



Notice of Meeting

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

AMENDED 09-19-2022

Friday, September 23, 2022, 9:30 a.m.

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

1600 Exposition Boulevard
Sacramento, CA 95815

Jess Durfee, Chair
Rex Hime, Vice Chair

Rima Barkett, Director
Erin Choi, Director
Sonney Chong, Director
Rina DiMare, Director

Hannah Gbeh, Director
David Mallel, Director
Brian May, Director
Che Salinas, Director

EX OFFICIO MEMBERS

Governor Gavin Newsom

Senator Dr. Richard Pan
Senator Andreas Borgeas

Assembly Member Kevin McCarty
Assembly Member Robert Rivas

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 should review the Public Participation Instructions on the front page of this agenda. 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 review the Public Participation Instructions on the front page of this agenda. 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

The Board will convene in closed session for purposes of discussing matters of 1) real property negotiations, and 2) personnel matters as authorized by Government Code Section §11126(c)(7) and 11126(a).

4. RESUME PUBLIC MEETING

- a.** Report out of Closed Session, if needed.

5. INTRODUCTION OF GUESTS & STAFF

6. 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.

7. 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 June 16, 2022.
- b. Service Contracts/Purchase Orders Requiring Board Notification/Approval

8. UNFINISHED BUSINESS

- a. Consideration of Options for the Year-round Sale of Food, Beverage and Alcohol at Cal Expo, tied to the December 31, 2022 Expiration of the Master Food and Beverage Concessionaire Agreement with Spectra/Oak View Group, Agreement No. 12-0281.
- b. Consideration of Options for the Year-round Operations of the Multipurpose Sports Field Facility at Cal Expo, tied to the Potential Expiration of the Revenue Generating Agreement with Spectra/Oak View Group, Agreement No. 13-0347.

9. STAFF REPORT

- a. Marketing and Advertising Recap

10. CORRESPONDENCE

- a. Letter from California Department of Food & Agriculture (CDFA) re: AB 1499 Employee Work Conditions Reminder
- b. Letter from CDFA Fairs and Expositions Branch – Fair CEO & Board of Directors Training

11. MATTERS OF INFORMATION

- a. CEO Comments
- b. Directors Comments/Agenda Items for Future Meetings
- c. Next Board Retreat/Board Meeting **October 27 & 28, 2022**
- d. Other, if any

12. ADJOURNMENT

Date of Notice: September 19, 2022

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.

CALIFORNIA EXPOSITION & STATE FAIR

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice
June 10, 2022

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

and

via videoconferencing at
San Diego County Farm Bureau
420 S. Broadway
Escondido, California 92025

Directors Present

Director Jess Durfee, Chair
Director Rex Hime, Vice Chair
Director Rina DiMare
Director Hannah Gbeh
Director Brian May
Director Che Salinas

Directors Absent

Director Rima Barkett
Director Erin Choi
Director Sonney Chong
Director David Mallel

Executive Staff Present

Rick Pickering, Chief Executive Officer
Tom Martinez, Chief Deputy General Manager
Marcia Shell, Assistant General Manger Expo Events
Sue O'Brien, Recording Secretary

Staff and Guests

Jen Koga, Accounting
Lindy Munguia, Contracts
Brantley Payne, un/common
Abbey Biehl, un/common

1. CALL TO ORDER – Public Meeting

Chair Durfee called the public meeting to order at 10:00 a.m. Chair Durfee asked to move a portion of item 8a to be heard after item 4. There were no objections.

2. ROLL CALL

Roll call was taken and a quorum was present. Directors Barkett, Choi, Chong and Mallel were not present and asked to be excused.

MOTION:

It was moved by Vice Chair Hime and seconded by Director May to excuse the absence of Directors Barkett, Choi, Chong and Mallel. **All in favor, motion carried unanimously.**

3. INTRODUCTION OF GUESTS AND STAFF

4. PUBLIC COMMENT ON MATTERS NOT ON THE AGENDA

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

5. CONSENT AGENDA

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

a. Approval of Board Meeting Minutes for April 29, 2022

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

MOTION:

Chair Durfee called for a motion to approve the Consent Agenda. Vice Chair Hime moved the motion and Director Salinas seconded the motion. Chair Durfee asked for a roll call vote. Director DiMare, yes; Director Gbeh, yes; Director May, yes; Director Salinas, yes; Vice Chair Hime, yes; Chair Durfee, yes. **Motion carried, unanimously.**

6. STAFF REPORTS

a. Financial Staff Report

- 1st Quarter Financial Statement

CEO Pickering apologized for not having the 1st Quarter Financials. We have been using our accounting team to help get contracts to our Commercial and Food vendors. We also used a lot of staff to help support the Sacramento County Fair. Additionally, we were able to hire an Accounts Payable and Accounts Receivable staff that are being trained.

Asst. General Manager Shell reported out on behalf of out Chief of Plant that maintenance has been doing a lot of hiring of State Fair Workers. They have also been working on turning over the barns from Watch & Wager to CARF. There will be approximately 450 horses that will be stabling with us. The track will be open Monday for training. This is in addition to moving elements for State Fair.

Commercial vendors has been a struggle. Due to COVID the commercial vendors have either changed hands or are having problems staffing for their own shops let alone 17 days State Fair. Food concessionaires are approximately at 80%. Our biggest food concessionaires are returning along with some new ones. A new addition will be Food Trucks. Granite Construction, who's the contractor for Cal Trans is working on the bike trail. Due to construction the bike path is taking a detour coming through Cal Expo. Granite Construction is putting up signage and outreach letting bike riders know.

7. UNFINISHED BUSINESS

- a.** Review and Approval of proposed enhancements for the Code of Conduct for Events and the State Fair.

Chief Deputy General Manager Martinez reviewed that staff report regarding the Code of Conduct with the board. The 3 enhancements are Clear Bag policy, Mask policy and unaccompanied minors. These were all discussed at the April 29, 2022, board meeting and has been posted for public comment. As for public comment a few were submitted of which most were positive. One commenter disagreed with all changes but did not say why.

MOTION:

Director Salinas moved to adopt staff's recommendations regarding the modifications to our code of conduct. Vice Chair Hime seconded the motion. Discussion – None Chair Durfee asked for a roll call vote. Director DiMare, yes; Director Gbeh, yes; Director May, yes; Director Salinas, yes; Vice Chair Hime, yes; Chair Durfee, yes. **Motion carried, unanimously.**

8. OLD BUSINESS

- a.** Update on the 2022 California State Fair

CEO Pickering introduced un/common and gave a brief overview of their relationship with Cal Expo/State Fair and their qualifications. Brantley Payne, Partner and Creative Director stated how excited they were to be "Back Together" with Cal Expo. Mr. Payne explained that his other partners were ill or had children that were ill. Abbey Biehl, Brand Director reviewed the market research information that un/common had done. Brantley reviewed the creative concepts with magazines ads and bill board and social media. He then moved to the Media concept and explained audio and video, digital display, outdoor and print.

Director DiMare asked about Raging Waters and if we advertise with them. Mr. Pickering explained that Raging Waters has new management. In the pasted Cal Expo has had incentives with Raging Waters. However, this year they raised their prices significantly and the season pass only included admission to State Fair.

CEO Pickering continued reminding the board only 35 days to State Fair. He also stated that the top 5 concerts (based on ticket sales) are Chaka Khan, KC & The Sunshine Band, Night Ranger, TLC and The Guess Who.

9. MATTERS OF INFORMATION

a. Update on COVID-19 Emergency Support Provided by Cal Expo

b. CEO Comments

CEO Pickering reported out that Pepsi had a practice run supplying product for Sacramento County Fair. He went on to state that Rock & Brews has been working with us to have 3 concerts the first week of July, prior to State Fair. We've been working on cross promotions with Rock & Brews for after State Fair.

c. Directors Comments/Agenda Items for Future Meetings

Director DiMare – has heard many positive comments about Sacramento County Fair Livestock show.

Director May – CDFA appreciated Cal Expo stepping in to help with Sacramento County Fair.

Director Gbeh – would like to applaud staff for all of their hard work.

Chair Durfee – Director DiMare and I were guest judges for the wine competition and dinner.

d. Next Board Meeting – **September 23 or 30, 2022**

After a brief discussion the Board chose September 23rd for their next Board Meeting.

e. Other, if any

Director May talked about Randy Brink. About his life, he was 62 years old and had been at Cal Expo for over 30 years. He went on and talked about how Randy knew and was known by many people. From Governors to Mayors to Sports player to ushers. Randy will be missed by many. His services will be on June 21 at Sutter Health Park.

ADJOURNMENT

Chair Durfee adjourned this meeting in memory of Randy Brink.

The Board of Directors meeting was adjourned at 11:45 a.m.

California Exposition & State Fair

SERVICE CONTRACTS

**June 6, 2022 – September 20, 2022
From \$15,000 to \$99,999 (rounded) Requiring Notification**

Contractor	Amount
Backline Source <ul style="list-style-type: none"> • 2022 State Fair Concert Venue backline equipment • Term: July 15, 2022 – July 31, 2022 	\$27,000
Shannon Scott O'Leary <ul style="list-style-type: none"> • 2022 State Fair Production Manager • Term: July 13, 2022 – August 1, 2022 	\$17,500
Violin on Fire <ul style="list-style-type: none"> • 2022 State Fair Grounds Entertainment • Term: July 15, 2022 – July 31, 2022 	\$17,000
Imagination Gallery <ul style="list-style-type: none"> • 2022 State Fair Wild Science exhibit • Term: July 12, 2022 – August 1, 2022 	\$30,663
Prolific Protection Group <ul style="list-style-type: none"> • 2022 State Fair concert security • Term: July 13, 2022 – July 31, 2022 	\$65,000

\$100,000 and Over (rounded) Requiring Approval

Contractor	Amount
Darby Flynn Consulting - Amendment No. 1 <ul style="list-style-type: none"> • 2023 State Fair Programmatic consulting services • Amendment extends the agreement through August 14, 2023 <ul style="list-style-type: none"> • Adds \$75,000 through end of term 	\$75,000 (\$75,000/2022) <u>TOTAL CONTRACT</u> \$150,000
TNT Action Sports <ul style="list-style-type: none"> • 2022 State Fair Freestyle Motorcross • Term: July 15, 2022 – July 31, 2022 	\$91,710
Walkers Lockers <ul style="list-style-type: none"> • 2022 State Fair temporary storage for items not permitted in the venue • Term: July 14, 2022 – August 1, 2022 	\$110,500

Prolific Protection Group <ul style="list-style-type: none"> • 2022 State Fair additional roving security patrol • Term: July 10, 2022 – July 31, 2022 	\$135,000
Haas & Wilkerson, Inc. <ul style="list-style-type: none"> • Annual property and cyber insurance premium • Term: July 1, 2022 – July 1, 2023 	\$404,800

Upcoming Solicitations (estimated through October 2022)

Invitation for Bid (IFB)

- Heavy Equipment Rental – bids due 9/3
- Pest Control – bids due TBD

Request for Proposal (RFP)

California Exposition & State Fair

PURCHASE ORDERS

June 6, 2022 – September 20, 2022

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

Vendor / Merchant	Amount
CSFA <ul style="list-style-type: none">2022 State Fair Competitive Programs Award Ribbons & Rosettes	\$38,056

MEMORANDUM

Date: September 19, 2022
To: Board of Directors, California Exposition & State Fair
Via: Rick K. Pickering, Chief Executive Officer
From: Tom Martinez, Chief Deputy General Manager
Subject: **Consideration of Options for the Year-round Sale of Food, Beverage and Alcohol at Cal Expo, tied to the December 31, 2022 Expiration of the Master Food and Beverage Concessionaire Agreement with Spectra/Oak View Group, Agreement No. 12-0281.**

Cal Expo's current Master Food and Beverage Concessionaire Agreement (F&B) is set to expire December 31, 2022 (Agreement No. 12-0281) with Spectra. Spectra (previously known as Ovations Fanfare, LP, and as Comcast Spectacor) was recently acquired by the Oak View Group. Collectively, this contractual relationship has been in place for more than 28 years. Executive Staff met with OVG representatives earlier this year. OVG reaffirmed its interest in continuing a business relationship with Cal Expo. OVG's proposal was received by on July 29, 2022 during the State Fair, and is attached for review.

GENERAL OVERVIEW

In 2011, Cal Expo issued a Letter of Intent that sought interest from qualified companies to provide F&B, including the sale of alcohol. Four companies responded, and two were deemed to be qualified. Cal Expo then issued a formal Request for Proposals (RFP) in February of 2012. Spectra was the only company that submitted a proposal under the RFP. Following months of negotiations, the current F&B Agreement was entered into in November of 2012. The Agreement provided Spectra with exclusive rights to sell food and beverage on the Cal Expo grounds.

Section 12 of the Agreement provides that the terms of the Agreement shall be January 1, 2013, through December 31, 2022. It further states that Cal Expo at its sole discretion, shall have the option to extend the Agreement for two (2) additional five (5)-year terms, which can be exercised collectively or independently. In order to exercise the extension option, the parties are to agree no later than December 31, 2021, on the annual payments.

At its meeting of December 10, 2021, the Board reviewed a request by Spectra, for Cal Expo to pay Spectra \$55,075 for 50% of Spectra's Annual Net Losses at the Grandstands. Spectra also proposed that the existing Agreement be extended for an additional 5-year term. Following general discussion and testimony, the Board unanimously expressed that Cal Expo as a State Agency could not pay any percentage of a loss by a private company, as it would be considered a "Gift of Public Funds." Since three members of the Board participated in the negotiations and approval of the Agreement in 2011; all three Board Members stated that they would not have approved the Agreement in 2011 if it exposed Cal Expo to paying Spectra's losses. Consequently, Spectra's requests were not approved.

As noted in the attached June 3, 2022 letter, OVG's position is that they disagree with Cal Expo's interpretation regarding not sharing in losses at the Grandstand. However, OVG agreed to pay to Cal Expo the \$55,075 from 2020. The letter also states that OVG wishes to revisit this matter if OVG is not selected as the Master Food and Beverage Concessionaire when the current Agreement expires December 31, 2022.

During the Board's December 10, 2021 meeting, the Board adopted the following motions.

1. Direct staff to notify Spectra/OVG that Cal Expo is not extending Agreement No. 12-0281 beyond its expiration date of December 31, 2022.
2. Direct staff to return to the Board in early 2022 with options that will include but not be limited to, soliciting competitive bids for all or for portions of the year-round food and beverage services at Cal Expo.

Following the December 10, 2021 Board Meeting, staff formally notified Spectra of the Board's decision to not extend the Master Food and Beverage Agreement beyond its termination date of December 31, 2022.

In keeping with the Board's second motion, executive staff met with companies that expressed interest in bidding on all, or portions, of Cal Expo's year-round food, beverage and alcohol sales. Additionally, staff researched food and beverage models at other successful Fairgrounds and found that some Fairs have been successful in generating higher revenues by bringing food and beverage sales in house, rather than continuing their contracts with private companies.

While staff had hoped to return to the Board with options in early 2022, several key items contributed to a delay.

- Upon finalizing its acquisition of Spectra, OVG requested to hold further discussions with Cal Expo. Staff dialogued with OVG for several months and the attached proposal from OVG was received on July 29, 2022. OVG proposes to extend both the Master F&B Concessionaire Agreement and the Multiuse Sports

Facility for a period of two years under the existing terms. OVG also proposes to provide Cal Expo with \$200,000 of mutually beneficial capital improvements.

- Cal Expo was requested by the Department of Food and Agriculture to produce the 2022 Sacramento County Fair, at Cal Expo on May 26-30. Cal Expo took the lead role and helped produce an exceptionally successful and record breaking Sacramento County Fair. However, this required a great amount of time and effort to accomplish.
- Since COVID, Cal Expo has lost roughly 60% of its fulltime employees, a significant amount of effort was required to fill key staff positions and produce the very successful comeback of the 2022 California State Fair, July 15-31.

COMMISSIONS PAID BASED on F&B and ALCOHOL SALES

The existing Agreement and subsequent Amendments, outlines various commission percentages which Spectra pays to Cal Expo. Commissions are calculated as percentages on F&B and alcohol sales.

On average, (pre-COVID) Spectra pays roughly \$1,000,000 annually to Cal Expo as commissions on F&B and alcohol sales. Roughly 55% of this amount is generated during the annual State Fair, and the other 45% during the many events that rent Cal Expo.

Separate percentages are applied to Spectra sales at the following:

1. All rental events that take place at Cal Expo throughout the year;
2. Selected food sales locations and all but one alcohol sales location during the Annual State Fair;
3. Catering for all events at Cal Expo;
4. Year-round sales in the Satellite Wagering Facility and all other events that take place at the Racetrack (including during the annual State Fair.)

Cal Expo receives a 30% commission when Spectra uses its own food stands and a 15% commission when Spectra uses subcontractors as food vendors/food trucks.

For eight of the past nine years, Spectra has not generated a Net Profit from F&B and alcohols sales at the Grandstands, thus limited commissions have been paid to Cal Expo from the Grandstands. Spectra states that the cost of daily labor at the Satellite Wagering Facility outpaces the combined profits that are generated from all other events at the Grandstands.

USE OF FACILITIES

The Agreement allows Spectra the use of many areas of Cal Expo, including but not limited to: kitchens; storage areas; permanent food booths throughout the property; portable food booths; concessions stands; office areas; loading docks; warehouse areas; asphalt parking areas; staging areas; etc.

Section 15 of the Agreement requires that upon termination Spectra shall provide Cal Expo with a quit claim deed to all rights arising out of the Agreement.

Section 27 of the Agreement provides that title to all equipment and fixtures which are part of the facility investment required by the Agreement will accrue to Cal Expo at the end of the Agreement.

CONSIDERATION OF INTERNAL STAFFING MODEL

As part of its research, staff studied several California Fairs that have taken F&B services in-house. Of particular note is a combination of in house staff managing F&B and a nonprofit or private companies handling alcohol sales. Additionally, some Fairs have pre-approved multiple caterers for doing events at their Fairgrounds, allowing events to shop menus and pricing for catering services.

Cal Expo's internal staff has a proven ability to manage a significant number of rental events and related revenue streams each year.

<u>Cal Expo Events</u>	<u>Total Event Revenues</u>	<u>Commissions from Spectra</u>
2019 98 events	\$4,171,706	\$501,323
2018 98 events	\$3,970,623	\$449,342
2017 91 events	\$3,647,573	\$410,571
2016 96 events	\$3,611,877	\$383,045

During the annual State Fair, Cal Expo's internal staff books, manages and audits more than 100 Food and Beverage Vendors and oversees a significant amount of related revenues.

2022 State Fair F&B sales \$8,087,518 (not including Spectra & Carnival F&B)
F&B Commissions \$2,025,892

Due to California's "Tied House" regulations State Agencies are currently precluded from directly selling alcohol. Consequently, Cal Expo contracts with Spectra and Save Mart to provide alcohol sales during the State Fair.

2022 State Fair Alcohol Sales \$2,577,460 was generated by two companies (\$1,958,464 by Spectra, and \$618,996 by Save Mart in the Wine Garden) Alcohol Sales Commissions \$773,238

Should Cal Expo desire to bring year-round F&B in house, a small team would be brought together. However, one or more nonprofits and/or private companies would need to be contracted with to handle alcohol sales year-round, and during the State Fair.

OPTIONS FOR CONSIDERATION

Going forward, the Board of Directors has a variety of options for consideration as it seeks to both maximize revenue for Cal Expo and provide quality customer services in the area of food, beverage and alcohol sales.

1. Issue a formal Request for Proposal, which allows OVG and other companies to compete for the year-round sale of food, beverage and alcohol at Cal Expo.
2. Accept OVG's proposed two-year extension of the terms in the existing Agreement.
3. Create an In House approach for year-round F&B, which includes:
 - a. Develop an internal small team at Cal Expo to handle the booking and placement of food vendors during year-round rental events at Cal Expo.
 - b. Identify three to five "preferred Catering companies," from which Cal Expo rental clients may solicit competitive menus and pricing.
 - c. Partner with one or more companies that can handle alcohol sales, via an RFP process.



July 28, 2022

Rick Pickering
Chief Executive Officer
California Exposition & State Fair
1600 Exposition Blvd.
Sacramento, CA 95815

Dear Rick,

On behalf of OVG Hospitality, please allow us to take the opportunity to thank you for your continued partnership and patience as we have transitioned through our merger with Spectra. It has been a pleasure getting to know you and your organization over the past few months and we are extremely proud of and look forward to continuing this partnership and introducing new resources from our organization, all with the goal of advancing the California Exposition Center and California State Fair.

As the contract expiration for our services is approaching in a few months (December 31, 2022), and as we finally return to business as usual after two years of severely impacted operations due to COVID-19, we wanted to present you with a proposal for a short-term two-year extension. During this proposed two-year extension, terms and conditions will remain consistent with those of our current agreements. Additionally, as part of this extension, we're pleased to commit an investment of \$200,000 to be used for mutually agreed upon enhancements to the food and beverage program, with the primary goal of reestablishing a premier culinary program. Following this two-year extension, you will have the option to extend our agreements for an additional five-year term, during which we will commit an additional \$500,000 to continue the implementation of capital improvements throughout the Exposition Center complex. We believe that this proposed structure with an initial short-term extension will allow for you and the Cal Expo team to become familiar with OVG and experience the difference, the resources, and the commitment we will bring to your property.

During this proposed initial extension period, our team will begin to:

- Implement new strategies to reestablish our culinary operation, including through introducing an expanded catering program; creating additional OVG Hospitality-operated markets and concession outlets; and adding new mobile kitchen pods, which can be used throughout the complex at a variety of events
- Develop new policies and procedures for financial reporting, providing Cal Expo with full transparency into our operation
- Hire additional, local, full-time and part-time staff and provide additional food and beverage and management support through new OVG360 and OVG Hospitality corporate and regional leadership
- Maximize the event calendar by securing new events through a strategic partnership with our partner, Live Nation, while keeping the facility open to other local, regional, and national promoters and event planners, and by working in partnership with Cal Expo to create in-house events
- Continue to grow our positive impact on the community through increased partnerships with local businesses (including a diverse set of suppliers and vendors) to support the food and beverage experience at Cal Expo
- Work with the Cal Expo team to develop a comprehensive and strategic long-term plan for the future of our partnership, including developing a long-term capital improvement plan for upgrades to facilities and equipment

Enclosed, we're pleased to present you with a high level overview of OVG Hospitality, which illustrates our company-wide beliefs and commitments and previews how we envision incorporating them into our Cal Expo operation. We've also outlined our core OVG360 and OVG Hospitality Cal Expo leadership team for our partnership going forward.

We are eager for the opportunity to demonstrate OVG's commitment, take action on the above-listed initiatives, and craft a vision for the future of our partnership that will be supported through capital investment while continuing to maximize your return. We look forward to continuing this conversation and for the opportunity to further present our plans to your team while we work toward continuing our partnership long into the future.

Sincerely,

Ken Gaber
President, OVG Hospitality



EXTENSION PROPOSAL

TERM OF THE EXTENSION AGREEMENT

OVG Hospitality proposes the following term for the extension of our agreement:

- **Initial Term:** Two (2) years beginning January 1, 2023 and running through December 31, 2024
- **Extension Term:** Cal Expo will have the opportunity to extend the agreement for an additional five (5) years through December 31, 2029; notice of intent not to extend will be provided with at least 120 days' notice before the end of the Initial Term

FINANCIAL TERMS AND CONDITIONS

OVG Hospitality proposes to continue operating under the existing terms and conditions of our current agreements for the Initial Term of this extension proposal. We agree to work with Cal Expo to review all aspects of our agreements prior to exercising the additional Extension Term to ensure these agreements are mutually beneficial to both Cal Expo and OVG Hospitality.

CAPITAL INVESTMENT

OVG Hospitality is pleased to make a financial investment of **Two Hundred Thousand Dollars (\$200,000)** to Cal Expo upon approval of the above-listed Initial Extension Term, which would be used to reestablish and expand the culinary program throughout the Cal Expo complex and to create and attract new events to Heart Health Park.

Should Cal Expo exercise the option for the Extension Term under the current contracted terms, beginning January 1, 2025, OVG Hospitality will contribute an additional investment of **Five Hundred Thousand Dollars (\$500,000)**. Should Cal Expo and OVG Hospitality revise terms of the agreements from the current terms, the investment terms will be adjusted accordingly.

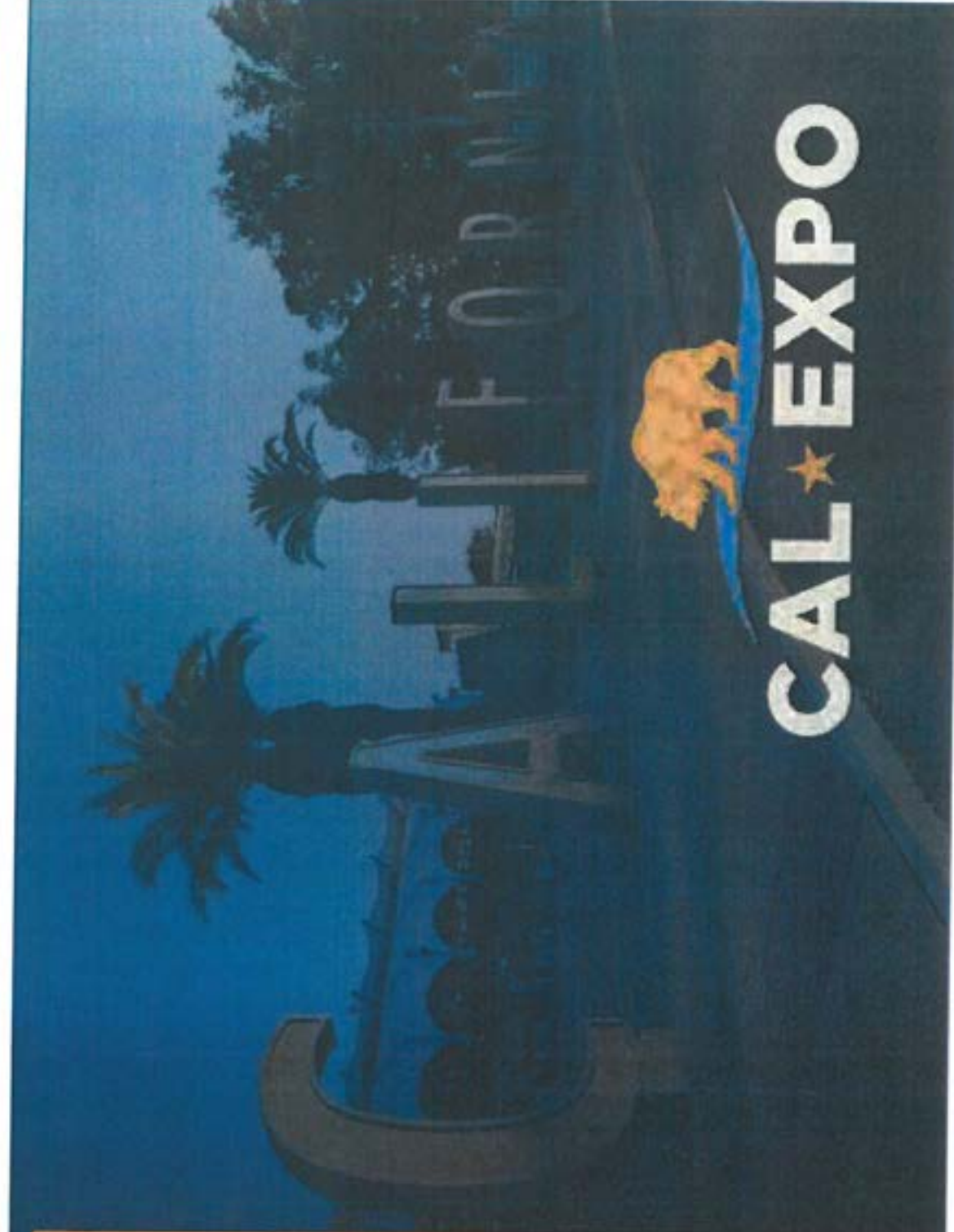
All investments will be amortized on a straight-line basis over the term of the agreement the investments are made. In the event OVG Hospitality's agreement is terminated early (for any reason whatsoever) or naturally expires prior to the end of the full amortization period, Cal Expo shall immediately pay OVG Hospitality the remaining unamortized portion of its investment.

WILLING TO NEGOTIATE

OVG Hospitality is proud of our long-term partnership with the California Exposition Center and California State Fair. With that, we are open and willing to negotiate any portion of this extension proposal in order to meet our mutual goals and objectives for a continued partnership that is beneficial to both of our organizations.



Hospitality





360

OUR PURPOSE:

...to be a positive disruption
to business as usual in the
sports, live entertainment,
and hospitality industries.



CAL★EXPO



TOGETHER WITH OUR CLIENTS

WE CREATE **EXCEPTIONAL PARTNERSHIPS** OF
WORLD CLASS, GROWTH ORIENTED ORGANIZATIONS
THAT ENABLE **ENHANCED FAN EXPERIENCES,**
INCREASED LOCAL CONNECTIVITY VIA IN-VENUE
OFFERINGS AND COMMUNITY ENGAGEMENT,
AND **GREATER REVENUE** OPPORTUNITIES FOR ALL.



We are the Largest Developer
of Sports and Entertainment
Facilities in the World

\$10 BILLION

COMMITTED SPEND ON NEW
ARENA DEVELOPMENTS OVER THE NEXT FIVE YEARS

We Are...

Led by
INDUSTRY ICONS



TIM LEIWEKE

UNMATCHED EXPERTISE IN
DEVELOPING WORLD-CLASS
ARENAS SERVING SPORTS AND
LIVE ENTERTAINMENT

Leiweke is a visionary leader and veteran in the sports and entertainment industry with over 30 years of executive experience. He has **designed, built, and operated** iconic venues across the globe, and has also led the development of **championship teams** in the NBA, NHL, MLS, AHL, and DEL.



IRVING AZOFF

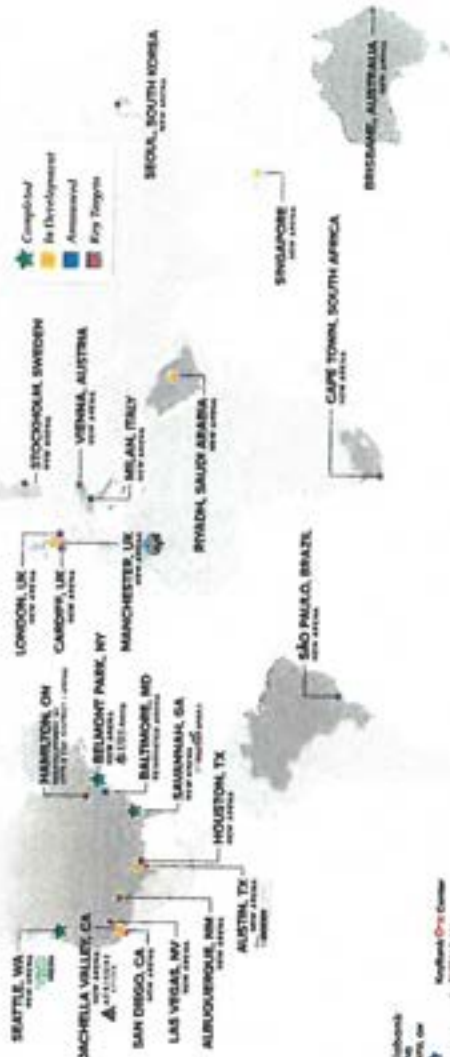
MUSIC MOGUL WITH KEY
ARTIST INSIGHTS

Azoff has over 40 years experience in the entertainment industry, and Billboard has named him **the most powerful person in the music industry**. In 1974, he founded Front Line Management and became the exclusive manager for the likes of the Eagles, Fleetwood Mac, Harry Styles, Journey, Bon Jovi, Lizzo, Gwen Stefani, and Van Halen. He later became **CEO of Ticketmaster, Chairman of Live Nation, and Chairman and CEO of MSG Entertainment**.

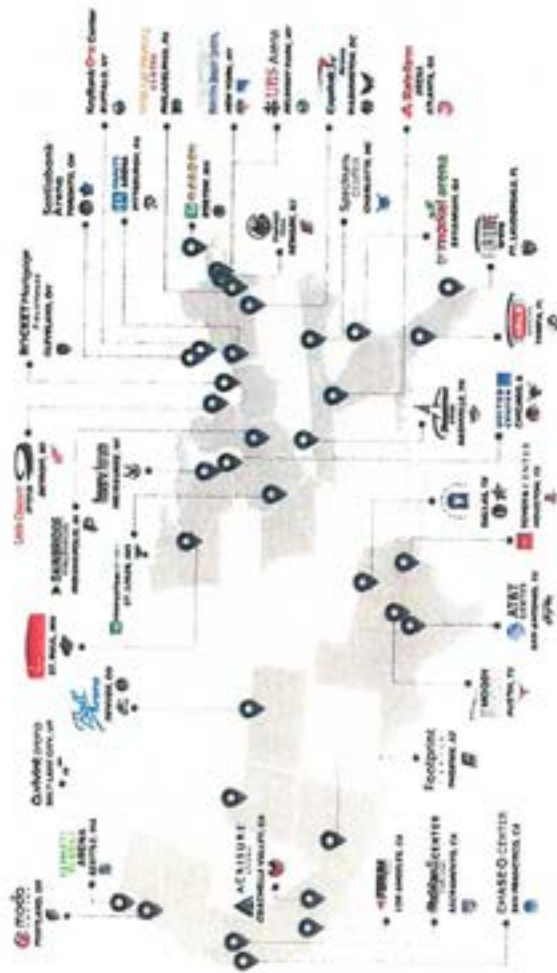



We Are...

Influencing a
GLOBAL FOOTPRINT



Of LIVE
ENTERTAINMENT





We Are...

A Strategic Partner of
THE WORLD'S LARGEST LIVE
EVENTS PROMOTER

LIVE NATION

 VCG360

What We Value...

DIVERSITY & INCLUSION

Creating environments that reflect and celebrate the diverse communities in which we operate

SUSTAINABILITY

Implementing comprehensive, sustainable solutions to improve the health of the planet

PUBLIC HEALTH

Setting the standard for cleanliness, sanitization, and ventilation for all venues

PUBLIC SAFETY

Reinventing security and counterterrorism for the benefit of all



GVG Hospitality

GVG360

We Believe In...
**MEANINGFUL COMMITMENTS TO OUR
 COMMUNITIES**



OVG360 Venue Solutions

WE AUTHENTICALLY
UNDERSTAND YOUR
**CONCERNS, YOUR
PROBLEMS,**
AND YOUR
CHALLENGES because
as owners / operators,
WE LIVE THEM TOO.

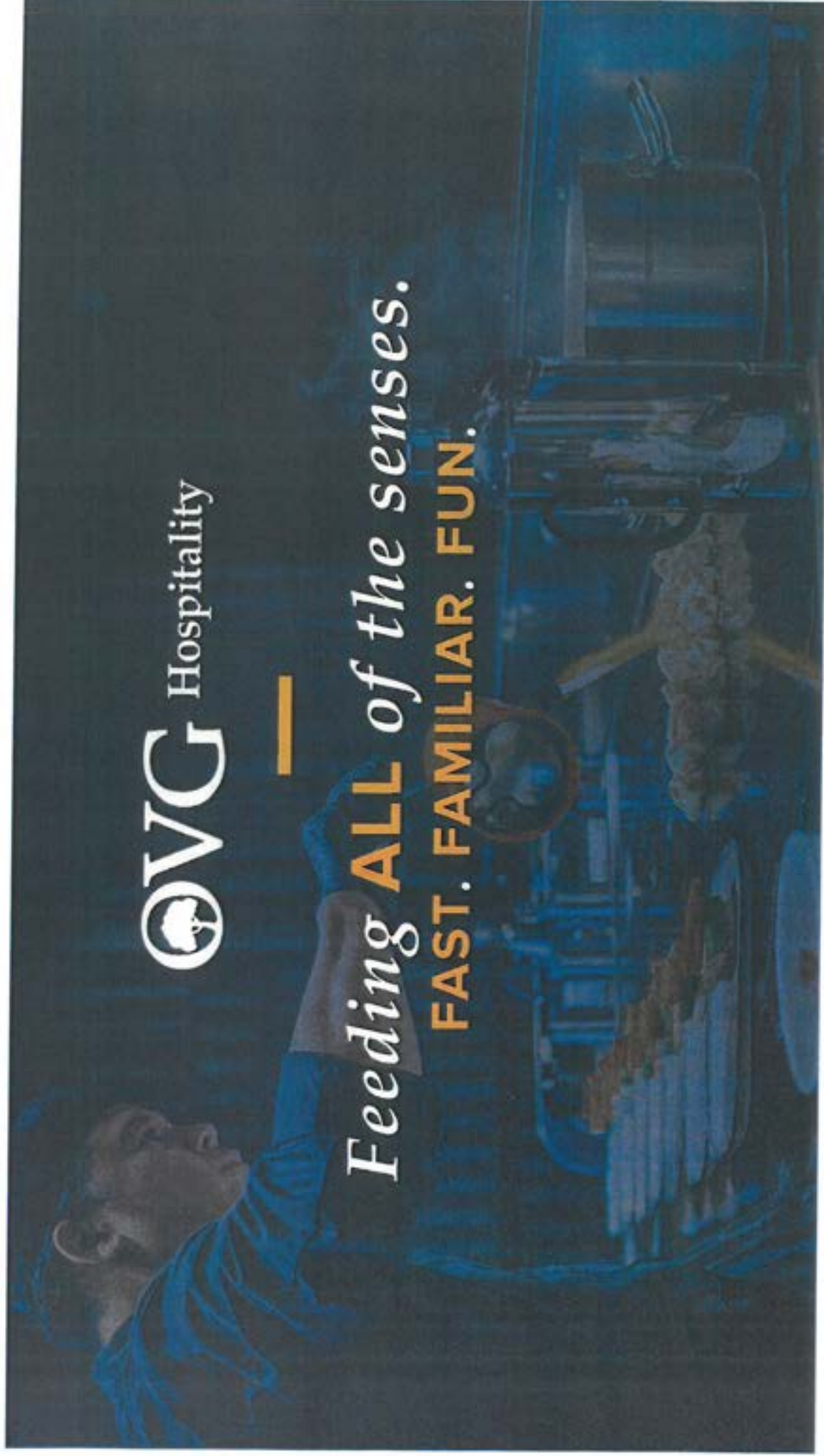
Let us share our
**LEARNINGS, OUR
SUCCESSES, AND OUR
IDEAS** WITH YOU.





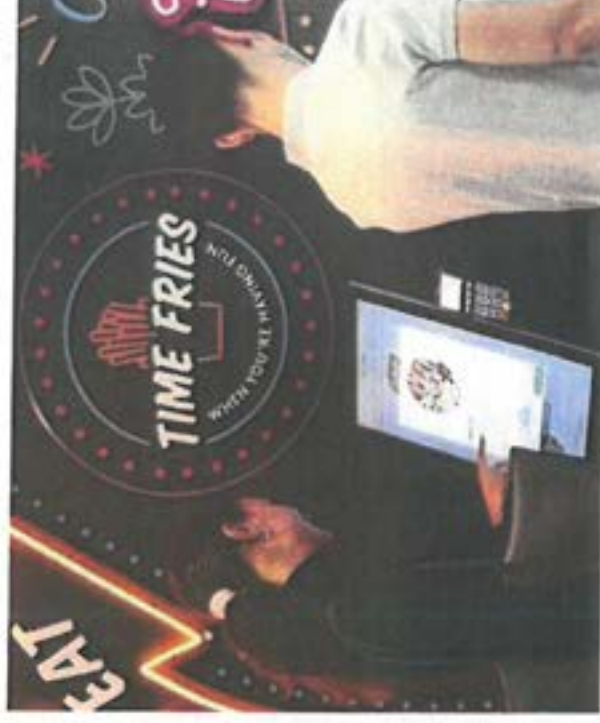
*Feeding **ALL** of the senses.*

FAST. FAMILIAR. FUN.



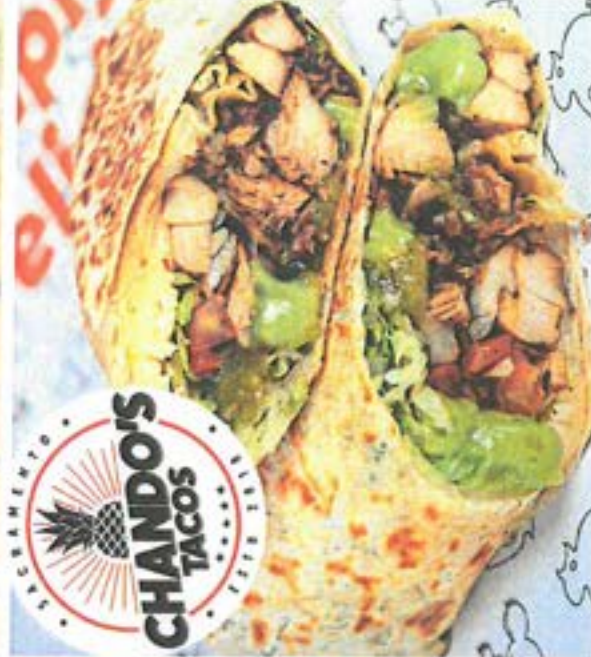


We Believe In...
FAST, EASY, HASSLE-FREE
EXPERIENCES



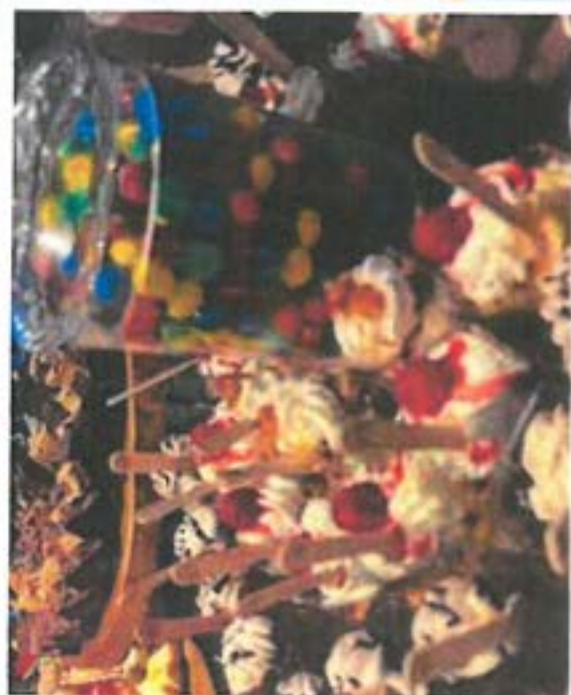


We Believe In...
**FAMILIAR, LOCAL FOOD
AND BEVERAGE PARTNERS**





We Believe In...
MAKING THINGS FUN





We Believe In...
CURATED
 BEVERAGE PROGRAMS

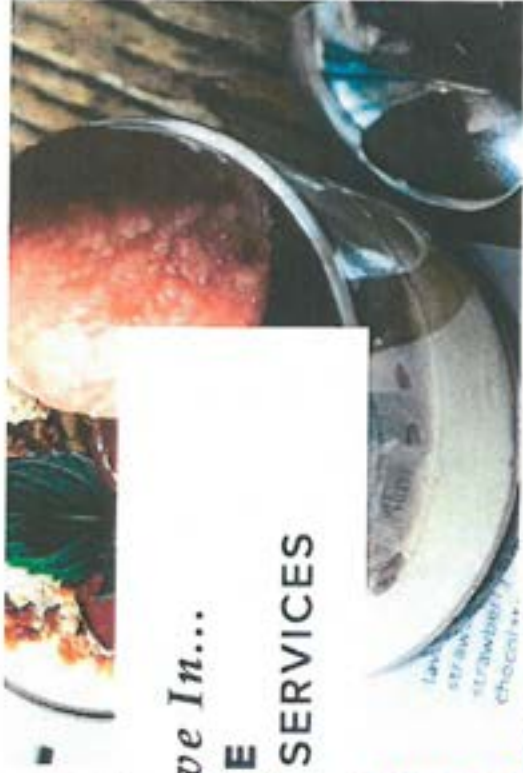


<p>BEST OF SHOW RED BEST OF REGION Double Gold 99 St. Amant Winery 2016 Touriga, The Old Soldier Amador County</p>	<p>BEST OF SHOW DESSERT Double Gold 98 Stephen & Walker 2012 Borytis Chardonnay, Late Harvest Mendocino Ridge</p>	<p>BEST OF SHOW PINK Double Gold 89 Malene 2017 Rosé Santa Barbara County</p>	<p>BEST OF SHOW WHITE BEST OF REGION Double Gold 89 Pochetti Winery 2017 Sauvignon Blanc Cedar Lake Vineyard Arroyo Seco</p>	<p>BEST OF SHOW SPARKLING Double Gold 99 Grenfell Estate 2016 Pinot Noir Rose, Brut Sparkling Wine El Dorado</p>	<p>BEST VALUE Double Gold 99 Collier Creek 2016 Front Coach Chardonnay Lodi (San Joaquin)</p>
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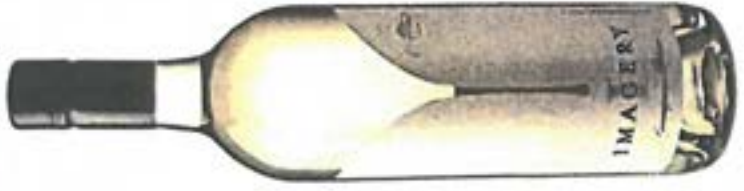


We Believe In...

**EXQUISITE
PREMIUM SERVICES**



WILD GROVES



**BEST OF CALIFORNIA
STATE WHITE**

Double Gold 99

Imagery Estate Winery

2016 California

Sauvignon Blanc

Dedicated Leadership



Chris Granger
CEO, OVG360



Liana Huth
EVP, Strategy and Development



Rick Hontz
RVP, OVG360



Ken Gaber
President, OVG Hospitality



Tom McDonnell
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Integration of new on-site leadership to energize the operation and partner with Cal Expo on future initiatives



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Open booking policy, unmatched relationships



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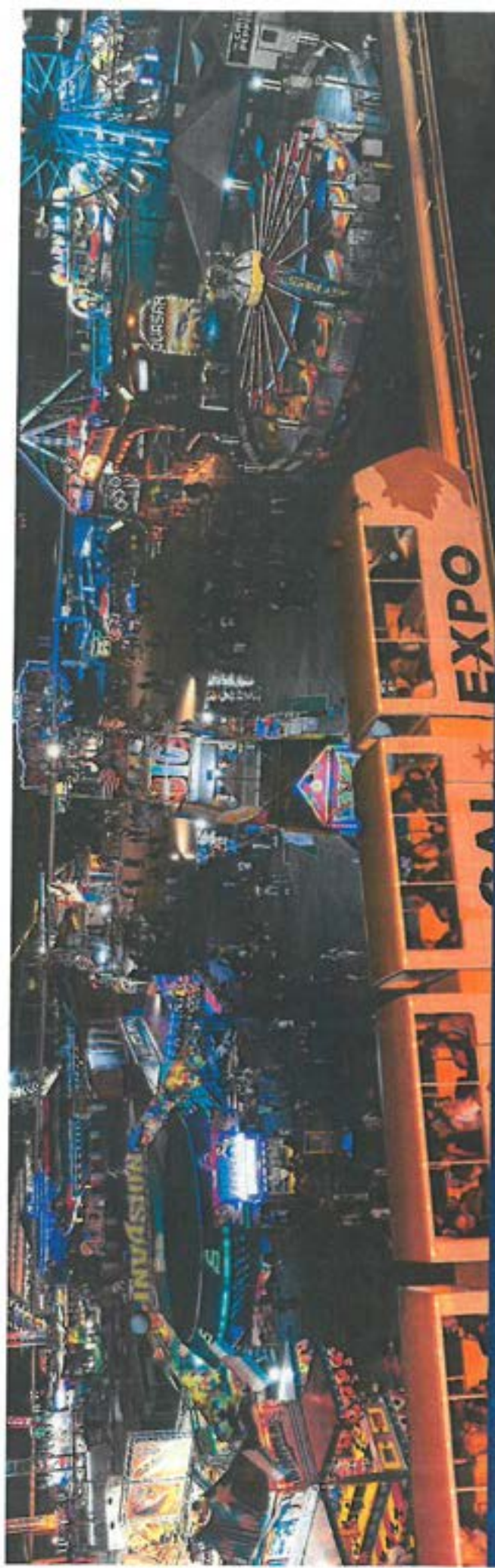
ENDURANCE EVENTS

Tough Mudder, American Ninja Warrior, etc.



SPORTING EVENTS

Soccer friendlies, USA Rugby, lacrosse, etc.



*When it comes to venues, we do it all.
When it comes to partnerships, we are all in.*

— **CHRIS GRANGER** —
PRESIDENT, OVG350

”

MEMORANDUM

Date: September 19, 2022
To: Board of Directors, California Exposition & State Fair
Via: Rick K. Pickering, Chief Executive Officer
From: Tom Martinez, Chief Deputy General Manager
Subject: **Consideration of Options for the Year-round Operations of the Multiuse Sports Field Facility at Cal Expo, tied to the Potential Expiration of the Revenue Generating Agreement with Spectra/Oak View Group, Agreement No. 13-0347**

Cal Expo's current Agreement for the Operations of the Multiuse Sports Facility is set to expire December 31, 2022 (Agreement No. 13-0347) with Spectra. Spectra (previously known as Ovations Fanfare, LP, and as Comcast Spectacor) was recently acquired by the Oak View Group (OVG). OVG requested the opportunity to negotiate in good faith for the extension of this Agreement. OVG's proposal was received on July 29, 2022 during the State Fair, and is attached for review.

GENERAL OVERVIEW

In March of 2014, Cal Expo entered into Agreement No. 13-0347 (Agreement) with Ovations-Fanfare, LLP to construct and operate a temporary Multi-use Sports Facility on the grounds of Cal Expo. Section 2 of the Agreement provides that it will terminate on December 31, 2022. The Agreement may be extended for an additional term equal in length to the option period in the separate and otherwise unrelated Master Food and Beverage agreement between Spectra and Cal Expo, but only if Cal Expo and Spectra/OVG mutually agree to extend the Agreement.

The Agreement requires that Spectra's Capital Improvements at the facility be fully amortized by December 31, 2022. The Agreement also requires Spectra to transfer ownership of said improvements to Cal Expo at the end of the term.

SPECTRA'S REQUEST TO NEGOTIATE FOR A CONTRACT EXTENSION

Paragraph 2 of the Multi-use Sports Field Facility Agreement allows either party to formally request the opportunity to negotiate in good faith for an extension of this

Agreement. On December 9, 2021, Cal Expo received an email from Spectra which reads:

"In accordance with Paragraph 2 of the Multi-Use Sports Field Facility Agreement between Cal Expo and Ovations Fan Fare LP (Agreement No. 13-0347) please accept this email as our written notice that Ovations Fan Fare would like to enter into good faith negotiations to extend the agreement. Please let me know when a good time would be to get together to start those negotiations."

In early 2022, staff held several discussions with Spectra on this matter. Upon finalizing its acquisition of Spectra, OVG requested to hold further discussions with Cal Expo. Staff dialogued with OVG for several months and the attached proposal from OVG was received on July 29, 2022. OVG proposes to extend both the Multiuse Sports Facility Agreement and the Master Food and Beverage Concessionaire Agreement for a period of two years under the existing terms, plus a \$200,000 infusion of mutually beneficial capital funds by OVG.

FINANCIAL UPDATE

Cal Expo and Spectra conducted a detailed joint review of eight years of annual financial reports for the Sports Field Facility. In years when Cal Expo only receives the Minimum Guarantee of \$100,000, for the 35 to 40 events conducted on the Sports Field, this equates to Cal Expo receiving generate \$3,000 to \$4,000 per event. The following amounts of rent have been received by Cal Expo from Spectra at the Sports Field.

2014	Minimum Guarantee Rent of \$62,500 plus \$43,129 as 20% split of Net Earnings
2015	Minimum Guarantee Rent of \$100,000
2016	Minimum Guarantee Rent of \$100,000
2017	Minimum Guarantee Rent of \$100,000
2018	Minimum Guarantee Rent of \$100,000 plus \$62,419 as 40% split of Net Earnings
2019	Minimum Guarantee Rent of \$100,000
2020	Partial Rent due to Pandemic
2021	Partial Rent
2022	No Rent

At its October 29, 2021 meeting, the Board of Directors placed Spectra in default for owing \$183,697 in back rent from 2020 and 2021. At the December 10, 2021, meeting, the Board approved a Settlement Agreement aimed at addressing the outstanding rent.

Additionally, Global Winter Wonder Land (GWWL) took place from 2014 to 2018 in Lot 26 of Cal Expo and in some portions of the Sports Facility. Over this 5-year period of GWWL, Cal Expo received directly from GWWL a total of \$670,287 in rent. Other GWWL revenues were placed into the Sports Field Fund, which helped to boost Net

Earnings on the Field Facility during these 5-years. GWWL conducted an Imaginarium Light Show at Cal Expo in late 2021 and portions of those revenues were also placed in the Sports Field Fund.

STATUS OF DEFAULT – STILL IN PLACE

In mid-2021 Spectra requested that Cal Expo forgive \$183,679 in outstanding rent, much of which occurred during portions of the COVID Pandemic. Based upon input and guidance from the Department of General Services and the Attorney General's Office, it was determined that Cal Expo could not forgive rent as it would be deemed "a gift of public funds." Consequently, as previously noted the Board at its October 29, 2021 meeting voted to formally place Spectra in Default for failure to pay rent. Board Members also suggested that staff and Spectra continue to explore settlement options.

Following several months of negotiations, a compromise Settlement Agreement was proposed whereby Spectra would sign over certain assets at the Multiuse Sports Field Facility to Cal Expo on December 31, 2022. Said assets would have a value equal to or greater than the unpaid rent amount. Subsequently, the Board at its December 10, 2021 meeting approved the Settlement Agreement and authorized the CEO to lift the default at such time as all the conditions of the Settlement Agreement were met by Spectra

While Spectra has met most of the conditions of the Settlement Agreement, the default has not been formally lifted as one condition remains unmet. Specifically, Spectra has yet to provide an acceptable safety inspection sign off on the rolling stage by a Mechanical Engineer. Spectra continues to state that the Engineer is busy with other work.

Of growing concern is that Spectra has not paid rent to Cal Expo since December of 2021, for use of the Sports Field Facility.

INTEREST IN OPERATIONS OF THE MULTIUSE SPORTS FIELD FACILITY

In addition to OVG's desire to extend the existing Agreement, Cal Expo has been approached by other facility operators, concert promoters, food and beverage providers, and sports team owners expressing interest in operating the entire Sports Field Facility or portions thereof. For example, some are interested in sports only, while others are interested in concerts and festivals. Still other desire to handle the food and beverage operations.

Executive staff has also studied the possibility of absorbing much of the Field Facility operations internally. This would require the establishment of a small team, and Cal Expo would need to contract for a nonprofit or private company to handle alcohol sales.

Cal Expo currently handles a number of key operational details at the Sports Facility including: Police, much of the Security, Box Office and Admissions, Parking, coordination with Cal Fire for event permits, custodial services, etc.

OPTIONS FOR CONSIDERATION

Going forward, the Board of Directors has a variety of options for consideration as it seeks to both maximize revenue for Cal Expo and provide quality customer services at the Multiuse Sports Facility.

1. Issue a formal Request for Proposal, which allows OVG and other companies to compete for the operations of the entire Sports Field Facility.
2. Accept OVG's proposed two-year extension of the terms of the existing Agreement.
3. Create an In House approach for management of the Sports Field Facility, which includes:
 - A) Develop a small team at Cal Expo to handle the booking of all activities at the Facility, as well as oversee F&B during such events.
 - B) Partner with one or more companies that can handle alcohol sales at the Facility, via an RFP process. ALTERNATIVELY – combine alcohol sales at the Facility with whomever may be handling alcohol sales at Cal Expo year-round.



July 28, 2022

Rick Pickering
Chief Executive Officer
California Exposition & State Fair
1600 Exposition Blvd.
Sacramento, CA 95815

Dear Rick,

On behalf of OVG Hospitality, please allow us to take the opportunity to thank you for your continued partnership and patience as we have transitioned through our merger with Spectra. It has been a pleasure getting to know you and your organization over the past few months and we are extremely proud of and look forward to continuing this partnership and introducing new resources from our organization, all with the goal of advancing the California Exposition Center and California State Fair.

As the contract expiration for our services is approaching in a few months (December 31, 2022), and as we finally return to business as usual after two years of severely impacted operations due to COVID-19, we wanted to present you with a proposal for a short-term two-year extension. During this proposed two-year extension, terms and conditions will remain consistent with those of our current agreements. Additionally, as part of this extension, we're pleased to commit an investment of \$200,000 to be used for mutually agreed upon enhancements to the food and beverage program, with the primary goal of reestablishing a premier culinary program. Following this two-year extension, you will have the option to extend our agreements for an additional five-year term, during which we will commit an additional \$500,000 to continue the implementation of capital improvements throughout the Exposition Center complex. We believe that this proposed structure with an initial short-term extension will allow for you and the Cal Expo team to become familiar with OVG and experience the difference, the resources, and the commitment we will bring to your property.

During this proposed initial extension period, our team will begin to:

- Implement new strategies to reestablish our culinary operation, including through introducing an expanded catering program; creating additional OVG Hospitality-operated markets and concession outlets; and adding new mobile kitchen pods, which can be used throughout the complex at a variety of events
- Develop new policies and procedures for financial reporting, providing Cal Expo with full transparency into our operation
- Hire additional, local, full-time and part-time staff and provide additional food and beverage and management support through new OVG360 and OVG Hospitality corporate and regional leadership
- Maximize the event calendar by securing new events through a strategic partnership with our partner, Live Nation, while keeping the facility open to other local, regional, and national promoters and event planners, and by working in partnership with Cal Expo to create in-house events
- Continue to grow our positive impact on the community through increased partnerships with local businesses (including a diverse set of suppliers and vendors) to support the food and beverage experience at Cal Expo
- Work with the Cal Expo team to develop a comprehensive and strategic long-term plan for the future of our partnership, including developing a long-term capital improvement plan for upgrades to facilities and equipment

Enclosed, we're pleased to present you with a high level overview of OVG Hospitality, which illustrates our company-wide beliefs and commitments and previews how we envision incorporating them into our Cal Expo operation. We've also outlined our core OVG360 and OVG Hospitality Cal Expo leadership team for our partnership going forward.

We are eager for the opportunity to demonstrate OVG's commitment, take action on the above-listed initiatives, and craft a vision for the future of our partnership that will be supported through capital investment while continuing to maximize your return. We look forward to continuing this conversation and for the opportunity to further present our plans to your team while we work toward continuing our partnership long into the future.

Sincerely,

Ken Gaber
President, OVG Hospitality



EXTENSION PROPOSAL

TERM OF THE EXTENSION AGREEMENT

OVG Hospitality proposes the following term for the extension of our agreement:

- **Initial Term:** Two (2) years beginning January 1, 2023 and running through December 31, 2024
- **Extension Term:** Cal Expo will have the opportunity to extend the agreement for an additional five (5) years through December 31, 2029; notice of intent not to extend will be provided with at least 120 days' notice before the end of the Initial Term

FINANCIAL TERMS AND CONDITIONS

OVG Hospitality proposes to continue operating under the existing terms and conditions of our current agreements for the Initial Term of this extension proposal. We agree to work with Cal Expo to review all aspects of our agreements prior to exercising the additional Extension Term to ensure these agreements are mutually beneficial to both Cal Expo and OVG Hospitality.

CAPITAL INVESTMENT

OVG Hospitality is pleased to make a financial investment of **Two Hundred Thousand Dollars (\$200,000)** to Cal Expo upon approval of the above-listed Initial Extension Term, which would be used to reestablish and expand the culinary program throughout the Cal Expo complex and to create and attract new events to Heart Health Park.

Should Cal Expo exercise the option for the Extension Term under the current contracted terms, beginning January 1, 2025, OVG Hospitality will contribute an additional investment of **Five Hundred Thousand Dollars (\$500,000)**. Should Cal Expo and OVG Hospitality revise terms of the agreements from the current terms, the investment terms will be adjusted accordingly.

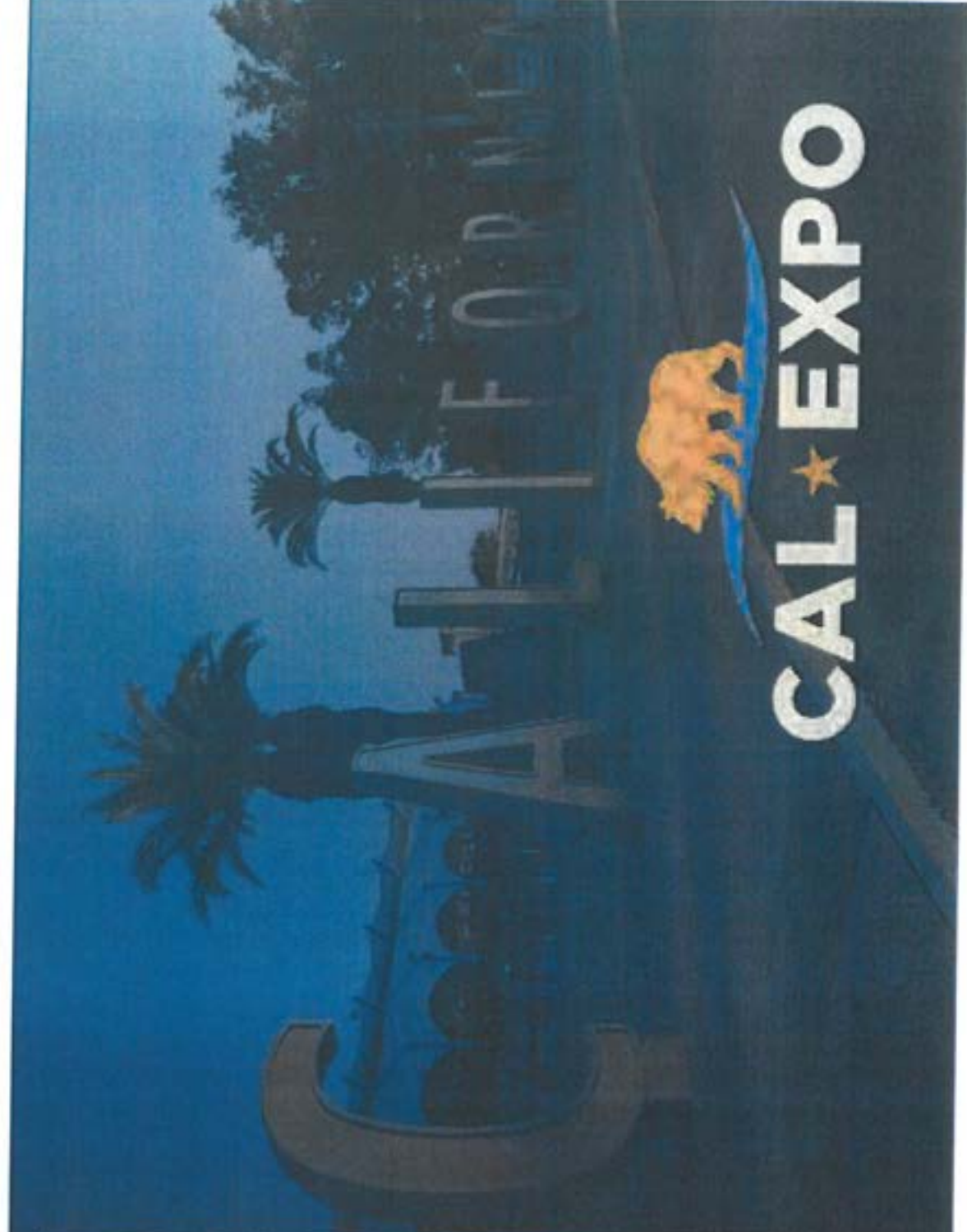
All investments will be amortized on a straight-line basis over the term of the agreement the investments are made. In the event OVG Hospitality's agreement is terminated early (for any reason whatsoever) or naturally expires prior to the end of the full amortization period, Cal Expo shall immediately pay OVG Hospitality the remaining unamortized portion of its investment.

WILLING TO NEGOTIATE

OVG Hospitality is proud of our long-term partnership with the California Exposition Center and California State Fair. With that, we are open and willing to negotiate any portion of this extension proposal in order to meet our mutual goals and objectives for a continued partnership that is beneficial to both of our organizations.



Hospitality



CAL★EXPO



360

OUR PURPOSE:

...to be a positive disruption
to business as usual in the
sports, live entertainment,
and hospitality industries.



CAL★EXPO



TOGETHER WITH OUR CLIENTS

WE CREATE **EXCEPTIONAL PARTNERSHIPS OF
WORLD CLASS, GROWTH ORIENTED ORGANIZATIONS**
THAT ENABLE **ENHANCED FAN EXPERIENCES,**
INCREASED LOCAL CONNECTIVITY VIA IN-VENUE
OFFERINGS AND COMMUNITY ENGAGEMENT,
AND **GREATER REVENUE OPPORTUNITIES FOR ALL.**



We are the Largest Developer
of Sports and Entertainment
Facilities in the World

\$10 BILLION

COMMITTED SPEND ON NEW
ARENA DEVELOPMENTS OVER THE NEXT FIVE YEARS

We Are...

Led by INDUSTRY ICONS



TIM LEIWEKE

UNMATCHED EXPERTISE IN
DEVELOPING WORLD-CLASS
ARENAS SERVING SPORTS AND
LIVE ENTERTAINMENT

Leiweke is a visionary leader and veteran in the sports and entertainment industry with over 30 years of executive experience. He has **designed, built, and operated iconic venues** across the globe, and has also led the development of **championship teams** in the NBA, NHL, MLS, AHL, and DEL



IRVING AZOFF

MUSIC MOGUL WITH KEY
ARTIST INSIGHTS

Azoff has over 40 years experience in the entertainment industry, and Billboard has named him **the most powerful person in the music industry**. In 1974, he founded Front Line Management and became the exclusive manager for the likes of the Eagles, Fleetwood Mac, Harry Styles, Journey, Bon Jovi, Lizzo, Gwen Stefani, and Van Halen. He later became **CEO of Ticketmaster, Chairman of Live Nation, and Chairman and CEO of MSG Entertainment**.



LANEONE

EAGLES

BON JOVI

LIZZO



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BOYS & GIRLS CLUB PARTNERSHIP
*OVC Hospitality,
Orlando City Soccer Club*



One Roof Foundation is the philanthropic arm of Climate Pledge Arena's commitment to the community.

*Pillars: Youth Access to Hockey,
Youth Homelessness, Environmental Justice*



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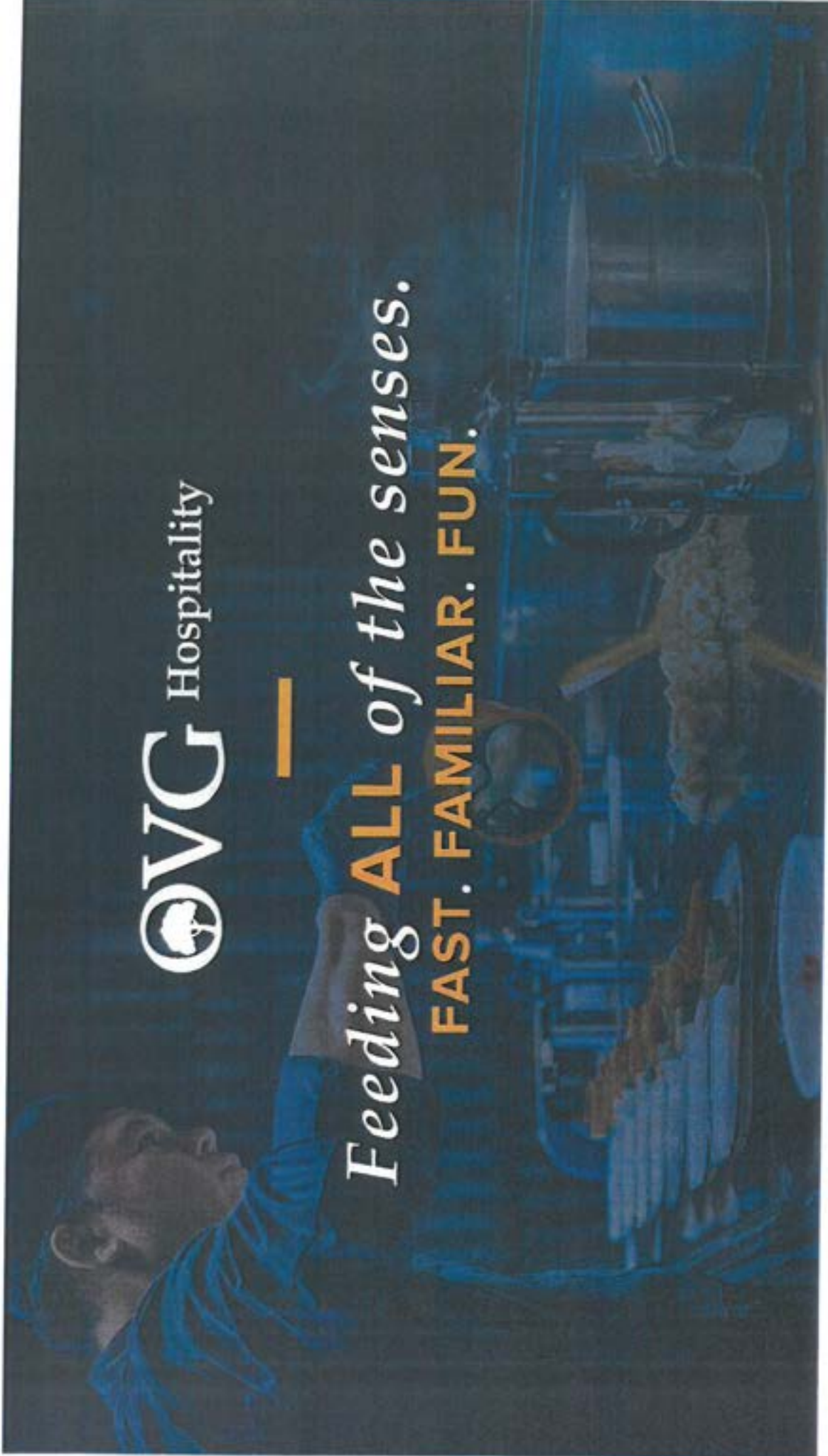
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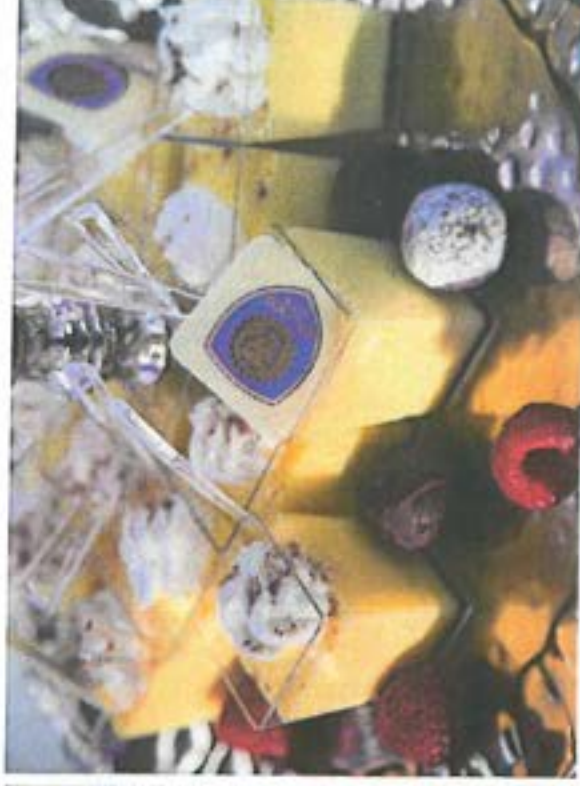
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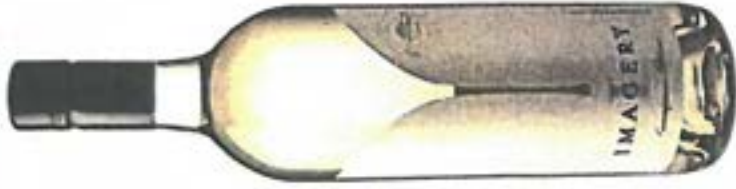
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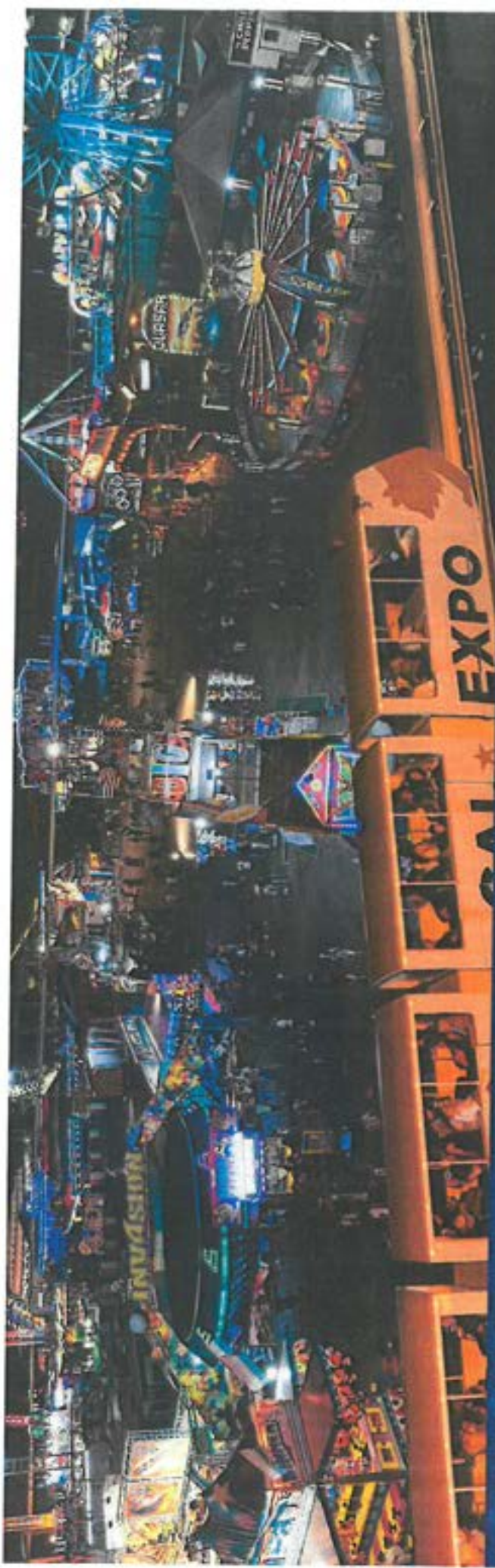
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— **CHRIS GRANGER** —
PRESIDENT, OWG360

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STAFF REPORT-GIVEN BY UN/COMMON @ MTG.



July 25, 2022

F2022-05

TO: All Fair Board Presidents and CEOs

SUBJECT: AB 1499 (New Fair Funds) Employee Work Conditions Reminder

The Fairs and Expositions Branch (F&E) would like to remind the Network of California Fairs that the requirements of the Memorandum of Understanding (MOU) they signed in 2020 to be eligible to receive AB1499 funds are still in effect. "New Fair Funds" are provided via grants with an expiration date; however, the requirement to honor employee work conditions continues in effect until CDFA and the fair agree in writing to end the MOU. **Fairs that fail to abide by the terms of the MOU may become ineligible to continue receiving AB 1499 funds.**

The required work conditions apply to temporary employees (125-day employees hired by District Agricultural Associations - DAAs), as well as the employees of fair lessees. Employees covered by a valid collective bargaining agreement are exempt if the agreement expressly provides for wages, hours of work, working conditions, and meal periods. Full-time carnival ride operators are also exempt from the required work conditions. Non-DAAs should consult with their respective Human Resources Department or legal counsel for advice and direction regarding the obligation to provide the required work conditions.

As a reminder, the required work conditions are:

1. A meal period of not less than 30 minutes for a work period of more than five hours per day unless the work period per day of the employee is less than six hours and the meal period is waived by mutual consent of both the employer and the employee.
2. A second meal period of not less than 30 minutes for a work period of more than 10 hours per day, unless the work period per day of the employee is less than 12 hours, the second meal period is waived by mutual consent of both the employer and the employee, and the first meal period was not waived.
3. Compensation at the rate of no less than one and one-half times the regular rate of pay for any work in excess of eight hours in one workday, any work in excess of 40 hours in any one workweek, and the first eight hours worked on the seventh day of work in any one workweek.
4. Compensation at the rate of no less than twice the regular rate of pay for any work in excess of 12 hours in one day.



1499 Employee Work Conditions Reminder
July 22, 2022
Page 2

5. Compensation at the rate of no less than twice the regular rate of pay for any work in excess of eight hours on any seventh day of a workweek.

If you have any questions, please contact Mike Francesconi at Mike.Francesconi@cdfa.ca.gov or (916) 900-5365.

Sincerely,

A handwritten signature in blue ink that reads "Mike Francesconi". The signature is written in a cursive style with a large initial "M".

Mike Francesconi, Chief
Fairs & Expositions Branch



CDFA Fairs and Expositions Branch

FAIR CEO & BOARD OF DIRECTORS TRAINING

TRAINING NOTICE

Hosted by CDFA, on
Wednesday, September 28, 2022
10:00 a.m.
Yolo County Fairgrounds
1125 East St.
Woodland, CA 95776

PUBLIC PARTICIPATION

Members of the public are encouraged to attend the training hosted by CDFA. While the Board values the participation of the public, CDFA reserves the right to limit the time for public comment to a maximum of three (3) minutes per speaker in order to proceed with the agenda. Public comment must be related to Open Meeting Laws for DAAs.

All meeting notices, agendas and materials considered by the Board during the meeting will be available during the meeting.

The agenda and notices will also be available on the website at www.cdfa.ca.gov/fairsandexpositions

AMERICANS WITH DISABILITIS ACT

Those persons wishing to attend the meeting and who may require special accommodations pursuant to the provisions of the Americans with Disabilities Act are requested to contact F&E at: 916-999-3000.

For more information concerning this meeting contact:

F&E at 916-999-3000

www.cdfa.ca.gov/fairsandexpositions



**CDFA Fairs and Expositions Branch
Fair CEO & Board of Directors Training
Wednesday, September 28, 2022, 10:00 a.m.
Yolo County Fairgrounds
1125 East St.
Woodland, CA 95776**

AGENDA

Any item not listed on the agenda will not be discussed or considered by the Board. Public Comments will be accepted on Agenda items at the time each item is considered by the Board. Comments are limited to three minutes.

CALL TO ORDER – CDFA FAIRS & EXPOSITIONS BRANCH

INTRODUCTION OF GUESTS

PUBLIC COMMENT:

Members of the public are encouraged to attend the training hosted by CDFA. While the Board values the participation of the public, CDFA reserves the right to limit the time for public comment to a maximum of three (3) minutes per speaker in order to proceed with the agenda. Public comment must be related to Open Meeting Laws for DAAs. All meeting notices, agendas and materials considered by the Board during the meeting will be available during the meeting. The agenda and notices will also be available on the website at www.cdfa.ca.gov/fairsandexpositions, under "Meetings".

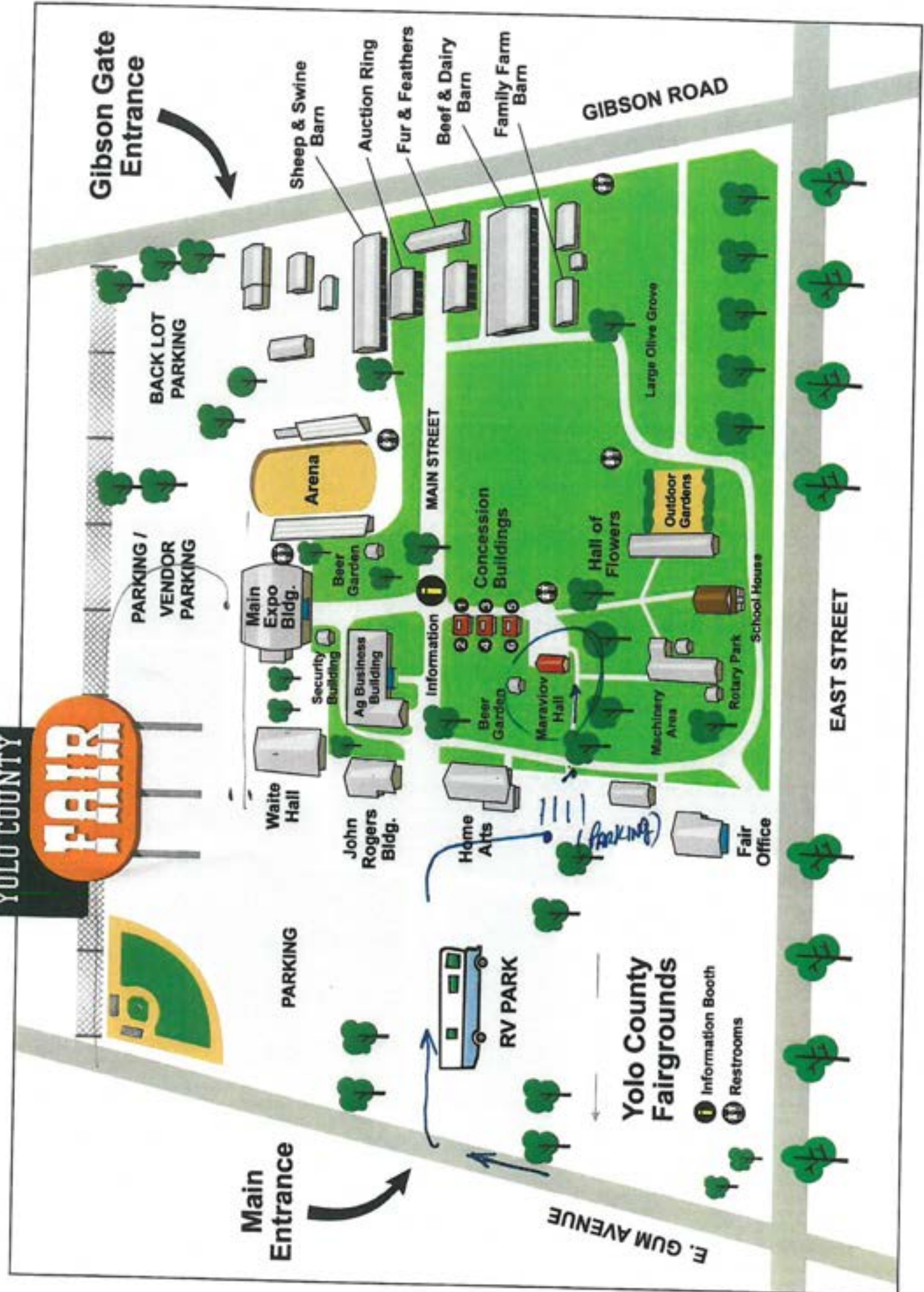
NEW BUSINESS (*Discussion/Action by Board*)

1. Office of Civil Rights
 - a. Maintaining a Respectful Work Environment
2. Fairs and Expositions
 - a. Roles and Responsibilities
 - b. Open Meeting Laws
 - c. Parliamentary Procedure

ADJOURNMENT

Those persons wishing to attend the meeting and who may require special accommodations pursuant to the provisions of the Americans with Disabilities Act are requested to contact F&E at 916-999-3000, or www.cdfa.ca.gov/fairsandexpositions

YOLO COUNTY FAIR



Main Entrance

Gibson Gate Entrance

GIBSON ROAD

BACK LOT PARKING

PARKING / VENDOR PARKING

PARKING

RV PARK

Yolo County Fairgrounds

- Information Booth
- Restrooms

EAST STREET

E. GUM AVENUE