

10th District Agricultural Association (10th DAA)
Siskiyou Golden Fairgrounds
1712 Fairlane Road, Yreka CA 96097
Phone: 530-842-2767 – Fax: 530-842-4724
Website: www.sisqfair.com Email: info@sisqfair.com



10th DAA BOARD MEETING NOTICE

The 10th DAA Board of Directors will be holding a regular monthly board meeting on
Tuesday, April 20, 2021 at 6:30 PM
Siskiyou Golden Fairgrounds Main Office/Board of Directors Room
1712 Fairlane Road, Yreka California

In accordance with the March 12, 2020 Executive Order N-25-20, Directors may attend this meeting remotely without public notice of or access to their teleconference location.

Zoom: <https://us02web.zoom.us/j/2102101776?pwd=ODRTK0pTb3FCTklrWStUcUc1ZDVJZz09> Toll Free Number: 1-669-900-9128 Meeting ID: 210 210 1776 Pass Code: 1776

10th DAA BOARD OF DIRECTORS

Jason Finley, President
Judd Hanna, Director
Lori Salters, Director

Brandon Fawaz, Vice President
Darrin Mercier, Director

Cliff Munson, CEO/Fair Manager

Michelle Filer, Secretary

PUBLIC PARTICIPATION

Members of the public are welcome and may place items on the agenda of any board meeting. The items must be directly related to 10th DAA business. Request for placement must be made in writing and delivered to the fair office no later than 4:00 PM on the twelfth (12th) business day prior to the board meeting. Items placed on the agenda by the public will be for information and discussion so that the board may be advised of the views of the community. While the board values the participation of the public, the board president reserves the right to limit the time for public comment to a maximum of five (5) minutes in order to proceed with the agenda of the day and/or to place the item on the agenda (as an action item) of a subsequent meeting.

All meeting notices, agendas and approved minutes will be available to the public during the meeting and on the 10th DAA website at www.sisqfair.com/about/board-staff/agendas.

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 10th DAA board or committee meeting, or in connection with any other activities on the grounds, may request assistance at the main office 1712 Fairlane Road, Yreka CA or call 530-842-2767. Requests should be made at least five (5) business days before the meeting to ensure availability of the requested accommodation.

The mission of the 10th District Agricultural Association/Siskiyou Golden Fairgrounds is to promote excellence in agricultural awareness and education through the Siskiyou Golden Fair and interim events under a financially sustainable model.

10th District Agricultural Association (10th DAA)
Siskiyou Golden Fairgrounds
Siskiyou Golden Fairgrounds Main Office/Board of Directors Room
1712 Fairlane Road, Yreka California and

MEETING NOTICE

The 10th DAA Board of Directors will be holding a regular monthly meeting on the third Tuesday of each month in the Main Office, Board of Directors Room on the grounds of the 10th DAA, unless otherwise posted.

10th DAA BOARD MEETING AGENDA

Tuesday, April 20, 2021 at 6:30 PM

Zoom: <https://us02web.zoom.us/j/2102101776?pwd=ODRTK0pTb3FCTklrWStUcUc1ZDVJZz09> Toll Free Number: 1-669-900-9128 Meeting ID: 210 210 1776 Pass Code: 1776

1. **CALL TO ORDER:** President Finley
All matters noticed on this agenda may be considered for action. Items listed on this agenda may be considered in any order, at the direction of the chairperson. Any item not so noticed will not be considered or discussed. This agenda, and all notices required by the California Bagley-Keene Open Meeting Act, are available on the internet at: www.sisqfair.com.
2. **ROLL CALL OF DIRECTORS:**
3. **DECLARATION OF QUORUM** (minimum of five directors must be present):
4. **INTRODUCTION OF GUESTS AND STAFF:**
5. **PUBLIC COMMENT** (for items not listed on the agenda):
Speakers are allotted five (5) minutes. Speaker's time may be modified based on the number of public speakers. No speaker may cede their time to another speaker. Public comments on agenda items will be accepted during the meeting as items are addressed. Public comment on issues NOT on the current Agenda is allowed. However, no debate by the Board shall be permitted on such public comments and no action will be taken on such public comment items at this time, as law requires formal public notice prior to any action on a docket item.
6. **CONSENT CALENDAR (Discussion/Action by Board):**
The items on the Consent Calendar will be enacted in accordance with recommended action under one motion unless trailed from the Consent Calendar by the Board. Any member wishing to trail an item from the Consent Calendar should notify the CEO prior to the meeting. Trailed items will be considered after the motion to approve the Consent Calendar.
 - a. Monthly Review of March 16, 2021 Board Meeting Minutes
 - b. Monthly Review of Contracts
 - c. Monthly Review of Cash Disbursements
 - d. Monthly Review of the current Finance Reports

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7. CORRESPONDANCE:

- a. Letter from CDFA regarding \$40.3M General Fund Support – Phase II
- b. Letter from CDFA regarding Guidance for Safely Conducting Fairs & Livestock Events
- c. March 2021 Profit & Loss Statement for the Siskiyou Golden Speedway

8. COMMITTEE REPORTS (Informational/Action by Board):

The Board may take approval action on Committee Reports and New Committee Assignments.

- a. Junior Livestock Auction Committee (Dena Rizzardo, President)
 - i. Update since last meeting
- b. Junior Fair Board (Kylie Daws & Olivia Hinton, Co-Presidents)
 - i. Update since last meeting

9. FRIENDS OF THE FAIR REPORT (Informational/Action by Board):

- a. Update since last meeting

10. BUSINESS REPORT & INFORMATION (Informational/Action by Board):

- a. Update on Billboard Proposal 10th DAA Counteroffer
- b. Update on Fair Network Transition Plan
 - 10.b.1. Letter from the Law Office of Darrin Mercier regarding the formation of the Siskiyou Golden Fairgrounds, Inc. and Articles of Incorporation of a Nonprofit Public Benefit Corporation
- c. Review and approve the 2021-2024 Strategic Plan

II. 2021 FAIR

- a. Review and revise requirements, if needed, Independent Exhibitor Packet

12. CEO REPORT (Informational/Action by Board):

- a. Events
 - i. Events on the Calendar (up to next board meeting) –
 - a. Yreka Outlaw Karts – 4/23 (test & tune), 4/30, 5/14
 - b. Siskiyou Golden Speedway – 4/24 (test & tune), 5/1, 5/15
 - c. Natalie DeJong Wedding – 5/1
 - d. Siskiyou Sidekicks Horse Show – 5/14, 5/15, 5/16
 - j. Siskiyou Golden Jackpot, Mother's Day Outdoor Market & NorCal Chainsaw Carving Championship
- b. Projects
 - i. Progress update on SB 5 Project/Winema Hall HVAC System (CCA Contract)

13. MATTERS OF INFORMATION:

- a. CEO Comments
- b. Board of Director Comments
- c. Staff Comments
- d. Items Proposed for Next Board Meeting

14. NEXT MEETING DATE: May 18, 2021 at 6:30 PM.

15. ADJOURNMENT:

The mission of the 10th District Agricultural Association/Siskiyou Golden Fairgrounds is to promote excellence in agricultural awareness and education through the Siskiyou Golden Fair and interim events under a financially sustainable model.

10th DISTRICT AGRICULTURAL ASSOCIATION

SISKIYOU GOLDEN FAIRGROUNDS

As March 31, 2021

CONSENT CALENDAR

- Previous Meeting Minutes
- Contracts for March

FINANCIAL REPORT

- Check Detail for March
- Summary Trial Balance
- Balance Sheet
- Profit & Loss, Budget vs. Actual
- STOP/Budget & Actual Report to date

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**10TH DISTRICT AGRICULTURAL ASSOCIATION
BOARD OF DIRECTORS MEETING
March 16, 2021**

CALL TO ORDER: The 10th District Agricultural Association Board of Directors meeting was called to order at 6:33 PM by President Finley.

ROLL CALL/DIRECTORS ABSENT: President Finley, Vice President Fawaz, Director Hanna and Director Salters were present. Directors Mercier was present by Zoom. There are four (4) vacant board positions.

INTRODUCTION OF GUESTS AND STAFF: Also, present were Cliff Munson, CEO; Michelle Eiler, AGPA; and Kylie Daws, Junior Fair Board Co-President.

PUBLIC COMMENT: None.

CONSENT CALENDAR (Action by Board): Director Mercier made a motion, seconded by Vice President Fawaz and carried to accept the consent calendar which included minutes from the February 19, 2021 meeting, contracts and cash disbursements for February and the 2020 Statement of Operations (STOP) year-end report.

Board Member	Approved (yes vote)	Not Approved (no vote)	Abstained	Reason of Abstaining
Brandon Fawaz (2 nd)	X			
Jason Finley	X			
Judd Hanna	X			
Darrin Mercier (1 st)	X			
Lori Salters	X			
4 positions vacant				

No public comment.

CORRESPONDENCE (Information/Action): Included in the board packet is a Deposition Subpoena for Production of Business Records regarding the David Cruz Abundio case. No public comment.

COMMITTEE REPORTS (Informational/Action):

- Junior Livestock Auction Committee – CEO Munson reported that he has discussed the two-day auction as well as the virtual auction with JLAC President Dena Rizzardo and she will work with JLAC to execute the plan. An executive meeting, no date at this time, needs to be held to approve the change. Director Mercier mentioned the Independent Exhibitors Packet and since there are so few JLAC meetings held it makes it difficult for the exhibitors to meet that meeting requirement to be eligible to sell. Director Mercier asked to have independent rules placed on the April agenda. No public comment.
- Junior Fair Board – Kylie Daws, Co-President, reported that at their last meeting they decided to do another cow plop fundraiser at the Siskiyou Golden Jackpot/Mother's Day Outdoor Market. Their next meeting is Monday, March 22, 2021. No public comment.

FRIENDS OF THE FAIR: There was no representative at the meeting. CEO Munson reported that the Winema Hall remodel is still under way. Director Mercier reported that another annual donation is in the mail from the Lily Gift Foundation. No public comment.

BUSINESS REPORT & INFORMATION (Action by Board):

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- Motorized Vehicle & Equipment Policy – Vice-President Fawaz made a motion, seconded by Director Hanna and carried to adopt the following policy: All motor vehicles and equipment on the grounds of the 10th DAA must be approved by management. Only authorized persons are to operate said items and must possess a current valid driver's license, be at least of the age of 16, and if requested, show proof of a clean driving record. Motorized vehicles and equipment must remain on the fairground's property, unless registered otherwise. Safe travel speeds and distance between vehicles and pedestrians will be maintained at all times. Passengers may not ride in or on any vehicle or equipment, unless vehicle is designated to do so, and all body parts must remain inside of the running vehicle. Reports of any repairs needed, incidents or accidents will be reported to management immediately.

Board Member	Approved (yes vote)	Not Approved (no vote)	Abstained	Reason of Abstaining
Brandon Fawaz (1 st)	X			
Jason Finley	X			
Judd Hanna (2 nd)	X			
Darrin Mercier	X			
Lori Salters	X			
4 positions vacant				

No public comment.

- Billboard Proposal – CEO Munson reported that the counteroffer was submitted to Rain Rock Casino, and the leadership council does not meet until next week; at this time is it looking very positive. No public comment.
- Transition Plan – CEO Munson reported that he was on a call today that discussed possible a possible option for transitioning the DAA board of directors. The DAA's current board would reduce to three members. The new nonprofit would run the day-to-day operations and would have nine board members (which the DAA three would be a part of); one member would be appointed by local government and the other five would be interviewed and elected to the open positions by current board members. No public comment.
- Strategic Planning Session – CEO Munson and staff had a brainstorming meeting to discuss the 2021-2025 Strategic Plan and those ideas were presented to the board. The board discussed the strength, weaknesses, opportunities, and threats: the age of our volunteers and a new race fence/wall were added to the list. Priorities (ex. portable shower trailer, additional staff, interim rentals, new billboard, deferred maintenance, transition to local government, etc.) were listed by 1 year, 3 year and 5-year goals. CEO Munson will update the Strategic Plan and present it for approval at the next meeting. No public comment.

2021 FAIR (Information/Action):

- CEO Munson reported that a letter was sent from Megan Dahle, Assemblywoman 1st District and signed by others requesting reopening guidelines for the Network of California Fairs to the California Department of Public Health Director. He also announced that Della Hayden will be the new Livestock Supervisor. It was discussed to write Dena Rizzardo a letter thanking her for her time and service as both the Livestock Supervisor and as a Board Member and recognize her at the fair's opening ceremonies. CEO Munson said that there was a great response to the partnership pledge letters that were sent out, so all contracts have been issued. The promoters for all grandstand events have been contacted and contract have been sent, all are on board. The exhibitor handbook is being revised and getting ready to go online, pandemic guidelines will have livestock using some of the protocols used with the grading event last year. No public comment.

CEO REPORT (Information/Action):

- Events

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- Calendar of Events – CEO Munson reported that the auto and kart racing is about to begin their seasons and we have a horse clinic and a horse show coming up within the month. No public comment.
- Siskiyou Golden Jackpot, Mother's Day Outdoor Market and NorCal Chainsaw Carving Championship – CEO Munson reported that everything is moving forward with those events for that weekend. Jackpot entries will go online April 1st; we are continuing to get booth requests for the outdoor market; and the Siskiyou Credit Union has agreed to sponsor the NorCal Carving Championship. No public comment.
- Projects
 - Winema Hall HVAC System/SB 5 Project – CEO Munson reported that CCA requested that AB Construction, who is handling all the Friends of the Fair construction, submit a bid since no official bids were received by the deadline. The HVAC unit has been decreased and it is scheduled to go into the building next fall. No public comment.

MATTERS OF INFORMATION:

- CEO Comments – CEO Munson reported that CalFire has requested both Winema Hall and the Floral Building for two crews for approximately nine months. This rental would bring in approximately \$19,000 a month but the buildings would not be able to be utilized during fair time. CEO Munson also mentioned that we received a letter from Berkley Fire & Marine Insurance with recommendations for risk control from their January inspection. CEO Munson will work with Director Mercier on a response. Vice President Fawaz stated that the letter has just recommendations not requirements. CEO Munson and Senior Maintenance Mike Luiz have been working on a grant to purchase a portable shower trailer that would assist with the CalFire rental as well as various other rentals on the grounds throughout the year. Options were discussed and the board was interested in a refurbished unit depending on its age (approximately \$33,000) and a new trailer with no laundry facilities (approximately \$62,000). CEO Munson will continue to research and submit the grant application tomorrow. Director Mercier stated that if matching funds are needed that the Friends of the Fair may be interested because it is an item for the community and it would be an income generating addition. CEO Munson also mentioned that he was notified that the funds that the governor budgeted for to lay off staff in 2020 had \$19 Million still in the fund and it was announced that F&E would be allocating \$104,000 to class 3 fairs. This is 2021 funding that was not expected.
- Board of Directors Comments –
 - Director Salters – Thanked staff for working hard on the Strategic Plan.
 - Director Mercier – Appreciated Director Salters mention to recognize past Director Rizzardo.
 - Director Hanna – Thanked staff also for the work on the Strategic Plan.
- Items Proposed for Next Board Meeting – Independent Exhibitor Packet/Requirements

NEXT MEETING DATE: The meeting is scheduled for Tuesday, April 20, 2021 at 6:30 PM.

ADJOURNMENT: Meeting was adjourned at 7:46 PM.

Approved:

Attest:

Jason Finley
President

Michelle Eiler
Secretary

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**10th DAA/Siskiyou Golden Fair
Contractual Agreements
March 2021**

CAMPING AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	REVENUE
None this month				

COMMERCIAL EXHIBITOR AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	REVENUE
None this month				

COMMUNITY PARTNERSHIP/SPONSORSHIP AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	REVENUE
1CP-21	Suburban Propane	Commercial Building, Rodeo	8/11-8/15/21	\$2,500.00
2CP-21	AAA	Redneck Roundup	8/11-8/15/21	\$500.00
3CP-21	Advantage Paving	Redneck Roundup, Sheep Barn	8/11-8/15/21	\$1,000.00
4CP-21	American Ag Credit	Thursday Day	8/11-8/15/21	\$2,500.00
5CP-21	Banner Bank	Redneck Roundup, Show Ring	8/11-8/15/21	\$4,500.00
6CP-21	Baymont by Wyndham	Carnival	8/11-8/15/21	Trade - Lodging
7CP-21	Best Western Plus Tree House	Rodeo	8/11-8/15/21	\$500.00
8CP-21	Blach Distributing	Grounds	8/11-8/15/21	\$2,000.00
9CP-21	Black Bear Diner	Cornhole Event	8/11-8/15/21	\$750.00
10CP-21	Bob Johnson Construction	Rodeo Arena Assistance	8/11-8/15/21	Trade - Equipment
11CP-21	Bruce Riger, MD	Rodeo	8/11-8/15/21	\$500.00
12CP-21	Buffalo Broadcasting	Media Coverage	8/11-8/15/21	Trade - Advertising
13CP-21	Cable Ad Concepts	Media Coverage	8/11-8/15/21	Trade - Advertising
14CP-21	California Outdoor Properties	Rodeo	8/11-8/15/21	\$500.00
15CP-21	Casa Ramos	Grounds	8/11-8/15/21	\$500.00
16CP-21	CINCH	Rodeo, Junior Livestock	8/11-8/15/21	\$2,500.00
17CP-21	CLT Logging	Overall	8/11-8/15/21	Trade - Equipment
18CP-21	Cowley D&L	Grounds Fertilizer	8/11-8/15/21	Trade - Material
19CP-21	Cross Petroleum	Rodeo	8/11-8/15/21	\$500.00
20CP-21	Double H Ranch	Rodeo	8/11-8/15/21	\$500.00
21CP-21	Dustin Brown Landscaping	Redneck Roundup, Derby	8/11-8/15/21	\$1,000.00
22CP-21	Evans Building	Redneck Roundup	8/11-8/15/21	\$1,000.00
23CP-21	Fairchild Medical Center	Grounds	8/11-8/15/21	\$3,000.00
24CP-21	Fawaz Farming	Rodeo	8/11-8/15/21	\$1,750.00
25CP-21	Finley Farms	Rodeo	8/11-8/15/21	\$500.00
26CP-21	Frank Watkins Agency	Junior Beef Barn	8/11-8/15/21	\$500.00
27CP-21	Freitas Truckding	Rodeo	8/11-8/15/21	\$500.00
28CP-21	Gary Allen, CPA	Rodeo, Swine Barn	8/11-8/15/21	\$1,000.00
29CP-21	Gatehouse Media	Media Coverage	8/11-8/15/21	Trade - Advertising
30CP-21	Grange Co-Op	Saturday Day	8/11-8/15/21	\$2,500.00
31CP-21	Hunt Accounting	Rodeo	8/11-8/15/21	\$500.00
32CP-21	Jefferson Resource Company	Grounds/Stage	8/11-8/15/21	\$8,000.00
33CP-21	John Brinton Well Drilling	Rodeo	8/11-8/15/21	\$500.00
34CP-21	John L. Scott Siskiyou	Senior Beef Barn	8/11-8/15/21	\$500.00
35CP-21	Julie Kuck Lemos Realtor	Rodeo	8/11-8/15/21	\$500.00
36CP-21	KMVU DT Fox 26	Small Animal Barn	8/11-8/15/21	Trade - Advertising
37CP-21	KTVL Channel 10	Sunday Da	8/11-8/15/21	Trade - Advertising
38CP-21	Law Office of Darrin Mercier	Information Booth	8/11-8/15/21	\$300.00
39CP-21	Les Schwab Tire Center	Destruction Derby	8/11-8/15/21	\$3,000.00
40CP-21	Marc & Tina Whiteman Family Trust	Grounds	8/11-8/15/21	\$3,000.00
41CP-21	Mercier Electric	Information Booth	8/11-8/15/21	\$300.00
42CP-21	Miners Inn Best Western	Grounds/Stage	8/11-8/15/21	Trade - Lodging
43CP-21	Mt. Shasta Title & Escrow	Rodeo	8/11-8/15/21	\$1,500.00
44CP-21	NorCal/Pfeiffer Products	Grounds	8/11-8/15/21	\$5,000.00
45CP-21	Northwest Farm Credit	Redneck Roundup	8/11-8/15/21	\$1,000.00
46CP-21	Outlaw Saddles & Silver	Rodeo	8/11-8/15/21	Trade - Awards

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47CP-21	Pacific Power	Grounds	8/11-8/15/21	\$2,000.00
48CP-21	Pape Equipment	Redneck Roundup, Derby	8/11-8/15/21	\$3,000.00
49CP-21	Pepsi Bottling of Mt. Shasta	Grounds	8/11-8/15/21	\$4,500.00
50CP-21	Rain Rock Casino	Parking Lot	8/11-8/15/21	\$15,000.00
51CP-21	Reding Bank of Commerce	Grounds	8/11-8/15/21	\$2,000.00
52CP-21	Rizzardo Roofing	Rodeo	8/11-8/15/21	\$500.00
53CP-21	Shasta Forest Products	Livestock	8/11-8/15/21	Trade - Product
54CP-21	Siskiyou Clarity Medical Spa	Rodeo	8/11-8/15/21	\$500.00
55CP-21	Siskiyou Central Credit Union	Grounds/Stage, Rodeo	8/11-8/15/21	\$8,000.00
56CP-21	Siskiyou Development	Rodeo	8/11-8/15/21	\$500.00
57CP-21	Siskiyou Distributing	Grounds	8/11-8/15/21	Trade - Product
58CP-21	Siskiyou Media Council	Commercial	8/11-8/15/21	Trade - Advertising
59CP-21	Siskiyou Smile Design	Saturday Day	8/11-8/15/21	\$1,250.00
60CP-21	Siskiyou Springs Senior Living	Friday Day	8/11-8/15/21	\$2,500.00
61CP-21	Siskiyou Telephone	Wednesday Day	8/11-8/15/21	\$2,500.00
62CP-21	Sousa Ready Mix	Redneck Roundup	8/11-8/15/21	\$3,000.00
63CP-21	Steve Dragset, CPA	Grounds	8/11-8/15/21	\$500.00
64CP-21	US Bank	Equestrian Complex	8/11-8/15/21	\$3,500.00
65CP-21	Vvye	Internet	8/11-8/15/21	\$1,000.00
66CP-21	Wonderland Distributing	Redneck Roundup, Grounds	8/11-8/15/21	\$5,500.00
67CP-21	Yreka Motors	Destruction Derby	8/11-8/15/21	\$4,000.00
68CP-21	Tri Counties Bank	Grounds	8/11-8/15/21	\$4,500.00
69CP-21	Mayten Feed & Hardware	Grounds	8/11-8/15/21	Trade - Product

CONCESSION AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	REVENUE
None this month				

HOLIDAY GIFT FAIR AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	REVENUE
None this month				

INTERIM EVENT AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	REVENUE
13IN-21	College of the Siskiyous	Tiny House Construction	4/1-6/30/21	\$400.00
14IN-21	Siskiyou Sidekicks	Horse Shows	4/9-1/1/21	\$250/event
15IN-21	Cancelled			
16IN-21	USFS	Training	3/29-3/30/21	\$550.00
17IN-21	EZ Janitorial	Front Sign Rental	4/1/21-3/31/22	\$2,700.00
18IN-21	David Mueller & Judy Hoffman	Goat & Sheep Show	7/16-7/19/21	\$775.00
19IN-21	Yreka Community Farmers Market	Farmers Markets	6/1-10/15/21	\$30/event
20IN-21	Tehama District Fair	Stage Rental	4/15-6/15	\$1,000.00
21IN-21	Lassen County Fair	Stage Rental	6/15-7/31	\$2,000.00
22IN-21	Tulelake Butte Valley Fair	Stage Rental	9/1-9/20	\$1,000.00

JUDGING AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	EXPENSE
None this month				

SPORTSMENS EXPO AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	REVENUE
Event Cancelled for 2021				

STANDARD 210 AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	EXPENSE
21STD210-21	Yreka Lions Club	Fair - Cashiers/Gatepersons	8/11-8/15/21	\$2,000.00

STANDARD 213 AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	EXPENSE
1STD213-21	Pacific Animal Productions	Fair - Petting Zoo	8/11-8/15/21	\$12,500.00

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WINTER STORAGE AGREEMENTS (monthly amounts):

CONTRACT #	NAME	PURPOSE	DATES	REVENUE (per mo)
None this month				

MOTHERS DAY MARKET AGREEMENTS:

CONTRACT #	NAME	PURPOSE	DATES	REVENUE
1MDM-21	Kathleen's Creations	Outdoor Market	5/8-5/9/21	\$100.00
2MDM-21	Redonkulous Resin by Rhodes	Outdoor Market	5/8-5/9/21	\$100.00
3MDM-21	Pig Alley Attic Trunk	Outdoor Market	5/8-5/9/21	\$100.00
4MDM-21	MT's Paracord Bracelets & More	Outdoor Market	5/8-5/9/21	\$100.00
5MDM-21	Unique & Useful	Outdoor Market	5/8-5/9/21	\$100.00
6MDM-21	The Garden Crack	Outdoor Market	5/8-5/9/21	\$100.00
7MDM-21	Suzy Q Crafts & Caitybug Creations	Outdoor Market	5/8-5/9/21	\$100.00
8MDM-21	Nancy Duncan Quilts	Outdoor Market	5/8-5/9/21	\$100.00
9MDM-21	Black Butte Ceramics	Outdoor Market	5/8-5/9/21	\$100.00
10MDM-21	Thirty One Bags & Gifts	Outdoor Market	5/8-5/9/21	\$175.00
11MDM-21	Hole in the Earth Pottery	Outdoor Market	5/8-5/9/21	\$100.00
12MDM-21	Greene's Goodies	Outdoor Market	5/8-5/9/21	\$100.00
13MDM-21	Avon	Outdoor Market	5/8-5/9/21	\$100.00
14MDM-21	Paparazzi Jewelry	Outdoor Market	5/8-5/9/21	\$100.00
15MDM-21	Siskiyou County Resource Family Approv	Outdoor Market	5/8-5/9/21	\$100.00
16MDM-21	31 Consultant	Outdoor Market	5/8-5/9/21	\$100.00
17MDM-21	International Student Exchange	Outdoor Market	5/8-5/9/21	\$100.00
18MDM-21	Klamath National Forest	Outdoor Market	5/8-5/9/21	\$250.00
19MDM-21	Rehbocks Antiques of Future	Outdoor Market	5/8-5/9/21	\$175.00
20MDM-21	Sassy's Front Door	Outdoor Market	5/8-5/9/21	\$100.00
21MDM-21	Custom Construction of California	Outdoor Market	5/8-5/9/21	Trade - Demo
22MDM-21	Phenominals by Rose	Outdoor Market	5/8-5/9/21	\$100.00
23MDM-21	Violet Fae Farm	Outdoor Market	5/8-5/9/21	\$100.00
24MDM-21	Rose Gems	Outdoor Market	5/8-5/9/21	\$100.00
25MDM-21	Pampered Chef	Outdoor Market	5/8-5/9/21	\$100.00
26MDM-21	Copper Mountain Boutique	Outdoor Market	5/8-5/9/21	\$175.00
27MDM-21	Siskiyou County Cattlewomen	Outdoor Market	5/8-5/9/21	\$175.00
28MDM-21	Cancelled	Outdoor Market	5/8-5/9/21	
29MDM-21	Consider It Done	Outdoor Market	5/8-5/9/21	\$100.00
30MDM-21	Yreka FFA	Outdoor Market	5/8-5/9/21	\$100.00
31MDM-21	Marceline Soap Co.	Outdoor Market	5/8-5/9/21	\$100.00
32MDM-21	Pippey Crafts	Outdoor Market	5/8-5/9/21	\$100.00
33MDM-21	Responsible Solar	Outdoor Market	5/8-5/9/21	\$100.00
34MDM-21	Ricky B's Hot Dogs & Catering	Outdoor Market	5/8-5/9/21	\$175.00
35MDM-21	Rain Rock Casino	Outdoor Market	5/8-5/9/21	\$100.00
36MDM-21	Anime Teahouse LLC	Outdoor Market	5/8-5/9/21	\$100.00
37MDM-21	Back Country Horsemment Unit	Outdoor Market	5/8-5/9/21	\$100.00
38MDM-21	Pony Espresso	Outdoor Market	5/8-5/9/21	\$175.00
39MDM-21	Pyroclastic Chocolate	Outdoor Market	5/8-5/9/21	\$100.00

6-8
Siskiyou Golden Fair
Check Detail
March 2021

Num	Date	Name	Description	Original Amount
EFT-15	03/15/2021	United States Treasury	3/15 PR Federal Tax Deposit	-2,218.60
EFT-16	03/30/2021	United States Treasury	3/31 PR Federal Tax Deposit	-2,306.20
EFT-17	03/30/2021	Delta Dental Plan of California	4/21 Dental Insurance	-141.14
EFT-18	03/30/2021	CA Public Employees Retirement System	3/21 Retirement	-6,729.40
EFT-19	03/30/2021	CA Public Employees Retirement System	4/21 Medical Insurance	-2,231.19
EFT-20	03/30/2021	Employment Development Department	3/21 State Disability Insurance	-71.30
EFT-21	03/30/2021	Employment Development Department	3/21 State Withholding Tax	-804.23
28963	03/02/2021	Verizon Wireless	Cell Phone Service	-77.98
28964	03/03/2021	Alpine Business Equipment	Copy Machine Service	-49.00
28965	03/03/2021	City of Yreka	Water Service	-994.14
28966	03/03/2021	J.P. Morgan	Savings Plus Program Deduction	-125.00
28967	03/08/2021	Suburban Propane	Propane Service	-1,154.09
28968	03/08/2021	Pacific Showcase	Jackpot Advertising	-415.00
28969	03/10/2021	California Fair Services Authority	Vision & Life Insurance	-76.95
28970	03/15/2021	Eiler, Michelle L.	3/15 Wages	-1,750.10
28971	03/15/2021	Luiz, Michael L.	3/15 Wages	-1,637.76
28972	03/15/2021	Munson, Cliff F.	3/15 Wages	-2,639.53
28973	03/15/2021	D&R Janitorial	Office Cleaning	-100.00
28974	03/15/2021	Pacific Power	Power Service	-2,382.54
28975	03/16/2021	Pacific Power	Power Service	-18.05
28976	03/17/2021	J.P. Morgan	Savings Plus Program Deduction	-125.00
28977	03/17/2021	CDFA Fairs 93310	Front Sign Loan Payment	-735.21
28978	03/25/2021	G&G Ace Hardware	Maintenance Supplies	-51.35
28979	03/25/2021	AT&T	Phone Service	-76.31
28980	03/25/2021	Siskiyou Laser Products	2020 Sportsmens Expo Posters	-107.75
28981	03/25/2021	Pacific Power	Power Service	-539.18
28982	03/25/2021	Yreka Transfer, LLC	Garbage Service	-137.00
28983	03/25/2021	Citi Cards	Postage Renewal 17.99, Maintenance Supplies 1159.46	-1,177.45
28984	03/26/2021	Admit One Products	General Admission Roll Tickets	-197.85
28985	03/29/2021	Admit One Products	Vehicle Parking Tags	-282.00
28986	03/29/2021	Ruth Relyea	Mother's Day Market Refund	-110.00
28987	03/29/2021	MC Promotions/Michele Cloutier-Valdez	Jan-Mar 2021 Billboard Commission	-3,240.00
28988	03/29/2021	Verizon Wireless	Cell Phone Service	-77.98
28989	03/29/2021	Alpine Business Equipment	Copy Machine Service	-49.00
28990	03/30/2021	Eiler, Michelle L.	3/31 Wages	-1,778.51
28991	03/30/2021	Luiz, Michael L.	3/31 Wages	-1,595.85
28992	03/30/2021	Munson, Cliff F.	3/31 Wages	-2,607.67
28993	03/30/2021	Eiler, Michelle L.	March Health Benefit	-226.99
28994	03/30/2021	Munson, Cliff F.	March Health Benefit	-240.11
28995	03/30/2021	Union Operating Engineers	BU 12 Union Dues	-50.60
28996	03/30/2021	SEIU Local 1000	BU 1 Union Dues	-85.23
28997	03/30/2021	California Construction Authority	SB5 Winema Hall Phase II Payment	-150,000.00
28998	03/30/2021	Admit One Products	Exhibitor Wristbands	-201.54

-189,614.78

6-9

10th DAA/Siskiyou Golden Fair

Summary Trial Balance

As of March 31, 2021

	Mar 31, 21	
	Debit	Credit
11100 · Petty Cash Fund	300.00	
11200 · Change Fund	0.00	
11210 · ATM Change Fund	5,260.00	
11300 · Banner Bank - Checking	38,167.67	
11400 · Mechanics Bank - Checking	0.00	
11500 · Banner Bank - Savings	79,224.32	
11610 · Tri Counties Bank - CD	36,107.92	
11620 · Mechanics Bank - CD	76,887.66	
11630 · PremierWest Bank - CD	0.00	
11700 · LAIF Account	614,681.14	
13100 · Accounts Receivable	3,191.29	
14300 · Deferred Expenses - General	0.00	
14999 · Undeposited Funds	0.00	
16000 · Deferred Outflows of Resources	164,934.22	
19000 · Construction in Progress	249,747.00	
19200 · Building and Improvements	0.00	
19201 · Accum Deprec - Buildings	0.00	
19300 · Equipment	423,133.26	
19301 · Accum Deprec - Equipment		364,121.09
19400 · Leasehold Improvements	3,637,381.90	
19401 · Accum Deprec - Leasehold Improve		2,996,625.85
21000 · Payroll Liabilities	0.00	
21200 · Accounts Payable	0.00	
22100 · Social Security/Medicare Taxes	0.00	
22200 · PST/Deferred Compensation	0.00	
22300 · Retirement Contributions	0.00	
22310 · Alternate Retirement Program	0.00	
22320 · Other Post-Employment Benefits	0.00	
22400 · State Withholding Taxes	0.00	
22410 · NonResident Withholding	0.00	
22500 · Federal Withholding Taxes	0.00	
22610 · Medical Insurance	0.00	
22620 · Dental Insurance	0.00	
22630 · Union Dues	0.00	
22640 · Savings Plus Program	0.00	
22650 · Other Deductions - LTD, SDI		25.68
22700 · H/S Drug Fees Collected	0.00	
22800 · Deferred Income - General		675.00
24100 · Damage/Cleaning Deposits		600.00
24110 · Stage Maintenance		40,021.34
24200 · JFB Scholarship		4,653.43
24500 · Leave Liability		67,397.00
25000 · Long Term Debt (Front Sign)		7,351.86
25010 · SB 84 CalPers Loan		63,708.00
25500 · *Sales Tax Payable	0.00	
25600 · Deferred Inflows of Resources		22,475.83
26000 · Net Pension Liability		560,181.73
29000 · Net Resources - Capital Assets		835,485.03
29100 · Total Net Resources		854,507.58
29400 · UnrestrictedNetPosition-Pension	481,431.35	
30000 · Opening Bal Equity	0.00	
31200 · State Allocations	0.00	
31300 · F&E Reimbursements	0.00	
31900 · Capital Project Reimbursements	0.00	
32500 · One Time Revenue Source		55,340.00
33000 · Contributions from other Govern	0.00	
34000 · Other Funding-	0.00	
39000 · Retained Earnings	0.00	
41520 · Commercial Space - Inside		3,540.00
41525 · Commercial Space - Window		290.00
42210 · Concessions - NonProfit		550.00
42300 · Concessions - Non Food		50.00
43200 · Awards Program		2,700.00
46400 · Destruction Derby		50.00

6-10

10th DAA/Siskiyou Golden Fair Summary Trial Balance As of March 31, 2021

	Mar 31, 21	
	Debit	Credit
47500 · Junior Fair Board		54.00
47700 · Camping Fees		12,175.00
47910 · Days		6,250.00
47930 · Grandstand		4,500.00
47940 · Ground		9,300.00
47950 · Rodeo		3,000.00
47105 · Sportsmens Expo & Carving		3,000.00
47107 · Jackpot Livestock Show		700.00
47112 · Mothers Day Market		1,395.00
48000 · Interim Revenue	0.00	
48100 · Building Rentals		550.00
48110 · Storage (off season)		6,880.00
48200 · Grounds Rentals		2,880.00
48210 · Auto Racing		150.00
48215 · Kart Racing		1,000.00
48220 · Community Riding Program		20.00
48240 · Billboard		16,200.00
48310 · Front LED Sign		16,575.00
48500 · Utility Fee Reimbursement		100.00
49100 · Miscellaneous Income		200.39
49510 · Interest Earnings		989.49
49530 · Other - Refunds/Reimb		1,272.00
50100 · Admin Wages - Permanent	42,399.26	
50310 · Employees Benefits	20,336.11	
50320 · Payroll Taxes	3,128.97	
50330 · Worker's Compensation Insurance	15,273.06	
50600 · Travel/Training - Employees	468.00	
50700 · Office Supplies	2,044.84	
50800 · Telephone & Postage	919.45	
50900 · Dues & Subscriptions	2,380.00	
51000 · General Liability Insurance	19,773.54	
51010 · Property & Business Insurance	7,125.00	
51100 · Other Admin -	140.00	
51110 · Credit Card Fees (non fair)	140.45	
51120 · Office/Grounds Security	580.50	
51130 · Office Cleaning	300.00	
51140 · Computer Support	1,837.50	
52100 · Maint Wages - Permanent	13,016.46	
52210 · Employee Benefits	4,303.03	
52220 · Payroll Taxes	1,027.87	
52800 · Light, Heat, Water, Power	9,968.59	
52900 · Maintenance of Equipment	217.46	
53000 · Maintenance of Bldgs & Grounds	993.35	
53100 · Trash Removal, Clean up	411.00	
54400 · Advertising	582.08	
54600 · Public Relations Expense	1,500.00	
54800 · Other - Billboard	3,240.00	
56300 · Supplies and Expenses	645.36	
58200 · Trophies, Medals, Ribbons	2,189.65	
63410 · Entry Office & Entry Fees	701.11	
63420 · Livestock & Small Animal	474.64	
64720 · Trophies, Medals, Ribbons	403.73	
66320 · Grounds	0.00	
80000 · Prior Year Operating Expenses	571.56	
TOTAL	5,967,540.30	5,967,540.30

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10th DAA/Siskiyou Golden Fair

Balance Sheet

As of March 31, 2021

	Mar 31, 21
ASSETS	
Current Assets	
Checking/Savings	
11100 • Petty Cash Fund	300.00
11210 • ATM Change Fund	5,260.00
11300 • Banner Bank - Checking	38,167.67
11500 • Banner Bank - Savings	79,224.32
11600 • Cash in Time Deposits	
11610 • Tri Counties Bank - CD	36,107.92
11620 • Mechanics Bank - CD	76,887.66
Total 11600 • Cash in Time Deposits	112,995.58
11700 • LAIF Account	614,681.14
Total Checking/Savings	850,628.71
Other Current Assets	
13100 • Accounts Receivable	3,191.29
16000 • Deferred Outflows of Resources	164,934.22
Total Other Current Assets	168,125.51
Total Current Assets	1,018,754.22
Fixed Assets	
19000 • Construction in Progress	249,747.00
19300 • Equipment	423,133.26
19301 • Accum Deprec - Equipment	-364,121.09
19400 • Leasehold Improvements	3,637,381.90
19401 • Accum Depre - Leasehold Improve	-2,996,625.85
Total Fixed Assets	949,515.22
TOTAL ASSETS	1,968,269.44
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
22600 • Employee Deductions	
22650 • Other Deductions - LTD, SDI	25.68
Total 22600 • Employee Deductions	25.68
22800 • Deferred Income - General	675.00
24100 • Damage/Cleaning Deposits	600.00
24110 • Stage Maintenance	40,021.34
24200 • JFB Scholarship	4,653.43
24500 • Leave Liability	67,397.00
25000 • Long Term Debt (Front Sign)	
25010 • SB 84 CalPers Loan	63,708.00
25000 • Long Term Debt (Front Sign) - Other	7,351.86
Total 25000 • Long Term Debt (Front Sign)	71,059.86
25600 • Deferred Inflows of Resources	22,475.83
26000 • Net Pension Liability	560,181.73
Total Other Current Liabilities	767,089.87
Total Current Liabilities	767,089.87
Total Liabilities	767,089.87

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10th DAA/Siskiyou Golden Fair
Balance Sheet
As of March 31, 2021

	Mar 31, 21
Equity	
29000 · Net Resources - Capital Assets	835,485.03
29100 · Total Net Resources	854,507.58
29400 · UnrestrictedNetPosition-Pension	-481,431.35
32500 · One Time Revenue Source	55,340.00
Net Income	-62,721.69
Total Equity	1,201,179.57
TOTAL LIABILITIES & EQUITY	1,968,269.44

6-13

10th DAA/Siskiyou Golden Fair Profit & Loss Budget vs. Actual January through March 2021

	Jan - Mar 21	Budget	\$ Over Budget	% of Budget
Income				
41000 • Admissions Revenue	0.00	91,775.00	(91,775.00)	0.0%
41500 • Commercial Space Revenue	3,830.00	34,067.00	(30,237.00)	11.2%
42000 • Concessions Revenue	600.00	170,950.00	(170,350.00)	0.4%
43000 • Exhibit Revenue	2,700.00	17,393.00	(14,693.00)	15.5%
44000 • Horse Show Revenue	0.00	3,136.00	(3,136.00)	0.0%
46000 • Fair Attractions	50.00	54,000.00	(53,950.00)	0.1%
47000 • Miscellaneous Fair Revenue	35,279.00	198,685.00	(163,406.00)	17.8%
47005 • Miscellaneous Non-Fair Revenue	5,095.00	55,860.00	(50,765.00)	9.1%
48000 • Interim Revenue	44,355.00	169,573.00	(125,218.00)	26.2%
49100 • Miscellaneous Income	200.39			
49500 • Other Operating Revenue	2,261.49	12,150.00	(9,888.51)	18.6%
Total Income	94,370.88	807,589.00	(713,218.12)	11.7%
Gross Profit	94,370.88	807,589.00	(713,218.12)	11.7%
Expense				
50000 • Administration Expense	116,846.68	387,933.00	(271,086.32)	30.1%
52000 • Maintenance Expense	29,937.76	230,522.00	(200,584.24)	13.0%
54000 • Publicity Expense	5,322.08	29,960.00	(24,637.92)	17.8%
56000 • Attendance Operations	645.36	61,877.00	(61,231.64)	1.0%
57000 • Miscellaneous Fair Expenses	0.00	7,850.00	(7,850.00)	0.0%
57005 • Miscellaneous Non-Fair Expenses	0.00	32,380.00	(32,380.00)	0.0%
58000 • Premiums Expense (not H/S)	2,189.65	16,500.00	(14,310.35)	13.3%
63000 • Exhibits Expense	1,175.75	31,801.00	(30,625.25)	3.7%
64000 • Horse Show Expense	403.73	6,041.00	(5,637.27)	6.7%
66000 • Fair Entertainment Expense	0.00	116,623.00	(116,623.00)	0.0%
80000 • Prior Year Operating Expenses	571.56			
90000 • Depreciation Expense	0.00	99,985.00	(99,985.00)	0.0%
Total Expense	157,092.57	1,021,472.00	(864,379.43)	15.4%
Net Income	(62,721.69)	(213,883.00)	151,161.31	29.3%

6-14
10TH DISTRICT AGRICULTURAL ASSOCIATION
SISKIYOU GOLDEN FAIRGROUNDS

As of March 31, 2021

Account Description	Account Number	2020 STOP	2021 Budget	2021 Actual	Bud vs Act Difference
ADMISSIONS REVENUE:					
Regular Fair Admissions	41010	\$0	\$80,205		(\$80,205)
Discounted Fair Admissions	41020	\$0	\$11,570		(\$11,570)
COMMERCIAL SPACE REVENUE:					
Outside Commercial Space	41510	\$0	\$12,825		(\$12,825)
Inside & Window Commercial Space	41520	\$0	\$21,242	\$3,830	(\$17,412)
CONCESSIONS REVENUE:					
Carnival	42100	\$0	\$37,500		(\$37,500)
Carnival - PreSale	42110	\$0	\$37,500		(\$37,500)
Food Concessions (local, prof, alcohol)	42200	\$0	\$91,200	\$550	(\$90,650)
Non-Food Concessions	42300	\$0	\$4,750	\$50	(\$4,700)
EXHIBITS REVENUE:					
Entry Fees	43100	\$0	\$7,125		(\$7,125)
Donated & Sponsored Awards	43200	\$0	\$6,500		(\$6,500)
Other - Quilt Judge Donation, Poultry Inspection	43410	\$0	\$300		(\$300)
Other - Shavings	43420	\$0	\$3,468		(\$3,468)
HORSE SHOW REVENUE:					
Entry Fees	44200	\$0	\$2,328		(\$2,328)
Donated & Sponsored Awards	44300	\$0	\$428	\$2,700	\$2,272
Stall Fees	44400	\$0	\$380		(\$380)
FAIR ATTRACTION REVENUE:					
Rodeo Admissions	46100	\$0	\$24,000		(\$24,000)
Destruction Derby Admissions & Entries	46400	\$0	\$21,000	\$50	(\$20,950)
Thursday Night Admission	46500	\$0	\$0		\$0
Friday Night Admissions & Entries	46700	\$0	\$9,000		(\$9,000)
MISCELLANEOUS FAIR REVENUE:					
Parking	47100	\$0	\$0		\$0
Pocket Schedule Advertising	47200	\$0	\$1,900		(\$1,900)
Utility Fee Reimbursement (Stock Trucks)	47300	\$0	\$0		\$0
Exhibitor Handbook Advertising	47400	\$0	\$0		\$0
Junior Fair Board	47500	\$1,290	\$1,000	\$54	(\$946)
Camping Fees (Fairtime)	47700	\$0	\$23,750	\$12,175	(\$11,575)
Other - ATM Transactions	47810	\$0	\$1,045		(\$1,045)
Other - Ice Service	47820	\$0	\$3,990		(\$3,990)
Sponsorships	47900	\$0	\$167,000	\$23,050	(\$143,950)
MISCELLANEOUS NON-FAIR REVENUE:					
Sportsmens Expo	47105	\$1,000	\$34,200	\$3,000	(\$31,200)
Holiday Gift Fair	47206	\$2,875	\$7,125		(\$7,125)
Jackpot Show	47107	\$0	\$14,250	\$700	(\$13,550)
Livestock Grading Event	47111	\$3,801	\$0		\$0
Music Festival/Fair Fundraiser	47409	\$0	\$0		\$0

6-15

Account Description	Account Number	2020 STOP	2021 Budget	2021 Actual	Bud vs Act Difference
Mother's Day Market	47112	\$0	\$0	\$1,395	\$1,395
Other - soda machine, NSF fees, recycle	47505	\$235	\$285		(\$285)
INTERIM REVENUE:					
Rental of Buildings	48100	\$275	\$9,338	\$550	(\$8,788)
Storage	48110	\$27,698	\$30,400	\$6,880	(\$23,520)
Grounds Rentals	48200	\$15,840	\$19,000	\$2,880	(\$16,120)
Auto Racing	48210	\$13,570	\$7,485	\$150	(\$7,335)
Kart Racing	48215	\$4,000	\$4,750	\$1,000	(\$3,750)
Community Riding Program	48220	\$1,000	\$475	\$20	(\$455)
Billboard	48240	\$64,800	\$64,800	\$16,200	(\$48,600)
Equipment Rentals	48300	\$0	\$1,500		(\$1,500)
Front Sign Rentals	48310	\$24,556	\$28,500	\$16,575	(\$11,925)
Utility Fee Reimbursement	48500	\$3,484	\$3,325	\$100	(\$3,225)
Other	48700	\$0	\$0	\$200	\$200
PRIOR YEAR ADJUSTMENT:	49000	\$5,552	\$0		\$0
OTHER OPERATING REVENUE:					
Interest Earnings	49510	\$12,008	\$12,000	\$989	(\$11,011)
Donations/Sponsorships (General)	49520	\$60,020	\$0	\$0	\$0
Other - refunds, atm fees	49530	\$313	\$150	\$1,272	\$1,122
TOTAL REVENUES:		\$242,317	\$807,587	\$94,371	(\$713,216)
ADMINISTRATION EXPENSE:					
Salaries & Wages - Permanent	50100	\$174,170	\$175,596	\$42,399	(\$133,197)
Salaries & Wages - Temporary	50200	\$0	\$6,930		(\$6,930)
Compensated Absences Expense	50300	\$6,515	\$17,000		(\$17,000)
Employee Benefits - Employer's Share	50310	\$79,152	\$26,446	\$20,336	(\$6,110)
Pension Expense	50311	\$0	\$48,454		(\$48,454)
OPEB Expense	50312	\$7,695	\$8,077		(\$8,077)
Payroll Taxes	50320	\$12,733	\$13,733	\$3,129	(\$10,604)
Worker's Compensation Insurance	50330	\$9,374	\$15,273	\$15,273	\$0
Director's Expense	50500	\$0	\$0		\$0
Traveling/Training Expense - Employees	50600	\$5,865	\$7,000	\$468	(\$6,532)
Office Supplies and Expense	50700	\$8,023	\$5,000	\$2,045	(\$2,955)
Telephone and Postage	50800	\$3,448	\$4,000	\$919	(\$3,081)
Dues and Subscriptions	50900	\$2,797	\$2,800	\$2,380	(\$420)
Insurance (General Liability)	51000	\$12,640	\$19,774	\$19,774	(\$0)
Property & Business Insurance	51010	\$14,909	\$15,000	\$7,125	(\$7,875)
Revenue Protection Program	51020	\$3,000	\$0		\$0
Other - bank fees, miscellaneous, legal	51100	\$5,518	\$8,000	\$140	(\$7,860)
Credit Card Fees (non fair)	51110	\$1,073	\$1,000	\$140	(\$860)
Office & Grounds Security	51120	\$2,303	\$2,300	\$581	(\$1,720)
Office Cleaning	51130	\$270	\$1,200	\$300	(\$900)
Computer Support Services	51140	\$3,227	\$3,500	\$1,838	(\$1,663)
Statewide Property Inventory	51150	\$331	\$350		(\$350)
Unemployment Insurance	51200	\$792	\$500		(\$500)
Audit Expense	51300	\$6,000	\$6,000		(\$6,000)

6-116

Account Description	Account Number	2020 STOP	2021 Budget	2021 Actual	Bud vs Act Difference
MAINTENANCE & GENERAL OPERATIONS:					
Salaries & Wages - Permanent	52100	\$55,490	\$55,820	\$13,016	(\$42,804)
Salaries & Wages - Temporary	52200	\$2,230	\$48,840		(\$48,840)
Employee Benefits - Employer's Share	52210	\$18,336	\$1,824	\$4,303	\$2,479
Pension Expense	52211	\$0	\$15,292		(\$15,292)
OPEB Expense	52212	\$3,205	\$2,568		(\$2,568)
Payroll Taxes	52220	\$4,314	\$4,978	\$1,028	(\$3,950)
Light, Heat, Water and Power	52800	\$44,529	\$70,000	\$9,969	(\$60,031)
Maintenance of Equipment (Supplies)	52900	\$1,619	\$6,000	\$217	(\$5,783)
Fuel & Insurance for Equipment	52910	\$6,450	\$8,500		(\$8,500)
Maintenance of Bldg & Grounds (Supplies)	53000	\$9,254	\$11,000	\$993	(\$10,007)
State Fire Marshall Inspections	53050	\$1,699	\$1,000		(\$1,000)
Trash Removal, Clean up (Contractual)	53100	\$1,918	\$1,700	\$411	(\$1,289)
Special Repairs -	53300	\$2,942	\$3,000		(\$3,000)
PUBLICITY EXPENSE:					
Professional Services (Contractual)	54200	\$0	\$1,000		(\$1,000)
Advertising (fair, interim events)	54400	\$1,963	\$10,000	\$582	(\$9,418)
Promotional Expense (mixer, shirts/hats)	54500	\$0	\$1,000	\$1,500	\$500
Public Relations Expense (website)	54600	\$4,899	\$5,000		(\$5,000)
Other - billboard expense/percentage	54800	\$12,960	\$12,960	\$3,240	(\$9,720)
ATTENDANCE OPERATIONS:					
Salaries & Wages - Temporary	56101	\$0	\$12,812		(\$12,812)
Payroll Taxes	56120	\$0	\$215		(\$215)
Professional Services (Contractual)	56200	\$0	\$40,200		(\$40,200)
Supplies and Expenses	56300	\$494	\$3,500	\$645	(\$2,855)
Ice Service	56310	\$0	\$4,500		(\$4,500)
Radio Rentals	56320	\$0	\$450		(\$450)
Other - Lodging	56400	\$0	\$200		(\$200)
MISCELLANEOUS FAIR EXPENSES:					
Exhibitor Handbook Printing	57400	\$0	\$500		(\$500)
Junior Fair Board	57500	\$743	\$1,000		(\$1,000)
Sponsorships	57700	\$0			\$0
Banners & Supplies	57710	\$32	\$2,000		(\$2,000)
BBQ Supplies & Expense	57720	\$0	\$2,000		(\$2,000)
Other	57800	\$0			\$0
Streetsweeper	57810	\$0	\$550		(\$550)
Landfill Fees	57820	\$0	\$800		(\$800)
Commercial Exhibits & Concessions	57900	\$0	\$1,000		(\$1,000)
MISCELLANEOUS NON-FAIR PROGRAMS:					
Salaries & Wages - Temporary	57110	\$0	\$611		(\$611)
Payroll Taxes	57125	\$0	\$9		(\$9)
Sportsmens Expo	57405	\$64	\$21,000		(\$21,000)
Holiday Gift Fair	57505	\$1,059	\$760		(\$760)
Jackpot Show	57508	\$1,091	\$10,000		(\$10,000)
Livestock Grading Event	57111	\$16,935	\$0		\$0
Other - billboard commission/soda stock	57605	\$0	\$0		\$0

6-17

Account Description	Account Number	2020 STOP	2021 Budget	2021 Actual	Bud vs Act Difference
PREMIUMS EXPENSE (excluding Horse Show):					
Cash Awards	58100	\$0	\$10,000		(\$10,000)
Trophies, Medals, Ribbons	58200	\$0	\$6,500	\$2,190	(\$4,310)
Sponsored Cash Awards	58300	\$0	\$0		\$0
EXHIBITS EXPENSE:					
Salaries & Wages - Temporary	63101	\$0	\$18,384		(\$18,384)
Payroll Taxes	63120	\$0	\$267		(\$267)
Judges (Contractual)	63200	\$0	\$6,500		(\$6,500)
Professional Services (Contractual)	63300	\$0	\$0		\$0
Supplies and Expenses (entry office, depts)	63400	\$0			\$0
Entry Office & Entry Fees	63410	\$572	\$2,000	\$701	(\$1,299)
Livestock & Small Animal	63420	\$0	\$4,000	\$475	(\$3,525)
Still Exhibit Departments	63430	\$0	\$400		(\$400)
Other - brand inspection	63700	\$0	\$250		(\$250)
HORSE SHOW EXPENSE (including Premiums):					
Salaries & Wages - Temporary	64101	\$0	\$385		(\$385)
Payroll Taxes	64120	\$0	\$6		(\$6)
Judges (Contractual)	64200	\$0	\$800		(\$800)
Professional Services (Contractual)	64300	\$0	\$800		(\$800)
Supplies and Expense	64400	\$0	\$0		\$0
Cattle Fees	64500	\$0	\$250		(\$250)
Cash Awards	64710	\$0	\$2,000		(\$2,000)
Trophies, Medals, Ribbons	64720	\$0	\$1,800	\$404	(\$1,396)
Sponsored Cash Awards	64730	\$0	\$0		\$0
FAIR ENTERTAINMENT EXPENSE:					
Supplies and Expenses (tickets, toilets)	66300	\$0			\$0
Ticketing System & Fees	66310	\$238	\$8,000		(\$8,000)
Grounds	66320	\$0	\$1,500		(\$1,500)
Grandstand	66330	\$0	\$1,200		(\$1,200)
Rodeo (Saturday)	66400	\$0	\$31,000		(\$31,000)
Grounds Entertainment	66500	\$0	\$49,048		(\$49,048)
Thursday Event	66600	\$0	\$0		\$0
Destruction Derby (Sunday)	66700	\$0	\$8,100		(\$8,100)
Redneck Roundup	66800	\$0	\$8,500		(\$8,500)
PRIOR YEAR OPERATING EXPENSE ADJUSTMENT:				\$572	\$572
Miscellaneous Expense	81000	\$543	\$0		\$0
CASH SHORTAGES & OVERAGES:					
Ticket Sales	85100	\$0	\$0		\$0
Grandstand Event Sales	85200	\$0	\$0		\$0
Other	85900	\$0	\$0		\$0
TOTAL EXPENSES:		\$553,412	\$912,212	\$157,093	(\$755,119)
NET OPERATING PROFIT/(LOSS) BEFORE FUNDING		(\$311,094)	(\$104,625)	(\$62,722)	\$41,903
LOCAL (BASE) ALLOCATION:		\$42,009	\$42,009		(\$42,009)
OTHER FUNDS - Training Allocation		\$2,661	\$2,661		(\$2,661)
OTHER FUNDS - Capital Project Reimbursements		\$41,000			\$0

6-18

Account Description	Account Number	2020 STOP	2021 Budget	2021 Actual	Bud vs Act Difference
OTHER FUNDS - AB1499 Funds		\$395,520		\$55,340	\$55,340
NET PROFIT/(LOSS) AFTER FUNDING		\$170,096	(\$59,955)	(\$7,382)	

Above figures do not include depreciation expense that is calculated at year end.

EXPLANATIONS:

COVID-19 - 2020 Fair Cancelled, held Livestock Grading Event instead



7a-1
CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE
Karen Ross, Secretary

March 19, 2021

D2021-01

TO: District Agricultural Association Board Presidents and CEOs

SUBJECT: \$40.3M General Fund Support – Phase II

The Fairs & Expositions Branch (F&E) is pleased to announce it is entering the second distribution phase for the one-time \$40.3 million general fund budget allocation approved by the Governor on June 29, 2020. The initial phase consisted of allocations to help state-affiliated fairs, which includes both District Agricultural Associations (DAAs) and the California Exposition and State Fair, mitigate the severe loss of revenue resulting from the pandemic; accordingly, the funds were used to pay for legally mandated expenses associated with the layoff of civil service employees.

F&E has determined that after accounting for all legally mandated expenses and layoff-related expenses projected to become due before the end of the State's fiscal year (June 30, 2021), there will be a remaining balance of approximately \$19.3 million available for distribution to DAAs. For this second phase, F&E plans to provide operational support to DAAs under a two-pronged approach: "Targeted Support" (based on financial need) and "DAA Fairgrounds Allocation" (to provide funding to all DAAs with fairgrounds).

Phase I	Phase II	
Civil Service Layoff Support	Targeted Support	DAA Fairgrounds Allocation
Approximately \$21.0M is projected to be utilized towards the legally mandated expenses associated with the civil service layoff process.	Through an application process, approximately \$9.7M will be used to provide targeted operational support. Priority will be given to those that show the greatest financial need relative to the application pool.	Class Size
		Total \$
		I 62,000
		I-X -
		II 83,000
		III 104,000
		III+ 125,000
		IV 146,000
		IV+ 167,000
		V 250,000
		VI 375,000
		VII 1,562,000
~\$21.0M	~\$9.7M	~\$9.6M

Targeted Support

The Targeted Support will provide operational support to DAAs with fairgrounds through an application process. Funding under this distribution will depend strictly on the financial need of the applicant relative to the financial needs of the application pool.



7a-2

D2021-01 \$40.3M General Fund Support – Phase II
March 19, 2021
Page 2

Fairs interested in receiving this type of allocation will need to provide a completed application along with the supporting documents requested on the form; fairs will be ranked based on financial need as supported by their financial statements and the key indicators they list (such as cash balance, unrestricted reserves, current liabilities, debt obligations, and payroll expenditures).

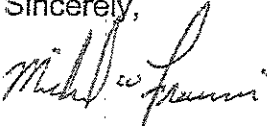
To be considered for targeted support, applications and the required documents must be submitted to Joji Kume via email at joji.kume@cdfa.ca.gov by April 16, 2021.

DAA Fairgrounds Allocation

All DAAs with a fairground will be provided an allocation based on class size. Although there is still some uncertainty around the exact amounts needed for the rest of the layoff processes, the amounts shown in the table for the DAA Fairgrounds Allocation is considered a solid estimate. Disbursement of allocations will take place over a three-week period that we anticipate starting early April. **No action is required by the DAAs.**

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

Sincerely,



Mike Francesconi
Interim Branch Chief

Enclosure: Targeted Support Application Form



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE
Karen Ross, Secretary

March 26, 2021

F2021-03

TO: All Fairground CEOs and Directors

SUBJECT: **Guidance for Safely Conducting Fairs & Livestock Events**

The California Department of Public Health (CDPH) is currently drafting guidance for District Agriculture Associations, County Fairs and Non-Profit Fairs, to support a safe, clean environment for workers and attendees of events (Guidance). This guidance is expected to be released in early April of this year. Application to your fair is based on the County Risk Level documented in the Guidance.

Once the Guidance is released, the fairs must work with local health authorities on a site-plan for hosting a fair or livestock event. If you have been working on a site-plan to host a fair or livestock event relying on other industry guidance, please work with your local health authorities on the best course of action. Please note that local health departments can have more restrictive criteria and different closures. For the most updated information on county status, visit [Blueprint for a Safer Economy](#).

Please be mindful before entering into any contracts for the production of your fair or livestock event that the CDPH Guidance and locally approved site plan must be incorporated into the contract terms and conditions. If you have already entered into contracts for your event, you may either amend the contract consistent with the CDPH Guidance by a written addendum agreed to by both parties, or terminate the contract pursuant to its termination clause.

Sincerely,

Michael Francesconi, Interim Branch Chief
Fairs and Exposition Branch



7C-1

ProfitAndLossStatement-20210331

Profit & Loss Statement	
Company Name: Siskiyou Golden Speedway	
Modified Cash Basis	
3/1/2021-3/31/2021	
Current Date: 3/31/2021	
Title	Amount
Income	
Product Sales	\$0.00
Service Revenue	\$0.00
Returns	\$0.00
Sales Discounts	\$0.00
Race - Gross	\$0.00
Test and Tune - Gross	\$2893.00
Total Income	\$2893.00
Expenses	
Advertising	\$0.00
Insurance	\$0.00
Race Supplies & Materials	\$291.17
Meals & Entertainment	\$51.56
Misc. Expense	\$3.23
Office Supplies	\$0.00
Website & Race Software	\$29.00
Professional Fees	\$50.00
Rent	\$150.00
Repairs & Maintenance	\$109.29
Telephone	\$36.22
Travel	\$0.00
Utilities	\$0.00
Vehicle Fuel & Repairs	\$434.49
Award Money	\$0.00
Sanction Fees	\$0.00
Credit Card Fee	\$6.45
Wifi	\$155.47
Total Expenses	\$1316.88
Net Profit	\$1576.12

1061-1



Law Office of Darrin W. Mercier
205 Lane Street, Yreka, California 96097
(530) 842-2054 ♦ Fax (530) 842-9340
e-mail: darrin@sisqlaw.com



March 24, 2021

Clifford Munson, CEO
Siskiyou Golden Fairgrounds
1712 Fairlane Road
Yreka, California 96097

Re: Formation of Siskiyou Golden Fairgrounds, Inc.

Dear Cliff:

Thank you for asking us to help you form Siskiyou Golden Fairgrounds, Inc., a California 501 (c)(3) non profit corporation. Please find enclosed a proposed draft of the Articles of Incorporation of a Public Benefit Corporation.

The Articles of Incorporation are the public document filed with the Secretary of State to officially incorporate your company. Given it is a public document, we want it as general and vague as possible. Please review the Articles and, if acceptable, please sign where indicated. Once we received the fully executed Articles from you, we will file the same with the Secretary of State of California along with the \$30.00 filing fee. Once accepted and certified by the Secretary of State, the corporation comes into existence.

Upon receiving the certified Articles of Incorporation from the Secretary of State, we will need to have the initial meeting which will include the election of the Directors. At the meeting we will discuss the necessary steps that are taken to properly operate a nonprofit corporation. We will need to develop Bylaws as part of that process. All meetings require preparation of written Minutes.

The State requires that you name an individual who will accept service of any legal papers served on the corporation. You have asked that I fill that role.

1001-2

Cliff Munson

Re: Formation of Siskiyou Golden Fairgrounds, Inc.

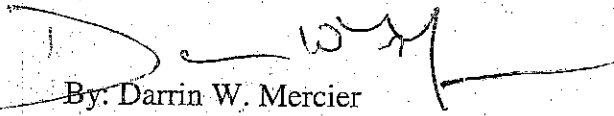
March 24, 2021

Page 2

After your review and consideration, please forward the fully executed Articles of Incorporation along with the filing fee to me for further processing. If you have any questions in the interim, please do not hesitate to contact me.

Very Truly Yours,

Law Office of Darrin W. Mercier


By: Darrin W. Mercier

DWM:sk
Enclosure



Secretary of State
Articles of Incorporation of a
Nonprofit Public Benefit Corporation

1001-3
ARTS-PB-
501(c)(3)

IMPORTANT — Read Instructions before completing this form.

Filing Fee -- \$30.00

Copy Fees -- First page \$1.00; each attachment page \$0.50;
Certification Fee - \$5.00

Note: A separate California Franchise Tax Board application is required to obtain tax exempt status. For more information, go to ftb.ca.gov.

This Space For Office Use Only

1. Corporate Name (Go to www.sos.ca.gov/business/be/name-reservations for general corporate name requirements and restrictions.)

The name of the corporation is Siskiyou Golden Fairgrounds, Inc.

2. Business Addresses (Enter the **complete** business addresses. Item 2a cannot be a P.O.Box or "in care of" an individual or entity.)

a. Initial Street Address of Corporation - Do not enter a P.O. Box 1712 Fairlane Road	City (no abbreviations) Yreka	State CA	Zip Code 96097
b. Initial Mailing Address of Corporation, if different than item 2a	City (no abbreviations)	State	Zip Code

3. Service of Process (Must provide either Individual **OR** Corporation.)

INDIVIDUAL — Complete Items 3a and 3b only. Must include agent's full name and California street address.

a. California Agent's First Name (if agent is not a corporation) Darrin	Middle Name W.	Last Name Mercier	Suffix
b. Street Address (if agent is not a corporation) - Do not enter a P.O. Box 205 Lane Street	City (no abbreviations) Yreka	State CA	Zip Code 96097

CORPORATION — Complete Item 3c. Only include the name of the registered agent Corporation.

c. California Registered Corporate Agent's Name (if agent is a corporation) — Do not complete Item 3a or 3b

Item 4a: One or both boxes **must** be checked.

4. Purpose Statement

Item 4b: If "public" purposes is checked in Item 4a, or if you intend to apply for tax-exempt status in California, you **must** enter the specific purpose in Item 4b.)

- a. This corporation is a nonprofit public benefit corporation and is not organized for the private gain of any person. It is organized under the Nonprofit Public Benefit Corporation Law for: ☒ **public purposes.** ☐ **charitable purposes.**
- b. The specific purpose of this corporation is to promote Siskiyou Golden Fairgrounds

5. Additional Statements (See Instructions and Filing Tips.)

- a. This corporation is organized and operated exclusively for the purposes set forth in **Article 4** hereof within the meaning of Internal Revenue Code section 501(c)(3).
- b. No substantial part of the activities of this corporation shall consist of carrying on propaganda, or otherwise attempting to influence legislation, and this corporation shall not participate or intervene in any political campaign (including the publishing or distribution of statements) on behalf of any candidate for public office.
- c. The property of this corporation is irrevocably dedicated to the purposes in **Article 4** hereof and no part of the net income or assets of this corporation shall ever inure to the benefit of any director, officer or member thereof or to the benefit of any private person.
- d. Upon the dissolution or winding up of this corporation, its assets remaining after payment, or provision for payment, of all debts and liabilities of this corporation shall be distributed to a nonprofit fund, foundation or corporation which is organized and operated exclusively for **charitable, educational and/or religious** purposes and which has established its tax-exempt status under Internal Revenue Code section 501(c)(3).

6. Read and Sign Below (This form must be signed by each incorporator. See Instructions. Do not include a title.)

Signature

Clifford Munson

Type or Print Name

STRATEGIC PLAN

2021 – 2025

Summary Report For 10th DISTRICT AGRICULTURAL ASSOCIATION/SISKIYOU GOLDEN FAIRGROUNDS

This document summarizes the key components of our Strategic Plan for the elements for which we expect to be held accountable as an organization by our customers, and partners and by each other.

Name:	Cliff Munson, CEO	Address:	10 th DAA/Siskiyou Golden Fairgrounds
	Contact Person		Name of Organization
Phone:	530-842-2767		1712 Fairlane Road
	Contact's Phone Number		Mailing Address
Fax:	530-842-4724		1712 Fairlane Road
	Contact's Fax Number		Street Address
Email:	cliffm@sisqfair.com		Yreka, CA 96097
	Contact's Email Address		City, State, Zip

TABLE OF CONTENTS	
Section	Page Number
Mission, Vision & Values	2
Long-Term Goals	3
Description of Organization	4
Assessment Summary	5-6
Attachment: Board Resolution	7

Signatures & Date:

Cliff Munson, CEO

Jason Finley, Board President

10C-2

MISSION, VISION & VALUES

MISSION STATEMENT

Briefly state the purpose of the organization, its reason for existence: what it is, who it serves, how and why.

The 10th District Agricultural Association promotes excellence in agricultural awareness and education through the Siskiyou Golden Fair and interim events under a financially sustainable model.

VISION STATEMENT

Describe the organization's image of the most ideal long-term future for itself. It will reflect a natural outcome of fulfilling the mission statement.

The 10th District Agricultural Association is dedicated to showcasing the customs and cultures of Siskiyou County by promoting education, agriculture and community vitality while maximizing fairgrounds facilities in an economically viable way.

VALUES

Describe the values the organization strives to demonstrate in its dealing with its customers, constituencies, and partners, as well as among the management, board, and staff of the organization.

1. Good customer service, common sense, judgement, and fairness will be used in all decision making.
2. We will continue to provide a safe family environment.
3. We will continue to maintain relevance in our communities.
4. We will strive to reach sustainability in an economically responsible manner.
5. We will promote agriculture awareness and education through our youth and the community.

LONG-TERM GOALS

List and describe the three to five most important 3-to-5 year goals of the organization. They will relate directly to fulfilling the organization's mission and achieving its vision.

The 10th District Agricultural Association Board of Directors used the SWOT analysis to create 1-, 3- and 5-year SMART goals for the association.

1 YEAR GOALS

Revenue Generation

- Portable Shower Trailer
- Extended LED Billboard Contract

Deferred Maintenance

- Floral Building Roof

3 YEAR GOALS

Staffing

- Marketing/Social Media Position
- Transition Plan for Current Staff
- Assessing Current Volunteer Pool (aging service groups)

Organizational Transition

Deferred Maintenance

- Broadband/WiFi

5 YEAR GOALS

Deferred Maintenance

- Grandstand Fencing
- Floral Building Remodel

DESCRIPTION OF THE ORGANIZATION

Briefly provide an overview of the organization's customers, constituencies, and/or partners; major programs, services, and/or accomplishments; location and facilities; and history and leadership structure.

The first Siskiyou County Fair was held in Fort Jones in 1859 under the management of the Siskiyou Agricultural Society. In 1867, the fair was moved to Yreka. The city park, Harmon's Livery Stable and empty store fronts were used to put on the fair. In 1925, the current fairgrounds were purchased using public donations (\$12,000) and the land was deeded to the county after a levy was passed in November 1925 which built the first two structures, a grandstand and an exhibit hall which were completed in 1928.

The State of California passed the State Agricultural Association Act in 1926 which created the Network of California Fairs and at the December 1926 meeting the local association voted to join the newly formed network and became 10th DAA Board of Directors as it remains today. The first meeting was May 23, 1927. Those new buildings, funded in 1925, were finished in time for the fair that opened on September 18, 1928 and ran for three days. Since that time, the 10th DAA and the fair remain an agency of the State, operating directly under the Branch of Fairs and Expositions within the California Department of Food and Agriculture.

Through the years the fairground property has been reduced to the current 85 acres, with 33.2 acres inside the grounds used for events. The remaining property is parking lots, a seasonal RV park and the creek and hill within the boundary. The Siskiyou Golden Fair is a five-day fair. The remainder of the year the property is used for a plethora of community events, as an evacuation center when needed, as fire camp, for weddings and family gatherings, as a large and small animal shelter during emergencies, along with auto racing and horse shows. The fairground staff put on the annual fair and sponsor three other events each year, the Siskiyou Sportsmen's Expo and NorCal Invitational Chainsaw Carving Championships, the Mother's Day Golden Jackpot Show with the Mother's Day Market, and the Holiday Gift Fair.

ASSESSMENT SUMMARY

Briefly describe the organization's major strengths and weaknesses, opportunities and challenges, or other pertinent information important to the development and likely achievement of its long-term goals and vision.

STRENGTHS

Location
Active Board
Communication
Cohesive Staff
Local, State & Federal Agencies
Ag Base
Armory
Value Added Programming
Industry Reputation
Community Hub
Web Site
Relevant in Community
Billboard
FOF, JLAC, JFB
Community Support
Social Media
Emergency Facility
Technology
Casino Partnership

WEAKNESSES

Lack of City Support – H2O Cost
Aged Facilities & Infrastructure
Sustainability
Lack of Adequate State Funding
for Infrastructure
South County Participation
Staff Size – Temporary Staffing
Security, Vandalism
Tree Maintenance
Broadband
State Agency
Water
Rural Access to Technology
Aging Service Organizations
OES
Interim Rentals

OPPORTUNITIES

Multi-Use Livestock Center
 Emergency Services
 Building/Event Center
 Interim Events
 Year-Round RV Park
 Interim Rentals
 Indian Casino
 FOF Grants/Non-Profit Ops
 Foundation Endowments
 Partnerships
 Eliminate Water Meter
 CalFIRE Housing
 Portable Shower Trailer
 Casino LED Billboard
 Fairlane Road Frontage
 Marketing/Marketing Position
 Transition to Local Governance

THREATS

Weather
 Economy
 Funding
 State Agency
 Competing Enterprises
 Natural Disaster – Pandemic
 ADA
 Permanent Staff Transitions
 Mandated Costs
 Over Regulation
 Deferred Maintenance
 Board Appointments
 Homelessness
 What is the “New Normal”

TOP VOTED SWOT ISSUES FOR 2021

Revenue Generation
 Deferred Maintenance
 Transition to Local Governance
 Staffing
 Interim Rentals

STRATEGIC PLAN

2021 – 2025

ATTACHMENT: BOARD RESOLUTION

Name of Organization: 10th District Agricultural Association (10th DAA)
Siskiyou Golden Fairgrounds

EXCERPT FROM BOARD OF DIRECTIONS MEETING:

Date of Meeting: _____

Upon Motion of Director: _____

Seconded by Director: _____

And carried to, record that this Board:

1. Participated in developing the organizations 2021-2025 Strategic Plan with the help of the following stakeholders:

List the stakeholders (community members, staff members, and business partners), by name, affiliation, and contribution, who in some way participated in the development of the organization's strategic plan, either through the assessment process, in the development of mission, vision, values or goals, by donation of services or money, or otherwise. (Attach additional pages as necessary):

Board President Jason Finley

Board Vice-President Brandon Fawaz

Director Judd Hanna

Director Darrin Mercier

Director Lori Salters

Cliff Munson, CEO

Michelle Eiler, AGPA

Mike Luiz, Senior Maintenance

2. Has read and agrees that the Summary Report to be submitted to the Division of Fairs & Expositions truly reflects the strategic planning efforts of the Board and stakeholders; and community interested in sustaining our fairground.
3. CERTIFIED TO BE A TRUE COPY

Cliff Munson, CEO

Jason Finley, Board President



10th District Agricultural Association, State of California

2021 SISKIYOU GOLDEN FAIR JUNIOR LIVESTOCK INDEPENDENT EXHIBITOR PROGRAM REQUIREMENTS

Welcome to the Siskiyou Golden Fair Junior Livestock Independent Exhibitor Program! We are very pleased that you have decided to bring an animal to the fair to exhibit, and possibly sell at the 10th District Junior Livestock Auction. **Be sure to read all the enclosed information carefully and meet all the requirements and deadlines.** Failure to comply with any rules or requirements/deadlines may result in disqualification of all entries and the forfeiture of all entry fees.

WHO QUALIFIES AS AN INDEPENDENT EXHIBITOR?

An exhibitor who is not eligible to compete in a certain category as a member of a 4H, Grange or FFA junior organization (i.e. exhibitor is not a member of a club; exhibitor is a member of 4H but there is no project leader for the exhibitor's chosen project species or high school students who cannot fit FFA into their school class schedule may show at the Siskiyou Golden Fair as an independent exhibitor). Independent Exhibitors **MUST** be 9 years of age by **January 1, 2021** to compete in large animal (Beef, Sheep, Swine, Dairy Cattle, Dairy Goats, Boer Goats, Market & Fiber Goats, Horse & Llama) competition at California Fairs or to sell in the 10th District Junior Livestock Auction held during the Siskiyou Golden Fair. Exhibitors are eligible to complete/exhibit through December 31st of the year in which they turn 19 years of age. Exhibitors may be ineligible to participate as an Independent Exhibitor if documented, disciplinary action involving their project(s) has been taken against them by 4H, FFA or Grange organizations. Length of ineligibility is to be determined by fair management. All exhibitors must have "on ground" supervisor by a responsible adult during the fair. Independent Exhibitor Records are only required for market animals going to auction; not breeding animals.

INDEPENDENT EXHIBITOR REQUIREMENTS (Market Animals Only):

- **Proof of Ownership**
 - Project Registration page completed and signed by both the Exhibitor and Parent/Guardian.
 - **Two** pictures of the animal (a close-up showing the tag/tattoo/notching with the exhibitor and a side view of the entire animal). Write the exhibitor name on the back of each picture.
 - Appropriate proof of ownership/bill of sale. A bill of sale, with all the pertinent information, **is required even if the animal was raised from birth by the exhibitor.**
 - If you have a backup animal (individual or family), the same above information needs to be submitted.
 - Quality Assurance training verification. The course may be completed online (www.yqca.org) or attend the training provided by the 10th DAA/Siskiyou Golden Fairgrounds in February/March. There will be no 10th DAA makeup trainings. You must turn in a copy of your online training certificate or have signed in on the training check in sheet. The check in sheet will be verified when you turn in your proof of ownership documents. Quality Assurance is good for one year from the date taken.

- Adult Supervision/Independent Exhibitor Leader Information Form completed and signed.
- Providing these documents will REGISTER you as an Independent Exhibitor for the 2021 Siskiyou Golden Fair. Turning in the Exhibitor Information form **DOES NOT** enter the exhibitor into the fair. See Entering the Fair section below.
- **DEADLINE (by species) no later than 5:00 PM at the Fair Office (ALL documents and pictures MUST be turned in together and no emails will be accepted):**

▪ Beef & Dairy Cattle	120 days before fair	Tuesday, April 13, 2021
▪ Sheep, Goats & Swine	60 days before fair	Friday, June 11, 2021
▪ Rabbits & Poultry	30 days before fair	Monday, July 12, 2021

• Entering the Fair

- The project animal must be "entered" into the annual fair either by paper entry form or through the online system. Paper entry forms may be obtained in the Exhibitor Handbook (must include a \$5.00 processing fee) and online is entered through the fair website (www.sisqfair.com). For online entries please input IND for the club name. Be sure to complete the online entry by clicking submit, paying the fees and getting a confirmation email. Maintain this confirmation email for your records.
- Exhibitor Handbooks are available at the fair office and on the website no later than June 1st.
- All State and Local Rules in the Exhibitor Handbook are to be reviewed and followed by the Exhibitor.
- Parent passes can be purchased at the same time as the project gets entered (either on paper or online) at a discounted price. Each pass is \$18.00 and a maximum of two may be purchased (online you will need to add the class once for 1 pass, twice for 2 passes). Please see the appropriate class under each species in the Exhibitor Handbook (Department 20).
- **DEADLINE (paper & online):**
 - Paper & Online Entry **Friday, July 23, 2021**

• Training & Education

- **MUST** attend six (6) educational meetings/trainings from October to July of the current year related to your project.
- **MUST** attend three (3) Junior Livestock Auction Committee Meetings with an adult. These meetings are held the 3rd Thursday at 7:00 PM of each month (meetings are held in September, October, April, May, June and July) at Winema Hall on the fairgrounds, be sure to sign in. **Failure to do so will result in a 12% commission deducted** from your auction check instead of the standard 6%.
- Document each meeting, in your own format, with the following items: Date of Meeting, Type of Meeting/Training, a Summary of what was discussed and Location of the Meeting.
- This information is to be turned into the fair office by the deadline below. If it is not turned in, the Independent Exhibitor **WILL NOT** be able to participate in the 2021 fair.
- **DEADLINE (minimum of 9 meetings):**
 - Meeting Verification Report **Monday, August 2, 2021**

• Reporting

- **MUST** provide a minimum of six (6) hours of community service. Document each service, in your own format, with the following items: Date of Service, Type of Service, a Summary/Description of the service that you provided and who it benefited, Location of Service and time spent on Service.
- **MUST** provide documentation of all medication and weight gain/loss during the project. This record will show any shots or medication (including dosage and purpose) that was received and

when (follow withdrawal times on all medication). If NO medication was provided, a document stating that is to be turned in.

○ **DEADLINE:**

- Both Reports Above

Monday, August 2, 2021

• **Siskiyou Golden Fair**

- All Exhibitors MUST attend the livestock meeting prior to the fair on **Wednesday, August 11, 2021, at 7:45 AM in the Show Ring.**
- A stall card is mandatory on the project pens. It is to identify themselves, their animals and their hometown.
- Exhibitors must follow all rules and regulations, including dress code, pertaining to junior livestock exhibitors at the annual fair. See the Exhibitor Handbook for more detailed information.

• **After the Siskiyou Golden Fair & 10th District Junior Livestock Auction**

- The Auction Committee will mail out a listing of all that participated in the purchase of your animal so you can prepare the thank you cards. Thank you cards are to be wrote out to everyone on the list, including add on buyers.
- Approximately 10 days after the close of the annual fair the payments to Exhibitors from the auction will be available at the fair office.
- **TO PICK UP YOUR PAYMENT**, all above items must have been turned in by the deadlines and the following:
 - MUST produce a Project Record. This record is used to record all expenses and income related to the project. If you have two projects, each animal should have its own project record. Document the information, in your own format, with the following items: Date, Description, Expense (including the purchase of the animal and feed costs), Income and Hours Spent on the project (training, feeding, etc.). All records should be documented clearly. Be sure to include all entry fees and sale costs as well as document the net profit on the project.
 - MUST submit a one (1) page, typed, double spaced summary of your overall project. This report will include what you learned, liked, would do again, etc.
 - Addressed, sealed and stamped thank you cards to each buyer and add-ons MUST be brought in with the final reports **NO LATER THAN SEPTEMBER 30th.**
- **Auction checks WILL NOT be released without the receipt of the Independent Exhibitor's Project Record & Project Summary and appropriate thank you cards.**

All reports and records, with the exception of the Project Registration Page and Supervisor Form, may be handwritten or typed by the Exhibitor and in a format of the Exhibitors choice.

Complete Independent Exhibitor Documents will be available for pickup after September 30th.

Unacceptable Record Books/Documents turned in may result in not being able to register as an Independent Exhibitor in the following year.

All documents need to have the Exhibitor's Name and Project Year listed on the front.

The Siskiyou Golden Fair will run August 11-15, 2021.

We look forward to seeing you there and we hope you have an educational experience.

If you have any questions or concerns, please contact the fair office at 530-842-2767.

11a-4

INDEPENDENT EXHIBITOR PROJECT REGISTRATION PAGE

Be sure to attach **TWO** pictures of the project animal with visible identification tag, notch, etc. and a copy of the bill of sale or receipt for the purchase of the animal and quality assurance certificate, if completed online, to this form.

Do a separate form for EACH animal you are registering.

EXHIBITOR INFORMATION:

Name

Address

City

Phone

Email

ANIMAL INFORMATION:

Name

Species

Breed

Date Purchased

Breeder

Where Purchased

Birth Date

Sex

Cost

Identification (tag, notch, etc.)

The undersigned declares,

- That his/her livestock entry(ies) has been under his/her ownership, care and management for the appropriate amount of time according to State Rules (120 days prior to fair for beef and dairy; 60 days prior to fair for sheep, goats, and swine; 30 prior to fair for rabbits and poultry).
- That he/she has not been a member of a junior division organization for this project since the current calendar year.
- That he/she will read, understand and abide by all State and Local Rules pertaining to his/her junior livestock project printed in the 2021 Siskiyou Golden Fair Exhibitor Handbook.
- That he/she has attached the Quality Assurance Certificate or completed the Siskiyou Golden Fair training and signed in as verification.
- That he/she has received, completed and will turn in all the appropriate records as required by the Siskiyou Golden Fair Junior Livestock Independent Exhibitor Program. Meeting deadlines to submit forms is the responsibility of the junior livestock exhibitor. **Failure to comply with all rules, regulations and deadlines may result in the disqualification of your project animal, all entries, forfeiture of all entry fees and no sale at the 10th District Junior Livestock Auction.**

Exhibitor Signature & Date

Parent Signature & Date

Contact Number: _____

**INDEPENDENT EXHIBITOR
ADULT SUPERVISOR/LEADER INFORMATION FORM**

As the responsible adult supervising this project, I certify that the animal(s) stated on the Independent Exhibitor Project Registration Form and shown in the photos is currently owned by the Independent Exhibitor. The project animal is in his/her care, being fed, watered, housed and trained primarily by the Independent Exhibitor.

I further certify that I or my below name designee, will remain on the fairgrounds as a supervisor of the named Independent Exhibitor throughout the days of the fair.

Name of Parent/Guardian

Relationship to Exhibitor

Phone Number

Email

Signature of Parent/Guardian

Date

Name of Alternate Designated Supervisor

Relationship to Exhibitor

Phone Number

Email

Signature of Alternate Supervisor

Date

INDEPENDENT EXHIBITOR 2021 SISKIYOU GOLDEN FAIR CHECKLIST

Name: _____

- **Proof of Ownership (date depends on species - April 13th, June 11th, July 12th)**
 - _____ Project Registration page completed and signed.
 - _____ Two pictures of the animal (a close-up showing the tag/tattoo/notching with the exhibitor and a side view of the entire animal). Write the exhibitor name on the back of each picture.
 - _____ Appropriate proof of ownership/bill of sale. A bill of sale, with all the pertinent information, is required even if the animal was raised from birth by the exhibitor.
 - _____ If you have a backup animal (individual or family), the same above information needs to be submitted.
 - _____ Quality Assurance Training verification. You must turn in a copy of your online training certificate or have signed in on the training check in sheet. The check in sheet will be verified when you turn in your proof of ownership documents.
 - _____ Adult Supervision/Independent Exhibitor Leader Information Form completed and signed.
- **Entered the Fair (July 23rd)** _____ Be sure to receive the confirmation email that you have entered and keep that with your records.
- **Training & Education (August 2nd)**
 - _____ MUST attend six (6) educational meetings/trainings from October to July of the current year related to your project (exhibitor name, date of meeting, type of meeting/training and location of meeting).
 - _____ MUST attend three (3) Junior Livestock Auction Committee Meetings with an adult (exhibitor name, date of meeting, type of meeting and location of meeting).
 - _____ Standard 6% commission
 - _____ 12% commission – did not meet requirement
- **Reporting (August 2nd)**
 - _____ MUST have a minimum of six (6) hours of Community Service (date of service, type of service, description, who it benefited, location of service and time spent).
 - _____ MUST provide Medication & Weight Report (shots, medication, purpose, dosage, withdrawal times and weight gain/loss). Documentation must be provided even if no medication was given.
- **Siskiyou Golden Fair (August 11th)**
 - _____ MUST attend the livestock meeting **Wednesday, August 11, 2021, at 7:45 AM in the show ring.**
 - _____ MUST have a stall card on the project pens. It is to identify themselves, their animals and their hometown.
- **After Fair (no later than September 30th)**
 - Auction Payment (Available approximately 10 days after the close of the annual fair – you will receive a list of buyers and add ons to complete your thank you cards)
 - _____ MUST turn in Project Record (all expenses and income related to the project).
 - _____ MUST turn in a Summary Report detailing your educational experience.
 - _____ Addressed and stamped Thank You Cards to each buyer and add-ons.