



September 17, 2022

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

The September Board of Directors Meeting has been scheduled for **Tuesday, September 27, 2022, 3:30 p.m.** Please let us know if you will not be attending.

The following documents are enclosed:

1. September 27, 2022 Board Agenda
2. Regular Board Meeting Minutes of 8/23/2022
3. Check Register, Statement of Operations and Balance Sheet for August along with the Check Register Explanation Sheet will be forthcoming
4. 2022 State Rules Advisory Committee Meeting Letter
5. National Garlic Festival Invoice
6. Hmong Cultural New Year Celebration Invoice
7. Director of the Day and Credentials Policy
8. Proposed Options for the Board Ticket Policy

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



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



MERRILL AWARD WINNER





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

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

BOARD MEETING NOTICE

The Board of Directors of the 21st District Agricultural Association will be holding a regular monthly Fair Board meeting on
TUESDAY, SEPTEMBER 27, 2022 at 3:30 p.m.

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

Zoom Option - to participate follow this link.

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

Meeting ID: 733 994 3574 - Password: 1121

One tap mobile

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MISSION STATEMENT

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

NOTE

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

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

AMERICANS WITH DISABILITIES ACT

Pursuant to the American with Disabilities Act, individuals who, because of a disability, need special assistance to attend or participate in any 21st District Agricultural Association Board or Committee meetings, or in connection with other The Big Fresno Fair ground activities, may request assistance at the Fair Office, 1121 S. Chance Ave., or by calling 559-650-3247, during normal business hours of 9:00 a.m. to 4:00 p.m. Monday through Thursday. Requests should be made one (1) week in advance whenever possible.

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

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

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

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

AGENDA

1. **CALL TO ORDER:**
2. **PLEDGE OF ALLEGIANCE:**
3. **INTRODUCTION OF STAFF AND GUESTS:**
4. **ROLL CALL OF DIRECTORS AND DECLARATION OF QUORUM:**
Chuck Riojas, President; Terry Gonsalves, Vice President; Gary Chahil, Secretary/Treasurer; Linda Mae Balakian Hunsucker, Frank Flores, Jerry Pacheco, Annalisa Perea and Larry Salinas.
5. **CLOSED SESSION:**
Government Code - Section 11126(a)
 - a. Personnel Matter:
 1. CEO Hiring Contract Update
6. **MINUTES:** *(Action by the Board)*
 - a. Approve Board Minutes:
 1. Regular Board Meeting 08/23/2022
7. **ACKNOWLEDGE CONSENT AGENDA:** (colored pages) Item #19 thru Item #261
8. **PUBLIC COMMENT:**

Public comment is a right granted to the public. It is reserved for items that are not listed on the agenda, but under this Board's jurisdiction. Please be informed that public participation under public comment will be limited to five (5) minutes per speaker and in accordance with state law, the Board will not comment or otherwise consider such public comment item for business until and unless such item has been properly listed on the agenda at a future meeting.
9. **PROGRAM REPORT:** *(Informational)*
 - a. No Report This Month
10. **EXECUTIVE STAFF REPORT:** *(Informational)*
 - a. Report on Live and Satellite Racing
 - b. Report on Interim Events
 - c. Report on Entertainment/Ticket Sales
 - d. Report on Director's Responsibilities, Schedules and Ticket Packages
 - e. Report on Opening Ceremonies
 - f. Report on Friends of the Fair

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

a. Finance Committee

- Acknowledge August 31, 2022 Check Register in the amount of \$360,576.13.
- Acknowledge Statement of Operations dated August 31, 2022;
- Acknowledge Balance Sheets dated August 31, 2022;

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

a. Discussion on Revenue Generating Ideas

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

- a. Discussion and action by the Board on the Sales and Use Tax Allocations AB-1499.
- b. Discussion and action by the Board on the Board Ticket Policy
- c. Discussion on possible Cashless Options
- d. Discussion on Director's Room During Fair

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

- a. 2022 State Rules Advisory Committee Meeting – F2022-06

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

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

17. **FOR YOUR INFORMATION:**

Next Board Meeting – November 15, 2022, 3:30 p.m.
No Meeting in October

18. **ADJOURNMENT:**

Item #19 thru Item #44 **ACKNOWLEDGE THE FOLLOWING SERVICE AGREEMENT
FOR 2022 FAIR: EXPENSE AGREEMENTS**

Item #	19	22-066	10/05/22 to 10/16/22	Bao Vang Agrees to work in the money room with BoxOps during the 2022 Big Fresno Fair.	\$2,500.00
Item #	20	22-067	10/05/22 to 10/16/22	Donna Harris Agrees to work in the money room with BoxOps during the 2022 Big Fresno Fair.	\$2,500.00
Item #	21	22-068	10/05/22 to 10/16/22	Felicia Antonio Agrees to work in the money room with BoxOps during the 2022 Big Fresno Fair.	\$2,500.00
Item #	22	22-069	10/05/22 to 10/16/22	Taylor Campbell Agrees to assume the responsibilities as Barn Boss for the Livestock Department during the 2022 Big Fresno Fair.	\$7,000.00
Item #	23	22-070	10/05/22 to 10/16/22	Daniella Silva Agrees to assume the responsibilities as Barn Boss for the Livestock Department during the 2022 Big Fresno Fair.	\$7,000.00
Item #	24	22-071	10/05/22 to 10/16/22	Chou Vang Agrees to assume the responsibilities as Vault Monitor/Balancing during the 2022 Hmong New Year Celebration.	\$2,500.00
Item #	25	22-072	10/02/22 to 10/16/22	Samantha Downing Agrees to act as the Official Poultry Health Inspector for the Poultry for the 2022 Big Fresno Fair.	Contractor will be paid according to the scale provided by CDFA.

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Item #	26	22-073	10/02/22 to 10/16/22	Terri Wright Agrees to act as the Official Poultry Health Inspector for the Poultry for the 2022 Big Fresno Fair.	Contractor will be paid according to the scale provided by CDFA
Item #	27	22-074	10/05/22 to 10/16/22	Rawhide Express Tram Adrion C Keiffer Agrees to provide a train, and a tram that will be able to transport passengers	\$33,600.00
Item #	28	22-075	10/06/22 to 10/06/22	Edward Guzman Wild Hare is set to perform two (2) fifty (50) minute sets on the Save Mart Beer and Wine Garden stage at 8:30 pm and 9:30 pm on October 6 th during the 2022 Big Fresno Fair.	\$1,200.00
Item #	29	22-076	10/10/22 to 10/10/22	Brian P. Hillman Agrees to perform two (2) forty- five (45) minute sets on the Save Mart Beer and Wine Garden stage at 8:30 pm and 9:30 pm on October 10 th during the 2022 Big Fresno Fair.	\$1,000.00
Item #	30	22-077	10/05/22 to 10/05/22	Ted Ronell/The Monsanto Band Agrees to perform two (2) fifty (50) minute sets on the Craft Brew at 8:00 pm and 9:00 pm on October 5 th during the 2022 Big Fresno Fair.	\$1,200.00
Item #	31	22-078	10/10/22 to 10/10/22	John Hougard/The 5150 Band Agrees to play two (2) 50- minute sets on the Save Mart Beer and Wine Garden Stage at 6:00 pm and 7:00 pm on October 10 th during the 2022 Big Fresno Fair.	\$800.00

Item #	32	22-079	10/09/22 to 10/09/22	Tall Can Koozi/Adam Johnson Adam Johnson Agrees to play two (2) 45-minute sets on the Craft Brew Stage at 2:00 pm and 3:00 pm on October 9 th during the 2022 Big Fresno Fair.	\$800.00
Item #	33	22-080	10/05/22 to 10/05/22	Clarence Michael Gentry Agrees to play two (2) 50-minute sets on the Save Mart Beer and Wine Garden stage at 5:00pm and 6:00pm on October 5th during the 2022, Big Fresno Fair.	\$800.00
Item #	34	22-081	10/05/22 to 10/05/22	Jimmy Ashley Agrees to perform on the Food Truck Alley Stage from 4:00 pm - 6:00 pm and 7:00 pm - 9:00 pm on October 5 th during the 2022 Big Fresno Fair.	\$1,000.00
Item #	35	22-082	10/07/22 to 10/07/22	Max De Vivo/Foreigner Unauthorized Agrees to perform two (2) fifty (50) minute sets on the Save Mart Beer and Wine Garden stage at 8:30 pm and 9:30 pm on October 7 th during the 2022 Big Fresno Fair.	\$2,250.00
Item #	36	22-083	10/08/22 to 10/08/22	Alejo Delgado/The Box Agrees to perform three (3) 45-minute sets on the Save Mart Beer and Wine Garden Stage at 8:00 pm, 9:00 pm, and 10:00 pm on October 8 th during the 2022 Big Fresno Fair.	\$1,500.00
Item #	37	22-084	10/11/22 to 10/11/22	Debbie Zumwalt Gonzales/James Gonzales Agrees to perform two (2) 45-minute sets on the Save Mart Beer and Wine Garden stage on October 11 th during the 2022 Big Fresno Fair.	\$1,000.00

Item #	38	22-085	10/09/22 to 10/09/22	Juan Garza/Pyrograph Agrees to perform two (2) 45-minute sets on the Craft Brew stage at 9:00pm and 10:00pm on October 9 th during the 2022 Big Fresno Fair.	\$1,000.00
Item #	39	22-086	10/05/22 to 10/05/22	Jaded Agrees to perform two (2) 50-minute sets on the Save Mart Beer and Wine Garden Stage at 8:30pm and 9:30pm on October 5 th during the 2022 Big Fresno Fair.	\$1,000.00
Item #	40	22-087	10/07/22 to 10/07/22	Pamala Tiyaamornwong/ Cab Street Band The contractor agrees to perform two (2) 50-minute sets on the Craft Brew stage at 8:30pm and 9:30pm on October 7 th during the 2022 Big Fresno Fair.	\$1,000.00
Item #	41	22-088	10/11/22 to 10/11/22	Beverly (BabyBee) Greene The contractor agrees to perform two (2) 45-minute sets on the Save Mart Beer and Wine Garden stage at 5:30pm and 6:30pm on October 11 th during the 2022 Big Fresno Fair.	\$1,000.00
Item #	42	22-089	10/15/22 to 10/15/22	The Akoustiks Steve Diaz The contractor agrees to perform two (2) 50-minute sets on the Craft Brew Stage at 9:00pm and 10:00pm on October, 15 th during the 2022 Big Fresno Fair.	\$800.00
Item #	43	22-090	10/13/22 to 10/13/22	The Blu J'z/Refugio J. Silva The contractor agrees to perform two (2) 50-minute sets on the Craft Brew stage at 1:30pm and 2:30pm at the Big Fresno Fair on October 13 th .	\$1,200.00

Item #	44	22-091	09/13/22 To 10/20/22	Corey Calderwood Agrees to assume the responsibilities as the Fine Arts & Photography assistant during the 2022 Big Fresno Fair.	\$2,300.00
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Item #45 thru Item #52 **ACKNOWLEDGE THE FOLLOWING SPONSORSHIP
AGREEMENTS FOR 2022 FAIR: REVENUE AGREEMENTS**

Item #	45	22-900-S	10/05/22 to 10/16/22	Event Partnership, LLC, on behalf of Pacific Gas and Electric Agrees to be an Official Sponsor during the 2022 Big Fresno Fair.	\$10,000.00
Item #	46	22-911-S	10/05/22 to 10/16/22	A2Z Marketing Agrees to be a Sponsor during the 2022 Big Fresno Fair.	\$6,500.00
Item #	47	22-919-S	10/05/22 to 10/16/22	Event Link OBO General Motors Agrees to be an Official Sponsor during the 2022 Big Fresno Fair.	\$44,000.00
Item #	48	22-928-S	10/05/22 to 10/16/22	Sinclair Broadcast Group KMPH-TV Agrees to be the Broadcast TV Concert Sponsor for the Ice Cube, Dana Carvey and Phil Wickham concerts during the 2022 Big Fresno Fair.	\$15,000.00
Item #	49	22-930-S	10/05/22 to 10/16/22	Outfront Media Agrees to be an Official Sponsor of Live Horse Racing during the 2022 Big Fresno Fair.	\$17,350.00 Trade Value
Item #	50	22-931-S	10/05/22 to 10/16/22	iHeart Media Fresno Agrees to be the Official Sponsor of the 4.0 & Above Program and Big Band Review during the 2022 Big Fresno Fair.	\$15,000.00 Trade Value
Item #	51	22-937-S	10/05/22 to 10/16/22	Belmont Nursery Agrees to be the Supporting Sponsor of Yosemite Station during the 2022 Big Fresno Fair.	\$8,000.00 Trade Value

Item #	52	22-944-S	10/05/22 to 10/16/22	Laird Manufacturing Agrees to be the Supporting Sponsor of Live Horse Racing for the 2022 Big Fresno Fair.	\$3,250.00
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**ACKNOWLEDGE THE FOLLOWING RENTAL
AGREEMENT FOR 2022: REVENUE AGREEMENT**

Item #	53	10/29/22	Nick Mayorga 2633 E. Robinson Fresno, CA 93726	Wedding Junior Exhibits	\$705.00
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Item #54 thru Item #65 **ACKNOWLEDGE THE FOLLOWING RENTAL AGREEMENTS
FOR 2023: REVENUE AGREEMENTS**

Item #	54	1/21/23 to 1/22/23	Sports Car Club Of America c/o Audrey Tan P.O. Box 14061 Pinedale, CA 93650	AutoCross Carnival Lot	\$1,600.00
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Item #	55	2/25/23 to 2/26/23	Sports Car Club Of America c/o Audrey Tan P.O. Box 14061 Pinedale, CA 93650	AutoCross Carnival Lot	\$1,600.00
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Item #	56	3/18/23	Hidden Wealth Foundation c/o Kiran Brar 4709 N. El Capitain, #109 Fresno, CA 93722	Holi Fresno Carnival Lot	\$3,761.00
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Item #	57	3/25/23 to 3/26/23	Sports Car Club Of America c/o Audrey Tan P.O. Box 14061 Pinedale, CA 93650	AutoCross Carnival Lot	\$1,600.00
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Item #	58	4/15/23	Truckn' Lifestyle c/o Enrique Loza 2100 W. Prosperity Tulare, CA 93274	Truck Show Carnival Lot Industry Commerce	\$7,315.00
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Item #	59	5/20/23	Aleyda Rodriguez 6655 E. Flint Way Fresno, CA 93727	Baptism TableMountain Rancheria Park	\$1,367.00
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Item #	60	5/20/23 to 5/21/23	Sports Car Club Of America c/o Audrey Tan P.O. Box 14061 Pinedale, CA 93650	AutoCross Carnival Lot	\$1,600.00
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Item #	61	6/10/23 to 6/11/23	Sports Car Club Of America c/o Audrey Tan P.O. Box 14061 Pinedale, CA 93650	AutoCross Carnival Lot	\$1,600.00
Item #	62	7/15/23 to 7/16/23	Sports Car Club Of America c/o Audrey Tan P.O. Box 14061 Pinedale, CA 93650	AutoCross Carnival Lot	\$1,600.00
Item #	63	9/2/23 to 9/3/23	Sports Car Club Of America c/o Audrey Tan P.O. Box 14061 Pinedale, CA 93650	AutoCross Carnival Lot	\$1,600.00
Item #	64	11/5/2022 to 11/6/2023	Central Cal Pigeon Club 6339 S. Orange Avenue Fresno, CA 93725	Pigeon Show Greenhouse	\$910.00
Item #	65	11/11/23 to 11/12/23	Sports Car Club Of America c/o Audrey Tan P.O. Box 14061 Pinedale, CA 93650	AutoCross Carnival Lot	\$1,600.00

Item #66 thru Item #71 **ACKNOWLEDGE THE FOLLOWING CONCESSION AGREEMENTS FOR 2022: REVENUE AGREEMENTS**

Item #	66	JLQ Concessions Erica Quintero 2434 N. Leanna Avenue Fresno, CA 93737	Sale of Fruit & Aguas	25%
Item #	67	Boy Scout Pepsi Stands Tim Salyer 535 Woodworth Clovis, CA 93611	Sale of Pepsi Products	25%
Item #	68	Ryan Needham Concessions Ryan Needham PO Box 1344 Wrightwood, CA 92397	Sale of Dole Whip Ice Cream	25%
Item #	69	Ryan Needham Concessions Ryan Needham PO Box 1344 Wrightwood, CA 92397	Sale of Soft Serve Ice Cream	25%
Item #	70	Ryan Needham Concessions Ryan Needham PO Box 1344 Wrightwood, CA 92397	Sale of Sandwiches, French Fries & Chicken Tenderloins	25%

Item #	71	Brock Enterprises Andrea Ramirez P O Box 431 Yuba City, CA 95992	Sale of Dippin Dots	25%
Item #72	thru	Item #261	<u>ACKNOWLEDGE THE FOLLOWING COMMERCIAL AGREEMENTS FOR 2022 FAIR: REVENUE AGREEMENTS</u>	
Item #	72	3 Fish Hwei Hwei Brown 3430 E. Santa Clara, #13 Ontario, CA 91761	Sale of Bug Items/The Real Insect	\$3,665.00
Item #	73	3rd Times a Charm 12936 E. Ashlan Sanger, CA 93657	Livin' Local Marketplace	\$535.00 + 10%
Item #	74	4Cru Brittany Harkiewicz 5613 W. Bedford Avenue Fresno, CA 93722	Sale of Bluetooth & Speaker Tumblers	\$1,870.00
Item #	75	Action Promotions Dennis Diehl P.O. Box 2288 Carlsbad, CA 92018	Sale of Jewelry, Crystal Prisms, Pewter Pendants, Art Glass Earrings	\$3,374.00
Item #	76	African Art Trading Aliou N. Dour 12323 Carl Street Pacoima, CA 91331	Sale of Hats, Sunglasses, Hand-Dyed Clothing, Leather Animals and Jewelry	\$6,400.00
Item #	77	Aichas Wholesomes Boutique 6401 151st Street NW Gig Harbor, WA 98332	Sale of Handmade Soap & Lotions	\$4,385.00
Item #	78	Aida's Sterling Silver Endelicia S Tovar 5061 Nunes Road, Space 4 Turlock, CA 95382	Sale of Sterling Silver Jewelry	\$1,974.00
Item #	79	Airbrush Artwerks Richie Rivera 2905 Elmwood Avenue Bakersfield, CA 93305	Sale of Airbrush Shirts, Keychains, Backpacks, Belts, Hoodies, Hats, Masks	\$2,028.00
Item #	80	AK Name Rings Daniel Price PO Box 1151 Kingston, WA 98346	Sale of Custome Engraved Name Rings	\$3,878.00

Item #	81	Aliza Fashions Salim Ahmed 4498 Everson Court Merced, CA 95348	Sale of fashion & hair accessories; purses, bags, wallets	\$3,223.00
Item #	82	Allie Anime Allie Wong P.O. Box 4622 Fresno, CA 93744	Sale of Anime Merchandise	\$1,525.00
Item #	83	Aloha Pearl and Gem 4414 Maxson Road El Monte, CA 91732	Sale of Jewelry and Pearl Jewelry in Clams	\$3,850.00
Item #	84	Amanda's Custom Creations Amanda Cisneros 1216 E. George Avenue Fresno, CA 93703	Sale of custom made tumbler cups.	\$2,005.00
Item #	85	Amazon Wonders Federico Delgado 2090 N. San Joaquin Road Tucson, AZ 85743	Sale of Admission to Feeding the Birds	\$3,245.00
Item #	86	Amazon Wonders Federico Delgado 2090 N. San Joaquin Road Tucson, AZ 85743	Sale of Entry into Educational Giant Snake Trailer	\$3,900.00
Item #	87	Amazon Wonders Federico Delgado 2090 N. San Joaquin Road Tucson, AZ 85743	Sale of Entry into Educational Monkey Exhibit	\$4,550.00
Item #	88	Amazon Wonders Federico Delgado 2090 N. San Joaquin Road Tucson, AZ 85743	Sale of Taking Pictures with Birds and Reptiles	\$3,750.00
Item #	89	Amazon Wonders Federico Delgado 2090 N. San Joaquin Road Tucson, AZ 85743	Sale of Wax Hand Art	\$1,915.00
Item #	90	Analisa Lane Farms P.O. Box 918 Caruthers, CA 93609	Living Local Marketplace	\$535.00 + 10%
Item #	91	Apodaca Services 650 E. San Ysidro Blvd. San Ysidro, CA 92173	Sale of Stain Glass, Leather Seats, Tiles Frames, Ceramics, Jewelry	\$5,880.00

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Item #	92	Arrow's Native Foods LLC 360 W. Bedford Avenue, Suite 102 Fresno, CA 93711	Living Local Marketplace	\$535.00 + 10%
Item #	93	Artname Company Ynaqui Zhao 412 W. Fairview Avenue San Gabriel, CA 91776	Sale of Name Painting and Clay Sculptures	\$1,915.00
Item #	94	B&D Services/Rainbow Vacuums Juliene Steele 2497 W Shaw Avenue, #105 Fresno, CA 93711	Display of Vacuums	\$2,193.00
Item #	95	Belmont Memorial Park Heidi Feeney 201 North Teilman Fresno, CA 93706	Display of Information Cremation and Cemetery Services	\$2,030.00
Item #	96	Ben's Automotive Decor 5450 Carrizo Road Atascadero, CA 93422	Living Local Marketplace	\$535.00 + 10%
Item #	97	Black And White Art Studio Yong Ma 9409 Sunglow Court Rancho Cucamonga, CA 91730	Sale of Hand-Drawn Pictures by Charcoal Pencil	\$2,115.00
Item #	98	Bob & Ernie's Cards Calhorse 26807 Poveda Mission Viejo, CA 92691	Sale of Bob's Cards and Ernie's Cards (Tip Sheets)	\$1,161.00
Item #	99	Bobbie Ann Heinrich Lilla Rose 5475 N. Angus Street, Apt. 107 Fresno, CA 93710	Sale of Hair Accessories	\$1,743.00
Item #	100	Bokin Creations 5756 E. Bernadine Drive Fresno, CA 93727	Living Local Marketplace	\$535.00 + 10%
Item #	101	Borgil Enterprises Patrick Clauson 120 N. South Road, Unit C North Conway, NH 03860	Sale of Neck and Back Massagers, Massage Guns	\$3,845.00

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Item #	102	Bright White Smiles 24875 Eaton Lane Laguna Beach, CA 92677	Teeth Whitening Treatment	\$1,705.00
Item #	103	Buirschwood Construction Shaun Buirsch 5442 Columbia Drive South Fresno, CA 93727	Display of Window & Patio Cover Advertisements, Sliding Glass Doors & Patio Door	\$1,866.00
Item #	104	California Apparel Richard Qiao Yu 2771 Oxford Lane Tracy, CA 95377	Sale of Socks, Shoe Charms and Cell Phone Pop Sockets.	\$4,039.00
Item #	105	California Department of Corrections and Rehab Office Of Peace Officer Selection 10000 Goethe Road, #C2 Sacramento, CA 95827	Display of Information for Employment Oppportunities	\$1,650.00
Item #	106	California DMV Jefferson Lieberman 2570 24th Strett, M5-H162 Sacramento, CA 95818	Display and Distribution of DMV Information.	\$2,792.00
Item #	107	California Solutions Christine Carugatti P.O. Box 448 Quartzsite, AZ 85346	Sale of CBD Products and Natural Products without CBD.	\$2,175.00
Item #	108	Calipso Enterprises Faviola Ledezma 5905 Genoa Drive Bakersfield, CA 93308	Sale of Hats, Toys, Jewelry, Mexican Imports, Purses	\$3,948.00
Item #	109	Cellular Innovations Alfonso Ramirez 6101 Gateway West, # 520 El Paso, TX 79925	Sale of Phone Assessories	\$3,830.00
Item #	110	Challen Hats Charlene Allen 190 Glen Eagle Way Vacaville, CA 95688	Sale of Ultra Braid/Fedora/Ribbon/Cowboy /Outback Hats and Visors	\$2,450.00
Item #	111	Chapman Fashions Nancy Chapman 40108 Hwy 49-C PMB 415 Oakhurst, CA 93644	Sale of Toe Rings and Body Jewelry	\$4,871.00

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Item #	112	Damsel In Defense Chelle Austin 9530 Hageman Road, #B177 Bakersfield, CA 93312	Sale of Personal Safety Products	\$1,880.00
Item #	113	Club Nirvana, Inc. 6806 Fallbrook Court Granite Bay, CA 95650	Promote CBD Oil, Ointments and Creams, Edibles, and Vape Cartridges	\$2,061.00
Item #	114	Colledi Designs 2525 E. Malaga Avenue Fresno, CA 93725	Livin' Local Marketplace	\$535.00 + 10%
Item #	115	Cooper Rocky Designs 618 W. Los Altos Avenue Clovis, CA 93612	Livin' Local Marketplace	\$535.00 + 10%
Item #	116	Cottage Crafts by Kris Godfrey 221 W. Herndon Ave., Sp. 3 Fresno, CA 93650	Livin' Local Marketplace	\$535.00 + 10%
Item #	117	Country Crafts by Amanda & Kimi 2828 Armstrong Avenue Clovis, CA 93611	Livin' Local Marketplace	\$535.00 + 10%
Item #	118	Crocs Planet Diego Gonzalez 1010 Flora Street Barstow, CA 92311	Sale of Crocs Footwear & Crocs Charms	\$1,555.00
Item #	119	Custom City DbA Eagle Hats Rafael Hoenigsberg 15433 W. Telegraph Road Santa Paula, CA 93060	Sale of Various Hats	\$2,475.00
Item #	120	Cutco Cutlery Bryan Ragle 322 Houghton Avenue Olean, NY 14760	Sale of Cutlery, Culinary Tools, BBQ & Garden Tools, Scissors and Sporting Knife	\$8,192.00
Item #	121	Dandy Souvenirs Lucia Perez 2021 S. Sarah Street Fresno, CA 93721	Sale of Inflatable, Light Up, and Bubble Items, Hats, Toys	\$12,165.00
Item #	122	Danger Aware Organization Jennifer Davis 433 East Keats Avenue, #10 Fresno, CA 93710	Child Safety Educational Booth	\$1,716.00

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Item #	123	Dicansan Company All That Glitters 39551 San Ignacio Road Hemet, CA 92544	Sale of Custom Made Jewelry By The Inch	\$2,725.00
Item #	124	Dirty Laundry Clothing Edgar Aviles 7555 Catawba Drive Fontana, CA 92336	Sale of Clothing	\$3,618.00
Item #	125	Dirty Laundry Clothing Edgar Aviles 7555 Catawba Drive Fontana, CA 92336	Sale of Apparel	\$3,843.00
Item #	126	Dusty Blue Studio 3739 Highclere Way Clovis, CA 93619	Livin' Local Marketplace	\$535.00 + 10%
Item #	127	Earbangers Santos Camacho 26571 Normadale Drive Lake forest, CA 92630	Sale of Cell Phone Accessories	\$3,205.00
Item #	128	Edgy Gypsy Boutique 4712 Polo Club Drive Bakersfield, CA 93312	Livin' Local Marketplace	\$6,35.00
Item #	129	Energy House Stevon Combs 122 E. Bullard Avenue Fresno, CA 93710	Sale of Portable Spas	\$12,530.0 0
Item #	130	Erkin Henna Body Art Orhan Erkin 11409 Wakehurst Court Bakersfield, CA 93311	Sale of Henna Body Art	\$1,974.00
Item #	131	Evernice Trading Lucy Sui 1105 Vasquez Avenue Sunnyvale, CA 94086	Sale of Anime Items	\$3,335.00
Item #	132	Fat Straw Cafe Jim Chen 980 Murrieta Blvd. Livermore, CA 94550	Sale of Cotton Candy Flowers	\$2,240.00

Item #	133	Fresno County Democratic Party Magdalena Gomez 1033 U Street Fresno, CA 93721	Display of Voter Registration	\$2,135.00
Item #	134	Fresno County Republican Party 770 E. Shaw Ste 220 Fresno, CA 93710	Display of Republican Information and Donations for Election Materials	\$2,986.00
Item #	135	Fun 4 a Day Jose Navarro 3623 N. Verbena Drive Rialto, CA 92377	Sale of Power Jump/Walk on Water	\$1,420.00
Item #	136	G H Wholesale 1820 West Cortland Avenue Fresno, CA 93705	Sale of Sports Memorabilia	\$3,805.00
Item #	137	Gabriel Printing Corp Sergio Gutierrez 7540 Scout Avenue Bell Gardens, CA 90201	Sale of Apparel	\$1,900.00
Item #	138	Garhua Music Roberto Cevallos 214 E. Spruce Street Ontario, CA 91761	Sale of Musical Instruments, Bracelets, Mex Pictures, Flags, Toys, Dreamcatchers	\$3,978.00
Item #	139	Gateway Ice Center Jeff Blair 2473 N. Marks Avenue Fresno, CA 93722	Ice Skating	\$2,205.00
Item #	140	Geoshi Designs Shigemi Radzwill 11718 S. Hunter Avenue Yuma, AZ 85367	Sale of All Natural Jewelry Cleaner, Polishing Cream, and Tarnish Remover	\$2,150.00
Item #	141	Glam Ma's Bowtique Penny Kyle 1185 N. Academy Drive Hanford, CA 93230	Sale of Bows, Children's Shoes and Clothing, Bummies, Infant Sleep Sacks	\$3,425.00
Item #	142	Glittery, LLC 5080 Mother Lode Drive Shingle Springs, CA 95682	Sale of Face Painting	\$6,683.00

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Item #	143	Graffic Traffic Ron Graff 772 Jamacha Road, PMB 159 El Cajon, CA 92019	Sale of Cartoon Caricature Faces and Body	\$3,630.00
Item #	144	Grandma's Old Fashion Butter Bunches 3487 E. Redlands Avenue Fresno, CA 93726	Livin' Local Marketplace	\$535.00 + 10%
Item #	145	H & H Brands James Sauer 18313 118th Avenue Puyallup, WA 98374	Sale of Salsa Mix	\$2,350.00
Item #	146	H & W Co. Grace Wu 5270 Garlenda Drive El Dorado Hills, CA 95762	Sale of Handmade Leather Crafts in Various Animals or Flowers Styles	\$3,330.00
Item #	147	Hall's Handcrafted Hardwoods 869 Legacy Drive Lemoore, CA 93245	Livin' Local Marketplace	\$535.00 + 10%
Item #	148	Happy Day Pony Ride Chance Boeger 3025 Cherokee Road Cherokee, CA 95965	Sale of Pony Rides and Photos	\$6,150.00
Item #	149	Hawaiian Jewelry Inc. Mei Chu Chang 20148 E. Temple Avenue Walnut, CA 91789	Sale of Hawaiian Jewelry	\$3,825.00
Item #	150	Heavenly Butterfly Bakery 2912 N. Fairway Street Visalia, CA 93291	Livin' Local Marketplace	\$535.00 + 10%
Item #	151	Hidey Style LLC Shannon Kehrner 9230 Canford Street Pico Rivera, CA 90660	Sale of Apparal	\$1,690.00
Item #	152	Hidow (DNA Marketing LLC) Dedrick Oakes 8608 Lakota Street Las Vegas, NV 89123	Sale of Tense Units	\$2,505.00

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Item #	153	Hmong Needlework Keomany Lee 565 Barbara Avenue Sanger, CA 93657	Sale of Handmade Hmong Clothing and Accessories	\$1,794.00
Item #	154	House Of Pistachios Vince Sehgal 5646 W.Phillips Street Ontario, CA 91762	Sale of Pre Packaged Dried Fruits, Nuts and Candies	\$7,310.00
Item #	155	Hygge Hugs by Sandra 36443 Fender Avenue Madera, CA 93636	Livin' Local Marketplace	\$535.00 + 10%
Item #	156	I Love Wreaths by Lucy P.O. Box 2727 Clovis, CA 93619	Livin' Local Marketplace	\$535.00 + 10%
Item #	157	I Wake Bake and Make 2728 E. Michigan Avenue Fresno, CA 93703	Livin' Local Marketplace	\$535.00 + 10%
Item #	158	Indo Craft Alex Lamdjani 331 S. Electric Avenue Alhambra, CA 91803	Sale of Hawaiian Clothing and Woodcrafts	\$3,994.00
Item #	159	Industrial Gypsy Rock Shop P.O. Box 66 Coarsegold, CA 93614	Livin' Local Marketplace	\$535.00 + 10%
Item #	160	Instant Shine Cleaners Joseph Oubejja 5325 Columbia Road Columbia, MD 21044	Sale of Instant Cleaning Materials	\$3,250.00
Item #	161	International Treasures Genevieve Diaz 2824 W. Calle Vista Drive Rialto, CA 92377	Sale of Clothing, Jewelry, Toys, and Hair Accessories	\$5,496.00
Item #	162	Itoyz Victor Rady P.O. Box 41331 Bakersfield, CA 93384	Sale of Activated Masks, Light Up Ears & Mouth Pieces, Toys, LED Helium Balloons	\$1,900.00
Item #	163	J & A Raingutters, Inc. 5320 S. East Avenue Fresno, CA 93725	Display/Sale of Raingutter Systems	\$2,205.00

Item #	164	JB Accessories John Brizendine 34634 Gobar Road Lucerne Valley, CA 92356	Sale of Metal Signs	\$7,125.00
Item #	165	JB Marketing Group Bill Khoo 3129 Hacienda Blvd., #378 Hacienda Heights, CA 91745	Sale of Sports Team Merchandise	\$2,323.00
Item #	166	JEM Restaurant Management dba Wendy's/KFC Kris Stuebner 312 W. Cromwell Avenue Fresno, CA 93711	Display of Information for Employment Opportunities/Turkey Sales, Spinning Whee	\$1,641.00
Item #	167	Jerky Hut Tracy Hood 9612 Lake Pyramid Court Bakersfield, CA 93312	Sale of a Variety of Jerky Meats and Flavors	\$1,885.00
Item #	168	John G. Lake Apostolic Healing Center Tina Mancebo 480 N. Fulton Ave. Fresno, CA 93701	Informational Booth - Religious	\$2,561.00
Item #	169	Johnson Woodworks Charolette Johnson 12215 38th Place Yuma, AZ 85367	Sale of Metal Signs, License Plate Frames, Dog Tags, Stickers	\$4,343.00
Item #	170	Julianna's Art Galley 1369 N. San Pablo Avenue Fresno, CA 93728	Livin' Local Marketplace	\$535.00 + 10%
Item #	171	Just Simple Ingredients 7664 N. Meridian Avenue Fresno, CA 93720	Livin' Local Marketplace	\$535.00 + 10%
Item #	172	Kadija Fashion David Afschar 25725 Durrwood Court Castro Valley, CA 94552	Sale of Clothing, Dresses, Tops, Hats and Vests	\$3,689.00
Item #	173	Kandie's Candie 40722 Quailview Drive Oakhurst, CA 93644	Livin' Local Marketplace	\$535.00 + 10%

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Item #	174	Kasandra Ivy Jewelry Kasandra Ivy 1560 School Street Anderson, CA 96007	Sale of Sterling Silver Jewelry	\$3,380.00
Item #	175	Katerina's Natural Katerina Emily Morales 12177 3rd Street, Space 72 Yucaipa, CA 92399	Sale of Natural Remedie, Soap and Lotions	\$2,150.00
Item #	176	Khausak Imports Diego Morocho 8521 Fireside Avenue San Diego, CA 92123	Sale of Import Clothing, Toys	\$3,515.00
Item #	177	Kitchen Holders Scott Clarkson 9850 Hathaway Road Newcastle, CA 95658	Sale of Gripstic	\$1,690.00
Item #	178	KJ Stitch 921 Panorama Drive Bakersfield, CA 93305	Livin' Local Marketplace	\$535.00 + 10%
Item #	179	Kritter Kids 21296 Road 180 Lindsay, CA 93247	Livin' Local Marketplace	\$535.00 + 10%
Item #	180	L H Aromatherapy Lior Heller 2591 Fair Oaks Ave., #133 Altadena, CA 91001	Sale of Aromatherapy Products	\$1,630.00
Item #	181	L. A. International Marketing Larry Tajchman 2105 Foothill Blvd. #B380 LaVerne, CA 91750	Sale of Neck & Back Massagers, Electric Scooters & Body Vibration Machines	\$3,985.00
Item #	182	Lakeside Scissors Sales Rheba Malone 2495 Fruitridge Road Sacramento, CA 95822	Sale of Scissors, Magnifiers, Specialty Pliers, and Specialty Tweezers	\$4,421.00
Item #	183	LeafFilter North, LLC Charles Smithers 1595 Georgetown Road Hudson, OH 44236	LeafFilter Gutter Protection	\$1,723.00

Item #	184	LeafFilter North, LLC Charles Smithers 1595 Georgetown Road Hudson, OH 44236	LeafFilter Gutter Protection	\$2,198.00
Item #	185	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	\$2,180.00
Item #	186	Light it Up 1422 Elgin Way Corona, CA 92879	Sale of Light Up Masks and T- Shirts	\$1,690.00
Item #	187	LisaZ PieceZ 40108 Hwy 49C, PMB 123 Oakhurst, CA 93644	Livin' Local Marketplace	\$535.00 + 10%
Item #	188	M & D Honey Mike Tolmachoff 24525 Avenue 7 1/2 Madera, CA 93637	Sale of Honey Products	\$2,179.00
Item #	189	M & E Sales Kevin Mach 150 W. 88th Street, #114 Bloomington, MN 55420	Sale of Outdoor Patio Umbrellas and 3-Wheel Electric Scooters	\$4,800.00
Item #	190	Madera's Queen Honey LLC 1015 Central Place Madera, CA 93637	Livin' Local Marketplace	\$535.00 + 10%
Item #	191	Manzanita Art Design 40776 Garnet Creek Lane Coarsegold, CA 93614	Livin' Local Marketplace	\$535.00 + 10%
Item #	192	Margaret Hudson's Earth Arts Studio 1946 E. Swift Fresno, CA 93726	Livin' Local Marketplace	\$535.00 + 10%
Item #	193	Marilyn n Me 26809 Club Drive Madera, CA 93638	Livin' Local Marketplace	\$535.00 + 10%
Item #	194	Mary Kay Products Evelyn Nail 255 Greenwood Avenue Sanger, CA 93657	Display of Mary Kay Products	\$2,237.00

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Item #	195	Master Sprinkles 8395 S. Elm Avenue Fresno, CA 93706	Living' Local Marketplace	\$535.00 + 10%
Item #	196	MC Silver Jewelry 1311 Caminito Gabaldon Mission Valley, CA 92108	Sale of Fine Silver Jewelry, European Necklaces & Rings	\$2,370.00
Item #	197	Merch is Life, Inc. (Novo Los Angeles) Chief N Gcaba 5743 1/2 Case Avenue North Hollywood, CA 91601	Sale of Apparel	\$3,205.00
Item #	198	Mi Pequena Princesita Jose Calderon 11349 Cascada Way San Diego, CA 92124	Sale of Children Clothing & Shoes, Hair Accessories, Candle Sets, Keepsakes	\$2,800.00
Item #	199	Mini Boba Botique 11153 Lousie Avenue Granada Hills, CA 91344	Sale of apparel with sayings and pictures of Boba	\$1,705.00
Item #	200	MJB Woods P.O. Box 2312 Tulare, CA 93274	Living' Local Marketplace	\$535.00 + 10%
Item #	201	Moises Cuevas 630 W. 6th Street Azusa, CA 91702	Sale of Mexican Candy	\$4,051.00
Item #	202	Mother Manifest Custom Creations 6778 E. Lane Avenue Fresno, CA 93727	Living' Local Marketplace	\$535.00 + 10%
Item #	203	Music Boxes And Things Rosa Godoy 432 Fairview Ave. Madera, CA 93637	Sale of Toys, Stuffedies, Anime, Jewelry, 3D Pictures, Purses, Misc Bags, Lanyards	\$7,360.00
Item #	204	Music Boxes And Things Rosa Godoy 432 Fairview Avenue Madera, CA 93637	Sale of Toys, Jewelry, 3D Pictures, Purses, Anime, Wallets, Misc Bags, Lanyards	\$5,294.00
Item #	205	New England Leatherworks Harry Bakshani P.O. Box 18348 Encino, CA 91416	Sale of Leather Products	\$3,230.00

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Item #	206	Ohana Hawaiian Jewelry Thomas Nguyen 9932 Wingate Drive Westminster, CA 92683	Sale of Sterling Silver, Stainless Steel, and Titanium Jewelry	\$4,787.00
Item #	207	Old Tyme Photos Amber Greene 39364 Washburn Lane Oakhurst, CA 93644	Sale of Portraits, Wallets, Digital Media, Frames, and Posters	\$4,473.00
Item #	208	Oliver Livestock Kristina Oliver 3700 Tepusquet Road Santa Maria, CA 93454	Camel Rides	\$720.00 +15%
Item #	209	One Love King Alioune Diouck 1028 West Norberry Lancaster, CA 93534	Sale of African clothing, bags, bucket hats, sunglasses	\$2,470.00
Item #	210	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Collapsible Stools	\$3,271.00
Item #	211	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Primo Peeler	\$3,221.00
Item #	212	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Ceramic Curling Irons and Flat Irons	\$3,246.00
Item #	213	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Bamboo Pillows and Sheets	\$3,992.00
Item #	214	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Garlic Graters	\$2,246.00
Item #	215	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Ceramic Curling Irons and Flat Irons	\$4,271.00

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Item #	216	Paul's Products Paul and Lisa Patterson 5100 Porter Ranch Road Garden Valley, CA 95633	Sale of Play Sand and Dough	\$1,746.00
Item #	217	Payton Photos (The Photoshop) 9109 Hwy 14 South Yellville, AR 72687	Sale of Black and White Photos	\$4,500.00
Item #	218	Pedroza Arts Luis Pedroza 4810 Beck Avenue Bell, CA 90201	Sale of Henna Art, Jewelry, Mexican Products, Toys	\$4,406.00
Item #	219	Pennsylvania Pastries 2480 Buckingham Way Clovis, CA 93611	Livin' Local Marketplace	\$535.00 + 10%
Item #	220	Petite Jewel Box Katrina Hartounian 601 Palm Drive, #108 Glendale, CA 91202	Sale of Thermoses, Insulated Cups & Bags	\$2,355.00
Item #	221	Pibe Sports Edgar Cuyuch 8356 5th Street, Apt. 219 Downey, CA 90241	Sale of Soccer Balls & Apparel, T-Shirts, Pins, Patches, Rock Accessories, Masks	\$5,696.00
Item #	222	Pretty Pickie LLC 1742 Dennis Avenue Clovis, CA 93611	Livin' Local Marketplace	\$535.00 + 10%
Item #	223	Quality Home Services Rachel Rios 4936 E. Ashlan Avenue Fresno, CA 93726	Sale of Water Treatment, Solar Power, and Generator Services	\$2,046.00
Item #	224	Railroad BBQ Co. P.O. Box 1196 Paso Robles, CA 93447	Livin' Local Marketplace	\$535.00 + 10%
Item #	225	Raja Fashion USA Deepak Kamboh 7195 Cherrywood Court Highland, CA 92346	Sale of Wallets, Fanny Packs, Backpacks, Leather Goods	\$2,165.00
Item #	226	Ravyn Ranch 7081 N. Marks Avenue, Suite 104 PMB 364 Fresno, CA 93711	Livin' Local Marketplace	\$535.00 + 10%

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Item #	227	R-Bar-G 18507 Ridgeway Drive Madera, CA 93638	Livin' Local Marketplace	\$635.00
Item #	228	Red Fern Ent. Inc. Leanne Ryan 4168 N. Pecos Road, #102 Las Vegas, NV 89115	Sale of Room Heaters, Slim Tread Machines, Foot Massagers, Air Coolers	\$5,145.00
Item #	229	Reverent Coffee Company 48930 Royal Oaks Drive Oakhurst, CA 93644	Livin' Local Marketplace	\$535.00 + 10%
Item #	230	Right To Life Of Central California Catherine Christensen 1742 E. Griffith Way Fresno, CA 93726	Display of Brochures on Fetal Development, Abortion Consequences	\$4,157.00
Item #	231	Sandy & David Hall dba Sassy Diamond Diva Sandy Hall 10680 18 3/4 Avenue Lemoore, CA 93245	Sale of Paparazzi Jewelry	\$3,850.00
Item #	232	Scentsy Linda Oliver 7225 N. Meridian Road Meridian, ID 83646	Sale of Scentsy Warmers and Accessories, Wickless Candles	\$1,830.00
Item #	233	Scootaround Chad Stott 7703 Kingspointe Pkwy Orlando, FL 32819	Sale of Mobility Rentals	\$4,310.00
Item #	234	Sea Cay LLC, dba Love R Pets 2131 W. Republic Springfield, MO 65807	Sale of Pet Brush	\$1,690.00
Item #	235	Sew Tammy Sews 32276 Sycamore Road Tollhouse, CA 93667	Livin' Local Marketplace	\$535.00 + 10%
Item #	236	Sheabutters & Oils by Roni 6549 N. Palm Avenue, #147 Fresno, CA 93704	Livin' Local Marketplace	\$535.00 + 10%
Item #	237	Skywolf's Gallery Joseph Martinez P.O. Box 13004 Jackson, WY 83002	Sale of Indian Craft Items	\$3,705.00

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Item #	238	So. Cal Arts 19643 E. Chandler Heights Queen Creek, AZ 85142	Sale of Framed Poster Art	\$3,755.00
Item #	239	Sports Card Emporium P.O. Box 117 Mountain View, CA 94042	Sale of Sports Items and Collectibles	\$2,163.00
Item #	240	Sports Fun Don Brewer 1470 E. Griffith Way, Apt. 203 Fresno, CA 93704	Sale of Sports Items and Collectibles, Caps, Posters, Toys, Sunglasses, Jewelry	\$1,515.00
Item #	241	Stamped & Co 1062 Prosperity Drive Lemoore, CA 93215	Livin' Local Marketplace	\$535.00 + 10%
Item #	242	Stitching Dreams Roberto Flores 1155 S. Althea Avenue Rialto, CA 92376	Sale of Custom Embroidery on Hats, Aprons, Sweatshirts, Bibs, Backpacks	\$4,565.00
Item #	243	Stockdale Solar Matt Digirolamo 12422 Jomani Drive Bakersfield, CA 93314	Sale of Solar Power Installation	\$2,150.00
Item #	244	Sub-Zero Freeze Dried LeAnne Prachasaisoradej 720 Fenway Lane SW Tumwater, WA 98512	Sale of Sub-Zero Freeze Dried Candy	\$1,900.00
Item #	245	Sugar & Spiked Beautique Ranessa Villalba 11731 Merit Lane Whittier, CA 90601	Sale of Art Inspired Purses	\$3,340.00
Item #	246	Sundance Engraving Dan Tu 14746 Ash Circle Chino Hills, CA 91709	Sale of Personalized Photo Keychains, Posters, Phone Cases, Magnets	\$4,400.00
Item #	247	SweeT's Treats 1046 Carmelita Avenue Clovis, CA 93619	Livin' Local Marketplace	\$535.00 + 10%
Item #	248	Sylvester Co dba Hot Mess 352 W. Spruce Avenue Lemoore, CA 93245	Sale of T-Shirts, Leggings, Dresses, Socks, Hats, Sublimation tems with sayings	\$1,705.00

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Item #	249	The Range Pistol Club/Police Science Institute Robert Simpson 515 N. Gates Avenue Fresno, CA 93722	Display of Information on Membership Opportunities	\$1,500.00
Item #	250	Touch of Fantasy Joaquin Millan 4585 E. Kings Canyon Road Fresno, CA 93702	Sale of Disney and Hello Kitty Products, Toys, Jewelry, Bags, Keychains	\$3,876.00
Item #	251	Touch Of Purple Dale Davis 5372 Santa Monica Garden Grove, CA 92845	Sale of Purple Jewelry Cleaner and Multi-Purpose Cleaner	\$2,180.00
Item #	252	Tupperware Terri Frantz 250 F Street Lemoore, CA 93245	Sale of Tupperware	\$1,961.00
Item #	253	Uptown Enterprises Geoffrey Gray 78365 Highway 111, #298 La Quinta, CA 92253	Photo Booth	\$4,548.00
Item #	254	US Gifts Pheng Tang 1438 Balboa Street San Francisco, CA 94118	Sale of Jewelry	\$2,360.00
Item #	255	Winged Artistry 3215 E. Ashcroft, 104 Fresno, CA 93726	Livin' Local Marketplace	\$535.00 + 10%
Item #	256	Woodworks by Yorgos 1050 E. Herndon Avenue, Apt. 241 Fresno, CA 39720	Livin' Local Marketplace	\$535.00 + 10%
Item #	257	World of Gifts 1015 S. 7th Street San Jose, CA 95112	Sale of Light Up Masks, Glasses, and Hats	\$1,800.00
Item #	258	Yosemite Mountain Candle 45345 Sunrise Drive Ahwahnee, CA 93601	Livin' Local Marketplace	\$535.00 + 10%
Item #	259	Yosemite Sign Company P.O. Box 262 Bass Lake, CA 93604	Sale of Carved Wood Signs	\$3,948.00

Item #	260	Your Natural Healthcare Rose Chastain 484 Lakepark Avenue, #488 Oakland, CA 94610	Sale of Natural Botanical Creams	\$2,045.00
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**ACKNOWLEDGE THE FOLLOWING JUDGES
FOR 2022 FAIR: EXPENSE AGREEMENTS**

Item #	261	Travis Heffner 4215 Keith Lane Chico, CA 95973	Junior Livestock	\$300/Day + Mileage & Hotel
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**MINUTES
21ST DISTRICT AGRICULTURAL ASSOCIATION
BIG FRESNO FAIR
BOARD OF DIRECTORS MEETING
AUGUST 23, 2022 AT 3:30 PM**

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

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

ITEM #1. CALL TO ORDER:

The meeting was called to order at 3:30 p.m. by President Riojas. Those in attendance were: President Chuck Riojas, Vice President Terry Gonsalves, Directors Linda Mae Balakian Hunsucker, Gary Chahil, Frank Flores, Jerry Pacheco; Chief Executive Officer Lauri King, AGPA Christina Estrada, Events Coordinator Taylor Childers, Sr. Maintenance Worker Nicholas Heckman, Satellite Supervisor Ruben Gastelo, past Director Gabriel Hernandez; Sarah Pelle with CDFA, John Alkire & Debbie Jacobsen with Friends of the Big Fresno Fair, Don and Jerry Hunsucker.

ITEM #2. PLEDGE OF ALLEGIANCE:

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

ITEM #3. INTRODUCTION OF STAFF AND GUESTS:

Chief Executive Officer Lauri King introduced the Fair staff and asked for each staff member to introduce themselves, say which department they worked for and how long they've been with the Fair: Dianne Nuckols, Accounting, 6 years; Hayley Hall, Accounting, 1 month; Peggy Bissell, Livestock & Exhibits, 5 years; Lorena Devincenzi, Accounting, 1 year; Lisette Gonzalez, Administration/Customer Service, 3 months; Tim Ellis, Vendor Coordinator, 2 months; Cinnamon Howell, Accounting, 6 years, Nick Heckman, Maintenance & Network Administration, 15 years; Ruben Gastelo, Horse Racing, 20 years; Victor Felan, Box Office Manager, 6 years. CEO King thanked the staff for coming and for the amazing job they do.

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

President Riojas called roll and a full quorum was declared. Directors Annalisa Perea and Larry Salinas were excused absences.

ITEM #5. CLOSED SESSION:

Government Code – Section 11126(a)

1. Personnel Matter:

a. CEO Hiring Contract Update

The meeting reconvened in open session, President Riojas reported out that no action was taken.

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

A. Approve Board Minutes:

1. Regular Board Meeting 06/28/2022

MSP (Chahil - Pacheco) to approve the Board minutes.

Director Pacheco asked regarding the Save Mart/Food Maxx agreement and if the organization was making a donation to the Fair. CEO King explained that Save Mart and Food Maxx are the exclusive pre-sale outlets for the Fair and will be selling our tickets.

Director Hunsucker stated that in 2021 Save Mart sponsored the Fair for \$90,000 and \$8,000 in gift cards, what were the gift cards used for. CEO King explained the gift cards were used for providing snacks or beverages for meetings, the VIP room, Fair Education breakfasts, livestock department for judge's lunches and such. Director Pacheco asked who handles the gift cards. CEO King explained the gift cards are handled through our accounting department which are kept in the safe and checked out. Director Hunsucker asked about the Elbow Room sponsorship of gift cards and where those were used. CEO King reported that the Elbow Room gift cards were used for client lunches. The Big Fresno Fair uses all sponsorship trade gift cards for public relations, meetings with client and social media giveaways.

Roll Call Vote:

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

ITEM #7. ACKNOWLEDGE CONSENT AGENDA (COLORED PAGES) ITEM #19 THRU ITEM #170:

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

Director Hunsucker asked about the trade agreements with Allied Storage and Lamar Advertising. CEO King explained that we trade goods for tickets to the Fair. Allied Storage we use mobile offices and storage containers and for Lamar we trade part of our order for FAX-Bus billboard advertising. Director Pacheco asked if the contracts for Brad Jaurique Presents and Valdivia Marketing Group were the same as years past. CEO King responded that it is the same contract as years past. The Fair makes money on the gate admission and the promoter keeps their concert ticket sales. Director Pacheco asked about the Toyota sponsorship for \$90,000 and wanted to know if the car for the 4.0 and Above was included. CEO King explained that the \$90,000 was a cash sponsorship for the title sponsor of the concert series and the other Toyota sponsorship was for the value of the donated car.

Roll Call Vote:

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

ITEM #8. PUBLIC COMMENT:

No public comment.

ITEM #9. PROGRAM REPORT: (Informational)

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

Sr. Maintenance Worker Nick Heckman presented a PowerPoint showcasing many needs on the Fairgrounds. Below are the projects that were covered:

- High Voltage Cleaning/Testing/Inspection
- Replacement of 4th Floor Cooling Tower
- Storm Water Lift Station Repair/Assessment
- Asphalt Replacement Phase II
- Grandstand Faulty Sewer Pipe
- High Pressure Sewer Cleaner - Cleaning of Sewer Main Trunks
- Replacement of Aged Equipment
- Revamp and/or Replacement of N. Grandstand Cooling Tower
- 72" or Larger Mowing Unit
- Worker Retention
- Replacement of Livestock Building
- Add Heaters to South End of Grandstand
- Evaporative Cooler Replacement
- Park Area Needs Longevity Assessment

ITEM #10. EXECUTIVE STAFF REPORT: (Informational)

a. Report on Live and Satellite Racing:

Satellite Supervisor Ruben Gastelo reported that satellite is having a great year, the handle is up about \$340,000 on track and ADW is down about \$230,000 but the ADW commission is up approximately \$120,000. Our attendance is up about 2,000 people and total commission is up roughly \$130,000. Ruben reported that he and his crew are doing improvements to the grandstand including new paint and getting things cleaned up for live racing. Reported that he traveled to Cal Expo to meet with horsemen, CARF and took an employee to get licensed with CHRB. Director Gonsalves asked if night racing was going well. Ruben stated that he was pleasantly surprised how well it was doing.

b. Report on Interim Events:

Event Coordinator Taylor Childers reported that even with our Fair preparation she continues to book new events daily and is turning away rentals daily.

She secured a large event in November with the Ag Center of Merced for an Ag Expo. They will be having a large named country act on the Paul Paul Theater. Director Pacheco asked if for an event like this we would do metal detectors, Taylor stated that it depends on the demographics that the event will draw and if the promoter wants the added level of security.

Director Flores asked when the facility is used for events do we rent the facility for a certain amount. Do we provide security, janitorial and ambulance? Taylor and CEO King explained that we charge a base rental fee for each building and for some large events we assist the renter in booking those services as we have establish relationships with these vendors. The cost is then added to the renter's final rental expense sheet. The renter is responsible for all of these additional services. Director Hunsucker asked why did we paid for these items for the garlic festival. CEO King explained that all of these items are a pass through with large events. The Fair collects the ticket/gate sales and pays the bills then gives the renter the difference. Director Hunsucker asked if the garlic festival was paid back \$152,000 and CEO King stated yes, we paid them the remaining balance of gate sales after expenses.

c. Report on Entertainment/Ticket Sales:

CEO King reported the sales report was emailed and passed out. The top show continues to be Dwight Yoakam, Ice Cube second and Midland in third, disappointed in how Phil Wickham is selling at the moment but hoping he will pick up. All entertainment shows are on sale and selling well.

d. Report on Friends of the Fair:

Friends of the Fair CEO John Alkire reported that the museum has been very busy with tours and rentals. The John Lawson tank will be up soon and installation is being donated by Powers Construction. Jim & Debbi Christian purchased the large cobra sculpture. There was a group from Measure P to review the museum and proposal. Mr. Alkire wanted to request permission to hang a few signs on the south side of the Museum including the Fresno Bee and Luigi's. Director Flores asked CEO Alkire if during the Friends of the Fair meetings if there was ever any discussion about partnering with the Fair to do some of the much needed maintenance projects. CEO Alkire responded that yes the Friends of the Fair board is and always will be committed to making the Big Fresno Fair the best it can be and that the only organization they can support is the Fair. CEO Alkire also said that respectfully the Big Fresno Fair is sitting on \$8 million dollars and the Friends of the Fair is sitting on \$350,000. Friends of the Fair can help with many projects.

President Riojas requested to shift the order of business and move to Old Business and New Business as he has to leave early for another meeting and the Board can go back to committee reports.

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

A. Finance Committee:

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

The Board asked if staff could create a profit and loss for large events like the Hmong New Year and the National Garlic Festival.

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

Roll Call Vote:

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

- Acknowledge Statement of Operations dated June 30, 2022 and July 31, 2022:

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

Roll Call Vote:

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

- Acknowledge Balance Sheet dated June 30, 2022 and July 31, 2022:

Director Flores and Director Pacheco both asked about the deferred revenue on the balance sheet, the leave liability and adding a savings account or CD again. CEO King and Sarah Pelle explained that the deferred revenue is a holding account of funds until the month that the event happens. We operate on accrual accounting. The Fair will be working on setting up a savings account or CD. Also leave liabilities are the amounts employees are owed upon separation from the Fair.

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

Roll Call Vote:

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

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

- a. Discussion on Revenue Generating Ideas:

Director Chahil reported he would have a list of ideas at the next meeting.

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

- a. Consider and approve Hall of Fame Nominees for 2022:

The Directors went through and voted on their choice for Hall of Fame, the ballots were counted and the winners are:

Joseph Colvin Jr., Michael J. Giovannetti, Jim Yovino and Rick Ransom-Brooks Ransom Associates

- b. Approve WFA Blue Ribbon Award Selection for 2022:

Blue Ribbon Selection is Sun Maid Kennel Club of Fresno

MSP (Balakian Hunsucker - Flores) to approve Blue Ribbon Selection.

Roll Call Vote:

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

c. Select Director of the Day:

See attached outline on who was named Director of each day.

There was discussion by the Board on the amount of concert tickets that each member currently receives. Director Flores proposed that each Director should receive 10 tickets for each concert. He expressed that for all the hard work the Board does all year long, we would like to bring our family and friends to the concerts. Stated that he personally doesn't want to tell his family or grandchild, you're out because the other three want to go. For what we have put in for the last two years and doing what we do I think that we all deserve 10 tickets to the concerts.

Director Hunsucker commented that she was glad he brought this up. When she was on the Board before, the Board received 8 tickets in the "pit" area and 2 in the front row. CEO King explained that the reason it went from 8 seats to 6 seats was due to the Fire Marshal requiring more exit width which meant we could not have as many chairs. CEO King was asked about the 2 front row seats and stated I don't recall why those tickets were not given to the Board; however, the front row seats are now a part of the Table Mountain Casino Sponsorship package for section C. Section D are the only front row seats available for the public to purchase. CEO King explained that she would look at the Board Ticket Policy in the policy manual and would present a proposal to the Board at the next meeting. President Riojas excused himself at this point for another meeting and Vice President Gonsalves took over the meeting.

Sarah Pelle with CDFA reminded the Board that all the tickets would need to be reported on their form 700.

Director Gonsalves asked where the 9th Board member seats would be going. CEO King explained that they would be available for directors who may need additional tickets or be used for sponsors.

Director Gonsalves requested that the open seats be used for the Director of the Day. Director Pacheco and Flores asked that all Directors have a Director of the Day Horse Race and that they share the races.

Director Gonsalves stated that when he was on the Board previously Directors had a place to go sit, relax and watch the Paul Paul Theater concerts on a television. CEO King stated that she would check with the production crew to see if they could transmit the concerts on a TV. The 2nd floor of the FCHM will remain open to the Board until the concert is over.

d. Discussion and Approval on travel to banned states:

CEO King stated that she would like to explore getting an exemption for travel to a banned State. King explained that the main conference she is discussing is the International Association of Fairs and Expositions (IAFE) which will be in Indiana this year. CEO King is asking for the option to look at exploring this option for the exemption. IAFE is the key conference for staff training, entertainment buying and looking for services.

MSP (Chahil - Flores) to approve exploring the options for the exemption for travel to banned States.

Roll Call Vote:

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

e. Approve the updated Fair's Contract Policies, Procedure and Practices:

MSP (Pacheco - Chahil) to approve the updated Fair's Contact Policies, Procedure and Practices.

Roll Call Vote:

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

f. Approve Delegation of Authority for 2022

MSP (Flores - Gonsalves) to approve Delegation of Authority for 2022.

Roll Call Vote:

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

ITEM #14. CORRESPONDANCE: (Informational)

a. AB 1499 (New Fair Funds) Employee Work Conditions Reminder F2022-05:

CEO King explained that the Fair will not be taking the 1499 money this year and will work with F&E on the necessary paperwork needed for this.

b. SB 915 – Prohibition of Sale of Firearms on State Property D2022-04:

CEO King and Taylor Childers invited the Board to attend the gun show scheduled for September 3-4 to walk through the show and get a real feel for what the event actually is. CEO King explained that it is not what people think; revenue for Gun Shows at the Fairgrounds is roughly \$60,000 per year.

ITEM #15. MANAGER'S UPDATE:

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

- CEO King stated that you are getting the Friday follow-ups weekly, are there any questions, and is there anything the Board would like to see?

- CEO King reported that she has had individual meetings with each Board member and sent out notes from the meetings. The items listed are things that we will focus on in the future and would also like to schedule a Board strategic training for after Fair, most likely in January.
- Director Hunsucker recommended that we have a promotional video in the museum showcasing the Fair.

ITEM #16. BOARD RECOMMENDATION FOR FUTURE AGENDA ITEMS:

- Cashless Options for the Future
- Board Ticket Policy
- Director's Room during Fair

ITEM #17. FOR YOUR INFORMATION:

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

ITEM #18. ADJOURNMENT:

Respectfully Submitted,

Lauri King
Chief Executive Officer

Chuck Riojas, President
Board of Directors

DIRECTOR OF THE DAY

Wed., Oct. 5 - DARK	Dwight Yoakam	Terry Gonsalves
Thurs., Oct. 6 - DARK	Ice Cube	Annalisa Perea
Fri., Oct. 7	Queen Nation	Larry Salinas
Sat., Oct. 8	Cruisin' to the Souldies Hosted by Danny Trejo Russell Thompkins Jr. & Cota & Danny Angels Harris Farms Stakes (Cal Breds)	Chuck Riojas – <u>Concert</u> Frank Flores - <u>Racing</u>
Sun., Oct. 9	Banda Cuisillos El Coyote y su Banda	Gary Chahil - <u>Concert</u> Linda Balakian Hunsucker & Jerry Pacheco - <u>Racing</u>
Mon., Oct. 10	The Pretty Reckless	Chuck Riojas
Tues., Oct. 11 - DARK	Tower of Power	Linda Balakian Hunsucker
Wed., Oct. 12 - DARK	Midland	Frank Flores
Thurs., Oct. 13 - DARK	Dana Carvey	Jerry Pacheco
Fri., Oct. 14	Phil Wickham	Terry Gonsalves
Sat., Oct. 15	Ladies Night Out Ashanti w/ Baby Bash	Gary Chahil
Sun., Oct. 16	Quebradita Time Bulldog Stakes	Annalisa Perea



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE

Karen Ross, Secretary

September 2, 2022

F2022-06

TO: All Fairs

SUBJECT: 2022 State Rules Advisory Committee Meeting

This letter is to invite you to the 2022 State Rules Advisory Committee Meeting on Wednesday, October 19, 2022, via Zoom. The purpose of this annual meeting is to discuss any pertinent state rule change recommendations to the State Rules Advisory Committee for the following year. The purposes of the State Rules are to ensure educational and equitable competition, provide state-wide competition consistency, and maximize exhibitor and public safety. These rules apply to all competitive exhibits conducted by District Agricultural Associations, citrus fruit fairs, and county fairs in the State of California.

During this time, we are accepting any topics you would like to submit for discussion during the meeting. Please provide any State Rules-related topics and information to Sofia Goss at sofia.goss@cdfa.ca.gov by close of business on October 5, 2022, for consideration. A notice and agenda will be sent out by email and posted on the F&E [website](#) 10 days prior to the October 19th meeting.

F&E would also like to remind the Advisory Committee that committee members with a two-year term will be termed out at the end of this calendar year. CDFA will be accepting applications for new members, or for the reappointment of existing members. The new committee members will be appointed by the F&E Branch Chief and the new two-year term will begin on January 1, 2023. The applications will be released after the State Rules Advisory Committee Meeting and will be posted on the F&E [website](#).

The committee is responsible for reviewing the State Rules on an annual basis and makes a recommendation of adoption to F&E. A requirement for appointment is knowledge of fairs, agricultural industry, and competitive exhibit programs. Each member of the committee shall serve without compensation.

If you have any questions/concerns regarding State Rules, please contact [Mike Francesconi](#) at (916) 900-5365.

Respectfully,

Mike Francesconi
Branch Chief





National Garlic Festival

Contract #84

May 13 - 15, 2022

INVOICE

RENT:	Guarantee \$30,000.00	waived
INSURANCE:	CFSA Special Events Insurance	\$3,700.00
	CFSA Insurance Fee	\$30.00
LABOR:	Box Office Seller	\$698.28
	Janitorial	\$26,400.00
	Operations Staff	\$15,153.45
	Parking Staff (50% of Labor)	\$7,433.39
	Gate Staff	\$2,068.22
	Labor - Cleanup for Fireworks (120 hrs)	\$4,000.00
	Labor - Etix Network Setup	\$250.00
	Banner Hanging	\$500.00
EQUIPMENT:	Chairs (1280 @ \$1/each - \$1280)	\$0.00
	Tables (82 @ \$12/each - \$984)	\$0.00
	Metal Detectors (\$2400)	\$0.00
	Benches (220 @ \$12/each - \$2,640)	\$0.00
	Picnic Tables (56 @ \$12/each - \$672)	\$0.00
SECURITY:	Fresno County Private Security	\$51,844.48
	Fresno PD Contract	\$22,037.71
OTHER:	State Fire Marshal (estimate)	\$13,620.00
	American Ambulance	\$6,080.00
	Marketing E-Blast	\$1,000.00
	Alert-O-Lite	\$2,646.00
	City of Fresno Permit	\$378.00
	Health Fees (5 vendors)	\$298.75

TOTAL COST: \$158,138.28

TOTAL RECEIPTS: \$335,911.07

TOTAL DUE TO NATIONAL FOOD FESTIVALS: \$177,772.79

RECEIPTS

Prepayment	\$80,000.00
Admission	\$135,866.09
Parking 50%	\$34,185.00
Concessions 50%	\$56,093.19
Alcohol 50%	\$29,766.79



National Garlic Festival
Contract #84
May 13 - 15, 2022

2022 National Garlic Festival Revenue

Concessions	\$56,093.19
Parking	\$34,185.00
Alcohol Sales	\$29,766.79

Total Fair Revenue	\$120,044.98
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Hmong Cultural New Year Celebration, Inc.
 December 30, 2021 - January 2, 2022
 Contract #17-0148

INVOICE

RENT:	Fairground Buildings & Grounds	\$176,000.00
INSURANCE:	CFSA Special Events Insurance	\$3,255.00
SECURITY:	50% of Fresno Police Department Contract	\$21,832.30
	Fresno County Private Security Contract	\$49,527.66
EQUIPMENT:	Metal Detectors 6 Units @\$100/day	\$2,400.00
	Portable Toilets and Handwashing Stations	\$2,018.37
	29 white folding chairs @ \$25 each (missing)	\$725.00
	2 - 8' Banquet Tables @ \$135 each (missing)	\$270.00
OTHER:	American Ambulance	\$6,880.00
	3,000 Tickets	\$300.00
	CA State Fire Marshal	\$24,060.00
	Alert-O-Lite	\$7,202.88
	City of Fresno Special Events Permit	\$378.00

TOTAL COST: \$294,849.21

TOTAL RECEIPTS: \$418,690.00

TOTAL DUE TO HCNYS: \$123,840.79

Receipts

Admission 12/30	\$65,680.00
Parking 12/30	\$8,005.00
Admission 12/31	\$95,345.00
Parking 12/31	\$9,935.00
Admission 1/1	\$123,340.00
Parking 1/1	\$10,345.00
Admission 1/2	\$95,580.00
Parking 1/2	\$10,460.00



Hmong Cultural New Year Celebration, Inc.
December 30, 2021 - January 2, 2022
Contract #17-0148

2021 – 2022 Hmong New Year Revenue

Contracted Amount	\$176,000.00
Parking	\$38,745.00
Total Fair Revenue	\$214,745.00



*21st District Agricultural Association
Policy Manual*

SECTION IV
**DIRECTOR OF THE DAY
AND
CREDENTIALS**



4 DIRECTOR OF THE DAY

4.1 DIRECTOR OF THE DAY

Director of the day is established by the President and will have a Director's race at the races (Winner's Circle) to present trophy/blanket to winner of the race. This is usually the 5th race. The Director of the Day will receive 4 VIP front seats at the Paul Paul Theater.

4.2 CREDENTIALS

Each Director shall receive the following credentials:

- 50 VIP 3-Part Tickets (This ticket allows Directors' guests to park free, free gate admission, and obtain a reserved seat). To obtain the reserved seat, your guest needs to take it to the grandstand ticket office and exchange the ticket for a reserved seat ticket.
- 108 Courtesy Admission Tickets
- 36 Premier Parking Tickets, Chance Parking Lot
- Two (2) parking spaces inside Gate 2
- Box of four (4) Horse Racing Tickets

4.3 WILL CALL WINDOW

The "Will Call" Window, located at the Administration Office, is available for anyone wanting to leave credentials and is accessible without entering the fairgrounds.

21ST DISTRICT AGRICULTURAL ASSOCIATION TICKET POLICY

This policy is intended to comply with the requirements of new regulations set forth under California Code of Regulations (CCR) Section 18944.1 in a manner consistent with the District's public purpose and administrative capacity.

1. Application of Policy

This Policy applies to all tickets or passes gifted to Members of the Board of Directors and the transferring of said tickets or passes to anyone else besides their immediate family.

2. Use of Tickets

A District Official, such as a Director, may use tickets or passes gifted to them for any public purpose on behalf of the District. The public purposes of the District to be furthered by this policy include, without limitation, the following:

- a. To encourage members of the general public to attend the Big Fresno Fair
- b. To educate members of the general public about any aspect of the Big Fresno Fair
- c. To provide access to the Big Fresno Fair to members of the community who otherwise might not be able to attend
- d. To recognize members of the general public who have provided support to the District

3. Transfer of Tickets

Transferring tickets or passes to a person other than an immediate family member for personal use shall be prohibited. "Personal use" is any purpose other than as set forth in Sections 2a through 2d, above, or in the furtherance of any other public purpose of the District.

- 4.** Each Director shall submit Form 802 and information concerning the distribution of all tickets or passes within thirty (30) days of distribution of said tickets to Director's.



2022
BIG FRESNO FAIR
BOARD OF DIRECTORS
TICKET POLICY

50 VIP Tickets 3-Part

(\$10 Parking + \$12 Adm. + \$6 Resv. Seat) = \$28.00 x 50 = \$1,400
\$10 Fri Seat) = \$ 500.00

108 Courtesy Passes (\$12.00/ea.) = \$1,296

34 Premier Parking (Chance Lot \$15.00) = \$510

1 Box Seat of 4 for Horse Racing (\$642.00)

2 Gate #2 Parking (Not for Sale)

6 Concert Tickets for Each Show (Not for Sale)

TOTAL \$4,348.00



**PROPOSED Option #1
2022
BIG FRESNO FAIR
BOARD OF DIRECTORS
TICKET POLICY**

50 VIP Tickets 3-Part

(\$10 Parking + \$12 Adm. + \$6 Resv. Seat) = \$28.00 x 50 = \$1,400
\$10 Fri Seat) = \$ 500.00

108 Courtesy Passes (\$12.00/ea.) = \$1,296

34 Premier Parking (Chance Lot \$15.00) = \$510

1 Box Seat of 4 for Horse Racing (\$642.00)

2 Gate #2 Parking (Not for Sale)

6 Concert Tickets for Each Show in the Pit
(Not for Sale)

4 Concert Tickets for Each Show
(Within the first 5 rows) (\$40 Avg. Price) \$40.00 x 4 = \$160

TOTAL \$4,508.00



**PROPOSED Option #2
2022
BIG FRESNO FAIR
BOARD OF DIRECTORS
TICKET POLICY**

50 VIP Tickets 3-Part

(\$10 Parking + \$12 Adm. + \$6 Resv. Seat) = \$28.00 x 50 = \$1,400
\$10 Fri Seat) = \$ 500.00

108 Courtesy Passes (\$12.00/ea.) = \$1,296

34 Premier Parking (Chance Lot \$15.00) = \$510

1 Box Seat of 4 for Horse Racing (\$642.00)

2 Gate #2 Parking (Not for Sale)

6 Concert Tickets for Each Show in the Pit
(Not for Sale)

4 Concert Tickets for Each Show in the VIP Section
(Not for Sale)

TOTAL \$4,348.00