



September 17, 2021

TO: Board of Directors
SUBJECT: Board of Directors Meeting

The September Board of Directors Meeting has been scheduled for **Tuesday, September 28, 2021, 3:30 p.m.** Directors' tour of the fairgrounds will be at 2:30 p.m., please meet in the Administration Office.

The following documents are enclosed:

1. September 28, 2021 Board Agenda
2. Regular Board Meeting Minutes of 08/24/2021
3. Check Register, Statement of Operations and Balance Sheet for August
4. Check Register Explanation Sheet
5. Update on Rabbit Hemorrhagic Disease Virus

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



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

WFA
MERRILL AWARD WINNER



21ST DISTRICT AGRICULTURAL ASSOCIATION
BOARD OF DIRECTORS MEETING
SEPTEMBER 28, 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, September 28, 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 **September 28, 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

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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.

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 08/24/2021
5. Acknowledge Consent Agenda (colored pages) Item #15 thru Item #216
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 Sales
 - e. Report on Director's Schedule/Packets
 - f. Report on Opening Ceremonies
8. Committee Reports: (*Action by the Board*)
 - A. Finance Committee
 - Acknowledge August 31, 2021 Check Register in the amount of \$250,278.17
 - Acknowledge Statement of Operations dated August 31, 2021;
 - Acknowledge Balance Sheets dated August 31, 2021.
 - a. Approval of the updated Fair's 2021 Operating Budget previously discuss in the August Board Meeting.

9. Old Business: (*Informational*)
 - a. Discussion by the Board regarding 2021 Fair Planning.
10. New Business: (*Informational/Action by the Board*)
 - a. Informational Purposes Only
 - Update on the Rabbit Hemorrhagic Disease Virus
11. Manager's Update:
 - a. Sponsorships; Entertainment; New Projects and Improvements. Update on Friends of the Fair Meeting 9/28/2021.
12. Board Recommendation for Future Agenda Items:
13. For Your Information:
Next Board Meeting – November, 16, 2021, 3:30 p.m.
14. Adjournment:

Item #15 thru Item #66

ACKNOWLEDGE THE FOLLOWING SERVICE
AGREEMENTS FOR 2021 FAIR:

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| Item # | 15 | 21-056 | 10/07/21 to 10/07/21 | Jungle Youth Touring, Inc. f/s/o Young the Giant Agrees to perform one (1) show in the Paul Paul Theater on Thursday, October 7th during the 2021 Big Fresno Fair. | \$120,000.00 |
| Item # | 16 | 21-057 | 10/15/21 to 10/15/21 | William Robinson Jr. d/b/a/ Bertam Publishing Company Agrees to perform one (1) show in the Paul Paul Theater on Friday, October 15th during the 2021 Big Fresno Fair. | \$164,000.00 |
| Item # | 17 | 21-058 | 08/01/21 to 10/31/21 | Joe Camarillo Agrees to assume the responsibilities as Barn Boss for the Livestock Department during the 2021 Big Fresno Fair. | \$8,000.00 |
| Item # | 18 | 21-059 | 10/09/21 to 10/17/21 | Juan Martinez Agrees to perform on the Hispanic Plaza Stage and the Save Mart Beer and Wine Garden Stage on October 9th through October 17th during the 2021 Big Fresno Fair. | \$800.00 |
| Item # | 19 | 21-060 | 10/06/21 to 10/17/21 | Ky Dobson/Infoman Agrees to perform as a strolling act during the 2021 Big Fresno Fair. | \$9,600.00 |
| Item # | 20 | 21-061 | 10/06/21 to 10/17/21 | Jeffrey David O'Keefe Agrees to provide service as Voice of the Fair during the 2021 Big Fresno Fair. | \$3,000.00 |

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| Item # | 21 | 21-062 | 10/06/21 to 10/17/20 | Carrie Fraley Agrees to manage the Livin' Local Marketplace during the 2021 Big Fresno Fair. | \$3,000.00 |
| Item # | 22 | 21-063 | 10/06/21 to 10/17/21 | Marissa Tsuboli Agrees to be the Official Livestock Photographer during the 2021 Big Fresno Fair. | \$1,200.00 |
| Item # | 23 | 21-064 | 10/06/21 to 10/17/21 | Donna Harris Agrees to work in the money room with BoxOps during the 2021 Big Fresno Fair. | \$1,200.00 |
| Item # | 24 | 21-065 | 10/06/21 to 10/17/21 | Bruce Roberts Agrees to work in the money room with BoxOps during the 2021 Big Fresno Fair. | \$1,200.00 |
| Item # | 25 | 21-066 | 10/06/21 to 10/17/21 | Bao Vang Agrees to work in the money room with BoxOps during the 2021 Big Fresno Fair. | \$1,200.00 |
| Item # | 26 | 21-067 | 10/06/21 to 10/17/21 | Manuel Huerta Agrees to assist the RV Lots Manager and Concessions Representative during the 2021 Big Fresno Fair. | \$3,500.00 |
| Item # | 27 | 21-068 | 10/14/21 to 10/14/21 | Raw Lowrider Tribute Band Agrees to perform on the Pavillion Stage on October 14th during the 2021 Big Fresno Fair. | \$1,000.00 |
| Item # | 28 | 21-069 | 10/11/21 to 10/11/21 | Beverly (BabyBee) Greene Agrees to perform on the Save Mart Beer and Wine Garden Stage on October 11th during the 2021 Big Fresno Fair. | \$1,000.00 |

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| Item # | 29 | 21-070 | 10/16/21 to 10/16/21 | Steve Diaz Agrees to perform on the Save Mart Beer and Wine Garden Stage on October 16th during the 2021 Big Fresno Fair. | \$600.00 |
| Item # | 30 | 21-071 | 10/11/21 to 10/11/21 | Sally Rivera Agrees to perform on the Craft Brew Stage on October 11th during the 2021 Big Fresno Fair. | \$800.00 |
| Item # | 31 | 21-072 | 10/17/21 to 10/17/21 | Grasiela Quintana Uresti Agrees to perform on the Pavillion Stage on October 17th during the 2021 Big Fresno Fair. | \$600.00 |
| Item # | 32 | 21-073 | 10/13/21 to 10/13/21 | KicKas Productions LLC Agrees to perform on the Pavillion Stage on October 13th during the 2021 Big Fresno Fair. | \$1,500.00 |
| Item # | 33 | 21-074 | 10/09/21 to 10/17/21 | Fresno Quevedo Cruz Agrees to perform on the Hispanic Plaza Stage on October 9 -17 th during the 2021 Big Fresno Fair. | \$400.00 |
| Item # | 34 | 21-075 | 10/07/21 to 10/07/21 | Ronald Lynn Zastovnik Agrees to perform on the Craft Brew Stage on October 7th during the 2021 Big Fresno Fair. | \$800.00 |
| Item # | 35 | 21-076 | 10/08/21 to 10/15/21 | Sally Rivera Agrees to perform on the Craft Brew Stage and the Hispanic Plaza Stage on October 8 -16 th during the 2021 Big Fresno Fair. | \$3,360.00 |

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| Item # | 36 | 21-077 | 10/06/21 to 10/17/21 | Edward Guzman Agrees to perform on the Pavillion Stage, Save Mart Beer and Wine Garden Stage, Craft Brew Stage, and the Hispanic Plaza Stage on October 6-17th, during the 2021 Big Fresno Fair. | \$2,000.00 |
| Item # | 37 | 21-078 | 10/08/21 to 10/17/21 | Rene Emilio Gomez Agrees to perform on October 8-17th during the 2021 Big Fresno Fair. | \$1,500.00 |
| Item # | 38 | 21-079 | 10/13/21 to 10/13/21 | Fernando Verdialez for Heavy Weather Band Agrees to perform on the Pavillion Stage on October 13 th during the 2021 Big Fresno Fair. | \$400.00 |
| Item # | 39 | 21-080 | 10/06/21 to 10/17/21 | Jimmy Becker Agrees to perform daily during the 2021 Big Fresno Fair. | \$7,200.00 |
| Item # | 40 | 21-081 | 10/08/21 to 10/08/21 | Tara Macri Agrees to perform two (2) 50-minute sets at 7pm & 8pm on the Pavilion Stage during the 2021 Big Fresno Fair. | \$1,500.00 |
| Item # | 41 | 21-082 | 10/08/21 to 10/08/21 | The Blu J'z Agrees to perform one (1) 50-minute set at 4pm on the Craft Brew Stage during the 2021 Big Fresno Fair. | \$500.00 |
| Item # | 42 | 21-083 | 10/06/21 to 10/10/21 | Sade Champagne Washington Agrees to perform on the Food Truck Alley Stage on October 6 -10 th during the 2021 Big Fresno Fair. | \$1,000.00 |

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| Item # | 43 | 21-084 | 10/08/21 to 10/08/21 | Kelly Hillman What Comes Next Agrees to perform on the Pavillion Stage on Friday, October 8th during the 2021 Big Fresno Fair. | \$800.00 |
| Item # | 44 | 21-085 | 10/11/21 to 10/15/21 | Carlos D. Duran Agrees to perform on the Mexican Heritage Patio Stage on Monday, October 11th, and Friday October 15th, during the 2021 Big Fresno Fair. | \$950.00 |
| Item # | 45 | 21-086 | 10/14/21 to 10/14/21 | Tina Lockwood/Prestige Band Agrees to perform on the Save Mart Beer and Wine Garden Stage on Thursday, October 14th, during the 2021 Big Fresno Fair. | \$600.00 |
| Item # | 46 | 21-087 | 10/11/21 to 10/11/21 | Tony Luna/Los Hooligans Agrees to perform on the Save Mart Beer and Wine Garden Stage on Monday, October 11th, during the 2021 Big Fresno Fair. | \$1,000.00 |
| Item # | 47 | 21-088 | 10/06/21 to 10/15/21 | Danny Kollaja Lanky the Clown Agrees to perform on stage and as a strolling act on October 6-15 th during the 2021 Big Fresno Fair. | \$7,500.00 |
| Item # | 48 | 21-089 | 10/09/21 to 10/15/21 | Adam Johnson Tall Can Koozi Agrees to perform on the Craft Brew Stage, Saturday October 9 th and Friday, October 15 th during the 2021 Big Fresno Fair. | \$1,200.00 |

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| Item # | 49 | 21-090 | 10/16/21 to 10/16/21 | Madison Hudson Agrees to perform on the Craft Brew Stage on Saturday, October 16th, during the 2021 Big Fresno Fair. | \$1,500.00 |
| Item # | 50 | 21-091 | 10/06/21 to 10/17/21 | John Pemberton Agrees to perform on the Craft Brew Stage, Pavillion Stage, and the Mexican Heritage Patio Stage, October 6-17 th during the 2021 Big Fresno Fair. | \$5,000.00 |
| Item # | 51 | 21-092 | 10/12/21 to 10/17/21 | Keysha Isler/Keysha's Impromptu Band Agrees to perform two (2) sets on Tuesday, October 12th and three (3) sets on Sunday, October 17th on the Save Mart Beer & Wine Garden Stage during the 2021 Big Fresno Fair. | \$2,500.00 |
| Item # | 52 | 21-093 | 10/15/21 to 10/15/21 | Juan Garza/Pyrograph Agrees to perform on the Pavillion Stage on Friday, October 15th, during the 2021 Big Fresno Fair. | \$1,050.00 |
| Item # | 53 | 21-094 | 10/07/21 to 10/07/21 | Lena P. Shaw Otis Redding Legacy Agrees to perform on the Pavilion Stage on Thursday, October 7th during the 2021 Big Fresno Fair. | \$1,500.00 |
| Item # | 54 | 21-095 | 10/13/21 to 10/13/21 | Shana Morrison Shana & Caldonia Agrees to perform on the Save Mart Beer and Wine Garden Stage, Wednesday, October 13th during the 2021 Big Fresno Fair. | \$2,000.00 |

Agenda

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| Item # | 55 | 21-096 | 10/11/21 to 10/11/21 | Jody Greenberg The Refugees Agrees to perform on the Pavilion Stage, on Monday, October 11th, during the 2021 Big Fresno Fair. | \$2,000.00 |
| Item # | 56 | 21-097 | 10/09/21 to 10/17/21 | Jorge Alberto Ovando Zalapa/Grupo Klons Agrees to perform on the Hispanic Plaza Stage on October 9th, 10th, 16th, and 17th during the 2021 Big Fresno Fair. | \$1,600.00 |
| Item # | 57 | 21-098 | 10/09/21 to 10/09/21 | Jon Hougard/The Lucky Lopez Band Agrees to perform on the Pavilion Stage on Saturday, October 9th, during the 2021 Big Fresno Fair. | \$400.00 |
| Item # | 58 | 21-099 | 10/08/21 to 10/08/21 | Jon Hougard Canned Boogie Agrees to perform on the Save Mart Beer and Wine Garden Stage on Friday, October 8th, during the 2021 Big Fresno Fair. | \$400.00 |
| Item # | 59 | 21-100 | 10/09/21 to 10/09/21 | Charros of Rock, LLC The Outlaw Mariachi Agrees to perform on the Save Mart Beer and Wine Garden Stage on Saturday, October 9th, during the 2021 Big Fresno Fair. | \$3,000.00 |
| Item # | 60 | 21-101 | 10/09/21 to 10/16/21 | Willard Roberson II Agrees to perform on the Hispanic Plaza Stage, The Pavilion Stage, and the Save Mart Beer and Wine Garden Stage on Saturday, October 9th, and Saturday, October 16th during the 2021 Big Fresno Fair. | \$1,600.00 |

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| Item # | 61 | 21-102 | 10/16/21 to 10/16/21 | Max De Vivo Foreigner Unauthorized Agrees to perform on the Pavilion Stage on Saturday, October 16th, during the 2021 Big Frsno Fair. | \$1,500.00 |
| Item # | 62 | 21-103 | 10/10/21 to 10/10/21 | Joseph Trumbo Eleven-Forty Band Agrees to perform on the Pavilion Stage on Sunday, October 10 th during the 2021 Big Fresno Fair. | \$1,500.00 |
| Item # | 63 | 21-104 | 10/06/21 to 10/10/21 | Gabriel Navia Agrees to perform on the Mexican Heritage Patio Stage on October 6-10 th , during the 2021 Big Fresno Fair. | \$3,600.00 |
| Item # | 64 | 21-105 | 09/11/21 to 10/31/21 | Karen Metcalf Agrees to assist the Home Arts Superintendent during the 2021 Big Fresno Fair. | \$2,100.00 |
| Item # | 65 | 21-106 | 09/01/21 to 11/01/21 | Belen Hoyt Agrees to assist the Ag Department Superintendent during the 2021 Big Fresno Fair. | \$2,500.00 |
| Item # | 66 | 21-108 | 10/17/21 to 10/17/21 | Ted Ronell The Monsanto Band Agrees to perform on the Pavilion stage on Sunday, October 17th, during the 2021 Big Fresno Fair. | \$700.00 |
| Item #67 | thru | Item #83 | <u>ACKNOWLEDGE THE FOLLOWING SPONSORSHIP AGREEMENTS FOR 2021 FAIR:</u> | | |
| Item # | 67 | 21-917-S | 10/06/21 to 10/17/21 | Boot Barn Agrees to be the Official Sponsor of the Pig Races during the 2021 Big Fresno Fair. | \$3,000.00 |

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| Item # | 68 | 21-918-S | 10/06/21 to 10/17/21 | Cricket Wireless Authorized Retailer Agrees to be an Official Sponsor of the 2021 Big Fresno Fair. | \$10,000.00 |
| Item # | 69 | 21-919-S | 10/06/21 to 10/17/21 | iPull-uPull Agrees to be an Official Sponsor of the 2021 Big Fresno Fair. | \$8,500.00 |
| Item # | 70 | 21-920-S | 10/06/21 to 10/17/21 | Outfront Media Agrees to be an Official Sponsor of the 2021 Big Fresno Fair. | \$17,500.00 |
| Item # | 71 | 21-921-S | 10/06/21 to 10/17/21 | Allied Storage Containers Agrees to be an Official Sponsor of the 2021 Big Fresno Fair. | Trade Value |
| Item # | 72 | 21-922-S | 10/06/21 to 10/17/21 | T-Mobile Agrees to be an Official Sponsor of the 2021 Big Fresno Fair. | \$25,000.00 |
| Item # | 73 | 21-923-S | 10/06/21 to 10/17/21 | Xfinity Agrees to be a Supporting Sponsor of "The Showdown at the Big Fresno Fair" - An Educational E-Sports Experience during the 2021 Big Fresno Fair. | \$7,500.00 |
| Item # | 74 | 21-924-S | 10/06/21 to 10/17/21 | Sinclair Broadcast Group KMPH-TV Agrees to be the Broadcast TV Sponsor of Chris Tomlin and Smokey Robinson concerts during the 2021 Big Fresno Fair. | \$10,000.00 Trade Value |

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| Item # | 75 | 21-925-S | 10/06/21 to 10/17/21 | H&L Partners obo Northern CA Toyota Dealer Advertising Association Agrees to be the Preseting Sponsor of the 4.0 & Above Program and the Big Band Review for the 2021 Big Fresno Fair. | \$20,000.00 Trade Value |
| Item # | 76 | 21-926-S | 10/06/21 to 10/17/21 | Wellcare Agrees to be an Official Sponsor of Senior's Day Bingo during the 2021 Big Fresno Fair. | \$2,500.00 |
| Item # | 77 | 21-927-S | 10/06/21 to 10/17/21 | iHeart Media Fresno Agrees to be an Official Sponsor of the 4.0 & Above Program and the Big Band Review during the 2021 Big Fresno Fair. | Trade Value |
| Item # | 78 | 21-928-S | 10/06/21 to 10/17/21 | Educational Employees Credit Union Agrees to be the Premier Sponsor of the 4.0 & Above Program, the Big Band Review and Presenting Sponsor of Ag Education /Livestock Programs during the 2021 Big Fresno Fair. | \$25,000.00 |
| Item # | 79 | 21-929-S | 10/06/21 to 10/17/21 | AT&T Wireless Agrees to be an Official Sponsor of the 2021 Big Fresno Fair. | \$5,000.00 |
| Item # | 80 | 21-930-S | 10/06/21 to 10/17/21 | Clinica Sierra Vista Agrees to be an Infield Party Sponsor for 300 guests on Saturday, October 16th during the 2021 Big Fresno Fair. | \$10,000.00 |

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| Item # | 81 | 21-931-S | 10/06/21 to 10/17/21 | Landmark Irrigation, Inc. Agrees to be an Infield Party Sponsor for 175 guests on Friday, October 15th during the 2021 Big Fresno Fair. | \$8,500.00 |
| Item # | 82 | 21-932-S | 10/06/21 to 10/17/21 | Overland Stockyard Agrees to be the Official Sponsor of Livestock Pavilion for the Big Fresno Fair, a 3-year contract. | \$12,000.00 \$4,000/year |
| Item # | 83 | 21-933-S | 10/06/21 to 10/17/21 | Welbe Health Agrees to be a Presenting Sponsor of Seniors' Day during the 2021 Big Fresno Fair. | \$6,000.00 |

Item #84 thru Item #89

ACKNOWLEDGE THE FOLLOWING RENTAL
AGREEMENTS FOR 2021:

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| Item # | 84 | 11/6/21 | Toribio Garcia 6722 N. Orlinda Ave. Fresno, CA 93722 | Wedding Junior Exhibits | \$2,418.25 |
| Item # | 85 | 11/13/21 | Joyce Gaynor 1425 E. Quincy Ave. Fresno, CA 93720 | Class of 1960 Reunion Fresno County Historical Museum | \$1,115.00 |
| Item # | 86 | 11/20/21 | Rise, Inc. 4274 N. Blackstone Fresno, CA 93726 | Music and Art Festival Paul Paul Theater | \$6,547.00 |
| Item # | 87 | 11/20/21 | County of Fresno P O Box 11800 Fresno, CA 93775 | Fresno County HHW Event Carnival Lot | \$1,000.00 |
| Item # | 88 | 11/20/21 | Lori Garcia 6293 N. San Pablo Ave. Fresno, CA 93704 | Memorial Service Table Mountain Rancheria Park | \$1,637.00 |

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| Item # | 89 | 12/4/21 | National Treasury Employees Union 4974 N. Fresno St. Fresno, CA 93726 | Christmas Party Junior Exhibits | \$3,313.00 |
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Item #90 thru Item #99 ACKNOWLEDGE THE FOLLOWING RENTAL
AGREEMENTS FOR 2022:

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| Item # | 90 | 2/5/22 | Janessa Paez 832 Claremont Avenue Sanger, CA 93657 | Wedding Table Mountain Rancheria Park | \$1,722.5.00 |
| Item # | 91 | 2/12/22 | Griselda Tapia 3552 E. Iowa Avenue Fresno, CA 93702 | Quinceañera Industrial Education | \$3,043.25 |
| Item # | 92 | 2/26/22 | Victoria Hernandez 6556 E. Platt Fresno, CA 93727 | Quinceañera Industrial Education | \$2,572.00 |
| Item # | 93 | 3/14/22 to 3/17/22 | Fresno County Superintendent of Schools 1111 Van Ness Ave., Fresno, CA 93702 | Science Fair Commerce and Industry Commerce Bldgs. | \$8,174.00 |
| Item # | 94 | 4/2/22 | Mayra Huezo 1119 E. Lansing Way Fresno, CA 93704 | Quinceañera Gem & Minerals | \$2,533.00 |
| Item # | 95 | 4/7/22 | Debbie Jacobsen Shaver Lake Lions Club | Museum Tour & Dinner Fresno County Historical Museum | \$250.00 |
| Item # | 96 | 4/15/22 to 4/16/22 | American Trucking Show 4670 N. El Capitain Fresno, CA 93722 | Truck Show Commerce, Ag and Industrial Education Bldgs. | \$10,520.00 |

Agenda

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| Item # | 97 | 5/13/22 to 5/15/22 | National Food Festivals 1157 E. Sawgrass Ave. Fresno, CA 93730 | National Garlic Festival & Food Expo | \$30,000 +50% of gross sales |
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Grounds

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| Item # | 98 | 11/12/22 | Eloy Herrera 4029 E. Garland Ave. Fresno, CA 93726 | Alcoholics Anonymous Event | \$1,215.00 |
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Gem & Minerals

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| Item # | 99 | 12/10/22 | Manuel Arellano 3191 N. Hayes Avenue Fresno, CA 93723 | Quinceañera Industrial Education | \$2,930.00 |
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Item #100 thru Item #216

ACKNOWLEDGE THE FOLLOWING EXHIBITOR/
CONCESSIONAIRE AGREEMENTS FOR 2021 FAIR:

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| Item # | 100 | Kasandra Ivy Jewelry 1560 School Street Anderson, CA 96007 | Sale of Sterling Silver Jewelry | \$2,600.00 |
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| Item # | 101 | Touch Of Purple 5372 Santa Monica Garden Grove, CA 92845 | Sale of Purple Jewelry Cleaner and Multi-Purpose Cleaner | \$1,800.00 |
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| Item # | 102 | Bob & Ernie's Cards 26807 Poveda Mission Viejo, CA 92691 | Sale of Bob's Cards and Ernie's Cards (Tip Sheets) | \$966.00 |
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| Item # | 103 | Fat Straw Cafe 980 Murrieta Blvd. Livermore, CA 94550 | Sale of Cotton Candy Flowers | \$1,800.00 |
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| Item # | 104 | Airbrush Artwerks 2905 Elmwood Ave. Bakersfield, CA 93305 | Sale of Airbrush Shirts, Keychains, Backpacks, Belts, Hoodies, Hats, Masks | \$1,600.00 |
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| Item # | 105 | Aida's Sterling Silver 5061 Nunes Rd., Spc 4 Turlock, CA 95382 | Sale of Sterling Silver Jewelry | \$1,600.00 |
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| Item # | 106 | Indo Craft 331 S. Electric Avenue Alhambra, CA 91803 | Sale of Hawaiian Clothing and Woodcrafts | \$3,200.00 |
| Item # | 107 | Apodaca Services 650 E. San Ysidro Blvd San Ysidro, CA 92173 | Sale of Stain Glass, Leather Seats, Tiles Frames, Ceramics, Jewelry | \$3,200.00 |
| Item # | 108 | House Of Pistachios 5646 W. Phillips Street Ontario, CA 91762 | Sale of Pre Packaged Dried Fruits, Nuts and Candies | \$4,800.00 |
| Item # | 109 | Laurie's Naturals 1603 N. Edgemont St. Los Angeles, CA 90027 | Sale of Infinite Aloe Skin Care Cream | \$1,800.00 |
| Item # | 110 | No Limits Vinyl 1113 Melody Lane Cheyenne, WY 82007 | Sale of Custom Printing Clothing, Banners, Mugs, Decals | \$3,200.00 |
| Item # | 111 | M & E Sales 150 W 88th St. #114 Bloomington, MN 55420 | Sale of Outdoor Patio Umbrellas and 3-Wheel Electric Scooters | \$3,900.00 |
| Item # | 112 | Scootaround 7703 Kingspointe Pkwy Orlando, FL 32819 | Sale of Mobility Rentals | \$3,933.00 |
| Item # | 113 | Color Street 5854 N Garfield Fresno, CA 93723 | Sale of Nail Polish Strips | \$1,300.00 |
| Item # | 114 | Pibe Sports 8356 5th St. Apt. 219 Downey, CA 90241 | Sale of Soccer Balls & Apparel, T-Shirts, Patches, Rock Accessories, Masks | \$3,200.00 |
| Item # | 115 | Moises Cuevas 630 W. 6th Street Azusa, CA 91702 | Sale of Mexican Candy | \$3,200.00 |
| Item # | 116 | International Treasures 2824 W Calle Vista Drive Rialto, CA 92377 | Sale of Clothing, Jewelry, Toys, and Hair Accessories | \$3,200.00 |

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| Item # | 117 | Itoyz P.O. Box 41331 Bakersfield, CA 93384 | Sale of Activated Masks, Light Up Ears & Mouth Pieces, Toys, LED Helium Balloons | \$1,600.00 |
| Item # | 118 | Dicnsan Company 39551 San Ignacio Rd Hemet, CA 92544 | Sale of Custom Made Jewelry By The Inch | \$1,800.00 |
| Item # | 119 | NorCal Unlimited 701 E Lassen Ave., #241 Chico, CA 95973 | Sale of Toys/Novelties, Jewelry, Wallets, Belts, Stickers | \$5,200.00 |
| Item # | 120 | Dolce Luna 2430 S Nancy St., Apt 3 West Covina, CA 91792 | Sale of Clothing, Jewelry, Hair Accessories, Bags, Hats, Phone Charms | \$1,600.00 |
| Item # | 121 | Hortencia's Purses 2001 W Toledo Pl. La Habra, CA 90631 | Sale of Purses, Backpacks, Toys, Hats, Masks, Games | \$3,100.00 |
| Item # | 122 | Fuzion Energy Home Services 4003 Terracotta Ct. Bakersfield, CA 93314 | Sale of Fuzion Energy Home Services | \$3,100.00 |
| Item # | 123 | Glittery, LLC 5080 Mother Lode Dr. Shingle Springs, CA 95682 | Sale of Face Painting | \$1,600.00 |
| Item # | 124 | Pristine Sleeping Products 6293 Fairway Ave. SE Salem, OR 97306 | Sale of Bamboo Pillows | \$1,300.00 |
| Item # | 125 | Giglio For Congress 482 W Cascade Way Madera, CA 93636 | Display & Distribute Political Information | \$1,300.00 |
| Item # | 126 | Laura Cecillia Granados 125 S Granada Dr., Apt. 31 Madera, CA 93637 | Sale of Jewelry, Hair Accessories, Kids Bags | \$2,600.00 |
| Item # | 127 | Roponses Mis Divinos Angelitos 11349 Cascada Way San Diego, CA 92124 | Sale of Children Clothing & Shoes, Hair Accessories, Candle Sets, Keepsakes | \$2,600.00 |

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|--------|-----|--|--|------------|
| Item # | 128 | JEM Restaurant Management dba Wendy's/KFC 312 W Cromwell Ave Fresno, CA 93711 | Display of Information for Employment Opportunities /Turkey Sales, Spinning Wheel | \$1,300.00 |
| Item # | 129 | Green Planet LLC 270 Shaw Ave Clovis, CA 93612 | Sale of Faith Based and Patriotic T-Shirts /Sweatshirts/Hats/Jewelry and Toys | \$1,300.00 |
| Item # | 130 | Green Planet LLC 270 Shaw Ave Clovis, CA 93612 | Sale of Janitorial Cleaning Products | \$1,300.00 |
| Item # | 131 | Mathys For Congress 2304 W Shaw Ave., Ste 102 Fresno, CA 93711 | Display & Distribute Political Information | \$1,300.00 |
| Item # | 132 | Randy's Pet Supply 2021 S. Sarah St. Fresno, CA 93721 | Sale of Embroidered Pet Collars, Pet Tags, Assorted Pet Supplies | \$4,800.00 |
| Item # | 133 | Challen Hats 190 Glen Eagle Way Vacaville, CA 95688 | Sale of Ultra Braid/Fedora/Ribbon/Cow boy/Outback Hats and Visors | \$1,950.00 |
| Item # | 134 | Ohana Hawaiian Jewelry Westminster, CA 92683 | Sale of Sterling Silver, Stainless Steel, and Titanium Jewelry | \$3,750.00 |
| Item # | 135 | Garden Of Crystals 7140 25th Ave Sacramento, CA 95820 | Sale of Crystals, Gems, and Minerals | \$1,800.00 |
| Item # | 136 | World of Gifts 1015 S. 7th St. San Jose, CA 95112 | Sale of Light Up Masks, Glasses, and Hats | \$1,600.00 |
| Item # | 137 | Geoshi Designs Yuma, AZ 85367 | Sale of All Natural Jewelry Cleaner, Polishing Cream, and Tarnish Remover | \$1,300.00 |
| Item # | 138 | Raja Fashion USA 7195 Cherrywood Ct Highland, CA 92346 | Sale of Wallets, Fanny Packs, Backpacks, Leather Goods | \$1,800.00 |

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|--------|-----|--|---|-------------|
| Item # | 139 | Scentsy 7225 N Meridian Road Meridian, ID 83646 | Sale of Scentsy Warmers and Accessories, Wickless Candles | \$1,300.00 |
| Item # | 140 | Yosemite Mountain Candle P.O. Box 1535 Oakhurst, CA 93644 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 141 | Fantasy Oaks P.O. Box 1053 Oakhurst, CA 93644 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 142 | Golden State Snacks 29225 Revis Road Coarsegold, CA 93614 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 143 | Q29 Roastery LLC 5494 E. Lamona Avenue Fresno, CA 93727 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 144 | Master Sprinkles 8395 S. Elm Fresno, CA 93706 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 145 | Grandma's Old Fashion Butter Bunches 3487 E. Redlands Avenue Fresno, CA 93726 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 146 | Mountain Mike Photography 400 Sue Street Turlock, CA 95380 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 147 | Browning's Sauce & Marinade Co. LLC 6737 N. Milburn Avenue Fresno, CA 93722 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 148 | The Good Baker 1534 N. Arthur Avenue Fresno, CA 93728 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 149 | Country Crafts by Amanda & Kimi 2828 Armstrong Avenue Clovis, CA 93611 | Livin' Local Marketplace | \$200 + 10% |

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| Item # | 150 | Hygge Hugs by Sandra 36443 Fender Avenue Madera, CA 93636 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 151 | Lawrence Irwin 2465 N. El Capitan Avenue Fresno, CA 93722 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 152 | Mountain Dad Woodshop 46039 Birchwood Drive Oakhurst, CA 93644 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 153 | Sheabutters & Oils by Roni 6549 N. Palm Avenue Fresno, CA 93704 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 154 | From My Garden Lavender Products 47131 Navajo Avenue Coarsegold, CA 93614 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 155 | Ravyn Ranch 7081 N. Marks Avenue Fresno, CA 93711 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 156 | Sew Tammy Sews 32276 Sycamore Road Tollhouse, CA 93667 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 157 | Blue Lotus 57224 Thunder Way North Fork, CA 93643 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 158 | Edge Gypsy Boutique 612 N. Stine Road Bakersfield, CA 93309 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 159 | The Great Indoors 6230 N. Dower Fresno, CA 93723 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 160 | Todd Luker 3215 E. Ashcroft Fresno, CA 93726 | Livin' Local Marketplace | \$200 + 10% |

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|--------|-----|---|---|-------------|
| Item # | 161 | Tibet Creations 1 Helvic Ave., Apt #8 Monterey, CA 93940 | Sale of Traditional Batik Dresses, Tie Dye Clothing, and Stone | \$3,100.00 |
| Item # | 162 | Asian Art Foundation 197 Valley Park Circle San Jose, CA 95139 | Display of Asian Art Foundation Material | \$1,300.00 |
| Item # | 163 | Mayan Boutique 1386 W 30 Street Los Angeles, CA 90007 | Sale of Handwoven Handbags/Tablecloths/Blo uses, Hats, Masks, Beaded Jewelry | \$3,100.00 |
| Item # | 164 | California Department of Corrections and Rehab 10000 Goethe Road Ste C2 Sacramento, CA 95827 | Display of Information for Employment Oppportunities | \$1,300.00 |
| Item # | 165 | Sports Fun 1470 E. Griffith Way Apt Fresno, CA 93704 | Sale of Sports Items and Collectibles, Caps, Posters, Toys, Sunglasses, Jewelry | \$1,800.00 |
| Item # | 166 | Jeff Stuebing Jewelry Fresno, CA 93723 | Sale of Therapeutic Gemstones and Jewelry | \$1,800.00 |
| Item # | 167 | Cacau Sweets 535 W. Decatur Avenue Clovis, CA 93611 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 168 | Farmer and the Dale 4352 N. Van Ness Fresno, CA 93704 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 169 | Zone 9 Farms 16526 Karen Road Madera, CA 93636 | Livin' Local Marketplace | \$200 + 10% |
| Item # | 170 | Haven Medical Group 1332 W. Herndon Avenue Fresno, CA 93711 | Display of Medical Office and Providers | \$1,300.00 |
| Item # | 171 | California Apparel 2771 Oxford Lane Tracy, CA 95377 | Sale of Socks & Pop Bubble Toys | \$1,800.00 |

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|--------|-----|--|---|-------------|
| Item # | 172 | International Boutique 39755 428 Road Oakhurst, CA 93644 | Sale of Lamps & Bowls | \$1,800.00 |
| Item # | 173 | New York Life Insurance 205 E. River Park Circle Fresno, CA 93720 | Display of Information on Life Insurance | \$1,300.00 |
| Item # | 174 | World Financial Group, Inc. 5384 E. Huffman Avenue Fresno, CA 93727 | Display of Information on Life Insurance | \$1,300.00 |
| Item # | 175 | Glittery, LLC 5080 Mother Lode Dr. Shingle Springs, CA 95682 | Sale of Edible Glitter | \$1,800.00 |
| Item # | 176 | Arrow's Native Foods LLC 360 W. Bedford Avenue Fresno, CA 93711 | Living Local Marketplace | \$200 + 10% |
| Item # | 177 | Country Fair Cinnamon Rolls 42411 Windy Gap Dr Ahwahnee, CA 93601 | Sale of Cinnamon Rolls | 24% |
| Item # | 178 | W2G Fairs & Festivals, Inc. 13540 Via Roma Circle Clermont, FL 34711 | Sale of Gelato & Milkshakes | 24% |
| Item # | 179 | Gary Morse Concessions P O Box 938 Banning, CA 92220 | Sale of Dole Whip | 24% |
| Item # | 180 | West Coast Concessions P O Box 5208 Paso Robles, CA 93447 | Sale of Churros | 24% |
| Item # | 181 | West Coast Concessions P O Box 5208 Paso Robles, CA 93447 | Sale of Churros | 24% |
| Item # | 182 | West Coast Concessions P O Box 5208 Paso Robles, CA 93447 | Sale of Churros | 24% |

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|--------|-----|--|---|-----|
| Item # | 183 | West Coast Concessions Fairs, Inc. P O Box 5208 Paso Robles, CA 93447 | Sale of BBQ | 24% |
| Item # | 184 | WG Concessions-Fat Franky's Funnel Cakes 130 W Ave. J-5 Lancaster, CA 93534 | Sale of Funnel Cakes | 24% |
| Item # | 185 | Oriental Cusine Express 6909 Milan Drive Stockton, CA 95212 | Sale of Asian Food | 24% |
| Item # | 186 | Aurora's Authentica Comida Mexicana 204 W. Lincoln Avenue Fresno, CA 93706 | Sale of Mexican Food | 24% |
| Item # | 187 | Brock Enterprises P O Box 431 Yuba City, CA 95992 | Sale of Dippin Dots | 24% |
| Item # | 188 | B & C Concessions 35613 Ave. 13 Madera, CA 93636 | Sale of Shish Kabobs | 24% |
| Item # | 189 | Hol N Jam 1250 N Armstrong Ave. Fresno, CA 93727 | Sale of Snow Cones & Cotton Candy | 24% |
| Item # | 190 | Joe Mestmaker Enterprises 4208 Rosedale Hwy, #302 Bakersfield, CA 93308 | Sale of Fried Cheese, Fried Veggies & Fried Food | 24% |
| Item # | 191 | Chicken Charlie's 12463 Rancho Bernardo San Diego, CA 92128 | Sale of Fried Chicken | 24% |
| Item # | 192 | Jackson Enterprises Corn Stars 19151 Highway 94 Dulzura, CA 91917 | Sale of Roasted Corn & Baked Potatoes | 24% |
| Item # | 193 | MKM Concessions, LLC 2002 Red Oak Circle Santa Rosa, CA 95403 | Sale of Kettle Corn | 24% |

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| Item # | 194 | MKM Concessions, LLC 2002 Red Oak Circle Santa Rosa, CA 95403 | Sale of Kettle Corn | 24% |
| Item # | 195 | Brian's Concessions 9719 Brookpark Road Downey, CA 90240 | Sale of Cotton Candy & Candy Apples | 24% |
| Item # | 196 | Pardini Fair Ventures, L.P. 2257 W. Shaw Ave. Fresno, CA 93711 | Sale of Slush Puppie & Frozen Cocktails | 24% |
| Item # | 197 | A Taste of Paradise 20201 Tollhouse Road Clovis, CA 93619 | Sale of Shaved Ice | 24% |
| Item # | 198 | Seven Palms, Inc. 1450 Coraway Court Merced, CA 95340 | Sale of Indian Tacos | 24% |
| Item # | 199 | Calipso Enterprises 5905 Genoa Dr. Bakersfield, CA 93308 | Sale of Fruit & Aguas | 24% |
| Item # | 200 | Log Cabin Concessions P.O. Box 513 Coarsegold, CA 93617 | Sale of Lemonade | 24% |
| Item # | 201 | Twisted Masala 6658 E. Cetti Avenue Fresno, CA 93727 | Food Truck Alley and Beer & Wine Fest | \$1,600.00 |
| Item # | 202 | Kerribb Flava 310 N. Arroyo Street Visalia, CA 93292 | Food Truck Alley | \$750.00 |
| Item # | 203 | El Medranos Catering Co 437 K Street Sanger, CA 93657 | Food Truck Alley | \$750.00 |
| Item # | 204 | The Hummingbird Jamaican Grill 7310 S. Virmargo Street Visalia, CA 93292 | Food Truck Alley | \$250.00 |

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| Item # | 205 | Greek N More P.O. BOX 397 Caruthers, CA 93609 | Food Truck Alley and Beer & Wine Fest | \$850.00 |
| Item # | 206 | Mixa Pinos P.O. Box 6263 Fresno, CA 93703 | Food Truck Alley and Beer & Wine Fest | \$600.00 |
| Item # | 207 | The Quirky Cafe 4473 E. Buckingham Way Fresno, CA 93726 | Food Truck Alley | 24% |
| Item # | 208 | Ohana Pantry 3030 W. San Gabriel Avenue Fresno, CA 93722 | Food Truck Alley | \$750.00 |
| Item # | 209 | Jay's Specialty Ice Cream 365 W. Bedford Avenue Fresno, CA 93711 | Food Truck Alley | \$250.00 |
| Item # | 210 | Heavenly Freeze 5790 N. Fresno Street Fresno, CA 93710 | Food Truck Alley | \$1,250.00 |
| Item # | 211 | Daddy's Best Froyo 1223 E. 6th Street Ontario, CA 91764 | Food Truck Alley | \$750.00 |
| Item # | 212 | Intertribal Tacos 1272 Villa, #52 Clovis, CA 93612 | Food Truck Alley | 24% |
| Item # | 213 | Fury 2205 E. Peralta Way Fresno, CA 93703 | Food Truck Alley and Beer & Wine Fest | \$1,350.00 |
| Item # | 214 | Salvadorian Sizzle 6676 N. Bendel Avenue Fresno, CA 93722 | Food Truck Alley | \$250.00 |
| Item # | 215 | Horizon Home Care, LLC Geoffrey Montoya 255 W. Fallbrook Avenue Fresno, CA 93711 | Information on services, raffle and games | \$540.00 |

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| Item # | 216 | TKO Medical Corporation Ken Rasmussen 2305 E. Ashlan Avenue Fresno, CA 93726 | Educational information and selling mobility products | \$500.00 |
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**MINUTES
21ST DISTRICT AGRICULTURAL ASSOCIATION
BOARD OF DIRECTORS MEETING
AUGUST 24, 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, Vice President Chuck Riojas 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 Sandra West, Event Coordinator Taylor Childers; via Zoom: Directors Linda Mae Balakian Hunsucker, Gary Chahil, Annalisa Perea, Larry Salinas, Celeste Zavala with Cohen Communications and Brent Rush with Supervisor Nathan Magsig's office.

Item #2. Pledge of Allegiance:

President Pacheco requested Director Chuck Riojas 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.

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

A. Approve Board Minutes:

1. Regular Board Meeting 06/22/2021

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

Item #5. Acknowledge Consent Agenda (colored pages) Item #15 thru Item #300:

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

Item #6. Public Comment:

Brent Rush with Supervisor Nathan Magsig's office introduced himself. Looking forward to the fair. Mentioned that a few weeks ago they had a nice meeting with Stacy and Lauri.

Item #7. Executive Staff Report: (Informational)

a. Report on Satellite Racing/Lives Horse Racing:

Deputy Manager II King reported that we continue to operate satellite wagering on the first floor of the grandstand. Ruben and his team are prepping for fair. Our backside opens on Monday. Offices are here and the rest of our trailers arrive on Friday. Our application for our meet will be heard at the end of this month and our last fire inspection is tomorrow. Horse counts are looking really good. We started racing in Humboldt last week and their fields are averaging about 6 races a day with a 5.2 horse count in each race.

b. Report on CARF Meeting:

Deputy Manager II King reported that they have been meeting to discuss our deal with Calypso and fantasy wagering. As soon as we get done with Humboldt we are looking to start up more meetings on this to get it solidified before our meet.

c. Report on Interim Events:

Event Coordinator Taylor Childers reported that she continues to book events weekly, into 2022 and 2023. Working with the Home Show on finding alternate dates in case something doesn't work out for the big show in March.

Currently working to finalize a contract for a national garlic festival in May, 2022. We also have a Monster Truck Show being planned for August, 2022.

d. Report on Entertainment/Ticket Pre-Sale:

Deputy Manager II Rianda reported that we went on sale with our concert tickets at the beginning of the month. We have sold around \$123,000 in tickets so far. Our number one selling show is Midland at over 1,100 tickets, followed by Anthrax and then Nelly. Our next round of concert tickets go on sale September 1st, we are gearing up for that, reaching out to our radio station partners and getting them tickets to promote our shows.

Item #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:

MSP (Flores - Serpa) to approve the Check Register. The vote was unanimous.

Director Gonsalves asked for explanations on the Fresno County Security payments and the loader that we purchased. Deputy Manager II King explained that Fresno County Security handles all the security at our facility, including the overnight security 7 days a week. It is higher this month due to the Home Show and the Monster Truck Show. When security guards are used for interim events like these, it is a pass through, as the renter pays us back for those services. In 2019 our loader, which was ancient to begin with, died. To get through the rest of that year we rented a loader that cost us about \$50,000 to rent. We found a used loader that had everything we needed, was certified and came with a maintenance package and we purchased it in July. We use it daily to load trash, prepare the backside, on the track and anything else we need to do to get ready for fair, we needed this piece of equipment. Director Flores stated that he spoke with one of the maintenance employees and was told that it was essential to do what we need to do. They were using the backhoe doing things that could wear it out. If we didn't get the loader we probably would have been without a loader and a backhoe.

- Acknowledge Statement of Operations dated June 30, 2021 and July 31, 2021;

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

- Acknowledge Balance Sheet dated June 30, 2021 and July 31, 2021.

MSP (Serpa - Riojas) to approve the Balance Sheets.
The vote was unanimous.

- a. Discussion by the Board on the revised 2021 Fair's Operating Budget.

Deputy Manager II King stated that staff went through this revised budget with the Finance Committee (Directors Pacheco and Gonsalves) at length. At their request some changes were made to the original budget that was prepared. The budget being presented today has those changes in it.

Item #9. Old Business: (Informational)

- a. Discussion regarding 2021 Fair Planning:

Deputy Manager II Rianda stated that nothing much has changed from the original plan. Staff continues to meet with the Health Department every 2 weeks to stay on top of protocols and requirements. During the last meeting they did say that masks will be required inside buildings and strongly recommended for everyone on the grounds, especially when socially distancing cannot be attained. Concessionaires will have to wear masks but masks are not required in the Paul Theater or the grandstand at this time unless people are inside and not eating or drinking.

All of our programs are status quo. We are not supposed to supply masks but we do have a surplus of about 11,000 masks that we will make available to people if they do not have their own. We will have signage up and will rely on people to do the right thing. The Health Department does not want us to police this or confront people who do not want to wear their masks. Currently the only limitations that are in place through November are no more than 1,000 people inside at any one time and 10,000 people outside. The Health Department has been very accommodating and is working with us so that we are not looking at the facility as a whole, but rather breaking it into sections. So the grandstand is its own area, the Paul Paul Theater is its own area, the carnival is its own area and the livestock barn is its own area.

So we won't have more than 10,000 in one of those specific areas at any one time. Deputy Manager II Rianda stated that we were not going to utilize the Chillingierian's lot at Maple and Butler Avenue, which is where we usually put all of our dry stock and employee parking because it was going to save us right around \$30,000 by not renting the lot, renting the fence, having employees there, etc. Janet Chillingierian called last week letting us know that we could use the lot for free. They just want to be sure the fair makes some money. We decided to not use the entire lot, but measured out a section that we will use, fence and staff. Mid Valley is also cutting their fence price in half to make it more affordable for us. This will free up some parking spaces in the lot across the street that we can sell.

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

Deputy Manager II Rianda stated that she had some discussions with Director Flores about it. Director Flores said he is still gathering information. Really focusing on putting the fair on and we can wait until we get through fair before we make any decisions. President Pacheco agreed. Deputy Manager II Rianda stated that 2 months ago at the last board meeting the plan was to have everyone get a hold of Director Gonsalves and Director Flores with any issues that they had. They would then come to staff to discuss the issues. That has not happened yet. Once that happens it will then be sent to CDFA Legal to review.

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

a. Informational Purposes Only

- Ethic Reminders During Election Contest
- \$50M General Fund Support – Targeted Support Program
Ours was submitted 2 weeks ago.

b. Discussion by the Board regarding a Line of Credit with Suncrest Bank

MSP (Riojas - Serpa) to approve the Line of Credit

| | | | |
|--------------------|-----|--------------------|-----|
| Director Riojas | Yes | Director Gonsalves | No |
| Director Hunsucker | No | Director Chahil | Yes |
| Director Flores | Yes | Director Perea | Yes |
| Director Salinas | Yes | Director Serpa | Yes |

Deputy Manager II King stated this is nothing new and this is the way we have been operating for many years with whatever financial institution we were with. We have always taken a line of credit, typically it doesn't cost us any money and we never even draw on it, it's just there as a safety net.

Because Suncrest is our new bank, we did have to have a letter signed by President Pacheco authorizing Deputy Managers King and Rianda and Saundra West to negotiate the line of credit. President Pacheco signed it but requested that it be put on the Board agenda, which is why it is on here today. Typically we would have just filled out the paperwork and had a line of credit. Our line of credit is secured by the cash in the bank. We don't own our buildings, the State does, so we don't have any collateral, they secure it with the million dollars that we have. \$500,000 of our million is tied up in long term investments, which are 12 months, and \$500,000 of our million is tied up in 6 month investments, which is short term. We would be able to do a \$500,000 line of credit and they would hold that \$500,000 as collateral. We have only used this line of credit once in the past 17 years. We don't necessarily anticipate using it this year, but we like to know that we have that safety net if we need it. In order to start the fair it takes us between \$500,000 and \$600,000. We have to have the cash in the vault, we have to be able to pay the entertainers for the first 4 - 5 days. We don't start getting deposits from our gate until Tuesday because of the way the dates fall. If we end up needing the money, we don't have to draw it all at once. We can only draw what we need. This is only coming up now because we changed banks. Currently the interest is at 3%. In savings we are getting a little over 1%.

Director Gonsalves believes that it doesn't make sense to pay ourselves back on our own money. He thinks we should take our \$500,000, pull it out and put it in a savings account that Saundra could access if she needs it. He feels like that is giving her the flexibility she needs but we're not tied up in a contract.

- c. Approval of contract amendment for A & L Products, Inc. to reflect contractor only providing the 40' x 100' tent.

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

- d. Approval of contract amendment for Fresno County Private Security to provide interim/fair time security, August 2021 through August 2022.

MSP (Riojas - Serpa) to approve the amendment. The Vote was unanimous.

- e. Approval of interagency contract with 1-A DAA, Cow Palace regarding employee sharing arrangement.

MSP (Flores - Gonsalves) to approve 2021 amendments for option year contracts. The vote was unanimous.

- f. Approval of a 5-year contract (2021-2025) with the City of Fresno-Police Department to furnish police protection and law enforcement services.

MSP (Serpa - Riojas) to approve the 5-year contract. The vote was unanimous.

- g. Discussion by the Board regarding CEO search.

Director Gonsalves stated that because of the size of our fair we really need to have a CEO in place. We need just one person in charge that is accountable for what is going on, on the fairgrounds. It's hard to have two CEOs, we just need one. It has nothing to do with trust. This fair has had a CEO for many, many years and most fairs all have CEOs. President Pacheco and Director Gonsalves had talked about this and both were in agreement on it. It was pointed out that we currently have two for one. It was put in the budget for November and December. It makes no sense that we have a CEO for our non-profit but not for our fair. Director Flores asked if we didn't have a time limit for this current situation because we couldn't afford a CEO. This board had agreed that we would do this for a year and also agrees that we need a CEO but after the fair when we look at the numbers we can put out an announcement that we are looking and we want to be sure that we can afford one, as well. Deputy Manager II Rianda stated that she thought the intention was always to hire a CEO. This was just a short term, let's get us through and start making some money so we have the money to hire a CEO. Deputy Manager II King stated that it might be good to have a CEO search committee because you may want to look at hiring a firm to do the search. There is a salary structure for our class size of fair, starting at the bottom end and receiving merit raises each year. We are required to post the position through Sacramento, they put it out, advertise it and what not. We don't have to do a search. The qualifications for the position are on the State website through CalHR.

- h. Consider and approve Hall of Fame and Community Champion Selections for 2021.

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

Valley Wide Beverage, Debbie Jacobsen, Speeda Sound-Mike & Larry King and Supervisor Sal Quintero

Michael Joseph Giovannetti was voted for Community Champion

i. WFA Blue Ribbon Award Selections for 2021

Management's selection is Outfront Media.

j. Select Director of the Day

See Attached

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 Rianda stated that on July 1st our pay was reinstated from the State. Along with that OPEB was reinstated, so we are getting money back but then it's going back out for OPEB. F & E announced that directors cannot attend the first board meeting of the year until all of their training is done. This is an attempt to put it back on directors and take it off of staff to keep chasing you to get your training done. We assume that F & E will be in touch with all directors before the beginning of the year to let you know what training you need to take and then it's up to you to get it done before the first board meeting in January.

We had sent a letter to the Board of Supervisors regarding funding assistance. Our letter was received and we met with Supervisors Magsig and Brandau, it went well. They said the money we were requesting for the American Rescue funds probably wasn't going to be a good fit for us because the funding doesn't come until late October and we were looking at the funding to help with the up-front money to start the fair. They had some other suggestions for us and asked us to put together some information for them and they would continue to search for funds for us. That information should go out to them this week. Same thing with Congressman Costa. We had sent a letter to him which prompted a meeting. We told him everything we had applied for so far and asked if there was any other funding that we should be looking at. The answer was, basically, no. We need to focus on the Shuttered Venue Operators Grant, which we did, and the ARPA money that we already talked to the County about. He was also going to follow up with the County and find out why they didn't think the ARPA money was a good fit for us because he and his staff thought it would be. The SVOG was submitted and we notified his office of this, per his request.

Deputy Manager II King stated that we continue to meet with the Hmong New Year folks frequently. They are taking the event down to 4 days and will operate December 30th through January 2, 2022. That will be a reduction in their contract money, but with that change it does allow us to do our Fantasy of Lights event. We have changed the layout for the Fantasy of Lights to accommodate both events. We are changing the format of our 4.0 and Above competition. In past years we had done a lot of paper outreach and phone calls. This year we are pushing it all on-line and will verify after we choose the winners. This will cut our costs significantly and make it more efficient. 4.0 and Above will be Thursday, October 7th and the Band Review will be Wednesday, October 6th opening day.

- Deputy Manager II King reported that we continue to have lots of Zoom meetings including our fair area, CFA Committees, the SE Specific Plan Steering Committee, Health Department, IAFE Management Seminar Series, etc. We did have an in-person Fire Marshal meeting to talk about fair and spacing. They said 20 feet from buildings and we explained that wasn't going to work. The Fire Marshal requested that we put together a plan showing how we would make it work. We asked for 10 feet away and submitted the plan. This is the plan we are moving forward with. We also have a fire watch plan that will be in effect. We just completed our mandatory Fire Marshal walk-through and it was the least amount of write ups we've ever seen. We have had meetings with the Fresno Heat, which is our volleyball renter. This is her first fair so we are helping her to understand about move out and move in and what is entailed. We also had a Livestock Community Zoom with our exhibitors, parents, teachers and anyone else. It was fantastic. Had about 45 people on it and they were able to ask their questions, have dialogue and we will continue to do them this way.
- Deputy Manager II King reported that we finally received our Creek Fire reimbursement from the County in the amount of \$150,000. Friends of the Fair received a grant from the Rotary Club of Fresno for the Mexican Heritage Patio in the amount of \$12,500.

We have had multiple changes with our sound company, Speeda Sound. During COVID last year Speeda Sound called and told us they were closing up shop and going out of business. We then got a call a few months later saying they were back in business and we then thought things were proceeding as normal. We had a meeting with them to talk about staffing, as we had heard they had none and we were concerned. They assured us that they did, so we thought everything was good. We then received a call a week later from Mike King saying that they sold Speeda Sound and we were going to love the people they sold it to. It's a company out of Orange County, at that point we decided that was not what was in our contract and we weren't interested at this point in working with someone new.

We sent them a letter officially canceling their contract. We reached out to R & R Sound, a subsidiary of Lights West. We are changing our sound requirements over to them. Then the Speeda Sound brothers wanted to meet with us again, it was just too much back and forth and uncertainty. We are going with R & R Sound this year with an emergency contract and will go out to bid for sound next year. After we had canceled the contract they came back to us and said they were not selling then said they were selling but it wouldn't be done until after our fair.

- Deputy Manager II Rianda stated that they met with KMJ about having their 100th birthday celebration with us. It is tentatively scheduled for October 29, 2022. They are looking at Ted Nugent and The Appletones will probably open for him. Deputy Manager II Rianda stated that she assisted with Deputy Manager II interviews for the Cow Palace as a subject matter expert. Deputy Manager II King reported that she and Nick Heckman had been meeting with all of the equipment rental companies, everything we need is coming. E-gaming will be taking place in the Home Arts Building and it will be called POP! Culture Experience featuring the Showdown. They have already sold some booths, we will have interactive gaming happening, two tournament days and it will be a great draw. We continue to meet with the bank to get them up to speed on what it will be like to be with us in October. Our bank is merging with Premier Business Bank in November and we had questions about that.
- Deputy Manager II Rianda stated that the Arise event on the final Sunday of the fair has been canceled this year. We have had 3 communities drop out of the Ag Building this year. Kerman, Easton and, last week, Orange Cove dropped out. We had a plan for the Easton booth. We went back to Kerman to see if they could do something to just represent their community, so that is happening. We offered this to Orange Cove, as well, so we are waiting to hear from them. Our Voice of the Fair took another job in October so we had to find a new Voice of the Fair. Jeff Davis is a DJ on Mega and has wanted to be our Voice of the Fair forever. He has agreed to do it for us this year. Nothing will change except for the voice. Director Salinas volunteered to do it if Jeff goes down as he has filled in before in that position. Deputy Manager II King stated that we are now requiring masks in the office again anytime you leave your work station. Our staff is so small that we cannot afford anyone getting sick. We have hired 2 additional part time employees in the office. We have someone helping out with payroll and horse racing and a new receptionist. We also have someone in the Box Office now.
- Deputy Manager II King stated we had our Friends of the Fair meeting today. The Mexican Patio was discussed and their progress on that. They also had the Isnardi Foundation here for an all-day tour and lunch about a month ago and loved the Italian Exhibit, which they funded.

The new museum sign on the north side of the building will be up before the fair. Other signs that will be going up include The Fresno Bee and the DRUGS sign. They are working on the smaller version of the Hacienda sign that would go in the Mexican Patio area and the Fat Jack's sign that just needs a pole to put it up, but that will not happen before the fair. The FOF is going to purchase a new lap top for the office to work on the go which will free up another lap top to go to livestock. Both of the air conditioning units on the fair museum were out. They had an air conditioning guy come out and fix them so we can get through the fair and they should be good for about a year or two. FOF covered all expenses on that. Past Director Gabe Hernandez reached out and offered his services to work in the museum this year during the fair.

- Deputy Manager II King reported our job fair is Thursday and we are hoping to get all of our positions filled. We asked that everyone be patient with us as our number one focus is the fair and making it as wonderful as possible because our community desperately needs it. We will start working weekends starting next weekend.

Item #12. Board Recommendation for Future Agenda Items:

Item #13. For Your Information:
Next Board Meeting - September, 28, 2021, 3:30 p.m.

Item #14. Adjournment:

Respectfully Submitted,

Stacy Rianda
Deputy Manager II

Jerry Pacheco, President
Board of Directors

AP Payments Check Register

August 2021

Fresno Fair
Saundra West

Friday, September 17, 2021 11:13:28AM
Page 1

| Reference | Date | Vendor | Vendor Description | Net Pay | Merge # |
|--------------|-----------|---------|--------------------------------------|-----------|---------|
| EFT - 080221 | 8/3/2021 | MOBMIN | Mobile Mini | 21,009.06 | 93,863 |
| 1445 | 8/4/2021 | A1N403 | A-1 NATIONAL FENCE / FAMICO CORPOR | 1,417.00 | 93,871 |
| 1446 | 8/4/2021 | CAL942 | CALPERS/FISCAL SVCS DIVISION-CASHIEF | 1,145.88 | 93,872 |
| 1447 | 8/4/2021 | CALBUS | CALIFORNIA BUSINESS MACHINES, INC. | 37.62 | 93,873 |
| 1448 | 8/4/2021 | CFSASA | CALIFORNIA FAIR SERVICES AUTHORITY | 13,553.46 | 93,874 |
| 1449 | 8/4/2021 | COMCAS | COMCAST | 646.65 | 93,875 |
| 1450 | 8/4/2021 | COMDYN | COMPUTER DYNAMICS, INC. | 270.00 | 93,876 |
| 1451 | 8/4/2021 | CON522 | CONETRIX TECHNOLOGY | 255.00 | 93,877 |
| 1452 | 8/4/2021 | CORBRI | Brianna Cordoba-Core | 35.00 | 93,878 |
| 1453 | 8/4/2021 | CULLIG | CULLIGAN | 54.00 | 93,879 |
| 1454 | 8/4/2021 | DAVNAL | DAVID NALCHAJIAN, INC. | 5,000.00 | 93,880 |
| 1455 | 8/4/2021 | DEL254 | DELRAY TIRE & RETREADING, INC. | 425.55 | 93,881 |
| 1456 | 8/4/2021 | FREPRI | FRESNO COUNTY PRIVATE SECURITY | 12,953.07 | 93,882 |
| 1457 | 8/4/2021 | KENERI | Erica Kendall | 3,000.00 | 93,883 |
| 1458 | 8/4/2021 | LAMMEL | Melissa J Lamont | 3,000.00 | 93,884 |
| 1459 | 8/4/2021 | MIDVAL | MID VALLEY DISPOSAL | 3,805.63 | 93,885 |
| 1460 | 8/4/2021 | OTI553 | OTIS ELEVATOR COMPANY | 4,511.88 | 93,886 |
| 1461 | 8/4/2021 | PACGAS | PACIFIC GAS & ELECTRIC | 3,506.79 | 93,887 |
| 1462 | 8/4/2021 | PACSUP | PACE SUPPLY | 155.58 | 93,888 |
| 1463 | 8/4/2021 | PAPMAT | PAPE MATERIAL HANDLING | 5,348.51 | 93,889 |
| 1464 | 8/4/2021 | QUAFIN | QUADIENT FINANCE USA, INC. | 39.00 | 93,890 |
| 1465 | 8/4/2021 | RICUSA | RICOH USA, INC. | 1,203.52 | 93,891 |
| 1466 | 8/4/2021 | SELSAN | Sandy Self | 1,093.75 | 93,892 |
| 1467 | 8/4/2021 | SUNPAY | SUNCREST PAYMENT REMITTANCE CTR | 10,788.95 | 93,893 |
| 1468 | 8/4/2021 | WELPAY | WELLS FARGO PAYMENT REMITTANCE CT | 38.19 | 93,894 |
| 202188 | 8/2/2021 | AUTNET | Authorize.net | 9.99 | 93,897 |
| 2021289 | 8/2/2021 | AUTNET | Authorize.net | 231.63 | 93,898 |
| 2021291 | 8/2/2021 | AUTNET | Authorize.net | 36.88 | 93,899 |
| 2021292 | 8/2/2021 | AUTNET | Authorize.net | 10.41 | 93,900 |
| 1469 | 8/5/2021 | SAFETEK | SAFETEK INC | 380.00 | 93,904 |
| 1470 | 8/9/2021 | RIASTA | RIANDA, STACY | 65.19 | 93,905 |
| 1471 | 8/11/2021 | AGU335 | AGUIRRE FIRE PROTECTION | 16,721.02 | 93,908 |
| 1472 | 8/11/2021 | BEDCON | BEDARD CONTROLS, INC | 22,783.00 | 93,909 |
| 1473 | 8/11/2021 | CIT206 | CITY OF FRESNO-UTILITY BILLING | 4,263.46 | 93,910 |
| 1474 | 8/11/2021 | COMPHO | COMCAST - PHONE SERVICE | 363.09 | 93,911 |
| 1475 | 8/11/2021 | FTBGAR | Franchise Tax Board - Garnishment | 200.00 | 93,912 |
| 1476 | 8/11/2021 | HOMDEP | HOME DEPOT CREDIT SERVICES | 208.35 | 93,913 |
| 1477 | 8/11/2021 | HOMPRO | HOME DEPOT PRO INSTITUTIONAL | 1,059.10 | 93,914 |
| 1478 | 8/11/2021 | INTNET | INTEGRITY NETWORKS | 45.00 | 93,915 |
| 1479 | 8/11/2021 | JHO271 | J HOWE MARKETING | 1,094.33 | 93,916 |
| 1480 | 8/11/2021 | JORBAT | JORGENSEN BATTERIES, INC. | 435.40 | 93,917 |
| 1481 | 8/11/2021 | LEE545 | LEE'S | 879.39 | 93,918 |
| 1482 | 8/11/2021 | LOYOSW | Oswaldo Loya | 348.00 | 93,919 |
| 1483 | 8/11/2021 | MIDVAL | MID VALLEY DISPOSAL | 300.00 | 93,920 |
| 1484 | 8/11/2021 | PACGAS | PACIFIC GAS & ELECTRIC | 24.64 | 93,921 |
| 1485 | 8/11/2021 | PACSUP | PACE SUPPLY | 182.75 | 93,922 |
| 1486 | 8/11/2021 | R&S254 | R&S ERECTION TRI-COUNTY | 233.50 | 93,923 |
| 1487 | 8/11/2021 | RAS102 | RASMUSSEN AUTO REPAIR, INC. | 158.09 | 93,924 |
| 1488 | 8/11/2021 | SITONE | SITEONE LANDSCAPE SUPPLY, LLC | 400.79 | 93,925 |
| 2021312 | 8/9/2021 | AUTNET | Authorize.net | 6.50 | 93,927 |
| 2021313 | 8/9/2021 | AUTNET | Authorize.net | 6.50 | 93,928 |
| 2021308 | 8/6/2021 | SUNFEE | Suncrest Bank - Fees | 9.00 | 93,933 |
| 1489 | 8/17/2021 | BDPEST | B & D PEST CONTROL, INC | 170.00 | 93,934 |

AP Payments Check Register

August 2021

Fresno Fair
Saundra West

Friday, September 17, 2021 11:13:28AM
Page 2

| Reference | Date | Vendor | Vendor Description | Net Pay | Merge # |
|-----------|-----------|---------|--------------------------------------|-----------|---------|
| 1490 | 8/17/2021 | BICBER | BIC - BERKLEY FIRE & MARINE UNDERWR | 23,357.00 | 93,935 |
| 1491 | 8/17/2021 | CFSASA | CALIFORNIA FAIR SERVICES AUTHORITY | 210.00 | 93,936 |
| 1492 | 8/17/2021 | FREPRI | FRESNO COUNTY PRIVATE SECURITY | 2,034.43 | 93,937 |
| 1493 | 8/17/2021 | KROSAM | Sam Krovitsky | 400.00 | 93,938 |
| 1494 | 8/17/2021 | M&DHON | M & D Honey | 40.00 | 93,939 |
| 1495 | 8/17/2021 | PACGAS | PACIFIC GAS & ELECTRIC | 89.59 | 93,940 |
| 1496 | 8/17/2021 | RICLEA | RICOH USA, INC. / LEASE PAYMENTS | 13,208.25 | 93,941 |
| 1497 | 8/17/2021 | RVJENS | ROBERT V. JENSEN, INC. | 1,680.23 | 93,942 |
| 1498 | 8/17/2021 | SEBAST | SEBASTIAN | 634.50 | 93,943 |
| 1499 | 8/17/2021 | VOYFLE | VOYAGER FLEET SYS | 65.41 | 93,944 |
| 1500 | 8/17/2021 | WELPAY | WELLS FARGO PAYMENT REMITTANCE CT | 6,576.32 | 93,945 |
| 1501 | 8/25/2021 | A1N403 | A-1 NATIONAL FENCE / FAMICO CORPOR | 495.00 | 93,949 |
| 1502 | 8/25/2021 | ACCWAR | ACCOUNTING WARE | 4,541.71 | 93,950 |
| 1503 | 8/25/2021 | ACSS | ASSOCIATION OF CALIF. STATE SUPERVIS | 36.00 | 93,951 |
| 1504 | 8/25/2021 | ADR472 | ADRIAN & SONS CARPET/UPHOLSTERY CL | 1,336.32 | 93,952 |
| 1505 | 8/25/2021 | CFSASA | CALIFORNIA FAIR SERVICES AUTHORITY | 14,063.31 | 93,953 |
| 1506 | 8/25/2021 | COHCOM | COHEN COMMUNICATIONS | 18,400.00 | 93,954 |
| 1507 | 8/25/2021 | COMPHO | COMCAST - PHONE SERVICE | 4,788.91 | 93,955 |
| 1508 | 8/25/2021 | CON522 | CONETRIX TECHNOLOGY | 255.00 | 93,956 |
| 1509 | 8/25/2021 | CULLIG | CULLIGAN | 54.00 | 93,957 |
| 1510 | 8/25/2021 | FEDEX | FEDEX | 81.98 | 93,958 |
| 1511 | 8/25/2021 | FTBGAR | Franchise Tax Board - Garnishment | 200.00 | 93,959 |
| 1512 | 8/25/2021 | JORCOM | JORGENSEN COMPANY | 2,934.60 | 93,960 |
| 1513 | 8/25/2021 | LEAF | LEAF (Kyosera Copier) | 568.84 | 93,961 |
| 1514 | 8/25/2021 | MIDVAL | MID VALLEY DISPOSAL | 1,465.35 | 93,962 |
| 1515 | 8/25/2021 | QUALEA | QUADIENT LEASING USA, INC. | 222.85 | 93,963 |
| 1516 | 8/25/2021 | RICUSA | RICOH USA, INC. | 66.47 | 93,964 |
| 1517 | 8/25/2021 | SELSAN | Sandy Self | 1,356.25 | 93,965 |
| 1518 | 8/25/2021 | SHREDIT | SHRED-IT | 669.98 | 93,966 |
| 1519 | 8/25/2021 | SNETAM | Tammy Snead | 300.00 | 93,967 |
| 1520 | 8/25/2021 | SOASUD | SOAP & SUDS JANITORIAL | 298.00 | 93,968 |
| 1521 | 8/25/2021 | SUNPAY | SUNCREST PAYMENT REMITTANCE CTR | 4,738.43 | 93,969 |
| 1522 | 8/25/2021 | TRASHO | Travel Shoppe | 925.39 | 93,970 |
| 1523 | 8/27/2021 | CHITAY | CHILDERS, TAYLOR | 73.95 | 93,972 |
| 1524 | 8/27/2021 | WES177 | WESTERN FAIRS ASSOCIATION | 125.00 | 93,973 |
| 2021344 | 8/27/2021 | WELPAY | WELLS FARGO PAYMENT REMITTANCE CT | 65.00 | 94,015 |

Total Payments: 89

Total Amount: 250,278.17

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

| | | Current Fiscal Year | | | | Prior Fiscal Year | |
|------------------------------|----------------------------------|---------------------|-----------|--------------|--------------|-------------------|--------------|
| Acct. No. | Title | Budget | Month | Year to Date | (Over)/Under | Month | Year to Date |
| | | | | | Budget | | |
| REVENUES | | | | | | | |
| Non-Operating | | | | | | | |
| 311 | Non-Operating | 0 | 0 | 2,062,614 | (2,062,614) | 377,974 | 518,724 |
| Operating | | | | | | | |
| 410 | Admission to Grounds | 115,000 | 40,410 | 101,962 | 13,038 | 0 | 404 |
| 415 | Commercial Space | 0 | 0 | 0 | 0 | 0 | 25 |
| 420 | Concessions | 100,000 | 96,281 | 115,810 | (15,810) | 123 | 6,139 |
| 430 | Exhibits | 20,000 | 8,059 | 25,752 | (5,752) | 8,415 | 14,289 |
| 450 | Horse Racing - Fair | 80,000 | 24,605 | 96,561 | (16,561) | 0 | 282 |
| 457 | Satellite Wagering | 275,000 | 52,054 | 337,944 | (62,944) | 31,668 | 240,203 |
| 458 | Sat Wagering - Polo Lounge | 0 | 0 | 0 | 0 | 0 | 18,703 |
| 470 | Miscellaneous Fair | 250,000 | 249,909 | 264,334 | (14,334) | 0 | 409,400 |
| 480 | Non Fair/Interim | 719,134 | 50,631 | 719,332 | (198) | 29,129 | 845,709 |
| 490 | Prior Year Revenue Adjustments | 0 | 0 | 0 | 0 | 0 | 20,538 |
| 495 | Miscellaneous Income | 0 | 0 | 14,406 | (14,406) | 0 | 0 |
| Total Operating Revenues | | 1,559,134 | 521,949 | 1,676,101 | (116,967) | 69,336 | 1,555,692 |
| TOTAL REVENUES | | 1,559,134 | 521,949 | 3,738,715 | (2,179,581) | 447,311 | 2,074,416 |
| EXPENSES | | | | | | | |
| Operating | | | | | | | |
| 500 | Administration | 835,546 | 87,404 | 662,083 | 173,463 | 120,022 | 989,387 |
| 520 | Maint & Gen Oper | 1,076,432 | 140,607 | 651,448 | 424,984 | 82,221 | 908,266 |
| 540 | Publicity Expense | 40,000 | 11,637 | 25,487 | 14,513 | 3,870 | 96,493 |
| 560 | Attendance Operation | 100,000 | 76,297 | 79,979 | 20,021 | 6,528 | 26,641 |
| 570 | Miscellaneous Fair | 50,000 | (19,902) | 16,067 | 33,933 | 5,276 | 57,785 |
| 541 | Museum | 0 | 0 | 0 | 0 | 0 | 0 |
| 580 | Premium | 0 | 0 | 0 | 0 | 0 | 0 |
| 630 | Exhibits (Excluding Premiums) | 50,000 | 20,533 | 31,384 | 18,616 | 365 | 8,960 |
| 650 | Horse Racing - Fair Live | 50,000 | 31,834 | 49,054 | 946 | 639 | 33,765 |
| 659a | Satellite Wagering | 137,954 | 16,604 | 112,339 | 25,615 | 12,446 | 135,617 |
| 659b | Satellite Wagering - Polo Lounge | 0 | 0 | 222 | (222) | 4,052 | 32,879 |
| 660 | Attractions (Fairtime) | 0 | 6,000 | 12,400 | (12,400) | 0 | 50,000 |
| 668 | Interim Event Expense | 183,984 | 22,482 | 162,108 | 21,876 | 8,488 | 170,396 |
| 723 | Equipment Funded by Fair | 0 | 0 | 0 | 0 | 0 | 0 |
| 800 | Prior Year Expense Adjustments | 0 | 155 | (15,075) | 15,075 | 25,152 | 255,129 |
| 850 | Cash Over/(Under) | 0 | 48 | (41) | 41 | (6) | (7) |
| Total Operating Expenses | | 2,523,916 | 393,699 | 1,787,455 | 736,461 | 269,053 | 2,765,310 |
| Non-Operating | | | | | | | |
| 91000 | Depreciation Expense | 451,000 | 56,431 | 451,449 | (449) | 54,679 | 437,433 |
| 91300 | Capital Expense - Equipment | 0 | 0 | 0 | 0 | 0 | 0 |
| 96000 | Pension Expense GASB68 | 165,000 | 25,237 | 165,716 | (716) | 37,214 | 322,626 |
| Total Non-Operating Expenses | | 616,000 | 81,668 | 617,165 | (1,165) | 91,894 | 760,059 |
| TOTAL EXPENSES | | 3,139,916 | 475,367 | 2,404,620 | 735,296 | 360,946 | 3,525,369 |
| Non-Operating | | | | | | | |
| | Revenues | 0 | 0 | 2,062,614 | (2,062,614) | 377,974 | 518,724 |
| | Expenditures - Depreciation | (616,000) | (81,668) | (617,165) | 1,165 | (91,894) | (760,059) |
| Non-Operating Income/(Loss) | | (616,000) | (81,668) | 1,445,449 | (2,061,449) | 286,081 | (241,335) |
| Operating | | | | | | | |
| | Revenues | 1,559,134 | 521,949 | 1,676,101 | (116,967) | 69,336 | 1,555,692 |
| | Expenditures | (2,523,916) | (393,699) | (1,787,455) | (736,461) | (269,053) | (2,765,310) |
| Operating Income/(Loss) | | (964,782) | 128,250 | (111,354) | (853,428) | (199,716) | (1,209,618) |
| NET INCOME/(LOSS) | | (1,580,782) | 46,582 | 1,334,095 | (2,914,877) | 86,364 | (1,450,953) |

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

| ASSETS | 2021 | 2020 | Increase/Decrease | |
|---|-------------------|-------------------|-------------------|-------------|
| | | | Amount | Percent |
| Current Assets | | | | |
| Cash | | | | |
| Cash - Unrestricted | 1,657,973 | 622,673 | 1,035,300 | 166% |
| Cash - Payroll | 798,658 | 845,327 | (46,669) | -6% |
| Cash - Savings Account | 1,066,255 | 1,051,209 | 15,046 | 1% |
| Total Cash | 3,522,886 | 2,519,209 | 1,003,677 | 40% |
| Accounts Receivable | 1,088,256 | 848,417 | 239,840 | 28% |
| Prepaid Premiums | 51,490 | 47,636 | 3,854 | 8% |
| Fixed Assets | | | | |
| Construction in Progress | 8,588 | (8,069) | 16,657 | -206% |
| Land | 244,077 | 244,077 | 0 | 0% |
| Buildings & Improvements | 26,293,498 | 26,280,060 | 13,438 | 0% |
| Accum Dep - Buildings & Improvements | (18,781,421) | (18,197,448) | (583,973) | 3% |
| Equipment | 972,541 | 880,270 | 92,271 | 10% |
| Accum Dep - Equipment | (683,165) | (596,973) | (86,192) | 14% |
| Total Assets | 9,193,865 | 9,497,970 | (304,105) | -3% |
| 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 | 13,919,533 | 13,219,961 | 699,571 | 5% |
| LIABILITIES & RETAINED EARNINGS | | | | |
| Current Liabilities | | | | |
| Accounts Payable | 668,945 | 1,180,964 | (512,019) | -43% |
| Payroll Liabilities | 159,190 | 132,054 | 27,136 | 21% |
| Deferred Revenue | 1,119,530 | 829,032 | 290,498 | 35% |
| Other Liabilities | 7,024 | 2,588 | 4,436 | 171% |
| Guaranteed Deposits | 34,700 | 27,500 | 7,200 | 26% |
| Compensated Absences Liability | 197,190 | 448,081 | (250,891) | -56% |
| Current Year Long Term Debt | 59,341 | 44,506 | 14,835 | 33% |
| Total Current Liabilities | 2,245,920 | 2,664,725 | (418,805) | -16% |
| Long Term Liabilities | | | | |
| Long Term Debt | 440,393 | 644,307 | (203,914) | -32% |
| 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 | 5,293,089 | 5,623,603 | (330,514) | -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 | 7,699,083 | 8,448,402 | (749,319) | -9% |
| 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 | (617,165) | (760,059) | 142,895 | -19% |
| Operating Net Income | 1,951,260 | (690,894) | 2,642,154 | -382% |
| Adjustment for rounding | 0 | 0 | (0) | -100% |
| Total Liabilities & Retained Earnings | 13,919,533 | 13,219,961 | 699,571 | 5% |



MEMORANDUM

TO: Board of Directors
FROM: Lauri King, Deputy Manager II
DATE: May 11, 2021
SUBJECT: Check Register Explanation

MESSAGE:

August Check Register

| Check # | Vendor | Amount | Purpose |
|---------------|-------------------------|-------------|--|
| EFT 080221 | Mobile Mini | \$21,009.06 | Restroom Rental for Backside Area |
| 1448 | CFSA | \$13,553.46 | Liability Insurance |
| 1457 | Erica Kendall | \$3,000 | Grounds Entertainment Coordinator |
| 1458 | Melissa Lamont | \$3,000 | Grounds Entertainment Coordinator |
| 1460 | Otis Elevator Company | \$4,511.88 | Retainer for Elevator Contract and Service |
| 1463 | Pape Material Handling | \$5,348.51 | Equipment Rental |
| 1467 | Suncrest Payment | \$10,788.95 | Credit Card Payment |
| Various | Authorize.net | Various | Credit Card Processing Fees |
| 1471 | Aguirre Fire Protection | \$16,721.02 | Backside Fire System Work |
| 1472 | Bedard Controls | \$22,783 | Grandstand Air Control System Repairs |
| 1479 | J Howe Marketing | \$1,094.33 | Exhibit Tags |
| 1490 | BIC | \$23,357 | Property Insurance |
| 1494 | M & D Honey | \$40 | Booth Refund |
| 1496 | Ricoh | \$13,208.25 | Lease Payoff |
| 1506 | Cohen Communications | \$18,400 | Pr Coordination and Advertising |
| 1512 | Jorgenson Company | \$2,934.60 | Fire Alarm Repair |
| 1522 | Travel Shoppe | \$925.39 | Red Wave Judges Travel |



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE

Karen Ross, Secretary

Recommended Caution for California Rabbit Exhibitions

May 26, 2021

Dear Rabbit Exhibition Organizers and Managers:

This advisory is in response to numerous questions about the current risk of spreading rabbit hemorrhagic disease (RHD) via rabbits at fairs and shows. We are posting this advisory now because of the recent increase of disease spread in southern California and the United States, and the risks created by fairs and shows. We urge rabbit owners to prevent this devastating disease by practicing good biosecurity measures and limiting comingling with other rabbits and their owners. They should also avoid moving or sharing equipment which may serve to transfer virus. Rabbit owners who have experienced recent deaths in their rabbit colony should not attend shows or exhibitions.

Since March 2020, an outbreak of RHD has been spreading in wild and domestic rabbits in the southwestern United States and is now affecting 13 U.S. states. It was detected in southern California in May 2020 and has since been killing wild and/or domestic rabbits in seven Southern California counties: Kern, Los Angeles, Orange, Riverside, San Bernardino, San Diego, and Ventura.

Rabbit hemorrhagic disease is caused by a highly contagious and highly fatal calicivirus of rabbits and hares. The primary ways the disease spreads is by movement of infected or exposed rabbits, direct or indirect contact with infected wild and domestic rabbits, movement of rabbit carcasses by scavengers or predators, contamination of hay or feed by infected wild rabbits, or contact with virus on fomites (surfaces) such as hands, shoes, clothing, or feet and fur of rodents and other animals. Clinical signs of rabbit hemorrhagic disease include; sudden death, lethargy, inappetence, seizures/spasms, blood from the nose or other body orifices, difficulty breathing, and vocalization. For more information, please visit https://www.cdfa.ca.gov/AHFSS/Animal_Health/RHD.html

To support our disease containment efforts, the California State Veterinarian is recommending that all rabbit exhibitions practice good biosecurity and health screening of all participating rabbits. The cooperation of rabbit owners is critical in controlling this disease; when exposed rabbits are not moved and comingled, disease is prevented. *An exhibition is an assembly of rabbits brought to the assembly location for purposes that include public display for any duration. Exhibitions include, but are not limited to: sales, auctions, shows, swap meets, pet marts, fair exhibits, pet stores, and petting zoos. Public zoos are not included in this definition.*

Sincerely,

Dr. Annette Jones
State Veterinarian





Rabbit Hemorrhagic Disease Risk Management: Advice for Rabbit Show Organizers

Biosecurity practices are always a good idea at shows, not just for rabbit hemorrhagic disease (RHD), but also to reduce the spread of more common contagious conditions such as snuffles (*Pasteurella*), mites, etc. The highest risk areas for RHD are those with infected feral, domestic or wild rabbits. We all have different levels of risk we are willing to accept; the most conservative participants will not take animals away from home or allow them to contact other animals. The following guidance is intended for those hosting shows.

Preventing Disease from Entering A Rabbit Show

- Managers must evaluate the disease risks and decide what control measures they should establish and enforce to prevent RHD entering and spreading during shows. Veterinarians should be consulted to help with these decisions.
- Show managers can decide to add additional requirements for exhibitors and rabbits before and during an event (e.g. restrictions based on home location of rabbits, RHDV2 vaccination, Certificate of Veterinary Inspection, or veterinary inspection on arrival).
- Keep up to date on current [ARBA](#) and California state [guidelines](#) for showing.
- Effective sanitation of equipment prior to holding a show requires two steps: cleaning and disinfection (See USDA C&D guidance, link [here](#).)



Cleaning

- Remove all organic debris from items to be disinfected (e.g. cages, feeding equipment, waterers, footwear, etc.). Items made of wood are best discarded or burned after use.
- Wash items thoroughly with soap and water; rinse well and let dry.
- Allow prolonged exposure to sunlight when possible.

Disinfection

- Saturate equipment by submersion or spray with 10% household bleach (sodium hypochlorite), 1% Virkon ®-S (DuPont), or accelerated hydrogen peroxide (Rescue®)
- Check that you're using a disinfectant that will inactivate RHD virus on the specific surfaces that need cleaning (e.g. metal, cloth, etc.)
- Allow the disinfectant to sit on the surface for 10 minutes, then rinse and let dry before allowing animal contact.

Preventing Spread at the Event

- Clean show surfaces between animals. Show surfaces need to be made of material that can be easily disinfected. Carpet, fabric, and wood are much more difficult to disinfect than wire or smooth metal surfaces.
- Discourage participants from handling other people's rabbits. Do not share feed, water, or treats with other exhibitors.
- Feed, clean and water animals in a manner to minimize contact between staff, rabbits, and rabbit owners. We recommend each owner take care of their own rabbits; if not possible, set up waterers and feeders so they can be checked without handling cages.
- Obtain hay from areas unaffected by the RHD-outbreak and securely store to prevent contact with wild rabbits.
- Keep feed covered or in a container with a lid while at shows.

- Provide handwashing stations with soap and water or bathrooms near the show area to allow for frequent washing (hand sanitizer has not been proven to deactivate this virus).
 - All people touching or handling rabbits should wash their hands before, after, and between rabbits.
 - Show staff, clerks, and judges should minimize handling rabbits from different rabbitry households. They should thoroughly wash their hands with soap and water between touching rabbits belonging to different owners. When possible, they should wear short sleeves and avoid picking up or holding rabbits to avoid contamination of their clothing. Consider “hands-off” judging during the outbreak.
- Implement excellent vector control. Flies, rats, and birds are examples of animals that can move viruses around on their feet and body. Netting and fly traps may help.
- Reduce the public’s contact with rabbits. Do not allow non-showing spectators into the rabbit areas. Fence off the show area and post signs to help communicate the need for increased biosecurity.
- Keep show rabbits in cages off the ground and do not allow nose-to-nose contact between rabbits in their cages or on the show table.
- Do not allow sharing of grooming stations, tools or show carpets; designate one per animal or rabbitry.



Controls after the show

- Clean and disinfect the show area immediately after the event.
- Allow a minimum of 18 days between different shows* hosted at the same venue.
- Encourage anonymous reporting of illness to your show office for 3 weeks after the show. Maintain communication with all attendees (list of e-mail addresses or cell phone numbers).

**We recommend keeping show events separate for 18 days, as individual shows will contain different animals from the original show, traveling from different regions with different exposure levels. Separating shows can prevent cross-contamination from animals or equipment, as well as provide adequate time for cleaning and disinfection. In this document, a “show” is an event that is hosted by a different organization with different exhibitors. (For example: A two-day rabbit show for the same animals may be acceptable but hosting a one-day “Open” show immediately followed by a county fair should be discouraged.)*

Before taking rabbits to shows in other states, check with the destination state for their rabbit entry-requirements, and check if your rabbits will be able to return from the show to California. Travel to RHD-affected states and contact with rabbits of unknown origin increases the risk of spreading RHD to domestic and wild rabbits in disease-free areas, even within a state with positive RHD-cases.

For further questions about preventing RHD spread at rabbit shows, please contact ahbfeedback@cdfa.ca.gov.

To report dead domestic rabbits, contact your local CDFA Animal Health Branch:

Animal Health and Food Safety Services Animal Health Branch

Headquarters - (916) 900-5002
 Redding District - (530) 225-2140
 Modesto District - (209) 491-9350
 Tulare District - (559) 685-3500
 Ontario District - (909) 947-4462

USDA-APHIS-VS - (916) 854-3950 or (877) 741-3690

For more information about RHD and biosecurity, visit:
https://www.cdfa.ca.gov/AHFSS/Animal_Health/RHD.html