



August 12, 2022

TO: Board of Directors
FROM: Lauri King, CEO 
SUBJECT: Board of Directors Meeting

The August Board of Directors Meeting has been scheduled for **Tuesday, August 23, 2022, 3:30 p.m.** Please let us know if you will not be attending.

The following documents are enclosed:

1. August 23, 2022 Board Agenda
2. Regular Board Meeting Minutes of 6/28/2022
3. Check Registers, Statement of Operations and Balance Sheets for June, July and Check Register Explanation Sheet will be forthcoming
5. Hall of Fame nominations will be forthcoming, deadline for submission is August 15th
6. 21st DAA, Contract Policies, Procedures, and Practices.
7. AB 1499 Employee Work Conditions Reminder letter
8. SB 915 - Prohibition of Sale of Firearms on State Property letter

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



MERRILL AWARD WINNER





**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, AUGUST 23, 2022 at 3:30 p.m.

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

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 accommodations 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 notice 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:**
Chuck Riojas, President; Terry Gonsalves, Vice President; Gary Chahil, Secretary/Treasurer; Linda Mae Balakian Hunsucker, Frank Flores, Jerry Pacheco, Annalisa Perea and Larry Salinas.
5. **CLOSED SESSION:**
Government Code - Section 11126(a)
 - a. Personnel Matter:
 1. CEO Hiring Contract Update
6. **MINUTES:** *(Action by the Board)*
 - a. Approve Board Minutes:
 1. Regular Board Meeting 06/28/2022
7. **ACKNOWLEDGE CONSENT AGENDA:** (colored pages) Item #19 thru Item #170
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. Maintenance, Grounds & Infrastructure at the Big Fresno Fair
10. **EXECUTIVE STAFF REPORT:** *(Informational)*
 - a. Report on Live and Satellite Racing
 - b. Report on Interim Events
 - c. Report on Entertainment/Ticket Sales
 - d. Report on Friends of the Fair

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

a. Finance Committee

- Acknowledge June 30, 2022 Check Register in the amount of \$435,288.92 and the July 31, 2022 Check Register in the amount of \$261,720.91
- Acknowledge Statement of Operations dated June 30, 2022 and July 31, 2022;
- Acknowledge Balance Sheets dated June 30, 2022 and July 31, 2022;

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

a. Discussion on Revenue Generating Ideas

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

- Consider and approve Hall of Fame Nominees for 2022
- Approve WFA Blue Ribbon Award Selection for 2022
- Select Director of the Day
- Discussion and Approval on travel to banned states
- Approve the updated Fair's Contract Policies, Procedure and Practices
- Approve Delegation of Authority for 2022

14. **CORRESPONDENCE:** *(Informational)*

- AB 1499 (New Fair Funds) Employee Work Conditions Reminder F2022-05
- SB 915 – Prohibition of Sale of Firearms on State Property D2022-04

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

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

17. **FOR YOUR INFORMATION:**

Next Board Meeting – September, 27, 2022, 3:30 p.m.

18. **ADJOURNMENT:**

Item #19 thru Item #26 **ACKNOWLEDGE THE FOLLOWING SERVICE AGREEMENT
FOR 2022 FAIR: EXPENSE AGREEMENTS**

Item #	19	22-054	10/10/22 to 10/10/22	Reckless Touring, Inc f/s/o The Pretty Reckless Agrees to perform at the 2022 Big Fresno Fair on Monday, October 10 th for one (1) show at 7pm in the Paul Paul Theater.	\$100,000.00
Item #	20	22-055	10/13/22 to 10/13/22	Dana Carvy Enterprise, Inc f/s/o Dana Canvey Agrees to perform at the 2022 Big Fresno Fair on Thursday, October 13 th for one (1) show at 7pm in the Paul Paul Theater.	\$90,000.00
Item #	21	22-056	09/01/22 to 10/16/22	Admit One Products Agrees to provide hard printed tickets for the 2022 Big Fresno Fair	\$13,966.92
Item #	22	22-061	07/01/22 to 10/19/22	Timothy E. Ellis Agrees to assume the responsibilities as Concessions Coordinator for the 2022 Big Fresno Fair.	\$25,000.00
Item #	23	22-062	10/08/22 to 10/15/22	Brad Jaurique Promotions Agrees to provide two nights of entertainment, Saturday, October 8 th and Saturday, October 15 th during the 2022 Big Fresno Fair.	Contractor will Receive all Revenue sales
Item #	24	22-063	10/09/22 to 10/16/22	Valdivia Marketing Group Agrees to provide two nights of entertainment, Sunday, October 9 th and Sunday, October 16 th ; as well as the Gran Jaripeo event on Sunday, Oct. 15 th during the 2022 Big Fresno Fair.	Contractor will Receive all Revenue sales
Item #	25	22-064	09/15/22 to 10/25/22	Richard Collins Agrees to coordinate the Birthing Center, maintain the Dairy Barn and assist in the barn as need for the 2022 Big Fresno Fair.	\$5,000.00

Item #	26	22-065	10/05/22 to 10/16/22	Priscilla Hinojosa Agrees to act as the Assistant to the Commercial Building Manager during the 2022 Big Fresno Fair.	\$3,400.00
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Item #27 thru Item #43 **ACKNOWLEDGE THE FOLLOWING SPONSORSHIP
AGREEMENTS FOR 2022 FAIR: REVENUE AGREEMENTS**

Item #	27	22-903-S	10/05/22 to 10/10/22	Cricket Wireless Authorized Retailer Agrees to be an Official Sponsor of the 2022 Big Fresno Fair.	\$10,000.00
Item #	28	22-907-S	10/05/22 to 10/16/22	T-Mobile Agrees to be an Official Sponsor of the 2022 Big Fresno Fair.	\$27,000.00
Item #	29	22-909-S	10/05/22 to 10/16/22	Educational Employees Credit Union Agrees to be Recognized as a Premier Sponsor of the 4.0 and Above Program for the 2022 Big Fresno Fair	\$25,000.00
Item #	30	22-910-S	10/05/22 to 10/16/22	Brand New Day Agrees to be recognized as Supporting Sponsor of Seniors' Day at the 2022 Big Fresno Fair.	\$4,000.00
Item #	31	22-913-S	10/05/22 to 10/16/22	Yrulegui & Roberts Attorneys at Law Agrees to be Recognized as a Sponsor of Live Horse Racing for 2022 Big Fresno Fair.	\$4,000.00
Item #	32	22-914-S	10/05/22 to 10/16/22	Landmark Irrigation, Inc. Agrees to be an Infield Party Sponsor for the 2022 Big Fresno Fair.	\$11,000.00
Item #	33	22-916-S	10/05/22 to 10/16/22	Allied Storage Containers, Inc. Agrees to be an Official Sponsor of the 2022 Big Fresno Fair.	Trade Value

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Item #	34	22-917-S	10/05/22 to 10/16/22	Event Partnership, LLC on behalf of California Dept. of Water Resources Agrees to be the Official Sponsor of the "Save Our Water Day" 2022 Big Fresno Fair.	\$20,000.00
Item #	35	22-918-S	10/05/22 to 10/16/22	Alameda Mortgage Company Agrees to Sponsor Live Racing for the 2022 Big Fresno Fair.	\$6,500.00
Item #	36	22-920-S	10/05/22 to 10/16/22	California State Lottery Agrees to be the Official Sponsor of the 2022 Big Fresno Fair.	\$17,000.00
Item #	37	22-921-S	10/7/22 to 10/7/22	Vista Consulting Agrees to be a Sponsor on Friday, October 7 th , for the 2022 Big Fresno Fair.	\$4,000.00
Item #	38	22-922-S	10/05/22 to 10/16/22	H&L Partners obo Northern CA Toyota Dealer Advertising Association Agrees to be a Presenting Sponsor of the Fair's Paul Paul Theater Concert Series.	\$90,000.00
Item #	39	22-923-S	10/05/22 to 10/16/22	H&L Partners obo Northern CA Toyota Dealer Advertising Association Agrees to be a Presenting Sponsor of the 4.0 and Above Program for the 2022 Big Fresno Fair.	\$20,000.00
Item #	40	22-924-S	10/05/22 to 10/16/22	Daily Deals Agrees to be an Official Sponsor of the 2022 Big Fresno Fair.	\$12,500.00
Item #	41	22-925-S	10/05/22 to 10/16/22	Kitchen Craft Agrees to be a Sponsor for the Exclusive Waterless Greaseless Cookware for the 2022 Big Fresno Fair.	\$7,500.00

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Item #	42	22-926-S	10/05/22 to 10/16/22	Comcast Cable Communications Management, LLC Agrees to be an Official Sponsor of the 2022 Big Fresno Fair.	\$14,000.00
Item #	43	22-927-S	10/05/22 to 10/16/22	Lamar Advertising Agrees to be a the Official Sponsor for the 2022 Big Fresno Fair.	\$3,360/Trade + Fair to pay \$6,460

Item #44 thru Item #58 **ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENTS
FOR 2022: REVENUE AGREEMENTS**

Item #	44	6/24/22 to 6/25/22	Table Mountain Casino c/o John Dinius 8184 Table Mountain Road Friant, CA 93626	Job Fair Commerce	\$800.00
Item #	45	7/1/22 to 12/31/22	Fresno Heat c/o Martina Gregusova 1702 Morris Avenue Clovis, CA 93611	Club Sports, Tournaments & Athletic Training Armory	\$29,193.34
Item #	46	7/9/22	Masjid Fresno c/o Mohammad Saeed 2111 E. Shaw Avenue Fresno, CA 93710	Religious Celebration & Prayer Industry Commerce	\$3,134.00
Item #	47	7/30/22	Jesse Marquez 78 E. Ashlan Avenue Fresno, CA 93704	BBQ Competition Pavilion	\$415.00
Item #	48	8/7/22	Republic Services c/o Renato Rossignoli 5501 Golden State Blvd. Fresno, CA 93722	Truck Road-EO Carnival Lot Pavilion	\$2,940.00
Item #	49	8/15/22	New America CA Program c/o Barry Howard 740 15th Street NW Washington, DC 20005	Community Meeting Pavilion	\$1,170.00

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Item #	50	8/27/22	Laura Rodriguez 4833 E. Santa Ana Avenue Fresno, CA 93726	Birthday Party TableMountain Rancheria Park	\$1,070.00
Item #	51	8/29/22	New America CA Program c/o Barry Howard 740 15th Street NW Washington, DC 20005	Community Meeting Pavilion	\$1,170.00
Item #	52	9/25/22	Saint Elia Celebration Committee c/o Mike Jura	Saint Elia Celebration TableMountain Rancheria Park	\$1,165.00
Item #	53	11/5/22	AMP Live Events LLC dba Monster X Tour c/o Danny Torgerson PO Box 503070 White City, OR 97502	Monster Truck Shows Grandstands	\$19,538.00
Item #	54	11/5/22	Susana Delgado 931 S. 8th Street Fresno, CA 93702	Quinceañera Gem & Minerals	\$2,125.00
Item #	55	11/12/22	Gema López 2179 S. Maple Avenue Fresno, CA 93725	Graduation Party Pavilion	\$1,714.00
Item #	56	11/12/22	The Ag Center 59 2941 State Hwy 59 Merced, CA 95341	Ag Industry Mixer & Concert Grandstands Turf Club Table Mountain Rancheria Park FCH Museum and Paul Paul Theater	\$10,747.00
Item #	57	11/19/22	Leapman c/o Brook Dougherty 3526 N. College Avenue Fresno, CA 93704	Disc Golf Event Grounds	\$2,205.00

Item #	58	12/17/22	Fresno Pacific University 1717 S. Chestnut Fresno, CA 93702	Fresno Pacific Graduations Paul Paul Theater TableMountain Rancheria Park	\$8,366.00
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Item #59 thru Item #71 **ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENTS
FOR 2023: REVENUE AGREEMENTS**

Item #	59	2/25/23	Greater Calif. Soc. Of Poultry Fanciers c/o Alan Gallegos 28270 Burrough Valley Rd Tollhouse, CA 93667	Poultry Show Gem & Minerals Junior Exhibits	\$4,045.00
Item #	60	4/1/23	Danzantes Unidos 407 Appian Way Union City, CA 94587	Danzantes Unidos Festival Junior Exhibits	\$2,540.00
Item #	61	4/22/23	Analilia Zamora 2835 N. Archie Avenue Fresno, CA 93703	Quinceañera Industrial Education	\$2,993.00
Item #	62	4/28/23	Fresno County Superintendent of Schools 1111 Van Ness Ave., 4 th Fl. Fresno, CA 93702	Kids Day Industry Commerce Pavilion	\$1,500.00
Item #	63	5/3/23	Fresno County Superintendent of Schools 1111 Van Ness Ave., 4 th Fl. Fresno, CA 93702	Young Author's Faire Junior Exhibits	\$1,556.00
Item #	64	5/6/23	La Feliz Guild 409 E. Omaha Avenue Fresno, CA 93720	Derby Down Infield	\$13,688.75
Item #	65	6/3/23	Toni Nunez 5655 N. Marty Avenue Fresno, CA 9371 1	Quinceañera Junior Exhibits	\$2,980.00
Item #	66	6/24/23	Combat Sport Concepts c/o Timothy Morthland 102 Castleman Court Creve Coeur, IL 61610	Grappling Tournament Ag Building	\$3,670.00

Item #	67	11/4/23	Eunice Esquivaz 3016 N. Millbrook Avenue Fresno, CA 93703	Wedding Reception Junior Exhibits	\$2,720.00
Item #	68	2/17/23 to 2/19/23	Sun Maid Kennel Club c/o Tim Sullivan P.O. Box 8183 Fresno, CA 93747	Dog Show Ag., Commerce, Industrial Ed., Industry Commerce, & FCH Museum	\$24,497.5
Item #	69	2/25/23 to 2/26/23	Central Valley Tattoo c/o Chris Earl 9424 Seager Court Bakersfield, CA 93311	Tattoo Expo 2023 Commerce Ag Building	\$9,564.00
Item #	70	2/4/23 to 2/5/23	Mark Guevara 3065 E. Nevada Avenue Fresno, CA 93701	Gaming Expo Commerce Ag Building	\$10,030.00
Item #	71	4/1/23 to 4/2/23	Mutts In Motion c/o Arlene Davis 108 W. Swift Ave Clovis, CA 93612	Mutts In Motion Tournament Industry Commerce	\$4,010.00
Item #72 thru	Item #73	<u>ACKNOWLEDGE THE FOLLOWING INTERIM CONCESSION AGREEMENTS FOR 2022: REVENUE AGREEMENTS</u>			
Item #	72	Cones with Stones Shaved Ice c/o Mark Brandt 472 S. Teilman Avenue Fresno, CA 93706		Sale of Shaved Ice.	25% Thrift Clothing Expo
Item #	73	Intertribal Tacos c/o Leslie Cook 1272 Villa, #52 Clovis, CA 93612		Sale of Indian Tacos.	25% Thrift Clothing Expo

Item #74 thru Item #122 **ACKNOWLEDGE THE FOLLOWING CONCESSION
AGREEMENTS FOR 2022 FAIR: REVENUE AGREEMENTS**

Item #	74	Country Fair Cinnamon Rolls Erin Dale-Magdaleno P.O. Box 1205 Coarsegold, CA 93614	Sale of Cinnamon Rolls	25%
Item #	75	MBM Concessions/Fabulous Fanny's Ron Mize 1467 Siskiyou Blvd., #39 Ashland, OR 97520	Sale of Funnel Cakes	25%
Item #	76	Big Jim's Concessions/Churro Zone Jim Fraser 9740 N. Dos Palos Road Firebaugh, CA 93622	Sale of Churros	25%
Item #	77	Boy Scout Pepsi Stands Tim Salyer 535 Woodworth Clovis, CA 93611	Sale of Pepsi Products	25%
Item #	78	Country Fair Cinnamon Rolls Dane and Dara Baldwin 52183 Road 426 Oakhurst, CA 93644	Sale of Cinnamon Rolls	25%
Item #	79	DB Coffee Fresno, Inc. Jacob Cantu 531 Fulton Street Fresno, CA 93721	Sale of Coffee Beverages	25%
Item #	80	Extreme Food & Beverage/Sharky's Phillip Delahoyde 585 N. State Street Ukiah, CA 95482	Sale of Lobster Fries, Fish and Calamari	25%
Item #	81	Fruit Caboose, Inc. Mike & Ryann Newman 1023 Flag Creek Road Oroville, CA 95965	Sale of Ice Cream	25%
Item #	82	Lawson Concessions Scott Lawson 1120 S. Parallel St. Fresno, CA 93702	Sale of Corn Dogs and Fries	32%

Item #	83	Milo And Son Enterprises, Inc. Milo Franks P.O. Box 489 Pilot Hill, CA 95664	Sale of Corndogs	32%
Item #	84	Milo And Son Enterprises, Inc. Milo Franks P.O. Box 489 Pilot Hill, CA 95664	Sale of Pizza	25%
Item #	85	JLQ Concessions Erica Quintero 2434 N. Leanna Avenue Fresno, CA 93737	Sale of Fruit & Aguas	25%
Item #	86	JLQ Concessions Lola Ramirez 11719 E. Ashlan Avenue Sanger, CA 93657	Sale of Mexican Food	25%
Item #	87	Fairtime Fudge - Licorice Paul Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Licorice Ropes in a Variety of Flavors	25%
Item #	88	Fairtime Fudge Paul Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Fudge & Candies	25%
Item #	89	The Sleek Greek Sandi Bliss 7942 W. Bell Road #C5-469 Glendale, AZ 85308	Sale of Greek Food	25%
Item #	90	Timbo's Blenda Highsmith 14615 Avenida Central La Grange, CA 95329	Sale of Jerky, Meat Sticks, Pickles & Bottled Water	25%
Item #	91	Tony's Concessions (Candy Land) Tony Ponce 997 Second Street Sanger, CA 93657	Sale of Cotton Candy & Candied Apples	25%
Item #	92	Country Fair Cinnamon Rolls William & Ryan Madaus 42411 Windy Gap Drive Ahwahnee, CA 93601	Sale of Cinnamon Rolls	25%

Item #	93	W2G Fairs and Festivals, Inc. (FABE'S) Matthew Holguin 13540 Via Roma Circle Clermont, FL 34711	Sale of Gelato & Milkshakes	25%
Item #	94	West Coast Concessions - Churros Susan & Carlos Farias P.O. Box 5208 Paso Robles, CA 93447	Sale of Churros	25%
Item #	95	West Coast Concessions - Churros Susan & Carlos Farias P.O. Box 5208 Paso Robles, CA 93447	Sale of Churros	25%
Item #	96	West Coast Concessions - Churros Susan & Carlos Farias P.O. Box 5208 Paso Robles, CA 93447	Sale of Churros	25%
Item #	97	West Coast Concessions Fairs, Inc. Susan & Carlos Farias P.O. Box 5208 Paso Robles, CA 93447	Sale of BBQ	25%
Item #	98	Oriental Cuisine Express Moline Thann 6909 Milan Drive Stockton, CA 95212	Sale of Asian Food	25%
Item #	99	The Original Soft Taco, LLC Benny & Nina Martinez 7428 N. Wheeler Avenue Fresno, CA 93722	Sale of Soft Rolled Tacos	25%
Item #	100	Aurora's Authentica Comida Mexicana Angela Flores 204 W. Lincoln Avenue Fresno, CA 93706	Sale of Mexican Food	27.5%
Item #	101	Hol N Jam Frank Medina 1250 N. Armstrong Avenue Fresno, CA 93727	Sale of Snow Cones & Cotton Candy	25%
Item #	102	Joe Mestmaker Enterprises Joe Mestmaker 4208 Rosedale Hwy, Suite 302/340 Bakersfield, CA 93308	Sale of Fried Cheese, Fried Veggies & Fried Food	25%

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Item #	103	Chicken Charlie's Enterprises Charlie or Tony Boghosian 12463 Rancho Bernardo Road, #374 San Diego, CA 92128	Sale of Fried Chicken	25%
Item #	104	Jackson Enterprises (Corn Stars) Robert Jackson 19151 Highway 94 Dulzura, CA 91917	Sale of Roasted Corn & Baked Potatoes	25%
Item #	105	MKM Concessions, LLC 2002 Red Oak Circle Santa Rosa, CA 95403	Sale of Kettle Corn	25%
Item #	106	MKM Concessions, LLC 2002 Red Oak Circle Santa Rosa, CA 95403	Sale of Kettle Corn	25%
Item #	107	Brian's Concessions The Candy Store Brian Brandon 9719 Brookpark Road Downey, CA 90240	Sale of Cotton Candy & Candy Apples	25%
Item #	108	Pardini Fair Ventures, L.P. James Pardini 2257 W. Shaw Avenue Fresno, CA 93711	Sale of Slush Puppie & Frozen Cocktails	25%
Item #	109	A Taste of Paradise Kim Sanders 20201 Tollhouse Road Clovis, CA 93619	Sale of Shaved Ice	25%
Item #	110	T's CONCESSIONS Tim Elwell 1323 Coventry Avenue Clovis, CA 93611	Sale of Corndogs	32%
Item #	111	WG Concessions Fat Franky's Funnel Cakes William Gardiner 130 W. Avenue J-5 Lancaster, CA 93534	Sale of Funnel Cakes	25%
Item #	112	Space Age Food Concession Dave Yonan 11935 Gold Strike Road Pine Grove, CA 95665	Sale of Corndogs	32%

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Item #	113	Log Cabin Concessions Mark Davis P.O. Box 513 Coarsegold, CA 93617	Sale of Lemonade	25%
Item #	114	Texas Twister Drink Scott & Kim Sanders 20201 Tollhouse Road Clovis, CA 93619	Sale of Fruit Drinks	25%
Item #	115	Red & White Concessions Dean Williams 1681 Eden Plains Road Brentwood, CA 94513	Sale of Corn Dogs	32%
Item #	116	Suck It Up Concessions 7023 27th Street Riverside, CA 92509	Sale of Soft Serve Ice Cream	25%
Item #	117	Seven Palms, Inc. (Munch a Bunch) Sequoia Schoonover 1450 Coraway Court Merced, CA 95340	Sale of Indian Tacos	25%
Item #	118	Calipso Enterprises (La Fruteria) Faviola Ledezma 5905 Genoa Drive Bakersfield, CA 93308	Sale of Fruit & Aguas	25%
Item #	119	Stroud Enterprises Tom Stroud 5119 N. Archerdale Linden, CA 95236	Sale of Hamburgers	25%
Item #	120	Sharp Concepts dba Good Ol' Burgers John Campbell P.O. Box 3767 Paso Robles, CA 93447	Sale of Hamburgers	25%
Item #	121	Sharp Concepts dba Garlicky's John Campbell P.O. Box 3767 Paso Robles, CA 93447	Sale of Pizza	25%
Item #	122	Stroud Enterprises Tom Stroud 5119 N. Archerdale Linden, CA 95236	Sale of Corndogs & Hotdogs	32%

Item #123 thru Item #169 **ACKNOWLEDGE THE FOLLOWING JUDGES
FOR 2022 FAIR: EXPENSE AGREEMENTS**

Item #	123	22-001	Jonas Gomez 15837 W. Sunset Kerman, CA 93630	Home Arts	\$50.00 Flat
Item #	124	22-003	Jennifer Davey 2716 Buckingham Clovis, CA 93611	Home Arts	\$50.00 Flat
Item #	125	22-005	Betty Lou Pendleton 2300 N. Maselli St. Visalia, CA 93291	Home Arts	\$50.00 Flat
Item #	126	22-007	Sun Maid Sun Maid 1121 Chance Ave Fresno, CA 93702	Home Arts	Volunteer
Item #	127	22-009	Rick Davis 3949 N. Hulbert Fresno, CA 93705	Home Arts	\$50.00 Flat
Item #	128	22-011	Debbie Jacobsen 16492 Summit Crest Ln Clovis, CA 93619	Home Arts/Juniors	Volunteer
Item #	129	22-013	Sarah Burton 3434 E. Floradora Fresno, CA 93703	Home Arts/Juniors	\$50.00 Flat
Item #	130	22-015	Debbie Jacobsen 16492 Summit Crest Ln Clovis, CA 93619	Juniors	Volunteer
Item #	131	22-017	Caitlin Lokey 417 W. Sierra Apt. 248 Fresno, CA 93704	Juniors	Volunteer
Item #	132	22-019	Caitlin Lokey 417 W. Sierra Apt. 248 Fresno, CA 93704	Home Arts / Juniors	Volunteer
Item #	133	22-021	Diana Langley 7427 N Benedict Ave. Fresno, CA 93711	Juniors	\$50.00 Flat

Item #	134	22-023	Jeannie Burdine 15878 W. D St. Kerman, CA 93630	Home Arts/Juniors	\$50.00 Flat
Item #	135	22-025	Dean Mernard 944 McKelvy Ave. Clovis, CA 93611	Juniors	\$50.00 Flat
Item #	136	22-030	Wes Lingerfelt 110 W. Bennett Street, Nipomo, CA 93444	Gem & Minerals	\$75.00 Flat
Item #	137	22-032	Glorria Jean Lingerfelt 110 W. Bennett Street, Nipomo, CA 93444	Gem & Minerals	\$75.00 Flat
Item #	138	22-034	Astrid Lorig 155 Canyon Rd. Fairfax, CA 94930	SJVOOC	\$150.00 Flat
Item #	139	22-036	Maria Farr 3306 Deodar St. Carmichael, CA 95608	SJVOOC	\$150.00 Flat
Item #	140	22-038	Etienne (Tim) Ossun 2688 E. Sean Ave Fresno, CA 93720	SJVOOC	\$150.00 Flat
Item #	141	22-046	Lance Hofer 1735 Purvis St. Clovis, CA 93611	Ag-Horticulture	\$150.00/Day
Item #	142	22-048	Jennifer Fulbright 1120 N. Marion Clovis, CA 93611	Ag-Horticulture	\$150.00/Day
Item #	143	22-050	Elizabeth Sandberg 7261 E. Tulare Fresno, CA 93737	Ag-Horticulture	\$150.00/Day
Item #	144	22-053	Dennis Plann 1541 E. Decatur Fresno, CA 93720	Ag-Horticulture	\$150.00/Day
Item #	145	22-055	Karen Francone 13288 E. Rialto Ave Sanger, CA 93657	Ag-Horticulture	\$150.00/Day

Item #	146	22-057	Amanda Zito 1911 W andrew Fresno, CA 93705	Ag-Horticulture	\$150.00/Day
Item #	147	22-061	Christie Gabel 38658 CR43 Eaton, CO 80615	Junior Livestock	\$500.00 + Travel & Hotel
Item #	148	22-063	Thomas Crome 2717 3rd Street, 707 Lubbock, TX 79415	Junior Livestock	\$500.00 + Travel & Hotel
Item #	149	22-065	Tammi Josephson 3600 Shire Horse Lane Cottonwood, CA 96022	Junior Livestock	\$250.00+ Hotel & Mileage
Item #	150	22-067	Eric Kutch P.O. Box 1663 Jamestown, CA 95327	Fur and Feathers	\$250.00+ Hotel & Mileage
Item #	151	22-069	Rachel Conway P.O. Box 93 Ferndale,, CA 95536	Open Division Livestock	\$300.00 + Hotel & Mileage
Item #	152	22-073	Barbara Coehlo 1249 Olive Avenue Patterson, CA 95363	Floriculture	\$75.00 + Mileage
Item #	153	22-075	Laverne Cottet 1151 E. Sussex Way Fresno, CA 93704	Floriculture	\$50.00 Flat
Item #	154	22-077	Laverne Cottet 1151 E. Sussex Way Fresno, CA 93704	Floriculture	\$50.00 Flat
Item #	155	22-079	Laverne Cottet 1151 E. Sussex Way Fresno, CA 93704	Floriculture	\$50.00 Flat
Item #	156	22-081	George Heaton 5432 N. Reed Reedley, CA 93654	Floriculture	\$50.00 + Mileage
Item #	157	22-083	George Heaton 5432 N. Reed Reedley, CA 93654	Floriculture	\$50.00 + Mileage

Item #	158	22-085	Linda Hicks 3388 E. Hwy 41 Templeton, CA	Floriculture	\$75.00 + Mileage
Item #	159	22-087	Joleen Mills 2154 Rock Creek Court Merced, CA 95348	Floriculture	\$75.00 + Mileage
Item #	160	22-089	Joleen Mills 2154 Rock Creek Court Merced, CA 95348	Floriculture	\$75.00 + Mileage
Item #	161	22-091	Judi Pacini 23350 S. Austin Way Ripon, CA 95366	Floriculture	\$75.00 + Mileage
Item #	162	22-093	Judi Pacini 23350 S. Austin Way Ripon, CA 95366	Floriculture	\$75.00 + Mileage
Item #	163	22-095	Charles Sims 3150 Prince Henry Drive Sacramento, CA 95833	Floriculture	\$100.00 + Mileage
Item #	164	22-097	Mona Solomini 2658 Eighth Ave Merced, CA 95340	Floriculture	\$75.00 + Mileage
Item #	165	22-099	Dennis Wade 9617 Las Posada Drive Oakdale, CA 95361	Floriculture	\$100.00 Flat
Item #	166	22-101	Bill Welzenbach 5180 N. Wishon #204 Fresno, CA 93704	Floriculture	\$65.00 Flat
Item #	167	22-103	Bill Welzenbach 5180 N. Wishon #204 Fresno, CA 93704	Floriculture	\$65.00 Flat
Item #	168	22-105	Kathy Zumbrunn 1200 S. Moffett Road Turlock, CA 95380	Floriculture	\$75.00 + Mileage
Item #	169	22-107	Kathy Zumbrunn 1200 S. Moffett Road Turlock, CA 95380	Floriculture	\$75.00 + Mileage
Item # 170	<u>Acknowledge Expense Claims</u>				

TRAVEL EXPENSE CLAIMS

JULY

Travel	Ruben Gastelo	Traveled to the California Horse Racing Board Office in Sacramento, Ca. on July 29, 2022 to obtain a CHRB license for satellite employee Ray Molina. Claiming mileage only.	\$217.50
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On a motion of Director _____, seconded by Director _____ and carried, the Board of Directors authorized management authority to perform services regarding the Delegation of Authority:

RESOLUTION
DELEGATION OF AUTHORITY

Authorizes Chief Executive Officer Lauri King to execute Standard 213 Agreements up to \$15,000 without further authorization from the Board of Directors. All such executed agreements; however, are to be submitted to the Board of Directors for review at the subsequent meeting. The duration of delegation is authorized for the remainder of 2022.

Authorizes Chief Executive Officer Lauri King to execute Rental Agreements up to \$15,000 to use fairground facilities in accordance with the Food & Agriculture Code relating to the use of District and County Fairground Facilities and according to the regulations and policies recommended by the Board of Directors of the 21st District Agricultural Association and the Department of Food and Agriculture and to execute the rental agreements for use of fairground facilities without further authorization from the Board of Directors. All such executed agreements; however, are to be submitted to the Board of Directors for review at the subsequent meeting. The duration of delegation is authorized for the remainder of 2022.

**MINUTES
21ST DISTRICT AGRICULTURAL ASSOCIATION
BIG FRESNO FAIR
BOARD OF DIRECTORS MEETING
JUNE 28, 2022 AT 3:30 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 particular 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 so 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 3:00 p.m. by President Riojas. Those in attendance were: President Chuck Riojas, Vice President Terry Gonsalves, Directors Linda Mae Balakian Hunsucker, Gary Chahil, Jerry Pacheco, Annalisa Perea and Larry Salinas; Deputy Manager II Lauri King, AGPA Christina Estrada, Events Coordinator Taylor Childers; Sarah Pelle with CDFA, John Alkire & Debbie Jacobsen with Friends of the Big Fresno Fair, Don & Jerry Hunsucker, Baolia Xiong, Gaonoucci Belle Vang, Marlene and Wendy with API Pact Program.

ITEM #2. PLEDGE OF ALLEGIANCE:

The Pledge of Allegiance was conducted at the Board meeting that started at 1:00pm.

ITEM #3. INTRODUCTION OF GUESTS:

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

President Riojas called roll and a full quorum was declared. Director Frank Flores was an excused absence.

ITEM #5. CLOSED SESSION:

Government Code - Section 11126(a)

1. Personnel Matter:

a. CEO Recruitment & Hiring

The meeting reconvened in open session, President Riojas reported out a resolution of the 21st District Agricultural Association, Board approving Lauri King as the new CEO with a monthly salary of \$11,500 effective July 1, 2022.

MSP (Riojas - Salinas) to approve the Board Resolution. The vote was unanimous. Roll Call Vote:

Director	Yes	No	Absent/Abstain
President Riojas	X		
Terry Gonsalves	X		
Gary Chahil	X		
Linda Balakian Hunsucker	X		
Frank Flores			absent
Jerry Pacheco	X		
Annalisa Perea	X		
Larry Salinas	X		

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

A. Approve Board Minutes:

1. Regular Board Meeting 05/24/2022

MSP (Pacheco - Perea) to approve the Board minutes. The vote was unanimous. Roll Call Vote:

Director	Yes	No	Absent/Abstain
President Riojas	X		
Terry Gonsalves	X		
Gary Chahil	X		
Linda Balakian-Hunsucker	X		
Frank Flores			absent
Jerry Pacheco	X		
Annalisa Perea	X		
Larry Salinas	X		

ITEM #7. ACKNOWLEDGE CONSENT AGENDA (COLORED PAGES) ITEM #19 THRU ITEM #39:

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

Director Gonsalves asked a question regarding the Tower Power Concert with KMJ. He wanted to clarify if the Fair was writing the check to the band or if KMJ would be. Deputy Manager II King reported that the Fair would be issuing a check to the band because our booking agency is the one that is

booking the show. After the concert the Fair will prepare a sales summary for KMJ and we will deduct the amount of the band from the concert ticket sales. The Fair will net out the expenses before giving KMJ the ticket sales.

Roll Call Vote:

Director	Yes	No	Absent/Abstain
President Riojas	X		
Terry Gonsalves	X		
Gary Chahil	X		
Linda Balakian-Hunsucker	X		
Frank Flores			absent
Jerry Pacheco	X		
Annalisa Perea	X		
Larry Salinas	X		

ITEM #8. PUBLIC COMMENT:

No public comment.

ITEM #9. PROGRAM REPORT: (Informational)

a. Maintenance, Grounds & Infrastructure at the Big Fresno Fair:

Deputy Manager II King announced that two of the maintenance employees have COVID and are not at work. Therefore, they are unable to present the maintenance, grounds & infrastructure report. The report will be table until the August Board meeting.

ITEM #10. EXECUTIVE STAFF REPORT: (Informational)

a. Report on Satellite Racing/Belmont Stakes:

Deputy Manager II King reported that the Belmont Stakes race attendance was significantly down and the reasons for this is because we did not have a Triple Crown contender, we ended up being down about 50% from the previous year. Reported that Satellite Wagering staff are preparing for the Celebrate America Event on July 3rd in the grandstand.

b. Report on CARF Meeting:

Deputy Manager II King reported that there has not been a CARF meeting because our summer Fair's race meets have started and we do not have meetings when the race meets are going. Alameda County Fair started their race meet the week before and has been very strong. They are facing some of the same issues as we have been facing with the Fire Marshal, they have had to bring in RVs for bunk houses, but they have

the horse and are having a strong meet; trying to fit it into my calendar to get up there before they finish the meet.

c. Report on Interim Events:

Event Coordinator Taylor Childers reported that we have our Celebrate America this weekend with Cornerstone Church, it's a fireworks show that will be held Sunday evening. Typically during the summer months it's a little slow for interim events but that is not the case this year, we are very busy. Currently working on bring back monster trucks this fall and securing a larger agricultural event with Ag Center out of Merced.

d. Report on Entertainment/Ticket Sales:

Deputy Manager II King reported that ticket sales continue to be strong. Christina Estrada gave a handout with a breakdown of the concerts and how they are selling. Our number one show is still Dwight Yoakam and Ice Cube is a close second. Where our ticket sales are, is pretty normal, ticket sales will start picking up more when advertising hits in September. I included the percent sold on tickets as well for everyone to see where the shows are trending.

The next ticket on sale will be our horse racing tickets, with announcement July 12th, Fan Club sale July 19th and Public on sale July 26th. Our next concert on sale will be announced July 27th, Fan Club sale August 2nd and Public on sale August 9th. This on sale will include: The Pretty Reckless, Crusin' to the Souldies and Valdivia Shows. We provided this information so that you know when we will have tickets on sale. President Riojas asked about the Queen Nation show, it is still happening on the same date? The reason it was left off the list, is because we are not selling tickets for this show. The concert that surprised me is Phil Wickham, we all thought he would be selling more but there is a large Christian concert in the area on the same day as his.

e. Report on Hall of Fame/Community Champions Awards Due August 15th:

Deputy Manager II King reported that the Hall of Fame nominations are due August 15th and informed the board that if there is anyone they would like to nominate to let her know. We currently have 1 application.

f. Report on Hiring and Recruitment of Key Staff:

Deputy Manager II King reported that with all of the staffing changes she wanted to keep the Board informed of who is doing what and what areas we will need the most assistance. We are currently looking to hire staff for the Deputy Manager II position and will fill it in house.

We need an accounting supervisor and are working with an Accounting HR Specialist, he is having a difficult time filling this position for two reasons the requirements and the pay of the position. We are going to post on our website, the WFA website and with CalHR. The accounting supervisor position is the position that makes me the most nervous because of the importance of this position. Director Perea asked if we were not offering enough compensation and if we should add to the position. Deputy Manager II King explained that we could offer more but it would be difficult to get that person hired on with the State because their pay would not fall in the title we would be hiring for. Sarah Pelle from CDFA asked what position we were hiring for, Christina Estrada stated for an AGPA Specialist, which is a higher position than other Fairs. Director Pacheco asked if the Fair needed to look at hiring an accounting firm to handle our finances. Deputy Manager II King stated that this is an option we are considering. Also reported that Sandra West is still working ¼ time for the Fair on weekends and evenings. She is handling the bigger accounting items and staff is picking up the daily accounting practices. Another option is to have California Fairs Service Authority (CFSA) take over some accounting practices as well.

Deputy Manager II King stated that the Senior Maintenance position, originally we told you that Rod Seitz would be retiring but he has changed his mind. We have an open Maintenance Supervisor position and Christina and I are working with CalHR to get that filled. Stated traditionally I do all of the prep work for the box office but with the shift in responsibilities, we have brought Victor in earlier to take over all box office, operations and ticketing. Ruben Gastelo who runs our Satellite Wagering facility has expressed interest in doing more and he has been assisting Taylor with interim events on the weekends. Commercial and concessions is something that Stacy was handling and we will need to hire someone to assist. We have contracted with Tim Ellis to run the commercial and concessions department. The other part of the information handed out was for the Board to put a name with a face and know who is running departments.

g. Report on 2022 Big Fresno Fair Planning:

Deputy Manager II King started the discussion on the 2022 Big Fresno Fair. The Fair will be October 5-16th, went over opening and closing times, opening late on Tuesday, October 11 to do a deep cleaning and reset of the grounds. We have also added two church services to the Fair, on the first Sunday we will have Cornerstone Church doing service at 9am and on the 2nd Sunday we will have Teen Challenge back. Teen Challenge is an organization that works with troubled youth and mentoring. This is the 3rd year they have partnered with us. We will have 7 days of live racing with post time at 1:45pm. All admission, parking lots, pricing and racing pricing is what was approved at a board meeting

a few months ago. We will have promotional/discount days for Kids Day, Senior's Day and our Pint for a Pass Blood Drive. Save Mart & Food Maxx has said they will continue to sell our tickets. We will be printing our tickets on the store machines, this is in our benefit because they will not run out of tickets. Season passes will be sold at O'Reilly stores valley wide. We will still combine junior exhibits and home arts in the old Jr building and will be called Home & Hobby. The Agriculture building will be back to normal with the addition of two more communities! We will also have elements from our youth in the building with youth commodities and youth industrial arts.

The armory building will be E-Gaming again and will have more elements to make it bigger and better. Fine Arts and Photography will be normal, Floriculture and Gem & Minerals will be combined again as it worked very well. The Livin' Local building was a huge hit and will be back with over 70 vendors. Food Truck alley will be back and our Livestock Pavilion will be a normal show and are planning for a bigger auction. Geoff Gates, Louie Brosi and others are putting more into the auction to make it bigger and better. Exhibitors' numbers are way up and we are looking at making changes to where animals are located to make space. Commercial and concession rates are staying the same as 2019. Working with the Fire Marshal trying to get our AMMR accepted that was presented last year, which will give us the 10 foot variance, if it gets accepted we would be able to keep all the same stands that we had last year. If they make us push back to the 20 foot, we'll have to eliminate some, we are pushing to keep it the same as last year. Had an entertainment meet on Thursday with the gals who book our ground entertainment Nine13 Productions. We are planning more strolling acts, we noticed that's what people like, and they don't necessary like sitting through a stage show.

h. Report on Friends of the Fair:

Friends of the Fair CEO John Alkire wanted to congratulate Annalise on her victory! Alkire also congratulated the Board on a tremendous job and knowing it has taken a long time to get to where we are today. He congratulated the Board on breaking the glass ceiling by being the first Board in 138 years to hire the first woman CEO. Director Perea recommended that information be in the press release. Alkire went on to report that he was proud of King as she was one of his top picks before she graduated from Cal Poly. And his other top pick out of Fresno State was going on to be the CEO of the Ventura County Fair. Both ladies have excelled and done very well, very proud of the team.

The Friends of the Fair did not meet today so I will quickly give you an update on what we have been doing for the last month. We are trying to rent the museum out as much as possible, a lot of groups have done

fundraisers. We have had a few film crews out in the museum one from Fresno State to film the new Italian exhibit and another filming of each exhibit in the museum to go on the website so people who cannot attend the museum will be able to see the history. Both of these filming projects was funded through grants from the Isnardi Foundation.

Working strongly on the Measure P money, we made a request for funding to enhance the projection mapping in the museum. The Museum got the Fresno Bee's People's Choice award for Best Museum. The Jewish exhibit folks will be installing their exhibit the Star of David soon and the foundation has purchased a new server to keep the exhibits functioning. The new art gallery is getting new track lighting and should be completed this week. Great meeting with the Superintendent of Schools Jim Yovino, Michelle Copher, Debbie Jacobsen and Lauri. The meeting was to discuss getting Schools back out to the Museum for field trips. The Superintendent of Schools is excited to be involved with us again and get our youth out to the Fair. They are going to host a meeting at the museum on September 22nd for all of the County Superintendents of Schools. We will get more information as it gets closer to invite you to the event. The Superintendent of Schools has also offered their film crew to do a promotional videos of 30 sec and 60 secs of the museum to be sent out to all schools.

Alkire stated if any of you know Mike Kludjian please tell him thank you he and his crew have been installing the lighting in the new gallery. Also the John Lawson memorial artwork that I showed you previously is all done and we are just waiting for Rick Ransom to be back from vacation to finish up the engineering. Thank you again - any questions?

CEO Alkire followed up with one final comment, we all serve at your pleasure, the pleasure of the Board including myself and my Board. We are here for you, anything we can do to make this a better ride and anything we can do to make her (King) successful, we are here. We are here to work together and to complement each other. Director Pacheco commented that it is very important now to help Lauri. Alkire commented that he agreed whole heartily and something that always help him as a CEO was when Debbie was the Chair everything funneled through the Chair and everything next year will funnel through Terry and it helps if you are in the CEO position, if you have one person calling you saying I had a call from Annalisa or a call from Gary and they are wanting to know this or whatever and you can answer it and go on and get back to them. If you have your CEO answering the same question 9 times a day from 9 different people, she doesn't have that much time, she doesn't have that many staff. That's one thing that I am really concerned about, is we don't have enough horses to put this thing on right now, and she knows that but she has the experience, she doesn't need any training wheels, we all know that. She'll get it done but you

have to give her the time and that's why I'm offering our services for anything.

Anything you can imagine that's why we are here. And again I applaud your selection today and I applaud the bold move of going with the first woman. Thank you.

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

A. Finance Committee:

- Acknowledge May 31, 2022 Check Register in the amount of \$275,518.05:

MSP (Chahil - Salinas) to approve the Check Registers. The vote was unanimous. Roll Call Vote:

Director	Yes	No	Absent/Abstain
President Riojas	X		
Terry Gonsalves	X		
Gary Chahil	X		
Linda Balakian Hunsucker	X		
Frank Flores			absent
Jerry Pacheco	X		
Annalisa Perea	X		
Larry Salinas	X		

- Acknowledge Statement of Operations dated May 31, 2022:

MSP (Chahil - Perea) to approve the Statement of Operations. The vote was unanimous. Deputy Manager King wanted it noted that interim events had a very strong month in May. Roll Call Vote:

Director	Yes	No	Absent/Abstain
President Riojas	X		
Terry Gonsalves	X		
Gary Chahil	X		
Linda Balakian Hunsucker	X		
Frank Flores			absent
Jerry Pacheco	X		
Annalisa Perea	X		
Larry Salinas	X		

- Acknowledge Balance Sheet dated May 31, 2022:

MSP (Jerry - Terry) to approve the Balance Sheet. The vote was unanimous. Director Pacheco had a question on the finances where it says cash unrestricted on the balance sheet and then where the budgeted amount is on the balance sheet.

He wanted to clarify that the actual cash was the \$6 million dollars and the budget amount was the \$11 million and that they were not including each other. The actual cash we currently have is \$7,352,000. Director Gonsalves clarified and explained that what was being asked was is it included in the budget.

Deputy Manager II King stated that it is included in the budget but that a budget is just a wish and a prayer for where you want to be. We do not take the budgeted \$11,000,000 and then add the \$7,000,000 to it – they are separate. Director Pacheco asked if by the time we get to Fair if the \$7,000,000 will be gone; Deputy Manager King said no, not this year. We plan to carryover money.

Also reported that it takes the Fair about \$750,000 to get the Fair started. We have not taken in any concession or commercial deposits as of now so we have a lot of cash flow to still come in. Normally a lot of that money would have come in but by going to the new software and staffing changes we do not have many deposits paid yet. Director Pacheco then asked is there any way we can put a million dollars in savings? Or will that hurt us too bad in October? Deputy Manager King stated that is a great question and in June, you will see we closed the CD at Citizens/Suncrest Bank and we do not have a CD yet at Central Valley. The goal is to get CD's opened at Central Valley. If the Board wanted to put \$2,000,000 in a CD, we would still be okay for cash flow for the Fair. We currently have money to be able to put money into savings and we have other money coming in too. Safer for the Fair to have money in savings. We will not tie money up in treasury account just in CD's. Director Gonsalves stated to add a little cushion. Roll Call Vote:

Director	Yes	No	Absent/Abstain
President Riojas	X		
Terry Gonsalves	X		
Gary Chahil	X		
Linda Balakian Hunsucker	X		
Frank Flores			absent
Jerry Pacheco	X		
Annalisa Perea	X		
Larry Salinas	X		

b. Update on Compliance/Financial Audit Exit:

Deputy Manager II King thanked President Riojas and Director Chahil for being on the financial audit exit interview zoom. What was provided to the Board was the actual audit findings with a description of management's thoughts on each item.

If anyone has questions about any items please let me know. I will say that one of the biggest things that our auditors commented on was that we were using deferred accounts a little bit too much, so we will transition away from doing that. Basically we need to balance our deferred accounts and clean them up. Do a little house keeping.

President Riojas reported that he did not sense anything that was a red flag during the audit report, everything seemed correctable and within parameters. Director Pacheco asked about the comments and Deputy Manager II King reported that she took her notes from the call and then added her management opinion to each item. She did not want to just provide the Board with the report without and explanations. Two biggest items were the deferred accounts and the JLA accounts which we have always struggled with the JLA reconciliation. Director Pacheco asked about the long-term debt specifically to PNC, he wanted to know how much we owed to PNC, Deputy Manager II King reported that the amount owed to PNC each month does get put into A/P and is reflected. We are accounting for the money owed. The payment is in A/P, we know we owe the money, we just have not been paying it. The money is sitting waiting to be paid until we can discuss the contract with PNC. On the compliance audit we are still getting the auditors information every day. Honestly, doing two financial years and two compliance years has been a huge undertaking. With the compliance audit we want to remind everyone that we have not had one for 12 years and that we are providing and learning through each step. King said she will be shocked if we get the final audit by our Fair. Sarah Pelle with CDFA agreed that the compliance audit is a learning tool for each Fair and that we will work through all items.

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

a. Discussion on Revenue Generating Ideas:

President Riojas asked director Chahil, who originally requested this item on the agenda, if for the sake of time if we could defer this item to the August agenda. This topic will remain on the agenda for August for more Board discussion.

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

a. Presentation by Baolia Xiong regarding cultivating a tobacco-free environment:

Baolia Xiong, Gaonoucci Belle Vang, Marlene and Wendy with API Pact Program discussed the need for the entire Fair facility and all interim events entertain being a smoke free facility. This would be a change from our current policy of being a smoke free facility with designated smoke areas. The group is requesting that the Fair not allow tobacco on the grounds at all. This group worked closely with the Hmong Cultural New Year who would like to make all events tobacco free. President Riojas requested this be a topic we discuss in the new year, January, 2023.

b. Award the Municipal Solid Waste, Agricultural and Animal Waste Removal Contract, IFB #22-008:

MSP (Perea - Pacheco) to award the contract to Mid Valley Disposal, LLC Services for a one year period (2022) with four, one year options (2023-2026). Dollar amount as per Exhibit 'A'. The only responsive bidder.

Director Salinas asked if these were the only two bidders, Deputy Manager King stated they were the only two bidders but there was another company interested Caglia Environmental that was interested but after speaking with Richard Caglia he brought up good points regarding the contract. The bid process is really in the incumbents favor because they own the existing equipment and a new company would have to purchase all of the equipment. On the next bid we will look at going in a different bid direction. Director Salinas asked if the equipment is owned by the contracted company. Deputy Manager II King stated yes, they own all equipment and are responsible for the equipment. Director Hunsucker asked who owns West Coast Waste. Deputy Manager King stated Dennis Balakian owns the company. Director Hunsucker asked if he was involved in the Fair and King reported that he has two table on the museum deck for the concerts and he provides amenities for the race track.

Roll Call Vote:

Director	Yes	No	Absent/Abstain
President Riojas	X		
Terry Gonsalves	X		
Gary Chahil	X		
Linda Balakian Hunsucker			abstain
Frank Flores			absent
Jerry Pacheco	X		
Annalisa Perea	X		
Larry Salinas	X		

c. Award the Fair time and Interim Rental Usage Security Services Contract, RFB #22-001

MSP (Chahil - Balakian Hunsucker) to award the contract to Fresno County Private Security for a three (3) year period (2022-2024) in the amount of: 2022-\$29/man hour, \$36/man hour armed; 2023-\$30/man hour, \$37/man hour armed and 2024 - \$31/man hour, \$38/man hour armed. The only responsive bidder.

Roll Call Vote:

Director	Yes	No	Absent/Abstain
President Riojas	X		
Terry Gonsalves	X		
Gary Chahil	X		
Linda Balakian Hunsucker	X		
Frank Flores			absent
Jerry Pacheco	X		
Annalisa Perea	X		
Larry Salinas	X		

d. Approve Bank Authorization for 2022

MSP (Perea - Salinas) to approve Bank Authorization for 2022.

Deputy Manager King is requesting that Stacy Rianda be removed as an authorized signer and adding Christina Estrada as an additional signer. Director Hunsucker asked if Saundra West was still on the account and King reported that she is because she is still working ¼ time for us and working with our accounts. She is remoting in from home and works here on the weekends. Director Pacheco indicated that he did not agree with leaving Saundra West on the accounts because she is not working fulltime. King explained that she is still on our books and is still an employee, she has not separated from us. Director Gonsalves asked for an explanation as to why Saundra West had to stay on the accounts if she is just here part time. Deputy Manager II King stated that she is doing high level work which takes bank approvals; are the concerns that she is signing checks or her access to accounts. Our banking is dual authorization so transfers and such take two people to approve. Sarah Pelle from CDFA reminded that we must have separation of duties for accounting procedure manual so you need three different people. When West is no longer working part time we will remove her from the accounts. Sarah Pelle from CDFA explained to the Board that the topic for discuss is removing Stacy Rianda from the Authorization and adding Christina Estrada to the authorization. The topic is not regarding Saundra West continuing to be a signer.

Roll Call Vote:

Director	Yes	No	Absent/Abstain
President Riojas	X		
Terry Gonsalves	X		
Gary Chahil	X		
Linda Balakian Hunsucker	X		
Frank Flores			absent
Jerry Pacheco	X		
Annalisa Perea	X		
Larry Salinas	X		

ITEM #14. CORESPONDANCE: (Informational)

a. Letter from Mr. & Mrs. Claes concerning gun shows on the Fairgrounds

Deputy Manager II King reported that this is a new item to the agenda and will include any information for the Board including letters and CDFA memos.

ITEM #15. MANAGER'S UPDATE:

Deputy Manager II King reported on Sponsorships; Entertainment; New Projects and Improvements.

- Deputy Manager II King reported that in May Taylor Childers and she did a presentation to the Fresno County School Superintendents. Met with our department heads to go over budgets and yearly plans; meeting with Livin Local and Gem and Minerals departments. Ruben Gastelo and I met with Henry, satellite wagering customer who has some great ideas about improvements to the facility.
- Deputy Manager II King reported that we had already discussed the Celebrate America fireworks and invited all to attend. We have had interviews for a new reception position and found someone, her name is Lisette Gonzalez. Taylor and I had a wrap up meeting with the garlic festival and they are looking for new dates in 2023. Office staff have all been on accounting webinars every Thursday for June. I continue to be very busy with WFA and IAFE zooms. PSPS Mitigation update, originally the Fairgrounds was chosen to be a PSPS power site but then the money ran out and we were cut form the program. Fast forward to more funding and we are now scheduled for the program. This means that the State will pay to wire two locations with quick connect generators, these locations will be the main administration office electrical vault and the Industry Commerce building electrical vault.
- Deputy Manager II King reported that Taylor and she met with the Hmong New Year and the State Fire Marshal to plan for their event this

year. Taylor has been meeting with Hands on Central California to get volunteers for the 2022 Fair. She has also met with Social Vocational Services, a program that works with disabled citizens who are capable of working but need supervision. We will be using their program to get three labors to help with maintenance. The employees come with a supervisor, it is great experience for the staff.

- Director Flores came in and we did a tour of the Fairgrounds with Nick Heckman (maintenance department). It was a tour of the facility to go over our biggest concerns and issues that need immediate attention. We took him behind the scenes to see what our guys do!! We met with our Ag communities. FOF CEO Alkire already discussed our meeting with Fresno County Superintendents of Schools and getting the schools back out for field trips.
- Deputy Manager II King reported that we will be using a new sales system in the parking lots, it is called Park Hub and gives us the opportunity to use credit cards in the parking lots. We are in the middle of another audit for the union for our horse racing employees. Discussed the power outage on the grounds, it was a PG&E issue not a Fair issue. Discussed the ARPA Funds from the County and that we got roughly \$205,000. Got notice from CARF and CDFA that we are getting \$110,000 for satellite wagering upgrades.

ITEM #16. BOARD RECOMMENDATION FOR FUTURE AGENDA ITEMS:

Director Gonsalves asked if the Board was still planning for closed session at the August Board meeting. President Riojas thanked everyone for their participation, recognizing it was a long day and that he appreciates everyone's cooperation and wanted to thank the committee of Directors Gonsalves and Chahil for their work and effort in the CEO search. Also extend congratulations to Lauri. Deputy Manager King thanked the Board and asked the Board to just call or email her for anything they need.

ITEM #17. FOR YOUR INFORMATION:

Next Board Meeting – August 23, 2022, 3:30 p.m.
No July Board Meeting

ITEM #18. ADJOURNMENT:

Respectfully Submitted,

Lauri King
Deputy Manager II

Chuck Riojas, President
Board of Directors



Exhibit "A"

June 28, 2022

TO: Board of Directors

FROM: Lauri King, Deputy Manager II

SUBJECT: Award the Municipal Solid Waste
Agricultural and Animal Waste Removal
IFB #22-008

It is recommended that the Board award the contract to furnish Municipal Solid Waste, Agricultural and Animal Waste Removal for the Big Fresno Fair for a one year period (2022) with four (4) one 1-year options (2023-2026) to Mid Valley Disposal, LLC., the lowest responsive bidder.

Mid Valley Disposal, LLC

ONE-YEAR 2022	BID <u>\$220/pull+\$55/ton</u>	Per pull plus tonnage basis for hauling and disposal of compactors for a one-year period;
	BID <u>\$275/pull+\$55/ton</u>	Per pull plus tonnage basis for hauling and disposal of roll-off bins for a one-year period;
	BID <u>\$9/yard</u>	Per cubic yard for agricultural and animal waste removal (3-yard bin) for a one-year period;
	BID <u>\$500/month</u>	For 2-yard carts (20 required) rental (if applicable) for a one-year period;
	BID <u>\$1,425/month</u>	For compactor rental (if applicable) for one-year period.

<u>2023 Option Year</u>	<u>2024 Option Year</u>	<u>2025 Option Year</u>	<u>2026 Option Year</u>
BID <u>\$231/pull+\$57.75/ton</u>	BID <u>\$242.55/pull+\$60.64/ton</u>	BID <u>\$254.68/pull+\$63.67/ton</u>	BID <u>\$267.41/pull+\$66.85/ton</u>
BID <u>\$288.75/pull+\$57.75/ton</u>	BID <u>\$303.19/pull+\$60.64/ton</u>	BID <u>\$318.35/pull+\$63.67/ton</u>	BID <u>\$334.26/pull+\$66.85/ton</u>
BID <u>\$9.45/yard</u>	BID <u>\$9.92/yard</u>	BID <u>\$10.42/yard</u>	BID <u>\$10.94/yard</u>
BID <u>\$525/month</u>	BID <u>\$551.25/month</u>	BID <u>\$578.81/month</u>	BID <u>\$607.75/month</u>
BID <u>\$1,496.25</u>	BID <u>\$1,571.06</u>	BID <u>\$1,649.62</u>	BID <u>\$1,732.10</u>

Vest Coast Waste

ONE-YEAR 2022	BID \$ _____	Per pull plus tonnage basis for hauling and disposal of compactors for a one-year period;
	BID \$ _____	Per pull plus tonnage basis for hauling and disposal of roll-off bins for a one-year period;
	BID <u>\$13/yard</u>	Per cubic yard for agricultural and animal waste removal (3-yard bin) for a one-year period;
	BID \$ _____	For 2-yard carts (20 required) rental (if applicable) for a one-year period;
	BID \$ _____	For compactor rental (if applicable) for one-year period.

2023 Option Year Bid \$12/yard Per cubic yard for agricultural and animal waste removal (3-yard bin) for a one-year period;

2024 -2026 Option Years Bid \$10/yard Per cubic yard for agricultural and animal waste removal (3-yard bin) for a one-year period;

21ST DISTRICT AGRICULTURAL ASSOCIATION CONTRACT POLICIES, PROCEDURES, AND PRACTICES

WHEREAS, with the passage of AB 2490 in September 2014, the Legislature, in an effort to reduce state oversight and improve economic efficacy, significantly increased the authority of District Agricultural Associations (DAAs) to allow the DAAs to manage and operate their facilities more independently and with greater flexibility.

WHEREAS, as part of this legislative effort, section 4051 of the Food & Agricultural Code was amended vesting DAAs with expanded local authority, especially in the area of public contracting.

NOW THEREFORE, in furtherance of AB 2490 and in accordance with Food and Agriculture Code section 4051(a), the 21st District Agricultural Association (“District”) hereby adopts, effective July 1, 2015, the following Contract Policies, Procedures, and Practices.

I. Definitions:

A. “District” shall mean the 21st District Agricultural Association *aka* the Big Fresno Fair, an entity of the State of California formed by the Legislature to hold fairs, expositions, and exhibitions for the purpose of exhibiting all of the industries and industrial enterprises, resources, and products of every kind or nature of the state with a view toward improving, exploiting, encouraging, and stimulating them; and constructing, maintaining, and operating recreational and cultural facilities of general public interest. [Food & Agricultural Code sections 3871 and 3951.].

B. “Board” shall mean the Board of Directors of the District, consisting of nine directors appointed by the Governor. The Board is the governing body and policy making body for the District.

C. “Premises” shall mean the 165 acres of real property managed and operated by the District under a 50-year lease with the County of Fresno.

D. “Fair” shall mean the annual Big Fresno Fair, which is one of the largest events in the Central Valley, attracting more than 600,000 people each October during its 2-week run featuring exhibits, livestock show, live horse racing, musical entertainment, educational programs and more.

E. “Interim events” shall mean those events held on the Premises other than the Fair. In addition to the Fair, the District hosts over 250 annual events. The largest interim events include the weekly Swap Meet, the annual Hmong International New Year Celebration, and March Home & Garden Show.

F. “Goods” shall mean all types of tangible personal property, including materials, supplies, and equipment, as defined in Public Contract Code section 10290, subd. (d).

G. “Contract” shall mean and include all types of written agreements, contracts, leases, and memorandums of understanding.

H. “Personal Service Contracts” shall have the same meaning as set forth in the California Code of Regulations, title 2, section 547.59, which provides in pertinent part:

(a) A “Personal Services Contract” is defined as any contract, requisition, purchase order, etc. (except public works contracts) under which labor or personal services is a significant, separately identifiable element. The business or person performing these contractual services must be an independent contractor that does not have status as an employee of the State.

(b) A “cost-savings based Personal Services Contract” is any Personal Services Contract proposed to achieve cost savings and subject to the provisions of Government Code Section 19130(a).

I. “Public Exigency” shall mean and refer to an emergency situation when the health and safety of the public property or guests in the custody or care of the District are at risk if immediate measures are not taken to resolve the problem situation and it is not possible or practical to convene a Regular, Special or Emergency Meeting of the Board as those terms are defined in the Bagley-Keene Open Meeting Act. (Govt. Code, sections 11120 et seq.)

J. “Sole Source” shall mean and refer to a procurement process in which the good(s) or service(s) are procured from, or are a product of either:

1. Emergencies where immediate acquisition is necessary for protection of the public’s health, welfare or safety or
2. The proposed acquisition of goods or services are the only goods and services meeting the District’s needs and the vendor/contractor is the only vendor/contractor available.

K. “Informal Procurement Process” shall mean the procurement of goods, services, or information technology goods and services by obtaining multiple informal telephone, written and/or internet quotes in accordance with the policies and procedures established by the District.

II. **Contract Policies:**

A. Compliance with Applicable Law: All District contracts must conform to applicable federal, state, and local laws, including but not limited to the Public Contract Code, which was designed to encourage fair competition for public contracts and to aid public officials in the efficient administration of public contracting.

B. Conform to the District's Mission: All contracts shall operate in conformity with the District's goals, objectives, and mission and shall consider the impact of District events and activities on the local community.

C. Written Contract Required: All contracts for the purchase of goods, services, and the use of the District's Premises shall be in writing, free from any type of discrimination and conflict of interest, in compliance with applicable law, duly executed, and approved by the Board or other authorized representative of the District.

D. Board Approval Required: Except for situations where the District's Board has expressly delegated limited authority to the General Manager/Chief Executive Officer (CEO), all contracts must be submitted and approved by the Board in order to be legally binding and effective.

E. Compliance with District's Rules and Regulations: For any event that is to be conducted or performed on the District's Premises, the contract shall incorporate the District's Rules and Regulations.

F. Approval of CDFA and DGS: All contracts that require the approval of the Department of Food & Agriculture (CDFA) and/or the Department of General Services (DGS) must be submitted to CDFA and/or DGS pursuant to Food & Agricultural Code section 4051 *et seq.* to be reviewed and approved prior to being implemented by the District.

G. Contracts for Goods and Services: In accordance with section 4051 of the Food and Agricultural Code, which is not subject to the Part 2, Division 2, Chapter 2 (section 10290 *et seq.*) and Chapter 3 (section 12100 *et seq.*) of the Public Contract Code, all purchases of goods, services, and information technology goods and services, including subcontracts, and involving an expenditure in excess of \$100,000.00; **all personal services contracts involving an expenditure in excess of \$10,000.00** and governed by Government Code section 19130, subdivision (a); all construction contracts where the cost exceeds \$25,000.00; and all other contracts required by law to be subject to competitive bidding procedures shall be competitively bid and will be awarded pursuant to one of the competitive bidding procedures described below; unless the contract is entitled to an exemption or exception as defined herein in subparagraphs 2 and 3.

1. Competitive Bidding Process:

a. Invitation for Bid-An Invitation For Bid (IFB) is a public request for bids to provide a specific service or goods and the contract will be awarded to the qualified bidder with the lowest responsive and responsible bid, unless all bids are rejected. The District will provide additional details and definitions for each IFB issued to the extent necessary. When a contract is awarded, a Notice of Award shall be posted in a public place in the District's Administration Office for 5 calendar days.

b. Two Tier Requests for Proposals-A Request For Proposal (RFP) will seek proposals to provide technical services or a specified product or to solve a defined problem. The contract award will be based upon the lowest cost and evaluation of the proposers' technical proposals submitted in response to the RFP. Two Tier RFP's require the submission of technical proposals for evaluation by a selection committee using objective criteria specified in the RFP. Bidders must submit financial proposals in a separate sealed envelope. Proposals will first be evaluated on a technical basis by the selection committee. Bidders whose proposals received the required minimum score during the technical evaluation will have the financial envelope opened. When a contract is awarded, a Notice of Award will be posted in a public place in the District's Administration Office for 5 days calendar days.

c. Competitive Negotiated Procurements-Competitive Negotiated Procurements are initiated by the issuance of: (i) an RFP, (ii) a Request for Expression of Interest (RFEI), or (iii) a letter invitation to pre-qualified proposers (collectively, "Solicitation".) Competitive Negotiation Procurements require the submission of technical proposals for evaluation by a selection committee using objective criteria specified in the Solicitation and price is not the primary or sole selection factor. Bidders must submit preliminary financial proposals in a separate sealed envelope. All proposals submitted in response to the Solicitation must comply with the Solicitation's terms and conditions. After receipt of proposals and completion of an evaluation or selection process, the District may conduct negotiations with one or more proposers with the required qualifications and the most competitive preliminary financial proposals. Best and Final Offers (BAFOs) will be required from the selected qualified proposers upon the conclusion of any negotiations. The contract will be awarded on the basis of a consideration of a combination of technical evaluation and price factors. When a contract is awarded, a Notice of Award will be posted in a public place in the District's Administration Office for 5 calendar days.

2. Protest Procedures:

a. Standing and Grounds for Protests:

(1) Protests can be filed only by a Proposer or Bidder submitting a bid or proposal in response to one of the Competitive Bidding Procedures (IFB, RFP or Solicitation) described in paragraph G.

(2) All protests will be reviewed and decided on written submissions only.

(3) Protests must be based only upon one or more of the following grounds:

- (a) The District violated a law or regulation; or
- (b) The District failed to follow the procedures and adhere to requirements set forth in the competitive solicitation or any addendum thereto.

b. Jurisdiction for Consideration of Protests: There is no jurisdiction for the District to consider a protest if:

- (1) The District rejects all bids or proposals.
- (2) The protestant does not meet the requirements of paragraph 2.a. above.
- (3) The protest was not timely submitted.
- (4) The contract award is for a type of contract not subject to the protest procedures.

c. Procedural Requirements for Protests:

(1) A protest must be initiated by filing the Notice of Protest in writing with the District's Administration Office by 4:00 PM not later than five calendar days after the posting of the Notice of Intent to Award. The written Notice of Protest must be physically delivered to the District's Administration Office in hard copy. Emailed protests and fax protests are not acceptable and will not be considered. The failure to timely file a protest shall constitute an irrevocable waiver of the Bidder or Proposer's right to protest.

(2) The Notice of Protest must include the name, address, and telephone number of the protestant and of the person representing the protesting party, if any, and must be signed by the protestant or the protestant's representative. The Notice of Protest may, but is not required to, contain the information described in Paragraph (3) below.

(3) After filing an Initial Protest, the protestant has five calendar days to file a detailed written statement of the protest grounds if, the Notice of Protest did not contain the complete grounds for the protest. The detailed written statement must be physically delivered in writing to the District's Administration Office by 4:00 PM not later than five calendar days after the Notice of Protest is filed. Emailed and/or faxed detailed written statements are not

acceptable and will not be considered. The detailed written statement must contain a complete statement of any and all grounds for the protest, including, without limitation, all facts, supporting documentation, legal authorities and argument in support of the grounds for the bid protest. The detailed written protest must refer to the specific portions of all documents which form the basis of the protest.

(4) Any protest not conforming to Paragraphs c. (1) through (3), inclusive, shall be rejected by the District as invalid. The procedures and time limits set forth in Paragraph 2.c. are mandatory and are the protestant's sole and exclusive remedy in the event of any protest. Failure to comply with these procedures shall constitute a waiver of any right to further pursue the protest, including filing a Government Code Claim or judicial or other legal proceedings.

(5) During the pendency of a valid protest, the contract may not be awarded until the protest is withdrawn or the District has rendered a decision.

(6) The CEO of the District shall determine if the protest is in conformance with Paragraphs 2.c. (1) through (3), inclusive. Further, the CEO may attempt to informally resolve protests to the satisfaction of all parties before proceeding with the protest. In the event informal efforts to resolve the protest are not successful, the CEO, after determining that the protest is based on permissible grounds and filed in strict conformity with the procedural requirements, shall appoint a hearing officer. The hearing officer may request additional information and specify a time limit for submission of the information. The hearing officer shall determine the matter on all written submissions and submit a recommended written decision to the Board within thirty days of the final submission of evidence and legal authorities.

(7) The District Board will render a final determination and disposition of a protest by taking action to adopt, modify, or reject the hearing officer's recommended written decision. Action by the Board relative to a protest shall be final and not subject to appeal or consideration.

3. Exemptions to Competitive Bidding: The following are exempt from competitive bidding:

a. Utility Services-The item or service to be procured is from a utility company or wholesale utility provider where service connections are

allowed only in geographically defined service territories, or a competitively limited wholesale provider market, or where the work involves a utility system and only the utility company itself is allowed to perform the work.

b. Standard Commercial Off-the-Shelf Software Packages (COTS) or Hardware Products-Procurement of software or hardware products which are ready-made, available for sale to the government and to the general public and designed to be easily integrated into existing systems without the need for extensive customization. COTS software can either be installed on the District's computers or delivered over the Internet.

c. Equipment Maintenance Services-Maintenance Service Agreements provided by the equipment manufacturer or dealers/distributors as a result of a Life Cycle Cost Purchase: the sum of all recurring and one-time, non-recurring, costs over the full life span or a specified period of a good, service, structure or system. It includes purchase price, installation cost, operating costs, maintenance and upgrade costs, and remaining (residual or salvage) value at the end of ownership or its useful life determination or which are not available from a satisfactory alternate source as determined by the District.

d. Software, Software Licenses and Operating System Maintenance Services-in situations where the District has procured software and operating systems for its use, procurement of the continuing maintenance and upgrades of the software and operating systems, training and renewal of software licenses, from the developer or manufacturer.

e. Small Business (SB), Micro Business (MB), and Disabled Veteran Business Enterprises (DVBE)-In compliance with Government Code section 14838.5 procurements in an amount between \$5,000.00 and \$281,000.00 (or any other amount established by a Budget Letter from the Department of Finance), in goods and services from a DVBE, SB or MB certified by the State of California; provided the District obtains at least two price quotations from two or more certified small businesses, including microbusinesses, or from two or more DVBE's.

f. Value less than \$5,000-Procurements of any good(s) or service(s) with a value of less than \$5,000 may be purchased and contracted for with an Informal Procurement Process.

g. Newspapers and Publications Services-Notices and publication services used to post notices required by law or policy, and subscriptions to newspapers, journals, and other periodicals.

h. Contract extensions during Pending Protests-Extension of existing contracts where the goods or services provided under the existing contract are the subject of an ongoing procurement process and completion of a new contract has been delayed as a result of a protest filed in accordance with applicable bid protest procedures.

i. Non-Profit Community Service Agreements-Contracts for the procurement of services acquired from non-profit or not-for-profit organizations to provide services including, but not limited to, clean up, weed abatement, habitat restoration, maintenance, and other similar work within or adjacent to the District's jurisdiction may be entered into by using the Informal Procurement Process.

4. Exceptions to Competitive Bidding: Competitive bidding may not apply if, under the particular circumstances of the procurement, an exception is warranted. The following are examples of circumstances that may be considered in authorizing case-by-case exceptions to the competitive bidding policy:

a. Sole Source-Executive Order W-1-3-94 forbids the use of "sole source" contracts except: in the case of State emergency or where public health and safety so require. Notwithstanding the foregoing Executive Order, in a situation where only one person, firm, or manufacturer exists that can provide the needed goods or services and no equivalent person, firm or manufacturer is available that would meet the District's minimum needs, then sole source may be considered..

b. No Competition-Competition is precluded because of the existence of patent rights, copyrights, secret processes, controlled or limited market or distribution, restricted or limited availability of the basic raw material(s) or similar circumstances, and there is no equivalent item or service.

c. Absolute Compatibility Is Necessary:

(1) The procurement is for replacement part or components for equipment and no information or data is available to ensure that the parts or components obtained from another supplier will perform the same function in the equipment as the part of component to be replaced.

(2) The procurement is for replacement parts or components for equipment and the replacement parts or components would compromise the safety or reliability of the product, or would void or invalidate a manufacturer's warranty or guarantee; or

(3) The procurement is for upgrades, enhancements or additions to hardware or for enhancements or additions to software, and no

information and data is available to ensure that equipment or software from different manufacturers or developers will be as compatible as equipment or software from the original manufacturer(s) or developer(s).

d. Opportunity Purchases-Opportunity purchases from local business that, for similar things available through the state purchasing program, may be purchased locally at a price equivalent to or less than that available through the state purchasing program. (Food & Ag Code 4051, subd. (b)(1).)

e. Exigency Purchases-In cases of a Public Exigency as defined under “Definitions” above, the District or its CEO may authorize contracts for goods and services in the best interests of the District.

f. Sponsorship Agreements-In accordance with Food & Agricultural Code section 4051.1, the District, pursuant to procedures established by the Board, may enter into agreements to secure donations, memberships, and corporate and individual sponsorships, and may enter into marketing and licensing agreements.

H. SB, MB, and DVBE: It is the policy of the District to encourage Small Business (SB), Micro Business (MB) and Disabled Veteran Business Enterprise (DVBE) prime contractors to participate in the competitive procurement process. SB, MB and DVBE prime contractors, certified by the State of California may receive a 5% preference up to \$50,000 or in some instances a pre-determined scoring incentive on applicable solicitations to be applied when determining an award of contract.

I. Contracts for Activities/Use on the Premises: In accordance with section 3965.1 of the Food and Agricultural Code, the District may contract for any activity involving the use of the District’s Premises, except revenue generating contracts involving hazardous activities as determined by CDFA, unless adequate insurance is provided. In contracting for such activities, the District shall, depending on the circumstances, consider the use a competitive bid process in situations where the duration of the contract is to be greater than one year or where the contract grants to a contractor an exclusive right, and where there is known competition in the market place, unless the contract/activity/use is entitled to an exemption or exception as defined below.

1. Exemptions to Competitive Bidding:

a. Contracts that are Exempt-Contracts that the District is required to enter into as a matter of law or certain types of contracts that are specifically exempt from competitive bidding, for example, entertainment contracts.

- b. Police, security, emergency, and fire service contracts-Contracts to safeguard public health and safety.
- c. Natural Disaster and Emergency Relief Contracts-In the event of a natural disaster, emergency, or other type of public exigency, the District may contract with relief type organizations, e.g. CalFIRE, CalEMA, Homeland Security, law enforcement, and FEMA, to serve as a command post or to assist and benefit the surrounding community by providing shelter for displaced persons, pets, and livestock.
- d. Contracts with Other Governmental Entities: Contracts with other governmental entities, also known as “Inter Agency Agreements”, including, but not limited to federal, state, and local entities, as well as Joint Power Authorities established for the benefit and/or use by the District.

2. Exceptions to Competitive Bidding: Competitive bidding may not apply if, under the particular circumstances of the contracting, an exception is warranted. The following are examples of circumstances that may be considered in authorizing case-by-case exceptions to the competitive bidding policy:

- a. Non-Profit Agreements-Contracts for the use of the Premises by a non-profit organization [e.g. 501(c)(3)-“Friends of the Fair”] established for the benefit of the District.
- b. Fair-time Vendor Agreements-Short term contracts (not to exceed five years) for the non-exclusive use of a portion of the Premises by vendors or independent contractors during the annual Fair in accordance with Title 3, California Code of Regulations, section 7010 *et seq.*
- c. Contract extensions during Pending Protests- Extension of existing contracts where the use of the Premises under the existing contract is the subject of an ongoing competitive bid process and the results of that process have been delayed or protested in accordance with applicable bid protest procedures or by court order.
- d. Unique Revenue Generating Agreements-Contracts limited to commercial revenue generating situations where the contractor possesses unique qualifications, to include but not limited to, a sole intellectual property right, a franchise or licensing exclusive, or other unique quality that no other known competitor in the market place possesses or controls.

III. District Contract Procedures and Practices

A. Signed Written Agreement Required: All purchases of goods and services and uses of the District’s Premises and/or its equipment shall be covered by a written agreement

either approved by the Board of Directors or the General Manager/Chief Executive Officer (CEO) or other authorized representative of the District.

B. Delegation of Authority: The Board may delegate authorization to the CEO up to a certain maximum dollar limit per contract without further Board approval provided that the term of the contract is less than (1) year and that any such contract(s) are to be submitted thereafter to the Board for notification at the subsequent Board meeting. Notwithstanding the delegation of authority, the Board is responsible for the contract.

C. Due Diligence Required: No contract shall be entered into without conducting an appropriate due diligence inquiry involving the background of the contractor (to include but not limited to name, type of business entity, license, whether registered with the Secretary of State, and consultation with business references) and the type of event or activity that is the subject of the proposed contract (to include but not limited to the form/type of contract, term and duration of event, hours of operation, any special conditions or issues, whether alcohol is involved, whether it involves any hazardous activity, potential CEQA considerations, liability insurance (CFSA), indemnification, and potential community reaction).

D. Controversial Contracts: Any contract for an event that may potentially involve large crowds, multiple days, incite local opposition or controversy, hazardous activities, or require heightened security shall be presented to the Board for its consideration and approval, regardless of contract amount or delegation of authority.

E. Cost/Benefit Analysis Required: No contract shall be entered into unless the District first performs a financial benefit/cost analysis and the District determines that it will receive a reasonable rate of return for the use of its Premises. The only exception is a contract that involves a charity type event.

F. Adequate Security Required: No event shall be permitted without adequate security. As a minimum, any contract shall provide that security levels will be determined by the District based on such factors as the nature of the event, duration, anticipated attendance, traffic, and other potential impacts on the surrounding community. Depending on attendance, traffic, duration of event, noise, and potential impact on the local community, consultation with local law enforcement should be considered in assessing the need for potential security and/or traffic control.

G. Minimum Terms and Conditions: All contracts of the District shall, at a minimum, contain the following terms and conditions; identify contract process used, name of contractor, business entity (individual, partnership, corporation), state of incorporation (if applicable), term of contract, type of event/activity, financial terms-including security deposit and payment schedule, minimum amount of liability insurance, indemnification, specific security and medical emergency plans (if applicable), traffic and safety plans as conditions precedent that must be satisfied prior to an event/activity taking place, and

incorporate the District's rules and regulations governing events conducted on the Premises.

H. Adequate Oversight Required: The District shall provide adequate oversight over the Contractor's performance of any contract. To ensure adequate oversight, no contract shall be entered into unless the contract allows for District staff or District controlled security to have complete access to the Premises at all times during an event or activity.

I. If in Doubt Seek Advice from Legal Counsel: Pursuant to Government Code section 11040, the Attorney General's Office is legal counsel for the District. Even though the law allows the District, without further State oversight approval, to contract for the procurement of goods and services and for conducting events or activities that take place on the Premises, consultation with legal counsel is encouraged in the contracting process and in drafting the contract.



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE

Karen Ross, Secretary

July 25, 2022

F2022-05

TO: All Fair Board Presidents and CEOs

SUBJECT: AB 1499 (New Fair Funds) Employee Work Conditions Reminder

The Fairs and Expositions Branch (F&E) would like to remind the Network of California Fairs that the requirements of the Memorandum of Understanding (MOU) they signed in 2020 to be eligible to receive AB1499 funds are still in effect. "New Fair Funds" are provided via grants with an expiration date; however, the requirement to honor employee work conditions continues in effect until CDFA and the fair agree in writing to end the MOU. **Fairs that fail to abide by the terms of the MOU may become ineligible to continue receiving AB 1499 funds.**

The required work conditions apply to temporary employees (125-day employees hired by District Agricultural Associations - DAAs), as well as the employees of fair lessees. Employees covered by a valid collective bargaining agreement are exempt if the agreement expressly provides for wages, hours of work, working conditions, and meal periods. Full-time carnival ride operators are also exempt from the required work conditions. Non-DAAs should consult with their respective Human Resources Department or legal counsel for advice and direction regarding the obligation to provide the required work conditions.

As a reminder, the required work conditions are:

1. A meal period of not less than 30 minutes for a work period of more than five hours per day unless the work period per day of the employee is less than six hours and the meal period is waived by mutual consent of both the employer and the employee.
2. A second meal period of not less than 30 minutes for a work period of more than 10 hours per day, unless the work period per day of the employee is less than 12 hours, the second meal period is waived by mutual consent of both the employer and the employee, and the first meal period was not waived.
3. Compensation at the rate of no less than one and one-half times the regular rate of pay for any work in excess of eight hours in one workday, any work in excess of 40 hours in any one workweek, and the first eight hours worked on the seventh day of work in any one workweek.
4. Compensation at the rate of no less than twice the regular rate of pay for any work in excess of 12 hours in one day.



5. Compensation at the rate of no less than twice the regular rate of pay for any work in excess of eight hours on any seventh day of a workweek.

If you have any questions, please contact Mike Francesconi at Mike.Francesconi@cdfa.ca.gov or (916) 900-5365.

Sincerely,

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

Mike Francesconi, Chief
Fairs & Expositions Branch



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE

Karen Ross, Secretary

August 11, 2022

D2022 - 04

TO: All District Agricultural Association CEOs and Board Chairs
SUBJECT: SB 915 - Prohibition of Sale of Firearms on State Property

This letter is to announce that on July 21, 2022, Governor Newsom signed SB 915. This bill prohibits the sale of firearms, firearm precursor parts, and ammunition on state property, as specified.

SB 915 was signed together with seven other gun safety laws, including AB 311, which prohibits the sale of firearm precursor parts on the property of the 22nd DAA, the Del Mar Fairgrounds, and AB 1769, which prohibits the sale of any firearm, firearm precursor part or ammunition on the property of the 31st DAA, the Ventura County Fair and Event Center. To see the full list of new gun safety laws signed by the Governor, please [click here](#) to read the announcement from the Governor's Office.

SB 915 added Section 1. Section 27573 to the Penal Code, to read:

27573. (a) A state officer or employee, or operator, lessee, or licensee of any state property, shall not contract for, authorize, or allow the sale of any firearm, firearm precursor part, or ammunition on state property or in the buildings that sit on state property or property otherwise owned, leased, occupied, or operated by the state.

(b) This section does not apply to any of the following:

(1) A gun buyback event held by a law enforcement agency.

(2) The sale of a firearm by a public administrator, public conservator, or public guardian within the course of their duties.

(3) The sale of a firearm, firearm precursor part, or ammunition on state property that occurs pursuant to a contract that was entered into before January 1, 2023.

(4) The purchase of firearms, firearm precursor parts, or ammunition on state property by a law enforcement agency in the course of its regular duties.

(5) The sale or purchase of a firearm pursuant to subdivision (b) or (c) of Section 10334 of the Public Contract Code.

SEC. 2. No reimbursement is required by this act pursuant to Section 6 of Article XIII B of the California Constitution because the only costs that may be incurred by a local agency or school district will be incurred because this act creates a new crime or infraction, eliminates a crime or infraction, or changes the penalty for a crime or

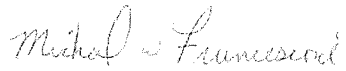
infraction, within the meaning of Section 17556 of the Government Code, or changes the definition of a crime within the meaning of Section 6 of Article XIII B of the California Constitution.



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August 12, 2022
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If you have any questions or need additional information, please do not hesitate to contact Sarah Pelle, at 916-900-5368.

Sincerely,

A handwritten signature in cursive script that reads "Mike Francesconi".

Mike Francesconi
Branch Chief

Enclosure

Governor Newsom Signs New Measures to Protect Californians from Gun Violence

Published: Jul 21, 2022

SACRAMENTO- Moving to bolster California's nation-leading gun safety laws, Governor Gavin Newsom today announced that he has signed additional legislation to protect Californians, including measures to improve school campus safety, restrict gun possession by people convicted of child abuse or elder abuse, and better regulate the sale of firearms.

Governor Newsom recently signed AB 1594, which allows the state, local governments and Californians to sue irresponsible gunmakers for the harm caused by their products, as well as AB 2571, which prohibits marketing of firearms to minors, and AB 1621 to further restrict ghost guns. The Governor has also sponsored SB 1327. Private right of action legislation to limit the spread of assault weapons and ghost guns.

"California has the toughest gun safety laws in the nation, but none of us can afford to be complacent in tackling the gun violence crisis ravaging our country," said Governor Newsom. "These new measures will help keep children safe at school, keep guns out of the hands of dangerous people and responsibly regulate the sale of firearms in our communities. California will continue to lead on lifesaving policies that provide a model for action by other states and the nation."

A full list of today's bills is below:

- **AB 228 by Assemblymember Freddie Rodriguez (D-Chino)** – Requires the Department of Justice, beginning January 1, 2024, to conduct inspections of dealers at least every three years, except for a dealer whose place of business is located in a jurisdiction that has adopted an inspection program.
- **AB 311 by Assemblymember Christopher Ward (D-San Diego)** – Prohibits the sale of firearm precursor parts on the property of the 22nd District Agricultural Association, the Del Mar Fairgrounds.
- **AB 1769 by Assemblymember Steve Bennett (D-Ventura)** – Prohibits the sale of any firearm, firearm precursor part, or ammunition on the property of the 31st District Agricultural Association, the Ventura County Fair and Event Center.
- **Ab 1842 by Assemblymember Freddie Rodriguez (D-Chino)** – Prohibits licensed firearms dealers from charging more than 5 percent of the purchase price of the firearms as a restocking or other returned-related fee when the purchased of the firearm is canceled by the buyer within 10 days of the application, with an exception for special order firearms.
- **AB 2156 by Assemblymember Buffy Wicks (D-Oakland)** – Expands the prohibitions on the manufacture of firearms without a state license including reducing the number of guns a person may manufacture without a license and

prohibiting the use of a three-dimensional printer to manufacture any firearm without a license.

- **AB 2239 by Assemblymember Brian Maienschein (D- San Diego)** – Creates a 10-year prohibition on the possession of firearms for individuals convicted of child abuse or elder abuse.
- **SB 906 by Senator Anthony Portantino (D-La Cañada Flintridge)** – Requires local educational agencies to annually provide information to parents about California's child access prevention laws and laws relating to the safe storage of firearms; requires school officials to report to law enforcement any threat or perceived threat of a homicidal act; and requires law enforcement or the school police to conduct an investigation and threat assessment, including a review of the Department of Justice's firearm registry and a search of the school and/or student's property by law enforcement or school police, if certain conditions are met.
- **SB 915 by Senator Dave Min (D-Costa mesa)** – Prohibits the sale of firearms, firearm precursor parts and ammunition on state property, as specified.

According to the Giffords Law Center, in 2021, California was ranked as the top state in the nation for gun safety. As California strengthened its gun laws, the state saw a 37 percent lower gun death rate than the national average. Meanwhile, other states such as Florida and Texas, with lax gun regulations, saw double-digit increases in the rate of gun deaths. As a result of the actions taken by California, the state has cut its gun death rate in half and Californians are 25 percent less likely to die in a mass shooting compared to other states.

Last month, Governor Newsom announced a record \$156 million in gun violence prevention grants provided as part of the California Violence Intervention and Prevention Grant Program (CalVIP). The Funding will support 79 cities and nonprofit organizations that are implementing anti-violence programs suited to the unique needs of their communities.