	248,008	266,608	279,939	
Supplies & Expenses	74000-12-100	121,225	95,380	123,821	100,144	
Trash/Waste Removal	78000-12-100	19,671	19,675	32,417	34,379	
<i>FACILITY SALES</i>						
Salaries & Wages - Perm	50000-40-100	4,384	-	-	\$0.00	from Sch 6
Salaries & Wages - Temp	50100-40-100	-	-	-	\$0.00	from Sch 6B
Employee Benefits	51000-40-100	814	-	-	\$0.00	
PERS Employer Contribution	51010-40-100	627	-	-	\$0.00	
OPEB Employer Contribution	51020-40-100	87	-	-	\$0.00	
Payroll Taxes	51100-40-100	318	-	-	\$0.00	
Worker's Comp Insurance	51200-40-100	177	-	-	\$0.00	
Professional Services	69000-40-100	-	-	-	\$0.00	from Sch 6C
Outside Security Expense	73000-40-100	-	-	600	\$0.00	
Supplies & Expenses	74000-40-100	-	-	-	\$0.00	
<i>SPONSORSHIP</i>						
Professional Services	69000-50-100	197,262	182,000	128,950	90,000	from Sch 6C
Equipment Rental	72000-50-100	-	400	321	-	
Supplies & Expenses	74000-50-100	1,757	1,625	1,282	2,500	
<i>PARKING</i>						
Salaries & Wages - Perm	50000-65-100	3,763	5,834	-	-	from Sch 6
Salaries & Wages - Temp	50100-65-100	28,783	60,000	37,653	69,420	from Sch 6B
Employee Benefits	51000-65-100	815	815	-	-	
PERS Employer Contribution	51010-65-100	745	745	627	11,954	
OPEB Employer Contribution	51020-65-100	85	85	-	-	
Payroll Taxes	51100-65-100	956	956	1,104	1,137	
Worker's Comp Insurance	51200-65-100	903	4,082	2,686	7,775	
Professional Services	69000-65-100	322,974	342,000	339,347	340,000	from Sch 6C
Overflow Parking Rental	72000-65-100	12,500	13,200	47,311	50,000	
Equipment Rental	72001-65-100	2,804	3,000	618	1,000	
Supplies & Expense	74000-65-100	7,448	1,200	4,467	1,500	
<i>OTHER FAIR</i>						
Chargebacks	54020-00-100	217,082	285,686	12,138	12,501	
Professional Services	69000-00-100	83,558	67,807	160,774	-	from Sch 6C
Souvenir Booth Expense	74000-00-100	-	-	20,132	21,139	
TOTAL MISCELLANEOUS FAIR		1,878,989	2,011,453	1,975,819	1,905,692	

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026
INTERIM EXPENSE					
<i>PUBLICITY</i>					
Advertising	52000-13-400	8,265	10,000	-	5,000
Professional Services	69000-13-400	50,832	35,000	63,491	10,000
Promotional Expense	71000-13-400	-	-	-	5,000
Supplies & Expenses	74000-13-400	2,611	5,000	1,131	5,000
<i>FACILITY SALES</i>					
Salaries & Wages - Perm	50000-40-400	90,388	63,154	54,321	-
Salaries & Wages - Temp	50100-40-400	18,748	30,000	32,300	84,600
Employee Benefits	51000-40-400	18,048	22,810	14,924	-
PERS Employer Contribution	51010-40-400	25,180	33,252	13,386	14,625
OPEB Employer Contribution	51020-40-400	2,553	3,792	1,189	-
Payroll Taxes	51100-40-400	7,499	9,694	4,300	5,723
Worker's Comp Insurance	51200-40-400	7,406	5,776	9,343	9,475
Professional Services	69000-40-400	129,975	65,820	48,960	54,900
Promotional Expense	71000-40-400	-	-	-	-
Rental Expense	72000-40-400	7,014	7,000	1,697	7,000
Outside Security Expense	73000-40-400	188,539	189,000	188,341	190,000
Supplies & Expenses	74000-40-400	6,458	1,200	1,192	2,000
Telephone	75000-40-400	709	720	713	720
Travel & Training	77000-40-400	674	675	1,131	5,000
Trash/Waste Removal	78000-40-400	12,494	12,500	-	-
<i>PARKING</i>					
Salaries & Wages - Temp	50100-65-400	90,779	50,800	87,885	130,752
PERS Employer Contribution	51010-65-400	4,304	6,400	6,364	6,400
Payroll Taxes	51100-65-400	2,624	3,400	2,969	3,117
Worker's Comp Insurance	51200-65-400	5,906	-	9,769	14,644
Equipment Maintenance	64010-65-400	-	-	-	-
Professional Services - PK	69000-65-400	28,430	28,430	17,942	30,758
Supplies & Expense - Main Lot	74000-65-400	3,416	1,500	127	1,750
Supplies & Expense - Beach Lot	74010-65-400	1,443	1,500	1,432	1,750
<i>OKTOERFEST</i>					
Salaries & Wages - Perm	50000-00-500	-	18,831	16,035	16,035
Salaries & Wages - Temp	50100-00-500	-	39,270	59,173	59,173
Employee Benefits	51000-00-500	-	-	2,812	2,953
PERS Employer Contribution	51010-00-500	-	-	12,662	13,295
Payroll Taxes	51100-00-500	-	-	4,095	4,300
Worker's Comp Insurance	51200-00-500	-	-	7,916	8,423
Advertising	52000-00-500	-	27,787	20,616	22,348
Entertainment Grandstand	58000-00-500	-	-	12,500	13,125
Entertainment Ground	58010-00-500	-	23,931	17,035	17,887
Ground Maintenance	64000-00-500	-	-	-	10,000
Other Misc Expense	65000-00-500	-	12,850	1,544	15,108
Professional Services	69000-00-500	-	20,020	23,545	24,273
Rental Expense	72000-00-500	-	11,024	15,065	15,775
Security Expense	73000-00-500	-	24,143	21,083	22,137
Supplies & Expenses	74000-00-500	-	33,921	62,554	35,000
TOTAL INTERIM EXPENSE		714,293	799,200	839,541	868,044

	Acct. No.	Actual 2024	Budgeted 2025	Estimated 2025	Proposed 2026
SATELLITE WAGERING EXPENSE (From SW-1 page)					
TOTAL SATELLITE WAGERING EXPENSE	SWEXP	42,892	42,905	42,485	42,439
NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000 and life less than one year):					
Equipment	87500-00-000	49,540	48,075	41,745	53,725
TOTAL EQUIPMENT EXPENSE		49,540	48,075	41,745	53,725
PRIOR YEAR EXPENSE					
TOTAL PRIOR YEAR EXPENSE	80000-00-000	47,100	20,000	32,092	26,765
CASH SHORTAGES & OVERAGES					
Cash (Over)/Under	85000-00-000	42,025	11,685	(5,800)	-
TOTAL CASH SHORTAGES & OVERAGES		42,025	11,685	(5,800)	-
DEPRECIATION EXPENSE					
Prior Year Depreciation expenses	80010-00-000	-	-	(150)	
Depreciation Expense	90000-00-000	437,180	440,000	269,514	265,350
TOTAL DEPRECIATION EXPENSE		437,180	440,000	269,364	265,350
PENSION EXPENSE					
Pension Expense	96000-00-000	397,100	-	(87,194)	
TOTAL PENSION EXPENSE		397,100	-	(87,194)	-
OPEB EXPENSE					
OPEB Expense	96100-00-000	(7,793)	-	65,819	-
TOTAL OPEB EXPENSE		(7,793)	-	65,819	-

2026 Equipment

2026 EQUIPMENT

(2) 3-Compartment Sinks
Med. Flat Bed Wheelie Cart
(4) Ipads
JBL Ceiling Mount Speakers
Swamp Cooler for Santa Rosa
Rabbit Show Cages
LED Lights for Collection Cases
LE Lights for HA Cases
Rototiller
(3) Metal Detectors
Steam Pressure Washer
Underground Water Leak Detector
Push Behind Wheel Trencher Machine
Pipe Crimper Machine
Mixing Board
PA Speaker Combo
Microphone 6 Pack

\$ 53,725.00

2025 Equipment

Year Round 2-way Radios
Hard Case for Mixing Board
Pipe & Drape (75 kits)
Computers
Wagon Beverage Cart
Sewer Camera
Set Hand Tools
Computer Stand for Eryn
Sign Shop Computer/Monitor
UL Replacement DVD
UL Warming Lights
UL Sled & Bike for tractor
UL White Fence

\$ 39,907.11

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

Ventura County Fair (Legal Name of Fair)	Ventura (Location)	
	Estimated 2025	Proposed 2026
PROPERTY, PLANT & EQUIPMENT (PP&E), January 1:	\$19,552,853	\$21,141,868
ACQUISITIONS OF FIXED ASSETS:		
Land	0	0
Buildings & Improvements:		
Major Maintenance (MMP) Projects	0	0
ADA Projects	0	0
Building Improvements	747,218	0
Land Improvements	0	0
New Construction	0	0
Construction in Progress	727,713	1,990,735
Equipment	114,084	208,978
Other Fixed Assets	0	0
Other:	0	0
TOTAL ACQUISITIONS OF FIXED ASSETS	1,589,015	2,199,713
TOTAL PP&E BEFORE DISPOSITIONS & DEPRECIATION	21,141,868	23,341,581
DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):		
Land	0	0
Buildings & Improvements	0	0
Equipment	0	0
Other Fixed Assets	0	0
Other:	0	0
TOTAL DISPOSITIONS OF FIXED ASSETS	0	0
PP&E BEFORE DEPRECIATION, December 31	21,141,868	23,341,581
DEPRECIATION:		
Accumulated Depreciation, January 1	14,993,488	15,262,852
Less A/D on Dispositions of Fixed Assets above		
Annual Depreciation Expense (from page 11)	269,364	265,350
Accumulated Depreciation, December 31	15,262,852	15,528,201
PP&E, NET OF DEPRECIATION, December 31	5,879,016	7,813,380
LONG-TERM DEBT (ASSOCIATED WITH FIXED ASSETS)	0	0
INVESTMENT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)	\$5,879,016	\$7,813,380

Construction in Progress

<u>Project Name</u>	<u>2025 Project Cost</u>
Ag Building Project	\$4,309.40
Sewer/Water Line Upgrade	\$685,912.32
Electrical Panel Project	\$35,000.00
Raceway Expansion	\$8,598.11
Fairgrounds Landscape	(\$2,422.28)
Wrought Iron Fencing	(\$3,685.00)
	<u>\$727,712.55</u>

Construction in Progress 2026

<u>Project Name</u>	<u>2026 Project Cost</u>
Rebuild Stormdrain Pump	\$45,000.00
Raceway Bleachers	\$40,000.00
Santa Rosa Roof Replacement	\$181,440.00
OVG Building Roof	\$57,375.00 2% fund
A/C Derby Club	\$50,000.00
Manholes Around Santa Cruz	\$186,500.00
Anacapa Side Eaves Project	\$15,000.00
San Miguel Side Eaves Project	\$15,000.00
Main St. Slurry Coat & Lot C	\$108,920.50
Replace MTCE Roll Up Doors (2)	\$20,000.00
Pump Station @ Anacapa/Main St	\$50,000.00
Phase 2 Raceway Lighting	\$80,000.00
Service Road Street Lights	\$55,000.00
Turn 4 Bathrooms	\$55,388.00
Ag Building	\$28,111.60 bal from 2025
Sewer Water Line Project	\$340,000.00
Electrical Panel Project	\$665,000.00 bal from 2025

Completed Bldgs/Improvement Projects

<u>Project Name</u>	<u>2025 Project Cost</u>
Raceway Lighting Phase 1	\$13,139.74
Mold Remediation FL	\$150,214.81
Mold Remediation SR	\$151,787.08
Morgan Bathrooms Mold Remer	\$420,553.95
San Miguel Roll-Up Doors	\$11,405.00
Raceway Bleachers	(\$1,543.84)
Anacapa Awning	(\$2,291.58)
San Miguel Awning	\$3,942.92
	<u>\$747,218.08</u>

2025 Equipment Purchases

<u>Equipment Name</u>	<u>Cost</u>
Golf Cart	\$12,852.09
Golf Cart	\$7,454.65
Golf Cart	\$7,454.65
Golf Cart	\$7,454.65
Portable LED Light Tower	\$13,144.64
	<u>\$114,083.88</u>

2026 Equipment Purchases

<u>Equipment Name</u>	<u>Cost</u>
60' Boom Lift	\$22,000.00
6" Trash Pump	\$35,678.00
5K Warehouse Forklift	\$50,000.00
HD Truck for Fuel Cells	\$12,500.00
Hardwired Shop Compressor	\$8,000.00
Flat Bed Utility Carts (2)	\$38,000.00
4 seat Utility Cart Admin	\$18,000.00
Surveillance Cameras	\$8,300.00
Portable Jetter Machine	\$10,000.00
Sweeper Attachment	\$8,500.00
	<u>\$208,978.00</u>

Construction in Progress 2026

<u>Project Name</u>	<u>2026 Project Cost</u>
Rebuild Stormdrain Pump	\$45,000.00
Raceway Bleachers	\$40,000.00
Santa Rosa Roof Replacement	\$181,440.00
OVG Building Roof	\$57,375.00 2% fund
A/C Derby Club	\$50,000.00
Manholes Around Santa Cruz	\$186,500.00
Anacapa Side Eaves Project	\$15,000.00
San Miguel Side Eaves Project	\$15,000.00
Main St. Slurry Coat & Lot C	\$108,920.50
Replace MTCE Roll Up Doors (2)	\$20,000.00
Pump Station @ Anacapa/Main St	\$50,000.00
Phase 2 Raceway Lighting	\$80,000.00
Service Road Street Lights	\$55,000.00
Turn 4 Bathrooms	\$55,388.00
Ag Building	\$26,111.60 2025 bal.
Sewer Water Line Project	\$340,000.00
Electrical Panel Project	\$665,000.00 2025 bal.

\$1,990,735.10

2026 Equipment Purchases

<u>Equipment Name</u>	<u>Cost</u>
60' Boom Lift	\$22,000.00
6" Trash Pump	\$35,678.00
5K Warehouse Forklift	\$50,000.00
HD Truck for Fuel Cells	\$12,500.00
Hardwired Shop Compressor	\$8,000.00
Flat Bed Utility Carts (2)	\$36,000.00
4 seat Utility Cart Admin	\$18,000.00
Surveillance Cameras	\$8,300.00
Portable Jetter Machine	\$10,000.00
Sweeper Attachment	\$8,500.00
	<u>\$208,978.00</u>

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

Ventura County Fair
(Legal Name of Fair)

	Account Number	Estimated 2025	Proposed 2026
SUMMARY: January 1 to December 31			
PRIOR YEAR RESOURCES RECEIVED (Reclassified as CY Revenue)		\$0	\$0
RESOURCES ACQUIRED (Both cash rec'd & funds held outside of fair)			
Revenue Generating Funds	31900		
Major Maintenance (MMP) Funds	31900		
ADA Funds	31900		
Infrastructure Matching Grants Fund	31900		
Infrastructure Loan Program	31900		
Replenishment Fund (Investment Capital)	31900		
Environmental Investment Program	31900		
Urgent Needs Fund	31900		
Flex Capital Funds (Used for capitalized assets only)	31900		
Grants from Outside Entities	31900		
Other (Specify)	31900		8,060
TOTAL RESOURCES		0	8,060
RESOURCES APPLIED (Run through Fair's accounting system) :			
Construction in Progress	19000		8,060
Land	19100		
Buildings & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
TOTAL Non-Fair Funds Run Through Fair's Books		0	8,060
RESOURCES APPLIED (Paid directly by Non-Fair Entity)			
Construction in Progress	19000		
Land	19100		
Building & Improvements	19200		
Equipment	19300		
Leasehold Improvements	19400		
Other (Specify)			
TOTAL Non-Fair Funds Paid Directly by Non-Fair Entity		0	0
FUNDS REMAINING (Show as Deferred Revenue)		\$0	\$0

RESOLUTION OF THE BOARD OF DIRECTORS OF THE 31ST DISTRICT AGRICULTURAL ASSOCIATION THAT THE CONTINUED OPERATION OF SATELLITE WAGERING ON THE PROPERTY BEST SERVES THE INTERESTS OF THE 31ST DISTRICT AGRICULTURAL ASSOCIATION

WHEREAS, the District is authorized by the California Horse Racing Board to operate on the District's property located at 10 West Harbor Boulevard, Ventura, California, 93001 (the "District's Premises") (1) Satellite Wagering as set forth in Business and Professions Code, Division 8 [Special Business Regulations], Article 9.2 [Satellite Wagering], Sections 19605, et seq.; and

WHEREAS, the District has operated on its property Satellite Wagering since the early 1990s, which operation allows patrons the opportunity to view and wager on horse racing broadcast from around the country; and

WHEREAS, the District operates Satellite Wagering throughout the year

WHEREAS, the District generates approximately \$350,000 in Advance Deposit Wagering and Rent through its operation of Satellite Wagering on the property, which revenue strengthens the District's financial position; and

WHEREAS, the District's operation of Satellite Wagering supports the District's statutory purposes of (a) holding fairs, expositions and exhibitions for the purpose of exhibiting all of the industries and industrial enterprises, resources and products of every kind or nature of the state with a view toward improving, exploiting, encouraging, and stimulating them, and (b) constructing, maintaining, and operating recreational and cultural facilities of general public interest; and

WHEREAS, the District's operation of Satellite Wagering increases year-round attendance and engagement at the District.

NOW, THEREFORE, BE IT RESOLVED that the District's operation of the Satellite Wagering facility serves the best interests of the District insofar as that operation provides a tremendous benefit to the District and its patrons.

CERTIFICATION

The undersigned **President of the Board of Directors of the District**, or his designee, of the District does hereby certify that the foregoing is a full, true, and correct copy of a resolution duly and regularly adopted at a meeting of the Board of Directors of the District held on February 24th, 2026.

Guillermo Ceja
President, Board of Directors of the 31st District Agricultural Association

Dated: _____



February 3, 2026

F2026-02

TO: All Fairground Managers and Board Chairs

SUBJECT: 2026 State Rules for California Fairs

The California Department of Food and Agriculture's Fairs and Expositions (F&E) Branch is pleased to announce the release of the 2026 State Rules for California Fairs. The 2026 State Rules for California Fairs contain two addendums listed below:

- Addendum I – Summary of Changes for 2026
- Addendum II – Exhibit Program Guidelines for Fair Management & Exhibit Staff

Addendum III – Youth Agreement Letter signed by 4-H, FFA, Grange, and CDFFA is in the process of being finalized. Once Addendum III has been fully executed by all parties, the Youth Agreement will be sent out and posted on the F&E website.

Also enclosed is Secretary Ross' welcome letter to the 2026 fair season. Please feel free to include the letter in your fair's Exhibitor Handbook. As soon as Governor Newsom's welcome letter becomes available, it will also be sent out and posted on the website. For future reference, the 2026 State Rules for California Fairs, addendums, and the Welcome Letters can also be found under the Correspondence tab on the [F&E website](#).

Best of luck to all this fair season! For any State Rules questions/clarifications, variance requests, or protest information please contact Mike Francesconi by [email](#), or by phone at (916) 900-5365.

Respectfully,

Mike Francesconi
Branch Chief
Fairs & Expositions Branch

Enclosures



STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
26-034	Fence Facotry	2 Year Fenceing & Barricade Rental	NTE \$30,461.45
26-035	LB Lights West, Inc.	3 Year Video Screen Rental & Services	NTE \$349,500.00
26-036	Viking Agency	Grounds Entertainment Buyer	\$ 9,500.00
26-037	Jason Rariden	Grounds Entertainment Production Manager	\$ 9,500.00
26-038	Arty Loon	Magician - Grounds Entertainment	\$ 14,400.00
26-039	Dennis Forel	Grounds Entertainment	\$ 5,950.00
26-040	Levity Media Group	Sponsorship Development	20% Commission on New Cash; 15% Commision on Renewed Cash, 8% Commission on Trade

Rental Agreements Non-Fair

NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT	LOCATION
26-032	Construction Industry Education Foundation	Trades Day 2026	\$ 3,042.00	10/22/2026	Grounds (Partial)
26-033	Elizabeth Ceja Wedding	Ceja Wedding 2026	\$ 4,799.00	10/17/2026	San Nicolas Hall
26-034	Seaside Events LLC	5th Seaside Oddities	\$ 11,462.00	9/26-9/27/26	San Miguel Hall
26-035	Seaside Events LLC	8th Seaside Tattoo Show	\$ 16,261.00	6/5-6/7/26	Santa Cruz Hall
26-036	Seaside Events LLC	3rd Merry Gothmas	\$ 12,343.00	12/12-12/13/26	Santa Cruz Hall
26-037	Medeival Combat USA	Ventura Melee Megabowl 2026	\$ 2,384.00	5/3/2026	Morgan Arena
26-038	Xtreme Backyards	Central Ca Spa Show	\$ 8,024.00	2/13-2/15/26	San Miguel Hall
26-039	The Throwdown Productions LLC	LFA 227	\$ 7,520.00	2/27/2026	Anacapa Hall
26-040	Ventura Gem & Mineral Society	Gem Show	\$ 9,251.00	3/7-38/26	San Miguel Hall
26-041	Jazmin Reyes	Jazmin Reyes Graduation Party	\$ 3,202.00	6/13/2026	Santa Rosa Hall
26-042	VC Expo	Ventura Quinceanera & Wedding Expo	\$ 3,949.00	3/22/2026	San Miguel Hall
26-043	Mission Christian Church	A Night to Remember 2026	\$ 12,109.00	3/13/2026	San Miguel, Anacapa, McBride, Callahan
26-044	National Scholastic Surfing Association	NSSA Surf Competition	\$ 2,000.00	3/21-3/22/26	Grounds (Partial Beach)
26-045	Ventura Downtown Lions Club	Crab Feast 2026	\$ 7,618.00	4/11/2026	San Miguel
26-046	Exotic Bird Mart & Expo	Bird Show	\$ 1,702.00	3/7/2026	San Nicolas Hall
26-047	Exotic Bird Mart & Expo	Bird Show	\$ 2,068.00	5/9/2026	Santa Cruz Hall

February CEO Report

Surfers Point Managed Retreat Project

We continue working with the City of Ventura on ensuring things are complete and done correctly before the final walk through. I had CCA, our state construction arm, out last week to do a site walk. There were several concerns/issues that Mr. Slay (Project Manager) brought up that he detailed in an email, which we forwarded to the City of Ventura to address. Once these are addressed there will be a final site walk scheduled. These items don't affect the beach lot, so we coordinated with the City of Ventura to open the lot Friday, 2/20. There will be an official opening ceremony that will most likely take place next month, which I will let you all know once the city sets a date.

I have received the Coastal Commission application which Mr. Amelio and I are working on. It requires a lot of details like mockups of signage, parcel numbers, rules, etc. It also asks for the deed, project location details, etc.

Grants

I continue to work with Ms. Wynegar on the State Coastal Conservancy (SCC) Climate Bond Grant. Ms. Wynegar has completed the draft SCC pre-application which includes the supporting engineering materials, budgets, informal quotes and supporting exhibits. She sent that over to CCA for review who has gotten back to her and expressed that they support the overall structure, budget and technical approach. They are prepared to provide full project and grant administration support if the project moves forward. I will be sending out emails to get letters of support from agencies like the City of Ventura, CalOES, VVCB, etc.

I continue to work closely with Ms. Lindsay on the FEMA grant. Out of the six projects approved, five have been obligated which means FEMA has approved funding for those projects. We have received three checks, another should be coming soon and the last check will be sent out after the completion of the project.

The remaining project, the electrical panel project, is now progressing. We have re-engaged with our new project manager from CCA, Mr. Slay, and finalized the scope of work, allowing us to move forward with implementation. FEMA reimburses 75% of projects once they have been completed.

Conventions and Trainings

I attended our annual CERRVF Lobby Days in Sacramento February 3rd and 4th. There were nine other Fair CEOs and between the two days, our lobbyist scheduled about 65 meetings with Senators, Assemblymembers or their Chief of Staff from all districts in California. We

divided into groups and educated them that we are more than just a Fair, we are a fairgrounds and really told our stories.

I also attended the CDFA Collaborative that was in Sacramento as well on February 11th. There were discussions regarding the Fire Marshal, updates from CFSA, Legal and CCA. There is another one scheduled for February 4th that I will be attending. They are also beneficial to be able to network with other fair CEO's and ask them questions about various aspects of their operations and how they do things.

2026 Fair

I continue my weekly calls with Romeo Entertainment to work on booking grandstand acts for 2026 Fair. I have five confirmed acts and we're working on the remaining two days. Mr. Valdivia, who I work with to book the Hispanic day act, is still working on a, act for the first Sunday of Fair. We are working with Viking Agency again, who serves as our grounds and community coordinators. We have started booking grounds entertainment like different strolling acts, local bands and community acts. As you see on the standard agreement consent list, contracts are starting to be done for those, and you will continue seeing those every month.

I continue meeting with the department heads on various aspects of their departments to continue advancing things. We will be starting weekly Fair Planning meetings soon.

The carnival bid process is complete and Helm and Sons Amusements is officially our core Carnival. The contract is for three years with two one-year options, so we could have them potentially for the next five years. I have asked Davey Helm, CEO, to come and speak to the board to introduce himself and talk about his operation. I am extremely excited about the different possibilities and the partnership moving forward.

Budget and Audit

Ms. Martin and I are wrapping up the 2026 budget and met with the Finance Committee, who will be recommending budget approval at the Tuesday Board Meeting.

The auditor has sent a list of documents that are needed, and Ms. Martin has been busy collecting those for the 2024 and 2025 audits. The goal is to have the audit done by the fall.

Staffing

I've completed several interviews for the Executive Assistant position and lined up a number of interviews for next week. My goal is to have someone hired by the end of the month so I can bring them on board and begin training right away.

Mr. Amelio has also been busy interviewing candidates for the Sales Manager role. He has a few more applications to review and possible interviews to conduct. After that, we'll hold second round interviews, where I'll join, and then we'll make our final decision.

Ms. Martin and I also are interviewing someone next week for the Accounting Assistant position.

Ms. Kops has started working again in the front office full time where she will be manning the front counter and helping with some of the administrative duties.

Exhibit Report

Emilee Inez

Fair

- I have completed the Large Livestock Entry Guide. We have introduced exciting new competitions to the program this year! We will be hosting a new and improved knowledge competition that will focus on both written knowledge and item identity
- I am working with Uncle Leo's Barn to introduce a Trivia Night.

Junior Fair Board

- The Junior Fair Board is working to finalize the games they will be facilitating at the 2026 Fair. They are bringing back favorites like Watermelon Eating and Karaoke while also looking at exciting new games.
- We are working on plans to attend the LA County Fair in May. The JFB members are looking forward to seeing another fair and the differences and similarities between the

WFA – Super School

- I will be attending the WFA Super School in the last week of February. At this conference I will meet with exhibit teams from all over the western US. It is incredibly informative to be able to connect with individuals from different scales of fairs and entry programs. While it is a few of the same people I see at WFA Conventions, because of the specificity of the conference's topics, more members of fair exhibit teams attend this conference.
- I have been asked to lead a session on Design Philosophy and Creative Displays. I was selected based on the award Ventura County Fair won in the Achievement Awards at WFA Convention this year. I will be focusing on creating visual interest in economical ways.

Concessions Report

Madalyn Johnson

- We are in the middle of receiving all 2026 Health Department requirements and Madalyn has completed a call with Eva regarding MFF permits.

- Madalyn and Eryn are currently in discussions about advancing 276 commercial and community vendors for participation.
- Madalyn is actively working with 64 returning food vendors, along with 6 potential new vendors.
- While this is happening, we are updating and maintaining a high variety of products across 5 different Fair maps.

Sales Report

Will Schwartz

This report covers events from January 17th through February 17th, 2026.

- The Great Train Show came back for their 6th show bringing the joys of model trains for hobbyists, train fanatics and kids.
- Chopperfest took place on 2/7 under new event promoter Cary Brobeck. The turnout was great, it was a beautiful day at the fairgrounds and he and his team are already working and planning on ways to improve the show next year.
- Events season at the Ventura County Fairgrounds is taking off, we've already had multiple meetings with Strawberry Festival and over the last two weeks of February and into March we will have another 10 events ranging from a Valdivia Media Group Dance in the William P Clark Pavillion, Spencer Mackenzie's LFA 227 in Anacapa Hall, Tecolote Pony Club's Qualifying Quiz Relay in the Barns, to name a few.

Upcoming Events:

Spencer Mackenzie's LFA 227 – 2/27

Monster Mall– 2/28-3/1

Spray Safe – 3/5

Ventura Gem & Mineral Society Gem Show – 3/7-3/8

West Coast Derby Knockouts – 3/7-3/8

Exotic Bird Mart & Expo – 3/7

Mission Church's "A Night to Remember" – 3/13

Hall of Flowers – 3/18

Maintenance Report

Joey Clark, Gerry Duran and Jennifer Lindsay

Current Projects:	Completion Date
• Spring landscaping/weed control/tree trimming around grounds	Ongoing
• Casino/ Lot C landscaping project	3/7/2026

- Front entrance beautification 3/1/2026
- Finishing Area 2 SOD improvement 2/28/2026
- Clean Rain Gutters on Large Livestock Barn 2/28/2026

Upcoming Projects:

- Starting raceway bleacher reinforcement project 7/15/2026
- Ticket booth wood repair 4/1/2026
- Quonset Hut side eaves project 6/1/2026