



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

1121 S. Chance Avenue, Fresno CA 93702 (559) 650-3247
Email: info@fresnofair.com Website: 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, MAY 26, 2026, at 12 Noon

The Big Fresno Fair – Fresno County Historical Museum, 2nd Floor.

Zoom Option - to participate follow this link.

<https://us06web.zoom.us/j/89059067260?pwd=0pZTZjkUnz7Y4potaZ0vgONUNl4Y8a.1>

Meeting ID: 890 5906 7260 - Password: 1121

One tap mobile

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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 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.

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

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

³ Public notices required by Government Code – Section 11125(a) is available for viewing at 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:**

President Jerry Pacheco, Vice President Chuck Riojas, Secretary/Treasurer Terry Gonsalves, Linda Mae Balakian Hunsucker, Gary Chahil, Frank Flores, Annalisa Perea, and Larry Salinas.

5. **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 on 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.

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. Personnel – Govt. code 11126(a)(1)
- b. Pending Litigation: - Govt. code 11126(e)(2)

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

- a. Disclosure of any action taken place during the closed session meeting

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

- a. Approve Board Minutes:

- 1. Regular Board Meeting 04/28/2026

9. **ACKNOWLEDGE CONSENT AGENDA:** (colored pages) Item #20 thru Item #65

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

- a. San Joaquin Valley Olive Oil Competition – Cindy Suarez
- b. Contemporary Services Corporation – Kalab and Stephanie
- c. Harness Racing Backside Update – Chris Chatoian
- d. Livestock Update - Terry O’Leary-Collins

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

- a. Report on Satellite Racing-Kentucky Derby/Preakness
- b. Report on Interim Events
- c. Report on Entertainment-Ticket Sales

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

- a. Finance Committee
 - Acknowledge Financial Reports from Price Paige & Company.
 - Report on 2026 Budget

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

None

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

- a. Approve the renewal option with Romeo Entertainment Group, Inc. for entertainment booking service for 2027 in the amount of \$85,000.

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

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

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

18. **FOR YOUR INFORMATION:**

Next Board Meeting – June 23, 2026, 12 Noon

19. **ADJOURNMENT:**

**ACKNOWLEDGE THE FOLLOWING SERVICE
 AGREEMENTS FOR 2026 FAIR: EXPENSE AGREEMENTS**

Item #20	26-003	04/30/26 to 04/30/27	Contemporary Services Corporation, Inc. Contractor agrees to furnish uniformed security services	Event Staff \$31/hr. Unarmed Guard \$32/hr. Supervisor \$34/hr. Armed Guard \$80/hr.
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Item #21 thru Item #28 **ACKNOWLEDGE THE FOLLOWING SPONSORSHIP
 AGREEMENT FOR 2026 FAIR: REVENUE AGREEMENTS**

Item #21	26-913-S	10/07/26 to 10/18/26	Miller Consultants on behalf of PG&E Agrees to be an Official Sponsor.	\$10,000.00
Item #22	26-916-S	10/07/26 to 10/18/26	Valley Health Team, Inc. Agrees to be a Seniors' Day Sponsor.	\$800.00
Item #23	26-919-S	10/07/26 to 10/18/26	Healthcare Centre of Fresno Agrees to be a Seniors' Day Sponsor.	\$800.00
Item #24	26-920-S	10/07/26 to 10/18/26	Central California Physician Partners Agrees to be a Seniors' day Sponsor.	\$1,500.00
Item #25	26-921-S	10/07/26 to 10/18/26	Come Up Kings, LLC Agrees to be an Official Sponsor.	\$3,500.00
Item #26	26-923-S	10/07/26 to 10/18/26	Next level Supply, LLC Agrees to be an Official Sponsor.	\$20,000.00
Item #27	26-926-S	10/07/26 to 10/18/26	A2Z Marketing Agrees to be an Official Sponsor.	\$7,500.00

Item #28	26-927-S	10/07/26 to 10/18/26	Oakmont of Fresno Agrees to be a Seniors' Day Sponsor.	\$800.00
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Item #29 thru Item #37 ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENT FOR 2026: REVENUE AGREEMENTS

Item #29	Central Valley Community Foundation Christy Patch	6/4/26	Weaving the People Community Event Table Mountain Rancheria Park	\$2,627.00
Item #30	UEI Colleges Ada Clower	6/12/26	Commencement Ceremony Paul Paul	\$5,910.00
Item #31	Sports Car Club of America Nathan Brasil	7/25/26 to 7/26/26	Autocross Carnival Lot	\$4,125.00
Item #32	Sports Car Club of America Nathan Brasil	8/8/26 to 8/9/26	Autocross Carnival Lot	\$4,125.00
Item #32	Republic Services Tammie Cain	8/16/26	Truck Rodeo Carnival Lot, Industrial Commerce	\$5,633.00
Item #34	Valley Clean Air Now Marla Maloon	8/22/26	Community Smog Event Carnival Lot	\$3,585.00

Item #35	Nathan Diaz	11/14/2026	Card Show Commerce	\$8,596.00
Item #36	Javier Toribio	11/14/2026	Wedding Industrial Education	\$5,107.50
Item #37	Grupo Bienvenidos Fernando Alvarado	11/14/2026	AA Meeting Junior Exhibits	\$3,690.00

Item #38 thru Item #63 **ACKNOWLEDGE THE FOLLOWING FAIR COMMERCIAL VENDOR AGREEMENT FOR 2026 FAIR: REVENUE AGREEMENTS**

Item #38	10/7/26 to 10/18/26	Paul's Products Sale of ceramic curling irons, garlic grater, cookware & peeler	\$7,950.00
Item #39	10/7/26 to 10/18/26	Paul's Products Sale of ceramic curling irons and flat irons, lint roller & peeler	\$5,800.00
Item #40	10/7/26 to 10/18/26	Music Boxes And Things Sale of toys, jewelry, 3D pictures, purses, anime, wallets, misc bags, laynards	\$12,250.00
Item #41	10/7/26 to 10/18/26	M & D Honey Sale of honey products	\$2,213.00
Item #42	10/7/26 to 10/18/26	Nicatnitepops Sale of Funko Pops	\$3,150.00
Item #43	10/7/26 to 10/18/2026	House Of Pistachios Sale of pre-packaged dried fruits, nuts and candies	\$3,213.00
Item #44	10/7/2026 to 10/18/2026	Euroshine USA, Inc. Sale of euro body shapers	\$3,150.00

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Item #45	10/7/2026 to 10/18/2026	AMB Group Management Inc. Sale of Tenz Units	\$1,650.00
Item #46	10/7/2026 to 10/18/2026	A Blend Above Sale of natural pre-packaged dips	\$1,713.00
Item #47	10/7/2026 to 10/18/2026	Croci Collective Display of Hello Fresh & The Pets Table	\$3,300.00
Item #48	10/7/2026 to 10/18/2026	Creations by Hempturtle Display of stainless steel wind spinners	\$3,650.00
Item #49	10/7/2026 to 10/18/2026	Raw Rex Honey Sale of infused honey products	\$1,650.00
Item #50	10/7/2026 to 10/18/2026	Lint & Soot Sweep Informational display	\$1,650.00
Item #51	10/7/2026 to 10/18/2026	Traeger Pellet Grills, LLC. Sale of Traeger Pellet Grills.	\$3,150.00
Item #52	10/7/2026 to 10/18/2026	Build-A Buddy Sale of Build-A Buddy plush animals.	\$3,675.00
Item #53	10/7/2026 to 10/18/2026	Pin Plugged Sale of assorted enamel pins	\$1,650.00
Item #54	10/7/2026 to 10/18/2026	OG Images Sale of portrait photos of fairgoers in 90's, Y2K theme.	\$4,650.00
Item #55	10/7/2026 to 10/18/2026	MG Legacy International LLC Sale of La Parsina - Shape wear	\$1,650.00

Item #56	10/7/2026 to 10/18/2026	Cutco Cutlery Sale of cutlery, culinary tools, BBQ & garden tools, scissors and sporting knives	\$2,150.00
Item #57	10/7/2026 to 10/18/2026	Dicansan Company Sale of custom made jewelry by the inch	\$2,695.00
Item #58	10/7/2026 to 10/18/2026	Apodaca Services Sale of stained glass, leather seats, tile frames, ceramics	\$3,800.00
Item #59	10/7/2026 to 10/18/2026	AK Name Rings Sale of custom engraved name rings - wooden roses	\$4,175.00
Item #60	10/7/2026 to 10/18/2026	Garden of Misfits Sale of scary horror novelties	\$1,650.00
Item #61	10/7/2026 to 10/18/2026	Little Paws Boutique Sale of dog accessories, harnesses, clothing, collars	\$1,650.00
Item #62	10/7/2026 to 10/18/2026	City of Fresno Animal Shelter Animal adoptions	\$2,000.00
Item #63	10/7/2026 to 10/18/2026	Old Tyme Photos Sale of portraits, wallets, digital media, frames, and posters	\$4,610.00

Item #64 thru Item #65 **ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENT FOR 2027: REVENUE AGREEMENTS**

Item #64	Brenda Suarez	4/14/27	Dog Show	\$5,700.00
			Industrial Commerce	
Item #65	Central Valley Reptile Expo Neil Blatner	6/5/27 to 6/6/27	Reptile & Pet Expo Commerce, Agriculture	\$12,540.00

MINUTES
21ST DISTRICT AGRICULTURAL ASSOCIATION
BIG FRESNO FAIR
BOARD OF DIRECTORS' MEETING
April 28, 2026, 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 on 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.

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

ITEM #1. CALL TO ORDER:

The meeting was called to order at 12:12 P.M. by President Jerry Pacheco.

ITEM #2. PLEDGE OF ALLEGIANCE:

Director Chahils opened the meeting by leading the Pledge of Allegiance.

ITEM #3. INTRODUCTION OF STAFF AND GUESTS:

President Pacheco invited staff and guests to introduce themselves: Taylor Collins, Interim Events; Ronnie Mobley, Satellite Wagering; Danielle Griffin, Cohen Communications; Lori Clanton, and Madison Strong with Price, Paige and Company; Jerry Hunsucker, Haig Baghdassarian, Deputy Secretary & Chief Counsel, Brandi Gragg, Senior Counsel; Michael Flores, Deputy Secretary and Charles Manock, Manock Law.

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

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

ITEM #5. 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 on 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.

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. Personnel Matters: - Govt. Code 11126(a)(1)
- b. Pending Litigation: - Govt. code 11126(e)(2)

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

- a. Disclosure of any action taken place during the Closed Session Meeting

President Pacheco stated no action to report.

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

- a. Approve Board Minutes:

- a. Regular Board Meeting 02/24/2026

MSP (Chahil - Riojas) to approve the 02/24/2026 Board minutes. Motion passed.

Roll Call Vote:

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

ITEM #9. ACKNOWLEDGE CONSENT AGENDA (COLORED PAGES) ITEM #20 THRU ITEM #116

Director Balakian Hunsucker noted a discrepancy in rental rates between items 27 and 35. CEO Estrada confirmed item 27 was a typographical error resulting from a formatting shift, to be corrected, with both items reflecting a single day rental.

Director Balakian Hunsucker requested clarification on items 38 through 41 reflecting 25% commission charges. CEO Estrada explained these are vendor commissions from an anime event and car show, noting that future agenda items will include additional event details.

Director Perea inquired about a pending vendor application from Martin's Grill. CEO Estrada confirmed staff is processing food vendor applications and will follow up with the applicant.

MSP (Riojas - Perea) to approve the Consent Agenda. Motion passed.

Roll Call Vote:

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

ITEM #10. PROGRAM REPORT: (Informational)

No report at this time.

ITEM #11. STAFF REPORT: (Informational)

a. Report on Satellite Racing

Mr. Mobley reported that while attendance is down compared to the same period in 2025, the handle is up \$50,000 year over year, surpassing the prior four years. The upcoming weekend features the Oaklawn and Kentucky Derby simulcast, with approximately 300 attendees anticipated. Mr. Mobley noted the grandstand is ready.

Mr. Mobley also reported that setup is underway for wagering operations at La Feliz, consisting of a 20-by-20-foot space with two tellers, wagering machines, and television monitors. Setup is scheduled for completion by Thursday ahead of the Saturday event.

b. Report on Interim Events - Home Show

Ms. Collins reported that the Home Show performed well despite attendance being down approximately 5%. The three-day event generated \$197,000 in food commissions and parking. Director Flores inquired about the facilities rental price, which Ms. Collins confirmed was approximately \$70,000. Vendor contract has been renewed for the following year. Ms. Collins noted that protein-based food vendors outperformed other categories and that audits were conducted during the event.

Ms. Collins reported that Hot Wheels Monster Trucks is bringing their first outdoor show to the fairgrounds as a three-day event.

Director Riojas asked whether the Fair's monster truck show contributed to attracting the event and Ms. Collins confirmed it was a factor. She also noted that Derby Downs/La Feliz is scheduled for the upcoming weekend, with golf cart shuttles to the infield, structural inspections completed, and fire permits secured. CEO Estrada noted that La Feliz will utilize the Ivy Bar as their main entrance.

Ms. Collins reported that Celebrate America, the fireworks show, is returning to the fairgrounds, and highlighted a recent museum event by JD Foods which included private catering and award presentations as a positive example of museum use. Director Balakian Hunsucker inquired about museum rental rates. Ms. Collins confirmed the base rate is \$2,000 with additional revenue from parking and vendor commissions, and noted future pricing may be evaluated based on event capacity.

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

a. Finance Committee

- Acknowledge Financial Reports from Price Paige & Company.

Ms. Clanton reported that the 2025 STOP Report has been submitted. Ms. Clanton reviewed financial statements through February 28, 2026, noting that the year-to-date net loss of \$728,000 is consistent with prior years given that the majority of revenue is generated in October.

Director Flores noted that fiscal year 2025 significantly outperformed expectations on the projected loss. Ms. Clanton confirmed that the Fair closed 2025 with a net loss of \$479,000, significantly outperforming the budgeted loss of \$1.8 million. The Fair generated a net gain of \$3.2 million, interim events generated \$1.7 million, and total program revenue exceeded \$5 million. Operational expenses were approximately \$1.9 million, facilities and maintenance approximately \$3 million, and non-operational expenses \$560,000. The 2026 budget is currently in progress.

Director Gonsalves praised CEO Estrada for the strong financial performance, noting the results were achieved even without income from horse racing. Director Flores and Director Chahil commended Ms. Clanton and her team for the quality and accuracy of financial reporting.

- Report on Financial Audit

Ms. Clanton reported that field work for the 2021 and 2022 audits is complete, with closing meetings scheduled in the coming weeks. The final audit report is expected to be presented at the May or June board meeting. Upon completion, work on the 2023 and 2024 audits will commence.

CEO Estrada and Director Flores acknowledged Ms. Clanton and her team for the level of detail and transparency brought to the financial reporting process.

Director Flores asked for clarification on Zoom voting protocol. Ms. Gragg of CDFA clarified that a quorum of five members must be physically present, but remote members may still cast votes. Remote attendance in closed sessions is only permitted if Zoom is utilized for the entire meeting.

MSP (Perea – Riojas) to acknowledge the financial reports.
Motion passed.

Roll Call Vote:

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

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

a. Museum Exhibit

Director Pacheco stated for the record that he does not agree with moving anything out of the museum, though the legal right to do so has been established. Director Pacheco announced the formation of a museum subcommittee, appointing Director Balakian Hunsucker along with President Pacheco as the contact point with Brian Tatarian prior to matters coming before the Board, relieving CEO Estrada of routine museum inquiries.

Director Balakian Hunsucker agreed to the appointment and read the following statement: "It has been years now, even though I have had countless conversations with some of the directors, one on one, they probably tired of hearing me say this. I have also requested to be put on the agenda with Tyler about our museum, how we can rent out the museum, this is our money maker, for events especially Christmas parties. There is so much potential there, we are wasting it. We need to promote; PR the museum let the public know about it. As I said before, it's our money maker".

Director Balakian Hunsucker stated I think the board should think long and hard before we make any decisions and sign over anything to anyone. Let's do our due diligence.

CEO Estrada shared promotional flyers created by Danielle Griffin and noted ongoing collaboration with Taylor and Tyler to develop museum programming. Ms. Griffin reported that staff is working to highlight different exhibits through special speakers and media outreach, including recent segments on KSEE 24 and CBS 47. A rental package video has also been produced to showcase the museum as an event venue.

CEO Estrada reported that Brian Tatarian will retrieve museum baskets the following day. Director Chahil confirmed that a completed inventory binder is on file and requested that removed items be signed off upon pickup. CEO Estrada confirmed that Mrs. Laval has assured that photographs and forms for all inventoried items are complete, and that she will ensure those forms are received upon removal of the items.

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

- a. Approve a five-year contract with Sunnyside Ventures, Inc. for the operation and management of the Retail Outdoor Swap Meet.

Director Balakian Hunsucker asked if Director Riojas earlier inquiry about removing the \$2,000 monthly donation to Friends of the Fair and the \$10,000 improvement fund had been addressed, in line with the Board's prior discussion. CEO Estrada confirmed both had been removed, and that the monthly fee is \$26,600 for the first two years, increasing to \$29,600 for the remaining three years.

MSP (Riojas – Perea) to Approve five-year contract with Sunnyside Ventures, Inc. for the operation and management of the Retail Outdoor Swap Meet. Motion passed.

Roll Call Vote:

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

- b. Approve the renewal option with Expo Marketing & Services to provide canopy tents and large tent structures in the amount of \$38,150.00 for 2026.

MSP (Chahil - Flores) to approve the renewal option with Expo Marketing & Services to provide canopy tents and large tent structures. Motion passed.

Roll Call Vote:

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

- c. Approve the renewal option with Mid Valley Disposal, Inc. for Garbage, Trash and Manure Removal for 2026.

MSP (Gonsalves - Riojas) to approve the renewal option with Mid Valley Disposal, Inc. for Garbage, Trash and Manure Removal for 2026. Motion passed.

Roll Call Vote:

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

- d. Approve the renewal option for L.B. Lights West to provide video and screens for 2026 in the amount of \$80,000.00.

MSP (Chahil - Flores) to approve the renewal option for L.B. Lights West to provide video and screens for 2026. Motion passed.

Roll Call Vote:

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

- e. Approve the renewal option for L.B. Lights West to provide lighting for 2026 in the amount of \$70,000.00.

CEO Estrada corrected a previously stated figure, noting the accurate amount is \$72,000.

MSP (Perea - Chahil) to approve renewal option for L.B. Lights West to provide lighting for 2026 in the amount of \$72,000.00. Motion passed.

Roll Call Vote:

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

ITEM #15. CORRESPONDENCE: (Informational)

Director Pacheco reported no correspondence at this time.

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

1. CEO Estrada reported that following a competitive rebid process, Contemporary Services Corporation was selected as the new security contractor based on a scoring threshold of 88 points and the lowest financial bid. The scoring committee included Director Flores, Director Riojas, and Ms. Collins. Contemporary Services previously served the Fair and is also utilized at the Save Mart Center and Fresno State University. Onboarding begins April 30th. Carolan Ferreria, Security Coordinator for the Fair conducted department meetings to coordinate operational expectations, security needs and invoicing.

Director Chahil noted that armed guard rates are approximately \$80 per hour. CEO Estrada clarified that one-to-two-armed guards would be utilized on a 24 hour rotation, and the Fresno Police Department proposal at a comparable rate will be presented at the next board meeting.

Director Flores and Director Pacheco expressed support for uniformed police presence, citing the deterrent effect and value relative to cost.

2. Fair CEO Estrada reported that Fresno County will commence their solar project on May 7th, with an expected completion date of September, prior to the Fair. The installation will require fencing of a significant area, temporarily impacting parking used by the swap meet operator Brian Parisi. Staff will work with Mr. Parisi to identify alternative parking options utilizing the barns and surrounding areas. Director Pacheco noted that the fencing disruption would be temporary and manageable.

Director Flores confirmed that Mr. Parisi was included in the planning process and is aware of the parking impact. CEO Estrada further reported that Rolando addressed concerns regarding underground sewer lines by meeting with the County, providing blueprints, and establishing a primary contact for the duration of the project. Mr. Motta also recommended a camera inspection of sewer lines to confirm no damage occurs during excavation.

3. Director Flores reported on the solar project timeline, noting that plan submission to the Fire Marshal is the critical pending step. The target schedule calls for comments completed by June 1st, plans will be put out to bid in July, contractor selected by the Board in September, construction commencing after the Fair in October, and completion by February 1, 2026. The February 1st deadline is driven by an interconnection requirement, and failure to meet it would result in the loss of NEM2 status and decommissioning of the existing solar system. CEO Estrada noted currently the Fair's true-up is approximately \$400,000 annually, increasing each year, making timely completion financially critical to the Fair.
4. CEO Estrada reported that Rolando coordinated a joint three-day inspection of the fairgrounds with CFSA and the Fire Marshal to ensure alignment on required improvements. The CFSA facility review was completed and distributed to the Board. The full Fire Marshal report is pending and will be shared upon receipt. Resulting projects will vary in cost, including a Fire Marshal citation requiring panic bars on two doors at the Winner's Circle restaurant, for which multiple bids were obtained at approximately \$23,000, driven largely by prevailing wage requirements.
5. CEO Estrada reported that rodeo contractor Wes Ibrahim has obtained PRCA certification, which is anticipated to attract higher caliber contestants, increased attendance, and greater sponsorship revenue.

Mr. Ibrahim proposed a three-year contract with two one-year renewal options. Director Perea expressed support for the three-year contract with two-year renewal options. Director Pacheco clarified that executing this contract would effectively preclude the return of horse racing during the contract period. Director Flores recommended adding language to the contract, with Legal's help, to ensure the other party meets their obligations. If they fail to perform, the agreement should allow for cancellation. He also acknowledged the three-year term and noted that a standard breach clause should cover this.

6. CEO Estrada reported that the drone show will not be held this year as grant funding has been exhausted. Staff recommend redirecting the \$50,000 toward other priorities such as the rodeo or grandstand entertainment, with sponsorship to be explored as a potential funding source.
7. CEO Estrada reported that the Paul Paul Theater backside shading requires replacement at an estimated cost of \$10,000 plus fees. The Ivy Bar structure also requires CCA involvement due to engineering and Fire Marshal requirements. CEO Estrada noted the Ivy Bar was well received last year and that La Feliz will utilize it as their main entrance. CEO Estrada reported that Mr. Motta is coordinating with the City of Fresno regarding trimming of the Maple Street oleanders, with one city contact approving Fair staff handling it while another indicated city responsibility. The matter is pending resolution.
8. CEO Estrada shared current ticket sales for the Paul Paul Theater entertainment. Fluffy has sold over 1,800 tickets, Diplo 1,400, War and Tower of Power over 900, and Iratton 743. CEO Estrada noted strong public feedback on the overall lineup. A meeting with the Romeo Entertainment agency is scheduled for Thursday to discuss opening day headliner options.
9. CEO Estrada noted she will be in Sacramento on May 6th for the Collaborative Exchange meeting and will be out of office.
10. CEO Estrada reported that aging equipment continues to present challenges. The boom lift required \$2,000 in hose repairs and the tractor engine is blown and may need replacement. CEO Estrada requested that Mr. Motta compile an equipment inventory list noting condition and replacement needs. Outdated and inoperable equipment accumulating on the grounds needs to be addressed through proper disposal or recycling channels. CEO Estrada will work with Ms. Elliott who requests photographs to help expedite the process.
11. CEO Estrada reported that staff will begin cross training on heavy equipment operations, as few employees are currently certified. CDFA representative Leslie confirmed that employees may train each other, and Chris will oversee the process.

12. CEO Estrada reported that staff attended the CDFA Nuts & Bolts training, with Terri, Kelly, and Savannah representing the Fair. The updated resource includes new contract language, templates, and compliance requirements including timely submission of contracts and insurance to CDFA for review. Kelly has distributed copies to all staff.
13. CEO Estrada reported that olive oil judging will take place May 2nd and 3rd in the Ag Building. Ms. Suarez is coordinating the event, and Fresno State has signed up to participate.
14. CEO Estrada reported that the HVAC and fire alarm system project is complete with signed plans from the Fire Marshal. The project is now fully operational, allowing staff to use heating and air conditioning without requiring a fire watch.
15. CEO Estrada reported that meetings with Ben and Chris with Watch and Wager are ongoing, with the next meeting scheduled for the 30th at 1:00 p.m. The \$50,000 provided by WAW for facility improvements is being tracked, with the \$23,000 panic door cost potentially drawn from those funds. Mr. Motta has been leading barn restoration work and recently hosted a visit from owners Nick and Jessica, who were pleased with the progress.
16. CEO Estrada noted several operational challenges including removal of the cemented inner rail spanning approximately one mile, drainage grading for winter rain, and track grading costs to be discussed at the upcoming meeting.
17. CEO Estrada reported that a new company acquired Save Mart's Catalina ticketing system, eliminating the Fair's ability to print admission tickets and wristbands in store. Brian Honebein is working to determine whether printers can remain at store locations or whether physical tickets will need to be distributed through Save Mart's main office.
18. CEO Estrada reported that the Candy Maze, a \$30,000 sponsor previously located in the Armory Building, has moved to another venue. A haunted house sponsor has been proposed for the space, pending Fire Marshal approval for temporary structures, with potential expansion through October 31st.

ITEM #17. BOARD RECOMMENDATION FOR FUTURE AGENDA ITEMS:

No recommendations were made.

ITEM #18. FOR YOUR INFORMATION:

Next Board Meeting – May 26, 2026, 12 Noon

ITEM #19. ADJOURNMENT:

The Board Meeting adjourned at 3:36 pm.

Respectfully Submitted,

Christina Estrada
Chief Executive Officer

Jerry Pacheco, President
Board of Directors



FINANCIAL STATEMENTS

Preliminary

Current Year Ending
March 31, 2026

and

Prior Years Ended
December 31,
2021 through 2025

Prepared May 15, 2026

Introduction

The attached **preliminary** financial statements include the balance sheet and income statement as of March 31, 2026, as well as prior years 2021 through 2025. The source of the financial information is the Fair's accounting system, AccountingWare (AW), as of May 13, 2026.

As of May 15, 2026

The status of each accounting area is:

- Cash in bank: all eight bank accounts have been reconciled through 4/30/26.
- Payroll: all payroll costs have been recorded.
- Expenses / Accounts Payable: Expense invoices submitted to Bill.com are reviewed, approved, and paid in a timely manner.
- Revenue / Accounts Receivable: Staff are recording revenue and actively working to collect open receivables on a timely basis.
- Interim Contracts: There are currently 18 interim event contracts from January 1 through March 31, 2026, not yet settled; and therefore, the revenue is not recognized in these financial reports

2026 Budget Draft in Progress

- The 2026 Budget Draft is included as a high-level summary. Budget details are still in progress.

Pending Year End Entries

Year-end entries and full-year reconciliations for 2023, 2024, and 2025 are still in progress and may result in additional adjustments. For example:

- Recent adjustments based on PG&E's Net Energy Metering (NEM) reports shifted PG&E utility costs from 2025 to 2024, resulting in increased costs for 2024 and reduced costs in 2025.

Audit in progress

- The Fair has engaged an independent audit firm to complete financial audits for fiscal years 2021 through 2024.
- Audit fieldwork for 2021 and 2022 has been completed. The final 2021 and 2022 audit reports are expected to be presented at the June 2026 board meeting.
- Audit fieldwork for 2023 and 2024 is expected to begin in July 2026.

**The Big Fresno Fair, 21st DAA
Financial Statement Footnotes
As of March 31, 2026**

Balance Sheet

- 1 The Fair's eight bank accounts are reconciled through April 30, 2026.
- 2 Accounts receivable \$799,423. Current \$592,865, 30 - 60 days \$33,740.54, Over 60 days \$72,630, Over 120 \$100,186.55
- 3 Accounts Receivable Other of negative \$7,661 is due to customer deposit refunds pending to be cleared.
- 4 Accounts receivable JLA auction buyers \$6,431. JLA staff is actively managing outstanding AR.
- 5 Construction In Progress (CIP) of \$464,566 includes solar project upgrades in progress of \$439,285 and Barn Area Improvements \$25,280. Note: HVAC replacement project and Paul Paul Spotlight Tower project are completed and moved from CIP to Buildings, Facility and Grounds Improvements.
- 6 Accounts payable \$458,274. As of this date, all bills submitted with dates prior to March 31 are paid.
- 7 Accounts Payable Other \$596,283 includes: PG&E NEM charges of \$310,054 accruing toward true up due in August 2026; \$250,000 remaining on 2025 obligation; \$26,563 accrued pending IRS response on prior year notices; and \$9,668 in unclaimed stale checks.
- 8 Deferred Income for Fair 2026 of \$595,787 includes: \$522,340 in sponsorships and \$73,446 in concession vendor deposits.
- 9 Deferred Income-Interim Events of \$408,923 includes \$208,922 in interim event prepayments and unsettled past contracts and \$200,000 from Watch & Wager for Harness Racing \$150,000 deposit and \$50,000 contribution toward horse barn and facility improvements.
- 10 Long Term Debt with PNC for the Solar Equipment has increased from \$750,508 to \$792,033 based on PNC payoff letter dated 5/1/26. Payoff plan is in discussions.
- 11 Net resources are presented separately for Fair and JLA, and then the consolidated total.

Income Statement

- 1 The 2026 Budget DRAFT is included as a high level summary. Budget details are still in progress.
- 2 Fair-time revenue that is already invoiced and recognized includes: Paul Paul ticket sales \$213k and Gate Admissions \$16k. Revenue also includes Olive Oil competition revenue \$3,500.
- 3 Fair-time expenses include year-round personnel costs, marketing/publicity and advertising, Hanoian's annual parking lot lease, and sponsorship commission payments.
- 4 Interim event revenue includes building and facility rental income, RV parking, and swap meet rental. Note: as of this report, there are 18 interim event contracts from Jan 1 to March 31, 2026, that are not yet settled; therefore, the interim events revenue and expenses are under-reported in these financial reports.
- 5 Satellite Wagering revenue includes commissions from Santa Anita Park, Los Alamitos, and Watch & Wager; attendance revenue, and program sales.
- 6 Administration expenses including ongoing personnel costs, insurance, technology, and other ongoing administrative costs.
- 7 Maintenance, Facilities, & Grounds expenses includes: maintenance staff payroll costs, private security, PG&E and City of Fresno utilities, maintenance and repairs, trash, landscaping and pest control, vehicle maintenance and fuel, shop/janitorial/grounds supplies, and permits/fire marshal fees.
- 8 Non-operating revenue includes interest earned from the Money Market account at 3.04%, resulting in \$63,220 of interest income through March 31.
- 9 Non-operating expenses include depreciation expense at \$61,052 per month and \$183,157 through March 31.
- 10 Total Income (Loss): The 2026 loss to date as of 3/31/26 is consistent with this same period in prior years. The 2025 loss decreased from \$479,506 (as reported at April board meeting) to \$407,480 due to shifting some PG&E costs from 2025 to 2024 based on PG&E's Net Energy Metering (NEM) information. The 2024 gain decreased from \$522,406 (as reported at April board meeting) to \$120,904 due to PG&E costs booked according to PG&E's NEM information.
- 11 Revenue, expenses, and net income (loss) are presented separately for Fair and JLA, and then the consolidated total.

Income Statement - Monthly

Income Statement by Program by month for January, February, and March.

**The Big Fresno Fair, 21st DAA
Balance Sheet - Consolidated**

	Ref	As of Month Ended 3/31/2026	Year Ended 12/31/2025	Year Ended 12/31/2024	Year Ended 12/31/2023	Audit in Progress Year Ended 12/31/2022	Audit in Progress Year Ended 12/31/2021
Assets							
Current Assets							
Cash in Bank	1	\$ 8,717,992	\$ 9,482,395	\$ 9,415,570	\$ 11,482,446	\$ 10,346,239	\$ 8,156,432
Cash in Bank JLA	1	341,274	371,807	399,881	445,544	399,865	237,328
Prepays		-	-	5,851	-	-	-
Accounts Receivable	2	799,423	514,423	1,059,512	326,269	213,377	239,674
Accounts Receivable Other	3	(7,661)	(13,597)	61,094	24,590	6,253	(622)
Accounts Receivable JLA Buyers	4	6,431	44,048	20,478	34,746	52,115	12,422
<i>Accounts Receivable JLA / Fair Due to Due From</i>		<i>(6,248)</i>	<i>(6,248)</i>	<i>30,045</i>	<i>13,120</i>	<i>38,844</i>	<i>8,106</i>
Current Assets Total		9,851,212	10,392,826	10,992,430	12,326,715	11,056,692	8,653,340
Fixed Assets & Depreciation							
Buildings, Facilities, Grounds Improvements		27,926,387	27,636,217	27,491,591	26,959,800	26,389,346	26,316,281
Equipment		1,116,620	1,116,620	942,658	798,676	798,676	798,676
Construction in Progress	5	464,566	509,706	328,869	4,273	171,989	-
Land		244,077	244,077	244,077	244,077	244,077	244,077
Total Fixed Assets		29,751,650	29,506,620	29,007,194	28,006,826	27,604,088	27,359,034
Buildings, Facilities, Grounds Improvements Depreciation		(21,638,066)	(21,473,820)	(20,811,276)	(20,147,128)	(19,534,464)	(18,962,617)
Equipment Depreciation		(859,525)	(840,614)	(780,180)	(714,256)	(650,382)	(593,555)
Total Depreciation		(22,497,591)	(22,314,434)	(21,591,456)	(20,861,384)	(20,184,846)	(19,556,172)
Net of Fixed Assets Less Depreciation		7,254,059	7,192,186	7,415,738	7,145,442	7,419,242	7,802,862
Deferred Outflow of Resources							
Deferred Outflow of Resources (Pension / OPEB)		1,172,158	1,172,158	1,371,367	799,268	537,501	326,977
Deferred Outflow of Resources Total		1,172,158	1,172,158	1,371,367	799,268	537,501	326,977
Total Assets		\$ 18,277,429	\$ 18,757,171	\$ 19,779,536	\$ 20,271,425	\$ 19,013,435	\$ 16,783,179
Liabilities and Net Resources							
Liabilities							
Current Liabilities							
Accounts Payable	6	458,274	613,019	853,634	1,695,506	921,603	1,129,467
Accounts Payable Other	7	596,283	779,501	367,590	11,443	577	-
Accounts Payable JLA Exhibitors		(0)	63,152	45,592	132,032	191,061	290
Accounts Payable JLA Other		-	2,337	79,963	44,079	246	12,336
<i>Accounts Payable Fair / JLA Due to Due From</i>		<i>(6,248)</i>	<i>(6,248)</i>	<i>30,045</i>	<i>13,120</i>	<i>38,844</i>	<i>8,106</i>
Guarantee Deposits		53,399	45,449	43,717	41,629	27,000	26,900
Payroll and Tax Liabilities		104,764	196,287	268,192	294,455	361,763	80,388
Deferred Income-Fair time	8	595,787	58,300	8,200	18,200	-	336,133
Deferred Income-Interim Events	9	408,923	94,915	209,743	316,684	208,498	144,309
Deferred Income-Grants		-	-	61,500	-	-	-
Current Portion of LTD/Capital Lease		-	-	-	5,250	11,550	17,850
Current Liabilities Total		2,211,182	1,846,711	1,968,174	2,572,399	1,761,141	1,755,778
Noncurrent Liabilities							
Compensated Absences		130,746	130,746	114,099	135,126	185,914	231,503
Long Term Debt (LTD) / PNC Photovoltaic Project	10	792,033	787,880	775,422	762,964	750,506	750,506
Long Term Debt (LTD) / SB 84 Obligation		456,401	456,401	456,401	456,401	456,401	456,401
Long Term Debt (LTD) / PPP Loan		-	-	-	-	-	406,650
Net Pension Liability		2,526,992	2,526,992	3,005,829	3,005,829	2,287,691	1,654,123
Net OPEB Liability		405,828	405,828	398,959	398,959	274,269	597,128
Noncurrent Liabilities Total		4,312,000	4,307,848	4,750,710	4,759,279	3,954,781	4,096,311
Deferred Inflow of Resources							
Deferred Inflow of Resources (Pension / OPEB)		94,283	94,283	144,843	144,843	142,292	806,909
Deferred Inflow of Resources Total		94,283	94,283	144,843	144,843	142,292	806,909
Total Liabilities		\$ 6,617,465	\$ 6,248,842	\$ 6,863,727	\$ 7,476,521	\$ 5,858,214	\$ 6,658,998
Net Resources							
Beginning Net Resources-Fair		12,164,211	12,590,960	12,477,606	12,855,703	9,878,951	3,898,426
<i>Change in Net Resources Fair</i>	11	<i>(845,272)</i>	<i>(426,749)</i>	<i>113,354</i>	<i>(378,097)</i>	<i>2,976,752</i>	<i>5,980,525</i>
Ending Net Resources-Fair		11,318,939	12,164,211	12,590,960	12,477,606	12,855,703	9,878,951
Beginning Net Resources-JLA		344,118	324,848	317,299	299,517	245,230	187,372
<i>Change in Net Resources JLA</i>	11	<i>(3,092)</i>	<i>19,269</i>	<i>7,550</i>	<i>17,782</i>	<i>54,286</i>	<i>57,858</i>
Ending Net Resources-JLA		341,025	344,118	324,848	317,299	299,517	245,230
Beginning Net Resources-Consolidated		12,508,329	12,915,809	12,794,905	13,155,220	10,124,181	4,085,798
<i>Change in Net Resources Consolidated</i>	11	<i>(848,365)</i>	<i>(407,480)</i>	<i>120,904</i>	<i>(360,315)</i>	<i>3,031,039</i>	<i>6,038,383</i>
Total Net Resources Consolidated		\$ 11,659,964	\$ 12,508,329	\$ 12,915,809	\$ 12,794,905	\$ 13,155,220	\$ 10,124,181
Total Liabilities and Net Resources		\$ 18,277,429	\$ 18,757,170	\$ 19,779,535	\$ 20,271,425	\$ 19,013,434	\$ 16,783,179

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

		<u>Current Year</u>					<i>Audit in Progress</i>	<i>Audit in Progress</i>
		<u>1 2026 Budget (DRAFT in progress)</u>	<u>Actuals as of 3/31/2026</u>	<u>Year Ended 12/31/2025</u>	<u>Year Ended 12/31/2024</u>	<u>Year Ended 12/31/2023</u>	<u>Year Ended 12/31/2022</u>	<u>Year Ended 12/31/2021</u>
Programs								
Fair (includes parking)								
Revenue	2	11,123,132	232,999	11,108,619	13,158,847	11,699,408	11,724,952	10,439,402
Expenses	3	7,915,387	134,569	7,807,486	9,601,638	8,144,970	6,666,592	5,300,330
Net Income (Loss)		3,207,745	98,429	3,301,133	3,557,210	3,554,438	5,058,360	5,139,072
Interim Events (includes parking)								
Revenue	4	1,821,728	425,362	2,280,759	1,797,424	1,495,375	1,479,749	1,191,059
Expenses	4	409,280	114,622	564,599	257,096	218,436	280,951	262,687
Net Income (Loss)		1,412,448	310,741	1,716,161	1,540,328	1,276,939	1,198,798	928,371
Satellite Wagering								
Revenue	5	537,114	120,846	537,114	505,707	450,394	515,266	423,622
Expenses		305,255	66,823	304,588	404,008	325,964	268,324	222,179
Net Income (Loss)		231,859	54,022	232,525	101,700	124,431	246,942	201,444
Museum								
Revenue		-	-	-	-	-	-	-
Expenses		70,372	6,481	68,709	58,701	51,667	15,031	702
Net Income (Loss)		(70,372)	(6,481)	(68,709)	(58,701)	(51,667)	(15,031)	(702)
Jr. Livestock Auction								
Revenue		86,226	-	86,226	76,721	78,835	88,882	70,345
Expenses		68,577	3,092	66,957	69,172	61,053	34,596	12,487
Net Income (Loss)		17,649	(3,092)	19,269	7,550	17,782	54,286	57,858
Net Income from Programs		\$ 4,799,329	\$ 453,619	\$ 5,200,380	\$ 5,148,086	\$ 4,921,923	\$ 6,543,356	\$ 6,326,043
Operations Expenses								
Administration	6	1,930,000	482,649	1,937,783	2,023,838	1,461,951	1,363,122	1,232,511
Maintenance, Facilities, Grounds	7	3,184,842	699,524	3,109,590	3,493,774	2,659,084	2,872,439	1,687,343
Operations Expenses		5,114,842	1,182,173	5,047,374	5,517,612	4,121,035	4,235,561	2,919,855
Net Income (Loss) from Programs after Operations Expenses		\$ (315,513)	\$ (728,554)	\$ 153,006	\$ (369,527)	\$ 800,888	\$ 2,307,795	\$ 3,406,188
Non-Operating								
Revenue	8	400,000	63,221	627,738	640,688	155,123	608,883	2,501,436
Expenses	9	732,627	183,031	1,188,224	150,257	1,316,325	(114,360)	(130,759)
Net Income (Loss) from Non-Operating		(332,627)	(119,810)	(560,486)	490,431	(1,161,203)	723,244	2,632,194
Grand Total Income (Loss)	10	\$ (648,140)	\$ (848,365)	\$ (407,480)	\$ 120,904	\$ (360,315)	\$ 3,031,039	\$ 6,038,383

Summary by Fair, JLA, and Consolidated

		<u>2026 Budget (in progress)</u>	<u>As of 3/31/2026</u>	<u>Year Ended 12/31/2025</u>	<u>Year Ended 12/31/2024</u>	<u>Year Ended 12/31/2023</u>	<u>Year Ended 12/31/2022</u>	<u>Year Ended 12/31/2021</u>
Total Revenue Fair		\$ 13,881,974	\$ 842,427	\$ 14,554,229	\$ 16,102,667	\$ 13,800,300	\$ 14,328,851	\$ 14,555,518
Total Expenses Fair		\$ 14,547,763	\$ 1,687,699	\$ 14,980,979	\$ 15,989,312	\$ 14,178,397	\$ 11,352,099	\$ 8,574,994
Net Income (Loss) Fair	11	\$ (665,789)	\$ (845,272)	\$ (426,749)	\$ 113,354	\$ (378,097)	\$ 2,976,752	\$ 5,980,525
Total Revenue JLA		\$ 86,226	\$ -	\$ 86,226	\$ 76,721	\$ 78,835	\$ 88,882	\$ 70,345
Total Expenses JLA		\$ 68,577	\$ 3,092	\$ 66,957	\$ 69,172	\$ 61,053	\$ 34,596	\$ 12,487
Net Income (Loss) JLA	11	\$ 17,649	\$ (3,092)	\$ 19,269	\$ 7,550	\$ 17,782	\$ 54,286	\$ 57,858
Grand Total Revenue Consolidated		13,968,200	842,427	14,640,456	16,179,388	13,879,135	14,417,733	14,625,863
Grand Total Expenses Consolidated		14,616,340	1,690,792	15,047,936	16,058,484	14,239,450	11,386,694	8,587,480
Grand Total Net Income (Loss) Consolidated	11	\$ (648,140)	\$ (848,365)	\$ (407,480)	\$ 120,904	\$ (360,315)	\$ 3,031,039	\$ 6,038,383

THE BIG FRESNO FAIR
Income Statement Consolidated
Summary by Program - Monthly
As of March 31, 2026

	Jan-26	Feb-26	Mar-26	2026 YTD Actuals	2026 Budget (DRAFT in progress)	Annual Budget to YTD Actuals Difference
Programs						
Fair Revenue (includes parking)	\$ 133	\$ 193	\$ 232,673	\$ 232,999	\$ 11,123,132	\$ (10,890,133)
Fair Expense	52,130	37,423	45,016	134,569	7,915,387	(7,780,818)
Fair Net Income (Loss)	(51,997)	(37,230)	187,656	98,430	3,207,745	(3,109,315)
Interim Events Revenue (includes parking)	58,803	112,252	\$ 254,308	425,363	1,821,728	(1,396,365)
Interim Events Expense	19,908	14,508	80,205	114,621	409,280	(294,659)
Interim Events Net Income (Loss)	38,895	97,743	174,102	310,742	1,412,448	(1,101,706)
Satellite Wagering Revenue	26,771	63,554	\$ 30,521	120,846	537,114	(416,268)
Satellite Wagering Expense	23,629	18,621	24,573	66,823	305,255	(238,432)
Satellite Wagering Net Income (Loss)	3,142	44,933	5,948	54,023	231,859	(177,836)
Museum Revenue	-	-	-	-	-	-
Museum Expense	1,387	1,820	3,274	6,481	70,372	(63,891)
Museum Net Income (Loss)	(1,387)	(1,820)	(3,274)	(6,481)	(70,372)	63,891
Jr. Livestock Auction Revenue	-	-	-	-	86,226	(86,226)
Jr. Livestock Auction Expense	3,396	(300)	(3)	3,093	68,577	(65,484)
JLA Net Income (Loss)	(3,396)	300	3	(3,093)	17,649	(20,742)
Net Income from Programs	\$ (14,743)	\$ 103,926	\$ 364,435	\$ 453,621	\$ 4,799,329	\$ (4,345,708)
Operations						
Administration Expense	157,280	154,617	\$ 170,752	482,649	1,930,000	(1,447,351)
Maintenance, Facilities, Grounds Expense	228,729	225,522	245,273	699,524	3,184,842	(2,485,318)
Net Income (Loss) from Programs after Operations Expenses	\$ (400,752)	\$ (276,213)	\$ (51,590)	\$ (728,552)	\$ (315,513)	\$ (413,039)
Non-Operating						
Non-Operating Revenue	22,149	19,932	\$ 21,140	63,221	400,000	(336,779)
Non-Operating Expense	61,052	61,052	60,926	183,030	732,627	(549,597)
Non-Operating Net Income (Loss)	(38,903)	(41,121)	(39,786)	(119,809)	(332,627)	212,818
Total Net Income (Loss) Monthly	(439,655)	(317,334)	(91,376)	(848,361)	(648,140)	(200,221)
Total Net Income (Loss) Cumulative	\$ (439,655)	\$ (756,989)	\$ (848,365)	\$ (848,361)	\$ (648,140)	\$ (200,221)