



BOARD MEETING NOTICE

The 31st DAA Board of Directors will be holding a board meeting on
Tuesday, April 28th, 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

STAFF

Heidi Ortiz, CEO, Jason Amelio, Deputy Manager, Madalyn Johnson, Concessions Coordinator, Jenny Martin, Accounting Supervisor, Emilee Inez, Exhibits Supervisor, Megan Hook, PR and Marketing, and Karen Pineda, 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, April 28th, 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

A. Oak View Group

B. Blue Pacific Event Services - Patrick Maynard, CEO



- VI. Meeting Minutes (discussion and/or approval)**
 - A. March 24th, 2026 Board Meeting Minutes

- VII. Financial Reports (discussion and/or approval)**
 - A. Financials ending February 28th, 2026

- VIII. New Business**
 - A. Discussion and possible action regarding clear bag policy

- IX. Old Business**
 - A. Surfer's Point Update
 - B. Derby Club – Update from the Ad Hoc Committee
 - C. 2026 Fair Update

- X. Board Correspondence**

- 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, 1-3, 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

- XII. CEO Report**

- XIII. Presidents Report**

- XIV. Director's Comments**

- XV. Future Agenda Items**

- 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.



- XVII. Report Out of Closed Session**
Report of any action items by the Board during Closed Session
- XVIII. Adjourn**

Americans With Disabilities Act

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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, March 24th, 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 9:08 a.m. and called to order by President Ceja.

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

Absent: None

Staff present: Heidi Ortiz, CEO, Jason Amelio, Deputy Manager, Emilee Inez, Exhibit Supervisor, Madalyn Johnson, Concessions Manager, Megan Hook, PR & Marketing, and Karen Pineda, Executive Assistant.

Guests Present: None

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

II. Pledge of Allegiance

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

III. Welcome and Introduction of Guests

Invitation for the public to introduce themselves (not mandatory).

IV. Public Comment on Items Not on the Agenda

There were no public comments.

V. Presentations – None

VI. Meeting Minutes (discussion and/or approval)

A. February 24th, 2026 Board Meeting Minutes

- a. Minutes were approved with corrections by Director Cornejo to her Director's comments.

MOTION: To approve the February 24th, 2026 Board Meeting minutes with corrections.

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

VII. Financial Reports (discussion and/or approval)

A. Financials ending December 31st, 2025 and January 31st, 2026

- a. CEO Ortiz noted that the December financials are preliminary to the Statement of Operations and with President Ceja’s permission, she moved onto January financials.
- b. CEO Ortiz shared there was a small loss in January due to the light event schedule, minimum wage increase, and repairs to the Derby Club. She predicts the losses and gains to balance out within the next couple of months.

B. 2025 Statement of Operations

- a. CEO Ortiz summarized that the operating revenue for 2025 was \$14,273,555. The fairgrounds received a \$128,500 grant from the AB1499, as well as grant money from FEMA. The operating expenditure was \$13,582,613. Ultimately, we saw an increase in NET resources of \$660,709 for the year.

MOTION: To approve Financials ending December 31st, 2025 and January 31st, 2026 and the 2025 Statement of Operations.

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

VIII. New Business

- A. Discussion and possible action regarding approving a resolution for the CEO evaluation and salary increase
 - Director Long motioned to amend the last sentence of the resolution to include “by July 1st, 2026.” After a brief discussion, he withdrew the motion.

MOTION: To approve CEO Ortiz as the permanent, full-time CEO with a 5% salary increase under classification of Secretary Manager VI, effective July 1st, 2026 or as soon as CalHR approves.

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

IX. Old Business

- A. Surfer’s Point Update
 - a. CEO Ortiz updated the board on the Surfers Point project. She shared that a request was made to The City of Ventura to paint the curbs at the surf check spots. CEO Ortiz referred to the Beach Lot Tracking Report created by Mr. Amelio, that shows how much the parking lot makes each day at the current \$2 rate. She explained that the lot is operating at a loss of \$2,383 under the \$2 pricing. Switching to a \$5 daily rate would yield a profit of just under \$20,000. The amendment has been submitted to the Coastal Commission permitting staff for an initial review.
- B. Derby Club – Update from the Ad Hoc Committee
 - a. Director Mack stated that she and Vice President Martinez met to discuss the Derby Club and asked for support in directing staff to gather as much information as exists about the building, such as its square footage, layout, amenities, efficiencies, photographs, and any cost estimates readily on hand. Director Mack and Vice President Martinez believe this information could be useful for those who may be interested in utilizing the building. They would like a list of ideas on how the building could be used and have those ideas presented to the board with various approaches towards re-using, renovating, or upgrading the building for use. Vice President Martinez thanked Director Mack for putting together this memo and added that there may be a possibility to operate the Derby Club building more internally in close partnership with the Ventura County Fairgrounds Foundation. Director Cornejo mentioned that speaking to Mr. Amelio could be helpful as a lot of this information may already be included in previous rental contracts for special events held in the

Derby Club building. Director Mack would like confirmation that there are no documents that limit what can or cannot be done with the building. She also suggested surveying other fairs to see what kind of permanent uses they have on their grounds for any out-of-the-box ideas. CEO Ortiz agreed that reaching out to other fairs is a good idea. Director Long stated that it's important for board members to have this information and review it together.

C. 2026 Fair Update

Emilee Inez - Exhibits Supervisor

Ms. Inez provided an exhibits update. She shared that this will be the first year implementing a Jackpot showing, which is a diverse competition of high-level exhibitors. She also confirmed that all auction marketing towards past sponsors and top buyers are done on paper. Save-the-dates for the auction will be provided if they become available before the next board meeting. She shared that the goal for the art in the youth building is for it to look intentionally displayed rather than loosely displayed. The indoor-outdoor model of the souvenir booth had a successful trial run at Oktoberfest, and she is hoping to expand that for this year's fair. Exhibits will be introducing a new specialty competition this year called Red, White, and Blue Ribbons in honor of the country's 250th anniversary. Ms. Inez explained that an exhibitor is allowed to change the animal they intend to sell, only if the secondary animal is the grand champion. She's hoping to eventually introduce more experiences with the growth of the youth building.

Madalyn Johnson – Concessions, Commercial and Community Manager

Ms. Johnson provided a concessions update. She shared that she is working on fair and Oktoberfest simultaneously and is also helping to book entertainment for Oktoberfest. Her and her team have collected about \$119,000 in commercial deposits, \$46,000 in camping, and will begin taking food vendor deposits at \$2,000, which is an estimated \$118,000 for vendors who pay rent at the end of fair. Ms. Johnson and her team are trying to be as flexible as possible, while also getting the most variety when recruiting for this year's fair. Ms. Johnson praised Ms. Eryn Johnson for attending the Conejo Valley disabilities event where she came by over 20 leads for fair booths. Ms. Johnson and Vice President Martinez met with Supervisor Parvin to discuss ideas with the health department. The conversation was productive, and Ms. Johnson shared that she will be working with the health department to get about 79 vendors permitted for the fair. She thanked CEO Ortiz for allowing her to work on this project. CEO Ortiz added that the money brought in by Ms. Johnson's team is deferred and will be included in the July financial report.

Megan Hook – Marketing and Sponsorships

Ms. Hook provided a marketing and sponsorships update. She shared that she is still working on pre-sale ticketing set-up. A transparent model will be used this year where every promotion and plan will be on the fair's website ahead of time, so people know what to expect and where to buy. Pre-concert announcements will be made so people are incentivized to purchase tickets early. A post-concert announcement will be made for customers who have been waiting to hear the entertainment line-up and can still get a great deal on tickets. The Youth Poster contest is set to end Friday, April 3rd, and

Ms. Hook thanked Supervisor Parvin and the Museum of Ventura County for their support in promoting the contest. The Read and Ride program will begin early this year, and kids can earn six ride passes for every four books read. Participants must submit book summaries and may pick up their passes in July. Ms. Hook reported that fair planning is well underway, and she is developing entertainment marketing plans for artist management. Graphics and branding efforts for ticketing and the auction are also in progress. Ms. Hook shared that there are 16 potential sponsorships, including new and returning partners. There will be one sponsor who will sponsor all the food for fair and there will be a page on the website and program dedicated to that. On-site activations and giveaways will be a huge focus this year and will be programmed into the schedule so they can be efficiently advertised. Ms. Hook has created a micro-sponsorship program where local businesses or community organizations can advertise at the fair in a less expensive way, while also bringing in revenue to cover costs. She emphasized what a great marketing tool the programs are as it provides a glance into how fair functions. She said daily program print outs are an option, but QR codes will be available for people to view on their personal device.

Jason Amelio – Arena and VIP Manager

Mr. Amelio provided an update on the 2026 Fair. He shared that the team has been working to refine and dial-in new ideas for the arena. He confirmed that there won't be any drastic changes to the arena this year. They will be looking into food locations, tent locations, and seeing what amenities can be added or adjusted. Camping, the beach lot, and gates will be needing more attention moving forward. He and the team are looking at how these components will integrate with the layout and functionality of the arena.

CEO Ortiz shared that the staff has a weekly fair planning meeting and updates will be brought to the board every month.

X. Board Correspondence – None

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, 1-3, 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

MOTION: To approve the consent agenda with items A, 1-3.

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

XII. CEO Report

- CEO Ortiz introduced the new Executive Assistant, Karen Pineda.
- She reminded the board that she and Mr. Amelio will be attending the Nuts & Bolts training in Sacramento from Wednesday, March 25 to Thursday, March 26.

XIII. President’s Report

- President Ceja thanked CEO Ortiz and the maintenance staff for taking their time to meet with two contractors to look at the asphalt project and identify some of the bigger problem areas. Another contractor looked at the different pump stations on the lots to provide direction for improvements.
- He shared that he is working with local entities to potentially sponsor and contribute to the fairgrounds. He thanked the staff again for getting a lot done in a short period of time.

XIV. Director’s Comments

Vice President Martinez

- Vice President Martinez thanked CEO Ortiz for getting key critical staff in place.
- She also thanked Director Mack for the work she’s put into the Derby Club ad-hoc committee.

Director Cornejo

- Director Cornejo welcomed Ms. Pineda and is glad to see the staff growing.
- She shared that she and Director Long are part of a committee that will be voting on the art that will be displayed at Surfer’s Point. There were 15 applicants approved, which they will rate against certain criteria. She is happy to be involved and representing the fairgrounds during this process.

Director Mack

- Director Mack expressed that the enthusiasm from the staff is contagious, and she is excited about this year’s fair.
- She also welcomed Ms. Pineda to the team.

Director Chess

- Director Chess welcomed Ms. Pineda to the staff.

Director Morgan-Carter

- Director Morgan-Carter welcomed Ms. Pineda to the staff.
- She also thanked CEO Ortiz for implementing training for the staff and appreciates the openness to learning new things.
- She expressed her excitement for this year's fair.

Director Lacayo

- Director Lacayo thanked the staff for their enthusiasm for the fair even though it's only March.
- She thanked her fellow board members for participating in the ad-hoc committees.
- She also welcomed Ms. Pineda to the team.

Director Long

- Director Long shared how excited he was to see Ms. Pineda join the team to assist CEO Ortiz.
- He expressed how amazing the staff has been. He said that it's inspiring and enthusiastic to know there are great people working to keep the fairgrounds in great shape. He's happy to be a part of it and believes we're in better shape than we have been in a long time.

XV. Future Agenda Items – None

XVI. Closed Session

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

1. 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 Ceja convened into closed session at 9:59 a.m.

XVII. Report Out of Closed Session – None

President Ceja reconvened at 10:44 a.m. He stated that there was no reportable action taken during closed session.

President Ceja reminded the Board of the timeline for submitting the Form 700 as well as the required online trainings.

XVIII. Adjourn

The meeting was adjourned at 10:45 a.m.

Submitted by: _____
Karen Pineda, Executive Assistant

Approved by: _____
Heidi Ortiz, CEO

Approved by: _____
Guillermo Rodriguez Ceja Jr., Board President

**31st DAA, Ventura County Fair
Summary of Operations
February 28, 2026**

	Date	Account Number(s)	Balance
TOTAL NET RESOURCES, Beginning			
Net Resources-Unrestricted	1/1/2026	29100	4,063,271
Unrestricted Net Position - Pension/OPEB	1/1/2026	29400	(1,320,902)
Net Resources-Restricted	1/1/2026	29300	-
Net Resources-Capital Assets, Less Related Debt	1/1/2026	29000	5,466,042
Prior Year Adjustment	1/1/2026		-
TOTAL NET RESOURCES, Beginning			\$ 8,208,412
RESOURCES ACQUIRED:			
Operating Revenues	2/28/2026	various	430,552
State (Local/Base) Allocation(s) (F&E)	2/28/2026	31200	-
Training Allocation & Other Fiscal & Admin Assistance (F&E)	2/28/2026	31300	-
Capital Project Reimbursement Funds	2/28/2026	31900	8,060
One-time Revenue Sources (fire camp, sale of property)	2/28/2026	32500	3,444
Contributions from Other Gov't (non-F&E) Sources	2/28/2026	33000	-
Other (e.g. Flex Capital)	2/28/2026	34000	-
TOTAL RESOURCES ACQUIRED			442,055
RESOURCES APPLIED:			
Operating Expenditures	2/28/2026	various	813,413
Depreciation Expense	2/28/2026	90000	40,191
Pension Expense	2/28/2026	96000	-
OPEB Expense	2/28/2026	96100	-
TOTAL RESOURCES APPLIED			853,603
INCREASE/(DECREASE) IN NET RESOURCES DURING THE YEAR			(411,548)
TOTAL NET RESOURCES, Ending			
Net Resources-Unrestricted	2/28/2026	29100	3,652,976
Unrestricted Net Position - Pension/OPEB	2/28/2026	29400	(1,320,902)
Net Resources-Restricted	2/28/2026	29300	-
Net Resources-Capital Assets, Less Related Debt	2/28/2026	29000	5,464,790
TOTAL NET RESOURCES, Ending			\$ 7,796,863
Unrestricted Reserve Percentage			449.09%

31st DAA, Ventura County Fair
Statement of Net Position
February 28, 2026

ASSETS

CURRENT ASSETS

Cash - Unrestricted	4,450,835
Cash - Junior Livestock Auction	278,164
Accounts Receivable, Net of Allowance for Doubtful	660,595
JLA Accounts Receivables, Net of Allowance for Doubtful	60,227
Deferred Expenses	148,986
TOTAL CURRENT ASSETS	5,598,808

FIXED ASSETS

Land	282,915
Construction in Progress	1,749,178
Buildings & Improvements, Net of Accumulated Depreciation	3,264,967
Equipment, Net of Accumulated Depreciation	167,730
TOTAL FIXED ASSETS	5,464,789

DEFERRED OUTFLOWS OF RESOURCES

Deferred Outflows of Resources - Pension	759,737
Deferred Outflows of Resources - OPEB	57,778
TOTAL DEFERRED OUTFLOWS OF RESOURCES	817,516

TOTAL ASSETS

\$ 11,881,113

LIABILITIES & NET RESOURCES

LIABILITIES

Special Event Insurance	-
Accounts Payable	149,490
JLA Accounts Payable	-
Sales Tax Payable	-
Payroll Liabilities	68,469
Drug Fees	-
Deferred Revenue	114,574
Guaranteed Deposits	126,492
Compensated Leave Liability	106,737
Workers Comp Liability	-
Long Term Debt - SB84	545,873
JLA Consignment	-
Net Pension Liability	1,766,653
Net OPEB Liability	302,057
TOTAL LIABILITIES	3,180,344

DEFERRED INFLOWS OF RESOURCES

Deferred Inflows of Resources - Pension	17,180
Deferred Inflows of Resources - OPEB	52,528
TOTAL DEFERRED INFLOWS OF RESOURCES	69,708

NET RESOURCES

Junior Livestock Auction Reserve	834,197
Net Resources - Unrestricted	\$3,652,976
Unrestricted Net Position - Pension/OPEB	(1,320,902)
Net Resources - Restricted	-
Net Resources - Capital Assets, Less Related Debt	\$5,464,790
TOTAL NET RESOURCES	8,631,061

TOTAL LIABILITIES & NET RESOURCES

\$ 11,881,113

**31st DAA, Ventura County Fair
Cash & Cash Equivalents
February 28, 2026**

CURRENT CASH

Petty Cash	190.05	
	Total Petty Cash	\$190.05
Changfund	0.00	
Changfund - Parking	6,000.00	
	Total Changfund Cash	\$6,000.00
Cash - Operating BOFA#0920	1,212,937.01	
Cash - Operating MB#5168	1,523,256.88	
	Total Operating Cash	\$2,736,193.89
Cash - Premium BOFA#2150	13,589.33	
	Total Premium Cash	\$13,589.33
Cash - Payroll BOFA#4507	4,360.18	
Cash - Payroll BOFA#1043	62.59	
Cash - Payroll MB#5184	8,184.68	
	Total Payroll Cash	\$12,607.45
Cash - Savings	0.00	
Cash - Savings MB#5192	1,637,315.29	
	Total Savings Cash	\$1,637,315.29
Cash - LAIF #13-56-001	44,939.32	
	Total LAIF Cash	\$44,939.32
Cash - JLA BOFA#3469	12,280.82	
Cash - JLA MB#1471	265,883.49	
	Total JLA Cash	\$278,164.31
	TOTAL CASH	\$4,729,000

CURRENT ACCOUNTS RECEIVABLES

Accounts Receivable	668,933.86	
Allowance for Doubtful Account	(8,646.75)	
Employee AR	307.98	
	Total Net General Accounts Receivables	\$660,595.09
JLA Accounts Receivable	81,024.11	
JLA Allowance for Doubtful Account	(20,797.33)	
	Total Net JLA Accounts Receivables	\$60,226.78
	TOTAL ACCOUNTS RECEIVABLES	\$720,822

TOTAL CASH & CASH EQUIVALENTS	\$5,449,822
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**31st DAA, Ventura County Fair
Income Statement
February 28, 2026**

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/2025	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
OPERATING REVENUES:							
Admission Revenues	ADMIS	2,886,963	-	-	2,881,245	2,881,245	0%
Commercial Space	COMSP	423,795	-	5	402,000	401,995	0%
Carnival Revenues	CARN	3,959,687	-	-	1,958,400	1,958,400	0%
Concession Revenues	CSREV	1,214,645	1,625	1,700	1,165,200	1,163,500	0%
Exhibit Revenues	EXREV	98,885	50	100	91,700	91,600	0%
Horse Show Revenues	HSREV	-	-	-	5,000	5,000	0%
Entertainment Revenues	ETREV	888,520	-	-	885,130	885,130	0%
Miscellaneous Fair Revenues	MFREV	1,805,773	2,938	2,361	1,753,072	1,750,711	0%
Facility Sales - Interim Revenues	INTRE	2,639,944	301,637	385,695	2,558,128	2,172,433	15%
Satellite Wagering Revenues	SWREV	237,273	12,188	30,950	226,235	195,285	14%
Prior Year Revenue	PYREV	46,995	-	899	-	(899)	0%
Other Revenues	OTREV	71,076	3,809	8,841	68,962	60,121	13%
TOTAL OPERATING REVENUES		\$ 14,273,555	\$ 322,247	\$ 430,552	\$ 11,995,072	\$ 11,564,520	4%
OPERATING EXPENDITURES:							
Administration Expenses	ADEXP	1,300,155	254,839	203,760	1,520,857	1,317,097	13%
Maintenance Expenses	MNEXP	2,501,803	385,140	465,158	2,953,195	2,488,037	16%
Publicity Expenses	PBEXP	247,547	-	5,983	359,896	353,913	2%
Concession Expenses	CSEXP	177,487	19,629	24,563	222,951	198,388	11%
Attendance Expenses	ATEXP	3,717,008	-	3,000	1,262,642	1,259,642	0%
Premium Expenses	PREXP	115,837	411	-	115,565	115,565	0%
Exhibit Expenses	EXEXP	245,199	16,303	18,556	305,478	286,922	6%
Horse Show Expenses	HSEXP	-	-	-	5,000	5,000	0%
Entertainment Expenses	ETEXP	2,347,536	-	1,544	2,418,246	2,416,702	0%
Miscellaneous Fair Expenses	MFEXP	1,977,812	11,009	4,542	1,905,694	1,901,152	0%
Facility Sales - Interim Expenses	INTEX	842,345	78,541	73,237	868,044	794,807	8%
Satellite Wagering Expenses	SWEXP	42,485	10,284	14,087	42,439	28,352	33%
Equipment Expenses	EQUIP	41,745	3,575	515	53,725	53,210	1%
Prior Year Expenses	PYEXP	32,054	15,779	76	26,765	26,689	0%
Cash Over/Short	CAOS	(5,400)	(816)	(1,608)	-	1,608	0%
TOTAL OPERATING EXPENSES		\$ 13,583,613	\$ 794,695	\$ 813,413	\$ 12,060,497	\$ 11,247,084	7%
NET OPER PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		\$ 689,942	\$ (472,448)	\$ (382,861)	\$ (65,425)	\$ 317,436	585%
Depreciation	90000	245,158	36,656	40,191	265,350	225,159	15%
Pension Expense	96000	(87,194)	-	-	-	-	0%
OPEB Expense	96100	65,819	-	-	-	-	0%
NET OPER PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ 466,159	\$ (509,104)	\$ (423,052)	\$ (330,775)	\$ 92,277	128%
State Allocation	31200	128,500	-	-	115,000	115,000	0%
Training Allocations	31300	-	-	-	-	-	0%
Capital Project Reimbursement Funds	31900	-	-	8,060	-	(8,060)	0%
One-Time Revenue Sources	32500	64,698	-	3,444	-	(3,444)	0%
Contributions from Other Govt Sources	33000	-	-	-	-	-	0%
Other Operating Funds Used for Operation	34000	1,352	-	-	12,000	12,000	0%
NET PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		\$ 884,492	\$ (472,448)	\$ (371,358)	\$ 61,575	\$ 432,933	-603%
NET PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ 660,709	\$ (509,104)	\$ (411,548)	\$ (203,775)	\$ 207,773	202%

Income Statement

31st DAA, Ventura County Fair

Revenue Report

February 28, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
ADMISSIONS TO GROUNDS:							
Gate Admissions	40000-00-100	2,310,865	-	-	2,300,000	2,300,000	0%
Admission - Vendor Badge	40010-00-100	837	-	-	815	815	0%
Presale Admissions	40100-00-100	533,581	-	-	540,000	540,000	0%
Presale Admissions - Livestock	40110-00-100	41,680	-	-	40,430	40,430	0%
TOTAL ADMISSION TO GROUNDS		\$ 2,886,963	\$ -	\$ -	\$ 2,881,245	\$ 2,881,245	0%
COMMERCIAL SPACE:							
Commercial Space	41000-00-100	423,795	-	5	402,000	401,995	0%
TOTAL COMMERCIAL SPACE		\$ 423,795	\$ -	\$ 5	\$ 402,000	\$ 401,995	0%
CARNIVAL REVENUE:							
Carnival	40500-00-100	3,495,332	-	-	1,958,400	1,958,400	0%
Carnival - Presale	40510-00-100	464,355	-	-	-	-	0%
Other Misc Revenue - Carnival	40520-00-100	-	-	-	-	-	0%
TOTAL CARNIVAL REVENUE		\$ 3,959,687	\$ -	\$ -	\$ 1,958,400	\$ 1,958,400	0%
CONCESSION REVENUE:							
Food Concession	42100-60-100	1,099,220	-	-	1,055,000	1,055,000	0%
Vendor Parking	45000-60-100	15,301	-	-	12,500	12,500	0%
Stock Struck	45010-60-100	4,485	-	-	4,200	4,200	0%
Camping Fees	46500-60-100	73,694	-	-	75,000	75,000	0%
Reimbursable Revenues	48500-60-100	16,770	-	-	14,000	14,000	0%
Vendor App Fees	48700-60-100	5,175	1,625	1,700	4,500	2,800	38%
TOTAL CONCESSION REVENUE		\$ 1,214,645	\$ 1,625	\$ 1,700	\$ 1,165,200	\$ 1,163,500	0%
EXHIBIT REVENUE:							
Exhibit Entry Fees	EXENT	43,160	-	-	43,000	43,000	0%
Donated Awards	43100-80-100	550	-	-	-	-	0%
Parking Revenue - Livestock	45000-80-100	18,680	-	-	17,000	17,000	0%
Camping Fees	46500-80-100	16,215	-	-	15,000	15,000	0%
Reimbursable Revenues	48500-80-100	3,165	-	-	3,200	3,200	0%
Other Misc Revenue	48700-80-100	3,050	50	100	2,000	1,900	5%
Donations	48810-80-100	3,330	-	-	4,000	4,000	0%
Junior Fair Board Revenue	48700-80-160	10,735	-	-	7,500	7,500	0%
TOTAL EXHIBIT REVENUE		\$ 98,885	\$ 50	\$ 100	\$ 91,700	\$ 91,600	0%
HORSE SHOW REVENUE:							
Entry Fees - Open Draft/Carraige	43000-25-150	-	-	-	-	-	0%
Sponsored Awards - Open Draft/Carraige	43100-25-150	-	-	-	-	-	0%
Stall Fees - Open Draft/Carraige	43300-25-150	-	-	-	-	-	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		\$ -	\$ -	\$ -	\$ -	\$ -	0%

Revenues

31st DAA, Ventura County Fair
Revenue Report
February 28, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
ENTERTAINMENT FAIR REVENUE							
Admission - Box Seats	40000-75-100	6,300	-	-	6,000	6,000	0%
Admission - Motorsports	40010-75-100	-	-	-	-	-	0%
Admission - Concerts	40020-75-100	305,514	-	-	300,000	300,000	0%
Admission - Rodeo	40030-75-100	126,482	-	-	61,350	61,350	0%
Presale Admission - Box Seats	40100-75-100	22,000	-	-	22,000	22,000	0%
Presale Admission - Concerts	40120-75-100	412,826	-	-	410,000	410,000	0%
Presale Admission - Rodeo	40130-75-100	-	-	-	65,135	65,135	0%
Commission on Sales	41500-75-100	9,050	-	-	13,070	13,070	0%
Merchandise Sales	42200-75-100	6,348	-	-	6,160	6,160	0%
Other Misc Revenue	48700-75-100	-	-	-	1,415	1,415	0%
TOTAL ENTERTAINMENT FAIR REVENUE		\$ 888,520	\$ -	\$ -	\$ 885,130	\$ 885,130	0%
MISCELLANEOUS FAIR REVENUE: (without Jr Livestock Auction)							
Souvenir Booth	42200-00-100	36,223	-	-	35,140	35,140	0%
Alcohol Concession	42300-00-100	521,852	-	-	521,852	521,852	0%
Parking Revenue	45000-00-100	519,800	-	-	515,000	515,000	0%
Camping Fees	46500-00-100	999	-	-	970	970	0%
Other Misc Revenue	48700-00-100	1,557	-	27	1,415	1,388	2%
Convenience/Product Fees	48720-00-100	229,244	2,938	2,334	222,365	220,031	1%
Garden Signage Sponsor	48800-00-100	6,525	-	-	6,330	6,330	0%
Donations Revenue	48810-00-100	944	-	-	-	-	0%
Sponsorship Revenue	48800-50-100	488,630	-	-	450,000	450,000	0%
TOTAL MISCELLANEOUS FAIR		\$ 1,805,773	\$ 2,938	\$ 2,361	\$ 1,753,072	\$ 1,750,711	0%
INTERIM REVENUE							
<i>FACILITY SALES</i>							
Concession Revenue (alcohol & beverages)	42300-40-400	306,626	65,845	3,858	305,000	301,142	1%
Parking Revenue	45000-40-400	498,043	70,534	123,860	425,000	301,140	29%
Parking Revenue - Beachfront	45010-40-400	56,756	15,820	12,084	200,000	187,916	6%
Building Rental	46100-40-400	398,693	40,180	105,172	463,500	358,328	23%
Building Rental - Derby Club	46110-40-400	212,000	32,000	28,500	132,000	103,500	22%
Grounds Rental	46200-40-400	375,807	27,715	50,861	309,000	258,139	16%
Equipment Rental (chairs, tables, etc.)	46300-40-400	120,422	12,754	18,421	120,000	101,579	15%
Camping Fees	46500-40-400	17,220	12,880	220	17,000	16,780	1%
Reimbursable Revenue - Utilities	48500-40-400	18,874	288	3,524	14,845	11,321	24%
Reimbursable Revenue - Outside Security	48510-40-400	3,690	-	-	-	-	0%
Reimbursable Revenue - In House Security	48520-40-400	-	-	-	-	-	0%
Reimbursable Revenue - Standby Labor	48530-40-400	97,346	6,828	14,129	89,217	75,088	16%
Set-Up/Clean-Up Fees	48550-40-400	97,451	13,793	20,767	84,400	63,633	25%
Reimbursable Revenue - Fire Marshall	48560-40-400	6,780	-	1,440	7,441	6,001	19%
Reimbursable Revenue - Trash/Dumpster	48570-40-400	27,684	3,000	3,000	23,449	20,449	13%
Reimbursable Revenue - Other (Police Expense)	48580-40-400	46,112	-	-	43,806	43,806	0%
Other Misc Revenue	48700-40-400	568	-	-	-	-	0%
Sponsorship Revenue	48800-50-400	-	-	-	-	-	0%

Revenues

31st DAA, Ventura County Fair

Revenue Report February 28, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
OKTOBERFEST							
Admission Revenue	40000-00-500	83,228	-	-	83,000	83,000	0%
Carnival Wristbands	40500-00-500	10,050	-	-	9,748	9,748	0%
Carnival Games	40510-00-500	993	-	-	965	965	0%
Commercial Vendors	41000-00-500	51,586	-	-	55,000	55,000	0%
Food Concession	42100-00-500	33,231	-	-	30,000	30,000	0%
Souvenir Booth Sales	42200-00-500	11,772	-	-	11,772	11,772	0%
Alcohol Concession	42300-00-500	88,365	-	-	85,714	85,714	0%
Parking Revenue	45000-00-500	23,540	-	-	28,000	28,000	0%
Grounds Rental	46200-00-500	855	-	-	-	-	0%
Camping Fees	46500-00-500	-	-	-	855	855	0%
Promo Fund	48000-00-500	40,000	-	-	-	-	0%
Reimbursable Revenue	48500-00-500	1,120	-	-	2,416	2,416	0%
Other Misc Revenue	48700-00-500	1	-	-	-	-	0%
Convenience/Product Fees	48720-00-500	907	-	-	6,000	6,000	0%
Sponsorship Revenue	48800-00-500	10,225	-	-	10,000	10,000	0%
Prior Year Revenue	49000-00-500	-	-	(141)	-	141	0%
TOTAL INTERIM REVENUE		\$ 2,639,944	\$ 301,637	\$ 385,695	\$ 2,558,128	\$ 2,172,433	15%
SATELLITE WAGERING							
Commission	41500-20-200	234,969	12,188	30,950	200,000	169,050	15%
Parking Revenue	45000-20-200	-	-	-	24,000	24,000	0%
Prior Year Revenue	49000-20-200	2,304	-	-	2,235	2,235	0%
TOTAL SATELLITE WAGERING REVENUE		\$ 237,273	\$ 12,188	\$ 30,950	\$ 226,235	\$ 195,285	14%
TOTAL PRIOR YEAR REVENUE ADJ	49000-00-000	46,995	-	899	-	(899)	0%
TOTAL PRIOR YEAR REVENUE		\$ 46,995	\$ -	\$ 899	\$ -	\$ (899)	0%
OTHER OPERATING REVENUE							
Reimbursable Revenue	48500-00-000	-	-	-	1,500	1,500	0%
Other Misc Revenue (Convenience Fees, SE Rebates, etc.)	48700-00-000	20,736	167	129	20,000	19,871	1%
Interest Earnings	48710-00-000	50,340	3,642	8,712	47,462	38,750	18%
Donations	48810-00-000	-	-	-	-	-	0%
TOTAL OTHER OPERATING REVENUE		\$ 71,076	\$ 3,809	\$ 8,841	\$ 68,962	\$ 60,121	13%

Revenues

31st DAA, Ventura County Fair
Expense Report
February 28, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
ADMINISTRATION EXPENSE							
Salaries & Wages - Perm	50000-11-000	148,768	22,408	36,821	235,222	198,401	16%
Salaries & Wages - Temp	50100-11-000	127,665	21,375	16,194	144,135	127,941	11%
Compensated Leave	50300-11-000	24,165	-	-	41,910	41,910	0%
Employee Benefits	51000-11-000	31,368	4,540	8,600	57,768	49,168	15%
PERS Employer Contribution	51010-11-000	69,219	10,020	15,324	121,491	106,167	13%
OPEB Employer Contribution	51020-11-000	1,674	657	-	-	-	0%
Payroll Taxes	51100-11-000	19,208	3,217	3,892	43,179	39,287	9%
Worker's Comp Insurance	51200-11-000	31,342	5,340	5,145	32,909	27,764	16%
Unemployment Insurance	51300-11-000	20,409	-	-	42,488	42,488	0%
Current year - Bad Debt Expense	53000-11-000	-	-	-	-	-	0%
Bank / CC Charges	54000-11-000	214,576	5,202	6,531	213,572	207,041	3%
Interest Expense	54010-11-000	-	-	-	-	-	0%
Director Expense	56000-11-000	2,227	103	92	2,500	2,408	4%
Dues & Subscription	57000-11-000	38,530	23,010	1,285	39,000	37,715	3%
Insurance	60000-11-000	335,853	67,023	71,209	339,717	268,508	21%
Other Misc Expense	65000-11-000	452	-	-	5,000	5,000	0%
Postage	67000-11-000	2,537	500	-	2,550	2,550	0%
Professional Services	69000-11-000	99,323	10,176	9,735	101,546	91,811	10%
Audit Cost	69010-11-000	86,255	60,150	15,000	50,000	35,000	30%
Office Supples & Expense	74000-11-000	13,037	15,301	2,720	11,835	9,115	23%
Telephone	75000-11-000	21,123	439	5,325	21,035	15,710	25%
Travel / Training Expense	77000-11-000	12,425	5,379	5,887	15,000	9,113	39%
TOTAL ADMINISTRATION EXPENSE		\$ 1,300,155	\$ 254,839	\$ 203,760	\$ 1,520,857	\$ 1,317,097	13%
MAINTENANCE & GENERAL OPERATIONS							
Salaries & Wages - Perm	50000-12-000	239,496	46,917	36,342	242,814	206,472	15%
Salaries & Wages - Temp	50100-12-000	821,086	127,191	149,375	982,682	833,307	15%
Employee Benefits	51000-12-000	65,578	13,163	12,223	75,000	62,777	16%
PERS Employer Contribution	51010-12-000	203,862	35,739	43,591	215,000	171,409	20%
OPEB Employer Contribution	51020-12-000	4,427	1,534	-	9,000	9,000	0%
Payroll Taxes	51100-12-000	67,142	11,665	12,734	72,000	59,266	18%
Worker's Comp Insurance	51200-12-000	117,108	21,247	18,020	137,256	119,236	13%
Vehicle Insurance	60000-12-000	3,176	-	-	3,335	3,335	0%
Utilities - Electrical	63000-12-000	413,029	55,499	51,991	433,680	381,689	12%
Utilities - Gas/Propane	63010-12-000	24,206	3,835	5,553	25,416	19,863	22%
Utilities - Water/Sewer	63020-12-000	95,665	15,205	12,169	100,448	88,279	12%
Grounds Maintenance & Repairs	64000-12-000	96,874	19,181	75,473	101,168	25,695	75%
Equipment Maintenance	64010-12-000	72,212	9,430	10,338	69,702	59,364	15%
Professional Services	69000-12-000	119,221	9,283	11,152	284,336	273,184	4%
Equipment Rental	72000-12-000	14,109	752	1,676	14,500	12,824	12%
Supplies & Expenses	74000-12-000	68,277	8,596	13,019	91,794	78,775	14%
Telephone Expenses	75000-12-000	2,657	525	-	3,297	3,297	0%

Expenses

31st DAA, Ventura County Fair
Expense Report
February 28, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
Travel & Training Expenses	77000-12-000	1,786	1,204	733	3,500	2,767	21%
Trash/Waste Removal	78000-12-000	71,891	4,173	10,769	88,267	77,498	12%
TOTAL MAINTENANCE EXPENSE		\$ 2,501,803	\$ 385,140	\$ 465,158	\$ 2,953,195	\$ 2,488,037	16%
PUBLICITY EXPENSE							
Salaries-Wages - Temp	50100-13-100	-	-	-	4,000	4,000	0%
Payroll Taxes	51100-13-100	-	-	-	248	248	0%
Worker's Comp Insurance	51200-13-100	-	-	-	200	200	0%
PERS Employer Contribution	51010-13-100	-	-	-	448	448	0%
Advertising	52000-13-100	105,254	-	-	140,000	140,000	0%
Professional Services	69000-13-100	72,641	-	5,518	125,000	119,482	4%
Program Expense	70000-13-100	27,001	-	-	25,000	25,000	0%
Promotional Expense	71000-13-100	21,101	-	-	25,000	25,000	0%
Supplies & Expense	74000-13-100	21,552	-	465	40,000	39,535	1%
TOTAL PUBLICITY EXPENSE		\$ 247,547	\$ -	\$ 5,983	\$ 359,896	\$ 353,913	2%
CONCESSION EXPENSE							
Salaries & Wages - Perm	50000-60-100	59,686	10,142	10,627	64,941	54,314	16%
Salaries & Wages - Temp	50100-60-100	31,071	3,051	5,031	46,010	40,979	11%
Employee Benefits	51000-60-100	-	-	-	1,680	1,680	0%
Payroll Taxes	51100-60-100	6,634	873	1,198	10,326	9,128	12%
PERS Employer Contribution	51010-60-100	22,569	2,787	4,790	32,954	28,164	15%
OPEB Employer Contribution	51020-60-100	1,022	292	-	-	-	0%
Worker's Comp Insurance	51200-60-100	9,724	1,467	1,521	12,427	10,906	12%
Professional Services	69000-60-100	40,978	680	-	42,458	42,458	0%
Tent & Booth Rent Expense	72000-60-100	-	-	-	-	-	0%
Supplies & Expense	74000-60-100	5,337	19	189	8,500	8,311	2%
Travel & Training	77000-60-100	467	318	1,208	3,655	2,447	33%
TOTAL CONCESSION EXPENSE		\$ 177,487	\$ 19,629	\$ 24,563	\$ 222,951	\$ 198,388	11%
ATTENDANCE OPERATIONS							
Salaries & Wages - Temp	50100-70-100	107,403	-	-	73,820	73,820	0%
Employee Benefits	51000-70-100	-	-	-	-	-	0%
PERS Employer Contribution	51010-70-100	2,633	-	-	1,659	1,659	0%
Payroll Taxes	51100-70-100	2,709	-	-	1,760	1,760	0%
Worker's Comp Insurance	51200-70-100	7,498	-	-	8,268	8,268	0%
Professional Services	69000-70-100	39,526	-	3,000	32,500	29,500	9%
Professional Services - Carnival	69010-70-100	2,253,138	-	-	-	-	0%
Security Expense	73000-70-100	967,766	-	-	996,800	996,800	0%
Supplies & Expense	74000-70-100	142,413	-	-	146,685	146,685	0%
Supplies & Expense - Carnival	74010-70-100	192,810	-	-	-	-	0%
Supplies & Expense - Admission	74020-70-100	1,113	-	-	1,150	1,150	0%
TOTAL ATTENDANCE EXPENSE		\$ 3,717,008	\$ -	\$ 3,000	\$ 1,262,642	\$ 1,259,642	0%

Expenses

**31st DAA, Ventura County Fair
Expense Report
February 28, 2026**

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
Premium Expense (Excluding Horse Show)							
Premium Cash Awards	66000-85-100	104,565	-	-	104,565	104,565	0%
Professional Services	69000-85-100	10,120	-	-	10,000	10,000	0%
Supplies & Expenses	74000-85-100	1,152	411	-	1,000	1,000	0%
TOTAL PREMIUM EXPENSE		\$ 115,837	\$ 411	\$ -	\$ 115,565	\$ 115,565	0%
EXHIBIT EXPENSE							
Salaries & Wages - Perm	50000-80-100	52,490	8,540	8,517	58,125	49,608	15%
Salaries & Wages - Temp	EXWAT	-	-	-	-	-	0%
Employee Benefits	51000-80-100	12,125	2,020	2,130	12,122	9,992	18%
PERS Employer Contribution	51010-80-100	14,244	2,136	2,676	16,281	13,605	16%
OPEB Employer Contribution	51020-80-100	852	244	-	-	-	0%
Payroll Taxes	EXPRT	3,952	642	640	3,965	3,325	16%
Worker's Comp Insurance	EXWC	5,756	1,041	827	6,510	5,683	13%
Other Misc Expense	65000-80-100	-	-	-	-	-	0%
Trophies & Ribbons	66010-80-100	5,994	-	-	8,000	8,000	0%
Sponsored Cash	66020-80-100	-	-	-	200	200	0%
Supplies & Expenses	EXSE	31,005	-	192	59,625	59,433	0%
Professional Services	EXPRO	106,551	40	850	129,650	128,800	1%
Volunteer Event	74010-80-100	3,224	-	-	3,000	3,000	0%
Travel & Training	77000-80-100	3,713	1,537	2,596	5,000	2,404	52%
Junior Fair Board Expense	65000-80-160	5,293	103	128	3,000	2,872	4%
TOTAL EXHIBIT EXPENSE		\$ 245,199	\$ 16,303	\$ 18,556	\$ 305,478	\$ 286,922	6%
HORSE SHOW EXPENSE (Excluding Premiums)							
Professional Services - Open Draft/Carraige	69000-25-150	-	-	-	5,000	5,000	0%
Supplies & Expenses - Open Draft/Carraige	74000-25-150	-	-	-	-	-	0%
Professionsl Services - Youth Open	69000-25-151	-	-	-	-	-	0%
Supplies & Expenses - Youth Open	74000-25-151	-	-	-	-	-	0%
TOTAL HORSE SHOW EXPENSE		\$ -	\$ -	\$ -	\$ 5,000	\$ 5,000	0%
FAIR ENTERTAINMENT EXPENSE							
Salaries & Wages - Perm	50000-75-100	-	-	-	11,081	11,081	0%
Salaries & Wages - Temp	50100-75-100	-	-	-	-	-	0%
Employee Benefits	51000-75-100	-	-	-	484	484	0%
Payroll Taxes	51100-75-100	-	-	-	100	100	0%
Worker's Comp Insurance	51200-75-100	-	-	-	1,241	1,241	0%
Entertainment - Rodeo	58000-75-100	143,000	-	-	160,000	160,000	0%
Entertainment - Grounds Acts	58010-75-100	245,215	-	-	252,250	252,250	0%
Entertainment - Motrosports	58020-75-100	-	-	-	-	-	0%
Entertainment - Concerts	58030-75-100	1,359,222	-	-	1,400,000	1,400,000	0%
Entertainment - Community Event	58040-75-100	-	-	-	-	-	0%
Professional Services	69000-75-100	502,830	-	1,544	494,050	492,506	0%
Professional Services - Rodeo	69010-75-100	7,318	-	-	7,945	7,945	0%
Supplies & Expense - Grandstands	74000-75-100	59,090	-	-	60,000	60,000	0%

Expenses

31st DAA, Ventura County Fair
Expense Report
February 28, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
Supplies & Expense - Grounds Acts	74010-75-100	23,148	-	-	23,150	23,150	0%
Supplies & Expense - Rodeo	74020-75-100	7,713	-	-	7,945	7,945	0%
TOTAL FAIR ENTERTAINMENT EXPENSE		\$ 2,347,536	\$ -	\$ 1,544	\$ 2,418,246	\$ 2,416,702	0%
MISCELLANEOUS FAIR EXPENSE							
<i>ADMINISTRATION</i>							
Salaries & Wages - Perm	50000-11-100	11,527	-	-	-	-	0%
Salaries & Wages - Temp	50100-11-100	44,770	-	-	34,142	34,142	0%
Employee Benefits	51000-11-100	2,267	-	-	-	-	0%
PERS Employer Contribution	51010-11-100	8,804	-	-	7,581	7,581	0%
OPEB Employer Contribution	51020-11-100	164	-	-	-	-	0%
Payroll Taxes	51100-11-100	3,168	-	-	3,263	3,263	0%
Worker's Comp Insurance	51200-11-100	4,766	-	-	3,824	3,824	0%
Director's Expense	56000-11-100	507	-	-	522	522	0%
Supplies & Expenses	74000-11-100	8,891	-	-	10,300	10,300	0%
<i>MAINTENANCE</i>							
Salaries & Wages - Perm	50000-12-100	40,051	-	-	87,976	87,976	0%
Salaries & Wages - Temp	50100-12-100	193,486	-	-	288,145	288,145	0%
Employee Benefits	51000-12-100	7,419	-	-	7,790	7,790	0%
PERS Employer Contribution	51010-12-100	26,475	-	-	27,798	27,798	0%
OPEB Employer Contribution	51020-12-100	311	-	-	-	-	0%
Payroll Taxes	51100-12-100	13,147	-	-	13,804	13,804	0%
Worker's Comp Insurance	51200-12-100	21,233	-	-	42,125	42,125	0%
Utilities (electric, gas, water, sewer, etc.)	63000-12-100	118,998	-	-	50,000	50,000	0%
Professional Services	69000-12-100	290,028	-	4,294	305,036	300,742	1%
Equipment Rental	72000-12-100	266,608	445	-	279,939	279,939	0%
Supplies & Maintenance	74000-12-100	124,764	-	-	100,144	100,144	0%
Trash/Waste Removal	78000-12-100	32,417	-	-	34,379	34,379	0%
<i>FACILITY SALES</i>							
Salaries & Wages - Perm	50000-40-100	-	-	-	-	-	0%
Salaries & Wages - Temp	50100-40-100	-	-	-	-	-	479%
Employee Benefits	51000-40-100	-	-	-	-	-	0%
PERS Employer Contribution	51010-40-100	-	-	-	-	-	0%
OPEB Employer Contribution	51020-40-100	-	-	-	-	-	0%
Payroll Taxes	51100-40-100	-	-	-	-	-	0%
Worker's Comp Insurance	51200-40-100	-	-	-	-	-	0%
Professional Services	69000-40-100	-	-	-	-	-	0%
Outside Security Expense	73000-40-100	600	-	-	-	-	0%
Supplies & Expenses	74000-40-100	-	-	-	-	-	0%
<i>SPONSORSHIP</i>							
Professional Services	69000-50-100	128,950	10,000	-	90,000	90,000	0%
Equipment Rental	72000-50-100	321	-	-	-	-	0%
Supplies & Expenses	74000-50-100	1,282	-	248	2,500	2,252	10%

Expenses

**31st DAA, Ventura County Fair
Expense Report
February 28, 2026**

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
<i>PARKING</i>							
Salaries & Wages - Perm	50000-65-100	-	-	-	-	-	0%
Salaries & Wages - Temp	50100-65-100	37,653	-	-	69,420	69,420	0%
Employee Benefits	51000-65-100	-	-	-	-	-	0%
PERS Employer Contribution	51010-65-100	627	-	-	11,954	11,954	0%
OPEB Employer Contribution	51020-65-100	-	-	-	-	-	0%
Payroll Taxes	51100-65-100	1,104	-	-	1,137	1,137	0%
Worker's Comp Insurance	51200-65-100	2,686	-	-	7,775	7,775	0%
Professional Services	69000-65-100	339,347	-	-	340,000	340,000	0%
Overflow Parking Rental	72000-65-100	47,311	-	-	50,000	50,000	0%
Equipment Rental	72001-65-100	618	-	-	1,000	1,000	0%
Supplies & Expense	74000-65-100	4,467	-	-	1,500	1,500	0%
<i>OTHER FAIR</i>							
Chargebacks	54020-00-100	12,138	564	-	12,501	12,501	0%
Professional Services	69000-00-100	160,774	-	-	-	-	0%
Souvenir Booth Expense	74000-00-100	20,132	-	-	21,139	21,139	0%
TOTAL MISCELLANEOUS FAIR EXPENSE		\$ 1,977,812	\$ 11,009	\$ 4,542	\$ 1,905,694	\$ 1,901,152	0%
<i>INTERIM EXPENSE</i>							
<i>PUBLICITY</i>							
Advertising	52000-13-400	-	-	-	5,000	5,000	0%
Professional Services	69000-13-400	63,491	9,991	5,200	10,000	4,800	52%
Promotional Expense	71000-13-400	-	-	-	5,000	5,000	0%
Supplies & Expenses	74000-13-400	1,131	62	431	5,000	4,569	9%
<i>FACILITY SALES</i>							
Salaries & Wages - Perm	50000-40-400	54,321	11,995	-	-	-	0%
Salaries & Wages - Temp	50100-40-400	32,300	-	7,256	84,600	77,344	9%
Employee Benefits	51000-40-400	14,930	3,516	6	-	(6)	0%
PERS Employer Contribution	51010-40-400	13,386	2,980	2,280	14,625	12,345	16%
OPEB Employer Contribution	51020-40-400	1,189	340	-	-	-	0%
Payroll Taxes	51100-40-400	4,300	841	555	5,723	5,168	10%
Worker's Comp Insurance	51200-40-400	9,343	1,611	705	9,475	8,770	7%
Professional Services	69000-40-400	48,960	60	1,740	54,900	53,160	3%
Promotional Expense	71000-40-400	-	-	-	-	-	0%
Rental Expense	72000-40-400	1,697	-	-	7,000	7,000	0%
Outside Security Expense	73000-40-400	188,341	28,944	26,806	190,000	163,194	14%
Supplies & Expenses	74000-40-400	1,192	125	72	2,000	1,928	4%
Telephone	75000-40-400	713	119	120	720	600	17%
Travel & Training	77000-40-400	1,131	1,025	-	5,000	5,000	0%
Trash/Waste Removal	78000-40-400	-	-	-	-	-	0%
<i>PARKING</i>							
Salaries & Wages - Perm	50000-65-400	-	-	-	-	-	0%
Salaries & Wages - Temp	50100-65-400	87,885	14,130	17,911	130,752	112,841	14%

Expenses

31st DAA, Ventura County Fair
Expense Report
February 28, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
Employee Benefits	51000-65-400	-	-	-	-	-	0%
PERS Employer Contribution	51010-65-400	6,364	659	1,817	6,400	4,583	28%
Payroll Taxes	51100-65-400	2,969	398	705	3,117	2,412	23%
Worker's Comp Insurance	51200-65-400	9,769	1,725	1,742	14,644	12,902	12%
Equipment Maintenance	64010-65-400	-	-	-	-	-	0%
Professional Services - PK	69000-65-400	17,942	-	5,126	30,758	25,632	17%
Supplies & Expense - Main Lot	74000-65-400	127	-	159	1,750	1,591	9%
Supplies & Expense - Beach Lot	74010-65-400	1,432	22	267	1,750	1,483	15%
OKTOBERFEST							
Salaries & Wages - Perm	50000-00-500	16,035	-	-	16,035	16,035	0%
Salaries & Wages - Temp	50100-00-500	59,173	-	-	59,173	59,173	0%
Employee Benefits	51000-00-500	2,812	-	-	2,953	2,953	0%
PERS Employer Contribution	51010-00-500	12,662	-	-	13,295	13,295	0%
OPEB Employer Contribution	51020-00-500	-	-	-	-	-	0%
Payroll Taxes	51100-00-500	4,095	-	-	4,300	4,300	0%
Worker's Comp Insurance	51200-00-500	7,916	-	-	8,423	8,423	0%
Advertising	52000-00-500	23,337	-	-	22,346	22,346	0%
Entertainment Grandstand	58000-00-500	12,500	-	-	13,125	13,125	0%
Entertainment Ground	58010-00-500	17,035	-	-	17,887	17,887	0%
Ground Maintenance	64000-00-500	-	-	-	10,000	10,000	0%
Other Misc Expense	65000-00-500	1,544	-	-	15,108	15,108	0%
Professional Services	69000-00-500	23,545	-	-	24,273	24,273	0%
Professional Services - Carnival	69010-00-500	-	-	-	-	-	0%
Rental Expense	72000-00-500	15,065	-	-	15,775	15,775	0%
Security Expense	73000-00-500	21,083	-	-	22,137	22,137	0%
Supplies & Expenses	74000-00-500	62,631	-	-	35,000	35,000	0%
Prior Year Expense	80000-00-500	-	-	(151)	-	151	0%
TOTAL INTERIM EXPENSE		\$ 842,345	\$ 78,541	\$ 72,747	\$ 868,044	\$ 795,297	8%
SATELLITE WAGERING EXPENSE							
CARF Dues	57000-20-200	16,000	-	-	16,000	16,000	0%
Grounds Maintenance & Repairs	64000-20-200	20,424	10,284	-	20,424	20,424	0%
Equipment Maintenance	64010-20-200	-	-	-	-	-	0%
Professional Services	69000-20-200	5,500	-	14,087	5,500	(8,587)	256%
Supplies & Expenses	74000-20-200	561	-	-	515	515	0%
Trash Removal	78000-20-200	-	-	-	-	-	0%
Prior Year Expenses	80000-20-200	-	-	-	-	-	0%
TOTAL SATELLITE WAGERING EXPENSE		\$ 42,485	\$ 10,284	\$ 14,087	\$ 42,439	\$ 28,352	33%
EQUIPMENT EXPENSE							
Non Capitalized(cost less than \$5000 and life less than one year							
Equipment Funded by Fair	87500-00-000	41,745	3,575	515	53,725	53,210	1%
TOTAL EQUIPMENT EXPENSE		\$ 41,745	\$ 3,575	\$ 515	\$ 53,725	\$ 53,210	1%

Expenses

**31st DAA, Ventura County Fair
Expense Report
February 28, 2026**

Description	Acct. No.	Actuals 2025	Prior YTD 2/28/25	Current YTD 2/28/26	Budget 2026	Balance of Budget	% Used 2026
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT							
Prior Year Adjustments	80000-00-000	32,054	15,779	76	26,765	26,689	0%
PRIOR YEAR OPERATING EXPENSE		\$ 32,054	\$ 15,779	\$ 76	\$ 26,765	\$ 26,689	0%
CASH SHORTAGES & OVERAGES							
Cash +/- Interim	85000-00-000	(5,400)	(816)	(1,608)	-	1,608	0%
CASH (OVER)/UNDER		\$ (5,400)	\$ (816)	\$ (1,608)	\$ -	\$ 1,608	-
DEPRECIATION EXPENSE							
Depreciation	90000-00-000	244,485	36,317	40,191	265,350	225,159	15%
Prior Year Depreciation Expense	80010-00-000	673	339	-	-	-	0%
TOTAL DEPRECIATION EXPENSE		\$ 245,158	\$ 36,656	\$ 40,191	\$ 265,350	\$ 225,159	15%
PENSION EXPENSE							
Pension Expense	96000-00-000	(87,194)	-	-	-	-	0%
TOTAL PENSION EXPENSE		\$ (87,194)	\$ -	\$ -	\$ -	\$ -	0%
OPEB EXPENSE							
OPEB Expense	96100-00-000	65,819	-	-	-	-	0%
TOTAL OPEB EXPENSE		\$ 65,819	\$ -	\$ -	\$ -	\$ -	0%

Expenses

**31st DAA, Ventura County Fair
Oktoberfest
February 28, 2026**

DETAIL	Account Number	Actual 2025	Current YTD 2/28/26	Budget 2026	Balance of Budget
REVENUES:					
Admission Revenue	40000-00-500	83,228	0	83,000	83,000
Carnival Wristbands	40500-00-500	10,050	0	9,748	9,748
Carnival Games	40510-00-500	993	0	965	965
Commercial Vendors	41000-00-500	51,586	0	55,000	55,000
Food Concession	42100-00-500	33,231	0	30,000	30,000
Souvenir Booth Sales	42200-00-500	11,772	0	11,772	11,772
Alcohol Concession	42300-00-500	88,365	0	85,714	85,714
Parking Revenue	45000-00-500	23,540	0	28,000	28,000
Grounds Rental	46200-00-500	855	0	0	0
Camping Fees	46500-00-500	0	0	855	855
Promo Fund	48000-00-500	40,000	0	0	0
Reimbursable Revenue	48500-00-500	1,120	0	2,416	2,416
Other Misc Revenue	48700-00-500	1	0	0	0
Convenience/Product Fees	48720-00-500	907	0	6,000	6,000
Sponsorship Revenue	48800-00-500	10,225	0	10,000	10,000
Prior Year Revenue	49000-00-500	0	(141)	0	141
TOTAL REVENUES		355,874	(141)	323,470	323,611
EXPENDITURES:					
Salaries & Wages - Perm	50000-00-500	16,035	0	16,035	16,035
Salaries & Wages - Temp	50100-00-500	59,173	0	59,173	59,173
Employee Benefits	51000-00-500	2,812	0	2,953	2,953
PERS Employer Contribution	51010-00-500	12,662	0	13,295	13,295
OPEB Employer Contribution	51020-00-500	0	0	0	0
Payroll Taxes	51100-00-500	4,095	0	4,300	4,300
Worker's Comp Insurance	51200-00-500	7,916	0	8,423	8,423
Advertising	52000-00-500	23,337	0	22,346	22,346
Entertainment Grandstand	58000-00-500	12,500	0	13,125	13,125
Entertainment Ground	58010-00-500	17,035	0	17,887	17,887
Ground Maintenance	64000-00-500	0	0	10,000	10,000
Other Misc Expense	65000-00-500	1,544	0	15,108	15,108
Professional Services	69000-00-500	23,545	0	24,273	24,273
Professional Services - Carnival	69010-00-500	0	0	0	0
Rental Expense	72000-00-500	15,065	0	15,775	15,775
Security Expense	73000-00-500	21,083	0	22,137	22,137
Supplies & Expenses	74000-00-500	62,631	0	35,000	35,000
Prior Year Expense	80000-00-500	0	(151)	0	151
TOTAL EXPENDITURES		279,433	(151)	279,830	279,981
OKTOBERFEST NET INCOME		76,442	10	43,640	43,630

Oktoberfest

**31st DAA, Ventura County Fair
Junior Livestock Auction
February 28, 2026**

DETAIL	Account Number	Actual 2025	Current YTD 2/28/26	Budget 2026	Balance of Budget
BEGINNING RESOURCES: 1/1/2026	25100-30-300	\$ 706,108	\$ 837,149		
AUCTION REVENUES:					
Commission Revenue	41500-30-300	88,530	0	75,000	75,000
Other Misc Revenue	48700-30-300	31,646	0	25,000	25,000
Interest Revenue	48710-30-300	0	0	0	0
Slaughter Fees	48720-30-300	12,713	0	0	0
Sponsorships	48800-30-300	122,500	0	100,000	100,000
Donations	48810-30-300	98	0	0	0
Prior Year Revenue	49000-30-300	6,752	0	0	0
TOTAL REVENUES		262,238	-	200,000	200,000
AUCTION EXPENDITURES:					
Bad Debt Expense	53000-30-300	0	0	0	0
Bank/CC Charges	54000-30-300	18,190	40	18,000	17,960
Hauling and Slaughter	65000-30-300	2,702	0	3,000	3,000
Professional Services	69000-30-300	62,766	0	65,000	65,000
Publicity & Marketing	71000-30-300	102	0	500	500
Supplies & Expense	74000-30-300	25,511	0	30,000	30,000
Lunch Expense	74010-30-300	21,929	0	24,000	24,000
Prior Year Expense	80000-30-300	0	2,912	0	(7,912)
Cash Shortage/Overage	85100-30-300	0	0	0	0
Equipment Expense	87500-30-300	0	0	0	0
TOTAL EXPENDITURES		131,198	2,952	140,500	137,548
NET JLA INCOME		131,041	(2,952)	59,500	62,452
ENDING RESOURCES: 2/28/2026	25100-30-300	\$ 837,149	\$ 834,197		

31st DAA, Ventura County Fair
Capital Assets
February 28, 2026

DESCRIPTION	Date	Reference	Balance
PROPERTY, PLANT & EQUIPMENT AS OF:	1/1/2026		21,147,954
ACQUISITIONS OF FIXED ASSETS:			
Land		19100-00-000	-
Buildings & Improvements:		19200-00-000	-
Construction in Progress:		19000-00-000	26,438
PSPS Project	19000-00-000	-	
Raceway Bleachers	19000-00-900	4,502	
Grounds Bathroom Remodels	19000-00-903	-	
Ag Building Improvement	19000-00-907	-	
Sewer Upgrade	19000-00-911	-	
Raceway Expansion Project	19000-00-918	-	
Mold Remediation FL	19000-00-919	-	
Mold Remediation SR	19000-00-920	-	
Electrical Panel Project	19000-00-921	-	
Morgan Bathrooms Mold Remediation Project	19000-00-922	-	
Kiddieland	19000-00-925	21,936	
Equipment		19300-00-000	12,500
Other Fixed Assets			
Other (provide description):			
TOTAL ACQUISITIONS OF FIXED ASSETS			38,938
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:	2/28/2026		\$ 21,186,891
DEPRECIATION:			
Accumulated Depreciation as of:	1/1/2026		15,695,921
Less: A/D on Dispositions of Fixed Assets above			
Add: Monthly Depreciation Expense	DEPRE	90000-00-000	40,191
ACCUMULATED DEPRECIATION as of:	2/28/2026		\$ 15,736,112
PROPERTY, PLANT & EQUIPMENT, NET OF DEPRECIATION:	2/28/2026		\$ 5,450,780
DEBT (ASSOCIATED WITH FIXED ASSETS)	2/28/2026	25000-00-000	-
NET RESOURCES-CAPITAL ASSETS (less related debt):	2/28/2026		\$ 5,450,780

31st DAA, Ventura County Fair
Satellite Wagering
February 28, 2026

DETAIL	Account Number	Actual 2025	Current YTD 2/28/26	Budget 2026	Balance of Budget
REVENUES:					
Admission Revenue	40000-20-200	0	0	0	0
Commission Revenue	41500-20-200	234,969	30,950	200,000	169,050
Parking Revenue	45000-20-200	0	0	24,000	24,000
Prior Year Revenue	49000-20-200	2,304	0	2,235	2,235
TOTAL REVENUES		237,273	30,950	226,235	195,285
EXPENDITURES:					
CARF Dues	57000-20-200	16,000	0	16,000	16,000
Grounds & Maintenance Repairs	64000-20-200	20,424	0	20,424	20,424
Equipment Maintenance	64010-20-200	0	0	0	0
Professional Services	69000-20-200	5,500	14,087	5,500	(8,587)
Supplies & Expense	74000-20-200	561	0	515	515
Trash Removal	78000-20-200	0	0	0	0
Prior Year Expense	80000-20-200	0	0	0	0
TOTAL EXPENDITURES		42,485	14,087	42,439	28,352
NET SATELLITE WAGERING PROFIT/LOSS		194,788	16,863	183,796	166,933

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
26-047	Ventucky Stompers	Grounds Entertainment - Oktoberfest	\$ 3,500.00
26-048	Ladyhosen Band	Grounds Entertainment - Oktoberfest	\$ 2,700.00
26-049	Michael Gutin	Accordion Entertainment- Oktoberfest	\$ 1,000.00
26-050	Next Move Unlimited	Grounds Entertainment Oktoberfest	\$ 11,000.00
26-051	Die Matterhorns	Grounds Entertainment Oktoberfest	\$ 2,300.00
26-052	Sauer Sam & the Tablecloth Band	Grounds Entertainment Oktoberfest	\$ 2,000.00
26-053	Melinda West	Grounds Entertainment Oktoberfest	\$ 425.00
26-055	Willow Rariden	Stage Manager & Production Assistant	\$ 5,000.00
26-056	Justin Hughes	Production Manager	\$ 5,000.00
26-057	Buffett Beach Band	Grounds Entertainment	\$ 1,600.00
26-058	William Horstick	Photography - Superintendent	\$ 2,000.00
26-059	Patricia Gladstone	Photography - Assistant Superintendent	\$ 1,000.00
26-060	Alma de Mexico/Folkoric Dancers	Grounds Entertainment	\$ 700.00
26-061	Mariachi Los Leones	Grounds Entertainment	\$ 1,350.00
26-062	Caliente Band	Grounds Entertainment	\$ 1,500.00
26-063	Juano and Friends Band	Grounds Entertainment	\$ 1,500.00
26-064	Black Canyon Band	Grounds Entertainment	\$ 900.00
26-065	Twisted Gypsy Band	Grounds Entertainment	\$ 5,000.00
26-066	Outlaw Mariachi	Grounds Entertainment	\$ 5,500.00
26-067	DNA Band	Grounds Entertainment	\$ 1,000.00
26-068	Doo Wah Riders	Grounds Entertainment	\$ 2,500.00
26-069	Missus Jones	Grounds Entertainment	\$ 5,000.00
26-070	Michelle Lambert & Band	Grounds Entertainment	\$ 2,000.00
26-072	The Trinity Factory	GrandStand Entertainment	NTE \$50,000.00
26-073	BC Characters	Grounds Entertainment	\$ 9,000.00
26-074	Pacific Animal Productions	Grounds Entertainment	\$ 23,400.00

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
26-075	Next Move Unlimited	Grounds Entertainment	\$ 14,000.00
26-076	All-Alaskan Racing Pigs, LLC	Grounds Entertainment	\$18,000 + RV Space
26-077	Lisa McGowan	Premium - Superintendent	\$ 6,500.00
26-079	Total Event Access Management	Fairtime Concessions Auditing	\$ 6,475.00

Rental Agreements Non-Fair

NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT	LOCATION
26-057	CBF PRODUCTIONS	Spring Wine Walk Parking	\$ 600.00	3/28/2026	Parking
26-058	WCBR North Region Stop 3	Brillo Production/US Board Riders	\$ 1,800.00	4/11-4/12/26	Beach Lot
26-060	The Throwdown Productions LLC	The Throwdown	\$ 86,313.00	8/21-8/23/26	Grounds
26-061	HG Productions	Ventura Nationals	\$ 22,108.50	9/5/2026	Grounds
26-062	VSCCS	Custom Car Show	\$ 20,962.00	9/20/2026	San Miguel, Anacapa, San Nicholas, McBride, Santa Cruz, Santa Rosa, Grounds
26-063	Ignite ATA Martial Arts	Martial Arts Tournament	\$ 4,073.00	9/25-9/26/26	Santa Cruz

Concessions Agreements

Contract #	Company	Fee
26-002	Global Livestock & Exotics LLC Lorikeets	\$485.00
26-048	West Coast BBQ Company	\$1,450.00
26-049	She Sells Seashells	\$5,800.00
26-050	Pacific Bohemian Design	\$2,700.00
26-051	The Chain Vault	\$1,550.00
26-053	Traegar Grills	\$2,800.00
26-054	Farm Fresh to You	\$1,450.00
26-055	Sweet, Unique & Personal	\$3,100.00
26-056	Trendy Me	\$2,800.00
26-057	Rhinos Glazed Almonds	\$2,400.00
26-058	Kelsy's Kandy	\$1,450.00
26-059	Inka Music & Arts	\$4,050.00
26-060	New tricks Dog Food	\$1,350.00
26-061	In Gifts	\$2,800.00
26-062	3 Fish	\$2,100.00
26-063	Alchemy of Scents	\$1,200.00
26-064	Primera Enterprises	\$2,500.00
26-065	Sawdust & Stripes	\$3,000.00
26-066	Erika's Succulents	\$525.00
26-067	Mac's Auto Upholstery	\$1,800.00
26-068	Genealogy by Church of Latter Day Saints	\$775.00

Concessions Agreements

26-070	E.R. Correa	\$2,800.00
26-071	Cutco	\$4,800.00
26-072	Damon Arts	\$3,170.00
26-073	Itoyz Inc.	\$1,485.00
26-074	Payton Photos	\$4,500.00
26-075	TCJ Dragonland	\$2,970.00
26-076	Vista Mobility	\$2,800.00
26-078	Hook Handcrafted	\$1,700.00
26-079	Children Choice Dental Care	\$1,200.00
26-080	El Wicked Wardrobe	\$2,970.00
26-081	Kamikaze Anime	\$1,350.00
26-084	Santos Style	\$2,400.00
26-085	Ty & Tris Designs	\$2,500.00
26-086	Yosemite Sign Co.	\$2,700.00
26-088	Hair Extensions Cigma	\$3,200.00
26-089	Massage & TENS Cigma	\$3,200.00
26-090	Wolfe Gem & Jewelry	\$1,820.00
26-091	All Smiles Entertainment	\$3,000.00
26-092	Helm & Sons Amusements	35% minimum of ride gross, 10% Express pass gross, 26% concessions gross, \$7,500 flat fee for games, base Capital improvement \$50,000.00 and Social Media Campaign commitment of \$50,000.00

Concessions Agreements

26-093	Mighty Horns	\$2,970.00
26-095	Designer's Touch	\$2,970.00
26-096	Laborers Local 585	\$245.00
26-098	E & D Hat Co.	\$4,300.00
26-099	Rolling Buy Corp	\$3,800.00
26-100	Beary Creative	\$1,400.00
26-101	Saya's Craft	\$1,350.00
26-102	Cynful Treats	\$1,300.00
26-103	Bownet ICE20 Deckhand Sports	\$3,750.00
26-104	Your Needs Company	\$2,500.00
26-105	Blonde Peacock	\$1,550.00
26-106	Angelique's Italian Linens	\$2,600.00
26-107	Chaotic Candy	\$4,300.00
26-108	Rooster's Rocks & Crystals	\$2,500.00
26-109	Disabled Veterans	\$395.00
26-110	West Coast Innovations	\$11,050.00
26-111	Be Here Now Jewelry & Lapidary	\$2,970.00
26-112	Creations by Hempturtle	\$1,550.00
26-113	Dare to Dazzle Accessory Lounge	\$2,700.00
26-114	Encanto Jewelry	\$1,300.00
26-115	Huaraches Artesenales Sahuayo	\$2,800.00
26-116	Nicholas Ivins Art & Illustration	\$3,000.00

April CEO Report

Surfers Point Managed Retreat Project

We continue to coordinate with the City of Ventura to ensure all project components are completed accurately in advance of the final walkthrough. Several items remain outstanding, most notably the painting of designated surf check locations. Additionally, the current placement of the bike lockers remains an issue, and we are working with the City of Ventura toward having them relocated as soon as possible.

The California Coastal Commission permitting staff notified us that an incorrect form was previously provided to us and has since issued the appropriate replacement. They also requested additional documentation, including stamped Surfer's Point plans. We are in the process of compiling these materials and anticipate submitting the complete package by the end of the week.

Grants

I continue working with Ms. Wynegar on the State Coastal Conservancy (SCC) Climate Bond Grant. She is currently awaiting a meeting with the Deputy Regional Manager for the South Coast to complete the required technical review.

In the meantime, I have secured all requested letters of support from partner agencies, including the City of Ventura, CalOES, and the Ventura Chamber of Commerce.

Trainings

I will be attending the final CDFA Collaborative of the year in two weeks. The agenda is still in development and will be released shortly.

Jason and I recently attended the Nuts and Bolts training, where the new contracts manual was introduced. Some elements remain under development as CDFA and F&E continue refining contract forms based on participant feedback, with a focus on streamlining processes.

2026 Fair

Progress continues on finalizing the grandstand entertainment lineup. Currently, six acts are confirmed, with two additional acts pending. The goal is to finalize all bookings by mid-next month when we are planning to announce them.

We held a comprehensive all-day fair planning meeting, covering 116 agenda items. The session was highly productive and allowed us to advance multiple items. Weekly planning meetings will continue as we work through the many moving parts of the fair.

Programming for the Morgan Arena is also progressing. The Cattlemen's group has confirmed participation for the first Friday and Saturday of the Fair, and Alotta Horses will host an English-style event during the second week. Outreach to additional equestrian groups is ongoing to fill remaining dates.

Carnival planning efforts are underway in collaboration with Mr. Helm, including promotions, layout, ticketing, load-in, etc. Significant updates are planned for both the Main Midway and Kiddieland, and Kiddieland is going to be rebranded as "Cub Country."

For fair security, Patrick Maynard and Steve Karnazes have been hired. Both bring prior experience with our operations, with Mr. Maynard also offering extensive fairground and interdepartmental experience. Mr. Maynard will present at the upcoming board meeting to outline their approach, provide their background in security, and discuss implementation plans, including the clear bag policy.

I also met with President Ceja to review director fairtime information, which is expected to be distributed within the next month. While minor updates are anticipated, no major changes are expected.

Projects

I continue to work with Mr. Slay from California Construction Authority (CCA) and Mr. Dagley, civil engineer, on the asphalt repair project. Following a recent site walkthrough, we reviewed project scope and next steps. CCA is currently developing a funding agreement to allow the project to proceed.

Additionally, core samples have been completed to assess asphalt thickness across several locations. Mr. Slay will prepare the scope of work and initiate the bidding process.

CCA has also appointed a new Executive Director, Brent Jamison, whom I met with recently. We conducted a site tour to familiarize him with the fairgrounds and provide an overview of current and upcoming projects.

Key Meetings and Connections

I continue to expand community engagement efforts and strengthen relationships with key stakeholders. These efforts are focused on developing partnerships that support grant opportunities and foster mutually beneficial collaboration.

Recent meetings include Bill Ayub, City Manager for the City of Ventura; Patricia Quiroz, District Director for the Assemblymember's office; and Marlyss Auster, Executive Director of the Ventura Visitors and Convention Bureau (VVCB).

These discussions also provide an opportunity to reinforce our broader message: that we are not only a fair, but a year-round operation serving the community 365 days a year without reliance on tax funding, generating our own revenue, and playing a critical role during emergencies.

Policy Changes

I have been working with the Policy Manual Ad Hoc Committee to develop proposed updates, which are scheduled to be presented to the full Board for approval at the May Board Meeting.

July Board Meeting

Due to the July board meeting falling on the day prior to the Fair, and with approval from President Ceja, the meeting has been rescheduled to July 21st.

Exhibits Report

Emilee Inez

- **Entry Guides:** Lisa McGownan, Premium Superintendent, and I are currently working to complete the stills entry guide for this year! We will have it available on May 1st!
- **Future of Agriculture Barn:** I am working to create a Future of Agriculture Barn in the Ag building. It will have 3 major facets: careers, interactive games, and sensory areas. The goal is to educate Fair patrons about the vast array of careers in agriculture and how intertwined it is with our everyday lives. I am currently working on developing a questionnaire to send out to members of the community and beyond to build profiles of different career paths.
- **New Displays:** I have begun the process of building new displays for the youth building and am working with various other departments to improve other displays.

Concessions Report

Madalyn Johnson

- Coordinating all 63 food contracts with the new food items and the new food vendors. For the VIP arena, we will have one new food vendor on the green turf for VIP customers.
- Commercial sales are brisk! Ocean Lane is nearly sold out, AIS has 40 feet left, and marketplace has about 80 feet remaining. We are working hard for a total sellout in all buildings and grounds.
- We are working on two new vendors for ArtWalk In Shop in the youth building: a reading aisle with a reading van that sells books and totes, as well as a candy trolley that makes kid custom fantasy hats.
- We are working with about 21 community and non-profit partners to get them into the 2026 Fair! Many of them will be joining us on Senior day/ADA day, Youth Day, Community Heros Day, and on both Fridays of fair.

Sales Report

Sara Gutierrez

This report covers events from 3/22/26-4/12/26.

- The gothic market made its return! They had some spooky vendors as well as specialty coffee drinks from infernal coffee.
- We hosted a private event the same weekend as the gothic market. A quinceañera that had a total of 400 guests.
- The Quinceañera Expo was a new public event that showed off 805's newest styles. They had security, bounce house, catering and dress vendors.
- We had the return of the Marinelli Brothers Circus. They provided the community with family friendly fun.
- On the 11th we hosted the Ventura Downtown Lions Club for their annual crab feast. We have had the pleasure of hosting them since 2011.

Upcoming Events:

Spirit of Japan – 4/18-4/19

AMA Flat Track Racing – 4/25

Left Coast Scale Classic – 4/25

West Coast Sports Fishing Expo – 5/1-5/3

Ventura Melee Megabowl – 5/3

Bird Expo & Collectables – 5/9

Strawberry Festival – 5/16-5/17

Latino Business Expo – 5/21

Maintenance Report

Joey Clark, Gerry Duran, and Jennifer Lindsay

Current Projects:

Completion Date

- | | |
|---|-----------|
| ● Replace bar faucets in casino | 4/25/2026 |
| ● Floriculture: weeding courtyard for Strawberry Festival | 5/15/2026 |
| ● Casino/ Lot C landscaping project | 5/31/2026 |
| ● Clean rain gutters on large livestock barn | 5/31/2026 |
| ● Anacapa side eave project | 5/31/2026 |
| ● Continue raceway bleacher reinforcement project | 5/31/2026 |
| ● Clean horse area of unneeded materials | 5/31/2026 |
| ● Finish palm tree trimming around grounds | Ongoing |
| ● Raise block wall at San Nicholas & Raceway- bathroom up at turn 2 | 6/15/2026 |
| ● San Miguel side eave project | 5/15/2026 |

Upcoming Projects:

- | | |
|-----------------------------------|---------------|
| ● Sports Fishing Show preparation | 5/1- 5/3/2026 |
| ● Strawberry Festival preparation | 5/17/2026 |