



January 17, 2025

TO: Board of Directors  
FROM: Christina Estrada, CEO   
SUBJECT: Board of Directors Meeting

The January Board of Directors Meeting has been scheduled for **Tuesday, January 28, 2025 @ 12 Noon**. Please let us know if you are unable to attend the meeting.

The following documents are enclosed:

1. January 28, 2025, Board Agenda
2. Regular Board Meeting Minutes of 11/19/2024
3. Regular Board Meeting Minutes of 12/10/2024
4. Financial Progress Reports - PPC
5. F2025-01 CA H5N1 Avian Influenza - Ban on California Poultry and Dairy Exhibitions at Fairs and Shows

If you have any questions, feel free to call the Office.

1121 S. Chance Avenue, Fresno, California, 93702-3707  
559 650-3247 • FAX 559 650-3226 • [www.FresnoFair.com](http://www.FresnoFair.com)



MERRILL AWARD WINNER





**21st DISTRICT AGRICULTURAL ASSOCIATION  
BIG FRESNO FAIR**

1121 S. Chance Avenue, Fresno CA 93702 (559) 650-3247  
Email: [info@fresnofair.com](mailto:info@fresnofair.com) Website: [www.fresnofair.com](http://www.fresnofair.com)

**AGENDA**

The Board of Directors of the 21st District Agricultural Association will be holding a regular monthly Fair Board meeting on  
**TUESDAY, January 28, 2025, at 12:00 NOON**

The Big Fresno Fair – Fresno County Historical Museum, 2<sup>nd</sup> Floor.

Zoom Option - to participate follow this link.

<https://us02web.zoom.us/j/7339943574?pwd=STljOEYzaUF6TzINb09sVVFYDM1dz09>

Meeting ID: 733 994 3574 - Password: 1121

One tap mobile

+16699006833,,7339943574#,,,,0#,,1121#

**MISSION STATEMENT**

“TO PROVIDE QUALITY EXPERIENCES FOR THE COMMUNITY”  
-CELEBRATE, EDUCATE AND HAVE FUN-

**NOTE**

Please be informed that any member of the public has a right and is invited to participate during this public meeting and may address the Board either during the “Public Comments” portion and/or during the discussion of any particular item listed on the agenda.

Items listed on this agenda may be considered in any order at the discretion of the Chair. All items so listed may be considered for action. Any item not listed on the agenda will not be discussed or considered by the Board.

**AMERICANS 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 21st District Agricultural Association Board meeting may request assistance at the Fair Office, 1121 S. Chance Ave., or by calling 559-650-3247, during normal business hours of 9:00 a.m. to 4:00 p.m. Monday through Thursday. Requests should be made one (1) week in advance whenever possible.

<sup>1</sup> Persons with disabilities who may require accommodation to attend the meeting are requested to contact the Fair office at (559) 650-3247.

<sup>2</sup> Questions regarding agenda items should be directed to the Fair office at (559) 650-3247.

<sup>3</sup> Public notices required by Government Code – Section 11125(a) is available for viewing at [www.fresnofair.com](http://www.fresnofair.com)

The agenda for the regular meeting will consist of the following matters:

1. **CALL TO ORDER:**
2. **PLEDGE OF ALLEGIANCE:**
3. **INTRODUCTION OF STAFF AND GUESTS:**
4. **ROLL CALL OF DIRECTORS AND DECLARATION OF QUORUM:**  
Terry Gonsalves, President; Gary Cahil Vice President; Frank Flores, Secretary/Treasurer; Linda Mae Balakian Hunsucker, Jerry Pacheco, Annalisa Perea, Chuck Riojas, and Larry Salinas.
5. **PRESENTATION OF 2025 OFFICERS:**
  - a. President
  - b. Vice-President
  - c. Secretary/Treasurer
6. **PUBLIC COMMENT:**

Public comment is a right granted to the public. It is reserved for items that are not listed on the agenda, but under this Board's jurisdiction. Please be informed that public participation under public comment will be limited to five (5) minutes per speaker and in accordance with state law, the Board will not comment or otherwise consider such public comment item for business until and unless such item has been properly listed on the agenda at a future meeting.
7. **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. Personnel Matters: - Govt. Code 11126(a)
  - b. Pending Litigation: - Govt. code 11126(e)(2)
8. **MINUTES: (Action by the Board)**
  - a. Approve Board Minutes:
    1. Regular Board Meeting 11/19/2024
    2. Regular Board Meeting 12/10/ 2024
9. **ACKNOWLEDGE CONSENT AGENDA:** (colored pages) Item #20 thru Item #55

10. **PROGRAM REPORT:** *(Informational)*
  - a. Live Horse Racing at the Big Fresno Fair
11. **STAFF REPORT:** *(Informational)*
  - a. Report on Satellite Racing
  - b. Report on Interim Events
  - c. Report on 2024 Hmong New Year Celebration
  - d. Report on 2024 IAFE Convention
12. **COMMITTEE REPORTS:** *(Action by the Board)*
  - a. Finance Committee
    - Acknowledge Financial Reports from Price Paige & Company.
13. **OLD BUSINESS:** *(Informational/Action by the Board)*
  - a. None
14. **NEW BUSINESS:** *(Action by the Board)*
  - a. Award the Marketing, Advertising & Public Relations Contract, RFP #24-007, a one year contract with 4 - one year renewal options.
  - b. Award the Sponsorship Sales and Services Contract, RFP #24-004 a one year contract with 4 - one year renewal options
  - c. Request approval for maintenance staff to attend the Maintenance Mania training at the Del Mar Fairgrounds February 4<sup>th</sup> – 6<sup>th</sup>
  - d. Request approval for box office staff to attend the Etix Live training event in San Diego February 11<sup>th</sup> – 13<sup>th</sup>.
  - e. Discuss and approve 2025 Fair dates.
15. **CORRESPONDENCE:** *(Informational)*
  - a. F2025-01 CA H5N1 Avian Influenza – Ban on California Poultry and Dairy Exhibitions at Fairs and Shows
16. **MANAGER’S UPDATE:** *(Informational)*
17. **BOARD RECOMMENDATION FOR FUTURE AGENDA ITEMS:**
18. **FOR YOUR INFORMATION:**

Next Board Meeting – February 25, 2025, 12 Noon
19. **ADJOURNMENT:**



Item #20 thru Item #23 **ACKNOWLEDGE THE FOLLOWING SERVICE AGREEMENTS FOR 2025 FAIR: EXPENSE AGREEMENTS**

Item #	20	24-171	12/28/24 to 12/31/24	Robert Rodriguez Agrees to assume the responsibilities as Operation Runner during the 2024 Hmong New Year Celebration.	\$1,000.00
Item #	21	24-172	12/28/24 to 12/31/24	Chou Vang Agrees to assume the responsibilities as Operation Monitor for the 2024 Hmong New Year Celebration.	\$1,500.00
Item #	22	24-173	12/28/24 to 12/31/24	Felicia Antonio Agrees to assist the Operations Monitors for the 2024 Hmong New Year Celebration.	\$1,150.00
Item #	23	24-174	12/27/24 to 01/01/25	Don Slade Agrees to hire, oversee and execute all janitorial needs for the 2024 Hmong New Year Celebration.	\$18,500.00

**ACKNOWLEDGE THE FOLLOWING SPONSORSHIP AGREEMENTS FOR 2025 FAIR: REVENUE AGREEMENTS**

Item #	24	25-900-S	09/01/25 to 12/31/25	Beverly Hills Innovation Agrees to be an Official Sponsor of The 2025 Big Fresno Fair.	\$22,500.00
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Item #25 thru Item #53 **ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENT FOR 2025: REVENUE AGREEMENTS**

Item #	25	01/11/25	Michael Odeh (Employee)	Birthday Junior Exhibits	\$1,139.00
Item #	26	01/11/25	Cristobal Mijangos - Elorza	Wedding Industrial Education	\$3,481.00
Item #	27	01/18/25	Del Rey Bullies Ricardo Arozco	Small Dog Show Industrial Commerce	\$3,291.50

Agenda  
Regular Board Meeting 01/28/25

Item #	28	01/18/25	Jimmy Delatorre (Employee)	Sweet 16 Gem & Mineral	\$959.00
Item #	29	01/18/25	Mujeres Market Gabrielle Gaona	Small Business Show Industrial Education	\$2,517.00
Item #	30	01/19/25	JD Foods Steve Lloyd	Driver Fest FCHM	\$2,496.00
Item #	31	02/15/25 to 02/16/25	Central Valley Australian Shepherd Club Denise Creelman	Dog Show Livestock Arena	\$1,600.00
Item #	32	03/01/25 to 03/02/25	Peregrine White Inc. Sanjay Singh	Dirt Autocross Infield Parking Lot	\$2,250.00
Item #	33	03/17/25 to 03/20/25	Fresno County Superintendent of Schools Dr. Michele Cantwell-Copher	Science Fair Commerce, Industry Commerce, Commerce Annex	\$9,995.50
Item #	34	04/05/25	Richard Martinez (Employee)	Birthday Industrial Education	\$1,505.66
Item #	35	04/26/25	Center for Hmong Arts and Talent Steve Thao	Fundraising Concert Commerce	\$7,325.00
Item #	36	04/26/26	AMP Live Events LLC Ronald Leach	Monster Truck Show Grandstand	\$12,251.00
Item #	37	05/03/25	East Side Records William Walker	Car Show Concert Industry Commerce, Carnival Lot	\$10,478.00
Item #	38	05/07/25	Fresno County Superintendent of Schools Dr. Michele Cantwell-Copher	Young Author's Faire Junior Exhibits	\$2,085.00
Item #	39	05/09/25 to 05/10/25	Peregrine White Inc. Sanjay Singh	Dirt Autocross Infield Parking Lot	\$2,250.00
Item #	40	05/12/25 to 05/19/25	Stellar Entert. Group Inc. Kylee Shepperd	Circus Maple Butler Lot	\$9,360.00



Agenda  
Regular Board Meeting 01/28/25

Item #	41	05/17/25	Vincent Blair	Mental Health Fair Pavilion	\$2,645.00
Item #	42	05/24/25 to 05/25/25	Daisy Camorlinga	Birthday Party Junior Exhibits	\$2,779.00
Item #	43	05/24/25 to 05/26/25	Nuevo Desperdar Yezenia Valencia	AA Anniversary Junior Exhibits	\$4,205.00
Item #	44	05/31/25 to 06/01/25	Fresno Cactus and Succulent Society Robert Scott	Succulent Show Commerce	\$6,545.00
Item #	45	06/07/25	Heriberto Torres (Employee)	Graduation Table Mountain Rancheria	\$811.00
Item #	46	06/07/25	Swerv United Daniel Roache	Car Show Industry Commerce	\$4,642.00
Item #	47	06/14/25 to 06/15/25	The Big Fresno Card Show Nathan Diaz	Card Show Commerce	\$8,325.00
Item #	48	06/21/25 to 06/22/25	Peregrine White Inc. Sanjay Singh	Dirt Autocross Infield Parking Lot	\$2,250.00
Item #	49	06/29/25	Cornerstone Church Jim Franklin	Celebrate America Commerce, Ag, Industry Commerce, Carnival Lot, Grandstand	\$14,476.00
Item #	50	08/31/25 to 08/31/25	Peregrine White Inc. Sanjay Singh	Dirt Autocross Infield Parking Lot	\$2,250.00
Item #	51	11/15/25	AMP Live Events LLC Ronald Leach	Monster Truck Show Grandstand	\$12,235.00
Item #	52	11/15/25 to 11/16/25	Peregrine White Inc. Sanjay Singh	Dirt Autocross Infield Parking Lot	\$2,250.00
Item #	53	12/13/25 to 12/14/25	Peregrine White Inc. Sanjay Singh	Dirt Autocross Infield Parking Lot	\$2,250.00

**ACKNOWLEDGE THE FOLLOWING RENTAL  
AGREEMENT FOR 2026: REVENUE AGREEMENTS**

Item #	54	04/26/26	AMP Live Events LLC Ronald Leach	Monster Truck Show Grandstand	\$12,251.00
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Item #55

**Acknowledge Expense Claims**



TRAVEL EXPENSE CLAIMS

January 2025

Travel	Christina Estrada	Traveled to Phoenix, AZ for the 2024 IAFE Convention. Nov. 30 <sup>th</sup> – Dec. 5 <sup>th</sup> Registration, hotel, airfare and taxi were paid with the Fair credit card. Employee claiming per diem.	\$284.00
Travel	Taylor Collins	Traveled to Phoenix, AZ for the IAFE Convention. Nov. 30 <sup>th</sup> – Dec. 5 <sup>th</sup> Registration, hotel, and airfare were paid with the Fair credit card. Employee claiming per diem.	\$284.00
Travel	Sara Renee	Traveled to Phoenix, AZ for the IAFE Convention. Nov. 30 <sup>th</sup> – Dec. 5 <sup>th</sup> Registration and airfare were paid with the Fair credit card. Employee claiming per diem and hotel.	\$1,347.50
Travel	Frank Flores	Traveled to Phoenix, AZ for the IAFE Convention. Nov. 30 <sup>th</sup> – Dec. 5 <sup>th</sup> Registration, hotel, and airfare were paid with the fairs credit card. Director claiming parking and per diem (\$374.00). Director to reimburse Fair for spouse airfare (-\$230.90).	-\$230.90

**MINUTES  
21ST DISTRICT AGRICULTURAL ASSOCIATION  
BIG FRESNO FAIR  
BOARD OF DIRECTORS MEETING  
November 19, 2024 AT 12:00 PM**

Please be informed that any member of the public has the right and is invited to participate during this public meeting and may address the Board either during the “Public Comments” portion and/or during the discussion of any item listed on the agenda. Public Comment is a right granted to the public. It is reserved for items not listed on the agenda but are under this Board’s jurisdiction. Please be informed that public participation under Public Comment will be limited to five (5) minutes per speaker, and in accordance with state law; the Board will not comment or otherwise consider such public comment item for business until and unless such item has been properly listed on the agenda at a future meeting.

Items listed on the agenda may be considered in any order at the discretion of the Chair. All items listed may be considered for action. Any item not listed on the agenda will not be discussed or considered by the Board.

**ITEM #1. CALL TO ORDER:**

The meeting was called to order at 12:00 p.m. by President Terry Gonsalves.

**ITEM #2. PLEDGE OF ALLEGIANCE:**

Rolando Motta opened the meeting by leading the Pledge of Allegiance.

**ITEM #3. INTRODUCTION OF STAFF AND GUESTS:**

President Gonsalves asked staff to introduced themselves: Interim CEO Christina Estrada, Interim Events Coordinator Taylor C., Box Office Manager Stephanie E., Administrative Staff Kelly D., Livestock and Exhibits Superintendent Terri C., Satellite Wagering Ronnie M., Danielle G. with Cohen Communications, Lori C. with Price, Paige and Company, Peggy B. with Livestock, Kathy Currin with Jr Exhibits, Rolando M. with Maintenance, via Zoom Denise Elliot CDFA Resource Coordinator, Brandi Gragg Senior Council with CDFA and Meghan N. with CDFA Legal and guest Julie Geistlinger and Otis Webb with Fresno Home Shows, Jerry Hunsucker and Stephen Bissell.

**ITEM #4. ROLL CALL OF DIRECTORS AND DECLARATION OF QUORUM:**

Interim CEO Christina Estrada called roll. Those in attendance were President Terry Gonsalves, Vice President Gary Chahil, Secretary/Treasurer Frank Flores, and Directors Linda Mae Balakian Hunsucker, Jerry Pacheco, Annalisa Perea, Chuck Riojas and Larry Salinas, a quorum was declared.

**ITEM #5. 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. Personnel Matters: - Govt. Code 11126(a)(1)
  - 1. CEO Hiring & Recruitment
- b. Pending Litigation: - Govt. code 11126(e)(2)

**ITEM #6. REPORT OUT ON ACTION TAKEN DURING CLOSED SESSION:**

The meeting reconvened in open session, President Gonsalves reported that the board voted to hire Christina Estrada as the full-time permanent CEO with a salary of \$11,491 per month under the classification of Secretary Manager VI effective November 19, 2024, congratulations Christina.

Roll Call Vote:

Director	Yes	No	Absent	Abstained
President Gonsalves	X			
Gary Chahil	X			
Frank Flores	X			
Linda Balakian Hunsucker	X			
Jerry Pacheco	X			
Annalisa Perea	X			
Chuck Riojas	X			
Larry Salinas	X			

**ITEM #7 PUBLIC COMMENT:**

No public comment

**ITEM #8. MINUTES: (Action by the Board)**

- a. Approve Board Minutes:
  - 1. Regular Board Meetings 09/24/2024

MSP (Riojas - Chahil) to approve the Board minutes. The vote was unanimous.



Roll Call Vote:

Director	Yes	No	Absent	Abstained
President Gonsalves	X			
Gary Chahil	X			
Frank Flores	X			
Linda Balakian Hunsucker	X			
Jerry Pacheco	X			
Annalisa Perea	X			
Chuck Riojas	X			
Larry Salinas	X			

**ITEM #9. ACKNOWLEDGE CONSENT AGENDA (COLORED PAGES) ITEM #20 THRU ITEM #88:**

MSP (Flores - Perea) to approve the Consent Agenda. The vote was unanimous.

Roll Call Vote:

Director	Yes	No	Absent	Abstained
President Gonsalves	X			
Gary Chahil	X			
Frank Flores	X			
Linda Balakian Hunsucker	X			
Jerry Pacheco	X			
Annalisa Perea	X			
Chuck Riojas	X			
Larry Salinas	X			

**ITEM #10. PROGRAM REPORT: (Informational)**

a. Fresno Home Show – Juile Geistlinger

Julie Geistlinger and Otis Webb presented to the Board stating that their current contract goes through 2025 and is asking to have their 2026 multi-year contract finalize by this February. Julie also informed the Board as to what is going on in the home show industry; younger generations not buying homes or making home improvements as previous generations, home shows industries are aging out due to a decline in attendance. Reported that the several home shows have closed after 20 years, and the shows left in California are a fraction of their original size. Julie presented many other venues who charge for parking and their rates and discouraged raising any parking prices which could lead to lower attendance as well.

**ITEM #11. STAFF REPORT: (Informational)**

a. Report on Satellite Racing/Breeders Cup

There was no discussion.

b. Report on Interim Events

Interim Events coordinator Taylor Collins discussed that the department has been very busy. Reported that the numbers look good for commission on concessions and parking during the November Home Show. Among New Year preparation is happening, and meetings are being held and there are many return renters planning events for next year.

c. Report on 2024 Big Fresno Fair

CEO Estrada reported that the unaudited attendance number is 415,534. Parking revenue was \$928,000, Concessions food and alcohol sales were down. This is being attributed to Fresno having record heat the first week of the Fair. The Livestock auction brought in \$1.2 million. 28,512 Concert tickets were sold with G-Eazy and Dwight Yoakum selling out. 4.0 and Above gave away \$105,000 in scholarships, thank you Cohen Communications for coordinating the event. Livin' Local sales totaled \$142,000. Fair Education attendance was 20,000 students, teachers and staff.

**ITEM #12. COMMITTEE REPORTS: (Action by the Board)**

a. Finance Committee:

- Acknowledge Financial Reports from Price Paige & Company.

Lori Clanton with Price Paige & Co. discussed the income statement being on track with previous years. She expects that 85% of the transactions from fair time have been reported and the income will increase as all transactions are accounted for. Lori briefly reviewed the expense report and informed the board that about \$1 million dollars in maintenance expenses have not yet been reported. PPC is still working on clean up and catch up for 2021 - 2023. Lori introduced Madison Strong from PPC who is assisting as coordinator at PPC for the Fair account. Lori stated that a number of PPC team members were on grounds every day during the fair.

MSP (Chahil-Flores) to acknowledge the financial reports as presented. The vote was unanimous.

Roll Call Vote:

Director	Yes	No	Absent	Abstained
President Gonsalves	X			
Gary Chahil	X			
Frank Flores	X			
Linda Balakian Hunsucker	X			
Jerry Pacheco	X			
Annalisa Perea	X			
Chuck Riojas	X			
Larry Salinas	X			

**ITEM #13. OLD BUSINESS: (Informational/Action by the Board)**

- a. none

**ITEM #14. NEW BUSINESS: (Action by the Board)**

- a. Discuss and approve 2025 Fair dates

CEO Estrada presented the Board with dates of October 1-12 for the 2025 Big Fresno Fair.

MSP (Riojas – Flores) to approve 2025 Fair dates as presented. The motion was rescinded after a discussion by the Board. The proposed dates will be tabled until next month.

- b. Approve Bank Authorization/Delegation of Authority for 2025

MSP (Perea – Chahil) to approve the 2025 Bank Authorization/Delegation of Authority for CEO Estrada and Director Flores. The vote was unanimous.

Roll Call Vote:

Director	Yes	No	Absent	Abstained
President Gonsalves	X			
Gary Chahil	X			
Frank Flores	X			
Linda Balakian Hunsucker	X			
Jerry Pacheco	X			
Annalisa Perea	X			
Chuck Riojas	X			
Larry Salinas	X			



- c. Approve Workers Compensation Insurance coverage for Board of Directors and Volunteers for the 21<sup>st</sup> District Agricultural Association, Big Fresno Fair, while performing volunteer work for the year 2025.

MSP (Flores – Riojas) to approve the Worker’s Compensation Insurance coverage. The vote was unanimous.

Roll Call Vote:

Director	Yes	No	Absent	Abstained
President Gonsalves	X			
Gary Cahil	X			
Frank Flores	X			
Linda Balakian Hunsucker	X			
Jerry Pacheco	X			
Annalisa Perea	X			
Chuck Riojas	X			
Larry Salinas	X			

- d. Request Approval to close the Administration Office and Maintenance Department on January 17<sup>th</sup>, February 14<sup>th</sup>, March 28<sup>th</sup>, May 23<sup>rd</sup>, July 3<sup>rd</sup>, November 10<sup>th</sup>, November 24<sup>th</sup>-26<sup>th</sup>, December 15<sup>th</sup>-31<sup>st</sup> 2025 and January 2<sup>nd</sup>, 2026.

MSP (Flores – Riojas) to approve the closure dates. The vote was unanimous.

Roll Call Vote:

Director	Yes	No	Absent	Abstained
President Gonsalves	X			
Gary Cahil	X			
Frank Flores	X			
Linda Balakian Hunsucker	X			
Jerry Pacheco	X			
Annalisa Perea	X			
Chuck Riojas	X			
Larry Salinas	X			

CEO Estrada discussed requesting and adding closing the Administration Office and Maintenance on November 25<sup>th</sup> – 27<sup>th</sup>, 2024 which was missed. A modified crew will be here as needed.

MSP (Flores – Hunsucker) to approve the closure dates. The vote was unanimous.

Roll Call Vote:

Director	Yes	No	Absent	Abstained
President Gonsalves	X			
Gary Chahil	X			
Frank Flores	X			
Linda Balakian Hunsucker	X			
Jerry Pacheco	X			
Annalisa Perea	X			
Chuck Riojas	X			
Larry Salinas	X			

e. Discuss and approve 2025 Board Meeting Schedule.

MSP (Perea – Flores) to approve the 2025 Board Meeting Schedule. The vote was unanimous.

Roll Call Vote:

Director	Yes	No	Absent	Abstained
President Gonsalves	X			
Gary Chahil	X			
Frank Flores	X			
Linda Balakian Hunsucker	X			
Jerry Pacheco	X			
Annalisa Perea	X			
Chuck Riojas	X			
Larry Salinas	X			

**ITEM #15. CORRESPONDENCE: (Informational)**

a. AB1499 Funds Allocation: Distribution Policy Framework

**ITEM #16. MANAGER'S UPDATE: (Informational)**

CEO Estrada reported on the following;

1. Department Wrap-Up Meeting was held on Oct. 22<sup>nd</sup>. Ideas were discussed and each department shared ideas and plans for future fairs.
2. Danielle G. and Taylor C. attended and spoke at the East Fresno Rotary Presentation on Oct. 23<sup>rd</sup>.
3. CEO Estrada attended the Managers Conference in Sacramento, Nov. 4<sup>th</sup> - 7<sup>th</sup>. Networked with CEOs from other fairs and met with CCA and CFSA.
4. Taco Truck Throw Down – CEO Estrada was a judge at the competition
5. WFA Awards Submission – 26 items were entered
6. RFP for Marketing, Advertising/Public Relations-mailed, working on Sponsorship RFP and Entertainment Buying RFP – Willson Events is recusing from bidding.
7. CEO Estrada and Directors Flores and Gonsalves met with Senator Caballero on Nov. 18<sup>th</sup>. Discussed solar and building HVAC upgrades
8. Will be attending the IAFE Convention Nov. 30<sup>th</sup> – Dec. 5<sup>th</sup>.
9. The Administration will potentially be closed Dec. 1<sup>st</sup> - 6<sup>th</sup> for HVAC installation.
10. Employee appreciation luncheon in the FCHM on November 21<sup>st</sup> at 11:30am, Pardini's will be catering.

**ITEM #17. BOARD RECOMMENDATION FOR FUTURE AGENDA ITEMS:**

Director Salinas would like to suggest that the Board be presented with the top 10 most pressing budget items to keep the board more informed about what is happening on grounds and what they are voting on. Rolando Motta with Maintenance confirmed he has this list and will be happy to provide it to the Board.

**ITEM #18. FOR YOUR INFORMATION:**

Next Board Meeting – January 28, 2025, 12 Noon

**ITEM #19. ADJOURNMENT:**

The Board Meeting adjourned at 3:35 p.m.

Respectfully Submitted,

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Christina Estrada  
Chief Executive Officer

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Terry Gonsalves, President  
Board of Directors



**MINUTES  
21ST DISTRICT AGRICULTURAL ASSOCIATION  
BIG FRESNO FAIR  
BOARD OF DIRECTORS MEETING  
December10, 2024 AT 12:00 PM**

Please be informed that any member of the public has the right and is invited to participate during this public meeting and may address the Board either during the “Public Comments” portion and/or during the discussion of any item listed on the agenda. Public Comment is a right granted to the public. It is reserved for items not listed on the agenda but are under this Board’s jurisdiction. Please be informed that public participation under Public Comment will be limited to five (5) minutes per speaker, and in accordance with state law; the Board will not comment or otherwise consider such public comment item for business until and unless such item has been properly listed on the agenda at a future meeting.

Items listed on the agenda may be considered in any order at the discretion of the Chair. All items listed may be considered for action. Any item not listed on the agenda will not be discussed or considered by the Board.

**ITEM #1. CALL TO ORDER:**

The meeting was called to order at 12:00 p.m. by President Terry Gonsalves.

**ITEM #2. PLEDGE OF ALLEGIANCE:**

Director Linda Mae Balakian Hunsucker opened the meeting by leading the Pledge of Allegiance.

**ITEM #3. INTRODUCTION OF STAFF AND GUESTS:**

President Gonsalves asked staff to introduced themselves: Administrative Assistant Tammy Warner, via Zoom Maggie Tides, Deputy Attorney General and her assistant Jeremy Thomas; Guest Jerry Hunsucker. CEO Estrada was absent.

**ITEM #4. ROLL CALL OF DIRECTORS AND DECLARATION OF QUORUM:**

Administrative Assistant Tammy Warner called roll. Those in attendance were President Terry Gonsalves, Vice President Gary Chahil, Secretary/Treasurer Frank Flores, and Directors Linda Mae Balakian Hunsucker, Jerry Pacheco, and Chuck Riojas, a quorum was declared. Annalisa Perea and Larry Salinas arrived late.

**ITEM #5. PUBLIC COMMENT:**

No public comment

**ITEM #6. 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)

**ITEM #7. REPORT OUT ON ACTION TAKEN DURING CLOSED SESSION:**

- a. President Terry Gonsalves reported no action was taken during closed session.

**ITEM #8. ADJOURNMENT:**

The Board Meeting adjourned at 1:55 p.m.

Respectfully Submitted,

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Christina Estrada  
Interim Chief Executive Officer

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Terry Gonsalves, President  
Board of Directors



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FINANCIAL STATEMENTS

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Current Year Ending  
December 31, 2024

and

Prior Years Ended  
December 31,  
2019 through 2023

Prepared January 17, 2025



## Notes to Financial Statements

### Introduction

The attached preliminary financial statements include the balance sheet and income statement as of December 31, 2024, as well as prior years 2019 through 2023. Both 2019 and 2020 are confirmed with the CDFA audited financial statements. The source of 2021 through 2024 financial information is the Fair's accounting system, AccountingWare (AW), as of January 16, 2025.

### For Years 2021 through 2024

Progress has been made to research and reconcile the Fair's asset and liability accounts as of each year end for the prior four years. Work is estimated to be 70% completed. The next phase of work will focus on reconciling accounts receivable, deferred income, Junior Livestock Auction net resources, the fixed assets schedule and depreciation expense, long-term debt/capital lease, and the Pension expense and liability.

### December 31, 2024

The purpose of providing financial statements so soon after December 31 is to provide management and the Board with both timely and meaningful financial results on the calendar year of 2024 Fair activities. We have been diligent in accounting for as many transactions as possible as of this date. Below is a general summary of the status of each accounting area:

- Payroll: to our knowledge, all payroll costs have been recorded.
- Expenses / Accounts Payable: all bills submitted to date have been recorded.
- Revenue / Accounts Receivable: pending revenue includes Hmong New Year and CARF horse racing commissions and expenses.
- Year-end journal entries: pending items include pension expense allocation, depreciation expense, and Junior Livestock Auction (JLA) net resources reconciliation.

### STOP Report 2024

- The 2024 STOP report is in progress and currently 85% complete. Once the 2024 numbers are finalized, they will be incorporated into the 2024 STOP report.
- We anticipate the completion of the 2024 STOP report by March 31, 2025, in advance of the June 30, 2025 due date.

### Fair Operating Budget 2025

- The Fair is utilizing the budget template provide by the California Department of Food and Agriculture for the 2025 Operating Budget year.
- The Fair will use the 2024 actual amounts to inform the 2025 operating budget by department.
- Budget meetings have been calendared with Fair management and staff.
- Anticipated completion for presentation to the Board of Directors during February 2025 Board meeting.



## The Big Fresno Fair, 21st DAA Financial Summary and Key Highlights Report As of December 31, 2024

### KEY FINANCIAL HIGHLIGHTS:

#### Balance Sheet

- 1 The Fair's nine bank accounts are held at Community West Bank. All accounts are reconciled as of 12/31/24, with a focus on addressing outstanding stale checks.
- 2 Of the \$1,058,773 in Accounts Receivable, \$251k is due from CARF for 2024 horse racing commissions, and \$500k is estimated due from the 12/31/24 Hmong New Year interim event.
- 3 The Fair invested in "construction in progress" projects for a total of \$450k in 2024. Projects include HVAC replacement, Evap Cooler, Museum Security System, and Paul Paul spotlight towers.
- 4 Deferred outflows, deferred inflows and pension liability will be adjusted as part of the required pension and OPEB liabilities in accordance with generally accepted accounting principles. Adjustment requires information to be obtained from California Department of Agriculture regarding actuarial reports.
- 5 Deferred Income includes cash already received for contracts in place for future events. Revenue will be recognized in 2025.
- 6 Of the 459k due in Accounts Payable, all bills have been paid as of 1/17/2025. The Fair is current on all accounts payable transactions.

#### Income Statement

- 7 Admission and attendance for 2024 is down compared to 2023. Significant factor included hot weather in 2024.
- 8 New Butler Amusement contract in 2024 resulting in additional carnival revenue.
- 9 Horse racing revenue and expenses includes CARF commission and expenses that were not recorded consistently in prior years, with some years recording the net from CARF as revenue. 2025 activity will be recorded consistent with 2024.
- 10a Since 2023, Hmong New Year and Home Show revenue and expenses are now recorded separately from the 300 Interim Events department.
- 10b Parking revenue for Hmong New Year and Home Shows was recorded as part of the interim events revenue in prior years. In 2024 and 2025, these accounts will be tracked separately.
- 11 Suspense revenue is the placeholder account for unresolved/uncleared transactions from 2021 to 2023. As the transactions are resolved, this account balance will be reduced.
- 12 Maintenance department expenses increased \$1M between 2023 and 2024. The increase was \$350k in personnel costs and \$650k in maintenance, grounds, and utilities costs.
- 13 Depreciation expense has been estimated for 2023 and 2024. Updating the Fair's fixed asset list and calculating depreciation each year is in progress.
- 14 Pension and OPEB liabilities will be recognized once the analysis has been completed for GASB68/GASB75. Information is required from the California Department of Food and Agriculture which was just received 1/14/2025.
- 15 For 2024 the current net loss from all activities is approximately 218k. This includes non-cash (such as 654k of depreciation expense) and non-operating transactions. Without non-operating revenue and expenditures, the 2024 year is projected to be net positive of approximately 318k.



**The Big Fresno Fair, 21st DAA  
Balance Sheet  
Ending December 31,**

	Ref	Year Ending 12/31/2024	Year Ending 12/31/2023	Year Ending 12/31/2022	Year Ending 12/31/2021	Audited Year Ending 12/31/2020	Audited Year Ending 12/31/2019
<b>ASSETS</b>							
Current Assets							
Cash in Bank	1	\$ 9,495,063	\$ 11,654,216	\$ 10,456,680	\$ 8,156,432	\$ 2,185,309	\$ 3,358,751
Prepays		143,386	45,642	12,532	21,043	8,289	37,667
Accounts Receivable	2	1,058,773	359,333	612,128	252,687	101,144	435,588
<b>Current Assets Total</b>		<b>10,697,222</b>	<b>12,059,192</b>	<b>11,081,340</b>	<b>8,430,162</b>	<b>2,294,743</b>	<b>3,832,006</b>
Noncurrent Assets							
Construction in Progress	3	1,193,352	742,596	267,860	8,305	-	-
Land		244,077	244,077	244,077	244,077	244,077	244,077
Leasehold Improvements		26,549,916	26,316,281	26,316,281	26,316,281	26,293,498	26,280,060
Leasehold Improvements Depreciation		(20,489,310)	(19,914,587)	(19,339,864)	(18,963,479)	(18,391,508)	(17,809,327)
Equipment		810,488	796,476	796,476	798,676	831,355	685,020
Equipment Depreciation		(807,648)	(727,395)	(647,141)	(601,674)	(628,990)	(545,560)
<b>Noncurrent Assets Total</b>		<b>7,500,874</b>	<b>7,457,448</b>	<b>7,637,689</b>	<b>7,802,186</b>	<b>8,348,432</b>	<b>8,854,271</b>
Deferred Outflow of Resources							
Deferred Outflow of Resources	4	629,615	629,615	1,118,214	1,118,214	1,118,214	1,202,782
<b>Deferred Outflow of Resources Total</b>		<b>629,615</b>	<b>629,615</b>	<b>1,118,214</b>	<b>1,118,214</b>	<b>1,118,214</b>	<b>1,202,782</b>
<b>Total Assets</b>		<b>\$ 18,827,711</b>	<b>\$ 20,146,255</b>	<b>\$ 19,837,243</b>	<b>\$ 17,350,562</b>	<b>\$ 11,761,388</b>	<b>\$ 13,889,058</b>
<b>LIABILITIES AND NET RESOURCES</b>							
Liabilities							
Current Liabilities							
Deferred Income	5	\$ 452,137	\$ 275,013	\$ 778,800	\$ 899,236	\$ 453,317	\$ 109,261
Accounts Payable	6	459,374	1,862,202	1,127,421	1,249,468	639,061	1,231,145
Accounts Payable Other		22,672	(623)	12,558	6,545	-	470,579
Current Portion of LTD/Capital Lease		762,922	764,587	563,021	384,124	324,783	216,007
Guarantee Deposits		115,006	65,476	39,916	36,375	18,900	24,500
Payroll Liabilities		299,723	290,493	338,538	161,715	68,467	139,444
<b>Current Liabilities Total</b>		<b>2,111,835</b>	<b>3,257,149</b>	<b>2,860,253</b>	<b>2,737,463</b>	<b>1,504,529</b>	<b>2,190,936</b>
Noncurrent Liabilities							
Compensated Absences		119,852	119,852	216,229	216,229	296,916	448,081
Long Term Debt (LTD) / Capital Lease		521,777	521,777	521,777	1,113,799	1,433,331	1,091,348
Pension	4	2,779,678	2,779,678	4,481,632	4,481,632	4,481,632	3,989,645
<b>Noncurrent Liabilities Total</b>		<b>3,421,306</b>	<b>3,421,306</b>	<b>5,219,637</b>	<b>5,811,659</b>	<b>6,211,879</b>	<b>5,529,074</b>
Deferred Inflow of Resources							
Deferred Inflow of Resources	4	32,014	32,014	140,279	140,279	140,279	160,074
<b>Deferred Inflow of Resources Total</b>		<b>32,014</b>	<b>32,014</b>	<b>140,279</b>	<b>140,279</b>	<b>140,279</b>	<b>160,074</b>
Net Resources							
Net Resources							
Net Resources by Restriction		13,433,249	13,184,255	8,651,467	3,884,845	6,168,575	6,232,967
Unrestricted-Junior Livestock Auction		47,288	71,427	91,210	(47,756)	6,276	(173,111)
<b>Net Resources Total</b>		<b>13,480,537</b>	<b>13,255,682</b>	<b>8,742,678</b>	<b>3,837,088</b>	<b>6,174,852</b>	<b>6,059,856</b>
<b>Total Liabilities and Net Resources</b>		<b>\$ 19,045,692</b>	<b>\$ 19,966,151</b>	<b>\$ 16,962,848</b>	<b>\$ 12,526,490</b>	<b>\$ 14,031,538</b>	<b>\$ 13,939,939</b>
<b>Change in Net Resources (Loss)</b>		<b>\$ (217,981)</b>	<b>\$ 180,103</b>	<b>\$ 2,874,395</b>	<b>\$ 4,824,072</b>	<b>\$ (2,270,149)</b>	<b>\$ (50,881)</b>
<b>Total Liabilities, Net Resources, and Change</b>		<b>\$ 18,827,711</b>	<b>\$ 20,146,255</b>	<b>\$ 19,837,243</b>	<b>\$ 17,350,562</b>	<b>\$ 11,761,388</b>	<b>\$ 13,889,058</b>





**The Big Fresno Fair, 21st DAA**  
**Income Statement - by Department and Event**  
**For the Year Ending December 31,**

Income Statement	Ref	Year Ending 12/31/2024	Year Ending 12/31/2023	Year Ending 12/31/2022	Year Ending 12/31/2021	Audited Year Ending 12/31/2020	Audited Year Ending 12/31/2019
<b>Revenue</b>							
<b>Fair</b>							
100 Fair		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
101 Fair Admissions	7	2,892,224	3,656,029	3,075,441	2,923,898	-	2,627,957
105 Fair Acts & Entertainment		964,482	968,115	1,004,703	300,801	-	973,708
110 Fair Concessions		2,698,608	2,797,328	2,895,801	2,345,086	276,122	2,452,702
120 Carnival	8	1,481,803	1,027,348	1,341,692	1,340,000	-	1,313,515
122 Competitive Exhibits		320	315	5,910	365	2	2,628
124 Fair Sponsorships		1,611,134	1,517,784	1,592,951	1,057,706	457,617	1,526,956
130 Fair Fine Arts		9,668	8,806	4,764	4,059	199	535
131 Fair Floriculture		876	539	770	827	51	1,608
134 Fair Home Arts		2,532	3,206	2,178	1,590	217	12,407
135 Fair Jr. Exhibits		25,936	5,533	24,271	2,102	159	4,586
140 Fair Commerce Bldg.		112,250	110,950	146,750	114,950	-	134,567
141 Fair Grounds		154,408	147,300	157,280	121,054	-	193,964
142 Fair Ind Commerce		119,500	131,000	140,100	106,033	1,061	146,382
143 Fair Ag Bldg.		6,753	5,177	4,672	6,213	56	8,088
144 Fair Gem and Mineral		3,067	4,545	35	(15)	-	4,575
145 Fair Senior Booth		-	7,400	11,250	6,840	-	13,290
146 Fair Tent Rental		-	-	250	2,640	-	2,675
147 Fair Free Speech Area		-	-	100	1,600	-	400
150 Fair Olive Oil		3,548	3,780	4,113	2,691	1,260	2,262
180 Fair Livestock		33,390	68,880	41,699	30,921	15,645	39,185
190 Fair Horse Racing	9	1,918,918	1,034,868	733,452	1,064,266	-	1,025,926
148 Livin' Local		26,038	-	17,851	15,491	-	-
<b>Fair Total</b>		<b>12,065,455</b>	<b>11,498,903</b>	<b>11,206,033</b>	<b>9,449,117</b>	<b>752,388</b>	<b>10,487,916</b>
<b>Non-Fair Interim Events</b>							
300 Interim Events	10	384,991	720,617	952,465	678,820	725,652	894,145
302 Hmong New Year		384,910	442,458	19,916	-	-	-
303 Fresno Home Shows		29,545	39,355	(108)	97	-	-
305 Swap Meet		276,250	256,357	202,975	207,475	138,750	500,000
310 Interim Concessions		94,709	79,550	130,462	85,782	42,301	84,223
<b>Non-Fair Interim Events Total</b>	<b>10</b>	<b>1,170,405</b>	<b>1,538,338</b>	<b>1,305,710</b>	<b>972,173</b>	<b>906,703</b>	<b>1,478,368</b>
<b>Parking</b>							
100 Fair		995,264	765,641	766,933	648,685	-	809,047
180 Fair Livestock		2,320	12,699	14,400	11,640	-	10,477
300 Interim Events		102,794	109,694	250,902	130,881	152,162	177,416
302 Hmong New Year	10	139,889	-	-	-	-	-
303 Fresno Home Shows	10	109,972	-	-	-	-	-
<b>Parking Total</b>	<b>10</b>	<b>1,350,240</b>	<b>888,034</b>	<b>1,032,235</b>	<b>791,206</b>	<b>152,162</b>	<b>996,940</b>
<b>Satellite Wagering</b>							
200 Satellite Wagering		472,706	437,612	518,977	424,860	839,440	332,282
210 Polo Lounge		-	-	-	-	18,703	97,737
<b>Satellite Wagering Total</b>		<b>472,706</b>	<b>437,612</b>	<b>518,977</b>	<b>424,860</b>	<b>858,143</b>	<b>430,019</b>
<b>Non-Operating</b>							
000 General		50,000	-	1,848	(19,179)	7,033	1,397
000 State Allocations/Reimbursement		-	-	577,650	2,532,614	1,240,183	-
000 Money Market Int/Div		303,581	163,456	14,797	15,665	5,725	24,274
000 Suspense	11	9,123	(559,963)	49,339	(30,851)	-	-
<b>Non-Operating Total</b>		<b>362,703</b>	<b>(396,507)</b>	<b>643,633</b>	<b>2,498,250</b>	<b>1,252,940</b>	<b>25,671</b>
<b>6 Jr. Livestock Auction</b>							
600 Jr. Livestock Auction		(7,175)	(13,324)	(1,180)	85,285	55,943	55,052
<b>6 Jr. Livestock Auction Total</b>		<b>(7,175)</b>	<b>(13,324)</b>	<b>(1,180)</b>	<b>85,285</b>	<b>55,943</b>	<b>55,052</b>
<b>Total Revenue</b>		<b>15,414,334</b>	<b>13,953,055</b>	<b>14,705,408</b>	<b>14,220,891</b>	<b>3,978,279</b>	<b>13,473,966</b>





**The Big Fresno Fair, 21st DAA**  
**Income Statement - by Department and Event**  
**For the Year Ending December 31,**

Income Statement	Ref	Year Ending 12/31/2024	Year Ending 12/31/2023	Year Ending 12/31/2022	Year Ending 12/31/2021	Audited Year Ending 12/31/2020	Audited Year Ending 12/31/2019
<b>Expenses</b>							
Fair							
100 Fair		65,244	21,511	(102)	(249)	-	8,245
101 Fair Admissions		2,050,383	2,487,053	2,186,725	1,642,412	142,200	1,933,112
105 Fair Acts & Entertainment		2,770,444	2,305,289	1,829,370	1,332,932	65,550	2,338,303
110 Fair Concessions		-	-	-	3,623	714	4,355
121 Fair Commercial		10,000	40,618	20,000	29,210	2,836	36,425
122 Competitive Exhibits		177,397	185,974	161,484	32,616	22,345	28,061
123 Fair Publicity		532,693	556,994	534,958	352,455	142,794	604,590
124 Fair Sponsorships		60,646	141,747	272,735	289,488	118,912	426,281
130 Fair Fine Arts		53,381	25,362	31,660	29,159	463	36,340
131 Fair Floriculture		36,840	31,835	29,631	23,252	-	33,650
132 Fair Fur & Feather		1,761	3,653	3,422	2,930	-	12,993
134 Fair Home Arts		62,673	41,447	42,614	28,173	-	39,095
135 Fair Jr. Exhibits		3,443	3,923	9,264	30,957	234	58,234
140 Fair Commerce Bldg.		9,200	59,609	60,139	22,644	-	29,877
141 Fair Grounds		24,241	48,836	31,741	27,686	-	21,490
142 Fair Ind Commerce		-	-	-	-	-	-
143 Fair Ag Bldg.		52,650	57,459	44,319	27,113	47	54,302
144 Fair Gem and Mineral		2,749	7,502	7,816	7,998	-	10,591
146 Fair Tent Rental		-	-	-	4,860	-	17,688
150 Fair Olive Oil		-	4,209	4,538	3,923	740	4,015
160 Fair AgventurLand		334	1,479	5,000	5,535	3,190	22,804
170 Fair Agriculture		870	-	-	82,946	-	128,092
180 Fair Livestock		235,164	138,939	166,818	124,587	17,186	90,541
181 Fair Livestock Barn		68,563	89,577	86,893	66,445	3,203	123,656
190 Fair Horse Racing	9	2,059,746	1,759,870	1,046,549	1,111,913	69,592	1,251,176
148 Livin' Local		468	-	-	-	-	-
<b>Fair Total</b>		<b>8,278,890</b>	<b>8,012,885</b>	<b>6,575,574</b>	<b>5,282,609</b>	<b>590,007</b>	<b>7,313,916</b>
Administration		1,837,795	1,267,542	1,295,871	1,154,652	1,612,192	1,818,084
Maintenance	12	3,623,328	2,622,445	2,541,713	1,544,567	1,349,158	2,262,193
Satellite Wagering							
200 Satellite Wagering		338,535	296,914	230,984	202,927	379,189	297,500
201 Pari-Mutuel		-	-	-	-	-	18,322
210 Polo Lounge		-	-	-	222	35,929	76,951
<b>Satellite Wagering Total</b>		<b>338,535</b>	<b>296,914</b>	<b>230,984</b>	<b>203,149</b>	<b>415,118</b>	<b>392,772</b>
Non-Fair Interim Events							
300 Interim Events		362,858	91,780	270,521	276,176	287,039	299,961
302 Hmong New Year		162,125	99,566	-	-	-	-
303 Fresno Home Shows		8,848	16,177	-	-	-	-
304 Wine Festival		3,568	(20,981)	2,445	-	-	(11,938)
<b>Non-Fair Interim Events Total</b>	10	<b>537,399</b>	<b>186,543</b>	<b>272,966</b>	<b>276,176</b>	<b>287,039</b>	<b>288,023</b>
Museum (FOF)							
700 Museum (FOF)		58,306	11,845	45,352	26,202	(2,157)	50,203
<b>Museum (FOF) Total</b>		<b>58,306</b>	<b>11,845</b>	<b>45,352</b>	<b>26,202</b>	<b>(2,157)</b>	<b>50,203</b>



**The Big Fresno Fair, 21st DAA**  
**Income Statement - by Department and Event**  
**For the Year Ending December 31,**

Income Statement	Ref	Year Ending 12/31/2024	Year Ending 12/31/2023	Year Ending 12/31/2022	Year Ending 12/31/2021	Audited Year Ending 12/31/2020	Audited Year Ending 12/31/2019
Non-Operating							
000 General		696	238	(1,635)	(142)	(76)	72,301
000 Prior Year Adj		(8,413)	55,938	3,737	(13,294)	297,781	(34,064)
000 Depreciation	13	654,976	654,976	421,853	649,200	661,409	654,048
000 Pension GASB	14	251,388	608,060	394,998	259,144	995,525	684,596
Non-Operating Total		898,648	1,319,212	818,953	894,907	1,954,638	1,376,881
6 Jr. Livestock Auction							
600 Jr. Livestock Auction		59,415	55,566	49,601	14,556	42,433	22,775
6 Jr. Livestock Auction Total		59,415	55,566	49,601	14,556	42,433	22,775
<b>Total Expenses</b>		<b>15,632,315</b>	<b>13,772,952</b>	<b>11,831,013</b>	<b>9,396,819</b>	<b>6,248,428</b>	<b>13,524,847</b>
<b>Change in Net Resources (Loss)</b>	<b>15</b>	<b>\$ (217,981)</b>	<b>\$ 180,103</b>	<b>\$ 2,874,395</b>	<b>\$ 4,824,072</b>	<b>\$ (2,270,149)</b>	<b>\$ (50,881)</b>



**The Big Fresno Fair, 21st DAA  
Income Statement - Summary by Department**

Income Statement	Year Ending 12/31/2024	Year Ending 12/31/2023	Year Ending 12/31/2022	Year Ending 12/31/2021	Year Ending 12/31/2020	Year Ending 12/31/2019
<b>Income Statement</b>						
<b>Fair</b>						
Revenue	\$ 12,065,455	\$ 11,498,903	\$ 11,206,033	\$ 9,449,117	\$ 752,388	\$ 10,487,916
Expenses	8,278,890	8,012,885	6,575,574	5,282,609	590,007	7,313,916
<b>Net Income (Loss)</b>	<b>3,786,566</b>	<b>3,486,017</b>	<b>4,630,459</b>	<b>4,166,508</b>	<b>162,382</b>	<b>3,174,000</b>
<b>Non-Fair Interim Events</b>						
Revenue	1,170,405	1,538,338	1,305,710	972,173	906,703	1,478,368
Expenses	537,399	186,543	272,966	276,176	287,039	288,023
<b>Net Income (Loss)</b>	<b>633,006</b>	<b>1,351,795</b>	<b>1,032,744</b>	<b>695,997</b>	<b>619,664</b>	<b>1,190,345</b>
<b>Parking</b>						
Revenue	1,350,240	888,034	1,032,235	791,206	152,162	996,940
<b>Net Income (Loss)</b>	<b>1,350,240</b>	<b>888,034</b>	<b>1,032,235</b>	<b>791,206</b>	<b>152,162</b>	<b>996,940</b>
<b>Satellite Wagering</b>						
Revenue	472,706	437,612	518,977	424,860	858,143	430,019
Expenses	338,535	296,914	230,984	203,149	415,118	392,772
<b>Net Income (Loss)</b>	<b>134,172</b>	<b>140,698</b>	<b>287,993</b>	<b>221,711</b>	<b>443,024</b>	<b>37,246</b>
<b>Museum (FOF)</b>						
Expenses	58,306	11,845	45,352	26,202	(2,157)	50,203
<b>Net Income (Loss)</b>	<b>(58,306)</b>	<b>(11,845)</b>	<b>(45,352)</b>	<b>(26,202)</b>	<b>2,157</b>	<b>(50,203)</b>
<b>Administration</b>						
Expenses	1,837,795	1,267,542	1,295,871	1,154,652	1,612,192	1,818,084
<b>Net Income (Loss)</b>	<b>(1,837,795)</b>	<b>(1,267,542)</b>	<b>(1,295,871)</b>	<b>(1,154,652)</b>	<b>(1,612,192)</b>	<b>(1,818,084)</b>
<b>Maintenance</b>						
Expenses	3,623,328	2,622,445	2,541,713	1,544,567	1,349,158	2,262,193
<b>Net Income (Loss)</b>	<b>(3,623,328)</b>	<b>(2,622,445)</b>	<b>(2,541,713)</b>	<b>(1,544,567)</b>	<b>(1,349,158)</b>	<b>(2,262,193)</b>
<b>Jr. Livestock Auction</b>						
Revenue	(7,175)	(13,324)	(1,180)	85,285	55,943	55,052
Expenses	59,415	55,566	49,601	14,556	42,433	22,775
<b>Net Income (Loss)</b>	<b>(66,590)</b>	<b>(68,890)</b>	<b>(50,781)</b>	<b>70,728</b>	<b>13,510</b>	<b>32,277</b>
<b>Non-Operating</b>						
Revenue	362,703	(396,507)	643,633	2,498,250	1,252,940	25,671
Expenses	898,648	1,319,212	818,953	894,907	1,954,638	1,376,881
<b>Net Income (Loss)</b>	<b>(535,945)</b>	<b>(1,715,719)</b>	<b>(175,320)</b>	<b>1,603,343</b>	<b>(701,698)</b>	<b>(1,351,209)</b>
<b>Total Summary</b>						
	Year Ending 12/31/2024	Year Ending 12/31/2023	Year Ending 12/31/2022	Year Ending 12/31/2021	Year Ending 12/31/2020	Year Ending 12/31/2019
<b>Total Revenue and Expenses</b>						
Revenue	15,414,334	13,953,055	14,705,408	14,220,891	3,978,279	13,473,966
Expenses	15,632,315	13,772,952	11,831,013	9,396,819	6,248,428	13,524,847
<b>Change in Net Resources (Loss)</b>	<b>\$ (217,981)</b>	<b>\$ 180,103</b>	<b>\$ 2,874,395</b>	<b>\$ 4,824,072</b>	<b>\$ (2,270,149)</b>	<b>\$ (50,881)</b>



**The Big Fresno Fair, 21st DAA  
Income Statement -Operating and Non-Operating**

Operating and Non-Operating	Year Ending 12/31/2024	Year Ending 12/31/2023	Year Ending 12/31/2022	Year Ending 12/31/2021	Year Ending 12/31/2020	Year Ending 12/31/2019
<b>Operating</b>						
<b>Revenue</b>	\$ 15,051,631	\$ 14,349,562	\$ 14,061,775	\$ 11,722,641	\$ 2,725,339	\$ 13,448,295
<b>Expenses</b>	14,733,667	12,453,740	11,012,060	8,501,911	4,293,790	12,147,967
<b>Net Income (Loss)</b>	<u>\$ 317,964</u>	<u>\$ 1,895,822</u>	<u>\$ 3,049,715</u>	<u>\$ 3,220,729</u>	<u>\$ (1,568,451)</u>	<u>\$ 1,300,328</u>
<b>Non-Operating</b>						
<b>Revenue</b>	362,703	(396,507)	643,633	2,498,250	1,252,940	25,671
<b>Expenses</b>	898,648	1,319,212	818,953	894,907	1,954,638	1,376,881
<b>Net Income (Loss)</b>	<u>\$ (535,945)</u>	<u>\$ (1,715,719)</u>	<u>\$ (175,320)</u>	<u>\$ 1,603,343</u>	<u>\$ (701,698)</u>	<u>\$ (1,351,209)</u>
<b>Totals</b>						
<b>Revenue</b>	\$ 15,414,334	\$ 13,953,055	\$ 14,705,408	\$ 14,220,891	\$ 3,978,279	\$ 13,473,966
<b>Expenses</b>	15,632,315	13,772,952	11,831,013	9,396,819	6,248,428	13,524,847
<b>Net Income (Loss)</b>	<u>\$ (217,981)</u>	<u>\$ 180,103</u>	<u>\$ 2,874,395</u>	<u>\$ 4,824,072</u>	<u>\$ (2,270,149)</u>	<u>\$ (50,881)</u>





**The Big Fresno Fair, 21st DAA  
Income Statement - Summary by Operational Category**

Income Statement	Year Ending 12/31/2024	Year Ending 12/31/2023	Year Ending 12/31/2022	Year Ending 12/31/2021	<i>Audited</i> Year Ending 12/31/2020	<i>Audited</i> Year Ending 12/31/2019
<b>Revenue</b>						
1 Revenue from Programs and Activities	\$ 15,108,806	\$ 14,362,886	\$ 14,064,803	\$ 11,618,177	\$ 2,676,428	\$ 13,394,640
7 Interest, Dividends, Investment Earnings	303,581	163,456	14,797	15,665	5,725	24,274
10 State and Other Allocations	-	-	577,650	2,532,614	1,240,183	-
12 JLA Revenue	(7,175)	(13,324)	(1,180)	85,285	55,943	55,052
13 Suspende	9,123	(559,963)	49,339	(30,851)	-	-
<b>Total Revenue</b>	<b>15,414,334</b>	<b>13,953,055</b>	<b>14,705,408</b>	<b>14,220,891</b>	<b>3,978,279</b>	<b>13,473,966</b>
<b>Expenses</b>						
20 Personnel (total all areas)	4,566,909	4,299,454	3,714,425	2,757,273	3,476,940	4,725,318
30 Program Direct	6,754,009	5,991,561	5,071,808	4,409,942	807,334	5,966,401
26 Utilities, Facilities, Maintenance, Ground	1,868,882	1,226,451	1,193,718	717,490	329,059	773,038
24 Administration	1,225,442	858,176	638,580	524,817	491,373	772,480
25 Publicity/Communications	516,510	529,883	518,486	340,982	142,794	583,817
35 Equipment, Improvements, depreciation	654,976	654,976	421,853	649,200	661,409	726,681
25 JLA Expenses	53,999	51,413	45,274	10,408	40,865	363
40 Prior Year	(8,413)	161,038	226,869	(13,294)	298,654	(23,250)
<b>Total Expenses</b>	<b>15,632,315</b>	<b>13,772,952</b>	<b>11,831,013</b>	<b>9,396,819</b>	<b>6,248,428</b>	<b>13,524,847</b>
<b>Change in Net Resources</b>	<b>(217,981)</b>	<b>180,103</b>	<b>2,874,395</b>	<b>4,824,072</b>	<b>(2,270,149)</b>	<b>(50,881)</b>





CALIFORNIA DEPARTMENT OF  
FOOD & AGRICULTURE  
Karen Ross, Secretary

January 8, 2025

F2025-01

TO: All Fairground Managers and Board Chairs

SUBJECT: CA H5N1 Avian Influenza – Ban on California Poultry and Dairy Exhibitions at Fairs and Shows

This letter is to inform you that the California Department of Food and Agriculture (CDFA) State Veterinarian Dr. Annette Jones has implemented a ban on all California Poultry and Dairy Exhibitions at Fairs and Shows, effective immediately until further notice. This action is required to minimize the danger of exposing people and non-infected birds and cows to the H5N1 Avian Influenza (Bird Flu).

The H5N1 Bird Flu is a highly contagious and often fatal disease in birds and has become widespread among dairy cows and domestic poultry (commercial and backyard flocks) in California. Since August 2024, there have been over 700 dairy herds and 60 poultry flocks affecting over 15 million birds with new dairies and flocks being detected.

Please read the enclosed letter from Dr. Annette Jones for more information on H5N1 and the ban. You can also visit the [CDFA HPAI H5N1 in Poultry webpage](#). For up-to-date information about the HPAI outbreak, please visit the [USDA APHIS Detections of Highly Pathogenic Avian Influenza webpage](#).

If you have any questions or concerns about your 2025 fair events, please feel free to contact me at (916) 900-5365 or at [mike.francesconi@cdfa.ca.gov](mailto:mike.francesconi@cdfa.ca.gov).

Sincerely,

Michael Francesconi  
Branch Chief

Enclosure





January 7, 2025

## State Veterinarian Bans All California Poultry and Dairy Cattle Exhibitions at Fairs and Shows

Dear Poultry and Dairy Cattle Exhibition Organizers and Managers:

H5N1 Avian Influenza (Bird Flu) has become widespread among dairy cows and domestic poultry (commercial and backyard flocks) in California. In fact, California Governor Gavin Newsom has declared a [state of emergency](#) due to these detections. Since August 2024, there have been over 700 dairy herds and 60 poultry flocks affecting over 15 million birds with new dairies and flocks being detected.

**Due to the continued spread of H5N1 Bird Flu in California, the State Veterinarian has implemented a ban on all California Poultry and Dairy Cattle Exhibitions at Fairs and Shows immediately until further notice. This action is required to minimize the danger of exposing people and non-infected cows and birds to the disease.**

We urge dairy cow and poultry owners to prevent this devastating disease by continuing to practice enhanced biosecurity measures and prevent comingling with wild bird populations, with other poultry/dairy cows, and their owners. They should also avoid moving or sharing equipment that may serve to transfer the virus. Dairy cow and poultry owners with flocks that have experienced any unusual/suspicious illness or deaths should not move their cows, birds, or their milk or poultry products and should call their veterinarian or our CDFA Sick Bird Hotline at 866-922-BIRD (2473).

Avian influenza is a highly contagious and often fatal disease in birds. The viral spread is promoted by wild birds, especially in wild waterfowl such as ducks and geese, but many other wild bird species can also be a source of spread. The disease spreads through movement of infected or exposed birds, direct or indirect contact with infected wild and domestic birds or contact with virus on fomites (surfaces) such as hands, shoes, clothing, or feet and fur of rodents and other animals. In addition, dairy cows have also been affected by the disease this year, so increased precautions should be taken especially for farms that have both cows and poultry or are in the vicinity of a dairy cow farm.

Clinical signs of H5N1 bird flu in cows include decrease in feed consumption with a simultaneous decrease in rumination and rumen motility, respiratory signs (including clear nasal discharge), acute drop in milk production (severely affected cattle may have thicker, concentrated, colostrum-like milk or produce no milk at all), abnormal tacky or loose feces, lethargy, dehydration, and fever. For more information, please visit our [CDFA H5N1 Bird Flu Virus in Livestock webpage](#).

Clinical signs of H5N1 bird flu (highly pathogenic) in poultry include sudden death, trouble breathing, clear runny discharge (from nose, mouth, and eyes), lethargy, decreased food and water intake, swelling (eyes, head, wattles, or combs), discolored or bruised comb, wattles, or legs, stumbling/falling or twisted neck. For more information, please visit our [CDFA HPAI H5N1 in Poultry](#)





CALIFORNIA DEPARTMENT OF  
FOOD & AGRICULTURE

Karen Ross, Secretary

[webpage.](#)

The cooperation of cow and bird owners is critical in controlling this disease; when exposed cows and birds are not moved and comingled, disease spread can be prevented. We will continue to assess the threat over the next few months and rescind this ban if the situation changes. If you have any questions, please do not hesitate to contact me directly. Thank you for your cooperation.

For up-to-date information about the HPAI 2022-24 outbreak, you can check the [USDA APHIS Detections of Highly Pathogenic Avian Influenza webpage.](#)

Sincerely,

Annette Jones,  
D.V.M.

Digitally signed by Annette Jones,  
D.V.M.  
Date: 2025.01.08 08:35:35 -08'00'

Dr. Annette Jones  
State Veterinarian

