



Notice of Meeting

California Exposition & State Fair
Meeting of the Board of Directors

To Be Held

Friday, March 28, 2025, 9:00 a.m.

The Board will meet in closed session at 9:05 a.m.

Public Board Meeting will resume at 10:15 a.m.

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

1600 Exposition Boulevard
Sacramento, CA 95815

Kim Craig, Chair

Nick Hardeman, Vice Chair

Arturo Barajas, Director
Heather Bernikoff, Director
Rina V. DiMare, Director

Willie Pelote, Director
Che Salinas, Director

Sonney Chong, Honorary Director

EX OFFICIO MEMBERS

Governor Gavin Newsom

Senator Angelique Ashby
Senator Melissa Hurtado

Assembly Member Maggy Krell
Assembly Member Esmeralda Soria

122 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. LEASING AT 1600 EXPOSITION BLVD., SACRAMENTO, CA 98515

4. CLOSED SESSION

- a. Pursuant to Government Code §11126(c)(7)(A) the Board will convene in closed session for the purposes of discussing leasing of real property at 1600 Exposition Blvd.

5. RESUME PUBLIC MEETING

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

6. LAND ACKNOWLEDGEMENT

7. PLEDGE OF ALLEGIANCE

8. INTRODUCTION OF GUESTS & STAFF

9. 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.

10. 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 February 28, 2025
- d. Service Contracts/Purchase Orders Requiring Board Notification/Approval

11. COMMITTEE/STAFF REPORTS

- e. Legislative & Horse Racing Committee
- f. Finance

12. CORRESPONDENCE

None

13. MATTERS OF INFORMATION

- g. CEO Comments
- h. Directors Comments/Agenda Items for Future Meetings
- i. Next Board Meeting **Friday, April 25, 2025**
- j. Other, if any

14. ADJOURNMENT

Date of Notice: March 18, 2025

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.

10. CONSENT AGENDA

C. APPROVAL OF BOARD MEETING MINUTES FOR 02-28-25

CALIFORNIA EXPOSITION & STATE FAIR

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice
February 28, 2025

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

Directors Present

Director Kim Craig, Chair
Director Nick Hardeman, Vice Chair
Director Arturo Barajas
Director Rina DiMare
Director Willie Pelote
Director Che Salinas

Directors Absence

Director Heather Bernikoff

Executive Staff Present

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

Staff and Guests

Alex Alcantar, Business Development
Diana Barrios, Accounting Manager
Jaime Ramirez, Programs Manager
Craig Walton, Chief of Police
Allison Wagaman, Special Assistant
Pat Conner, IT Computer Operations
Lindy Munguia, Contracts
Stephanie Dyer, Human Resources
Daria Givens, Public Relations
Tim Beren, IT Sound
Kameni Gandher, IT Sound
Jeff Fallon, IT Systems Administrator
Angel Preciado, Graphic Designs
Brian Honebein, Event Partnership
Daniel Washington, Senator Ashby's office

1. CALL TO ORDER – Public Meeting

Chair Craig called the public meeting to order at 10:08 a.m.. Chair Craig acknowledged the Mission Statement, Policy Statement and the Public Comment Statement.

2. ROLL CALL

Roll call was taken and a quorum was present. Director Bernikoff could not attend the meeting and asked to be excused. Chair Craig asked for a motion to excuse Director Bernikoff.

MOTION:

Director Salinas moved to excuse Director Bernikoff absence. Director Pelote seconded the motion. **All in favor, motion passes unanimously.**

The Board convened into closed session at 10:10 a.m.

3. LEASING AT 1600 EXPOSITION BLVD., SACRAMENTO, CA. 95815

4. CLOSED SESSION

a. Pursuant to Government Code §11126(c)(7)(A) the Board will convene in closed session for the purpose of discussing leasing of real property at 1600 Exposition Blvd.

5. RESUME PUBLIC MEETING

b. Report out of Closed Session, if needed.

The Public meeting resumed at 12:02 p.m. Chair Craig stated that the Board heard items related to property leases and provided staff with direction.

6. LAND ACKNOWLEDGEMENT

Chair Craig read the Land Acknowledgement

7. PLEDGE OF ALLEGIANCE

Chair Craig asked Director Barajas to lead the Board and Staff in the Pledge of Allegiance.

8. INTRODUCTION OF GUEST AND STAFF

Chair Craig asked Deputy General Manager Shell to introduce guests and staff that were in the audience.

9. 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. None

10. 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 January 24, 2025
- d. Service Contract/Purchase Orders Requiring Board Notification/Approval

MOTION:

Chair Craig asked for a motion to approve the consent agenda. Director Barajas moved the motion and Director Pelote seconded the motion. Chair Craig asked for a roll call vote: Director Barajas, aye; Director Salinas, aye; Director DiMare, aye; Director Pelote, aye; Vice Chair Hardeman, aye; Chair Craig, aye. Motion passes.

11. COMMITTEE/STAFF REPORTS

- e. Legislative & Horse Racing Committee

On behalf of Director Salinas who chaired the Legislative and Horse Racing Committee, CEO Martinez reported out on AB 258 and asked the Board to take a watch position as it relates to funding of Fairs in general, the network of Fairs. The bill was authored by Assembly Connolly and by taking a watch position staff can engage with the Author as to his intentions as it relates to funding for Cal Expo.

MOTION:

CEO Martinez asked for a motion to take a watch position on AB 258. The motion was moved by Director Salinas and seconded by Directors DiMare and Pelote. Chair Craig asked for a roll call vote: Director Barajas, aye; Director Salinas, aye; Director DiMare, aye; Director Pelote, yes; Vice Chair Hardeman, aye; Chair Craig, aye. Motion passes.

CEO Martinez continued to report out on the Horse Racing Committee. The Committee discussed the availability of horses in this area and that The Big Fresno Fair announced that they will not be running this year and therefore not seeking a CHRB Horse Racing application. Prior to that the Sonoma County Fair announced that they will not be running a Horse Racing meet this summer as well. While Cal Expo has not made a decision we learn this morning that Pleasanton is seeking a meeting next week to look at the feasibility of running a meet this year with the realistic possibility of running in 2026. Finally, Humboldt County Fair announced their intentions to explore Horse Racing with the utilization of thoroughbred horse from Oregon and elsewhere. Martinez then had Chief Deputy General Manager Matt Cranford explained to the board some of the contingency plans for using the track and grandstands if at the direction of the Board, Cal Expo gets out of horse racing.

- f. Interim Events Report
Marica Shell from Events reviewed the staff report the Board.
- g. Finance Update
Finance Manager Barrios reviewed the finance staff reports with the Board.

12. NEW BUSINESS

California State Fair

Business Development Manager Alcantar reviewed the Marketing staff report with the Board. It was mentioned that in the pasted Cal Expo went out for graphic designs and this year we are able to do all graphic design in house. The graphics done to date were shared. Director DiMare asked about un common and Alcantar stated they will be used for the media buys. Programs Manager Jaime Ramirez reviewed the Programs staff report. He went over the competitions that are open and will be opening. He talked about new competitions that are planned for State Fair. For example, the Golden Bear Classic Skateboard Competition as it will be leading into the X Games that happens after State Fair. It was asked if the Corn dog eating contest was coming back and Ramirez indicated they were in negotiations.

13. CORRESPONDENCE

None

14. MATTERS OF INFORMATION

- h. CEO Comments
CEO Martinez reported out that he is working with the local Tribes to include a Land Acknowledgement on opening day and working to included the other Sovereign Tribes. Chair Craig asked that Director Bernikoff be included.
- i. Directors Comments/Agenda Items for Future Meetings
Director DiMare – thank you staff
Director Barajas – thank you staff
Director Salinas - echo my colleague's comments
Director Hardeman – echo my colleague's comments
Chair Craig – thank you staff
- j. Next Board Meeting **Friday, March 28, 2025**
- k. Other, if any

15. ADJOURNMENT

Chair Craig asked for a motion to adjourn.

MOTION:

Director Salinas moved the motion and it was seconded by Vice Chair Hardeman. **All in favor, motion carries unanimously.**

Meeting was adjourned at 12:28 p.m.

DRAFT



CALIFORNIA EXPOSITION & STATE FAIR
LEGISLATIVE and HORSE RACING COMMITTEE

Committee Meeting Minutes

Friday, February 28, 2025

9:15 a.m.

MINUTES

Committee Members Present:

Director Che Salinas, Chair
Director Nick Hardeman
Director Willie Pelote

Staff Present:

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

Tom Martinez
Matt Cranford
Sue O'Brien

Public Present:

Allen Aldrich
Donnie Fowler

Committee Chair Salinas called the Legislative and Horse Racing Committee Meeting to order at 9:20 a.m. and dispensed with reading the Mission Statement and Public Comments Statement. Roll was taken and quorum was present.

Staff Reports

a. Legislative Update

CEO Martinez reviewed the staff report with the Committee. Martinez asked the Committee to take a watch position on AB 238 and reach out to the Author of the bill or his staff to discuss the bill. Then bring this bill back to the Committee.

b. Horse Racing Statue Update

CEO Martinez started the discussion explaining that State Fair has always had Thoroughbred horse racing with the exception of World War, World Expo in San Francisco and COVID. He went on to say that we haven't gotten a commitment about the horses and if they will be in Northern California or not. Martinez thought it was important to let the Board know that CARF no longer exist in the form of live race meets. They are changing over to Satellite Wagering facilities. Fresno Fair has announced that they will not be racing during their fair and Sonoma will not be racing this summer either. The fair that is most important to us is Pleasanton. If Pleasanton runs then there is a very good likelihood that we could take the horse from there and bring them to State Fair. CEO Martinez introduced a Board Member from Pleasanton-Alameda County Fair Allen Aldrich. Before Mr. Aldrich could speak Martinez asked Chief Deputy General Manager (CDGM) Cranford to speak. CDGM Cranford reviewed the staff report. Cranford report that State Fair loss \$100,000 for 2024 and had losses in 2023 due to not enough horses. He then reviewed the numbers for Satellite Wagering/Simulcast. CDGM Cranford went on to talk about Watch & Wager. Watch & Wager is a client that rents the Grand

Stand 8-9 months out of the year. We get paid a rental fee for every day they race and they pay reimbursables. At our last Board Meeting the Board asked staff to look into other type of race meets. It was discussed with Watch & Wager and decided that it was do able for 2025. Allen Aldrich, Horse Owner and Board Member of the Alameda County Fair spoke to the board about horse racing at Alameda and the other fairs. He mentioned that Pleasanton has a meeting on Tuesday to discuss horse racing. CEO Martinez went on to say that the Board asked staff to look into other forms of racing and we discussed this with Watch & Wager. Watch & Wager weren't confident they could put on a race meet during State Fair for Cal Expo/State Fair right now. Cal Expo/State Fair doesn't have any commitments or conformation that there will be horsed to run. Martinez went on to say with not racing in 2025 in mind we need to find something for the Grandstands and staff is looking for direction as that property can't be empty during State Fair.

ADJOURNMENT

The Legislative and Horse Racing Committee meeting adjourned at 10:01 a.m.

d. SERVICE CONTRACTS/PURCHASE ORDERS

California Exposition & State Fair

PURCHASE ORDERS

February 20, 2025 to March 17, 2025
\$100,000 and Over (rounded) [Requiring Approval](#)

Vendor/Merchant	Amount
California Construction Authority (CCA) <ul style="list-style-type: none">• 2025 Livestock Pavilion Restroom project• Part of CDFA reimbursable grant monies	\$698,975
Robert Half Staffing Agency <ul style="list-style-type: none">• 2025/2026 Accounting consulting services• Multiple Award Schedule (CMAS) through State of California• Term: April 1, 2025 through March 31,2026 (1 year)	\$250,000

SERVICE CONTRACTS

February 20, 2025 to March 17, 2025
From \$15,000 to \$99,999 (rounded) [Requiring Notification](#)

Contractor	Amount
Sapphire Fountains <ul style="list-style-type: none">• 2025 State Fair Fountain Display Exhibit• Term: April 1, 2025 to July 31, 2025	\$98,806

SERVICE CONTRACTS

February 20, 2025 to March 17, 2025
\$100,000 and Over (rounded) [Requiring Approval](#)

Contractor	Amount
Bar None Group, Inc., dba PCE <ul style="list-style-type: none">• State Fair Concert Sound Services – Toyota Concert Stage• Term: July 1, 2025 through July 31, 2027 (3 years)	\$145,500 \$48,500 per year (pending DGS approval)
Diversified Stage, Inc. <ul style="list-style-type: none">• State Fair Concert Theatrical Lighting – Toyota Concert Stage• Term: July 1, 2025 through July 31, 2027 (3 years)	\$156,000 \$52,000 per year (pending DGS approval)
Diversified Stage, Inc. <ul style="list-style-type: none">• State Fair Concert Video Services - Toyota Concert Stage• Term: July 1, 2025 through August 1, 2027 (3 years)	\$207,000 \$69,000 per year (pending DGS approval)
Un/Common Advertising – Amendment No. 1 <ul style="list-style-type: none">• State Fair advertising services• Amendment No. 1 adds \$118,200 for 2025 Fair• Extends term through March 27, 2026	\$622,200 \$118,200 for 2025
4Wall Entertainment – Heart Health Park <ul style="list-style-type: none">• Staging equipment for Concert Venue• Term: April 1, 2025 through March 31, 2028 (3 years)	\$1,070,400 \$356,800 per year (pending DGS approval)

11. COMMITTEE/STAFF REPORTS

State of California

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

MEMORANDUM

Date: March 20, 2025

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Matt Cranford, Deputy General Manager

Subject: State Fair Michelob Ultra Grandstand Events

HORSE RACING HISTORY

Following the challenges with Golden State Racing, California Authority of Racing Fairs (CARF) has decided not to submit racing applications for Thoroughbred racing at its member county fairs, which include Cal Expo, Humboldt County Fair, Alameda County Fair, and the Big Fresno Fair. The Sonoma County Fair operates independently from CARF and will not be applying for racing dates. At the California Horse Racing Board (CHRB) meeting on February 20th, it was announced that the Humboldt County Fair has a strong interest in applying for its own racing dates. When asked which fairs might be applying for race dates in 2024, Oscar Gonzalez, Vice Chair of the CHRB, stated that Humboldt County Fair would be applying, while Fresno County Fair was still evaluating. He also indicated that Cal Expo, Sonoma County Fair, and Alameda County Fair would likely opt out for this year, possibly indefinitely.

GRANDSTAND

The Michelob Ultra Grandstand at Cal Expo offers flexible seating configurations to accommodate various events. For horse racing events, the grandstand provides approximately 4,485 seats. In contrast, large-scale concerts like the "Country in the Park" festival utilize the infield area inside the racetrack, allowing the venue to accommodate up to 18,000 attendees.

This adaptability ensures that Cal Expo can host a diverse range of events, from intimate gatherings to large festivals, by reconfiguring its spaces to meet specific requirements.

ALTERNATIVE EVENT OPPORTUNITIES FOR 2025 CALIFORNIA STATE FAIR

The California State Fair will not host horse racing in 2025. This presents an opportunity to introduce alternative events that can generate revenue. Several potential events are under consideration:

- Destruction Derby (July 26)
 - Estimated Expenses: \$30,000
 - Potential Gross Revenue: \$45,000 (3,000 tickets, \$15 each)
- "Super Pull" Tractor Pull
 - Estimated Expenses: \$26,500
 - Potential Gross Revenue: \$45,000 (3,000 tickets, \$15 each)
- Monster Trucks
 - Estimated Expenses: \$38,500
 - Potential Gross Revenue: \$45,000 (3,000 tickets, \$15 each)
- Brewfest event (July 12)
 - Potential Gross Revenue: \$5,000

These events provide opportunities to maximize venue utilization and enhance profitability during the 2025 fair season.

RECOMMENDATION

This report is for Board information only. Staff will continue to add programming at the Michelob Ultra Grandstand should it become available.

f. FINANCE

State of California

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

MEMORANDUM

Date: March 18, 2025
To: Board of Directors
California Exposition and State Fair
Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair
From: Diana Barrios, Finance Manager
Subject: Financial Reports- Finance Committee

INTRODUCTION

Please find for your review the Monthly Statement of Financial Activities for February 2025, Accounts Receivable Collections Procedures and supporting documentation, and the monthly Financial Stability Plan Update.

Accounting staff continue to review and reconcile many of the financial activities from Fiscal Year End 2024.

FINANCIAL REPORTS - Monthly Statement of Financial Activities February 2025

The monthly Statement of Financial Activities for February 2025 provides a financial snapshot of Cal Expo between quarterly reports. It's important to note that Cal Expo's revenue and expenses follow a cyclical pattern, with expenditures peaking before the annual State Fair and revenues peaking at its conclusion.

Key highlights for the February 2025 report:

Line 1 – State Fair. Revenue shows nominal growth, as expected leading up to the fair.

Line 2 – Expo Events. Revenue is currently at \$615,841 and continues to increase as events are settled. The prior year's figure was higher due to our retrospective invoicing process. (Events need to conclude to begin the invoice process.)

Line 21 – General Expense. Nearly matches the prior year's February expense total, aligning with Cal Expo's cyclical expenditures.

Line 26 – Insurance. Illustrates a cost of \$892,240, an increase due to prorated prior-year insurance amounts.

Line 27 – Travel. Increased due to State Fair-related reimbursements.

Line 32 – Cons & Prof Svcs Internal. This includes late invoices for UC Davis Veterinary services from the 2024 State Fair.

Overall, the February report reflects the expected cyclical pattern of Cal Expo's finances, with anticipated increases in expenses leading up to the State Fair.

Accounts Receivable Collections – Procedures

Attached for your review are the Accounts Receivable Collections procedures and supporting documentation, including aging reports and collection agency correspondence, for accounts that are 120 days past their due date.

Using the attached procedures, the Accounting Unit is committed to promptly monitoring all accounts and applying swift follow-up actions.

There are a total of 12 accounts 120 days past their due date that are deemed potentially uncollectible. Of these accounts, five are with our Collections Agency, and three have been submitted for further review and collection efforts. Of the five active accounts, two are under legal review for filing a lawsuit to collect the amounts owed.

Four accounts are related to Payroll matters. These will be handled under a separate process and may be referred to the State Controller's Office for collection efforts, up to and including tax refund intercepts.

We are confident that these procedures will help to reduce the amount of outstanding debt.

FINANCIAL TEAM UPDATES

The Accounting Department continues to experience staffing changes. A new Senior Accounting Officer position, to fill the vacancy created in June 2024, was posted on February 18, 2025, and closed on March 11, 2025. Applications will be screened the week of March 24, 2025. This role will handle various responsibilities, including bank reconciliations, overseeing event settlement processes and reimbursements, credit card transaction balancing, daily financial activity recording, and State Fair financial support.

To address immediate needs, the Finance Manager and Deputy General Manager are seeking expert assistance through a temporary placement agency. The selected individual will have a broad range of experience in the areas of: financial reporting, cash management, general accounting, tax, and internal controls. It is important to fill this temporary role quickly.

The Finance Manager is also actively training current staff and documenting daily tasks, creating procedures and desk manuals to support both current and new employees.

ANNUAL AUDIT 2020

The Board decided in 2021 to combine the audits for both 2020 and 2021 due to Cal Expo's transition from events to COVID emergency response.

Staff has uploaded many of the requested audit items, such as financial records and supporting documentation, for the 2021 audit, with only 14 items outstanding. External Audit staff has begun follow-up communications with our Retired Annuitant Lead on the uploaded items.

RECOMMENDATION

Acknowledgement of the receipt of reports.

**CALIFORNIA EXPOSITION AND STATE FAIR
MONTHLY STATEMENT OF FINANCIAL ACTIVITIES
February 28, 2025**

R o w	Column	A	B	C	D	E	F
		February 2025	February 2024	YTD 2025	YTD 2024	Budget 2025	Annual Variance YTD
	Revenue						
1	State Fair	\$ 925	\$ 17,041	\$ 1,075	\$ 21,635	\$15,953,226	\$(15,952,151)
2	Expo Events	272,889	484,177	615,841	1,010,684	4,950,250	(4,334,409)
3	Multi-Use Sports Facility	34,154	296,335	67,684	328,774	1,900,000	(1,832,316)
4	Rock and Brews	14,926	12,500	29,851	25,000	250,000	(220,149)
5	Watch & Wager	2,388	21,374	2,388	21,737	22,000	(19,612)
6	Simulcast	51,641	96,431	63,539	121,490	478,788	(415,249)
7	RV Park	53,701	100,653	109,227	183,636	1,023,366	(914,139)
8	Water Park	500	500	1,000	1,000	50,000	(49,000)
9	Electronic Sign	29,859	29,859	59,718	59,718	395,000	(335,282)
10	Miscellaneous	322	113	500,492	(552)	890,000	(389,508)
11	Reimbursements	155,758	220,934	139,704	341,670	3,546,878	(3,407,174)
12	Grants	-	-	16,044	-	300,000	(283,956)
13	Interest Revenue	-	-	81,976	68,834	260,000	(178,024)
14	Deferred Maintenance / Resilienc	-	-	1,282,906	-	-	1,282,906
15	TOTAL REVENUE	\$ 617,063	\$ 1,279,917	\$ 1,688,538	\$ 2,183,626	\$30,019,508	\$(28,330,970)
16	Personal Services						
17	Salaries & Wages	657,752	610,561	1,344,888	1,271,555	10,686,917	9,342,029
18	Benefits	369,001	335,755	848,698	590,324	4,176,186	3,327,487
19	Total Personal Services	\$ 1,026,753	\$ 946,316	\$ 2,193,586	\$ 1,861,879	\$14,863,103	\$ 12,669,516
20	Operating Expenses						
21	General Expense	116,633	233,333	195,456	233,822	1,437,557	1,242,101
22	Advertising	14,000	28,000	28,000	28,000	788,250	760,250
23	Printing	1,341	10,121	4,524	10,121	176,316	171,792
24	Communications	13,840	28,343	31,967	28,583	193,366	161,399
25	Postage	280	439	320	419	28,100	27,780
26	Insurance	102,017	89,208	892,240	89,208	1,361,035	468,795
27	Travel	647	5,603	12,301	6,214	100,965	88,664
28	Training	1,480	2,209	1,480	2,209	35,450	33,970
29	Facility Operations	45,393	146,329	46,059	147,726	605,108	559,049
30	Utilities	142,121	266,587	185,026	282,061	1,423,150	1,238,124
31	Cons & Prof Svcs External	118,587	328,714	259,363	332,287	6,641,821	6,382,458
32	Cons & Prof Svcs Internal	43,139	14,397	43,275	14,397	108,545	65,270
33	Data Processing	77,084	44,595	77,084	44,595	235,910	158,826
34	Entertainment	-	-	-	-	2,392,450	2,392,450
35	Judging	-	-	284	-	92,800	92,516
36	Premiums	-	-	-	-	223,790	223,790
37	ProRata	56,760	63,781	113,521	127,563	750,000	636,479
38	Other	44	149	44	149	20,000	19,956
39	Total Operating Expenses	\$ 733,365	\$ 1,261,808	\$ 1,890,943	\$ 1,347,354	\$16,614,613	\$ 14,723,670
40	TOTAL EXPENSES	\$ 1,760,118	\$ 2,208,124	\$ 4,084,530	\$ 3,209,234	\$31,477,716	\$ 27,393,186
41	OPERATING PROFIT (LOSS)	\$ (1,143,055)	\$ (928,207)	\$ (2,395,991)	\$ (1,025,608)	\$ (1,458,208)	\$ (937,784)

*unaudited

Account Receivable uncollectable accounts 120 days overdue

Name	Due Date	Amount	Status
<i>Bankm</i>	10/1/2007	\$ 581.17	<i>A/R requires coordination with HR/SCO</i>
<i>Bremep</i>	4/15/2008	\$ 634.43	<i>A/R requires coordination with HR/SCO</i>
<i>Fairr</i>	2/29/2008	\$ 524.43	<i>A/R requires coordination with HR/SCO</i>
Farm2Fair, LLC obo Diageo	7/13/2023	\$ 20,000.00	At Collections- Under Legal Review
DNA Marketing, LLC	6/14/2023	\$ 8,384.15	Submitted to Collections Agency
Hot Doggin-Delicious, LLC	7/24-31/2022	\$ 4,105.39	Submitted to Collections Agency
Mindset of Spartans	7/24/2024	\$ 7,000.00	At Collections Agency
Oasis Massage	12/31/2023	\$ 46,350.00	At Collections- Under Legal Review
Raging Waters dba Festival Fun Parks	12/30/2023	\$ 58,821.74	Submitted to Collections Agency
This Events, LLC	10/9/2023	\$ 20,000.00	At Collections Agency- Under negotiations
This Events, LLC	5/15/2024	\$ 48,212.60	At Collections Agency- Under negotiations
<i>Walld</i>	8/16/2009	\$ 886.60	<i>A/R requires coordination with HR/SCO</i>
Wholesale Patio	8/4/2024	\$ 11,000.00	At Collections Agency
Total uncollectable accounts		\$ 226,500.51	

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Tuesday, March 18, 2025 2:48:21PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current 2/16/2025 3/18/2025	Over 30 1/17/2025 2/15/2025	Over 60 12/18/2024 1/16/2025	Over 90 11/18/2024 12/17/2024	Over 120 Up to 11/17/2024
BANKM [REDACTED]								
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 %
Grand Totals:			581.17	0.00	0.00	0.00	0.00	581.17
		1 Customer 1 Invoice						100.00 %

Phone: [REDACTED] Last Pymt:

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Tuesday, March 18, 2025 2:48:44PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				2/16/2025	1/17/2025	12/18/2024	11/18/2024	Up to
				3/18/2025	2/15/2025	1/16/2025	12/17/2024	11/17/2024
BREMEP (██████████)								
					Phone: ██████████	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 %
Grand Totals:			634.43	0.00	0.00	0.00	0.00	634.43
1 Customer								634.43
1 Invoice								100.00 %

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Tuesday, March 18, 2025 2:57:02PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				2/16/2025	1/17/2025	12/18/2024	11/18/2024	Up to
				3/18/2025	2/15/2025	1/16/2025	12/17/2024	11/17/2024
FAIRR (XXXXXXXXXXXX)								
					Phone: XXXXXXXX	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 %
Grand Totals:			524.43	0.00	0.00	0.00	0.00	524.43
1 Customer 1 Invoice								100.00 %

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Wednesday, March 19, 2025 3:09:48PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				2/17/2025	1/18/2025	12/19/2024	11/19/2024	Up to
				3/19/2025	2/16/2025	1/17/2025	12/18/2024	11/18/2024
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 %
Grand Totals:			20,000.00	0.00	0.00	0.00	0.00	20,000.00
	1 Customer							100.00 %
	1 Invoice							100.00 %

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Wednesday, March 19, 2025 3:11:39PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				2/17/2025	1/18/2025	12/19/2024	11/19/2024	Up to
				3/19/2025	2/16/2025	1/17/2025	12/18/2024	11/18/2024
HIDOW (DNA Marketing LLC)								
					Phone: [REDACTED]		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 %
Grand Totals:			8,348.15	0.00	0.00	0.00	0.00	8,348.15
		1 Customer 1 Invoice						100.00 %

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Wednesday, March 19, 2025 3:12:03PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current 2/17/2025 3/19/2025	Over 30 1/18/2025 2/16/2025	Over 60 12/19/2024 1/17/2025	Over 90 11/19/2024 12/18/2024	Over 120 Up to 11/18/2024
HOTDOGG (Hot Doggin-Delicious LLC)				Phone: [REDACTED] 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
								100.00 %
			8 Invoices					
Grand Totals:			4,105.39	0.00	0.00	0.00	0.00	4,105.39
								100.00 %
								100.00 %

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Wednesday, March 19, 2025 3:12:27PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				2/17/2025	1/18/2025	12/19/2024	11/19/2024	Up to
				3/19/2025	2/16/2025	1/17/2025	12/18/2024	11/18/2024
MINDSE (Mindset of Spartans)				Phone: ██████████ Last Pymt:				
33637	7/24/2024		7,000.00					7,000.00
MINDSE Totals:			7,000.00	0.00	0.00	0.00	0.00	7,000.00
		1 Invoice						100.00 %
Grand Totals:			7,000.00	0.00	0.00	0.00	0.00	7,000.00
		1 Customer 1 Invoice						100.00 %

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Wednesday, March 19, 2025 3:12:52PM

Page 1

Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				2/17/2025	1/18/2025	12/19/2024	11/19/2024	Up to
				3/19/2025	2/16/2025	1/17/2025	12/18/2024	11/18/2024
OASIS (Oasis Massage)								
						Phone: [REDACTED]	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 %
Grand Totals:			46,350.00	0.00	0.00	0.00	0.00	46,350.00
1 Customer								
1 Invoice								100.00 %

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Wednesday, March 19, 2025 3:13:42PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				2/17/2025	1/18/2025	12/19/2024	11/19/2024	Up to
				3/19/2025	2/16/2025	1/17/2025	12/18/2024	11/18/2024
THISEVENTS (This Events, LLC)							Last Pymt:	
32596	10/9/2023		20,000.00					20,000.00
34108	5/15/2024		48,212.60					48,212.60
THISEVENTS Totals:			68,212.60	0.00	0.00	0.00	0.00	68,212.60
		2 Invoices						100.00 %
Grand Totals:			68,212.60	0.00	0.00	0.00	0.00	68,212.60
		1 Customer 2 Invoices						100.00 %

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Wednesday, March 19, 2025 3:14:14PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				2/17/2025	1/18/2025	12/19/2024	11/19/2024	Up to
				3/19/2025	2/16/2025	1/17/2025	12/18/2024	11/18/2024
WALLD (██████████)								
					Phone: ██████████		Last Pymt:	
01216	8/16/2009		886.60					886.60
WALLD Totals:			886.60	0.00	0.00	0.00	0.00	886.60
		1 Invoice						100.00 %
Grand Totals:			886.60	0.00	0.00	0.00	0.00	886.60
		1 Customer 1 Invoice						100.00 %

AR Aged Invoice Analysis

Current Balances

Cal Expo
Diana Barrios

Wednesday, March 19, 2025 3:14:41PM
Page 1

Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				2/17/2025	1/18/2025	12/19/2024	11/19/2024	Up to
				3/19/2025	2/16/2025	1/17/2025	12/18/2024	11/18/2024
WHOLEP (Wholesale Patio)				Phone: [REDACTED] Last Pymt:				
33641	8/4/2024	30	11,000.00					11,000.00
WHOLEP Totals:			11,000.00	0.00	0.00	0.00	0.00	11,000.00
		1 Invoice						100.00 %
Grand Totals:			11,000.00	0.00	0.00	0.00	0.00	11,000.00
		1 Customer 1 Invoice						100.00 %

Financial Stability Plan Update
March 19, 2025

Category	Title	Description	Progress	Notes
Documenting Procedures	Developing and Writing Procedures	Well documented and easy to follow procedures for each position within the finance team	In progress	<ul style="list-style-type: none"> •Continue with weekly one-on-one meetings with accounting staff. •Developed procedures - Allowance for Doubtful Accounts •Developed data entry procedures for Master Food and Beverage concession stands during State Fair •Worked with Accounts Receivable staff on Costco procedures/settle up
Staffing Enhancements	Retired Annuitants	Complete more complex and highly involved tasks related to backlog of accounting items	In progress	<ul style="list-style-type: none"> •Work related to Audit Year 2021: Performing calculations for GASB 68 GASB 75 Calculations completed and submitted to Auditors Continue uploading remaining 7 audit items •Work related to Audit Year 2022-2024: Reviewing general ledger entries for 2022-2024
Staffing Enhancements	Contracted Staff	Bring experts to assist in identifying and guiding erroneous entries. Review processes and recommend procedural changes as needed	In progress	<ul style="list-style-type: none"> •Fair Financial Consultant working on reviewing data in General Ledger and making recommendations to streamline system, dataset, and processes •Bringing in additional contracted support to assist with task support and research related to financial reporting, cash management, general accounting, tax, and internal controls.
Staffing Enhancements	State Fair Workers (SFW)	Bring on temporary staff with expertise to fulfill short-term projects	In progress	<ul style="list-style-type: none"> •SFW's join Cal Expo at its heaviest points of the year/season to perform tasks related to the California State Fair. The tasks range from daily entries of data into the accounting software to tracking sales, invoicing, collecting monies, and creating reports for the food and commercial sales activities.
Staffing Enhancements	Staffing (Filling vacant FTEs)	Hire highly qualified and experienced staff	In progress	<ul style="list-style-type: none"> •Senior Accounting Officer posted on Feb. 18, 2025 through March 11, 2025 First round of application review scheduled for month ending March 2025 Created interview questions and desk exercise to conduct interviews
Staffing Enhancements	Staffing (Training current staff)	Eliminate single task oriented staff mindset to fully cross-trained staff who can perform multiple functions and tasks	In progress	<ul style="list-style-type: none"> •Reviewed with staff procedures on how to enter daily tasks related to questions and troubleshooting
Leadership Realignment	Re-evaluating duties of the Finance Manager	Evaluating the tasks/needs of the Contracts and Finance Unit to ensure proper levels of staffing are in place	In progress	<ul style="list-style-type: none"> •Finance Manager has been successful at reviewing work tasks, training staff, troubleshooting errors, and writing procedures. •Finance Manager continues to work through backlog of unreconciled events. Those events being reconciled are done with the intention that 2025 books are clean and clear of past errors. •Developed of an Accounts Receivable bad debt structure. This will satisfy a recommendation brought forward during the 2020 audit.