



April 14, 2023

TO: Board of Directors
FROM: Lauri King, Chief Executive Officer
SUBJECT: Board of Directors Meeting

The April Board of Directors Meeting has been scheduled for **Tuesday, April 25, 2023 @ 12 Noon.**

The following documents are enclosed:

1. April 25, 2023, Board Agenda
2. Regular Board Meeting Minutes of 03/29/2023
3. Check Register, Statement of Operations and Balance Sheets for March
4. Travel Claims
5. California Dept. of Tax & Fee Administration Letter from CDFA

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



1121 S. Chance Avenue, Fresno, California, 93702-3707
559 650-3247 • FAX 559 650-3226 • www.FresnoFair.com

WFA
MERRILL AWARD WINNER

City of
FRESNO



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

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

BOARD MEETING NOTICE

The Board of Directors of the 21st District Agricultural Association will be holding a regular monthly Fair Board meeting on
TUESDAY, APRIL 25, 2023, at 12 Noon

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

Zoom Option - to participate follow this link.

<https://us02web.zoom.us/j/7339943574?pwd=STljOEYzaUF6TzINb09sVVFYaDM1dz09>

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 or Committee meetings, or in connection with other The Big Fresno Fair ground activities, may request assistance at the Fair Office, 1121 S. Chance Ave., or by calling 559-650-3247, during normal business hours of 9:00 a.m. to 4:00 p.m. Monday through Thursday. Requests should be made one (1) week in advance whenever possible.

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

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

³ Public notices required by Government Code – Section 11125(a) is available for viewing at www.fresnofair.com

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

AGENDA

1. **CALL TO ORDER:**

2. **PLEDGE OF ALLEGIANCE:**

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

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

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

5. **CLOSED SESSION:**

Government Code - Section 11126(e)(2)

a. Pending Litigation:

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

a. Approve Board Minutes:

1. Regular Board Meeting 03/29/2023

7. **ACKNOWLEDGE CONSENT AGENDA:** (colored pages) Item #19 thru Item #150

8. **PUBLIC COMMENT:**

Public comment is a right granted to the public. It is reserved for items that are not listed on the agenda, but under this Board's jurisdiction. Please be informed that public participation under public comment will be limited to five (5) minutes per speaker and in accordance with state law, the Board will not comment or otherwise consider such public comment item for business until and unless such item has been properly listed on the agenda at a future meeting.

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

a. No Report

10. **EXECUTIVE STAFF REPORT:** (*Informational*)

- a. Report on Satellite & Live Horse Racing/CARF Meeting
- b. Report on Interim Events
- c. Report on Exclusive Ticket Pre-Sale
- d. Report on Entertainment
- e. Report on San Joaquin Valley Olive Oil Competition
- f. Report on Facility Assessment
- g. Report on Upcoming Invitation for Bids (IFB's) & Request for Proposals (RFP's)

- h. Report on Survey/Poll for Customer Feedback on Facility Improvements Survey
- i. Report on the HVAC Upgrade for the Museum, Administration and Satellite Buildings

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

- a. Finance Committee
 - Acknowledge March 31, 2023, Check Register in the amount of \$455,652.10.
 - Acknowledge Statement of Operations dated March 31, 2023.
 - Acknowledge Balance Sheet dated March 31, 2023.
- a. Discuss and Review 2023 Fair's Operating Budget

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

- a. Discussion on Strategic Planning

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

- a. Award the Hmong New Year Celebration Contract, IFB #23-001

14. CORRESPONDENCE: *(Informational)*

- a. California Dept. of Tax & Fee Administration (CDTFA) Video F2023-03

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

16. BOARD RECOMMENDATION FOR FUTURE AGENDA ITEMS:

17. FOR YOUR INFORMATION:

Next Board Meeting – May 23, 2023, 12 Noon

18. ADJOURNMENT:

Item #19 thru Item #29 **ACKNOWLEDGE THE FOLLOWING SERVICE AGREEMENTS FOR 2023 FAIR: EXPENSE AGREEMENTS**

Item #	19	23-016	10/04/23 to 10/15/23	Ky Dobson Wagon of Whimsy Agrees to perform 3-4 strolling acts, lasting 30 minutes each during the 2023 Big Fresno Fair.	\$9,900.00
Item #	20	23-017	02/27/23 to 03/06/23	Bryan Parisi As the Parking Supervisor for the Fresno Home and Garden Show shall be responsible for hiring all parking staff, set-up and take-down of parking lots.	\$5,000.00
Item #	21	23-018	10/04/23 to 10/15/23	Brianne Crabtree Agrees to perform three (3) 30-minute stage and/or strolling acts each day of the 2023 Big Fresno Fair.	\$10,800.00
Item #	22	23-019	10/04/23 to 10/15/23	Ray Duey Agrees to perform fruit and vegetable carving each day of the fair from 11:00 am- 8:00 pm, except Wednesday, October 4th and Tuesday, October 10 th during the 2023 Big Fresno Fair.	\$9,900.00
Item #	23	23-020	10/04/23 to 10/15/23	Scarlett Entertainment, Inc. Diahann Hall Agrees to provide two trampolines and one 14' high transparent wall, two (2) athletes to perform three (3) 20-minute sets each day of the 2023 Big Fresno Fair.	\$42,000.00
Item #	24	23-021	10/04/23 to 10/15/23	Retha Crumpton Gold Gulch Mining attraction Agrees to be open from 10:00 am- 7:00 pm each day of the fair late start days-open from 4:00 pm- 7:00pm during the 2023 Big Fresno Fair.	\$10,800.00

Item #	25	23-022	10/04/23 to 10/15/23	Mango & Dango Derrick Gilday or Megan Fontaine Agree to provide three (3) 30-minute strolling sets each day during the 2023 Big Fresno Fair.	\$22,800.00
Item #	26	23-023	10/04/23 to 10/15/23	Fusion Talent Group Sudsy's Handwashing Barn Agrees to provide interactive handwashing barn for 8-10 hours each day during the 2023 Big Fresno Fair.	\$18,000.00
Item #	27	23-024	10/04/23 to 10/15/23	Capitol International Productions Agrees to provide five (5) acrobats performing three (3) to four (4) 25-minute sets each day during the 2023 Big Fresno Fair.	\$15,000.00
Item #	28	23-025	10/04/23 to 10/15/23	Bill Robison/Rob Stuverud Agrees to perform three (3) to four (4) 30-minute strolling acts each day during the 2023 Big Fresno Fair.	\$10,800.00
Item #	29	23-026	10/04/23 to 10/15/23	Matt Holmes Always Carving Agrees to three (3) to four (4) 75-minute chainsaw carvings on each of the following days, October 6, 7, 8, 13, 14, and 15 th during the , 2023 Big Fresno Fair. The show carvings become property of The Big Fresno Fair.	\$9,000.00

Item #30 thru Item #36 **ACKNOWLEDGE THE FOLLOWING SPONSORSHIP AGREEMENT FOR 2023 FAIR: EXPENSE AGREEMENTS**

Item #	30	23-900-S	10/04/23 to 10/15/23	Real Broker- Aram Melikian Aram Melikian Agrees to be the sponsor of Live Horse Racing Daily Trivia.	\$7,500.00
Item #	31	23-902-S	10/04/23 to 10/15/23	T-Mobile Corporate Agrees to be a major sponsor of the 2023 Big Fresno Fair.	\$28,000.00

Item #	32	23-903-S	10/04/23 to 10/15/23	Beverly Hills Innovation Agrees to be an official sponsor of the 2023 Big Fresno Fair.	\$22,500.00
Item #	33	23-905-S	10/04/23 to 10/15/23	Boot Barn Agrees to be the official sponsor of the Pig Races during the 2023 Big Fresno Fair.	\$3,000.00
Item #	34	23-906-S	10/04/23 to 10/15/23	iHeart Radio Fresno Agrees to be an official sponsor of the 4.0 & Above Program during the 2023 Big Fresno Fair.	Trade Value
Item #	35	23-908-S	10/04/23 to 10/15/23	New Era Satellite (DirecTV) Agrees to be an Official Sponsor of the 2023 Big Fresno Fair.	\$25,000.00
Item #	36	23-909-S	10/04/23 to 10/15/23	Pacific Gas and Electric Brian Honebein Agrees to be an Official Sponsor of the 2023 Big Fresno Fair.	\$10,000.00

Item #37 thru Item #48 **ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENTS FOR 2023 FAIR: REVENUE AGREEMENTS**

Item #	37	3/22/23	JD Food	Luncheon Turf Club	\$500.00
Item #	38	4/21/23 to 4/23/23	Fine Art Fandom DBA Amazing Art Expo c/o John McIntire	Disney Art Show Ag Building Commerce	\$6,740.00
Item #	39	4/22/23	The County of Fresno Board of Supevisors	Fresno Kidsfest 2023 Table Mountain Rancheria Park	\$0.00
Item #	40	5/11/23 to 5/14/23	Butler Amusements Andrea Stillwell	May Carnival 2023 Carnival Lot	10% of Ride Sales after \$85,000.00
Item #	41	5/26/23 to 5/29/23	Xtreme Backyards	Spa & Hot Tub Sale Industry Commerce	\$7,776.00

Item #	42	5/27/23	Ellie Rodriguez	What-a-Drag Wrestling Industrial Education	\$2,270.00
Item #	43	6/17/23 to 6/18/23	Sanjay Singh	Dirt AutoCross Infield	\$2,700.00
Item #	44	8/26/23	CaliCreaming Sean Singh	Car Show Carnival Lot	\$3,144.00
Item #	45	11/25/23	Tiare Vazquez	Quinceañera Industrial Education	\$3,056.00
Item #	46	12/1/23	Centro Binacional para el Desarrollo (CBDIO)	Celebrating 30 Years Industrial Education	\$2,307.50
Item #	47	12/2/23	National Treasury Employees Union Marcella Gutierrez	Christmas Party Junior Exhibits	\$3,686.00
Item #	48	12/8/23	Alicia Maritano	Church Event Industrial Education	\$3,080.00
Item #49 thru	Item #55	<u>ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENT FOR 2024: REVENUE AGREEMENTS</u>			
Item #	49	2/10/24	CCDC-JACL c/o Dale Ikeda	Japanese Day of Remembrance Fresno County Historical Museum	\$655.00
Item #	50	2/24/24	Blasni Gonzalez	Wedding Industrial Education	\$2,777.00
Item #	51	3/9/24	Alberto Lopez	Birthday Party Industrial Education	\$2,755.00
Item #	52	3/16/24	Little Luvs, Inc. c/o Melissa Cerro	Little Luvs Industry Commerce	\$4,826.75

Item #	53	4/13/24	Lorenia Torres	Wedding	\$2,292.50
				Table Mountain Rancheria Park	
Item #	54	2/17/24 to 2/18/24	Central Valley Australian Shepherd Club Denise Creelman	Australian Shepherd Dog Show Livestock Arena	\$850.00
Item #	55	5/25/24 to 5/27/24	Diehardz c/o Pete Salazar	Omega Con Ag Building Commerce	\$13,541.00
Item #56 thru		Item #149	<u>ACKNOWLEDGE THE FOLLOWING CONCESSION/ COMMERCIAL AGREEMENTS FOR 2023 REVENUE AGREEMENTS</u>		
Item #	56		Suds & Floats Randy & Katie Harlan	Sale of Ice Cream Floats and Iced Coffee.	25% Spring Home & Garden Show
Item #	57		Comfy Food Truck Justin Dukes	Sale of Specialty Items and Beverages.	25% Cen Cal Truck Show
Item #	58		Mariscos Las Brisas 2 Josue Reyes	Sale of Shrimp Cocktails, Fish Ceviche, Aguachiles, Oysters, Shrimp Tostadas, and Drinks.	25% Cen Cal Truck Show
Item #	59		Mariscos Las Brisas 2 Josue Reyes	Sale of Shrimp Cocktails, Fish Ceviche, Aguachiles, Oysters, Shrimp Tostadas, and Drinks.	25% Frenchie Dog Expo
Item #	60		A Taste of Paradise	Sale of Shaved Ice	25%
Item #	61		Aurora's Authentica Comida Mexicana	Sale of Mexican Food	27.5%
Item #	62		Big Jim's Concessions	Sale of Churros	25%
Item #	63		Brian's Concessions	Sale of Cotton Candy & Candy Apples	25%

Item #	64	Chicken Charlie's Enterprises	Sale of Fried Chicken	25%
Item #	65	Country Fair Cinnamon Rolls-D&D	Sale of Cinnamon Rolls	25%
Item #	66	Country Fair Cinnamon Rolls-E&A	Sale of Cinnamon Rolls	25%
Item #	67	Country Fair Cinnamon Rolls-W&R	Sale of Cinnamon Rolls	25%
Item #	68	Extreme Food& Beverage	Sale of Lobster Fries, Fish and Calamari	25%
Item #	69	Fairtime Fudge	Sale of Fudge & Candies	25%
Item #	70	Fairtime Fudge	Sale of Fudge & Candies	25%
Item #	71	Fairtime Fudge - Licorice	Sale of Licorice Ropes in a Variety of Flavors	25%
Item #	72	Fruit Caboose, Inc.	Sale of Ice Cream	25%
Item #	73	JLQ Concessions	Sale of Mexican Food	25%
Item #	74	JLQ Concessions	Sale of Fruit & Aguas	25%
Item #	75	Joe Mestmaker Enterprises	Sale of Fried Cheese, Fried Veggies & Fried Food	25%
Item #	76	Lawson Concessions	Sale of Corn Dogs and Fries	32%
Item #	77	MBM Concessions	Sale of Funnel Cakes	25%
Item #	78	Milo And Son Enterprises, Inc.	Sale of Corndogs	32%
Item #	79	Milo And Son Enterprises, Inc.	Sale of Pizza	25%
Item #	80	Red & White Concessions	Sale of Corn Dogs	32%
Item #	81	Ryan Needham Concessions	Sale of Dole Whip Ice Cream	25%

Item #	82	Ryan Needham Concessions	Sale of Sandwiches, french fries, chicken tenderloins.	25%
Item #	83	Ryan Needham Concessions	Sale of Soft Serve Ice Cream	25%
Item #	84	Seven Palms, Inc.	Sale of Indian Tacos	25%
Item #	85	Sharp Concepts dba Garlicky's	Sale of Pizza (Garlicky's)	25%
Item #	86	Sharp Concepts dba Good Ol' Burgers	Sale of Hamburgers	25%
Item #	87	Space Age Food Concession	Sale of Corndogs	32%
Item #	88	Suck It Up Concessions	Sale of Soft Serve Ice Cream	25%
Item #	89	Texas Twister Drink	Sale of Fruit Drinks	25%
Item #	90	The Original Soft Taco	Sale of Soft Rolled Tacos	25%
Item #	91	The Sleek Greek	Sale of Greek Food	25%
Item #	92	Timbo's	Sale of Jerky, Meat Sticks, Pickles & Bottled Water	25%
Item #	93	Tony's Concessions	Sale of Cotton Candy & Candied Apples	25%
Item #	94	T's Concessions	Sale of Corndogs	32%
Item #	95	W2G Fairs and Festivals	Sale of Gelato & Milkshakes	25%
Item #	96	West Coast Concessions Fairs, Inc.	Sale of BBQ	25%
Item #	97	West Coast Concessions Fairs, Inc.	Sale of Churros	25%
Item #	98	West Coast Concessions Fairs, Inc.	Sale of Churros	25%
Item #	99	West Coast Concessions Fairs, Inc.	Sale of Churros	25%
Item #	100	West Coast Weenies	Sale of Corndogs & Hotdogs	32%

Item #	101	West Coast Weenies	Sale of Hamburgers	25%
Item #	102	WG Concessions	Sale of Funnel Cakes	25%
Item #	103	3p Enterprise LLC dba Aloha Pearl and Gem	Sale of Hawaiian Jewelry and Pearls in Clams, Tungsten, Natural Stone and Jade	\$3,000.00
Item #	104	Action Promotions	Sale of Jewelry, Crystal Prisms, Pewter Pendants, Art Glass Earrings	\$2,750.00
Item #	105	AK Name Rings	Sale of Custome Engraved Name Rings	\$1,800.00
Item #	106	AK Name Rings	Sale of Custome Engraved Name Rings	\$1,500.00
Item #	107	Black And White Art Studio	Sale of 11x17 Hand-Drawn Pictures by Charcoal Pencil	\$2,000.00
Item #	108	Buirchwood Construction	Display of Window & Patio Cover Advertisements, Sliding Glass Doors & Patio Door	\$1,500.00
Item #	109	California Solutions CBD	Sale of CBD Products and Natural Products without CBD	\$1,500.00
Item #	110	Cellular Innovations	Sale of Phone Assessories	\$3,500.00
Item #	111	Cellular Innovations	Sale of Phone Assessories	\$3,500.00
Item #	112	Cutco Cutlery	Sale of Cutlery, Culinary Tools, BBQ & Garden Tools, Scissors and Sporting Knives	\$7,000.00
Item #	113	Delicious Dips	Sale of Dip Packets	\$2,000.00
Item #	114	Erkin Henna Body Art	Sale of Henna Body Art	\$1,800.00
Item #	115	Erond Sports	Sale of Sports Team Merchandise	\$3,000.00
Item #	116	Fun 4 a Day	Sale of Climbs on Rock Wall	15%
Item #	117	Fun 4 a Day	Sale of Play on Walk on Water	15%
Item #	118	Fun 4 a Day	Sale of Rides on Power Jump Bungee	15%

Item #	119	Glam Ma's Bowtique	Sale of Hair Bows, Scrunchies, Headbands, Children's Shoes, Clothing and Purses	\$3,000.00
Item #	120	Glittery, LLC	Sale of Face Painting	\$5,400.00
Item #	121	Glittery, LLC	Sale of Edible Glitter and Cosmetic Glitter Products	\$2,000.00
Item #	122	H & H Brands/Campfire Foods	Sale of 30 Second Salsa	\$2,000.00
Item #	123	H & W Co.	Sale of Handmade Leather Crafts in Various Animals or Flowers Styles	\$2,000.00
Item #	124	Happy Day Pony Ride	Sale of Pony Rides and Photos	\$5,400.00
Item #	125	Health Wrist Band USA	Sale of Magnetic Jewelry	\$2,000.00
Item #	126	Hidey Style LLC	Sale of Socks	\$1,500.00
Item #	127	Indo Craft	Sale of Hawaiian Clothing and Wooden Hawaiian and Beach Signs	\$3,600.00
Item #	128	Is It Real dba That's A Good Name	Sale of Wooden Picture Frames.	\$2,000.00
Item #	129	Janitorial Outlet	Sale of CJ's Ring Away, CJ's Green Cream, CJ's Mildew Stain Remover, Mop kit etc	\$1,500.00
Item #	130	JEM Restaurant Management dba Wendy's/KFC	Display of Information for Employment Opportunities/Turkey Sales, Spinning Wheel	\$1,500.00
Item #	131	Khausak Imports	Sale of Import Clothing & Toys	\$3,500.00
Item #	132	Khausak Imports	Sale of Import Clothing & Toys	\$1,800.00
Item #	133	Lakeside Products, Inc.	Sale of Scissors, Magnifiers, Personal Care Items, Small Tools and Tweezers	\$3,500.00
Item #	134	Lea's Chinese Gifts	Sale of Chinese Gift Items, Feng Shui Items, Good Luck Items	\$2,000.00

Item #	135	M & E Sales	Sale of Outdoor Patio Umbrellas and 3-Wheel Electric Scooters	\$4,500.00
Item #	136	Mary Kay Products	Display of Mary Kay Products	\$2,000.00
Item #	137	New England Leatherworks	Sale of Leather Products	\$3,000.00
Item #	138	Oh Wow Cycles	Sale of Electric Cycles and Accessories	\$3,500.00
Item #	139	Payton Photos	Sale of Black and White Photos	\$3,600.00
Item #	140	Pedroza Arts	Sale of Henna Art, Jewelry, Mexican Products, Toys	\$3,600.00
Item #	141	Randy's Pet Supply	Sale of Embroidered Pet Collars, Pet Tags, Assorted Pet Supplies	\$3,600.00
Item #	142	Right To Life Of Central California	Display of Brochures on Fetal Development, Abortion Consequences	\$1,500.00
Item #	143	Sandy & David Hall dba Sassy Diamond Diva	Sale of Paparazzi Jewelry	\$3,000.00
Item #	144	Skywolf's Gallery	Sale of Native American Crafted Jewelry, Southwestern Style Jewelry	\$3,500.00
Item #	145	Sports Card Emporium	Sale of Sports Items and Collectibles	\$2,000.00
Item #	146	Stitching Dreams	Sale of Custom Embroidery on Hats, Aprons, Sweatshirts, Shirts	\$3,600.00
Item #	147	Sundance Engraving	Sale of Personalized Photo Keychains, Posters, Phone Cases, Magnets	\$3,600.00
Item #	148	Uptown Enterprises	B&W/Color Photo Strips	\$3,600.00
Item #	149	Yosemite Sign Company	Sale of Carved Wood Signs	\$3,600.00

Item #150 **Acknowledge Expense Claims**

TRAVEL EXPENSE CLAIMS

JANUARYMARCH 2023

Travel	Frank Flores	Traveled to Reno, Nevada for the 2023 WFA Convention, January 15-19 th Claiming mileage and hotel.	\$1,050.31
Travel	Lauri King	Traveled to CDFA Headquarters in Sacramento CA on March 23, 2023 to attend the CEO Collaborative Exchange Meeting. Lunch was provided. Employee claiming per diem, parking fee and mileage.	\$287.69

**MINUTES
21ST DISTRICT AGRICULTURAL ASSOCIATION
BIG FRESNO FAIR
BOARD OF DIRECTORS MEETING
MARCH 29, 2023, AT 12:00 PM**

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

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

ITEM #1. CALL TO ORDER:

The meeting was called to order at 12:00 p.m. by President Gonsalves. Those in attendance were President Terry Gonsalves, Vice President Gary Chahil, Directors Frank Flores, Jerry Pacheco, Chuck Riojas and Larry Salinas, Chief Executive Officer Lauri King. Director Riojas had to leave the meeting early. Directors Linda Mae Balakian Hunsucker and Director Annalisa Perea were excused absences.

ITEM #2. PLEDGE OF ALLEGIANCE:

Satellite Supervisor Ruben Gastelo opened the meeting by leading the Pledge of Allegiance.

ITEM #3. INTRODUCTION OF STAFF AND GUESTS:

Chief Executive Officer King introduced staff: AGPA Christina Estrada, Satellite Supervisor Ruben Gastelo and via Zoom Danielle Griffin with Cohen Communications, Deputy Secretary Michael Flores, Chief Counsel Haig Baghdassarian & Brandi Gragg with CDFA, Events Coordinator Taylor Childers, Accounting Supervisor Cinnamon Howell.

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

President Gonsalves called roll and a full quorum was declared.

ITEM #5. CLOSED SESSION:

Government Code - Section 11126(e)(2)

a. Pending Litigation:

The meeting reconvened in open session at 1:15pm; President Gonsalves stated there is no action to report.

ITEM #6. MINUTES: (Action by the Board)

A. Approve Board Minutes:

1. Regular Board Meeting 2/28/2023

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

Director Salinas made two corrections to the minutes on page 1 on Satellite racing should be handicapping contest, and on the same page changing possibility. On page 4 Director Salinas asked about the financial audit vs the compliance.

Roll Call Vote:

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

ITEM #7. ACKNOWLEDGE CONSENT AGENDA (COLORED PAGES) ITEM #19 THRU ITEM #47:

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

Director Salinas asked a question on page 1 of the consent agenda if it should be 2023 Fair or 2022 Fair. It should have been the 2023 Fair.

Director Riojas left the meeting at 1:20pm

Roll Call Vote:

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

ITEM #8. PUBLIC COMMENT:

None

ITEM #9. PROGRAM REPORT: (Informational)

a. No Report

ITEM #10. EXECUTIVE STAFF REPORT: (Informational)

a. Report on Satellite Racing/CARF Meeting:

Satellite Supervisor Ruben Gastelo reported that for the year Satellite is almost even. For March the handle is up \$55,500 and as we get into the big stake's races people are coming out more. On March 18th we had 81 Satellite patrons out for our handicapping contest, which they really liked, and we are planning on having more throughout the year. Satellite will be moving back to the grandstand at the end of April for the triple crown series.

Director Flores asked where on the grandstand will satellite be moving to? Satellite Supervisor Ruben Gastelo explained that they will be moving to the south end of the 2nd floor. Director Pacheco asked how moving back to the grandstand would affect the asphalt project. Ruben explained that it will not; patrons will park on the track or in the chance lot and be shuttled by golf carts. Director Pacheco just wanted to be sure we did not hold up the asphalt project.

b. Report on Interim Events:

Satellite Supervisor Ruben Gastelo reported that Taylor Childers has been very busy. April is booked up and she is continuing to book more events for April. This weekend we have the mutts in motion

show, and they have a lot of RVs. CEO King explained that all RV reservations have been taken online and it is a very smooth process.

Taylor worked with Victor to get the reservations and payments set up online in the ticketing system. Ruben also reported that every 3rd Saturday of the Month starting in April we will have the museum open to the public. He also reported that we have four events schedule in the museum for April. Directors Pacheco and Salinas asked if there was a tour guide for the museum events. Ruben stated that Tyler is our docent and tour guide for activities in the Museum.

c. Report on Exclusive Ticket Pre-Sales:

CEO Lauri King reported that our pre-sale flash sale for our fan club members was from March 7-17. We sold admission at a \$2 savings and season passes with \$8 savings. We sold 67 in admission and 25 season passes. Not a huge number of tickets sold but still always a great way to stay on our guest's minds. These sales were all online.

d. Report on Asphalt Project:

CEO King reported that the asphalt bids came in about \$300,000 less than we had expected. We are working with California Construction Authority, and they have been great. The company that won is Toasted Asphalt and they are a local company. With the savings we may look at doing another asphalt bid to pave the gate 7 area. We are also going to look at adding a few small areas to the project that are around the current project.

e. Report on Activation as a County Evacuation Site/Resource Center by OES & FEMS:

CEO King reported that the Fairgrounds was activated as a County Animal Evacuation site and as a resource center by FEMA. Currently, we are not housing any animals for the County, but we will if the need arises again. We currently have 53 trailers in the Chance parking lot and will be ready if the Red Cross needs to activate us as a center. Director Pacheco asked what the trailers are intended for, CEO King explained they housed all the supplies from water and bedding to meals. Director Flores asked if we had animals. CEO King stated we do not have animals, they have all gone home.

f. Report on Upcoming Invitation for Bids (IFB's) & Request for Proposals (RFP's):

CEO King reported that this is an item that will stay on the agenda to keep the Board aware of what contracts need to go out to bid. A list of

potential RFPs or IFBs was passed out. The first on the list is the Carnival contract. CEO King stated that Sarah Pelle from Fair and Expositions confirm that the Fair can send a letter of interest to all carnivals on the CFSA Master Insurance list. If any carnival is interested in our contract, they will send a letter to the Fair indicating their interest. CEO Kings stated that her understanding from her discussions with Sarah Pelle is that if we only get one carnival interested via the interest letter then we can negotiate with that carnival and not go through the RFP process.

Currently the Hmong New Celebration IFB is out, and we are accepting proposals. They are due back April 10th. The Sound RFP will go out next week and the rest is a list in no particular order of RFPs to be written. Director Pacheco asked what is number 7. CEO King explained that our contract is currently up with our media and marketing provider. Director Pacheco asked if that was Cohen Communications and CEO King stated yes and I'm asking Fairs and Expos if the same process for carnival bidding can be done on a contract like the media and marketing.

ITEM #11. COMMITTEE REPORTS: (Action by the Board)

A. Finance Committee:

- Acknowledge February 28, 2023, Check Register in the amount of \$884,721.08:

MSP (Flores - Chahil) to approve the Check Registers. The vote was unanimous.

Director Salinas asked regarding the checks written to David Nalchajian Inc. in February. What is the \$11,000 check. CEO King stated that is his monthly retainer as our sponsorship coordinator. Director Salinas stated that is \$132,000 per year at \$11,000 per month. Director Salinas also asked about the checks for \$200,870 and \$21,162, if those are in addition to the monthly retainer. CEO King explained that he has a monthly retained and that she will send the breakdown of the sponsorship invoice which breaks it down very nicely and is easy to read. DNI's contract reads that he gets 20% of all sponsorship brought to the Fair. For DNI to function throughout the year we pay a monthly retainer and the amount we pay then comes off of the 20%. The monthly retained is not in addition to the 20% commission.

Director Salinas also asked about the employee garnishment. CEO King explained that is child support or taxes that an employee owes the State or Federal. The Fair takes the money from the employees' check and it is then paid to the correct agency. Director Pacheco said it causes the Fair to have more paperwork

which is correct. Director Salinas said he had not seen this before and CEO King explained that by pulling the check register in a different way from the system we are providing the Board with more information, which includes electronic transfers.

Director Pacheco had a follow-up question regarding the DNI's contract; on his deal we do not pay him a monthly fee. CEO King confirmed that we do pay a monthly retainer, but it comes off the 20% commission he earns. The more money he makes for the Fair the more he makes for himself. We do not pay him a monthly retainer in addition to 20%.

Director Salinas wanted to clarify that he is not saying that Nalchajian is not doing great work, he just wanted more information on the checks written. Director Pacheco asked if David Nalchajian only works for the Big Fresno Fair. CEO King stated no, he has multiple clients. Director Pacheco asked if he still promotes Valley Children's Hospital, which CEO King explained that he was not seeking sponsorship for Valley Children's Hospital, he was on the Board of Directors for the non-profit arm of the hospital and on that Board, you are required to either raise a certain amount or donate.

Director Chahil commented that it was on the DNI sponsorship presentation that David did and listed the other entities he works with. King confirmed that he works with the Big Fresno Fair, The Madera District Fair and the Merced County Fair. Nalchajian was involved with the Fresno Food Expo when Mayor Ashley Swearingin started that project. President Gonsalves asked if sponsors pay once a year. CEO King explained that some are on a payment plan, broken out in multiple payments. Each agreement is different.

Roll Call Vote:

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

- Acknowledge Statement of Operations dated February 28, 2023:

MSP (Pacheco - Chahil) to approve the Statement of Operations. The vote was unanimous.

Director Pacheco stated that he feels that there is something wrong with our accounting system. Directors think that there is all this money, \$9 million and then some big bills from Fair time come and take a big chunk of the money. That we could take a \$2 million swing with bills and the asphalt and that's a lot. We can afford it but it's a lot and the finances are not accurate; we need to be more current.

Director Flores thinks that if these guys are supposed to bill us for October and November and not billing us until February then that is not ok either. CEO King explained that on some invoices like the City Policing bill we are at their mercy and have to wait until they get it to us but that we do build amounts into Accounts Payable to try to get an accurate accounting and know that we have these bills coming. Director Pacheco asked if there is a way to say we are looking at this as a profit, but we will have x amounts of money that will still need to go out. But remember we might still have this much out.

Director Chahil said that perhaps the board would like to see liabilities that will be coming out. CEO King reported that the liabilities listed on the balance sheet include items that still need to be paid. President Gonsalves said that he pulled the December Balance sheet, and the liabilities was over a million and currently it is at \$600,000 so that is a lot that has been paid and changed. CEO King explained a lot of the payable is the solar panel payments that we have not paid. We code the payment to accounts payable each month and know we will owe it but have not made a payment and we are waiting until they reach out or answer us to renegotiate the terms of the agreement. CEO King said that we can put the liabilities in the accounting summary for more information and would look at the accounts payable to see what else is there.

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

- Acknowledge Balance Sheet dated February 28, 2023:

MSP (Chahil - Flores) to approve the Balance Sheet date. The vote was unanimous.

Roll Call Vote:

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

a. Update on 2023 STOP

CEO King reported that the 2022 STOP is in Sacramento and we are waiting for their review. Once it is final, we will send it to the Board.

CEO King also reported that in February director Flores asked about the threshold of account balance limits to not be charged banking fees. CEO King explained she worked with the Bank and provided an analysis of what the bank fees are, the balance required to avoid the fee and finally interest earned to maintain the balance. We are still \$21,000 roughly ahead by getting the interest on the money market vs keeping the required balances for no fees. All our bank fees are dependent on money in and money out and how much activity we have. The Fair is still money ahead by having more in the money market account vs keeping limits to avoid fees. Fees that we pay are for positive pay, remote deposit, fraud detection and such. We are very happy with our Bank, being with a Community Bank is a benefit for us. Director Chahil asked if employees bank with the same bank; CEO King stated she did not know, there's not an employee program currently. CEO King asked Director Flores and Salinas if this answered their questions.

CEO King also reported that she's been reaching out to the audit office in Sacramento since December to schedule our financial audits for 2021 and 2022. We need to catch up from COVID by doing two years. The Audit office indicated that they would be unable to provide that service this year and that we would need to find a firm to perform our audit. Director Flores wanted to know our procedure for searching for a firm; CEO King said we would draft an RFP. King reported that this would be the first time CDFA and the Audit office would not be doing our financial audit.

Director Pacheco said that he felt it was a good thing to bring in a new firm with a different perspective. CEO King explained the only thing she's nervous about is the Audit Office also audit leave balances, travel claims and such items as a check and balance.

ITEM #12. OLD BUSINESS: (Informational/Action by the Board)

a. Discussion on possible cashless options:

King explained that she is working with the kiosks cash to card transfers, and we should have them for the Fair. She also reported that we used the new ticketing system in the parking lots during the Home Show and that people loved being able to pay with a credit card in the parking lots. That it worked well. Currently the systems do not have a sim card and we are working with Etix to get these by October. Satellite Supervisor Ruben Gastelo said that the sellers and lot managers liked using the product. Director Flores said that he checked it out during the home show and the only problem he saw was that the lines of the cars going into the lots. Director Pacheco asked if someone from the office would go to check in and see how it was going. Ruben stated he and Taylor were out in the lots every hour and Bryan was giving feedback.

b. Discussion on Strategic Planning

CEO King reported that she failed to follow up on dates for the strategic planning. She asked if the Board would like to get through current hurdles and then tackle the planning in the summer.

ITEM #13. NEW BUSINESS: (Action by the Board)

a. Discussion on formation of Committees:

President Gonsalves stated that he would like to move Director Pacheco to the MOU Committee and President Gonsalves would serve as an alternative. He would also like to form an Entertainment Committee with Directors Chahil and Salinas. President Gonsalves also stated that we have the finance committee that is Director Flores and me. CEO King asked to also have a Policy Committee and that she had asked Director Perea to assist and President Gonsalves.

b. Discussion on Future Board Meeting Dates:

President Gonsalves indicated that at this time there will not be a meeting chance.

ITEM #14. CORRESPONDANCE: (Informational)

None

ITEM #15. MANAGER'S UPDATE: (Informational)

Chief Executive Officer King reported on Sponsorships, Entertainment, New Projects, and Improvements.

- CEO King reported that there's an excess lodging rate included in one of her travel claims. The State hotel room rate for Sacramento is \$95 per night. It is next to impossible to stay for \$95 and we are trying to comply, but finding a room at that rate was difficult. I stayed in an area of town that I had never stayed in before and it was to say the least a scary experience. The room was still over the \$95 but was not somewhere that she was comfortable and feared for her safety. CEO King wanted the Board to be aware that she was trying to stay at that rate but that it is difficult to find rooms. The Board voiced their concerns and are in support of hotels that are near the WFA office and in a safe location for CEO King to stay.
- CEO King reported that we would wait to give the Vision and Focus report in 2023 until the next meeting when we had a full Board.
- CEO King reported on the entertainment that has been booked. The Offspring is close to confirming, we have confirmed En Vogue and Exposes, made an offer on the tribute band Hair Ball, offer on Danny Gokey and Ryan Stevenson for Christian, confirmed with Midland and we will go on sale soon, The Beach Boys confirmed and there's an offer on Country, Gary Allen and NAV who would be young rap. CEO King wanted to discuss the opportunity of partnering with KMJ on a show again. There was discussion with the Board, and they were in favor of looking at a partnership again. Director Cahil asked about comedy; CEO King explained that comedy has been difficult this year. Director Salinas recommended looking at Russell Peters and Brad Upton.
- CEO King reported that she is still working on policy development.

ITEM #16. BOARD RECOMMENDATION FOR FUTURE AGENDA ITEMS:

Director Flores asked that HVAC upgrade be on the next agenda. Director Salinas asked if there were any plans to do restroom improvements. There was discussion and the Board is interested in using funds to upgrade the restrooms. Discussion continued with infrastructure repairs that are needed for our facility. Director Salinas asked if we could do a questionnaire on our website asking for the Top 5 improvements for the Fair.

Director Flores discussed grant funding that is available for indoor air quality and that he is working on obtaining assistance. Danielle Griffin from Cohen Communications reported that she and her team can work on a survey asking our Fair Fans what they see our needs at the Fair. CEO King reviewed the new asphalt paving footprint.

Director Pacheco brought up concerns about the Table Mountain Park Area and being sure that it is structurally safe and sound. We will have Nick give a report on this item at the next Board meeting.

ITEM #17. FOR YOUR INFORMATION:

Next Board Meeting – April 25, 2023, 12 Noon

ITEM #18. ADJOURNMENT:

The Board Meeting adjourned at 2:53p.m.

Respectfully Submitted,

Lauri King
Chief Executive Officer

Terry Gonsalves, President
Board of Directors

March 2023 Check Register

Payment Date	Vendor Description	Reference	Invoice Description	Invoice Amount	Check Total
3/1/2023	EMPLOYMENT DEVELOPMENT DEPARTM	2023118	SIT Deposit 2/26/2023	\$1,269.25	\$1,269.25
3/1/2023	EMPLOYMENT DEVELOPMENT DEPARTM	2023119	SDI Deposit 2/28/2023	\$28.84	\$28.84
3/1/2023	STATE DISBURSEMENT UNIT	2023120	Employee Garnishment	\$188.00	
3/1/2023	STATE DISBURSEMENT UNIT	2023120	Employee Garnishment	\$278.00	
3/1/2023	STATE DISBURSEMENT UNIT	2023120	Employee Garnishment	\$12.50	
3/1/2023	STATE DISBURSEMENT UNIT	2023120	Employee Garnishment	\$146.45	
3/1/2023	STATE DISBURSEMENT UNIT	2023120	Employee Garnishment	\$299.18	\$924.13
3/2/2023	CALPERS - HCF	2023144	March Blue Shield	\$2,190.79	\$2,190.79
3/2/2023	CALPERS - HCF	2023145	March United Health Care	\$2,525.16	\$2,525.16
3/2/2023	Central Valley Community Bank	2023125	Monthly Discount - OP	\$606.12	\$606.12
3/3/2023	CALPERS - HCF	2023146	March PERS Gold Basic	\$5,516.00	\$5,516.00
3/3/2023	CALPERS - HCF	2023143	March Kaiser Insurance	\$1,705.36	\$1,705.36
3/3/2023	CALPERS - HCF	2023140	December PERS Gold Basic	\$650.38	\$650.38
3/3/2023	CALPERS - HCF	2023138	March Admin Fees 2023	\$7.15	\$7.15
3/3/2023	CALPERS - HCF	2023139	March Admin Fees 2023	\$39.39	\$39.39
3/8/2023	A-1 NATIONAL FENCE / FAMICO CORPOR	4285	Install fence/Barbed Wire/Gate Posts- GA	\$3,062.00	\$3,062.00
3/8/2023	ADVANCED SPECIALTY CLEANING, INC.	4286	Office Janitorial Service - March	\$298.00	\$298.00
3/8/2023	Amazon Business	4287	TONER	\$70.20	\$70.20
3/8/2023	CALIFORNIA BUSINESS MACHINES, INC.	4288	Overage Charges 1/23-02/22	\$142.71	\$142.71
3/8/2023	COMCAST	4289	8155 50 029 6815462, 2/24-03/23	\$328.66	
3/8/2023	COMCAST	4289	8155 50 029 6816783, 2/24-03/23	\$481.15	\$809.81
3/8/2023	DELTA DENTAL PLAN OF CALIFORNIA	4290	05-R10114600000 March 2023	\$640.06	
3/8/2023	DELTA DENTAL PLAN OF CALIFORNIA	4290	05-R10134700000 March 2023	\$135.88	\$775.94
3/8/2023	Department of Public Health	4291	FA00170762 Permit	\$599.00	\$599.00
3/8/2023	DUNN-EDWARDS CORPORATION	4292	ACRI-HUES EXT FL BASE - MAJOLICA EARTH	\$73.98	\$73.98
3/8/2023	FRESNO COUNTY PRIVATE SECURITY	4293	February NIGHT WATCHMAN/GUARD	\$13,224.00	\$13,224.00
3/8/2023	HOME DEPOT CREDIT SERVICES	4294	6035322002744278 2/26	\$1,149.16	\$1,149.16
3/8/2023	INTERNATIONAL UNION OF OPERATING E	4295	January Dues	\$115.88	\$115.88
3/8/2023	J. M. EQUIPMENT COMPANY, INC.	4296	Coolant/brake cleaner/Hyd Oil/Seal Kits	\$3,709.69	\$3,709.69
3/8/2023	KING, LAURI	4297	1/155-1/19/22 TRAVEL EXPENSE - WFA CC	\$122.00	\$122.00
3/8/2023	MID VALLEY DISPOSAL	4298	REFUSE/COMPACTOR/TRASH CHGS	\$6,488.30	
3/8/2023	MID VALLEY DISPOSAL	4298	REFUSE/COMPACTOR/TRASH CHGS	\$4,570.50	
3/8/2023	MID VALLEY DISPOSAL	4298	30Y EXCHANGE/ORGANICS	\$3,380.25	
3/8/2023	MID VALLEY DISPOSAL	4298	OPEN TOP/COMPACTOR RENTAL	\$4,032.55	\$18,471.60
3/8/2023	MOLLY'S CUSTOM SILVER	4299	64 BUCKLES	\$5,602.56	\$5,602.56
3/8/2023	NAPA AUTO PARTS	4300	1998 GMC Sonoma Master Cylinder	\$224.71	\$224.71
3/8/2023	OPERATIONAL SECURITY SOLUTIONS	4301	TRANSPORTATION SVCS 02/23/23	\$100.00	\$100.00
3/8/2023	PACE SUPPLY	4302	PLUMBING SUPPLIES	\$1,312.22	
3/8/2023	PACE SUPPLY	4302	PLUMBING SUPPLIES	\$759.96	
3/8/2023	PACE SUPPLY	4302	PLUMBING SUPPLIES	\$44.37	
3/8/2023	PACE SUPPLY	4302	PLUMBING SUPPLIES	\$19.02	
3/8/2023	PACE SUPPLY	4302	PLUMBING SUPPLIES	\$355.73	
3/8/2023	PACE SUPPLY	4302	PLUMBING SUPPLIES	\$790.11	
3/8/2023	PACE SUPPLY	4302	PLUMBING SUPPLIES	\$1,378.02	\$4,659.43
3/8/2023	RG EQUIPMENT	4303	Pulley/Spring	\$77.58	
3/8/2023	RG EQUIPMENT	4303	Chain	\$214.72	\$292.30
3/8/2023	SEBASTIAN	4304	Low Voltage Labor	\$226.00	\$226.00
3/8/2023	SEBASTIAN	4305	38761-9 - 03/01 ALARM MONITORING	\$634.50	\$634.50

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3/8/2023	Sandy Self	4306	PROGRAMS WEEK ENDING 002/26/23	\$708.75	\$708.75
3/8/2023	SUNBELT RENTALS	4307	Floor Saw Gas	\$885.07	
3/8/2023	SUNBELT RENTALS	4307	Elect Scissorlift	\$1,583.78	\$2,468.85
3/8/2023	COMCAST - PHONE SERVICE	4308	ACCT 963302021 - GRANDSTAND PHONE	\$370.82	\$370.82
3/9/2023	21ST DISTRICT AGRICULTURAL ASSOCIATI	2023155	03/09/23 Red Wave Change Fund	\$10,000.00	\$10,000.00
3/10/2023	Authorize.net	2023156	Celero CC Processing OP	\$6.50	\$6.50
3/15/2023	A-1 NATIONAL FENCE / FAMICO CORPOR	4309	Chain Link/Posts/Top Rail Repair Mosqued	\$1,230.00	\$1,230.00
3/15/2023	ACCOUNTING WARE	4310	SwipeClock Monthly Svc 02/01-02/28	\$394.00	
3/15/2023	ACCOUNTING WARE	4310	MONTHLY ACTIVITY SVC AGREEMENT 02/0	\$1,220.00	
3/15/2023	ACCOUNTING WARE	4310	MONTHLY SOFTWARE SUBSCRIPTION 02/0	\$575.00	\$2,189.00
3/15/2023	Amazon Business	4311	Trasmittal Bags/Envelopes	\$60.10	
3/15/2023	Amazon Business	4311	WATER HOSE HOOKUP FOR RV	\$197.88	
3/15/2023	Amazon Business	4311	Printer Ink	\$233.42	
3/15/2023	Amazon Business	4311	FIRST AID SUPPLIES	\$227.90	\$719.30
3/15/2023	B & D PEST CONTROL, INC	4312	General Pest Control Service	\$180.00	\$180.00
3/15/2023	CARROLL-DAVID DISTRIBUTING, INC.	4313	BROKEN WINDOW- Guard Shack	\$265.43	\$265.43
3/15/2023	CITY OF FRESNO-UTILITY BILLING	4314	156371-153438 SVC THRU 2/15	\$360.26	
3/15/2023	CITY OF FRESNO-UTILITY BILLING	4314	156371-36384 SVC THRU 2/15	\$164.32	
3/15/2023	CITY OF FRESNO-UTILITY BILLING	4314	45731-159708 SVC THRU 2/15	\$51.00	
3/15/2023	CITY OF FRESNO-UTILITY BILLING	4314	45731-211932 SVC THRU 2/15	\$45.60	
3/15/2023	CITY OF FRESNO-UTILITY BILLING	4314	45731-367422 SVC THRU 2/15	\$70.57	
3/15/2023	CITY OF FRESNO-UTILITY BILLING	4314	45731-44876 SVC THRU 2/15	\$838.27	
3/15/2023	CITY OF FRESNO-UTILITY BILLING	4314	45733-44878 SVC THRU 2/15	\$1,691.88	\$3,221.90
3/15/2023	COMMERCIAL RADIATOR WORKS, INC.	4315	ROD OUT RADIATOR	\$175.00	\$175.00
3/15/2023	CONETRIX TECHNOLOGY	4316	ASPIRE USERS-FEB	\$523.71	\$523.71
3/15/2023	DAVID NALCHAJIAN, INC.	4317	MARCH Marketing Sales Svcs	\$10,600.00	\$10,600.00
3/15/2023	Voided Check	4318	Void	\$0.00	\$0.00
3/15/2023	FRESNO COUNTY PRIVATE SECURITY	4319	#1250 Greater CA Society of Poultly Fancie	\$217.50	
3/15/2023	FRESNO COUNTY PRIVATE SECURITY	4319	Satellite Racing	\$1,058.50	
3/15/2023	FRESNO COUNTY PRIVATE SECURITY	4319	Satellite Racing	\$1,145.50	
3/15/2023	FRESNO COUNTY PRIVATE SECURITY	4319	#349 Fresno Home and Garden Show	\$8,566.00	\$10,987.50
3/15/2023	GUARDIAN SAFETY AND SUPPLY, LLC	4320	Safety Station-Steel	\$1,321.53	\$1,321.53
3/15/2023	INTERNATIONAL UNION OF OPERATING E	4321	February Dues	\$115.88	\$115.88
3/15/2023	NAPA AUTO PARTS	4322	Bleeder Kit	\$10.82	\$10.82
3/15/2023	OPERATIONAL SECURITY SOLUTIONS	4323	TRANSPORTATION SVCS 03/10/23	\$100.00	\$100.00
3/15/2023	PAPE MATERIAL HANDLING	4324	STICK BOOM W/JIB 08/22-09/18	\$1,776.19	\$1,776.19
3/15/2023	QUADIENT LEASING USA, INC.	4325	3/01-4/01 LEASE COVERAGE	\$222.38	\$222.38
3/15/2023	FRESNO COUNTY PRIVATE SECURITY	4326	#1252 CENTRAL VALLEY TATTOO - Tattoo	\$2,794.88	\$2,794.88
3/15/2023	INTERTRIBAL TACOS	4327	Refund of INTTAC, Invoice # M-20230313	\$897.14	\$897.14
3/15/2023	EMPLOYMENT DEVELOPMENT DEPARTM	2023173	SDI Deposit 3/15/2023	\$33.10	\$33.10
3/16/2023	CALIFORNIA AUTHORITY OF RACING FAIR	4328	2022 CARF NET BALANCE	\$105,100.25	\$105,100.25
3/16/2023	INTERNAL REVENUE SERVICE	2023172	Federal Tax Deposit 3/15/2023	\$13,471.42	\$13,471.42
3/17/2023	EMPLOYMENT DEVELOPMENT DEPARTM	2023174	SIT Deposit 3/15/2023	\$1,319.76	\$1,319.76
3/21/2023	Amazon Business	4329	FitBest New Carburetor	\$35.76	
3/21/2023	Amazon Business	4329	Carbon-Steel Solid Welding Wire	\$86.66	
3/21/2023	Amazon Business	4329	HP INK BLACK/CYAN	\$97.28	
3/21/2023	Amazon Business	4329	Monitor/Cable	\$171.16	
3/21/2023	Amazon Business	4329	Printer Ink-ACCOUNTING	\$217.99	
3/21/2023	Amazon Business	4329	Printer Ink-ACCOUNTING	\$221.95	\$830.80
3/21/2023	BIC - BERKLEY FIRE & MARINE UNDERWR	4330	POLICY 1001722-58 EFF 07/01/2022	\$5,777.00	\$5,777.00

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3/21/2023	CALIFORNIA AUTHORITY OF RACING FAIR	4331	2022 Quarterly Dues	\$4,498.00	
3/21/2023	CALIFORNIA AUTHORITY OF RACING FAIR	4331	2022 Quarterly Dues	\$4,498.00	\$8,996.00
3/21/2023	CALIFORNIA FAIR SERVICES AUTHORITY	4332	#23-6977 Greater California Society Of Po	\$115.00	
3/21/2023	CALIFORNIA FAIR SERVICES AUTHORITY	4332	#23-6978 Quineanera Expo	\$245.00	
3/21/2023	CALIFORNIA FAIR SERVICES AUTHORITY	4332	04/2023 Employee Benefits	\$284.23	
3/21/2023	CALIFORNIA FAIR SERVICES AUTHORITY	4332	3/2023 True Up Work Comp Insurance	\$22,082.35	
3/21/2023	CALIFORNIA FAIR SERVICES AUTHORITY	4332	03/23 True Up General Liability Insurance	\$16,908.53	
3/21/2023	CALIFORNIA FAIR SERVICES AUTHORITY	4332	#23-7100 Johnny Contreras Event	\$70.00	
3/21/2023	CALIFORNIA FAIR SERVICES AUTHORITY	4332	#23-7099 Fresno State University	\$345.00	\$40,050.11
3/21/2023	COMCAST - PHONE SERVICE	4333	ACCT 933757997 - 3/01-3/31 SVC	\$4,036.77	
3/21/2023	COMCAST - PHONE SERVICE	4333	ACCT 963341527 - MAIN OFFICE PHONE 0	\$835.16	\$4,871.93
3/21/2023	CROWN SHORTLOAD CONCRETE	4334	CONCRETE	\$523.00	
3/21/2023	CROWN SHORTLOAD CONCRETE	4334	CONCRETE	\$523.00	\$1,046.00
3/21/2023	DISH NETWORK	4335	8255 7070 5101 9763, 02/28-03/31	\$190.51	\$190.51
3/21/2023	FRESNO OXYGEN	4336	CYLINDER RENTALS	\$386.57	\$386.57
3/21/2023	Fresno/Clovis Convention & Visitors Bure	4337	MEMBERSHIP DUES 2023	\$425.00	\$425.00
3/21/2023	FRESNO COUNTY PRIVATE SECURITY	4338	Stables Rescue Watch	\$1,305.00	\$1,305.00
3/21/2023	FRESNO COUNTY PRIVATE SECURITY	4339	Satellite Racing	\$1,239.75	\$1,239.75
3/21/2023	Franchise Tax Board - Garnishment	4340	Employee Garnishment	\$200.00	\$200.00
3/21/2023	INTEGRITY NETWORKS	4341	February SERVICES	\$45.00	\$45.00
3/21/2023	LEAF (Kyosera Copier)	4342	Contract #100-6541091-001 March	\$592.05	\$592.05
3/21/2023	MODERN WILDLIFE SOLUTIONS	4343	Ground Squirrel Abatement Feb Svc	\$500.00	\$500.00
3/21/2023	PLATT	4344	LEV 84003 1G SS 1DPLX 430	\$82.95	\$82.95
3/21/2023	RICOH USA, INC.	4345	BASE CHGS 03/08-04/07	\$78.72	\$78.72
3/21/2023	SITEONE LANDSCAPE SUPPLY, LLC	4346	Drum Pump	\$696.89	\$696.89
3/21/2023	The Original Soft Taco, LLC	4347	Refund of THETAC, Invoice # M-20230313	\$113.70	\$113.70
3/21/2023	WELLS FARGO PAYMENT REMITTANCE CT	4348	#4745 R. SEITZ 03/03	\$435.09	\$435.09
3/21/2023	WELLS FARGO PAYMENT REMITTANCE CT	4349	#3713 N. HECKMAN 3/03	\$1,807.31	\$1,807.31
3/21/2023	WELLS FARGO PAYMENT REMITTANCE CT	4350	#9853, L. KING 3/03	\$2,068.78	\$2,068.78
3/22/2023	STATE DISBURSEMENT UNIT	2023184	Employee Garnishment	\$188.00	
3/22/2023	STATE DISBURSEMENT UNIT	2023184	Employee Garnishment	\$278.00	
3/22/2023	STATE DISBURSEMENT UNIT	2023184	Employee Garnishment	\$12.50	
3/22/2023	STATE DISBURSEMENT UNIT	2023184	Employee Garnishment	\$127.00	
3/22/2023	STATE DISBURSEMENT UNIT	2023184	Employee Garnishment	\$259.46	\$864.96
3/22/2023	Bank of America	2023182	2/26/2023 PST Fee	\$44.10	\$44.10
3/22/2023	Bank of America	2023181	01/-03/2023 PST Fee	\$272.92	\$272.92
3/22/2023	21ST DISTRICT AGRICULTURAL ASSOCIATI	2023186	\$800 Satellite Handicap	\$800.00	\$800.00
3/24/2023	CALPERS - HCF	2023190	March Admin Fees 2023	\$320.56	\$320.56
3/24/2023	Voided Check	4351	Void	\$0.00	\$0.00
3/27/2023	Amazon Business	4352	Office Supplies	\$95.70	
3/27/2023	Amazon Business	4352	Micro SD Memory Card	\$26.73	
3/27/2023	Amazon Business	4352	Office Supplies	\$25.98	\$148.41
3/27/2023	AMERICAN AMBULANCE	4353	Transport For Home and Garden Show 03,	\$1,400.00	
3/27/2023	AMERICAN AMBULANCE	4353	Transport For Home and Garden Show 03,	\$1,450.00	
3/27/2023	AMERICAN AMBULANCE	4353	Transport For Home and Garden Show 03,	\$1,650.00	\$4,500.00
3/27/2023	AT&T MOBILITY	4354	3/10-04/10 WIRELESS SVCS 287020286939	\$1,090.99	\$1,090.99
3/27/2023	CARROLL-DAVID DISTRIBUTING, INC.	4355	Chance entrance- Admin BLDG	\$805.00	\$805.00
3/27/2023	COHEN COMMUNICATIONS	4356	PR & MARKETING SERVICES	\$7,275.00	
3/27/2023	COHEN COMMUNICATIONS	4356	CONCERT TOS PROMOTIONS	\$37.50	
3/27/2023	COHEN COMMUNICATIONS	4356	ADVERTISING CREATIVE PRODUCTION	\$487.50	

March 2023 Check Register

3/27/2023	COHEN COMMUNICATIONS	4356	Business Cards	\$100.32	
3/27/2023	COHEN COMMUNICATIONS	4356	SPECIAL EVENTS AND PROGRAMS	\$75.00	
3/27/2023	COHEN COMMUNICATIONS	4356	ELECTRONIC SERVICES	\$4,462.65	
3/27/2023	COHEN COMMUNICATIONS	4356	SPECIAL EVENTS AND PROGRAMS	\$281.25	
3/27/2023	COHEN COMMUNICATIONS	4356	PR & MARKETING SERVICES	\$4,331.25	
3/27/2023	COHEN COMMUNICATIONS	4356	CONCERT TOS PROMOTIONS	\$393.75	
3/27/2023	COHEN COMMUNICATIONS	4356	ADVERTISING CREATIVE PRODUCTION	\$1,237.50	
3/27/2023	COHEN COMMUNICATIONS	4356	ELECTRONIC SERVICES	\$4,106.25	
3/27/2023	COHEN COMMUNICATIONS	4356	Supplies & Expenses	\$2,150.00	\$24,937.97
3/27/2023	CULLIGAN	4357	MARCH DISPENSER RENTALS	\$44.00	\$44.00
3/27/2023	DEPT OF FORESTRY & FIRE PROTECTION	4358	February Inspections	\$780.00	\$780.00
3/27/2023	DORN'S GAS	4359	852.4 Gallons Propane	\$2,330.94	\$2,330.94
3/27/2023	Rebecca Enriquez	4360	Refund of ENRREB, Invoice # M-20230323	\$300.00	\$300.00
3/27/2023	EXPO MARKETING & SVCS dba EXPO DEC	4361	Banquet Table 8'	\$755.62	\$755.62
3/27/2023	FRESNO OXYGEN	4362	February CYLINDER RENTAL	\$4.49	
3/27/2023	FRESNO OXYGEN	4362	February CYLINDER RENTAL	\$72.23	\$76.72
3/27/2023	FRESNO COUNTY PRIVATE SECURITY	4363	#1586 Rebecca Enriquez	\$261.00	
3/27/2023	FRESNO COUNTY PRIVATE SECURITY	4363	#1043 Fresno County Superintendent of S	\$1,348.50	
3/27/2023	FRESNO COUNTY PRIVATE SECURITY	4363	#17473 Thor Phoeung	\$2,262.00	\$3,871.50
3/27/2023	FRESNO COUNTY PRIVATE SECURITY	4364	Stables Rescue Watch	\$1,073.00	
3/27/2023	FRESNO COUNTY PRIVATE SECURITY	4364	Satellite Racing	\$1,261.50	\$2,334.50
3/27/2023	It's My Party Rentals	4365	Banq Table 8'	\$1,900.00	\$1,900.00
3/27/2023	MID TERM	4366	Shop Supplies	\$222.87	\$222.87
3/27/2023	MID VALLEY DISPOSAL	4367	COMPACTOR RENTAL	\$3,018.40	\$3,018.40
3/27/2023	NAPA AUTO PARTS	4368	Distributor/Power Steering Belt 2	\$117.97	
3/27/2023	NAPA AUTO PARTS	4368	V-Belt	\$79.79	
3/27/2023	NAPA AUTO PARTS	4368	1982 Buick Skylark Ignition Coil	\$71.18	
3/27/2023	NAPA AUTO PARTS	4368	C Module	\$44.25	
3/27/2023	NAPA AUTO PARTS	4368	Ignition Switch	\$34.98	\$348.17
3/27/2023	OPERATIONAL SECURITY SOLUTIONS	4369	TRANSPORTATION SVCS 03/08-09	\$200.00	\$200.00
3/27/2023	PACIFIC GAS & ELECTRIC	4370	9980905905-0 SVC 2/03/23 - 3/06/23	\$21,516.30	\$21,516.30
3/27/2023	BRYAN PARISI	4371	PER STD AGR 23-017 "Home Show Parking	\$5,000.00	\$5,000.00
3/27/2023	THOR PHOEUNG	4372	Refund of PHOTHO, Invoice # M-20230323	\$1,000.00	\$1,000.00
3/27/2023	R&S ERECTION TRI-COUNTY	4373	SVC'D ROLLING STEEL DOOR	\$1,614.38	\$1,614.38
3/27/2023	RG EQUIPMENT	4374	Ignition Coil	\$43.34	
3/27/2023	RG EQUIPMENT	4374	Idler Pulley/Extension Spring	\$22.68	\$66.02
3/27/2023	ROBERT V. JENSEN, INC.	4375	600 Regular Unleaded/300 ULS Diesel	\$4,421.52	\$4,421.52
3/27/2023	Sandy Self	4376	PROGRAMS WEEK ENDING 03/05/23	\$621.25	
3/27/2023	Sandy Self	4376	PROGRAMS WEEK ENDING 03/12/23	\$630.00	\$1,251.25
3/27/2023	Sun Maid Kennel Club	4377	Refund of SUNMAID, Invoice # REF00307	\$30.00	\$30.00
3/30/2023	INTERNAL REVENUE SERVICE	2023197	Federal Tax Deposit 04/01/23 Payroll	\$16,816.16	\$16,816.16
3/31/2023	EMPLOYMENT DEVELOPMENT DEPARTM	2023201	SIT Deposit 3/28/2023	\$1,618.96	\$1,618.96
3/31/2023	EMPLOYMENT DEVELOPMENT DEPARTM	2023200	SDI Deposit 3/28/2023	\$32.47	\$32.47
3/31/2023	PUBLIC EMPLOYEES RETIREMENT SYSTEM	2023202	02/01-02/28 PERS	\$39,942.10	\$39,942.10
			Total	\$455,652.10	\$455,652.10

Review of March 2023 Financials

Financial Review:

March Net Income/Loss (prior to depreciation)	\$(80,985.00)
Year to Date Operating Profit/Loss (prior to depreciation)	\$(75,147.00)
Year to Date Operating Profit/Loss After Depreciation	\$(185,543.00)

Month End Cash Position: (As of 3/31/23)

Operating Cash in Bank	\$1,378,980.00
Money Market & Savings Cash in Bank	\$8,567,766.00

Future Financial Considerations:

Accounts Payable (bills to be paid)	\$1,096,061.00
Accounts Receivable (money coming in)	\$238,619.00

THE BIG FRESNO FAIR, 21ST DAA
Statement of Operations
March 31, 2023

Acct. No.	Title	Current Fiscal Year				Prior Fiscal Year	
		Budget	Month	Year to Date	(Over)/Under Budget	Month	Year to Date
REVENUES							
Non-Operating							
311	Non-Operating	0	0	0	0	0	406,650
Operating							
410	Admission to Grounds	2,530,000	730	445	2,529,555	0	729
415	Commercial Space	337,350	0	0	337,350	0	0
420	Concessions	3,400,000	15,259	14,776	3,385,224	1,397	2,859
430	Exhibits	42,000	0	8,333	33,667	3,600	4,777
450	Horse Racing - Fair	1,044,000	0	0	1,044,000	0	0
457	Satellite Wagering	373,000	65,151	89,991	283,009	54,057	159,226
458	Sat Wagering - Polo Lounge	0	0	0	0	0	0
470	Miscellaneous Fair	2,387,500	0	333,233	2,054,267	87,750	425,447
480	Non Fair/Interim	1,070,200	267,647	666,026	404,174	257,374	621,591
490	Prior Year Revenue Adjustments	0	0	0	0	0	18,210
495	Miscellaneous Income	12,000	7,446	21,712	(9,712)	48	376
Total Operating Revenues		11,196,050	356,233	1,134,516	10,061,534	404,226	1,233,216
TOTAL REVENUES		11,196,050	356,233	1,134,516	10,061,534	404,226	1,639,866
EXPENSES							
Operating							
500	Administration	1,644,800	93,916	292,616	1,352,184	94,749	272,691
520	Maint & Gen Oper	2,138,859	167,750	498,870	1,639,989	143,575	393,441
540	Publicity Expense	567,500	10,679	48,248	519,252	19,175	49,914
560	Attendance Operation	2,350,864	14,161	130,786	2,220,078	2,734	19,339
570	Miscellaneous Fair	332,500	60	(52,569)	385,069	(1,122)	(1,474)
541	Museum	36,456	538	2,157	34,299	0	0
580	Premium	157,000	0	140	156,860	0	(11)
630	Exhibits (Excluding Premiums)	563,947	6,010	20,629	543,318	4,048	6,247
650	Horse Racing - Fair Live	1,212,304	3,971	11,577	1,200,727	3,683	15,142
659a	Satellite Wagering	262,833	27,023	61,632	201,201	16,012	47,647
659b	Satellite Wagering - Polo Lounge	0	0	0	0	0	0
660	Attractions (Fairtime)	1,979,348	0	25,000	1,954,348	0	0
668	Interim Event Expense	378,482	8,012	65,524	312,958	22,472	65,156
723	Equipment Funded by Fair	20,500	0	0	20,500	0	0
800	Prior Year Expense Adjustments	0	105,100	105,100	(105,100)	0	0
850	Cash Over/(Under)	0	(2)	(47)	47	27	(589)
Total Operating Expenses		11,645,393	437,218	1,209,663	10,435,730	305,352	867,501
Non-Operating							
91000	Depreciation Expense	422,000	0	0	422,000	52,732	158,195
91300	Capital Expense - Equipment	0	0	0	0	0	0
96000	Pension Expense GASB68	241,117	39,918	110,396	130,721	26,901	74,776
Total Non-Operating Expenses		663,117	39,918	110,396	552,721	79,633	232,971
TOTAL EXPENSES		12,308,510	477,136	1,320,059	10,988,451	384,985	1,100,472
Non-Operating							
Revenues		0	0	0	0	0	406,650
Expenditures - Depreciation		(663,117)	(39,918)	(110,396)	(552,721)	(79,633)	(232,971)
Non-Operating Income/(Loss)		(663,117)	(39,918)	(110,396)	(552,721)	(79,633)	173,679
Operating							
Revenues		11,196,050	356,233	1,134,516	10,061,534	404,226	1,233,216
Expenditures		(11,645,393)	(437,218)	(1,209,663)	(10,435,730)	(305,352)	(867,501)
Operating Income/(Loss)		(449,343)	(80,985)	(75,147)	(374,196)	98,874	365,715
NET INCOME/(LOSS)		(1,112,460)	(120,903)	(185,543)	(926,917)	19,241	539,394

The Big Fresno Fair, 21st DAA
Balance Sheet
As of March 31, 2023

ASSETS	2023	2022	Increase/Decrease	
			Amount	Percent
Current Assets				
Cash				
Cash - Unrestricted	1,378,980	6,160,186	(4,781,206)	-78%
Cash - Payroll	22,808	1,219	21,588	1771%
Cash - Savings Account	57,036	566,940	(509,904)	-90%
Cash - Money Market	8,510,730	0	8,510,730	0%
Total Cash	9,969,554	6,728,345	3,241,209	48%
Accounts Receivable	238,619	696,796	(458,176)	-66%
Prepaid Premiums	32,823	20,663	12,160	59%
Fixed Assets				
Construction in Progress	582,986	(544)	583,530	-107190%
Land	244,077	244,077	0	0%
Buildings & Improvements	26,316,281	26,316,281	0	0%
Accum Dep - Buildings & Improvements	(19,339,864)	(19,104,623)	(235,241)	1%
Equipment	848,304	848,304	0	0%
Accum Dep - Equipment	(639,780)	(611,363)	(28,417)	5%
Total Assets	8,283,446	8,409,590	(126,144)	-2%
Deferred Outflows of Resources				
Deferred Outflows of Resources - Pension	1,202,782	1,202,782	0	0%
Total Deferred Outflow of Resources	1,202,782	1,202,782	0	0%
Total Assets & Deferred Outflow of Resources	19,455,782	16,340,717	3,115,065	19%
LIABILITIES & RETAINED EARNINGS				
Current Liabilities				
Accounts Payable	1,096,061	776,755	319,306	41%
Payroll Liabilities	312,503	110,766	201,737	182%
Deferred Revenue	761,043	570,235	190,808	33%
Other Liabilities	173,906	7,278	166,628	2290%
Guaranteed Deposits	51,816	44,216	7,600	17%
Compensated Absences Liability	231,503	231,503	0	0%
Current Year Long Term Debt	(45,337)	139,292	(184,629)	-133%
Total Current Liabilities	2,581,494	1,880,044	701,450	37%
Long Term Liabilities				
Long Term Debt	271,478	271,478	0	0%
Long Term Debt - SB 84 Obligation	456,401	456,401	0	0%
Long Term Debt - PPP Loan	0	0	0	0%
Pension Liability				
Net Pension Liability	3,989,645	3,989,645	0	0%
Total Long Term Liabilities	4,717,524	4,717,524	0	0%
Deferred Inflow of Resources				
Deferred Inflows of Resources - Pension	160,074	160,074	0	0%
Total Deferred Inflows of Resources	160,074	160,074	0	0%
Total Liabilities & Deferred Inflow of Resources	7,459,092	6,757,642	701,450	10%
Retained Earnings				
Beginning (Jan 1) Investment in Facilities	7,272,912	7,382,026	(109,114)	-1%
Beginning (Jan 1) Investment in Reserves	5,254,945	5,145,830	109,114	2%
Unrestricted Net Position - Pension/OPEB	(2,946,937)	(2,946,937)	0	0%
Non-Operating Net Income	(927,247)	(232,971)	(694,277)	298%
Operating Net Income	3,410,658	806,526	2,604,132	323%
Adjustment for rounding	(67,640)	(571,400)	503,760	-88%
Total Liabilities & Retained Earnings	19,455,782	16,340,717	3,115,065	19%

See Instructions and *Privacy
 Statement On Reverse Side

CLAIMANT'S NAME Frank Flores			SSN or EMPLOYEE NUMBER*			DEPARTMENT Administration		
POSITION Director		CB/D No.	DIVISION or BUREAU 21st DAA, Big Fresno Fair				INDEX NUMBER	
RESIDENCE ADDRESS* 851 N. Dewitt Avenue			HEADQUARTERS ADDRESS 1121 S. Chance Avenue				TELEPHONE NUMBER (559) 650-3228	
CITY Clovis	STATE CA	ZIP CODE 93611	CITY Fresno	STATE CA	ZIP CODE 93702			

(1) NORMAL WORK HOURS M-F, 800-1630	(2) PRIVATE VEHICLE LICENSE NUMBER	(3) MILEAGE RATE CLAIMED 0.655
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(4) MONTH/YEAR Jan, 2023	(6) LOCATION WHERE EXPENSES WERE INCURRED	(7) LODGING	(8) MEALS			(9) INCIDENTALS	(10) TRANSPORTATION				(11) BUSINESS EXPENSE	(12) TOTAL EXPENSES FOR DAY		
			BREAK-FAST	LUNCH	O.T., LT, N/C, RELO. OR DINNER		(A) COST OF TRANS.	(B) TYPE USED	(C) CARFARE, TOLLS, PARKING	(D) PRIVATE CAR USE				
(5) DATE	TIME									MILES	AMOUNT			
14		Clovis/Folsom	155.55	0.00	0.00	0.00			PC	312.00	204.36		359.91	
15		Folsom/Reno	121.51	0.00	0.00	0.00	0.00				0.00		121.51	
16			121.51	0.00	0.00	0.00	0.00				0.00		121.51	
17			121.51	0.00	0.00	0.00	0.00				0.00		121.51	
18			121.51	0.00	0.00	0.00	0.00				0.00		121.51	
19		Reno/Clovis	0.00	0.00	0.00	0.00	0.00		PC	312.00	204.36		204.36	
											0.00		0.00	
											0.00		0.00	
											0.00		0.00	
											0.00		0.00	
											0.00		0.00	
											0.00		0.00	
											0.00		0.00	
(13) SUBTOTALS			641.59	0.00	0.00	0.00	0.00	0.00		0.00	624.00	408.72	0.00	1,050.31

(13) SUBTOTALS	641.59	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	624.00	408.72	0.00	1,050.31
CLAIM TOTAL													\$1,050.31

(14) PURPOSE OF TRIP, REMARKS AND DETAILS (Attach receipts/vouchers when required)
 Traveled to Reno, NV for the 2023 WFA Convention, January 15-19. Director claiming hotel room and mileage. I-80 closed down due to snow conditions on Saturday, January 14th.

 ALL TRAVEL PERFORMED ON OFFICIAL STATE BUSINESS

AGENCY ACCOUNTING OFFICE USE ONLY
PAID BY REVOLVING FUND CHECK NUMBER

(15) I HEREBY CERTIFY that the above is a true statement of the travel expenses incurred by me in accordance with DPA rules in the service of the State of California. If a privately owned vehicle was used, and if mileage rates exceed the minimum rate, I certify that the cost of operating the vehicle was equal to or greater than the rate claimed, and that I have met the requirements as prescribed by SAM Sections 0750, 0751, 0752, 0753 and 0754 pertaining to vehicle safety and seat belt usage.

CLAIMANT'S SIGNATURE <i>Frank Flores</i>	DATE 3/27/23	(16) SIGNATURE OF OFFICER APPROVING TRAVEL AND PAYMENT <i>Tony...</i>	DATE
(17) SPECIAL EXPENSE AUTHORIZATION - SIGNATURE and TITLE (See Item 17 on reverse)			DATE

221 IRON POINT ROAD
FOLSOM, CA 95630
TELEPHONE 916-353-1717 • FAX 916-353-1021

FLORES, FRANK
851 NORTH DEWITT AVENUE
CLOVIS CA 93611
UNITED STATES OF AMERICA

305/K1
1/14/2023 5:30:00 PM
1/15/2023 5:33:00 AM

2/0
138.64

Rate Plan:
HH #
AL:
Car:

HPPRP1
1729497907 BLUE

Confirmation Number: 3333440480

1/15/2023

1/14/2023	1632598	GUEST ROOM	\$138.64
1/14/2023	1632598	TAXES	\$16.91
1/15/2023	1632688	VS *9112	(\$155.55)
		BALANCE	\$0.00

EXPENSE REPORT SUMMARY

	1/14/2023	STAY TOTAL
ROOM AND TAX	\$155.55	\$155.55
DAILY TOTAL	\$155.55	\$155.55

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VS *9112

1/15/2023

396963 A

FLORES, FRANK

01474C

01/19/2023
15:46:02
CI: FDKLINTAGG
CO: EXEVAUGHAK

FRANK FLORES

Wing/Room SH 420

851 N DEWITT AVE

No Party 2

CLOVIS CA93611

Fol ID 449407010333

Page 1 01/19/2023 11:21:00

Arrival 01/15/2023

Departure 01/19/2023

Bill code

Group AWSFR3

Thank you for staying with us

DATE	REFERENCE	DESCRIPTION	\$ CHARGES	CREDITS	\$ BALANCE
01/15/2023	449409100782	HOUSEKEEPING GRATUITY	1.99		1.99
		HOUSEKEEPING GRATUITY			
01/15/2023	449409100784	TOURISM FEE	2.00		3.99
		TOURISM SURCHARGE - \$2 PE			
01/15/2023	449409104835	ROOM CHARGE SH 420	104.00		
		TAX1	13.52		
01/15/2023	449407010334	APPLIED DEPOSIT *****9112		117.52	3.99
01/16/2023	449419100780	HOUSEKEEPING GRATUITY	1.99		5.98
		HOUSEKEEPING GRATUITY			
01/16/2023	449419100782	TOURISM FEE	2.00		7.98
		TOURISM SURCHARGE - \$2 PE			
01/16/2023	449419104479	ROOM CHARGE SH 420	104.00		
		TAX1	13.52		
01/17/2023	449429100766	HOUSEKEEPING GRATUITY	1.99		127.49
		HOUSEKEEPING GRATUITY			
01/17/2023	449429100768	TOURISM FEE	2.00		129.49
		TOURISM SURCHARGE - \$2 PE			

01/17/2023 449429104193	ROOM CHARGE SH 420	104.00	
	TAX1	13.52	
01/18/2023 449439100527	HOUSEKEEPING	1.99	249.00
	GRATUITY		
	HOUSEKEEPING		
	GRATUITY		
01/18/2023 449439100529	TOURISM FEE	2.00	251.00
	TOURISM SURCHARGE -		
	\$2 PE		
01/18/2023 449439104116	ROOM CHARGE SH 420	104.00	
	TAX1	13.52	
01/19/2023 449440220815	VISA - FRONT DESK		
	*****9112		
	Balance Due		.00

121.51

121.51

117.52
368.52

\$486.04 total

Mileage to Reno 624



TRAVEL EXPENSE CLAIM

STD. 262 (Rev. 10/2019)

See Instructions and *Privacy Statement On Reverse Side

CLAIMANT'S NAME Lauri King		SSN or EMPLOYEE NUMBER*		DEPARTMENT Administration	
POSITION CEO		CB/ID No.	DIVISION or BUREAU 21st DAA, Big Fresno Fair		INDEX NUMBER
RESIDENCE ADDRESS * 35469 Lodge RD		HEADQUARTERS ADDRESS 1121 S. Chance Avenue			TELEPHONE NUMBER (559) 650-3228
CITY TollHouse	STATE CA	ZIP CODE 93667-9623	CITY Fresno	STATE CA	ZIP CODE 93702

(1) NORMAL WORK HOURS M-F, 800-1630	(2) PRIVATE VEHICLE LICENSE NUMBER	(3) MILEAGE RATE CLAIMED 0.655
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(4) MONTH/YEAR Mar 2023	(5) DATE TIME	(6) LOCATION WHERE EXPENSES WERE INCURRED	(7) LODGING	(8) MEALS			(9) INCIDENTALS	(10) TRANSPORTATION				(11) BUSINESS EXPENSE	(12) TOTAL EXPENSES FOR DAY	
				BREAK-FAST	LUNCH	O.T., L/T, N/C, RELO. OR DINNER		(A) COST OF TRANS.	(B) TYPE USED	(C) CARFARE, TOLLS, PARKING	(D) PRIVATE CAR USE			
										MILES	AMOUNT			
	23 5:45 21:00	Tollhouse/Sacramento/Return	0.00	7.00	0.00	23.00	0.00		PC	8.00	381.20	249.69		287.69
												0.00		0.00
												0.00		0.00
												0.00		0.00
												0.00		0.00
												0.00		0.00
												0.00		0.00
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												0.00		0.00
												0.00		0.00
												0.00		0.00
												0.00		0.00
												0.00		0.00
(13) SUBTOTALS			0.00	7.00	0.00	23.00	0.00	0.00		8.00	381.20	249.69	0.00	287.69
COLUMN CODE (ACCTG. USE ONLY)														

CLAIM TOTAL	\$287.69
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14) PURPOSE OF TRIP, REMARKS AND DETAILS (Attach receipts/vouchers when required)
 Traveled to CDFA Headquarters in Sacramento, CA on March 23, 2023 to attend the CEO Collaborative Exchange Meeting. Lunch was provided; employee claiming breakfast, dinner, parking fee and mileage.
 ALL TRAVEL PERFORMED ON OFFICIAL STATE BUSINESS

AGENCY ACCOUNTING OFFICE USE ONLY
PAID BY REVOLVING FUND CHECK NUMBER

15) I HEREBY CERTIFY that the above is a true statement of the travel expenses incurred by me in accordance with DPA rules in the service of the State of California. If a privately owned vehicle was used, and if mileage rates exceed the minimum rate, I certify that the cost of operating the vehicle was equal to or greater than the rate claimed, and that I have met the requirements as prescribed by SAM Sections 0750, 0751, 0752, 0753 and 0754 pertaining to vehicle safety and seat belt usage.

CLAIMANT'S SIGNATURE 	DATE 3/27/23	(16) SIGNATURE OF OFFICER APPROVING TRAVEL AND PAYMENT 	DATE
7) SPECIAL EXPENSE AUTHORIZATION - SIGNATURE and TITLE (See Item 17 on reverse)		DATE	

Travel Information for Lauri King 3/23/23

Date	Time	Departure Location	Arrival Location	Mileage	Reason	Meal/Hotel
3/23	Left Home 5:45am	Tollhouse	CDFA Office, Sacramento	188.4	Deputy Flores CEO Collaborative Meeting	Claiming Breakfast \$7 Lunch Provided
3/23	Arrived Home 9:00pm	CDFA Office, Sacramento	Tollhouse	192.8	Deputy Flores CEO Collaborative Meeting	Claiming Dinner \$23

Total Miles – 381.2

Meals - \$30

Claiming Parking Charge \$8.00 – receipt attached.

PCA RECEIPT LOT14
PARKING COMPANY OF AMERICA
1517 13TH STREET SACRAMENTO, CA 95834

DATE 2/23/23

AMOUNT 0.00

ATTENDANT JD



April 13, 2023

F2023-03

TO: The Network of California Fairs

SUBJECT: California Department of Tax & Fee Administration (CDTFA) Video

This letter provides information to the Network of California Fairs (Fairs) regarding a recently published educational video and educational flyer discussed at the Collaborative Exchange CEO meeting on March 23, 2023. These two educational tools, detail the vendor sales and use tax reporting requirement of Assembly Bill 1499, and its benefits to fairgrounds.

Background: With the passing of Assembly Bill [1499](#) (Chapter 798, 2017) (AB1499) and the codified Business and Professions Code [19620.15](#), the California Department of Food and Agriculture Fairs and Expositions Branch (F&E) receives three-quarters of one percent of the total gross receipts of sales occurring on a fairground's property. These monies are deposited into the F&E Fund and are distributed to qualified Fairs in the Network on an annual basis that has adopted and implemented the required working conditions. The correct reporting of total gross receipts of sales occurring on fairground property has fluctuated and still may not be accurately reflecting the full three-quarters of one percent. It is crucial that Fairs take steps to educate contractors, event vendors, concessionaires, onsite businesses, and lessees (vendors) on their responsibility to report this information correctly. When reported correctly, this tax allocation from the Governor's budget will have a positive impact on the amount of money deposited in the F&E account to distribute to the network of fairs.

Video: The video was produced by CDTFA Business Tax Specialist, Brad Miller, in partnership with CEO Allison Keaney at the Cow Palace and CEO Michele Richards at the Orange County Fair. The video explains the AB1499 and Business & Professions Code Section 19620.15. The video also demonstrates several easy steps for vendors to follow when reporting their sales on Fairgrounds. The video has been uploaded and can be accessed on [YouTube](#) and the [F&E website](#) homepage under featured items.

To make sure the CDTFA quarterly sales and use tax return is filled out correctly, it is highly recommended to direct your vendors and lessees to this video and allow them to share it with their staff who fill out the return to report the total gross receipts of sales at the fairground location on the line titled "Sales at State Designated Fairgrounds".

Flyer: an educational flyer template was developed in Canva by CEO Allison Keaney at the Cow Palace, that can be [accessed here](#) and modified with specific fair logos and



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4/13/2023
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information. We recommend providing the video and your logoed flyer to your vendors when signing the contract to keep everyone informed of the reporting requirement.

If you have any questions regarding this package, please contact Michael Francesconi by email at mike.francesconi@cdfa.ca.gov or by phone at 916-900-5365.

Sincerely,

A handwritten signature in blue ink that reads "Michael Francesconi". The signature is written in a cursive style.

Michael Francesconi
Branch Chief

Enclosures