



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, July 21st, 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

VI. Meeting Minutes (discussion and/or approval)

A. June 23rd, 2026 Board Meeting Minutes



VII. Financial Reports (discussion and/or approval)

- A. Financials ending May 31st, 2026

VIII. Old Business

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

IX. Board Correspondence

- A. Memo from Mike Francesconi at California Dept. of Food & Agriculture, Fairs & Expositions: Department of Housing and Community Development RV and Mobile Home Park Requirements

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

- A. Agreements
 - 1. Standard Agreements
 - 2. Rental Agreements – Interim
 - 3. Concession Agreements
 - 4. Judges Agreements

XI. CEO Report

XII. Presidents Report

XIII. Director's Comments

XIV. Future Agenda Items

XV. Closed Session

Pursuant to Government Code (GC) section 11126, the Board is authorized to meet in Closed Session for the purpose of considering matters involving:

- A. Pending Litigation - Govt. code 11126(e)(2)

XVI. Report Out of Closed Session

Report of any action items by the Board during Closed Session

XVII. Adjourn



Americans With Disabilities Act

Pursuant to the Americans with Disabilities Act, individuals who, because of a disability, need special assistance to attend or participate in any Board meetings or Committee meetings, or in connection with other District Fair activities, may request assistance at the 31st DAA Fair office, 10 West Harbor Blvd., Ventura, CA or by calling (805) 648-3376.

Requests should be made one (1) week in advance whenever possible.

Board of Directors Meeting Minutes

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

Tuesday, June 23rd, 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 9:01 a.m. and called to order by President Ceja.

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

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

President Ceja 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

A. Bert Handy, a resident of Ventura County, recommended that the Fairgrounds evaluate the cost of repairing the solar panels on grounds and assess the benefits of restoring them to service.

V. Presentations - None

VI. Meeting Minutes (discussion and/or approval)

A. May 27th, 2026 Board Meeting Minutes

MOTION: To approve the May 27th, 2026 Board Meeting minutes.

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

Director Cornejo and Director Morgan-Carter abstained from the vote because they were not in attendance at the May 27th Board Meeting.

VII. Financial Reports (discussion and/or approval)

A. Financials ending April 30th, 2026.

MOTION: To approve the Financials ending April 30th, 2026.

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

VIII. New Business

A. Discussion and possible action regarding revisions to the policy manual.

The Board discussed whether the policy manual should include a list of buildings on the fairgrounds. While some members felt an inventory was unnecessary, others supported including a list as an attachment or an addendum. Director Mack suggested potentially including a site map to go along with the list. CEO Ortiz suggested the list be referenced under Section 701.03 (Rental Agreements) to identify which facilities are rentable. Staff were asked to draft language for the Board's consideration.

The Board also discussed clarifying references to the Ventura County Fairgrounds Foundation in the policy manual. The staff was directed to revise the document to include the Foundation's full legal name where it is referenced, to improve clarity and

consistency. It was recommended to review and combine the Amtrak Parking sections, 702.01 and 702.03.

Vice President Martinez emphasized the importance of having the document reviewed by our legal team.

MOTION: To approve the policy manual edits as is with the following revisions: (1) add a list of fairgrounds facilities as an addendum or attachment, as determined appropriate by staff ; (2) edit the parking section, including consideration of merging the Amtrak reference; and (3) include the full legal name of the Ventura County Fairgrounds Foundation where referenced for clarity.

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

IX. Old Business

A. Surfer's Point Update

There is still progress to be made with the Surfer's Point Managed Retreat Project. CEO Ortiz reported that she will be contacting the City Manager to determine what is delaying the project's progress. The art installation portion of the project is expected to be completed before the end of September.

B. 2026 Fair Update

CEO Ortiz shared that the staff is actively preparing for the fair and coordinating timelines for a successful event set up.

Madalyn Johnson – Concessions, Commercial and Community Manager

Ms. Johnson noted that planning is going well. Staff is continuing to accommodate late requests for participation. Nearly all available vendor space is expected to be utilized. She reported revenue from vendor deposits, including approximately \$100,000 from food vendors, just under \$340,000 from commercial booths, and about \$57,000 from camping reservations. Ms. Johnson is also collaborating with Ms. Hook and OVG on BeerFest, which will feature local breweries and wineries. Additionally, the garden area will be enhanced with large tables and umbrellas to create a welcoming gathering space.

Megan Hook – Marketing and Sponsorships

Ms. Hook shared that rodeo tickets are sold out for the evening show on August 8th. She anticipates Saturday afternoon, and the Friday evening performances will also sell out online. However, there will be a limited number of tickets available to purchase onsite during the fair at ticket kiosks.

The McDonald's partnership will include Happy Meal vouchers on Youth Day as well as character appearances at the fair. She also reported that now through June 30th, people can purchase a fair ticket and get a free admission ticket to Oktoberfest.

Fair deliverables such as credentials, signage, and programs are in the process of being designed and printed. Radio contracts are being finalized, as well as print advertisements. TV and streaming spots are also in production. She is working on the programming for the onsite main gate activation area, which will be dedicated to sponsors and community members. She's worked with Ms. Johnson in collaboration with our alcohol distributor, Allied Beverages, to work on spacing and layouts. Planning for the Taste of Fair event is also underway. Ms. Hook shared her experience attending the Board of Supervisors meeting where Vice President Martinez, along with members of the Junior Fair Board and fair staff, shared information regarding this year's fair. She thanked Director Morgan-Carter for presenting Fair information at a local Juneteenth event. She expressed her gratitude to the directors for serving as ambassadors and sharing information about the fair with the community.

Emilee Inez - Exhibits Supervisor

Ms. Inez reported that the Exhibits Department expanded the number of entries exhibitors may submit, resulting in an increase in participation. She noted that there are currently about 1,850 entries and anticipates a significant number of additional submissions before the entry deadline. Ms. Inez enjoyed discovering the abundance of information that is offered through local resources, such as the Museum of Ventura County's online research library, for the research she has conducted for informational posters to display in the Agriculture Building. She added that members of the Junior Fair Board enjoyed their experience presenting at the Board of Supervisors meeting.

Jason Amelio – Arena and VIP Manager

Mr. Amelio reported that construction of the main arena build will begin after July 11th. He stated that security staffing is in a good place and that preparations are in good shape. He also shared that he recently met with the Junior Fair Board and described the experience as rewarding.

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

A. Agreements

1. Standard Agreements

2. Rental Agreements – Interim
3. Concession Agreements
4. Judges Agreements

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

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

XII. CEO Report

- CEO Ortiz is working with Tina Wynegar to review a new grant from the Parks and Recreation division to determine if the 31st District Agricultural Association qualifies as an actual district. Ms. Wynegar asked if directors are interested in submitting a letter of public comment on behalf of the 31st DAA. CEO Ortiz confirmed she will share the grant details with the board.
- CEO Ortiz was excited to share that Jim Naylor is working to install a new sign at the Gate 1 entrance.
- She thanked the policy manual ad-hoc committee for their hard work on finalizing the document.

XIII. President's Report

- President Ceja is assisting with the carnival lot repairs.
- He shared that 500 trees will be given out to the public at the fair in partnership with Chloe Trees and the Britton Fund.

XIV. Director's Comments

Director Morgan-Carter

- Director Morgan-Carter expressed her appreciation for all the work being done for the fairgrounds.
- She thanked the policy manual committee for their work.

Director Lacayo

- Director Lacayo thanked the policy manual committee for their hard work on the edits.
- She acknowledged the amazing work the staff is doing to execute the fair.

- She suggested exploring grant opportunities through the Ventura County Community Foundation, noting that the Foundation provides grant research services at no cost.

Director Long

- Director Long recognized the staff for all their hard work.
- He stated that he believes people will be excited to see Helms & Sons operating the carnival this year. He looks forward to the opening day.

Director Chess

- Director Chess expressed her excitement for the fair.
- Shared her thanks to the staff and said their enthusiasm is contagious.
- She commended the two Junior Fair Board members who presented at the Board of Supervisors meeting, noting that they did an outstanding job.

Director Mack

- Director Mack thanked the staff and policy manual committee and fellow board members.
- She appreciated all the creativity and work of the fair staff.

Director Cornejo

- Director Cornejo began her remarks with an apology to her fellow board members for missing the special board meeting held earlier this month.
- She also thanked the policy manual committee for the work on the policy and procedures.
- She shared that a person named Ron Vincent, did a study on the solar panels installed at the fairgrounds about 4 years ago. She offered to work with staff to follow up with him on his findings.
- She expressed her gratitude to the staff for all their work and said it will be a fabulous fair.

Vice President Martinez

- Vice President Martinez gave kudos to Director Cornejo, Director Long, and Director Morgan-Carter for their work on the policy manual.
- She thanked the staff and Director Chess for attending the Board of Supervisors meeting.
- She shared how impressed she was with the Grandstand entertainment lineup and is looking forward to attending the performances.
- She noted that many grants are available to government entities and suggested partnering with the County of Ventura on the Parks and Recreation grant opportunity. She offered to help identify the appropriate partners and departments to support those efforts.

XV. Future Agenda Items – None

XVI. Closed Session

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

- A. 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.
- B. Real Estate Negotiations – Govt. code 11126(c)(7)

President Ceja convened into closed session at 10:27 a.m.

XVII. Report Out of Closed Session – None

President Ceja reconvened at 10:57 a.m. There was no reportable action taken during closed session.

XVIII. Adjourn

The meeting was adjourned at 10:58 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
May 31, 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	5/31/2026	various	1,306,922
State (Local/Base) Allocation(s) (F&E)	5/31/2026	31200	-
Training Allocation & Other Fiscal & Admin Assistance (F&E)	5/31/2026	31300	-
Capital Project Reimbursement Funds	5/31/2026	31900	20,560
One-time Revenue Sources (fire camp, sale of property)	5/31/2026	32500	3,444
Contributions from Other Gov't (non-F&E) Sources	5/31/2026	33000	-
Other (e.g. Flex Capital)	5/31/2026	34000	350
TOTAL RESOURCES ACQUIRED			1,331,275
RESOURCES APPLIED:			
Operating Expenditures	5/31/2026	various	2,273,914
Depreciation Expense	5/31/2026	90000	100,477
Pension Expense	5/31/2026	96000	-
OPEB Expense	5/31/2026	96100	-
TOTAL RESOURCES APPLIED			2,374,391
INCREASE/(DECREASE) IN NET RESOURCES DURING THE YEAR			(1,043,115)
TOTAL NET RESOURCES, Ending			
Net Resources-Unrestricted	5/31/2026	29100	2,951,299
Unrestricted Net Position - Pension/OPEB	5/31/2026	29400	(1,320,902)
Net Resources-Restricted	5/31/2026	29300	-
Net Resources-Capital Assets, Less Related Debt	5/31/2026	29000	5,534,899
TOTAL NET RESOURCES, Ending			\$ 7,165,296
Unrestricted Reserve Percentage			129.79%

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

ASSETS

CURRENT ASSETS

Cash - Unrestricted	5,111,243
Cash - Junior Livestock Auction	289,386
Accounts Receivable, Net of Allowance for Doubtful	745,511
JLA Accounts Receivables, Net of Allowance for Doubtful	48,812
Deferred Expenses	118,113
TOTAL CURRENT ASSETS	6,313,065

FIXED ASSETS

Land	282,915
Construction in Progress	1,908,283
Buildings & Improvements, Net of Accumulated Depreciation	3,216,804
Equipment, Net of Accumulated Depreciation	161,107
TOTAL FIXED ASSETS	5,569,109

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

\$ 12,699,690

LIABILITIES & NET RESOURCES

LIABILITIES

Special Event Insurance	-
Accounts Payable	317,367
JLA Accounts Payable	-
Sales Tax Payable	-
Payroll Liabilities	77,575
Drug Fees	-
Deferred Revenue	1,386,810
Guaranteed Deposits	127,352
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	4,630,424

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	834,261
Net Resoures - Unrestricted	\$2,951,299
Unrestricted Net Position - Pension/OPEB	(1,320,902)
Net Resources - Restricted	-
Net Resoures - Capital Assets, Less Related Debt	\$5,534,899
TOTAL NET RESOURCES	7,999,558

TOTAL LIABILITIES & NET RESOURCES

\$ 12,699,690

31st DAA, Ventura County Fair
Cash & Cash Equivalents
May 31, 2026

CURRENT CASH

Petty Cash	186.76	
Total Petty Cash		\$186.76
Changefund	0.00	
Changfund - Parking	6,009.95	
Total Changefund Cash		\$6,009.95
Cash - Operating BOFA#0920	1,598,579.39	
Cash - Operating MB#5168	1,173,193.55	
Total Operating Cash		\$2,771,772.94
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	619,263.87	
Total Payroll Cash		\$623,686.64
Cash - Savings	0.00	
Cash - Savings MB#5192	1,650,617.89	
Total Savings Cash		\$1,650,617.89
Cash - LAIF #13-56-001	45,379.71	
Total LAIF Cash		\$45,379.71
Cash - JLA BOFA#3469	12,280.82	
Cash - JLA MB#1471	277,104.70	
Total JLA Cash		\$289,385.52
TOTAL CASH		\$5,400,629

CURRENT ACCOUNTS RECEIVABLES

Accounts Receivable	753,927.82	
Allowance for Doubtful Account	(8,646.75)	
Employee AR	229.45	
Total Net General Accounts Receivables		\$745,510.52
JLA Accounts Receivable	69,609.81	
JLA Allowance for Doubtful Account	(20,797.33)	
Total Net JLA Accounts Receivables		\$48,812.48
TOTAL ACCOUNTS RECEIVABLES		\$794,323

TOTAL CASH & CASH EQUIVALENTS	\$6,194,952
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31st DAA, Ventura County Fair

Income Statement

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/2025	Current YTD 5/31/26	Budget 2026	Balance of Budget	% Used 2026
OPERATING REVENUES:							
Admission Revenues	ADMIS	2,886,963	302,541	-	2,881,245	2,881,245	0%
Commercial Space	COMSP	423,795	-	-	402,000	402,000	0%
Carnival Revenues	CARN	3,959,687	65,340	-	1,958,400	1,958,400	0%
Concession Revenues	CSREV	1,214,645	5,723	3,501	1,165,200	1,161,699	0%
Exhibit Revenues	EXREV	98,885	1,390	-	91,700	91,700	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	451,114	68,280	1,753,072	1,684,792	4%
Facility Sales - Interim Revenues	INTRE	2,639,944	1,050,212	1,089,220	2,558,128	1,468,908	43%
Satellite Wagering Revenues	SWREV	237,273	130,902	109,807	226,235	116,428	49%
Prior Year Revenue	PYREV	46,995	20,354	12,069	-	(12,069)	0%
Other Revenues	OTREV	71,076	18,086	24,045	68,962	44,917	35%
TOTAL OPERATING REVENUES		\$ 14,273,555	\$ 2,045,662	\$ 1,306,922	\$ 11,995,072	\$ 10,688,150	11%
OPERATING EXPENDITURES:							
Administration Expenses	ADEXP	1,300,155	476,736	515,728	1,520,857	1,005,129	34%
Maintenance Expenses	MNEXP	2,501,803	1,056,376	1,238,632	2,953,195	1,714,563	42%
Publicity Expenses	PBEXP	247,547	6,646	33,926	359,896	325,970	9%
Concession Expenses	CSEXP	177,487	55,686	62,142	222,951	160,809	28%
Attendance Expenses	ATEXP	3,717,008	811	14,530	1,262,642	1,248,112	1%
Premium Expenses	PREXP	115,837	2,036	-	115,565	115,565	0%
Exhibit Expenses	EXEXP	245,199	41,389	43,972	305,478	261,506	14%
Horse Show Expenses	HSEXP	-	-	-	5,000	5,000	0%
Entertainment Expenses	ETEXP	2,347,536	3,755	87,696	2,418,246	2,330,550	4%
Miscellaneous Fair Expenses	MFEXP	1,977,812	27,811	32,781	1,905,694	1,872,913	2%
Facility Sales - Interim Expenses	INTEX	842,345	222,393	195,553	868,044	672,491	23%
Satellite Wagering Expenses	SWEXP	42,485	16,858	24,235	42,439	18,204	57%
Equipment Expenses	EQUIP	41,745	10,674	16,258	53,725	37,467	30%
Prior Year Expenses	PYEXP	32,054	31,253	11,930	26,765	14,835	45%
Cash Over/Short	CAOS	(5,400)	(1,916)	(3,468)	-	3,468	0%
TOTAL OPERATING EXPENSES		\$ 13,583,613	\$ 1,950,508	\$ 2,273,914	\$ 12,060,497	\$ 9,786,583	19%
NET OPER PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		\$ 689,942	\$ 95,154	\$ (966,992)	\$ (65,425)	\$ 901,567	1478%
Depreciation	90000	245,158	91,132	100,477	265,350	164,873	38%
Pension Expense	96000	(87,194)	-	-	-	-	0%
OPEB Expense	96100	65,819	-	-	-	-	0%
NET OPER PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ 466,159	\$ 4,022	\$ (1,067,469)	\$ (330,775)	\$ 736,694	323%
State Allocation	31200	128,500	-	-	115,000	115,000	0%
Training Allocations	31300	-	-	-	-	-	0%
Capital Project Reimbursement Funds	31900	-	-	20,560	-	(20,560)	0%
One-Time Revenue Sources	32500	64,698	156	3,444	-	(3,444)	0%
Contributions from Other Govt Sources	33000	-	-	-	-	-	0%
Other Operating Funds Used for Operation	34000	1,352	400	350	12,000	11,650	3%
NET PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		\$ 884,492	\$ 95,710	\$ (942,639)	\$ 61,575	\$ 1,004,214	-1531%
NET PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ 660,709	\$ 4,578	\$ (1,043,115)	\$ (203,775)	\$ 839,340	512%

Income Statement

31st DAA, Ventura County Fair

Revenue Report

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	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	268,101	-	540,000	540,000	0%
Presale Admissions - Livestock	40110-00-100	41,680	34,440	-	40,430	40,430	0%
TOTAL ADMISSION TO GROUNDS		\$ 2,886,963	\$ 302,541	\$ -	\$ 2,881,245	\$ 2,881,245	0%
COMMERCIAL SPACE:							
Commercial Space	41000-00-100	423,795	-	-	402,000	402,000	0%
TOTAL COMMERCIAL SPACE		\$ 423,795	\$ -	\$ -	\$ 402,000	\$ 402,000	0%
CARNIVAL REVENUE:							
Carnival	40500-00-100	3,495,332	-	-	1,958,400	1,958,400	0%
Carnival - Presale	40510-00-100	464,355	65,340	-	-	-	0%
Other Misc Revenue - Carnival	40520-00-100	-	-	-	-	-	0%
TOTAL CARNIVAL REVENUE		\$ 3,959,687	\$ 65,340	\$ -	\$ 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	1,998	-	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	3,725	3,501	4,500	999	78%
TOTAL CONCESSION REVENUE		\$ 1,214,645	\$ 5,723	\$ 3,501	\$ 1,165,200	\$ 1,161,699	0%
EXHIBIT REVENUE:							
Exhibit Entry Fees	EXENT	43,160	95	-	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	90	-	3,200	3,200	0%
Other Misc Revenue	48700-80-100	3,050	350	-	2,000	2,000	0%
Donations	48810-80-100	3,330	30	-	4,000	4,000	0%
Junior Fair Board Revenue	48700-80-160	10,735	825	-	7,500	7,500	0%
TOTAL EXHIBIT REVENUE		\$ 98,885	\$ 1,390	\$ -	\$ 91,700	\$ 91,700	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

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	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	-	32	1,415	1,383	2%
Convenience/Product Fees	48720-00-100	229,244	33,564	40,633	222,365	181,732	18%
Garden Signage Sponsor	48800-00-100	6,525	1,550	-	6,330	6,330	0%
Donations Revenue	48810-00-100	944	-	-	-	-	0%
Sponsorship Revenue	48800-50-100	488,630	416,000	27,615	450,000	422,385	6%
TOTAL MISCELLANEOUS FAIR		\$ 1,805,773	\$ 451,114	\$ 68,280	\$ 1,753,072	\$ 1,684,792	4%
INTERIM REVENUE							
FACILITY SALES							
Concession Revenue (alcohol & beverages)	42300-40-400	306,626	152,508	72,730	305,000	232,270	24%
Parking Revenue	45000-40-400	498,043	251,969	229,115	425,000	195,885	54%
Parking Revenue - Beachfront	45010-40-400	56,756	21,628	39,427	200,000	160,573	20%
Building Rental	46100-40-400	398,693	206,858	281,036	463,500	182,464	61%
Building Rental - Derby Club	46110-40-400	212,000	82,500	92,500	132,000	39,500	70%
Grounds Rental	46200-40-400	375,807	126,084	179,543	309,000	129,458	58%
Equipment Rental (chairs, tables, etc.)	46300-40-400	120,422	51,575	76,959	120,000	43,041	64%
Camping Fees	46500-40-400	17,220	1,375	14,820	17,000	2,180	87%
Reimbursable Revenue - Utilities	48500-40-400	18,874	5,216	10,962	14,845	3,883	74%
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	36,848	36,420	89,217	52,797	41%
Set-Up/Clean-Up Fees	48550-40-400	97,451	54,907	41,427	84,400	42,973	49%
Reimbursable Revenue - Fire Marshall	48560-40-400	6,780	1,800	3,360	7,441	4,081	45%
Reimbursable Revenue - Trash/Dumpster	48570-40-400	27,684	17,184	8,500	23,449	14,949	36%
Reimbursable Revenue - Other (Police Expense)	48580-40-400	46,112	39,760	2,555	43,806	41,251	6%
Other Misc Revenue	48700-40-400	568	-	-	-	-	0%
Sponsorship Revenue	48800-50-400	-	-	-	-	-	0%

Revenues

31st DAA, Ventura County Fair

Revenue Report

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	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	-	7	6,000	5,993	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	\$ 1,050,212	\$ 1,089,220	\$ 2,558,128	\$ 1,468,908	43%
SATELLITE WAGERING							
Commission	41500-20-200	234,969	128,598	109,807	200,000	90,193	55%
Parking Revenue	45000-20-200	-	-	-	24,000	24,000	0%
Prior Year Revenue	49000-20-200	2,304	2,304	-	2,235	2,235	0%
TOTAL SATELLITE WAGERING REVENUE		\$ 237,273	\$ 130,902	\$ 109,807	\$ 226,235	\$ 116,428	49%
TOTAL PRIOR YEAR REVENUE ADJ	49000-00-000	46,995	20,354	12,069	-	(12,069)	0%
TOTAL PRIOR YEAR REVENUE		\$ 46,995	\$ 20,354	\$ 12,069	\$ -	\$ (12,069)	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	2,836	1,590	20,000	18,410	8%
Interest Earnings	48710-00-000	50,340	15,250	22,455	47,462	25,007	47%
Donations	48810-00-000	-	-	-	-	-	0%
TOTAL OTHER OPERATING REVENUE		\$ 71,076	\$ 18,086	\$ 24,045	\$ 68,962	\$ 44,917	35%

Revenues

31st DAA, Ventura County Fair

Expense Report

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	Budget 2026	Balance of Budget	% Used 2026
ADMINISTRATION EXPENSE							
Salaries & Wages - Perm	50000-11-000	148,768	56,020	92,053	235,222	143,169	39%
Salaries & Wages - Temp	50100-11-000	127,665	53,915	49,911	144,135	94,224	35%
Compensated Leave	50300-11-000	24,165	-	-	41,910	41,910	0%
Employee Benefits	51000-11-000	31,368	11,341	21,492	57,768	36,276	37%
PERS Employer Contribution	51010-11-000	69,219	25,736	38,240	121,491	83,251	31%
OPEB Employer Contribution	51020-11-000	1,674	1,642	-	-	-	0%
Payroll Taxes	51100-11-000	19,208	7,799	9,850	43,179	33,329	23%
Worker's Comp Insurance	51200-11-000	31,342	12,221	12,489	32,909	20,420	38%
Unemployment Insurance	51300-11-000	20,409	8,564	3,376	42,488	39,112	8%
Current year - Bad Debt Expense	53000-11-000	-	-	-	-	-	0%
Bank / CC Charges	54000-11-000	214,576	24,249	38,723	213,572	174,849	18%
Director Expense	56000-11-000	2,227	103	92	2,500	2,408	4%
Dues & Subscription	57000-11-000	38,530	25,412	29,885	39,000	9,115	77%
Insurance	60000-11-000	335,853	133,521	144,202	339,717	195,515	42%
Other Misc Expense	65000-11-000	452	130	595	5,000	4,405	12%
Postage	67000-11-000	2,537	1,036	536	2,550	2,014	21%
Professional Services	69000-11-000	99,323	39,055	25,491	101,546	76,055	25%
Audit Cost	69010-11-000	86,255	60,150	19,575	50,000	30,425	39%
Office Supplies & Expense	74000-11-000	13,037	5,528	5,434	11,835	6,401	46%
Telephone	75000-11-000	21,123	1,888	13,949	21,035	7,086	66%
Travel / Training Expense	77000-11-000	12,425	8,427	9,834	15,000	5,166	66%
TOTAL ADMINISTRATION EXPENSE		\$ 1,300,155	\$ 476,736	\$ 515,728	\$ 1,520,857	\$ 1,005,129	34%
MAINTENANCE & GENERAL OPERATIONS							
Salaries & Wages - Perm	50000-12-000	239,496	113,824	89,401	242,814	153,413	37%
Salaries & Wages - Temp	50100-12-000	821,086	376,578	426,331	982,682	556,351	43%
Employee Benefits	51000-12-000	65,578	32,868	30,528	75,000	44,472	41%
PERS Employer Contribution	51010-12-000	203,862	95,134	108,462	215,000	106,538	50%
OPEB Employer Contribution	51020-12-000	4,427	3,850	-	9,000	9,000	0%
Payroll Taxes	51100-12-000	67,142	31,630	32,800	72,000	39,200	46%
Worker's Comp Insurance	51200-12-000	117,108	54,129	45,269	137,256	91,987	33%
Vehicle Insurance	60000-12-000	3,176	-	-	3,335	3,335	0%
Utilities - Electrical	63000-12-000	413,029	168,620	134,865	433,680	298,815	31%
Utilities - Gas/Propane	63010-12-000	24,206	11,105	15,244	25,416	10,172	60%
Utilities - Water/Sewer	63020-12-000	95,665	30,912	41,030	100,448	59,418	41%
Grounds Maintenance & Repairs	64000-12-000	96,874	43,402	97,430	101,168	3,738	96%
Equipment Maintenance	64010-12-000	72,212	29,979	39,870	69,702	29,832	57%
Professional Services	69000-12-000	119,221	35,986	64,044	284,336	220,292	23%
Equipment Rental	72000-12-000	14,109	3,648	3,519	14,500	10,981	24%
Supplies & Expenses	74000-12-000	68,277	(4,839)	60,863	91,794	30,931	66%
Telephone Expenses	75000-12-000	2,657	2,099	-	3,297	3,297	0%
Travel & Training Expenses	77000-12-000	1,786	1,204	733	3,500	2,767	21%

Expenses

31st DAA, Ventura County Fair

Expense Report

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	Budget 2026	Balance of Budget	% Used 2026
Trash/Waste Removal	78000-12-000	71,891	26,248	48,245	88,267	40,022	55%
TOTAL MAINTENANCE EXPENSE		\$ 2,501,803	\$ 1,056,376	\$ 1,238,632	\$ 2,953,195	\$ 1,714,563	42%
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	4,121	6,061	140,000	133,939	4%
Professional Services	69000-13-100	72,641	465	18,692	125,000	106,308	15%
Program Expense	70000-13-100	27,001	-	-	25,000	25,000	0%
Promotional Expense	71000-13-100	21,101	400	2,500	25,000	22,500	10%
Supplies & Expense	74000-13-100	21,552	1,660	6,673	40,000	33,327	17%
TOTAL PUBLICITY EXPENSE		\$ 247,547	\$ 6,646	\$ 33,926	\$ 359,896	\$ 325,970	9%
CONCESSION EXPENSE							
Salaries & Wages - Perm	50000-60-100	59,686	25,166	26,368	64,941	38,573	41%
Salaries & Wages - Temp	50100-60-100	31,071	10,728	13,801	46,010	32,209	30%
Employee Benefits	51000-60-100	-	-	-	1,680	1,680	0%
Payroll Taxes	51100-60-100	6,634	2,610	3,073	10,326	7,253	30%
PERS Employer Contribution	51010-60-100	22,569	8,649	12,359	32,954	20,595	38%
OPEB Employer Contribution	51020-60-100	1,022	730	-	-	-	0%
Worker's Comp Insurance	51200-60-100	9,724	3,827	3,544	12,427	8,883	29%
Professional Services	69000-60-100	40,978	3,630	-	42,458	42,458	0%
Supplies & Expense	74000-60-100	5,337	28	1,788	8,500	6,712	21%
Travel & Training	77000-60-100	467	318	1,208	3,655	2,447	33%
TOTAL CONCESSION EXPENSE		\$ 177,487	\$ 55,686	\$ 62,142	\$ 222,951	\$ 160,809	28%
ATTENDANCE OPERATIONS							
Salaries & Wages - Temp	50100-70-100	107,403	315	-	73,820	73,820	0%
PERS Employer Contribution	51010-70-100	2,633	-	-	1,659	1,659	0%
Payroll Taxes	51100-70-100	2,709	5	-	1,760	1,760	0%
Worker's Comp Insurance	51200-70-100	7,498	32	-	8,268	8,268	0%
Professional Services	69000-70-100	39,526	200	11,500	32,500	21,000	35%
Professional Services - Carnival	69010-70-100	2,253,138	-	-	-	-	0%
Security Expense	73000-70-100	967,766	-	686	996,800	996,114	0%
Supplies & Expense	74000-70-100	142,413	259	2,344	146,685	144,341	2%
Supplies & Expense - Carnival	74010-70-100	192,810	-	-	-	-	0%
Supplies & Expense - Admission	74020-70-100	1,113	-	-	1,150	1,150	0%
Salaries & Wages - Temp - Security	50100-71-100	-	-	-	-	-	0%
PERS Employer Contribution - Security	51010-71-100	-	-	-	-	-	0%
Payroll Taxes - Security	51100-71-100	-	-	-	-	-	0%
Worker's Comp Insurance - Security	51200-71-100	-	-	-	-	-	0%
TOTAL ATTENDANCE EXPENSE		\$ 3,717,008	\$ 811	\$ 14,530	\$ 1,262,642	\$ 1,248,112	1%

Expenses

31st DAA, Ventura County Fair

Expense Report

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	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	1,625	-	10,000	10,000	0%
Supplies & Expenses	74000-85-100	1,152	411	-	1,000	1,000	0%
TOTAL PREMIUM EXPENSE		\$ 115,837	\$ 2,036	\$ -	\$ 115,565	\$ 115,565	0%
EXHIBIT EXPENSE							
Salaries & Wages - Perm	50000-80-100	52,490	20,822	21,292	58,125	36,834	37%
Salaries & Wages - Temp	EXWAT	-	-	-	-	-	0%
Employee Benefits	51000-80-100	12,125	5,051	5,309	12,122	6,813	44%
PERS Employer Contribution	51010-80-100	14,244	5,340	6,690	16,281	9,591	41%
OPEB Employer Contribution	51020-80-100	852	609	-	-	-	0%
Payroll Taxes	EXPRT	3,952	1,566	1,600	3,965	2,365	40%
Worker's Comp Insurance	EXWC	5,756	2,319	1,882	6,510	4,628	29%
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	1,262	2,696	59,625	56,929	5%
Professional Services	EXPRO	106,551	377	1,379	129,650	128,271	1%
Volunteer Event	74010-80-100	3,224	-	-	3,000	3,000	0%
Travel & Training	77000-80-100	3,713	3,610	2,596	5,000	2,404	52%
Junior Fair Board Expense	65000-80-160	5,293	434	529	3,000	2,471	18%
TOTAL EXHIBIT EXPENSE		\$ 245,199	\$ 41,389	\$ 43,972	\$ 305,478	\$ 261,506	14%
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	2,670	39,088	494,050	454,963	8%
Professional Services - Rodeo	69010-75-100	7,318	-	-	7,945	7,945	0%
Supplies & Expense - Grandstands	74000-75-100	59,090	1,085	47,208	60,000	12,792	79%

Expenses

31st DAA, Ventura County Fair

Expense Report

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	Budget 2026	Balance of Budget	% Used 2026
Supplies & Expense - Grounds Acts	74010-75-100	23,148	-	150	23,150	23,000	1%
Supplies & Expense - Rodeo	74020-75-100	7,713	-	1,250	7,945	6,695	16%
TOTAL FAIR ENTERTAINMENT EXPENSE		\$ 2,347,536	\$ 3,755	\$ 87,696	\$ 2,418,246	\$ 2,330,550	4%
MISCELLANEOUS FAIR EXPENSE							
<i>ADMINISTRATION</i>							
Salaries & Wages - Perm	50000-11-100	11,527	-	-	-	-	0%
Salaries & Wages - Temp	50100-11-100	44,770	-	351	34,142	33,791	1%
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	-	5	3,263	3,258	0%
Worker's Comp Insurance	51200-11-100	4,766	-	29	3,824	3,795	1%
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	-	-	305,036	305,036	0%
Equipment Rental	72000-12-100	266,608	3,735	350	279,939	279,589	0%
Supplies & Maintenance	74000-12-100	124,764	4,076	657	100,144	99,487	1%
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	20,000	29,900	90,000	60,100	33%
Equipment Rental	72000-50-100	321	-	-	-	-	0%
Supplies & Expenses	74000-50-100	1,282	-	500	2,500	2,000	20%

Expenses

31st DAA, Ventura County Fair

Expense Report

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	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	-	294	1,500	1,206	20%
<i>OTHER FAIR</i>							
Chargebacks	54020-00-100	12,138	-	112	12,501	12,389	0%
Professional Services	69000-00-100	160,774	-	44	-	(44)	0%
Souvenir Booth Expense	74000-00-100	20,132	-	540	21,139	20,600	0%
TOTAL MISCELLANEOUS FAIR EXPENSE		\$ 1,977,812	\$ 27,811	\$ 32,781	\$ 1,905,694	\$ 1,872,913	2%
INTERIM EXPENSE							
<i>PUBLICITY</i>							
Advertising	52000-13-400	-	-	-	5,000	5,000	0%
Professional Services	69000-13-400	63,491	28,135	9,504	10,000	496	95%
Promotional Expense	71000-13-400	-	-	50	5,000	4,950	1%
Supplies & Expenses	74000-13-400	1,131	556	431	5,000	4,569	9%
Travel & Training	77000-13-400	-	-	490	-	(490)	0%
<i>FACILITY SALES</i>							
Salaries & Wages - Perm	50000-40-400	54,321	29,926	-	-	-	0%
Salaries & Wages - Temp	50100-40-400	32,300	8,963	31,144	84,600	53,456	37%
Employee Benefits	51000-40-400	14,930	8,781	6	-	(6)	0%
PERS Employer Contribution	51010-40-400	13,386	7,451	5,053	14,625	9,572	35%
OPEB Employer Contribution	51020-40-400	1,189	850	-	-	-	0%
Payroll Taxes	51100-40-400	4,300	2,228	1,449	5,723	4,274	25%
Worker's Comp Insurance	51200-40-400	9,343	4,402	2,675	9,475	6,800	28%
Professional Services	69000-40-400	48,960	1,800	4,628	54,900	50,273	8%
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	72,912	70,278	190,000	119,722	37%
Supplies & Expenses	74000-40-400	1,192	573	107	2,000	1,893	5%
Telephone	75000-40-400	713	297	300	720	420	42%
Travel & Training	77000-40-400	1,131	1,131	-	5,000	5,000	0%
Trash/Waste Removal	78000-40-400	-	-	-	-	-	0%
<i>PARKING</i>							
Salaries & Wages - Perm	50000-65-400	-	-	-	-	-	0%

Expenses

31st DAA, Ventura County Fair

Expense Report

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	Budget 2026	Balance of Budget	% Used 2026
Salaries & Wages - Temp	50100-65-400	87,885	37,403	45,391	130,752	85,361	35%
Employee Benefits	51000-65-400	-	-	-	-	-	0%
PERS Employer Contribution	51010-65-400	6,364	1,652	4,737	6,400	1,663	74%
Payroll Taxes	51100-65-400	2,969	1,039	1,758	3,117	1,359	56%
Worker's Comp Insurance	51200-65-400	9,769	4,147	4,009	14,644	10,635	27%
Equipment Maintenance	64010-65-400	-	-	-	-	-	0%
Professional Services - PK	69000-65-400	17,942	5,126	15,379	30,758	15,379	50%
Supplies & Expense - Main Lot	74000-65-400	127	-	168	1,750	1,582	10%
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	5,000	-	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	-	-	(2,272)	-	2,272	0%
TOTAL INTERIM EXPENSE		\$ 842,345	\$ 222,393	\$ 195,553	\$ 868,044	\$ 672,491	23%
SATELLITE WAGERING EXPENSE							
CARF Dues	57000-20-200	16,000	-	-	16,000	16,000	0%
Grounds Maintenance & Repairs	64000-20-200	20,424	16,408	8,374	20,424	12,050	41%
Equipment Maintenance	64010-20-200	-	-	-	-	-	0%
Professional Services	69000-20-200	5,500	450	8,494	5,500	(2,994)	154%
Supplies & Expenses	74000-20-200	561	-	7,367	515	(6,852)	1430%
Trash Removal	78000-20-200	-	-	-	-	-	0%
Prior Year Expenses	80000-20-200	-	-	-	-	-	0%
TOTAL SATELLITE WAGERING EXPENSE		\$ 42,485	\$ 16,858	\$ 24,235	\$ 42,439	\$ 18,204	57%
EQUIPMENT EXPENSE							
Non Capitalized(cost less than \$5000 and life less than one year							
Equipment Funded by Fair	87500-00-000	41,745	10,674	16,258	53,725	37,467	30%
TOTAL EQUIPMENT EXPENSE		\$ 41,745	\$ 10,674	\$ 16,258	\$ 53,725	\$ 37,467	30%

Expenses

31st DAA, Ventura County Fair

Expense Report

May 31, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 5/31/25	Current YTD 5/31/26	Budget 2026	Balance of Budget	% Used 2026
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT							
Prior Year Adjustments	80000-00-000	32,054	31,253	11,930	26,765	14,835	45%
PRIOR YEAR OPERATING EXPENSE		\$ 32,054	\$ 31,253	\$ 11,930	\$ 26,765	\$ 14,835	45%
CASH SHORTAGES & OVERAGES							
Cash +/- Interim	85000-00-000	(5,400)	(1,916)	(3,468)	-	3,468	0%
CASH (OVER)/UNDER		\$ (5,400)	\$ (1,916)	\$ (3,468)	\$ -	\$ 3,468	-
DEPRECIATION EXPENSE							
Depreciation	90000-00-000	244,485	90,793	100,477	265,350	164,873	38%
Prior Year Depreciation Expense	80010-00-000	673	339	-	-	-	0%
TOTAL DEPRECIATION EXPENSE		\$ 245,158	\$ 91,132	\$ 100,477	\$ 265,350	\$ 164,873	38%
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

May 31, 2026

DETAIL	Account Number	Actual 2025	Current YTD 5/31/26	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	7	6,000	5,993
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	(134)	323,470	323,604
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	(2,272)	0	2,272
TOTAL EXPENDITURES		279,433	(2,272)	279,830	282,102
OKTOBERFEST NET INCOME					
		76,442	2,138	43,640	41,502

Oktoberfest

31st DAA, Ventura County Fair
Junior Livestock Auction
May 31, 2026

DETAIL	Account Number	Actual 2025	Current YTD 5/31/26	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	250	25,000	24,750
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	250	200,000	199,750
AUCTION EXPENDITURES:					
Bad Debt Expense	53000-30-300	0	0	0	0
Bank/CC Charges	54000-30-300	18,190	133	18,000	17,867
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	93	30,000	29,907
Lunch Expense	74010-30-300	21,929	0	24,000	24,000
Prior Year Expense	80000-30-300	0	2,912	0	(2,912)
Cash Shortage/Overage	85100-30-300	0	0	0	0
Equipment Expense	87500-30-300	0	0	0	0
TOTAL EXPENDITURES		131,198	3,138	140,500	137,362
NET JLA INCOME		131,041	(2,888)	59,500	62,388
ENDING RESOURCES: 5/31/2026	25100-30-300	\$ 837,149	\$ 834,261		

31st DAA, Ventura County Fair
Capital Assets
May 31, 2026

DESCRIPTION	Date	Reference	Balance
PROPERTY, PLANT & EQUIPMENT AS OF:	1/1/2026		21,141,868
ACQUISITIONS OF FIXED ASSETS:			
Land		19100-00-000	-
Buildings & Improvements:		19200-00-000	-
Construction in Progress:		19000-00-000	151,333
PSPS Project	19000-00-000	771	
Raceway Bleachers	19000-00-900	18,702	
Grounds Bathroom Remodels	19000-00-903	-	
Ag Building Improvement	19000-00-907	3,395	
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	
Anacapa Side Eaves Project	19000-00-926	8,689	
San Miguel Side Eaves Project	19000-00-927	8,633	
Derby Club A/C	19000-00-928	38,867	
Manhole Cover	19000-00-929	50,339	
Equipment		19300-00-000	18,000
Other Fixed Assets			
Other (provide description):			
TOTAL ACQUISITIONS OF FIXED ASSETS			169,333
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:	5/31/2026		\$ 21,311,201
DEPRECIATION:			
Accumulated Depreciation as of:	1/1/2026		15,675,826
Less: A/D on Dispositions of Fixed Assets above			
Add: Monthly Depreciation Expense	DEPRE	90000-00-000	100,477
ACCUMULATED DEPRECIATION as of:	5/31/2026		\$ 15,776,302
PROPERTY, PLANT & EQUIPMENT, NET OF DEPRECIATION:	5/31/2026		\$ 5,534,899
DEBT (ASSOCIATED WITH FIXED ASSETS)	5/31/2026	25000-00-000	-
NET RESOURCES-CAPITAL ASSETS (less related debt):	5/31/2026		\$ 5,534,899

31st DAA, Ventura County Fair
Satellite Wagering
May 31, 2026

DETAIL	Account Number	Actual 2025	Current YTD 5/31/26	Budget 2026	Balance of Budget
REVENUES:					
Admission Revenue	40000-20-200	0	0	0	0
Commission Revenue	41500-20-200	234,969	109,807	200,000	90,193
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	109,807	226,235	116,428
EXPENDITURES:					
CARF Dues	57000-20-200	16,000	0	16,000	16,000
Grounds & Maintenance Repairs	64000-20-200	20,424	8,374	20,424	12,050
Equipment Maintenance	64010-20-200	0	0	0	0
Professional Services	69000-20-200	5,500	8,494	5,500	(2,994)
Supplies & Expense	74000-20-200	561	7,367	515	(6,852)
Trash Removal	78000-20-200	0	0	0	0
Prior Year Expense	80000-20-200	0	0	0	0
TOTAL EXPENDITURES		42,485	24,235	42,439	18,204
NET SATELLITE WAGERING PROFIT/LOSS					
		194,788	85,572	183,796	98,224



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE

Karen Ross, Secretary

June 19, 2026

F2026-04

TO: All District Agricultural Association and County Fairground CEOs

SUBJECT: Department of Housing and Community Development RV and Mobile Home Park Requirements

Department of Housing and Community Development RV and Mobile Home Park Requirements and Regulations Effect on District Agricultural Associations and County Fairgrounds

The Department of Housing and Community Development (HCD) is a state agency that oversees and regulates various aspects of California housing, including recreational vehicle (RV) and mobile home parks. HCD obtains its statutory authority to oversee mobile home and RV park operation through the Mobilehome Parks Act and Special Occupancy Parks Act (the Acts).^{1,2} Under the Acts, HCD is the designated enforcement agency authorized to adopt regulations to enforce the Acts' provisions.

The Legislature provided an exemption that the Acts do not apply to any parks or camping areas owned, operated, or maintained by the federal government, state government, any agency or political subdivision of the state, or any city, county, or city and county.^{3,4} As a result, District Agricultural Associations (DAAs) and County Fairgrounds that operate mobile home parks or RV parks are generally exempt from HCD regulations adopted under the Mobilehome Parks Act and Special Occupancy Parks Act.

The exemption applies to the HCD Park Manager Training Program (PMTP), which was enacted under SB 869 in 2022.⁵ The PMTP regulations require mobile home and RV parks to employ a manager who holds a specific HCD training certificate. The regulations took effect May 1, 2025, and enforcement began May 1, 2026. The PMTP requirements do not apply to DAA and County Fairground mobile home or RV parks.

¹ Mobilehome Parks Act (Health & Saf. Code, §§ 18200-18712).

² Special Occupancy Parks Act (Health & Saf. Code, §§ 18860-18874).

³ Mobilehome Parks Act (Health & Saf. Code, § 18303) statutory exemption for state and county mobile home parks.

⁴ Special Occupancy Parks Act (Health & Saf. Code, § 18865.4) statutory exemption for state and county RV parks.

⁵ Sen. Bill No. 869 (2021-2022 Reg. Sess.) § 662; HCD Park Manager Training Program Regulations (Cal. Code Regs., tit. 25, § 2800 et seq.).



June 19, 2026

Fairgrounds that receive noncompliance notifications from third-party training entities may inform the entity that state- and county-owned, operated, and maintained parks are exempt from the HCD Park Manager Training Program Requirements.

The exemption also extends to other HCD regulations under the Acts, including the requirement that all mobile home and RV parks must register with HCD to obtain a permit to operate.^{6,7} DAA and County Fairground parks are not required to register with HCD or obtain an HCD permit.

While the Acts establish a broad exemption for parks owned, operated, or maintained by state or county government entities, the exemption may not apply universally. The Legislature and state agencies regularly amend and enact laws and regulations, so Fairgrounds should not assume automatic exemption from all housing-related requirements. Fairgrounds are encouraged to consult CDFA Legal for any questions regarding mobile home and RV park statutes and regulations at CDFA.LegalOffice@cdfa.ca.gov.

Sincerely,



Mike Francesconi, Branch Chief
Fairs & Expositions Branch

⁶ HCD Mobile Home Park Regulations (Cal. Code Regs., tit. 25, § 1006.5) permitting requirement.

⁷ HCD Special Occupancy Park Regulations (Cal. Code Regs., tit. 25, § 2006.5) permitting requirement.



STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
26-121	Surf Rodeo	Grounds Decorations/Speakeasy & Gardens	\$ 9,000.00
26-172	Island Brewing Company	Gardens Signage	\$ 600.00
26-173	Ventucky Stompers	Grounds & Grandstand Entertainment	\$ 2,500.00
26-174	Michael Jay & Leticia	Grounds Entertainment	\$ 1,000.00
26-175	Fina Lealtad	Grounds Entertainment	\$ 1,000.00
26-176	Iration Music, LLC.	GrandStand Entertainment	NTE \$125,000.00
26-177	JW Enterprises	3-Year Portable Restroom Rental & Pumping Services	NTE \$153,535.14
26-178	Groove Town Band	Grounds Entertainment	\$ 600.00
26-179	Buddy Greenbloom & the Gothic Cowboys Band	Grounds Entertainment	\$ 1,000.00
26-180	Tarantula Hill Brewing Co.	Gardens Signage	\$ 600.00
26-181	Ralph Sandoval - Concessions Audit	Concessions Audit	\$ 900.00
26-182	Jay Byam/Spire Productions	Grounds Entertainment	\$ 2,000.00
26-183	City Center	Bag Check & Clear Bag Sales Operations	\$ 4,500.00
26-184	Topa Topa Brewing Company	Gardens Signage	\$ 600.00
26-185	Suesuesudio, Inc.	GrandStand Entertainment	NTE \$40,000.00
26-186	Switchfoot Touring, Inc.	GrandStand Entertainment	NTE \$60,000.00
26-187	365 Touring International, Inc.	GrandStand Entertainment	NTE \$300,000.00
26-188	Nate Smith Touring Inc.	GrandStand Entertainment	NTE \$125,000.00
26-189	Ventura Coast Brewing Co.	Gardens Signage	\$ 600.00
26-190	Hologram Empire LLC	Grounds Entertainment	\$ 600.00
26-191	Dan Sindel Music	Grounds Entertainment	\$ 1,500.00
26-192	Cydeways Band	Grounds Entertainment	\$ 1,500.00
26-193	Joco Band	Grounds Entertainment	\$ 600.00
26-194	Dadbod Confessional	Grounds Entertainment	\$ 500.00
26-195	GI Security	VCF Security Services	NTE \$ 121,500.00
26-196	Carmen Martinez	VCF Security Operations Supervisor Services	\$ 5,000.00
26-197	Javier Martinez	VCF Security Operations Supervisor Services	\$ 5,000.00
26-198	Mike Jennings	Lead Electrician	\$54/hr.
26-199	Transmission Brewing	Gardens Signage	\$ 600.00
26-200	Crew Protection	Fairtime Security	NTE \$162,000.00
26-201	Medallion Protective Services	Fairtime Security	NTE \$157,000.00
26-202	Black Canyon Band	Grounds Entertainment	\$ 500.00
26-203	Ventura Spirits	Gardens Signage	\$ 600.00

STANDARD AGREEMENTS

26-204	Energen	Gardens Signage	\$ 600.00
26-205	Kainoa Tiger & Aloha 805	Pre-party Grounds Entertainment	\$ 1,000.00
26-206	Looking West	Pre-party Grounds Entertainment	\$ 700.00
26-207	SkaDaddyZ	Pre-party Grounds Entertainment	\$ 1,000.00
26-208	NextMove	Content Creator - Marketing	\$ 5,000.00
26-209	Dr. Mike	Large Livestock Veterinarian	NTE \$12,000.00
26-210	Gavin Gray Band	Pre-party Grounds Entertainment	\$ 1,000.00
26-211	Kristina Marsh	Youth Interim Superindendent	\$ 4,400.00
26-212	Sheryl Jo Bedal	Youth Team	\$ 550.00
26-213	Cindy Hernandez	Youth Team	\$ 3,000.00
26-214	Diana Anguiano	Youth Team	\$ 500.00
26-215	Melinda Hernandez	Youth Team	\$ 1,000.00
26-216	DNA Band	Pre-party Grounds Entertainment	\$ 1,000.00
26-217	Blue Pacific Event Services	Security Team Development	\$ 3,000.00
26-218	Advanced Tactical Training Institute	Security Team Development	\$ 3,000.00
26-219	Beachnotes	Grounds Entertainment	\$ 600.00

Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT	LOCATION
26-033	Flores Wedding	Wedding reception	\$ 6,092.00	10/17/2026	San Nicholas Hall, McBride Hall
26-081	Steve-Bob	Surfer's point filming	\$ 257.50	6/10/2026	Surfers Point
26-092	County of Ventura Sheriff Office Mounted Enforcement Unit	Training	\$ 1,200.00	7/9/2026	Morgan Arena

Concessions Agreements

Contract #	Company	Fee
26-087	Cold Star Ice	Flat \$1056.50
26-230	J&B Family Affair	\$2,160.00
26-239	Serenity Plants	\$380.00
26-243	The Jerky Society	\$1,200.00
26-248	Free Sky Power	\$1,400.00
26-249	Lee's Activity Workshop	\$510.00
26-250	GP Snacks	\$5,350.00
26-251	OMG Face Painting	\$450.00
26-258	Ventura College	\$145.00
26-261	Eagle Vision Outreach	\$820.00
26-262	Swish's Corner	\$1,550.00
26-265	West Coast Innovations - Toys	\$1,500.00
26-268	Salty Sweet Kettle Korn	\$1000/21% net sales
26-273	Airbrush Las Vegas	\$1,500.00

JUDGING AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	DEPARTMENT	JUDGING	Amount
26-11	Steve Wolfe	Gems & Hobbies	Petrified wood, polishing slabs, geodes judging	\$ 80.00
26-12	Allen Pettey	Large Livestock	Open Sheep	\$ 2,000.00
26-13	Elizabeth Henning	Large Livestock	Dairy Goat	\$ 2,000.00
26-14	Dan Laney	Large Livestock	Dairy Goat	\$ 1,800.00
26-15	SKYLAR SCOTTEN	Large Livestock	Junior Livestock Market Shows	\$ 4,000.00

July CEO Report

Surfers Point Managed Retreat Project

This project continues to remain ongoing. I met the City Manager to see about getting assistance to get the action items finalized. Since then, I have been in touch with the Deputy Director of the Public Works Department and have communicated the action items. I have also coordinated with the City's Recreation Supervisor for the art installation. They are tentatively scheduled to pour the foundation August 25th to the 28th and the sculpture install September 21st to the 23rd. Once I get a final confirmation, the board will be informed.

In regard to the Coastal Commission amendment application, I reached out again for an update and they informed me that their staff are still reviewing and discussing it internally and anticipates providing an update by the end of the week.

Grants

We are still looking at a couple of grants and re-strategizing our approach to focus on the underground infrastructure. I have expressed our immediate needs, so Ms. Wynegar is actively looking for emergency water funding.

2026 Fair

Ticket sales continue to perform strongly, and we have entered our final presale pricing tier, which runs through July 28. For guests who prefer not to purchase tickets online, onsite presale ticket sales will be available during the four days leading up to the Fair, allowing them to take advantage of discounted presale pricing.

The Credentials Department is fully operational and open for packet pick-up. This location will also serve as the Fair's Will Call office, replacing the Front Office location. Centralizing these functions will improve traffic flow and streamline the credential and ticket pick-up process. As a reminder, the Credentials/Will Call office is located in front of the Gems & Minerals Building, adjacent to the Partner Gate.

Carnival ride installation is underway in both the Main Midway and Cub Country (Kiddieland). I have been working closely with Mr. Helm to ensure ride placement in the Main Midway is consistent with the engineer's recommendations.

Invitations for Taste of the Fair have been emailed out, and we have received an excellent response. As a reminder, the event will be held on Tuesday, July 28, at 6:00 p.m.

Board bags will be distributed at Tuesday's meeting. If you have any questions, please contact me or Ms. Pineda.

Next week, staff will participate in emergency preparedness training focused on responding to potential incidents during the Fair. The training will also include radio communication protocols and etiquette to ensure clear, effective communication among staff.

Additionally, we will be holding our annual public safety coordination meeting with our first responder partners, including the Ventura Police Department, Ventura City Fire Department, CHP, and other public safety agencies, to review Fair operations, emergency response procedures, and interagency coordination.

Bids

We will be releasing the Talent Buyer RFP on Monday, and I am awaiting legal's feedback on the Food and Beverage RFP so we can release that one as well.

Projects

Most of the surveillance cameras have been installed around the fairgrounds for added security. There were about 50 new ones.

The Maintenance Department has been proactively replacing torn and weathered shade cloth along the Fairgrounds perimeter fencing while also repainting buildings and other high visibility areas to enhance the overall appearance of the grounds as we prepare for the upcoming Fair.

Mr. Naylor has completed the new Gate 1 entrance sign. The finished product looks outstanding and provides an enhanced, welcoming appearance at the Fairgrounds' main entrance.



Foundation

The Foundation continues to be an invaluable partner to the Fairgrounds and has recently funded several projects, including repairs to the Equestrian Center fencing, the construction of a shade structure over the ADA viewing platform at the Morgan Arena, and renovations to the livestock wash rack area.

I am incredibly grateful for the Foundation's ongoing commitment to enhancing our facilities and supporting the long-term success of the Fairgrounds. I encourage each of you to visit these projects and see firsthand the positive improvements.

Exhibits Report

Emilee Inez

- **Entry Trends:** We finished our general entry on July 10th with over 8,000 entries! Up from last year dramatically!
- **Auction:** July Auction Committee meeting was very well attended, and we are excited to see what this year has in store! Thank you to all of the Directors that were able to join us!
- **Junior Fair Board:** Junior Fair Board is gearing up for Fair! Working on game posters and finishing their volunteer hours!

Concessions Report

Madalyn Johnson

- We are setting up all 74 concessions stands and placing over 100 vendors, partners and community groups!
- Financially, with food and commercial we are at \$498,000. Food booth rent will come at the end of Fair as well.
- We are working on 3 new vendors for both Pre-Party and VIP areas for the music and Rodeo.

Sales Report

Sara Gutierrez

Sales Office Report 06/10/2026 – 07/16/2026

On the Edge had their summer Home Expo but this time around he added a Food & Wine twist. We also had the pleasure of assisting Bike the Coast who held their first bike race in Ventura with parking and a starting point. We ended that weekend with a private graduation party in Santa Rosa.

We held our hiring day to start the prep for our fair. CalFire and Ventura Fire had firework training in our arena.

Swap meet was able to continue until 07/15/26 and is on pause until 08/26/26. We had the Tri County Ropers held their competition in our Morgan Arena. Lastly, we had Gamer Festival for the first time here with us. It was a huge success.

Event Stats:

On the Edge: 06/12/26-06/14/26 (San Miguel & Anacapa)

- Rental Invoice – \$17,380
- Public event

Bike the Coast: 06/13/26 (Partial Lot A)

- Rental invoice - \$500
- Public event

Jazmin Reyes Grad: 06/13/26 (Santa Rosa Hall)

- Rental Invoice - \$3,502
- Private event

Ventura Fire Department: 06/11/26 (McBride & Arena)

- Rental Invoice - \$1,024
- Private event

Tri County Ropers: 06/18/26 – 06/22/26 (Morgan Arena)

- Rental invoice - \$2,000
- Private event

Gamer Festival: 06/20/26 – 06/21/26 (Santa Cruz)

- Rental invoice - \$6,328.00
- Public event

NAWCC Watch & Clock: 06/06/26 (Santa Rosa)

- Rental invoice - \$3,215
- Public event

Upcoming Events:

THE FAIR!

Maintenance Report

Gerry Duran and Jennifer Lindsay

Current Projects:

Completion Date

- | | |
|---|-------------------|
| • Fair preparations – all grounds | 7/29/2026 |
| • Prep & set concert arena, remove blocks for concert entrances & viewing | 7/29/2026 |
| • Place all vendor trailers | 7/29/2026 |
| • Beautify grounds – landscaping | 7/29/2026 |
| • Paint touchups | 7/29/2026 |
| • Prep artist backstage area & ticket booths | 7/29/2026 |
| • Place portable toilets | 7/29/2026 |
| • Concert/ rodeo turnover | 8/5/26 – 8/7/26 |
| • Fair teardown and load out | 8/10/26 – 8/16/26 |

Upcoming Projects:

- | | |
|---|----------------|
| • Post Fair: Set up Throwdown Cornhole Tournament | 7/1/26-8/15/26 |
|---|----------------|