

February 13, 2026

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

The January Board of Directors Meeting has been scheduled for **Tuesday, February 24, 2026 @ 12 Noon**. Please let us know if you are unable to attend the meeting.

The following documents are enclosed:

1. February 24, 2026, Board Agenda
2. Regular Board Meeting Minutes of 1/27/2026
3. Financial Progress Reports - PPC
4. Native American Exhibit letter
5. Big Fresno Fair - Savings Promotions

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



**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, FEBRUARY 24, 2026, at 12 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

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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 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:**  
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. **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)
6. **REPORT OUT ON ACTION TAKEN DURING CLOSED SESSION:**
  - a. Disclosure of any action taken place during the Closed Session Meeting
7. **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.
8. **MINUTES:** *(Action by the Board)*
  - a. Approve Board Minutes:
    1. Regular Board Meeting 01/27/2026
9. **ACKNOWLEDGE CONSENT AGENDA:** (colored pages) Item #20 thru Item #46
10. **PROGRAM REPORT:** *(Informational)*
  - a. Friends of the Fair, Nat DiBuduo & Elizabeth Laval-Native American Exhibit
  - b. Maintenance Department, Chris Chatoian-Horse Barns
  - c. Thoroughbred Racing at the Big Fresno Fair

11. **STAFF REPORT:** *(Informational)*
  - a. Report on Satellite Racing
  - b. Report on Interim Events
  
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)*
  
14. **NEW BUSINESS:** *(Action by the Board)*
  - a. Approve Bank Authorization for 2026
  - b. Approve the exercise of the renewal option with Total Event Access Management for concessions auditing services for 2026 in the amount of \$11,500
  - c. Approve the exercise of the renewal option with Cohen Communications for Public Relations and Communications services for 2026 in the amount of \$95.00 per hour on a project-by-project basis
  - d. Approve the exercise of the renewal option with Romeo Entertainment Group, Inc. for entertainment booking service for 2026 in the amount of \$85,000
  - e. Approve a 5-year contract extension with Sunnyside Ventures, Inc. for the continued operation and management of the Retail Outdoor Swap Meet
  - f. Approve the 2026 Big Fresno Fair Savings Promotions
  
15. **CORRESPONDENCE:** *(Informational)*
  
16. **MANAGER'S UPDATE:** *(Informational)*
  
17. **BOARD RECOMMENDATION FOR FUTURE AGENDA ITEMS:**
  
18. **FOR YOUR INFORMATION:**

Next Board Meeting – March 24, 2026, 12 Noon
  
19. **ADJOURNMENT:**

Item #20 thru Item #21 **ACKNOWLEDGE THE FOLLOWING SPONSORSHIP AGREEMENT FOR 2026 FAIR: REVENUE AGREEMENTS**

|        |    |          |                            |   |   |
|--------|----|----------|----------------------------|---|---|
| Item # | 20 | 26-901-S | 10/01/26<br>to<br>12/31/28 | Saekyu Oh, DMD, Dental<br>Agrees to be an Official<br>Sponsor of the Big Fresno<br>Fair for a 3-year period,<br>(2026, 2027, & 2028). | \$60,000.00<br><br>\$20,000 per<br>year |
| Item # | 21 | 26-902-S | 10/05/26<br>to<br>10/19/26 | SponsorSource on behalf of<br>Signature Spas<br>Agrees to be an Official<br>Sponsor of the 2026 Big<br>Fresno Fair.                   | \$18,000.00                             |

Item #22 thru Item #30 **ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENT FOR 2026: REVENUE AGREEMENTS**

|        |    |  |                            |   |             |
|--------|----|--|----------------------------|---|-------------|
| Item # | 22 | Cornerstone Church<br><br>Jim Franklin                           | 6/28/26                    | Celebrating America<br><br>Grandstand & Carnival<br>Lot | \$10,434.00 |
| Item # | 23 | Tami Barreras  | 12/12/26<br>to<br>12/13/26 | Holiday Shopping<br>Pop-Up<br><br>Commerce Bldg.        | \$8,590.00  |
| Item # | 24 | Grupo La Montaña<br><br>Leonel Diaz                              | 11/21/26                   | AA Meeting<br><br>Industrial Education                  | \$3,255.00  |
| Item # | 25 | Deaf & Hard of<br>Hearing Service<br>Center<br><br>Susan Coulter | 11/21/26                   | Valley Deaf Festival<br><br>Junior Exhibits             | \$4,395.00  |

|        |    |  |                            |  |            |
|--------|----|--|----------------------------|--|------------|
| Item # | 26 | Peregrine White Inc.<br>Sanjay Singh       | 2/28/26<br>-<br>3/1/26     | Dirt Autocross<br><br>Infield Lot                | \$2,750.00 |
| Item # | 27 | Peregrine White Inc.<br>Sanjay Singh       | 12/12/26<br>to<br>12/13/26 | Dirt Autocross<br><br>Infield Lot                | \$2,750.00 |
| Item # | 28 | Alberto Lopez                              | 12/8/26                    | Church Event<br><br>Industrial Education         | \$3,170.00 |
| Item # | 29 | David Perez                                | 4/24/26                    | Sports & Collectibles Show<br><br>Commerce Bldg. | \$5,835.00 |
| Item # | 30 | Cirq Entertainment III LLC.<br>Mark Landon | 3/20/26<br>to<br>3/23/26   | Haunted Circus<br><br>Maple/Butler Lot           | \$7,950.00 |

Item #31 thru Item #44 **ACKNOWLEDGE THE FOLLOWING INTERIM CONCESSION AGREEMENTS FOR 2026: REVENUE AGREEMENTS**

|        |    |  |                        |  |                |
|--------|----|--|------------------------|--|----------------|
| Item # | 31 | Mad Mountain Concessions<br>William Madaus | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Cinnamon Rolls            | 25% Commission |
| Item # | 32 | SAP BBQ<br>Jerry Phanthamany               | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Lao Texas Fusion          | 25% Commission |
| Item # | 33 | JLQ Concessions<br>Lola Ramirez            | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Authentic Mexican Cuisine | 25% Commission |

Agenda  
Regular Board Meeting 02/24/2026

|        |    |   |                        |   |                   |
|--------|----|---|------------------------|---|-------------------|
| Item # | 34 | West Coast<br>Concessions Fairs<br><br>Nathan Marcus  | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>BBQ                          | 25%<br>Commission |
| Item # | 35 | The Original Soft<br>Taco, LLC.<br><br>Benny Martinez | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Tacos                        | 25%<br>Commission |
| Item # | 36 | Lauck's Bakery<br><br>Hector Garcia                   | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Bierocks                     | 25%<br>Commission |
| Item # | 37 | Fury<br><br>Marcel McAlister                          | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Hot Chicken                  | 25%<br>Commission |
| Item # | 38 | Benito's Tacos<br><br>Joseph Alvarez                  | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Authentic Mexican<br>Cuisine | 25%<br>Commission |
| Item # | 39 | Spicy Birdz<br><br>Sergey Muradyan                    | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Hot Chicken                  | 25%<br>Commission |
| Item # | 40 | Xtreme Shawarma<br><br>Ahmad Hussein                  | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Mediterranean Food           | 25%<br>Commission |
| Item # | 41 | RM Concessions<br><br>Monica Jackson                  | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Asian Fusion Cuisine         | 25%<br>Commission |
| Item # | 42 | Richard's<br>Concessions<br><br>Jamie Richards        | 3/6/26<br>to<br>3/8/26 | Home Show<br><br>Dip N Dots                   | 25%<br>Commission |

|        |    |                     |        |           |            |
|--------|----|---------------------|--------|-----------|------------|
| Item # | 43 | Texas Twister Drink | 3/6/26 | Home Show | 25%        |
|        |    |                     | to     |           | Commission |
|        |    | Scott Sanders       | 3/8/26 | Iced Tea  |            |

|        |    |                    |        |              |            |
|--------|----|--------------------|--------|--------------|------------|
| Item # | 44 | Lawson Concessions | 3/6/26 | Home Show    | 25%        |
|        |    |                    | to     |              | Commission |
|        |    | Scott Lawson       | 3/8/26 | Colossal Dog |            |

Item #45 thru Item #46 **ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENT FOR 2026: REVENUE AGREEMENTS**

|        |    |                           |        |           |             |
|--------|----|---------------------------|--------|-----------|-------------|
| Item # | 45 | Fresno Home & Garden Show | 3/5/27 | Home Show | \$74,280.00 |
|        |    |                           | to     |           |             |
|        |    | Julie Geistlinger         | 3/7/27 |           |             |

Commerce,  
 Agriculture, Industrial  
 Commerce, Industrial  
 Education, Armory,  
 Gem & Mineral,  
 Greenhouse, Kid's  
 Town, Junior Exhibits,  
 Wine Garden,  
 Grounds

|        |    |                          |         |                 |            |
|--------|----|--------------------------|---------|-----------------|------------|
| Item # | 46 | Golden Future Expos Inc. | 1/30/27 | Senior's Expo   | \$4,730.00 |
|        |    | Toyia Moore Borrelli     |         | Junior Exhibits |            |

On a motion of Director \_\_\_\_\_, seconded by Director \_\_\_\_\_ and carried, the Board of Directors authorizes management authority to perform services regarding the Bank Authorization and Delegation of Authority:

Bank Authorization

The following individuals shall be authorized, individually, to deposit and withdraw funds of the 21st District Agricultural Association in an amount of \$10,000 or less or any two of the following individuals may deposit and withdraw funds of the 21st District Agricultural Association in an amount in excess of \$10,000, said funds being held with Community West Bank, for the Payroll, Operating, Premium, and Jr. Auction Accounts during 2026:

Payroll, Operating, Premiums, and Jr. Auction Accounts

Christina Estrada, Chief Executive Officer  
Terry Gonsalves, Secretary/Treasurer

The following individuals shall be authorized to make wire transfer deposits to Community West Bank and telephone transfer deposits from the Fair's Operating Account of Payroll, Premiums, and Jr. Auction Accounts at Community West Bank during 2026:

Christina Estrada, Chief Executive Officer  
Terry Gonsalves, Secretary/Treasurer

And each of the above-mentioned individuals must be bonded in an amount consistent with policy set for same by the Division of Fairs & Expositions.

**MINUTES  
21ST DISTRICT AGRICULTURAL ASSOCIATION  
BIG FRESNO FAIR  
BOARD OF DIRECTORS' MEETING  
January 27, 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 12:05 P.M. by President Gary Chahil.

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

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

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

President Chahil invited staff and guests to introduce themselves: Savannah Lutz, Project Coordinator; Taylor Collins, Interim Events; Stephanie Estrada, Box Office; Ronnie Mobley, Satellite Wagering; Rolando Mata, Maintenance; Danielle Griffin, Cohen Communications; Terri Collins, Livestock Department; Peggy Bissell, Lori Clanton and Madison Strong with Price, Paige and Company; Brandi Gragg, CDFA Legal Counsel; Denise Elliott, CDFA Legal Counsel; Deputy Secretary Michael Flores; Jerry Hunsucker, Chuck Casparian, David Casparian, Loral Thompson, Kevin Hook, George Porter, Colton Porter, Lee Rutherford, Tom Wiry, Eric Gray, Glenn Hirata, Gary Crisp, Brandon Simon, Kenneth Simon, Jack Herrera, Jacob Tiga, Robert Katatana, Lucio Avila, Michelle Woodward, David Hargrove, Jeff Pardini. Via zoom Stephanie West and Anthony Cordova with Bernal Park Racing, Megan Nakao, CDFA; Dylan Gonzales and Gabriel Salinas with the Business Journal.

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

CEO Christina Estrada called roll. Those in attendance were President Gary Chahil, Vice President Frank Flores, Director Chuck Riojas, Secretary/Treasurer Jerry Pacheco, Directors Linda Mae Balakian Hunsucker, and Terry Gonsalves. Director Larry Salinas joined via zoom. A quorum was declared. Director Annalisa Perea arrived 35 minutes into the meeting.

**ITEM #5. PRESENTATION OF 2026 OFFICERS:**

- a. President – Jerry Pacheco
- b. Vice-President – Chuck Riojas
- c. Secretary/Treasurer – Terry Gonsalves

Prior to the Board meeting, Director Pacheco distributed a copy of a policy to all Directors. This policy had previously been unanimously approved by the Board of Directors several years ago. At that time, Director Riojas made the motion, Director Flores seconded the motion, and the Board voted unanimously in favor of the policy.

Director Balakian Hunsucker stated after reviewing the policy, I a Point of Clarification. This was just given to me, and I looked it over, before we move any further, the directors need to take a few minutes and read this policy. I think it would be very irresponsible of us to ignore and violate our own policy. I make a motion we abide by our policy.

Director Pacheco seconded the motion, stating the circumstances that prompted the prior policy extension no longer exist. He explained the extension was intended to support the Interim CEO during the transition when Director Gonsalves served as Co-CEO.

Vice President Flores asked whether the motion was to vote on or amend the policy, noting it remains in effect. He stated precedent was set when Director Gonsalves term was extended during an active audit in the Fair's best interest. He cited ongoing post audit transitions, staffing losses, and operational challenges, stating the Fair is not positioned to rotate officers at this time.

He proposed extending the current officers for one additional year to address matters including horse racing, harness racing, solar, Wi-Fi, and infrastructure, emphasizing the value of continuity. While acknowledging other Board members are qualified, he noted a transition would require time. He declined the Presidency due to workload and stated Director Chahil's political and business experience continues to benefit the Fair, expressing concern about disrupting current progress.

Director Gonsalves stated he did not campaign to serve two years as President but agreed to continue at the Board's request during the audit. He emphasized that adhering to the policy would provide other directors the opportunity to serve and noted he is the only officer to have served a second term since the policy's adoption. He stated Director Flores was next in rotation and expressed disappointment when he declined. He further stated that, based on rotation, Director Pacheco would be next as President and Director Riojas as Vice President, subject to a Board vote.

President Chahil stated his support for adhering to the officer rotation policy in fairness to other Board members and in the best interest of the Fair. He stated it is appropriate to provide opportunities for others to hold office and called for a motion to keep the rotation of officers as stated in the policy.

Following discussion, Director Flores declined the Presidency. Director Pacheco accepted the office of President. Director Riojas accepted the office of Vice President. Director Gonsalves accepted the office of Secretary Treasurer.

MSP (Balakian Hunsucker - Pacheco) to keep the rotation of officers as stated in the policy.

Roll Call Vote:

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

At this time, Director Chahil suggested moving to Public Comment.

**ITEM #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 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.

Mr. Robert Katatana Horse Racing Box Seat Holder addressed the Board regarding the January 14 CHRB meeting, stating that the CHRB directed each fair to independently request its own race dates and would provide guidance and resources upon request. He stated the CHRB wants to hear directly from the Fresno Fair and that racing could return this year if the required steps are completed.

He further stated that fairs conducting their own race meets would not face CDFA repercussions and clarified that last year's cancellation was due to financial disputes within the industry, not horse fatalities or PETA.

Mr. Katatana noted that other fairs are already requesting race dates and that sufficient horses and trainers are available. He requested the Board place consideration of race dates on the next agenda and act prior to the February 16 CHRB deadline.

Mr. Charlie Nurgen, a lifelong Fresno resident and horse racing enthusiast whose family have been box seat holders since the early 1980s, addressed the Board regarding the return of horse racing to the Big Fresno Fair.

Regarding finances, Mr. Nugen stated his belief that the Fair performs better when horse racing is included, noting strong attendance historically, particularly on opening weekends, and expressing the assumption that overall Fair activity benefits from racing events.

Mr. Nugen noted that horse racing in Fresno County dates back to 1883 and has only been interrupted during World War II and the COVID-19 pandemic. He emphasized the long-standing tradition of racing in the Valley, its importance to the local racing community, and the community pride associated with the Fair and its racing program. Mr. Nugen stated that he did not attend the Fair last year due to the absence of racing, referenced offers of local financial and administrative support, and urged the Board to place the matter on a future agenda for consideration and possible vote.

Mr. Glenn Berlott, representing Rising Suns Racing Stable, noted that due to the decline of racing in Northern and Southern California, his operations have moved to Louisiana and Oaklawn, Arkansas. He expressed appreciation for the opportunity to return racing to Fresno. Berlott highlighted his group's 25+ year support of the Big Fresno Fair and emphasized the community connection, requesting the Board's consideration to bring racing back.

Mr. Kevin Cook read a statement from Supervisor Chavez, affirming that the Big Fresno Fair is a cornerstone of the community and that horse racing is a long-standing tradition. Supervisor Chavez supports reinstating racing, citing benefits such as restoring tradition, enhancing the Fairgrounds as a community destination, increasing visitation, boosting local spending, and fostering community pride.

Mr. Edgar Palito, a local resident and horse owner, explained that he and his father have raced horses at the Fair for 15 years, except last year. He noted that due to local racing decline, horses are now sent to out-of-state tracks, creating logistical and financial challenges. Mr. Palito emphasized the preference to race locally to keep revenue in Fresno and highlighted the broader impact on local horse owners and trainers. He also noted that last year was the first they did not attend the Fair, as horse racing has long been a major attraction for them and their family and urged the Board to consider reinstating horse racing.

Mr. Larry Swartzlander, former 15-year Director of Racing for the Big Fresno Fair, addressed the Board on the current status of horse racing in Northern California.

Mr. Swartzlander reported he has been hired as Director of Racing for the Humboldt County Fair, which is submitting a racing application, and has a draft application prepared for Fresno. He offered to serve as Director of Racing for the Big Fresno Fair, noting that a sufficient horse population could be secured, purses guaranteed, and the Fair protected from financial loss if racing proved unsuccessful. He referenced a study conducted approximately twelve years ago demonstrating that horse racing has historically provided a significant economic impact to the Fair.

Mr. Swartzlander emphasized the importance of Northern California racing to the state's industry, noting that a two-year shutdown had previously caused substantial job losses and economic disruption. He also noted that legal impediments prevented Bernal Racing from intervening; however, individual fairs have the right to submit their own applications, as demonstrated by Humboldt County. Alameda County Fair is currently considering its options.

He concluded by stating that, despite ongoing challenges in the horse racing industry and declining wagering handles, he believes Fresno has the capacity to operate a successful meet. Mr. Swartzlander remains available to meet with the Race Committee to discuss potential racing opportunities.

Mr. Wyrick, who has bred and raced horses in Northern California for approximately 40 years, stated that he now competes in Southern California but believes his horses would perform better in the North. He noted that he and his family have attended Fresno Fair races for over 50 years, with nearly daily attendance for the past 40 years, and emphasized that racing has long served as a central social and community gathering during the Fair. He highlighted the heritage and social impact of racing in Fresno, noting community interest when racing ceased, and offered his support to help restore racing at the Fair.

Mr. Jack, stated he has attended Fresno Fair races since 1969 and that horse racing has been central to his family's life for generations, highlighting the region's rich racing history and notable horses and farms.

He noted that last year's Fair showed low attendance and declining vendor revenue, and he respectfully urged the Board to restore Northern California horse racing, emphasizing the community's deep investment in the sport.

Mr. George Porter, a Kerman farm owner, noted that his family has a long history with racing and the Fair, with his father having raced horses locally and his mother having worked as a payroll clerk. He emphasized the quality of the Fairgrounds' facilities and stated that it would be a mistake not to continue horse racing, noting that the Fairgrounds are among the finest in the country and that racing attracts community engagement and visitors.

**ITEM #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)(1)
- b. Pending Litigation: - Govt. code 11126(e)(2)

**ITEM #8. REPORT OUT ON ACTION TAKEN DURING CLOSED SESSION:**

President Pacheco stated no closed session items to report out.

**ITEM #9. MINUTES: (*Action by the Board*)**

- a. Approve Board Minutes:

- a. Regular Board Meeting 11/10/2025

MSP (Gonsalves - Riojas) to approve the 11/10/2025 Board minutes. Motion passed; the vote was unanimous.

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. ACKNOWLEDGE CONSENT AGENDA (COLORED PAGES) ITEM #21 THRU ITEM #43**

President Pacheco inquired about the Roller Derby practice. Director Perea explained that the women's league historically practiced at the Fairgrounds and are now seeking a new space. The short-term contract provides weekday practice space to support the team.

Director Balakian Hunsucker verified that the total amount listed for the dog show covers all of the locations and the frequency of the event. Taylor Collins confirmed that it is an annual event. Director Salinas inquired about the possibility of a roller derby event taking place during the Fair.

MSP (Riojas - Gonsalves) to approve the Consent Agenda. Motion passed; the vote was unanimous.

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 #11. PROGRAM REPORT: (Informational)**

President Pacheco stated that there were no items to report.

**ITEM #12. STAFF REPORT: (Informational)**

a. Report on Satellite Racing

Ronnie Mobly presented a comparison of 2024 and 2025 racing activity, noting that 2025 is performing strongly, with the handle up 14% from 2024. This year began slightly slower, attributed to cancellations at tracks nationwide due to cold weather, including popular weekend days.

The Pegasus World Cup was held this past Saturday, with 72 patrons attending, five more than last year, and total wagering approaching \$10,000. Ronnie also noted that a meeting is scheduled for tomorrow with the Harness Racing to address operational questions.

Director Flores inquired about the new admissions policy. Ronnie explained that the admissions clerk has been moved to the second floor of the Grandstands to improve attendance tracking and accountability.

b. Report on Interim Events

Taylor Collins provided an update on upcoming events including a Chamber of Commerce mixer scheduled for February 19<sup>th</sup>. Invitations sent to community and professional groups. Board members were invited to attend. Upcoming events also include a science fair with the Fresno County Superintendent of Schools, an anime convention, and the Cali Creamin' Car Show, expanded to a full-facility event.

February and March calendars were reviewed, highlighting new and returning events, including a potential roller derby tournament. The roller derby team has been cooperative and respectful of the facility.

Taylor summarized the recent Hmong New Year event, noting proper accounting for staff, vendors, and rentals, adherence to fire marshal requirements despite weather challenges, and overall satisfaction from Dr. Thao, who has requested to return next year. An alcohol surcharge was piloted to evaluate additional revenue potential.

CEO Estrada commended Taylor for coordinating operational meetings with various departments in preparation for the event and acknowledged Dr. Thao's collaboration with the Box Office Manager to tailor tickets to his needs. She also praised the entire Fair staff for their responsiveness during the event, noting that Event Supervisor Tim received specific recognition from Dr. Thao for his prompt support.

Director Perea inquired to the length of this contract. CEO Estrada replied his contract has options for two more years to renew.

c. Report on Entertainment

Stephanie Estrada provided an update on ticket sales and promotions for the 2026 Fair. A Black Friday sale for BFF Club members, held November 28-December 1, generated \$822.30. Tickets are now on sale online at the same prices as last year, including Season Passes and Carnival Ride tickets. Monthly promotional discounts will be offered to BFF Club members leading up to the Fair.

Artist offers for the 2026 concert series, including Pat Benatar, War & Tower of Power, and comedian Gabriel Iglesias, have been sent. Ms. Estrada highlighted renewed interest in comedy within the local entertainment scene, as well as the growing popularity of EDM events in Fresno. Plans are underway to improve the VIP lounge for accessibility and a better guest experience for 2026.

**ITEM #13. COMMITTEE REPORTS: *(Action by the Board)***

a. Finance Committee

- Acknowledge Financial Reports from Price Paige & Company.

Lori Clanton reviewed the Fair's 2025 financial performance, focusing on the income statement through November 30. The Fair, including parking, generated nearly \$3.3 million in net income which is \$450,000 above the budgeted \$2.8 million. Key differences from 2024 included a reduction from a 13-day to a 12-day Fair, the shift from horse racing to grandstand entertainment, and favorable weather. Lori reported that despite the absence of horse racing, 2025 outperformed both the prior year and budget.

Mrs. Clanton reported the attendance in 2025 was slightly higher than 2024, though admissions revenue was down slightly due to increased discounted tickets. Parking revenue decreased modestly, partly due to free trolley service in partnership with the City of Fresno. Strategic investments in entertainment performed well: Paul Paul's and grounds entertainment exceeded budgeted net results, and grandstand entertainment, in lieu of horse racing, achieved the planned net investment of approximately \$100,000 while successfully drawing families.

Mrs. Clanton also reported that some vendor revenues declined, but these were offset by gains elsewhere. Concession and carnival revenues increased, commercial sales remained steady, and sponsorships decreased about 25%, partly due to the loss of horse racing. Administrative and maintenance overhead is projected under budget and below 2024, reflecting reduced operational demands without horse racing.

Overall, total program net income including the Fair, satellite wagering, and interim events, was \$4.4 million, slightly below the \$4.6 million budget. Excluding non-operating items, the Fair is significantly outperforming its budget and is expected to be comparable to 2024 results.

Director Gonsalves inquired about the balance sheet, noting that as of November 2025, accounts payable and current liabilities total approximately \$1.6 million, about \$700,000 higher than December 2024. He also noted approximately \$195,000 in accounts receivable and asked what obligations remain outstanding.

Mrs. Clanton stated that the \$195,000 in accounts receivable as of November 30 reflects outstanding amounts due at that time, including sponsorships and event-related receivables. She noted that receivables are actively managed and offered to provide a detailed listing if requested.

Regarding the higher accounts payable balance, she explained that as of November 30 the Fair was still paying outstanding Fair-related invoices. She expects the balance decreased significantly by December 31<sup>st</sup>.

MSP (Riojas – Perea) to acknowledge the financial reports. Motion passed; the vote was unanimous.

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

- a. President Pacheco reported no old business to report.

**ITEM #15. NEW BUSINESS: (Action by the Board)**

- a. Approve of the renewal option for The Hmong Inc. for the 2026 Hmong New Year Celebration with a daily rate of \$109,755 plus \$5,000.00 Improvement fund.

Director Riojas inquired whether there were any concerns from staff regarding the matter, and President Pacheco asked about the \$5,000 improvement fund. CEO Estrada responded that there were no concerns and clarified that the improvement fund is included as part of the contract.

MSP (Gonsalves- Riojas) to approve renew option for The Hmong Inc. for the 2026 Hmong New Year Celebration. Motion passed; the vote was unanimous.

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 renewal option for Event Partnership LLC to provide sponsorship Sales and services for 2026.

CEO Estrada commented on the strong collaboration of the sponsorship team and noted efforts to secure a spa sponsorship.

Director Pacheco asked whether sponsorship revenue matched 2024 levels. Lori Clanton clarified that sponsorship revenue was lower this year compared to 2024.

MSP (Flores - Riojas) to approve renewal option for Event Partnership LLC. Motion passed; the vote was unanimous.

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 Cahil               | X   |    |        |           |
| Frank Flores             | X   |    |        |           |

c. Approval of contract extension with Pardini Fair Venture.

CEO Estrada stated that extending the existing contract will provide time to conduct the RFP process for both this contract and the Security contract.

Jeff Pardini stated that under the proposed five-month extension, he is requesting a reduced commission of 25% on food and 33% on alcohol to help offset losses during the extension period. He noted that the absence of horse racing resulted in an estimated \$600,000 revenue loss compared to 2024, although 2024 was also impacted by extreme heat. He suggested that 2022 or 2023 would provide a more accurate comparison year. Mr. Pardini also commended staff for securing new entertainment and expressed appreciation for the partnership with the Fair.

Director Flores inquired about sales for grounds and concert entertainment.

Mr. Pardini reported that grounds concession sales increased; however, overall results reflected a loss. He added that even with strong entertainment and favorable weather, the first Friday of horse racing typically generates approximately \$300,000 in food and beverage sales in the Grandstand.

MSP (Gonsalves - Riojas) to approve five-month extension with Pardini Fair Venture. Motion passed; the vote was unanimous.

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 of contract extension with Nine13 Production.

CEO Estrada reported that the current contract is a three-year agreement with a potential two-year extension per CDFA. Nine13 Productions requested an increase for the two-year extension from \$40,000 to \$64,000 per year.

Director Riojas asked if other companies would respond to the RFP. CEO Estrada confirmed other production companies could respond but commended Nine13 Productions for elevating grounds entertainment, managing operations for all five stages, and delivering a high level of entertainment. Danielle Griffin added that the company also oversees Kids Town entertainment.

Director Riojas asked why board approval was needed. CEO Estrada clarified that approval is requested to extend and increase the contract. Director Flores asked if the rate was negotiated, and Director Perea expressed interest in seeing RFP responses and exploring simultaneous RFP processing.

CEO Estrada stated she negotiated a lower rate than requested, noting that entertainment bookings begin immediately after the Fair. She also stated that the office does not have capacity to manage three separate RFPs at the same time.

Director Riojas amended his motion to approve one year extension with up to \$64,000 increase.

MSP (Riojas - Gonsalves) to approve one year contract extension with up to \$64,000 increase with Nine13 Production. Motion passed; the vote was unanimous.

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 of Public Benefit Grant application for Electric Utility Golf Carts.

MSP (Gonsalves - Riojas) to approve of Public Benefit Grant application for Electric Utility Golf Carts. Motion passed; the vote was unanimous.

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   |    |        |           |

f. Discussion and Approval of Solar Energy Project.

Director Flores reported that the existing NEM2 solar system will expire in two years, necessitating a replacement to avoid significant true-up bills estimated between \$700,000 and \$900,000 annually. The project includes engaging electrical, civil, and structural engineers, along with an architect, to design the new system in coordination with CCA and the Fire Marshal. Plans will be submitted for approval and stamped prior to a public bid process, with contractor selection expected by July and construction projected to take 4-5 months. The estimated total project cost is \$3-3.5 million, with \$377,000 allocated for the design phase, including contingencies for potential EV charger requirements. Funding options include available internal funds, C-PACE financing, and other CCA-provided options, and the project is expected to qualify for a 30% IRS tax rebate on equipment, potentially increasing to 40% if American-made panels are used. Director Flores emphasized that immediate approval is required to ensure system continuity, secure long-term operation for 10 years, and maintain flexibility for unforeseen requirements.

Director Pacheco inquired about applying for a loan. Director Flores confirmed that C-Pace and CCA financing options are available, as well as the Fair's bank, emphasizing that inaction is not an option. Director Gonsalves asked whether the \$377,000 (rounded to \$400,000) is included in the projected \$2.5-3.5 million cost, and about the 10-year term versus moving to NEM3, noting that a true-up could raise the total to \$4 million. He also asked whether the IRS rebate would be issued as a check rather than a tax credit.

Director Flores clarified that the 10-year term applies only for NEM2, and the Fair would avoid NM3. He stated that proceeding with a new system secures another 10 years on NEM2, protecting the Fair's future. He confirmed the rebate could reach 40% under certain conditions, and the IRS would issue a check for the rebate. Plans can be drawn, submitted, and put out to bid while exploring financing options.

Director Perea asked Lori Clanton whether the budget can cover the Solar Energy Project costs without requiring a loan. President Pacheco stated that savings can cover the costs.

MSP (Flores - Riojas) to approve proceeding with Solar Energy Project. Motion passed; the vote was unanimous.

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 Cahil               | X   |    |        |           |
| Frank Flores             | X   |    |        |           |

**ITEM #16. CORRESPONDENCE: (Informational)**

- a. CDFA Lifts Statewide Ban on California Poultry and Dairy Cattle Exhibitions at Fairs and Shows
- b. Hazardous Contracts Letter #D2025-01.

CEO Estrada reported these are the insurance certificates for all contracts, both hazardous and nonhazardous, managed by Taylor and Kelly. We submit them to CFSA for review and approval. This letter serves as notification of their required approval.

c. DAA and Non-Profit Relationships Letter #D2026-01

CEO Estrada reported that this is a new MOU between the District Agricultural Associations and nonprofit relationships. She confirmed that the full document had been reviewed and shared with Brian from Friends of the Fair. Director Balakian Hunsucker asked about the MOU timeline and if the previous version could guide a new draft. CEO Estrada stated there is no set deadline, but recommendations are outlined.

d. 2025 Form 700 Annual Filing Requirement Notification – Due April 1, 2026.

**ITEM #17. MANAGER’S UPDATE: *(Informational)***

1. Reissue Uniformed Security Service RFP - CEO Estrada reported that the RFP will be reissued on Friday, January 30th. Corrections were required after the scoring committee identified errors in the original bidding process to ensure fairness.
2. HVAC Fire Alarm System Installation – Fire Watch continues, waiting on parts - Installation is ongoing. Delays are due to parts availability, and the system cannot be left on during cold mornings. Approval from the Fire Marshal is still required before the heater can be turned on in the admin office.
3. Satellite Wagering Facility – Application Submission Annually - the annual application has been prepared in coordination with Heather at CARF. Fire marshal approval is pending for the grandstand; necessary corrections are being made to the submitted documentation.
4. Fair Credit Card - The card was compromised with unauthorized charges. Kelly in the admin office canceled the card, and a replacement is pending.
5. Polaris Golf Cart Incident - Two temporary employees were injured two days after the Fair while retrieving equipment in the grandstand. One required leg surgery, the other injured a finger. The incident highlighted a need for improved staff training on safety procedures, reporting, and follow-up documentation.
6. Skull Session Schedule – February 3<sup>rd</sup> - Planning for the next Fair is underway. Directors are invited to attend a session on February 3<sup>rd</sup> to brainstorm ideas.
7. Operational Harness Meeting with Watch & Wager – January 28<sup>th</sup> - An operational meeting with Watch and Wager is scheduled for January 28<sup>th</sup> to discuss expectations and coordination.

8. Senator Shannon Grove – Best Local Annual Event to Attend - Shannon Gross shared that the Fair was recognized as the “Best Local Annual Event to Attend” by the Business Journal, and a certificate was issued.
9. 2026 Regular Board Meeting Schedule - Director Flores distributed the agenda and noted a previous discrepancy in the April meeting date. Corrected copies were provided and will also be emailed to the Board.
10. California State Fair (Cal Expo) shift dates in 2027 to Sep. 17<sup>th</sup> through Oct. 3<sup>rd</sup>, which may impact Fair vendors and concessionaires. Coordination is ongoing to ensure smooth operations.
11. Golf Cart Grant Funding: \$40,000 of grant funds has been received, with the remaining \$60,000 expected. Submission for the next phase will begin once approval is confirmed.

**ITEM #18. BOARD RECOMMENDATION FOR FUTURE AGENDA ITEMS:**

No recommendations were made.

**ITEM #19. FOR YOUR INFORMATION:**

Next Board Meeting – February 24, 2026, 12 Noon

**ITEM #20. ADJOURNMENT:**

The Board Meeting adjourned at 3:52 pm.

Respectfully Submitted,

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Christina Estrada  
Chief Executive Officer

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Jerry Pacheco, President  
Board of Directors



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FINANCIAL STATEMENTS

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**Preliminary**

Current Year Ending  
December 31, 2025

and

Prior Years Ended  
December 31,  
2019 through 2024

Prepared February 11, 2026

## **Introduction**

The attached **preliminary** financial statements include the balance sheet and income statement as of December 31, 2025, as well as prior years 2019 through 2024. The source of the financial information is the Fair's accounting system, AccountingWare (AW), as of February 11, 2026.

## **February 11, 2026**

The status of each accounting area is:

- Cash in bank: all nine bank accounts have been reconciled through 1/31/26.
- 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: Interim contracts are settled and invoiced through 12/31/25.
- In-progress reconciliations include JLA net resource reconciliation, resolution of suspense items, and roll-forward of Fair net resources by restriction.

## **Pending Year End Entries**

Certain year-end items necessary to finalize 2025 financial statements are still pending, including adjustments related to compensated absences and actuarially determined pension and OPEB obligations. These entries will be recorded once the required information becomes available.

## **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 is currently in progress. All requested documentation has been provided to the auditors, and on-site fieldwork has been scheduled.

Management's current efforts are focused on reconciling prior-year balance sheet accounts to ensure accuracy and completeness. As this reconciliation process moves forward and audit procedures are performed, certain account balances may be adjusted to properly reflect the Fair's financial position in accordance with applicable accounting standards.



**The Big Fresno Fair, 21st DAA  
Financial Summary and Key Highlights  
As of December 31, 2025**

**Balance Sheet**

Balance sheet accounts balances are currently being reviewed and reconciled and may not accurately reflect the Fair's financial position at this time.

- 1 The Fair's nine bank accounts are reconciled through January 31, 2026.
- 2 Accounts receivable of \$482,703 as of 12/31/25 is primarily due to December revenue that was received in early January. Of the \$482,703, a majority has been received as of this date, and the remaining unpaid invoices are being actively managed by Fair staff.
- 3 Accounts receivable JLA of -\$61,482 is the net due to exhibitors.
- 4 Accounts payable of \$520,623 were current and recent bills as of 12/31/25. As of this date, all expenses have been paid.
- 5 Deferred Income-Fair time of \$60,000 is a sponsorship already received for Fair 2026.
- 6 Deferred Income-Interim Events of \$68,641 is the total of prepayments for events in 2026 and beyond.

**Income Statement**

- 1 Fair -time (October 2025) resulted in a net gain of \$3,239,585. This exceeded the budgeted net gain of \$2,849,718 by \$389,867
- 2 Interim Events resulted in a net gain of \$1,701,698. This exceeded the budgeted net gain of \$1,552,355 by \$149,343.
- 3 Maintenance, Facilities, & Grounds includes: salaries/wages and payroll related costs, utilities including PG&E and City of Fresno, ongoing maintenance and repairs including elevators/escalators and coolers/AC units, private security, trash pickup, landscaping and pest control, vehicle maintenance and fuel, shop/janitorial/grounds supplies, and permits/fire marshall fees.
- 4 The interest rate for the Money Market account in December was 3.04%, resulting in \$25,867 of earned interest in December and \$281,867 year-to date.



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

|  | Ref | Year Ended<br>12/31/2025 | Year Ended<br>12/31/2024 | Year Ended<br>12/31/2023 | Year Ended<br>12/31/2022 | Year Ended<br>12/31/2021 | Audited<br>Year Ended<br>12/31/2020 | Audited<br>Year Ended<br>12/31/2019 |
|--|-----|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-------------------------------------|-------------------------------------|
| <b>Assets</b>  |     |                          |                          |                          |                          |                          |                                     |                                     |
| Current Assets   |     |                          |                          |                          |                          |                          |                                     |                                     |
| Cash in Bank   | 1   | \$ 9,467,889             | \$ 9,401,065             | \$ 11,467,940            | \$ 10,346,239            | \$ 8,156,432             | \$ 2,185,309                        | \$ 3,358,751                        |
| Cash in Bank JLA   | 1   | 371,807                  | 404,098                  | 410,705                  | 321,001                  | 113,260                  | 222,147                             | 395,879                             |
| Prepays  |     | 6,400                    | 5,851                    | -                        | -                        | -                        | 8,289                               | 37,667                              |
| Accounts Receivable                                      | 2   | 482,703                  | 1,061,784                | 328,941                  | 546,710                  | 273,824                  | 101,144                             | 435,588                             |
| Accounts Receivable Other                                |     | (12,502)                 | 61,094                   | 24,590                   | 6,253                    | (222)                    | -                                   | -                                   |
| Accounts Receivable JLA                                  | 3   | (61,482)                 | (30,366)                 | (55,167)                 | (45,897)                 | 155,304                  | 5,812                               | 65,090                              |
| <b>Current Assets Total</b>                              |     | <b>10,254,814</b>        | <b>10,903,527</b>        | <b>12,177,010</b>        | <b>11,174,305</b>        | <b>8,698,598</b>         | <b>2,522,701</b>                    | <b>4,292,974</b>                    |
| Fixed Assets & Depreciation                              |     |                          |                          |                          |                          |                          |                                     |                                     |
| Construction in Progress                                 |     | 611,042                  | 328,869                  | 4,273                    | 171,989                  | -                        | -                                   | -                                   |
| Land   |     | 244,077                  | 244,077                  | 244,077                  | 244,077                  | 244,077                  | 244,077                             | 244,077                             |
| Equipment  |     | 1,116,620                | 942,658                  | 798,676                  | 798,676                  | 798,676                  | 831,355                             | 685,020                             |
| Equipment Depreciation                                   |     | (840,614)                | (780,180)                | (714,256)                | (650,382)                | (593,555)                | (628,990)                           | (545,560)                           |
| Buildings, Facilities, Grounds Improvements              |     | 27,521,181               | 27,491,591               | 26,959,800               | 26,389,346               | 26,316,281               | 26,293,498                          | 26,280,060                          |
| Buildings, Facilities, Grounds Improvements Depreciation |     | (21,472,853)             | (20,811,276)             | (20,147,128)             | (19,534,464)             | (18,962,617)             | (18,391,508)                        | (17,809,327)                        |
| Right of Use Assets-Copier Lease                         |     | 49,054                   | -                        | -                        | -                        | -                        | -                                   | -                                   |
| <b>Fixed Assets &amp; Depreciation Total</b>             |     | <b>7,228,507</b>         | <b>7,415,738</b>         | <b>7,145,442</b>         | <b>7,419,242</b>         | <b>7,802,862</b>         | <b>8,348,432</b>                    | <b>8,854,271</b>                    |
| Deferred Outflow of Resources                            |     |                          |                          |                          |                          |                          |                                     |                                     |
| Deferred Outflow of Resources (Pension / OPEB)           |     | 1,371,367                | 1,371,367                | 799,268                  | 537,501                  | 326,977                  | 1,118,214                           | 1,202,782                           |
| <b>Deferred Outflow of Resources Total</b>               |     | <b>1,371,367</b>         | <b>1,371,367</b>         | <b>799,268</b>           | <b>537,501</b>           | <b>326,977</b>           | <b>1,118,214</b>                    | <b>1,202,782</b>                    |
| <b>Total Assets</b>                                      |     | <b>\$ 18,854,688</b>     | <b>\$ 19,690,632</b>     | <b>\$ 20,121,721</b>     | <b>\$ 19,131,048</b>     | <b>\$ 16,828,437</b>     | <b>\$ 11,989,347</b>                | <b>\$ 14,350,027</b>                |
| <b>Liabilities and Net Resources</b>                     |     |                          |                          |                          |                          |                          |                                     |                                     |
| Liabilities  |     |                          |                          |                          |                          |                          |                                     |                                     |
| Current Liabilities                                      |     |                          |                          |                          |                          |                          |                                     |                                     |
| Accounts Payable   | 4   | 520,623                  | 792,812                  | 1,694,198                | 775,122                  | 1,129,467                | 639,061                             | 1,231,145                           |
| Accounts Payable Other                                   |     | 536,230                  | 35,043                   | 11,443                   | 577                      | -                        | -                                   | 470,579                             |
| Current Portion of LTD/Capital Lease                     |     | 49,054                   | -                        | 5,250                    | 11,550                   | 17,850                   | 324,783                             | 216,007                             |
| Guarantee Deposits                                       |     | 43,120                   | 43,487                   | 41,400                   | 27,000                   | 26,900                   | 18,900                              | 24,500                              |
| Payroll Liabilities                                      |     | 196,287                  | 268,192                  | 294,455                  | 361,763                  | 80,388                   | 68,467                              | 139,444                             |
| Accounts Payable Other JLA                               |     | 10,502                   | 88,128                   | 53,384                   | 8,686                    | 19,925                   | 46,863                              | 113,996                             |
| Deferred Income-Fair time                                | 5   | 60,000                   | 10,000                   | 20,000                   | 333,333                  | 336,133                  | 453,317                             | 23,033                              |
| Deferred Income-Interim Events                           | 6   | 68,641                   | 209,243                  | 316,684                  | 208,498                  | 144,309                  | -                                   | 86,229                              |
| Deferred Income-Grants                                   |     | -                        | 61,500                   | -                        | -                        | -                        | -                                   | -                                   |
| <b>Current Liabilities Total</b>                         |     | <b>1,484,456</b>         | <b>1,508,406</b>         | <b>2,436,814</b>         | <b>1,726,529</b>         | <b>1,754,972</b>         | <b>1,551,391</b>                    | <b>2,304,931</b>                    |
| Noncurrent Liabilities                                   |     |                          |                          |                          |                          |                          |                                     |                                     |
| Compensated Absences                                     |     | 114,099                  | 114,099                  | 135,126                  | 185,914                  | 231,503                  | 296,916                             | 448,081                             |
| Long Term Debt (LTD)                                     |     | 1,206,907                | 1,206,907                | 1,206,907                | 1,206,907                | 1,613,557                | 1,433,331                           | 1,091,348                           |
| Net Pension Liability                                    |     | 3,005,829                | 3,005,829                | 3,005,829                | 2,287,691                | 1,654,123                | 4,481,632                           | 3,989,645                           |
| Net OPEB Liability                                       |     | 398,959                  | 398,959                  | 398,959                  | 274,269                  | 597,128                  | -                                   | -                                   |
| <b>Noncurrent Liabilities Total</b>                      |     | <b>4,725,794</b>         | <b>4,725,794</b>         | <b>4,746,821</b>         | <b>3,954,781</b>         | <b>4,096,311</b>         | <b>6,211,879</b>                    | <b>5,529,074</b>                    |
| Deferred Inflow of Resources                             |     |                          |                          |                          |                          |                          |                                     |                                     |
| Deferred Inflow of Resources (Pension / OPEB)            |     | 144,843                  | 144,843                  | 144,843                  | 142,292                  | 806,909                  | 140,279                             | 160,074                             |
| <b>Deferred Inflow of Resources Total</b>                |     | <b>144,843</b>           | <b>144,843</b>           | <b>144,843</b>           | <b>142,292</b>           | <b>806,909</b>           | <b>140,279</b>                      | <b>160,074</b>                      |
| Net Resources  |     |                          |                          |                          |                          |                          |                                     |                                     |
| Net Resources  |     |                          |                          |                          |                          |                          |                                     |                                     |
| Net Resources  |     | 12,996,880               | 12,478,907               | 13,004,014               | 9,915,331                | 3,898,426                | 6,182,086                           | 6,265,244                           |
| Net Resources-JLA  |     | 314,709                  | 314,335                  | 303,432                  | 254,915                  | 187,372                  | 173,862                             | 141,585                             |
| <b>Net Resources Total</b>                               |     | <b>\$ 13,311,589</b>     | <b>\$ 12,793,242</b>     | <b>\$ 13,307,445</b>     | <b>\$ 10,170,246</b>     | <b>\$ 4,085,798</b>      | <b>\$ 6,355,948</b>                 | <b>\$ 6,406,829</b>                 |
| <b>Total Liabilities and Net Resources</b>               |     | <b>\$ 19,666,682</b>     | <b>\$ 19,172,285</b>     | <b>\$ 20,635,924</b>     | <b>\$ 15,993,848</b>     | <b>\$ 10,743,990</b>     | <b>\$ 14,259,497</b>                | <b>\$ 14,400,908</b>                |
| <b>Change in Net Resources (Loss)</b>                    |     | <b>\$ (811,994)</b>      | <b>\$ 518,346</b>        | <b>\$ (514,203)</b>      | <b>\$ 3,137,200</b>      | <b>\$ 6,084,447</b>      | <b>\$ (2,270,149)</b>               | <b>\$ (50,881)</b>                  |
| <b>Total Liabilities, Net Resources, and Change</b>      |     | <b>\$ 18,854,688</b>     | <b>\$ 19,690,632</b>     | <b>\$ 20,121,721</b>     | <b>\$ 19,131,047</b>     | <b>\$ 16,828,437</b>     | <b>\$ 11,989,347</b>                | <b>\$ 14,350,027</b>                |



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

|  | 2025 Budget                   | Year Ended<br>12/31/2025 | Year Ended<br>12/31/2024 | Year Ended<br>12/31/2023 | Audit in Progress<br>Year Ended<br>12/31/2022 | Audit in Progress<br>Year Ended<br>12/31/2021 | Audited<br>Year Ended<br>12/31/2020 | Audited<br>Year Ended<br>12/31/2019 |
|--|-------------------------------|--------------------------|--------------------------|--------------------------|---|---|-------------------------------------|-------------------------------------|
| <b>Programs</b>  |                               |                          |                          |                          |   |   |                                     |                                     |
| <b>Fair (includes parking)</b>                                   |                               |                          |                          |                          |   |   |                                     |                                     |
| Revenue  | 10,181,130                    | 11,108,619               | 13,158,847               | 11,441,774               | 11,724,952                                    | 10,438,061                                    | 752,388                             | 11,307,440                          |
| Expenses   | 7,331,412                     | 7,869,034                | 9,378,856                | 8,046,285                | 6,591,611                                     | 5,262,609                                     | 590,007                             | 7,313,916                           |
| <b>Net Income (Loss)</b>   | <b>2,849,718</b> <sup>1</sup> | <b>3,239,584</b>         | <b>3,779,991</b>         | <b>3,395,489</b>         | <b>5,133,341</b>                              | <b>5,175,452</b>                              | <b>162,382</b>                      | <b>3,993,524</b>                    |
| <b>Interim Events (includes parking)</b>                         |                               |                          |                          |                          |   |   |                                     |                                     |
| Revenue  | 1,663,026                     | 2,280,127                | 1,797,524                | 1,494,875                | 1,479,749                                     | 1,191,059                                     | 1,058,865                           | 1,655,784                           |
| Expenses   | 110,671                       | 578,429                  | 206,261                  | 218,436                  | 280,951                                       | 262,687                                       | 287,039                             | 288,023                             |
| <b>Net Income (Loss)</b>   | <b>1,552,355</b> <sup>2</sup> | <b>1,701,699</b>         | <b>1,591,263</b>         | <b>1,276,439</b>         | <b>1,198,798</b>                              | <b>928,371</b>                                | <b>771,826</b>                      | <b>1,367,761</b>                    |
| <b>Satellite Wagering</b>  |                               |                          |                          |                          |   |   |                                     |                                     |
| Revenue  | 502,531                       | 534,787                  | 505,707                  | 450,394                  | 515,266                                       | 423,622                                       | 858,143                             | 430,019                             |
| Expenses   | 182,154                       | 299,645                  | 380,789                  | 325,964                  | 268,324                                       | 222,179                                       | 438,940                             | 419,797                             |
| <b>Net Income (Loss)</b>   | <b>320,377</b>                | <b>235,142</b>           | <b>124,919</b>           | <b>124,431</b>           | <b>246,942</b>                                | <b>201,444</b>                                | <b>419,202</b>                      | <b>10,221</b>                       |
| <b>Museum</b>  |                               |                          |                          |                          |   |   |                                     |                                     |
| Revenue  | -                             | -                        | -                        | -                        | -   | -   | -                                   | -                                   |
| Expenses   | 54,590                        | 68,709                   | 58,701                   | 51,667                   | 15,031  | 702   | (2,157)                             | 50,203                              |
| <b>Net Income (Loss)</b>   | <b>(54,590)</b>               | <b>(68,709)</b>          | <b>(58,701)</b>          | <b>(51,667)</b>          | <b>(15,031)</b>                               | <b>(702)</b>                                  | <b>2,157</b>                        | <b>(50,203)</b>                     |
| <b>Jr. Livestock Auction</b>                                     |                               |                          |                          |                          |   |   |                                     |                                     |
| Revenue  | 70,000                        | 86,226                   | 69,546                   | 71,956                   | 87,702  | 82,099  | 55,943                              | 55,052                              |
| Expenses   | 70,000                        | 108,301                  | 69,172                   | 61,053                   | 39,185  | 14,556  | 42,433                              | 22,775                              |
| <b>Net Income (Loss)</b>   | <b>-</b>                      | <b>(22,074)</b>          | <b>374</b>               | <b>10,903</b>            | <b>48,517</b>                                 | <b>67,543</b>                                 | <b>13,510</b>                       | <b>32,277</b>                       |
| <b>Net Income from Programs</b>                                  | <b>\$ 4,667,860</b>           | <b>\$ 5,085,641</b>      | <b>\$ 5,437,846</b>      | <b>\$ 4,755,595</b>      | <b>\$ 6,612,567</b>                           | <b>\$ 6,372,107</b>                           | <b>\$ 1,369,077</b>                 | <b>\$ 5,353,580</b>                 |
| <b>Operations Expenses</b>                                       |                               |                          |                          |                          |   |   |                                     |                                     |
| Administration   | 1,975,417                     | 1,901,545                | 1,987,095                | 1,449,511                | 1,363,122                                     | 1,232,511                                     | 1,790,895                           | 2,112,734                           |
| Maintenance, Facilities, Grounds                                 | 3,694,271                     | 3,113,253                | 3,422,836                | 2,659,084                | 2,872,439                                     | 1,687,343                                     | 1,585,398                           | 2,447,317                           |
| <b>Operations Expenses</b>                                       | <b>5,669,688</b>              | <b>5,014,798</b>         | <b>5,409,930</b>         | <b>4,108,595</b>         | <b>4,235,561</b>                              | <b>2,919,855</b>                              | <b>3,376,293</b>                    | <b>4,560,051</b>                    |
| <b>Net Income (Loss) from Programs after Operations Expenses</b> | <b>\$ (1,001,828)</b>         | <b>\$ 70,844</b>         | <b>\$ 27,916</b>         | <b>\$ 647,000</b>        | <b>\$ 2,377,006</b>                           | <b>\$ 3,452,253</b>                           | <b>\$ (2,007,216)</b>               | <b>\$ 793,529</b>                   |
| <b>Non-Operating</b>   |                               |                          |                          |                          |   |   |                                     |                                     |
| Revenue  | 605,000                       | 627,738                  | 640,688                  | 155,123                  | 645,833                                       | 2,501,436                                     | 1,252,940                           | 25,671                              |
| Expenses   | 1,459,358                     | 1,510,576                | 150,257                  | 1,316,325                | (114,360)                                     | (130,759)                                     | 1,515,874                           | 870,082                             |
| <b>Net Income (Loss) from Non-Operating</b>                      | <b>(854,358)</b>              | <b>(882,838)</b>         | <b>490,431</b>           | <b>(1,161,203)</b>       | <b>760,194</b>                                | <b>2,632,194</b>                              | <b>(262,934)</b>                    | <b>(844,410)</b>                    |
| <b>Grand Total Income (Loss)</b>                                 | <b>\$ (1,856,186)</b>         | <b>\$ (811,994)</b>      | <b>\$ 518,346</b>        | <b>\$ (514,203)</b>      | <b>\$ 3,137,200</b>                           | <b>\$ 6,084,447</b>                           | <b>\$ (2,270,149)</b>               | <b>\$ (50,881)</b>                  |



**THE BIG FRESNO FAIR**  
**Income Statement Consolidated**  
**Summary by Program - Monthly**

|  | 25-Jan                | 25-Feb                | 25-Mar                | 25-Apr                | 25-May                | 25-Jun                | 25-Jul                | 25-Aug                | 25-Sep                | 25-Oct              | 25-Nov                | 25-Dec              | 2025 Actuals        | 2025 Budget           | Budget to Actuals Difference |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|---------------------|-----------------------|---------------------|---------------------|-----------------------|------------------------------|
| <b>Programs</b>  |                       |                       |                       |                       |                       |                       |                       |                       |                       |                     |                       |                     |                     |                       |                              |
| Fair Revenue (includes parking)                                  | \$ 61,331             | \$ (222)              | \$ 9,399              | \$ 8,617              | \$ 137,210            | \$ 198,456            | \$ 223,832            | \$ 817,844            | \$ 1,101,240          | \$ 8,395,964        | \$ 334                | \$ 154,614          | \$ 11,108,619       | \$ 10,181,130         | \$ 927,489                   |
| Fair Expense   | 30,540                | 23,722                | 33,157                | 49,043                | 37,112                | 64,690                | 102,074               | 220,219               | 863,256               | 6,117,363           | 271,198               | 56,660              | 7,869,034           | 7,331,412             | 537,622                      |
| <b>Fair Net Income (Loss)</b>                                    | <b>30,791</b>         | <b>(23,944)</b>       | <b>(23,758)</b>       | <b>(40,426)</b>       | <b>100,098</b>        | <b>133,766</b>        | <b>121,758</b>        | <b>597,625</b>        | <b>237,984</b>        | <b>2,278,601</b>    | <b>(270,864)</b>      | <b>97,954</b>       | <b>3,239,585</b>    | <b>2,849,718</b>      | <b>389,867</b>               |
| Interim Events Revenue (includes parking)                        | 57,181                | 133,551               | 468,610               | 118,911               | 171,221               | 90,035                | 82,096                | 55,199                | 33,005                | 29,228              | 232,069               | 809,022             | 2,280,128           | 1,663,026             | 617,102                      |
| Interim Events Expense   | 12,014                | 22,306                | 65,136                | 23,403                | 43,238                | 35,602                | 25,047                | 21,615                | 14,088                | 32,021              | 49,800                | 234,160             | 578,430             | 110,671               | 467,759                      |
| <b>Interim Events Net Income (Loss)</b>                          | <b>45,167</b>         | <b>111,245</b>        | <b>403,474</b>        | <b>95,508</b>         | <b>127,983</b>        | <b>54,433</b>         | <b>57,049</b>         | <b>33,584</b>         | <b>18,917</b>         | <b>(2,793)</b>      | <b>182,269</b>        | <b>574,862</b>      | <b>1,701,698</b>    | <b>1,552,355</b>      | <b>149,343</b>               |
| Satellite Wagering Revenue                                       | 29,104                | 45,072                | 52,185                | 54,248                | 59,805                | 51,766                | 70,946                | 26,558                | 52,257                | 30,827              | 30,462                | 31,558              | 534,788             | 502,531               | 32,257                       |
| Satellite Wagering Expense                                       | 22,043                | 20,646                | 26,718                | 27,752                | 23,201                | 18,603                | 19,157                | 24,180                | 40,674                | 22,017              | 26,150                | 28,503              | 299,644             | 182,154               | 117,490                      |
| <b>Satellite Wagering Net Income (Loss)</b>                      | <b>7,061</b>          | <b>24,426</b>         | <b>25,467</b>         | <b>26,496</b>         | <b>36,604</b>         | <b>33,163</b>         | <b>51,789</b>         | <b>2,378</b>          | <b>11,583</b>         | <b>8,810</b>        | <b>4,312</b>          | <b>3,055</b>        | <b>235,144</b>      | <b>320,377</b>        | <b>(85,233)</b>              |
| Museum Revenue   | -                     | -                     | -                     | -                     | -                     | -                     | -                     | -                     | -                     | -                   | -                     | -                   | -                   | -                     | -                            |
| Museum Expense   | 2,567                 | 1,167                 | 1,070                 | 2,397                 | 1,272                 | 1,148                 | 793                   | 1,821                 | 1,440                 | 52,299              | 502                   | 2,232               | 68,708              | 54,590                | 14,118                       |
| <b>Museum Net Income (Loss)</b>                                  | <b>(2,567)</b>        | <b>(1,167)</b>        | <b>(1,070)</b>        | <b>(2,397)</b>        | <b>(1,272)</b>        | <b>(1,148)</b>        | <b>(793)</b>          | <b>(1,821)</b>        | <b>(1,440)</b>        | <b>(52,299)</b>     | <b>(502)</b>          | <b>(2,232)</b>      | <b>(68,708)</b>     | <b>(54,590)</b>       | <b>(14,118)</b>              |
| Jr. Livestock Auction Revenue                                    | -                     | -                     | -                     | -                     | -                     | -                     | -                     | -                     | -                     | -                   | -                     | 86,226              | 86,226              | 70,000                | 16,226                       |
| Jr. Livestock Auction Expense                                    | 1,459                 | 2,021                 | 215                   | 459                   | 210                   | (60)                  | 750                   | 1,635                 | 3,016                 | 63,289              | 7,350                 | 27,958              | 108,302             | 70,000                | 38,302                       |
| <b>JLA Net Income (Loss)</b>                                     | <b>(1,459)</b>        | <b>(2,021)</b>        | <b>(215)</b>          | <b>(459)</b>          | <b>(210)</b>          | <b>60</b>             | <b>(750)</b>          | <b>(1,635)</b>        | <b>(3,016)</b>        | <b>(63,289)</b>     | <b>(7,350)</b>        | <b>58,268</b>       | <b>(22,076)</b>     | <b>-</b>              | <b>(22,076)</b>              |
| <b>Net Income from Programs</b>                                  | <b>\$ 78,993</b>      | <b>\$ 108,539</b>     | <b>\$ 403,898</b>     | <b>\$ 78,722</b>      | <b>\$ 263,203</b>     | <b>\$ 220,274</b>     | <b>\$ 229,053</b>     | <b>\$ 630,131</b>     | <b>\$ 264,028</b>     | <b>\$ 2,169,030</b> | <b>\$ (92,135)</b>    | <b>\$ 731,907</b>   | <b>\$ 5,085,643</b> | <b>\$ 4,667,860</b>   | <b>\$ 417,783</b>            |
| <b>Operations</b>  |                       |                       |                       |                       |                       |                       |                       |                       |                       |                     |                       |                     |                     |                       |                              |
| Administration Expense   | 162,679               | 143,512               | 136,206               | 143,204               | 120,027               | 128,334               | 167,105               | 158,724               | 179,881               | 237,550             | 133,014               | 191,309             | 1,901,545           | 1,975,417             | (73,872)                     |
| Maintenance, Facilities, Grounds Expense                         | 265,585               | 233,350               | 207,523               | 250,440               | 223,132               | 211,669               | 249,882               | 287,415               | 296,590               | 389,440             | 221,909               | 276,319             | 3,113,254           | 3,694,271             | (581,017)                    |
| <b>Net Income (Loss) from Programs after Operations Expenses</b> | <b>\$ (349,271)</b>   | <b>\$ (268,323)</b>   | <b>\$ 60,169</b>      | <b>\$ (314,922)</b>   | <b>\$ (79,956)</b>    | <b>\$ (119,729)</b>   | <b>\$ (187,934)</b>   | <b>\$ 183,992</b>     | <b>\$ (212,443)</b>   | <b>\$ 1,542,040</b> | <b>\$ (447,058)</b>   | <b>\$ 264,279</b>   | <b>\$ 70,844</b>    | <b>\$ (1,001,828)</b> | <b>\$ 1,072,672</b>          |
| <b>Non-Operating</b>   |                       |                       |                       |                       |                       |                       |                       |                       |                       |                     |                       |                     |                     |                       |                              |
| Non-Operating Revenue  | 24,942                | 21,969                | 24,367                | 24,687                | 22,685                | 22,896                | 43,226                | 21,739                | 24,306                | 247,993             | 23,042                | 125,887             | 627,739             | 605,000               | 22,739                       |
| Non-Operating Expense  | 810,168               | 60,168                | 60,178                | 63,863                | 62,379                | 60,168                | 60,168                | 64,023                | 64,023                | 60,286              | 84,985                | 60,168              | 1,510,577           | 1,459,358             | 51,219                       |
| <b>Non-Operating Net Income (Loss)</b>                           | <b>(785,226)</b>      | <b>(38,199)</b>       | <b>(35,811)</b>       | <b>(39,176)</b>       | <b>(39,694)</b>       | <b>(37,272)</b>       | <b>(16,942)</b>       | <b>(42,284)</b>       | <b>(39,717)</b>       | <b>187,707</b>      | <b>(61,943)</b>       | <b>65,719</b>       | <b>(882,838)</b>    | <b>(854,358)</b>      | <b>(28,480)</b>              |
| <b>Total Net Income (Loss) Monthly</b>                           | <b>(1,134,497)</b>    | <b>(306,522)</b>      | <b>24,358</b>         | <b>(354,098)</b>      | <b>(119,650)</b>      | <b>(157,001)</b>      | <b>(204,876)</b>      | <b>141,708</b>        | <b>(252,160)</b>      | <b>1,729,747</b>    | <b>(509,001)</b>      | <b>329,998</b>      | <b>(811,994)</b>    | <b>(1,856,186)</b>    | <b>1,044,192</b>             |
| <b>Total Net Income (Loss) Cumulative</b>                        | <b>\$ (1,134,497)</b> | <b>\$ (1,441,019)</b> | <b>\$ (1,416,661)</b> | <b>\$ (1,770,759)</b> | <b>\$ (1,890,409)</b> | <b>\$ (2,047,410)</b> | <b>\$ (2,252,286)</b> | <b>\$ (2,110,578)</b> | <b>\$ (2,362,738)</b> | <b>\$ (632,991)</b> | <b>\$ (1,141,992)</b> | <b>\$ (811,994)</b> | <b>\$ (811,994)</b> | <b>\$ (1,856,186)</b> | <b>\$ 1,044,192</b>          |

## **Christina Estrada**

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**To:** Brian Tatarian  
**Subject:** RE: Native American baskets

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**Dear Members of the Friends of the Fair Board of Directors and Chair, Fresno County Historical Museum,**

**The Fresno City & County Historical Society (FCCHS) is writing regarding the current exhibit of Native American baskets and photographs on display at the Fresno County Historical Museum (FCHM). These materials are owned by FCCHS and are presently on loan to the Museum.**

**After review by FCCHS and in consultation with current federal and state law, we must formally notify you that this exhibit does not comply with the requirements of the federal Native American Graves Protection and Repatriation Act (NAGPRA), 25 U.S.C. § 3001 et seq., nor the California Native American Graves Protection and Repatriation Act (CalNAGPRA), California Health & Safety Code § 8010 et seq. As a result, FCCHS must remove these objects from display.**

**Both NAGPRA and CalNAGPRA strictly regulate the possession and exhibition of Native American cultural items, including baskets, photographs, sacred objects, and objects of cultural patrimony. Federal law requires consultation and, where applicable, consent from culturally affiliated tribes prior to exhibition. NAGPRA defines “objects of cultural patrimony” as items having “ongoing historical, traditional, or cultural importance central to the Native American group or culture itself” (25 U.S.C. § 3001(3)(D)) and makes clear that museums may not display such items without proper tribal authorization.**

**Similarly, CalNAGPRA requires that California museums and agencies consult with and defer to tribes regarding the treatment and display of Native American cultural items. State law emphasizes that these items are not simply museum artifacts, but living cultural heritage, and that tribes must be directly involved in decisions regarding their exhibition (Health & Safety Code § 8010(c)).**

**At this time, the exhibit at FCHM was not developed or approved through a tribe-driven process and therefore does not meet the legal standards now in force. The law provides a defined timeline to bring institutions into compliance, and FCCHS’s compliance deadline expires on July 2, 2026. In order to meet our legal obligations, FCCHS must remove the exhibit prior to that date.**

**We respectfully request that a mutually agreeable date prior to July 2, 2026, be scheduled for the FCCHS Archivist to collect all FCCHS-owned objects currently included in this exhibit.**

**We also want to clearly state that these objects remain the sole property of the Fresno City & County Historical Society and are not owned by the Fresno County Historical Museum. FCCHS strongly supports the continued interpretation of Native history at the Museum through lawful and respectful means. We would be pleased to help facilitate a connection with Mr. Bob Pennell of the Table Mountain Tribe, who would be the appropriate contact should the Museum wish to pursue a tribe-led exhibit featuring tribally owned objects and stories presented directly by the Tribe.**

**We also suggest that, during the transition period, temporary signage be installed explaining to the public that this exhibit area is being updated in collaboration with Native partners and will reopen with a new presentation in the future.**

**Thank you for your attention to this matter and for your cooperation as FCCHS works to ensure compliance with the law while supporting meaningful and respectful public education. We look forward to coordinating next steps with you.**



## 2026 Big Fresno Fair | Savings Promotions for Board Approval Updated: 2-11-26

**Overview:** Amid ongoing economic uncertainty, The Big Fresno Fair remains committed to providing accessible, affordable fun for our community. For 2026, we will continue our value-driven approach by offering a range of pre-Fair and Fair-time savings to help ease the cost of attendance. These targeted promotions, including weekday discounts and expanded promotional offerings, are designed to increase value for guests, drive weekday attendance, and support concessionaires, vendors, and sponsors. These same discounts were offered in 2025 and were well received, contributing to strong attendance. Fair Management and Marketing are seeking Board approval to implement these discounts for 2026.

### **FOR REFERENCE:**

#### **Regular Ticket Pricing (Same as 2025)**

- \$15 – General Fair Admission
- \$8 – Senior, Military and Children
- \$48 – Season Pass
- Unlimited Carnival Ride Wristband
  - \$40 Mon – Thurs
  - \$45 Fri – Sun

### **EARLY SAVINGS**

#### **Online BFF Club Discount Ticket Pre-Sale**

April 16 at 10 a.m. – May 10, 2026 at 11:59 p.m.

Only BFF Club members (email subscribers) will receive password for discount during pre-sale. Discount pricing:

- \$12 – General Admission
- \$6 – Senior, Military and Children
- \$38 – Unlimited Carnival Ride Wristband
- \$40 – Season Pass

#### **O'Reilly Auto Parts Discounted Season Pass**

September 1 – October 14

\$40 Season Pass at Central Valley O'Reilly Auto Parts stores (\$8 Discount)

#### **Save Mart & FoodMaxx Discounted Tickets**

September 1 – October 18

- \$12 – General Admission (\$3 Savings)
- \$6 – Senior, Military and Children (\$2 Savings)
- \$38 – Unlimited Carnival Ride Wristband (Up to \$7)

#### **“Pint for a Pass” Blood Drive**

August 25 - October 18

Every donor gets a Buy One, Get One Free Fair Admission Ticket (all price levels)

15,000 Vouchers will be provided



## **FAIR-TIME (AT THE GATE) DISCOUNTS**

### **\$5 Opening Day**

Wed, October 7

Everyone can get into the Fair for just \$5 on opening day to kick off the 2026 Big Fresno Fair. No advance sales, its just \$5 at the gate. Kids 5 and under are free.

### **\$3 Fair Bites**

Thurs, October 8 and Thurs, October 15 from 2 p.m. – 6 p.m.

Food vendors will be required to participate in the \$3 Bites promotion providing at least one \$3 food item.

### **Mon, October 12**

#### **Seniors' Day & Expo**

Seniors 62+ get into the Fair for free until 1:00 p.m. and for half price (\$4) after 1:00 p.m.! Gates soft open at 9:00 a.m. (public promoted time is 10 a.m.) Special Seniors' Lifestyle Expo from 10:00 a.m. – 1:00 p.m. in the Pavilion area, as well as throughout grounds.

#### **Special Interest Day**

Persons with disabilities can enjoy the Fair for free until 1:00 p.m. and for half price (\$4) after 1:00 p.m.! For persons with disabilities; one chaperone permitted with each person requiring assistance. Gates soft open at 9:00 a.m. (public promoted time is 10 a.m.)

### **\$2 "Fans & Followers" Happy Hour Entry**

Tues, October 13

Connect and follow the Fair on Twitter, Facebook, Instagram, and TikTok to get into the Fair for just \$2 from 4 p.m. – 7p.m. on October 7 only. A special barcode will be posted the night before on our social media; show this at the gate during that timeframe and pay only \$2 to get into the Fair!

### **Sun-Maid Kids' Day & \$2 Carnival Rides**

Wed, October 14

On Sun-Maid Kids' Day admission to the Fair is FREE for kids 12 and under with a paid adult admission all day long! Remember, kids 5 and under are always free. Plus, carnival rides are just \$2 per ride all day long!

### **Fill the Need Day benefiting Fresno State's Student Cupboard**

Thurs, October 15

\$6 Admission / split with non-profit

Get into the Fair for just \$6, and half of your ticket purchase will go to support Fresno State's Amendola Family Student Cupboard. Advance ticket sales will be available as well as day of discount purchase at the gate.