# COMMERCIAL BEER 2019 COMPETITION GUIDE

# It's your moment to shine! Enter today.

For more than 160 years the California State Fair has been a constant showcase of the talents and achievements of the people of California. Entering into the California State Fair's 2019 Competitive Exhibits Program allows you the opportunity to showcase your abilities, and revel in your accomplishments!

The California State Fair's friendly competitions are designed to recognize the best of the Golden State. Our Competitive Programs inspire talented Californians, as well as highlight the latest advances in technology, agriculture, and industry.

More than 750,000 visitors are expected at the State Fair this summer. Your work is an integral part of the State's celebration, and we look forward to placing your talent on display at the State Fair from July 12-28. We encourage you to enter today and begin making lasting memories for yourself, and for the hundreds of thousands of State Fair patrons!

Sincerely,

**GOVERNOR** 

Gavin Newsom

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The Guide to the Best of California Magazine showcases the Double Gold and Gold winning craft beer, wine, cheese and olive oil from the 2019 California State Fair competitions.

Showcase your award winning beer to enthusiasts eager to learn about the Best of California in one publication.

The guide is marketed as a resource all year long and is available on the official California State Fair website, shared on Facebook and Twitter to over 200,000 followers, emailed to 60,000+ people, and 10,000 print magazines

are distributed at high profile locations, and Farm-to-Fork events:

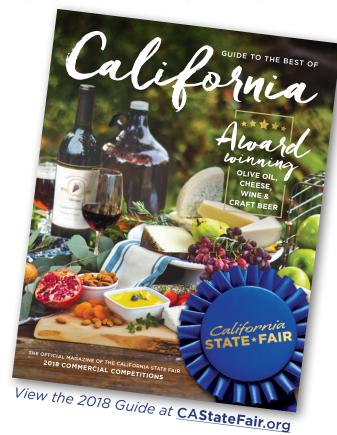
and Farm-to-Fork events:

- Governor's Office and State Capitol
- Friends of the California State Fair Gala
- California State Fair Wine GardenWine Experience Classes
- Farm-to-Fork Festival
- Tower Bridge Dinner

Ad spaces are available in the Guide to the Best of California Magazine starting at \$2,250.

**Contact Event Partnership:** 

Jordan Gravert jordan@eventpartnership.net 916.263.6102



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## IMPORTANT INFORMATION TO KNOW

**Contact:** David Teckam

Commercial Beer Competition Head Judge E-mail: CommercialBeer@calexpo.com

### **Entry Dates:**

April 8	Entries Open
May 22	Entries Close
May 6 - 17	Southern California Drop Off Dates
May 20 - May 22	Entry Delivery Deadline
June 6 - 9	Judging Closed Session
June 10	Kegs available for pick-up
	Winners Announced
June 27	Capitol Steps Press Event & Best of California Tasting, Best of California Awards Presentation
July 20	Awards Ceremony & Best of California Brewfest

### The California State Fair July 12-28, 2019

The California State Fair has always been the awe-inspiring showcase of the state's finest, and ever since the first fair in 1854, California has upheld this tradition. People come from all over to witness the competition and innovation that our exhibitors produce. We continue to add new and exciting competitions to our competitive programs to showcase California's very best!

### Why enter the Competition?

Judges are selected from respected craft brewmakers, craft brew merchants, writers, promoters and craft brew educators. The California State Fair recognizes the top award-winning brewers at the annual, high profile press event on the steps of the State Capitol, honoring the Best of Show wine, beer, cheese and olive oil. Selected Commercial Beer winners are invited to establish relationships, and brand familiarity at the exclusive gold-medal tasting event at the California State Fairgrounds, where producers mingle with media, buyers and the general public at the Best of California tasting event held June 27th.

# COMPETITION OVERVIEW



To offer the commercial craft brewers of California, a venue by which qualified judges and peer commercial craft brewers may evaluate their product. Encourage brewing in California and improve the knowledge of the art and science of brewing. Educate the California public information about beer, beer styles and the art and science of

brewing. Enrich the reputation of California as a significant contributor to the resurgence of craft brewing. Acknowledge the prowess of California's commercial brewers who produce superior beers.

#### **How to Enter**

Enter online at www.statefairbeer.com.

### **Entry Registration & Fees**

- 1. **Entry Registration:** All entry registration(s) and fee(s) must be received by **Wednesday**, **May 22nd**, **2019** by 4:00 pm.
- Entry Fees: Entry fees are \$50.00 per entry. Payment must be made via PayPal, check, or money order. NO CASH ACCEPTED FOR ENTRIES. Do Not send Payments with Entries. Payment must be received by May 24, 2019 per one of the following methods:
  - a. **PayPal -** Pay online after registering your entries at www.statefairbeer. com. Additional PayPal processing fees may apply.
  - b. Check or money order payable to "California State Fair". Mail must be postmarked no later than May 22, 2019. Mail to:

California State Fair ATTN: Commercial Beer Competition 1600 Exposition Blvd. Sacramento, CA 95815

3. Checks and money orders must be accompanied by a list of entry numbers for identification of the sender.

#### **General Information**

- 4. **Additional Information:** Should there be any need for additional information not found in the guide, please email **CommercialBeer@calexpo.com.**
- 5. **Revisions:** Guide is sent out in advance and therefore may be subject to revision or change.
- 6. **Mailing List and Notification:** Although we try to keep mailing lists current, we cannot be held responsible for any individual or company that is not notified or contacted.

# RULES & REQUIREMENTS

- 1. Brewers must be:
  - a. Official residents of California,
  - b. The brewery must hold a valid commercial brewing license and
  - c. Brewers must be at least 21 years of age.
  - d. Persons submitting an entry must have a direct association with the brewing of the entry, being a brewer, owner, or management. Distributors are not considered directly related to the production of beer and may only submit entries in the names of their clients, with their clients' approval.
  - e. Contract brews may only be entered by the brewery which produced them.
  - f. Entrants or their qualified representative may participate in the judging on any panel they are not entered.
- 2. **Eligible:** At least 51% of the fermentable carbohydrates must be derived from malted grains. Beverages made with malt substitutes, honey, fruit or fruit juices, or anything other than malted grains as the majority of fermentable sugars are not eligible to participate.
- 3. **Not eligible:** Mead, cider, spirits, hard soda, hard water, and flavored malt beverages including kombucha and most shandies and radlers are not eligible to be entered in the State Fair competition.
- 4. No single brewing location nor a group that owns multiple breweries may enter more than a total of 20 beers combined.
- 5. A beer brand may not be renamed and entered into multiple categories, however the same beer brand can be entered into multiple categories. A separate entry fee must paid for each additional category entered, and

- the minimum bottle, can, crowler, growler, or keg requirements still apply. Also you must not exceed the 20 maximum total entry limit.
- 6. Entries may be bottled, canned, crowlers, in growlers or kegged in either Cornelius or Sankey kegs.
- 7. **Do not remove any commercial bottle labels. Do not** black out any commercial or identifying designs or text on caps of entries. This facilitates the Cellar. Attach bottle labels to kegs in a secure manner allowing them to be easily read by competition officials so that appropriate code numbers can be placed on the keg. Shipping tape appears to have worked well. It helps to put them in plastic baggies also.
- 8. Attach the bottle labels in 12-14 pt. font or attach the bottle label from the competition website (copies are O.K.) to each bottle with **CLEAR** packaging tape. **NO Rubber Bands!** Place bottle label on kegs so it may be easily read when processed (Plastic bags may be used to keep forms dry).
- 9. An official entry shall consist of one of the following:
  - a. Four (4) 12/16/20 oz. bottles or cans
  - b. Four (4) 22/24 oz. bottles or cans
  - c. One (1) 5 gallon Cornelius or Sankey keg not to exceed 7.5 gallons
  - d. Four (4) 16 oz. or greater Crowlers
  - e. Two (2) 64 oz. Growlers
- 10. All judging will be done with panels combining qualified judges and commercial brewing peers. Brewers or judges may not judge on panels in which they have a conflict of interest. At least one judge who has been certified by the Beer Judge Certification Program will sit on each judging panel.
- 11. Beers will be disqualified for entry requirement infractions. These beers will be judged and will receive evaluations but will be ineligible for awards.
- 12. All beers will be decanted prior to presentation to the judges. Kegs will be served off 5' quarter inch tubing at 10 psi.
- 13. Brewers are required to use online registration and payment castatefair. org/competitions/.
- 14. Please include with shipment packaging or delivery, a summary of your entries. This can be printed from the online entry submission software.
- 15. No late entries will be accepted.
- 16. By submitting an entry to this competition the entrant:

- a. Asserts that they have legal title to submit the entry.
- b. Asserts the beer was brewed in the State and for commercial sale in the State of California.
- c. Agrees to provide proof of such availability upon request.
- d. Agrees to abide by the herein-stated policy on use of any awards or certificates in advertising.
- e. All breweries that have entered the competition are invited and encouraged to participate in the awards presentation as well as the Best of California Brewfest at the California State Fair on July 20, 2019.

### **Advertising**

The only allowable use of awards and certificates given by the California State Fair Commercial Craft Brewing Competition for advertising purposes shall be as follows:

- 17. Any advertising use must clearly state the name and year of the competition, (i.e., Best of California Commercial Craft Brew Competition 2019).
- 18. Must clearly state the level and category of award, (i.e., Silver Certificate Stouts... 1st Place Light Ales).
- 19. One Best of Show will be awarded by the judges of the competition; no one else may use the designation "Best of Show" in any advertising using the name of this competition or its awards.
- 20. The phrase "Best Beer in California" shall not be used in conjunction with any awards made by this competition.

Failure to comply with these guidelines will be a basis for revocation of awards or certificates by organizers and the publication of such revocations to the general public.

Best of Show winner will have winning beer featured in California State Fair Beer Garden. Spectra by Comcast Spectacor will buy beer from the winner and arrange for shipping for entire three weeks of fair.

# **DELIVERY & SHIPPING**

Submission/receipt of entries (bottles, cans, kegs, crowlers, growlers, etc.)

Northern CA: Monday, May 20, 2019, to Wednesday, May 22, 2019 (end 4 pm)

Southern CA: Monday, May 6, 2019, to Friday, May 17, 2019. (end 4 pm)

No early or late entries will be accepted. If you paid online, please include a copy of your receipt with your entries. Do not remove any commercial bottle labels.

### **Shipping & Hand Delivery**

#### **Northern California Drop-off locations:**

#### **Commercial Beer Competition**

In care of: DBI Beverage Company

Attn: California State Fair (916) 373-5700

3500 Carlin Drive

West Sacramento, CA 95691

Entries accepted May 20<sup>th</sup> - May 22<sup>nd</sup> ONLY & Hours 11:00 AM - 4:00 PM Please note: No late entries will be accepted after 4 pm of May 22, 2019.

### Southern California Drop-off locations: San Diego Area

**Commercial Beer Competition** 

Stone Brewing Co 2865 Executive Place Escondido, CA 92029

#### Entries accepted May 6th - May 17th ONLY

*Please note:* Please contact DC-SD@stonebrewing.com prior to delivering to the warehouse to schedule an appointment. No late entries will be accepted after May 17, 2019.

# Southern California Drop-off locations: Los Angeles Area Commercial Beer Competition

Angel City Brewery 216 S. Alameda Los Angeles, CA 90012

Entries accepted May 6th - May 17th ONLY & Hour: 8:00 AM - 4:00 PM

Please note: Layton Cutler (Lead Brewer) 347.563.5596

Renee Rubin (Operations) 213.622.1261 x 200

to schedule an appointment.

No late entries will be accepted after May 17, 2019.

For more information, contact **David Teckam** at **commercialbeer@calexpo. com** 

- Most categories are divided into distinct styles and each beer will be judged as that style. When appropriate, be sure to indicate the style of each beer in the space provided on the entry forms. Entries that do not specify a style on the entry form may be disqualified at the discretion of the Organizing Committee. The Committee reserves the right to modify categories as needed.
- 2. Any entry may be submitted in:
  - a. Four (4) 12/16/20 oz. bottles or cans
  - b. Four (4) 22/24 oz. bottles or cans
  - c. One (1) 5 gallon Cornelius or Sankey keg not to exceed 7.5 gallons
  - d. Four (4) 16 oz. or greater Crowlers
  - e. Two (2) 64 oz. Growlers

# JUDGING (CLOSED SESSION)

### **Judging Time & Place**

Judging registration website: www.statefairbeer.com

- 1. The judging will be held in closed sessions on June 6th 9th, 2019. Any final round judging will take place on June 9. Winners will be presented at the California State Fair on Saturday, July 20, 2019. For more information, contact **commercialbeer@calexpo.com**.
- 2. The entrant agrees by submitting an entry to abide by the rules of the competition and rules regarding the use of any awards and certificate endowed by this competition.
- 3. All breweries entering the competition are invited and encouraged to participate at the Best of CA Brewfest where the awards ceremony will be held on July 20, 2019.
- 4. All judging will be done with panels combining qualified judges and commercial brewing peers. Brewers or judges may not judge on panels in which they have entries or a conflict of interest. At least one judge who has been certified by the Beer Judge Certification Program will sit on each judging panel.
- 5. Beers will be disqualified for entry requirement infractions. These beers will be judged and will receive evaluations but will be ineligible for awards.

6. Kegs submitted will be available for pickup on June 10, 2019. Every attempt will be made to return kegs; however, organizers and the State Fair cannot be held responsible for the loss of equipment not picked up. **We encourage the use of disposable/recyclable kegs for the competition.** 

### **Basis of Judging**

The Commercial Craft Brewing Competition will use the American system of judging. This competition will follow the BJCP Competition Standards and is BJCP Sanctioned.

All judging will be double-blind. Entries will be cold stored until judging time. Judging will be overseen by a Lead Judge whose decisions will stand.

Brewery of the year shall be determined by the following medal (ribbon) point totals.

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Gold = 8 pts.
Silver = 4 pts.
Bronze = 2 pts.
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In case of a tie Brewery of the year will be determined by the strength (number of entries) of the category the beer was entered.

### **Awards Philosophy**

The State Fair awards medals for excellence in 62 categories and does not necessarily award medals to the top three finishers in a particular category. When judges decide that a category contains three excellent examples of the style, they award gold, silver, and bronze medals for the first, second, and third place beers, respectively. If judges believe that no beer in the category meets the quality and style accuracy criteria, they may elect not to award a medal. Judges may award a silver or a bronze medal and yet not award a gold medal in a category. The award criteria are as follows:

**Gold:** A world-class beer that accurately exemplifies the specified style, displaying the proper balance of taste, aroma, and appearance.

**Silver:** An excellent beer that may vary slightly from style parameters while maintaining close adherence to the style and displaying excellent taste, aroma, and appearance.

**Bronze:** A fine example of the style that may vary slightly from style parameters and/or have minor deviations in taste, aroma, or appearance.

# **AWARDS**

Gold, Silver & Bronze	Rosette
Best of Show	Rosette and Golden Bear Trophy
Brewery of the Year	Golden Mash Paddle

Should you be awarded a Bronze, Silver, or Gold award for your entries, you may choose any of the following forms of recognition:

**OPTION 1:** An electronic version of an award-winning medal to use for digital marketing.

**OPTION 2:** Purchase of award seals for application to your product.

**OPTION 3:** The traditional award rosette for the award your entry received.

Following the competition, you will receive an award letter sent via email. Order form must be submitted to receive awards. Requested Awards will be mailed in August 2019.



# **CATEGORIES**

These categories are determined by a combination of many factors. Some which include; GABF styles, BJCP styles, and importantly what brewers in the State of California are currently creating. As such these style categories possibly could and should change from year to year.

The Head Judge reserves the right to combine classes when the number of entries warrants.

#### I. LAGER BEER STYLES

#### 1. Standard American Lager

- A. American Light Lager
- B. Northern American-Style Lager
- C. American Style Malt Liquor

#### 2. International Lager

- A. Pale Lager
- B. Amber Lager
- C. Dark Lager

# 3. American Style-Pilsner *or* International-Style Pilsner

- A. Pre-Prohibition Pilsner
- B. European-Style Pilsner
- C. German-Style Pilsner

# 4. Bohemian-Style Pilsner (Czech Lager)

- A. Czech Pale Lager
- B. Czech Dark Lager

#### 5. Pale European Beer

- A. Kellerbier or Zwickelbier
- B. German Leichtbier
- C. European-Style Export/ Dortmunder

#### 6. Munich-Style Helles

#### 7. German/Vienna-Style Märzen

- A. Vienna Lager
- B. Märzen/Oktoberfestbier
- 8. European-Style Dark Lager

- A. Munich Dunkel
- B. Schwarzbier

#### 9. Bock

- A. Helles Bock/Maibock
- B. Traditional German-Style Bock

# 10. German-Style Doppelbock *or* Eisbock

- A. Doppelbock
- B. Eisbock

# II. HYBRID/MIXED ALES OR LAGERS & SPECIALTY STYLES

- 11. American-Style Cream Ale
- 12. Kölsch
- 13. German-Style Altbier
- 14. California Common
- 15. Baltic-Style Porter
- 16. American-Style Wheat Beer

#### 17. German-Style Wheat Ale

- A. Kristal Weizen
- B. Hefeweizen
- C. Dunkelweizen
- D. Weizenbock

#### 18. Berliner-Style Weisse \*

#### 19. Gose \*

- A. Leipzig-Style Gose
- B. Contemporary Gose

#### 20. Rye Beer\*

- A. Rye beer
- B. German-Style Rye ale

#### 21. American-Style Fruit Beer\*

- A. Fruit beer
- B. Fruit & Spice beer
- 22. Pumpkin Beer\*
- 23. Herb & Spice Beer\*
- 24. Coffee Beer\*
- 25. Chocolate Beer\*
- 26. Smoked Beer
  - A. Bamberg-Style Rauchbier
  - B. Smoked Porter
  - C. Other Smoked Beer

### 27. Historical Beer Styles

- A. Lichtenhainer
- B. Grodziskie
- C. Adambier
- D. Kentucky Common
- E. London Brown Ale
- F. Pre-Prohibition Porter
- G. Finnish-Style Sahti

#### III. ALE STYLES

#### 28. Blonde or Golden Ale

#### 29. British Mild & Bitters

- A. English-Style Mild Ale
- B. Ordinary Bitter
- C. Special Bitter
- D. Extra Special Bitter

#### 30. Standard British Ales

- A. English-Style Pale Ale
- B. English-Style Brown Ale
- C. English-Style Porter/Brown Porter

#### 31. British Strong Ales

- A. Wee Heavy/Scotch Ale
- B. Old Ale

- C. English Barleywine
- D. Other British Strong Ales

#### 32. Scottish Ale

- A. Scottish Light
- B. Scottish Heavy
- C. Scottish Export

#### 33. Irish Red Ale

#### 34. Classic Irish-Style Dry Stout

#### 35. Stouts (Dry)

- A. Foreign Extra Stout
- B. Oatmeal Stout

#### **36. Stouts (Sweet)**

- A. Milk Stout/Cream Stout
- B. Tropical Stout

#### 37. Imperial Stouts

- A. American Style Imperial Stout
- B. British Style Imperial Stout

#### 38. American Amber & Brown Ales

- A. American Amber Ale
- B. American Brown Ale

#### 39. American Porter & Stout

- A. American Porter
- B. Robust Porter
- C. American Stout

#### 40. American Pale Ale

- 41. English-Style India Pale Ale
- 42. American-Style India Pale Ale
- 43. New England-Style IPA (Hazy IPA)

#### 44. American Imperial IPA

- A. Double IPA
- B. Triple IPA

#### 45. Specialty IPA

- A. Belgian IPA
- B. Black IPA
- C. Brown IPA
- D. Red IPA

- E. Rye IPA
- F. White IPA

#### 46. Strong American Ale

- A. American Barleywine
- B. Wheatwine Ale
- C. Imperial Porter
- D. Other American Strong Ales
- 47. Belgian-Style Witbier
- 48. Classic Saison
- 49. Specialty Saison\*

#### 50. Belgian & French-Style Ale

- A. Belgian Table Beer
- B. Belgian Blond Ale
- C. Belgian Pale Ale
- D. Grisette
- E. Bière de Garde
- F. Other Belgian/French-Style Ales

#### 51. Belgian Strong Ale

- A. Belgian Pale Strong Ale
- B. Belgian Dark Strong Ale
- C. Belgian Strong Specialty Ale\*

#### **52. Trappist Style Ale**

- A. Trappist Blond/Single/Extra
- B. Trappist Dubbel
- C. Trappist Tripel
- D. Trappist Quadrupel

#### 53. Belgian Sour Ale

- A. Oud Bruin
- B. Flanders Red Ale
- C. Other Belgian-Style Sour Ale\*

#### 54. Belgian-Style Lambic

- A. Lambic
- B. Gueuze
- C. Fruit Lambic\*

#### 55. American Wild Ale

- A. Brett Beer
- B. Mixed Culture Beer\*
- C. Wild Specialty Beer\*
- 56. Wood- and Barrel-Aged (stored in barrels previously containing wine, port, or sherry)\*
- 57. Wood- and Barrel-Aged (stored in barrels previously containing distilled spirits i.e. brandy, bourbon, gin, rum, rye, scotch, tequila, and other whiskey)\*

#### 58. Alternative Fermentable Beer\*

- A. Alternative Grain Beer
- B. Alternative Sugar Beer
- C. Honey Beer

#### 59. Experimental Beer\*

61. Session Beer (beer less than or equal to 5% abv. that doesn't already fit in a category.)\*

#### 62. Chili Beer\*

\* Please include specialty information about your beer for accurate judging.



# 2019 GENERAL RULES

### **California Exposition & State Fair**

General Rules are subject to any action that may cause revision or curtailment at any time before each competition or judging. Upon submission of online entry and signature on detailed receipt if applicable, the exhibitor acknowledges that they have read and understood these rules and all others of the competition in which they enter and are further responsible for viewing, reading and understanding all revisions or curtailments on the State Fair's website before the competition. Exhibitors may request an additional copy of the most current rules by contacting the entry office:

email: entryoffice@calexpo.com.

### **Exhibitors Entry Responsibilities**

#### **STILL EXHIBITS**

1. All submissions and information necessary to determine that the exhibit is eligible must be submitted online, uploaded if necessary, and entry fees paid by Visa or MasterCard by the entry deadline.

It shall be the responsibility of the exhibitors to correct all deficiencies in connection with entries or exhibiting which are required of them by the rules printed in the Competition Guide.

Entries will not be judged if deficiencies have not been cleared or fees paid.

#### **LIVESTOCK & AG MECHANICS**

2. All signatures and information necessary to determine that the exhibit is eligible must be submitted online for Junior Livestock, Open Livestock, Ag Mechanics, Best of Show and Small Animals.

All Livestock, Small Animal, Best of Show and Ag Mechanics exhibitors will be required to submit a Detailed Receipt with all required signatures within one week of the entry deadline.

It shall be the responsibility of the exhibitor to correct all deficiencies in connection with entries or exhibiting which are required of them by the rules printed in the Competition Guide.

A deficiency penalty of \$20 per entry must be paid for any deficiency or fees which have not been paid by June 25 for Livestock and Small Animals, this includes not returning the detailed receipt by the due date.

Entries will not be judged if the detailed receipt is not received.

This rule shall apply to all equine shows with a requirement for their fees, forms, and signatures being submitted by the entry deadline date within each equine section of any competition guide.

#### **ENTRY LIMIT**

3. The State Fair management shall reserve the right to limit entries displayed and/or exhibited to facilities available and may limit the number of entries made by an exhibitor.

Entries may also be limited or not displayed based on size, content, subject material, or for any reason determined not in the best interest of the California State Fair.

Any return of entries under this rule will be done at the sole discretion of the State Fair management.

#### **OWNERSHIP OF ENTRY**

4. Unless specific provisions are otherwise made in the Competition Guide (printed or on the web), exhibitors must be the bonafide owner of their entries.

The management may demand such proof of ownership as it deems necessary in each case.

#### **EXHIBITOR LIABILITY**

5. Each exhibitor will be solely responsible for any consequential or other loss, injury or damage done to, or occasioned by, or arising from, any animal or article exhibited by him/her.

Exhibitor agrees to indemnify, and hold harmless, the State of California, California Exposition & State Fair and all officers, agents, and employees thereof from all claims, demands, damages, costs, expenses, or liability costs suits or actions of every name, kind and description, brought forth from or on account of, injuries to death of any person including but not limited to workers, and the public, or damage to property resulting from the performance of the exhibitor or entries.

Neither party shall request apportionment of liability by a jury.

#### **NO GUARANTEE**

6. The State Fair cannot guarantee that all exhibition requirements of an entry can be provided (i.e., electricity, a showcase, a pedestal, special lighting, special location, total space requirements, water source, computer services, or any other special requirements).

#### **DIVISION/CLASS CANCELLATION**

7. The State Fair management reserves the right to return entries and cancel any division or class in which, in its judgment, the entries are insufficient to secure adequate competition.

#### **ENTRY ERRORS**

- 8. State Fair management is not responsible for finding errors in entries.
- 9. Exhibitors are responsible for any and all errors which were submitted online.
- 10. No exhibitor shall be entitled to an award which has been disallowed as the result of his own error.
- 11. The State Fair management shall withhold the payment of awards for exhibits that are ineligible and may recover awards that have been paid for ineligible entries that are disclosed during post audits of State Fair records. However, exhibitors with a cause are entitled to question the validity of any disallowance. Such exhibitors should inform the State Fair management immediately, in writing, giving their name, address, complete description of the entry and the reason for requesting reconsideration. Requests will not be considered later than ninety (90) days after receiving notice of disallowance.

#### **SUBSTITUTION**

- 12. Substitutions may be made in still exhibits only in the same division of the original entry of the original exhibitor, and may be made only if completed by the entry delivery date.
- 13. Substitutions for livestock must be in the same division of the original entry by the original exhibitor.
- 14. Substitutions must be made at the time of check-in to avoid penalty.
- 15. Fees may apply for substitutions in excess of two per division.

16. The State Fair or the judge may disqualify or transfer to the correct class any entry which is not a true representative of the division or class in which it is entered.

#### PREVIOUSLY ENTERED ENTRY

17. Any non-animal (still exhibit) entry that has been exhibited at a previous California State Fair is not eligible for entry in the 2019 California State Fair.

#### **VERIFICATION**

18. Online submissions will receive a confirmation once entries are submitted.

#### **RESPONSIBILITY**

- 19. The State Fair shall not be responsible for exhibits remaining on the fairgrounds after designated release times.
- 20. All Still Exhibits or display elements remaining on the fairgrounds after designated release time will be treated as abandoned property and will be disposed of on or before September 1 of the same year.

#### **REMOVAL OF ENTRIES**

- 21. An exhibitor may not remove his or her entry from the California State Fair once it has been accepted.
- 22. **Judged or Accepted**: Entries must be on exhibit at the official opening of the State Fair or at any other time specified in the Competition Guide and shall not be removed from the fairgrounds prior to the release date printed in the guide, except (at the discretion of the State Fair management) in cases of positive evidence of sickness, accident and/or death, or other circumstances that are in the best interests of the State Fair.

#### **DISHONORED CHECKS**

23. A penalty of \$25.00 per dishonored check must be paid if a check for payment of entry fees or other applicable fees is refused by the bank. Only cash, certified check or money orders are acceptable for the penalty payment.

#### **ENTRY FEES**

24. Entry Fees are NON-REFUNDABLE.

#### LATE ENTRIES

- 25. Late Entries may be accepted at the sole discretion of the California State Fair under the following conditions:
  - a. Late Entries will NOT be accepted for California Crafts, Fine Art, Student Showcase, Photography, California Baking & Canning and Youth Baking & Canning.
  - b. If the department accepts late entries, the completed entry form(s) and other completed required forms, signatures and full payment for all required fees must arrive at the California State Fair Entry Office (by Certified Mail, Hand Delivery or Electronically) no later than five calendar days after the official entry deadline requirement of the competition.
    - For example, if the Official Entry Deadline is June 13, the last day and time a late entry may be eligible would be June 18 at 4:00 pm. If late entries arrive after 4:00 pm on that fifth day, they will NOT be considered.
  - c. Open **Livestock Late Entries** will be accepted until July 3, 2019, with **an additional \$100 per entry.** Payment must be received no later than 5 pm on July 3, 2019.
  - d. All late entries must be accompanied with the entry fee as listed within the program in addition to a late fee of \$20 per entry for all Junior Livestock, Open Livestock and Best of Show Horse entries and a late fee of \$10 per entry for non-livestock competitions and small animals (Fur and Feathers and dogs). Acceptable forms of payment are Visa, Master Card, check or money order.
  - e. No entries will be accepted beyond the capacity of the facility.
  - f. All other entry requirements as well as any rules, regulations and schedules shall apply.
  - g. No entry is a guarantee of acceptance and it is the exhibitor's responsibility to confirm that the State Fair has accepted any and all entries.
  - h. The California State Fair expressly reserves the right to reject any and all entry forms for any reason whatsoever.

#### **DESIGN**

- 26. The California State Fair assumes total design control over the presentation of the exhibits.
- 27. Entries designed for hanging and not so equipped will be hung in a manner deemed appropriate by the State Fair.

- 28. No exhibit changes will be made once the entries have been displayed.
- 29. Once an entry has been received by the State Fair, no further handling of entry by exhibitor shall be permitted.
- 30. Relocation and final placement shall be accomplished by State Fair personnel.
- 31. Entries requiring assembly/disassembly must include detailed instructions and sketches for assembly/disassembly.
- 32. Instructions should indicate lifting points, unsecured parts and any other information required for such handling. Where necessary bank pins will be utilized to attach exhibits for display.

#### JUNIORS ENTERING SENIOR DEPARTMENT

- 33. All divisions and classes within Junior Departments are intended for Juniors exclusively. Entry into the Junior Department is regulated by age and youth organization requirements as outlined in this competition guide. In no case may a person, group or organization outside of these age requirements (younger or older) be allowed to enter and compete in the Junior department.
- 34. However, Juniors may elect to enter, exhibit and compete (animal or non-animal) in the Senior Department when the rules of that department, division or class allow for such. Such entries shall be restricted to:
  - a. A class for the exhibit that is not provided in the Junior Department.
  - b. Junior Livestock Exhibitors that officially enter and show in the Junior Livestock Show are eligible to compete in the Open Show as long as the same exhibit/animal is entered and shown in the Junior Show and the same exhibit/animal is entered and meets all Open Division entry deadlines and guidelines.
  - c. Open classes or divisions that allows for the participation of Juniors due to the open competition being a specialty, feature, regional or national show sanctioned by the State Fair and/or recognized organization. In this case, the Junior exhibitor must also enter and compete (with the same exhibit) in the current year's Junior department, division, class offered for the exhibit. This provision must be printed specifically within the rules of the feature show within this guide.
- 35. Anyone under the age of 18 who meets the California State Fair age requirements and is planning to exhibit in a Senior department must have their parent or legal guardian sign their detailed receipt.

- 36. If the exhibitor is required to be on the fairgrounds, the Junior must be supervised by their parent or legal guardian while at the State Fair.
- 37. Exhibit animals owned in partnership between Seniors and Juniors shall not affect Junior's eligibility when the Senior partner is the exhibitor.

#### STATE FAIR EMPLOYEE PARTICIPATION

38. No employee of the State Fair will be permitted to enter an exhibit for competition. No person shall be an exhibitor or sign an entry form as an agent in any Division or Department in which the exhibitor is a department head, judge, or paid employee.

### Disqualification

#### **ENTRY DISQUALIFICATIONS/TRANSFERS**

- 39. A complete exhibit eligible in more than one Division and/or Class shall be entered and judged only in the Division and/or Class for which it best qualifies.
- 40. The State Fair or the judge may disqualify or transfer to the correct Class (at his/her discretion) any exhibit which is not a true representative of the Division or Class in which it is entered.
  - It is not, however, the responsibility of the State Fair or judges to transfer an entry to the correct Division and/or Class.

#### **DISQUALIFICATIONS**

- 41. The State Fair management shall reserve the right to vacate, declare ineligible for competition, and/or order the removal of any entry which is not in the best interest of the State Fair, is unsightly, unhealthy, injured, lame, unsound, endangers public safety, violates the State Fair's Animal Welfare Policies, or has been entered in violation of these rules and regulations.
- 42. In the event, an entry or an exhibitor is disqualified for any rule or policy violation (including but not limited to practices or procedures that are unethical, those in violation of the State Fair's Residue Avoidance Program, DNA Testing Program and those not adhering to the State Fair's schedule for the program), any or all of the following actions may take place:
  - a. The entry or exhibitor that is disqualified will be declared ineligible and will not receive awards, premium money and/or any sale proceeds.

- Further, the exhibitor shall be responsible for payment of any fees, fines due or costs incurred by the State as a result of disqualification.
- b. The owner/exhibitor and members of his/her immediate family will not be eligible to compete in subsequent California State Fair Programs. The extent and degree of future eligibility shall be determined by State Fair Management.
- c. State Fair Management reserves the right (but does not guarantee) to move entries up in placing after judging has taken place when an award void is created by a disqualification.
  - This process of moving up judged entries shall only take place, however, when it is clear what the judge's placing would have been had the disqualified entry not been in competition.
  - For example, when a Champion is disqualified, the Reserve shall move up and be named the Champion; however, no other changes shall take place below the Reserve Champion. The same shall apply in the case of a class, section or division winner when a 2nd place has been clearly indicated by the judge.
  - If it is not possible to clearly determine a new placing, no change shall take place.
  - When a placing change does take place the entry moving up will receive all the awards, appropriate titles and all premiums of the disqualified entry but will not receive any of the original placing awards or premiums won in the second category. In other words, 2nd place will now receive 1st money and "no" entry will receive 2nd money.

#### COOPERATION

43. Exhibitors, their immediate family, leaders, advisors and agents thereof, not cooperating with security personnel or any other State Fair officials in all matters of policy, including but not limited to parking, stall/pen/space assignments and appearance, judging and/or animal care will have their entries cancelled and will be ordered to remove their exhibit from the grounds immediately and forfeit all awards, premium monies, and sale proceeds. Failure to adhere to this rule will result in being banned from the State Fair.

#### **PUBLIC DISTURBANCES**

44. Exhibitors causing public disturbances, those who are uncooperative and/ or unsportsmanlike, those not following good animal welfare practices as determined by management, or those found in violation of rules or in practices unethical or inimical with the State Fair program and/or policies/ procedures shall be penalized by forfeiture of premiums awarded, any and all awards, payments of fines and/or damages to State Property, privileges, and/or disqualification at this or subsequent State Fairs as may be deemed appropriate by the State Fair Management and/or the Board of Directors.

Further, if the exhibitor and/or exhibitor's adult supervisor, parent or family member's actions are deemed to be illegal, inhumane or unethical to livestock; the proper authorities will be notified for further investigation by those agencies for possible prosecution and/or civil penalties.

#### **PROBATION**

45. Any exhibitor found in violation of any rule may be placed on probation for one year or longer if State Fair management deems appropriate.

### **Judging**

#### **JUDGING**

46. The judge(s) shall award first, second or third place, etc., according to merit and if without merit the judge shall make no award under any circumstances. This rule applies whether there are one or more entries in the class.

#### JUDGE/EXHIBITOR INFORMATION

47. No person shall act as a judge in any Division in which he/she or a member of his/her immediate family is an exhibitor, is in charge of an exhibit or division, in charge of a group of exhibitors, or is a member of a group of exhibitors.

#### JUDGE/FRATERNIZATION/CRITICISM

48. Judges should avoid unnecessary fraternization with exhibitors. No person shall be allowed, under any circumstances, to interfere with the judge, or judges, during their adjudications, or with the State Fair's staff, or to offer any criticism of any exhibit of another.

Violators of this rule shall be excluded immediately from the judging area and competition and be subject to such additional penalties, including cancellations of awards, as the State Fair management shall consider appropriate.

49. No exhibitor shall receive more than two cash awards in any one class. For this rule only, a husband, wife, and unmarried children (including foster children) under 18 years of age shall be considered as being one exhibitor, except that brothers and/or sisters shall be considered as being separate exhibitors in Junior Department classes.

This rule shall have no bearing on consideration in the placing of entries by judges. Ribbons shall be presented in the order of placing by the judges.

The management shall, however, pay third money to the fourth winner, etc., when the third winner is prohibited from receiving third cash award under the provisions of this rule. (Any entry or exhibit in which one or more members of the family described above has a financial interest shall be included in the limitation of not more than two cash awards per class.)

50. Management reserves the right to combine or to divide classes in a manner it deems necessary in order to assure adequate competition.

In the event of a show change, as a result of this rule, or where classes are established after the close of entries, premiums and awards will be distributed, divided or eliminated in a manner as deemed necessary by State Fair Management.

#### **JUDGE'S DECISION**

- 51. The judge's decision is final.
- 52. The judge's decision cannot be protested.

#### **CHIEF JUDGE POLICY**

53. A Chief Judge will be assigned by the State Fair, for still exhibits only, to mediate in the event there is a conflict during the judging process. All decisions of the Chief Judge shall be final and may not be protested.

#### **PROTESTS**

54. **For still exhibits and horse only** - Any protest must be submitted in writing and given to the State Fair's staff member responsible for the Competitive Program in question within 24 hours of the time of the cause of the protest.

Protests must be based on a violation of rules, and you must reference the rule in your protest. The judge's decisions on awards cannot be protested.

No protest shall be considered by the management unless accompanied by a deposit of \$300.00 (Cash, money order or certified check).

The deposit shall be forfeited if the protest is not upheld.

Protests shall be adjudicated by State Fair management.

State Fair management will consult with a member of the California State Fair Board of Directors who shall be designated by the Chairman of the Board.

The decision of State Fair Management shall be final and unappealable. See special livestock rules for protests in the Livestock Program.

55. Under no circumstances will any entry which has been previously judged be "rejudged" due to the disqualification or removal or another entry.

#### **Awards**

#### **SPECIAL AWARDS**

56. Special Awards contributed by businesses or individuals are offered in some California State Fair Competitive Programs.

These Special Awards are the obligation of the contributor/donor.

The California State Fair is not responsible for redemption of these awards.

#### **TAX LAWS**

57. It is the responsibility of the exhibitor to investigate and adhere to State and Federal tax laws/regulations regarding premiums paid, and awards received.

As an out-of-state payee who earns \$1500 or more, Cal Expo must withhold 7.5% for State taxes.

You may request an exemption or a reduction of this withholding by filling out and submitting the Nonresident Withholding Waiver Request, California Form 588.

#### **PREMIUM AWARDS**

- 58. Awards, ribbons, tags or cards have no value as payment. Premiums are paid only from the records of the judges' sheets.
- 59. Premium checks will be issued as soon as auditing, drug testing, if

- applicable, and processing can be completed. If checks are not received by November 15, please phone or write the State Fair.
- 60. Checks must be cashed within six months of the date of issue.
- 61. Exhibitors have until December 31 of the same year, to claim checks returned to the State Fair. Checks will not be reissued after this date.

### **Age Requirements**

#### JUNIOR EXHIBITORS MEMBERSHIP AGE AND AFFILIATION REQUIREMENTS

- 62. Organization affiliation requirements: If a Junior (youth) exhibitor has been a member of a junior organization for 60 days immediately prior to the opening date of the State Fair (July 12, 2019), and their project or entry was produced or conducted at any time during the year of 2019 under the supervision of the organization, the Junior must enter the divisions or classes designated for that organization.
  - If, however, the project or entry was not produced or conducted under the supervision of the organization, the Junior must enter as an Independent Junior for that project or entry.
  - Example: If a 4-H member wishes to enter a Market Steer competition and Junior Sheep competition, in a situation where they are only enrolled in a 4-H Beef project, the entry is as follows: Enter 4-H for the Market Steer competition and Independent Junior for the Junior Sheep competition (even though the exhibitor is a 4-H member, the baked goods project was not produced or conducted under the supervision of the organization).
- 63. Non-designated "Junior" shows or divisions: If a show or division offered is not specified as 4-H or FFA, Junior exhibitors who are enrolled in a 4-H or FFA project relating to that show or division must still enter as members of their respective organizations and follow all applicable rules and regulations of the department.
- 64. All 4-H exhibitors must be 9 years old by December 31, 2018, and not be older than 19 years old as of December 31, 2018. Exhibitors must also meet age and membership requirements of their organizations when entering as a member of an organization. Exhibitors must also meet the ownership and all other requirements of the competition to be eligible for entry.
- 65. California Grange: California Grange youth shall be considered Independent Juniors for Livestock, Dairy, Small Animal and Still Exhibits.

#### INDEPENDENT JUNIOR AND GRANGE AGE REQUIREMENTS

#### (Rules 66-69 apply to Indoor non-animal Exhibits only.)

- 66. Independent Junior and Grange exhibitors may enter California State Fair classes and divisions in indoor (Still Exhibit) competitions if they are 5 years old as of January 1, 2019.
- 67. Independent exhibitors are eligible to compete/exhibit through December 31 of the year in which they turn 18 years of age.
- 68. Grange exhibitors are eligible to compete/exhibit through December 31 of the year in which they turn 19 years of age. Exhibitors must meet the ownership and all other requirements of the competition to be eligible for entry.
- 69. Independent Still Exhibit Exhibitors: Persons, who are "not" 4-H, FFA or Grange members may enter the Junior competitions provided they meet age requirements for youth exhibitors in the competition they are entering.
  - These Juniors are considered Independent Juniors and must enter Independent Junior classes or divisions when the classes or divisions are designated as such in the Indoor (Still Exhibits) Competitions.
  - Exhibitors who enter Independent of an organization must not be older than 18 years old as of January 1, 2019.

#### **FFA AGE REQUIREMENTS**

70. The first year of eligibility will be determined by the FFA advisor; however, the exhibitor must have graduated from the 8th grade as of July 1, 2019.

FFA requirements allow exhibitors to enter FFA classes through the year following the year in which they graduate from high school.

#### INDEPENDENT AND GRANGE ANIMAL EXHIBITORS

71. Persons who are "not" 4-H or FFA members may enter the Junior Livestock Show provided they meet age requirements for animal exhibitors at the State Fair.

These Independent and Grange exhibitors shall enter 4-H or FFA classes as follows:

- a. Independent and Grange Junior exhibitors who are 13 years of age or under (as of show day) shall compete in the appropriate 4-H divisions only.
- b. Independent and Grange Junior exhibitors who are 14 years of age

- (as of show day) or are incoming freshmen in high school shall be placed by State Fair Management in either 4-H or FFA divisions.
- c. Independent and Grange Junior exhibitors are eligible to enter 4-H or FFA Showmanship. Independent Juniors are not eligible for County or Chapter Groups or Outstanding Exhibitor.

#### MEMBER STANDING AND OWNERSHIP REQUIREMENTS

72. Juniors who are members of 4-H, FFA or Grange must be in good standing with their organization and projects entered as such must have been conducted under the supervision of the organization and must be owned by the exhibitor (unless otherwise stated).

#### **ELIGIBILITY QUESTIONS**

73. Any questions as to the eligibility of an entry shall be determined by the exhibitor's advisor (for 4-H, FFA or Grange), instructor (for Student Showcase) or parent or guardian (for Independent Juniors). Notwithstanding the foregoing, the State Fair shall make the final determination of eligibility in all cases.

#### **4-H AGE REQUIREMENTS**

- 74. The levels of membership for 4-H are aged based. Each level is defined as follows:
  - a. **Primary Level:** Must be 5 years old as of December 31, 2018. Primary membership ends when members qualify as junior members. Exhibitors who are under nine years of age on or before December 31, 2018, are not eligible to compete in animal competitions at the California State Fair.
  - b. **Junior, Intermediate & Senior:** Must be 9 years old by December 31, 2018. Exhibitors are eligible to compete/exhibit through December 31 of the year in which they turn 19 years of age.
  - c. **Home Schooled Children:** Age criteria, as listed in 1 and 2, only will apply to homeschooled children. A grade level will not be a consideration. (Exhibitors who are under 9 years of age as of December 31, 2018, are not eligible to compete in animal competitions at the California State Fair.)

#### INDEPENDENT JUNIOR AND GRANGE AGE REQUIREMENTS

#### (This rule applies to Animal Exhibitors)

75. Independent Junior and Grange animal exhibitors must be 9 years old as of January 1, 2019, and are eligible to compete through December 31 of the year in which they turn 19 years of age. Independent Juniors and Grange exhibitors shall enter 4-H or FFA animal classes.

#### NO DUAL AFFILIATION IN COMPETITION

76. Under no circumstances may an exhibitor show the same species or project in more than one Division of the Junior Department.

#### **ADULT SUPERVISION REQUIREMENT**

77. All Junior exhibitors, required to be on the State Fairgrounds, must be accompanied and supervised by an adult while on the State Fairgrounds. Instructors, advisors, leaders and other adults in charge of Junior exhibitors shall be responsible for their conduct at all times.

#### FFA SUPERVISION REQUIREMENTS

78. All FFA exhibitors entered as such must be supervised by their agricultural instructor.

Any deviation from this rule must be taken up with the State Agriculture Education unit representative in charge.

The CATA Curricular Activities Code shall govern the conduct and eligibility of FFA exhibitors and their projects.

#### **UNIFORMS**

- 79. Uniform requirements for Independent youth shall be the same as required for 4-H and FFA members excluding insignia.
  - The official show uniform for animal exhibitors at the California State Fair will be white pants, trousers or dress and a white blouse or shirt.
- 80. No exhibit owned by a chapter or club, or conducted, as a joint project by two or more individuals is eligible in the Junior Department unless the division/class specifically states.

#### FREE SPEECH ACTIVITIES GUIDELINE

81. The California Exposition & State Fair (Cal Expo) hereby finds that these guidelines are intended to set forth in writing Cal Expo's long-standing policy governing the conduct of Cal Expo employees and exhibitors, as well as members of the public, under the First Amendment to the United States Constitution and Article I of the California Constitution, on Cal Expo's grounds.

These guidelines are not intended to enlarge upon nor create any rights guaranteed by existing law nor waive any defense or rights available to Cal Expo, nor do they represent any admission that the facilities of Cal Expo are open as a public forum.

It is the policy of Cal Expo to allow within the parameters set forth herein, reasonable access to its grounds and designated free speech expression zones for demonstrations for free speech activity as allowed by the First Amendment to the United States Constitution and Article I to the California Constitution.

For further information regarding Free Speech Activities at the California Exposition & State Fair please write to:

Chief of Police, California Exposition & State Fair P.O. Box 15649, Sacramento, CA 95852.

82. Should contractors, associations, clubs or individuals desire to arrange for beverages and food service, all such arrangements must be coordinated through Spectra, the State's Master Food & Beverage Contractor. **No exceptions.** 

Contractor shall be responsible for expenses related to these services if any.

Alcoholic beverage service areas/facilities will only be allowed in designated locations.

Only persons 21 years or older will be allowed to consume alcoholic beverages.

Further, no alcoholic beverages may be brought onto the grounds.

These products may only be acquired at Spectra locations on the grounds. Individuals that endanger themselves or others will be reported to authorities.

# **DEFINITIONS**

#### The following definitions apply to this guide

**American System of Judging:** Each entry in a class is judged in comparison to the other entries in the class. Entries are placed first, second, third, etc. according to relative merit. There will be no more than one first, second, third, etc. per class.

**Danish System of Judging:** Each entry in a class is judged on its own merit. Entries are placed first, second, third, etc., depending on points received based on the score card. There may be more than one first, second, third, etc. per class.

**Senior Departments:** California Fine Art, California Handcrafts, California Fiber Crafts, California Baking & Canning, Student Showcase, Photography, Commercial Wine, Commercial Brew, Home Brew, California Cheese, California Olive Oil, Open Livestock by species and Open Small Animals by species.

**Junior Departments:** Youth Arts, California Youth Baking & Canning, Student Showcase, Photography Junior Livestock by species and Junior Small Animals by species.

**Senior/Open Exhibitor:** An exhibitor who is no longer eligible to be a Junior Exhibitor or enter a Junior Department.

**Junior Exhibitor:** An exhibitor who is a member of 4-H, FFA, Grange, or an Independent Youth Exhibitor who meets the requirements of Independent Junior divisions offered. See the specific show and General Rules for exceptions to this definition.

**Entry Office:** The California State Fair Entry Office is located at 1600 Exposition Blvd., Sacramento. Contact may be made by phone, mail, email or personal contact. Questions regarding competitions may also be directed to the Entry Office. (916) 263-3149 - entryoffice@calexpo.com.

**Still Exhibits:** All competitive exhibits which are typically indoor and not involving animals, such as art, quilts, foods, crafts, sewing, metalwork, jewelry, graphics, drafting, sciences, etc.

**Livestock & Small Animals:** All competitive exhibits which animals are the entry; such as beef, sheep, swine, dairy cattle, goats, llamas, cavies, rabbits, poultry, dogs, etc.

Online Entry: Commitment to enter and abide by rules.

**Detailed Receipt:** An official form used in submitting an entry/exhibit in the California State Fair. The Detailed Receipt is only required for Open and Junior Livestock, Fur & Feathers, Best of Show and Ag Mechanic exhibitors.

**Entry Fees:** A fee charged to enter a competition. All entry fees must be paid online when entries are submitted.

**Entry/Exhibit:** Terms used to define the item entered in the competition or contest.

**Entrant/Exhibitor:** Terms used to define the person entering the competition.

**Premium:** A cash award is given to winners of the competition.

**Department:** Competition you wish to enter, i.e., California Handcrafts, California Fiber Crafts, Fine Art, Youth Arts, etc. which is comprised of similar shows.

**Shows:** Generalized sections of the competition.

**Division:** Categories within a show.

**Class:** Specific categories within a division.

**Competition Guide:** a printed or electronic (web) book, prospectus, or flyer which contains information for entry into the California State Fair competitions. Competition Guides can be a printed document or as an electronic document found on the California Exposition & State Fair website CAStateFair.org.

**Bonafide Ownership of Exhibit** - ownership is the state or fact of exclusive rights and control over property considered an entry or exhibit. This definition includes livestock, small animals, and horses although not limited to that type of property. Objects/products created or produced are also included as well as intellectual property. Proof of such ownership may be required by management.