



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, August 25th, 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. July 21st, 2026 Board Meeting Minutes



VII. Financial Reports (discussion and/or approval)

A. Financials ending June 30th, 2026

VIII. Old Business

A. Surfer's Point Update

B. 2026 Fair Recap

IX. Board Correspondence

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, July 21st, 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 9:05 a.m. and called to order by President Ceja.

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

Absent: Leslie Cornejo

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

Guests Present: None

Director Mack disclosed a conflict of interest and recused herself from item X, Consent Agenda, due to her involvement with an organization listed on the concessions agreements.

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

There were no public comments.

V. Presentations - None

VI. Meeting Minutes (discussion and/or approval)

A. June 23rd, 2026 Board Meeting Minutes

MOTION: To approve the June 23rd, 2026 Board Meeting minutes.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Chess (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 May 31st, 2026.

CEO Ortiz noted that the deferred revenue will be \$1.9M despite there being a NET decrease in the May financials.

MOTION: To approve Financials ending May 31st, 2026.

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

VIII. Old Business

A. Surfer's Point Update

CEO Ortiz received a response from the City of Ventura's Public Works Department regarding the outstanding items on the Surfers Point Phase II Project. City staff will be reaching out soon to schedule a meeting to work collaboratively toward closing out the project and updating the MOU. Fair staff has filed the amended application to the Coastal Commission for the beach lot parking increase, which will go through a hearing for review. CEO Ortiz is hopeful for an update by the end of September.

B. 2026 Fair Update

CEO Ortiz shared that the staff is continuing fair execution and set up and is excited to see all the hard work come to fruition next week.

Megan Hook – Marketing and Sponsorships

Ms. Hook stated that pre-sale ticketing surpassed sales of last year. Advertising for radio, TV, and streaming have begun for the fair, in English and in Spanish. She shared that there is also an ad on a billboard on Highway 101. Production for programs and signage continue as well.

Emilee Inez - Exhibits Supervisor

Ms. Inez reported that Entry Weekend was a success, with nearly 8,400 entries, which is 1,000 more entries than what was entered last year. She anticipates the numbers to climb with the addition of accepting day-of entries. She shared that the superintendents did a great job advocating this year, by attending camera clubs and quilting guilds, as well as helping exhibitors submit their entries online.

Jason Amelio – Arena and VIP Manager

Mr. Amelio reported that the arena continues preparations for the VIP area. He is excited to see what changes will be made from last year. The maintenance team continues their hard work with set-up. The sales team is working hard in the credentials department and in camping.

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.

CEO Ortiz summarized that the memo determined the RV and Mobile Home Park requirements does not apply to DAA's.

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

CEO Ortiz noted that the concessions agreements was amended with last-minute changes and updated copies have been provided to the Board as well as the public.

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

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

Director Mack abstained from the vote due to her involvement with an organization on the concession agreements list.

XI. CEO Report

- The Player's Casino is working to obtain their construction permits from the City of Ventura. They are still planning to move out by January 1st, 2027. CEO Ortiz has notified the CDFA legal team in case new terms are needed.
- CEO Ortiz mentioned that the Fairgrounds Foundation had made improvements to the equestrian center, and donated money to buy a new sound system for the auction barn. They have also donated money to improve the wash rack for livestock.
- CEO Ortiz reported that a mural will be painted on the back of the Oak View Group office trailer, across the Morgan Arena bleachers, and should be completed in time for the fair.

XII. President's Report

- President Ceja shared that he attended 3 City Council meetings with members of the Junior Fair Board and he looks forward to attending more in the future.
- He expressed his excitement for the fair.

XIII. Director's Comments

Director Chess

- Director Chess gave a shout out to Emilee for her great work with the Junior Fair Board.
- She also thanked Ms. Pineda for her help.

Director Mack

- Director Mack commented on how great the new sign at Gate 1 looks.
- She said she looks forward to the art installation at Surfer's Point.

Vice President Martinez

- Vice President Martinez expressed how wonderful it is to see the fairgrounds activated for its intended use.
- She gave kudos to the entire staff.

Director Morgan-Carter

- Director Morgan-Carter echoed the excitement for the fair.
- She enjoyed attending the Moorpark and Simi Valley City Council meetings to present the fair poster.
- She thanked everyone for their hard work.

Director Lacayo

- Director Lacayo thanked the entire staff and the board for their hard work and looks forward to a successful fair.

Director Long

- Director Long expressed his excitement for the fair and is proud of the staff's hard work.
- He commented on the great job the Junior Fair Board did at the City Council meetings.

XIV. Future Agenda Items – None

XV. Closed Session

There was no closed session that took place.

XVI. Report Out of Closed Session – None

XVII. Adjourn

The meeting was adjourned at 9:38 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
June 30, 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	6/30/2026	various	1,617,871
State (Local/Base) Allocation(s) (F&E)	6/30/2026	31200	-
Training Allocation & Other Fiscal & Admin Assistance (F&E)	6/30/2026	31300	-
Capital Project Reimbursement Funds	6/30/2026	31900	20,560
One-time Revenue Sources (fire camp, sale of property)	6/30/2026	32500	16,444
Contributions from Other Gov't (non-F&E) Sources	6/30/2026	33000	-
Other (e.g. Flex Capital)	6/30/2026	34000	350
TOTAL RESOURCES ACQUIRED			1,655,224
RESOURCES APPLIED:			
Operating Expenditures	6/30/2026	various	2,800,950
Depreciation Expense	6/30/2026	90000	120,572
Pension Expense	6/30/2026	96000	-
OPEB Expense	6/30/2026	96100	-
TOTAL RESOURCES APPLIED			2,921,522
INCREASE/(DECREASE) IN NET RESOURCES DURING THE YEAR			(1,266,298)
TOTAL NET RESOURCES, Ending			
Net Resources-Unrestricted	6/30/2026	29100	2,584,191
Unrestricted Net Position - Pension/OPEB	6/30/2026	29400	(1,320,902)
Net Resources-Restricted	6/30/2026	29300	-
Net Resources-Capital Assets, Less Related Debt	6/30/2026	29000	5,678,824
TOTAL NET RESOURCES, Ending			\$ 6,942,114
Unrestricted Reserve Percentage			92.26%

31st DAA, Ventura County Fair
Statement of Net Position
June 30, 2026

ASSETS

CURRENT ASSETS

Cash - Unrestricted	5,444,295
Cash - Junior Livestock Auction	315,116
Accounts Receivable, Net of Allowance for Doubtful	791,525
JLA Accounts Receivables, Net of Allowance for Doubtful	48,812
Deferred Expenses	101,667
JLA Deferred Expenses	4,594

TOTAL CURRENT ASSETS	6,706,010
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FIXED ASSETS

Land	282,915
Construction in Progress	2,014,524
Buildings & Improvements, Net of Accumulated Depreciation	3,200,749
Equipment, Net of Accumulated Depreciation	180,636

TOTAL FIXED ASSETS	5,678,824
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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
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TOTAL ASSETS	\$ 13,202,350
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LIABILITIES & NET RESOURCES

LIABILITIES

Special Event Insurance	-
Accounts Payable	426,173
JLA Accounts Payable	4,594
Sales Tax Payable	-
Payroll Liabilities	81,814
Drug Fees	-
Deferred Revenue	1,977,733
JLA Deferred Revenue	-
Guaranteed Deposits	137,997
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	5,349,631
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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
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NET RESOURCES

Junior Livestock Auction Reserve	840,897
Net Resoures - Unrestricted	\$2,584,191
Unrestricted Net Position - Pension/OPEB	(1,320,902)
Net Resources - Restricted	-
Net Resoures - Capital Assets, Less Related Debt	\$5,678,824

TOTAL NET RESOURCES	7,783,011
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TOTAL LIABILITIES & NET RESOURCES	\$ 13,202,350
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31st DAA, Ventura County Fair
Cash & Cash Equivalents
June 30, 2026

CURRENT CASH

Petty Cash	176.44	
Total Petty Cash		\$176.44
Changefund	0.00	
Changfund - Parking	6,009.95	
Total Changefund Cash		\$6,009.95
Cash - Operating BOFA#0920	1,711,822.95	
Cash - Operating MB#5168	1,988,601.57	
Total Operating Cash		\$3,700,424.52
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	19,265.49	
Total Payroll Cash		\$23,688.26
Cash - Savings	0.00	
Cash - Savings MB#5192	1,655,027.07	
Total Savings Cash		\$1,655,027.07
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	302,835.66	
Total JLA Cash		\$315,116.48
TOTAL CASH		\$5,759,412

CURRENT ACCOUNTS RECEIVABLES

Accounts Receivable	799,941.86	
Allowance for Doubtful Account	(8,646.75)	
Employee AR	229.45	
Total Net General Accounts Receivables		\$791,524.56
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		\$840,337

TOTAL CASH & CASH EQUIVALENTS	\$6,599,749
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31st DAA, Ventura County Fair

Income Statement

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/2025	Current YTD 6/30/26	Budget 2026	Balance of Budget	% Used 2026
OPERATING REVENUES:							
Admission Revenues	ADMIS	2,886,963	460,584	-	2,881,245	2,881,245	0%
Commercial Space	COMSP	423,795	-	-	402,000	402,000	0%
Carnival Revenues	CARN	3,959,687	168,770	-	1,958,400	1,958,400	0%
Concession Revenues	CSREV	1,214,645	6,323	3,955	1,165,200	1,161,245	0%
Exhibit Revenues	EXREV	98,885	1,840	100	91,700	91,600	0%
Horse Show Revenues	HSREV	-	-	-	5,000	5,000	0%
Entertainment Revenues	ETREV	888,520	237,949	-	885,130	885,130	0%
Miscellaneous Fair Revenues	MFREV	1,805,773	501,870	97,192	1,753,072	1,655,880	6%
Facility Sales - Interim Revenues	INTRE	2,639,944	1,158,481	1,334,054	2,558,128	1,224,074	52%
Satellite Wagering Revenues	SWREV	237,273	144,486	140,559	226,235	85,676	62%
Prior Year Revenue	PYREV	46,995	20,354	13,069	-	(13,069)	0%
Other Revenues	OTREV	71,076	23,314	28,943	68,962	40,019	42%
TOTAL OPERATING REVENUES		\$ 14,273,555	\$ 2,723,972	\$ 1,617,871	\$ 11,995,072	\$ 10,377,201	13%
OPERATING EXPENDITURES:							
Administration Expenses	ADEXP	1,300,155	562,655	615,611	1,520,857	905,246	40%
Maintenance Expenses	MNEXP	2,501,803	1,335,900	1,492,547	2,953,195	1,460,648	51%
Publicity Expenses	PBEXP	247,547	45,438	57,321	359,896	302,575	16%
Concession Expenses	CSEXP	177,487	67,074	75,014	222,951	147,937	34%
Attendance Expenses	ATEXP	3,717,008	3,149	20,390	1,262,642	1,242,252	2%
Premium Expenses	PREXP	115,837	3,711	-	115,565	115,565	0%
Exhibit Expenses	EXEXP	245,199	51,546	54,092	305,478	251,386	18%
Horse Show Expenses	HSEXP	-	-	-	5,000	5,000	0%
Entertainment Expenses	ETEXP	2,347,536	46,949	101,696	2,418,246	2,316,550	4%
Miscellaneous Fair Expenses	MFEXP	1,977,812	41,187	80,950	1,905,694	1,824,744	4%
Facility Sales - Interim Expenses	INTEX	842,345	313,535	240,752	868,044	627,292	28%
Satellite Wagering Expenses	SWEXP	42,485	24,912	36,314	42,439	6,125	86%
Equipment Expenses	EQUIP	41,745	29,303	18,517	53,725	35,208	34%
Prior Year Expenses	PYEXP	32,054	31,253	11,930	26,765	14,835	45%
Cash Over/Short	CAOS	(5,400)	(2,172)	(4,184)	-	4,184	0%
TOTAL OPERATING EXPENSES		\$ 13,583,613	\$ 2,554,439	\$ 2,800,950	\$ 12,060,497	\$ 9,259,547	23%
NET OPER PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		\$ 689,942	\$ 169,533	\$ (1,183,079)	\$ (65,425)	\$ 1,117,654	1808%
Depreciation	90000	245,158	109,291	120,572	265,350	144,778	45%
Pension Expense	96000	(87,194)	-	-	-	-	0%
OPEB Expense	96100	65,819	-	-	-	-	0%
NET OPER PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ 466,159	\$ 60,242	\$ (1,303,651)	\$ (330,775)	\$ 972,876	394%
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	16,444	-	(16,444)	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	\$ 170,089	\$ (1,145,726)	\$ 61,575	\$ 1,207,301	-1861%
NET PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		\$ 660,709	\$ 60,798	\$ (1,266,298)	\$ (203,775)	\$ 1,062,523	621%

Income Statement

31st DAA, Ventura County Fair

Revenue Report

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	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	424,184	-	540,000	540,000	0%
Presale Admissions - Livestock	40110-00-100	41,680	36,400	-	40,430	40,430	0%
TOTAL ADMISSION TO GROUNDS		\$ 2,886,963	\$ 460,584	\$ -	\$ 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	150	-	1,958,400	1,958,400	0%
Carnival - Presale	40510-00-100	464,355	168,620	-	-	-	0%
Other Misc Revenue - Carnival	40520-00-100	-	-	-	-	-	0%
TOTAL CARNIVAL REVENUE		\$ 3,959,687	\$ 168,770	\$ -	\$ 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	4,325	3,955	4,500	545	88%
TOTAL CONCESSION REVENUE		\$ 1,214,645	\$ 6,323	\$ 3,955	\$ 1,165,200	\$ 1,161,245	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	1,275	100	7,500	7,400	1%
TOTAL EXHIBIT REVENUE		\$ 98,885	\$ 1,840	\$ 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

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	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	20,000	-	22,000	22,000	0%
Presale Admission - Concerts	40120-75-100	412,826	217,949	-	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	\$ 237,949	\$ -	\$ 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	65,771	69,545	222,365	152,820	31%
Garden Signage Sponsor	48800-00-100	6,525	2,600	-	6,330	6,330	0%
Donations Revenue	48810-00-100	944	-	-	-	-	0%
Sponsorship Revenue	48800-50-100	488,630	433,499	27,615	450,000	422,385	6%
TOTAL MISCELLANEOUS FAIR		\$ 1,805,773	\$ 501,870	\$ 97,192	\$ 1,753,072	\$ 1,655,880	6%
INTERIM REVENUE							
FACILITY SALES							
Concession Revenue (alcohol & beverages)	42300-40-400	306,626	162,425	72,730	305,000	232,270	24%
Parking Revenue	45000-40-400	498,043	280,895	282,855	425,000	142,145	67%
Parking Revenue - Beachfront	45010-40-400	56,756	23,285	53,809	200,000	146,191	27%
Building Rental	46100-40-400	398,693	220,422	319,024	463,500	144,476	69%
Building Rental - Derby Club	46110-40-400	212,000	101,000	111,000	132,000	21,000	84%
Grounds Rental	46200-40-400	375,807	143,960	237,549	309,000	71,451	77%
Equipment Rental (chairs, tables, etc.)	46300-40-400	120,422	59,314	98,689	120,000	21,311	82%
Camping Fees	46500-40-400	17,220	1,485	15,085	17,000	1,915	89%
Reimbursable Revenue - Utilities	48500-40-400	18,874	5,466	13,982	14,845	863	94%
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	40,979	46,188	89,217	43,029	52%
Set-Up/Clean-Up Fees	48550-40-400	97,451	60,507	57,706	84,400	26,694	68%
Reimbursable Revenue - Fire Marshall	48560-40-400	6,780	1,800	5,380	7,441	2,061	72%
Reimbursable Revenue - Trash/Dumpster	48570-40-400	27,684	17,184	15,500	23,449	7,949	66%
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

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	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	-	304	85,714	85,410	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	-	1,839	6,000	4,161	31%
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	\$ 1,158,481	\$ 1,334,054	\$ 2,558,128	\$ 1,224,074	52%
SATELLITE WAGERING							
Commission	41500-20-200	234,969	142,182	140,559	200,000	59,441	70%
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	\$ 144,486	\$ 140,559	\$ 226,235	\$ 85,676	62%
TOTAL PRIOR YEAR REVENUE ADJ	49000-00-000	46,995	20,354	13,069	-	(13,069)	0%
TOTAL PRIOR YEAR REVENUE		\$ 46,995	\$ 20,354	\$ 13,069	\$ -	\$ (13,069)	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	1,635	20,000	18,365	8%
Interest Earnings	48710-00-000	50,340	20,478	27,307	47,462	20,155	58%
Donations	48810-00-000	-	-	-	-	-	0%
TOTAL OTHER OPERATING REVENUE		\$ 71,076	\$ 23,314	\$ 28,943	\$ 68,962	\$ 40,019	42%

Revenues

31st DAA, Ventura County Fair

Expense Report

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	Budget 2026	Balance of Budget	% Used 2026
ADMINISTRATION EXPENSE							
Salaries & Wages - Perm	50000-11-000	148,768	67,224	110,464	235,222	124,758	47%
Salaries & Wages - Temp	50100-11-000	127,665	67,270	62,235	144,135	81,900	43%
Compensated Leave	50300-11-000	24,165	-	-	41,910	41,910	0%
Employee Benefits	51000-11-000	31,368	13,609	25,789	57,768	31,979	45%
PERS Employer Contribution	51010-11-000	69,219	31,380	46,083	121,491	75,408	38%
OPEB Employer Contribution	51020-11-000	1,674	1,970	-	-	-	0%
Payroll Taxes	51100-11-000	19,208	9,458	11,873	43,179	31,306	27%
Worker's Comp Insurance	51200-11-000	31,342	14,546	14,955	32,909	17,954	45%
Unemployment Insurance	51300-11-000	20,409	12,639	6,276	42,488	36,212	15%
Current year - Bad Debt Expense	53000-11-000	-	-	-	-	-	0%
Bank / CC Charges	54000-11-000	214,576	39,589	52,107	213,572	161,465	24%
Director Expense	56000-11-000	2,227	103	92	2,500	2,408	4%
Dues & Subscription	57000-11-000	38,530	26,434	30,940	39,000	8,060	79%
Insurance	60000-11-000	335,853	152,135	167,489	339,717	172,228	49%
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	45,874	31,726	101,546	69,820	31%
Audit Cost	69010-11-000	86,255	60,150	19,575	50,000	30,425	39%
Office Supplies & Expense	74000-11-000	13,037	5,906	7,917	11,835	3,918	67%
Telephone	75000-11-000	21,123	4,775	16,316	21,035	4,719	78%
Travel / Training Expense	77000-11-000	12,425	8,427	10,643	15,000	4,357	71%
TOTAL ADMINISTRATION EXPENSE		\$ 1,300,155	\$ 562,655	\$ 615,611	\$ 1,520,857	\$ 905,246	40%
MAINTENANCE & GENERAL OPERATIONS							
Salaries & Wages - Perm	50000-12-000	239,496	136,137	109,606	242,814	133,208	45%
Salaries & Wages - Temp	50100-12-000	821,086	466,452	514,494	982,682	468,188	52%
Employee Benefits	51000-12-000	65,578	39,439	36,630	75,000	38,370	49%
PERS Employer Contribution	51010-12-000	203,862	115,505	130,544	215,000	84,456	61%
OPEB Employer Contribution	51020-12-000	4,427	4,632	-	9,000	9,000	0%
Payroll Taxes	51100-12-000	67,142	38,599	39,500	72,000	32,500	55%
Worker's Comp Insurance	51200-12-000	117,108	64,750	53,966	137,256	83,290	39%
Vehicle Insurance	60000-12-000	3,176	-	-	3,335	3,335	0%
Utilities - Electrical	63000-12-000	413,029	208,786	166,051	433,680	267,629	38%
Utilities - Gas/Propane	63010-12-000	24,206	12,746	16,447	25,416	8,969	65%
Utilities - Water/Sewer	63020-12-000	95,665	52,560	54,008	100,448	46,440	54%
Grounds Maintenance & Repairs	64000-12-000	96,874	53,486	115,604	101,168	(14,436)	114%
Equipment Maintenance	64010-12-000	72,212	35,381	44,690	69,702	25,012	64%
Professional Services	69000-12-000	119,221	47,102	81,873	284,336	202,463	29%
Equipment Rental	72000-12-000	14,109	8,761	4,901	14,500	9,599	34%
Supplies & Expenses	74000-12-000	68,277	17,481	70,752	91,794	21,042	77%
Telephone Expenses	75000-12-000	2,657	2,657	-	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

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	Budget 2026	Balance of Budget	% Used 2026
Trash/Waste Removal	78000-12-000	71,891	30,221	52,747	88,267	35,520	60%
TOTAL MAINTENANCE EXPENSE		\$ 2,501,803	\$ 1,335,900	\$ 1,492,547	\$ 2,953,195	\$ 1,460,648	51%
PUBLICITY EXPENSE							
Salaries-Wages - Temp	50100-13-100	-	-	185	4,000	3,815	5%
Payroll Taxes	51100-13-100	-	-	3	248	245	1%
Worker's Comp Insurance	51200-13-100	-	-	15	200	185	7%
PERS Employer Contribution	51010-13-100	-	-	-	448	448	0%
Advertising	52000-13-100	105,254	17,394	19,930	140,000	120,070	14%
Professional Services	69000-13-100	72,641	5,852	23,595	125,000	101,405	19%
Program Expense	70000-13-100	27,001	970	-	25,000	25,000	0%
Promotional Expense	71000-13-100	21,101	18,466	6,005	25,000	18,995	24%
Supplies & Expense	74000-13-100	21,552	2,755	7,588	40,000	32,412	19%
TOTAL PUBLICITY EXPENSE		\$ 247,547	\$ 45,438	\$ 57,321	\$ 359,896	\$ 302,575	16%
CONCESSION EXPENSE							
Salaries & Wages - Perm	50000-60-100	59,686	30,174	31,615	64,941	33,326	49%
Salaries & Wages - Temp	50100-60-100	31,071	13,554	17,299	46,010	28,711	38%
Employee Benefits	51000-60-100	-	-	-	1,680	1,680	0%
Payroll Taxes	51100-60-100	6,634	3,209	3,742	10,326	6,584	36%
PERS Employer Contribution	51010-60-100	22,569	10,673	15,063	32,954	17,891	46%
OPEB Employer Contribution	51020-60-100	1,022	876	-	-	-	0%
Worker's Comp Insurance	51200-60-100	9,724	4,569	4,246	12,427	8,181	34%
Professional Services	69000-60-100	40,978	3,630	-	42,458	42,458	0%
Supplies & Expense	74000-60-100	5,337	70	1,841	8,500	6,659	22%
Travel & Training	77000-60-100	467	318	1,208	3,655	2,447	33%
TOTAL CONCESSION EXPENSE		\$ 177,487	\$ 67,074	\$ 75,014	\$ 222,951	\$ 147,937	34%
ATTENDANCE OPERATIONS							
Salaries & Wages - Temp	50100-70-100	107,403	2,303	-	73,820	73,820	0%
PERS Employer Contribution	51010-70-100	2,633	36	-	1,659	1,659	0%
Payroll Taxes	51100-70-100	2,709	42	-	1,760	1,760	0%
Worker's Comp Insurance	51200-70-100	7,498	221	-	8,268	8,268	0%
Professional Services	69000-70-100	39,526	290	11,500	32,500	21,000	35%
Professional Services - Carnival	69010-70-100	2,253,138	-	-	-	-	0%
Security Expense	73000-70-100	967,766	-	957	996,800	995,843	0%
Supplies & Expense	74000-70-100	142,413	259	7,933	146,685	138,752	5%
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	\$ 3,149	\$ 20,390	\$ 1,262,642	\$ 1,242,252	2%

Expenses

31st DAA, Ventura County Fair

Expense Report

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	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	3,300	-	10,000	10,000	0%
Supplies & Expenses	74000-85-100	1,152	411	-	1,000	1,000	0%
TOTAL PREMIUM EXPENSE		\$ 115,837	\$ 3,711	\$ -	\$ 115,565	\$ 115,565	0%
EXHIBIT EXPENSE							
Salaries & Wages - Perm	50000-80-100	52,490	24,881	25,550	58,125	32,575	44%
Salaries & Wages - Temp	EXWAT	-	-	-	-	-	0%
Employee Benefits	51000-80-100	12,125	6,061	6,369	12,122	5,753	53%
PERS Employer Contribution	51010-80-100	14,244	6,408	8,028	16,281	8,253	49%
OPEB Employer Contribution	51020-80-100	852	731	-	-	-	0%
Payroll Taxes	EXPRT	3,952	1,871	1,920	3,965	2,045	48%
Worker's Comp Insurance	EXWC	5,756	2,703	2,223	6,510	4,287	34%
Other Misc Expense	65000-80-100	-	-	-	-	-	0%
Trophies & Ribbons	66010-80-100	5,994	-	267	8,000	7,733	3%
Sponsored Cash	66020-80-100	-	-	-	200	200	0%
Supplies & Expenses	EXSE	31,005	4,238	3,982	59,625	55,643	7%
Professional Services	EXPRO	106,551	610	2,629	129,650	127,021	2%
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	\$ 51,546	\$ 54,092	\$ 305,478	\$ 251,386	18%
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	40,170	53,088	494,050	440,963	11%
Professional Services - Rodeo	69010-75-100	7,318	-	-	7,945	7,945	0%
Supplies & Expense - Grandstands	74000-75-100	59,090	6,779	47,208	60,000	12,792	79%

Expenses

31st DAA, Ventura County Fair

Expense Report

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	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	\$ 46,949	\$ 101,696	\$ 2,418,246	\$ 2,316,550	4%
MISCELLANEOUS FAIR EXPENSE							
<i>ADMINISTRATION</i>							
Salaries & Wages - Perm	50000-11-100	11,527	-	-	-	-	0%
Salaries & Wages - Temp	50100-11-100	44,770	2,016	2,277	34,142	31,865	7%
Employee Benefits	51000-11-100	2,267	-	-	-	-	0%
PERS Employer Contribution	51010-11-100	8,804	530	-	7,581	7,581	0%
OPEB Employer Contribution	51020-11-100	164	-	-	-	-	0%
Payroll Taxes	51100-11-100	3,168	154	33	3,263	3,230	1%
Worker's Comp Insurance	51200-11-100	4,766	191	184	3,824	3,640	5%
Director's Expense	56000-11-100	507	-	-	522	522	0%
Supplies & Expenses	74000-11-100	8,891	147	1,769	10,300	8,531	17%
<i>MAINTENANCE</i>							
Salaries & Wages - Perm	50000-12-100	40,051	-	-	87,976	87,976	0%
Salaries & Wages - Temp	50100-12-100	193,486	-	2,310	288,145	285,835	1%
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	-	129	13,804	13,675	1%
Worker's Comp Insurance	51200-12-100	21,233	-	185	42,125	41,940	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	8,724	7,791	100,144	92,353	8%
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	25,000	48,900	90,000	41,100	54%
Equipment Rental	72000-50-100	321	-	-	-	-	0%
Supplies & Expenses	74000-50-100	1,282	-	603	2,500	1,897	24%

Expenses

31st DAA, Ventura County Fair

Expense Report

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	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	-	2,724	1,500	(1,224)	182%
<i>OTHER FAIR</i>							
Chargebacks	54020-00-100	12,138	463	182	12,501	12,319	0%
Professional Services	69000-00-100	160,774	227	131	-	(131)	0%
Souvenir Booth Expense	74000-00-100	20,132	-	13,382	21,139	7,757	0%
TOTAL MISCELLANEOUS FAIR EXPENSE		\$ 1,977,812	\$ 41,187	\$ 80,950	\$ 1,905,694	\$ 1,824,744	4%
INTERIM EXPENSE							
<i>PUBLICITY</i>							
Advertising	52000-13-400	-	-	1,250	5,000	3,750	25%
Professional Services	69000-13-400	63,491	34,366	12,504	10,000	(2,504)	125%
Promotional Expense	71000-13-400	-	-	50	5,000	4,950	1%
Supplies & Expenses	74000-13-400	1,131	871	881	5,000	4,119	18%
Travel & Training	77000-13-400	-	-	490	-	(490)	0%
<i>FACILITY SALES</i>							
Salaries & Wages - Perm	50000-40-400	54,321	35,850	-	-	-	0%
Salaries & Wages - Temp	50100-40-400	32,300	13,259	38,314	84,600	46,286	45%
Employee Benefits	51000-40-400	14,930	10,537	6	-	(6)	0%
PERS Employer Contribution	51010-40-400	13,386	8,941	5,053	14,625	9,572	35%
OPEB Employer Contribution	51020-40-400	1,189	1,020	-	-	-	0%
Payroll Taxes	51100-40-400	4,300	2,706	1,553	5,723	4,170	27%
Worker's Comp Insurance	51200-40-400	9,343	5,369	3,251	9,475	6,224	34%
Professional Services	69000-40-400	48,960	4,860	6,194	54,900	48,706	11%
Promotional Expense	71000-40-400	-	-	-	-	-	0%
Rental Expense	72000-40-400	1,697	1,697	-	7,000	7,000	0%
Outside Security Expense	73000-40-400	188,341	86,165	87,815	190,000	102,185	46%
Supplies & Expenses	74000-40-400	1,192	39,342	714	2,000	1,286	36%
Telephone	75000-40-400	713	416	360	720	360	50%
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

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	Budget 2026	Balance of Budget	% Used 2026
Salaries & Wages - Temp	50100-65-400	87,885	45,811	55,893	130,752	74,859	43%
Employee Benefits	51000-65-400	-	-	-	-	-	0%
PERS Employer Contribution	51010-65-400	6,364	2,196	5,859	6,400	541	92%
Payroll Taxes	51100-65-400	2,969	1,344	2,171	3,117	946	70%
Worker's Comp Insurance	51200-65-400	9,769	4,943	4,852	14,644	9,792	33%
Equipment Maintenance	64010-65-400	-	-	-	-	-	0%
Professional Services - PK	69000-65-400	17,942	7,689	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	\$ 313,535	\$ 240,752	\$ 868,044	\$ 627,292	28%
SATELLITE WAGERING EXPENSE							
CARF Dues	57000-20-200	16,000	8,000	-	16,000	16,000	0%
Grounds Maintenance & Repairs	64000-20-200	20,424	16,362	9,127	20,424	11,297	45%
Equipment Maintenance	64010-20-200	-	-	-	-	-	0%
Professional Services	69000-20-200	5,500	550	18,487	5,500	(12,987)	336%
Supplies & Expenses	74000-20-200	561	-	8,700	515	(8,185)	1689%
Trash Removal	78000-20-200	-	-	-	-	-	0%
Prior Year Expenses	80000-20-200	-	-	-	-	-	0%
TOTAL SATELLITE WAGERING EXPENSE		\$ 42,485	\$ 24,912	\$ 36,314	\$ 42,439	\$ 6,125	86%
EQUIPMENT EXPENSE							
Non Capitalized(cost less than \$5000 and life less than one year							
Equipment Funded by Fair	87500-00-000	41,745	29,303	18,517	53,725	35,208	34%
TOTAL EQUIPMENT EXPENSE		\$ 41,745	\$ 29,303	\$ 18,517	\$ 53,725	\$ 35,208	34%

Expenses

31st DAA, Ventura County Fair

Expense Report

June 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 6/30/25	Current YTD 6/30/26	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)	(2,172)	(4,184)	-	4,184	0%
CASH (OVER)/UNDER		\$ (5,400)	\$ (2,172)	\$ (4,184)	\$ -	\$ 4,184	-
DEPRECIATION EXPENSE							
Depreciation	90000-00-000	244,485	108,952	120,572	265,350	144,778	45%
Prior Year Depreciation Expense	80010-00-000	673	339	-	-	-	0%
TOTAL DEPRECIATION EXPENSE		\$ 245,158	\$ 109,291	\$ 120,572	\$ 265,350	\$ 144,778	45%
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

June 30, 2026

DETAIL	Account Number	Actual 2025	Current YTD 6/30/26	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	304	85,714	85,410
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	1,839	6,000	4,161
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	2,002	323,470	321,468
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	4,274	43,640	39,366

Oktoberfest

31st DAA, Ventura County Fair
Junior Livestock Auction
June 30, 2026

DETAIL	Account Number	Actual 2025	Current YTD 6/30/26	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	325	25,000	24,675
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	8,000	100,000	92,000
Donations	48810-30-300	98	0	0	0
Prior Year Revenue	49000-30-300	6,752	0	0	0
TOTAL REVENUES		262,238	8,325	200,000	191,675
AUCTION EXPENDITURES:					
Bad Debt Expense	53000-30-300	0	0	0	0
Bank/CC Charges	54000-30-300	18,190	272	18,000	17,728
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	1,213	500	(713)
Supplies & Expense	74000-30-300	25,511	180	30,000	29,820
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	4,577	140,500	135,923
NET JLA INCOME		131,041	3,748	59,500	55,752
ENDING RESOURCES: 6/30/2026	25100-30-300	\$ 837,149	\$ 840,897		

31st DAA, Ventura County Fair

Capital Assets

June 30, 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	291,784
PSPS Project	19000-00-000	11,841	
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	9,984	
San Miguel Side Eaves Project	19000-00-927	9,927	
Derby Club A/C	19000-00-928	38,867	
Manhole Cover	19000-00-929	50,339	
Sewer & Storm Drain Project	19000-00-930	126,793	
Equipment		19300-00-000	41,570
Other Fixed Assets			
Other (provide description):			
TOTAL ACQUISITIONS OF FIXED ASSETS			333,354
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:	6/30/2026		\$ 21,475,222
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	120,572
ACCUMULATED DEPRECIATION as of:	6/30/2026		\$ 15,796,398
PROPERTY, PLANT & EQUIPMENT, NET OF DEPRECIATION:	6/30/2026		\$ 5,678,824
DEBT (ASSOCIATED WITH FIXED ASSETS)	6/30/2026	25000-00-000	-
NET RESOURCES-CAPITAL ASSETS (less related debt):	6/30/2026		\$ 5,678,824

31st DAA, Ventura County Fair
Satellite Wagering
June 30, 2026

DETAIL	Account Number	Actual 2025	Current YTD 6/30/26	Budget 2026	Balance of Budget
REVENUES:					
Admission Revenue	40000-20-200	0	0	0	0
Commission Revenue	41500-20-200	234,969	140,559	200,000	59,441
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	140,559	226,235	85,676
EXPENDITURES:					
CARF Dues	57000-20-200	16,000	0	16,000	16,000
Grounds & Maintenance Repairs	64000-20-200	20,424	9,127	20,424	11,297
Equipment Maintenance	64010-20-200	0	0	0	0
Professional Services	69000-20-200	5,500	18,487	5,500	(12,987)
Supplies & Expense	74000-20-200	561	8,700	515	(8,185)
Trash Removal	78000-20-200	0	0	0	0
Prior Year Expense	80000-20-200	0	0	0	0
TOTAL EXPENDITURES		42,485	36,314	42,439	6,125
NET SATELLITE WAGERING PROFIT/LOSS					
		194,788	104,245	183,796	79,551



August 18, 2026

D2026-02

TO: All District Agricultural Association CEOs

SUBJECT: Dymally-Allatore Bilingual Services Act Language Survey

Under Government Code Section 7299.4 the Dymally-Alatorre Bilingual Service Act requires state agencies that serve a substantial number of non-English-speaking people (5% or more of the people served) to employ enough bilingual persons to provide certain information and render certain services in a language other than English. To ensure that the members of the community are best being served, a survey is conducted every two years. The data is collected from individuals within each entity whom interacts with the public most. Agencies are required to participate and since DAA's are part of CDFA they are required to participate in the biennial language survey that is scheduled to be completed in 2026. CalHR uses this survey information along with implementation plans of each agency, and incorporates findings and recommendations in a report to the Legislature every two years.

The survey will entail keeping track with "tick marks" for every call or in-person contact you receive (by the language) on a daily tally sheet. This survey isn't meant to track nationalities or the ethnic heritage of the public with whom you come in contact. For example, if your fair has more than one person that comes into contact with the public only the person identified as the Public Contact Employee (PCE) is required to keep a tally. At the completion of the Survey the PCE will need to turn in the survey by email to Kaylen Yates no later than Friday, September 4, 2026.

The Fairs and Expositions Branch is asking that an individual be identified at each DAA who will participate in the biennial language survey. The person identified will be the Public Contact Employee PCE for your DAA. The language survey shall be conducted for the period of 10 days, August 24th through September 2nd, 2026. If you work weekends (Saturday and Sunday), you will record your contacts during those days.



Once the DAA has identified the PCE who answers the phone or assists the public most often, please email the name and contact information to Kaylen Yates by Friday, August 21st, 2026.

A detailed set of instructions will be emailed directly to the identified PCE prior to the survey start date. If you have questions or need additional information regarding this matter, please contact Kaylen Yates at (916) 708-9301 or by e-mail at Kaylen.Yates@cdfa.ca.gov.

Sincerely,

A handwritten signature in blue ink that reads "Mike Francesconi". The signature is written in a cursive, flowing style.

Mike Francesconi
Branch Chief

STANDARD AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT
26-220	Ventura Wrestling	Parking	\$ 10,000.00
26-221	Ventura Wrestling	Bike Valet	\$ 5,000.00
26-222	Luis Villegas	Grounds Entertainment	\$ 350.00
26-223	Ryan Nunes	Arena Crew Lead	\$ 5,000.00
26-224	Aero Scan LLC	Arena Services	\$ 4,000.00
26-225	DJ Carpe DM	Pre-party Grounds Entertainment	\$ 600.00
26-226	Kami Joyce	Large Livestock Clerk	\$ 2,400.00
26-227	Sarah Mendonza	Large Livestock Clerk	\$ 1,200.00
26-228	Kasen Lynch	Large Livestock Maintenance	\$ 3,500.00
26-229	Jordyn Blakenship	Large Livestock Clerk	\$ 1,600.00
26-230	Amanda Jerviss	Large Livestock Clerk	\$ 300.00
26-231	Leydin Bowman	Small Livestock Superintendent	\$ 4,500.00
26-232	Enrique Nieves	Small Livestock Maintenance	\$ 1,625.00
26-233	Junilana Whittsitt	Small Livestock Assistant	\$ 1,500.00
26-234	Alynette Gladney	Content Creator - Marketing	\$ 1,000.00
26-235	The Baby Goats Band	Pre-party Grounds Entertainment	\$ 800.00
26-236	Ryan Reed	Auction Ringman	\$ 2,886.00
26-237	Donald Thompson	Entertainment Parking	\$ 1,800.00
26-238	Brenda Werndl	Production Manager Assistant	\$ 1,665.00
26-239	Kevin Curtin	Production Manager Assistant	\$ 3,100.00
26-240	Frank Barajas	Taste of Fair Music Performance	\$ 200.00
26-241	Roses Pawn Shop	Grounds Entertainment	\$ 3,000.00
26-242	Dale Anthony Vicari	Stagehand for Grandstand Shows	\$ 4,300.00
26-243	Brian Anthony Vicari	Stagehand for Grandstand Shows	\$ 3,900.00
26-244	Kim Tarlton	Production Manager Assistant	\$ 1,665.00
26-245	Kate McDuffee	Labor and Production Services	\$ NTE 34,000.00
26-246	The Chillz	Pre-party Grounds Entertainment	\$ 800.00
26-247	Forever Cumbia Queen	Pre-party Grounds Entertainment	\$ 1,000.00
26-248	Banda 357 Magnum	Pre-party Grounds Entertainment	\$ 800.00
26-249	Dan Grimm Band	Pre-party Grounds Entertainment	\$ 800.00
26-250	AKD Production LLC	GrandStand Entertainment	\$ 10,000.00
26-251	Gregory Sweiden	Pre-Party Stage Sound Man	\$150.00 per day
26-252	Robert Logan	Agriculture Closer	\$ 1,000.00
26-253	Brandon Peay	Small Livestock Maintenance	\$ 400.00
26-254	Cheryl Peay	Small Livestock Maintenance	\$ 2,100.00
26-255	Julianna Whitsitt	Small Livestock Superintendent Assistant	\$ 600.00
26-256	Robin Ingram	Home Arts Clerk	\$ 400.00

Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT	LOCATION
26-034	Seaside Events LLC	Oddities	\$ 13,192.00	09/26-09/27/26	San Miguel Hall
26-036	Seaside Events LLC	Gothmas	\$ 12,343.00	12/12-12/13/26	Santa Cruz Hall
26-060	The Throwdown Productions LLC	The Throwdown	\$ 87,562.00	08/21-08/23/26	All Grounds
26-083	Laura Naylor	Birthday Party	\$ 711.00	11/29/2026	Santa Cruz Hall
26-094	Wheelhouse Productions L.L.C	Ventura County Fair x Sephora Pretty Under Pressure	\$ 4,000.00	8/6/2026	Morgan Arena
26-095	Valdivia Marketing Group	Concert	\$ 14,884.00	11/1/2026	Lot C
26-097	Lazy Daze Camping	Camping	\$ 3,615.00	09/13-09/18/26	Lot C, San Miguel
27-003	Serenity By The Sea Ventura County/ AA Roundup Inc.	Serenity by the Sea	\$ 14,441.00	04/30-05/02/27	Porker Flats, Main St.
27-004	American Consumer Show, LLC	California Bridal & Wedding Exp	\$ 2,977.00	3/21/2027	McBride Hall, San Nicolas Hall and Callahan Hall

Concessions Agreements

Contract #	Company	Fee
26-168	FIR Jewelry	\$1,485.00
26-173	A Brand Called California	\$1,485.00
26-177	Junkies Coffee Co.	\$2000/25% Gross Sales
26-178	Kastl Amusements Chicken on a Stick	\$2000/25% Gross Sales
26-180	Lisa's Concessions	\$2000/25% Gross Sales
26-181	Lucky Dog Coffee	\$2000/25% Gross Sales
26-182	Old Fashioned Kettle Korn Co.	\$2000/25% Gross Sales
26-183	Pres 10 Concessions Coffee	\$2000/25% Gross Sales
26-184	Pres 10 Concessions Lemonade	\$2000/25% Gross Sales
26-185	EH Concessions Express Hibachi	\$2000/25% Gross Sales
26-186	Space Age Food Concessions Inc.	\$2000/25% Gross Sales
26-187	Spencer Makenzie's El Jeffe de Corn	\$2000/25% Gross Sales
26-188	Spencer Makenzie's Fish	\$2000/25% Gross Sales
26-189	T's Concessions Smoothies	\$2000/25% Gross Sales
26-190	Arteaga Family Concessions Vaqueros	\$2000/25% Gross Sales
26-191	Arteaga Family Concessions Sweet Tea	\$2000/25% Gross Sales
26-192	Arteaga Family Concessions Surf & Turf	\$2000/25% Gross Sales
26-193	Arteaga Family Concessions Vaqueros Snacks	\$2000/25% Gross Sales
26-194	Arteaga Family Concessions Churros	\$2000/25% Gross Sales
26-195	Arteaga Family Concessions Funnel Cake Express	\$2000/25% Gross Sales
26-196	Arteaga Family Concessions Vaqueros Agua Frescas	\$2000/25% Gross Sales

Concessions Agreements

26-197	3B Concessions Lemonade	\$2000/25% Gross Sales
26-198	Spencer Makenzie's Tio Louis's	\$2000/25% Gross Sales
26-266	909ShoeCleaner	\$1,350.00
26-276	Vintage Dawg	\$135.00
26-100	Quinn CAT	
26-143	Monarch Recovery	\$1,350.00
26-237	Clear Spectrum Windows	\$1,485.00
26-257	Advance America	\$55.00
26-259	Santa Effect	\$55.00
26-263	D's Krafts	\$1,200.00
26-267	Heartfelt by Kristy	\$3,000.00
26-269	Donut Express	\$2000/25% Gross Sales
26-270	When a Gypsy Whispers	\$2,700.00
26-272	OPA Collection	\$1,900.00
26-274	Tepi Naturals	\$1,200.00
26-277	Easterseals	\$130.00
26-278	Kairos Enterprise Envizion	\$1,500.00
26-279	ImPx Co Nibble Vac!	\$1,500.00
26-280	Pain All Gone TRY-IT-CBD	\$1,350.00
26-281	Five Star Falconry	\$500.00
26-283	OMG Face Painting	\$450.00
26-284	Craft Squad	\$1,485.00

Concessions Agreements

26-285	Lopez Hat Shop	\$1,350.00
26-287	Luv Hats	\$1,500.00
26-288	Shutter Bus	\$1,300.00
26-289	Trendy Stash	\$1,000.00
26-290	American Hay & Mercantile	In-Kind
26-291	ARENA Lucky Dog Coffee	\$1000/21% Gross Sales

JUDGING AGREEMENTS

CONTRACT NO.	CONTRACTOR NAME	DEPARTMENT	JUDGING	AMOUNT
26-16	Bobbi Roderick	Floriculture	Potted Plants and Cut Flowers	\$ 300.00
26-17	Dexter McDonald	Floriculture	Gardens and Potted Plants	\$ 100.00
26-18	Gail Vanderhorst	Floriculture	Potted Plants and Cut Flowers	\$ 200.00
26-19	Herb Sampang	Floriculture	Plants, Cut Flowers and Arrangements	\$ 300.00
26-20	Libbie stull	Floriculture	Potted Plants and Cut Flowers	\$ 300.00
26-21	Robin Pokoski	Floriculture	Potted Plants and Cut Flowers	\$ 200.00
26-22	Steve Pietrolungo	Floriculture	Gardens, Plants, Cut Flowers and Arrangements	\$ 300.00
26-23	Dan Holmes	Photography	Photography Judging	\$ 200.00
26-24	Mikaela Lamle	Large Livestock	Showmanship	\$ 1,500.00
26-25	JARED LAMLE	Large Livestock	Showmanship	\$ 1,500.00
26-26	Kenneth Cleveland	Large Livestock	Barrow Show	\$ 1,000.00
26-27	Judi Picinini	Floriculture	Potted Plants	\$ 100.00
26-28	Rick Herrera	Floriculture	Plants, Cut Flowers and Arrangements	\$ 100.00
26-29	Adam Dye	Small Livestock	Market Poultry	\$ 400.00

August CEO Report

2026 Fair

I will be presenting a PowerPoint presentation, much like the one provided last year, on Tuesday with all the Fair numbers. Overall, it was a very successful Fair with lots of positive feedback. We will be conducting a survey to get additional feedback which will be sent out soon. Each department head will be giving a recap on their departments. I would also like to hear any comments the board has and I welcome the board to email me with their comments and suggestions if that would be easier or in addition to their verbal comments.

Bids

We released the Talent Buyer RFP prior to Fair, however, due to a few flaws and discrepancies we cancelled it and will be rebidding it shortly. There are eleven Requests for Proposals/Invitation for Bids that we are/will be actively working on over the next few months. The goal is to have all of them done by the end of the year. We are now required to send them all to CDFA legal for review, which the turnaround time is at least 3 weeks for one.

Projects

As I mentioned at the last meeting, Mr. Naylor has completed the new Gate 1 entrance sign, which looks great! He has finished cutting out and has painted the new sign for the McBride/Photography Building, so we will be installing that one soon. The goal is to update all our current building signs.

Right before the Fair, I worked with a muralist (who actually did our mural on the McBride/Photography Building) to paint a mural on the building across from the Morgan Arena bleachers to finish off that area.



I have reached out to California Construction Authority to get an update on the funding agreement for the storm drain asphalt project and will be working with them on a timeline.

We are very busy as far as events go over the next couple of months, so we will have to be strategic with how we time this project out.

Oktoberfest

We are wrapping up Fair and moving right into Oktoberfest planning. As a reminder, this event will take place October 2-4 and we will have a similar opening ceremony on Friday. As details become available, we will let you know. We are very excited and look forward to making it a success for a second year in a row!

Exhibits Report

Emilee Inez

- Still exhibits reached a 5 year high of 9,376. We welcomed hundreds of new exhibitors, many of which were youth exhibitors taking advantage of the same day entries.
- The Junior Livestock Auction had another successful year with over 450 lots sold and over a million dollars collected to support the youth of Ventura County.
- JFB members welcomed hundreds of participants to their games over the course of the fair! It was a welcomed change for the team and Fair patrons that all the of the games were free this year.
- Adult Showmanship was a huge success with 70 parents and leaders taking part in one of the favorite fair time traditions.

Concessions Report

Madalyn Johnson

- Food concessions came in at \$5,779,820 for 2026. That is about a 14% increase over 2025.
- The Images Everywhere vendor made \$156,010 in the Exit Station area of the Fairgrounds. They did a fantastic job on Senior and Persons with Disabilities Day. I extended an extra thank you to their owner, Amy.
- Hundreds of vendors sold thousands of dollars of goods, products, and art to our fair customers for 2026. Our community partners came in vans, RVs, and shared loads of information, ideas, products, services, and plants.

- Beerfest was another success! It was very nice to hear from fair customers that they complemented the fair on adding so much value to this year's fair with these kinds of events.
- We have many emails and texts asking to sign up early for 2027.
- Onward to accelerate all work for Oktoberfest and to execute the Organizer Permit with the Health Department.

Sales Report

Sara Gutierrez

Sales Office Report 07/16/2026 – 08/19/2026

As the Sales Office, July was spent focusing our efforts to assist with our secondary departments for fair. The fair was a huge success. As the rest of the grounds move on to fair load out, we quickly moved into setting up for The Throwdown Cornhole tournament for their 18th year.

Event Stats:

The Throwdown: 08/21/26 - 08/23/26 (Grounds)

- Rental Invoice – \$87,562
- Public event
- Parking \$20 (split)

Upcoming Events:

Swap Meet

Dirt Expo

Raceway

Ventura Nationals

Harvest Festival

Maintenance Report

Gerry Duran and Jennifer Lindsay

Current Projects:

- Fair load out
- Throwdown prep & clean up
- Dirt Expo prep & clean up
- Ventura Nationals prep & clean up
- Harvest Festival prep & clean up
- Super Custom Car Show prep & clean up

Completion Date

8/25/2026
8/27/2026
9/1/2026
9/8/2026
9/16/2026
9/22/2026

Upcoming Projects:

- Oktoberfest prep

10/1/2026