



Notice of Meeting

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

Friday, September 27, 2024 10:00 a.m.
The Board will meet in closed session at 10:00 a.m.
Public Board Meeting will resume at 11:00 a.m.

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

1600 Exposition Boulevard
Sacramento, CA 95815

Willie Pelote, Chair
Kim Craig, Vice Chair

Arturo Barajas, Director
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

304 days to California State Fair (July 11-27, 2025)

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

Mission Statement

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

Policy Statement

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

Public Comment

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

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

AGENDA

1. CALL TO ORDER – Public Meeting

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

2. ROLL CALL

3. CLOSED SESSION

- a. Pursuant to Government Code §11126(c)(7)(A) the Board will convene in closed session for the purposes of discussing matter of leasing real property at 1600 Exposition Blvd. Sacramento CA – Rock & Brews and Multi-use Sports Field.

4. RESUME PUBLIC MEETING

- b. Report out of Closed Session, if needed.

5. LAND ACKNOWLEDGEMENT

6. PLEDGE OF ALLEGIANCE

7. INTRODUCTION OF GUESTS & STAFF

8. PUBLIC COMMENT ON MATTERS NOT ON THE AGENDA

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

9. CONSENT AGENDA

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

c. Approval of Board Meeting Minutes for June 7, 2024

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

10. STAFF REPORTS

e. Annual State Fair Report

f. 2023-2024 Event Comparison Report

g. Finance Report

11. NEW BUSINESS

h. Review and Approval of the Board Liaison's Recommendations Appointments to the Agricultural Advisory Council

12. MATTERS OF INFORMATION

i. CEO Comments

j. Directors Comments/Agenda Items for Future Meetings

k. Annual Planning Session, **Thursday, October 24 & 25, 2024**

l. Next Board Meeting **Friday, October 25, 2024**

m. Other, if any

13. ADJOURNMENT

Date of Notice: September 17, 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.

CALIFORNIA EXPOSITION & STATE FAIR

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice
June 7, 2024

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

CONSENT AGENDA

C. BOARD MEETING MINUTES 06-07-2024

Directors Present

Director Willie Pelote, Chair
Director Kim Craig, Vice Chair
Director Arturo Barajas
Director Heather Bernikoff
Director Sonney Chong
Director Rina V. DiMare
Director Nick Hardeman
Director Brian May
Director Che Salinas

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
Stephanie Dyer, HR Manager
Kyle Brown, Box Office
Mitch Pryor, Chief of Plant
Annie Donahey, Executive Staff
Heidi Turpen, Contracts Manager
Lindy Munguia, Contracts Manger
Angel Preciado, Graphic Designer
Michael Beller, Arden Business Alliance
Steve Dooner, California Dreamin + 3 guests
Darla Givens, Media
Brian, Honebein, Event Partnership
Corey Brandt, OVG
Carla Miller, OVG 360
Damon Berry, OVG 360
Amber Williams, un common
Brantley Payne, un common
Siobhann Mansour, un common
Tiffany Shum, un common
Michael McAninch
Kris McAninch
Heather Sims

1. CALL TO ORDER – Public Meeting

Chair Pelote called the public meeting to order at 11:03 Chair Pelote read the Mission Statement and the Policy Statement into the record.

2. ROLL CALL

Roll call was taken and a quorum was present. Chair Pelote welcomed new board member Heather Bernikoff.

3. LAND ACKNOWLEDGEMENT

4. PLEDGE OF ALLEGIANCE

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

5. INTRODUCTION OF GUESTS & STAFF

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

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.

Michael McAninch, Kris McAninch and Heather Sims wanted to talk about HHP and the soccer team. They wanted to address the increased restrictions and issues regarding flags and honkers at the games. Staff will look into this matter and have the appropriate staff get back to them.

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

Chair Pelote asked for a motion to approve the board meeting minutes for April 26, 2024.

MOTION:

The motion was moved by Director May and seconded by Director Chong. Any discussion – None Chair Pelote asked for a roll call vote: Director Barajas, abstain; Director Bernikoff, abstain; Director Chong, yes; Director DiMare, yes; Director Hardeman, abstain; Director May, yes; Director Salinas, yes; Vice Chair Craig, yes; Chair Pelote, yes. **Motion passes 6 yes to 3 abstain.**

b. Service Contracts/Purchase Orders Requiring Board Notification/Approval
Chair Pelote asked for a motion to approve the Service Contracts/Purchase Orders Requiring Board Notification/Approval. Let the record show that Vice Chair Craig recused herself from this item for work related reasons.

MOTION:

The motion was moved by Director May and seconded by Director Chong. Any discussion – None Chair Pelote asked for a roll call vote: Director Barajas, yes; Director Bernikoff, abstain; Director Chong, yes; Director DiMare, yes; Director Hardeman, yes; Director May, yes; Director Salinas, yes; Chair Pelote, yes. **Motion passes 7-yes 1-abstain 1-recused**

8. COMMITTEE/STAFF REPORTS

c. Annual State Fair (Staff Report)

Chief Deputy General Manager Cranford reviewed the staff report with the board. He mentioned the Beach Boys concert being sold out and that the Cole Swindell concert is running a close second. Butchers showcase is a new program that has been added to the Save Mart Supermarkets California Kitchen. Our programs department has added 2 new staff people. Angel Preciado who's 3 weeks in being on board and is our Graphic Designer 3 and Anusha Govindan who's our State Fair Graphic Designer. Having these two graphic Designers will allow us to bring many projects in-house. Cranford also reviewed the dates for the 2024 Special Programs we have during State Fair.

d. Un/common

Business Development Manager, Alex Alcantar introduced un/common to the directors. Partners Amber Williams, Brantley Payne, Siobhann Mansour and Tiffany Shum, Sr. Brand Manager were at the meeting to present the TV ad, Radio ad and branding (poster) for the 2024 California State Fair and discussed the plan and reasons for the media buy.

e. OVG Hospitality

Corey Brandt, General Manager of OVG Hospitality presented his power point presentation showcasing new food and drink stands and the new stationary bars remodeled across the facility. Brandt also discussed a new feature in the wine garden with the "Build your own Charcuterie Board." He explained the new process and described the way it would enhance the guest experience.

f. Finance Committee (Director May)

Finance Committee Chair May reported that the committee reviewed the 1st quarter financial statements. May went on to state the he and Director Salinas had a meeting with the CEO and Staff to discuss the board receiving more robust and timely materials.

MOTION:

Committee Chair May moved that the board accept the financial statements and Director Salinas seconded the motion. Discussion – There was a lengthy discussion regarding the Accounts Receivable Report and the Audit. It was asked that Staff have a status report and a plan for accounts receivable along with a status or final report regarding the audits at the September meeting. Chair Pelote asked for a roll call vote: Director Barajas, yes; Director Bernikoff, yes; Director Chong, yes; Director DiMare, yes; Director Hardeman, yes;

Director May, yes; Director Salinas, yes; Vice Chair Craig, yes; Chair Pelote, yes. **Motion passes unanimously.**

Finance Committee Chair May stated not all contracts for State Fair have been finalized and will be in the next couple weeks. The finance committee thought it was appropriate for the Board Chair and the Finance Chair to execute their authority to approve those contacts between now and the fair and bring back at the September board meeting to be ratified as accepted.

MOTION:

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

9. NEW BUSINESS

g. X Games Year-Around Facility at Cal Expo

CEO Martinez reviewed the staff report with the board. He explained that X Games is internationally known as an extreme sports organization. They are looking at Sacramento to hold their next competition and have approached Cal Expo as a place of interest. California Dreamin would be submitting the RFP to X Games. Then Cal Expo Events would work with California Dreamin and X Games to facilitate the event. There could be an option to book the event for the next 2 years. There was a lengthy discussion on this item as events are usually not brought to the Board. However, with the size of an X Games event CEO Martinez wanted to make the board aware.

MOTION:

Director Salinas moved to direct staff to work with California Dreamin for a location for X Games at Cal Expo. Motion was seconded by Director Hardeman. Chair Pelote asked for a roll call vote: Director Barajas, yes; Director Bernikoff, yes; Director Chong, yes; Director DiMare, yes; Director Hardeman, yes; Director May, yes; Director Salinas, yes; Vice Chair Craig, yes; Chair Pelote, yes. **Motion passes unanimously.**

h. Discussion and Approval to Support Federal Bills H.R.1787 – S.4040

CEO Martinez reviewed the staff report with the board.

MOTION:

Director Salinas made a motion to approve staff's recommendation to support Federal Bills H.R. 1787 and S. 4040. Motion was seconded by Director Hardeman. Discussion – Director DiMare wonder why this wasn't sent to the Legislative Committee. Director Salinas, Chair of the Legislative Committee thought it was fine to be sent to the full board. Director Chong asked for more information about the bills. CEO Martinez explained that there is a significant labor shortage for mobile entertainment industry and that includes carnivals, fairs and circuses. These two bills would allow mobile entertainment employers

to use the P non-immigrant visa classification for workers. Chair Pelote asked for a roll call vote: Director Barajas, yes; Director Bernikoff, yes; Director Chong, yes; Director DiMare, yes; Director Hardeman, yes; Director May, yes; Director Salinas, yes; Vice Chair Craig, yes; Chair Pelote, yes. **Motion passes unanimously.**

10. MATTERS OF INFORMATION

CEO Comments

CEO Martinez gave the board members some dates of interest. June 9 – Royal Fitment, Crawdad’s Festival June 15 – 16, Sac Rep games June 15 and 29. Sac Republic has a league play off game on June 9. He went on to state that Cal Expo has been in meeting with the Forrest Center and the California Conservation Corp for cleanup of that area, Cal Fire – Fire Marshall inspected the back stretch and signed off on the permit. Martinez spoke about the Monorail at State Fair and the Cal Trans Bridge widening project.

11. Directors Comments/Agenda Items for Future Meetings

Director DiMare was excited for State Fair and thanked all the staff.

Director Chong was excited for State Fair and wanted to thank staff and welcome new Board Member Bernikoff.

Director Bernikoff thanked everyone for making her feel welcomed.

Director Barajas – Welcome to Director Bernikoff and very excited for State Fair.

Vice Chair Craig thanked staff. Welcome to Director Bernikoff and thanked the public for coming out to speak to the board regarding their concerns and she appreciates staff for looking into their concerns.

Director Salinas welcomed Director Bernikoff and is looking forward to State Fair.

Director Hardeman welcomed Director Bernikoff and talked about he and his kids looking forward to corn dogs and rides.

Director May echoed comments made by others

Chair Pelote also echoed comments made by others and is looking forward to working with staff at the State Fair. Happy Father’s Day.

12. Next Board Meeting **September 27, 2024**

13. Other, if any

14. ADJOURNMENT

The Board of Directors meeting was adjourned at 1:30 p.m.



FINANCE COMMITTEE and AUDIT COMMITTEE

Committee Meeting Minutes

Friday, June 7, 2024

10:00 a.m.

MINUTES

Committee Members Present:

Brian May, Chair
Director DiMare
Director Salinas

Staff Present:

Chief Executive Officer (CEO)
Chief Deputy General Manager
Deputy General Manager
Accounting Manager
Recording Secretary

Tom Martinez
Matt Cranfield
Marcia Shell
Diana Barrios
Sue O'Brien

Committee Chair May called the meeting to order at 10:00 a.m. and noted that all the committee members were present. Committee Chair May proceeded to share that he and Director Salinas had a meeting with CEO Martinez and staff to discuss the board receiving more robust and timely financial materials.

STAFF REPORTS

a. 2024 1st Quarter – Draft

Accounting Manager Barrios reviewed the 2024 1st quarter draft report with the finance committee. Director DiMare asked about OPEB/Pro Rata balance. Committee Chair May explained that Pro Rata addresses the retirement medical for Retirees. If our payroll represents 1% of the full State payroll then we pay 1% of the total retirement medical that the State pays for. So, it's based on our percentage of payroll. That's in Pro Rata. Director Craig asked about the increase lines 17 & 18 over 2023. Committee Chair May stated that Cal Expo is under staffed and it could be that we are using some contractors to fill empty positions. CEO Martinez pointed out that in 2023 Cal Expo received back ownership of the sports field and that included additional salaries.

b. Account Receivable Aging Report

Accounting Manager Barrios reviewed the AR Aged Invoice Analysis report with the committee members. Director DiMare suggested that accounting concentrate on the larger amounts due. Director Craig asked if this report reflected the Force Majeure relief given to Rock & Brews and it does not. CEO Martinez stated that he and Chief Deputy General Cranford and Deputy Manager Shell had a meeting with Joe Johal and talks with continue. Committee Chair May along with CEO Martinez explained to the committee and new board members the .33 agreement that we have with Sacramento County.

ADJOURNMENT

The Finance Committee and Audit Committee meeting adjourned at 10:43 a.m.

DRAFT

d. SERVICE CONTRACTS/PURCHASE ORDERS

California Exposition & State Fair

PURCHASE ORDERS

June 5, 2024 to September 17, 2024
From \$15,000 to \$99,999 (rounded) [Requiring Notification](#)

Vendor/Merchant	Amount
R.B. Powers Company (via CFSA) <ul style="list-style-type: none">• 2024 State Fair Award Ribbons	\$47,872

SERVICE CONTRACTS

June 5, 2024 to September 17, 2024
From \$15,000 to \$99,999 (rounded) [Requiring Notification](#)

Contractor	Amount
Shaun Michael Damme dba SMD Lighting <ul style="list-style-type: none">• 2024 State Fair sound services, DJ Booth and Rodeo Arena	\$15,300
Sunbelt Rentals, Inc. <ul style="list-style-type: none">• 2024 State Fair Cooling Fan rentals	\$15,304
Carrie Fraley dba Sonflower Productions <ul style="list-style-type: none">• 2024 State Fair Rustic Charm Exhibit	\$21,000
Michael's Transportation Services, Inc. <ul style="list-style-type: none">• 2024 State Fair Bus Rental services	\$29,540
Backline Source <ul style="list-style-type: none">• 2024 State Fair Backline equipment for Main Stage artists	\$41,616
Brown United, Inc. <ul style="list-style-type: none">• Heart Health Park stage, roof raising services for concerts• Term: July 1, 2024 to July 1, 2025	\$49,900
July 28 – EV entertainment <ul style="list-style-type: none">• 2024 State Fair Main Stage Entertainment	\$70,000
Nu Balance Vaulters <ul style="list-style-type: none">• 2024 State Fair Cavalcade Entertainment	\$70,000
Rolling Stages, Inc. <ul style="list-style-type: none">• 2024 State Fair shades, arches and trussing rental, installation/removal	\$83,033

SERVICE CONTRACTS

June 5, 2024 to September 17, 2024
\$100,000 and Over (rounded) [Requiring Approval](#)

Contractor	Amount
Wilson Events <ul style="list-style-type: none">2025 State Fair Main Stage Entertainment Booking	\$150,000
Nine13 Productions, LLC <ul style="list-style-type: none">2025/2026 State Fair Grounds Acts and EntertainmentTerm: Nov. 1, 2024 to August 14, 2026 (2 years)	\$198,900 2025: \$99,450 2026: \$99,450 <i>Pending DGS Approval</i>

SERVICE CONTRACTS

Requiring Ratification by Cal Expo Board of Directors
(approvals given by Board Chair and Finance Committee Chair in June)

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

Contractor	Amount
Prolific Protection Group, Inc. <ul style="list-style-type: none">2024 State Fair concert stage security services	\$120,000
Steven Pozzi Commodities <ul style="list-style-type: none">2024 State Fair Manure removal services	\$250,000
L.B. Lights West, Inc. <ul style="list-style-type: none">2024-2026 State Fair Large Screen rentalsTerm: July 7, 2024 through August 5, 2026 (3 years)	\$300,000 (<i>\$100,000/year</i>)
Advance Building Maintenance, Inc. <ul style="list-style-type: none">2024 SF Janitorial ServicesTerm: June 15, 2024 through August 15, 2025 (2 years)	\$384,506 Year 1: \$188,484 Year 2: \$196,022
Haas & Wilkerson, Inc. <ul style="list-style-type: none">2024-2025 Cyber, Property Liability and Water Park InsuranceTerm: July 1, 2024 through July 1, 2025	\$629,874

STAFF REPORTS

e. ANNUAL STATE FAIR REPORT

State of California

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

State Fair Board Report

Date: September 17, 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 Board Report.

Below and attached please find detailed snapshots of the various components that illustrate the success of the 2024 California State Fair. Included are comparative data points from prior years to best illustrate annual trends. An important trend recognized by staff and vendors showcases how the daily temperatures impact the levels of attendance on a daily basis. After a blistering hot opening weekend, the State Fair enjoyed cooler temperatures until the second week of the annual event. As temperatures hovered around 108 degrees through the week, attendance and financial activity dropped off from the prior week levels. The closing weekend temperatures decreased dramatically, and with that, attendance numbers increased to their highest levels. Perhaps the most beneficial partner to the State Fair, Butler Amusements, enjoyed their single most profitable day in the carnival company's history on the last Saturday with \$634,000 in rides! Moreover, Butler Amusements surpassed a million dollars of rides between the final Saturday and Sunday. Finally, the 2024 California State Fair finally surpassed \$10 million in food and beverage sales.

Cal Expo Staff looks forward to providing a presentation to the Board regarding the potential change of State Fair dates during their annual Strategic Planning Session next month. This presentation will include new data and feedback from fairgoers, vendors, and State Fair partners.

By The Numbers	2024 Fair	2023 Fair	2022 Fair
Average Fair Time Temp	99.7°	101°	95.1°
Max Temp	111°	108°	105°
Days 100+	11	9	7
Cars Parked	140,507	139,293	130,310

	2024 Fair	2023 Fair	2022 Fair
Number of Vendors	152	151	94
Number of Exhibitors	1,372	1,310	1,302
Number of Entries	4,171	3,865	3,952
Counties Represented	53	58	52
Concert Tickets Sold	18,150*	19,045	12,386
Number of Horse Races	51	48	69
Number of Horses Started	291	263	
Community Performers	160	125	
New	53	51	
Returning	107	74	
*1 less concert in 2024 to sell tickets for Military & Veterans Day	3,500	3,315	717
Gospel Day Attendance	1,200	1,200	1,000
Media Credentials	238	222	
Media & Influencer Companies	11	54	
Out at the Fair-Bingo Attendance	109__	172	122

High Points

Leading up to the 2024 California State Fair, the Sacramento Region experienced its hottest stretch of weather on record. Despite enduring 11 days of intense heat during the fair, the staff demonstrated remarkable resilience and managed to organize a successful fair, boasting an impressive estimated attendance increase of over 10%.

The fair's outstanding success was further highlighted by Time Out magazine, by being named the #1 state fair in the United States. Even in the sweltering heat, the evening crowd remained undeterred, drawn by Toyota Concert Series top names in the music industry featured on the Golden 1 Stage. Out of 17 concerts, 7 were sell-outs, with performances by Vanilla Ice, Zapp, Flo Rida, and others. The three most well-attended concerts included Bush, The Beach Boys, and Cole Swindell, culminating in a memorable final night with a standing-room-only performance by Lupillo Rivera.

The State Fair also excelled in its social media engagement, with significant contributions from staff and influencers who adhered to Diversity, Equity, and Inclusion principles. This effort led to a substantial increase in our social media presence and most notably, a mention by Jimmy Kimmel about the fair's new cannabis lounge that

went viral, garnering both national and international media attention. Overall, the combined impressions from social and traditional media easily have set the standard going forward with a staggering engagement impact.

2024 FAIR PROGRAM OVERVIEW

Building B Programs

The Save Mart Supermarkets California's Kitchen program was a hit, offering a full schedule of cooking demonstrations, trivia, and competitions that were well-received by fairgoers. New additions this year included the California State Fair BBQ Competition and the Blade & Banter Butcher Showcase, both of which had large crowds and are sure to be welcomed back next year.



Butcher Showcase showing how to effectively break down a whole carcass.



BBQ competitor showing off ribs that have been smoked and glazed during the State Fair.

Expo Center Programs



Otters "Drip and "Drop" of the Wild Things were very popular with over 100,000 attendees over the 17 days of fair.



Almost as popular, the Animation Academy exhibit, had over 85,000 attendees walk through the exhibit



Visited by over 75,000 attendees, and with over 17,000 of those fairgoers checking out the Cannabis consumption area next to Heart Health Park, the Cannabis Exhibit was busy every day during Fair.



The new and innovative High Speed Rail Exhibit drew a lot of interest with more than 60,000 people touring the mockup of the train.

Tent D Programs

Tent D served as a vibrant hub for family-friendly programming and activities this year. Its indoor setting provided a much-needed cool space for families to escape the heat while enjoying a variety of engaging activations designed for children and adults alike. Conveniently located near the Tractor Supply Company Livestock Pavilion and Kids Carnival, Tent D offered easy access for families to explore other exciting areas of the fair.



2024 FAIR FOOD AND COMMERCIAL VENDORS UPDATES

This year's fair experienced strong public turnout and notable gains in food and beverage and carnival sales. Food and beverage sales exceeded \$10 million, a record for the fair and the carnival set a single-day record of \$634,000 during the final weekend. The State Fair continues to boost the local economy, particularly in travel and hotel stays in the Sacramento area. This success reflects the hard work of everyone involved and supports the ongoing growth of the fair's long-standing tradition.

2024 FAIR LIVESTOCK UPDATES

Nearly 3,500 livestock animals were entered in various competitions, with increased participation in species such as pygmy goats, open sheep, open llamas, and open dairy cattle. Exhibitors from across the state competed for the title of "Best Of" within their species, proudly representing their counties.

2024 FAIR COMPETITION UPDATES

Competition Winners:

- **CA Cannabis**
 - Best of Show Sungrown- Emerald Spirit Botanicals, Pink Boost Goddess
 - Best of Show Indoor- Pure Beauty, New Jack City
- **CA Commercial Cheese**
 - Best of Show Cheese, Washed Rind - Cowgirl Creamery, Wagon Wheel
 - Best of Show Cheese, Sheep or Mixed Milk- Shooting Star Creamery, Aries
- **CA Commercial Craft Beer**
 - Best of Show- Audio Graph Beer Co. (Los Angeles), Bass Clef Barrel Aged
 - Brewery of the Year- Morgan Territory Brewing (Tracy)
- **CA Commercial Extra Virgin Olive Oil**
 - Best of Show Flavored Olive Oil- Corto, Agrumato-Method Lemongrass & Basil
 - Best of Show Monovarietal- Marcum Olive, Itrana
- **CA Commercial Wine**
 - Best of Show Red- San Simeon (Paso Robles), 2020 Cabernet Sauvignon
 - Best of Show White- New Clairvaux Vineyard (Tehama County), 2023 Moschofilero
 - Best of Show Pink- New Clairvaux Vineyard (Tehama County), 2023 Barbera Rose
 - Best of Show Dessert- Rancho de Philo (Cucamonga Valley), NV Triple Cream Sherry
 - Best of Show Sparkling- Korbel, NV Extra Dry
- **Home Wine**
 - Best of Show White, Jeffries, Jennifer, 2023 Viognier
 - Best of Show Red, Akin, Robert, 2020 Merlot-Cabernet
- **Homebrew**
 - Best of Show- Michael Riddle & Alex Riddle, Downtown Brown



2024 SPECIAL PROGRAMMING

Youth Mariachi Competition - The Youth Mariachi Competition returned for the first time since 2019, followed by the Viva El Mariachi featuring Pablo Montero, Mariachi Oro, Mariachi Los Camperos. The winning ensemble from San Diego, performed on stage with the renowned Mariachi Los Camperos and Gabriela Sepulveda, creating an unforgettable experience for both the participants and the audience.

STAFF RECOMMENDATION

This agenda item is for information only.

f. 2023-2024 EVENT COMPARASION REPORT

State of California

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

MEMORANDUM

Date: August 30, 2024
To: Board of Directors
California Exposition & State Fair
Via: Tom Martinez, Chief Executive Officer
From: Marcia Shell, Deputy General Manager
Subject: 2023/2024 Event Comparison

EVENT COMPARISON REPORT 2024 v 2023

The attached report includes paid attendance for the events (non-fair time) held from January through June of 2024. If an event does not have paid attendees then the total attendance is listed for that event. The attendance for this six month period is 343,207 which was an increase of 34,592 attendees (10% increase). The income increased by \$218,838.50 (7.8%). The comparison report does not include expenses for the events but includes the revenue streams that are paid to Cal Expo. This includes the rental fee for the buildings and/or outdoor space, paid public parking, paid exhibitor parking, online ticketing service fees, ATM commissions, and food & beverage commissions.

The biggest increase in income for the first six months of 2024 is the venue rental income which increased by 28%. Other revenue streams were not increased by the same percentage as there were several events that were contracted for space rental only.

NEW EVENTS 2024 – January-June

CATstravaganza: Produced by Loving Cats Worldwide (LCWW) which is an international all breed cat show. In addition to the judging of specific breeds being showcased, the event features LCWW's signature "Cat Walk" and a variety of feline goods to purchase over the two day event in February. Attendance was 5,775.

Sacramento Area Unity Eid: In April, 40,000 Muslims came together in prayer, community, and celebration of the end of Ramadan. A press release issued by the California Chapter of the Council on American-Islamic Relations indicated that the turnout for the event was unprecedented, making it the largest Muslim gathering in California history.

2024 NorCal Futsal State Cup: 155 teams participated in the State Cup over President's Day weekend in February. Teams were comprised of boys and girls with divisions for under 9 year olds and under 14 year olds. 8,600 attendees enjoyed the successful competition.

Highlands Charter School Cell Phone Distribution: In January, February, and March Highlands distributed thousands of cell phones at Cal Expo to their students. The educational mission of Highlands School for their students includes learning English, earning a high school diploma, and learning a skill.

Monster Truck Nitro Tour: The exciting national touring Monster Truck event was held in the Rodeo Area in April. The one day event was successful with over 5,000 attendees.

Crawdad Festival: This large crawfish festival has been held over Father's Day weekend for 38 years in Isleton. A group of the former promoters brought the event to Cal Expo. The event in Isleton and the event at Cal Expo were held on the same weekend. 10,000 attendees enjoyed a variety of food which included piles of crawfish, music, and carnival rides.

The attached event comparison details the completed events for the first six months of 2024. This report does not include Heart Health Park event income, Simulcast, or RV income.

PLEASE NOTE: As the graph was too large to print and have it readable, therefore I have cut it in half. Please note the month and page in the upper righthand corner. Page 1 is the first four columns/rows and page 2 is the rest of the columns/rows for January – March.

California Exposition & State Fair
Interim Event Comparison
2023/2024

UNAUDITED

EVENT	2024	Admissions			Rent			Parking			Exhibitor Parking		
		2023	Difference		2024	2023	Difference	2024	2023	Difference	2024	2023	Difference
January													
Jurassic Quest 1/5-1/7/2024 & 1/12-1/14/24	23159	19,237	17,527	1,710	\$ 52,000.00	\$ 30,000.00	\$ 22,000.00	\$ 49,560.00	\$ 46,650.00	\$ 2,910.00	\$ -	\$ -	\$ -
International Sportsman's Expo	23027	25,845	25,493	352	\$ 117,875.00	\$ 105,000.00	\$ 12,875.00	\$111,065.00	\$126,071.00	\$(15,006.00)	\$ 615.78	\$ 596.00	\$ 19.78
Wedding Expo		840		840	\$ 10,000.00		\$ 10,000.00	\$ 2,810.00		\$ 2,810.00			\$ -
Hot Tub & Swim Spa		381		381	\$ 12,500.00	\$ 12,500.00	\$ -		\$ 1,390.00	\$ (1,390.00)		\$ -	\$ -
Highlands Phone Distribution		7,000		7,000	\$ 65,000.00		\$ 65,000.00			\$ -			\$ -
Freeman Parking & Storage-Visit Sacramento		-		-	\$ 5,500.00	\$ 5,500.00	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -
Unified Wine & Grape Parking-Visit Sac		-		-	\$ 10,300.00	\$ 10,300.00	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -
Train Show		3,264	3,969	(705)	\$ 10,000.00	\$ 10,000.00	\$ -	\$ 15,410.00	\$ 18,450.00	\$ (3,040.00)	\$ 995.00	\$ 700.00	\$ 295.00
Girls Power League Volleyball		6,125		6,125	\$ 49,500.00		\$ 49,500.00	\$ 39,940.00		\$ 39,940.00			\$ -
SLIC Food Show		850		850	\$ 12,000.00		\$ 12,000.00	\$ 2,810.00		\$ 2,810.00	\$ 2,080.00		\$ 2,080.00
Rock & Brews		-		-	\$ 12,500.00	\$ 12,500.00	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -
Watch & Wager-Harness		-		-	\$ 20,000.00	\$ 12,500.00	\$ 7,500.00		\$ -	\$ -	\$ -	\$ -	\$ -
Granite Construction Parking Lot E		-		-	\$ 10,000.00	\$ 10,000.00	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -
CHSRA User Testing- Train		-		-	\$ 7,500.00		\$ 7,500.00			\$ -			\$ -
TOTAL JANUARY		63,542	46,989	16,553	\$ 394,675.00	\$ 208,300.00	\$186,375.00	\$221,595.00	\$192,561.00	\$ 29,034.00	\$ 3,690.78	\$ 1,296.00	\$ 2,394.78
February													
Girls Power League Volleyball	23164	6,181	6,176	5	\$ 30,000.00	\$ 30,000.00	\$ -	\$ 20,460.00	\$ 20,500.00	\$ (40.00)	\$ -	\$ -	\$ -
Catstravaganza		5,775		5,775	\$ 10,000.00		\$ 10,000.00	\$ 19,250.00		\$ 19,250.00	\$ 570.00		\$ 570.00
Futsal		8,667		8,667	\$ 40,000.00		\$ 40,000.00	\$ 28,890.00		\$ 28,890.00			\$ -
Highlands Phone Distribution		7,500		7,500	\$ 40,000.00		\$ 40,000.00			\$ -	\$ 3,800.00		\$ 3,800.00
Northern CA Home & Landscape Show	23030	17,350	22,237	(4,887)	\$ 56,615.00	\$ 55,615.00	\$ 1,000.00	\$ 47,390.00	\$ 66,520.00	\$(19,130.00)	\$13,120.00	\$11,705.00	\$ 1,415.00
UNFI Showcase	23180	-	1,100	(1,100)	\$ 12,500.00	\$ (12,500.00)		\$ 5,745.00	\$ (5,745.00)	\$ -	\$ 5,357.00		\$(5,357.00)
International Wedding Show		-	740	(740)	\$ 10,000.00	\$ (10,000.00)		\$ 3,760.00	\$ (3,760.00)	\$ -			\$ -
Wedding Showcase		3,500		3,500	\$ 15,000.00	\$ -	\$ 15,000.00	\$ 1,100.00	\$ -	\$ 1,100.00	\$ 880.00	\$ -	\$ 880.00
Rock & Brews		-		-	\$ 12,500.00	\$ 12,500.00	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -
Watch & Wager-Harness		-		-	\$ 17,500.00	\$ 20,000.00	\$ (2,500.00)		\$ -	\$ -	\$ -	\$ -	\$ -
Granite Construction Parking Lot E		-		-	\$ 10,000.00	\$ 10,000.00	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -
CHSRA User Testing- Train		-		-	\$ 7,500.00		\$ 7,500.00			\$ -			\$ -
Nor Cal Ambulance Training	23484	45		45	\$ 500.00	\$ -	\$ 500.00		\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL FEBRUARY		49,018	30,253	18,765	\$ 239,615.00	\$ 150,615.00	\$ 89,000.00	\$117,090.00	\$ 96,525.00	\$ 20,565.00	\$18,370.00	\$17,062.00	\$ 1,308.00
March													
Biomerieux Lot A	23031	-	56	(56)		\$ 750.00	\$ (750.00)		\$ -	\$ -	\$ -	\$ -	\$ -
Sacramento Boat Show	23036	9,847	5,735	4,112	\$ 47,500.00	\$ 45,000.00	\$ 2,500.00	\$ 46,220.00	\$ 33,005.00	\$ 13,215.00	\$ 4,570.00	\$ 4,035.00	\$ 535.00
Spring RV Show	23524	-	5,688	(5,688)		\$ 25,000.00	\$ (25,000.00)		\$ 22,870.00	\$(22,870.00)		\$ 1,170.00	\$(1,170.00)
Home & Garden Show-Metro Expositions		2,700		2,700	\$ 25,000.00	\$ -	\$ 25,000.00	\$ 15,010.00	\$ -	\$ 15,010.00	\$ 5,280.00	\$ -	\$ 5,280.00
Highlands Phone Distribution		8,000		8,000	\$ 45,000.00		\$ 45,000.00	\$ 0.00		\$ -			\$ -
Rock & Brews		-		-	\$ 12,500.00	\$ 12,500.00	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -
Watch & Wager-Harness		-		-	\$ 25,000.00	\$ 20,000.00	\$ 5,000.00		\$ -	\$ -	\$ -	\$ -	\$ -
NCVA Volleyball		4,003	7,992	(3,989)	\$ 30,000.00	\$ 56,500.00	\$(26,500.00)	\$ 13,390.00	\$ 26,640.00	\$(13,250.00)	\$ -	\$ -	\$ -
Granite Construction Parking Lot E		-		-	\$ 10,000.00	\$ 10,000.00	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -
Downtown Ford		-		-	\$ 7,500.00		\$ 7,500.00			\$ -			\$ -
ATM Commission 1st Quarter		-		-		\$ -	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -
Quilt, Craft, Sewing Show	24072	3,102	3,312	(210)	\$ 20,000.00	\$ 20,000.00	\$ -	\$ 20,780.00	\$ 22,870.00	\$ (2,090.00)	\$ 1,010.00	\$ 690.00	\$ 320.00
Happy Daze RV Show		-	610	(610)		\$ 30,000.00	\$(30,000.00)		\$ -	\$ -	\$ -	\$ -	\$ -
Hot Tub & Swim Spa Super Sale		412		412	\$ 12,500.00		\$ 12,500.00			\$ -			\$ -
CHSRA User Testing- Train	24072	-		-	\$ 7,500.00	\$ -	\$ 7,500.00		\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL MARCH		28,064	23,393	4,671	\$ 242,500.00	\$ 219,750.00	\$ 22,750.00	\$ 95,400.00	\$105,385.00	\$ (9,985.00)	\$10,860.00	\$ 5,895.00	\$ 4,965.00

California Exposition & State Fair
Interim Event Comparison
2023/2024

EVENT	ATM Commission			Online Service Fees			Food & Beverage			TOTAL REVENUE FOR EVENT		
	2024	2023	Difference	2024	2023	Difference	2024	2023	Difference	2024	2023	% Difference
January												
Jurassic Quest 1/5-1/7/2024 & 1/12-1/14/24	\$ -	\$ -	\$ -	42,492.00	45,227.00	(2,735.00)	\$ 10,399.57	\$ 12,657.95	\$ (2,258.38)	\$ 154,451.57	\$ 134,534.95	14.8%
International Sportsman's Expo	\$ -	\$ -	\$ -	-	-	-	\$ 63,659.24	\$ 59,756.30	\$ 3,902.94	\$ 293,215.02	\$ 291,423.30	0.6%
Wedding Expo			\$ -	-	-	-	\$ 1,132.96		\$ 1,132.96	\$ 13,942.96	\$ -	100.0%
Hot Tub & Swim Spa		\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 12,500.00	\$ 13,890.00	-10.0%
Highlands Phone Distribution			\$ -	-	-	-			\$ -	\$ 65,000.00	\$ -	100.0%
Freeman Parking & Storage-Visit Sacramento	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 5,500.00	\$ 5,500.00	0.0%
Unified Wine & Grape Parking-Visit Sac	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 10,300.00	\$ 10,300.00	0.0%
Train Show	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ 2,219.14	\$ 3,902.94	\$ 28,783.33	\$ 31,369.14	0.6%
Girls Power League Volleyball			\$ -	-	-	-	\$ 5,468.46		\$ 5,468.46	\$ 94,908.46	\$ -	100.0%
SLIC Food Show			\$ -	-	-	-			\$ -	\$ 16,890.00	\$ -	100.0%
Rock & Brews	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 12,500.00	\$ 12,500.00	0.0%
Watch & Wager-Harness	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 20,000.00	\$ 12,500.00	60.0%
Granite Construction Parking Lot E		\$ -	\$ -	-	-	-			\$ -	\$ 10,000.00	\$ 10,000.00	0.0%
CHSRA User Testing- Train			\$ -	-	-	-			\$ -	\$ 7,500.00	\$ -	100.0%
TOTAL JANUARY	\$ -	\$ -	\$ -	\$ 42,492.00	\$ 45,227.00	\$ (2,735.00)	\$ 83,038.56	\$ 74,633.39	\$ 8,405.17	\$ 745,491.34	\$ 522,017.39	18.0%
February												
Girls Power League Volleyball	\$ -	\$ -	\$ -	-	-	-	\$ 4,917.63	\$ 4,170.98	\$ 746.65	\$ 55,377.63	\$ 54,670.98	1.3%
Catstravaganza			\$ -	-	-	-	\$ 3,061.05		\$ 3,061.05	\$ 32,881.05		100.0%
Futsal			\$ -	-	-	-	\$ 2,605.16		\$ 2,605.16	\$ 71,495.16		100.0%
Highlands Phone Distribution			\$ -	-	-	-			\$ -	\$ 43,800.00		100.0%
Northern CA Home & Landscape Show	\$ -	\$ -	\$ -	661.00	395.50	265.50	\$ 17,234.66	\$ 26,842.91	\$ (9,608.25)	\$ 135,020.66	\$ 161,078.41	-16.2%
UNFI Showcase	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ 23,602.00	-100.0%
International Wedding Show		\$ -	\$ -	-	263.50	(263.50)	\$ -	\$ 1,685.23	\$ (1,685.23)	\$ -	\$ 15,708.73	-100.0%
Wedding Showcase	\$ -	\$ -	\$ -	225.00	-	225.00	\$ 5,544.00	\$ -	\$ 5,544.00	\$ 22,749.00	\$ -	100.0%
Rock & Brews	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 12,500.00	\$ 12,500.00	0.0%
Watch & Wager-Harness		\$ -	\$ -	-	-	-		\$ -	\$ -	\$ 17,500.00	\$ 20,000.00	-12.5%
Granite Construction Parking Lot E	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00	0.0%
CHSRA User Testing- Train			\$ -	-	-	-			\$ -	\$ 7,500.00		100.0%
Nor Cal Ambulance Training	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 500.00	\$ -	100.0%
TOTAL FEBRUARY	\$ -	\$ -	\$ -	\$ 886.00	\$ 659.00	\$ 227.00	\$ 33,362.50	\$ 32,699.12	\$ 663.38	\$ 409,323.50	\$ 297,560.12	37.6%
March												
Biomerieux Lot A	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ 750.00	-100.0%
Sacramento Boat Show	\$ -	\$ -	\$ -	1,617.00	1,712.00	(95.00)	\$ 19,673.14	\$ 13,040.07	\$ 6,633.07	\$ 119,580.14	\$ 96,792.07	23.5%
Spring RV Show	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ 13,040.00	\$ (13,040.00)	\$ -	\$ 62,080.00	-100.0%
Home & Garden Show-Metro Expositions	\$ -	\$ -	\$ -	256.00	-	256.00	\$ 2,971.65	\$ -	\$ 2,971.65	\$ 48,517.65	\$ -	100.0%
Highlands Phone Distribution			\$ -	-	-	-			\$ -	\$ 45,000.00		100.0%
Rock & Brews	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 12,500.00	\$ 12,500.00	0.0%
Watch & Wager-Harness	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 25,000.00	\$ 20,000.00	25.0%
NCVA Volleyball	\$ -	\$ -	\$ -	-	-	-	\$ 2,648.98	\$ 3,738.42	\$ (1,089.44)	\$ 46,038.98	\$ 86,878.42	-47.0%
Granite Construction Parking Lot E	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00	0.0%
Downtown Ford			\$ -	-	-	-			\$ -	\$ 7,500.00		100.0%
ATM Commission 1st Quarter	\$1,700.00	\$1,669.00	\$ 31.00	-	-	-	\$ -	\$ -	\$ -	\$ 1,700.00	\$ 1,669.00	1.9%
Quilt, Craft, Sewing Show	\$ -	\$ -	\$ -	-	-	-	\$ 3,369.85	\$ 1,205.77	\$ 2,164.08	\$ 45,159.85	\$ 44,765.77	0.9%
Happy Daze RV Show	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ 564.62	\$ (564.62)	\$ -	\$ 30,564.62	-100.0%
Hot Tub & Swim Spa Super Sale			\$ -	-	-	-			\$ -	\$ 12,500.00		100.0%
CHSRA User Testing- Train	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 7,500.00	\$ -	100.0%
TOTAL MARCH	\$1,700.00	\$1,669.00	\$ 31.00	\$ 1,873.00	\$ 1,712.00	\$ 161.00	\$ 28,663.62	\$ 31,588.88	\$ (2,925.26)	\$ 380,996.62	\$ 365,999.88	4.1%

EVENT	Admissions			Rent			Parking			Exhibitor Parking		
	2024	2023	Difference	2024	2023	Difference	2024	2023	Difference	2024	2023	Difference
April												
National Gym Association	24042	4,252	(4,252)	\$ 15,000.00	\$ (15,000.00)		\$ 10,630.00	\$ (10,630.00)		\$ 500.00	\$ (500.00)	
Sacramento Area Unity EID	29,000		29,000	\$ 30,000.00	\$ 0.00	\$ 30,000.00	\$ 10,000.00		\$ 10,000.00			
Toyota		300	(300)	\$ 5,000.00	\$ (5,000.00)		\$ -	\$ -		\$ -	\$ -	
Bernese Dog Show		3,420	(3,420)	\$ 30,000.00	\$ (30,000.00)		\$ 11,400.00	\$ (11,400.00)		\$ 250.00	\$ (250.00)	
Skye Dreams		225	(225)	\$ 5,000.00	\$ (5,000.00)		\$ 620.00	\$ (620.00)		\$ -	\$ -	
Sacramento Reptile Show	14,519	13,818	701	\$ 30,000.00	\$ 30,000.00	\$ -	\$ 49,480.00	\$ 48,890.00	\$ 590.00	\$ 1,820.00	\$ -	\$ 1,820.00
Monster Truck Nitro Tour	5,253		5,253	\$ 5,000.00	\$ -	\$ 5,000.00	\$ 14,265.00		\$ 14,265.00			
Norcal Ambulance		23	(23)	\$ 500.00	\$ (500.00)		\$ 5,100.00	\$ (5,100.00)		\$ -	\$ -	
UNFI Showcase		420	(420)	\$ 10,000.00	\$ (10,000.00)		\$ 1,719.00	\$ (1,719.00)		\$ 1,719.00	\$ (1,719.00)	
Autorama-moved to May		8,337	(8,337)	\$ 62,000.00	\$ (62,000.00)		\$ 41,030.00	\$ (41,030.00)		\$ 8,705.00	\$ (8,705.00)	
Downtown Ford				\$ 7,500.00	\$ -	\$ 7,500.00			\$ -			\$ -
Watch & Wager-Harness				\$ 20,000.00	\$ 22,500.00	\$ (2,500.00)	\$ -	\$ -		\$ -	\$ -	
Rock & Brews				\$ 12,500.00	\$ 12,500.00	\$ -	\$ -	\$ -		\$ -	\$ -	
Granite Construction Parking Lot E				\$ 10,000.00	\$ 10,000.00	\$ -	\$ -	\$ -		\$ -	\$ -	
CHSRA User Testing- Train				\$ 7,500.00	\$ -	\$ 7,500.00				\$ -	\$ -	
TOTAL APRIL	48,772	30,795	17,977	\$ 122,500.00	\$ 202,500.00	\$ (80,000.00)	\$ 73,745.00	\$ (19,389.00)	\$ (45,644.00)	\$ 1,820.00	\$ (11,174.00)	\$ (9,354.00)
May												
Autorama	7,601		7,601	\$ 63,000.00	\$ -	\$ 63,000.00	\$ 36,460.00		\$ 36,460.00	\$ 9,020.00		\$ 9,020.00
Magical Light Show	23084	100	(100)	\$ 3,500.00	\$ (3,500.00)		\$ 40.00	\$ (40.00)		\$ -	\$ -	
Sacramento County Fair	23042	72,928	71,258	\$ 40,000.00	\$ 40,000.00	\$ -	\$ 152,070.00	\$ 149,720.00	\$ 2,350.00	\$ 12,638.00	\$ 12,638.00	\$ -
Country in the Park	25,769	35,183	(9,414)	\$ 15,000.00	\$ 15,000.00	\$ -	\$ 98,130.00	\$ 79,300.00	\$ 18,830.00	\$ 3,005.00	\$ 2,185.00	\$ 820.00
Sacramento Mile - cancelled	23358			\$ 15,000.00	\$ (15,000.00)		\$ 8,460.00	\$ (8,460.00)		\$ 650.00	\$ (650.00)	
Foodieland Night Market	36,068	61,094	(25,026)	\$ 28,000.00	\$ 28,000.00	\$ -	\$ 120,390.00	\$ 186,910.00	\$ (66,520.00)			\$ -
Downtown Ford				\$ 7,500.00	\$ -	\$ 7,500.00			\$ -			\$ -
Rock & Brews				\$ 12,500.00	\$ 12,500.00	\$ -	\$ -	\$ -		\$ -	\$ -	
CHSRA User Testing- Train				\$ 7,500.00	\$ -	\$ 7,500.00			\$ -			\$ -
Granite Construction Parking Lot E				\$ 10,000.00	\$ 10,000.00	\$ -	\$ -	\$ -		\$ -	\$ -	
TOTAL MAY	142,366	167,635	25,269	\$ 183,500.00	\$ 124,000.00	\$ 59,500.00	\$ 407,050.00	\$ 424,430.00	\$ (17,380.00)	\$ 24,663.00	\$ (15,473.00)	\$ 9,190.00
June												
The Wow Factor	23262	2,200	(2,200)	\$ 10,000.00	\$ (10,000.00)		\$ 3,920.00	\$ (3,920.00)		\$ -	\$ -	
Bubble Run Sacramento	24172	4,700	(4,700)	\$ 12,000.00	\$ (12,000.00)		\$ 15,360.00	\$ (15,360.00)		\$ 10.00	\$ (10.00)	
Univision Blood Drive	23248	300	(300)	\$ 10,000.00	\$ (10,000.00)		\$ -	\$ -		\$ -	\$ -	
Truck Marshalling				\$ 3,000.00	\$ (3,000.00)		\$ -	\$ -		\$ -	\$ -	
Back 2 the Blvd		1,600	(1,600)	\$ 20,000.00	\$ (20,000.00)		\$ 3,160.00	\$ (3,160.00)		\$ 258.00	\$ (258.00)	
La Mesa RV	980	675	305	\$ 20,000.00	\$ 20,000.00	\$ -	\$ -	\$ -		\$ -	\$ -	
Hoffman Wedding	75		75	\$ 1,500.00	\$ -	\$ 1,500.00	\$ 350.00		\$ 350.00			\$ -
Crawdad Festival	9,950		9,950	\$ 38,000.00	\$ 38,000.00	\$ -	\$ 17,810.00	\$ -	\$ 17,810.00	\$ 1,600.00		\$ 1,600.00
Royal Fitment	360		360	\$ 5,000.00	\$ 5,000.00	\$ -	\$ 1,540.00		\$ 1,540.00			\$ -
PG&E Safe Driving	80		80	\$ 2,500.00	\$ -	\$ 2,500.00			\$ -			\$ -
ATM Commission 2nd Quarter				\$ -	\$ -	\$ -	\$ -	\$ -		\$ -	\$ -	
Fire Engine Demo		75	(75)	\$ 500.00	\$ (500.00)		\$ -	\$ -		\$ -	\$ -	
Downtown Ford				\$ 7,500.00	\$ -	\$ 7,500.00			\$ -			\$ -
Rock & Brews				\$ 12,500.00	\$ 12,500.00	\$ -	\$ -	\$ -		\$ -	\$ -	
CHSRA User Testing- Train				\$ 7,500.00	\$ -	\$ 7,500.00			\$ -			\$ -
Granite Construction Parking Lot E				\$ 10,000.00	\$ 10,000.00	\$ -	\$ -	\$ -		\$ -	\$ -	
TOTAL JUNE	11,445	9,550	1,895	\$ 104,500.00	\$ 98,000.00	\$ 6,500.00	\$ 19,700.00	\$ 22,440.00	\$ (2,740.00)	\$ 1,600.00	\$ 268.00	\$ 1,332.00
YEAR TO DATE TOTAL	343,207	308,615	34,592	\$ 1,287,290.00	\$ 1,003,165.00	\$ 284,125.00	\$ 934,580.00	\$ 960,730.00	\$ (26,150.00)	\$ 61,003.78	\$ 51,168.00	\$ 9,835.78
							28.32%		-2.72%			19.22%

2024 YTD Revenue	\$ 2,788,262.25
2023 YTD Revenue	\$ 2,569,423.75
Difference	\$ 218,838.50
% Difference	7.8%

California Exposition & State Fair
Interim Event Comparison
2023/2024

EVENT	ATM Commission			Online Service Fees			Food & Beverage			TOTAL REVENUE FOR EVENT		
	2024	2023	Difference	2024	2023	Difference	2024	2023	Difference	2024	2023	% Difference
April												
National Gym Association	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ 843.90	\$ (843.90)	\$ -	\$ 26,973.90	-100.0%
Sacramento Area Unity EID			\$ -			-			\$ -	\$ 40,000.00		100.0%
Toyota	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ 793.34	\$ (793.34)	\$ -	\$ 5,793.34	-100.0%
Bernese Dog Show	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ 4,607.65	\$ (4,607.65)	\$ -	\$ 46,257.65	-100.0%
Skye Dreams	\$ -	\$ -	\$ -	-	174.00	(174.00)	\$ -	\$ -	\$ -	\$ -	\$ 5,794.00	-100.0%
Sacramento Reptile Show	\$ -	\$ -	\$ -	7,844.00	10,187.00	(2,343.00)	\$ 10,804.87	\$ 10,335.26	\$ 469.61	\$ 99,948.87	\$ 99,412.26	0.5%
Monster Truck Nitro Tour			\$ -			-	\$ 8,484.20		\$ 8,484.20	\$ 22,081.13		100.0%
Norcal Ambulance	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ 5,600.00	-100.0%
UNFI Showcase	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ 13,438.00	-100.0%
Autorama-moved to May		\$ -	\$ -	-	-	-	\$ -	\$ 30,789.65	\$ (30,789.65)	\$ -	\$ 142,524.65	-100.0%
Downtown Ford			\$ -			-			\$ -	\$ 7,500.00		100.0%
Watch & Wager-Harness	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 20,000.00	\$ 22,500.00	-11.1%
Rock & Brews	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 12,500.00	\$ 12,500.00	0.0%
Granite Construction Parking Lot E	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00	0.0%
CHSRA User Testing- Train	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 7,500.00		100.0%
TOTAL APRIL	\$ -	\$ -	\$ -	\$ 7,844.00	\$ 10,361.00	\$ (2,517.00)	\$ 19,289.07	\$ 47,369.80	\$ (28,080.73)	\$ 219,530.00	\$ 390,793.80	-43.8%
May												
Autorama			\$ -			-	\$ 27,758.45		\$ 27,758.45	\$ 136,238.45		100.0%
Magical Light Show	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ 5,119.49	\$ (5,119.49)	\$ -	\$ 8,659.49	-100.0%
Sacramento County Fair	\$ -	\$ -	\$ -	\$ 6,348.50	\$ 5,919.00	429.50	\$ 73,101.71	\$ 55,826.00	\$ 17,275.71	\$ 284,158.21	\$ 264,103.00	7.6%
Country in the Park	\$ -	\$ -	\$ -	\$ 69,286.00	\$ 70,770.00	(1,484.00)	\$ 27,159.00	\$ 65,010.00	\$ (37,851.00)	\$ 212,580.00	\$ 232,265.00	-8.5%
Sacramento Mile - cancelled	\$ -	\$ -	\$ -	-	\$ 6,936.00	(6,936.00)	\$ -	\$ 16,314.65	\$ (16,314.65)	\$ -	\$ 47,360.65	-100.0%
Foodieland Night Market			\$ -	\$ 17,900.50	\$ 15,183.50	2,717.00	\$ 36,178.94	\$ 55,862.77	\$ (19,683.83)	\$ 202,469.44	\$ 285,956.27	-29.2%
Downtown Ford			\$ -			-			\$ -	\$ 7,500.00		100.0%
Rock & Brews	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 12,500.00	\$ 12,500.00	0.0%
CHSRA User Testing- Train			\$ -			-			\$ -	\$ 7,500.00		100.0%
Granite Construction Parking Lot E	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00	0.0%
TOTAL MAY	\$ -	\$ -	\$ -	\$ 98,535.00	\$ 98,808.50	\$ (2,273.50)	\$ 164,198.10	\$ 198,132.91	\$ (33,934.81)	\$ 872,946.10	\$ 860,844.41	1.4%
June												
The Wow Factor	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ 4,299.38	\$ (4,299.38)	\$ -	\$ 18,219.38	-100.0%
Bubble Run Sacramento	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ 717.00	\$ (717.00)	\$ -	\$ 28,087.00	-100.0%
Univision Blood Drive	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 10,000.00		100.0%
Truck Marshalling	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ 3,000.00	-100.0%
Back 2 the Blvd	\$ -	\$ -	\$ -	-	696.00	(696.00)	\$ -	\$ 5,096.77	\$ (5,096.77)	\$ -	\$ 29,210.77	-100.0%
La Mesa RV	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 20,000.00	\$ 20,000.00	0.0%
Hoffman Wedding			\$ -			-	\$ 876.41		\$ 876.41	\$ 2,726.41		100.0%
Crawdad Festival			\$ -	\$ 7,850.00		7,850.00	\$ 33,874.71		\$ 33,874.71	\$ 87,958.65		100.0%
Royal Fitment			\$ -			-	\$ 711.63		\$ 711.63	\$ 7,251.63		100.0%
PG&E Safe Driving			\$ -			-			\$ -	\$ 2,500.00		100.0%
ATM Commission 2nd Quarter	\$ 2,038.00	\$ 691.00	\$ 1,347.00	-	-	-	\$ -	\$ -	\$ -	\$ 2,038.00	\$ 691.00	194.9%
Fire Engine Demo	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ 500.00	-100.0%
Downtown Ford	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 7,500.00		100.0%
Rock & Brews	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 12,500.00	\$ 12,500.00	0.0%
CHSRA User Testing- Train			\$ -			-			\$ -	\$ 7,500.00		100.0%
Granite Construction Parking Lot E	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00	0.0%
TOTAL JUNE	\$ 2,038.00	\$ 691.00	\$ 1,347.00	\$ 7,850.00	\$ 696.00	\$ 7,154.00	\$ 35,462.75	\$ 10,113.15	\$ 25,349.60	\$ 159,974.69	\$ 132,208.15	8.5%
YEAR TO DATE TOTAL	\$ 3,738.00	\$ 2,360.00	\$ 1,378.00	\$ 154,480.00	\$ 157,463.50	\$ (2,983.50)	\$ 364,014.10	\$ 394,537.25	\$ (30,523.15)	\$ 2,788,262.25	\$ 2,569,423.75	7.8%
			58.39%			-1.89%			-7.74%			7.8%

2024 YTD Revenue
2023 YTD Revenue
Difference
% Difference

9. FINANCE REPORT

MEMORANDUM

Date: September 16, 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

INTRODUCTION

At the Board of Directors June 7th meeting, staff was requested to provide the following by their September meeting:

- 1) Plan or pathway to getting the organization's finances organized and on track.
- 2) Plan to receive more timely financial statements (ie budget reports and balance sheets).
- 3) Update on the status of the 2020 Audit.

This financial report provides responses to the questions above as well as a Statement of Financial Activities for Quarter 2 and Aging Accounts Receivable and Payable Reports.

Accounting staff have been hard at work and are pleased to present this report outlining some of its updates, progress, and outlook towards the future months.

Attached for your review is an update of the Statement of Financial Activities for Quarter 2 and the Aging of Accounts Receivable and Payable Reports.

FINANCIAL TEAM UPDATES

Since the June 2024, Board of Directors meeting, there have been several staffing changes within the accounting team. To allow for the focus on the accounting team needs, and priorities of the board, the Finance Manager no longer oversees the contracts team. One member has opted to transfer to another state agency. A new employee was hired, on a limited term basis, and whose responsibilities include researching and assisting with identifying erroneous entries and developing a plan for remediating the errors, learning the process of both Accounts Receivable and Payable to assist with the workload, and assisting with inputting journal entries related to daily ticket sales for various events taking place at Cal Expo. Additionally, the above vacancy in the accounting unit has allowed the organization to open a recruitment for a new position which seeks a highly qualified individual to fill that position. Along with the desired accounting skills, included in the recruitment strategy, the organization is seeking candidates who possess the knowledge, skills, and abilities of gathering and researching data, budget analysis, collections, reviewing accounts and recommending correcting journal entries, and the ability to develop and write procedures. The recruitment is underway with interviews taking place in the month of September 2024.

In the meantime, the Finance Manager has been performing the tasks of the vacant desk and is currently in the process of training staff on these tasks. The Finance Manager is creating a desk procedures manual as to ensure that both current, and future, staff have proper training tools, reference guides, and diminish errors. The desk procedures manual will also promote the consistent and proper methodologies and approaches to the various tasks involving Accounts Receivable.

The current accounting team now consists of one Accounts Payable coordinator, one Accounts Receivable trainee, two retired annuitants (RA) who work on specialized projects like the annual audit, developing asset depreciation models, and complex research of accounts. There is one contracted Retired Certified Public Accountant who reports on an as needed basis and works solely on account reconciliations and highly complex and difficult accounting matters such as the reconstruction of key accounting processes that have not been documented. Additionally, there were two added staff, during the State Fair, to help with food and concession audits and close out the process. The Finance manager, overseeing all of the functions and duties, has also worked to develop, document, and process various accounting tasks while current staff get up to speed.

ONGOING EXPENSE ANALYSIS

Cal Expo has focused on building a healthy reserve that supports its daily annual operations both in the immediate and long range. The immediate goal is to incrementally build to one year of operational expenses in reserves. In order to achieve this, staff have been analyzing expenditures, especially within the "Lease vs. Purchase"

type of expenditures. It is determined that purchasing select items, rather than renting, would ultimately decrease the rental expense and Cal Expo could rent the items to increase its return on the investment of the purchase. The endeavors into the lease versus purchase analysis will result in a temporary increase in expenditures due to the need to front load the costs of purchasing items. Cost savings will be experienced in future years as Cal Expo benefits from a reduction of ongoing rentals and, when able, the potential of renting purchased equipment to outside entities or event promoters.

One example of a lease versus purchase analysis was the annual renting of tables and chairs. Cal Expo was renting these items at an average cost of \$40,000 each year. Cal Expo records show we have been renting tables and chairs for its events dating back to 2003 with a cumulative sunk cost of \$440,000 and no return on investment.

With the analysis, it was determined that by purchasing a sufficient number of tables and chairs at a cost of approximately \$235,750, it would reduce the rental expense during the annual State Fair by approximately \$10,000 each year and Cal Expo would have the equipment to rent to interim events. This allows for Cal Expo to recoup on its investment at an approximate value of \$30,000 per year, while reducing staff's time, who seek and execute rental contracts, by approximately 76 hours - translating to about \$3,000, per year, in salaries.

Using the concepts noted above, staff continues to analyze all contracts for the opportunity to purchase versus lease with a keen eye towards cost savings and potential new revenue streams.

GRANTS AND REIMBURSEMENTS UPDATE

Cal Expo accounting and administrative staff have been working at submitting documentation to receive funds related to its various grants and reimbursement opportunities for qualifying events during the COVID pandemic and severe storms. The below chart illustrates the funds either received to date or expected in Quarter 3 of 2024.

Organization/Purpose	Amount	Status
FEMA		
Covid Response 2020-22	\$ 319,845.35	Received 9/2024
Storm Damage 2023	\$ 64,443.96	Received 9/2024
Insurance		
Storm Damage 2023	\$ 48,778.83	Received 3/2024
CDFA		
Grant #23-0748-000	<u>\$1,927,562.92</u>	<i>Expected in Q3</i>
Total Expected/Received	<u>\$2,360,631.06</u>	

ANNUAL AUDIT 2020

The Board of Directors decided in 2021 to combine the audits for both 2020 and 2021 as a result of Cal Expo's transition from events to a regional COVID emergency response.

The Accounting team have continued with their active communication with our independent auditors and are in the final wrap-up audit process for fiscal year end 2020. Attached for your review is a draft financial statement from the independent auditor firm, Richardson, LLP.

STAFFS RECOMMENDATION

Acknowledgement of the receipt of reports.

CALIFORNIA EXPOSITION & STATE FAIR
Statement of Financial Activities
June 30, 2024

R o w	Column	A	B	C	D	E	F	G
		2024	2023	YTD 2024	YTD 2023	Annual Variance YTD	Budget 2024	Annual Variance From Budget YTD
	Revenue							
1	State Fair	\$ 46,959	\$ 791,469	\$ 182,297	\$ 866,951	\$ (684,654)	13,384,125	\$ (13,201,828)
2	Expo Events	842,037	1,832,603	2,242,294	3,221,190	\$ (978,896)	4,000,000	(1,757,706)
3	Multi-Use Sports Facility	107,800	900	469,014	34,380	\$ 434,634	600,000	(130,986)
4	Rock and Brews	12,500	37,500	50,000	75,000	\$ (25,000)	150,000	(100,000)
5	Watch & Wager	2,161	8,443	9,049	15,338	\$ (6,289)	60,000	(50,951)
6	Simulcast	93,843	447,611	286,079	627,555	\$ (341,476)	850,000	(563,921)
7	RV Park	164,578	353,641	271,598	541,211	\$ (269,613)	1,000,000	(728,402)
8	Water Park	1,500	-	3,000	-	\$ 3,000	100,000	(97,000)
9	Electronic Sign	89,577	89,577	362,264	179,154	\$ 183,110	350,000	12,264
10	Miscellaneous	(1,442)	2,148	64	10,081	\$ (10,017)	20,000	(19,936)
11	Reimbursements	408,638	796,200	745,786	1,015,740	\$ (269,954)	2,080,000	(1,334,214)
12	Grants	-	159,762	-	159,762	\$ (159,762)	85,000	(85,000)
13	Interest Revenue	73,945	45,107	142,779	79,883	\$ 62,896	150,000	(7,221)
14	Deferred Maintenance / Resiliency	-	-	-	-	\$ -	-	-
15	TOTAL REVENUE	\$ 1,842,096	\$ 4,564,961	\$ 4,764,224	\$ 6,826,245	\$ (2,062,019)	\$ 22,829,125	\$ (18,064,901)
16	Personal Services							
17	Salaries & Wages	2,424,621	2,160,419	4,350,907	3,746,536	\$ 604,371	9,442,426	5,091,519
18	Benefits	1,017,602	916,394	1,919,473	1,727,558	\$ 191,915	3,803,635	1,884,162
19	Total Personal Services	\$ 3,442,223	\$ 3,076,813	\$ 6,270,380	\$ 5,474,093	\$ 796,287	\$ 13,246,061	\$ 6,975,681
20	Operating Expenses							
21	General Expense	603,125	516,138	923,759	791,712	\$ 132,047	1,187,600	263,841
22	Advertising	327,255	306,809	369,255	371,334	\$ (2,079)	900,000	530,745
23	Printing	56,481	62,017	77,230	76,329	\$ 901	140,000	62,770
24	Communications	45,123	46,910	88,495	89,244	\$ (749)	130,000	41,505
25	Postage	7,091	6,008	8,025	17,112	\$ (9,087)	30,000	21,975
26	Insurance	325,427	268,633	650,854	537,266	\$ 113,588	1,500,000	849,146
27	Travel	4,135	22,683	10,602	36,471	\$ (25,869)	60,000	49,398
28	Training	679	1,000	3,888	14,983	\$ (11,095)	20,000	16,112
29	Facility Operations	283,007	246,378	564,664	470,586	\$ 94,078	524,050	(40,614)
30	Utilities	343,015	316,954	727,433	690,344	\$ 37,089	1,546,353	818,920
31	Cons & Prof Svcs External	1,099,231	1,519,111	1,568,794	1,887,504	\$ (318,710)	5,025,000	3,456,206
32	Cons & Prof Svcs Internal	18,473	10,615	34,245	18,039	\$ 16,206	80,000	45,755
33	Data Processing	34,031	20,501	78,922	75,545	\$ 3,377	100,000	21,078
34	Entertainment	-	8,500	-	8,500	\$ (8,500)	2,100,000	2,100,000
35	Judging	28,355	14,499	34,618	19,078	\$ 15,540	90,000	55,382
36	Premiums	-	-	-	-	\$ -	210,000	210,000
37	ProRata	191,344	148,866	382,688	297,732	\$ 84,956	681,124	298,436
38	Other	61,235	28,939	111,411	(15,290)	\$ 126,701	100,000	(11,411)
39	Total Operating Expenses	\$ 3,428,007	\$ 3,544,561	\$ 5,634,883	\$ 5,386,489	\$ 248,394	\$ 14,424,127	\$ 8,789,244
40	TOTAL EXPENSES	\$ 6,870,230	\$ 6,621,374	\$ 11,905,263	\$ 10,860,582	\$ 1,044,681	\$ 27,670,188	\$ 15,764,925
41	OPERATING PROFIT (LOSS)	\$ (5,028,134)	\$ (2,056,413)	\$ (7,141,039)	\$ (4,034,337)	\$ (3,106,700)	\$ (4,841,063)	\$ (2,299,976)
42	Prior Year Income	-	-	-	652	\$ (652)	-	-
43	Prior Year Expense	-	-	-	2,207	\$ (2,207)	-	-
44	Depreciation	-	-	-	-	\$ -	-	-
45	Capital Improvements	-	-	-	-	\$ -	850,000	-
45	Deferred Maintenance / Resiliency	2,501,853	210,036	2,538,473	401,240	\$ 2,137,233	-	-
46	Equipment	93,827	109,607	486,446	184,187	\$ 302,259	620,700	-
47	CHANGES IN RESERVES	\$ (7,623,814)	\$ (2,376,056)	\$ (10,165,958)	\$ (4,621,319)	\$ (5,544,637)	\$ (6,311,763)	\$ (6,311,763)

** UNAUDITED **

*** Report reflects financial activities as of June 30, 2024. Fiscal Year end is December 31, 2024.

Not included in this financial report are expected reimbursements as reflected in the attached board report and the 2024 California State Fair Revenues

AP Aged Invoice Analysis

Historical Balances by Invoice Date as of 9/23/2024

Aging Reconciliation

Cal Expo
Diana Barrios

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Invoice Number	Invoice Date	Balance	Current 9/23/2024 9/23/2024	1 - 30 Days 7/31/2024 9/22/2024	31 - 60 Days 6/30/2024 7/30/2024	61 - 90 Days 5/31/2024 6/29/2024	Over 90 Days Up to 5/30/2024
ABMI (Advanced Building Maintenance, Inc.)							
INV25199	8/31/2024	9,900.00		9,900.00			
ABMI		9,900.00	0.00	9,900.00	0.00	0.00	0.00
ARTEDE (El Arte De Amar Foundation)							
Settle Up	9/13/2024	5,978.00		5,978.00			
ARTEDE		5,978.00	0.00	5,978.00	0.00	0.00	0.00
ATLAS (Atlas Disposal Industries, LLC)							
073124FL	7/31/2024	45,889.00		45,889.00			
083124FL	8/31/2024	7,968.00		7,968.00			
ATLAS		53,857.00	0.00	53,857.00	0.00	0.00	0.00
ATT (AT&T)							
000022264844	9/10/2024	821.68		821.68			
000022264845	9/10/2024	640.79		640.79			
000022264846	9/10/2024	4,867.14		4,867.14			
000022264847	9/10/2024	59.72		59.72			
000022264848	9/10/2024	133.36		133.36			
000022265861	9/10/2024	617.41		617.41			
000022295122	9/13/2024	200.90		200.90			
000022309668	9/16/2024	6.20		6.20			
ATT		7,347.20	0.00	7,347.20	0.00	0.00	0.00
CALHR (California Department of Human Resources)							
07012024	7/26/2024	815.85			815.85		
08012024	8/27/2024	1,107.40		1,107.40			
CALHR		1,923.25	0.00	1,107.40	815.85	0.00	0.00
CDF (Department Of Forestry)							
172535	8/19/2024	51,000.00		51,000.00			
CDF		51,000.00	0.00	51,000.00	0.00	0.00	0.00
CFSA (California Fair Services Authority)							
074284	9/1/2024	60,949.70		60,949.70			
CFSA		60,949.70	0.00	60,949.70	0.00	0.00	0.00
CRT (CRT Group Insurance Fund)							
Health & Welfare	12/14/2020	405.37-					405.37-
CRT		405.37-	0.00	0.00	0.00	0.00	405.37-
DGS (Department Of General Services)							
0000001571722	5/31/2024	1.93-				1.93-	
DGS		1.93-	0.00	0.00	0.00	1.93-	0.00
DIR (Department Of Industrial Relations)							
E 2094765 SA	8/30/2024	225.00		225.00			
E 2094769 SA	8/30/2024	225.00		225.00			
DIR		450.00	0.00	450.00	0.00	0.00	0.00
ETIXINC (ETIX, Inc.)							
CESF083124	8/31/2024	30,063.65		30,063.65			
ETIXINC		30,063.65	0.00	30,063.65	0.00	0.00	0.00
FTBPR (Franchise Tax Board - Payroll)							
CATax	12/31/2021	2.92-					2.92-

AP Aged Invoice Analysis

Historical Balances by Invoice Date as of 9/23/2024

Aging Reconciliation

Cal Expo
Diana Barrios

Monday, September 23, 2024 1:30:35PM
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Invoice Number	Invoice Date	Balance	Current 9/23/2024 9/23/2024	1 - 30 Days 7/31/2024 9/22/2024	31 - 60 Days 6/30/2024 7/30/2024	61 - 90 Days 5/31/2024 6/29/2024	Over 90 Days Up to 5/30/2024
FTBPR		2.92-	0.00	0.00	0.00	0.00	2.92-
HOLT (Holt Of California)							
Y1055403	9/9/2024	788.44		788.44			
HOLT		788.44	0.00	788.44	0.00	0.00	0.00
JAKE (Jakes Associates, Inc.)							
5400	8/1/2024	25,000.00		25,000.00			
5402	8/8/2024	82,500.00		82,500.00			
JAKE		107,500.00	0.00	107,500.00	0.00	0.00	0.00
NCOTW (Northern California Off Track Wagering)							
Programs	9/8/2024	255.75		255.75			
Programs	9/15/2024	140.25		140.25			
NCOTW		396.00	0.00	396.00	0.00	0.00	0.00
NISSEN (Nissen and Sons Heavy Equipment)							
1285	9/17/2024	614.90		614.90			
NISSEN		614.90	0.00	614.90	0.00	0.00	0.00
NSCC (North Sacramento Chamber of Commerce)							
F3F9AFEE-0001	9/13/2024	1,200.00		1,200.00			
NSCC		1,200.00	0.00	1,200.00	0.00	0.00	0.00
ONSO (One Source Staffing Solutions, Inc. / Sharestaff)							
22103	6/20/2024	8,511.99				8,511.99	
22106	6/20/2024	2,837.16				2,837.16	
22134	7/3/2024	3,476.16			3,476.16		
22135	7/3/2024	2,658.24			2,658.24		
22136	7/3/2024	5,527.35			5,527.35		
22137	7/3/2024	2,658.24			2,658.24		
22141	7/3/2024	1,022.40			1,022.40		
22191	7/19/2024	42,468.30			42,468.30		
22212	7/26/2024	4,255.74			4,255.74		
22213	7/26/2024	2,545.26			2,545.26		
22214	7/26/2024	3,271.68			3,271.68		
22215	7/26/2024	73,645.71			73,645.71		
22228	8/1/2024	2,530.44		2,530.44			
22229	8/1/2024	3,277.56		3,277.56			
22230	8/1/2024	67,887.36		67,887.36			
ONSO		226,573.59	0.00	73,695.36	141,529.08	11,349.15	0.00
OVA (Spectra Food Services formerly Ovations)							
Settle Up	3/23/2021	54.00					54.00
Settle Up	3/23/2021	57.00					57.00
OVA		111.00	0.00	0.00	0.00	0.00	111.00
PINPET (Pinnacle Petroleum)							
0348779	9/9/2024	6,210.79		6,210.79			
0348936	9/9/2024	14,347.62		14,347.62			
PINPET		20,558.41	0.00	20,558.41	0.00	0.00	0.00
POZZIS (Steven Pozzi Commodities)							
1164	9/12/2024	130,950.00		130,950.00			

AP Aged Invoice Analysis

Historical Balances by Invoice Date as of 9/23/2024

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Invoice Number	Invoice Date	Balance	Current 9/23/2024 9/23/2024	1 - 30 Days 7/31/2024 9/22/2024	31 - 60 Days 6/30/2024 7/30/2024	61 - 90 Days 5/31/2024 6/29/2024	Over 90 Days Up to 5/30/2024
POZZIS		130,950.00	0.00	130,950.00	0.00	0.00	0.00
PRCALHR (California Department of Human Resources)							
July 2022	8/1/2022	8.68					8.68
PRCALHR		8.68	0.00	0.00	0.00	0.00	8.68
RTND (Daily Racing Form (fka R-T News Dist.))							
Programs	9/8/2024	1,859.75		1,859.75			
Programs	9/15/2024	1,280.20		1,280.20			
RTND		3,139.95	0.00	3,139.95	0.00	0.00	0.00
SCO (State Controller's Office)							
Pro Rata2	5/11/2018	251,617.33					251,617.33
Pro Rata3	5/11/2018	251,617.33					251,617.33
Pro Rata1	6/27/2019	247,675.67					247,675.67
Pro Rata2	6/27/2019	247,675.67					247,675.67
Pro Rata3	6/27/2019	247,675.66					247,675.66
Pro Rata-3	6/22/2020	138,351.00					138,351.00
Pro Rata-1	8/15/2022	198,488.00					198,488.00
Pro Rata-2	11/15/2022	198,488.00					198,488.00
Pro Rata-3	3/15/2023	198,488.00					198,488.00
SCO		1,980,076.66	0.00	0.00	0.00	0.00	1,980,076.66
SCSD (Sacramento County Sheriffs Department)							
1411202407	9/6/2024	302,970.47		302,970.47			
SCSD		302,970.47	0.00	302,970.47	0.00	0.00	0.00
SUNBELT (Sunbelt Rentals, Inc.)							
157037226-001	7/29/2024	15,303.83			15,303.83		
SUNBELT		15,303.83	0.00	0.00	15,303.83	0.00	0.00
UNCOMM (Un Common Advertising (fka Glass Agency))							
1060	5/31/2024	14,000.00				14,000.00	
1061	5/31/2024	19,350.00				19,350.00	
1064	5/31/2024	900.00				900.00	
1136	8/30/2024	14,000.00		14,000.00			
1137	8/30/2024	20,412.84		20,412.84			
UNCOMM		68,662.84	0.00	34,412.84	0.00	34,250.00	0.00
VERI (Verizon Wireless)							
72962720	6/20/2024	3.85-				3.85-	
73005564	7/20/2024	0.51			0.51		
VERI		3.34-	0.00	0.00	0.51	3.85-	0.00
VISIP (Vision Industrial Packaging Inc.)							
116655	8/24/2023	157.98-					157.98-
VISIP		157.98-	0.00	0.00	0.00	0.00	157.98-
Grand Totals:		3,079,752.03	0.00	896,879.32	157,649.27	45,593.37	1,979,630.07

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Invoice Number	Due Date	Terms	Balance	Current 8/24/2024 9/23/2024	Over 30 7/25/2024 8/23/2024	Over 60 6/25/2024 7/24/2024	Over 90 5/26/2024 6/24/2024	Over 120 Up to 5/25/2024
AMBULL (American Bull Riding Co.)						Phone: 760-559-2373	Last Pymt: 7/29/2024	1,103.11
33697	7/30/2024	0	344.79		344.79			
AMBULL Totals:			344.79	0.00	344.79	0.00	0.00	0.00
		1 Invoice			100.00 %			
ARCONST (American River Constructors)							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
28425	6/15/2024		10,000.00				10,000.00	
28426	7/16/2024		10,000.00			10,000.00		
28427	8/16/2024		10,000.00		10,000.00			
28428	9/15/2024		10,000.00	10,000.00				
ARCONST Totals:			70,000.00	10,000.00	10,000.00	10,000.00	10,000.00	30,000.00
		7 Invoices		14.29 %	14.29 %	14.29 %	14.29 %	42.86 %
ARTEDE (El Arte De Amar)						Phone: 916-416-9339	Last Pymt: 8/8/2024	4,000.00
33751	8/8/2024		4,250.00		4,250.00			
ARTEDE Totals:			4,250.00	0.00	4,250.00	0.00	0.00	0.00
		1 Invoice			100.00 %			
ASSOCF (Associated Feed)							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 %
BANKM (Marcus Banks)						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 %
BLACKEN (Blacktie Entertainment, Fun 4 A Day)						Phone: 909-732-4873	Last Pymt: 7/30/2024	4,874.00
33556	6/12/2024		20.00-					20.00-
BLACKEN Totals:			20.00-	0.00	0.00	0.00	20.00-	0.00
		1 Invoice						100.00 %
BORSOS (Borsos Marketing LLC)						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	0.00	0.00	0.00	20,000.00
		1 Invoice						100.00 %
BOULEVARD (Boulevard Trash Entertainment)						Phone: (918)261-4606	Last Pymt: 10/24/2023	20,000.00
32604	4/19/2024		5,000.00					5,000.00
32602	9/6/2024		10,000.00	10,000.00				
BOULEVARD Totals:			15,000.00	10,000.00	0.00	0.00	0.00	5,000.00
		2 Invoices		66.67 %				33.33 %
BREMEP (Philip R. Bremerman)						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 %
BRIGHT (Brightline)							Last Pymt:	

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Invoice Number	Due Date	Terms	Balance	Current 8/24/2024 9/23/2024	Over 30 7/25/2024 8/23/2024	Over 60 6/25/2024 7/24/2024	Over 90 5/26/2024 6/24/2024	Over 120 Up to 5/25/2024
BRIGHT (Brightline) (continued)							Last Pymt:	
33563	7/17/2024	0	3,000.00			3,000.00		
BRIGHT Totals:			3,000.00	0.00	0.00	3,000.00	0.00	0.00
						100.00 %		
CADREAM (California Dreamin' Ent, Inc./Silverwood)							Last Pymt: 8/8/2024	1,500.00
33761	12/1/2023	30	2,666.75					2,666.75
33762	12/31/2023	30	2,666.75					2,666.75
33763	1/31/2024	30	2,666.75					2,666.75
33764	3/2/2024	30	2,666.75					2,666.75
33767	3/31/2024	30	2,666.75					2,666.75
33768	5/1/2024	30	2,666.75					2,666.75
33209	5/17/2024	30	50,000.00					50,000.00
33769	5/31/2024	30	2,666.75				2,666.75	
33770	7/1/2024	30	2,666.75			2,666.75		
33766	7/31/2024	30	3,045.50		3,045.50			
33748	8/8/2024	0	500.00		500.00			
33765	8/31/2024	30	3,045.50	3,045.50				
33749	9/7/2024	30	500.00	500.00				
33750	9/7/2024	30	500.00	500.00				
CADREAM Totals:			78,925.00	4,045.50	3,545.50	2,666.75	2,666.75	66,000.50
				5.13 %	4.49 %	3.38 %	3.38 %	83.62 %
CAKESBY (Cakes by Jeff the Chef / Jeffery Taylor)							Phone: 209-518-2269	Last Pymt: 7/30/2024 4.00
33438	6/26/2024		200.00			200.00		
CAKESBY Totals:			200.00	0.00	0.00	200.00	0.00	0.00
						100.00 %		
CALBAC (California Backyard)							Phone: Office: 916-677-1111	Last Pymt: 6/22/2023 15,750.00
33564	5/1/2024	30	31,500.00					31,500.00
CALBAC Totals:			31,500.00	0.00	0.00	0.00	0.00	31,500.00
								100.00 %
CALEXP (Cal Expo - CHRIMS)							Last Pymt: 9/19/2024	20,828.70
30980	9/30/2022	30	602.56					602.56
CALEXP Totals:			602.56	0.00	0.00	0.00	0.00	602.56
								100.00 %
CASTLE (Greater Sac New Car Dealers/Castle Comm.)							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 %
CCTMPA (CC TM PA (Crown Castle) formerly T-Mobile)							Phone: (513)505-6249	Last Pymt: 6/20/2024 2,430.94
*27344	5/31/2024	30	2,430.94			2,430.94		
*CCTMPA Totals:			2,430.94	0.00	0.00	0.00	2,430.94	0.00
							100.00 %	
CDFA (California Dept Of Food & Agriculture)							Last Pymt: 5/31/2024	40,452.12
33950	4/9/2024	0	33,000.00					33,000.00
33951	6/30/2024	0	1,894,562.92			1,894,562.92		
CDFA Totals:			1,927,562.92	0.00	0.00	1,894,562.92	0.00	33,000.00
						98.29 %		1.71 %

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Invoice Number	Due Date	Terms	Balance	Current 8/24/2024 9/23/2024	Over 30 7/25/2024 8/23/2024	Over 60 6/25/2024 7/24/2024	Over 90 5/26/2024 6/24/2024	Over 120 Up to 5/25/2024
CEEGEE (The Ceegee Group/DYT Enterprises)			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
			2 Invoices 100.00 %					
DEUTSCH (Deutsch Family Wine)			Phone: 707-931-8725 Last Pymt: 6/20/2024 5,000.00					
*32725	6/1/2024		5,000.00				5,000.00	
*DEUTSCH Totals:			5,000.00	0.00	0.00	0.00	5,000.00	0.00
			1 Invoice 100.00 %					
DIAGEON (Diageo North America)			Last Pymt:					
33565	7/17/2024		45,000.00			45,000.00		
DIAGEON Totals:			45,000.00	0.00	0.00	45,000.00	0.00	0.00
			1 Invoice 100.00 %					
DIRECT (DSI dba Global Direct Marketing (DirectTV))			Phone: (770)342-9897 Last Pymt: 6/3/2024 12,000.00					
*33229	5/1/2024	30	12,000.00					12,000.00
*DIRECT Totals:			12,000.00	0.00	0.00	0.00	0.00	12,000.00
			1 Invoice 100.00 %					
DOT (Department Of Transportation (CalTrans))			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
			1 Invoice 100.00 %					
EandM (EandM Roadshow)			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 %					
ECONORTH (E.C.O North America)			Phone: (916)559-3047 Last Pymt: 5/29/2024 7,500.00					
33186	9/1/2024		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 %					
EVENTER (EV Entertainment)			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	0.00	0.00	25,000.00
			1 Invoice 100.00 %					
FAIRR (Robert J. Fairbairn)			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 %					
FARM2FAIR (Farm 2 Fair, LLC obo Diageo)			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 %					
FINEART (CA State Fair Fine Art SALES)			Last Pymt: 8/13/2024 358.86					
*33758	7/20/2024	0	358.88			358.88		

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				8/24/2024	7/25/2024	6/25/2024	5/26/2024	Up to
				9/23/2024	8/23/2024	7/24/2024	6/24/2024	5/25/2024
FINEART (CA State Fair Fine Art SALES) (continued)							Last Pymt: 8/13/2024	358.86
*33759	7/28/2024	0	271.88		271.88			
*FINEART Totals:			630.76	0.00	271.88	358.88	0.00	0.00
		2 Invoices			43.10 %	56.90 %		
FOLEYF (Foley Family Wines)							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	0.00	0.00	0.00	10,000.00	0.00
		1 Invoice					100.00 %	
FOOTHI (Foothills Christmas Trees LLC)							Phone: (503)979-1999	Last Pymt: 6/6/2024 845.18
*33169	1/23/2024	30	845.18					845.18
*FOOTHI Totals:			845.18	0.00	0.00	0.00	0.00	845.18
		1 Invoice						100.00 %
FUTURE (Future Energy Savers)							Phone: 916-686-3008	Last Pymt: 6/11/2024 7,466.00
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 %
GCFFOO (GCF Foods)							Phone: 480-239-9089	Last Pymt: 5/31/2023 75.00
33078	7/31/2023		2,129.14					2,129.14
GCFFOO Totals:			2,129.14	0.00	0.00	0.00	0.00	2,129.14
		1 Invoice						100.00 %
GOLD1 (Golden One Credit Union)							Last Pymt: 5/29/2024	75,000.00
*33155	6/1/2024	30	75,000.00				75,000.00	
33952	7/1/2024	05	10,070.00		10,070.00			
*GOLD1 Totals:			85,070.00	0.00	0.00	10,070.00	75,000.00	0.00
		2 Invoices				11.84 %	88.16 %	
HAPDAZ (Happy Daze RV)							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 %
HIDOW (DNA Marketing LLC)							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 %
HOTDOGG (Hot Doggin-Delicious LLC)							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 %

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Invoice Number	Due Date	Terms	Balance	Current 8/24/2024 9/23/2024	Over 30 7/25/2024 8/23/2024	Over 60 6/25/2024 7/24/2024	Over 90 5/26/2024 6/24/2024	Over 120 Up to 5/25/2024
IMAGES (Images Everywhere, Inc.)						Phone: 661-673-5134	Last Pymt: 7/30/2024	44,598.90
33306	6/12/2024		150.00				150.00	
33710	7/30/2024	0	5.15		5.15			
IMAGES Totals:			155.15	0.00	5.15	0.00	150.00	0.00
					3.32 %		96.68 %	
2 Invoices								
JLOHR (J. Lohr Vineyards & Wines)						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	0.00	0.00	0.00	12,500.00
1 Invoice								100.00 %
JOHBUC (John Buck Enterprises, Inc.)						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	0.00	0.00	0.00	64,000.00
1 Invoice								100.00 %
KCRAFT (Kitchen Craft)						Phone: 352-720-0648	Last Pymt: 6/21/2024	0.00
*28888	6/22/2022		100.00					100.00
*CM-28888	6/22/2022		100.00-					100.00-
KCRAFT Totals:			0.00	0.00	0.00	0.00	0.00	0.00
2 Invoices								
LOSALQ (Los Alamitos Quarter Horse Racing Assn)							Last Pymt: 7/5/2024	2,877.82
*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	0.00	0.00	0.00	5,065.58	5,499.99
6 Invoices							47.94 %	52.06 %
MADHAT (High Life LLC dba Mad Hatter Doughnuts)						Phone: 530-333-3215	Last Pymt: 6/28/2022	3,063.00
29376	7/15/2022		161.00-					161.00-
MADHAT Totals:			161.00-	0.00	0.00	0.00	0.00	161.00-
1 Invoice								100.00 %
MCMAN (McManis Family Vineyards)						Phone: 209-599-1186	Last Pymt: 6/22/2023	5,250.00
33158	5/1/2024	30	5,250.00					5,250.00
MCMAN Totals:			5,250.00	0.00	0.00	0.00	0.00	5,250.00
1 Invoice								100.00 %
MINDSE (Mindset of Spartans)						Phone: 619-786-0230	Last Pymt:	
33637	7/24/2024		7,000.00				7,000.00	
MINDSE Totals:			7,000.00	0.00	0.00	7,000.00	0.00	0.00
1 Invoice							100.00 %	
MOMENT (Momentum)						Phone: (646) 530-2853	Last Pymt: 8/14/2023	3,000.00
33004	5/1/2024	30	16,000.00					16,000.00
MOMENT Totals:			16,000.00	0.00	0.00	0.00	0.00	16,000.00
1 Invoice								100.00 %
NCAToyota (Nor.Ca.Toyota Dealer's Ad Asso.(Nctdaa))						Phone: 415-717-6072	Last Pymt: 8/4/2023	95,000.00

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Current Balances

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				8/24/2024	7/25/2024	6/25/2024	5/26/2024	Up to
				9/23/2024	8/23/2024	7/24/2024	6/24/2024	5/25/2024
NCAToyota (Nor.Ca.Toyota Dealer's Ad Asso.(Nctdaa)) (continued)								
					Phone: 415-717-6072		Last Pymt: 8/4/2023 95,000.00	
29001	6/1/2024		95,000.00				95,000.00	
NCAToyota Totals:			95,000.00	0.00	0.00	0.00	95,000.00	0.00
1 Invoice							100.00 %	
NCOTGG (Ncotwinc For Golden Gate)								
					Phone: (626)574-6328		Last Pymt: 7/5/2024 3,136.87	
31198	1/1/2023	30	40.32					40.32
*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	
33253	5/30/2024	30	29,388.10				29,388.10	
*NCOTGG Totals:			89,195.11	0.00	0.00	0.00	32,909.60	56,285.51
9 Invoices							36.90 %	63.10 %
NCVA (Northern California Volleyball Assoc)								
					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	0.00	0.00	0.00	3,689.00	6,489.00
3 Invoices							36.24 %	63.76 %
NORCAL (NORCAL Ambulance)								
					Phone: (916) 860-7900		Last Pymt: 6/3/2024 500.00	
*33274	5/10/2024	30	500.00					500.00
*NORCAL Totals:			500.00	0.00	0.00	0.00	0.00	500.00
1 Invoice								100.00 %
OASIS (Oasis Massage)								
					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
1 Invoice								100.00 %
OMD USA LLC (OMD USA LLC)								
						Last Pymt:		
33640	8/11/2024	30	37,500.00		37,500.00			
OMD USA LLC Totals:			37,500.00	0.00	37,500.00	0.00	0.00	0.00
1 Invoice					100.00 %			
OREILLY (O'Reilly Auto Enterprises, LLC)								
					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	0.00	0.00	0.00	50,000.00	0.00
1 Invoice							100.00 %	
ORIENT (Oriental Cuisine Express)								
					Phone: 209-676-0007		Last Pymt: 9/23/2024 0.00	
*33583	7/19/2024		0.01				0.01	
*CM33583	7/19/2024		0.01				0.01	
ORIENT Totals:			0.00	0.00	0.00	0.00	0.00	0.00
2 Invoices								
OVG (Ovations Fanfare, L.P. dba OVG Hospitality)								
					Phone: (626) 622-8825		Last Pymt: 4/23/2024 69,871.22	
33245	6/8/2024	30	5,567.50				5,567.50	

AR Aged Invoice Analysis

Current Balances

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				8/24/2024	7/25/2024	6/25/2024	5/26/2024	Up to
				9/23/2024	8/23/2024	7/24/2024	6/24/2024	5/25/2024
OVG Totals:			5,567.50	0.00	0.00	0.00	5,567.50	0.00
		1 Invoice					100.00 %	
PEP SICO (PepsiCo Beverage Sales, LLC)								26,311.82
								Phone: 626-890-5592 Last Pymt: 9/3/2024
33434	5/1/2024	0	120,000.00					120,000.00
PEP SICO Totals:			120,000.00	0.00	0.00	0.00	0.00	120,000.00
		1 Invoice						100.00 %
PREMIER (Premier Trade Shows fka CA Media Prod.)								7,000.00
								Phone: (916)580-8781 Last Pymt: 12/21/2023
33172	3/26/2024	30	7,292.66					7,292.66
PREMIER Totals:			7,292.66	0.00	0.00	0.00	0.00	7,292.66
		1 Invoice						100.00 %
PROFAS (Profashion)								3,000.00
								Phone: (202)446-6011 Last Pymt: 6/11/2024
33311	6/12/2024		5,590.00					5,590.00
33312	6/12/2024		6,340.00					6,340.00
PROFAS Totals:			11,930.00	0.00	0.00	0.00	11,930.00	0.00
		2 Invoices						100.00 %
PUSHMA (Push Marketing, Inc. DBA Misfit)								Last Pymt:
								Phone: 916-290-9660 ex
33639	7/31/2024	30	40,000.00					40,000.00
PUSHMA Totals:			40,000.00	0.00	40,000.00	0.00	0.00	0.00
		1 Invoice						100.00 %
RAGWAT (Raging Waters dba Festival Fun Parks)								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
		1 Invoice						100.00 %
RBPAC (R&B of the Pacific (Rock & Brews))								5,000.00
								Phone: (408) 888-2250 Last Pymt: 9/19/2024
18538	11/1/2018	0	2,500.00					2,500.00
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

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Invoice Number	Due Date	Terms	Balance	Current 8/24/2024 9/23/2024	Over 30 7/25/2024 8/23/2024	Over 60 6/25/2024 7/24/2024	Over 90 5/26/2024 6/24/2024	Over 120 Up to 5/25/2024
RBPAC (R&B of the Pacific (Rock & Brews)) (continued)								
				Phone: (408) 888-2250			Last Pymt: 9/19/2024	5,000.00
33164	4/26/2024	30	4,901.31					4,901.31
33165	4/26/2024	30	5,864.47					5,864.47
RBPAC Totals:			253,783.09	0.00	0.00	0.00	0.00	253,783.09
								100.00 %
26 Invoices								
REGALW (Regal Wine Company)								
				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	0.00	0.00	0.00	10,000.00
								100.00 %
1 Invoice								
SACCOUNT (Sacramento County)								
							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
27866	1/31/2024	30	96.75					96.75
27865	5/1/2024	30	96.75					96.75
27864	7/31/2024	30	96.75		96.75			96.75
SACCOUNT Totals:			243,841.81	0.00	96.75	0.00	0.00	243,745.06
					0.04 %			99.96 %
10 Invoices								
SACFAIR (52nd District Agricultural Assn)								
							Last Pymt: 9/9/2024	15,253.00
33242	7/1/2024	30	8,824.00			8,824.00		
SACFAIR Totals:			8,824.00	0.00	0.00	8,824.00	0.00	0.00
								100.00 %
1 Invoice								
SAVEM2 (Save Mart)								
							Last Pymt: 9/6/2023	260.00
33755	8/9/2024	0	70,193.31		70,193.31			
33756	8/9/2024	0	1,425.00-		1,425.00-			
SAVEM2 Totals:			68,768.31	0.00	68,768.31	0.00	0.00	0.00
					100.00 %			
2 Invoices								
SCRAPBO (Scrapbook Expo)								
							Phone: (951) 734-4307	Last Pymt: 3/20/2024
33125	9/3/2024	30	20,000.00	20,000.00				5,000.00
SCRAPBO Totals:			20,000.00	20,000.00	0.00	0.00	0.00	0.00
					100.00 %			
1 Invoice								
SLEEKG (The Sleek Greek)								
							Phone: 602-617-5292	Last Pymt: 8/1/2024
33587	7/19/2024		0.01-			0.01-		25,397.18
SLEEKG Totals:			0.01-	0.00	0.00	0.01-	0.00	0.00
								100.00 %
1 Invoice								
SMUD3 (SMUD)								
							Phone: (916) 732-6858	Last Pymt: 10/2/2023
31979	7/1/2024		67,500.00			67,500.00		25,000.00
SMUD3 Totals:			67,500.00	0.00	0.00	67,500.00	0.00	0.00
								100.00 %
1 Invoice								
SONOMABE (Sonoma Bespoke, LLC)								
							Phone: (707)364-2112	Last Pymt:
33252	5/17/2024	30	5,250.00					5,250.00

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Invoice Number	Due Date	Terms	Balance	Current 8/24/2024 9/23/2024	Over 30 7/25/2024 8/23/2024	Over 60 6/25/2024 7/24/2024	Over 90 5/26/2024 6/24/2024	Over 120 Up to 5/25/2024
SONOMABE Totals:			5,250.00	0.00	0.00	0.00	0.00	5,250.00 100.00 %
		1 Invoice						
SPAEMP (Hot Tub Emporium)								Phone: (916) 677-7319 Last Pymt: 9/3/2024 12,500.00
32638	9/17/2023		819.50					819.50
SPAEMP Totals:			819.50	0.00	0.00	0.00	0.00	819.50 100.00 %
		1 Invoice						
SPRINT (T-Mobile (fka Sprint) / paid by Vertical Bridge)								Last Pymt: 9/9/2024 4,780.40
28726	9/1/2024		4,780.40	4,780.40				
SPRINT Totals:			4,780.40	4,780.40 100.00 %	0.00	0.00	0.00	0.00
		1 Invoice						
SRBX (Construction Industry Education Foundation (SRBX))								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	4,654.00 100.00 %
		1 Invoice						
SRFC (Sacramento Republic FC)								Phone: (916) 217-6721 Last Pymt: 6/12/2024 81,319.16
33367	6/29/2024	30	32,439.59			32,439.59		
SRFC Totals:			32,439.59	0.00	0.00	32,439.59 100.00 %	0.00	0.00
		1 Invoice						
SUSAPRO (Susa Production, LLC)								Phone: 5123510164 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	0.00	0.00	0.00	65,000.00 100.00 %
		2 Invoices						
SWEETCH (Sweet Cheeks Jenni's)								Phone: 209-495-5097 Last Pymt: 7/30/2024 576.55
33699	7/30/2024		20.00-		20.00-			
SWEETCH Totals:			20.00-	0.00	20.00- 100.00 %	0.00	0.00	0.00
		1 Invoice						
THISEVENTS (This Events, LLC)								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	20,000.00 100.00 %
		1 Invoice						
TRACTOR (Tractor Supply Company)								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	0.00	0.00	0.00	66,500.00 100.00 %	0.00
		1 Invoice						
TREAWI (Treasury Wine Estates)								Phone: 707.200.5914 Last Pymt: 6/22/2023 10,000.00
32768	6/14/2024	30	10,000.00				10,000.00	
TREAWI Totals:			10,000.00	0.00	0.00	0.00	10,000.00 100.00 %	0.00
		1 Invoice						
WALLD (Douglas E. Waller)								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	886.60 100.00 %
		1 Invoice						

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Invoice Number	Due Date	Terms	Balance	Current 8/24/2024 9/23/2024	Over 30 7/25/2024 8/23/2024	Over 60 6/25/2024 7/24/2024	Over 90 5/26/2024 6/24/2024	Over 120 Up to 5/25/2024
WAVEMA (Wavemaker Global, LLC obo Chevron)							Last Pymt:	
33524	8/12/2024	30	25,000.00		25,000.00			
WAVEMA Totals:			25,000.00	0.00	25,000.00	0.00	0.00	0.00
1 Invoice					100.00 %			
WHOLEP (Wholesale Patio)							Phone: (972) 878-4069	Last Pymt:
33641	8/4/2024	30	11,000.00		11,000.00			
WHOLEP Totals:			11,000.00	0.00	11,000.00	0.00	0.00	0.00
1 Invoice					100.00 %			
WINEGR (The Wine Group, Inc.)							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	0.00	0.00	0.00	10,000.00	0.00
1 Invoice							100.00 %	
WWAGER (Watch and Wager LLC)							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	0.00	0.00	0.00	40,349.38	39,915.90
10 Invoices							50.27 %	49.73 %
Grand Totals:			4,159,944.94	56,325.90	200,762.38	2,081,622.13	436,238.75	1,384,995.78
82 Customers 177 Invoices				1.35 %	4.83 %	50.04 %	10.49 %	33.29 %

* Calculated Balance shown is not Current Balance

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Current Balances

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Diana Barrios

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				8/24/2024	7/25/2024	6/25/2024	5/26/2024	Up to
				9/23/2024	8/23/2024	7/24/2024	6/24/2024	5/25/2024

Report Options

Answers: Defaults
AR Customers: (unlimited)
Invoices Selection: (unlimited)
Report Invoices By: Payment Customer
Invoice Balance: Current Balance
Aging Basis: Due Date
Aging Categories: Past Due and Current
Report Customers By: Code
Include Outstanding Credits: True
Apply Credits to Oldest Invoices: False
Include Unmerged Invoices and Receipts not on Hold: False
Include Invoice Information: True
Include Percentages: True
Include Report Options: True
Report Date: 9/23/2024
Current Begin Date: 8/24/2024
Current End Date: 9/23/2024
Over 30 Begin Date: 7/25/2024
Over 60 Begin Date: 6/25/2024
Over 90 Begin Date: 5/26/2024
Sort Options:
Design: Aged Invoice Analysis (built-in)



550 Howe Avenue, Suite 210
Sacramento, California 95825

Telephone: (916) 564-8727
FAX: (916) 564-8728

September 20, 2024

Mr. Tom Martinez, General Manager
California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, California 95815

Dear Tom:

Attached is a draft of the December 31, 2020 financial statements for review, not including the audit reports. The completion of the audit has been substantially delayed due to loss of accounting personnel at the time we started the audit in 2021. There has been a complete turn-over in accounting staff since 2020. As a result, there has been limited transitional knowledge of the organization's financial history.

The items that need to be completed in order for us to provide our opinion on the financial statements include: Reconciling the deferred maintenance expenditures incurred by California Construction Authority (CCA) to the construction in progress or expense, depending on whether the project meets the criteria for capitalization, reported in Cal Expo's general ledger, including internal costs; analyzing and adjusting the unearned revenue related to the deferred maintenance funds received from the State; and analyzing the deferred maintenance funds held in restricted cash to ensure it properly reflects the amounts remitted to CCA and any refunds received from CCA. Once these items are completed, and resulting journal entries are provided, we will proceed with completing the audit and issuing our opinion, as well as the other audit reports.

Please let me know if you would like to discuss these items further.

Very truly yours,

RICHARDSON & COMPANY, LLP

A handwritten signature in blue ink that reads 'Ingrid M. Sheipline'.

Ingrid M. Sheipline, CPA
Managing Partner

NEW BUSINESS

h. REVIEW & APPROVAL OF APPT. TO AAC

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3276

MEMORANDUM

Date: September 27, 2024

To: Board of Directors
California Exposition & State Fair

From: Arturo Barajas & Rina DiMare
California Exposition & State Fair,
Board Liaisons

Subject: Agricultural Advisory Council Applicant Recommendations

This report provides a background on the establishment of the Agricultural Advisory Committee (AAC), their role, and several recommendations of the Cal Expo Agricultural Advisory Council Board Liaisons.

BACKGROUND

The California State Law, Food and Agriculture Code Sect, 3316 provides that, "The Board may appoint advisory committees. Advisory committees may provide information and advice to the Board with respect to the operations and management of the California Exposition & State Fair or such other matters as the Board deems appropriate."

The Agricultural Advisory Council (AAC) was established by the Board of Directors to provide two way communication with the various stakeholders within the agricultural communities throughout the State; to advise the Board on matters pertaining to agricultural programs related to education, entertainment, and other activities at the California State Fair; to help expand participation in the annual State Fair by California's agricultural groups and industries; and support the Board's objectives to showcase a broad range of agricultural activities during the annual State Fair, as well as throughout the year at Cal Expo. The selection process mirrors that of the Cultural Advisory Committee model.

CRITERIA, SELECTION, and TERM

Members of the Agricultural Advisory Council are intended to be leaders from agricultural communities throughout California and serve at the pleasure of the Cal Expo Board of Directors.

Upon selection by the Board, a member will serve one term of 2-years. Upon completion of that term, a member will have the opportunity to apply for reappointment by the Board of Directors for up to three additional, consecutive terms of two-years each. No member shall serve more than 8 years.

NEW ADVISORY MEMBER APPOINTMENT

All potential new members are required to fill out an application form and follow all procedures established by the Cal Expo Board of Directors. The maximum number of members on the Agricultural Advisory Council shall be no more than 20.

BOARD RECOMMENDATIONS

Cal Expo Agricultural Advisory Council Board Liaisons Rina DiMare and Arturo Barajas recommend the following individuals for approval to the Agricultural Advisory Council:

Member –Amanda Fletcher
Administrative Coordinator
CA Foundation for Ag in the Classroom
Two Year Term

Member –Gail Kautz
Owner
Kautz Farms
Two Year Term

Member –Harry Moos
CEO
Friends of the Fair
Two Year Term

Member –Suzanne Oppegard
Retired
Property Management
Two Year Term

Member –Brock Tessandori
Business Development Manager
CA Farm Bureau
Two Year Term

Member –Alec Wasson
President
Idea Farming
Two Year Term