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, November 17th, 2026 at 9:00 a.m.
Ventura County Fairgrounds – Derby Club First Floor

All matters noticed on this agenda may be considered for action. Items listed on the agenda may be considered in any order at the discretion of the Board President. Any item not so noticed will not be considered or discussed. The Board requests your courtesy to mute your electronic devices.

I. Call to Order
Roll Call
Declaration of Recusal or Conflict of Interest
Does any Board member have a conflict of interest that should preclude them from participating in discussions about or voting on any matter on today's agenda?

II. Pledge of Allegiance

III. Welcome and Introduction of Guests
Invitation for the public to introduce themselves (not mandatory)

IV. Public Comments on Items Not on the Agenda
Members of the public are encouraged to provide comments to the Board. While the Board values the participation of the public, the Board president reserves the right to limit the time for public comment to a maximum of three (3) minutes per speaker to proceed with the agenda. Public comment must be related to fair authority and jurisdiction and their placement on the agenda is within the discretion of the Board.

In accordance with state law, the Board will not comment or otherwise consider Public Comment matters until and unless such items have been properly noticed for a future meeting.

V. Presentations
A. Ventura County Department of Airports Advanced Air Mobility Operations Partnership - Keith Freitas, Ventura County Director of Airports

VI. Financial Reports (discussion and/or approval)

A. Financials ending September 30th, 2026

VII. New Business (informational/discussion/action)

A. Determine 2028 Fair dates
B. Approve Annual Appointment by the Board for Secretary/Treasurer-Manager Resolution
C. Approve Delegated Authority for CEO Resolution
D. Approve Delegated Authority for Deputy Manager Resolution

VIII. Old Business

A. Marketing Report
B. Sales Report

IX. Board Correspondence

A. Letter from Jill E. Coffan – Fair 2026

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 and B, 1-2, are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.

A. October 27th, 2026 Board Meeting Minutes
B. Agreements
    1. Standard Agreements
    2. Rental Agreements – Interim

XI. CEO Report

XII. President's Report

XIII. Directors' 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 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.



Where It Started

The FAA Modernization & Reform Act of 2012

First Six Test Ranges

1. Griffiss International Airport, NY
2. New Mexico State University, NM
3. State of Nevada, NV
4. Texas A&M University Corpus Christi, TX
5. University of Alaska, Fairbanks, AK
6. Virginia Polytechnic Institute & State University, VA

AREA 805
VENTURA COUNTY
ADVANCED AIR MOBILITY
TEST RANGE

Where We Are Now

AREA 805

Certificate of Authorization – May 6th, 2026



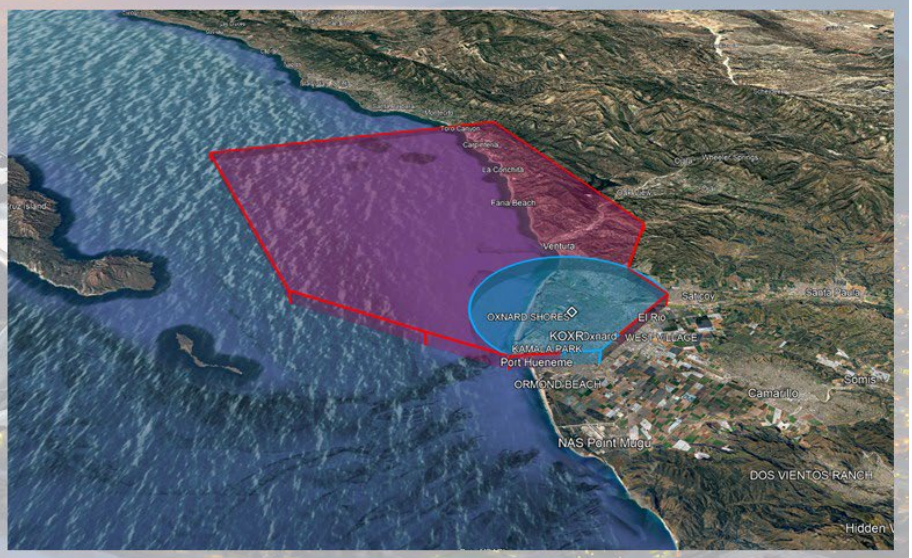
AREA 805
VENTURA COUNTY ADVANCED AIR MOBILITY TEST RANGE

Area 805

Ventura County Advanced Air Mobility Testing Range

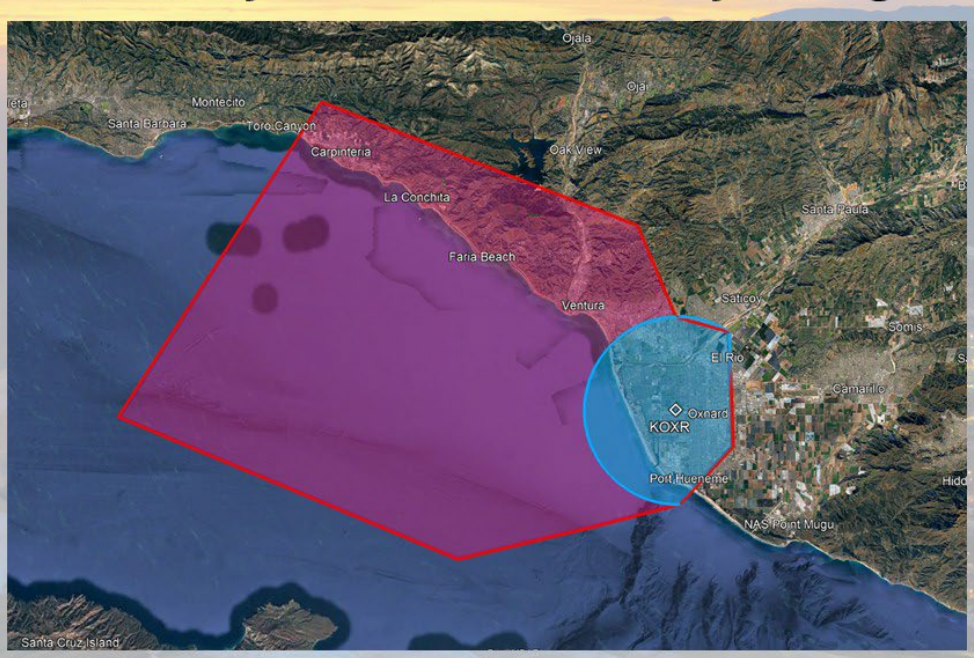
Official FAA Approval – May 2026
Companies who are developing new aircraft designs, particularly in the AAM or Autonomous categories, will have the ability to conduct testing in a new 500 square mile testing range managed by the Department of Airports.

This provides significant streamlining and cost savings to develop new aircraft/aviation technology in Ventura County.



Area 805

Ventura County Advanced Air Mobility Testing Range



Area 805

Ventura County Advanced Air Mobility Testing Range

COUNTY of VENTURA
Department of Airports

AREA 805
VENTURA COUNTY ADVANCED AIR MOBILITY TEST RANGE

What is Area 805?

Area 805 is 300 square miles of proposed airspace in Ventura County that would serve as a primary site for advanced air mobility testing for both commercial and defense industry partners. The airspace is currently being reviewed for FAA approval with an anticipated launch in late 2025.

How will it work?

Encompassing airspace over Camarillo, Oxnard, and the Ventura County Coastline, Area 805 serves uncrewed aircraft for both commercial and defense pilots seeking a testing site. Operated through the Department of Airports' partnership with the University of Alaska, Fairbanks, Area 805 is slated to become a leading partner in the development of uncrewed aircraft and ultimately the future of aviation.

What is an uncrewed aircraft?

Although the aircraft will not a have a pilot in the aircraft, the pilot will be operating the aircraft from another location, i.e. the ground, in a chase aircraft or from a chase boat. This is how the aircraft will maintain safe operations from other aircraft, obstructions, etc.

But what does that mean to the community? And are there any safety concerns?

The future of aviation will include more environmentally conscious, electric aircraft that will be quieter and less disruptive to the community. Additionally, there will be more efficient methods of regional travel by air.

But we aren't there yet.

That's where test ranges like Area 805 come in as a vital resource in the final flight safety verification, and operation of these aircraft.

Although the aircraft will not a have a pilot inside of a cockpit, there will be a pilot operating the aircraft from another location, (i.e. the ground, a chase aircraft, or a chase boat). This is how the aircraft will maintain safe operations from other aircraft and obstructions.

Air traffic for Area 805 will primarily be over the ocean with some incorporation into onshore air traffic. These operations will be in full coordination with the Oxnard and Camarillo towers. Operators of the uncrewed aircraft will be required to complete a rigorous process by the FAA, University of Alaska, Fairbanks, and Department of Airports in order to be given permission to operate in the area. We expect 1-3 operations per day of autonomous aircraft flying, and the impact on current air traffic, is expected to be minimal.

For more information, visit airports.venturacounty.gov or e-mail us at airportsInfo@ventura.org.

airports.venturacounty.gov

@VCAirports76 @VCAirports @VCAirports Scan Code For More Info

All Aircraft are regulated by the FAA and must adhere to federal guidelines.

1-3 Flights Expected Per Day

Critical Partnerships

County of Ventura Economic Vitality

Fathomwerx

United States Navy

Pt. Mugu & China Lake NAV-Air Ranges

AAM Opportunities 2027-2028



Offering Advantages to AAM

It is expected that numerous carriers will establish AAM routes to connect airports to World Cup, Super Bowl, and Olympic venues. CMA and OXR offer advantages, particularly for private aviation customers.

Area 805

Ventura County Advanced Air Mobility Testing Range

Next Steps:

Fall/Winter 2026/27
Establish landing/operation sites

Spring 2027
Area 805 Operational

Final Takeaway

Ventura County is poised to play a central role in the development of **AAM technology** – offering excellent jobs and partnerships with academia and defense sectors all while serving as a leader in the future of aviation.



Proposed VC Fairgrounds Landing Sites



AREA 805
VENTURA COUNTY ADVANCED AIR MOBILITY TEST RANGE

Partnership Request

Ventura County Department of Airports and VC Fairgrounds

1) Top Priority: Safety and Community

2) Provides a departure and arrival location sites

3) Operations Monday – Friday (Daylight only)

4) Fairgrounds has the final approval of schedule

5) Either party can terminate the agreement

6) 1 year agreement with 4 one-year options

7) New Revenue Opportunities

AREA 805
VENTURA COUNTY ADVANCED AIR MOBILITY TEST RANGE

31st DAA, Ventura County Fair
Summary of Operations
September 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	9/30/2026	various	11,707,445
State (Local/Base) Allocation(s) (F&E)	9/30/2026	31200	-
Training Allocation & Other Fiscal & Admin Assistance (F&E)	9/30/2026	31300	-
Capital Project Reimbursement Funds	9/30/2026	31900	20,560
One-time Revenue Sources (fire camp, sale of property)	9/30/2026	32500	16,444
Contributions from Other Gov't (non-F&E) Sources	9/30/2026	33000	-
Other (e.g. Flex Capital)	9/30/2026	34000	1,808
TOTAL RESOURCES ACQUIRED			11,746,255
RESOURCES APPLIED:			
Operating Expenditures	9/30/2026	various	9,825,229
Depreciation Expense	9/30/2026	90000	180,858
Pension Expense	9/30/2026	96000	-
OPEB Expense	9/30/2026	96100	-
TOTAL RESOURCES APPLIED			10,006,087
INCREASE/(DECREASE) IN NET RESOURCES DURING THE YEAR			1,740,169
TOTAL NET RESOURCES, Ending			
Net Resources-Unrestricted	9/30/2026	29100	5,545,860
Unrestricted Net Position - Pension/OPEB	9/30/2026	29400	(1,320,902)
Net Resources-Restricted	9/30/2026	29300	-
Net Resources-Capital Assets, Less Related Debt	9/30/2026	29000	5,723,623
TOTAL NET RESOURCES, Ending			**$ 9,948,580**
Unrestricted Reserve Percentage			56.45%

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

ASSETS	
CURRENT ASSETS	
Cash - Unrestricted	6,557,016
Cash - Junior Livestock Auction	442,122
Accounts Receivable, Net of Allowance for Doubtful	893,219
JLA Accounts Receivables, Net of Allowance for Doubtful	52,759
Deferred Expenses	51,490
JLA Deferred Expenses	-
TOTAL CURRENT ASSETS	**7,996,607**
FIXED ASSETS	
Land	282,915
Construction in Progress	2,175,834
Buildings & Improvements, Net of Accumulated Depreciation	3,091,090
Equipment, Net of Accumulated Depreciation	173,543
TOTAL FIXED ASSETS	**5,723,382**
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	**$ 14,537,505**
LIABILITIES & NET RESOURCES	
LIABILITIES	
Special Event Insurance	75
Accounts Payable	403,500
JLA Accounts Payable	1,453
Sales Tax Payable	2,085
Payroll Liabilities	92,659
Drug Fees	-
Deferred Revenue	142,150
JLA Deferred Revenue	-
Guaranteed Deposits	137,217
Compensated Leave Liability	106,737
Workers Comp Liability	-
Long Term Debt - SB84	545,873
JLA Consignment	19,141
Net Pension Liability	1,766,653
Net OPEB Liability	302,057
TOTAL LIABILITIES	**3,519,599**
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	999,617
Net Resoures - Unrestricted	$5,545,860
Unrestricted Net Position - Pension/OPEB	(1,320,902)
Net Resources - Restricted	-
Net Resoures - Capital Assets, Less Related Debt	$5,723,623
TOTAL NET RESOURCES	**10,948,198**
TOTAL LIABILTIES & NET RESOURCES	**$ 14,537,505**

31st DAA, Ventura County Fair
Cash & Cash Equivalents
September 30, 2026

CURRENT CASH			
Petty Cash		132.43	
	Total Petty Cash		$132.43
Changefund		40,000.00	
Changfund - Parking		6,000.00	
	Total Changefund Cash		$46,000.00
Cash - Operating BOFA#0920		1,398,046.31	
Cash - Operating MB#5168		3,374,864.60	
	Total Operating Cash		$4,772,910.91
Cash - Premium BOFA#2150		1,092.34	
	Total Premium Cash		$1,092.34
Cash - Payroll BOFA#4507		4,360.18	
Cash - Payroll BOFA#1043		62.59	
Cash - Payroll MB#5184		18,012.77	
	Total Payroll Cash		$22,435.54
Cash - Savings		0.00	
Cash - Savings MB#5192		1,668,621.69	
	Total Savings Cash		$1,668,621.69
Cash - LAIF #13-56-001		45,822.70	
	Total LAIF Cash		$45,822.70
Cash - JLA BOFA#3469		12,563.81	
Cash - JLA MB#1471		429,558.51	
	Total JLA Cash		$442,122.32
	TOTAL CASH		**$6,999,138**
CURRENT ACCOUNTS RECEIVABLES			
Accounts Receivable		901,627.61	
Allowance for Doubtful Account		(8,646.75)	
Employee AR		238.60	
	Total Net General Accounts Receivables		$893,219.46
JLA Accounts Receivable		73,556.31	
JLA Allowance for Doubtful Account		(20,797.33)	
	Total Net JLA Accounts Receivables		$52,758.98
	TOTAL ACCOUNTS RECEIVABLES		**$945,978**
TOTAL CASH & CASH EQUIVALENTS			**$7,945,116**

31st DAA, Ventura County Fair
Income Statement
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/2025	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
OPERATING REVENUES:							
Admission Revenues	ADMIS	2,886,963	2,887,185	3,342,016	2,881,245	(460,771)	116%
Commercial Space	COMSP	423,795	423,770	440,718	402,000	(38,718)	110%
Carnival Revenues	CARN	3,959,687	3,959,537	1,286,516	1,958,400	671,884	66%
Concession Revenues	CSREV	1,214,645	1,214,346	1,394,388	1,165,200	(229,188)	120%
Exhibit Revenues	EXREV	98,885	98,972	90,615	91,700	1,085	99%
Horse Show Revenues	HSREV	-	-	1,500	5,000	3,500	30%
Entertainment Revenues	ETREV	888,520	892,944	1,067,679	885,130	(182,549)	121%
Miscellaneous Fair Revenues	MFREV	1,805,773	1,805,631	1,925,573	1,753,072	(172,501)	110%
Facility Sales - Interim Revenues	INTRE	2,639,944	1,718,163	1,886,970	2,558,128	671,158	74%
Satellite Wagering Revenues	SWREV	237,273	199,752	207,420	226,235	18,815	92%
Prior Year Revenue	PYREV	46,995	34,066	19,768	-	(19,768)	0%
Other Revenues	OTREV	71,076	45,325	44,284	68,962	24,678	64%
TOTAL OPERATING REVENUES		**$ 14,273,555**	**$ 13,279,691**	**$ 11,707,445**	**$ 11,995,072**	**$ 287,627**	**98%**
OPERATING EXPENDITURES:							
Administration Expenses	ADEXP	1,300,155	970,816	1,006,159	1,520,857	514,698	66%
Maintenance Expenses	MNEXP	2,501,803	1,975,553	1,958,885	2,953,195	994,310	66%
Publicity Expenses	PBEXP	247,547	251,594	218,574	359,896	141,322	61%
Concession Expenses	CSEXP	177,487	150,398	125,883	222,951	97,068	56%
Attendance Expenses	ATEXP	3,717,008	3,716,477	1,213,386	1,262,642	49,256	96%
Premium Expenses	PREXP	115,837	115,837	109,539	115,565	6,026	95%
Exhibit Expenses	EXEXP	245,199	220,042	255,488	305,478	49,990	84%
Horse Show Expenses	HSEXP	-	-	121	5,000	4,879	2%
Entertainment Expenses	ETEXP	2,347,536	2,327,044	2,178,103	2,418,246	240,143	90%
Miscellaneous Fair Expenses	MFEXP	1,977,812	1,949,191	2,267,659	1,905,694	(361,965)	119%
Facility Sales - Interim Expenses	INTEX	842,345	528,479	400,460	868,044	467,584	46%
Satellite Wagering Expenses	SWEXP	42,485	33,181	55,744	42,439	(13,305)	131%
Equipment Expenses	EQUIP	41,745	35,155	27,185	53,725	26,540	51%
Prior Year Expenses	PYEXP	32,054	25,985	13,247	26,765	13,518	49%
Cash Over/Short	CAOS	(5,400)	(2,721)	(5,202)	-	5,202	0%
TOTAL OPERATING EXPENSES		**$ 13,583,613**	**$ 12,297,031**	**$ 9,825,229**	**$ 12,060,497**	**$ 2,235,268**	**81%**
NET OPER PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		**$ 689,942**	**$ 982,660**	**$ 1,882,216**	**$ (65,425)**	**$ (1,947,641)**	**-2877%**
Depreciation	90000	245,158	161,895	180,858	265,350	84,492	68%
Pension Expense	96000	(87,194)	-	-	-	-	0%
OPEB Expense	96100	65,819	-	-	-	-	0%
NET OPER PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		**$ 466,159**	**$ 820,765**	**$ 1,701,358**	**$ (330,775)**	**$ (2,032,133)**	-514%
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	502	16,444	-	(16,444)	0%
Contributions from Other Govt Sources	33000	-	-	-	-	-	0%
Other Operating Funds Used for Operation	34000	1,352	1,352	1,808	12,000	10,193	15%
NET PROFIT/LOSS BEFORE DEPRE & PENSION/OPEB		**$ 884,492**	**$ 984,514**	**$ 1,921,027**	**$ 61,575**	**$ (1,859,452)**	**3120%**
NET PROFIT/LOSS AFTER DEPRE & PENSION/OPEB		**$ 660,709**	**$ 822,618**	**$ 1,740,169**	**$ (203,775)**	**$ (1,943,944)**	**-854%**

31st DAA, Ventura County Fair
Revenue Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
ADMISSIONS TO GROUNDS:							
Gate Admissions	40000-00-100	2,310,865	2,304,590	2,334,080	2,300,000	(34,080)	101%
Admission - Vendor Badge	40010-00-100	837	840	-	815	815	0%
Presale Admissions	40100-00-100	533,581	540,075	963,811	540,000	(423,811)	178%
Presale Admissions - Livestock	40110-00-100	41,680	41,680	44,125	40,430	(3,695)	109%
TOTAL ADMISSION TO GROUNDS		**$ 2,886,963**	**$ 2,887,185**	**$ 3,342,016**	**$ 2,881,245**	**$ (460,771)**	**116%**
COMMERCIAL SPACE:							
Commercial Space	41000-00-100	423,795	423,770	440,718	402,000	(38,718)	110%
TOTAL COMMERCIAL SPACE		**$ 423,795**	**$ 423,770**	**$ 440,718**	**$ 402,000**	**$ (38,718)**	**110%**
CARNIVAL REVENUE:							
Carnival	40500-00-100	3,495,332	3,495,182	1,286,516	1,958,400	671,884	66%
Carnival - Presale	40510-00-100	464,355	464,355	-	-	-	0%
Other Misc Revenue - Carnival	40520-00-100	-	-	-	-	-	0%
TOTAL CARNIVAL REVENUE		**$ 3,959,687**	**$ 3,959,537**	**$ 1,286,516**	**$ 1,958,400**	**$ 671,884**	**66%**
CONCESSION REVENUE:							
Food Concession	42100-60-100	1,099,220	1,099,220	1,313,582	1,055,000	(258,582)	125%
Vendor Parking	45000-60-100	15,301	14,442	12,136	12,500	364	97%
Stock Struck	45010-60-100	4,485	5,345	3,513	4,200	687	84%
Camping Fees	46500-60-100	73,694	73,694	60,981	75,000	14,019	81%
Reimbursable Revenues	48500-60-100	16,770	16,770	-	14,000	14,000	0%
Vendor App Fees	48700-60-100	5,175	4,875	4,176	4,500	324	93%
TOTAL CONCESSION REVENUE		**$ 1,214,645**	**$ 1,214,346**	**$ 1,394,388**	**$ 1,165,200**	**$ (229,188)**	**120%**
EXHIBIT REVENUE:							
Exhibit Entry Fees	EXENT	43,160	43,160	43,995	43,000	(995)	102%
Donated Awards	43100-80-100	550	550	500	-	(500)	0%
Parking Revenue - Livestock	45000-80-100	18,680	18,767	17,200	17,000	(200)	101%
Camping Fees	46500-80-100	16,215	16,215	19,270	15,000	(4,270)	128%
Reimbursable Revenues	48500-80-100	3,165	3,165	180	3,200	3,020	6%
Other Misc Revenue	48700-80-100	3,050	3,050	100	2,000	1,900	5%
Donations	48810-80-100	3,330	3,330	4,900	4,000	(900)	123%
Junior Fair Board Revenue	48700-80-160	10,735	10,735	4,470	7,500	3,030	60%
TOTAL EXHIBIT REVENUE		**$ 98,885**	**$ 98,972**	**$ 90,615**	**$ 91,700**	**$ 1,085**	**99%**
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	-	-	1,500	5,000	3,500	30%
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		**$ -**	**$ -**	**$ 1,500**	**$ 5,000**	**$ 3,500**	**30%**

31st DAA, Ventura County Fair
Revenue Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
ENTERTAINMENT FAIR REVENUE							
Admission - Box Seats	40000-75-100	6,300	6,300	-	6,000	6,000	0%
Admission - Motorsports	40010-75-100	-	-	-	-	-	0%
Admission - Concerts	40020-75-100	305,514	305,514	335,224	300,000	(35,224)	112%
Admission - Rodeo	40030-75-100	126,482	126,482	10,234	61,350	51,116	17%
Presale Admission - Box Seats	40100-75-100	22,000	22,000	28,280	22,000	(6,280)	129%
Presale Admission - Concerts	40120-75-100	412,826	412,826	585,365	410,000	(175,365)	143%
Presale Admission - Rodeo	40130-75-100	-	-	98,198	65,135	(33,063)	151%
Commission on Sales	41500-75-100	9,050	13,474	10,378	13,070	2,692	79%
Merchandise Sales	42200-75-100	6,348	6,348	-	6,160	6,160	0%
Other Misc Revenue	48700-75-100	-	-	-	1,415	1,415	0%
TOTAL ENTERTAINMENT FAIR REVENUE		**$ 888,520**	**$ 892,944**	**$ 1,067,679**	**$ 885,130**	**$ (182,549)**	**121%**
MISCELLANEOUS FAIR REVENUE: (without Jr Livestock Auction)							
Souvenir Booth	42200-00-100	36,223	36,173	27,739	35,140	7,401	79%
Alcohol Concession	42300-00-100	521,852	521,852	646,682	521,852	(124,830)	124%
Parking Revenue	45000-00-100	519,800	519,810	497,902	515,000	17,098	97%
Camping Fees	46500-00-100	999	999	-	970	970	0%
Other Misc Revenue	48700-00-100	1,557	1,457	1,005	1,415	410	71%
Convenience/Product Fees	48720-00-100	229,244	229,242	269,468	222,365	(47,103)	121%
Garden Signage Sponsor	48800-00-100	6,525	6,525	4,800	6,330	1,530	76%
Donations Revenue	48810-00-100	944	944	-	-	-	0%
Sponsorship Revenue	48800-50-100	488,630	488,630	477,978	450,000	(27,978)	106%
TOTAL MISCELLANEOUS FAIR		**$ 1,805,773**	**$ 1,805,631**	**$ 1,925,573**	**$ 1,753,072**	**$ (172,501)**	**110%**
INTERIM REVENUE							
FACILITY SALES							
Concession Revenue (alcohol & beverages)	42300-40-400	306,626	231,456	254,276	305,000	50,724	83%
Parking Revenue	45000-40-400	498,043	396,961	406,838	425,000	18,162	96%
Parking Revenue - Beachfront	45010-40-400	56,756	32,907	98,859	200,000	101,141	49%
Building Rental	46100-40-400	398,693	284,584	381,959	463,500	81,541	82%
Building Rental - Derby Club	46110-40-400	212,000	156,500	152,500	132,000	(20,500)	116%
Grounds Rental	46200-40-400	375,807	257,432	264,133	309,000	44,867	85%
Equipment Rental (chairs, tables, etc.)	46300-40-400	120,422	79,519	121,172	120,000	(1,172)	101%
Camping Fees	46500-40-400	17,220	2,800	20,170	17,000	(3,170)	119%
Reimbursable Revenue - Utilities	48500-40-400	18,874	8,676	18,340	14,845	(3,495)	124%
Reimbursable Revenue - Outside Security	48510-40-400	3,690	3,690	-	-	-	0%
Reimbursable Revenue - In House Security	48520-40-400	-	-	-	-	-	0%
Reimbursable Revenue - Standby Labor	48530-40-400	97,346	71,366	57,203	89,217	32,014	64%
Set-Up/Clean-Up Fees	48550-40-400	97,451	77,211	71,434	84,400	12,966	85%
Reimbursable Revenue - Fire Marshall	48560-40-400	6,780	6,780	5,860	7,441	1,581	79%
Reimbursable Revenue - Trash/Dumpster	48570-40-400	27,684	22,684	16,000	23,449	7,449	68%
Reimbursable Revenue - Other (Police Expense)	48580-40-400	46,112	45,540	11,301	43,806	32,505	26%
Other Misc Revenue	48700-40-400	568	540	110	-	(110)	0%
Sponsorship Revenue	48800-50-400	-	-	-	-	-	0%

31st DAA, Ventura County Fair
Revenue Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
OKTOBERFEST							
Admission Revenue	40000-00-500	83,228	16,813	-	83,000	83,000	0%
Carnival Wristbands	40500-00-500	10,050	5,880	-	9,748	9,748	0%
Carnival Games	40510-00-500	993	-	-	965	965	0%
Commercial Vendors	41000-00-500	51,586	2,945	-	55,000	55,000	0%
Food Concession	42100-00-500	33,231	15	-	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	10,808	-	85,714	85,714	0%
Parking Revenue	45000-00-500	23,540	-	-	28,000	28,000	0%
Grounds Rental	46200-00-500	855	285	-	-	-	0%
Camping Fees	46500-00-500	-	-	-	855	855	0%
Promo Fund	48000-00-500	40,000	-	-	-	-	0%
Reimbursable Revenue	48500-00-500	1,120	990	-	2,416	2,416	0%
Other Misc Revenue	48700-00-500	1	-	284	-	(284)	0%
Convenience/Product Fees	48720-00-500	907	908	6,672	6,000	(672)	111%
Sponsorship Revenue	48800-00-500	10,225	875	-	10,000	10,000	0%
Prior Year Revenue	49000-00-500	-	-	(141)	-	141	0%
TOTAL INTERIM REVENUE		**$ 2,639,944**	**$ 1,718,163**	**$ 1,886,970**	**$ 2,558,128**	**$ 671,158**	**74%**
SATELLITE WAGERING							
Commission	41500-20-200	234,969	197,448	207,420	200,000	(7,420)	104%
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**	**$ 199,752**	**$ 207,420**	**$ 226,235**	**$ 18,815**	**92%**
TOTAL PRIOR YEAR REVENUE ADJ	49000-00-000	46,995	34,066	19,768	-	(19,768)	0%
TOTAL PRIOR YEAR REVENUE		**$ 46,995**	**$ 34,066**	**$ 19,768**	**$ -**	**$ (19,768)**	0%
OTHER OPERATING REVENUE							
Reimbursable Revenue	48500-00-000	-	-	952	1,500	548	63%
Other Misc Revenue (Convenience Fees, SE Rebates, etc.)	48700-00-000	20,736	9,198	1,972	20,000	18,028	10%
Interest Earnings	48710-00-000	50,340	36,127	41,360	47,462	6,102	87%
Donations	48810-00-000	-	-	-	-	-	0%
TOTAL OTHER OPERATING REVENUE		**$ 71,076**	**$ 45,325**	**$ 44,284**	**$ 68,962**	**$ 24,678**	**64%**

31st DAA, Ventura County Fair
Expense Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
ADMINISTRATION EXPENSE							
Salaries & Wages - Perm	50000-11-000	148,768	93,536	169,202	235,222	66,020	72%
Salaries & Wages - Temp	50100-11-000	127,665	93,852	89,630	144,135	54,505	62%
Compensated Leave	50300-11-000	24,165	-	-	41,910	41,910	0%
Employee Beneifts	51000-11-000	31,368	19,020	38,649	57,768	19,119	67%
PERS Employer Contribution	51010-11-000	69,219	44,943	69,520	121,491	51,971	57%
OPEB Employer Contribution	51020-11-000	1,674	1,674	-	-	-	0%
Payroll Taxes	51100-11-000	19,208	12,948	17,870	43,179	25,309	41%
Worker's Comp Insurance	51200-11-000	31,342	19,748	19,851	32,909	13,058	60%
Unemployment Insurance	51300-11-000	20,409	16,836	7,723	42,488	34,765	18%
Current year - Bad Debt Expense	53000-11-000	-	-	-	-	-	0%
Bank / CC Charges	54000-11-000	214,576	190,278	150,454	213,572	63,118	70%
Director Expense	56000-11-000	2,227	141	92	2,500	2,408	4%
Dues & Subcription	57000-11-000	38,530	30,137	33,920	39,000	5,080	87%
Insurance	60000-11-000	335,853	251,074	274,145	339,717	65,572	81%
Other Misc Expense	65000-11-000	452	252	1,436	5,000	3,564	29%
Postage	67000-11-000	2,537	2,037	1,647	2,550	903	65%
Professional Services	69000-11-000	99,323	78,882	53,468	101,546	48,078	53%
Audit Cost	69010-11-000	86,255	86,255	32,175	50,000	17,825	64%
Office Supples & Expense	74000-11-000	13,037	7,473	10,556	11,835	1,279	89%
Telephone	75000-11-000	21,123	13,303	23,402	21,035	(2,367)	111%
Travel / Training Expense	77000-11-000	12,425	8,427	12,421	15,000	2,579	83%
TOTAL ADMINISTRATION EXPENSE		**$ 1,300,155**	**$ 970,816**	**$ 1,006,159**	**$ 1,520,857**	**$ 514,698**	**66%**
MAINTENANCE & GENERAL OPERATIONS							
Salaries & Wages - Perm	50000-12-000	239,496	187,980	135,225	242,814	107,589	56%
Salaries & Wages - Temp	50100-12-000	821,086	626,305	644,866	982,682	337,816	66%
Employee Beneifts	51000-12-000	65,578	48,198	43,604	75,000	31,396	58%
PERS Employer Contribution	51010-12-000	203,862	153,167	154,538	215,000	60,462	72%
OPEB Employer Contribution	51020-12-000	4,427	4,427	-	9,000	9,000	0%
Payroll Taxes	51100-12-000	67,142	51,919	47,691	72,000	24,309	66%
Worker's Comp Insurance	51200-12-000	117,108	85,239	64,235	137,256	73,021	47%
Vehicle Insurance	60000-12-000	3,176	3,176	3,132	3,335	203	94%
Utilities - Electrical	63000-12-000	413,029	352,838	297,648	433,680	136,032	69%
Utilities - Gas/Propane	63010-12-000	24,206	17,596	19,729	25,416	5,687	78%
Utilities - Water/Sewer	63020-12-000	95,665	73,978	88,317	100,448	12,131	88%
Grounds Maintenance & Repairs	64000-12-000	96,874	84,518	70,362	101,168	30,806	70%
Equipment Maintenance	64010-12-000	72,212	56,697	62,288	69,702	7,414	89%
Professional Services	69000-12-000	119,221	99,539	138,700	284,336	145,636	49%
Equipment Rental	72000-12-000	14,109	11,748	7,004	14,500	7,496	48%
Supplies & Expenses	74000-12-000	68,277	52,326	107,966	91,794	(16,172)	118%
Telephone Expenses	75000-12-000	2,657	2,657	600	3,297	2,697	18%
Travel & Training Expenses	77000-12-000	1,786	1,204	733	3,500	2,767	21%

31st DAA, Ventura County Fair
Expense Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
Trash/Waste Removal	78000-12-000	71,891	62,041	72,246	88,267	16,021	82%
TOTAL MAINTENANCE EXPENSE		**$ 2,501,803**	**$ 1,975,553**	**$ 1,958,885**	**$ 2,953,195**	**$ 994,310**	**66%**
PUBLICITY EXPENSE							
Salaries-Wages - Temp	50100-13-100	-	-	5,765	4,000	(1,765)	144%
Payroll Taxes	51100-13-100	-	-	84	248	164	34%
Worker's Comp Insurance	51200-13-100	-	-	286	200	(86)	143%
PERS Employer Contribution	51010-13-100	-	-	-	448	448	0%
Advertising	52000-13-100	105,254	95,123	79,630	140,000	60,370	57%
Professional Services	69000-13-100	72,641	96,941	67,876	125,000	57,124	54%
Program Expense	70000-13-100	27,001	1,381	25,207	25,000	(207)	101%
Promotional Expense	71000-13-100	21,101	21,101	23,236	25,000	1,764	93%
Supplies & Expense	74000-13-100	21,552	37,048	16,490	40,000	23,510	41%
TOTAL PUBLICITY EXPENSE		**$ 247,547**	**$ 251,594**	**$ 218,574**	**$ 359,896**	**$ 141,322**	**61%**
CONCESSION EXPENSE							
Salaries & Wages - Perm	50000-60-100	59,686	46,388	49,092	64,941	15,849	76%
Salaries & Wages - Temp	50100-60-100	31,071	25,763	28,184	46,010	17,826	61%
Employee Beneifts	51000-60-100	-	-	-	1,680	1,680	0%
Payroll Taxes	51100-60-100	6,634	5,210	5,806	10,326	4,520	56%
PERS Employer Contribution	51010-60-100	22,569	16,972	21,354	32,954	11,600	65%
OPEB Employer Contribution	51020-60-100	1,022	1,022	-	-	-	0%
Worker's Comp Insurance	51200-60-100	9,724	7,249	5,661	12,427	6,766	46%
Professional Services	69000-60-100	40,978	42,361	12,012	42,458	30,446	28%
Supplies & Expense	74000-60-100	5,337	5,070	2,499	8,500	6,001	29%
Travel & Training	77000-60-100	467	364	1,277	3,655	2,378	35%
TOTAL CONCESSION EXPENSE		**$ 177,487**	**$ 150,398**	**$ 125,883**	**$ 222,951**	**$ 97,068**	**56%**
ATTENDANCE OPERATIONS							
Salaries & Wages - Temp	50100-70-100	107,403	107,403	53,964	73,820	19,856	73%
PERS Employer Contribution	51010-70-100	2,633	2,633	914	1,659	745	55%
Payroll Taxes	51100-70-100	2,709	2,709	1,145	1,760	615	65%
Worker's Comp Insurance	51200-70-100	7,498	7,498	2,300	8,268	5,968	28%
Professional Services	69000-70-100	39,526	39,526	213,579	32,500	(181,079)	657%
Professional Services - Carnival	69010-70-100	2,253,138	2,252,607	-	-	-	0%
Secuity Expense	73000-70-100	967,766	967,766	782,376	996,800	214,424	78%
Supplies & Expense	74000-70-100	142,413	142,413	29,966	146,685	116,719	20%
Supplies & Expense - Carnival	74010-70-100	192,810	192,810	-	-	-	0%
Supplies & Expense - Admission	74020-70-100	1,113	1,113	-	1,150	1,150	0%
Salaries & Wages - Temp - Security	50100-71-100	-	-	114,389	-	(114,389)	0%
PERS Employer Contribution - Security	51010-71-100	-	-	6,255	-	(6,255)	0%
Payroll Taxes - Security	51100-71-100	-	-	3,764	-	(3,764)	0%
Worker's Comp Insurance - Security	51200-71-100	-	-	4,733	-	(4,733)	0%
TOTAL ATTENDANCE EXPENSE		**$ 3,717,008**	**$ 3,716,477**	**$ 1,213,386**	**$ 1,262,642**	**$ 49,256**	**96%**

31st DAA, Ventura County Fair
Expense Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
Premium Expense (Excluding Horse Show)							
Premium Cash Awards	66000-85-100	104,565	104,565	101,982	104,565	2,583	98%
Professional Services	69000-85-100	10,120	10,120	6,500	10,000	3,500	65%
Supplies & Expenses	74000-85-100	1,152	1,152	1,057	1,000	(57)	106%
TOTAL PREMIUM EXPENSE		**$ 115,837**	**$ 115,837**	**$ 109,539**	**$ 115,565**	**$ 6,026**	**95%**
EXHIBIT EXPENSE							
Salaries & Wages - Perm	50000-80-100	52,490	39,680	39,976	58,125	18,149	69%
Salaries & Wages - Temp	EXWAT	-	-	187	-	(187)	0%
Employee Beneifts	51000-80-100	12,125	9,092	9,164	12,122	2,958	76%
PERS Employer Contribution	51010-80-100	14,244	10,230	11,589	16,281	4,692	71%
OPEB Employer Contribution	51020-80-100	852	852	-	-	-	0%
Payroll Taxes	EXPRT	3,952	2,987	3,010	3,965	955	76%
Worker's Comp Insurance	EXWC	5,756	4,072	2,981	6,510	3,529	46%
Other Misc Expense	65000-80-100	-	-	-	-	-	0%
Trophies & Ribbons	66010-80-100	5,994	5,994	13,511	8,000	(5,511)	169%
Sponsored Cash	66020-80-100	-	-	-	200	200	0%
Supplies & Expenses	EXSE	31,005	30,957	48,281	59,625	11,344	81%
Professional Services	EXPRO	106,551	106,551	118,988	129,650	10,662	92%
Volunteer Event	74010-80-100	3,224	3,224	2,704	3,000	296	90%
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	2,793	2,499	3,000	501	83%
TOTAL EXHIBIT EXPENSE		**$ 245,199**	**$ 220,042**	**$ 255,488**	**$ 305,478**	**$ 49,990**	**84%**
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	-	-	121	-	(121)	0%
Professionsl Services - Youth Open	69000-25-151	-	-	-	-	-	0%
Supplies & Expenses - Youth Open	74000-25-151	-	-	-	-	-	0%
TOTAL HORSE SHOW EXPENSE		**$ -**	**$ -**	**$ 121**	**$ 5,000**	**$ 4,879**	**2%**
FAIR ENTERTAINMENT EXPENSE							
Salaries & Wages - Perm	50000-75-100	-	-	-	11,081	11,081	0%
Salaries & Wages - Temp	50100-75-100	-	-	3,616	-	(3,616)	0%
Employee Beneifts	51000-75-100	-	-	-	484	484	0%
Payroll Taxes	51100-75-100	-	-	52	100	48	52%
Worker's Comp Insurance	51200-75-100	-	-	151	1,241	1,090	12%
Entertainment - Rodeo	58000-75-100	143,000	143,000	160,000	160,000	-	100%
Entertainment - Grounds Acts	58010-75-100	245,215	245,215	241,825	252,250	10,425	96%
Entertainment - Motrosports	58020-75-100	-	-	-	-	-	0%
Entertainment - Concerts	58030-75-100	1,359,222	1,359,222	1,218,829	1,400,000	181,171	87%
Entertainment - Community Event	58040-75-100	-	-	-	-	-	0%
Professional Services	69000-75-100	502,830	482,337	422,804	494,050	71,246	86%
Professional Services - Rodeo	69010-75-100	7,318	7,318	7,294	7,945	651	92%
Supplies & Expense - Grandstands	74000-75-100	59,090	59,090	108,535	60,000	(48,535)	181%

31st DAA, Ventura County Fair
Expense Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
Supplies & Expense - Grounds Acts	74010-75-100	23,148	23,148	1,439	23,150	21,711	6%
Supplies & Expense - Rodeo	74020-75-100	7,713	7,713	13,557	7,945	(5,612)	171%
TOTAL FAIR ENTERTAINMENT EXPENSE		**$ 2,347,536**	**$ 2,327,044**	**$ 2,178,103**	**$ 2,418,246**	**$ 240,143**	**90%**
MISCELLANEOUS FAIR EXPENSE							
ADMINISTRATION							
Salaries & Wages - Perm	50000-11-100	11,527	11,527	-	-	-	0%
Salaries & Wages - Temp	50100-11-100	44,770	44,770	30,060	34,142	4,082	88%
Employee Beneifts	51000-11-100	2,267	2,267	-	-	-	0%
PERS Employer Contribution	51010-11-100	8,804	8,804	1,385	7,581	6,196	18%
OPEB Employer Contribution	51020-11-100	164	164	-	-	-	0%
Payroll Taxes	51100-11-100	3,168	3,168	1,209	3,263	2,054	37%
Worker's Comp Insurance	51200-11-100	4,766	4,766	1,472	3,824	2,352	38%
Director's Expense	56000-11-100	507	507	225	522	297	43%
Supplies & Expenses	74000-11-100	8,891	8,882	41,243	10,300	(30,943)	400%
MAINTENANCE							
Salaries & Wages - Perm	50000-12-100	40,051	40,051	53,932	87,976	34,044	61%
Salaries & Wages - Temp	50100-12-100	193,486	193,486	324,030	288,145	(35,885)	112%
Employee Beneifts	51000-12-100	7,419	7,419	12,196	7,790	(4,406)	157%
PERS Employer Contribution	51010-12-100	26,475	26,475	41,722	27,798	(13,924)	150%
OPEB Employer Contribution	51020-12-100	311	311	-	-	-	0%
Payroll Taxes	51100-12-100	13,147	13,147	19,624	13,804	(5,820)	142%
Worker's Comp Insurance	51200-12-100	21,233	21,233	17,557	42,125	24,568	42%
Utilities (electric, gas, water, sewer, etc.)	63000-12-100	118,998	118,607	223,406	50,000	(173,406)	447%
Professional Services	69000-12-100	290,028	295,272	336,560	305,036	(31,524)	110%
Equipment Rental	72000-12-100	266,608	266,608	413,947	279,939	(134,008)	148%
Supplies & Maintenance	74000-12-100	124,764	124,764	104,691	100,144	(4,547)	105%
Trash/Waste Removal	78000-12-100	32,417	32,417	-	34,379	34,379	0%
FACILITY SALES							
Salaries & Wages - Perm	50000-40-100	-	-	-	-	-	0%
Salaries & Wages - Temp	50100-40-100	-	-	-	-	-	479%
Employee Beneifts	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	600	16,202	-	(16,202)	0%
Supplies & Expenses	74000-40-100	-	-	-	-	-	0%
SPONSORSHIP							
Professional Services	69000-50-100	128,950	128,950	92,542	90,000	(2,542)	103%
Equipment Rental	72000-50-100	321	321	5,297	-	(5,297)	0%
Supplies & Expenses	74000-50-100	1,282	1,282	2,110	2,500	390	84%

31st DAA, Ventura County Fair
Expense Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
PARKING							
Salaries & Wages - Perm	50000-65-100	-	-	-	-	-	0%
Salaries & Wages - Temp	50100-65-100	37,653	37,653	31,074	69,420	38,347	45%
Employee Beneifts	51000-65-100	-	-	-	-	-	0%
PERS Employer Contribution	51010-65-100	627	627	1,905	11,954	10,049	16%
OPEB Employer Contribution	51020-65-100	-	-	-	-	-	0%
Payroll Taxes	51100-65-100	1,104	1,104	1,299	1,137	(162)	114%
Worker's Comp Insurance	51200-65-100	2,686	2,686	1,281	7,775	6,494	16%
Professional Services	69000-65-100	339,347	336,784	354,081	340,000	(14,081)	104%
Overflow Parking Rental	72000-65-100	47,311	47,311	33,806	50,000	16,194	68%
Equipment Rental	72001-65-100	618	618	-	1,000	1,000	0%
Supplies & Expense	74000-65-100	4,467	4,467	14,886	1,500	(13,386)	992%
OTHER FAIR							
Chargebacks	54020-00-100	12,138	11,213	2,999	12,501	9,502	0%
Professional Services	69000-00-100	160,774	130,795	63,477	-	(63,477)	0%
Souvenir Booth Expense	74000-00-100	20,132	20,132	23,442	21,139	(2,303)	0%
TOTAL MISCELLANEOUS FAIR EXPENSE		**$ 1,977,812**	**$ 1,949,191**	**$ 2,267,659**	**$ 1,905,694**	**$ (361,965)**	**119%**
INTERIM EXPENSE							
PUBLICITY							
Advertising	52000-13-400	-	-	1,250	5,000	3,750	25%
Professional Services	69000-13-400	63,491	48,052	15,504	10,000	(5,504)	155%
Promotional Expense	71000-13-400	-	-	50	5,000	4,950	1%
Supplies & Expenses	74000-13-400	1,131	1,687	1,176	5,000	3,824	24%
Travel & Training	77000-13-400	-	-	490	-	(490)	0%
FACILITY SALES							
Salaries & Wages - Perm	50000-40-400	54,321	54,321	-	-	-	0%
Salaries & Wages - Temp	50100-40-400	32,300	21,266	51,954	84,600	32,646	61%
Employee Beneifts	51000-40-400	14,930	14,924	6	-	(6)	0%
PERS Employer Contribution	51010-40-400	13,386	13,386	5,053	14,625	9,572	35%
OPEB Employer Contribution	51020-40-400	1,189	1,189	-	-	-	0%
Payroll Taxes	51100-40-400	4,300	4,140	1,751	5,723	3,972	31%
Worker's Comp Insurance	51200-40-400	9,343	7,887	4,069	9,475	5,406	43%
Professional Services	69000-40-400	48,960	47,460	13,191	54,900	41,709	24%
Promotional Expense	71000-40-400	-	-	-	-	-	0%
Rental Expense	72000-40-400	1,697	1,697	373	7,000	6,627	5%
Outside Security Expense	73000-40-400	188,341	133,515	141,102	190,000	48,898	74%
Supplies & Expenses	74000-40-400	1,192	1,093	779	2,000	1,221	39%
Telephone	75000-40-400	713	534	440	720	280	61%
Travel & Training	77000-40-400	1,131	1,131	-	5,000	5,000	0%
Trash/Waste Removal	78000-40-400	-	-	-	-	-	0%
PARKING							
Salaries & Wages - Perm	50000-65-400	-	-	-	-	-	0%

31st DAA, Ventura County Fair
Expense Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
Salaries & Wages - Temp	50100-65-400	87,885	65,693	82,130	130,752	48,622	63%
Employee Beneifts	51000-65-400	-	-	-	-	-	0%
PERS Employer Contribution	51010-65-400	6,364	4,078	8,938	6,400	(2,538)	140%
Payroll Taxes	51100-65-400	2,969	2,134	3,300	3,117	(183)	106%
Worker's Comp Insurance	51200-65-400	9,769	6,814	6,441	14,644	8,203	44%
Equipment Maintenance	64010-65-400	-	-	-	-	-	0%
Professional Services - PK	69000-65-400	17,942	12,816	15,379	30,758	15,379	50%
Supplies & Expense - Main Lot	74000-65-400	127	16	2,075	1,750	(325)	119%
Supplies & Expense - Beach Lot	74010-65-400	1,432	22	330	1,750	1,420	19%
SECURITY							
Salaries & Wages - Temp	50100-71-400	-	-	391	-	(391)	0%
PERS Employer Contribution	51010-71-400	-	-	-	-	-	0%
Payroll Taxes	51100-71-400	-	-	6	-	(6)	0%
Worker's Comp Insurance	51200-71-400	-	-	23	-	(23)	0%
OKTOBERFEST							
Salaries & Wages - Perm	50000-00-500	16,035	10,187	4,106	16,035	11,929	26%
Salaries & Wages - Temp	50100-00-500	59,173	19,484	18,806	59,173	40,367	32%
Employee Beneifts	51000-00-500	2,812	2,680	426	2,953	2,527	14%
PERS Employer Contribution	51010-00-500	12,662	6,736	4,876	13,295	8,419	37%
OPEB Employer Contribution	51020-00-500	-	-	-	-	-	0%
Payroll Taxes	51100-00-500	4,095	1,775	1,337	4,300	2,963	31%
Worker's Comp Insurance	51200-00-500	7,916	3,164	1,799	8,423	6,624	21%
Advertising	52000-00-500	23,337	4,534	5,110	22,346	17,236	23%
Entertainment Grandstand	58000-00-500	12,500	7,500	-	13,125	13,125	0%
Entertainment Ground	58010-00-500	17,035	11,500	-	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	1,680	-	24,273	24,273	0%
Professional Services - Carnival	69010-00-500	-	-	-	-	-	0%
Rental Expense	72000-00-500	15,065	3,150	-	15,775	15,775	0%
Security Expense	73000-00-500	21,083	-	-	22,137	22,137	0%
Supplies & Expenses	74000-00-500	62,631	12,234	10,073	35,000	24,927	29%
Prior Year Expense	80000-00-500	-	-	(2,272)	-	2,272	0%
TOTAL INTERIM EXPENSE		**$ 842,345**	**$ 528,479**	**$ 400,460**	**$ 868,044**	**$ 467,584**	**46%**
SATELLITE WAGERING EXPENSE							
CARF Dues	57000-20-200	16,000	12,000	(9,333)	16,000	25,333	-58%
Grounds Maintenance & Repairs	64000-20-200	20,424	16,362	13,919	20,424	6,505	68%
Equipment Maintenance	64010-20-200	-	-	-	-	-	0%
Professional Services	69000-20-200	5,500	4,321	28,040	5,500	(22,540)	510%
Supplies & Expenses	74000-20-200	561	498	23,119	515	(22,604)	4489%
Trash Removal	78000-20-200	-	-	-	-	-	0%
TOTAL SATELLITE WAGERING EXPENSE		**$ 42,485**	**$ 33,181**	**$ 55,744**	**$ 42,439**	**$ (13,305)**	**131%**

31st DAA, Ventura County Fair
Expense Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
EQUIPMENT EXPENSE							
Non Capitalizeds(cost less than $5000 and life less than one year							
Equipment Funded by Fair	87500-00-000	41,745	35,155	27,185	53,725	26,540	51%
TOTAL EQUIPMENT EXPENSE		**$ 41,745**	**$ 35,155**	**$ 27,185**	**$ 53,725**	**$ 26,540**	**51%**

31st DAA, Ventura County Fair
Expense Report
September 30, 2026

Description	Acct. No.	Actuals 2025	Prior YTD 9/30/25	Current YTD 9/30/26	Budget 2026	Balance of Budget	% Used 2026
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT							
Prior Year Adjustments	80000-00-000	32,054	25,985	13,247	26,765	13,518	49%
PRIOR YEAR OPERATING EXPENSE		**$ 32,054**	**$ 25,985**	**$ 13,247**	**$ 26,765**	**$ 13,518**	**49%**
CASH SHORTAGES & OVERAGES							
Cash +/- Interim	85000-00-000	(5,400)	(2,721)	(5,202)	-	5,202	0%
CASH (OVER)/UNDER		**$ (5,400)**	**$ (2,721)**	**$ (5,202)**	**$ -**	**$ 5,202**	**-**
DEPRECIATION EXPENSE							
Depreciation	90000-00-000	244,485	163,428	180,858	265,350	84,492	68%
Prior Year Depreciation Expense	80010-00-000	673	(1,533)	-	-	-	0%
TOTAL DEPRECIATION EXPENSE		**$ 245,158**	**$ 161,895**	**$ 180,858**	**$ 265,350**	**$ 84,492**	**68%**
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%**

31st DAA, Ventura County Fair
Oktoberfest
September 30, 2026

DETAIL	Account Number	Actual 2025	Current YTD 9/30/26	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	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	284	0	(284)
Convenience/Product Fees	48720-00-500	907	6,672	6,000	(672)
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**	**6,815**	**323,470**	**316,655**
EXPENDITURES:					
Salaries & Wages - Perm	50000-00-500	16,035	4,106	16,035	11,929
Salaries & Wages - Temp	50100-00-500	59,173	18,806	59,173	40,367
Employee Beneifts	51000-00-500	2,812	426	2,953	2,527
PERS Employer Contribution	51010-00-500	12,662	4,876	13,295	8,419
OPEB Employer Contribution	51020-00-500	0	0	0	0
Payroll Taxes	51100-00-500	4,095	1,337	4,300	2,963
Worker's Comp Insurance	51200-00-500	7,916	1,799	8,423	6,624
Advertising	52000-00-500	23,337	5,110	22,346	17,236
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	10,073	35,000	24,927
Prior Year Expense	80000-00-500	0	(2,272)	0	2,272
TOTAL EXPENDITURES		**279,433**	**44,260**	**279,830**	**235,570**
OKTOBERFEST NET INCOME		**76,442**	**(37,445)**	**43,640**	**81,085**

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

DETAIL		Account Number	Actual 2025	Current YTD 9/30/26	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	89,475	75,000	(14,475)
Other Misc Revenue		48700-30-300	31,646	40,483	25,000	(15,483)
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	153,003	100,000	(53,003)
Donations		48810-30-300	98	0	0	0
Prior Year Revenue		49000-30-300	6,752	0	0	0
TOTAL REVENUES			**262,238**	**282,961**	**200,000**	**(82,961)**
AUCTION EXPENDITURES:						
Bad Debt Expense		53000-30-300	0	0	0	0
Bank/CC Charges		54000-30-300	18,190	29,618	18,000	(11,618)
Hauling and Slaughter		65000-30-300	2,702	8,600	3,000	(5,600)
Professional Services		69000-30-300	62,766	37,780	65,000	27,220
Publicity & Marketing		71000-30-300	102	1,213	500	(713)
Supplies & Expense		74000-30-300	25,511	20,637	30,000	9,363
Lunch Expense		74010-30-300	21,929	19,504	24,000	4,496
Prior Year Expense		80000-30-300	0	2,912	0	(2,912)
Cash Shortage/Overage		85000-30-300	0	228	0	(228)
Equipment Expense		87500-30-300	0	0	0	0
TOTAL EXPENDITURES			**131,198**	**120,493**	**140,500**	**20,007**
NET JLA INCOME			**131,041**	**162,468**	**59,500**	**(102,968)**
ENDING RESOURCES:	**9/30/2026**	25100-30-300	**$ 837,149**	**$ 999,617**		

31st DAA, Ventura County Fair
Capital Assets
September 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	(61,256)
Construction in Progress:		19000-00-000	453,094
PSPS Project	19000-00-000	-	
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	56,645	
Sewer & Storm Drain Project	19000-00-930	293,638	
Equipment		19300-00-000	46,600
Other Fixed Assets			
Other (provide description):			
TOTAL ACQUISITIONS OF FIXED ASSETS			**438,438**
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:	**9/30/2026**		**$ 21,580,306**
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	180,858
ACCUMULATED DEPRECIATION as of:	**9/30/2026**		**$ 15,856,684**
PROPERTY, PLANT & EQUIPMENT, NET OF DEPRECIATION:	**9/30/2026**		**$ 5,723,622**
DEBT (ASSOCIATED WITH FIXED ASSETS)	**9/30/2026**	25000-00-000	-
NET RESOURCES-CAPITAL ASSETS (less related debt):	**9/30/2026**		**$ 5,723,622**

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

DETAIL	Account Number	Actual 2025	Current YTD 9/30/26	Budget 2026	Balance of Budget
REVENUES:					
Admission Revenue	40000-20-200	0	0	0	0
Commission Revenue	41500-20-200	234,969	207,420	200,000	(7,420)
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**	**207,420**	**226,235**	**18,815**
EXPENDITURES:					
CARF Dues	57000-20-200	16,000	(9,333)	16,000	25,333
Grounds & Maintenance Repairs	64000-20-200	20,424	13,919	20,424	6,505
Equipment Maintenance	64010-20-200	0	0	0	0
Professional Services	69000-20-200	5,500	28,040	5,500	(22,540)
Supplies & Expense	74000-20-200	561	23,119	515	(22,604)
Trash Removal	78000-20-200	0	0	0	0
Prior Year Expense	80000-20-200	0	0	0	0
TOTAL EXPENDITURES		**42,485**	**55,744**	**42,439**	**(13,305)**
NET SATELLITE WAGERING PROFIT/LOSS		**194,788**	**151,676**	**183,796**	**32,120**

VENTURA COUNTY FAIRGROUNDS & EVENT CENTER

10 W. Harbor Blvd. | Ventura, CA 93001
(805) 648-3376 | Fax: (805) 648-1012

31ST DISTRICT AGRICULTURAL ASSOCIATION
ANNUAL APPOINTMENT FOR SECRETARY/TREASURER-MANAGER

RESOLUTION

31st District Agricultural Association – Ventura County Fairgrounds

Excerpt from the Board of Director's Meeting held on: November 17th, 2026.

Upon motion of _____ seconded by _____ the CEO, Heidi Ortiz, was reappointed as the Secretary/Treasurer-Manager.

The motion carried unanimously.

Certified to be a True Copy

Signed: _____
Heidi Ortiz, CEO

Dated: _____

VENTURA COUNTY FAIRGROUNDS & EVENT CENTER

10 W. Harbor Blvd. | Ventura, CA 93001
(805) 648-3376 | Fax: (805) 648-1012

31ST DISTRICT AGRICULTURAL ASSOCIATION
DELEGATION OF AUTHORITY FOR CEO

RESOLUTION

31st District Agricultural Association – Ventura County Fairgrounds

Excerpt from the Board of Director's Meeting held on: November 17th, 2026.

Upon motion of _____ seconded by _____ the (Secretary/Treasurer-Manager) Chief Executive Officer, Heidi Ortiz, was authorized to execute Rental Agreements up to $150,000.00, Standard 2 Agreements up to $150,000.00 and Grandstand Contracts up to $300,000.00 without further authorization from the Board of Directors. All such executed agreements are to be submitted to the Board of Directors for review at the subsequent meeting. The Delegation is effective through December 31st, 2027.

The motion carried unanimously.

Certified to be a True Copy

Signed: _____
Heidi Ortiz, CEO

Dated: _____

VENTURA COUNTY FAIRGROUNDS & EVENT CENTER

10 W. Harbor Blvd. | Ventura, CA 93001
(805) 648-3376 | Fax: (805) 648-1012

31ST DISTRICT AGRICULTURAL ASSOCIATION
DELEGATION OF AUTHORITY FOR DEPUTY MANAGER

RESOLUTION

31st District Agricultural Association – Ventura County Fairgrounds

Excerpt from the Board of Director's Meeting held on: November 17th, 2026.

Upon motion of ____ seconded by ____ the Deputy Manager, Jason Amelio, was authorized to execute Rental Agreements up to $50,000.00, Standard 2 Agreements up to $50,000.00 and purchasing up to $50,000.00 without further authorization from the Board of Directors. All such executed agreements are to be submitted to the Board of Directors for review at the subsequent meeting. The Delegation is effective through December 31st, 2027.

The motion carried unanimously.

Certified to be a True Copy

Signed: _____
Heidi Ortiz, CEO

Dated: _____

Oct 2026

Heidi & Fair Board,

My name is Jill. I've been a volunteer for almost 15 years. Usually we only hear a few complaints, this year was enough to need to bring to you for resolution.

This is a long one. With your coffee & fair book in hand, please hear your fairgoers & loyal volunteers experiences, observations & ideas. Some rely heavily on the fair book & carry it everywhere.

- Please bring back the foldable, fit in pocket size. We've heard "I'm not carrying that big thing around." We understand the needed AD dollars, but it shouldn't be a disappointing letdown for user.
- Too many shows/events listed in the book never took place at said time. Why?
- AUG 1ST 2:30 The Wilder show (suggest: say what genre on all; magic, dance, ETC) He showed up @ 3, we missed, had to work.
- AUG 7th & 9th Tina Marie, several times - not on as scheduled, never saw her :(we tried 3 times.
- AUG 9th Beef tasting - AG Bld, was told it was the day before

These were only the ones I experienced, how many more were there?

- Have final schedule out ahead of time.

• Page 2 'Find your Fair'
Under map eliminate 'Fair Hours' & 'Fair Schedule' those are posted throughout book. (July 29 – Aug 9). That would give more room to enlarge tiny info words, that even good eyes can't see.
• Maybe not all full page ads need the whole page?.
Show grandstand concerts on all TV screens. Will help those with mobility & or age limitations, especially when arena is crowded. Otherwise TV screens are ignored.

Every year there's frustration; Waiting in a long line only to be told it's the wrong line - go wait in another long line - maybe not even able to get in to the concert at all. It's happened to me to
Suggest; Large A-frame signs indicating each lines purpose, especially for new fairgoers. Signs at front of lines don't help people at the back.
Need benches all along Home Arts bld. to prevent those who were sitting on the cement for shade.

ADD. nursing station inside changing room (or somewhere) so expectant mothers don't have to go out to their car.
=Xotic animals not in the book, not even on pg 2 under 'Animal Lovers'. Many missed that exibit.
Maybe same food items needn't be listed, P1 & P5 & AUG 3RD
Thank you for listening. Till

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

I. Call to Order
Roll Call
Declaration of Recusal or Conflict of Interest
The meeting convened at 9:03 a.m. and called to order by President Ceja.

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

Staff present: Heidi Ortiz, CEO, Jason Amelio, Deputy Manager, Sara Gutierrez, Sales Manager, Megan Hook, PR & Marketing, and Karen Pineda, Executive Assistant.

Guests Present: None

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. September 22nd, 2026 Board Meeting Minutes

MOTION: To approve the September 22nd, 2026 Board Meeting minutes.

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		

VII. Financial Reports (discussion and/or approval)

A. Financials ending August 31st, 2026.

CEO Ortiz shared that the fairgrounds is caught up with the fair expenses and revenues. The total NET resources beginning was $8.2M and our total NET resources ending were $9.3M, resulting in a positive increase of $1.1M.

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

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		

B. Update on SB84 Repayment.

CEO Ortiz referred to the letter sent by the Department of Finance, which outlined that the 31st DAA is required to repay over $537,000. She summarized that the SB84 loaned money to help pay down California's pension debt, which was calculated by the number of civil service employees the fairgrounds had in 2017-2018. The Department of Finance borrowed loaned money from the Surplus Money Investment Fund (SMIF), to pay the obligation they couldn't fulfill. CEO Ortiz confirmed that this obligation of repayment is outlined in the financials under the Statement of Net Positions, under liabilities. The current figure in the financials is incorrect, but our master accountant will correct it to reflect the accurate amount. If this is repaid with cash, it will reduce liabilities. She recommended that the repayment be budgeted in 2027 and paid off by June 30, 2027, so as not to accrue interest. She asked for consensus of the Board on how to move forward. Director Long shared that he was in favor of completing the repayment by the end of June. Director Cornejo commented that it is regretful that the amount was calculated by the number of employees there was at the time, since there were 25-30 employees, and now there is a staff of 9. Director Morgan-Carter said it was a relief that we are ahead of the curve with this. Director Lacayo and President Ceja also agreed with CEO Ortiz's recommendation. Director Long presented a motion to the Board.

MOTION: To approve that the repayment of SB84 be budgeted in 2027, to pay it off by June 30, 2027.

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

VIII. New Business

A. Marketing Report

Ms. Hook shared that Oktoberfest ran two special promotions this year for pre-sale ticketing. Customers could buy a fair ticket during a two-week period, and they received an Oktoberfest ticket as well. The second was offered through the Oktoberfest flight redemption, where customers could purchase a beer flight at a discounted price, which included a free plastic stein, and that stein automatically qualified for refill pricing. The overall marketing campaign this year for Oktoberfest was "more." The goal was to provide more German beer, food, and entertainment. A survey was sent to the public for feedback from the fair and Oktoberfest. Sponsorship recap meetings are also underway to see what worked and what didn't. Ms. Hook shared that she is working with Mr. Vann on creating an inventory sheet for signage. She also shared that she is working on a facilities and rentals guide with the sales team, which includes renderings of buildings, capacities, square footage, and she hopes to get images for outdoor areas as well. This will be on the fairground's website. She hopes to include drone footage and an interactive map as well. Ms. Hook and CEO Ortiz will be meeting with the website developer to refresh the site. Ms. Hook reported that she is also working on submitting materials for the Western Fairs Association (WFA) awards. She will be hosting a session on influencer marketing at the WFA Conference in January.

B. Sales Report

CEO Ortiz introduced our Sales Manager, Sara Gutierrez. Ms. Gutierrez reported that there was a good turnout for the Super Custom Car Show, Seaside Oddities Expo, and Seaside Highland Games. The National Scholastic Association made its comeback to Ventura since 2024. She noted that the Turnstile concert drew a large crowd for a Wednesday night. She reported that compared to the same time period in 2025, profits increased by approximately 24%.

Director Mack wanted to know if attendance is recorded for interim events during the year. Ms. Gutierrez confirmed that they typically try to, but sometimes they don't receive accurate numbers from promoters after events end. Director Lacayo thanked Ms. Gutierrez for her prompt responses for event rentals. Director Chess appreciated having a list of upcoming events in the board packet.

IX. Old Business

A. Discussion and possible action regarding the installation of a plaque honoring Orpha Woods Foster.

Director Mack recommended a narrow 24"x 4" plaque to be placed under the current E.P. Foster plaque on the administrative building. She referenced the visual included in the Board packet, which illustrated the proposed plaque design and wording they would like to include. She asked the board to concur with the language of the plaque, along with the size, and location of it. The subcommittee asked the staff to procure the plaque for no more than $900. She noted that a sponsor may cover a portion of the cost; however, that has yet to be determined. Director Morgan-Carter presented a motion to the board.

MOTION: To accept the recommendation to install a bronze plaque on the fairgrounds administration building, honoring Orpha Woods Foster, using the recommended wording and dimensions, for no more than $900.

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

B. Discussion and possible action regarding Lot C storm drains.

CEO Ortiz shared that she collaborated with the COO of the California Construction Authority (CCA) and a civil engineer to present two options for a solution to rehabilitate the storms drains. Option one was under $1.3M and would have a lifespan of approximately 20 years. Option two was about $531,000 and would have a lifespan of approximately 10-15 years. Either option will require maintenance over time. She explained that option two is more within our budget. She asked for the Board's approval to the resolution, which outlined that the Board authorizes her to work with CCA to complete this project with a budget up to $531,440. Anything above that amount would require President Ceja's approval up to $150,000. CEO Ortiz clarified that repair would be for the asphalt in lot C, and with consistent upkeep, could have a longer lifespan. She confirmed that the repair would span across the middle of Lot C to the pump station

behind the Santa Cruz building, but the entire lot would be resurfaced. The difference in cost between the two options is the asphalt work, and there is no cost difference for the underground work. Vice President Martinez emphasized the importance of considering the liabilities when making decisions on projects like this one. CEO Ortiz explained that the two storm pumps behind the Santa Cruz building are non-operational and cannot be turned on until the storm drain is fixed. The debris will go into the drains and plug up the system causing further damage. CCA will be the project manager, work with the contractors, and work on site when needed to ensure the project runs smoothly. Vice President Martinez appreciated the conversation and dedicating time to discuss decisions like this with the Board. Director Long presented a motion to the Board.

MOTION: To accept the Board Resolution as recommended, authorizing CEO Ortiz up to $531,440 to work with CCA on the Lot C rehabilitation project.

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

X. Board Correspondence

A. Letter from Dr. Jeannette Sanchez-Palacios, Mayor of the City of Ventura – Data processing facility

CEO Ortiz commented that the letter was received after the meeting with Global Stack.

XI. Consent Agenda: Items hereunder on the Consent Agenda are considered routine, not requiring separate discussion and will be enacted in one motion. Individual items A, 1-3, are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.

A. Agreements
   1. Standard Agreements
   2. Rental Agreements – Interim
   3. Concession Agreements

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

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

XII. CEO Report

- CEO Ortiz presented the updated policy manual to the Board.
- She shared that staff have done two walk-throughs with X-Games. Mr. Amelio went on to say that discussions have gone well and the fine details are in progress. Director Cornejo asked if X-Games will be hosting the full games instead of only the final games. Mr. Amelio explained that they have a year-round league, and there will no longer be just one game. The summer games will be their big finale. He shared that the event may take place in June or July, but that is still in discussion. Vice President Martinez asked how many events of this size he thinks the fairgrounds could handle a year. He said that it depends on the event builds, time, and space. Vice President Martinez was interested to know if an analysis had been considered comparing the benefits of hosting fewer, larger events throughout the year versus a combination of few major events and a greater number of small events. Mr. Amelio stated that that was the focus post-COVID, but there will need to be a balance as the fairgrounds needs the medium income as well. Director Lacayo suggested exploring creative marketing opportunities to increase public awareness of the fairgrounds' involvement, and Director Morgan-Carter encouraged proactive engagement. CEO Ortiz highlighted ongoing efforts to strengthen relationships between the fairgrounds and VVCB. President Ceja inquired about the potential use of the dirt lot and arena for the games, which Mr. Amelio explained may be challenging due to television requirements. Vice President Martinez also suggested utilizing X-Games photography and footage to promote the fairgrounds if possible. Ms. Hook noted that operational considerations would need to be addressed.
- CEO Ortiz reported that the Coastal Commission will likely bring the beach lot parking permit to the December hearing. The fairgrounds will likely be preparing a statement to read into the record. Mr. Amelio drafted a letter with CEO Ortiz to the Coastal Commission asking for additional days for set-up and tear-down.
- She will be hosting the Leadership of Ventura County lunch on November 10th.
- She noted that with so much going on, the Board may need to meet in December. December 15th was suggested as the tentative date, but as things progress and should the need arise an email will be sent out to confirm that.

- The Western Fairs Association Conference is set for January 31- February 3, and more information will be shared with the Board.

XIII. President's Report

- President Ceja reported that he attended the LiUNA Convention in Las Vegas.
- He also attended the Trade Day at the fairgrounds and reported that 900 students were in attendance, and he looks forward to seeing the event grow.
- He expressed appreciation for the updated policy manual.

XIV. Director's Comments

Director Lacayo

- Director Lacayo thanked the Policy Manual Committee for their work on the manual edits.
- She congratulated President Ceja for receiving the Labor Legacy Award at the Labor Leader Dinner.
- She encouraged CEO Ortiz and staff to keep up the good work.

Director Long

- Director Long commended the staff on their hard work. He expressed how proud he is to be part of the organization.

Director Chess

- Director Chess echoed Director Lacayo and Director Long's sentiments.
- She thanked Mr. Amelio for the helpful information regarding X-Games.

Director Mack

- Director Mack emphasized the importance of understanding and communicating the Fairgrounds' year-round activities, noting that it would help show that operations extend well beyond the two weeks of fair.
- She suggested establishing a framework for evaluating future development proposals, referring to a recent proposal involving Del Mar's parking lot. She felt having a clearer understanding of what may or may not be acceptable in future development would be beneficial.

Director Cornejo

- Director Cornejo thanked Director Mack and Director Chess for working on the Orpha Woods Foster plaque.
- She thanked the staff and expressed appreciation for the updated policy manual.
- She shared that she would do her best to promote the work done by the Board at the Leadership lunch.
- She mentioned that the Volunteer Breakfast had the largest turnout she had seen and commented on how well the event was executed.

Vice President Martinez

- Vice President Martinez remarked that she had the privilege to watch President Ceja be honored at the Labor Leader lunch.
- She thanked CEO Ortiz and Mr. Amelio for their hard work and for cultivating relationships with businesses and organizations around the county.
- She acknowledged the subcommittee for their work on the Orpha Woods Foster plaque and shared that the visual was helpful.
- She also thanked Director Cornejo and Director Long for their work on the policy manual.
- She acknowledged Director Mack's comments and agreed that they should be able to look through a lens where they're more united. She conveyed how proud she was of the Board for how they wrestled with difficult conversations.

  Director Long added that he spoke with a city representative who would be looking into permitting matters with the Players Casino's new location. He also noted that he and Director Cornejo should meet as the Surfer's Point Committee. CEO Ortiz explained that several items are still pending with the City, and the committee will meet to address those outstanding action 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)

President Ceja convened into closed session at 10:31 a.m.

XVI. Report Out of Closed Session

President Ceja reconvened at 11:02 a.m. There was no reportable action taken during closed session.

XVII. Future Agenda Items – None

XVIII. Adjourn

The meeting was adjourned at 11:04 a.m.

Submitted by: _____
Karen Pineda, Executive Assistant

Approved by: _____
Heidi Ortiz, CEO

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

Standard Agreements			
CONTRACT NO.	**CONTRACTOR NAME**	**PURPOSE**	**AMOUNT**
27-001	Capitol International Productions (The Reflector)	2027 Grounds Entertainment	$ 13,500.00
27-002	The Wilder Show	2027 Grounds Entertainment	NTE $12,000.00

Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE/EVENT	LOCATION
12-094A #2	Oak View Group	Contract extension for master food & beverage services	N/A	11/30/2026	Full Grounds
21-024A	The Derby Room	Contract amendment	$5000 + $2,500 for utilities	1/1/2027	The Derby Club
26-099	Scholastic Surf Series	Scholastic Surf Series	$ 1,000.00	11/8/2026	Beach
26-100	Scholastic Surf Series	Scholastic Surf Series	$ 1,000.00	12/13/2026	Beach
26-112	County of Ventura	Drone testing	TBD	12/1/26 - 12/31/27	Various Grounds
26-113	Zoppe Family Inc.	Circus	$ 7,165.00	12/26/2026 - 01/03/2027	Lot A
26-114	Ricardo Rogriguez	Memorial	$ 726.00	10/23/2026	McBride Hall
26-115	City of San Buenaventura	Rain shelter - Readiness center	$880 Per Use	As needed through April	Santa Rosa Hall
27-005	Scholastic Surf Series	Scholastic Surf Series	$ 1,200.00	1/24/2027	Beach
27-009	Home Improvement & Outdoor	Home/Garden and Baby Show	$ 19,403.00	2/19/2027 - 2/21/2027	Anacapa and Santa Cruz
27-115	Gem Faire Inc.	Gem Faire	$ 22,636.00	01/15/2027 - 01/17/2027	San Miguel and Anacapa

November CEO Report

Bids

The Master Food and Beverage RFP was reissued following revisions made in coordination with CDFA Legal. Proposals are due November 12th, with scoring and the notice of intent to award scheduled for November 13th. The protest period will run through November 20th, with the new contract anticipated to begin December 1st. In the meantime, we have been working with CDFA Legal and our current operator, OVG, on an extension through November 30th to ensure continuity of services. Due to the time-sensitive nature of the extension, President Ceja authorized us to move forward with the amendment, which will be included on the Board's consent agenda for formal approval.

The Sponsorship RFP will be issued once returned from CDFA Legal. We are also preparing additional bids for equipment, tents, and marketing services.

Beach Lot Parking Fee Update

We met with two representatives from the Coastal Commission, who recommended that we move forward with presenting only the immaterial amendment related to fees at the December hearing, rather than including the additional closure request. They advised that the closure request would require further information and supporting documentation before it could be considered. Based on their guidance and to hopefully get this approved quicker, we will proceed with their recommendation and address the additional closure request separately with a subsequent amendment.

Projects

I am still waiting on the funding agreement from California Construction Authority to get the process started for the storm drain project in the carnival lot. I saw CCA at Manager's Conference and they informed me that they should have it to me soon.

I met with a DGS project manager to conduct an on-site assessment of the Santa Rosa building roof, including documenting its condition with photographs. I then participated in a follow-up Zoom meeting with the project manager and a project director to discuss next steps. DGS will be preparing a scope of work and cost estimate for my review.

A second HVAC contractor conducted an assessment of the Derby Club's HVAC system, and we anticipate receiving their report shortly.

Audits

The auditors have completed all testing for the 2024 audit and are down to the final few items for the 2025 audit. They have submitted some remaining questions and requests for documentation, which we are working to address. They are also finalizing their review of the 2025 internal control procedures and may have additional follow-up questions. Overall, both

audits are nearing completion, and we continue to work closely with the auditors to finalize the remaining items.

Training

As mentioned last month, Mr. Amelio and I attended the annual CFA Managers Conference in Sacramento, which provided an opportunity to connect with other fair CEOs, discuss industry challenges, and share best practices. Some of the key topics included increasing year-round revenue through interim events and facility rentals, strengthening contracts and liability protections, and updates from the California Construction Authority (CCA) on construction projects and infrastructure improvements.

One of the most valuable aspects of the conference is the opportunity to network with other fair CEOs, exchange ideas, and discuss how other fairs are navigating similar operational and financial challenges. These relationships and ongoing collaboration are an important resource as we continue planning for 2027 and working toward the long-term sustainability of our Fairgrounds.

The next upcoming training is the CDFA Collaborative in early December that I plan to attend.

Leadership Ventura County Luncheon

As you are all aware, we hosted the Leadership Ventura County luncheon at the Fairgrounds, which was a great opportunity to engage with local leaders and highlight the role the Fairgrounds plays in our community. I appreciate the Board members that were able to attend, especially Director Cornejo for joining me on the panel. Being able to get our message out into the community is extremely important. Overall, it was a successful event and a valuable opportunity to strengthen relationships and showcase the Fairgrounds.

WFA Conference

As mentioned at the last board meeting, the WFA Convention and Trade Show is January 31st through February 3, 2027 and will be held in Las Vegas at the South Point Hotel. We will be sending out an email in the near future that will have a link to the schedule and to see who would like to attend.

Exhibits Report

Emilee Inez

- I am working with the Superintendents on their entry guides for Fair. We are hoping to distribute the guide earlier this year to allow for additional time with the public.
- We have selected the 2027 Junior Fair Board team and notified them of their appointment. We look forward to their first meeting in December.

Concessions Report

Madalyn Johnson

- We have started taking deposits from returning vendors for the 2027 Fair. There is good interest in space all over grounds like in all commercial buildings, Ocean Lane, Ventura Avenue and Art Walk N' Shop in the Youth Building.
- I am analyzing each commercial building and available space to assess revenue, ROI, and vendor diversity, while also considering how each space aligns with Heidi's vision for the fair.
- I am attending the Health Department's meeting for information and clarification on the updates to community events and TFF Program that the Supervisors passed last month in their meeting.
- We are reviewing each day of the Health Department reports from Fair 2026. It's over 100 pages of reports and inspections and covers 10 days of the Fair that they inspected and 2 days before the Fair started.
- I am attending zoom meetings and webinars with several software platforms to continue to automate our concessions department's processes. We continue to learn more on our Clover and Cognito platforms, so we use them to their fullest capacities.
- I am speaking with other Fairs about the 2027 trends, new foods, and interesting commercial partners.

Sales Report

Sara Gutierrez

Sales Office Report 10/19/2026 – 11/10/2026

The Brick Convention brought the community of all ages to the fairgrounds. They are unique in that they have 2 sessions per day for their event. Customers choose which day and 1 of 2 sessions. This gives us a clear indication of when parking will become busier, gives time for the vendors to take a small break/reset their stations, and allows the customers to not feel like they are packed into the halls with hundreds of others. Latino Business Expo had a wonderful turn out. This event allows local businesses to network and enjoy an evening sharing business tricks and tips.

Valdivia welcomed in the month of November with an event on the 1st. Although the weather was on the colder side, the guests had a wonderful time. CADA had 300+ ASB students from several different VUSD middle schools come together on our grounds. This was a convention that allowed them to learn new skills and fun events to bring back to their schools. We also welcomed back the Lucky Penny Cat show and the Pet & Reptile Expo. We spent the weekend

with almost every animal a person could love. We are also coming to the end of the 2026 Raceway season. Turkey Night is fast approaching!

Event Stats:

Brick Convention: 10/24-10/25/2026 (San Miguel & Anacapa)
- Rental Invoice – $12,910.02
- Public event

Latino Business Expo: 10/29/26 (Santa Cruz)
- Rental Invoice – $3,291
- Public event

Valdivia: 11/012026 (Large Livestock)
- Rental Invoice – $6,543
- Public event
- Parking split $20/per car

CADA: 11/05/26 (San Miguel, Anacapa, San Nicolas, McBride and Callahan)
- Rental Invoice – $7,799.16
- Private event

Pet & Reptile Expo: 11/07/26 – 11/08/26 (San Miguel & Anacapa)
- Rental Invoice – $13,881
- Public event

Lucky Penny Cat Show: 11/07/26 (San Nicolas)
- Rental Invoice – $3,786
- Public event

Scholastic Surf Comp: 11/08/26 (Beach)
- Rental Invoice – $1,000
- Public event

Upcoming Events:

VCLA Luncheon

Private Wedding

Private Sweet 16

Gold Coast Gem Show

Valdivia Concert

Turkey Night

The Great Junk Hunt

Private Christmas Party

Maintenance Report

Gerry Duran and Jennifer Lindsay

Current Projects:	**Completion Date**
• Continuing Turkey Night races prep work	11/22/2026
• Replacing metal swing gate at the end of the beach lot	11/30/2026
• Replacing/updating Area 5 electrical panel and wiring	11/30/2026
• Managing and cleaning storm drains	Ongoing
• Tree trimming around whole facility	11/15/2026
• Painting wrought iron in Pacifico Stage area	11/13/2026