



## **Notice of Meeting**

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

**Friday, June 7, 2024 11:00 a.m.**

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

1600 Exposition Boulevard  
Sacramento, CA 95815

Willie Pelote, Chair  
Kim Craig, Vice Chair

Arturo Barajas, Director  
Heather Bernikoff, Director  
Sonney Chong, Director

Rina DiMare, Director  
Nick Hardeman, Director  
Brian May, Director

Che Salinas, Director

### EX OFFICIO MEMBERS

Governor Gavin Newsom

Senator Angelique Ashby  
Senator Melissa Hurtado

Assembly Member Kevin McCarty  
Assembly Member Esmeralda Soria

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

This notice is also available on the Internet at: [www.CalExpoStateFair.com](http://www.CalExpoStateFair.com)

## **Mission Statement**

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

## **Policy Statement**

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

## **Public Comment**

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

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

## **AGENDA**

### **1. CALL TO ORDER – Public Meeting**

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

### **2. ROLL CALL**

### **3. LAND ACKNOWLEDGEMENT**

### **4. PLEDGE OF ALLEGIANCE**

### **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 April 26, 2024
- b. Service Contracts/Purchase Orders Requiring Board Notification/Approval

**8. COMMITTEE/STAFF REPORTS**

- c. Annual State Fair (Staff Report)
- d. Un/common
- e. OVG Hospitality
- f. Finance Committee (Director May)

**9. NEW BUSINESS**

- g. X Games Year-Around Facility at Cal Expo
- h. Discussion and Approval to Support Federal Bills H.R.1787 – S.4040

**10. MATTERS OF INFORMATION**

- i. CEO Comments
- j. Directors Comments/Agenda Items for Future Meetings
- k. Next Board Meeting **Friday, September 27, 2024**
- l. Other, if any

**11. ADJOURNMENT**

Date of Notice: May 28, 2024

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

CONSENT AGENDA - a



# **CALIFORNIA EXPOSITION & STATE FAIR**

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice  
April 26, 2024

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

**Directors Present**

Director Willie Pelote, Chair  
Director Kim Craig, Vice Chair  
Director Sonney Chong  
Director Rina V. DiMare  
Director Brian May  
Director Che Salinas

**Directors Absent**

Director Arturo Barajas  
Director Nick Hardeman

**Executive Staff Present**

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

**Staff and Guests**

Alex Alcantar, Business Development  
Diana Barrios, Accounting Manager  
Pat Conner, IT Manager  
Craig Walton, Chief of Police  
Kyle Brown, Box Office  
Mitch Pryor, Chief of Plant  
Kameni Gandher, IT Staff  
Darla Givens, Media  
Mireille Gutierrez, Marketing  
Dennis Montgomery, Accounting  
Daniel Washington, District Director – Senator Ashby  
Brian, Honebein, Event Partnership  
Carla Miller, OVG 360  
Damon Berry, OVG 360  
Chris Schick, Watch & Wager

**1. CALL TO ORDER – Public Meeting**

Chair Pelote called the public meeting to order at 10:05 a.m.

**2. ROLL CALL**

Roll call was taken and a quorum was present. Director Barajas and Director Hardeman were not able to attend the meeting.

**MOTION:**

Chair Pelote asked for a motion to excuse Director Barajas and Director Hardeman. Director DiMare moved the motion and Director Craig seconded it. Chair Pelote asked for a roll call vote: Director Chong, yes; Director DiMare, yes; Director May, yes; Director Salinas, yes; Vice Chair Craig, yes; Chair Pelote, yes. **Motion passes unanimously.**

The Board convened into Closed Session at 10:07 a.m.

**3. CLOSED SESSION**

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

b. Pursuant to Government Code § 11126(a)(1) the Board will convene in closed session for the purposes of discussing a personnel matter related to the General Manager.

**4. RESUME PUBLIC MEETING**

c. Report out of Closed Session, if needed. Public meeting resumed at 11:13 a.m.

Chair Pelote reported out that; item 3 (a) the Board received information of an approved agreement with Sac Republic for Heart Health Park for 2024, 2025 and 2026. Item 3 (b) The Board voted unanimously on a personnel matter related to the General Manager. Chair Pelote read into the record the Mission Statement and Policy Statement.

**5. PLEDGE OF ALLEGIANCE**

Chair Pelote asked Director DiMare to lead the Board and Staff in the Pledge of Allegiance.

**6. INTRODUCTION OF GUESTS & STAFF**

Chair Pelote asked the Deputy General Manager Shell introduced guests and staff that were in the audience. At this point in the agenda Chair Pelote read the Mission Statement and Policy Statement into the record. He also asked to make a Land Acknowledge.

"We would like to take a moment to acknowledge the land on which we are gathered as the traditional homelands of the Nisenan and Miwok tribal nations. These sovereign people have been the caretakers of this land over many

centuries. We take this opportunity to acknowledge the land and our responsibility to the original peoples, the present-day Nisenan and Miwok tribal nations.”

**7. 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.

**8. 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.

**d.** Approval of Board Meeting Minutes for March 22, 2024

**e.** Approval of Committee Meeting Minutes for March 22, 2024

**f.** Service Contracts/Purchase Orders Requiring Board Notification/Approval

**g.** Revised 2025 Annual State Fair Dates

**MOTION:**

Vice Chair Craig made a motion to approve Consent Agenda items d, e, and g. Director DiMare seconded the motion. Discussion – None Chair Pelote asked for a roll call vote: Director Chong, yes; Director DiMare, yes; Director May, yes; Director Salinas, yes; Vice Chair Craig, yes; Chair Pelote, yes.

**Motion passes unanimously.**

Chair Pelote asked for a motion to approve item 8 (f) of the consent agenda.

**MOTION:**

The motion was moved by Director Salinas and seconded by Director Chong. Discussion – Vice Chair Craig recused herself from this item. Chair Pelote asked for a roll call vote: Director Chong, yes; Director DiMare, yes; Director May, yes; Director Salinas, yes; Vice Chair Craig, recused; Chair Pelote, yes.

**Motion passes**

**9. COMMITTEE/STAFF REPORTS**

**h.** Annual State Fair

Chief Deputy General Manager Cranford reviewed the staff report with the board. He hi-lighted new exhibits and programs. Director DiMare asked more information regarding the Taste of California and Cranford explained how it would work. He went on and talked about “Rustic Charm”, the Candy Selfie Experience, Wild Things and the CA. Hight Speed Rail exhibit. Mr. Cranford reviewed the Programs in A/B and moved on to the Expo Buildings. Cranford and CEO Martinez went on to explain the Cannabis Center. The Cannabis competition is the only State recognized competition that is data driven by Santa Cruz Labs. Last year the Board approved expanding the competition to provide a location for consumption. Lot 25 is the furthest away from kids’ activities and will be open in the afternoon until

9 p.m. most days. Director DiMare asked that it be noted that the previous board voted against the sale of cannabis on the fairgrounds during State Fair. Mr. Cranford talked about the CA High-Speed Rail Exhibit in Expo Bldg. 5. You'll be able to experience an interactive journey and tour through the bustling stations and get an exclusive glimpse inside the new state-of-the-art trains.

i. Horse Racing

Kyle Brown, Box Office Manager, reviewed the staff report with the board. He mentioned May 4<sup>th</sup> will be the Kentucky Derby and our Master Food & Beverage Partner is hosting a Derby Party. As we head into State Fair there is a proposed post time for Thoroughbred Horse Racing. The suggested post time is 5:00 p.m. That will ensure that the races are done by 9:00 p.m., allowing sufficient time for fireworks at 10:00 p.m. Vanning and stabling will return with the backstretch opening on July 12, 2024.

## 10. NEW BUSINESS

j. Review and Approve Board Liaison's Recommendation of New Members for the 2024 Cultural Advisory Council

Director Chong, the board liaison to the Cultural Advisory Council reviewed the staff report and asked for a motion to approve the recommended individuals for the Cultural Advisory Council. The recommendations are: Farheen Faruk, M.D., Fauziya Faruk, Leilani Lim, and Lauren Russell-Smith.

**MOTION:**

Director May moved the motion and Vice Chair Craig seconded the motion. Chair Pelote asked for a roll call vote: Director Chong, yes; Director DiMare, yes; Director May, yes; Director Salinas, yes; Vice Chair Craig, recused; Chair Pelote, yes. **Motion passes**

## 11. OLD BUSINESS

k. OVG 360 Contract

Chief Deputy General Manager Cranford asked to pull this item off the agenda.

## 12. MATTERS OF INFORMATION

Please note that unless you were speaking into your mic it was hard to understand your comments.

l. CEO Comments

CEO Martinez highlighted some events coming to Cal Expo. Beginning with Harness racing on 5/3, Auto Rama 5/3-5/5, Derby Bash 5/4, Foodie Land 5/10-5/12, County in the Park 5/17-5/18, Sac Republic next game 5/25. Mr. Martinez also shared a maintenance update. The majority of shade is up and an additional 2,000 feet was added. He mentioned a couple of infrastructure projects that are expected to be complete by State Fair. New

asphalt and 2 new HVAC in the Expo Center buildings. Ticket sales are up 125% to date. We are watching/tracking for signs of 3<sup>rd</sup> party ticket sales.

**m. Directors Comments/Agenda Items for Future Meetings**

Vice Chair Craig – Thanked everyone that worked on finalizing the Sac Republic FC partnership and look forward to moving forward.

Director Salinas – Have similar comments from Vice Chair Craig regarding SRFC and looking forward to State Fair.

Director Chong – Thank everyone that is working on State Fair.

**n. Next Board Meeting **Friday, June 7, 2024****

**o. Other, if any**

**13. ADJOURNMENT**

The Board of Directors meeting was adjourned at 12:29 p.m.

**CONSENT AGENDA - b**

California Exposition & State Fair

**PURCHASE ORDERS**

April 20, 2024 to June 4, 2024

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

Vendor/Merchant	Amount
<b>Featherlite of Northern CA, Inc.</b> <ul style="list-style-type: none"><li>2024 Dump trailer purchase</li></ul>	<b>\$15,786</b>
<b>Authentic Promotions</b> <ul style="list-style-type: none"><li>2024 State Fair staff shirts and hats</li></ul>	<b>\$19,835</b>
<b>Enigma GFX dba Sig-1 Graphics</b> <ul style="list-style-type: none"><li>2024 State Fair livestock banners</li></ul>	<b>\$23,403</b>
<b>Prominent AV Audio Visual Services</b> <ul style="list-style-type: none"><li>2024 State Fair Marketing Mobile LED Signage</li></ul>	<b>\$28,229</b>

**SERVICE CONTRACTS**

April 20, 2024 to June 4, 2024

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

Contractor	Amount
<b>PEG Sacramento Property, Residence Inn-Howe Avenue</b> <ul style="list-style-type: none"><li>2024 State Fair Lodging for Livestock Judges, Entertainment and Coordinators</li></ul>	<b>\$20,000</b>
<b>ARC Document Solutions</b> <ul style="list-style-type: none"><li>2024 State Fair banner installation</li></ul>	<b>\$22,250</b>
<b>Platinum Premier LLC dba TownePlace Suites</b> <ul style="list-style-type: none"><li>2024 State Fair for Livestock Judges, Entertainment and Coordinators</li></ul>	<b>\$23,000</b>
<b>Regents of the University of California, Davis</b> <ul style="list-style-type: none"><li>2024 State Fair Veterinary Medical and Educational services</li></ul>	<b>\$40,000</b>



**SERVICE CONTRACTS**

April 20, 2024 to June 4, 2024  
From \$15,000 to \$99,999 (rounded) [Requiring Notification](#)  
(continued)

<b>Contractor</b>	<b>Amount</b>
<b>Actum CA OPCO LLC</b> <ul style="list-style-type: none"><li>• 2024 Public Strategy Services for Cal Expo</li></ul>	<b>\$49,500</b>
<b>July 27 - Big Name Concert Artist – TBA</b> <ul style="list-style-type: none"><li>• 2024 Toyota Concert Series</li></ul>	<b>\$70,000</b>

April 20, 2024 to June 4, 2024  
\$100,000 and Over (rounded) [Requiring Approval](#)

<b>Contractor</b>	<b>Amount</b>
<b>July 12 - Big Name Concert Artist – TBA</b> <ul style="list-style-type: none"><li>• 2024 Toyota Concert Series</li></ul>	<b>\$137,500</b>

**Upcoming Solicitations (estimated through July 2024)**

- Request for Proposal (RFP)
- State Fair Entertainment Booking services

COMMITTEE/STAFF REPORTS-C

State of California

California Exposition & State Fair  
1600 Exposition Boulevard  
Sacramento, CA 95815

**MEMORANDUM**

**Date:** June 3, 2024

**To:** Board of Directors  
California Exposition & State Fair

**Via:** Tom Martinez, Chief Executive Officer

**From:** Matt Cranford, Deputy General Manager

**Subject:** 2024 California State Fair Staff Report

**2024 TICKETING OVERVIEW**

The 2024 California State Fair is poised for tremendous success, with several promising trends emerging from the year-to-year sales comparison. The concert sales have been nothing short of phenomenal, with high-profile acts like The Beach Boys and Cole Swindell driving significant revenue increases. The Beach Boys' concert, in particular, sold out completely before June. This level of engagement reflects a strong public interest in our entertainment offerings and highlights the fair's ability to attract top-tier talent that resonates with attendees.

Despite a slight dip in single-day admissions and season passes this year, the fair has introduced new revenue streams such as corporate admissions, which have shown promising results. Notably, we have not yet launched our robust marketing campaign, which promises to further boost ticket sales across all categories. With this strategic push, we anticipate significant increases in admissions, season passes, and ancillary sales, making the 2024 California State Fair an unparalleled success. The positive trends and planned initiatives highlight the fair's potential for a highly successful year.

## NEW PROGRAM UPDATES

### Save Mart Supermarkets California's Kitchen

Cooking Theatre Chef Challenges

- **NEW!** Butcher Showcase

Enhancing our dynamic lineup at the Save Mart Supermarkets California's Kitchen, we are thrilled to announce an exciting new addition to the schedule! This year, the Butcher Showcase will debut on Thursday, July 25th.

### Graphic Design

The CA State Fair is proud to have two exceptionally talented graphic designers, Anusha and Angel, on staff this year. They are handling a significant portion of this year's graphics in-house. Their projects include, but are not limited to:

The Best of California Magazine  
CSF BBQ Competition Logo  
CA Authors Redesign – logo, schedule, poster frames  
CA Kitchen Logo & Crate Stickers  
Wild Things Expo Banner  
Rustic Charm Banner  
CSF Swag – pins, stickers, tattoos, air fresheners



## 2024 SPECIAL PROGRAMMING UPDATE

- **Out at the Fair** – Saturday, July 20, 2024
- **Military, Veteran & First Responder Appreciation Day** - Wednesday, July 24, 2024
- **Best of California Brewfest** – Friday, July 19, 2024
- **The Agricultural Heritage Club Awards Ceremony & Breakfast** – Wednesday, July 17, 2024
- **Save Mart Pie Eating Contest** – Tuesday, July 23, 2024
- **Corn Dog Eating Contest** – Date TBD
- **Youth Mariachi Competition** – Sunday, July 21, 2024
- **Multicultural Gospel Celebration** – Saturday, July 27, 2024
- **Poppy's Birthday** – Tuesday, July 23, 2024

COMMITTEE/STAFF REPORTS-d

Un/common presentation at Board Meeting

COMMITTEE/STAFF REPORTS-e



OVG Hospitality presentation at Board Meeting

COMMITTEE/STAFF REPORTS-f



**FINANCE COMMITTEE and AUDIT COMMITTEE**

**Notice of Regular Meeting**

To Be Held

**Friday June 7, 2024 at 10:00 a.m.**

**California Exposition & State Fair**

In the Administration Building Boardroom

1600 Exposition Blvd., Sacramento, CA 95815

COMMITTEE MEMBERS:    Chair Brian May                      Director Rina DiMare  
   Director Che Salinas

**MISSION STATEMENT**

The mission of the Finance Committee shall be to review and make recommendations to the Board on policy matters concerning the financial status of the California Exposition & State Fair, including oversight of the annual budget.

The mission of the Audit Committee shall be annual review and make recommendations to the Board on matters concerning the audit of the California Exposition & State Fair, including policy oversight of related special reviews or reports.

**PUBLIC COMMENTS**

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

**AGENDA**

All matters noticed on this agenda, in any category, may be considered for action as listed. Any item not so noticed may not be considered.

**STAFF REPORTS**

- a. 2024 1<sup>st</sup> Quarter. - Draft
- b. Account Receivable Aging Report

## **ADJOURNMENT**

Date of Notice: May 28, 2024

Pursuant to the American 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 office, 1600 Exposition Boulevard, or by calling 916-263-3247, during normal business hours. Requests should be made one week in advance whenever possible.

State of California

California Exposition & State Fair  
1600 Exposition Boulevard  
Sacramento, CA 95815  
Tel: (916) 263-3000

## MEMORANDUM

**Date:** June 3, 2024  
**To:** Board of Directors  
California Exposition and State Fair  
**Via:** Tom Martinez, Chief Executive Officer  
California Exposition and State Fair  
**From:** Diana Barrios, Finance Manager  
**Subject:** Financial Reports- Finance Committee

### INTRODUCTION

Attached for your review is an update of the Statement of Financial Activities for Quarter 1 and the Aging of Accounts Receivable and Payable Reports.

#### Annual Audit Progress:

We have been in active communication with our independent auditors and are in the wrap-up audit process for fiscal year end 2020. Once the 2020 fiscal year audit has concluded, we will begin the 2021 fiscal year audit.

The independent auditor firm, Richardson, LLP, is contracted with a term of January 1, 2021 to December 31, 2024, with an option to extend for an additional two (2) one-year terms. Cal Expo has exercised its option to extend the agreement for one (1) additional year. The Board decided in 2021 to combine the audits for both 2020 and 2021 as a result of Cal Expo's transition from events to COVID emergency response.

### RECOMMENDATION

Acknowledgement of the receipt of reports.

**CALIFORNIA EXPOSITION & STATE FAIR**  
**Statement of Financial Activities**  
**March 31, 2024**

R o w	Column	A	B	C	D	E	F	G
						C - D		C - F
		2024	2023	YTD 2024	YTD 2023	Annual Variance YTD	Budget 2024	Annual Variance From Budget YTD
	<b>Revenue</b>							
1	State Fair	\$ 135,313	\$ 75,482	\$ 135,313	\$ 75,482	\$ 59,831	13,384,125	\$ (13,248,812)
2	Expo Events	1,387,257	1,388,587	1,387,257	1,388,587	\$ (1,330)	4,000,000	(2,612,743)
3	Multi-Use Sports Facility	263,895	33,480	263,895	33,480	\$ 230,415	600,000	(336,105)
4	Rock and Brews	37,500	37,500	37,500	37,500	\$ -	150,000	(112,500)
5	Watch & Wager	6,888	6,896	6,888	6,896	\$ (8)	60,000	(53,112)
6	Simulcast	192,236	189,398	192,236	189,398	\$ 2,838	850,000	(657,764)
7	RV Park	165,526	187,570	165,526	187,570	\$ (22,044)	1,000,000	(834,474)
8	Water Park	1,500	-	1,500	-	\$ 1,500	100,000	(98,500)
9	Electronic Sign	89,577	89,577	89,577	89,577	\$ -	350,000	(260,423)
10	Miscellaneous	1,506	7,932	1,506	7,932	\$ (6,426)	20,000	(18,494)
11	Reimbursements	275,182	219,540	275,182	219,540	\$ 55,642	2,080,000	(1,804,818)
12	Grants	-	-	-	-	\$ -	85,000	(85,000)
13	Interest Revenue	68,834	34,776	68,834	34,776	\$ 34,058	150,000	(81,166)
14	Deferred Maintenance / Resiliency	-	-	-	-	\$ -	-	-
15	<b>TOTAL REVENUE</b>	<b>\$ 2,625,214</b>	<b>\$ 2,270,738</b>	<b>\$ 2,625,214</b>	<b>\$ 2,270,738</b>	<b>\$ 354,478</b>	<b>\$ 22,829,125</b>	<b>\$ (20,203,911)</b>
16	<b>Personal Services</b>							
17	Salaries & Wages	1,926,169	1,586,116	1,926,169	1,586,116	\$ 340,053	9,442,426	7,516,257
18	Benefits	894,204	810,971	894,204	810,971	\$ 83,233	3,803,635	2,909,431
19	<b>Total Personal Services</b>	<b>\$ 2,820,373</b>	<b>\$ 2,397,087</b>	<b>\$ 2,820,373</b>	<b>\$ 2,397,088</b>	<b>\$ 423,285</b>	<b>\$ 13,246,061</b>	<b>\$ 10,425,688</b>
20	<b>Operating Expenses</b>							
21	General Expense	319,354	275,574	319,354	275,574	\$ 43,780	1,950,000	1,630,646
22	Advertising	42,000	64,525	42,000	64,525	\$ (22,525)	900,000	858,000
23	Printing	20,750	14,312	20,750	14,312	\$ 6,438	140,000	119,250
24	Communications	43,373	42,333	43,373	42,333	\$ 1,040	130,000	86,627
25	Postage	935	11,104	935	11,104	\$ (10,169)	30,000	29,065
26	Insurance	325,427	268,633	325,427	268,633	\$ 56,794	1,500,000	1,174,573
27	Travel	6,467	13,788	6,467	13,788	\$ (7,321)	60,000	53,533
28	Training	3,209	13,983	3,209	13,983	\$ (10,774)	20,000	16,791
29	Facility Operations	257,597	224,208	257,597	224,208	\$ 33,389	700,000	442,403
30	Utilities	384,417	373,390	384,417	373,390	\$ 11,027	1,546,353	1,161,936
31	Cons & Prof Svcs External	458,510	368,393	458,510	368,393	\$ 90,117	5,025,000	4,566,490
32	Cons & Prof Svcs Internal	15,662	7,424	15,662	7,424	\$ 8,238	80,000	64,338
33	Data Processing	44,891	55,044	44,891	55,044	\$ (10,153)	100,000	55,109
34	Entertainment	-	-	-	-	\$ -	2,100,000	2,100,000
35	Judging	6,263	4,579	6,263	4,579	\$ 1,684	90,000	83,737
36	Premiums	-	-	-	-	\$ -	210,000	210,000
37	ProRata	191,344	148,866	191,344	148,866	\$ 42,478	681,124	489,780
38	Other	50,177	(44,229)	50,177	(44,229)	\$ 94,406	100,000	49,823
39	<b>Total Operating Expenses</b>	<b>\$ 2,170,376</b>	<b>\$ 1,841,927</b>	<b>\$ 2,170,376</b>	<b>\$ 1,841,927</b>	<b>\$ 328,449</b>	<b>\$ 15,362,477</b>	<b>\$ 13,192,101</b>
40	<b>TOTAL EXPENSES</b>	<b>\$ 4,990,749</b>	<b>\$ 4,239,014</b>	<b>\$ 4,990,749</b>	<b>\$ 4,239,015</b>	<b>\$ 751,734</b>	<b>\$ 28,608,538</b>	<b>\$ 23,617,789</b>
41	<b>OPERATING PROFIT (LOSS)</b>	<b>\$ (2,365,535)</b>	<b>\$ (1,968,276)</b>	<b>\$ (2,365,535)</b>	<b>\$ (1,968,277)</b>	<b>\$ (397,256)</b>	<b>\$ (5,779,413)</b>	<b>\$ 3,413,878</b>
42	Prior Year Income	183,110	652	183,110	652	\$ 182,458	-	-
42	Transfers into General Fund	-	-	-	-	\$ -	3,000,000	-
43	Prior Year Expense	-	2,207	-	2,207	\$ (2,207)	-	-
44	Depreciation	-	-	-	-	\$ -	-	-
45	Capital Improvements	-	-	-	-	\$ -	100,000	-
46	Deferred Maintenance / Resiliency	36,560	191,205	36,560	191,205	\$ (154,645)	-	-
47	Equipment	392,619	74,581	392,619	74,581	\$ 318,038	100,000	-
48	<b>CHANGES IN RESERVES</b>	<b>\$ (2,611,604)</b>	<b>\$ (2,235,617)</b>	<b>\$ (2,611,604)</b>	<b>\$ (2,235,618)</b>	<b>\$ (375,984)</b>	<b>\$ (2,579,413)</b>	<b>\$ -</b>

\*\* UNAUDITED \*\*



# AR Aged Invoice Analysis

## Current Balances

Cal Expo  
Diana Barrios

Monday, June 3, 2024 5:13:44PM  
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Invoice Number	Due Date	Terms	Balance	Current 5/4/2024 6/3/2024	Over 30 4/4/2024 5/3/2024	Over 60 3/5/2024 4/3/2024	Over 90 2/4/2024 3/4/2024	Over 120 Up to 2/3/2024	
<b>ARCONST (American River Constructors)</b>							Last Pymt: 4/3/2024	10,000.00	
28422	3/16/2024		10,000.00			10,000.00			
28423	4/15/2024		10,000.00		10,000.00				
28424	5/16/2024		10,000.00	10,000.00					
ARCONST Totals:			30,000.00	10,000.00	10,000.00	10,000.00	0.00	0.00	
		3 Invoices		33.33 %	33.33 %	33.33 %			
<b>ASSOCF (Associated Feed)</b>							Last Pymt: 1/19/2024	1,950.00	
32828	1/19/2024		500.00					500.00	
ASSOCF Totals:			500.00	0.00	0.00	0.00	0.00	500.00	
		1 Invoice						100.00 %	
<b>BANKM (Marcus Banks)</b>							Phone: 916-910-3203	Last Pymt:	
01203	10/1/2007		581.17					581.17	
BANKM Totals:			581.17	0.00	0.00	0.00	0.00	581.17	
		1 Invoice						100.00 %	
<b>BONNEY (Bonney Plumbing, LLC)</b>							Phone: (916) 639-5021	Last Pymt: 6/12/2023	42,500.00
31336	6/1/2024		42,500.00	42,500.00					
BONNEY Totals:			42,500.00	42,500.00	0.00	0.00	0.00	0.00	
		1 Invoice			100.00 %				
<b>BORSOS (Borsos Marketing LLC)</b>							Phone: 518-253-0664	Last Pymt: 4/14/2024	25.00
29081	5/1/2024		20,000.00		20,000.00				
BORSOS Totals:			20,000.00	0.00	20,000.00	0.00	0.00	0.00	
		1 Invoice			100.00 %				
<b>BOULEVARD (Cal Expo and Boulevard Trash Entertainment)</b>							Phone: (918)261-4606	Last Pymt: 10/24/2023	20,000.00
32604	4/19/2024		5,000.00		5,000.00				
BOULEVARD Totals:			5,000.00	0.00	5,000.00	0.00	0.00	0.00	
		1 Invoice			100.00 %				
<b>BPPROD (BP Products North America)</b>							Phone: (502)794-4781	Last Pymt:	
33222	6/1/2024		30,000.00	30,000.00					
BPPROD Totals:			30,000.00	30,000.00	0.00	0.00	0.00	0.00	
		1 Invoice			100.00 %				
<b>BREMEP (Philip R. Bremerman)</b>							Phone: 916-689-1243	Last Pymt:	
01204	4/15/2008		634.43					634.43	
BREMEP Totals:			634.43	0.00	0.00	0.00	0.00	634.43	
		1 Invoice						100.00 %	
<b>CADREAM (California Dreamin' Ent, Inc./Silverwood)</b>							Last Pymt: 5/16/2024	4,000.00	
33209	5/17/2024	30	50,000.00	50,000.00					
CADREAM Totals:			50,000.00	50,000.00	0.00	0.00	0.00	0.00	
		1 Invoice			100.00 %				
<b>CALEXP (Cal Expo - CHRIMS)</b>							Last Pymt: 10/26/2023	281.44	
30980	9/30/2022	30	602.56					602.56	
CALEXP Totals:			602.56	0.00	0.00	0.00	0.00	602.56	
		1 Invoice						100.00 %	
<b>CALOTT (California State Lottery)</b>							Phone: 916.822.8870	Last Pymt: 9/18/2023	24,000.00

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				5/4/2024	4/4/2024	3/5/2024	2/4/2024	Over 120
				6/3/2024	5/3/2024	4/3/2024	3/4/2024	Up to 2/3/2024
<b>CALOTT (California State Lottery) (continued)</b>								
					Phone: 916.822.8870	Last Pymt: 9/18/2023		24,000.00
32443	8/17/2023	30	2,682.50					2,682.50
32445	8/24/2023	30	2,592.50					2,592.50
32444	8/29/2023	30	1,385.00					1,385.00
CALOTT Totals:			6,660.00	0.00	0.00	0.00	0.00	6,660.00
								100.00 %
								3 Invoices
<b>CASTLE (Greater Sac New Car Dealers/Castle Comm.)</b>								
						Last Pymt: 3/20/2024		5,000.00
33122	2/1/2024	30	15,000.00					15,000.00
CASTLE Totals:			15,000.00	0.00	0.00	0.00	0.00	15,000.00
								100.00 %
								1 Invoice
<b>CCTMPA (CC TM PA (Crown Castle) formerly T-Mobile)</b>								
					Phone: (513)505-6249	Last Pymt: 5/20/2024		44,382.00
27344	5/31/2024	30	2,430.94	2,430.94				
CCTMPA Totals:			2,430.94	2,430.94	0.00	0.00	0.00	0.00
								100.00 %
								1 Invoice
<b>CEEGEE (The Ceegee Group/DYT Enterprises)</b>								
					Phone: (916) 965-1805	Last Pymt: 12/28/2023		8,637.00
28483	4/5/2022	30	10,000.00					10,000.00
28483	12/31/2022		4,228.70					4,228.70
CEEGEE Totals:			14,228.70	0.00	0.00	0.00	0.00	14,228.70
								100.00 %
								2 Invoices
<b>CHHA (California Harness Horsemen Association)</b>								
						Last Pymt: 3/2/2023		1,225.00
CM-REFUND	4/2/2023	30	175.00-					175.00-
CHHA Totals:			175.00-	0.00	0.00	0.00	0.00	175.00-
								100.00 %
								1 Invoice
<b>DEUTSCH (Deutsch Family Wine)</b>								
					Phone: 707-931-8725	Last Pymt: 1/12/2024		10,000.00
32725	6/1/2024		5,000.00	5,000.00				
DEUTSCH Totals:			5,000.00	5,000.00	0.00	0.00	0.00	0.00
								100.00 %
								1 Invoice
<b>DIRECT (DSI dba Global Direct Marketing (DirecTV))</b>								
					Phone: (770)342-9897	Last Pymt: 6/20/2023		16,000.00
33229	5/1/2024	30	12,000.00		12,000.00			
DIRECT Totals:			12,000.00	0.00	12,000.00	0.00	0.00	0.00
								100.00 %
								1 Invoice
<b>DOT (Department Of Transportation (CalTrans))</b>								
						Last Pymt: 3/13/2023		1,800.00
*28543	10/17/2021	30	47,925.83					47,925.83
*DOT Totals:			47,925.83	0.00	0.00	0.00	0.00	47,925.83
								100.00 %
								1 Invoice
<b>DTFORD (Downtown Ford Sacramento)</b>								
					Phone: (775)544-3322	Last Pymt: 6/3/2024		7,500.00
33136	6/1/2024		7,500.00	7,500.00				
DTFORD Totals:			7,500.00	7,500.00	0.00	0.00	0.00	0.00
								100.00 %
								1 Invoice
<b>DUCKHORN (Duckhorn Wine Company)</b>								
					Phone: 707.230.0496	Last Pymt: 6/22/2023		5,750.00
33156	5/1/2024	30	5,750.00		5,750.00			
DUCKHORN Totals:			5,750.00	0.00	5,750.00	0.00	0.00	0.00
								100.00 %
								1 Invoice



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Invoice Number	Due Date	Terms	Balance	Current 5/4/2024 6/3/2024	Over 30 4/4/2024 5/3/2024	Over 60 3/5/2024 4/3/2024	Over 90 2/4/2024 3/4/2024	Over 120 Up to 2/3/2024
<b>EandM (EandM Roadshow)</b>							Phone: (707) 536-6337 Last Pymt: 9/22/2023 6,000.00	
32637	10/27/2023	30	15.00					15.00
EandM Totals:			15.00	0.00	0.00	0.00	0.00	15.00
		1 Invoice						100.00 %
<b>ECONORTH (E.C.O North America)</b>							Phone: (916)559-3047 Last Pymt: 5/29/2024 7,500.00	
*33183	6/1/2024		7,500.00	7,500.00				
*ECONORTH Totals:			7,500.00	7,500.00	0.00	0.00	0.00	0.00
		1 Invoice						100.00 %
<b>EVENTER (EV Entertainment)</b>							Phone: 559.709.1177 Last Pymt: 3/27/2024 25,000.00	
33178	3/25/2024	30	25,000.00			25,000.00		
EVENTER Totals:			25,000.00	0.00	0.00	25,000.00	0.00	0.00
		1 Invoice						100.00 %
<b>FAIRR (Robert J. Fairbairn)</b>							Phone: 916-564-5883 Last Pymt:	
01208	2/29/2008		524.43					524.43
FAIRR Totals:			524.43	0.00	0.00	0.00	0.00	524.43
		1 Invoice						100.00 %
<b>FARM2FAIR (Farm 2 Fair, LLC obo Diageo)</b>							Phone: Phone: (949) 427 Last Pymt: 12/7/2023 15,000.00	
31652	7/13/2023	30	20,000.00					20,000.00
FARM2FAIR Totals:			20,000.00	0.00	0.00	0.00	0.00	20,000.00
		1 Invoice						100.00 %
<b>FATFRA (William Gardiner Concessions)</b>							Phone: 661-816-0398 Last Pymt: 2/26/2024 25.00	
32963	7/31/2023	0	377.50-					377.50-
32964	7/31/2023	0	377.50-					377.50-
32965	7/31/2023	0	377.50-					377.50-
32966	7/31/2023	0	478.51-					478.51-
FATFRA Totals:			1,611.01-	0.00	0.00	0.00	0.00	1,611.01-
		4 Invoices						100.00 %
<b>FOLEYF (Foley Family Wines)</b>							Phone: 845-612-9243 Last Pymt: 6/27/2023 10,000.00	
32726	6/1/2024		10,000.00	10,000.00				
FOLEYF Totals:			10,000.00	10,000.00	0.00	0.00	0.00	0.00
		1 Invoice						100.00 %
<b>FOO THI (Foothills Christmas Trees LLC)</b>							Phone: (503)979-1999 Last Pymt: 11/9/2023 5,000.00	
33169	1/23/2024	30	845.18					845.18
FOO THI Totals:			845.18	0.00	0.00	0.00	0.00	845.18
		1 Invoice						100.00 %
<b>FUTURE (Future Energy Savers)</b>							Phone: 916-686-3008 Last Pymt: 2/26/2024 25.00	
29165	7/1/2022		310.00					310.00
FUTURE Totals:			310.00	0.00	0.00	0.00	0.00	310.00
		1 Invoice						100.00 %
<b>GCF FOO (GCF Foods)</b>							Phone: 480-239-9089 Last Pymt: 5/31/2023 75.00	
33078	7/31/2023		2,129.14					2,129.14
GCF FOO Totals:			2,129.14	0.00	0.00	0.00	0.00	2,129.14
		1 Invoice						100.00 %

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Invoice Number	Due Date	Terms	Balance	Current 5/4/2024 6/3/2024	Over 30 4/4/2024 5/3/2024	Over 60 3/5/2024 4/3/2024	Over 90 2/4/2024 3/4/2024	Over 120 Up to 2/3/2024
<b>GOLD1 (Golden One Credit Union)</b>								
					Phone: 916.217.6812		Last Pymt: 5/20/2024 600.00	
33155	6/1/2024	30	75,000.00	75,000.00				
GOLD1 Totals:			75,000.00	75,000.00	0.00	0.00	0.00	0.00
1 Invoice				100.00 %				
<b>HAPDAZ (Happy Daze RV)</b>								
					Phone: (916) 834-8429		Last Pymt: 3/29/2023 32,825.00	
33171	5/2/2023	30	3,863.25					3,863.25
HAPDAZ Totals:			3,863.25	0.00	0.00	0.00	0.00	3,863.25
1 Invoice								100.00 %
<b>HIDOW (DNA Marketing LLC)</b>								
					Phone: (702)721-7173		Last Pymt: 7/12/2023 3,105.00	
32727	6/14/2023		8,348.15					8,348.15
HIDOW Totals:			8,348.15	0.00	0.00	0.00	0.00	8,348.15
1 Invoice								100.00 %
<b>HOTDOGG (Hot Doggin-Delicious LLC)</b>								
					Phone: 916-752-3966		Last Pymt: 7/25/2022 767.76	
30550	7/24/2022		1,109.80					1,109.80
30471	7/25/2022		310.91					310.91
30392	7/26/2022		333.87					333.87
30292	7/27/2022		259.99					259.99
30214	7/28/2022		594.99					594.99
30135	7/29/2022		209.38					209.38
30078	7/30/2022		678.56					678.56
30837	7/31/2022		607.89					607.89
HOTDOGG Totals:			4,105.39	0.00	0.00	0.00	0.00	4,105.39
8 Invoices								100.00 %
<b>JLOHR (J. Lohr Vineyards &amp; Wines)</b>								
					Phone: (408)476-8563		Last Pymt: 8/2/2023 10,000.00	
33153	5/1/2024	30	12,500.00		12,500.00			
JLOHR Totals:			12,500.00	0.00	12,500.00	0.00	0.00	0.00
1 Invoice					100.00 %			
<b>JOHBUC (John Buck Enterprises, Inc.)</b>								
					Phone: (877) 763-7469		Last Pymt: 6/1/2023 62,000.00	
27879	4/28/2024		64,000.00		64,000.00			
JOHBUC Totals:			64,000.00	0.00	64,000.00	0.00	0.00	0.00
1 Invoice					100.00 %			
<b>KCRAFT (Kitchen Craft)</b>								
					Phone: 352-720-0648		Last Pymt: 2/26/2024 25.00	
28888	6/22/2022		100.00					100.00
KCRAFT Totals:			100.00	0.00	0.00	0.00	0.00	100.00
1 Invoice								100.00 %
<b>LOSALQ (Los Alamitos Quarter Horse Racing Assn)</b>								
							Last Pymt: 6/3/2024 1,857.06	
*33192	4/30/2024	30	4,535.47		4,535.47			
*33260	5/14/2024	30	365.72	365.72				
*33261	5/21/2024	30	598.80	598.80				
*33262	5/28/2024	30	436.00	436.00				
33258	5/30/2024	30	4,173.04	4,173.04				
*33259	5/30/2024	30	456.54	456.54				
*LOSALQ Totals:			10,565.57	6,030.10	4,535.47	0.00	0.00	0.00
6 Invoices				57.07 %	42.93 %			
<b>MADHAT (High Life LLC dba Mad Hatter Doughnuts)</b>								
					Phone: 530-333-3215		Last Pymt: 6/28/2022 3,063.00	
29376	7/15/2022		161.00					161.00

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				5/4/2024 6/3/2024	4/4/2024 5/3/2024	3/5/2024 4/3/2024	2/4/2024 3/4/2024	Up to 2/3/2024
<b>MADHAT Totals:</b>			161.00-	0.00	0.00	0.00	0.00	161.00- 100.00 %
		1 Invoice						
<b>MCMAN (McManis Family Vineyards)</b>				Phone: 209-599-1186		Last Pymt: 6/22/2023		5,250.00
33158	5/1/2024	30	5,250.00		5,250.00			
<b>MCMAN Totals:</b>			5,250.00	0.00	5,250.00	0.00	0.00	0.00
		1 Invoice	100.00 %					
<b>MOMENT (Momentum)</b>				Phone: (646) 530-2853		Last Pymt: 8/14/2023		3,000.00
33004	5/1/2024	30	16,000.00		16,000.00			
<b>MOMENT Totals:</b>			16,000.00	0.00	16,000.00	0.00	0.00	0.00
		1 Invoice	100.00 %					
<b>NCAToyota (Nor.Ca.Toyota Dealer's Ad Asso.(Nctdaa))</b>				Phone: 415-717-6072		Last Pymt: 8/4/2023		95,000.00
29001	6/1/2024		95,000.00	95,000.00				
<b>NCAToyota Totals:</b>			95,000.00	95,000.00	0.00	0.00	0.00	0.00
		1 Invoice	100.00 %					
<b>NCOTGG (Ncotwinc For Golden Gate)</b>				Phone: (626)574-6328		Last Pymt: 6/3/2024		32,854.15
31197	1/1/2023	30	1,124.06					1,124.06
31198	1/1/2023	30	40.32					40.32
31242	2/4/2023	30	754.82					754.82
31244	2/4/2023	30	685.91					685.91
31245	2/4/2023	30	885.65					885.65
31246	2/4/2023	30	495.78					495.78
31310	3/5/2023	30	1,124.12					1,124.12
31311	3/5/2023	30	1,220.77					1,220.77
31312	3/5/2023	30	1.10					1.10
31369	4/2/2023	30	733.81					733.81
31370	4/2/2023	30	1,073.53					1,073.53
31371	4/2/2023	30	1,290.32					1,290.32
31372	4/2/2023	30	1,188.23					1,188.23
31421	5/6/2023	30	518.09					518.09
31422	5/6/2023	30	1,525.72					1,525.72
31423	5/6/2023	30	1,241.63					1,241.63
31424	5/6/2023	30	989.22					989.22
31425	5/6/2023	30	1,145.69					1,145.69
31471	6/3/2023	30	1,215.27					1,215.27
31472	6/3/2023	30	996.57					996.57
31473	6/3/2023	30	847.29					847.29
31474	6/3/2023	30	1,013.56					1,013.56
31475	6/3/2023	30	791.68					791.68
32710	12/19/2023	30	430.93					430.93
32709	12/26/2023	30	1,224.02					1,224.02
32786	1/2/2024	30	1,011.90					1,011.90
32785	1/9/2024	30	984.90					984.90
32784	1/16/2024	30	780.75					780.75
32782	1/30/2024	30	1,558.78					1,558.78
*33099	3/30/2024	30	9,245.15			9,245.15		
33197	4/23/2024	30	2,576.62		2,576.62			
*33191	4/30/2024	30	34,990.50		34,990.50			
*33254	5/7/2024	30	3,676.44	3,676.44				
*33255	5/14/2024	30	2,601.07	2,601.07				
33256	5/21/2024	30	3,155.41	3,155.41				
33257	5/28/2024	30	3,521.50	3,521.50				

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				5/4/2024	4/4/2024	3/5/2024	2/4/2024	Over 120
				6/3/2024	5/3/2024	4/3/2024	3/4/2024	Up to 2/3/2024
<b>NCOTGG (Ncotwinc For Golden Gate) (continued)</b>								
					Phone: (626)574-6328		Last Pymt: 6/3/2024 32,854.15	
33253	5/30/2024	30	29,388.10	29,388.10				
*NCOTGG Totals:			116,049.21	42,342.52	37,567.12	9,245.15	0.00	26,894.42
				36.49 %	32.37 %	7.97 %		23.18 %
<b>NCVA (Northern California Volleyball Assoc)</b>								
					Phone: (415)550-7582		Last Pymt: 3/21/2024 4,277.50	
33167	2/26/2024	30	6,385.75				6,385.75	
33168	3/26/2024	30	103.25			103.25		
33235	6/2/2024	30	3,689.00	3,689.00				
NCVA Totals:			10,178.00	3,689.00	0.00	103.25	6,385.75	0.00
				36.24 %		1.01 %	62.74 %	
<b>OASIS (Oasis Massage)</b>								
					Phone: (831) 601-7597		Last Pymt: 7/14/2023 155.00	
31634	12/31/2023		46,350.00					46,350.00
OASIS Totals:			46,350.00	0.00	0.00	0.00	0.00	46,350.00
								100.00 %
<b>ONEILL (O'Neill Vintners and Distillers)</b>								
					Phone: 925-979-8248		Last Pymt: 5/20/2024 5,000.00	
33174	5/1/2024	30	5,000.00		5,000.00			
ONEILL Totals:			5,000.00	0.00	5,000.00	0.00	0.00	0.00
								100.00 %
<b>OREILLY (O'Reilly Auto Enterprises, LLC)</b>								
					Phone: Cell: (417) 829-5		Last Pymt: 7/14/2023 50,000.00	
31619	6/1/2024	30	50,000.00	50,000.00				
OREILLY Totals:			50,000.00	50,000.00	0.00	0.00	0.00	0.00
								100.00 %
<b>OVG (Ovations Fanfare, L.P. dba OVG Hospitality)</b>								
					Phone: (626) 622-8825		Last Pymt: 4/23/2024 69,871.22	
33230	6/2/2024	30	9,905.50	9,905.50				
33231	6/2/2024	30	6,094.00	6,094.00				
33232	6/2/2024	30	5,621.50	5,621.50				
OVG Totals:			21,621.00	21,621.00	0.00	0.00	0.00	0.00
								100.00 %
<b>PEPSICO (PepsiCo Beverage Sales, LLC)</b>								
					Phone: 626-890-5592		Last Pymt: 5/31/2024 3,962.00	
33223	5/24/2024	30	26,311.82	26,311.82				
PEPSICO Totals:			26,311.82	26,311.82	0.00	0.00	0.00	0.00
								100.00 %
<b>PREMIER (Premier Trade Shows fka CA Media Prod.)</b>								
					Phone: (916)580-8781		Last Pymt: 12/21/2023 7,000.00	
33172	3/26/2024	30	7,292.66			7,292.66		
PREMIER Totals:			7,292.66	0.00	0.00	7,292.66	0.00	0.00
								100.00 %
<b>RAGWAT (Raging Waters dba Festival Fun Parks)</b>								
							Last Pymt: 5/31/2023 128,451.80	
31539	12/30/2022	30	58,821.74					58,821.74
RAGWAT Totals:			58,821.74	0.00	0.00	0.00	0.00	58,821.74
								100.00 %
<b>RBPAC (R&amp;B of the Pacific (Rock &amp; Brews))</b>								
					Phone: (408) 888-2250		Last Pymt: 12/8/2023 0.00	
18535	8/1/2018	0	12,500.00					12,500.00
18536	9/1/2018	0	12,500.00					12,500.00
18537	10/1/2018	0	12,500.00					12,500.00

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				5/4/2024	4/4/2024	3/5/2024	2/4/2024	
				6/3/2024	5/3/2024	4/3/2024	3/4/2024	Up to 2/3/2024
<b>RBPAC (R&amp;B of the Pacific (Rock &amp; Brews)) (continued)</b>				Phone: (408) 888-2250 Last Pymt: 12/8/2023 0.00				
18538	11/1/2018	0	12,500.00					12,500.00
18539	12/1/2018	0	12,500.00					12,500.00
23472	1/1/2019	0	12,500.00					12,500.00
23473	2/1/2019	0	12,500.00					12,500.00
23474	3/1/2019	0	12,500.00					12,500.00
23476	5/1/2019	0	12,500.00					12,500.00
23477	6/1/2019	0	12,500.00					12,500.00
23478	7/1/2019	0	12,500.00					12,500.00
23479	8/1/2019	0	12,500.00					12,500.00
23480	9/1/2019	0	12,500.00					12,500.00
23481	10/1/2019	0	12,500.00					12,500.00
23482	11/1/2019	0	12,500.00					12,500.00
23483	12/1/2019	0	12,500.00					12,500.00
26967	1/31/2020	30	12,500.00					12,500.00
26966	3/2/2020	30	12,500.00					12,500.00
27928	7/31/2021	30	12,500.00					12,500.00
29074	7/21/2022		3,151.50					3,151.50
31398	2/9/2023	0	5,761.23					5,761.23
32834	4/1/2023	0	12,500.00					12,500.00
31535	5/22/2023	0	8,555.00					8,555.00
32843	1/30/2024	30	9,023.72					9,023.72
32844	1/30/2024	30	8,752.53					8,752.53
32845	1/30/2024	30	6,030.03					6,030.03
32846	1/30/2024	30	5,871.65					5,871.65
33163	4/26/2024	30	5,871.65		5,871.65			
33164	4/26/2024	30	4,901.31		4,901.31			
33165	4/26/2024	30	5,864.47		5,864.47			
RBPAC Totals:			313,783.09	0.00	16,637.43	0.00	0.00	297,145.66
			30 Invoices		5.30 %			94.70 %
<b>RECREA (Recreation Enterprises)</b>				Last Pymt: 5/9/2023 25,000.00				
27916	3/10/2024	0	27,500.00			27,500.00		
RECREA Totals:			27,500.00	0.00	0.00	27,500.00	0.00	0.00
			1 Invoice			100.00 %		
<b>REDBLI (Red Blind Media)</b>				Phone: 419.512.9964 Last Pymt: 7/6/2023 65,000.00				
28555	6/1/2024		65,000.00	65,000.00				
REDBLI Totals:			65,000.00	65,000.00	0.00	0.00	0.00	0.00
			1 Invoice	100.00 %				
<b>REGALW (Regal Wine Company)</b>				Phone: (805)231-3440 Last Pymt: 4/17/2019 20,000.00				
32838	5/1/2024	30	10,000.00		10,000.00			
REGALW Totals:			10,000.00	0.00	10,000.00	0.00	0.00	0.00
			1 Invoice		100.00 %			
<b>SACCOUNT (Sacramento County)</b>				Last Pymt: 3/22/2024 25.68				
27283	9/23/2020	30	3,261.31					3,261.31
22701	12/31/2020		80,000.00					80,000.00
22702	7/4/2021	30	80,000.00					80,000.00
22703	7/4/2022	30	80,000.00					80,000.00
27869	5/1/2023	30	96.75					96.75
27868	7/31/2023	30	96.75					96.75
27867	10/31/2023	30	96.75					96.75

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Invoice Number	Due Date	Terms	Balance	Current 5/4/2024 6/3/2024	Over 30 4/4/2024 5/3/2024	Over 60 3/5/2024 4/3/2024	Over 90 2/4/2024 3/4/2024	Over 120 Up to 2/3/2024
<b>SACCOUNT (Sacramento County) (continued)</b>							Last Pymt: 3/22/2024	25.68
27866	1/31/2024	30	96.75					96.75
27865	5/1/2024	30	96.75		96.75			
SACCOUNT Totals:			243,745.06	0.00	96.75	0.00	0.00	243,648.31
		9 Invoices			0.04 %			99.96 %
<b>SLEEPF (NoMaD Retail LLC dba Sleep First)</b>							Phone: 704-654-9515	Last Pymt: 6/9/2023 100,000.00
28551	6/1/2024		100,000.00	100,000.00				
SLEEPF Totals:			100,000.00	100,000.00	0.00	0.00	0.00	0.00
		1 Invoice		100.00 %				
<b>SONOMABE (Sonoma Bespoke, LLC)</b>							Phone: (707)364-2112	Last Pymt:
33252	5/17/2024	30	5,250.00	5,250.00				
SONOMABE Totals:			5,250.00	5,250.00	0.00	0.00	0.00	0.00
		1 Invoice		100.00 %				
<b>SPAEMP (Hot Tub Emporium)</b>							Phone: (916) 677-7319	Last Pymt: 1/29/2024 15,000.00
32638	9/17/2023		819.50					819.50
SPAEMP Totals:			819.50	0.00	0.00	0.00	0.00	819.50
		1 Invoice						100.00 %
<b>SPRINT (T-Mobile (fka Sprint) / paid by Vertical Bridge)</b>								Last Pymt: 5/20/2024 4,552.76
28723	6/1/2024		4,780.40	4,780.40				
SPRINT Totals:			4,780.40	4,780.40	0.00	0.00	0.00	0.00
		1 Invoice		100.00 %				
<b>SRBX (Construction Industry Education Foundation (SRBX))</b>							Phone: (916)465-8345	Last Pymt: 10/25/2023 12,500.00
33152	12/16/2023	30	4,654.00					4,654.00
SRBX Totals:			4,654.00	0.00	0.00	0.00	0.00	4,654.00
		1 Invoice						100.00 %
<b>SUCKITU (Toucan/Suck It Up)</b>							Phone: 909-301-7204	Last Pymt: 2/26/2024 25.00
32950	7/31/2023		90.00-					90.00-
SUCKITU Totals:			90.00-	0.00	0.00	0.00	0.00	90.00-
		1 Invoice						100.00 %
<b>SUSAPRO (Susa Production, LLC)</b>							Phone: (512) 351-0164	Last Pymt: 8/10/2023 65,000.00
31451	4/1/2024		25,000.00			25,000.00		
29013	5/1/2024		40,000.00		40,000.00			
SUSAPRO Totals:			65,000.00	0.00	40,000.00	25,000.00	0.00	0.00
		2 Invoices			61.54 %	38.46 %		
<b>THISEVENTS (This Events, LLC)</b>								Last Pymt:
32596	10/9/2023		20,000.00					20,000.00
THISEVENTS Totals:			20,000.00	0.00	0.00	0.00	0.00	20,000.00
		1 Invoice						100.00 %
<b>TRACTOR (Tractor Supply Company)</b>							Phone: 615.440.4566	Last Pymt: 6/3/2024 66,500.00
*33228	6/1/2024		66,500.00	66,500.00				
*TRACTOR Totals:			66,500.00	66,500.00	0.00	0.00	0.00	0.00
		1 Invoice		100.00 %				
<b>TSTI (Mattress Firm fka The Sleep Train, Inc.)</b>							Phone: (831)252-0773	Last Pymt: 8/4/2023 122,000.00

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Invoice Number	Due Date	Terms	Balance	Current 5/4/2024 6/3/2024	Over 30 4/4/2024 5/3/2024	Over 60 3/5/2024 4/3/2024	Over 90 2/4/2024 3/4/2024	Over 120 Up to 2/3/2024
<b>TSTI (Mattress Firm fka The Sleep Train, Inc.) (continued)</b>				Phone: (831)252-0773		Last Pymt: 8/4/2023		122,000.00
28819	5/1/2024		122,000.00		122,000.00			
31641	6/1/2024		33,500.00	33,500.00				
TSTI Totals:			155,500.00	33,500.00	122,000.00	0.00	0.00	0.00
2 Invoices				21.54 %	78.46 %			
<b>VERIZO (American Tower (formerly Verizon))</b>						Last Pymt: 6/3/2024		4,301.82
*27721	5/31/2024	30	4,301.82	4,301.82				
*VERIZO Totals:			4,301.82	4,301.82	0.00	0.00	0.00	0.00
1 Invoice				100.00 %				
<b>WALLD (Douglas E. Waller)</b>				Phone: 916-681-3581		Last Pymt:		
01216	8/16/2009		886.60					886.60
WALLD Totals:			886.60	0.00	0.00	0.00	0.00	886.60
1 Invoice								100.00 %
<b>WESCON (West Coast Concessions Fairs, Inc.)</b>				Phone: 805-712-5983		Last Pymt: 3/25/2024		25.00
32980	7/31/2023		985.00-					985.00-
WESCON Totals:			985.00-	0.00	0.00	0.00	0.00	985.00-
1 Invoice								100.00 %
<b>WINEGR (The Wine Group, Inc.)</b>				Phone: (949) 280-4255		Last Pymt: 8/4/2023		10,000.00
33251	6/1/2024		10,000.00	10,000.00				
WINEGR Totals:			10,000.00	10,000.00	0.00	0.00	0.00	0.00
1 Invoice				100.00 %				
<b>WWAGER (Watch and Wager LLC)</b>						Last Pymt: 6/3/2024		39,582.90
*32847	1/30/2024	30	314.90					314.90
*32848B	1/30/2024	30	2,636.00					2,636.00
*33166	4/26/2024	30	34,796.00		34,796.00			
*33166B	4/26/2024	30	1,836.00		1,836.00			
*33264	5/7/2024	30	105.25	105.25				
*33265	5/14/2024	30	112.95	112.95				
*33266	5/21/2024	30	114.80	114.80				
*33267	5/28/2024	30	121.78	121.78				
*33263	5/30/2024	30	1,706.10	1,706.10				
*33234	6/2/2024	30	38,521.50	38,521.50				
*WWAGER Totals:			80,265.28	40,682.38	36,632.00	0.00	0.00	2,950.90
10 Invoices				50.68 %	45.64 %			3.68 %
<b>Grand Totals:</b>			2,173,957.91	814,939.98	422,968.77	104,141.06	6,385.75	825,522.35
71 Customers 179 Invoices				37.49 %	19.46 %	4.79 %	0.29 %	37.97 %

\* Calculated Balance shown is not Current Balance

**NEW BUSINESS - 9**



State of California

California Exposition & State Fair  
1600 Exposition Boulevard  
Sacramento, CA 95815  
Tel: (916) 263-3010  
Fax: (916) 263-7903

## MEMORANDUM

**Date:** May 31, 2024  
**To:** Board of Directors  
**From:** Tom Martinez, Chief Executive Officer  
**Subject:** X Games Year-Around Facility at Cal Expo

The X Games organization has reached out to us with this opportunity, expressing their interest in potentially hosting the event at Cal Expo.

### X GAMES OVERVIEW

The X Games, established in 1995, have become the pinnacle of action sports competition, showcasing the world's best athletes in skateboarding, BMX, and Moto X. Conceived as a platform to bring action sports into the mainstream, the X Games offer a professional and widely broadcasted venue for extreme sports athletes. Since their inception, the X Games have expanded internationally, holding events in countries such as China, Japan, and Australia.

Over nearly three decades, the X Games have evolved into a global brand, influencing sports, music, fashion, and youth culture. Today, the X Games are recognized as the premier brand in action sports, known for their high-energy competitions and significant impact on youth culture. The brand thrives on a vibrant mix of competition, culture, and community, engaging over 600 million fans globally.

### POTENTIAL PARTNERSHIP

The X Games team has identified Cal Expo as a potential host site for their annual summer event, with the intention of leveraging its strategic location and facilities to deliver a world-class experience for both athletes and fans.

The proposed engagement includes:

- **Temporary Annual Event:** Hosting the X Games summer event for two consecutive years.
- **Permanent Facility:** Exploring the development of a year-round facility dedicated to action sports and related activities.

The X Games team is drawn to Cal Expo due to its ample space, central location, and potential for customization to meet the specific needs of the event. This partnership is seen as an opportunity to elevate the X Games experience while bringing significant economic and cultural benefits to the Sacramento region. Steve Dooner has been the primary liaison in the discussions with the X Games team.

**RECOMMENDATION**

Staff recommends that the Board of Directors authorize the CEO and/or his designee to engage in discussions with relevant parties regarding the X Games, focusing on establishing a two-year temporary hosting arrangement and negotiating terms for making Cal Expo their permanent venue.

**NEW BUSINESS - h**

State of California

California Exposition & State Fair  
1600 Exposition Boulevard  
Sacramento, CA 95815  
Tel: (916) 263-3010  
Fax: (916) 263-7903

## MEMORANDUM

**Date:** May 31, 2024  
**To:** Board of Directors  
**From:** Tom Martinez, Chief Executive Officer  
**Subject:** Federal Bills H.R.1787 and S.4040

Butler Amusements, our long-standing carnival partner, has requested that we discuss and support for the following federal bills: H.R.1787 and S.4040.

### BUTLER AMUSEMENTS PARTNERSHIP OVERVIEW

Butler Amusements, a family-owned and operated company, is the largest carnival company in the western United States. They provide carnival services for over 100 events annually, including 35 state and county fairs. Their operations include over 125 amusement rides across seven states: California, Oregon, Washington, Idaho, Nevada, Arizona, and Texas. Since 2009, the California Exposition & State Fair has partnered with Butler Amusements to provide all midway services during the annual State Fair. Cal Expo has enjoyed 15 years of growth and positive experiences with Butler Amusements.

### H.R.1787 AND S.4040

The proposed federal bills, H.R.1787 (the CARE Act) and S.4040 (the RIDE Act), aim to address the significant labor shortages faced by the mobile entertainment industry, including carnivals, fairs, and circuses. These industries have seen a 50% reduction in the number of operating companies between 2016 and 2023, primarily due to difficulties in obtaining sufficient temporary workers through the H-2B visa program. These companion bills seek to rectify this by allowing mobile entertainment employers to utilize the P non-immigrant visa classification, currently reserved for certain athletes, entertainers, and their essential support staff. By clarifying that mobile entertainment employees qualify as essential support personnel under the P-visa program, the bills aim to provide a more reliable and adequate labor supply for this industry.

The California Exposition & California State Fair should consider supporting bills H.R.1787 and S.4040 as they directly benefit the mobile entertainment industry, which is crucial for the success of state and county fairs. By alleviating worker shortages and ensuring that carnivals can operate effectively, these bills would help sustain the

revenue and attendance levels that fairs rely on. Additionally, the bills include provisions to ensure that the use of P-visas does not negatively impact American workers, maintaining fair wages and working conditions. Supporting this legislation aligns with the interests of the State Fair in maintaining a vibrant and successful fairground experience for attendees.

These bills are also being supported by the International Association of Fairs & Expositions (IAFE), which represents and promotes fairs and expositions around the world. The Outdoor Amusement Business Association (OABA), which advocates for the interests of the outdoor amusement industry, is also in support. Additionally, the National Independent Concessionaires Association (NICA), which supports and represents independent concessionaires who work at fairs and festivals, backs these bills.

#### **RECOMMENDATION**

The staff recommends that the Board of Directors approve the California Exposition & California State Fair's support of Federal Bills H.R. 1787 and S. 4040.