



Notice of Meeting

California Exposition & State Fair
Meeting of the Board of Directors
To Be Held

Friday, January 26, 2024, 10:00 a.m.

The Board will meet in closed session at 10:00 a.m.

Public Board Meeting will resume at 11:00 a.m.

**In the Administration Building Boardroom at
California Exposition and State Fair**

1600 Exposition Boulevard
Sacramento, CA 95815

Willie Pelote, Chair
Kim Craig, Vice Chair

Arturo Barajas, Director
Sonney Chong, Director
Rina V. DiMare, Director
Che Salinas, Director

Nick Hardeman, Director
David Mallel, Director
Brian May, Director

EX OFFICIO MEMBERS

Governor Gavin Newsom

Senator Angelique Ashby
Senator Melissa Hurtado

Assembly Member Kevin McCarty
Assembly Member Esmeralda Soria

169 days to California State Fair (July 12-28, 2024)

This notice is also available on the Internet at: www.CalExpoStateFair.com

Mission Statement

The California Exposition & State Fair mission is to create a State Fair experience reflecting California including its industries, agriculture, and diversity of its people, traditions and trends shaping its future supported by year-round events.

Policy Statement

The Board shall serve as the policy-making body for the California Exposition & State Fair and shall have full responsibility for the year-round management and operation of all facilities of the California Exposition & State Fair.

Public Comment

Any member of the public wishing to address the Board on any matter listed for consideration on this agenda shall fill out a Speaker's Form and provide it to the Board's Recording Secretary. All speakers will be recognized by the Chair and be allowed a maximum of three minutes to address the Board at the time the agenda item is being considered by the Board.

If you wish to address the Board on a matter not listed on the agenda, you have that right. If you wish to exercise that right, please fill out a Speaker's Form and provide it to the Board's Recording Secretary. You will be allowed a maximum of three minutes to address the Board during the Public Comment item on the agenda.

AGENDA

1. CALL TO ORDER – Public Meeting

All matters noticed on this agenda, in any category, may be considered for action as listed. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Chair.

2. ROLL CALL

3. CLOSED SESSION

- a. Pursuant to Government Code § 11126(c)(7)(A) the Board will convene in closed session for the purposes of discussing matter of real property negotiations.

4. RESUME PUBLIC MEETING

- a. Report out of Closed Session, if needed

5. PLEDGE OF ALLEGIANCE

6. INTRODUCTION OF GUESTS & STAFF

7. PRESENTATION BY SACRAMENTO COUNTY SHERIFFS' DEPARTMENT

8. PUBLIC COMMENT ON MATTERS NOT ON THE AGENDA

In accordance with state law, the Board will not comment or otherwise consider Public Comment matters until and unless such item has been properly noticed for a future meeting.

9. CONSENT AGENDA

All items on the consent agenda are to be approved in one motion unless a Board Member requests a separate action on a specific item.

- a. Approval of Board Meeting Minutes for December 8, 2023
- b. Service Contracts/Purchase Orders Requiring Board Notification/Approval

10. NEW BUSINESS

- a. Review for Approval – Designation of Applicant's Agent Resolution – CA Office of Emergency Services

11. OLD BUSINESS

- a. Future Fair Dates Update
- b. Capitol Racing-Year Around Horse Racing

12. MATTERS OF INFORMATION

- a. CEO Comments
- b. Directors Comments/Agenda Items for Future Meetings
- c. Next Board Meeting **Friday, February 23, 2024**
- d. Other, if any

13. ADJOURNMENT

Date of Notice: January 16, 2024

Pursuant to the Americans with Disabilities Act, individuals who, because of a disability, need special assistance to attend or participate in any Cal Expo Board, Committee or any Advisory meetings, or in connection with other Cal Expo Activities, may request assistance at the Cal Expo Administration Building Offices, 1600 Exposition Boulevard, or by calling 916-263-3247, during normal business hours. Requests should be made one week in advance whenever possible.

CONSENT AGENDA

CALIFORNIA EXPOSITION & STATE FAIR

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice
December 8, 2023

California Exposition & State Fair
1600 Exposition Blvd.
Sacramento, CA 95815

Directors Present

Director Che Salinas, Chair
Director Hannah Gbeh, Vice Chair
Director Rima Barkett
Director Kim Craig
Director Sonney Chong
Director Jess Durfee
Director David Mallel
Director Brian May
Director Willie Pelote

Executive Staff Present

Tom Martinez, Chief Executive Officer
Marcia Shell, Deputy General Manager Expo Events
Matt Cranford, Deputy General Manager
Sue O'Brien, Recording Secretary

Staff and Guests

Alex Alcantar, Business Development
Diana Barrios, Accounting Manager
Kyle Brown, Box Office Manager
Pat Conner, IT Manager
Mitch Pryor, Chief of Plant
Craig Walton, Chief of Police
Stephanie Dyer, HR Manager
Teresa Tillman, HR
Nick Vinciguerra, HR
Carol Baker, HR
Nicole, O'Neal, HR
Lindy Munguia, Contracts
Heidi Turpen, Contacts
Jackie Zdanowski, Contracts
Annie Donahey, Executive Staff
Mike Albiani, Sacramento County Fair
Michael Beller, Arden Business Alliance
Corey Brandt, OVG
Terrence Burns, Guest
Steve Dooner, California Dreamin
Darla Givens, Media
Brian, Honebein, Event Partnership
Carla Miller, OVG 360
Jim Viethear, Sacramento County Fair

1. CALL TO ORDER – Public Meeting

Chair Salinas called the public meeting to order at 9:00 a.m.

2. ROLL CALL

Roll call was taken and a quorum was present. The Board convened into Closed Session at 9:02 a.m. The Public Meeting will resume at 10:00 a.m.

3. Closed Session

- a. Pursuant to Government Code Section §11126(c)(7)(A), the Board will convene into closed session for the purposes of discussing matters of real property negotiations.
- b. Pursuant to Government Code Section §11126(a)(1), the Board will convene into closed session to discuss personnel matters related to the General Manager.

4. RESUME PUBLIC MEETING

- a. Report out of Closed Session, if needed.
Public meeting resumed at 10:38 a.m. Chair Salinas reported out that the 2024 Executive Committee will continue to negotiate the matters of real property.

5. PLEDGE OF ALLEGIANCE

Chair Salinas asked Director Barkett to lead the Board and Staff in the Pledge of Allegiance.

6. INTRODUCTION OF GUESTS & STAFF

Chair Salinas asked the Deputy General Manager Shell introduced guests and staff that were in the audience.

7. PRESENTATIONS

- a. Staff Retiring:

Marcia Shell	5/1978 – 12/2023
Mike Ward	9/1989 – 12/2023
Teresa Tillman	1/1991 – 12/2023
- b. Board Members Retiring:

Rima Barkett	2012-2023
Jess Durfee	2016-2023
Hannah Gbeh	2021-2023
David Mallel	2012-2023

CEO Martinez said a few words about each person retiring and presented each with a Golden Bear.

8. PUBLIC COMMENT

In accordance with state law, the Board will not comment or otherwise consider Public Comment matters until and unless such item has been properly noticed for a future meeting.

Steve Dooner – California Dreamin gave an update of what he’s been working on. He’s still in negotiations with the X games people as they would like to put on the 2024 X Games here at Cal Expo. California Dreamin would like to build a permanent facility for the X Games at Cal Expo as well. California Dreamin met with the Hollywood North Film Studio group and came to a consensus to work together and develop a Master Plan for what they want to do and what California Dreamin would like to do at Cal Expo. Mr. Dooner stated that he proposed that this be on the agenda for the next board meeting.

9. CONSENT AGENDA

All items on the consent agenda are to be approved in one motion unless a Board Member requests a separate action on a specific item.

a. Approval of Board Meeting Minutes for October 27, 2023

b. Service Contracts/Purchase Orders Requiring Board Notification/Approval

MOTION:

Chair Salinas asked for a motion to adopt and approve the Consent Agenda.

Director May moved that motion and Director Pelote seconded the motion.

Discussion: None Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, yes; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, yes. **Motion carried, unanimously.**

10. COMMITTEE REPORTS & RECOMMENDATIONS:

a. Finance & Audit Committee

Finance Manager Barrios reviewed proposed budget 2024 for California State Fair and proposed budget for 2024 State Fair and asked for the Board’s approval. Director May, Committee Chair also added that Cal Expo needed to be very careful in how they spend money.

MOTION:

Director Mallel made the motion to approve staff’s recommendation and motion was seconded by Director Durfee. Discussion – None Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, yes; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, yes. **Motion carried, unanimously.**

- i. Rock & Brews
Deputy General Manager Shell gave some background and reviewed the letter submitted by Attorney Scottlynn Hubbard. Rock & Brews is asking for relief of rent during the Pandemic when the facility was closed. Mr. Hubbard is requesting relief of rent from March 12, 2020 and July 19, 2021 under the Force Majeure clause in their contract.

MOTION:

Director May move to approve the request and Director Durfee seconded the motion. Discussion: Director Craig asked if we had conferred with our Attorney General on this matter. Deputy General Manager Shell stated that she had talked with Attorney Goldman and he verbally agreed to the Force Majeure in this case. Director May made a substitute motion making approval conditional upon receiving written approval from Department of Justice. Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, no; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, yes; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, abstained.

Motion carried, 7-yes, 1-no and 1-abstention.

11. NEW BUSINESS

- a. Review for Approval Proposed 2024 Cal Expo State Fair Meeting Dates

MOTION:

Chair Salinas asked for a motion to approve the draft 2024 Board calendar as presented. Motion was moved by Director Pelote and seconded by Director Chong. Clarification was made moving the May 24th meeting to June 7, 2024. Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, yes; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, yes.

Motion carried, unanimously.

12. OLD BUSINESS

- a. Future Fair Dates

Chief Deputy General Manager Cranford stated that in the Board Planning Session in October he was directed to look at other fair dates as a result of increased temperatures in the month of July, 2023. Cranford proceeded to review the staff report with the Board. At his conclusion Cranford asked that the Board approve the staff recommendation. Director May asked how the Spring dates would impact the Sacramento County Fair? Cranford stated that it would impact Sac County Fair negatively. Director Mallel stated that he and Director Barkett were new to the State Fair Board just after the fair dates change to mid-July from Labor weekend. Every board retreat or planning session this topic has come up for discussion. He went on to say don't be influenced by outside sources but do what is best for State Fair.

MOTION:

Chair Salinas asked for a motion to direct staff to continue to investigate moving fair dates and to bring this item back to the January, 2024 board meeting. Director Durfee moved the motion and Director Pelote seconded the motion. Discussion – None Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, yes; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, yes. **Motion carried, unanimously.**

b. Cannabis

CEO Martinez reviewed the staff report with the board. He reported that the changes made to the "Addendum – Cannabis" were posted for 30 days and received no public comment.

MOTION:

Director Durfee made a motion to adopt staff recommendation and Director Mallel seconded the motion. Chair Salinas asked staff to read the recommendation into the record. "Staff recommends that the Board of Directors approve new changes to policies approving cannabis sales and consumption in alignment with the changes to AB128 and guidance from the Department on Cannabis Control. In coordination with the California Department of Cannabis Control, the Cannabis Event Organizers will identify specific modalities of consumption that are supported by industry best practices as to not negatively impact a State Fair experience reflective of California's industries, agriculture, and diversity of its people, traditions and trends shaping its future. The identified modalities include non-inhalable products as well as inhalable products should an adjacent space next to the exhibit become available. Additionally, staff recommends the approval a "Fan Favorite" award for product categories currently excluded from the Competition." Discussion: Director Gbeh asked if there will be training to prevent "over serving"? CEO Martinez said that is part of the guidance from Department of Cannabis Control. Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, yes; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, yes. **Motion carried, unanimously.**

c. Western Fairs Association

Chief Deputy General Manager Cranford reviewed the staff report with the board. Director May stated that he would be voting no on this item as he feels WFA is beneficial to County Fairs. Director Durfee gave several examples as to why he's voting yes. One, WFA wrote letters in opposition when Cal Expo was getting funds from the legislation, having attended several WFA conventions when asked to talk with WFA's lobbyist he was told he had to go through WFA's CEO. Director Gbeh talked about her experience with WFA.

MOTION:

Chair Che asked for a motion to approve staff's recommendation of not renewing Cal Expo's membership in WFA. It was moved Director Gbeh and

seconded by Director Durfee. Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, no; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, yes. **Motion carried, 8-yes, 1-no.**

d. OVG 360 2023 Contract

Chief Deputy General Manager Cranford reviewed the staff report with the Directors and asked the Directors to approve the MOU for 2023 and bring this item back in 2024.

MOTION:

Director Durfee moved that we adopt staff recommendations related to the OVG Contract for 2023 and as the staff has recommending that we not approve the 2024 option at this time. This will come back with further staff recommendations. Director Barkett seconded the motion. Discussion – None Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, no; Director May, no; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, abstained.

Motion carried, 7-yes, 1-no and 1-abstention.

13. CORRESPONDENCE

- a.** Letter from California Department of Food & Agriculture
Chief Deputy General Manager Cranford reviewed the letter from CDFA regarding Proposition 12 as related to swine.

14. ELECTION OF OFFICERS

- a.** Nominations received at last public meeting on October 27, 2023:
1. Chair Willie Pelote
 2. Vice Chair Kim Craig
 3. Nominations from the Floor
 4. Close Nominations
 5. Hold Election of 2024 Officers of the Board

Chair Salinas gave an overview on the process of electing a Board Chair, Vice Chair and Secretary-Treasurer/General Manager. Chair Salinas asked for nominations for Board Chair from the floor. Seeing none he asked for a motion to close nominations.

MOTION:

Motion was moved by Director Mallel and seconded by Director Pelote. **All in favor, motion carries unanimously.**

MOTION:

Director Durfee moved to elect Director Pelote as chair. Director Mallel seconded the motion. Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, yes; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, yes. **Motion carried, unanimously.**

Chair Salinas asked for nominations Vice Chair from for the floor. Seeing none he asked for a motion to close nominations.

MOTION:

Motion was moved by Director Pelote and seconded by Director Gbeh **All in favor, motion carries unanimously.**

MOTION:

Director Mallel moved to elect Director Craig as Vice Chair. Director Pelote seconded the motion. Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, yes; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, yes. **Motion carried, unanimously.**

- b. Office of Secretary-Treasurer/General Manager – Tom Martinez

Chair Salinas asked for a motion to elected Tom Martinez for Secretary-Treasurer.

MOTION:

Motion was moved by Director Chong and seconded by Director Pelote. Chair Salinas asked for a roll call vote: Director Barkett, yes; Director Craig, yes; Director Chong, yes; Director Durfee, yes; Director Mallel, yes; Director May, yes; Director Pelote, yes; Vice Chair Gbeh, yes; Chair Salinas, yes. **Motion carried, unanimously.**

15. MATTERS OF INFORMATION

- a. CEO Comments

CEO Martinez stated that the month of December is a time to get caught up and prepare for the next year. Not this December. I want to acknowledge my team and how hard they have been working. He reported out that a group went to IAFE and we won 1st place for the 2023 Best Marketing Campaign. To the out going Board of Directors, thank you for your dedication and time. You are always welcomed back.

- b. Director Comments/Agenda Items for Future Meetings

Vice Chair Gbeh – Pleasure to serve with everyone and thank you to staff.

Director Barkett – Thank you to staff. Can't wait to see where you go from here.

Director Mallel – Leaving with some great relationships and unbelievable experiences. I've enjoyed watching people who have dedicated their lives to make sure that the people of California have a place to come and enjoy themselves. Don't want to forget about Rex, who dedicated hours of his time, his humor and his love for Cal Expo.

Director Durfee – I'm leaving this board as I have moved out of State. It's been an honor to serve on this board and represent Toni Atkins and I am appreciative to her for this opportunity. I want to thank Sue, Tom and staff. I've had the weird responsibility of severing as Chair for three years. I've had the pleasure to watch Tom and others develop

into the leaders they are today. Lastly, Terrence, my partner took on the task of going down to the tomb (no one knows about the tomb) that is a storage room for a collection art that goes back nearly 100 years. We saw some art at the Crocker and discovered that we have pieces from that artist as well. Sadly, this is just some of the art and the pieces left in the tomb have broken frames, damage mats or broken glass that can't be displayed. I want to encourage leadership to look for grants, funding or a benefactor that would step up and bring that collection out of the tomb. (At this point in time the sound system had some issues. Other Board Members made comments that weren't picked up by the sound system.)

- c. Next Board Meeting **January 26, 2024**
- d. Other, if any

16. ADJOURNMENT

The Board of Directors meeting was adjourned at 12:09 p.m.

California Exposition & State Fair

PURCHASE ORDERS

December 7, 2023 to January 24, 2024

From \$15,000 to \$99,999 (rounded) Requiring Notification

Vendor/Merchant	Amount
Suburban Propane <ul style="list-style-type: none">• 2024 Blanket PO for propane	\$20,000

SERVICE CONTRACTS

December 7, 2023 to January 24, 2024
From \$15,000 to \$99,999 (rounded) Requiring Notification

Contractor	Amount
State33, LLC <ul style="list-style-type: none">• 2024 State Fair - ShoWorks competition software• Maintenance and support services	\$15,000
William Zakrajshek dba OutAt, Inc. <ul style="list-style-type: none">• 2024 State Fair - Out at the Fair LGBTQ+ Event• Event date: Saturday, July 20	\$18,000
JM Environmental, Inc. <ul style="list-style-type: none">• Emergency asbestos abatement services – HR office• Term: 12/27/2023 through 12/31/2023	\$24,000
Dennis Forel dba Ballooney <ul style="list-style-type: none">• 2024/2025 State Fair Grounds Act – strolling with balloons• Term: 7/12/2024 through 8/2/2024 (2-year term)	\$25,500
JM Environmental, Inc. <ul style="list-style-type: none">• Emergency asbestos abatement services – Finance office• Term: 1/2/2024 through 1/5/2024	\$28,500
Imagination Gallery, Inc. <ul style="list-style-type: none">• 2024 State Fair Exhibit: Mind Works	\$34,000
Bold Decision Consulting, LLC <ul style="list-style-type: none">• Polling services for potential future Fair dates	\$39,000
Capitol International Productions, Inc. <ul style="list-style-type: none">• 2024 State Fair Grounds Act – Sea Lion Splash	\$45,000
CoNetrix Technology, LLC <ul style="list-style-type: none">• 2024 maintenance and support services for AccountingWare software	\$49,950
Tina Marie Gassert <ul style="list-style-type: none">• 2024 State Fair Grounds Act - Master Hypnotist	\$51,000
Capitol International Productions, Inc. <ul style="list-style-type: none">• 2024 State Fair Grounds Act – Flat Out Freestyle	\$70,000
Stilt Circus, Inc. <ul style="list-style-type: none">• 2024 State Fair Grounds Act – Stilt walking performers	\$76,500

SERVICE CONTRACTS

**December 7, 2023 to January 24, 2024
\$100,000 and Over (rounded) Requiring Approval**

Contractor	Amount
July 12 - Big Name Concert Artist – TBA <ul style="list-style-type: none">• Toyota Concert Series	\$130,000
July 14 - Big Name Concert Artist – TBA <ul style="list-style-type: none">• Toyota Concert Series	\$200,000
July 18 - Big Name Concert Artist – TBA <ul style="list-style-type: none">• Toyota Concert Series	\$200,000
Haas & Wilkerson, Inc. <ul style="list-style-type: none">• 2024 Liability Insurance Services• Term: 1/1/2024 through 12/31/2024	\$749,864

Upcoming Solicitations (estimated through May 2024)

Invitation for Bid (IFB)

- Fire alarm monitoring services
- Portable toilet rental services
- Janitorial services for State Fair
- Golf Cart rental services
- Manure removal services

NEW BUSINESS

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000
E-mail: tmartinez@calexpo.com

MEMORANDUM

Date: January 26, 2024
To: Board of Directors
California Exposition and State Fair
Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair
From: Diana Barrios, Finance Manager
Subject: Office of Emergency Services Forms for Board Review and Approval

This item is brought to the Board's attention as there has been a change in leadership of the organization. Completing the "Designation of Applicant's Agent Resolution for Non-State Agencies" is crucial for ensuring Cal Expo's eligibility for FEMA funds during emergencies. This is a routine procedure that helps maintain our financial preparedness for emergency situations, and must be resubmitted every 3 years.

HISTORY

In the months of December 2022 and January 2023, Cal Expo experienced damage to parts of its property due to the Atmospheric River Storm Event. On January 9, 2023, President Joseph R. Biden approved an Emergency Declaration for California to alleviate the hardship caused by the severe winter storms. The declaration covered the counties of El Dorado, Los Angeles, Mariposa, Mendocino, Merced, Monterey, Napa, Placer, Riverside, Sacramento, San Bernardino, San Mateo, Santa Clara, Santa Cruz, Sonoma, Stanislaus and Ventura counties. The Federal Emergency Management Agency (FEMA) announced on January 14, 2023, that individuals and agencies located in the affected areas could apply for federal disaster assistance grants. Cal Expo applied for the grant and is in the process of closing out projects.

In order for Cal Expo to receive federal assistance funds, it is necessary to update the Authorized Agents with the State of California Office of Emergency Services (OES). At this time, FEMA has approved (obligated) approximately \$64,000 of storm damage

projects that have been fully documents. Additionally, Cal Expo is in the process of closing out more projects and will benefit in recovering a majority of the costs related to these projects.

RECOMMENDATION

The staff is requesting that the Board grant approval for certain staff members to be designated as Authorized Agents and Approved Contacts. This action is necessary for Cal Expo to proceed with and finalize the application process, ensuring the receipt of committed funds. This request is in accordance with the "Designation of Applicant's Agent Resolution for Non-State Agencies," which is currently under the Board's review.



Disaster No: _____
 Cal OES ID No: _____
 UEI No: _____

PROJECT ASSURANCES FOR FEDERAL ASSISTANCE

SUBRECIPIENT'S NAME: California Exposition & State Fair
 (Name of Organization)

PRIMARY MAILING ADDRESS: 1600 Exposition Blvd.

CITY: Sacramento STATE: CA ZIP CODE: 95815

TELEPHONE: 916-263-3000 FAX NUMBER: _____

CA ASSEMBLY DIST: 6 CA SENATE DIST: 8 U.S. CONGRESSIONAL DIST: 7

Visit sos.ca.gov/elections/who-are-my-representatives to find your district number.

AUTHORIZED AGENT: Thomas Martinez

TITLE: Chief Executive Officer

EMAIL ADDRESS: tmartinez@calexpo.com

ASSURANCES – CONSTRUCTION PROGRAMS

Note: Certain of these assurances may not be applicable to all your projects. If you have questions, please contact the California Governor's Office of Emergency Services. Further, certain federal assistance awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the subrecipient named above:

1. Has the legal authority to apply for federal assistance, and the institutional, managerial and financial capability (including funds sufficient to pay the non-federal share of project costs) to ensure proper planning, management, and completion of the project described in this application.
2. Will give the awarding agency, the Comptroller General of the United States, Federal Office of Inspector General 2 CFR 200.336, and if appropriate, the state, through any authorized representative, access to and the right to examine all records, books, papers, or documents related to the assistance; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.



3. Will not dispose of, modify the use of, or change the terms of the real property title, or other interest in the site and facilities without permission and instructions from the awarding agency. Will record the federal interest in the title of real property in accordance with awarding agency directives and will include a covenant in the title of real property acquired in whole or in part with federal assistance funds to assure nondiscrimination during the useful life of the project.
4. Will comply with the requirements of the assistance-awarding agency with regard to the drafting, review and approval of construction plans and specifications.
5. Will provide and maintain competent and adequate engineering supervision at the construction site to ensure that the complete work conforms with the approved plans and specifications and will furnish progress reports and such other information as may be required by the assistance awarding agency or state.
6. Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
7. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gains.
8. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. §§ 4801 et seq.), which prohibits the use of lead-based paint in construction or rehabilitation of residential structures.
9. Will comply with all federal statutes relating to nondiscrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color, or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§ 1681-1683 and 1685-1686) which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. § 794) which prohibit discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§ 6101-6107) which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 93-255) as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616) as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) §§ 523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. 290 dd- 3 and 290 ee-3) as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of



- 1968 (42 U.S.C. § 3601 et seq.), as amended, relating to nondiscrimination in the sale, rental, or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) under which application for federal assistance is being made, and (j) the requirements on any other non-discrimination statute(s) which may apply to the application.
10. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provides for fair and equitable treatment of persons displaced or whose property is acquired as a result of federal and federally assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of federal participation in purchases.
 11. Will comply with the flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$5,000 or more.
 12. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the National Environmental Policy Act of 1969 (P.O. 91-190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved state management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. §§ 1451 et seq.); (f) conformity of federal actions to State (Clean Air) Implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. § 7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended, (P.L. 93-523); and (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.O. 93-205).
 13. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. §§ 1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
 14. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. 470), EO 11593 (identification and preservation of historic properties), and the Archeological and Historic Preservation Act of 1974 (16 U.S.C. 469a-1 et seq.).



15. Will comply with Standardized Emergency Management (SEMS) requirements as stated in the California Emergency Services Act, Government Code, Chapter 7 of Division 1 of Title 2, Section 8607.1(e) and CCR Title 19, Sections 2445, 2446, 2447, and 2448.
16. Subrecipients expending \$750,000 or more in federal grant funds annually are required to secure an audit pursuant to OMB Uniform Guidance 2 CFR Part 200, Subpart F. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act of 1984 and the Single Audit Act Amendments of 1996.
17. Will disclose in writing any potential conflict of interest to the Federal awarding agency or pass-through entity in accordance with §200.112.
18. Will comply with all applicable requirements of all other federal laws, Executive Orders, regulations and policies governing this program.
19. Has requested through the State of California, federal financial assistance to be used to perform eligible work approved in the subrecipient application for federal assistance. Will, after the receipt of federal financial assistance, through the State of California, agree to the following:
 - a. The state warrant covering federal financial assistance will be deposited in a special and separate account and will be used to pay only eligible costs for projects described above.
 - b. To return to the State of California such part of the funds so reimbursed pursuant to the above numbered application, which are excess to the approved actual expenditures as accepted by final audit of the federal or state government.
 - c. In the event the approved amount of the above numbered project application is reduced, the reimbursement applicable to the amount of the reduction will be promptly refunded to the State of California.
20. The non-Federal entity for a Federal award must disclose, in a timely manner, in writing to the Federal awarding agency or pass-through entity all violations of Federal criminal law involving fraud, bribery, or gratuity violations potentially affecting the Federal award §200.113. Failure to make required disclosures can result in any of the remedies described in §200.338 Remedies for noncompliance, including suspension or debarment.



21. Will not make any award or permit any award (subaward or contract) to any party which is debarred or suspended or is otherwise excluded from or ineligible for participation in Federal assistance programs under Executive Order 12549 and 12689, "Debarment and Suspension."

"I, the official named below, CERTIFY UNDER PENALTY OF PERJURY that I am duly authorized by California Exposition & State Fair
 (Name of Organization)

to enter into this agreement for and on behalf of said subrecipient, and by my signature do bind the subrecipient to the terms thereof."

Thomas Martinez

PRINTED NAME

SIGNATURE OF AUTHORIZED AGENT

Chief Executive Officer

TITLE

DATE



List of Authorized Agents

Entity Name:

Cal OES ID:

- Enter each Authorized Agent (AA) as listed on the Designation of Applicant's Agent Resolution (Cal OES 130) for Non-State Agencies **or** as it appears on the Signature Authority (Cal OES 130SA) for California State Agencies.
- Check box to receive electronic copies of Cal OES Notification of Obligation and/or Payment packages. (Minimum 1 AA.)
- Email addresses must use an email that shares the official entity URL.

Authorized Agent Name	Authorized Agent Title	Email Address	Email Pkg?
Thomas Martinez	Chief Executive Officer	tmartinez@calexpo.com	<input checked="" type="checkbox"/>
Matthew Cranford	Chief Deputy General Manager	mcranford@calexpo.com	<input checked="" type="checkbox"/>
Diana Barrios	Finance Manager	dbarrios@calexpo.com	<input checked="" type="checkbox"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="checkbox"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="checkbox"/>

• An Approved Contact may be designated by an AA to request or receive information on grant payment status. Add them by inputting their information below. (Ex. Accounting/Admin offices) Must use an official email URL.

Approved Contact Name	Approved Contact Title	Email Address	Email Pkg?
Craig Walton	Chief of Police	CDWalton@calexpo.com	<input checked="" type="checkbox"/>
Sue O'Brien	Executive Assistant	sobrien@calexpo.com	<input checked="" type="checkbox"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="checkbox"/>

Please use a second page if more space is needed.



Cal OES ID No: _____

DESIGNATION OF APPLICANT'S AGENT RESOLUTION FOR NON-STATE AGENCIES

BE IT RESOLVED BY THE Board of Directors OF THE California Exposition & State Fair
 (Governing Body) (Name of Applicant)

THAT Thomas Martinez, OR
 (Title of Authorized Agent)

Matthew Cranford, OR
 (Title of Authorized Agent)

Diana Barrios
 (Title of Authorized Agent)

is hereby authorized to execute for and on behalf of the California Exposition & State Fair,
 (Name of Applicant)

a public entity established under the laws of the State of California, this application and to file it with the California Governor's Office of Emergency Services for the purpose of obtaining federal financial assistance for any existing or future grant program, including, but not limited to any of the following:

- **Federally declared Disaster (DR), Fire Mitigation Assistance Grant (FMAG), California State Only Disaster (CDAA), Immediate Services Program (ISP), Hazard Mitigation Grant Program (HMGP), Building Resilient Infrastructure and Communities (BRIC), Legislative Pre-Disaster Mitigation Program (LPDM),** under
- Public Law 93-288 as amended by the Robert T. Stafford Disaster Relief and Emergency Assistance Act of 1988, and/or state financial assistance under the California Disaster Assistance Act.
- **Flood Mitigation Assistance Program (FMA),** under Section 1366 of the National Flood Insurance Act of 1968.
- **National Earthquake Hazards Reduction Program (NEHRP)** 42 U.S. Code 7704 (b) ((2) (A) (ix) and 42 U.S. Code 7704 (b) (2) (B) National Earthquake Hazards Reduction Program, and also The Consolidated Appropriations Act, 2018, Div. F, Department of Homeland Security Appropriations Act, 2018, Pub. L. No. 115-141
- **California Early Earthquake Warning (CEEW)** under CA Gov Code – Gov, Title 2, Div. 1, Chapter 7, Article 5, Sections 8587.8, 8587.11, 8587.12

That the California Exposition & State Fair, a public entity established under the
 (Name of Applicant)

laws of the State of California, hereby authorizes its agent(s) to provide to the Governor's Office of Emergency Services for all matters pertaining to such state disaster assistance the assurances and agreements required.



Please check the appropriate box below

- This is a universal resolution and is effective for all open and future disasters/grants declared up to three (3) years following the date of approval.
- This is a disaster/grant specific resolution and is effective for only disaster/grant number(s): _____

Passed and approved this ___ day of _____, 20__

Willie Pelote, Board Chair

(Name and Title of Governing Body Representative)

Kim Craig, Board Vice Chair

(Name and Title of Governing Body Representative)

 (Name and Title of Governing Body Representative)

CERTIFICATION

I, **Sue O'Brien**, duly appointed and **Executive Secretary** of

 (Name) (Title)

California Exposition & State Fair, do hereby certify that the above is a true and

 (Name of Applicant)

correct copy of a resolution passed and approved by the **Board of Directors**

 (Governing Body)

of the **California Exposition & State Fair** on the _____ day of _____, 20__.

 (Name of Applicant)

 (Signature)

Executive Secretary

 (Title)



Cal OES Form 130 Instructions

A Designation of Applicant's Agent Resolution for Non-State Agencies is required of all Applicants to be eligible to receive funding. A new resolution must be submitted if a previously submitted resolution is older than three (3) years from the last date of approval, is invalid, or has not been submitted.

When completing the Cal OES Form 130, Applicants should fill in the blanks on pages 1 and 2. The blanks are to be filled in as follows:

Resolution Section:

Governing Body: This is the group responsible for appointing and approving the Authorized Agents.

Examples include: Board of Directors, City Council, Board of Supervisors, Board of Education, etc.

Name of Applicant: The public entity established under the laws of the State of California.

Examples include: School District, Office of Education, City, County or Non-profit agency that has applied for the grant, such as: City of San Diego, Sacramento County, Burbank Unified School District, Napa County Office of Education, University Southern California.

Authorized Agent: These are the individuals that are authorized by the Governing Body to engage with the Federal Emergency Management Agency and the California Governor's Office of Emergency Services regarding grants for which they have applied. There are two ways of completing this section:

1. **Titles Only:** The titles of the Authorized Agents should be entered here, not their names. This allows the document to remain valid if an Authorized Agent leaves the position and is replaced by another individual. If "Titles Only" is the chosen method, this document must be accompanied by either a cover letter naming the Authorized Agents by name and title, or the Cal OES AA Names document. The supporting document can be completed by any authorized person within the Agency (e.g., administrative assistant, the Authorized Agent, secretary to the Director). It does not require the Governing Body's signature.
2. **Names and Titles:** If the Governing Body so chooses, the names **and** titles of the Authorized Agents would be listed. A new Cal OES Form 130 will be required if any of the Authorized Agents are replaced, leave the position listed on the document, or their title changes.



Checking Universal or Disaster-Specific Box: A Universal resolution is effective for all past disasters and for those declared up to three (3) years following the date of approval. Upon expiration it is no longer effective for new disasters, but it remains in effect for disasters declared prior to expiration. It remains effective until the disaster goes through closeout unless it is superseded by a newer resolution.

Governing Body Representative: These are the names and titles of the approving Board Members.

Examples include: Chairman of the Board, Director, Superintendent, etc. The names and titles **cannot** be one of the designated Authorized Agents. A minimum of three (3) approving board members must be listed. If less than three are present, meeting minutes must be attached in order to verify a quorum was met.

Certification Section:

Name and Title: This is the individual in attendance who recorded the creation and approval of this resolution.

Examples include: City Clerk, Secretary to the Board of Directors, County Clerk, etc. This person **cannot** be one of the designated Authorized Agents or Approving Board Member. If a person holds two positions (such as City Manager and Secretary to the Board) and the City Manager is to be listed as an Authorized Agent, then that person could sign the document as Secretary to the Board (not City Manager) to eliminate "Self-Certification."

OLD BUSINESS

11a-Future Fair Dates

MEMORANDUM

Date: January 26, 2024
To: Board of Directors
California Exposition & State Fair
Via: Tom Martinez, Chief Executive Officer
From: Matt Cranford, Deputy General Manager
Subject: Future Fair Dates

In late October, the Board convened to offer extended-term guidance to the staff, which included evaluating potential future fair dates with the possibility of a date change. The current State Fair dates are in July. This was a result of a date change in 2009, when the State Fair moved from late August to mid-July. Due to years of historic heat and its negative impact on fair attendees, the Board is reassessing the dates and what future options may be available for the Fair.

CURRENT FAIR DATES

The current date structure format for the California State Fair (CSF) designates its concluding weekend to coincide with the last complete weekend of July annually. This approach ensures that the Fair spans the entirety of the latter half of July. Although this period situates the CSF at the peak of summer, it coincides with what has become the hottest month of the year. Notably, in 2023, July set a global record for the highest temperatures. During this time, the Sacramento area endured 10 days of temperatures surpassing 100 degrees, with a particular weekend projected to experience daily temperatures of 112 degrees.

The State Fair represents the primary source of income for Cal Expo, with several significant revenue contributors within the Fair itself. The five leading sources of revenue, in descending order, are:

1. Admissions
2. Food and beverage concessions (inclusive of OVG operations)
3. Carnival
4. Sponsorships
5. Parking services

These sources collectively account for 75% of the Fair's total revenue. Additionally, operational aspects such as the preparation period for the annual State Fair were considered. This setup phase, spanning 4-5 weeks, encompasses the acceptance of competition entries, the construction of exhibits in Expo Center buildings, buildings A, B, C, and D, and the overall

readiness of the site, particularly focusing on the electrical, water, and plumbing systems to handle the increased demand.

Horse racing, while not a major financial contributor to the CSF, has been a fundamental aspect of the fair's history and experience since its inception. The unique identity and sense of nostalgia tied to the CSF are deeply rooted in the tradition of the annual State Fair Race Meet, featuring historic horses and jockeys. Although horse racing continues to provide entertainment and enjoyment for fairgoers, its financial returns, particularly from wagering, have been on a decline. The recent closure of Golden Gate Fields presents a significant challenge to the future of horse racing in Northern California. This issue, which has been critical since July 2023, remains a primary concern for the California Authority of Racing Fairs (CARF) and other county fairs that feature horse racing. During the evaluation of prospective dates for the California State Fair, the staff carefully considered the complexities each option entails. Horse Racing was acknowledged in this process but was not a determining factor due to its current uncertain status. The instability surrounding horse racing poses challenges in forecasting its impact on potential fair dates, especially considering the possibility of its discontinuation at fairs in the 2024-2025 timeframe. However, more clarity on this issue is anticipated in the upcoming months.

In an effort to evaluate the viability of various date options for the California State Fair, a questionnaire was distributed among a range of pertinent stakeholders. These stakeholders encompass concert production and management companies, food vendors, carnival company, multiple Cal Expo Departments, and the Sacramento County Fair. Many of these vendors provided feedback regarding the impact of these dates on their ability to supply or service the annual California State Fair.

Following the December 6, 2023 Board of Director's meeting, staff engaged *Bold Decision* polling company to conduct a phone survey of 600 individuals throughout the greater Sacramento Region about the State Fair's current July dates and potential alternatives. The survey's demographic mix reflected the fair's attendees. The attached report details the findings: 69% favor moving the fair from July, mainly due to heat. The preference is nearly equal for spring or fall, with a slight lean towards spring among female respondents.

FUTURE FAIR DATE OPTION – SPRING

The first option for dates was for the State Fair to be held over the Memorial Weekend Holiday and encompass dates in May and June. Example of the fair date(s) would be May 23-June 8, 2025 with the potential to move up a week and open on May 16. The feedback from the majority of the vendors is that they could accommodate the early date option. Many would prefer that we close on Memorial Day Monday. Butler Amusements, specifically, stated that they could more easily accommodate the date change to May and would like to see the fair operate for 4 weeks with closures on Monday and possibly Tuesday (Staff has not looked into the feasibility of a 4-week run per the noted suggestion above). There are also a limited number of Fairs that operate during that period, so the Fair competition would be minimal. Even though the fair competition is slight, there are challenges with that time period.

The proposed dates of May and June for State Fair present several logistical and strategic challenges. These include the availability of labor, which primarily comprises students and school district employees who are generally accessible during the summer months. The initial phase of the fair may face staffing difficulties, with the objective to recruit these individuals once they are free from their academic year obligations.

Additionally, the fair's status as "The State Fair" within California is intrinsically linked to the outcomes of county fair competitions. For county fairs that occur after the State Fair, their winners can participate the following year. If we proceed with Option 1, most qualifiers would be from the *previous year's* county fairs. This could lead to complications, such as the inability of some qualifiers, like high school seniors, to participate if they are pursuing education outside of the state.

Furthermore, there is an emerging competitive dynamic with another Livestock Show, which is aspiring to become the premier Livestock show and sale in California. Adopting this change would enable them to attract all late summer livestock participants.

The May event schedule at Cal Expo is substantial, including the culmination of Watch & Wager, the Kentucky Derby, the Preakness, the Country in the Park country music concert at the racetrack, and the Sacramento County Fair. A critical analysis is required to evaluate the feasibility of shifting the State Fair to May, with a particular focus on the potential impact on horse racing activities. Furthermore, the concurrent hosting of Country in the Park and the Sacramento County Fair may present considerable operational challenges for the staff.

During their November meeting, the County Fair Board of Directors engaged in a detailed discussion about the implications of moving the State Fair to Memorial Weekend. A proposed solution involved shifting the County Fair to Mother's Day weekend. This suggestion, however, encounters several logistical limitations, especially the challenge of operating a carnival 1-2 weeks prior to the California State Fair carnival, and the occupancy of the Pavilion, Building C, and D tent by the county fair. Implementing such changes would require a substantial turnaround of the grounds to accommodate the State Fair's adjustments. As a result, the County Fair must explore alternative dates to avoid scheduling conflicts and operational difficulties.

The Sacramento County Fair Board of Directors met to discuss the potential adjustment of State Fair dates and the impact onto the Sacramento County Fair. Key issues were examined, with plans for the County Fair Board to participate in upcoming CA State Fair Board meetings. The goal is to offer insights into the consequences for the existing Sacramento County Fair program should the CA State Fair opt for dates that coincide with those of the Sacramento County Fair.

FUTURE FAIR DATE OPTION - FALL

Like the Spring Date option, the proposal for Fall Dates, including Labor Day (Monday), received mixed reactions from our vendors. Many prefer this period, aligning with the State Fair's historical dates. This adjustment would set the fair to start on Labor Day weekend and run

for 17 days into mid-September. While the survey mentioned October, staff view September and October as similarly suitable for fairgoers. Factors like weather, community events, and school/work schedules are comparable for both months. Transitioning to a late summer and early fall schedule introduces specific challenges, particularly concerning the availability of the labor force, which predominantly comprises college students and school staff. These groups are usually available during the traditional summer break but return to academic commitments by late summer. This shift could considerably impact staffing levels, especially in the latter part of the fair and during the peak closing weekend.

A pivotal aspect of this transition involves discussions with Butler Amusements. It is essential to determine their readiness to either reschedule or cancel two significant contracts to maintain their commitment to the California State Fair. A critical task for the staff is to ascertain Butler Amusements' decision and prepare a response. Should they be unable to adapt to this change, it would be imperative for the staff to find another capable and large-scale carnival company to meet the State Fair's requirements.

STAFF RECOMMENDATION

With the attached survey report and the information provided, along with the uncertainty of the future of Horse Racing and its inclusion in the California State Fair, staff desires to inform its newest members of the ongoing dialogue relating to the matters, as well as seeking guidance from the Board on how they would like staff to proceed.

Cal Expo California State Fair Survey

Report of Key Findings



January 2024

EXECUTIVE SUMMARY

Californians express clear concern about the heat in July for outdoor events. Those who live in proximity to Cal Expo say they are more likely to attend if the California State Fair were held in May or October – especially in comparison to the current date of July.

METHODOLOGY

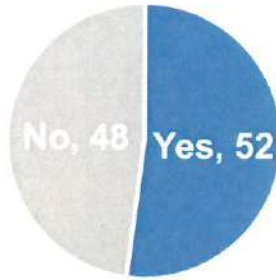
Bold Decision (bold-decision.com) conducted live telephone (landline + cell) among N=600 Sacramento area adults from Wednesday, January 3, 2024 – Sunday, January 7, 2024. The overall margin of error is +/- 4.00% at the 95% confidence interval and higher for subgroups. Where applicable, "(Vol.)" denotes volunteered responses and some findings may total more or less than 100% due to rounding.

DEFINITION OF CROSSTABS

Crosstab		Definition of Crosstab	% total
Cal Expo Area Adults (%)		[ALL INTERVIEWS, sampled from consumer file] Adults (age 18+) who live within an ~30 minute driving distance radius of Cal Expo	100
Gender	M	Male	48
	F	Female	52
Age	18-34	Age 18-34	22
	35-49	Age 35-49	24
	50-64	Age 50-64	27
	65+	Age 65+	26
PAST ATTEND	Y	Has attended the State Fair in the past five years (self and/or family)	52
	N	Has <u>not</u> attended the State Fair in the past five years (self and/or family)	47
KIDS IN HH	Y	Has children or grandchildren under 18 living in their home	34
	N	Does not have children or grandchildren under 18 living in their home	64
2024 ATTEND	Likely	Those who say they are "very likely" or "somewhat likely" to attend the 2024 California State Fair	48
	Not Likely	Those who say they are "not very likely" or "not at all likely" to attend the 2024 California State Fair	50
HEAT	Very Big Prob	Those who say that heat is a "very big problem" when considering attending an outdoor event in July	37

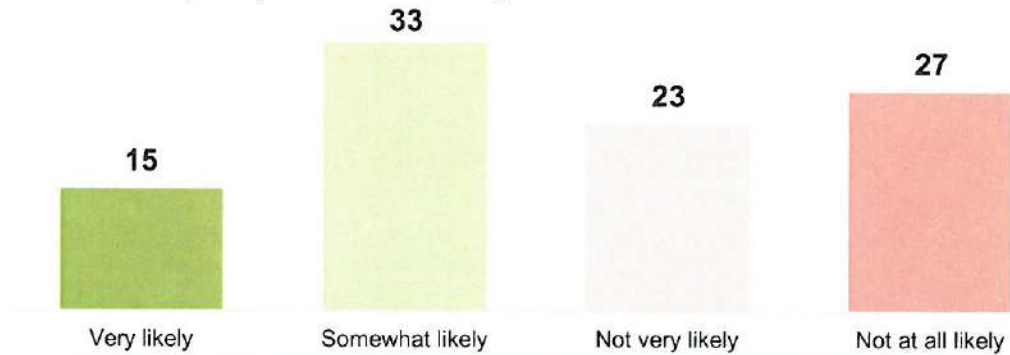
KEY FINDINGS

- I would like to ask you some questions about the California State Fair. As you may know, the California State Fair is an approximately two-week long event held annually at Cal Expo in Sacramento. Have you or your family attended the California State Fair at Cal Expo at any point in the past five years?



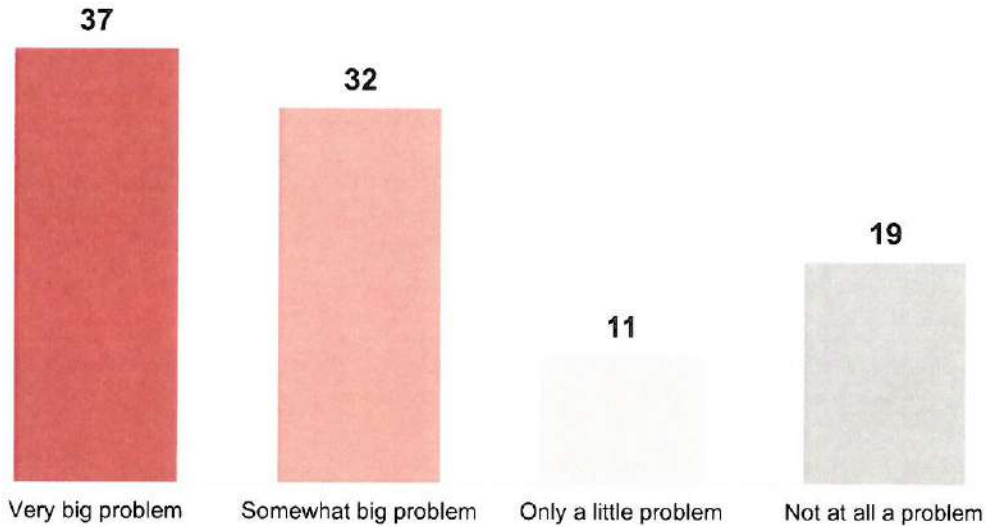
Cal Expo Area Adults (%)	GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT	
	M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob	
Yes	52	51	54	51	61	57	41	62	48	100	-	74	32	55
No	47	49	45	48	39	43	58	38	52	-	100	26	67	45
Don't know (vol.)	1	0	1	1	0	0	1	0	0	-	-	0	1	1

- The 2024 California State Fair at Cal Expo will be held from July 12th through July 28th. How likely are you to attend? Are you...



Cal Expo Area Adults (%)	GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT	
	M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob	
Very likely	15	14	17	10	20	19	12	17	14	25	5	32	-	14
Somewhat likely	33	32	34	55	32	28	20	38	31	43	22	68	-	32
Not very likely	23	21	25	18	26	21	28	22	24	19	28	-	47	23
Not at all likely	27	30	23	15	22	29	38	21	29	11	43	-	53	28
Don't know (vol.)	2	3	1	1	0	3	3	2	2	1	2	-	-	2

3. Some say that the weather in July is too hot for holding the California State Fair at Cal Expo. When considering attending an outdoor event in July, would you say the heat is a...



Cal Expo Area Adults (%)	GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT	
	M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob	
Very big problem	37	28	44	39	36	36	36	36	37	38	35	35	38	100
Somewhat big problem	32	28	35	38	30	33	27	33	31	33	30	33	31	-
Only a little problem	11	15	8	7	11	9	16	14	10	12	10	15	7	-
Not at all a problem	19	27	11	16	21	18	18	16	21	16	22	17	21	-
Don't know (vol.)	2	2	1	0	1	2	4	1	2	0	4	0	3	-

ALL HEARD THE FOLLOWING: Some people have suggested changing the dates of future California State Fairs to a time of year with cooler temperatures – instead of the current dates in July.

Would you be more or less likely to attend the California State Fair or does it make no difference if the Fair were held...



■ Much less likely ■ Somewhat less likely ■ No Difference / Don't know ■ Somewhat more likely ■ Much more likely

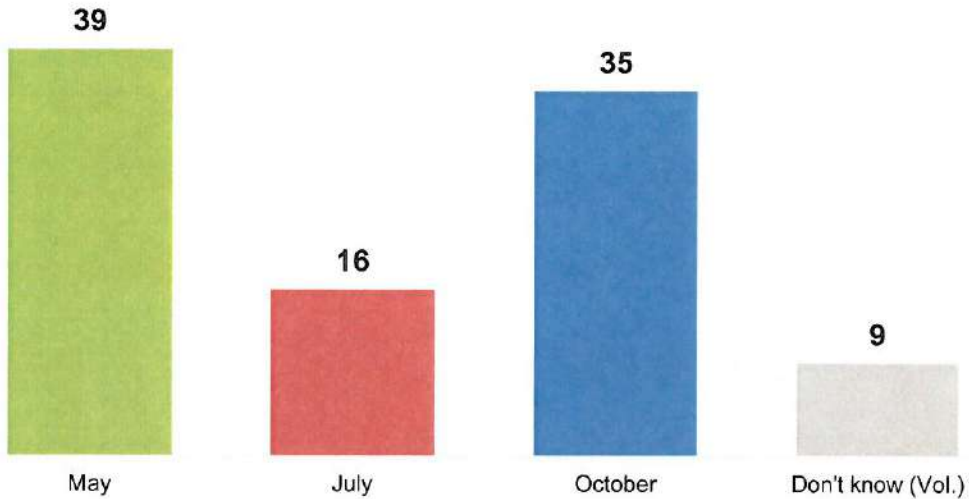
4. Would you be more or less likely to attend the California State Fair or does it make no difference if the Fair were held... **In May**

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
Much more likely	31	24	37	38	30	35	23	36	29	37	24	39	23	48
Somewhat more likely	24	21	27	30	26	18	24	21	26	21	27	23	24	23
Somewhat less likely	4	3	4	3	4	3	5	4	4	5	2	3	4	3
Much less likely	6	7	4	3	7	4	7	4	7	4	7	4	8	3
No difference	33	42	26	24	32	37	39	34	32	29	38	28	39	21
Don't know (vol.)	2	2	2	2	2	2	3	2	2	2	2	2	2	2

5. Would you be more or less likely to attend the California State Fair or does it make no difference if the Fair were held... **In October**

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
Much more likely	31	26	36	42	34	26	27	35	31	38	25	39	24	47
Somewhat more likely	19	16	22	21	21	19	17	21	18	16	23	15	24	20
Somewhat less likely	6	6	6	7	6	5	7	5	7	7	6	8	5	6
Much less likely	9	11	8	5	9	14	8	9	10	9	10	9	10	6
No difference	31	38	25	24	29	33	38	30	32	29	35	27	35	19
Don't know (vol.)	2	3	1	2	1	3	3	1	3	2	3	2	1	2

6. If you could choose the date best for you, would you prefer the California State Fair were held in in May, July, or October?



Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
May	39	35	43	46	41	38	35	40	39	41	38	46	33	44
July	16	18	15	10	18	17	19	17	17	17	16	16	18	8
October	35	34	35	39	33	35	32	37	34	35	35	33	37	44
Don't know (vol.)	9	12	7	5	7	10	14	6	10	7	11	5	13	4

Screens & Demographics

7. Hi, my name is [Interviewer Name] and I am calling from a national public opinion research company to ask people in your area about some topics of current interest. This will only take a few minutes and we will not try to sell you anything. Are you over the age of 18 and live in California?

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
Yes	100	100	100	100	100	100	100	100	100	100	100	100	100	100
No	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Don't know (vol.)	*	*	*	*	*	*	*	*	*	*	*	*	*	*

8. For statistical purposes only, in what county do you currently reside?

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
SACRAMENTO	70	72	68	72	63	75	68	63	73	73	66	74	65	70
PLACER	16	11	21	14	17	17	17	22	14	15	18	13	20	17
YOLO	7	9	6	11	11	3	6	8	7	8	7	8	7	6
EL DORADO	5	5	4	1	6	4	7	6	4	4	5	3	6	5
SUTTER	1	1	1	0	1	1	1	0	1	0	2	0	2	1
SOLANO	1	2	0	2	2	1	1	0	2	1	2	2	0	1
OTHER (vol.)	*	*	*	*	*	*	*	*	*	*	*	*	*	*

*BY DEFINITION, ALL HAD TO LIVE WITHIN ~30 MINUTE DRIVING DISTANCE RADIUS

9. Are you yourself of Hispanic or Latino origin or descent, such as Mexican, Puerto Rican, Salvadoran, or some other Spanish background?

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
Yes	25	28	22	32	22	25	21	27	24	26	24	27	23	28
No	74	71	76	68	76	74	79	72	76	74	75	73	76	70
Don't know / refused (vol.)	1	1	1	1	2	1	1	1	1	1	1	0	2	1

10. (AMONG THOSE WHO SAY NOT HISPANIC / LATINO) What is your race?

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
White	67	66	67	61	65	67	73	67	67	68	66	62	72	66
Asian	21	18	24	26	22	22	15	21	21	20	23	25	17	21
African American/ Black	9	12	7	7	10	9	11	8	10	9	9	9	9	10
Something else	1	1	1	0	2	1	1	1	1	1	1	1	1	1
Hispanic Latino (vol.)	1	3	0	6	0	0	0	3	1	2	1	2	1	1
Don't know / refused (vol.)	1	0	1	0	1	1	0	1	1	1	0	1	0	1

11. CODE RACE BASED ON PREVIOUS QUESTIONS (CODED)

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
WHITE, NON-HISPANIC	50	48	52	42	51	50	58	49	51	50	50	45	56	47
BLACK, NON-HISPANIC	7	9	6	5	8	7	9	6	8	7	7	7	7	7
HISPANIC	26	30	22	35	22	25	21	29	24	27	24	28	23	29
ASIAN, NON-HISPANIC	16	13	19	18	17	17	12	15	16	15	17	19	13	15
OTHER, NON-HISPANIC	1	1	1	0	2	1	1	1	1	1	1	1	1	1

12. Do you have children or grandchildren under the age of 18 living in your home?

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
Yes	34	34	35	33	64	30	12	100	-	40	28	39	30	34
No	64	65	63	65	35	69	85	-	100	58	71	60	68	65
Don't know / refused (vol.)	2	1	2	2	1	1	2	-	-	1	1	1	2	1

13. Which of the following ranges includes your age? Just stop me when I get to the right one.

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
18-34	22	25	19	100	-	-	-	21	22	21	23	30	15	24
35-49	24	23	25	-	100	-	-	45	13	28	20	26	23	24
50-64	27	25	28	-	-	100	-	24	29	29	25	26	27	27
65+	26	25	27	-	-	-	100	9	35	20	32	17	34	25
Don't know / refused (vol.)	1	2	0	-	-	-	-	2	1	1	1	1	1	0

14. Are you male or female?

Cal Expo Area Adults (%)		GENDER		AGE				KIDS IN HH		PAST ATTEND		2024 ATTEND		HEAT
		M	F	18-34	35-49	50-64	65+	Y	N	Y	N	Likely	Not Likely	Vry Big Prob
Male	48	100	-	55	46	45	45	47	49	46	50	45	50	37
Female	52	-	100	45	54	55	55	53	51	54	50	55	50	63
Don't know / refused (vol.)	0	-	-	0	0	0	0	0	0	0	0	0	0	0

APPENDIX: ADDITIONAL CROSSTABS BY RACE / ETHNICITY

15. I would like to ask you some questions about the California State Fair. As you may know, the California State Fair is an approximately two-week long event held annually at Cal Expo in Sacramento. Have you or your family attended the California State Fair at Cal Expo at any point in the past five years?

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
Yes	52	53	55
No	47	47	44
Don't know (vol.)	1	0	2

16. The 2024 California State Fair at Cal Expo will be held from July 12th through July 28th. How likely are you to attend? Are you...

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
Very likely	15	14	17
Somewhat likely	33	30	36
Not very likely	23	29	16
Not at all likely	27	26	29
Don't know (vol.)	2	1	3

17. Some say that the weather in July is too hot for holding the California State Fair at Cal Expo. When considering attending an outdoor event in July, would you say the heat is a...

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
Very big problem	37	34	41
Somewhat big problem	32	32	31
Only a little problem	11	13	8
Not at all a problem	19	20	18
Don't know (vol.)	2	1	2

ALL HEARD THE FOLLOWING: Some people have suggested changing the dates of future California State Fairs to a time of year with cooler temperatures – instead of the current dates in July.

18. Would you be more or less likely to attend the California State Fair or does it make no difference if the Fair were held... **In May**

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
Much more likely	31	33	30
Somewhat more likely	24	24	30
Somewhat less likely	4	3	4
Much less likely	6	6	4
No difference	33	33	30
Don't know (vol.)	2	2	2

19. Would you be more or less likely to attend the California State Fair or does it make no difference if the Fair were held... **In October**

Cal Expo Area Adults (%)		Race	
		White	Hispanic
Much more likely	31	33	35
Somewhat more likely	19	19	22
Somewhat less likely	6	7	8
Much less likely	9	8	9
No difference	31	32	24
Don't know (vol.)	2	2	2

20. If you could choose the date best for you, would you prefer the California State Fair were held in in May, July, or October?

Cal Expo Area Adults (%)		Race	
		White	Hispanic
May	39	41	41
July	16	18	13
October	35	34	36
Don't know (vol.)	9	8	10

21. Hi, my name is [Interviewer Name] and I am calling from a national public opinion research company to ask people in your area about some topics of current interest. This will only take a few minutes and we will not try to sell you anything. Are you over the age of 18 and live in California?

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
Yes	100	100	100
No	*	*	*
Don't know (vol.)	*	*	*

22. For statistical purposes only, in what county do you currently reside?

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
SACRAMENTO	70	62	75
PLACER	16	23	12
YOLO	7	7	11
EL DORADO	5	6	1
SUTTER	1	1	1
SOLANO	1	1	0
OTHER (vol.)	*	*	*

*BY DEFINITION, ALL HAD TO LIVE WITHIN ~30 MINUTE DRIVING DISTANCE RADIUS

23. Are you yourself of Hispanic or Latino origin or descent, such as Mexican, Puerto Rican, Salvadoran, or some other Spanish background?

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
Yes	25	-	96
No	74	99	4
Don't know / refused (vol.)	1	1	0

24. (AMONG THOSE WHO SAY NOT HISPANIC / LATINO) What is your race?

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
White	67	100	-
Asian	21	-	-
African American/ Black	9	-	-
Something else	1	-	-
Hispanic Latino (vol.)	1	-	-
Don't know / refused (vol.)	1	-	-

25. CODE RACE BASED ON PREVIOUS QUESTIONS (CODED)

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
WHITE, NON-HISPANIC	50	100	-
BLACK, NON-HISPANIC	7	-	-
HISPANIC	26	-	100
ASIAN, NON-HISPANIC	16	-	-
OTHER, NON-HISPANIC	1	-	-

26. Do you have children or grandchildren under the age of 18 living in your home?

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
Yes	34	34	38
No	64	66	59
Don't know / refused (vol.)	2	1	3

27. Which of the following ranges includes your age? Just stop me when I get to the right one.

Cal Expo Area Adults (%)		RACE	
		White	Hispanic
18-34	22	18	30
35-49	24	24	21
50-64	27	27	26
65+	26	30	21
Don't know / refused (vol.)	1	0	3

28. Are you male or female?

Cal Expo Area Adults (%)		Race	
		White	Hispanic
Male	48	46	55
Female	52	54	45
Don't know / refused (vol.)	0	0	0

11b-Capitol Racing

MEMORANDUM

Date: January 26, 2024
To: Board of Directors
California Exposition & State Fair
Via: Tom Martinez, Chief Executive Officer
From: Kyle Brown, Expo Events
Subject: Horse Racing

HORSE RACING HISTORY

The Cal Expo racetrack hosts racing meets almost year-round, with special attention paid to live thoroughbred horse racing during the annual California State Fair. The track opened to the public in 1968, and has a one-mile oval with a 990ft homestretch. The racetrack grandstand (The Miller Lite Grandstand) has a capacity of 22,000. The remodeled Cal Expo Sports & Wagering Center features a Sports Bar and Clubhouse.

Thoroughbred Horse Racing taking place during the California State Fair dates back to 1855, and the two have shared a rich history since that time. The Cal Expo racetrack was specifically built for horseracing, and currently live Thoroughbred Horse Racing takes place during the annual California State Fair, as well as Harness Racing November through March.

Watch & Wager

In August of 2012, Cal Expo entered into a Revenue Generating Agreement with Watch and Wager, LLC (W&W) to operate harness meets at Cal Expo. The original terms of the Agreement were from August 2012 through May 2017. The Agreement included an option to extend, and no specific extension period was outlined. In May of 2016, the Board extended the contract with W&W to May of 2022. In September of 2019 the Board approved another contract extension through May 1, 2025. Then In May of 2022, the Board extended the contract with W&W through May 2030. The contract extensions were tied to financial enhancements provide to Cal Expo by W&W.

CLOSING OF GOLDEN GATE FIELDS

On July 16, 2023, the Stronach Group unexpectedly announced the abrupt closure of 82-year-old Golden Gate Fields to take place at the end of the year to focus on West Coast racing at Santa Anita in Southern California. The California Authority of Racing Fairs (CARF) as well as the California Horse Racing Board (CHRB) are looking to Cal Expo along with other Northern California racetracks in a bid to save horseracing in Northern California.

New legislation was passed and signed by Governor Newsom to complete a deal to keep Golden Gate Fields open another six months through next spring. Assembly Bill No. 1074 written by Democrats Miguel Santiago from the Assembly and Bill Dodd from the Senate, and introduced by Republican Juan Alanis from the Assembly proposed an amendment that would send simulcast money from Northern California to Southern California after July 1st, but only when or if Northern California does not host live racing. In exchange, the Stronach Group will keep Golden Gate Fields open another six months, through next spring. This will allow harness racing to operate this year without conflict.

CALIFORNIA AUTHORITY OF RACING FAIRS (CARF)

The California Authority of Racing Fairs (CARF) and the California Horse Racing Board (CHRB) have turned their attention to Cal Expo and other Northern California racetracks in efforts to preserve horse racing in the area. Larry Swartzlander, the Executive Director of CARF, has conducted meetings involving Chris Schick from Watch and Wager, some of which included Cal Expo staff and others that did not. Cal Expo has made no commitment to CARF regarding Cal Expo's role in this new landscape. All parties are fully aware that any decisions regarding future expansion into horse racing or realignment of our operational focus towards horse racing must be made by our Board of Directors.

January 18, 2024-CALIFORNIA HORSE RACING BOARD (CHRB) MEETING

During the January 18th California Horse Racing Board (CHRB) meeting, Larry Swartzlander presented a preliminary concept for the development of a new inner-track at Cal Expo, aimed at preserving Northern California racing. However, it is important to note that this presentation did not constitute a formal proposal and was more visionary in nature. He made it clear that while the Alameda County Fairgrounds, located in Pleasanton, is a secondary option, that CARF prefers Cal Expo and plans to focus primarily on the State Fairgrounds. The CHRB's response to the presentation was markedly critical. CHRB also made it clear that they need a fully supported proposal from CARF by their March 21st Board Meeting.

Northern California industry stakeholders voiced their concerns, stressing the necessity of adequate time to formulate a comprehensive strategy and avoid rushed decisions that might not address the multifaceted nature of the industry's challenges. The CHRB did not make any finalized decisions at this meeting.

RECOMMENDATION

Staff recommends that the Board ask CARF/Capitol Racing to return in February with a detailed plan for horse racing at Cal Expo. This plan should describe any partnership of Water & Wager as well as full financial details for both the capital improvement needs of the horse racing facility and the complete revenue package towards Cal Expo.

YEAR-ROUND THOROUGHBRED RACING
CONCEPT APPROVAL

1. Background – Golden Gate Fields Closure

- Golden Gate Fields (GGF) will officially close on June 9, 2024
- The end of horse racing in the North will be catastrophic to the entire state racing industry
- Economic impact and elimination of jobs will negatively impact the North
- CARF has proposed to continue racing the GGF dates as "Capitol Racing"
- CARF presented a financial pro-forma outlining the financial benefit to all CARF Member Fairs
- CARF has acquired a PR firm and created an action committee to represent Northern stakeholders
- AB 1074 was passed by the Senate & Assembly to address the financial distribution in the North
- Proposed location for racing would be one of the CARF member fair locations
- Current negotiations have resulted in two feasible locations: Pleasanton & Sacramento
- California Horse Racing Board (CHRB) has requested a plan be presented by CARF at the March 21 Board Meeting

2. Current Actions

- Negotiations are ongoing to build an inner Harness track
- Identification of all legal requirements surrounding construction of the track
- Produce a rough draft estimate of the costs for constructing the track
- Set-up financial backing for racetrack, stall maintenance and addition stalls
- Finalize lease agreement with Cal Expo

4. Project Costs

**2024 Capitol Racing 109 days
BUDGETING PROFORMA
FOR INTERNAL USE ONLY**

	DESCRIPTION		2024 Proj Exp 109 days			
	Revenues from Racing (from Commissions Report)					
	2023 Commissions (120 days)	\$20,477,119				
	2024 Proj Commissions (109 days) Based on 2023 data 5% Reduction	\$17,704,945				
	Food and beverage \$3 per custome @750 times 109	\$245,250				
	DRF	\$20,000				
	Programs	\$255,436				
		\$18,225,631		\$0		
	CARF EXPENSES					
	Lease of facility SR & Cal Expo		218,000	-		
	Accounting/Audit Contract		210,742	-		
	Salaries - CARF Mgmt Staff & Racing Secretary		738,776	-		
	Employee Benefits - CARF Mgmt & Racing Secretary		176,780	-		
	Payroll Taxes - CARF Mgmt & Racing Secretary		269,287	-		
	Paymaster		159,082	-		
	Paymaster Expenses		6,800	-		
	Purse Overpayment					
	Telephone Expense - Racing Office Cell Phones and Staff		21,513			
	Simulcast Year End & Direct Costs		140,236	-		
	SUB TOTAL	-	1,941,216	-	-	-
	PERSONNEL EXPENSES					
	Stall Manager		102,133			
	Racing Office Personnel		395,431			
	Receiving Barn		316,345			
	Starting Gate Crew		409,819			
	Jockey's Room Valets		158,172			
	Human Doctor	-	61,312			
	Horse Identifier		49,813			
	Vet - Fitness		252,000			
	Vet - Pre-Work Exams (rule added 2020)		44,281			
	Vet - Vet's List Workers at GGF		13,625			
	Secretary to the CHRB Vet		36,106			
	Horse Shoe Inspector		32,359			
	Jockey's Physician		93,331			
	Outrider/Pony Rental		89,243			
	Employee Benefits - Pension		272,500			
	Employee Benefits - Health		255,468			
	Employee Benefits - PR Tax, UI Tax, WC, Benefits		579,062			
	Grandstand Staff (ACF Onsite Management & Janitors)		149,875			
	SUB TOTAL	-	3,310,875	-	-	-
	RACING EXPENSES					
	Host Personnel support		150,000			
	CFO and HR duties		80,000			
	Lease - On site office		80,000			
	Utilities		81,750			
	Business Insurance		217,937			
	Security		221,406			
	ALCO Fire and Royal Ambulance		320,187			
	Equipment Rental, Golf Carts, Copier, Van, etc.		17,031			
	Maintenance (Racing Structures & Grounds)	240,000	240,000			
	Manure Removal		272,500			
	Starting Gate (United Pruett \$750/day - 700/day in 2021)		90,606			
	Incompass TrackManager System (\$38,200 License Fee)		153,540			
	Incompass Software Upgrade (Paymaster Training \$125/hr)					
	Equibase Simo-Central for Daily Program (\$150/day)		19,415			
	Simo-Central for Sat. Network (Year-Round Access) \$25/day		97,809			

Announcer (\$425/day)		46,325		
Announcer Expenses (\$25/day per-diem, Hotel, Transportation)		32,189		
Morning Line (\$75/day)		8,175		
Betting Workshop Host (\$150/day)				
Grandstand Sound		14,680		
Stewards Secretary & Court Reporter		20,435		
Catastrophic Jockey Insurance (\$985/day)		107,365		
Chaplaincy		13,625		
Timer System - Race Day		160,775		
Morning Clocker	-	27,250		
Clocker/Timer Travel Expenses (Per-Diem & Travel Reimburement)	-	-		
Collateral - Condition Books, Entry Blanks, Stall Apps, ect.		40,194		
Daily Racing Program Production (Includes Delivery)		204,375		
Don Fowler Jr. (Kitchen)		81,750		
Federation		1,017		
Marketing/Website Maintenance		8,038		
Plusmic Photo Finish (\$3,000/wk plus setup/tear down)		128,756		
Pegasus - Jumbotron (\$2,550 per day)		277,950		
Pegasus - Jumbotron Special Event Outside Racing	-	-		
Pegasus - TV Production (Video Patrol Services \$3,275/day)		848,156		
Pegasus - Maintenance (i.e. Dish, Graphics)		1,362		
Pegasus - Support for CHRB Meeting	-	-		
Pegasus Communications (Cable, Video Tapes)	-	-		
Pegasus - Main. Simulcast Signal (Input/Distribution \$150/day)		19,415		
Pegasus - Gate Camera (\$275/day)		29,975		
Pegasus - Timing System Maint. & Oversight (\$50/day)		5,450		
HD & SD Signal Distribution (Roberts \$1,200/day & Pegasus)		15,532		
Pacific Mobile (Office Trailers)		20,437		
Recruitment - Out of State Relocation Fee to Trainers				
Trainer Incentive Program				
Owner Start Incentive				
Supplies (General for Racing)		40,193		
Tattooing		102,187		
TCO2 Blood Collection & Supplies		1,362		
TVG Race Coverage		340,625		
Advertising (Xpress Bet, Twin Spires, TVG, DRF, etc.)		38,150		
ADW Rebates (XpressBet, TVG)		218,000		
Silks - Transportation & Shipping Expense				
Winner Foundation Donation		20,437		
	SUB TOTAL	240,000	4,916,361	
NCOTWINC	-	-		
RACETRACK SAFETY & MAINTENANCE				
Fuel		115,812		
Water	-	-		
Ammendments		150,000		
RTM Allocation (Maintenance)		102,187		
RTM Transportation		80,000		
Turf Course Maintenance		125,000		
RTM Contract Services - Trackmaster & Non-Contract Labor		340,625		
	SUB TOTAL	-	913,624	
	Expenses		11,082,076	
	GROSS REVENUE	18,225,631		
	Expenses	11,082,076		
	NET REVENUE 5% reduction	7,143,555		

5. Capitol Racing Profit Distribution to CARF Members

Estimated Commissions Reduced from 2022 Golden Gate Fields							
	5% Base	10%	20%	30%	40%	50%	
Total Projected Commissions*	\$6,593,555	\$5,934,200	\$5,274,844	\$4,615,489	\$3,956,133	\$3,296,778	
50% CARF Distribution**	\$3,296,778	\$2,967,100	\$2,637,422	\$2,307,744	\$1,978,067	\$1,648,389	
25% CARF Satellite Distribution	\$1,648,389	\$1,483,550	\$1,318,711	\$1,153,872	\$989,033	\$824,194	
25% Live Racing Fairs Distribution	\$1,648,389	\$1,483,550	\$1,318,711	\$1,153,872	\$989,033	\$824,194	
Distribution to CARF Satellites as a % of ADW Location Fees							
San Mateo	22.5%	\$370,393	\$333,354	\$296,314	\$259,275	\$222,236	\$185,196
San Bernardino	12.2%	\$200,774	\$180,696	\$160,619	\$140,542	\$120,464	\$100,387
Pleasanton	11.0%	\$180,993	\$162,894	\$144,794	\$126,695	\$108,596	\$90,497
San Jose	10.3%	\$169,619	\$152,657	\$135,695	\$118,733	\$101,772	\$84,810
Sacramento	8.2%	\$135,662	\$122,096	\$108,530	\$94,964	\$81,397	\$67,831
Ventura	7.6%	\$125,772	\$113,195	\$100,618	\$88,040	\$75,463	\$62,886
Lancaster	6.9%	\$112,915	\$101,623	\$90,332	\$79,040	\$67,749	\$56,457
Stockton	6.2%	\$102,859	\$92,574	\$82,288	\$72,002	\$61,716	\$51,430
Vallejo	5.9%	\$96,760	\$87,084	\$77,408	\$67,732	\$58,056	\$48,380
Fresno	3.7%	\$60,331	\$54,298	\$48,265	\$42,232	\$36,199	\$30,166
Victorville	3.3%	\$55,056	\$49,551	\$44,045	\$38,539	\$33,034	\$27,528
Monterey	2.2%	\$36,594	\$32,935	\$29,275	\$25,616	\$21,957	\$18,297
Ferndale	0.1%	\$824	\$742	\$659	\$577	\$495	\$412
100%	\$1,648,389	\$1,483,550	\$1,318,711	\$1,153,872	\$989,033	\$824,194	\$824,194
Distribution to Live Racing Fairs as a % of ADW							
Pleasanton	31.2%	\$514,297	\$462,868	\$411,438	\$360,008	\$308,578	\$257,149
Sacramento	25.7%	\$423,636	\$381,272	\$338,909	\$296,545	\$254,182	\$211,818
Santa Rosa***	16.2%	\$267,039	\$240,335	\$213,631	\$186,927	\$160,223	\$133,519
Ferndale	12.2%	\$201,103	\$180,993	\$160,883	\$140,772	\$120,662	\$100,552
Fresno	14.7%	\$242,313	\$218,082	\$193,851	\$169,619	\$145,388	\$121,157
100%	\$1,648,389	\$1,483,550	\$1,318,711	\$1,153,872	\$989,033	\$824,194	\$824,194

* Commission estimates reflect proration to 109 days of racing and assumes a 5% reduction as the starting base

** CARF Distributions are retained earnings used for capital, purse support, marketing, operating expenses and equipment replacement

*** Distribution model assumes Santa Rosa is a Live Racing Fair Member

6. Racing Calendar for 2024 with GGF

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7. Conclusion

- Recommended site is Sacramento
- Receive conceptual approval to move forward on construction and lease agreement