



August 13, 2021

TO: Board of Directors

SUBJECT: Board of Directors Meeting

The August Board of Directors Meeting has been scheduled for **Tuesday, August 24, 2021, 3:30 p.m.** Dinner will be immediately following the meeting. Please let us know if you're attending the meeting in person or via Zoom.

The following documents are enclosed:

1. August 24, 2021 Board Agenda
2. Regular Board Meeting Minutes of 06/22/2021
3. Check Register, Statement of Operations and Balance Sheet for June & July
4. Check Register Explanation Sheet
5. Ethic Reminders During Election Contest - CDFA
6. \$50M General Fund Support - Targeted Support Program - CDFA
7. Hall of Fame Nominees and Community Champion Nominee
8. Revised 2021 Fair's Operating Budget

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
BOARD OF DIRECTORS MEETING
AUGUST 24, 2021 AT 3:30 P.M.

BOARD MEETING NOTICE

Notice is hereby given that a meeting of the 21st District Agricultural Association, Big Fresno Fair Board of Directors will be held on **Tuesday, August 24, 2021, commencing at 3:30 p.m. via Zoom.**

Please be advised, in accordance with Executive Order N-29-20. The 21st DAA, Big Fresno Fair will provide a Zoom option for its upcoming public meeting, to be held on **August 24, 2021 at 3:30 p.m.** Board members and members of the public are strongly encouraged to participate using the Zoom meeting link provided below so as to minimize the spread of COVID-19 and reduce the risk of infection during this current state of emergency. No physical location will be provided.

To participate in the Zoom Meeting, follow this link.

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

Meeting ID: 733 994 3574

Password: 1121

One tap mobile

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

MISSION STATEMENT

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

NOTE

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

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

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. Roll Call of Directors and Declaration of Quorum:
Jerry Pacheco, President; Chuck Riojas, Vice President; Terry Gonsalves, Secretary/Treasurer; Linda Mae Balakian Hunsucker, Gary Chahil, Frank Flores, Annalisa Perea, Larry Salinas and Larry Serpa.
4. Minutes: *(Action by the Board)*
 - a. Approve Board Minutes:
 1. Regular Board Meeting 06/22/2021
5. Acknowledge Consent Agenda (colored pages) Item #15 thru Item #300
6. Public Comment:

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

7. Executive Staff Report: *(Informational)*
 - a. Report on Satellite Racing/Live Horse Racing
 - b. Report on CARF Meeting
 - c. Report on Interim Events
 - d. Report on Entertainment/Ticket Pre-Sale
8. Committee Reports: *(Action by the Board)*
 - A. Finance Committee
 - Acknowledge June 30, 2021 Check Register in the amount of \$207,885.18 and July 31, 2021 Check Register in the amount of \$222,218.99;
 - Acknowledge Statement of Operations dated June 30, 2021 and July 31, 2021;
 - Acknowledge Balance Sheets dated June 30, 2021 and July 31, 2021.
 - a. Discussion by the Board on the revised 2021 Fair's Operating Budget.

9. Old Business: *(Informational)*

- a. Discussion by the Board regarding 2021 Fair Planning.
- b. Discussion by the Board regarding the MOU with Friends of the Big Fresno Fair.

10. New Business: *(Informational/Action by the Board)*

- a. Informational Purposes Only
 - Ethic Reminders During Election Contest
 - \$50M General Fund Support – Targeted Support Program
- b. Discussion by the Board regarding a Line of Credit with Suncrest Bank
- c. Approval of contract amendment for A & L Products, Inc. to reflect contractor only providing the 40' x 100' tent.
- d. Approval of contract amendment for Fresno County Private Security to provide interim/fair time security, August 2021 through August 2022.
- e. Approval of interagency contract with 1-A DAA, Cow Palace regarding employee sharing arrangement.
- f. Approval of a 5-year contract (2021-2025) with the City of Fresno-Police Department to furnish police protection and law enforcement services.
- g. Discussion by the Board regarding CEO search.
- h. Consider and approve Hall of Fame and Community Champion Selections for 2021.
- i. Approve WFA Blue Ribbon Award Selections for 2021
- j. Select Director of the Day

11. Manager's Update:

- a. Sponsorships; Entertainment; New Projects and Improvements. Update on Friends of the Fair Meeting 8/24/2021.

12. Board Recommendation for Future Agenda Items:

13. For Your Information:

Next Board Meeting – September, 28, 2021, 3:30 p.m.

14. Adjournment:

Item #15 thru Item #64 ACKNOWLEDGE THE FOLLOWING SERVICE
AGREEMENTS FOR 2021 FAIR:

Item #	15	21-003	06/01/21 to 11/01/21	John Hoyt Agrees to assume the responsibilities of the Agriculture Department Superintendent for the 2021 Big Fresno Fair.	\$5,000.00
Item #	16	21-004	06/01/21 to 11/01/21	Vishinna Turner Agrees to assume the responsibilities of the Fine Arts & Photography Department Superintendent for the 2021 Big Fresno Fair.	\$5,000.00
Item #	17	21-005	06/01/21 to 11/01/21	Jennifer Waite Agrees to assume the responsibilities of the Floriculture Department Superintendent for the 2021 Big Fresno Fair.	\$5,000.00
Item #	18	21-006	06/01/21 to 11/01/21	Richard English Agrees to assume the responsibilities of the Gem & Minerals Department Superintendent for the 2021 Big Fresno Fair.	\$2,000.00
Item #	19	21-007	06/01/21 to 11/01/21	Eddy Staub Agrees to assume the responsibilities of the Gem & Minerals Department Co-Superintendent for the 2021 Big Fresno Fair.	\$2,000.00
Item #	20	21-008	06/01/21 to 11/01/21	Kathy Currin Agrees to assume the responsibilities of the Home Arts Department Superintendent for the 2021 Big Fresno Fair.	\$5,000.00
Item #	21	21-009	06/01/21 to 11/01/21	Misty Toledo Agrees to assume the responsibilities of the Home Arts Department Co-Superintendent for the 2021 Big Fresno Fair.	\$4,000.00

Item #	22	21-010	06/01/21 to 11/01/21	Anne Beach Agrees to assume the responsibilities of the Junior Exhibit Department Superintendent for the 2021 Big Fresno Fair.	\$5,000.00
Item #	23	21-011	06/01/21 to 11/20/21	Nancy Liddell Agrees to assume the responsibilities of the Junior Exhibit Department Co-Superintendent for the 2021 Big Fresno Fair.	\$3,800.00
Item #	24	21-012	06/21/21 to 10/17/21	Melissa J. Lamont Agrees to assume the responsibilities of the Grounds Entertainment Coordinator for the 2021 Big Fresno Fair.	\$14,000.00
Item #	25	21-013	06/21/21 to 10/17/21	Erica S. Kendall Agrees to assume the responsibilities of the Grounds Entertainment Coordinator for the 2021 Big Fresno Fair.	\$14,000.00
Item #	26	21-016	10/06/21 to 10/17/21	Tina Marie Gassert Agrees to perform as a hypnotist on the Pavilion Stage during the 2021 Big Fresno Fair.	\$16,000.00
Item #	27	21-017	10/06/21 to 10/17/21	Ken McMeans Agrees to provide strolling entertainment as Slim and Curly during the 2021 Big Fresno Fair.	\$9,000.00
Item #	28	21-018	10/06/21 to 10/17/21	Geoffrey H. Miles/Pirate 4 Hire Agrees to perform on stage and strolling during the 2021 Big Fresno Fair.	\$12,600.00
Item #	29	21-019	10/10/21 to 10/10/21	Carlos David Duran La Marcha Sound Agrees to perform at the Save Mart Wine Garden Stage Sunday, October 10th at 8pm, 9pm & 10pm during the 2021 Big Fresno Fair.	\$1,500.00

Item #	30	21-020	10/06/21 to 10/15/21	HIP Entertainment, LLC Agrees to provide Take 2 and Apple Z to perform at the Save Mart Wine Garden Stage during the 2021 Big Fresno Fair.	\$15,000.00
Item #	31	21-021	10/06/21 to 10/17/21	William F. Harris Agrees to provide musical entertainment as Salsa Steel Drum during the 2021 Big Fresno Fair.	\$8,400.00
Item #	32	21-022	10/06/21 to 10/17/21	Mickey O'Connor Agrees to perform during the 2021 Big Fresno Fair, Oct. 6-17.	\$8,400.00
Item #	33	21-023	10/06/21 to 10/17/21	Brianne Crabtree Agrees to perform three (3) thirty (30) minute sets each day during the 2021 Big Fresno Fair.	\$9,700.00
Item #	34	21-024	10/06/21 to 10/17/21	Robert Stuverud Agrees to provide strolling entertainment as Cornelius the UniCorn during the 2021 Big Fresno Fair.	\$9,600.00
Item #	35	21-025	10/06/21 to 10/17/21	All-Alaskan Racing Pigs, LLC Agrees to provide pig races during the 2021 Big Fresno Fair.	\$13,800.00
Item #	36	21-026	10/06/21 to 10/17/26	Stilt Circus, Inc. Agrees to provide two (2) stilt walkers during the 2021 Big Fresno Fair.	\$18,200.00
Item #	37	21-027	10/06/21 to 10/17/21	Satellite Sports Group Agrees to provide BMX stunt shows during the 2021 Big Fresno Fair.	\$22,500.00
Item #	38	21-028	10/15/21 to 10/15/21	Charles E. Nielsen Agrees to provide CAB Street Band to perform at the Save Mart Wine Garden stage during the 2021 Big Fresno Fair on Friday, October 15th.	\$800.00

Item #	39	21-029	10/08/21 to 10/08/21	Jon Hougard Agrees to provide 5150 Band to perform at the Save Mart Wine Garden Stage on Friday, October 8 th during the 2021 Big Fresno Fair.	\$800.00
Item #	40	21-030	10/11/21 to 10/11/21	Mark Stolte Agrees to provide Stardusters to perform at the Save Mart Wine Garden Stage on Monday, October 11 th during the 2021 Big Fresno Fair.	\$1,000.00
Item #	41	21-031	10/12/21 to 10/12/21	Rivermusic Management, LLC- Chris Tomlin Agrees to perform one (1) show in the Paul Paul Theater on Tuesday, October 12th during the 2021 Big Fresno Fair.	\$85,000.00
Item #	42	21-032	10/06/21 to 10/06/21	Stomp The White Noize Touring, LLC/Anthrax Agrees to perform one (1) show in the Paul Paul Theater on Wednesday, October 6th during the 2021 Big Fresno Fair.	\$50,000.00
Item #	43	21-033	10/13/21 to 10/13/21	Electric Rodeo, Inc. f/s/o Midland Agrees to perform one (1) show in the Paul Paul Theater on Wednesday, October 13th during the 2021 Big Fresno Fair.	\$100,000.00
Item #	44	21-034	10/06/21 to 10/17/21	Norma Dell Agrees to provide services in the Jr. Exhibits Building for the 2021 Big Fresno Fair.	\$2,400.00
Item #	45	21-035	09/01/21 to 10/17/21	Georgia Dayton Agrees to act as the Guest Services Superintendent for the 2021 Big Fresno Fair.	\$5,000.00
Item #	46	21-036	09/25/21 to 10/17/21	Robert Rodriguez Agrees to act as the Operations Runner for the 2021 Big Fresno Fair.	\$3,450.00

Item #	47	21-037	10/06/21 to 10/17/21	Fresno Gem & Mineral Society Agrees to furnish the Gem & Minerals Competitive Exhibit during the 2021 Big Fresno Fair.	\$1,500.00
Item #	48	21-038	10/06/21 to 10/17/21	Brian Anthony Agrees to act as the grandstand announcer for the Live Horse Race Meet during the 2021 Big Fresno Fair.	\$1,750.00
Item #	49	21-039	10/06/21 to 10/17/21	Stephanie Murphy Agrees to provide veterinarian services for the Livestock and Fur & Feathers Dept. for the 2021 Big Fresno Fair.	\$8,000.00
Item #	50	21-040	10/06/21 to 10/17/21	Cecilia M. Reese Agrees to act as a Driver/Runner for the Paul Paul Theater acts during the 2021 Big Fresno Fair.	\$3,000.00
Item #	51	21-041	10/06/21 to 10/17/21	Jim Bosquez Agrees to act as Gates Superintendent for the 2021 Big Fresno Fair.	\$5,000.00
Item #	52	21-042	10/06/21 to 10/17/21	Darryl Smith Agrees to act as the Operations Supervisor for the 2021 Big Fresno Fair.	\$5,500.00
Item #	53	21-043	10/06/21 to 10/17/21	Tyler Semrick Agrees to act as the Museum's Supervisor for the 2021 Big Fresno Fair.	\$3,000.00
Item #	54	21-044 21-044	10/06/21 to 10/17/21	Lloyd John Ellis Agrees to provide services as bugler for the Live Horse Race Meet during the 2021 Big Fresno Fair.	
Item #	55	21-045	10/06/21 to 10/17/21	Randall Priester Agrees to be the official photographer of the 2021 Big Fresno Fair.	\$9,000.00

Item #	56	21-046	10/06/21 to 10/17/21	Robert D. Rodriguez Agrees to provide a promotional and educational booth at the horse races for the 2021 Big Fresno Fair.	\$500.00
Item #	57	21-047	10/06/21 to 10/17/21	Cipponeri Golf Cart Rentals Agrees to provide Golf Carts for the 2021 Big Fresno Fair.	\$38,886.21
Item #	58	21-048	10/06/21 to 10/17/21	Pardini's Fair Ventures, L.P. Agrees to provide food and beverage to the backstage area during the 2021 Big Fresno Fair.	\$30,000.00
Item #	59	21-049	10/06/21 to 10/17/21	Jimmy Howell Agrees to act as RV Lots Manager and Concessions Representative for the 2021 Big Fresno Fair.	\$5,000.00
Item #	60	21-051	09/25/21 to 10/17/21	Frank Ramirez Agrees to act as the Assistant Commerical Buildings Manager for the 2021 Big Fresno Fair.	\$3,400.00
Item #	61	21-052	10/06/21 to 10/17/21	Jeffrey Reid Agrees to be the official voice of the Fair during the 2021 Big Fresno Fair.	\$6,500.00
Item #	62	21-053	09/25/21 to 10/17/21	Stephanie Vasquez Agrees to act as the Assistant to the Commercial Buildings Manager for the 2021 Big Fresno Fair.	\$3,400.00
Item #	63	21-054	09/01/21 to 12/31/21	Terri O'Leary Collins Agrees to assume the responsibilites of the Livestock and Fur & Feathers Department Superintendent for the 2021 Big Fresno Fair.	\$25,000.00
Item #	64	21-055	10/06/21 to 10/17/21	Bruce Hoffman Agrees to act as an Asst. Guest Services Supervisor during the 2021 Big Fresno Fair.	\$2,000.00

Item #65 thru Item #81

ACKNOWLEDGE THE FOLLOWING SPONSORSHIP
AGREEMENTS FOR 2021 FAIR:

Item #	65	21-900-S	10/06/21 to 10/17/21	Sun-Maid Growers of California Agrees to be the Title Sponsor of Kids' Day for the 2021 Big Fresno Fair, Oct. 6-17.	\$10,000.00
Item #	66	21-901-S	10/06/21 to 10/17/21	Pacific Gas and Electric Brian Honebein Agrees to be an Official Sponsor of the 2021 Big Fresno Fair, Oct. 6-17.	\$7,500.00
Item #	67	21-902-S	10/06/21 to 10/17/21	New Era Satellite Agrees to be a Major Sponsor of the 2021 Big Fresno Fair	\$25,000.00
Item #	68	21-903-S	10/06/21 to 10/17/21	Vicky's Satellite Agrees to be an Official Sponsor of the 2021 Big Fresno Fair.	\$6,500.00
Item #	69	21-904-S	10/06/21 to 10/17/21	United HealthCare Agrees to be the Presenting Sponsor of Senior's Day for the 2021 Big Fresno Fair.	\$15,000.00
Item #	70	21-905-S	10/06/21 to 10/17/21	Brand New Day Agrees to be a Supporting Sponsor of Seniors' Day for the 2021 Big Fresno Fair	\$4,000.00
Item #	71	21-906-S	10/06/21 to 10/17/21	Elbow Room Agrees to be a Sponsor of Live Horse Racing for the 2021 Big Fresno Fair.	\$1,400.00 Trade + \$1,400/Gift Cards
Item #	72	21-907-S	10/06/21 to 10/17/21	Save Mart Supermarkets Food Maxx Agrees to be the Exclusive Grocery Retail Sponsor, the Title Sponsor of the Beer & Wine Garden and Presenting Sponsor of the Agricultural Building for the 2021 Big Fresno Fair.	\$90,000.00 + \$8,000/Gift Cards

tem #	73	21-908-S	10/06/21 to 10/17/21	H&L Partners obo Northern CA Toyota Dealer Advertising Association Agrees to be a Presenting Sponsor of the Paul Paul Theater Concert Series for the 2021 Big Fresno Fair.	\$80,000.00
Item #	74	21-909-S	10/06/21 to 10/17/21	Laird Manufacturing Agrees to be a Supporting Sponsor of Live Horse Racing for the 2021 Big Fresno Fair.	\$3,250.00
Item #	75	21-910-S	10/06/21 to 10/17/21	Aram Melikian Agrees to be a Sponsor of the Live Horse Racing Daily Trivia for the 2021 Big Fresno Fair.	\$7,500.00
Item #	76	21-911-S	10/06/21 to 10/16/23	Mattress Firm Inc. Agrees to be the Exclusive Mattress Category Sponsor of the Big Fresno Fair for a three (3) year term, 2021, 2022 & 2023.	\$84,000.00
Item #	77	21-912-S	10/06/21 to 10/17/21	Richard's Restaurant Agrees to be an Official Sponsor of Live Horse Racing for the 2021 Big Fresno Fair.	\$1,300.00
Item #	78	21-913-S	10/06/21 to 10/17/21	Unwired Broadband Agrees to be an Official Sponsor for the 2021 Big Fresno Fair.	\$7,000.00
Item #	79	21-914-S	10/06/21 to 10/17/21	Event Link OBO General Motors Agrees to be an Official Sponsor of the 2021 Big Fresno Fair.	\$44,000.00
Item #	80	21-915-S	10/06/21 to 10/17/21	Aetna Inc. Agrees to be a Supporting Sponsor of Live Horse Racing and a Participating Sponsor of Seniors' Day for the 2021 Big Fresno Fair.	\$15,000.00

Item #	81	21-916-S	10/06/21 to 10/17/21	Yrulegui & Roberts Attorneys at Law Agrees to be a Sponsor of Live Horse Racing for the 2021 Big Fresno Fair.	\$4,000.00
--------	----	----------	----------------------------	---	------------

Item #82 thru Item #92

ACKNOWLEDGE THE FOLLOWING RENTAL
AGREEMENTS FOR 2021:

Item #	82	6/27/2021	County of Fresno c/o Robert Bash P O Box 11800 Fresno, CA 93775	One Day Vaccination Event	\$22,388.00
Item #	83	7/10/2021 to 7/12/2021	Steven Vang 12853 Road 35 1/2 Madera, CA 93636	Funeral Industrial Education	\$6,308.00
Item #	84	7/31/2021	Fresno County 4-H c/o Tracy Newton 550 E. Shaw Avenue Fresno, CA 93710	Sheep & Goat Show Livestock	\$50.00
Item #	85	8/7/2021	Advance Peace EOC Roger Brown 4885 E. Winery Avenue Fresno, CA 93726	Educational Outreach Table Mountain Rancheria Park	\$2,068.75
Item #	86	8/14/2021	Nissa Salgado 1306 E. Via Dorata Way Fresno, CA 93730	Birthday Party Table Mountain Rancheria Park	\$1,070.00
Item #	87	8/14/2021	Paula Chavez 3251 E. Hammond Avenue Fresno, CA 93703	Quinceañera Industrial Education	\$3,197.75
Item #	88	8/28/2021	Norma Bustamonte 1732 Glen Dunbar Lane Clovis, CA 93719	Quinceañera Industrial Education	\$2,378.25
Item #	89	8/28/2021	Valdivia Marketing David Valdivia 4918 W. Bluff Ave. Fresno, CA 9372	Rodeo & Concert Grandstands	\$7,290.50

Item #	90	11/20/2021	Anna Guerra 3162 E. Belmont Fresno, CA 93702	AA Event Gem & Minerals	\$2,409.75
Item #	91	12/4/2021	Priscilla Chavez 4515 E. Kaviland Fresno, CA 93725	Quinceañera Table Mountain Rancheria Park	\$1,070.00
Item #	92	12/11/2021	Vanessa Castro 2747 E. Indianapolis Fresno, CA 93726	Wedding Junior Exhibits	\$3,645.50
Item #93 thru Item #101			<u>ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENTS FOR 2022:</u>		
Item #	93	1/22/2022	Felipe Romero 6178 W. Clinton Avenue Fresno, CA 93723	Quinceañera Industrial Education	\$2,710.00
Item #	94	2/13/2022	CCDC-JACL Dale Ikeda 8812 N Cofax Ave. Fresno, CA 93720	Japanese Day of Remembrance Fresno County Historical Museum	\$615.00
Item #	95	2/26/2022	Victoria Hernandez 6556 E. Platt Fresno, CA 93727	Quinceañera Industrial Education	\$2,572.00
Item #	96	3/13/2022	Central Valley Prospectors c/o Andy Brooks P O Box 25851 Fresno, CA 93729	Gold Show Industry Commerce	\$5,513.25
Item #	97	4/30/2022	Yvette Mejia 5660 E. Christine Fresno, CA 93727	Retirement - Birthday Party	\$2,589.00
Item #	98	5/7/2022	Blanca Ponce 5063 E. Weathermaker Fresno, CA 93727	Quinceañera Industrial Education	\$2,703.00

Item #	99	5/21/2022	Monica Villanueva 4108 E. Cornell Avenue Fresno, CA 93703	Quinceañera Table Mountain Rancheria Park	\$2,549.00
Item #	100	5/21/2022	Leticia Gonzales 3418 E. Hedges Fresno, CA 93703	Quinceañera Junior Exhibits	\$2,537.50
Item #	101	9/3/2022	Betty Perez 5403 W. Cotton Avenue Fresno, CA 93722	Quinceañera Junior Exhibits	\$3,141.00

Item #102 thru Item #238

ACKNOWLEDGE THE FOLLOWING EXHIBITOR/
CONCESSIONAIRE AGREEMENTS FOR 2021 FAIR:

Item #	102	3 Fish Hwei Hwei Brown 3430 E. Santa Clara #13 Ontario, CA 91761	Sale of Bug Items/The Real Insect	\$1,800
Item #	103	L.H. Aromatherapy Lior Heller 2591 Fair Oaks Ave. #133 Altadena, CA 91001	Sale of Aromatherapy Products	\$1,300
Item #	104	Damsel In Defense Chelle Austin 9530 Hageman Rd., Ste B177 Bakersfield, CA 93312	Sale of Personal Safety Products	\$1,300
Item #	105	AK Name Rings Daniel Price PO Box 1151 Kingston, WA 98346	Sale of Custom Engraved Name Rings	\$1,300
Item #	106	Designer Inspired Shades Paul Warner 250 Red Cliffs Dr. 4B #364 St George, UT 84790	Sale of Sunglasses, Polarized and Non Polarized, Readers, Bifocals	\$1,800
Item #	107	Vitamix Corporation Teri Hartman 8615 Usher Road Cleveland, OH 44138	Sale of Vita-mix Products	\$3,100

Item #	108	B&D Services Rainbow Vacuums 2497 W Shaw Ave. #105 Fresno, CA 93711	Display of Vacuums	\$1,800
Item #	109	McCool's Creations Yesenia McCool 5740 East Shields Ave. #102 Fresno, CA 93727	Sale of Custom Made Vanity with and without Lights and extra Shelving	\$3,100
Item #	110	Fresno Kool Design Gil Palacio 3035 E Ashlan Fresno, CA 93726	Sale of Hats, Sunglasses, Hand Dyed Clothing, Leather Animals and Jewelry	\$2,600
Item #	111	Belmont Memorial Park Heidi Feeney 201 North Teilman Fresno, CA 9370	Display of Information Cremation and Cemetery Services	\$1,300
Item #	112	Tupperware Terri Frantz 250 "F" Street Lemoore, CA 93245	Sale of Tupperware	\$1,300
Item #	113	California Solutions Janine Bruening 4860 E Main St., T172 Mesa, AZ 85205	Sale of CBD Products and Natural Products without CBD.	\$1,300
Item #	114	Jerky Hut Tracy Hood 9612 Lake Pyramid Ct. Bakersfield, CA 93312	Sale of a Variety of Jerky Meats and Flavors	\$1,800
Item #	115	Black And White Art Studio Yong Ma 9409 Sunglow Ct. Rancho Cucamonga, CA 91730	Sale of 11x17 Hand- Drawn Pictures by Charcoal Pencil	\$1,800
Item #	116	Imported Fashions David Afschar 25725 Durrwood Ct Castro Valley, CA 94552	Sale of Clothing, Dresses, Tops, Hats and Vests	\$3,100
Item #	117	New England Leatherworks Harry Bakshani P O Box 18348 Encino, CA 91416	Sale of Leather Products	\$2,600

Item #	118	Sports Card Emporium Stan Nozawa P.O. Box 117 Mountain View, CA 94042	Sale of Sports Items and Collectibles	\$1,800
Item #	119	Kasandra Ivy Jewelry Kasandra Ivy 1560 School Street Anderson, CA 96007	Sale of Sterling Silver Jewelry	\$2,600
Item #	120	Evernice Trading Lucy Sui 1105 Vasquez Ave Sunnyvale, CA 94086	Sale of Anime Items	\$2,600
Item #	121	Hawaiian Jewelry Inc. Mei Chu Chang 20148 E Temple Ave. Walnut, CA 91789	Sale of Hawaiian Jewelry	\$2,600
Item #	122	Country Builders Ted Williams 6309 N Orchard St. Fresno , CA 93710	Display of Windows, Insulation, AC and Solar	\$1,300
Item #	123	Lea's Chinese Gifts Lea Wang 425 S. Stoneman Ave. #22 Alhambra, CA 91801	Sale of Chinese Gift Items, Feng Shui Items, Good Luck Items	\$1,800
Item #	124	Chapman Fashions International Nancy Chapman 40108 Hwy 49-C PMB 415 Oakhurst, CA 93644	Sale of Toe Rings and Body Jewelry	\$4,000
Item #	125	Quality Home Services Bart Richey 4936 E Ashlan Ave. Fresno, CA 93726	Sale of Water Treatment, Solar Power and Generator Services	\$1,300
Item #	126	T.C.M. International Mauricio Castro 1223 Wilshire Blvd. #945 Santa Monica, CA 90403	Sale of Scrubbie Sponges	\$2,600
Item #	127	Dinh's Eel Skin Leather 11272 Westminster Ave. Garden Grove, CA 92843	Sale of Leather Products	\$2,600

Item #	128	Buirchwood Construction Shaun Buirch 5442 Columbia Dr. South Fresno, CA 93727	Display of Window & Patio Cover Advertisements, Sliding Glass Doors & Patio Door	\$1,300
Item #	129	Chapman Fashions International Nancy Chapman 40108 Hwy 49-C PMB 415 Oakhurst, CA 93644	Sale of Toe Rings and Body Jewelry	\$1,800
Item #	130	Amazon Wonders Federico Delgado 2090 N. San Joaquin Rd Tucson, AZ 85743	Sale of Entry into Educational Giant Snake Trailer	\$3,200
Item #	131	Artname Company Ynaqui Zhao 412 W. Fairview Avenue San Gabriel, CA 91776	Sale of Name Painting and Clay Sculptures	\$1,600
Item #	132	Clinica Sierra Vista Stacy Ferreira 1305 E. Divisadero Street Fresno, CA 93721	Display of Information and Education of Health Related Topics	\$1,300
Item #	133	Cutco Cutlery Denise Vitorino 322 Houghton Ave. Olean, NY 14760	Sale of Cutlery, Culinary Tools, BBQ & Garden Tools, Scissors and Sporting Knife	\$4,900
Item #	134	Erkin Henna Body Art 11409 Wakehurst Ct. Bakersfield, CA 93311	Sale of Henna Body Art	\$1,600
Item #	135	Foote Massage Company Kenneth Skurski 50855 Washington St. La Quinta, CA 92253	Sale of Use of Foot Massage Chairs	\$1,600
Item #	136	Fresno County Republican Party 770 E Shaw Ste. 220 Fresno, CA 93710	Display of Republican Information and Donations for Election Materials	\$1,800
Item #	137	Garhua Music Roberto Cevallos 214 E Spruce St Ontario, CA 91761	Sale of Musical Instruments, Bracelets, Mex Pictures, Flags, Toys, Dreamcatchers	\$3,200

Item #	138	L. A. International Marketing Larry Tajchman 2105 Foothill Blvd. #B380 LaVerne, CA 91750	Sale of Electric EuroScooters and Infrared Heat Pads	\$3,100
Item #	139	L. A. International Marketing Larry Tajchman 2105 Foothill Blvd. #B380 LaVerne, CA 91750	Sale of Shiatsu Neck & Back Massagers and Infrared Heat Pads	\$3,100
Item #	140	Mary Kay Products Evelyn Nail 255 Greenwood Ave. Sanger, CA 93657	Display of Mary Kay Products	\$1,800
Item #	141	Music Boxes And Things Rosa Godoy 432 Fairview Ave. Madera, CA 93637	Sale of Toys, Jewelry, 3D Pictures, Purses	\$3,900
Item #	142	Pedroza Arts Luis Pedroza 4810 Beck Ave. Bell, CA 90201	Sale of Henna Art, Jewelry, Mexican Products, Toys	\$3,200
Item #	143	Touch of Fantasy Joaquin Millan 4585 E. Kings Canyon Road Fresno, CA 93702	Sale of Disney and Hello Kitty Products, Toys, Jewelry, Bags, Keychains	\$3,200
Item #	144	Amazon Wonders Federico Delgado 2090 N. San Joaquin Rd Tucson, AZ 85743	Sale of Admission to Feeding the Birds	\$3,200
Item #	145	Calipso Enterprises Faviola Ledezma 5905 Genoa Dr. Bakersfield, CA 93308	Sale of Hats, Toys, Jewelry, Mexican Imports, Purses	\$3,200
Item #	146	Black Tie Entertainment Jose Navarro 3623 Verbena Dr. Rialto, CA 92377	Sale of Walk On Water Balls	30%
Item #	147	Dirty Laundry Clothing Edgar Aviles 7555 Catawba Dr. Fontana, CA 92336	Sale of Clothing	\$3,200

Item #	148	Energy House Stevon Combs 122 E. Bullard Ave. Fresno, CA 93710	Sale of Wood, Pellets & Gas Stoves	\$5,700
Item #	149	Energy House Stevon Combs 122 E. Bullard Ave. Fresno, CA 93710	Sale of Portable Spas	\$9,800
Item #	150	Fresno County Democratic Party Magdalena Gomez/ Ruben Zarate 1033 U St. Fresno, CA 93721	Display of Voter Registration	\$1,300
Item #	151	Fresno Psychic Gino Adams 2403 E. Ashlan Ave. Fresno, CA 93726	Sale of Fortunes and Palm Readings	\$1,950
Item #	152	Dandy Souvenirs Lucia Perez 2021 S Sarah St. Fresno, CA 93721	Sale of Inflatable, Light Up, and Bubble Items, Hats, Toys	\$8,000
Item #	153	Graffic Traffic Caricatures Ron Graff 772 Jamacha Road PMB 159 El Cajon, CA 92019	Sale of Cartoon Caricature Faces and Body	\$1,600
Item #	154	House of Pistachios Vince Sehgal 5646 W.Phillips Street Ontario, CA 91762	Sale of Pre Packaged Dried Fruits, Nuts and Candies	\$4,400
Item #	155	Lakeside Scissors Sales Rheba Malone 2495 Fruitridge Road Sacramento, CA 95822	Sale of Scissors, Magnifiers, Specialty Pliers, and Specialty Tweezers	\$3,100
Item #	156	M & D Honey Mike Tolmachoff 24525 Avenue 7 1/2 Madera, CA 93637	Sale of Honey Products	\$1,800

Item #	157	Old Tyme Photos Amber Greene 39364 Washburn Lane Oakhurst, CA 93644	Sale of Portraits, Wallets, Digital Media, Frames, and Posters	\$3,200
Item #	158	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Ceramic Curling Irons and Flat Irons	\$3,100
Item #	159	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Garlic Graters	\$1,800
Item #	160	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Charging Cords and Accessories	\$1,300
Item #	161	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Krazy Klay and Play Sand	\$1,300
Item #	162	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Bamboo Pillows	\$1,300
Item #	163	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Ceramic Curling Irons and Flat Irons	\$3,100
Item #	164	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Primo Peeler	\$1,800
Item #	165	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Wine Opener	\$1,800
Item #	166	Right To Life of Central Cal. Catherine Christensen 1742 E. Griffith Way Fresno, CA 93726	Display of Brochures on Fetal Development, Abortion Consequences	\$2,600

Item #	167	So Cal Arts DBA: Discount Pictures Mart 19643 E Chandelier Heights Queen Creek, AZ 85142	Sale of Framed Poster Art	\$3,200
Item #	168	Stitching Dreams Roberto Flores 1155 S Althea Ave Rialto, CA 92376	Sale of Custom Embroidery on Hats, Aprons, Sweatshirts, Bibs, Backpacks	\$3,200
Item #	169	Uptown Enterprises Geoffrey Gray 78365 Highway 111, #298 La Quinta, CA 92253	Sale of Black & White and Color Photos From Photo Machine	\$1,600
Item #	170	Uptown Enterprises Geoffrey Gray 78365 Highway 111, #298 La Quinta, CA 92253	Sale of Black & White and Color Photos From Photo Machine	\$1,600
Item #	171	Sundance Engraving Dan Tu 14746 Ash Circle Chino Hills, CA 91709	Sale of Personalized Photo Keychains, Posters, Phone Cases, Magnets	\$3,200
Item #	172	Traditional Hmong Needlework Keomany Lee 565 Barbara Ave Sanger, CA 93657	Sale of Handmade Hmong Clothing and Accessories	\$1,800
Item #	173	Yosemite Sign Company C/O James Greene P. O. Box 262 Bass Lake, CA 93604	Sale of Carved Wood Signs	\$3,200
Item #	174	L.H. Aromatherapy Lior Heller 2591 Fair Oaks Ave. #133 Altadena, CA 91001	Sale of Aromatherapy Products	\$1,300
Item #	175	Music Boxes And Things Rosa Godoy 432 Fairview Ave. Madera, CA 93637	Sale of Toys, Jewelry, 3D Pictures, Purses	\$3,250
Item #	176	Payton Photos 9109 Hwy 14 South Yellville, AR 72687	Sale of Black and White Photos	\$3,200

Item #	177	Yolo, LLC Massaging Insoles 13601 W. McMillan Road Boise, ID 83713	Sale of Massaging Insoles, Socks, Massage Gun for Feet, Legs, Knees	\$1,800
Item #	178	Bobbie Ann Heinrich Lilla Rose 5475 N Angus St., Apt. 107 Fresno, CA 93710	Sale of Hair Accessories	\$1,300
Item #	179	Khausak Imports Diego Morcho 8521 Fireside Avenue San Diego, CA 92123	Sale of Import Clothing, Toys	\$3,100
Item #	180	Multinational Enterprises Juan Clauson P O Box 248 Mora, NM 87732	Sale of Neck and Back Massagers, Massage Gun	\$1,800
Item #	181	Happy Day Pony Ride Chance Boeger 3025 Cherokee Road Cherokee , CA 95965	Sale of Pony Rides and Photos	\$5,400
Item #	182	Action Promotions Dennis Diehl P.O. Box 2288 Carlsbad, CA 92018	Sale of Jewelry, Crystal Prisms, Pewter Pendants, Art Glass Earrings	\$1,800
Item #	183	African Art Trading Aliou N. Dour 12323 Carl Street Pacoima, CA 91331	Sale of Hats, Sunglasses, Hand-Dyed Clothing, Leather Animals and Jewelry	\$5,800
Item #	184	Amazon Wonders Federico Delgado 2090 N. San Joaquin Rd Tucson, AZ 85743	Sale of Entry into Educational Monkey Exhibit	\$3,600
Item #	185	Amazon Wonders Federico Delgado 2090 N. San Joaquin Rd Tucson, AZ 85743	Sale of Taking Pictures with Birds and Reptiles	\$2,400
Item #	186	Stockdale Solar Matt Digirolamo 12422 Jomani Dr. Bakersfield, CA 93314	Sale of Solar Power Installation	\$1,800

Item #	187	Graffic Traffic Caricatures Ron Graff 772 Jamacha Road PMB 159 El Cajon, CA 92019	Sale of Cartoon Caricature Faces and Body	\$1,600
Item #	188	Westside Land Investments dba Solar Grids 3740 N. Sillect Ave #3F Bakersfield, CA 93308	Solicitation for Solar Energy Installation	\$2,600
Item #	189	Glam Ma's Bowtique Penny Kyle 1185 N Academy Dr Hanford, CA 93230	Sale of Bows, Children's Shoes and Clothing, Bummies, Infant Sleep Sacks	\$2,600
Item #	190	Fun 4 a Day Jose Navarro 3623 N Verbena Drive Rialto, CA 92377	Sale of Spider Climb	15%
Item #	191	Fun 4 a Day Jose Navarro 3623 N Verbena Drive Rialto, CA 92377	Sale of Climbs on the Rock Wall	15%
Item #	192	Fun 4 a Day Jose Navarro 3623 N Verbena Drive Rialto, CA 92377	Sale of Rides on the Turbo Bungee Jump	15%
Item #	193	E-Z SHOES dba Fair Shoes 17135 Clemons Dr Encino, CA 91436	Sale of Shoes and Sandals	\$3,200
Item #	194	Glittery, LLC Denise Warner 5080 Mother Lode Dr. Shingle Springs, CA 95682	Cosmetic Glitter Products and Festival Face Art and Jewels	\$1,800
Item #	195	Country Fair Cinnamon Rolls Erin Dale-Magdaleno P O Box 1205 Coarsegold , CA 93614	Sale of Cinnamon Rolls	24%
Item #	196	MBM Concessions/Fat Fanny's Ron Mize 1467 Siskiyou Blvd, #39 Ashland, OR 97520	Sale of Funnel Cakes	24%

Item #	197	Big Jim's Concessions Churro Zone Jim Fraser 9740 N. Dos Palos Road Firebaugh, CA 93622	Sale of Churros	24%
Item #	198	Boy Scouts of America-#257 Tim Salyer 535 Woodworth Clovis, CA 93611	Sale of Pepsi Products	24%
Item #	199	Chan's Concessions Andy Chan 1806 Solana Springs Dr. Sugarland, TX 77479	Sale of Asian Food	24%
Item #	200	Country Fair Cinnamon Rolls Dane and Dara Baldwin 52183 Rd. 426 Oakhurst, CA 93644	Sale of Cinnamon Rolls	24%
Item #	201	DB Coffee Fresno, Inc. Jacob Cantu 531 Fulton Street Fresno, CA 93721	Sale of Coffee Beverages	24%
Item #	202	Extreme Food & Beverage Sharky's Phillip Delahoyde 585 N. State Street Ukiah, CA 95482	Sale of Lobster Fries, Fish and Calamari	24%
Item #	203	Fruit Caboose, Inc. 1023 Flag Creek Road Oroville, CA 95965	Sale of Ice Cream	24%
Item #	204	Gary Morse Concessions P O Box 938 Banning, CA 92220	Sale of Soft Serve Ice Cream	24%
Item #	205	Lawson Concessions Scott Lawson 1120 S. Parallel St. Fresno , CA 93702	Sale of Corn Dogs and Fries	24%
Item #	206	The Original Soft Taco, LLC Benny & Nina Martinez 7428 N. Wheeler Avenue Fresno, CA 93722	Sale of Soft Rolled Tacos	24%

Item #	207	Red White Concessions Dean Williams 1681 Eden Plains Road Brentwood, CA 94513	Sale of Corn Dogs	24%
Item #	208	Pardini Fair Ventures, L.P. James Pardini 2257 W. Shaw Ave. Fresno, CA 93711	Sale of Chicken Wings	24%
Item #	209	Milo and Son Enterprises, Inc. Milo Franks P.O. Box 489 Pilot Hill, CA 95664	Sale of Corndogs	24%
Item #	210	Milo and Son Enterprises, Inc. Milo Franks P.O. Box 489 Pilot Hill, CA 95664	Sale of Pizza	24%
Item #	211	J.L.Q. Concessions Erica Quintero 2434 N. Leanna Avenue Fresno, CA 93737	Sale of Fruit & Agua Fresca	24%
Item #	212	J.L.Q. Concessions Erica Quintero 2434 N. Leanna Avenue Fresno, CA 93737	Sale of Fruit & Agua Fresca	24%
Item #	213	J.L.Q. Concessions Lola Ramirez 11719 E. Ashlan Ave. Sanger, CA 93657	Sale of Mexican Food	24%
Item #	214	Fairtime Fudge - Licorice Paul Patterson 5100 Porter Ranch Rd Garden Valley , CA 95633	Sale of Licorice Ropes in a Variety of Flavors	24%
Item #	215	Fairtime Fudge Paul Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Fudge & Candies	24%
Item #	216	Space Age Food Concession Dave Yonan 11935 Gold Strike Road Pine Grove, CA 95665	Sale of Corndogs	24%

Item #	217	Sharp Event Services, Inc. John Campbell P.O. Box 3767 Paso Robles, CA 93447	Sale of Pizza & Clam Chowder	24%
Item #	218	Sharp Concepts, Inc. Good Ol' Burgers P.O. Box 3767 Paso Robles, CA 93447	Sale of Hamburgers	24%
Item #	219	Stroud Enterprises Tom Stroud 5119 N. Archerdale Linden, CA 95236	Sale of Corndogs & Hotdogs	24%
Item #	220	Stroud Enterprises Tom Stroud 5119 N. Archerdale Linden, CA 95236	Sale of Hamburgers	24%
Item #	221	Suck It Up Concessions Paul Farnum 7023 27th St. Riverside, CA 92509	Sale of Soft Serve Ice Cream	24%
Item #	222	Texas Twister Drink Scott & Kim Sanders 20201 Tollhouse Road Clovis, CA 93619	Sale of Fruit Drinks	24%
Item #	223	The Sleek Greek Sandi Bliss 7942 W. Bell Road #C5-469 Glendale, AZ 85308	Sale of Greek Food	24%
Item #	224	Timbo's Blenda Highsmith 14615 Avenida Central La Grange, CA 95329	Sale of Jerky	24%
Item #	225	T's Concessions Tim Elwell 1323 Coventry Ave. Clovis, CA 93611	Sale of Corndogs	24%
Item #	226	Sante Physicians Valentine Villaluz 7370 N. Palm Avenue Fresno, CA 93711	Providing copies of their directory and handing out promotional items.	\$500.00

Item #	227	Chapel of the Light Funeral Home & Cemetery Michael Rabara 1620 W. Belmont Avenue Fresno, CA 93728	Pre-need funeral, cremation and cemetery planning.	\$540.00
Item #	228	CCDOF Senior Companions Lorraine Valencia 149 N. Fulton Street Fresno, CA 93701	Handing out AmeriCorps senior brochures, information and applications.	\$350.00
Item #	229	Everlight Care Shireen Azamian 7191 N. Ingram Avenue, #103 Fresno, CA 93650	Providing information on non-medical, in-home care.	\$500.00
Item #	230	Valley Health Team, Inc. Jeany Lopez PO Box 737 San Joaquin, CA 93660	Providing health screening and information on COVID-19 vaccines & nutrition.	\$500.00
Item #	231	Twilight Haven Krystle Rodriguez 1717 S. Winery Fresno, CA 93727	Handing out flyers, promotional items, collecting contact information.	\$350.00
Item #	232	Resources for Independence Central Valle Tracy Beckham 3636 N. First, Suite 101 Fresno , CA 93726	Handing out brochures, news and other information.	\$350.00
Item #	233	Anthem Blue Cross Rosa Betancourt P.O. Box 145 Parlier, CA 93648	Providing Medicare marketing material, education and promotional items.	\$540.00
Item #	234	Dignity Memorial Lucas Hutton 175 S. Cornelia Avenue Fresno, CA 93706	Information and free personal planning guides and giving away promotional items	\$500.00
Item #	235	Fresno County Dept. of Public Health Michelle Rivera 1221 Fulton Street Fresno, CA 93721	Providing education materials on COVID-19, influenza, childhood immunizations, tobacco prevention.	\$0.00

Agenda

Regular Board Meeting 08/24/21

Page 28 of 34

Item #	236	Community Medical Centers Melissa Barton 290 N. Wayte Lane Fresno, CA 93701	Providing information on stroke education.	\$540.00
Item #	237	Clinica Sierra Vista Stacy Ferreira P.O. Box 1559 Bakersfield, CA 93302	Providing information on senior health services and give away health promotional items.	\$500.00
Item #	238	HearingLife Rachelle Goodness 8953 N. Chestnut Avenue Fresno, CA 93720	Information about hearing health.	\$500.00
Item #239 thru	Item #246	<u>ACKNOWLEDGE THE FOLLOWING INTERIM CONCESSION AGREEMENT FOR 2021:</u>		
Item #	239	Twisted Masala 6658 E. Cetti Avenue Fresno, CA 93727	Sale of Indian Food	25% Cen Cal Thrift & Vintage Expo
Item #	240	Intertribal Tacos Leslie Cook 1272 Villa, #52 Clovis, CA 93612	Sale of Indian tacos, pow wow tacos, sweet fry bread, tacos, sodas and water.	15% Vaccination Event
Item #	241	Mmmm D's Tacos & More Michael & Diane Harrell 5383 S. Fig Avenue Fresno, CA 93706	Sale of hot dogs, fries, tri tip sandwiches, sodas and water.	15% Vaccination Event
Item #	242	Twisted Masala 6658 E. Cetti Avenue Fresno, CA 93727	Sale of Indian Food	25% Yokai Market
Item #	243	Talks Over Boba 3839 E. Fountain Way Fresno, CA 93726	Sale of Boba Drinks	25% Yokai Market
Item #	244	Kerribb Flava Kerran & Flo Green 310 N. Arroyo Street Visalia, CA 93292	Sale of Jamaican food, jerk wings, Jamaican tacos and OMG nachos.	25% Yokai Market
Item #	245	S&B Kettle Corn Robert Seward 3414 E. Lowe Avenue Fresno, CA 93702	Sale of Kettle Corn	25% Yokai Market

Item #	246	Cita Mama Crab Boils LLC Schkibra Rogers 4562 W. Palo Alto Fresno, CA 93722	Sale of Crab, Lobster, Corn, Vegetables	\$150.00 Advance the Peace
--------	-----	--	--	-----------------------------------

Item #247 thru Item #299 ACKNOWLEDGE THE FOLLOWING JUDGES
FOR 2021 FAIR

Item #	247	21-001	Eleanor Borba 8665 San Rafael Rd. Atascadero, CA 93422	Junior Livestock	\$200 + Mileage & Hotel
Item #	248	21-002	Clemente Ayon 710 N. Thompson Nipomo, CA 93444	Junior Livestock	\$200 + Mileage & Hotel
Item #	249	21-003	Matt Hayes 209 White Oak Lane Winters, CA 95694	Junior Livestock	\$200 + Mileage & Hotel
Item #	250	21-005	Graisson Schmidt P.O. Box 245 Tomales, CA 94971	Junior Livestock	\$200 + Mileage & Hotel
Item #	251	21-006	Tammi Josephson 3600 Shire Horse Lane Cottonwood,, CA 96022	Junior Livestock	\$200 + Mileage & Hotel
Item #	252	21-007	Larry Stallings 7997 Feentsa Road Paso Robles, CA 93446	Junior Livestock	\$200 + Mileage & Hotel
Item #	253	21-008	Katelyn Smith 41851 Merrill Ave Dos Palos, CA 93620	Junior Livestock	\$200 + mileage
Item #	254	21-010	Regina Cline 27418 Raymond Thomas Madera, CA 93637	Home Arts	\$50 Flat
Item #	255	21-011	Shirley Roberts 5442 E. Montecito Ave Fresno, CA 93727	Home Arts	\$50 Flat
Item #	256	21-012	Nancy Christian 3744 Sunnyside Ave Clovis, CA 93611	Home Arts	\$50 Flat

Item #	257	21-013	Jennifer Davies 2716 Buckingham Ave Clovis, CA 93611	Home Arts	\$50 Flat
Item #	258	21-014	Betty Lou Pendleton 2300 N. Maselli St. Visalia, CA 93291	Home Arts	\$50 Flat
Item #	259	21-015	Ranay Burton 18643 Norwalk Drive Madera, CA 92638	Home Arts	\$50 Flat
Item #	260	21-017	Nancy Gomez 1170 Santa Ana Apt. 108 Clovis, CA 93612	Home Arts	\$50 Flat
Item #	261	21-018	Toby Gelenaw 1162 S. Berry Dr. Madera, CA 93637	Home Arts	\$50 Flat
Item #	262	21-019	Robert Bagdasarian 4276 S. Greenwood Sanger, CA 93657	Home Arts	Volunteer
Item #	263	21-020	Ranay Burton 18643 Norwalk Drive Madera, CA 93638	Home Arts	\$50 Flat
Item #	264	21-021	Jonas Gomez 15837 W. Sunset Kerman, CA 93630	Home Arts	\$50 Flat
Item #	265	21-022	Gerardo Bermudez 15837 W. Sunset Kerman, CA 93630	Home Arts	\$50 Flat
Item #	266	21-023	Carolyn Toste 552 Susan Ave. Kerman, CA 93630	Home Arts	\$50 Flat
Item #	267	21-024	Diana Langley 7427 N. Benedict Ave. Fresno, CA 93711	Home Arts	\$50 Flat
Item #	268	21-025	Debbie Jacobsen 16492 Summit Crest Ln Clovis, CA 93619	Home Arts	Volunteer

Item #	269	21-026	Leta Ciavaglia 15935 Watts Valley Rd Sanger, CA 93657	Home Arts	Volunteer
Item #	270	21-027	Lloyd Martin 15460 E. Herndon Ave. Clovis, CA 9361	Home Arts	Volunteer
Item #	271	21-028	Caitlin LoKey 475 W. Sierra Ave. Fresno, CA 93704	Home Arts	Volunteer
Item #	272	21-029	Stacy Alvarado 3842 Hannah Lane Clovis, CA 93619	Home Arts	\$50 Flat
Item #	273	21-031	Leta Ciavaglia 15935 Watts Valley Rd Sanger, CA 93657	Junior Exhibits	\$50 Flat
Item #	274	21-032	Paul & Kristine Ruligliano 5436 E. Illinois Fresno, CA 93727	Junior Exhibits	\$50 Flat
Item #	275	21-033	Linda Dippel 6562 N. Mariposa Fresno, CA 93710	Junior Exhibits	\$50 Flat
Item #	276	21-034	Terri McMeen P.O. Box 2 Tollhouse, CA 93667	Junior Exhibits	\$50 Flat
Item #	277	21-035	Kathy Wosika 4586 N. Arthur Fresno, CA 93705	Junior Exhibits	\$50 Flat
Item #	278	21-036	Dianne Langley 7427 N. Benedict Ave. Fresno, CA 93711	Junior Exhibits	\$50 Flat
Item #	279	21-037	Corine Hood 4796 W. Rialto Fresno, CA 93727	Junior Exhibits	\$50 Flat
Item #	280	21-038	Dale Offedal P.O. Box 5494 Fresno, CA 93755	Junior Exhibits	\$50 Flat

Item #	281	21-039	Gary Nelson 13496 E. Kamm Kingsburg, CA 93631	Junior Exhibits	\$50 Flat
Item #	282	21-040	Dean Menard 944 McKelvy Ave. Clovis, CA 93611	Junior Exhibits	\$50 Flat
Item #	283	21-041	Debbie Jacobsen 16492 Summit Crest Ln Clovis, CA 93619	Junior Exhibits	\$50 Flat
Item #	284	21-042	Kathy Atkins P.O. Box 563 Friant, CA 93626	Junior Exhibits	\$50 Flat
Item #	285	21-043	Sheri Fossi 27514 Burrough Valley Tollhouse, CA 93667	Junior Exhibits	\$50 Flat
Item #	286	21-044	Melanie Keasler 1347 N. Temperance Fresno, CA 93727	Junior Exhibits	\$50 Flat
Item #	287	21-045	Dale Offedal P.O. Box 5494 Fresno, CA 93755	Junior Exhibits	\$50 Flat
Item #	288	21-046	Ron Manfredi 4880 E. Brown Ave Fresno, CA 93703	Junior Exhibits	\$50 Flat
Item #	289	21-049	Lance Hofer 1735 Purvis St. Clovis, CA 93611	Ag-Horticulture	\$150 Per Day
Item #	290	21-050	Robin Rogers Dale 19495 E. Lincoln Ave Reedley, CA 93654	Ag-Horticulture	\$150 Per Day
Item #	291	21-051	Jennifer Fulbright 1120 N. Marion Clovis, CA 93611	Ag-Horticulture	\$150 Per Day
Item #	292	21-052	Robert Vandergon 8767 E. Los Altos Clovis, CA 93611	Ag-Horticulture	\$150 Per Day

Item #	293	21-053	Elizabeth Sandberg 9261 E. Tulare Fresno, CA 93737	Ag-Horticulture	\$150 Per Day
Item #	294	21-054	Kenn Voss 12733 Road 34 3/4 Madera, CA 93636	Ag-Horticulture	\$150 Per Day
Item #	295	21-055	Dana Taniguchi 1521 Birch Clovis, CA 93611	Ag-Horticulture	\$150 Per Day
Item #	296	21-056	Dennis Plann 1541 E. Decatur Fresno, CA 93720	Ag-Horticulture	\$150 Per Day
Item #	297	21-057	Elvis Martinez 3926 E. Buckingham Way Fresno, CA 93726	Ag-Horticulture	\$150 Per Day
Item #	298	21-058	Karen Francone 13288 E. Rialto Ave Sanger, CA 93657	Ag-Horticulture	\$150 Per Day
Item #	299	21-059	Aileen Brooks 572 W. San Gabriel Clovis, CA 93612	Ag-Horticulture	\$150 Per Day
Item #300			Acknowledge Expense Claims		

TRAVEL EXPENSE CLAIMS

JUNE

Travel	Stacy Rianda	Traveled to Daily City CA for the 2021 San Joaquin Olive Oil Competition on June 8 & 9 th . Employee claiming mileage only.	\$209.44
--------	--------------	--	----------

**MINUTES
21ST DISTRICT AGRICULTURAL ASSOCIATION
BOARD OF DIRECTORS MEETING
JUNE 22, 2021 AT 3:30 PM
VIA ZOOM**

Please be advised, in accordance with Executive Order N-29-20, The Big Fresno Fair is providing a Zoom option for today's board meeting so as to minimize the spread of Covid-19 and reduce the risk of infection during this current state of emergency.

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 3:30 p.m. by President Pacheco. Those in attendance were: President Jerry Pacheco, Secretary/Treasurer Terry Gonsalves, Directors Frank Flores and Larry Serpa; Deputy Manager II Stacy Rianda, Deputy Manager II Lauri King, Business Assistant II Christina Estrada, Business Assistant II Saundra West, Event Coordinator Taylor Childers, Jerry Smith, Jerry Hunsucker and Jim Avalos with Union Park; via Zoom: Directors Linda Mae Balakian Hunsucker, Annalisa Perea, Vice President Chuck Riojas and Celeste Zavala with Cohen Communications.

Item #2. Pledge of Allegiance:

President Pacheco requested Director Larry Serpa to open the meeting by leading the Pledge of Allegiance.

Item #3. Roll Call of Directors and Declaration of Quorum:

President Pacheco called roll and a full quorum was declared. Director Larry Salinas was an excused absence.

Item #4. Minutes: (Action by the Board)

A. Approve Board Minutes:

1. Regular Board Meeting 05/25/2021

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

Item #5. Acknowledge Consent Agenda (colored pages) Item #15 thru Item #26:

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

Item #6. Public Comment:

Jerry Smith, Jerry Hunsucker and Jim Avalos with Union Park spoke about their desire to add a monument dedicated to workers who had lost their lives in the line of duty.

Item #7. Executive Staff Report: (Informational)

a. Report on Satellite Racing/Belmont Stakes:

Deputy Manager II King handed out a summary of the Belmont Stakes race from 2019 vs. 2021. We were only down about 16 people and the handle was down about \$7,000. She also provided a summary of the Kentucky Derby and the Preakness.

b. Report on CARF Meeting:

Deputy Manager II King reported that we continue to have monthly CARF meetings. Things are still in flux with fantasy wagering. Pleasanton is currently running and so far it is going well.

c. Report on Interim Events:

Event Coordinator Taylor Childers reported that we had Monster Trucks, a gun show and a corn hole tournament all on the same weekend. We don't have much scheduled for the summer months as it is so hot and we don't have any air conditioned buildings. Taylor is continuing to book into 2022.

d. Report on San Joaquin Valley Olive Oil Competition:

Deputy Manager II Rianda reported that the competition was held on June 9th at the Cow Palace in Daly City and a total of 55 oils were

entered. The Best of Show went to The Olive Press Sevillano from Sonoma and Yolo Counties, The Best of the Valley went to Olivaia's OLA Block X Heirloom from Tulare County.

e. Report on Fair's Live Horse Race Meet License:

Deputy Manager II King reported the racing application for our license is due July 8th and we are working now on getting that together so it is ready to go!

Item #8. Committee Reports: (Action by the Board)

A. Finance Committee:

- Acknowledge May 31, 2021 Check Register in the amount of \$209,124.03:

MSP (Riojas - Gonsalves) to approve the Check Register. The vote was unanimous.

- Acknowledge Statement of Operations dated May 31, 2021:

MSP (Serpa - Flores) to approve the Statement of Operations. The vote was unanimous.

- Acknowledge Balance Sheet dated May 31, 2021.

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

Item #9. Old Business: (Informational)

a. Discussion regarding 2021 Fair Planning:

Deputy Managers Rianda and King reviewed the Proposed Fair Activities with the Board. (See attached Exhibit A).

Item #10. New Business: (Informational/Action by the Board)

a. Informational Purposes Only

- Guidance for Fair Events & Livestock Events-Updated (F2021-05)
- Rabbit Hemorrhagic Disease Outbreak Biosecurity Practices - CDFA
- Procurement of Insurance for DAA's - D2016-06

b. Discussion by Board regarding MOU with Friends of the Big Fresno Fair.

It was voted on that we run the MOU by legal counsel.
MSP (Flores - Gonsalves) The voting was as follows:

Riojas - NO	Gonsalves - YES	Hunsucker - YES
Chahil - YES	Flores - YES	Perea - NO
Serpa - NO		

The plan moving forward is for staff to wait to hear from Directors Flores and Gonsalves after they hear from the rest of the board. Directors Flores and Gonsalves will then get together with Deputy Managers Rianda and King and go through the MOU before submitting to legal counsel for review.

c. Approval of the following Multi-Year contract amendments to reflect all elements for the 2020 ending term year to be transferred to 2021 year due to Covid-19 pandemic:

- American Ambulance - Ambulance/First Aid Services - \$76,967
- Culligan - Water & Water Dispensers - \$17,438.25
- Etix - Online Ticket Sales and POS Tickets - \$5,000
- Sara Renee Consulting - Concessions Auditing Services - \$12,000

MSP (Flores - Chahil) to approve 2021 amendments for Multi-Year contracts with correction to Sara Renee Consulting dollar amount of \$12,000.

d. Approval of the following Option-Year contract amendments to reflect all elements for the 2020 ending term year to be transferred to 2021 year due to Covid-19 pandemic:

- A & L Products-Canopy Tents & Large Tent Structures - \$70,906
- Cohen Communications-PR/Communication Services - \$215,825

This amount is currently not accurate because staff has negotiated that down to a per job basis. The budget is being updated to reflect that change.

MSP (Gonsalves - Chahil) to approve 2021 amendments for option year contracts

Item #11. Manager's Update:

Deputy Managers Rianda and King reported on various items management has been working on since the last Board Meeting.

- Deputy Manager II King reported that we have had multiple entertainment calls. The list of available artists was sent to all directors. Director Flores got back to use with his interests. Deputy Manager II King and Event Coordinator Taylor Childers met with the Hmong New Year committee.

They are moving forward with their full event; however, their community is not in full support of the event. They have only sold about 10% of their booth space to returning vendors. We encouraged them to look at their event a different way. They also wanted to add a day to their contract. We pointed out that more days does not equal more people and more money but it does equal more expenses. Looking at a hybrid where some days would be cut off. They don't have any staff or the means right now to actually produce this event. They also hadn't talked to the health department at all. After this meeting, they reached out to them and the health department came back to them with "they aren't sure at this time". They also had not reached out to Fresno Police Department yet, so we asked that they do that, as well. It was also suggested that they shorten their hours and their days and compress their footprint.

Deputy Manager II King reported that she and Events Coordinator Taylor Childers have been meeting with security getting ready for our fairtime plans and also looking at the increase in minimum wage, some of our security wages will be increasing as well, so talked through that, too. We have secured a new copy machine which will be a considerable savings with a new company. Management had a meeting with Lance and Jill Moyer from Butler Amusements and talked about what they see this year looking like and how things have been going for them so far this year. They have opened in quite a few northern California fairs and have been having record attendance. Lots of meetings with Suncrest bank. This will be their first fair and we are getting them on board and teaching them what we will need. Reported that management met with Fresno Police Department to negotiate their contract. 2020 was their last year and we were hoping to just roll that year into 2021, but the city didn't want to do that so we are currently drafting a new contract. We have been meeting with Councilmember Luis Chavez and his team regarding the Maple/Butler Lot and getting that MOU completed.

- Deputy Manager II Rianda reported that we are still having lots of Zoom meetings including our Area Fairs, CFA Committees, Southeast Specific Plan Steering Committee, Fire Marshal regarding title 19 changes, IAFE, WFA, CEO Training and Area Executives. We met with Tree Fresno, they are working on their funding for the next 5 years and wanted to know if we need any trees. We sent our ideas back to them so they can start working on grants.
- Deputy Manager II King reported that CFSA came down and brought a guy from Power System. They are doing an analysis of where our main switch gears are and what it would take to have a switch to plug in a generator in the event of power loss. If someone was going to take over our facility in the event of an emergency, they would be able to function if there was no power. This is all at no cost to us; they will come back to us with an analysis of what will fit in the grant and if we want to move

forward. This will be for the office, the Commerce Building and Junior Exhibits Building. Reported that our ticketing provider is already doing a lot of fairs in the Midwest and east coast. We talked to them about what they have been seeing and how things have been going. We talked about getting ticketing kiosks instead of having so many ticket sellers, we're thinking of putting 8 kiosks throughout the grounds. They also have been using QR codes in the parking lots for people to buy their tickets on the way into the grounds. They have a new parking lot program that we are excited to try in the future.

Deputy Manager II King stated that the State Fire Marshal is changing all the codes. They have been working on it for the past year and half and what was recommended from the working group is not what the fire marshal took away from it and wanted to change. They had their own proposal back to fairs and special events and wanted to have two fire marshals at each stage for crowd control that would be fair time and non-fair time. So, something like an antique show or a gun show, just the cost of the fire marshal alone would have been \$4,500, it only costs \$2,000 to rent the building! During the fair, our bill would have been over \$400,000. Lots of calls to action, open public hearing were scheduled and they were inundated from the fair industry about this. They ended up pulling it from the agenda, it is dead, for the moment and the public hearing was canceled. CFA is all over this for us, hopefully we can all come to an agreement or get out of it all the way or open up the dialogue for discussing all the other restrictions fairs are now under.

- Deputy Manager II King reported that we continue to have bi-weekly calls with the health department so we can stay up to date on what we can and can't do. Deputy Manager II Rianda reported that we did receive the \$510,000 in targeted support funds. Reported that management had a meeting with Jeff Pardini and discussed the VIP Suite, we want to get away from the catered food and provide pre-packaged snacks. Between catering there, catering on the 2nd floor of the museum and back stage, it runs us about \$100,000. We are trying to cut everywhere we can and that one is a logic one. There are so many sponsors that go in there and bring all their friends and eat all the food and leave. Buffets are not recommended because of COVID regulations anyway. Catering charges are all going up, so it is a logical choice. Food will be available from 6 pm – 7 pm every night in the Museum. The room opens at 5:30 PM and the concert starts at 7 PM. Bar will open until 8 PM. We are also looking at changing Pardini's contract from a flat fee to a per person fee, which will drastically change it; we are waiting on that pricing from Jeff.
- Deputy Manager II King reported that Friends of the Fair met today at noon. The Hispanic Plaza concrete is all in with the blue diamonds that have all been painted and it will be sealed in the next couple of weeks.

The art panels have almost all been constructed and they will start painting them. They are also working with the Fresno Arts Council to have some local artists come in and paint some of the panels. They are excited that bingo has come through and are trying to figure out what the next step is. They are planning bingo for Thursday evenings from 4 PM – 8 PM. The Italian Exhibit is 99% done, the committee is already talking about a phase 2. They would go after additional grant money and part of the grant money comes to the museum for additional improvements. They are also working on their walking museum tour where you have a headset and walk through the museum and it tells you about the exhibit that you're looking at. That will be available for this year's fair.

- Deputy Manager II Rianda presented the list of entertainers they were going to look into. She asked for any requests from the board off the list ASAP so they can start making offers. Our goal is to sit down with our agent tomorrow and start making offers. We have some that were booked in 2020 that we would like to get back for 2021.

Item #12. Board Recommendation for Future Agenda Items:

President Pacheco said he thinks the board needs more communication, like Director Serpa stated. He would like to suggest a dinner after the meeting to visit. It was agreed that the Board would have a dinner in August and November.

Item #13. For Your Information:
Next Board Meeting – August, 24, 2021, 3:30 p.m.
No July Board Meeting

Item #14. Adjournment:

Respectfully Submitted,

Stacy Rianda
Deputy Manager II

Jerry Pacheco, President
Board of Directors

AP Payments Check Register

June 2021

Fresno Fair
Saundra West

Thursday, July 22, 2021 3:01:10PM
Page 1

Reference	Date	Vendor	Vendor Description	Net Pay	Merge #
2021192	6/2/2021	AUTNET	Authorize.net	18.80	93,711
2021193	6/2/2021	AUTNET	Authorize.net	13.89	93,712
2021194	6/2/2021	AUTNET	Authorize.net	8.48	93,713
2021195	6/2/2021	AUTNET	Authorize.net	60.61	93,714
1293	6/3/2021	AT&MOB	AT&T MOBILITY	864.47	93,666
1294	6/3/2021	ATT958	AT&T	219.51	93,667
1295	6/3/2021	CFSASA	CALIFORNIA FAIR SERVICES AUTHORITY	14,366.00	93,668
1296	6/3/2021	COHCOM	COHEN COMMUNICATIONS	6,860.25	93,669
1297	6/3/2021	COMCAS	COMCAST	846.30	93,670
1298	6/3/2021	FARMAR	Maria Farr	150.00	93,671
1299	6/3/2021	FRE251	FRESNO EQUIPMENT COMPANY	172.35	93,672
1300	6/3/2021	FREPEN	The Pentecostals of Fresno	150.00	93,673
1301	6/3/2021	FREPRI	FRESNO COUNTY PRIVATE SECURITY	19,365.33	93,674
1302	6/3/2021	GRAIN	GRAINGER	61.89	93,675
1303	6/3/2021	MEN244	MENGE, JULIE	150.00	93,676
1304	6/3/2021	MOUMIL	Mountain Milk & Cream	656.00	93,677
1305	6/3/2021	NAPAUT	NAPA AUTO PARTS	463.91	93,678
1306	6/3/2021	ORTLED	ORTIZ LED SOLUTIONS	712.64	93,679
1307	6/3/2021	OSSETI	Etienne Ossun	150.00	93,680
1308	6/3/2021	PACGAS	PACIFIC GAS & ELECTRIC	2,883.16	93,681
1309	6/3/2021	PACSUP	PACE SUPPLY	332.76	93,682
1310	6/3/2021	RICLEA	RICOH USA, INC. / LEASE PAYMENTS	2,643.62	93,683
1311	6/3/2021	SELSAN	Sandy Self	2,441.25	93,684
1312	6/3/2021	SON565	SONNENFELT, SANDY	150.00	93,685
1313	6/3/2021	SUN409	SUNBELT RENTALS	701.69	93,686
1314	6/3/2021	THEOFF	THE OFFICE CITY	191.81	93,687
1315	6/3/2021	ASH204	ASH, NANCY	1,200.00	93,688
1316	6/3/2021	DUN222	DUNN, FRANCO	150.00	93,689
1317	6/3/2021	KRE166	KREMER, ARDEN	150.00	93,690
2021203	6/4/2021	SUNPAY	SUNCREST PAYMENT REMITTANCE CTR	9,000.00	93,734
2021204	6/8/2021	AUTNET	Authorize.net	6.50	93,733
1318	6/10/2021	A1N403	A-1 NATIONAL FENCE / FAMICO CORPOR/	350.00	93,692
1319	6/10/2021	CIT206	CITY OF FRESNO-UTILITY BILLING	2,228.94	93,693
1320	6/10/2021	COMPHO	COMCAST - PHONE SERVICE	367.90	93,694
1321	6/10/2021	DAVNAL	DAVID NALCHAJIAN, INC.	5,000.00	93,695
1322	6/10/2021	DEL444	DELTA DENTAL PLAN OF CALIFORNIA	974.99	93,696
1323	6/10/2021	DEPFOR	DEPT OF FORESTRY & FIRE PROTECTION	180.00	93,697
1324	6/10/2021	FERENT	FERGUSON ENTERPRISES, INC.	333.12	93,698
1325	6/10/2021	FRE911	FRESNO FIRE DEPARTMENT	1,470.00	93,699
1326	6/10/2021	FTBGAR	Franchise Tax Board - Garnishment	200.00	93,700
1327	6/10/2021	INTNET	INTEGRITY NETWORKS	45.00	93,701
1328	6/10/2021	JORBAT	JORGENSEN BATTERIES, INC.	196.14	93,702
1329	6/10/2021	JORCOM	JORGENSEN COMPANY	180.00	93,703
1330	6/10/2021	MIDVAL	MID VALLEY DISPOSAL	1,883.10	93,704
1331	6/10/2021	NAPAUT	NAPA AUTO PARTS	89.15	93,705
1332	6/10/2021	OTI553	OTIS ELEVATOR COMPANY	4,752.55	93,706
1333	6/10/2021	PACGAS	PACIFIC GAS & ELECTRIC	47.64	93,707
1334	6/10/2021	RGE587	RG EQUIPMENT	408.20	93,708
1335	6/10/2021	SITONE	SITONE LANDSCAPE SUPPLY, LLC	75.24	93,709
1336	6/10/2021	THEOFF	THE OFFICE CITY	2,148.98	93,710
1337	6/16/2021	AMEAMB	AMERICAN AMBULANCE	1,480.00	93,721
1338	6/16/2021	BDPEST	B & D PEST CONTROL, INC	170.00	93,722
1339	6/16/2021	EXPDEC	EXPO MARKETING & SVCS dba EXPO DEC	7,608.95	93,723

AP Payments Check Register

June 2021

Fresno Fair
Saundra West

Thursday, July 22, 2021 3:01:10PM
Page 2

Reference	Date	Vendor	Vendor Description	Net Pay	Merge #
1341	6/16/2021	FREPRI	FRESNO COUNTY PRIVATE SECURITY	27,292.20	93,725
1342	6/16/2021	HOMPRO	HOME DEPOT PRO INSTITUTIONAL	586.93	93,726
1343	6/16/2021	JORBAT	JORGENSEN BATTERIES, INC.	119.66	93,727
1344	6/16/2021	RVJENS	ROBERT V. JENSEN, INC.	1,990.75	93,728
1345	6/16/2021	SALYOA	Yoana Saldana	500.00	93,729
1346	6/16/2021	SEBAST	SEBASTIAN	524.55	93,730
1347	6/16/2021	VOYFLE	VOYAGER FLEET SYS	172.30	93,731
1348	6/16/2021	WELPAY	WELLS FARGO PAYMENT REMITTANCE CT	138.94	93,732
1349	6/16/2021	FREHOM	FRESNO HOME & GARDEN SHOW	3,764.85	93,737
1350	6/17/2021	KATJOH	JOHN KATON	105.00	93,738
1351	6/22/2021	ACCWAR	ACCOUNTING WARE	1,390.00	93,743
1352	6/22/2021	ACSS	ASSOCIATION OF CALIF. STATE SUPERVIS	36.00	93,744
1353	6/22/2021	CAL942	CALPERS/FISCAL SVCS DIVISION-CASHIER	19,459.02	93,745
1354	6/22/2021	COHCOM	COHEN COMMUNICATIONS	4,481.25	93,746
1355	6/22/2021	CULLIG	CULLIGAN	54.00	93,747
1356	6/22/2021	DEP989	DEPARTMENT OF GENERAL SERVICES	215.00	93,748
1357	6/22/2021	FTBGAR	Franchise Tax Board - Garnishment	200.00	93,749
1358	6/22/2021	HOMPRO	HOME DEPOT PRO INSTITUTIONAL	370.44	93,750
1359	6/22/2021	JORCOM	JORGENSEN COMPANY	40.00	93,751
1360	6/22/2021	RICLEA	RICOH USA, INC. / LEASE PAYMENTS	2,643.98	93,752
1361	6/22/2021	RICUSA	RICOH USA, INC.	50.33	93,753
1362	6/22/2021	SOASUD	SOAP & SUDS JANITORIAL	298.00	93,754
1363	6/22/2021	STIDES	Stitch Design	3,117.05	93,755
1364	6/22/2021	DAVNAL	DAVID NALCHAJIAN, INC.	5,000.00	93,756
1365	6/28/2021	BOXOPS	BOXOPS, LLC	10,000.00	93,757
1366	6/30/2021	ATT958	AT&T	53.69	93,765
1367	6/30/2021	COMPHO	COMCAST - PHONE SERVICE	4,799.92	93,766
1368	6/30/2021	CON522	CONETRIX TECHNOLOGY	204.00	93,767
1369	6/30/2021	DAVNAL	DAVID NALCHAJIAN, INC.	10,000.00	93,768
1370	6/30/2021	FRETRA	Fresno Tractor Inc	3,872.47	93,769
1371	6/30/2021	HERREN	HERC RENTALS	4,225.67	93,770
1372	6/30/2021	PACGAS	PACIFIC GAS & ELECTRIC	3,591.39	93,771
1373	6/30/2021	QUALEA	QUADIENT LEASING USA, INC.	211.67	93,772
1374	6/30/2021	SELSAN	Sandy Self	3,045.00	93,773

Total Payments: 87

Total Amount: 207,885.18

THE BIG FRESNO FAIR, 21ST DAA
Statement of Operations
June 30, 2021

		Current Fiscal Year				Prior Fiscal Year	
Acct. No.	Title	Budget	Month	Year to Date	(Over)/Under Budget	Month	Year to Date
REVENUES							
Non-Operating							
311	Non-Operating	0	510,000	1,912,206	(1,912,206)	0	140,750
Operating							
410	Admission to Grounds	0	4,956	5,976	(5,976)	609	6,046
415	Commercial Space	0	0	0	0	(3,133)	2,453
420	Concessions	13,200	2,648	15,654	(2,454)	35	6,928
430	Exhibits	0	773	7,708	(7,708)	(193)	4,287
450	Horse Racing - Fair	0	1,904	1,904	(1,904)	282	282
457	Satellite Wagering	140,040	33,537	278,759	(138,719)	40,271	183,563
458	Sat Wagering - Polo Lounge	0	0	0	0	0	18,703
470	Miscellaneous Fair	0	(950)	(475)	475	(51,225)	416,737
480	Non Fair/Interim	244,480	201,152	638,596	(394,116)	(11,377)	809,877
490	Prior Year Revenue Adjustments	0	0	0	0	5,120	18,890
495	Miscellaneous Income	0	0	14,406	(14,406)	0	0
Total Operating Revenues		397,720	244,020	962,528	(564,808)	(19,611)	1,467,766
TOTAL REVENUES		397,720	754,020	2,874,734	(2,477,014)	(19,611)	1,608,516
EXPENSES							
Operating							
500	Administration	420,532	75,408	476,263	(55,731)	117,676	817,615
520	Maint & Gen Oper	335,604	80,797	398,905	(63,301)	92,108	740,238
540	Publicity Expense	4,800	7,394	13,850	(9,050)	11,718	82,061
560	Attendance Operation	2,400	68	1,676	724	12,664	13,537
570	Miscellaneous Fair	24,000	11,090	30,939	(6,939)	10,104	61,313
541	Museum	0	0	0	0	0	0
580	Premium	0	0	0	0	0	0
630	Exhibits (Excluding Premiums)	2,400	1,892	8,856	(6,456)	(3,683)	8,313
650	Horse Racing - Fair Live	0	1,300	11,811	(11,811)	1,185	32,761
659a	Satellite Wagering	56,161	16,531	82,464	(26,303)	19,197	113,207
659b	Satellite Wagering - Polo Lounge	0	0	222	(222)	2,845	25,237
660	Attractions (Fairtime)	0	0	0	0	0	65,000
668	Interim Event Expense	92,800	26,020	125,272	(32,472)	1,621	138,054
723	Equipment Funded by Fair	0	0	0	0	0	0
800	Prior Year Expense Adjustments	0	(310)	(15,230)	15,230	206,367	229,985
850	Cash Over/(Under)	0	(38)	(75)	75	(8)	(1)
Total Operating Expenses		938,697	220,152	1,134,953	(196,256)	471,792	2,327,320
Non-Operating							
91000	Depreciation Expense	339,000	56,431	338,587	413	54,679	328,075
91300	Capital Expense - Equipment	0	0	0	0	0	0
96000	Pension Expense GASB68	117,000	20,755	116,807	193	41,118	247,472
Total Non-Operating Expenses		456,000	77,186	455,394	606	95,797	575,546
TOTAL EXPENSES		1,394,697	297,338	1,590,347	(195,650)	567,590	2,902,866
Non-Operating							
Revenues		0	510,000	1,912,206	(1,912,206)	0	140,750
Expenditures - Depreciation		(456,000)	(77,186)	(455,394)	(606)	(95,797)	(575,546)
Non-Operating Income/(Loss)		(456,000)	432,814	1,456,812	(1,912,812)	(95,797)	(434,796)
Operating							
Revenues		397,720	244,020	962,528	(564,808)	(19,611)	1,467,766
Expenditures		(938,697)	(220,152)	(1,134,953)	196,256	(471,792)	(2,327,320)
Operating Income/(Loss)		(540,977)	23,868	(172,425)	(368,552)	(491,403)	(859,553)
NET INCOME/(LOSS)		(996,977)	456,682	1,284,387	(2,281,364)	(587,200)	(1,294,350)

The Big Fresno Fair, 21st DAA
Balance Sheet
As of June 30, 2021

ASSETS	2021	2020	Increase/Decrease	
			Amount	Percent
Current Assets				
Cash				
Cash - Unrestricted	1,634,218	971,572	662,646	68%
Cash - Payroll	580,869	588,833	(7,965)	-1%
Cash - Savings Account	1,066,255	1,051,209	15,046	1%
Total Cash	3,281,342	2,611,614	669,728	26%
Accounts Receivable	222,637	694,885	(472,249)	-68%
Prepaid Premiums	0	0	0	0%
Fixed Assets				
Construction in Progress	(14,195)	(8,302)	(5,893)	71%
Land	244,077	244,077	0	0%
Buildings & Improvements	26,293,498	26,280,060	13,438	0%
Accum Dep - Buildings & Improvements	(18,683,943)	(18,100,418)	(583,525)	3%
Equipment	890,910	880,270	10,640	1%
Accum Dep - Equipment	(667,781)	(584,645)	(83,136)	14%
Total Assets	8,285,203	9,405,928	(1,120,724)	-12%
Deferred Outflows of Resources				
Deferred Outflows of Resources - Pension	1,202,782	1,202,782	0	0%
Total Deferred Outflow of Resources	1,202,782	1,202,782	0	0%
Total Assets & Deferred Outflow of Resources	12,769,327	13,220,324	(450,997)	-3%
LIABILITIES & RETAINED EARNINGS				
Current Liabilities				
Accounts Payable	578,030	1,104,190	(526,160)	-48%
Payroll Liabilities	66,219	108,710	(42,492)	-39%
Deferred Revenue	160,561	721,749	(561,188)	-78%
Other Liabilities	6,149	2,263	3,886	172%
Guaranteed Deposits	31,800	29,800	2,000	7%
Compensated Absences Liability	197,190	448,081	(250,891)	-56%
Current Year Long Term Debt	89,011	89,011	0	0%
Total Current Liabilities	1,128,959	2,503,804	(1,374,845)	-55%
Long Term Liabilities				
Long Term Debt	456,857	648,987	(192,130)	-30%
Long Term Debt - SB 84 Obligation	456,401	456,401	0	0%
Long Term Debt - PPP Loan	406,650	533,250	(126,600)	-24%
Pension Liability				
Net Pension Liability	3,989,645	3,989,645	0	0%
Total Long Term Liabilities	5,309,553	5,628,283	(318,730)	-6%
Deferred Inflow of Resources				
Deferred Inflows of Resources - Pension	160,074	160,074	0	0%
Total Deferred Inflows of Resources	160,074	160,074	0	0%
Total Liabilities & Deferred Inflow of Resources	6,598,586	8,292,161	(1,693,575)	-20%
Retained Earnings				
Beginning (Jan 1) Investment in Facilities	7,735,339	8,053,043	(317,704)	-4%
Beginning (Jan 1) Investment in Reserves	97,953	1,116,406	(1,018,454)	-91%
Unrestricted Net Position - Pension/OPEB	(2,946,937)	(2,946,937)	0	0%
Non-Operating Net Income	(455,394)	(575,546)	120,153	-21%
Operating Net Income	1,739,780	(718,803)	2,458,584	-342%
Adjustment for rounding	0	0	(0)	-100%
Total Liabilities & Retained Earnings	12,769,327	13,220,324	(450,997)	-3%

AP Payments Check Register

July 2021

Fresno Fair
Saundra West

Friday, August 13, 2021 9:37:25AM
Page 1

Reference	Date	Vendor	Vendor Description	Net Pay	Merge #
1375	7/7/2021	AT&MOB	AT&T MOBILITY	887.56	93,775
1376	7/7/2021	ATT958	AT&T	64.79	93,776
1377	7/7/2021	CIT206	CITY OF FRESNO-UTILITY BILLING	3,163.87	93,777
1378	7/7/2021	COMCAS	COMCAST	421.97	93,778
1379	7/7/2021	COMPHO	COMCAST - PHONE SERVICE	373.42	93,779
1380	7/7/2021	DAVNAL	DAVID NALCHAJIAN, INC.	5,000.00	93,780
1381	7/7/2021	EXPDEC	EXPO MARKETING & SVCS dba EXPO DEC	3,075.55	93,781
1382	7/7/2021	FREPRI	FRESNO COUNTY PRIVATE SECURITY	16,933.74	93,782
1383	7/7/2021	FTBGAR	Franchise Tax Board - Garnishment	200.00	93,783
1384	7/7/2021	INTNET	INTEGRITY NETWORKS	45.00	93,784
1385	7/7/2021	MIDVAL	MID VALLEY DISPOSAL	3,485.28	93,785
1386	7/7/2021	NAPAUT	NAPA AUTO PARTS	494.49	93,786
1387	7/7/2021	OTI553	OTIS ELEVATOR COMPANY	7,938.20	93,787
1388	7/7/2021	PACGAS	PACIFIC GAS & ELECTRIC	115.40	93,788
1389	7/7/2021	PACSUP	PACE SUPPLY	424.46	93,789
1390	7/7/2021	QUAFIN	QUADIENT FINANCE USA, INC.	656.34	93,790
1391	7/7/2021	RGE587	RG EQUIPMENT	36.00	93,791
1392	7/7/2021	RIASTA	RIANDA, STACY	209.44	93,792
1393	7/7/2021	SEBAST	SEBASTIAN	1,697.01	93,793
1394	7/7/2021	SITONE	SITEONE LANDSCAPE SUPPLY, LLC	341.11	93,794
1395	7/7/2021	SUNPAY	SUNCREST PAYMENT REMITTANCE CTR	2,540.79	93,795
1396	7/7/2021	THEOFF	THE OFFICE CITY	178.10	93,796
1397	7/7/2021	VELOLI	Olivia Velo	400.00	93,797
1398	7/7/2021	WELPAY	WELLS FARGO PAYMENT REMITTANCE CT	75.99	93,798
2021245	7/8/2021	AUTNET	Authorize.net	6.50	93,806
2021246	7/8/2021	AUTNET	Authorize.net	6.50	93,807
1399	7/14/2021	KENERI	Erica Kendall	3,000.00	93,808
1400	7/14/2021	LAMMEL	Melissa J Lamont	3,000.00	93,809
1401	7/14/2021	BDPEST	B & D PEST CONTROL, INC	170.00	93,810
1402	7/14/2021	CAL942	CALPERS/FISCAL SVCS DIVISION-CASHIER	12,958.16	93,811
1403	7/14/2021	CALBUS	CALIFORNIA BUSINESS MACHINES, INC.	227.77	93,812
1404	7/14/2021	CIT206	CITY OF FRESNO-UTILITY BILLING	45.60	93,813
1405	7/14/2021	DEPFOR	DEPT OF FORESTRY & FIRE PROTECTION	2,940.00	93,814
1406	7/14/2021	HOMDEP	HOME DEPOT CREDIT SERVICES	296.15	93,815
1407	7/14/2021	HOMPRO	HOME DEPOT PRO INSTITUTIONAL	30.03	93,816
1408	7/14/2021	PACSUP	PACE SUPPLY	1,728.99	93,817
1409	7/14/2021	RVJENS	ROBERT V. JENSEN, INC.	1,364.50	93,818
1410	7/14/2021	SEBAST	SEBASTIAN	654.82	93,819
1411	7/14/2021	WELPAY	WELLS FARGO PAYMENT REMITTANCE CT	28.98	93,820
1412	7/15/2021	HOWBRE	Brenda Howard	20.00	93,821
1413	7/15/2021	SANRAY	Ray Sanchez	400.00	93,822
1414	7/20/2021	CFSASA	CALIFORNIA FAIR SERVICES AUTHORITY	11,662.31	93,823
1415	7/20/2021	COFBRE	COFFEE BREAK SERVICE INC.	82.02	93,824
1416	7/20/2021	DASPET	DASSEL'S PETROLEUM, INC.	2,154.10	93,825
1417	7/20/2021	FAC152	FACSCO	136.41	93,826
1418	7/20/2021	JORCOM	JORGENSEN COMPANY	1,000.00	93,827
1419	7/20/2021	RICLEA	RICOH USA, INC. / LEASE PAYMENTS	2,646.56	93,828
1420	7/20/2021	RICUSA	RICOH USA, INC.	50.38	93,829
1421	7/20/2021	SELSAN	Sandy Self	603.75	93,830
1422	7/20/2021	VOYFLE	VOYAGER FLEET SYS	409.64	93,831
1423	7/20/2021	BELAMA	Amanda Beltran	400.00	93,832
1424	7/20/2021	CATCHA	Catholic Charities Diocese of Fresno	150.00	93,833
1425	7/20/2021	VANSTE	Steven Vang	500.00	93,834

AP Payments Check Register

July 2021

Fresno Fair
Saundra West

Friday, August 13, 2021 9:37:25AM
Page 2

Reference	Date	Vendor	Vendor Description	Net Pay	Merge #
2021259	7/21/2021	STA942	BOARD OF EQUALIZATION	921.00	93,835
1426	7/28/2021	ACCWAR	ACCOUNTING WARE	1,255.00	93,842
1427	7/28/2021	ACSS	ASSOCIATION OF CALIF. STATE SUPERVIS	36.00	93,843
1428	7/28/2021	ALL837	ALLIANT INSURANCE SERVICES, INC - 837	1,544.70	93,844
1429	7/28/2021	CAL942	CALPERS/FISCAL SVCS DIVISION-CASHIER	1,140.62	93,845
1430	7/28/2021	CFSASA	CALIFORNIA FAIR SERVICES AUTHORITY	14,025.85	93,846
1431	7/28/2021	COHCOM	COHEN COMMUNICATIONS	13,776.75	93,847
1432	7/28/2021	COMPHO	COMCAST - PHONE SERVICE	4,792.56	93,848
1433	7/28/2021	DEL444	DELTA DENTAL PLAN OF CALIFORNIA	974.99	93,849
1434	7/28/2021	FREPRI	FRESNO COUNTY PRIVATE SECURITY	561.22	93,850
1435	7/28/2021	FTBGAR	Franchise Tax Board - Garnishment	400.00	93,851
1436	7/28/2021	INTUNI	INTERNATIONAL UNION OF OPERATING E	100.12	93,852
1437	7/28/2021	JORCOM	JORGENSEN COMPANY	40.00	93,853
1438	7/28/2021	LEAF	LEAF (Kyosera Copier)	823.10	93,854
1439	7/28/2021	QUALEA	QUADIENT LEASING USA, INC.	222.85	93,855
1440	7/28/2021	SELSAN	Sandy Self	1,076.25	93,856
1441	7/28/2021	SEQUEQU	SEQUOIA EQUIPMENT COMPANY, INC	81,281.25	93,857
1442	7/28/2021	SOASUD	SOAP & SUDS JANITORIAL	298.00	93,858
1443	7/28/2021	THEOFF	THE OFFICE CITY	3,139.05	93,859
1444	7/29/2021	CIT260	CITY OF FRESNO-SPECIAL EVENT PERMIT	378.00	93,860

Total Payments: 73

Total Amount: 222,218.99

THE BIG FRESNO FAIR, 21ST DAA
Statement of Operations
July 31, 2021

		Current Fiscal Year				Prior Fiscal Year	
					(Over)/Under		
Acct. No.	Title	Budget	Month	Year to Date	Budget	Month	Year to Date
REVENUES							
Non-Operating							
311	Non-Operating	0	150,409	2,062,614	(2,062,614)	0	140,750
Operating							
410	Admission to Grounds	50,000	55,576	61,552	(11,552)	(5,642)	404
415	Commercial Space	0	0	0	0	(2,428)	25
420	Concessions	15,400	3,875	19,529	(4,129)	(913)	6,016
430	Exhibits	15,000	9,985	17,693	(2,693)	1,587	5,874
450	Horse Racing - Fair	70,000	70,052	71,956	(1,956)	0	282
457	Satellite Wagering	163,380	7,131	285,890	(122,510)	24,971	208,534
458	Sat Wagering - Polo Lounge	0	0	0	0	0	18,703
470	Miscellaneous Fair	15,000	14,900	14,425	575	(7,337)	409,400
480	Non Fair/Interim	629,242	30,106	668,701	(39,459)	6,703	816,580
490	Prior Year Revenue Adjustments	0	0	0	0	1,648	20,538
495	Miscellaneous Income	0	0	14,406	(14,406)	0	0
Total Operating Revenues		958,022	191,625	1,154,152	(196,130)	18,589	1,486,356
TOTAL REVENUES		958,022	342,034	3,216,766	(2,258,744)	18,589	1,627,106
EXPENSES							
Operating							
500	Administration	731,103	98,151	574,415	156,688	51,750	869,365
520	Maint & Gen Oper	941,878	110,056	508,961	432,917	85,808	826,045
540	Publicity Expense	15,000	0	13,850	1,150	10,563	92,623
560	Attendance Operation	2,800	1,437	3,113	(313)	6,576	20,113
570	Miscellaneous Fair	35,000	5,030	35,969	(969)	(8,804)	52,509
541	Museum	0	0	0	0	0	0
580	Premium	0	0	0	0	0	0
630	Exhibits (Excluding Premiums)	5,000	1,995	10,851	(5,851)	282	8,595
650	Horse Racing - Fair Live	0	5,409	17,220	(17,220)	365	33,126
659a	Satellite Wagering	120,709	12,431	94,894	25,815	9,964	123,171
659b	Satellite Wagering - Polo Lounge	0	0	222	(222)	3,590	28,827
660	Attractions (Fairtime)	0	6,400	6,400	(6,400)	(15,000)	50,000
668	Interim Event Expense	160,986	13,657	138,930	22,056	23,853	161,907
723	Equipment Funded by Fair	0	0	0	0	0	0
800	Prior Year Expense Adjustments	0	0	(15,230)	15,230	(9)	229,976
850	Cash Over/(Under)	0	(14)	(89)	89	0	(1)
Total Operating Expenses		2,012,476	254,552	1,389,506	622,970	168,938	2,496,257
Non-Operating							
91000	Depreciation Expense	395,500	56,431	395,018	482	54,679	382,754
91300	Capital Expense - Equipment	0	0	0	0	0	0
96000	Pension Expense GASB68	140,000	23,046	139,853	147	37,940	285,412
Total Non-Operating Expenses		535,500	79,477	534,871	629	92,619	668,166
TOTAL EXPENSES		2,547,976	334,029	1,924,377	623,599	261,557	3,164,423
Non-Operating							
Revenues		0	150,409	2,062,614	(2,062,614)	0	140,750
Expenditures - Depreciation		(535,500)	(79,477)	(534,871)	(629)	(92,619)	(668,166)
Non-Operating Income/(Loss)		(535,500)	70,932	1,527,743	(2,063,243)	(92,619)	(527,416)
Operating							
Revenues		958,022	191,625	1,154,152	(196,130)	18,589	1,486,356
Expenditures		(2,012,476)	(254,552)	(1,389,506)	(622,970)	(168,938)	(2,496,257)
Operating Income/(Loss)		(1,054,454)	(62,927)	(235,354)	(819,100)	(150,349)	(1,009,902)
NET INCOME/(LOSS)		(1,589,954)	8,005	1,292,389	(2,882,343)	(242,968)	(1,537,318)

The Big Fresno Fair, 21st DAA
Balance Sheet
As of July 31, 2021

ASSETS			Increase/Decrease	
	2021	2020	Amount	Percent
Current Assets				
Cash				
Cash - Unrestricted	1,851,225	736,145	1,115,080	151%
Cash - Payroll	446,486	571,632	(125,146)	-22%
Cash - Savings Account	1,066,255	1,051,209	15,046	1%
Total Cash	3,363,966	2,358,986	1,004,981	43%
Accounts Receivable	819,604	663,339	156,264	24%
Prepaid Premiums	56,639	52,400	4,239	8%
Fixed Assets				
Construction in Progress	(14,195)	(8,069)	(6,126)	76%
Land	244,077	244,077	0	0%
Buildings & Improvements	26,293,498	26,280,060	13,438	0%
Accum Dep - Buildings & Improvements	(18,732,682)	(18,148,933)	(583,749)	3%
Equipment	972,541	880,270	92,271	10%
Accum Dep - Equipment	(675,473)	(590,809)	(84,664)	14%
Total Assets	8,964,009	9,372,336	(408,327)	-4%
Deferred Outflows of Resources				
Deferred Outflows of Resources - Pension	1,202,782	1,202,782	0	0%
Total Deferred Outflow of Resources	1,202,782	1,202,782	0	0%
Total Assets & Deferred Outflow of Resources	13,530,758	12,934,104	596,654	5%
LIABILITIES & RETAINED EARNINGS				
Current Liabilities				
Accounts Payable	641,138	1,225,410	(584,272)	-48%
Payroll Liabilities	106,703	(18,411)	125,114	-680%
Deferred Revenue	817,199	718,659	98,540	14%
Other Liabilities	7,048	2,312	4,736	205%
Guaranteed Deposits	42,188	27,500	14,688	53%
Compensated Absences Liability	197,190	448,081	(250,891)	-56%
Current Year Long Term Debt	74,176	59,341	14,835	25%
Total Current Liabilities	1,885,642	2,462,892	(577,250)	-23%
Long Term Liabilities				
Long Term Debt	453,601	646,647	(193,046)	-30%
Long Term Debt - SB 84 Obligation	456,401	456,401	0	0%
Long Term Debt - PPP Loan	406,650	533,250	(126,600)	-24%
Pension Liability				
Net Pension Liability	3,989,645	3,989,645	0	0%
Total Long Term Liabilities	5,306,297	5,625,943	(319,646)	-6%
Deferred Inflow of Resources				
Deferred Inflows of Resources - Pension	160,074	160,074	0	0%
Total Deferred Inflows of Resources	160,074	160,074	0	0%
Total Liabilities & Deferred Inflow of Resources	7,352,013	8,248,908	(896,896)	-11%
Retained Earnings				
Beginning (Jan 1) Investment in Facilities	7,735,339	8,053,043	(317,704)	-4%
Beginning (Jan 1) Investment in Reserves	97,953	1,116,406	(1,018,454)	-91%
Unrestricted Net Position - Pension/OPEB	(2,946,937)	(2,946,937)	0	0%
Non-Operating Net Income	(534,871)	(668,166)	133,295	-20%
Operating Net Income	1,827,261	(869,152)	2,696,413	-310%
Adjustment for rounding	0	0	(0)	-100%
Total Liabilities & Retained Earnings	13,530,758	12,934,104	596,654	5%



MEMORANDUM

TO: Board of Directors

FROM: Lauri King, Deputy Manager II

DATE: August 12, 2021

SUBJECT: Check Register Explanation

MESSAGE:

June 2021 Check Register

Check #	Vendor	Amount	Purpose
	Authorize.net	\$18.80, \$13.89, \$8.48, \$60.61	This is the NEW credit card processor for the Fair for entries and WiFi Rental
1298	Maria Farr	\$150	Event Refund
1300	Fresno Pentecostals of Fresno	\$150	Event Refund
1303, 1312, 1316, 1317	Julie Menge, Sandy Sonnenfelt, Franco Dunn, Arden Kremer	\$150	Olive Oil Judges
1315	Nancy Ash	\$1200	Olive Oil Competition Coordinator
1307	Etienne Ossun	\$150	Event Refund
1345	Yoana Saldna	\$500	Event Refund
1349	John Katon	\$105	RV Refund
1363	Stitch Designs	\$3,117.05	Red Wave Show Expense
1365	BoxOps	\$10,000	Deposit for Contract for Fair Services



MEMORANDUM

1369	David Nalchajian	\$10,000	Reimbursements for payment to Univision for the County Vaccination Event
------	------------------	----------	--

July 2021 Check Register

Check #	Vendor	Amount	Purpose
1381	Expo Décor	\$3,075.55	Rental Equipment for the Graduations
1387	Otis Elevator Company	\$7,938.20	Repairs to elevators
1392	Stacy Rianda	\$209.44	Travel to Olive Oil Competition
1397	Olivia Velo	\$400	Event Refund
1399	Erica Kendall	\$3,000	Entertainment Coordinator
1400	Melissa Lamont	\$3,000	Entertainment Coordinator
1402	Calpers Fiscal	\$12,958.16	OPEB for April & May 2020
1441	Sequoia Equipment Company	\$81,281.25	Purchase of used Loader
1444	City of Fresno-Special Event Permit	\$378	Street Closure Permit

MEMORANDUM
OFFICE OF THE GOVERNOR
GAVIN NEWSOM



ANN PATTERSON
Legal Affairs Secretary

TO: *All Agency Secretaries*

FROM: *Governor's Office of Legal Affairs*

RE: *Ethics Reminders During Election Contest*

As California prepares for a recall election, we'd like to provide agency secretaries and other agency appointees with the following reminders about engaging in campaign activities:

Don't use state resources for campaign activities. It is unlawful for any state employee to use—or even permit others to use—state resources for campaign activities, such as activities advocating for or against the recall.

- Violating the law can result in civil penalties, criminal prosecution, and permanent disqualification from holding any office in the state.

State time. Agency appointees are strictly prohibited from engaging in campaign activities on state-compensated time.

- Agency appointees may volunteer only on their personal, non-work time for campaign activities.
 - If you wish to engage in campaign activities during what would otherwise be normal working hours, you must take vacation or other applicable leave time.
 - Appointees who do not accrue leave time should only engage in campaign activities outside normal work hours or on weekends and holidays.

- Full-time agency appointees in particular should keep in mind that the state is currently in a state of emergency and responding to an unprecedented global pandemic. Above all else, they should prioritize the effective and efficient operation of state government in service to the People of California.
- If you are meeting with an external stakeholder for work, and they either mention that they've contributed to a political campaign or offer to contribute, it is best to immediately (and politely) remind the person that you are a state official who may not discuss campaign activities on state time, discontinue the meeting, and reschedule.

Other state resources. Agency appointees are strictly prohibited from engaging in campaign activities using state computers, smartphones or emails.

- Don't engage in campaign activities using a state-issued email account—even on a personal device.
- Don't engage in campaign activities using a state-issued computer or smartphone—even if using a personal email account.

Use of your office/title. Agency appointees must not create the impression that they are using their public offices or official titles on behalf of a political campaign.

- Agency appointees should not do anything that might be easily misconstrued as urging agency employees to vote in a specific way.

Donations/Fundraising. Agency appointees may donate to any campaign, so long as they comply with all legal requirements. However,

- Agency secretaries should generally refrain from soliciting donations or allowing their name to be used by others to solicit donations.

Questions? Please follow the guidance of agency counsel. Should you have further questions, please feel free to reach out to Chief Ethics Advisor Rei Onishi.



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE
Karen Ross, Secretary

July 30, 2021

F2021-07

TO: Fair CEOs and Board Chairs

SUBJECT: \$50M General Fund Support – Targeted Support Program

On June 28, 2021, the Governor approved the Budget Act of 2021, which included \$50 million in General Fund to the entire Network of California Fairs for operational support. The \$50M was appropriated with the intent that these funds be allocated based on need. As such, the Fairs and Expositions Branch (F&E) will be implementing a Targeted Support Program to provide allocations tailored toward the operational needs of the network.

The Targeted Support Program will provide funding for operational support through an application process. Funding will depend on the financial need of the applicant relative to the financial needs of the application pool. Fairs interested in receiving this type of allocation will need to provide a completed application along with the supporting documents requested on the form; funds will be allocated based on financial need as supported by their financial statements and the key indicators they list (such as cash balance, unrestricted reserves, current liabilities, debt obligations, and payroll expenditures).

To be considered for the Targeted Support Program, applications and the required documents must be submitted to Joji Kume via email at joji.kume@cdfa.ca.gov by August 16, 2021.

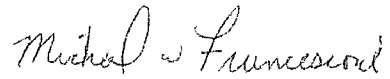
F&E will evaluate the applications submitted in order to determine the allocation amounts and the number of rounds in the Targeted Support Program. The number of rounds in the Targeted Support Program will be highly dependent on the financial need of the applications due August 16, 2021. If funds remain after the first distribution, there will be subsequent rounds, which will be based upon updated financial information at the time of reassessment. **Distribution of these funds are expected to begin by the end of September 2021.**

If you have any questions, please contact me at 916-900-5365 or via email at mike.francesconi@cdfa.ca.gov.



F2021-07 \$50M General Fund Support – Targeted Support
July 30, 2021
[Page 2]

Sincerely,

A handwritten signature in cursive script, reading "Mike Francesconi".

Mike Francesconi
Branch Chief

Enclosure: Targeted Support Application



**Fairs and Expositions Branch
\$50M General Fund Support
Targeted Support Application**

Fair Information

Fair Name: _____
Fair Address: _____
Fair Phone: _____
Fair Contact: _____
Fair Contact Email: _____

Required Documents

Please attach the following documents to this application:

- ☐ **Cash Flow Projection**
Provide cash projections over the 12-month period identified in the attached spreadsheet; please include all sources of revenue.
- ☐ **Current Bank Statement**
Provide the most recent bank statement available. These amounts should match the cash amount shown in the cash budget projection for the corresponding month.
- ☐ **Ending 2020 Financial Statements and Current Financial Statements**
Provide income statements, balance sheets, and trial balances for both the ending 2020 year and the most currently available month.
NOTE: *If you have submitted your 2020 STOP, the requested ending 2020 financial statements are not required.*
- ☐ **Current Aged Accounts Payable Report**
Provide the most recent available aged accounts payable report showing overdue payables. The report should include information on the age range of the payables.
- ☐ **Current Payroll Report**
Include information on the monthly gross wage, benefits, and payroll tax costs for all employees, including 125-day employees.
- ☐ **Long-term Debt Documents (if applicable)**
If applicable, provide loans and/or bond documents, which should include the terms of the agreement and, if possible, an amortization schedule.

Optional Documents

If applicable, please attach the following documents to this application:

☐

Additional Information/Documents

Any information or documents that the applicant wishes to submit to provide additional qualitative and/or quantitative information regarding the fair's need. Documents may include justification letters, future foreseeable needs, etc.

By signing this application form, I acknowledge that there is no guarantee that I will receive any support from these funds and understand that the eligibility and amount for support is based on the financial need determined by the Fairs and Expositions Branch relative to the financial need of the total application pool. Furthermore, I understand that any missing or inaccurate information may negatively affect my eligibility and amount for support.

Fair CEO or Board President Signature

Date

XX FAIR Cash Budget - May 2021 through April 2022

	Actual May-21	Actual Jun-21	Projected Jul-21	Projected Aug-21	Projected Sep-21	Projected Oct-21	Projected Nov-21	Projected Dec-21	Projected Jan-22	Projected Feb-22	Projected Mar-22	Projected Apr-22	TOTAL
BEGINNING CASH BALANCE (Note 1)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
JLA Cash in Bank	0	0	0	0	0	0	0	0	0	0	0	0	0
Unclaimed Trust Fund/Other Restricted Cash Accts.	0	0	0	0	0	0	0	0	0	0	0	0	0
CASH RECEIPTS:													
State Allocation & Other State Funding	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Receipts (Note 2)	0	0	0	0	0	0	0	0	0	0	0	0	0
Operating Revenue													
Admissions to Grounds (41000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Commercial Space(41500)	0	0	0	0	0	0	0	0	0	0	0	0	0
Concessions (42000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Exhibits (43000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Horse Show (44000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Horse Racing Live (45000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Satellite Wagering (45005)	0	0	0	0	0	0	0	0	0	0	0	0	0
Fair Attractions (46000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Motorized Racing (46109)	0	0	0	0	0	0	0	0	0	0	0	0	0
Interim Attractions (46009)	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous Fair (47000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous Non-Fair Programs (47005)	0	0	0	0	0	0	0	0	0	0	0	0	0
Interim Revenue (48000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Prior Year Revenue Adjustment (49000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Operating Revenue (49500)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Receipts From Operations	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL AVAILABLE CASH (Note 1)	0	0	0	0	0	0	0	0	0	0	0	0	0
CASH DISBURSEMENTS:													
Reimbursable Expenditures	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Disbursements (Note 2)	0	0	0	0	0	0	0	0	0	0	0	0	0
Operating Expenses													
Administration (50000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Maintenance & General Operations (52000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Publicity (54000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Attendance Operations (56000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous Fair (57000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous Non-Fair Programs (57005)	0	0	0	0	0	0	0	0	0	0	0	0	0
Premiums (58000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Exhibits (63000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Horse Show (64000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Horse Racing Live (65000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Satellite Wagering (65005)	0	0	0	0	0	0	0	0	0	0	0	0	0
Fair Entertainment Expense (66000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Motorized Racing (66109)	0	0	0	0	0	0	0	0	0	0	0	0	0
Interim Entertainment Expense (66009)	0	0	0	0	0	0	0	0	0	0	0	0	0
Equipment Funded by Fair (72300)	0	0	0	0	0	0	0	0	0	0	0	0	0
Prior Year Expense Adjustment (80000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash (over/under) (85000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Capital Expenditures (Funded by Fair) (91000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Cash Disbursements From Operations	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL CASH DISBURSED	0	0	0	0	0	0	0	0	0	0	0	0	0
EXCESS CASH (DEFICIENCY) (Note 1)	0	0	0	0	0	0	0	0	0	0	0	0	0
FINANCING:													
Repayment (P&I)	0	0	0	0	0	0	0	0	0	0	0	0	0
ENDING CASH BALANCE (Note 1)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
ADJUSTMENTS TO ENDING BALANCE (Note 3):													
Accounts Payable	0	0	0	0	0	0	0	0	0	0	0	0	0
Leave Liability	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Short-term Liability	0	0	0	0	0	0	0	0	0	0	0	0	0

[illegible]

Information purposes only and are excluded from cash balances
of deferred revenues/charges

The Big Fresno Fair

Hall of Fame

**2021
NOMINEES**

Valley Wide Beverage
Amendola Family

Debbie Jacobsen

Speeda Sound
Mike & Larry King

Sal Quintero



NOMINATION FORM

The Big Fresno Fair Hall of Fame

Nomination Process: To nominate an individual into The Big Fresno Fair Hall of Fame, please fill out the nomination form below completely. Then either mail it to: Attn: Board of Directors, The Big Fresno Fair, 1121 S. Chance Ave., Fresno, CA 93702, fax it to (559) 650-3226, Attn: Board of Directors or email to info@fresnofair.com by August 15th of every year.

Selection Process: All nominations will be reviewed by The Big Fresno Fair Board of Directors and voted on in an open session meeting. Hall of Fame inductees will be formally announced at the Fair's Opening Ceremonies in October.

Nomination Form:

Nominee's Name Valley Wide Beverage - Amendola Family

Your Name Lauri King

Address 3525 S. East Ave

Address 1121 S. Chance Ave

City/State/Zip Fresno, CA 93725

City/State/Zip Fresno, CA 93702

Home Phone _____

Home Phone _____

Work Phone 559-650-1500

Work Phone 559-650-3228

E-Mail john@valleywidebeverage.com

E-Mail lking@fresnofair.com

The Big Fresno Hall of Fame is designed to honor individuals who have demonstrated longtime continued support and extraordinary passion for the betterment of the Fair. The narrative below should be no more than 500 and address why this individual should be inducted into The Big Fresno Fair Hall of Fame. If they are selected, this information will be used for the Opening Ceremonies Program, talking points and media communication.

The Amendola Family and Valley Wide Beverage are true champions of the Big Fresno Fair and our Community! They have been partners of the Fair for over a decade and in 2020 their support, trust and love of the Fair was shown 10 fold. They stepped up in a time that was so uncertain for so many and committed their sponsorships for a year in which we did not know what would happen. They supported the Drive Thru Fair in 2020, the Fantasy of Lights program and our Sprint Drive Thru Eats in 2021. They have their all to facility and tea. Their sponsorships allowed the Fair to continue and without their support we would not have been able to stay open. Most of all their business and the Family is always committed and supportive to the Fair and making our facility a true reflection of our community. The Amendola Family and Valley Wide Beverage are true champions of our community and of the Fair.

Your Signature: Lauri King

Digitally signed by Lauri King
Date: 2021.08.13 11:10:01 -07'00'

Date: 8/10/21





RECEIVED

JUN 23 2021

21ST D.A.A.

NOMINATION FORM

The Big Fresno Fair Hall of Fame

Nomination Process: To nominate an individual into The Big Fresno Fair Hall of Fame, please fill out the nomination form below completely. Then either mail it to: Attn: Board of Directors, The Big Fresno Fair, 1121 S. Chance Ave., Fresno, CA 93702, fax it to (559) 650-3226, Attn: Board of Directors or email to info@fresnofair.com by August 15th of every year.

Selection Process: All nominations will be reviewed by The Big Fresno Fair Board of Directors and voted on in an open session meeting. Hall of Fame inductees will be formally announced at the Fair's Opening Ceremonies in October.

Nomination Form:

Nominee's Name <u>Debbie Jacobsen</u>	Your Name <u>Fair Supporter</u>
Address <u>16492 Summit Crest Ln</u>	Address _____
City/State/Zip <u>Clovis, CA 93619</u>	City/State/Zip _____
Home Phone _____	Home Phone _____
Work Phone <u>559-696-3530</u>	Work Phone _____
E-Mail <u>debbie.jacobsen56@gmail.com</u>	E-Mail _____

The Big Fresno Hall of Fame is designed to honor individuals who have demonstrated longtime continued support and extraordinary passion for the betterment of the Fair. The narrative below should be no more than 500 and address why this individual should be inducted into The Big Fresno Fair Hall of Fame. If they are selected, this information will be used for the Opening Ceremonies Program, talking points and media communication.

The Laub and Jacobsen Families have been involved at the Big Fresno Fair for over 50 years. Debbie spent much of her childhood at the Fair and watched her Father Don Laub serve on the Fair board for 1 term and volunteered in the Agriculture building with the Easton Community Booth as a young child until adulthood. Debbie served on the Fairboard from 2005 until 2020, after which she transitioned to serving on the Board of the Friends of the Fair. Debbie has a LONG standing commitment to Agriculture and to the education of our youth! She has been a dedicated volunteer to the Fair Education program for all 25 years of it - motivating and educating the youth of Fresno County about Ag education. Debbie LOVES the Fair and is one of its strongest supporters from donating 1,000 of volunteer hours over the year. She has instilled a LOVE of the Fair in her 3 children and 3 grandchildren. She has always been a CHAMPION to the Fair and the agricultural community and the Fair is a better place because of her involvement.

Your Signature: Community Member Date: 6/20/21





NOMINATION FORM

The Big Fresno Fair Hall of Fame

Nomination Process: To nominate an individual into The Big Fresno Fair Hall of Fame, please fill out the nomination form below completely. Then either mail it to: Attn: Board of Directors, The Big Fresno Fair, 1121 S. Chance Ave., Fresno, CA 93702, fax it to (559) 650-3226, Attn: Board of Directors or email to info@fresnofair.com by August 15th of every year.

Selection Process: All nominations will be reviewed by The Big Fresno Fair Board of Directors and voted on in an open session meeting. Hall of Fame inductees will be formally announced at the Fair's Opening Ceremonies in October.

Nomination Form: *Speckasand*

Nominee's Name *Mike + Long King*

Address *4740 N. Seneca Ave.*

City/State/Zip *Fresno, CA 93722*

Home Phone _____

Work Phone *559-246-1321*

E-Mail *mikeking12@gmail.com*

Your Name *Stacy Bianca*

Address *124 S. Chance Ave.*

City/State/Zip *Fresno, CA 93702*

Home Phone _____

Work Phone *994-3102*

E-Mail *srianda@fresnofair.com*

The Big Fresno Hall of Fame is designed to honor individuals who have demonstrated longtime continued support and extraordinary passion for the betterment of the Fair. The narrative below should be no more than 500 and address why this individual should be inducted into The Big Fresno Fair Hall of Fame. If they are selected, this information will be used for the Opening Ceremonies Program, talking points and media communication.

Your Signature: *Stacy Bianca*

Date: *8-12-21*



Started in 1975 Speeda Sound took the fair world by storm and quickly became the go-to company for all our fair sound needs. Over the years Mike and Larry King, aka The King Brothers, stepped up and supported our livestock auction and anything else they were ever asked to do. Without batting an eye, the answer was always yes. Mike was always the forward thinker and the man responsible for us building the steel structure to fly our sound from. He knew this was the trend and stacking speakers on the stage was not the way to do it anymore. Mike's knowledge of the sound business is unmatched and we are so thankful to have called them partners and friends for the past 25+ years.

Christina Estrada

From: info@fresnofair.com
Sent: Thursday, August 12, 2021 10:24 AM
To: Christina Estrada; info
Subject: Data form data: Hall of Fame Nomination

Nominee Information

First Name: Sal
Last Name: Quintero
Email Address: district3@co.fresno.ca.us Address Line 1: 2281 Tulare, Rm. 301 Address Line 2
City: Fresno
State: CA
Postal Code: 93721
Phone Number: 559-600-3000

Your Information

First Name: John
Last Name: Alkire
Email Address: jalkire@fresnofof.org
Sign me up for email updates: No
Address Line 1: 1121 S. Chance Ave.
Address Line 2
City: Fresno
State: CA
Postal Code: 93702
Phone Number: 559-650-3101

Reason For Nomination: Sal Quintero, better known as "my pal Sal", is truly a champion for the BFF and our community. Over the years at either the city or county level, he has consistently represented his constituents and most importantly the BFF at a very high level. Around the BFF, Sal is "The Godfather" of our facility and especially the museums where he has been actively involved from fundraising to even securing artifacts and local treasures. Sal made sure that the fair was heavily involved in the Kings Canyon Corridor Project and the Kings Canyon Beautification Project along with being influential in property procurement, securing long-term parking agreements, obtaining long-term revenue from the satellite wagering account, inclusion into the long-term water conservation plan, helping us secure the Armory Building and so much more! Bottom line, Sal is a person that truly cares and he makes a difference in our community and here at the BFF. Therefore, we proudly request Sal to be inducted into the 2021 Hall of Fame.



2021
NOMINEE

Michael Joseph Giovannetti

Michael Joseph (Joe) Giovannetti was born in Pieve di Compito, Lucca, Italy on May 19, 1947. In 1959, his Aunt and Uncle who had immigrated to the United States, asked for Michael to come live with them. So young Michael left his home, his parents, nine brothers and sisters, extended family and friends for America. He was only 11 years old, on a ship to America by himself, with hopes of only being gone a few years.

Michael had to learn English, and new ways of a completely different culture and life. His Aunt and Uncle were very good to him and he grew up and stayed in the Fresno area.

Michael earned a BA and MA in Spanish from Fresno State and then devoted his life to teaching. He served in Central Unified School District. In 2018 he was awarded the Top Dog Award for the College of Arts and Humanities.

In 2001 he earned a Joint Doctorate degree in Educational Leadership at Fresno State and UC Davis. He taught educational leadership classes at Fresno State and was Executive Director of the Renaissance Group, a national consortium of colleges, universities, schools/districts with a commitment to the preparation of educational professionals. He has a love of learning and serving his community.

Now, 63 years after his arrival from Italy, he considers himself truly blessed, and the beneficiary of two very different, but equally special worlds. He is very proud to be Italian-American.

I met Michael at an event raising money for the Italian Studies program at Fresno State that he was instrumental in getting established as well as the Italian Language program at San Joaquin Memorial High School.

I asked Michael to join me in our adventure to expand the Italian Heritage Exhibit at the Fresno County Museum. The rest is history. Michael helped as my Vice-Chairman and in the development and recruitment of the Community Advisory Committee for the Expansion. He helped raise money from the community to support the expansion that also had a financial benefit to Friends of the Fair and the Museum. He helped develop many of the plaques on the Wall of Donors.

Michael has read, reviewed, and edited all of the approximately 125 narratives in the touchscreens, as well as aiding in the development of the exhibit itself with John Alkire and the Wall named the "Road of Dreams". When the need arose, Michael stepped up and supervised the planning and operation of the Italian Heritage exhibit.

Michael is truly a Champion for the greater Fresno Community, Fresno State University, The Big Fresno Fair and I'm thankful for his commitment to the success of the Italian Heritage exhibit expansion as well as the Fresno County Museum. As we close Phase One, Michael is already working to see what needs to be done in Phase Two. His contribution will make the Italian Heritage Exhibit at the Big Fresno Fair the finest Italian exhibit on the West Coast.

I'm proud to call Michael "Joe" Giovannetti a friend and a beloved member our community. I support his nomination for Community Champion wholeheartedly.

Summary of Operations

Description	Detail	Acct.	2019	2020		2021		
	Page	No.	Actual	Final Budget	Dec Actual	Prop Budget		
OPERATING REVENUES:								
Admissions to Grounds	4	41000	2,627,957	2,238,000		2,115,000		
Commercial Space	4	41500	503,578	406,000	25	371,834		
Concessions	4	42000	3,766,217	3,206,000	276,040	3,250,000		
Exhibits	4	43000	63,574	64,500	17,589	42,000		
Horse Racing (Fair)	5	45000	1,008,253	804,000		854,000		
Satellite Wagering - Fairgrounds	5	45700	332,005	326,000	348,812	350,100		
Satellite Wagering - Polo Lounge	5	45800	97,737	90,500	18,703			
Miscellaneous Fair	6	47000	3,320,188	3,264,700	457,617	2,326,000		
Interim Revenue	7	48000	1,655,434	1,713,500	1,052,489	1,078,700		
Prior Year Revenue Adjustments	7	49000	1,269		497,520			
Miscellaneous Revenue	7	49500	14,974	9,000	640	500		
TOTAL OPERATING REVENUES (to Page 1)			13,391,186	12,122,200	2,669,435	10,388,134		
OPERATING EXPENDITURES:								
Administration	8	50000	1,814,925	1,942,384	1,611,597	1,334,893		
Maintenance & General Operations	8	52000	2,297,224	2,493,805	1,349,158	1,621,248		
Public Relations	9	54000	604,590	637,200	142,794	485,748		
Attendance Operations	9	56000	1,929,554	1,818,316	98,098	2,071,631		
Miscellaneous Fair	9	57000	483,989	490,500	154,954	301,000		
Museum	9	55000		50,346		35,530		
Premiums	10	58000	185,314	150,000	1,915	182,000		
Exhibits	10	63000	553,434	502,938	27,339	611,400		
Horse Racing (Fair)	11	65000	1,225,143	812,450	41,773	1,230,278		
Satellite Wagering	11	65005	296,031	329,600	199,672	206,930		
Satellite Wagering - Polo Lounge	11	65005	76,951	77,853	35,929			
Fair Entertainment	12	66000	2,338,303	2,033,500	65,550	1,927,435		
Non Fair/Interim Expense	12	66009	299,961	460,900	207,662	275,976		
Equipment (Funded by Fair)	13	72300	20,805	28,000		13,100		
Prior Year Expense Adjustments	13	80000	(20,020)	N/A	247,044	N/A		
Cash (over/under)	13	85000	1,383	N/A	(76)	N/A		
Other Operating Expense	13	94000						
TOTAL OPERATING EXPENDITURES (to Page 1)			12,107,587	11,827,792	4,183,408	10,297,169		
NET OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION			1,283,599	294,408	(1,513,973)	90,965		
Depreciation Expense and GASB68 Pension Expense			13	91000	570,670	637,880	1,092,914	1,997,878
NET OPERATING PROFIT/(LOSS) AFTER DEPRECIATION				712,929	(343,472)	(2,606,887)	(1,906,913)	
LOCAL (BASE) ALLOCATION - (From Page 1)			31200			1,240,183	1,912,206	
OTHER FUNDS - ACCT. #313, #325, #330, #340 (from Page 1 of 41)								
UTILIZATION OF UNRESTRICTED NET RESOURCES (If applicable)								
NET PROFIT/(LOSS) BEFORE DEPRECIATION, CURRENT YEAR				1,283,599	294,408	(273,791)	2,003,171	
NET PROFIT/(LOSS) AFTER DEPRECIATION, CURRENT YEAR				712,929	(343,472)	(1,366,705)	5,293	

Detail of Revenues

Description	Acct. No.	2019 Actual	2020		2021 Prop Budget
			Final Budget	Dec Actual	
ADMISSIONS REVENUE:					
Grounds - Box Seats	41010	80,340	78,000	0	50,000
Advance Sales - Corp/Group Pack	41020	20,510	16,000	0	16,000
Advance Sales - Season Pass	41025	47,156	40,000	0	24,000
Advance Sales - PreFairtime Gates	41030	274,037	315,000	0	275,000
Special Events	41040	29,392	35,000	0	25,000
Exhibitors & Concessions	41050	25,449	25,000	0	25,000
Daily Fairtime Gates	41060	2,151,073	2,085,000	0	1,700,000
TOTAL ADMISSIONS REVENUE	41000	2,627,957	2,594,000	0	2,115,000
COMMERCIAL SPACE REVENUE:					
Commerce Building	41510	134,567	130,000	0	100,925
Grounds	41530	193,964	185,000	0	145,473
Industrial Commerce	41540	146,382	146,000	25	109,787
Ag Building	41550	7,800	7,000	0	0
Gem & Mineral	41570	4,500	1,500	0	3,375
Senior Day Booths	41580	13,290	10,000	0	9,968
Tent Rental	41591	2,675	2,000	0	2,006
Free Speech	41595	400	400	0	300
TOTAL COMMERCIAL SPACE REVENUE	41500	503,578	481,900	25	371,834
CONCESSIONS REVENUE:					
Carnival	42110	1,298,515	1,310,000	0	950,000
Carnival: Electric Fee	42130	15,000	15,000	0	15,000
Food Concessions	42200	1,663,648	1,545,000	258,975	1,575,000
Non-Food/Beer Concessions	42300	649,942	575,000	0	575,000
Miscellaneous - Pardini in Fairtime (2019)	42400	0	0	0	0
Other -	42500	139,112	135,000	17,064	135,000
TOTAL CONCESSIONS REVENUE	42000	3,766,217	3,580,000	276,040	3,250,000
EXHIBITS REVENUE:					
Entry Fees	43100	47,322	44,000	10,935	33,000
Donated & Sponsored Awards	43200	13,990	12,000	5,394	7,000
Other (Explain):					
Olive Oil Competition	43400	2,262	2,000	1,260	2,000
TOTAL EXHIBITS REVENUE	43000	63,574	58,000	17,589	42,000

Detail of Revenues

Description	Acct. No.	2019 Actual	2020		2021 Prop Budget
			Final Budget	Dec Actual	
HORSE RACING (Fair) REVENUE:					
Box Seats	45110	52,964	52,000	0	50,000
Advance Sales - Corp	45120	91,156	80,000	0	48,000
Track Commissions	45200	192,004	200,000	0	175,000
Off Track Commissions	45209	540,386	560,000	0	500,000
Program Sales	45300	37,784	35,000	0	35,000
Box Seats Signs	45320	50	0	0	0
RV Parking	45330	6,245	4,000	0	4,000
Concessions	45400		0	0	0
Other (Explain)					0
Admin Fees	45500	58,147	19,000	0	19,000
Programs B/M Sales	45510	12,802	13,000	0	13,000
Turf Club/Luxury Deck	45520	16,716	4,900	0	10,000
TOTAL HORSE RACING (Fair) REVENUE	45000	1,008,253	967,900	0	854,000
SATELLITE WAGERING - FAIRGROUNDS REVENUES:					
Admissions - General and Season	45710	37,090	35,000	25,720	26,000
Track Commissions (2%, .6%, etc.)	45720	239,694	230,000	296,573	297,000
Program Sales	45730	52,243	50,000	25,082	25,100
Concessions	45740	2,978	2,000	1,437	2,000
Promotion & Advertising	45760		0	0	0
TOTAL SATELLITE WAG - FAIRGROUNDS REVENUES	45700	332,005	317,000	348,812	350,100
SATELLITE WAGERING POLO LOUNGE REVENUES:					
Admission	45810	29,196	28,000	5,428	0
Commission	45820	68,293	55,000	13,231	0
Program Sales	45830	248	500	44	0
Promotion & Advertising	45840				
TOTAL SATELLITE WAG - POLO LOUNGE REVENUES	45800	97,737	83,500	18,703	0

Detail of Revenues

Description	Acct. No.	2019 Actual	2020		2021 Prop Budget
			Final Budget	Dec Actual	
MISCELLANEOUS FAIR REVENUE:					
Parking - General	47100	3,945	5,000	0	0
Parking - Preferred/Premium	47110	789,877	750,000	0	750,000
Parking - Exhibitor	47120	10,477	13,000	0	11,000
Parking - Discount	47130	15,225	14,000	0	15,000
ATM Fees/Other	47230	0	0	0	0
Paul Paul Admissions/Ticket Sales	47500	973,708	960,000	0	750,000
Sponsorships	47800	1,526,956	1,800,000	457,617	800,000
Sponsorships - School Programs	47810				
Friends of the Fair	47820	0	25,000	0	0
TOTAL MISCELLANEOUS FAIR REVENUE	47000	3,320,188	3,567,000	457,617	2,326,000

Detail of Revenues

Description	Acct. No.	2019 Actual	2020		2021
			Final Budget	Dec Actual	Prop Budget
NON-FAIRTIME/INTERIM REVENUE:					
Rental of Buildings	48100	582,881	590,000	443,030	450,000
Grounds Rentals	48200	55,696	65,000	42,333	57,000
Grounds Rental - Swap Meet	48201	500,000	500,000	138,750	180,000
Equipment Rentals	48300	30,969	30,000	13,660	30,000
Fantasy of Lights	47803	0	0	85,125	75,000
Other Interim Revenue (List)					
CSFA Insurance Premium	48701	1,987	0	8,320	0
Stall Rent	48702	0	0	0	0
Labor	48703	85,841	75,000	39,135	0
Return Check Fee	48704	35	0	0	0
Security	48705	47,721	50,000	1,393	25,000
Trash & Damages	48706		0	1,868	1,500
Interim Parking Revenue	48707	177,416	200,000	152,162	90,000
RV Parking - Year Round	48708	20,803	20,000	18,075	20,000
Insurance Administration Fee	48709	2,065	500	235	200
Non Fair Concessions - Misc - Outside Vendors	48710	65,797	70,000	66,103	100,000
Concessions Revenue Pardini's	48713	84,223	80,000	42,301	50,000
TOTAL INTERIM REVENUE	48000	1,655,434	1,680,500	1,052,489	1,078,700
PRIOR YEAR REVENUE ADJUSTMENT					
Adjustments	49000	1,397	0	20,352	0
Horse Racing	49010	(128)	0	477,309	0
Fair Revenue	49050		0		0
Interim Rental	49080		0	(140)	0
TOTAL PRIOR YEAR REVENUE ADJUSTMENT	49000	1,269	0	497,520	0
MISCELLANEOUS REVENUE:					
Interest Earnings	49510	14,974	10,000	640	500
Recyle/Ewaste	49530		0		0
CFSA Unemployment Reimbursement	49540		0		0
TOTAL MISCELLANEOUS REVENUE	49500	14,974	10,000	640	500

Detail of Expenditures

	Detail Page	Acct. No.	2019 Actual	2020		2021 Prop Budget
				Final Budget	Dec Actual	
ADMINISTRATION EXPENSE (11):						
Salaries & Wages - Permanent	14	50000	716,184	744,179	608,452	334,088
Salaries & Wages - Temporary	16	50100	9,771	16,183	2,607	18,800
Director's Training		50401	0	500	0	500
Director's Expense		50500	15,136	15,000	719	15,000
Director's Expense - CEO Search		50500	0	0	0	30,000
Traveling/Training Expense - Employees		50600	11,625	10,000	4,545	5,000
Office Expense		50601	5,435	6,000	2,694	6,000
Office Supplies/ Misc Administration Expenses		50700	52,150	48,000	47,494	60,000
Computer Services		50701	50,530	50,000	57,812	58,000
Bank & Credit Card Fees		50710	47,074	48,000	15,022	48,000
Etix Fees - credit card processing fee		50711	25,581	25,000	(3,237)	25,000
Telephone & Internet		50800	157,387	130,000	146,961	130,000
Postage		50801	11,347	15,000	5,919	15,000
Internet		50802	22,477	23,000	16,395	23,000
Dues and Subscriptions		50900	7,225	7,500	6,228	7,200
Employee Benefits						
Benefits - Employer Paid	21/22	51000	158,025	153,666	160,642	68,278
Employer Paid Payroll Taxes	21/22	51100	52,654	56,900	54,776	25,600
Worker's Compensation Insurance	21/22	51200	67,779	70,500	81,945	68,500
Compensated Absences (Leave/OT Paid at TOA) - Sch 6A	15	51201	15,612	15,612	190,785	(6,773)
Website Development - Sch 6D	27	51300	78,012	79,550	71,785	80,300
Current Year Bad Debt Expense		51400	0	0	0	0
Bad Debt - Credit Card Fraud		51410	0	0	0	0
Audit Fees		51420	20,000	20,000	(20,000)	20,000
Unemployment Insurance	21/22	51500	36,721	22,300	21,373	28,400
Insurance						
Liability		52400	254,201	275,000	138,682	275,000
Public Relations Expense - Fair Manager		54600		0		0
TOTAL ADMINISTRATION EXPENSE		50000	1,814,925	1,831,890	1,611,597	1,334,893
MAINTENANCE & GENERAL OPERATIONS (12):						
Salaries & Wages - Permanent	14	50000	789,896	822,784	604,867	249,664
Salaries & Wages - Temporary	16	50100	379,188	312,790	120,626	276,610
Employee Benefits						
Benefits - Employer Paid	21/22	51000	133,410	129,443	138,711	93,074
Employer Paid Payroll Taxes	21/22	51100	80,338	62,900	64,662	19,100
Worker's Compensation Insurance	21/22	51200	93,384	69,900	61,881	41,200
Unemployment Insurance	21/22	51500	12,918	24,700	29,351	21,200
Professional Services - Contracts		52300	40,880	38,000	6,238	41,000
Rental Maintenance Equipment		52500	39,373	40,000	4,409	40,000
Light, Heat, Water and Power		52800	116,455	175,000	73,483	125,000
Maintenance						
Equipment Supplies & Expense		52900	128,039	140,000	19,867	128,000
Equipment/Vehicle Insurance		52901	14,803	17,000	22,612	22,500
Equipment/Vehicle - Auto Expense		50902	137,277	140,000	66,235	140,000
Equipment/Maintenance Cooler		52950	6,391	7,000	3,364	6,500
Equipment/Grounds Equipment		52904	43,506	45,000	36,850	45,000
Bldgs & Grounds - Elevators		52905	29,146	29,000	9,592	25,000
Bldgs & Grounds - Supplies & Expense		53000	59,564	30,000	8,471	60,000
Trash Removal - Cleanup (Sch 6C)	23	53100	105,795	100,000	37,350	75,000
Special Repairs & Maintenance (Detail 533)	29	53300	86,859	168,350	40,589	212,400
TOTAL MAINTENANCE EXPENSE		52000	2,297,224	2,351,867	1,349,158	1,621,248

Detail of Expenditures

		Detail	Acct.	2019	2020		2021
		Page	No.	Actual	Final Budget	Dec Actual	Prop Budget
PUBLICITY/PUBLIC RELATIONS (13):							
Salaries & Wages - Temporary	16	50100	17,998	18,096	0	19,488	
Employee Benefits		51000	49	0	0	0	
Employer Payroll Taxes	21/22	51100	261	400	0	400	
Worker's Compensation Insurance	21/22	51200	1,260	1,500	0	3,200	
Unemployment Insurance	21/22	51500	1,206	700	0	1,700	
Professional Services (Sch 6C)	23	54200	306,645	309,575	125,521	225,900	
Office Supplies & Expense		54300	4,641	5,000	4,147	5,000	
Professional Services - Advertising (Sch 6C)	23	54400	221,713	198,310	6,341	198,310	
Public Relations		54600		0	0	0	
Public Relations - Sponsor/Market		54601		0	0	0	
Advertising - PreFair Events		54700	3,636	2,500	0	2,000	
Other (Explain)							
Print & Tapes Expense	23	54800	9,704	4,750	6,035	3,050	
Community Outreach/Special Events (Sch 6D)		54801	37,479	40,000	750	26,700	
TOTAL PUBLIC RELATIONS EXPENSE		54000	604,590	580,831	142,794	485,748	
ATTENDANCE OPERATIONS (70):							
Salaries & Wages - Permanent		50000	0	0	0	0	
Salaries & Wages - Temporary	16/17	50100	332,863	381,661	34,634	406,043	
Employee Benefits		51000	693		90		
Employer Payroll Taxes	21/22	51100	5,014	7,500	502	8,000	
Worker's Compensation Insurance	21/22	51200	23,300	27,300	2,424	56,900	
Unemployment Insurance	21/22	51500	(6,267)	12,800	1,098	29,300	
Professional Services (Sch 6C)	23/24	56200	840,752	1,174,098	19,196	1,168,388	
Office Supplies and Expense		56300	387,046	390,000	28,299	390,000	
Private Security		56310	345,385	0	11,856	12,000	
Guest Services		56311	768	1,000	0	1,000	
Other (Explain)		56400					
TOTAL ATTENDANCE OPERATIONS		56000	1,929,554	1,994,359	98,098	2,071,631	
MISCELLANEOUS FAIR EXPENSE							
Sponsorship Dept. Expense		57204	453,000	455,000	153,912	300,000	
Other (Explain):							
Agventureland		57402	13,460	5,000	3,190	0	
School Program - Fair Ed		57404	6,521	4,000	0	0	
Friends of Fair		57406	22,936	5,000	(2,157)	0	
Beer/Wine Fest		57409	(11,938)	2,500	0	500	
4.0 Program		57410	9	500	9	500	
TOTAL MISCELLANEOUS FAIR		57000	483,989	472,000	154,954	301,000	

MUSEUM						
Salaries & Wages - Temporary	20	50100	14,367	14,040	0	16,200
Employee Benefits		51000	44	0	0	
Employer Payroll Taxes	21/22	51100	235	222	0	253
Worker's Compensation Insurance	21/22	51200	1,006	1,200	0	2,700
Unemployment Insurance	21/22	51500	963	562	0	1,377
Professional Services (Sch 6C)			10,652	15,000	0	15,000
TOTAL MUSEUM		57000	27,267	31,024	0	35,530

Details of Expenditures

		Detail	Acct.	2019	2020		2021
		Page	No.	Actual	Final Budget	Dec Actual	Prop Budget
PREMIUM FAIRTIME EXPENSE:							
Eligible Premiums - Cash		58100	178,361	180,000	1,915	175,000	
Eligible Premiums - Trophies		58200	6,953	7,000	0	7,000	
TOTAL PREMIUM FAIRTIME EXPENSE			185,314	187,000	1,915	182,000	
EXHIBITS EXPENSE (80):							
Salaries & Wages - Permanent		50000	0	0	0	0	
Salaries & Wages - Temporary	17/18	50100	273,835	255,368	16,537	302,750	
Employee Benefits		51000	769	0	39	0	
Employer Payroll Taxes	21/22	51100	5,288	7,400	251	9,100	
Worker's Compensation Insurance	21/22	51200	19,169	21,700	1,158	50,000	
Unemployment Insurance	21/22	51500	16,932	10,200	529	25,700	
Professional Serivces - Contracted (Sch 6C)							
Judges	24	63200	14,511	15,000	2,080	15,000	
Superintendents	24	63250	62,900	61,100	0	71,950	
Superintendents Assistants	24/25	63300	54,898	52,400	3,007	64,000	
Supplies and Expense							
Exhibits (Sch 6C)	25	63400	6,662	4,500	607	4,500	
Supplies - Agriculture	25	63401	9,545	9,600	47	9,600	
Supplies - Fine Arts	25	63403	1,858	1,900	0	1,900	
Supplies - Floriculture	25	63404	830	1,000	0	1,000	
Supplies - Fur & Feathers	25	63405	0	1,500	0	1,500	
Supplies - Gem & Minerals	25	63406	346	1,000	0	1,000	
Supplies - Home Arts	25	63407	1,552	1,500	0	1,500	
Supplies - Jr. Exhibits	25	63409	2,823	2,900	234	2,900	
Supplies - Livestock	25	63410	28,584	25,000	1,395	23,500	
Supplies - Concessions	25	63411	4,355	4,500	714	2,500	
Other (Explain)							
Ag Booth Construction		63703	21,425	25,000	0	0	
Olive Oil Competition		63705	4,015	5,000	740	2,500	
Professional Services - Tents		63500	17,688	18,000	0	15,000	
Security		66813	5,448	5,500	0	5,500	
OTAL EXHIBITS EXPENSE		63000	553,434	530,068	27,339	611,400	

Detail of Expenditures

	Detail Page	Acct. No.	2019 Actual	2020		2021
				Final Budget	Dec Actual	Prop Budget
HORSE RACING EXPENSE (FAIR 90/91):						
Salaries & Wages - Permanent (90)		50000	0	0	0	0
Salaries & Wages - Union Pari Mutuel Temporary (91)	18/19	50000	261,480	120,643	0	53,310
Salaries & Wages - Non Union Temporary (90)		50100	0	0	14,982	0
Salaries & Wages - Union Pari Mutuel Temporary (91)		50100	18,322	0	0	0
Employee Benefits						
Benefits - Employer Paid (90)		51000	0	0	0	0
Benefits - Employer Paid (91)		51000	0	0	0	0
Benefits - Federation Health & Welfare		51001	16,165	0	7,129	7,500
Employer Paid Payroll Taxes (90)	21/22	51100	(712)	3,500	128	3,700
Employer Paid Payroll Taxes (91)	21/22	51100	9,971	1,900	0	800
Worker's Compensation Insurance (90)	21/22	51200	17,621	11,000	142	23,800
Worker's Compensation Insurance (91)	21/22	51200	0	10,300		8,800
Unemployment Insurance (90)	21/22	51500	7,640	5,200	67	12,200
Unemployment Insurance (91)	21/22	51500	0	4,800	0	4,500
Professional Services (Contractual - Sch 6C)						
Audit, Bugler, Track Physician, Vet, Etc	25/26	65300	202,529	595,368	0	785,368
Professional Service - Contract		65300	0	0	1,826	1,850
Supplies Expense		65400	591,917	250,000	17,908	175,000
CARF/CHRB - Trainer Incentive			48,957	30,000	0	50,000
Equipment Rental		65440	0	250	0	0
Fuel/Propane		65450	0	9,000	0	0
Prof Services (Contract) - Other Equipment	26	65700	35,470	56,450	(408)	66,450
Other (Explain)						
Marketing & Advertising		65801				20,000
Cooler Blanket		65810		1,000	0	0
Security		66811	15,783	20,000	0	17,000
TOTAL RACING EXPENSE (LIVE)		65000	1,225,143	1,119,411	41,773	1,230,278
SATELLITE WAGERING EXPENSE - FAIRGROUNDS (20)						
Salaries & Wagers - Permanent	14	50000	104,529	106,599	77,796	74,616
Salaries & Wagers - Temporary	19	50100	45,054	58,888	25,266	36,000
Salaries & Wagers - Pari-Mutual		50100				
Employee Benefits						
No Pari-Mutual Benefits - Employer Paid		51000				
Pari-Mutual Benefits - Employer Paid	21/22	51000	30,464	36,247	27,921	22,652
Employer Paid Payroll Taxes	21/22	51100	10,070	8,155	6,634	5,708
Worker's Compensation Insurance	21/22	51200	11,949	9,061	8,785	12,312
Unemployment Insurance	21/22	51500	10,170	3,198	4,181	6,342
Special Promotions		65911				
Program Expense		65920	50,416	55,000	23,011	23,100
CHRB/Equipment Replacement Fund		65930				
Supplies & Expense		65940	15,342	11,000	6,142	6,150
Utilities		65941	12,837	15,000	14,217	14,250
Telephone		65942	5,200	5,000	2,400	2,400
Advertising & Promotions		65960		0	3,319	3,400
Rental Expense				0	0	0
TOTAL SATELLITE WAGERING - FAIRGROUNDS		65900	296,031	308,148	199,672	206,930
SATELLITE WAGERING - POLO LOUNGE EXPENSE (21):						
Salaries & Wagers - Mutual	19	50000	22,526	24,766	12,376	0
Salaries & Wagers - No Pari-Mutual	19	50100	6,875	9,100	0	0
Employee Benefits						
Benefits - Employer Paid	21/22	51000	15,108	15,635	11,585	0
Employer Paid Payroll Taxes	21/22	51100	2,003	1,894	1,959	0
Worker's Compensation Insurance	21/22	51200	2,058	2,100	2,071	0
Unemployment Insurance	21/22	51500	1,975	743	942	0
Advertising & Promotions		65980				
Rent Expense		65990	25,686	28,000	6,276	0
Supplies & Expense		65991	719	1,500	719	0
TOTAL SATELLITE WAGERING - POLO LOUNGE		65900	76,951	83,738	35,929	0

Detail of Expenditures

need to find these figures column was hidden

		Detail	Acct.	2019	2020		2021
		Page	No.	Actual	Final Budget	Dec Actual	Prop Budget
FAIR ATTRACTION/ENTERTAINMENT EXPENSE (75):							
Salaries & Wages - Permanent	20	50000	21,167	23,998	0	27,000	
Salaries & Wages - Temporary		50100			0	0	
Employee Benefits		51000					
Benefits - Employer Paid		51000	71		0		
Employer Paid Payroll Taxes	21/22	51100	307	846	0	0	
Worker's Compensation Insurance	21/22	51200	1,482	2,000	0	4,500	
Unemployment Insurance	21/22	51500	1,525	960	0	2,295	
Professional Services (Sch 6C)	26	66200	191,833	236,525	50,000	203,840	
Supplies and Expense		66300	7,791	10,000	0	7,800	
Grounds Act/EntertainmentSpecial Ent		66500	390,646	400,000	15,550	400,000	
Main Entertainment							
Paul Paul Entertainment		66602	1,218,187	1,245,000	0	900,000	
Special Entertainment		66603	124,940	0	0	0	
Grandstand Entertainment		66604	11,013	10,000	0	10,000	
Paul Paul Light/Production		66605	327,022	302,800	0	328,000	
Lodging for Acts		66606	15,186	17,000	0	16,000	
Hotel		66812	27,133	0	0	28,000	
TOTAL FAIR ATTRACTION/ENTERTAINMENT EXPENSE		66000	2,338,303	2,249,129	65,550	1,927,435	
NON-FAIR/INTERIM RENTAL EXPENSE (76):							
Salaries & Wages - Permanent		50000	98	0	0	0	
Salaries & Wages - Temporary	20	50100	134,374	74,100	67,711	101,600	
Employee Benefits							
Benefits - Employer Paid		51000	1,192	1,200	481	1,200	
Employer Paid Payroll Taxes	21/22	51100	2,831	1,110	1,023	1,740	
Worker's Compensation Insurance	21/22	51200	9,413	6,300	4,740	16,800	
Unemployment Insurance	21/22	51500	8,711	2,963	5,421	8,636	
Interim Security - Private		66810	128,997	125,000	124,896	125,000	
Interim Labor		66820		0		0	
Equipment		66830	300	1,500	0	1,500	
Supplies and Expense		66840	14,502	15,000	14,160	14,500	
Marketing		66850		5,000	(10,080)	5,000	
Miscellaneous (Explain)			0		0	0	
Other		66930	(457)	0	(689)	0	
TOTAL INTERIM RENTAL/NON-FAIR EXPENSE		66800	299,961	232,173	207,662	275,976	

Detail of Expenditures

	Acct. No.	2019 Actual	2020		2021
			Final Budget	Dec Actual	Prop Budget
NON-CAPITALIZED EQUIPMENT EXPENSE (LIST) (Cost less than \$5,000/unit and life less than one year):					
Computers	72301		5,000	0	1,000
Chairs	72302		5,000	0	0
Other	72304		0	0	0
Money Counters	72305	2,393	3,600	0	3,600
Picnic Tables	72306		0	0	2,500
Tables	72307	18,412	5,000	0	2,500
Time Clocks	72308		3	0	3,500
Maintenance Equipment	72309			0	
TOTAL EQUIPMENT EXPENSE	72300	20,805	18,603	0	13,100
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:					
General Expense Adjustments	80000	(49,162)		29,641	
Payroll	80010	27,531		10,317	
Accounts Receivable - Bad Debts	80020			0	
Accounts Payable	80030	(9,202)		206,212	
CARF	80040	10,814		873	
Sponsorship	80060				
Adjustment per Audit	80070				
PRIOR YEAR EXPENDITURE	80000	(20,020)	N/A	247,044	N/A
CASH (SHORTAGES) & OVERAGES:					
Operating	85000	(332)		(76)	
Fairtime Grounds, HR Gate & Parking	85020	1,715		0	
TOTAL CASH (OVER)/UNDER	85000	1,383	N/A	(76)	N/A
Depreciation	91000	656,149	657,000	656,149	657,000
Pension Expense GASB68	96000	684,596	523,374	436,765	1,340,878
DEPRECIATION EXPENSE (to Page 1 & 2; Page 40):	91000	1,340,745	1,180,374	1,092,914	1,997,878
OTHER OPERATING EXPENSE:					
Loss on Sale of Asset	94010				
TOTAL OTHER OPERATING EXPENSE	94000	0	0	0	0

Schedule 6 - 2021 Permanent Positions Roster

Filled, Vacant, and Proposed

ACCT. NO.	Expenditure Classification CIVIL SERVICE CLASS TITLE	Proposed Hiring/Annlv Date	Total Number of Months	Pay Rate		Amount Budgeted	
				Amount	Per	Detail	Account Totals
500	ADMINISTRATION - 11						
	CHIEF EXECUTIVE OFFICER		2	\$11,096	MO	\$22,192	
	DEPUTY MANAGER II						
	Stacy Rianda	7/1/2020	6	\$6,906	MO	\$41,436	
		7/1/2021	6	\$7,954	MO	\$47,724	
	Lauri King	7/1/2020	6	\$6,906	MO	\$41,436	
		7/1/2021	6	\$7,954	MO	\$47,724	
	BUSINESS ASSISTANT II						
	Christina Estrada	7/1/2020	6	\$4,570	MO	\$27,420	
	Bilingual Pay		1	\$200	MO	\$200	
	Saundra West	7/1/2020	6	\$4,570	MO	\$27,420	
	ASSOCIATE GOVERNMENTAL PROGRAM ANALYST						
	Christina Estrada	7/1/2021	6	\$5,528	MO	\$33,168	
	Bilingual Pay		11	\$200	MO	\$2,200	
	Saundra West	7/1/2021	6	\$5,528	MO	\$33,168	
	OVERTIME					\$10,000	
	TOTAL ADMINISTRATION (11)						\$334,088
521	MAINTENANCE & GENERAL OPERATIONS - 12						
	SR MAINTENANCE WORKER						
	Rod Seltz	12/16/2020	6	\$4,339	MO	\$26,034	
		7/1/2021	6	\$5,022	MO	\$30,132	
	Nicholas Heckman	7/1/2020	6	\$4,339	MO	\$26,034	
		7/1/2021	6	\$5,022	MO	\$30,132	
	Rolando Motta	7/1/2020	6	\$4,339	MO	\$26,034	
		7/1/2021	6	\$5,022	MO	\$30,132	
	Richard D. Martinez	7/1/2020	6	\$4,339	MO	\$26,034	
		7/1/2021	6	\$5,022	MO	\$30,132	
	OVERTIME					\$25,000	
521	TOTAL MAINTENANCE & GENERAL OPERATIONS						\$249,664
651	SATELLITE WAGERING - FAIRGROUNDS (20)						
	Satellite Supervisor - PI						
	Ruben Gastelo	7/1/2020	2	\$4,961	MO	\$9,922	
		3/1/2021	350	\$28.63	HR	\$10,021	
		7/1/2021	900	\$32.97	HR	\$29,673	
	OVERTIME					\$25,000	
651	TOTAL SATELLITE WAGERING - FAIRGROUNDS						\$74,616

Schedule 6A - Projected Employee Leave Balance
2020 Year-End Adjustment and 2021 Compensated Absence

Adj to inc Fair

Position	Actual - 19					Projected - 12/31/20					2020 Projected Year-End Adjustment
	\$	Number of Hours			\$	\$	Number of Hours			\$	
	* Hourly Salary	Vac. / AL / Holiday credits	PLP	CTO	Total	* Hourly Salary	Vac. / AL / Holiday credits	PLP	CTO	Total	
Alkire, J. C. - CEO	\$68.07	2,559.25			\$187,482	\$68.07	1,689.44			\$115,000	(\$72,482)
Estrada, C. - Business Assistant II	\$29.63	595.00	96.00	99.00	\$21,534	\$29.05	732.75			\$30,916	\$9,382
Gastelo, R. A - Satellite Supervisor	\$31.54	318.25		131.75	\$10,038	\$31.54	518.00		331.49	\$17,481	\$7,443
Heckman, N - Senior Maintenance Worker	\$27.58	50.50		92.25	\$3,937	\$27.58	104.00		36.25	\$8,253	\$4,316
King, L. - Deputy Manager II	\$43.89	462.00		20.00	\$21,155	\$43.89	662.00		195.25	\$29,055	\$7,900
Martinez, R. - Maintenance Worker	\$27.58	658.50		8.25	\$18,389	\$27.58	767.00		68.25	\$23,036	\$4,647
Motta, R. - Maintenance Worker	\$27.58	362.25		2.75	\$10,067	\$27.58	488.75		126.37	\$16,965	\$6,898
Rianda, S. - Deputy Manager II	\$43.89	651.00			\$28,572	\$43.89	784.00			\$34,410	\$5,838
Seitz, R. - Senior Maintenance Worker	\$35.34	294.50		2.25	\$10,487	\$35.34	593.00		8.50	\$21,257	\$10,770
West, S - Business Assistant II	\$29.05	224.00		27.35	\$7,302	\$29.05	328.00		216.46	\$15,817	\$8,515
Total Accrued Liability (should equal Acct 24500)		6,175.25	96.00	383.60	\$318,963		6,666.94		982.57	\$312,190	
Total Budgeted carried forward to Acct. 51201-11											(\$6,773)

* - Use end-of-year salary rate for calculation of leave liability

* - Use end-of-year salary rate for calculation of leave liability.

Schedule 6B - 2021 Temporary Positions

ACCT. NO.	Account Description Position	Col 1		Col 2		Col 3	Col 4		Col 5	
		No. Employed		Length of		Col 1 X Col 2	Pay Rate		Col 3 X Col 4	
		Last Year	This Year	Employment		Total Units Budgeted	Per		Amount Budgeted	
				No.	Unit		Amount	Unit	Amount Detail	Account Totals
502	ADMINISTRATION - 11									
	Accounting	1	1	475	HR	475	\$16.00	HR	\$7,600	
	Office Assistant	1	1	475	HR	475	\$16.00	HR	\$7,600	
	Telephone Operator	4	3	80	HR	240	\$15.00	HR	\$3,600	
502	TOTAL ADMINISTRATION - 11									\$18,800
522	MAINTENANCE - 12									
	Dispatcher	1	1	900	HR	900	\$15.50	HR	\$13,950	
	Maintenance (min wage) Labor	10	7	1,300	HR	9,100	\$15.00	HR	\$136,500	
	Maintenance (min wage) Labor - fair labor	7	7	700	HR	4,900	\$15.00	HR	\$73,500	
	Maintenance General Labor	20	1	175	HR	175	\$16.00	HR	\$2,800	
	Skilled Labor	10	2	360	HR	720	\$18.00	HR	\$12,960	
	Retired Annuitants	2	3	360	HR	1,080	\$24.00	HR	\$25,920	
	Recycling	8	8	60	HR	480	\$15.00	HR	\$7,200	
	Elevator	4	4	63	HR	252	\$15.00	HR	\$3,780	
522	TOTAL MAINTENANCE - 12									\$276,610
541	PUBLICITY/PUBLIC RELATIONS - 13									
	Interns	8	8	162	HR	1,299	\$15.00	HR	\$19,488	
541	TOTAL PUBLICITY/PUBLIC RELATIONS - 13									\$19,488
560	ATTENDANCE OPERATIONS - 70									
	Box Office/Vault Manager		1			0			\$40,000	
	Box Office/Paul Paul Ticket Booth	3	3	150	HR	450	\$15.50	HR	\$6,975	
	Bus Driver	3	3	108	HR	324	\$15.50	HR	\$5,022	
	Gate 2 Captain	1	1	250	HR	250	\$15.00	HR	\$3,750	
	Gate 2 Gatemen	10	10	144	HR	1,440	\$15.00	HR	\$21,600	
	Gate Captain	8	8	144	HR	1,152	\$15.50	HR	\$17,856	
	Gateman	10	10	124	HR	1,240	\$15.00	HR	\$18,600	
	Parking Attendant	40	40	150	HR	6,000	\$15.00	HR	\$90,000	
	Parking Lot Supervisor	1	1	450	HR	450	\$18.00	HR	\$8,100	
	Parking Lot Supervisor	1	1	450	HR	450	\$15.00	HR	\$6,750	
	Parking Seller	13	20	72	HR	1,440	\$15.25	HR	\$21,960	
	Ushers/Scanners	20	20	51	HR	1,020	\$15.25	HR	\$15,555	
	Wristbanders - weekends	10	10	48	HR	480	\$15.00	HR	\$7,200	
	Ticket Seller	20	20	135	HR	2,700	\$15.25	HR	\$41,175	

Schedule 6B - 2021 Temporary Positions

ACCT. NO.	Account Description Position	Col 1		Col 2		Col 3	Col 4		Col 5	
		No. Employed		Length of		Col 1 X Col 2	Pay Rate		Col 3 X Col 4	
		Last Year	This Year	Employment		Total Units Budgeted	Amount	Per Unit	Amount Detail	Account Totals
				No.	Unit					
560	Ticket Taker	20	20	135	HR	2,700	\$15.00	HR	\$40,500	
	TOTAL ATTENDANCE OPERATIONS - 70									\$345,043
630	COMMERCIAL EXHIBITS & CONCESSIONS									
	Clerks	1	1	1,000	HR	1,000	\$16.00	HR	\$16,000	
	Clerks	1	1	143	HR	143	\$15.25	HR	\$2,181	
	Data Entry	1	1	240	HR	240	\$15.00	HR	\$3,600	
	Commerical Building Attendant	7	7	143	HR	1,001	\$15.00	HR	\$15,015	
	RV Guard	7	7	128	HR	896	\$15.00	HR	\$13,440	
630	TOTAL COMMERCIAL & CONCESSIONS - 80									\$34,236
630	EXHIBITS - 80									
	Exhibits Office Personnel									
	Clerks	1	1	180	HR	180	\$15.00	HR	\$2,700	
	Data Entry	1	1	125	HR	125	\$15.50	HR	\$1,938	
										\$4,638
	Ag Hort									
	Announcer	1	1	15	HR	15	\$15.00	HR	\$225	
	Custodian	4	4	120	HR	480	\$15.00	HR	\$7,200	
	Floor Person	3	3	125	HR	375	\$15.00	HR	\$5,625	
	Judges Runners/Helper	10	10	18	HR	180	\$15.00	HR	\$2,700	
										\$15,750
	Fine Arts & Photography									
	Clerk	2	4	125	HR	500	\$15.00	HR	\$7,500	
										\$7,500
	Floriculture									
	Clerks	13	13	125	HR	1,625	\$15.00	HR	\$24,375	
										\$24,375
	Gem & Mineral									
	Clerks	3	3	125	HR	375	\$15.00	HR	\$5,625	
										\$5,625
	Home Arts									
	Clerk/Floorperson	10	10	125	HR	1,250	\$15.00	HR	\$18,750	
	Secretary	1	1	250	HR	250	\$15.25	HR	\$3,813	
										\$22,563
	Jr Exhibits									

Schedule 6B - 2021 Temporary Positions

ACCT. NO.	Account Description Position	Col 1		Col 2		Col 3		Col 4		Col 5	
		No. Employed		Length of Employment		Total		Pay Rate		Amount Budgeted	
		Last	This	No.	Unit	Units Budgeted	Amount	Per Unit	Amount Detail	Account Totals	
		Year	Year								
630	Clerk	8	8	125	HR	1,000	\$15.00	HR	\$15,000		
	Secretary	1	1	250	HR	250	\$15.25	HR	\$3,813		
	EXHIBITS (continued)										
	Livestock										
	Barn Crew -setup/tear down	25	25	256	HR	6,400	\$15.00	HR	\$96,000		
	Barn Crew includes hand washers	24	24	75	HR	1,800	\$15.00	HR	\$27,000		
	Clerk	2	2	500	HR	1,000	\$15.50	HR	\$15,500		
	Clerk	12	12	150	HR	1,800	\$15.00	HR	\$27,000		
	Fur & Feathers										
	Clerks	0	2	125	HR	250	\$15.00	HR	\$3,750		
630	TOTAL COMMERCIAL & EXHIBITS - 80										
651	FAIRTIME HORSE RACING - NON UNION - 90										
	CARF Employees paid by Fair										
	Ambulance Driver (Horse)	1	1	9	DA	9	\$100.00	DA	\$900		
	Barn Gateman	5	5	266	HR	1,330	\$15.00	HR	\$19,950		
	Clerk/Passes-Racing Office	1	1	68	HR	68	\$15.00	HR	\$1,020		
	Gap Attendant	1	1	150	HR	150	\$15.00	HR	\$2,250		
	Horse Identifier	1	1	14	DA	14	\$75.00	DA	\$1,050		
	Horse Shoe Inspector	1	1	10	DA	10	\$300.00	DA	\$3,000		
	Jockey Room Doorman	1	1	80	HR	80	\$15.00	HR	\$1,200		
	Masseuse	1	1	9	DA	9	\$125.00	DA	\$1,125		
	Outrider - AM	2	2	15	SHIFT	30	\$128.00	SHIFT	\$3,840		
	Outrider - PM	2	2	9	SHIFT	18	\$128.00	SHIFT	\$2,304		
	Paddock Attendant	1	1	12	DA	12	\$90.00	DA	\$1,080		
	Stall Supeintendant	1	1	56	DA	56	\$140.00	DA	\$7,840		
	Track Maintenance	1	1	80	DA	80	\$175.00	DA	\$14,000		
	Stewards Aid	1	1	11	DA	11	\$150.00	DA	\$1,650		
	Transit Barn Cleaner Stalls	1	1	9	DA	9	\$90.00	DA	\$810		
	Van Driver (Judges)	1	1	10	DA	10	\$75.00	DA	\$750		
	Janitors (Union)	29	29	50	HR	1,450	\$16.00	HR	\$23,200		
	Labor	6	6	292	HR	1,750	\$15.00	HR	\$26,250		
	Program/Racing Form Seller	5	5	25	HR	125	\$15.00	HR	\$1,875		
	Reserved Seats - Ticket Seller	8	8	54	HR	432	\$15.25	HR	\$6,588		
	Usher Superintendent	1	1	150	HR	150	\$15.00	HR	\$2,250		

Schedule 6B - 2021 Temporary Positions

ACCT. NO.	Account Description Position	Col 1		Col 2		Col 3	Col 4		Col 5		
		No. Employed		Length of		Col 1 X Col 2	Pay Rate		Amount Budgeted		
		Last	This	Employment		Total	Amount	Per Unit	Amount Detail	Account Totals	
		Year	Year	No.	Unit	Units Budgeted					
651	Usher	20	20	66	HR	1,320	\$15.00	HR	\$19,800		
	VIP Hostess	1	1	90	HR	90	\$15.00	HR	\$1,350		
	TOTAL FAIRTIME HORSE RACING - NON-UNION - 90									\$144,082	
	FAIRTIME HORSE RACING - UNION - 91										
	Assist Vets - SEIU Local 399	18	18	10	DA	180	\$100.00	DA	\$18,000		
	Assistant Starters - Local 495	11	11	10	DA	110	\$220.00	DA	\$24,200		
	Colors Person	1	1	11	DA	11	\$141.11	DA	\$1,552		
	Custodian-Receiving Barn	1	1	11	DA	11	\$141.63	DA	\$1,558		
	Vallets - SEIU Local 399	8	8	10	DA	80	\$100.00	DA	\$8,000		
											\$53,310
	Hlth/Pension/Vac/Sick/Holi Pay									\$7,500	\$60,810
	651	Jr Racing Officials - Local 495									
Assistant Clerk of Scales		1	1	1	FLAT		\$2,652.00	FLAT	\$2,652		
Assistant Racing Secretary		1	1	1	FLAT		\$5,410.00	FLAT	\$5,410		
Clerk of Course/Entry		1	1	1	FLAT		\$2,652.00	FLAT	\$2,652		
Clerk Of Scale/Entry Clerk		1	1	1	FLAT		\$3,288.00	FLAT	\$3,288		
Emerging Breeds Clerk		1	1	1	FLAT		\$3,288.00	FLAT	\$3,288		
Horse Identifier		1	1	1	FLAT		\$3,024.00	FLAT	\$3,024		
Paddock/Patrol Judge		1	1	1	FLAT		\$3,076.00	FLAT	\$3,076		
Patrol Judge/Entry Clerk		1	1	1	FLAT		\$3,500.00	FLAT	\$3,500		
Placing Judge/Entry Clerk		1	1	1	FLAT		\$2,333.00	FLAT	\$2,333		
Vac/Sick/Holi/H&W Pay									\$25,000		
									\$54,223		
652	TOTAL FAIRTIME HORSE RACING - UNION - 91								\$115,033		
659	SATELLITE WAGERING - FAIRGROUNDS - 20										
	Clerk	1	3	500	HR	1,500	\$15.00	HR	\$22,500		
	Clerk - fairtime	1	3	300	HR	900	\$15.00	HR	\$13,500		
659	TOTAL SATELLITE WAGERING - FAIRGROUNDS - 20								\$36,000		
659	SATELLITE WAGERING - POLO LOUNG - 21										
	Clerk	4	0	700	HR	0	\$14.00	HR	\$0	\$0	
659	TOTAL SATELLITE WAGERING - FAIRGROUNDS - 20									\$0	

Schedule 6B - 2021 Temporary Positions

ACCT. NO.	Account Description Position	Col 1		Col 2		Col 3	Col 4		Col 5	
		No. Employed		Length of Employment		Col 1 X Col 2	Pay Rate		Col 3 X Col 4	
		Last	This	Employment		Total	Per		Amount Budgeted	
		Year	Year	No.	Unit	Units Budgeted	Amount	Unit	Amount Detail	Account Totals
661	FAIR ENTERTAINMENT/ATTRACTIONS - 75									
	Catfish Falls	4	4	100	HR	400	\$15.00	HR	\$6,000	
	Guest Service Greeters	8	8	100	HR	800	\$15.00	HR	\$12,000	
	Guest Service Office Personnel	2	2	100	HR	200	\$15.00	HR	\$3,000	
	Breast Feeding Area	2	2	100	HR	200	\$15.00	HR	\$3,000	
	Lost Child Center	2	2	100	HR	200	\$15.00	HR	\$3,000	
	Ag-Ventureland	40	0	60	HR	0	\$44.00	HR	\$0	
										\$27,000
661	TOTAL FAIR ENTERTAINMENT/ATTRACTIONS - 75									\$27,000
668	NON-FAIR/INTERIM EXPENSE - 76									
	Interim Rental Supervisor		1	1,500	HR	1,500	\$22.73	HR	\$34,095	
	Parking Lot Supervisor	2	0	500	HR	0	\$17.00	HR	\$0	
	Interim Labor	2	15	300	HR	4,500	\$15.00	HR	\$67,500	
										\$101,595
668	TOTAL NON-FAIR/INTERIM EXPENSE - 76									\$101,595
	Museum									
	Docents	10	10	86	HR	860	\$15.00	HR	\$12,900	
	Janitor	1	1	220	HR	220	\$15.00	HR	\$3,300	
	TOTAL NON-FAIR/INTERIM EXPENSE - 76									\$16,200

Schedule EB - 2021 Employer Paid Employee Benefits and Payroll Taxes

Comment: The totals on this worksheet carries forward to budget account numbers (rounded hundred)

Employees		Schedule 6 - Permanent - 500					Schedule 6B - Temporary - 501									
Salaries:	Totals	Adm - 11	MGO - 12	SWFG - 20	SWPL - 21	Adm - 11	MGO - 12	PR - 13	AO - 70	Exh - 80	HR - 90#	HR - 91	SWFG - 20	SWPL - 21	AE - 75	IR - 76
Total form Sch 6A	\$658,368	\$334,088	\$249,664	\$74,616	\$0											
Total from Sch 6B/668-00	\$1,340,878															
Position Count - Permanent	10	5	4	1	0											
Position Count - Temporary	614															

# Non-Pari Muluel																	
Permanent Employee Benefits Paid by Employer - \$10*																	
Employee Benefits - Employer Paid:	Totals	Adm - 11	MGO - 12	SWFG - 20	SWPL - 21												
Retirement Contribution (29.37%)	\$193,363	\$98,122	\$73,326	\$21,915	\$0												
Medical Ins. Prem*	\$125,736	\$62,844	\$42,216	\$20,676	\$0												
Dental Ins. Prem*	\$9,647	\$4,615	\$3,278	\$1,754	\$0												
Vision Ins. Prem*	\$893	\$397	\$397	\$99	\$0												
Life Insurance Prem (\$40/mo)	\$357	\$259	\$0	\$98													
Other - Admin Fee (\$25/emplyr)	\$250	\$125	\$100	\$25	\$0												
TOTAL - Benefits (Employer Paid)	\$330,246	\$166,362	\$119,317	\$44,567	\$0												

* Per annual actual/estimates as of 01/01/2020.

Employer Paid Payroll Taxes - \$11*																
Recap		Permanent					Temporary									
Employer Paid Payroll Taxes:	Totals	Adm - 11	MGO - 12	SWFG - 20	SWPL - 21	Adm - 11	MGO - 12	PR - 13	AO - 70	Exh - 80	HR - 90#	HR - 91	SWFG - 20	SWPL - 21	AE - 75	IR - 76
Social Security (OASDI) @ 6.2%	\$40,818	\$20,713	\$15,479	\$4,626	\$0											
Medicare/Hospital Ins. (HI) @ 1.45%	\$28,990	\$4,844	\$3,620	\$1,082	\$0	\$273	\$4,011	\$283	\$5,003	\$4,390	\$2,089	\$773	\$522	\$0	\$392	\$1,473
PST fees @ \$4.45/employee	\$10,768					\$89	\$567	\$142	\$2,990	\$4,664	\$1,638	\$0	\$53	\$0	\$320	\$267
(Transfer)/Combine	\$0															
TOTAL - Employer Paid Payroll Taxes	\$80,576	\$25,557	\$19,099	\$5,708	\$0	\$562	\$4,598	\$425	\$7,993	\$9,064	\$3,727	\$773	\$575	\$0	\$712	\$1,740

Schedule EB - 2021 Employer Paid Employee Benefits and Payroll Taxes

Comment: The totals on this worksheet carries forward to budget account numbers (rounded hundred)

Worker's Comp Insurance - 512#																	
Recap		Permanent						Temporary									
Worker's Comp Insur (16.5%):		Totals	Adm - 11	MGO - 12	SWFG - 20	SWPL - 21	Adm - 11	MGO - 12	PR - 13	AO - 70	Exh - 80	HR - 90#	HR - 91	SWFG - 20	SWPL - 21	AE - 75	IR - 76
Schedule 6A & 6B		\$330,232	\$55,125	\$41,195	\$12,312	\$0	\$3,100	\$45,900	\$3,200	\$56,900	\$50,000	\$23,800	\$8,800	\$5,900	\$0	\$4,500	\$16,800
(Transfer)/Combine		\$0															
Volunteers		\$13,365	\$13,365														
TOTAL - Worker's Comp Insurance		\$343,597	\$68,490	\$41,195	\$12,312	\$0	\$3,100	\$45,900	\$3,200	\$56,900	\$50,000	\$23,800	\$8,800	\$5,900	\$0	\$4,500	\$16,800
Unemployment Insurance - 515#																	
Recap		Permanent						Temporary									
Unemployment Insurance (8.5%):		Totals	Adm - 11	MGO - 12	SWFG - 20	SWPL - 21	Adm - 11	MGO - 12	PR - 13	AO - 70	Exh - 80	HR - 90#	HR - 91	SWFG - 20	SWPL - 21	AE - 75	IR - 76
Schedule 6A & 6B		\$169,935	\$28,397	\$21,221	\$6,342	\$0	\$1,598	\$23,512	\$1,656	\$29,329	\$25,734	\$12,247	\$4,531	\$3,060	\$0	\$2,295	\$8,636
Adjust/Combine																	
TOTAL - Unemploy Insurance		\$169,935	\$28,397	\$21,221	\$6,342	\$0	\$1,598	\$23,512	\$1,656	\$29,329	\$25,734	\$12,247	\$4,531	\$3,060	\$0	\$2,295	\$8,636

Schedule 6C - 2021 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Length of Services (Hours, Days, Months, Flat)		Amount Budgeted	
			Number	Unit Rate	Detail	Account
						Totals
531	MAINTENANCE & GENERAL OPERATIONS					
	Trash Removal - Cleanup				\$65,000	
	Trash Removal - Cleanup - outside of contract				\$10,000	
531	TOTAL MAINTENANCE & GENERAL OPERATIONS					\$75,000
542	PUBLICITY/PUBLIC RELATIONS					
	TV Design/Layout/Output Fees					
	Hard Costs				\$500	
	Radio Production - Cobalt Studios				\$10,000	
	Voiceover - Procomm				\$6,000	
	TV Production - Paul Abajian				\$10,000	
	Copywriting				\$750	
	TV Production - Translation Spanish Voiceover				\$1,500	
	Design - Cohen Communications				\$17,400	
	Concert TOS Promotions				\$15,400	
	New Creative Production Costs				\$10,000	\$71,550
	Professional Photographer				\$9,000	\$9,000
	Public Relations Firm - Cohen Communications				\$145,350	\$145,350
542	TOTAL PUBLICITY/PUBLIC RELATIONS					\$225,900
544	PUBLICITY/PUBLIC RELATIONS - ADVERTISING					
	Radio & TV				\$135,310	
	NIM Media Commision - Trade Buy				\$4,100	
	Fresno Bee				\$20,000	
	Lamar Advertising				\$6,900	
	Billboards & Related Media				\$3,000	
	Community Trade Placement				\$3,000	
	Digital Advertising				\$26,000	
	Christian Happenings				\$0	
	Miscellaneous				\$0	
544	TOTAL PUBLICITY/PUBLIC RELATIONS - ADVERTISING					\$198,310
548	PUBLICITY/PUBLIC RELATIONS					
	Entertainment Posters				\$500	
	Opening Ceremony Invites				\$250	
	Theme Poster				\$850	
	Daily Schedule				\$500	
	Info Booth Maps & Building Maps				\$500	
	BFF Thank You Cards				\$200	
	Misc. Printing Needs				\$250	
548	PUBLICITY/PUBLIC RELATIONS -					\$3,050
562	ATTENDANCE OPERATIONS					
	Ambulance & First Aid			\$76,967	\$76,967	
	Assistant Director of Operations			\$5,500	\$5,500	
	Admissions - Runner Superintendent			\$3,200	\$3,200	
	Guest Services Superintendent			\$5,000	\$5,000	
	Guest Services Asst. Superintendent			\$2,100	\$2,100	
	Carnival Inspectors			\$10,000	\$10,000	
	Pipe & Drape			\$10,946	\$10,946	
	Train in Butler Lot			\$28,925	\$28,925	

Schedule 6C - 2021 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Length of Services (Hours, Days, Months, Flat)		Amount Budgeted	
			Number	Unit Rate	Detail	Account Totals
	Gate Supervisor (Non Ped)			\$5,000	\$5,000	
	Janitorial - Fairtime			\$200,000	\$200,000	
	Golf Carts			\$39,000	\$39,000	
	Parking Lot Rent			\$21,000	\$21,000	
	Private Security			\$328,000	\$328,000	
	Security Police (City Police)			\$362,000	\$390,000	
	Shirts & Hats Employees			\$20,000	\$20,000	
	Belmont Nursery - Plant Rental			\$7,000	\$0	
	Alert-O-Lite - Traffic Control			\$8,000	\$8,000	
	Radios			\$4,950	\$4,950	
	Ticket/Operations Contract			\$4,800	\$4,800	
	Tickets (Admission & Parking)			\$5,000	\$5,000	
562	TOTAL ATTENDANCE OPERATIONS					\$1,168,388
632-635	EXHIBITS					
63200	Judges			\$15,000	\$15,000	\$15,000
63250	Superintendents					
	Fine Arts & Photography - Superintendent	1	1	FLAT	\$6,500	
	Fine Arts & Photography - Asst	1	1	FLAT	\$2,650	
	Fine Arts & Photography - Asst	1	0	FLAT	\$0	\$9,150
	Floriculture	1	1	FLAT	\$5,000	\$5,000
	Concessions/Commercial	1	1	FLAT	\$15,000	\$15,000
	Home Arts	1	1	FLAT	\$5,000	
	Home Arts Asst.	1	1	FLAT	\$4,000	
	Home Arts Asst.	1	1	FLAT	\$2,100	\$11,100
	Jr. Exhibits	1	1	FLAT	\$5,000	
	Jr. Exhibits - Assistant	1	1	FLAT	\$3,800	
	Jr. Exhibits - Assistant	1	1	FLAT	\$2,500	
	Jr. Exhibits - Assistant	1	1	FLAT	\$2,100	\$13,400
	Commerical Building	1	0	FLAT	\$0	
	Commerical Building - Assistant	1	1	FLAT	\$3,400	
	Commerical Building - Assistant	1	1	FLAT	\$3,400	\$6,800
	Ag Hort	1	1	FLAT	\$5,000	
	Ag Hort - Assistant	1	1	FLAT	\$2,500	\$7,500
	Gern & Mineral	1	1	FLAT	\$2,000	
	Gern & Mineral Assistant	1	1	FLAT	\$2,000	\$4,000
						\$71,950
63300	Professional Services Contracts					
	Agventureland	1	0	FLAT	\$0	
	Sara Renee Consulting - Concessions	1	1	FLAT	\$12,000	
	RV Lot	1	1	FLAT	\$5,000	\$17,000
	Casey Printing - Exhibitor Handbook	1	1	FLAT	\$0	\$0
	Mural Painter	1	1	FLAT	\$1,500	
	Curator	1	1	FLAT	\$3,000	\$4,500

Schedule 6C - 2021 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Length of Services (Hours, Days, Months, Flat)		Amount Budgeted	
			Number	Unit Rate	Detail	Account Totals
634	Floriculture - Clerk	1	0	FLAT	\$0	\$0
	Juniors - Clerk	1	1	FLAT	\$3,800	\$3,800
	Fur & Feathers	1	1	FLAT	\$1,500	\$1,500
	Poultry Health Inspector	2	2	FLAT	\$1,500	
	Livestock Superintendent	1	1	FLAT	\$25,000	
	Livestock Vet	1	1	FLAT	\$8,000	
	Livestock Milker	1	0	FLAT	\$0	
	Livestock Show Photographer	1	1	FLAT	\$1,200	\$35,700
	Fresno Gem & Mineral Society	1	1500	FLAT	\$1,500	\$1,500
						\$64,000
	Exhibits - General Supplies & Expenses				\$4,500	
	Ag Building				\$9,600	
	Fine Arts				\$1,900	
	Floriculture				\$1,000	
	Fur & Feathers				\$1,500	
632-635	Gem & Mineral				\$1,000	
	Home Arts				\$1,500	
653	Juniors				\$2,900	
	Concessions				\$2,500	
	Livestock				\$23,500	\$49,900
	TOTAL EXHIBITS					\$200,850
	FAIR HORSE RACING					
	Auditing			\$14,906	\$14,906	
	Bugler			\$3,800	\$3,800	
	CARF Agency Allocation			\$160,000	\$160,000	
	Chaplain			\$1,000	\$1,000	
	Clocker/Timer Services			\$3,975	\$3,975	
	Condition Book Printing			\$1,722	\$1,722	
	Contracted Labor - Pari-Mutuel - NCOTWINC			\$71,265	\$71,265	
	DJ Services			\$2,250	\$2,250	
	Drug Test - TCO2			\$720	\$720	
	Federation			\$4,622	\$4,622	
	Fitness Veterinarian			\$11,025	\$11,025	
	Horse Removal			\$1,000	\$1,000	
	Insurance - MOC			\$8,703	\$8,703	
	Jockey Cook			\$3,810	\$3,810	
	Marketing			\$14	\$14	
	Media Buy			\$20,000	\$20,000	
	Mobile Laundry (Jockeys)			\$3,465	\$3,465	
	Office Supplies			\$2,439	\$2,439	
	Paramutuel Wages - NOTWINC			\$190,000	\$190,000	
	Paymaster of Purses			\$15,829	\$15,829	
	Pegasus Communications			\$32,138	\$32,138	
	Photo Finish Service			\$8,200	\$8,200	
	Program Production/Network Mgr			\$36,326	\$36,326	
	Racing Office			\$1,449	\$1,449	
	Racing Secretary			\$26,798	\$26,798	
	Race Track Maintenance			\$67,302	\$67,302	
	Recruitment			\$1,365	\$1,365	
	Sam Spear Reports			\$1,500	\$1,500	

Schedule 6C - 2021 Contractual Professional Services

ACCT. NO.	TYPE OF SERVICE	No. of Posi- tions	Length of Services (Hours, Days, Months, Flat)		Amount Budgeted	
			Number	Unit Rate	Detail	Account
						Totals
653	Vaning/Stabling			\$57,138	\$57,138	
	Simulcast Expense			\$11,677	\$11,677	
	Stewards Secretary			\$825	\$825	
	Tattoo Expense			\$3,412	\$3,412	
	Winners Foundation			\$3,250	\$3,250	
	Track Announcer/Morning Line			\$8,849	\$8,849	
	Track Physician (Medical Group)			\$0	\$0	
	Track Veterinarian			\$4,595	\$4,595	
	TOTAL FAIR HORSE RACING					\$785,368
657	FAIR HORSE RACING - RENTAL EQUIPMENT					
	Portable Restroom/Shower - Stable		7 DAYS	\$35,000	\$35,000	
	Sony Jumbotron		7 DAYS	\$22,950	\$22,950	
	Starting Gate		7 DAYS	\$8,500	\$8,500	
657	TOTAL FAIR HORSE RACING - RENTAL EQUIPMENT					\$66,450
662	FAIR ATTRACTION/ENTERTAINMENT					
	Rolling Stage - Arch Cover/VP			\$4,150	\$4,150	
	Shade Structure - Sports Zone			\$45,000	\$0	
	Stage Manager - Paul Paul	1		\$2,500	\$2,500	
	Stage Manager - Pavillion			\$4,000	\$4,000	
	Stage Manager Assistant - Paul Paul	2		\$3,850	\$3,850	
	Stage Manager Assistant - Pavillion	1		\$3,000	\$3,000	
	Spotlight Crew			\$4,000	\$7,500	
	Stage Crew			\$26,560	\$32,500	
	Runner - Paul Paul	2		\$4,840	\$4,840	
	Production Manager			\$8,125	\$10,000	
	Backstage Driver			\$4,000	\$5,000	
	Backstage Catering			\$30,000	\$30,000	
	Talent Buyer-Wilson Entertainment			\$65,000	\$65,000	
	We Hang Christmas Lights			\$25,000	\$25,000	
	Voice of the Fair			\$6,500	\$6,500	
	TOTAL FAIR ATTRACTIONS/ENTERTAINMENT					\$203,840
	Museum					
	Museum Building Manager			\$3,500	\$3,500	
	Board Room Bartender/Food			\$11,500	\$11,500	
	TOTAL FAIR ATTRACTIONS/ENTERTAINMENT					\$15,000

Schedule 6D - 2021 Expenses - Breakouts/Detail

ACCT. NO.	Description	No. of Hours	Detail	Amount Budgeted	
				Event	Account Totals
513	WEBSITE DEVELOPMENT				
51300	Development				
	Website Design		\$2,500		
	Saffire Hosting		\$7,200		
	Copywriting for Content Updates		\$2,500		
	Manual Updates of Contents		\$5,000		
	Map Build Out		\$0	\$17,200	
51301	Email Marketing				
	Graphics Design		\$1,200		
	Mail Chimp Services		\$4,800		
	Copywriting - 49 emails annually		\$5,500		
	Execution of emails		\$3,600	\$15,100	
51302	Social Networking - Website Blog/Facebook/Twitter				
	Post Boosting		\$4,000		
	Copywriting all social media platforms		\$20,000		
	Posting, Management, Commenting all social platforms		\$20,000		
	Social Media Design		\$3,250	\$47,250	
	Reputation Management		\$750	\$750	
513	TOTAL WEBSITE DEVELOPMENT				\$80,300
54801	PUBLICITY/PUBLIC RELATIONS - SPECIAL PROGRAMS				
	Blood Drive				
	Admission Voucher - Design by Cohen		\$1,000		
	Launch Decorations, Supplies etc		\$0		
	Banner Printing		\$150		
	Voucher Printing		\$1,000		
	Cohen Account Service		\$4,500	\$6,650	
	4.0 & Above Program				
	Design - Cohen Communications		\$1,100		
	Decorations, Supplies etc		\$0		
	Cohen Account Service		\$1,500		
	Printing brochures		\$1,000		
	Printing Postcards		\$0	\$3,600	
	Fill The Need				
	Design - Cohen Communications		\$4,000		
	Cohen - Account Service (Above & Beyond Contract)		\$0		
	Decorations, Supplies etc		\$500	\$4,500	

Schedule 6D - 2021 Expenses - Breakouts/Detail

ACCT. NO.	Description	No. of Hours	Detail	Amount Budgeted	
				Event	Account Totals
	Fresno State Vintage Days				
	Design - Cohen Communications		\$0		
	Cohen - Account Service (Above & Beyond Contract)		\$0		
	Decorations, Supplies etc		\$0	\$0	
	Fans & Followers Day				
	Design		\$0		
	Decorations, Supplies etc		\$0		
	Cohen Account Service		\$0	\$0	
	Big Band Review				
	Design		\$0	\$0	
	Craft Brew Fest				
	Design		\$500		
	Design Video		\$250		
	Printing		\$0		
				\$750	
	ShowDown E Sports Area				
	Design - Cohen Communications		\$0		
	Cohen - Account Service (Above & Beyond Contract)		\$0		
	Decorations, Supplies etc		\$0	\$0	
	Reputation Management		\$11,200	\$11,200	
54801	TOTAL PUBLICITY/PUBLIC RELATIONS - SPECIAL PROGRAMS				\$26,700

Detail of #533 - Special Repairs & Maintenance

	Acct. No.	2019 Actual	2020		2021 Prop Budget
			Final Budget	Dec Actual	
Special Repairs & Maintenance (list/supplies expense)					
Paint	53301		5,000	2,045	5,000
Landscaping	53302		2,500	5,363	2,500
Fire Marshal Permits	53311		15,000	25,969	26,000
Iron Mountain	53312			7,212	0
2019 Wine Garden Bar		6,142	2,500	0	2,500
2020 Horse Racing - track additive			8,000	0	8,000
2020 Lighting for Table Mountain Area			2,500	0	2,500
2021 Loader			0	0	82,000
2021 Fire Supression			0	0	50,000
2021 Radio			0	0	5,800
2021 Air Conditioning - 4th Floor			0	0	22,000
2021 Fiber - Sebastian			0	0	6,100
TOTAL SPECIAL REPAIRS & MAINTENANCE	53300	6,142	35,500	40,589	212,400

Schedule Cap - Detail of Capital Projects & Equipment

DESCRIPTION		Acct. No.	2019 Actual	2020		2021 Prop Budget
				Final Budget	Dec Actual	
190-00 CAPITAL PROJECTS (over \$5,000)						
		72301				
	Building Improvements	72302				
	2021 Improvements - See Schedule 533		40,589	130,500	40,589	212,400
	Land Improvements					
Sch 7	TOTALS	72300	40,589	130,500	40,589	212,400
193-00 CAPITAL EQUIPMENT (over \$5,000/unit)						
Sch 7	TOTAL	85000	0	0	0	0

**Schedule 7 - 2021 PROPERTY, PLANT & EQUIPMENT
ACQUISITIONS & DISPOSITIONS**

	Acct. No.	Actual 2019	2020		Proposed 2021
			Final Budget	Est Actual	
PROPERTY, PLANT & EQUIPMENT (PP&E), January 1:		27,063,729	27,175,677	27,116,877	27,175,677
ACQUISITIONS OF FIXED ASSETS:					
Land	191-00				
Buildings & Improvements:	192-00				
Building Improvements		28,149		0	
Construction in Progress		18,389		0	
2019 New Construction		6,142	35,500	136,141	212,400
Equipment over \$5,000		25,000		117,164	
Other Fixed Assets					
Capital Equipment	193-00				
TOTAL ACQUISITIONS OF FIXED ASSETS		77,680	35,500	253,305	212,400
TOTAL PP&E BEFORE DISPOSITIONS & DEPRECIATION		27,141,409	27,211,177	27,370,182	27,260,985
DISPOSITION OF FIXED ASSETS (Salvaged, Sold, etc.):					
Land	191-00	0	0		0
Buildings & Improvements	192-00	0	0		0
Equipment	193-00	0	0	109,197	0
Other Fixed Assets		0	0		0
Other:		0	0		0
TOTAL DISPOSITIONS OF FIXED ASSETS		0	0	109,197	0
PP&E BEFORE DEPRECIATION, December 31		27,141,409	27,211,177	27,260,985	27,260,985
DEPRECIATION:					
Accumulated Depreciation, January 1		17,171,074	17,810,036	17,810,036	18,356,988
Add: Building & Improvements					
Add: Equipment					
Less: A/D on Dispositions of Equipment above		0		(109,197)	
Add: Prior Year Adjustment		0			
Add: Annual Depreciation Expense (from Page 14 of 41)		1,340,745	1,180,374	656,149	657,000
Accumulated Depreciation, December 31		18,511,819	18,990,410	18,356,988	19,013,988
PP&E, NET OF DEPRECIATION, December 31		8,629,590	8,220,767	8,903,997	8,246,998
LONG TERM DEBT (Current & Long Term) DEBT (ASSOCIATED WITH FIXED ASSETS)		1,116,487	938,465	850,954	634,947
Less: Current Portion of Long Term Debt (21250)	Debt	(178,022)	(178,022)	(178,022)	(178,022)
Less: Long Term Debt (25520)	Debt	(938,465)	(760,443)	(672,932)	(456,925)
NET DEBT IN CAPITAL ASSETS, DECEMBER 31: (to page 1)		\$7,513,103	\$7,282,302	\$8,053,043	\$7,612,051

Schedule 8 - FAIR LABOR STANDARDS ACT (FLSA) RECREATIONAL EXEMPTION

2020 Monthly Gross Revenue

METHOD OF DETERMINING APPLICABILITY OF RECREATIONAL EXEMPTION

DO NOT INCLUDE STATE FUNDING.

January	530,861	12/31/2020
February	120,690	829,252
March	734,474	734,474
April	33,239	530,861
May	68,112	175,533
June	(19,611)	120,690
July	18,589	72,860
August	69,335	69,335
September	36,180	68,112
October	829,252	36,180
November	72,860	33,239
December	175,533	18,589
TOTAL	\$2,669,514	\$2,669,514

Lowest 6 months:	Highest 6 months:
August	October
May	March
September	January
April	December
July	February
June	November
TOTAL	TOTAL
\$205,844	\$2,463,670

The Total of the lowest 6 months divided by the Total of the highest 6 months = **8.36%**

If the result exceeds 33 1/3% or .333, your exemption is lost for 2019 and overtime should be budgeted for temporary employees accordingly.