BOARD MEETING NOTICE

The 31st DAA Board of Directors will be holding a board meeting on
Tuesday, April 27th, 2021 at 9:00 a.m.

Join Zoom Meeting
https://zoom.us/j/4834214737?pwd=d0FrRzVFQUlUNG9OeUxFM0FuUG5qQT09
Join Via the phone:
1-669-900-9128
Meeting ID: 483 421 4737
Passcode: 575554

This virtual board meeting is called in accordance with Governor Gavin Newsom's proclaiming a State of Emergency to exist on March 4, 2020 as a result of the threat of COVID-19 and the March 12, 2020 Executive Order N-25-20. Board Directors and staff of the California Department of Food and Agriculture may attend this meeting telephonically without notice of or access to their teleconference location. Members of the public may attend the meeting and provide comment at the meeting location noticed above. Any item not so noticed on this agenda will not be considered or discussed.

BOARD OF DIRECTORS

31st District Agricultural Association
Leslie Cornejo (President), Leah Lacayo (Vice President),
Mike Bradbury, Cecilia Cuevas, Dan Long, Armando Lopez, Shanté Morgan-Durisseau,
Bonnie Weigel

STAFF

Barbara Quaid, CEO and Heidi Ortiz, Executive Assistant

Public Participation

Members of the public are encouraged to provide comment 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 in order to proceed with the agenda. Public comment must be related to fair authority and jurisdiction and their placement on the agenda is within the discretion of the Board.

All meeting notices, agendas and materials considered by the Board during the meeting will be available to the public prior to the meeting in the fair office. Agendas and meeting notices will be posted on Board's website at www.venturacountyfair.org.

AMERICAN WITH DISABILITIES ACT

Pursuant to the American with Disabilities Act, individuals who, because of a disability, need special assistance to attend or participate in any Board meetings or Committee meetings, or in connection with other District Fair activities, may request assistance at the 31st DAA Fair office, 10 West Harbor Blvd., Ventura, CA or by calling (805) 648-3376. Requests should be made one (1) week in advance whenever possible.

Board of Directors Meeting Agenda

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

Tuesday, April 27th, 2021 at 9:00 a.m.

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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 and limit usage to note taking.**

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 & Staff
Invitation for the public to introduce themselves (not mandatory)

IV. Public Comments on Items Not on the Agenda
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. 805AgKids - Megan Hook and Scott Toland

VI. Approval of Minutes
A. March 23rd, 2021 Board Meeting

VII. Financial Report
A. Financials ending March 30th, 2021
B. 2020 Statement of Operations

VIII. Old Business

A. Foundation Update

IX. Committee Reports

A. Operations Committee Meeting April 8th, 2021 – Mike Bradbury, Chair

1. Discussion and possible action on Surfers Pint.
2. Discussion and possible action regarding The Derby Room.
3. Discussion and possible action on Spectra's Contract Extension.

B. Budget Committee Meeting February 26, 2019 – Armando Lopez, Chair

X. Board Correspondence

A. Memo from Mike Francesconi at California Dept. of Food and Agriculture, Fairs & Expositions: $40.3M General Fund Support - Phase II

B. Memo from Mike Francesconi at California Dept. of Food and Agriculture, Fairs & Expositions: Guidance for Safely Conducting Fairs & Livestock Events

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

A. Agreements

1. Rental Agreements – Interim

XII. CEO Report

XIII. President's Comments

XIV. Director's Comments

XV. Future Agenda Items

XVI. Adjourn

Americans With Disabilities Act

The meeting is accessible to the physically disabled. A person who needs a disability-related accommodation or modification in order to participate in the meeting may make a request by contacting Heidi Ortiz at (805) 648-3376 ext. 106 or sending a written request to that person at the Fairgrounds: 10 West Harbor Blvd., Ventura, CA 93001. Although not required, providing your request at least five (5) business days before the meeting will help ensure availability of the requested accommodation.

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: Barbara Quaid, CEO

Tuesday, March 23rd, 2021 at 9:00 a.m.

Join Zoom Meeting:
https://zoom.us/j/4834214737?pwd=d0FrRzVFQUlUNG9OeUxFM0FuUG5qQT09
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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 Cornejo.

Directors present: President, Leslie Cornejo, Vice President, Leah Lacayo, M. Cecilia Cuevas, Michael Bradbury, Daniel Long, Armando Lopez, Shanté Morgan-Durisseau and Bonnie Weigel.

Staff present: Barbara Quaid, CEO, James Lockwood, Publicity and Marketing Manager, Jason Amelio, Sales Manager/Assistant Satellite Supervisor, Cristian Yepez, Accounting Dept. and Heidi Ortiz, Executive Secretary.

Guests Present: Sarah Pelle, Fairs & Expositions
Vincenzo Giammanco, CBF Productions
Megan Hook, 805AgKids
Scott Toland, 805AgKids

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

II. Pledge of Allegiance
Director Weigel led all present in the Pledge of Allegiance.

III. Welcome and Introductions of Guests and Staff

Invitation for the public to introduce themselves (not mandatory)

IV. Public Comment on Items Not on the Agenda

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.

Scott Toland – Explained he was a local business owner and local community volunteer. With the second cancellation of the Fair there is a big financial hole that the Fair Board needs to dig its way out of over time. The loss of the Fair is significant to hundreds of thousands of people in the community and local businesses. There is currently a lack of staff and finances to be able to rebuild and revive the Fair, especially this year and years to come. He is in the public sector and he thinks that the Board needs to be aware that at some point the fairgrounds needs help from the public sector to do what we all want to happen and that is to build the Fair bigger and better than ever. He explained that there needs to be more communication, cooperation and coordination. He suggested, as he has before, to consider moving the board meetings at a time that is more convenient for the public like 7 p.m. This would allow more public participation and for them to share their thoughts and ideas. There are other people like him that have resources, capabilities and experiences that are willing to help and get involved but are getting shut out. He asked again to consider moving the meeting time so the public is able to participate.

V. Presentations - CBF Productions (Concerts in Your Car)

CEO Quaid introduced Vincenzo Giammanco, with CBF Productions, who has a presentation to the full Board.

Mr. Vincenzo briefly gave some background on CBF Productions and explained some details and successes of the Concerts in your Car events in 2020. He explained that there was one thing missing in 2020 which was a gourmet food and beverage experience. He presented his proposal of Surfer's Pint, which is a pop-up, family-friendly restaurant that would be located at the corner of the fairgrounds main parking lot, and explained some of the details.

This proposal was referred to the Operations Committee for further discussion on the details and then will come back to the full Board with a recommendation.

VI. Approval of Minutes

A. February 23rd, 2021 Board Meeting

MOTION: To approve the February 23rd, 2021 Board Meeting minutes.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury (Motion)	X		
Director Long	X		

Director Lopez			
Director Morgan-Durisseau	X		
Director Weigel	X		
Vice President Lacayo (Second)	X		
President Cornejo	X		

B. March 11th, 2021 Board Meeting

MOTION: To approve the March 11th, 2021 Board Meeting minutes.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury	X		
Director Long	X		
Director Lopez			
Director Morgan-Durisseau (Second)	X		
Director Weigel	X		
Vice President Lacayo (Motion)	X		
President Cornejo	X		

Director Lopez was not able to vote on both minutes because of technical difficulties.

CEO Quaid clarified that this last vote was to approve the minutes regarding the Special Meeting in regards to the Farm Credit loan. She received some concerns from a director to look into the liability for each director.

VII. Financial Report

A. Financials ending February 28th, 2021

Mr. Yepez gave a report on the financials ending February 28th, 2021.

VIII. Old Business - None

IX. Committee Reports - None

X. Board Correspondence

A. Memo from Mike Francesconi at California Dept. of Food and Agriculture, Fairs & Expositions: 2020 Statement of Operations

CEO Quaid explained that the STOP, which is a snapshot of what we did the prior year, is informational for the Board and is due to CDFA by May 3rd. She also explained that she received an email regarding the Form 700 and forwarded that to the directors that still need to turn it in.

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,

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

A. Agreements

1. Rental Agreements – Interim

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

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury (Motion)	X		
Director Long	X		
Director Lopez			
Director Morgan-Durisseau	X		
Director Weigel	X		
Vice President Lacayo (Second)	X		
President Cornejo	X		

Director Lopez was not able to vote on the consent agenda because of technical difficulties.

XII. CEO Report

- The beach lot has been open for parking for about 4 months now so we have been collecting that revenue. One of the civil service employees that was able to stay on is working the parking booth. Everyone's parking permit is pretty much expired at this point so we are going to start selling them April 1st which will bring in additional revenue.
- She participated in a zoom call in regards to the Shuttered Venue Operators Grant and originally you could only apply for that or the PPP, but it now has changed and you can apply for both. We will be applying for the PPP and working with a consultant on gathering all the information on the SVOG to see if we qualify for that.

There was a discussion regarding having in-person meetings again.

Director Cuevas joined the meeting.

XIII. President's Comments

- She has been fully vaccinated and encouraged everyone to get their shots.
- Explained how proud she is of the fairgrounds for being an important hub during this time and of the relationship we have with the Office of Emergency Services.
- She reminded everyone to complete their Form 700's and turn them in as soon as possible.

XIV. Director's Comments

Director Morgan-Durisseau

- She received her first dose of the vaccine and everything went fine and is looking forward to her second.

- Wants to start considering meeting in person.
- She looks forward to seeing everyone in person some day in the future.

Director Long

- Received his first shot yesterday and wasn't able to get it at the fairgrounds, but has heard nothing but positive things about the process.
- Mentioned that he ran into a neighbor who told him that ESPN wants to do a non-spectator, two day event in July.
- Commented that it was good to see everyone and hopes to see everyone in person soon.

Director Weigel

- Explained that having Mr. Toland and Mr. Giammanco, participation today has been a thoughtful discussion for the Board to use as a catalyst. The Board needs to find the right lane and start as soon as possible, with there being no Fair, and invite the community in. Mr. Giammanco is a good example at the revenue that can be raised here at the fairgrounds. As she gets deeply involved as a volunteer with 805AgKids and have heard from community stakeholders that they really do want to help.
- She would like to have a Livestock Committee Meeting. She is hearing from the livestock community that they don't know there isn't going to be a fair this year. She would like a press release from the Fair letting people know that the 805AgKids virtual auction is an option for the kids to continue the livestock component of the fair.
- Would like to see Megan Hook, who is the CEO for 805AgKids, come and give the Board an in-depth presentation so the Board really understands and is supportive.
- Explained that when Mr. Giammanco was talking about his proposal that time is of the essence and offered her help to keep things going.
- Concerned that when the Special Board Meeting minutes were being approved, CEO Quaid brought up that a director wanted CEO Quaid to take the loan up the ladder to Sacramento to determine what the board's liability is; she is concerned about delaying the process and taking any longer to approve the restructured loan. One question the livestock community has brought up is how we can take the Livestock venue and make it a revenue source.

Director Lacayo

- She has been fully vaccinated and is not anxious to be in large crowds again and is happy to keep doing the meetings via zoom.
- Completed and emailed her Form 700.

Director Bradbury

- Explained he has been fully vaccinated since January and had no problems. He received his shots as CMH, where he is on the board, and they have vaccinated thousands of people and recently reported that they have not had any problems.

- He was the director that was concerned about liability for the Farm Credit loan. This was the first time they were asked to sign guaranteeing the loan and he does not have that kind of money if we default. He would like that clarified first before signing and CEO Quaid has been very helpful in getting an answer.
- He would like to have a discussion on public outreach on a future agenda item.
- Happy to hear everyone is healthy, hope everyone stays that way and can't wait to see everyone in person soon.

Director Cuevas

- Apologized for being late.
- She has not been vaccinated yet, but her husband is scheduled for tomorrow and hopes she can squeeze in because it has been difficult to get an appointment.
- She is very excited about the proposal from CBF Productions and is in favor of that. She feels like it would be a good use of the area.
- Would like Marketing Committee or Board to start reviewing the marketing survey done in 2019 to see if the suggestions or top five actions observed can be utilized in 2022.
- Has not filed her Form 700 yet, but will try and get to it this week.

XV. Future Agenda Items

1. Review Surfer's Pint proposal – Operations Committee
2. Discussion regarding meeting times – Executive Committee
3. Public Participation
4. Presentation by Megan Hook
5. Foundation Update
6. Marketing Survey Review – Marketing Committee

XVI. Adjourn

The meeting was adjourned at 10:06 a.m.

Submitted by: _____
Heidi Ortiz, Executive Secretary

Approved by: _____
Barbara Quaid, CEO Ventura Fairgrounds

Approved by: _____
Leslie Cornejo, Board President

Ventura County Fair - 31st District Agricultural Association

Financial Dashboard for the Period Ending March 31, 2021

Balance Sheet

Assets		
Current Assets		
Operating Cash	$	154,946
Maximizer Savings		1,489
LAIF Balance		39,213
Other current assets		1,217,865
Total current assets	$	1,413,513
Long-term Assets		
Land	$	282,915
Construction in Progress		-
Buildings (Net of Depr)		4,395,095
Equipment (Net of Depr)		-
Total long-term assets	$	4,678,010
Total assets:	$	6,091,523
Liabilities		
Current liabilities		
Accounts payable	$	598,419
Other current liabilities		432,285
Total current liabilities	$	1,030,704
Long-term liabilities		
Notes payable	$	1,015,052
Net Pension Liability	$	4,429,480
Total long-term liabilites	$	5,444,532
Capital Resources		
Unrestricted resources	$	(814,177)
State allocation		-
Invest in Capital Assets	$	-
Project Reimbursements	$	-
Auction reserve		480,740
Net Income (Surplus/Deficit)		(50,276)
Total capital resources	$	(383,713)
Total liabilities and capital resources:	$	6,091,523

Total Cash Balance

Beginning Cash Balance		201,000.61
Ending Cash Balance		217,774.34
Net Intake:	$	16,773.73

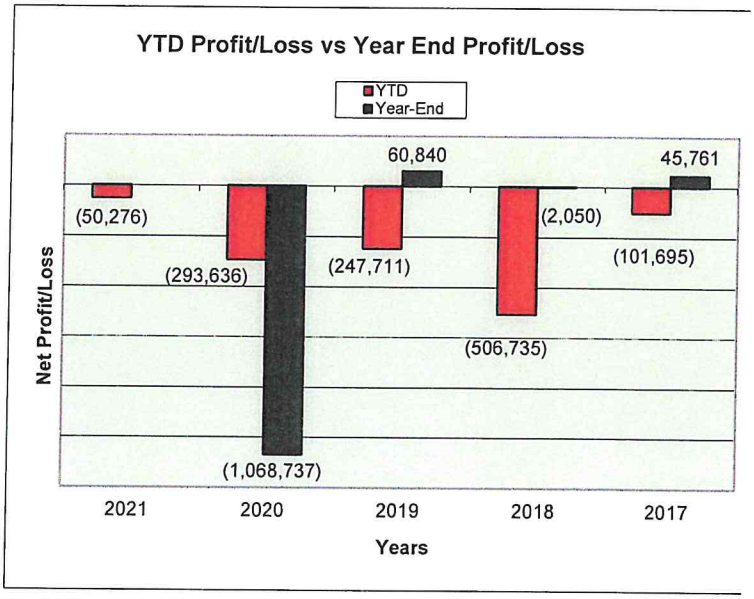
Accounts Receivable

General	$	-
Fairtime		-
Auction		-
Total receivables:	$	-

Legal Actions

Consolidated Income Statement

	March	*2021 YTD*	*2020 YTD*
Revenues	$ 115,679	$ 206,898	$ 448,774
Expenses	108,131	257,174	742,410
Surplus/Deficit	$ 7,548	$ (50,276)	$ (293,636)



Profit/Cost Centers

	March	*2021 YTD*	*2020 YTD*
Fair	$ -	$ -	$ (15,064)
Facility Rentals	$ 2,430	$ 31,489	$ 77,459
Horse Racing	$ 86,841	$ 95,113	$ 37,215
Overhead	$ (81,358)	$ (174,414)	$ (389,897)
Auction	$ -	$ -	$ (2,019)

Budget Compliance 2021

	YTD	*BUDGET*	*% MET*
Fair	$ -	$ -	0.000
Facility Rentals	$ 31,489	$ 808,701	0.039
Horse Racing	$ 95,113	$ 746,227	0.127
Overhead	$ (174,414)	$ (974,561)	0.179
Auction	$ -	$ -	0.000

Capital Projects 2021

	1st Quarter	*BUDGET*	*% MET*

VENTURA COUNTY FAIR (31st DAA)

BALANCE SHEET

FOR THE PERIOD ENDING MARCH 31, 2021

ASSETS	2021	2020
Current Assets		
Cash		
Petty Cash	200	200
Change Funds	14,100	38,600
Cash - Operating	154,946	8,846
Cash - Lottery	4,665	8,613
Cash - Premiums	0	0
Cash - Payroll	132	13
Cash - Savings	1,489	6,759
Cash - LAIF	39,213	38,531
Cash - Auction	3,030	35,173
Total Cash	217,774	136,736
Other Current Assets		
Accounts Receivable	29,444	29,444
Allowance For Doubtful Accounts	(29,444)	(15,797)
Inventory	2,381	2,381
Prepays-Deferred Expenses	1,193,358	1,193,358
Deferred Compensated Absences	0	0
Total Other Current Assets	1,195,739	1,209,385
Total Current Assets	1,413,513	1,346,121
Capital Assets		
Construction In Progress	0	0
Land	282,915	282,915
Buildings	17,328,416	17,328,416
Accumulated Depreciation (Buildings)	(12,933,321)	(12,503,032)
Equipment	828,879	828,879
Accumulated Depreciation (Equipment)	(828,879)	(828,879)
Total Capital Assets	4,678,010	5,108,300
TOTAL ASSETS	6,091,523	6,454,421
LIABILITIES & CAPITAL RESOURCES		
Liabilities		
Payroll Liabilities	0	0
Clearing Accounts	(40,819)	(55,400)
Accounts Payable	598,419	1,024,667
Workers' Compensation	0	0
Payroll Withholdings	108,140	90,189
Horse Show Fees Payable	0	0
Deferred Revenue	227,531	189,386
Guaranteed Deposits	87,254	86,019
Compensated Absences Liability	50,180	190,165
Net Pension Liability	4,429,480	4,429,480
Notes Payable	1,015,052	1,015,052
Total Liabilities	6,475,237	6,969,560
Capital Resources		
Unrestricted Resources	(814,177)	(724,066)
State Allocation	0	0
Investment in Capital Assets	0	0
Auction Reserve	480,740	502,563
Project Reimbursements, Net	0	0
Net Income Surplus/(Deficit)	(50,276)	(293,636)
Total Capital Resources	(383,714)	(515,139)
TOTAL LIABILITIES & CAPITAL RESOURCES	6,091,523	6,454,421

VENTURA COUNTY FAIR (31ST DAA)
CONSOLIDATED CASH REPORT
FOR THE PERIOD ENDING MARCH 31, 2021

ACCOUNT	BEGINNING BALANCE PER G/L	RECEIVED	DISBURSED	CURRENT TRANSFERS	ADJUST-MENTS	ENDING BALANCE PER G/L
			OPERATING ACCOUNTS			
PETTY CASH	200.00	0.00	0.00	0.00	0.00	200.00
CHANGE FUNDS	14,100.00	0.00	0.00	0.00	0.00	14,100.00
GENERAL CHECKING	112,719.40	106,810.96	70,143.55	0.00	(142.09)	149,244.72
MISSION BANK OPERATING	25,735.09	9,542.13	6,176.42	(23,400.00)	0.00	5,700.80
LOTTERY	4,664.57	0.00	0.00	0.00	0.00	4,664.57
PAYROLL CHECKING	41.55	0.00	0.00	0.00	0.00	41.55
MISSION BANK PAYROLL	(202.31)	0.00	23,051.57	23,400.00	(55.74)	90.38
AUCTION CHECKING	3,030.36	0.00	0.00	0.00	0.00	3,030.36
PREMIUMS CHECKING	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING	160,288.66	116,353.09	99,371.54	0.00	-197.83	177,072.38
			SAVINGS ACCOUNTS			
	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00
UNRESTRICTED	1,499.05	0.00	0.00	0.00	(9.99)	1,489.06
TOTAL SAVINGS	1,499.05	0.00	0.00	0.00	(9.99)	1,489.06
			INVESTMENT ACCOUNTS			
	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00
	39,212.90	0.00	0.00	0.00	0.00	39,212.90
TOTAL LAIF	39,212.90	0.00	0.00	0.00	0.00	39,212.90
	201,000.61	**116,353.09**	**99,371.54**	**0.00**	**-207.82**	**217,774.34**

VENTURA COUNTY FAIR (31ST DAA)
NOTES TO CONSOLIDATED CASH REPORT
FOR THE PERIOD ENDING MARCH 31, 2021

OPERATING ACCOUNT			
	Credit Card Fees	(94.19)	
	UMS Celero Fees	(7.95)	
	UMS Banking Fees	(39.95)	
MISSION- OPERATING ACCOUNT			(142.09)
			0.00
PREMIUMS ACCOUNT			
			0.00
PAYROLL ACCOUNT			
			0.00
MISSION- PAYROLL ACCOUNT			
	Banking Fees	(20.74)	
	Payroll Fees	(35.00)	(55.74)
AUCTION ACCOUNT			
			0.00
LOTTERY ACCOUNT			
	Electronic Withdrawals	0.00	
			0.00
PETTY CASH			
			0.00
CHANGE FUND			
			0.00
SAVINGS ACCOUNT			
	Maintenance Fee	(10.00)	
	Interest Earned	0.01	(9.99)
LAIF ACCOUNT			
			0.00
	TOTAL ADJUSTMENTS		(207.82)

VENTURA COUNTY FAIR, 31ST DAA CONSOLIDATED INCOME AND EXPENSE STATEMENT FOR THE PERIOD ENDING MARCH 31, 2021						
	Current Month	Current YTD 3/31/21	Budget 2021	Balance of Budget	% Used 2020	Prior YTD 3/31/20
OPERATING REVENUES:						
Admissions	0	0	60,000	60,000	0%	11,228
Auction Buyer Receipts	0	0	0	0	0%	0
Camping	0	0	0	0	0%	0
Carnival	0	0	0	0	0%	0
Concessions	0	0	0	0	0%	43,149
Donations/Sponsorships	0	0	0	0	0%	14,000
Entry Fees	0	0	0	0	0%	195
Interest	0	0	0	0	0%	6,888
Miscellaneous Fair Revenue	0	0	0	0	0%	390
Miscellaneous Non-Fair Revenue	7,611	22,773	119,625	96,852	19%	27,067
Parking	12,064	34,200	355,100	320,900	10%	119,624
Programs	0	0	0	0	0%	6,677
Reimb Security/Maint Labor	0	360	0	-360	0%	41,608
Rentals	14,845	67,956	996,523	928,567	7%	109,156
Track 2%-Day & Night	81,159	81,159	600,000	518,841	14%	63,079
Utilities/Pumping	0	500	0	-500	0%	5,713
Prior Year Revenue	0	-50	0	50	0%	0
TOTAL OPERATING REVENUES	**115,679**	**206,898**	**2,131,248**	**1,924,350**	**10%**	**448,773**
OPERATING EXPENDITURES:						
Advertising/Promotionals	0	0	3,000	3,000	0%	2,218
Auction Payment to Sellers	0	0	0	0	0%	0
Cash Awards/Premiums	0	0	0	0	0%	0
Employee Wages-Permanent	23,983	71,388	331,201	259,813	22%	269,673
Employee Wages-Temporary	8,550	25,888	177,948	152,060	15%	114,075
Employee Benefits	16,933	50,374	210,133	159,759	24%	176,116
Entertainment	0	0	0	0	0%	0
Equipment-Purchase/Rent/Repair	226	1,285	27,636	26,351	5%	6,262
Insurance	28,514	33,378	225,516	192,138	15%	39,287
Judges	0	0	0	0	0%	0
Miscellaneous Fair	0	0	0	0	0%	79
Miscellaneous Non-Fair	1,201	4,672	57,771	53,099	8%	12,536
Payroll Taxes/Workers Comp	1,860	5,616	128,436	122,820	4%	24,444
Professional Svc-Fair	0	0	0	0	0%	10,038
Professional Svc-Non Fair	2,600	12,808	63,011	50,203	20%	4,503
Supplies & Expense-Fair	0	0	0	0	0%	32,118
Supplies & Expense-Non Fair	1,595	5,433	58,978	53,545	9%	14,999
Utilities	20,299	43,962	274,703	230,741	16%	36,064
Audit	0	0	0	0	0%	0
Cash Over/Short	-9	-11	0	11	0%	0
Prior Year Expense	2,380	2,380	0	-2,380	0%	0
Projects	0	0	0	0	0%	0
TOTAL OPERATING EXPENDITURES	**108,132**	**257,174**	**1,558,333**	**1,301,159**	**17%**	**742,410**
OPERATING SURPLUS (DEFICIT)	**7,548**	**-50,276**	**572,915**	**623,191**	**-9%**	**-293,636**
STATE ALLOC.-F&E FUNDS	0	0			0%	
CAPITAL-ONE TIME SOURCE	0	0				
PROJECT REIMBURSEMENTS	0	0			0%	
SURPLUS (DEFICIT) ADJUSTED	**7,548**	**-50,276**				**-293,636**
NET RESOURCES-OPERATIONS		**-814,177**				
NET RESOURCES OPERATIONS ENDING		**-864,453**				

VENTURA COUNTY FAIR, 31ST DAA
OVERHEAD INCOME & EXPENSE STATEMENT
FOR THE PERIOD ENDING MARCH 31, 2021

OVERHEAD	Current Month	Current YTD 3/31/21	Budget 2021	Balance of Budget	% Used 2021	Prior YTD 3/31/20
REVENUES						
Interest	0	0	0	0	0%	6,888
Sponsorships-Non-Fair	0	0	0	0	0%	0
Miscellaneous Non-Fair Reven	7,611	22,773	93,625	70,852	24%	23,409
Reimb Security/Maint Labor	0	120	0	-120	0%	9,225
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	7,611	22,893	93,625	70,732	24%	39,522
EXPENSES						
Advertising/Promotionals	0	0	3,000	3,000	0%	834
Employee Wages-Permanent	16,120	48,361	203,700	155,339	24%	166,770
Employee Wages-Temporary	5,446	16,337	65,347	49,010	25%	51,976
Employee Benefits	10,676	32,033	121,236	89,203	26%	102,554
Equipment-Purchase/Rent/Rep	226	1,265	14,289	13,024	9%	2,585
Insurance	28,514	33,378	225,516	192,138	15%	39,287
Miscellaneous Non-Fair	835	1,515	12,328	10,813	12%	5,114
Payroll Taxes/Workers Comp	1,176	3,529	61,900	58,371	6%	14,442
Professional Svc-Non Fair	2,090	10,315	51,192	40,877	20%	713
Supplies & Expense-Non Fair	1,267	4,338	35,978	31,640	12%	9,660
Utilities	20,239	43,859	273,700	229,841	16%	35,485
Audit	0	0	0	0	0%	0
Cash Over/Short	0	-2	0	2	0%	-1
Prior Year Expense	2,380	2,380	0	-2,380	0%	0
TOTAL EXPENSES	88,969	197,308	1,068,186	870,878	18%	429,419
SURPLUS (DEFICIT)	-81,358	-174,414	-974,561	-800,147	18%	-389,897

VENTURA COUNTY FAIR, 31ST DAA
FAIR INCOME & EXPENSE STATEMENT
FOR THE PERIOD ENDING MARCH 31, 2021

FAIR	Current Month	Current YTD 3/31/21	Budget 2021	Balance of Budget	% Used 2021	Prior YTD 3/31/20
REVENUES						
Admissions	0	0	0	0	0%	370
Camping	0	0	0	0	0%	0
Carnival	0	0	0	0	0%	0
Concessions	0	0	0	0	0%	43,149
Donations/Sponsorships	0	0	0	0	0%	14,000
Entry Fees	0	0	0	0	0%	195
Miscellaneous Fair Revenue	0	0	0	0	0%	65
Parking	0	0	0	0	0%	30
Rentals	0	0	0	0	0%	0
Utilities/Pumping	0	0	0	0	0%	1,015
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	0	0	0	0	0%	58,824
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	834
Cash Awards/Premiums	0	0	0	0	0%	0
Employee Wages-Permanent	0	0	0	0	0%	18,240
Employee Wages-Temporary	0	0	0	0	0%	3,532
Employee Benefits	0	0	0	0	0%	10,093
Entertainment	0	0	0	0	0%	0
Equipment-Purchase/Rent/Rep	0	0	0	0	0%	0
Insurance	0	0	0	0	0%	0
Judges	0	0	0	0	0%	0
Miscellaneous Fair	0	0	0	0	0%	79
Payroll Taxes/Workers Comp	0	0	0	0	0%	1,299
Professional Svc-Fair	0	0	0	0	0%	10,038
Supplies & Expense-Fair	0	0	0	0	0%	29,774
Utilities-Fair	0	0	0	0	0%	0
Cash Over/Short	0	0	0	0	0%	0
TOTAL EXPENSES	0	0	0	0	0%	73,888
SURPLUS (DEFICIT)	0	0	0	0	0%	-15,064

VENTURA COUNTY FAIR, 31ST DAA
AUCTION INCOME & EXPENSE STATEMENT
FOR THE PERIOD ENDING MARCH 31, 2021

AUCTION	Current Month	Current YTD 3/31/21	Budget 2021	Balance of Budget	% Used 2021	Prior YTD 3/31/20
REVENUES						
Buyer Receipts	0	0	0	0	0%	0
Sponsors	0	0	0	0	0%	0
Slaughter Fees	0	0	0	0	0%	0
Misc. Revenue	0	0	0	0	0%	325
Interest	0	0	0	0	0%	0
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	0	0	0	0	0.0%	325
EXPENSES						
Temp. Wages	0	0	0	0	0%	0
Professional Servcies	0	0	0	0	0%	0
Publicity & Marketing	0	0	0	0	0%	0
Lunch Expense	0	0	0	0	0%	0
Payment to Sellers	0	0	0	0	0%	0
Supplies & Expenses	0	0	0	0	0%	2,344
Hauling & Sltr	0	0	0	0	0%	0
Equipment	0	0	0	0	0%	0
Prior Year Expense	0	0	0	0	0%	0
TOTAL EXPENSES	0	0	0	0	0%	2,344
SURPLUS (DEFICIT)	0	0	0	0	0%	-2,019

VENTURA COUNTY FAIR, 31ST DAA
FACILITY RENTAL INCOME & EXPENSE STATEMENT
FOR THE PERIOD ENDING MARCH 31, 2021

FACILITY RENTALS	Current Month	Current YTD 3/31/21	Budget 2021	Balance of Budget	% Used 2021	Prior YTD 3/31/20
REVENUES						
Concessions	0	0	0	0	0%	0
Miscellaneous Non-Fair Rever	0	0	0	0	0%	150
Parking	0	0	0	0	0%	0
Reimb Security/Maint Labor	0	240	0	-240	0%	32,383
Rentals	14,845	67,956	996,523	928,567	7%	109,156
Rentals-Fair Sponsored Event	0	0	0	0	0%	0
Utilities/Pumping	0	500	0	-500	0%	4,698
Prior Year Revenue	0	-50	0	50	0%	0
TOTAL REVENUES	14,845	68,646	996,523	927,877	7%	146,387
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	0
Employee Wages-Permanent	5,006	14,570	57,386	42,816	25%	5,372
Employee Wages-Temporary	3,105	9,552	34,002	24,451	28%	44,306
Employee Benefits	3,739	10,818	41,567	30,749	26%	9,729
Equipment-Purchase/Rent/Re	0	20	3,300	3,280	1%	2,411
Miscellaneous Non-Fair	0	417	12,000	11,583	3%	4,192
Payroll Taxes/Workers Comp	507	1,565	38,564	36,999	4%	2,331
Professional Svc-Non Fair	0	0	0	0	0%	0
Supplies & Expense-Non Fair	0	110	0	-110	0%	9
Sup/Exp-Fair Sponsored Even	0	0	0	0	0%	0
Utilities	59	103	1,003	900	10%	579
TOTAL EXPENSES	12,415	37,157	187,822	150,665	20%	68,928
SURPLUS (DEFICIT)	2,430	31,489	808,701	777,212	4%	77,459

VENTURA COUNTY FAIR, 31ST DAA
HORSE RACING INCOME & EXPENSE STATEMENT
FOR THE PERIOD ENDING MARCH 31, 2021

HORSE RACING	Current Month	Current YTD 3/31/21	Budget 2021	Balance of Budget	% Used 2021	Prior YTD 3/31/20
REVENUES						
Admissions	0	0	60,000	60,000	0%	10,858
Concessions	0	0	0	0	0%	0
Miscellaneous Non-Fair Reven	0	0	26,000	26,000	0%	3,507
Parking	12,064	34,200	355,100	320,900	10%	119,594
Programs	0	0	0	0	0%	6,677
Track 2%-Day & Night	81,159	81,159	600,000	518,841	14%	63,079
Prior Year Revenue	0	0	0	0	0%	0
TOTAL REVENUES	93,223	115,359	1,041,100	925,741	11%	203,715
EXPENSES						
Advertising/Promotionals	0	0	0	0	0%	550
Employee Wages-Permanent	2,857	8,457	70,115	61,658	12%	79,291
Employee Wages-Temporary	0	0	78,599	78,599	0%	14,261
Employee Benefits	2,519	7,523	47,330	39,807	16%	53,740
Equipment-Purchase/Rent/Rep	0	0	10,047	10,047	0%	1,265
Miscellaneous Non-Fair	0	276	25,991	25,716	1%	1,900
Payroll Taxes/Workers Comp	177	522	27,972	27,450	2%	6,372
Professional Svc-Non Fair	510	2,492	11,819	9,327	21%	3,791
Supplies & Expense-Non Fair	328	985	23,000	22,015	4%	5,330
Cash Over/Short	-9	-9	0	9	0%	1
Prior Year Expense	0	0	0	0	0%	0
TOTAL EXPENSES	6,381	20,245	294,873	274,628	7%	166,501
SURPLUS (DEFICIT)	86,841	95,113	746,227	651,114	13%	37,215

VENTURA COUNTY FAIR (31ST DAA)
ACCOUNTS RECEIVABLE
FOR THE PERIOD ENDING MARCH 31, 2021

GENERAL RECEIVABLES	
TOTAL GENERAL RECEIVABLES	0.00
FAIR TIME ACCRUALS	
TOTAL FAIR TIME RECEIVALBES	0.00
AUCTION RECEIVABLES	
TOTAL AUCTION RECEIVABLES	0.00
TOTAL RECEIVABLES	**0.00**

LEGAL ACTIONS

VENTURA COUNTY FAIR (31ST DAA)
CAPITAL PROJECTS
FOR THE QUARTER ENDED MARCH 31, 2021

Project Name	Budget Figure	Expenditures thru 3/31/2021	Budget Variance	Funding Source
			$ -	

CAPITAL EQUIPMENT PURCHASES
FOR THE QUARTER ENDED MARCH 31, 2021

Equipment Type	Budget Figure	Expenditures thru 3/31/2021	Budget Variance	Funding Source

General Ledger Detail

Defaults (3/1/2021 - 3/31/2021)

Ventura

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A	**CASH IN BANK-OPERATING**						112,719.40
3/1/2021	AR Receipt Summary	Bank	AR-Receipt	43773	2,184.00		
3/1/2021	OPCA Reference: 1 Receipt(s)						2,184.00
3/1/2021	Summarized AP Payments	Payments	AP-Payment	43774		7,293.96	
3/1/2021	Deposit Refunds Check: 75464						806.99
3/1/2021	Deposit Refunds Check: 75465						1,021.99
3/1/2021	Deposit Refunds Check: 75466						1,021.99
3/1/2021	Deposit Refunds Check: 75467						746.99
3/1/2021	Deposit Refunds Check: 75467 Void payment #73694						746.99-
3/1/2021	Deposit Refunds Check: 75468						896.99
3/1/2021	TIPTOP CONSULTING Check: 75469						1,646.00
3/1/2021	CRISTIAN YEPEZ Check: 75470						1,900.00
3/2/2021	AR Receipt Summary	Bank	AR-Receipt	43777	9,398.60		
3/2/2021	OPCK Reference: 4 Receipt(s)						9,398.60
3/2/2021	Credit Card Fees	JE21-0303	GL-Manual	43762		94.19 **A**	
3/6/2021	Summarized AP Payments	Payments	AP-Payment	43774		10,083.09	
3/6/2021	County of Ventura Check: 75471						9,883.09
3/6/2021	Deposit Refunds Check: 75472						200.00
3/8/2021	AR Receipt Summary	Bank	AR-Receipt	43779	40,092.75		
3/8/2021	OPCA Reference: 1 Receipt(s)						3,884.00
3/8/2021	OPCK Reference: 2 Receipt(s)						36,208.75
3/8/2021	UMS Celero Fees- Compliance	JE21-0304	GL-Manual	43763		39.95 **A**	
3/8/2021	UMS Celero Fees -Front Office	JE21-0305	GL-Manual	43764		7.95 **A**	
3/10/2021	AR Receipt Summary	Bank	AR-Receipt	43781	3,600.00		
3/10/2021	OPCA Reference: 1 Receipt(s)						3,600.00
3/10/2021	Summarized AP Payments	Payments	AP-Payment	43774		271.21	
3/10/2021	Sam's Club Mastercard Check: 315504269						271.21
3/11/2021	Summarized AP Payments	Payments	AP-Payment	43774		2,931.36	
3/11/2021	Southern California Gas Company Check: 700709						2,921.36
3/11/2021	Wright Express Check: WRIEXP 03/11						10.00
3/15/2021	AR Receipt Summary	Bank	AR-Receipt	43787	1,040.00		
3/15/2021	OPCA Reference: 1 Receipt(s)						1,040.00
3/15/2021	Summarized AP Payments	Payments	AP-Payment	43774		3,153.04	
3/15/2021	Deposit Refunds Check: 75473						746.99
3/15/2021	Deposit Refunds Check: 75474						2,406.05
3/17/2021	AR Receipt Summary	Bank	AR-Receipt	43793	1,800.00		
3/17/2021	OPCA Reference: 1 Receipt(s)						1,800.00
3/17/2021	Summarized AP Payments	Payments	AP-Payment	43774		42,708.33	
3/17/2021	Airgas USA, LLC Check: 75475						285.82
3/17/2021	AT&T Mobility Check: 75476						191.87
3/17/2021	CFSA Check: 75477						20,441.40
3/17/2021	E.J. Harrison Rolloffs Check: 75478						834.87
3/17/2021	Kone, Inc Check: 75479						1,309.74
3/17/2021	N.I.C.A. Check: 75480						150.00
3/17/2021	Puretec Check: 75481						9.75
3/17/2021	Southern California Edison Company Check: 75482						17,658.57
3/17/2021	Spectrum Business Check: 75483						295.66
3/17/2021	Terminix Check: 75484						153.00
3/17/2021	Wells Fargo Vendor Financial Services Check: 75485						226.28
3/17/2021	Weldon Williams & Lick Inc. Check: 75486						657.10
3/17/2021	World Net Communication Services, Inc Check: 75487						494.27
3/18/2021	AR Receipt Summary	Bank	AR-Receipt	43795	110.00		
3/18/2021	OPCK Reference: 1 Receipt(s)						110.00
3/19/2021	AR Receipt Summary	Bank	AR-Receipt	43797	0.25		
3/19/2021	OPCC Reference: 1 Receipt(s)						0.25
3/22/2021	AR Receipt Summary	Bank	AR-Receipt	43799	2,577.00		
3/22/2021	OPCA Reference: 1 Receipt(s)						2,577.00
3/22/2021	Summarized AP Payments	Payments	AP-Payment	43774		3,048.98	
3/22/2021	Deposit Refunds Check: 75488						956.99
3/22/2021	Deposit Refunds Check: 75489						2,091.99

General Ledger Detail

Defaults (3/1/2021 - 3/31/2021)

Date	Posting Description	Reference	Source	Merge #	Debit	Credit	Balance
11300-00-20-400-A	**CASH IN BANK-OPERATING**						
3/24/2021	AR Receipt Summary	Bank	AR-Receipt	43801	34,620.36		
3/24/2021	OPCK Reference: 2 Receipt(s)						34,620.36
3/29/2021	AR Receipt Summary	Bank	AR-Receipt	43805	2,388.00		
3/29/2021	OPCA Reference: 1 Receipt(s)						2,388.00
3/30/2021	AR Receipt Summary	Bank	AR-Receipt	43807	9,000.00		
3/30/2021	OPCA Reference: 1 Receipt(s)						9,000.00
3/30/2021	Summarized AP Payments	Payments	AP-Payment	43774		653.58	
3/30/2021	American Express Check: W4006						653.58
11300-00-20-400-A		Net:	36,525.32		106,810.96	70,285.64	149,244.72

$ Trial Balances

Adjustments:		**142.09**
Transfers:		
Net Received:	**106,810.96**	
Net Disbursed:		**70,143.55**

VENTURA COUNTY FAIR	31ST DAA	VENTURA
Fair Name	Fair Code	Location

STATEMENT OF OPERATIONS - OPERATING FUND	Reference	Account Number(s)	Jan 1 to Dec 31, 2020
TOTAL NET RESOURCES, January 1			
Net Resources-Unrestricted	Prior Year	29100	($1,949,343)
Unrestricted Net Position-Pension	Prior Year	29400	($3,413,843)
Net Resources-Restricted	Prior Year	29300	0
Net Resources-Capital Assets, Less Related Debt	Prior Year	29000	4,639,120
Prior Year Audit Adjustment(s)	Prior Year	various	
TOTAL NET RESOURCES, JANUARY 1			(724,066)
RESOURCES ACQUIRED:			
Operating Revenues	from page 2	various	1,399,720
State (Local/Base) Allocation(s) (F&E)	to page 2	31200	962,915
Training Allocation & Other Fiscal & Admin Assistance (F&E)	to page 2	31300	
Capital Project Reimbursement Funds	to page 2	31900	
One-time Revenue Sources	to page 2	32500	446,000
(fire camp, sale of property, capital project audit adj)			
Contributions from Other Gov't (non-F&E) Sources	to page 2	33000	
Provide description for Other Gov't (non F&E) Contributions:			
Other (e.g. Flex Capital)	to page 2	34000	
TOTAL RESOURCES ACQUIRED			2,808,635
RESOURCES APPLIED:			
Operating Expenditure	from page 2	various	2,468,457
Depreciation Expense	from page 2	90000	430,289
Pension Expense	from page 2	96000	0
OPEB Expense	from page 2	96001	0
TOTAL RESOURCES APPLIED			2,898,746
INCREASE/(DECREASE) IN NET RESOURCES DURING THE YEAR			(90,112)
TOTAL NET RESOURCES, December 31			
Net Resources-Unrestricted	from Sch 1	29100	(1,609,165)
Unrestricted Net Position-Pension/OPEB	from Sch 1	29400	(3,413,843)
Net Resources-Restricted	from Sch 1	29300	0
Net Resources-Capital Assets, Less Related Debt	from Sch 1	29000	4,208,831
TOTAL NET RESOURCES, DECEMBER 31			($814,177)
Unrestricted Reserve Percentage			-65.19%

Barbara Ward	4-20-2021	Fair Cancelled
CEO's Signature	Date	2020 Fair Theme

SUMMARY OF OPERATIONS	Reference	Account Number	Jan 1 to Dec 31, 2020
OPERATING REVENUES:			
Admissions to Grounds		41000	$0
Industrial and Commercial Space		41500	0
Carnivals		42100	0
Concessions		42200	1,258
Exhibits		43000	0
Horse Show		44000	0
Horse Racing (Fairtime Pari-Mutuel)		45000	0
Horse Racing (Satellite Wagering)		45005	660,886
Fair Attractions		46000	0
Motorized Racing		46109	0
Interim Attractions		46009	0
Miscellaneous Fair		47000	0
Miscellaneous Non-Fair Programs		47005	0
Interim Revenue		48000	636,213
Prior Year Revenue Adjustment		49000	1,045
Other Operating Revenue		49500	100,319
TOTAL OPERATING REVENUES	to page 1		1,399,720
OPERATING EXPENDITURES:			
Administration		50000	804,451
Maintenance & General Operations		52000	921,173
Publicity		54000	131,192
Attendance Operations		56000	0
Miscellaneous Fair		57000	10,000
Miscellaneous Non-Fair Programs		57005	0
Premiums (For Exhibit programs only)		58000	0
Exhibits		63000	100,134
Horse Show		64000	0
Horse Races (Fairtime Pari-Mutuel)		65000	0
Horse Races (Satellite Wagering)		65005	425,180
Fair Entertainment Expense		66000	53,304
Motorized Racing		66109	0
Interim Entertainment Expense		66009	0
Equipment (Funded by Fair)		72300	0
Prior Year Expense Adjustment		80000	23,025
Cash (over/under)		85000	-2
Other Operating Expense		94000	0
TOTAL OPERATING EXPENDITURES	to page 1		2,468,457
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION, PENSION, OPEB			($1,068,737)
Depreciation Expense	to page 1 & sch 7	90000	430,289
Pension Expense	to page 1	96000	0
OPEB Expense	to page 1	96001	0
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION, PENSION, OPEB			($1,499,026)
State (Local/Base) Allocation	from page 1	31200	962,915
Training Allocation & Other Fiscal & Admin Assistance (F&E)	from page 1	31300	0
Capital Project Reimbursements	from page 1	31900	0
Other Funds (e.g. County, Supplemental, Fiscal Ass't)	from page 1	Various	446,000
NET PROFIT/(LOSS) BEFORE DEPRECIATION, PENSION, OPEB			$340,178
PROFIT MARGIN RATIO BEFORE DEPRECIATION, PENSION, OPEB			24%
NET PROFIT/(LOSS) AFTER DEPRECIATION, PENSION, OPEB			($90,112)
PROFIT MARGIN RATIO AFTER DEPRECIATION, PENSION, OPEB			-6%

Fair Name: **VENTURA COUNTY FAIR** Fair Code: **31ST DAA** Schedule 1

STATEMENT OF FINANCIAL CONDITION	Account Number(s)		Dec 31, 2020
ASSETS			
Cash-Unrestricted	11100-11800 *	$211,660	
Cash-Restricted	11000		
Total Cash			211,660
Accounts Receivable, Net of Allowance for Doubtful Accounts	13100-13300		105,145
Deferred Charges	14300		0
Other Assets	14100, 14700-16200		2,381
Property, Plant & Equipment:			
Construction in Progress	19000	0	
Land	19100	282,915	
Buildings & Improvements	19200	17,328,416	
Less Accumulated Depreciation-Buildings & Improvements **	19201	(12,933,321)	
Equipment	19300	828,879	
Less Accumulated Depreciation-Equipment **	19301	(828,879)	
Leasehold Improvements	19400		
Less Accumulated Depreciation-Leasehold Improvements **	19401		
Total Property, Plant & Equipment			18,440,210
Total Accumulated Depreciation			(13,762,200)
Net Property, Plant & Equipment			4,678,010
Intangibles:			
Computer Software, Land Use Rights, Patents, Copyrights, Trademarks, etc.	19500		
Less Accumulated Amortization **	19501		
Non-Amortizable Intangible Assets	19600		
Net Intangibles			0
Total Assets			$4,997,196
DEFERRED OUTFLOWS OF RESOURCES			
Deferred Outflows of Resources - Pension	16000	1,193,358	
Deferred Outflows of Resources - OPEB	16001		
Total Deferred Outflows of Resources			1,193,358
Total Assets & Deferred Outflow of Resources			**$6,190,554**
LIABILITIES			
Insurance Fees Payable	21100		$0
Accounts Payable	21200 & 21250		611,785
Payroll Liabilities	22100-22600		105,609
Deferred Revenue	22800		50,010
Other Liabilities	23000		0
Guaranteed Deposits	24100		84,154
Compensated Absences Liability	24500		50,180
Long Term Debt (current and long-term portions)	25000		1,015,052
Net Pension Liability	26000		4,429,480
Net OPEB Liability	26001		
Total Liabilities			$6,346,270
DEFERRED INFLOWS OF RESOURCES			
Deferred Inflows of Resources - Pension	25600	177,721	
Deferred Inflows of Resources - OPEB	25601		
Total Deferred Inflows of Resources			177,721
Total Liabilities & Deferred Inflow of Resources			$6,523,992
NET RESOURCES			
Junior Livestock Auction Reserve	25100		480,740
Total Net Resources (without JLA Reserve):			
Net Resources-Unrestricted	29100	(1,609,165)	
Unrestricted Net Position-Pension/OPEB	29400	(3,413,843.18)	
Net Resources-Restricted	29300		
Net Resources-Capital Assets, Less Related Debt	29000	4,208,831	
Total Net Resources (without JLA Reserve):			($814,177)
Total Net Resources			($333,437)
Total Liabilities & Net Resources & Deferred Inflow of Resources			$6,190,554

Debt ratio (total liabilities/total assets)	127%
Ratio of Leave Liability Covered by Cash* **	4.22
Debt-to-equity ratio (total liabilities/total net resources)	-1903%

* If restricted funds are included in cash accounts #11100 through #11800, these funds must be disclosed in a footnote to this report.

** Accumulated depreciation and accumulated amortization should be entered in this form as negative amounts.

*** If number is under 1.0, the Fair has insufficient funds to fully payout leave.

VENTURA COUNTY FAIR | 31ST DAA | Schedule 4

Fair Name | Fair Code

2020 FAIR STATISTICS

GROUNDS ADMISSIONS	Price per Ticket	Number of Tickets	Amount
PAID ADMISSIONS:			
Adults	$12.00	0	$0
Child	$9.00	0	$0
Senior	$9.00	0	$0
Dollar Day	$1.00	0	$0
$3 Before 3 Day	$3.00	0	$0
Adults- VCCU	$8.00	0	$0
Child/Senior- VCCU	$5.00	0	$0
Spring Back Discount	$7.00	0	$0
Ticketweb Adult	$12.00	0	$0
Ticketweb Senior/Child	$9.00	0	$0
PrepFair Ticketweb Adult	$11.00	0	$0
PrepFair Ticketweb Senior/Child	$8.00	0	$0
Discounted Admissins:			$0
Adult adm Directors & Sponsors	$6.00	0	$0
Season Passes (WOW)	$36.00	0	$0
Season Passes (WOW)	$42.00	0	$0
Livestock Admissions	$30.00	0	$0
Livestock Wristbands	$20.00	0	$0
Adult adm Consign & Public	$11.00	0	$0
Adult Admissions Concessions	$10.00	0	$0
Senior/Child Admissions	$8.00	0	$0
Charge-Back Adjustment	$0.00	0	$0
Variance for Mis-Postings			$0
TOTAL PAID ADMISSIONS		0	$0
FREE ADMISSIONS:			
Seniors/Military/Children under 6/Kids day		0	
Courtesy Pass Admissions		0	
Credential Admissions		0	
Season Pass (based on 12 Days)		0	
Livestock Season Pass (based on 5 days)		0	
TOTAL FREE ADMISSIONS		0	
TOTAL ADMISSIONS TO FAIRGROUNDS (Account 41000)		0	$0
Cash over/under (Account 85000)			$0

Courtesy Pass Admissions as Percent of Prior Year Gross Paid Admissions
(Not to exceed 4% per Food and Ag Code Section 3026)

Courtesy pass admissions - current year	0
Total number of paid admissions - prior year	174,745
Percent	0.0%

PARKING REVENUE	NUMBER	PRICE	TOTAL REVENUE	% PAID TO
Fairtime (Account 47100)			$0	
Daily Parking Gates	0	$15.00	0	
Livestock Parking	0	$15.00	0	
Reserved Parking	0	$225.00	0	
Golf Cart	0	$150.00	0	
Stock Truck (dry)	0	$150.00	0	
Stock Truck (electric)	0	$225.00	0	
Pleasant Valley Lions Club % Paid			0	
TOTAL Account 47100	0		$0	

VENTURA COUNTY FAIR
Fair Name

31ST DAA
Fair Code

Schedule 7

PROPERTY, PLANT & EQUIPMENT ACQUISITIONS & DISPOSITIONS	Reference	Jan 1 to Dec 31, 2020	Jan 1 to Dec 31, 2020
PROPERTY, PLANT & EQUIPMENT, January 1:	Prior Year		**$18,440,210**
ACQUISITIONS OF FIXED ASSETS:			
Land			
Buildings & Improvements:			
Major Maintenance Projects (MMP)			
ADA Projects			
Building Improvements			
Land Improvements			
Leasehold Improvements			
New Construction			
Construction in Progress			
Net Buildings & Improvements			0
Equipment			
Other Fixed Assets			
Other (provide description):			
TOTAL ACQUISITIONS OF FIXED ASSETS			0
DISPOSITIONS OF FIXED ASSETS (Salvaged, Sold, etc.):			
Land			
Buildings & Improvements			
Equipment			
Other Fixed Assets			
Other (provide description):			
TOTAL DISPOSITIONS OF FIXED ASSETS			0
PROPERTY, PLANT & EQUIPMENT, December 31			18,440,210
DEPRECIATION:			
Accumulated Depreciation, January 1	Prior Year		13,331,911
Less: A/D on Dispositions of Fixed Assets above			
Less/Add: Prior Year Audit Adjustment			
Add: Annual Depreciation Expense	from page 2		430,289
ACCUMULATED DEPRECIATION, December 31			13,762,200
PROPERTY, PLANT & EQUIPMENT, NET OF DEPRECIATION, December 31			4,678,010
DEBT (ASSOCIATED WITH FIXED ASSETS)			469,179
NET RESOURCES-CAPITAL ASSETS (less related debt), DECEMBER 31:	To Sch 1		**$4,208,831**

VENTURA COUNTY FAIR — Fair Name

31ST DAA — Fair Code

Schedule 9

Employer's Share of Contributions towards Pension Plan

This schedule is only required by DAAs.

Monthly Employer's Contribution (July 1, 2019 - December 31, 2020)

Month	Contributions
Jul-19	40,194.91
Aug-19	58,243.94
Sep-19	38,181.97
Oct-19	37,907.31
Nov-19	35,299.59
Dec-19	34,936.72
Jan-20	34,291.60
Feb-20	34,726.89
Mar-20	32,336.19
Apr-20	29,542.95
May-20	23,609.40
Jun-20	21,911.22
Jul-20	18,940.17
Aug-20	18,808.06
Sep-20	18,884.11
Oct-20	17,433.52
Nov-20	15,984.77
Dec-20	8,689.23
TOTAL	519,922.55

VENTURA COUNTY FAIR
Fair Name

31ST DAA
Fair Code

STATEMENT OF OPERATIONS - JUNIOR LIVESTOCK AUCTION

DETAIL	Account Number	Jan 1 to Dec 31, 2020
RESOURCES, January 1:	25100	502,563
AUCTION REVENUES:		
Auction Buyer Receipts	47610	0
Sponsorships	47620	0
Animal Processing fees	47630	0
Miscellaneous Revenue	47640	0
Prior Year Revenue Adjustment	47650	0
Other (List)	47660	0
TOTAL REVENUES	47600	0
AUCTION EXPENDITURES:		
Temporary Wages	57620	0
Professional Services	57630	0
Lunch Expense	57640	0
Payment To Sellers	57650	0
Supplies & Expense	57660	2,344
Hauling & Processing	57670	0
Prior Year Expenditure Adjustment	57680	19,480
Other (List)	57690	0
TOTAL EXPENDITURES	57600	21,824
NET JLA INCOME		-21,824
RESOURCES, December 31:	25100	480,740
INFORMATION ONLY:		
Payment from Buyers / Payment to Sellers		
(Excluding the percentage retained to offset the expenses)	25200	
Percentage Retained by Fair/Committee		%

VENTURA COUNTY FAIR
Fair Name

31ST DAA
Fair Code

FEDERAL LABOR STANDARD ACT (FLSA) RECREATIONAL EXEMPTION

Do NOT include State Funding.

This schedule is only required by DAAs.

Method of determining applicability of recreational exemption:

2020 Monthly Cash Receipts

Month	Cash Receipts
January	225,643
February	221,558
March	158,671
April	75,886
May	(5,665)
June	508,323
July	157,763
August	299,347
September	187,416
October	98,564
November	69,763
December	115,142
TOTAL	2,112,410

	Lowest six months	Highest six months
	(5,665)	508,323
	69,763	299,347
	75,886	225,643
	98,564	221,558
	115,142	187,416
	157,763	158,671
TOTALS	511,454	1,600,957

Lowest six months/highest six months:	31.9%

If the lowest six months divided by the highest six months
is greater than 33.3%, your exemption is lost for 2021.
Overtime should be paid to temporary employees accordingly.

Operations Committee Meeting Minutes

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

April 8th, 2021

I. Call to Order

The meeting convened at 9:03 a.m., and called to order by Armando Lopez, Chair.

Directors present: Mike Bradbury, Chair, Leah Lacayo, Vice Chair and Armando Lopez, Member.

Staff present: Barbara Quaid, CEO and Heidi Ortiz, Executive Secretary.

Guests present: Vincenzo Giammanco, Owner of CBF Productions Inc.
Megan Hook, 805AgKids, CEO & President
Scott Toland, 805AgKids
Kathy Moore
Richie Gausus

II. Public Comments

Kathy Moore – Her concern is that Governor Newsom said there is a possibility that the State might be opening up June 15th and they would like to see if 805AgKids could use the fairgrounds for a livestock judging show only, not the auction, so the kids could participate and keep them excited. There are plenty of people to help and money to put it on.

Richie Gausus – He echoed Ms. Moore's comments and explained that we are going on year two with no involvement or interaction with the 4H, FFA and independent kids. He would like to see if there is something that can be done to get the kids out there with minimal interaction to show their animals in person rather than a video camera. Many of the kids have fallen out of the program because of the lack of in person showing and thinks that if they were able to do something in person then there would be a lot more kids involved in the clubs.

Megan Hook – They have reached out to CEO Quaid multiple times for the same request, to be able to use the facilities to host an in-person market show for the kids. She received CEO Quaid's email about the potential costs and whether we can sort out the details and they are really interested in pursuing it, but disappointed in the pricing which she felt was astronomical for the facility that was built for the kids to do exactly that; however, they want to pursue the opportunity to give the kids some normalcy. She hopes that the Operations Committee and the Board as a whole will support them in making it possible to support the kids this year.

III. Discussion and possible action on Spectra contract extension

- Spectra is on its third year of the contract. The original contract with two 2 year extensions which takes them into March 2023. They have made a number of exceptions to allow Mr. Giammanco to do food and beverage in the parking lot and

for allowing us to offer the Derby Club, the food and beverage rights, for the OTB. In exchange for that, they would like us to do a contract extension that is equal to the time that they have not been in business. It will be close to around a year before we can bring them back for any activities. This would take them to a 42 month extension.

- Director Bradbury would like to forward it onto the board without committee comment as a result of a belief that there should be more exploration whether or not the Fair would be better off with the Foundation having the licensing so the fairgrounds could make more money in use of that particular option.
- Director Lopez commented that Director Bradbury makes a good point that the board should explore the possibility of making money as a business and also keep in mind that there will be startup costs. They are going to do a strategic plan because they have no idea what the future will look like getting back to 100% and what it's going to cost to gear up the Fair. The fairgrounds has a contract with Spectra that allows them to have exclusive rights to the beverage and if he understands it they are accommodating the concerts and the potential pop-up facility, so this has to be taken into consideration. As a Board member he is very aware of the impact the concerts have had and he can't dismiss that because it has been extremely important for us to see that for everyone. He also has to take into consideration that Spectra can take the position that they may not want us to accommodate anyone. He would like a more simplified document that goes to the board, in a bullet point format, as to what Spectra has given up and what accommodations they have made and same thing with Mr. Giammanco's operation. Lastly, the issue of the Foundation keeps coming up. We cannot speak for the Foundation, they would obviously not run the beverage concession, but they would have to hire staff. There are a lot of moving parts and would like the board to understand what is involved.

MOTION: To recommend to the full board approval of extending Spectra's contract subject to clear and precise definition of the benefits so the Board can debate the issue with more information.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury		X	
Director Lopez (Second)	X		
Vice President Lacayo (Motion)	X		

Director Bradbury voted no because he wants to get more information on whether or not the Fair can make substantially more money if we manage the food and beverage.

Vice President Lacayo withdrew her motion and restated the motion. Director Lopez withdrew his second on the first motion and seconded the new motion.

MOTION: To bring the Spectra contract extension back to the Operations Committee for further discussion.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury	X		
Director Lopez (Second)	X		
Vice President Lacayo (Motion)	X		

Vice President Lacayo stated that knowing and attending some of the meetings on Foundations and running the beverage portion of that, we know it is time consuming. When she was on the Foundation Board they have had this discussion and no one was interested in stepping up to the plate because it required training and a lot of hours. As Director Lopez stated, they could possibly hire someone, but all of these things need to be worked out and there needs to be further discussion.

IV. Discussion and possible action on Surfers Pint

- Mr. Giammanco did a full presentation at the full Board meeting last month and they are looking for approval to move forward to get the permits and start investigating what needs to be done to get this temporary facility started.
- There was a discussion regarding the location of the facility and parking.
- The fairgrounds will receive a percentage of the gross profits, which is still being negotiated. The committee was concerned that all the details were not finalized before moving forward with the concept.
- The concept of Surfer's Pint is what is being asked to be approved and the percentages will be given at the board meeting.

MOTION: To recommend to the full board the approval of the Surfers Pint concept subject to quantifiable numbers.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury	X		
Director Lopez (Motion)	X		
Vice President Lacayo (Second)	X		

V. Discussion and possible action regarding proposal from the Derby Room

- The proposal is for The Derby Room to come in and make improvements and take over the food and beverage. They are operating at three other fairgrounds and Mr. Amelio is going down to look at one of their facilities. We would be the landlords and they would cover everything. We would keep the ADW money, which has been significant even over this past year when we were closed, and they would keep the 2% handle ion a daily basis. They would give us a $50,000 non-refundable deposit as soon as this is approved. They would remodel the building as well. Staff has talked to other places who use them and there has been nothing but good things to say.
- Director Lopez and Director Bradbury confirmed that this is only a concept and not a contract. Staff will go ahead and start working out the details.

MOTION: To recommend to the full board to approve The Derby Room proposal in concept.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Bradbury	X		
Director Lopez (Motion)	X		
Vice President Lacayo (Second)	X		

VI. Agenda Items for Future Meetings

1. Spectra Contract Extension
2. Surfers Pint
3. Derby Room Proposal

Director Bradbury referred the livestock comments at the beginning of the meeting to be addressed at a Livestock Committee Meeting.

VII. Adjourn

The meeting was adjourned at 9:45 a.m.

cdfa CALIFORNIA DEPARTMENT OF FOOD & AGRICULTURE
Karen Ross, Secretary

March 19, 2021 D2021-01

TO: District Agricultural Association Board Presidents and CEOs

SUBJECT: $40.3M General Fund Support – Phase II

The Fairs & Expositions Branch (F&E) is pleased to announce it is entering the second distribution phase for the one-time $40.3 million general fund budget allocation approved by the Governor on June 29, 2020. The initial phase consisted of allocations to help state-affiliated fairs, which includes both District Agricultural Associations (DAAs) and the California Exposition and State Fair, mitigate the severe loss of revenue resulting from the pandemic; accordingly, the funds were used to pay for legally mandated expenses associated with the layoff of civil service employees.

F&E has determined that after accounting for all legally mandated expenses and layoff-related expenses projected to become due before the end of the State's fiscal year (June 30, 2021), there will be a remaining balance of approximately $19.3 million available for distribution to DAAs. For this second phase, F&E plans to provide operational support to DAAs under a two-pronged approach: "Targeted Support" (based on financial need) and "DAA Fairgrounds Allocation" (to provide funding to all DAAs with fairgrounds).

<table>
<tr><th>Phase I</th><th colspan="2">Phase II</th></tr>
<tr><th>Civil Service Layoff Support</th><th>Targeted Support</th><th colspan="2">DAA Fairgrounds Allocation</th></tr>
<tr><td rowspan="2">Approximately $21.0M is projected to be utilized towards the legally mandated expenses associated with the civil service layoff process.</td><td rowspan="2">Through an application process, approximately $9.7M will be used to provide targeted operational support. Priority will be given to those that show the greatest financial need relative to the application pool.</td><td>Class Size</td><td>Total $</td></tr>
<tr><td>I
I-X
II
III
III+
IV
IV+
V
VI
VII</td><td>62,000
-
83,000
104,000
125,000
146,000
167,000
250,000
375,000
1,562,000</td></tr>
<tr><td>~21.0M</td><td>~$9.7M</td><td colspan="2">~$9.6M</td></tr>
</table>

Targeted Support

The Targeted Support will provide operational support to DAAs with fairgrounds through an application process. Funding under this distribution will depend strictly on the financial need of the applicant relative to the financial needs of the application pool.

cdfa CALIFORNIA DEPARTMENT OF FOOD & AGRICULTURE
Karen Ross, Secretary

March 26, 2021

F2021-03

TO: All Fairground CEOs and Directors

SUBJECT: **Guidance for Safely Conducting Fairs & Livestock Events**

The California Department of Public Health (CDPH) is currently drafting guidance for District Agriculture Associations, County Fairs and Non-Profit Fairs, to support a safe, clean environment for workers and attendees of events (Guidance). This guidance is expected to be released in early April of this year. Application to your fair is based on the County Risk Level documented in the Guidance.

Once the Guidance is released, the fairs must work with local health authorities on a site-plan for hosting a fair or livestock event. If you have been working on a site-plan to host a fair or livestock event relying on other industry guidance, please work with your local health authorities on the best course of action. Please note that local health departments can have more restrictive criteria and different closures. For the most updated information on county status, visit Blueprint for a Safer Economy.

Please be mindful before entering into any contracts for the production of your fair or livestock event that the CDPH Guidance and locally approved site plan must be incorporated into the contract terms and conditions. If you have already entered into contracts for your event, you may either amend the contract consistent with the CDPH Guidance by a written addendum agreed to by both parties, or terminate the contract pursuant to its termination clause.

Sincerely,

Michael Francesconi, Interim Branch Chief
Fairs and Exposition Branch

cdfa CALIFORNIA DEPARTMENT OF FOOD & AGRICULTURE
Karen Ross, Secretary

April 19, 2021 F2021-04

TO: All Fair CEO's

SUBJECT: POULTRY HEALTH INSPECTIONS (PHI) – FY 2021/22 Fair Season

This letter is to announce that there is grant funding through the US Department of Agriculture (USDA) for the Poultry Health Inspection (PHI) program which is available from April 1, 2021 – March 31, 2022. Fairs must receive approval from local health authorities on a site-specific plan for hosting a fair or livestock event that includes poultry. Upon arrival at the fair (and before coop-in), all poultry shall be inspected for symptoms of disease or illness by a certified Poultry Health Inspector(s) (PHI) from the designated CDFA/UC Certification Program. Any suspect animals may be dismissed from the fairgrounds. In the case where the fairgrounds will hold marketing or breeding classes this year, the poultry coming onto the fairgrounds will need to be examined by a Poultry Health Inspector (PHI).

The Poultry Health Check Guidelines and a list of certified PHIs are enclosed for your reference. If you need assistance hiring or selecting a PHI, please contact **CDFA's Dr. Francine Bradley at (760) 699-5078. Please visit the** UC Davis PHI program **and reference the** "Biosecurity Practices to Minimize Risk of Spreading Avian Diseases for Poultry Show and Exhibition Organizers" **factsheet for more information.** Refer exhibitors to the "Biosecurity Practices to Minimize Risk of Spreading Avian Disease for Poultry Exhibitors" factsheet.

California eradicated Virulent Newcastle Disease (vND) from Southern California and the Southern California Regional Quarantine was lifted June 1, 2020. Biosecurity remains an effective and important measure in disease prevention. See the attached letter from CDFA's State Veterinarian for an update on this year's Biosecurity Guidelines for State/County/City Personnel for on-farm poultry visits and a reminder of the importance of watching out for Highly Pathogenic Avian Influenza (HPAI). See the attached poster to display tips for keeping your birds healthy. Additional resources on biosecurity and bird health can be found on the CDFA Avian Health Program webpage.

A few keynotes for the PHI inspections include:

1. **The Poultry Health Inspection (PHI) Program is a REQUIREMENT for all fairs and poultry shows.**

2. **If reimbursable costs are incurred between April 1, 2021, and March 31, 2022, the PHI reimbursement will be processed for payment.**

3. **Each fair will be reimbursed for actual expenses incurred, up to $300.00 per fiscal year. To be reimbursed, fairs must submit an invoice and backup documentation within sixty (60) days of the end of the fair and no later than March 1, 2022, related inspector(s) signed contract(s), and receipts to F&E at** Kalia.Mitchell@cdfa.ca.gov. ***(Please see the example invoice attached).***

The **invoice must be on Fair letterhead, and include** the following:

- ☐ Date of Invoice
- ☐ Dates of the Fair
- ☐ Date of the PHI
- ☐ Invoice number
- ☐ County with address
- ☐ Description of activity and a breakout of the expenses for each activity related to the PHI.

4. **Fairs with poultry shows will be reimbursed up to a maximum of $300.00 inclusive for inspection fees, per diem, and materials associated with the PHI inspection.** ***(please see specifics below).***

See CalHR for reimbursable costs/rates. Below is the pay scale for inspection fees, based on the number of birds inspected.

Pay Scale for PHI Payment

Amount	Number of Birds
$75	0-24
$100	25 - 50
$125	51 - 100
$150	101-150
$200	151-200
$250	201-250
$300	> 250

*Over 250 birds will require more than one PHI, but still a maximum of $300/fair.

If you have any questions or need additional information, please contact Kalia Mitchell at (916) 900-5274 or Kalia.Mitchell@cdfa.ca.gov.

Sincerely,

Mike Francesconi, Branch Chief
Fairs & Expositions Branch

Enclosure

Rental Agreements Non-Fair

CONTRACT NO.	CONTRACTOR NAME	PURPOSE	AMOUNT	DATE
21-016	CBF Productions	Open Air Seaside Market	$3,900.00	4/11,18,25/21
21-017	Parkinson Foundation	Moving Day	$3,630.00	17-Apr
21-018	Beyond Productions	Motor MythBusters	$1,473.00	12-Apr
21-019	Rubicon Theatre Company	Storage Rental	$5,250.00	4/19-7/19/21
21-021	SNA Designs	Wed Swap Meet	$46,725.00	4/28-12/31/21
21-022	805 Ag Kids	Invitational Auction	$4,000 + Labor TBD	8/5-6/21
21-023	805 Ag Kids	Auction Drop Off	Rental Fee Waived Labor TBD	15-Aug
21-024	ZennZenn Productions	Satellite Wagering Operations	$650,000.00	15-Aug
21-025	Raceway Promotions Inc.	Raceway 2021	TBD	Dates TBD