



February 10, 2021

TO: Board of Directors

SUBJECT: Board of Directors Meeting

The February Board of Directors Meeting has been scheduled for Tuesday, February 23, 2021, 3:30 p.m. via Zoom.

The following documents are enclosed:

1. February 23, 2021 Board Agenda
2. Regular Board Meeting Minutes of 01/26/2021
3. Check Register, Statement of Operations and Balance Sheet

If you have any questions, feel free to call the Office.



1121 S. Chance Avenue, Fresno, California, 93702-3707
559 650-3247 • FAX 559 650-3226 • www.FresnoFair.com

WFA
MERRILL AWARD WINNER



21ST DISTRICT AGRICULTURAL ASSOCIATION
BOARD OF DIRECTORS MEETING
FEBRUARY 23, 2021 AT 3:30 P.M.

BOARD MEETING NOTICE

Notice is hereby given that a meeting of the 21st District Agricultural Association, Big Fresno Fair Board of Directors will be held on **Tuesday, February 23, 2021, commencing at 3:30 p.m. via Zoom.**

Please be advised, in accordance with Executive Order N-29-20. The 21st DAA, Big Fresno Fair will provide a Zoom option for its upcoming public meeting, to be held on **February 23, 2021 at 3:30 p.m.** Board members and members of the public are strongly encouraged to participate using the Zoom meeting link provided below so as to minimize the spread of COVID-19 and reduce the risk of infection during this current state of emergency. No physical location will be provided.

To participate in the Zoom Meeting, follow this link.

<https://us02web.zoom.us/j/7339943574?pwd=STljOEYzaUF6TzINb09sVVFYaDM1dz09>

Meeting ID: 733 994 3574

Password: 1121

One tap mobile

+16699006833,,7339943574#,,,0#,,1121#

MISSION STATEMENT

"TO PROVIDE QUALITY EXPERIENCES FOR THE COMMUNITY"
-CELEBRATE, EDUCATE AND HAVE FUN-

NOTE

Please be informed that any member of the public has a right and is invited to participate during this public meeting and may address the Board either during the "Public Comments" portion and/or during the discussion of any particular item listed on the agenda.

Items listed on this agenda may be considered in any order at the discretion of the Chair. All items so listed may be considered for action. Any item not listed on the agenda will not be discussed or considered by the Board.

Pursuant to the American with Disabilities Act, individuals who, because of a disability, need special assistance to attend or participate in any 21st District Agricultural Association Board or Committee meetings, or in connection with other The Big Fresno Fair ground activities, may request assistance at the Fair Office, 1121 S. Chance Ave., or by calling 559-650-3247, during normal business hours of 9:00 a.m. to 4:00p.m. Monday through Thursday. Requests should be made one (1) week in advance whenever possible.

¹ Persons with disabilities who may require accommodations to attend the meeting are requested to contact the Fair office at (559) 650-3247.

² Questions regarding agenda items should be directed to the Fair office at (559) 650-3247.

³ Public notice required by Government Code - Section 11125(a) is available for viewing at www.fresnofair.com

The agenda for the regular meeting will consist of the following matters:

AGENDA

1. Call to Order:
2. Pledge of Allegiance:
3. Roll Call of Directors and Declaration of Quorum:
Jerry Pacheco, President; Charles Riojas, Vice President; Terri Gonsalves, Secretary/Treasurer; Linda Mae Balakian Hunsucker, Gary Chahil, Frank Flores, Annalisa Perea, Larry Salinas and Larry Serpa
4. Minutes: (*Action by the Board*)
 - A. Approve Board Minutes:
 1. Regular Board Meeting 01/26/2021
5. Acknowledge Consent Agenda (colored pages) Item #15 thru Item #20
6. Public Comment:

Public comment is a right granted to the public. It is reserved for items that are not listed on the agenda, but under this Board's jurisdiction. Please be informed that public participation under public comment will be limited to five (5) minutes per speaker and in accordance with state law, the Board will not comment or otherwise consider such public comment item for business until and unless such item has been properly listed on the agenda at a future meeting.

7. Executive Staff Report: (*Informational*)
 - a. Report on Satellite Racing/CARF Meeting
 - b. Report on Interim Events and Postponements
 - c. Report on Hispanic Plaza
 - d. Report on Covid-19 Events
8. Committee Reports: (*Action by the Board*)
 - A. Finance Committee
 - Acknowledge December 31, 2020 Check Register in the amount of \$171,944.25;
 - Acknowledge Statement of Operations dated December 31, 2020;
 - Acknowledge Balance Sheet dated December 31, 2020.
9. Old Business: (*Informational*)
 - a. Discussion by the Board regarding Interim CEO

10. New Business: (*Informational/Action by the Board*)
 - a. Award Ground Lease for a Retail Outdoor Swap Meet Operation Contract RFP #21-001 for a five-year contract with a five year renewal option.
11. Manager's Update:
 - a. Sponsorships; Entertainment; New Projects and Improvements; Update on Friends of the Fair Meeting 02/23/21.
12. Board Recommendation for Future Agenda Items:
13. For Your Information:
Next Board Meeting – March, 23, 2021, 3:30 p.m.
14. Adjournment:

Item #15 thru Item #20 ACKNOWLEDGE THE FOLLOWING RENTAL
AGREEMENTS FOR 2021:

| | | | | | |
|--------|----|-----------------------------|--|---|-------------|
| Item # | 15 | 3/20/21 to 3/21/21 | Kerman Kart Club Marty Kamimoto 958 N. Citadel Avenue Clovis, CA 93611 | GoKart Racing Carnival Lot | \$2,400.00 |
| Item # | 16 | 5/22/21 to 5/23/21 | Kerman Kart Club Marty Kamimoto 958 N. Citadel Avenue Clovis, CA 93611 | GoKart Racing Carnival Lot | \$2,400.00 |
| Item # | 17 | 9/11/21 to 9/12/21 | Kerman Kart Club Marty Kamimoto 958 N. Citadel Avenue Clovis, CA 93611 | GoKart Racing Carnival Lot | \$2,400.00 |
| Item # | 18 | 1/21/21 to 1/29/21 | American Ambulance Russ Richardson 2911 E. Tulare Street Fresno, CA 93721 | Vaccine Distribution Junior Exhibits Bldg. | \$2,100.00 |
| Item # | 19 | 2/1/2021 to 2/28/2021 | County of Fresno c/o Jean M. Rousseau 1221 Fulton Street Fresno, CA 93721 | Vaccine Distribution Commerce, Ag and Industry Commerce Bldgs. | \$27,184.00 |
| Item # | 20 | 2/1/2021 to 2/28/2021 | Pentecostal of Fresno Gary Sones 4695 N. Seventh Street Fresno, CA 93726 | Church Services Industrial Education | \$600.00 |

**MINUTES
21ST DISTRICT AGRICULTURAL ASSOCIATION
BOARD OF DIRECTORS MEETING
JANUARY 26, 2021 AT 3:30 PM
VIA ZOOM**

Please be advised, in accordance with Executive Order N-29-20, The Big Fresno Fair is providing a Zoom option for today's board meeting so as to minimize the spread of Covid-19 and reduce the risk of infection during this current state of emergency.

Please be informed that any member of the public has the right and is invited to participate during this public meeting and may address the Board either during the "Public Comments" portion and/or during the discussion of any particular item listed on the agenda. Public Comment is a right granted to the public. It is reserved for items that are not listed on the agenda, but under this Board's jurisdiction. Please be informed that public participation under Public Comment will be limited to five (5) minutes per speaker and in accordance with state law, the Board will not comment or otherwise consider such public comment item for business until and unless such item has been properly listed on the agenda at a future meeting.

Items listed on the agenda may be considered in any order at the discretion of the Chair. All items so listed may be considered for action. Any item not listed on the agenda will not be discussed or considered by the Board.

Item #1 Call to Order:

The meeting was called to order at 3:30 p.m. by President Serpa. Those in attendance were: President Larry Serpa, Vice President Jerry Pacheco and Directors Frank Flores, Terry Gonsalves, Chuck Riojas and Annalisa Perea, Deputy Manager II Stacy Rianda, Deputy Manager II Lauri King, Business Assistant II Christina Estrada, Business Assistant II Saundra West, Event Coordinator Taylor Childers and via Zoom: Directors Linda Mae Balakian Hunsucker, Gary Chahil and Larry Salinas; Kalia Mitchell with CDFA and Celeste Zavala with Cohen Communications.

Item #2 Pledge of Allegiance:

President Serpa requested Director Gonsalves to open the meeting by leading the Pledge of Allegiance.

Item #3 Roll Call of Directors and Declaration of Quorum:

President Serpa called roll and all Directors were present for a full quorum.

Item #4. Minutes: (Action by the Board)

A. Approve Board Minutes:

1. Regular Board Meeting 11/17/2020

MSP (Riojas - Flores) to approve the Board minutes. The vote was unanimous.

Item #5. Acknowledge Consent Agenda (colored pages) Item #16 thru Item #38:

MSP (Pacheco - Flores) to approve the Consent Agenda. The vote was unanimous.

Item #6 Public Comment:

None

Item #7. Executive Staff Report: (Informational)

a. Report on Satellite Racing/CARF Meeting:

Deputy Manager II King reported that satellite wagering is still operating from the first floor of the grandstand and it continues to do very well. We are open Wednesday – Sunday. We will be working to move back upstairs again now that we are getting to reopen a bit. Our satellite wagering employee will be reduced down to a PI Employee, meaning he will work 4 days a week which means we will most likely drop Wednesday racing. We are only making about \$200 a day anyway and our labor is more than that. CARF's monthly meetings begin again in February. We are looking at racing calendars. CHRB is still trying to get everything ironed out to see where we will be going. We are working on a new marketing plan following a very successful plan from Grants Pass, Oregon. We will be looking to entice more owners and trainers to come down here.

b. Report on Interim Events and Postponements:

Exhibit Rep II Taylor Childers reported that Julie with the Home Shows has been working closely with the Health Department and is feeling confident that she can get something done for May. It will most likely be an outdoor show and would replace her normal March show. We have a new gun show promoter who has been doing gun shows all over the state. He is getting push back from the health department and trying to arrange a meeting with them, so he did have to cancel his January event but is still planning on March. We still have Autocross and go-kart racing in the carnival lot and we're working out the logistics for a drive-thru dinosaur show. The dog show is canceled.

c. Report on Fantasy of Lights:

Deputy Manager II Rianda reported that we ended up netting about \$89,000 for the 4 week event. We have met with our partner already on

how to improve the event for next year. Overall, it was a great event. We would like to shorten it a bit. The week after Christmas was slow.

d. Report on Covid-19 Events:

Deputy Manager II King reported we have been having quite a few COVID events taking place. Every Wednesday and Saturday through the City and United Health Centers, we have COVID testing going on in the Chance parking lot. It has been going since December. They have extended it through February and we will see what their needs are after February. We move COVID testing on-grounds into Kid's Town on rainy days. Two to three weeks ago we started working with the County to start the vaccination program. It literally was an e-mail one morning and they were here the next day putting it all together. COVID vaccinations are happening Monday – Saturday in the IC Building, the Ag Building and the Commerce Building as well as the Kings Canyon parking lot. We are getting paid for all of this. It is per day, per building fee.

e. Report on Drive-Thru Eats – Spring Edition:

Deputy Manager II Rianda stated based on the success of our Drive-Thru Eats event in October on our regular fair dates, we have decided to move forward with a Spring Edition! Dates will be April 14 – 18 and the format will be basically the same. We don't expect to make as much money because Drive-Thru Eats was during our normal fair dates when people normally come out to the fair. Because we don't expect it to be as big, we are going to cut our costs back by not having entertainment. It will be strictly drive thru and get your food. We are talking about doing a Fast Pass again but probably reduce the price to \$30 from \$50.

Item #8. Committee Reports: (Action by the Board)

A. Finance Committee:

- Acknowledge November 20, 2020 Check Register in the amount of \$144,108.98.

MSP (Flores - Pacheco) to approve the Check Registers. The vote was unanimous.

- Acknowledge Statement of Operations dated November 30, 2020:

MSP (Riojas - Perea) to approve the Statements of Operation. The vote was unanimous.

- Acknowledge Balance Sheet dated November 30, 2020.

MSP (Flores - Riojas) to approve the Balance Sheet.

a. Vendor Description List:

Deputy Manager II King reported that the current vendor list that was provided is a list of people we pay and what their services provided to us are. It is also available electronically if anyone is interested.

b. 2021 Budget Discussion

Deputy Manager II King stated that the beginning of the year is always a very strenuous time for us, trying to get the books closed and into the new year. We typically present our budget in February; our next board meeting is February 23rd. We would have a Finance Committee meeting the week before that and then the budget will be e-mailed out to everyone right after the finance committee meeting. We will be doing 2 budgets this year. One will be for a socially distanced fair and the other will be for another Drive-Thru Eats event like 2020. Once our budget is approved we send it to Sacramento.

Kalia Mitchell with F & E offered to facilitate a Budget 101 class that would talk about the key elements that the board should be focusing on monthly as well as when they are reviewing finances, items that generally stand out to F & E and other state agencies. Everyone really liked that idea. Deputy Manager II King stated that realistically looking at time constraints, we are only 5 people in the office right now, so the budget would then have to get pushed to an approval in March and that gives us February to do the financial deep dive as well as putting the budget together.

Kalia reminded the Board that one of the things that is needed to move forward with funding from F & E is the budget. It is fine to push it back to March, but know that those additional funds will take a little bit longer to get to you. We will send out an e-mail asking for dates and times that might work for that financial meeting.

Item #9. Old Business: *(Informational)*

None

Item #10. New Business: *(Informational/Action by the Board)*

a. Informational Purposes Only:

- 2021 State Rules for California Fairs
- Grant Agreement – AB 1499 (New Fair Funds) 20/21

b. Discussion and action by the Board regarding development of Policy for Selection of Officers:

MSP (Riojas - Flores) to approve the Selection of Officers Policy as stated below. The vote was unanimous.

At the first meeting of a new year of the Board of Directors, new officers shall be selected. Each director will be assigned a number. The Director that has number 1 will have the opportunity to be President. If number 1 wishes to pass it will go to number 2 and so on until someone agrees to be President. The same process will take place for Vice President and Secretary/Treasurer until all seats are filled. Each year will start with a different number in sequence i.e. 2021 starts with number 1, 2022 starts with number 2 and so on. Directors will be numbered based on appointment date. If appointment dates are the same, numbers will be assigned alphabetically by last name. If a director is replaced, an incoming director will take the outgoing director's number.

c. Discussion by the Board regarding Interim CEO:

Director Pacheco stated that he is the one who wanted this on the agenda. Deputy Manager II Rianda explained that because we have two Deputy Manager II's, we can each take 3 months, which would give us 6 months. Director Pacheco was fine with this option and leaving it as is. At the end of 6 months we will have to hire a CEO. Neither one of us can stay as an Interim CEO more than 3 months without actually hiring a CEO.

Kalia Mitchell stated that the recruitment process takes a minimum of 90 days for a new fair manager and it can take up to 8 months because the fair manager position is considered exempt and it has to go through CalHR, the Department of Finance and final approval at the Governor's Office. It is a long, tedious process with interviews. The ultimate decision does end up with CalHR and the Governor's Office and it is based on your budget, if you can afford it. In these times a lot of fairs are opting to either bring in an acting fair manager which is someone who is already on the grounds serving in a supervisory role and they step in as an acting CEO for up to a year and then they look at where we are financially and if we can bring in someone full time or they appoint someone into that interim position. You will need someone to step in as acting, then probably interim, then you can look at filling that position at the end. Deputy Manager II Rianda stated as she understands it, if either Lauri or myself were asked to take the interim or acting CEO position we would have to give up our classification as Deputy Manager II to take on that classification or title, which means we would not be able

to go back to it. Deputy Manager II King stated that once you put your hat in and if you don't get hired, you're just completely out of a job and do not get to go back to your classification. Deputy Manager II Rianda said that's why the rotating interim CEO was recommended so that we are both protected and still have jobs. It's also a budget thing. We were trying to save ourselves as much money as we can by taking the 6 months with both of us instead of hiring a CEO, which will be about \$25,000 difference per year and that is at the lowest level.

Kalia Mitchell said that Lauri has 3 employees under her so she is eligible to stay at a Deputy Manager II because of the employees under her. Stacy does not have 3 or more employees under her so she would have to go down to a Deputy Manager I. If one of you stepped in or was appointed by the board to be an acting, you could get out of class pay and go back to the Deputy Manager I or II position. Kalia explained again that Stacy and Lauri could do a rotating assignment that switches every 3 months. The other option is to have the board appoint one of them as an interim CEO. If that occurs, the positions would get reclassified from both of them being Deputy Manager II's to one of them being a Deputy Manager I and the other getting out of class pay to the CEO position. Whoever is appointed could go back to their old position later, but the change that will occur is, because of the number of employees that we currently have, we have to have a minimum of 3 employees under that supervisor to maintain the Deputy Manager II status. The rotating can keep going for about a year until a decision is made. Director Pacheco said he has a problem with it. For a fair as large as we are, it is not a good business model to have rotating CEO's. He feels we need a CEO. It was explained that no roles will change, just the title. Nothing will change. For now, we will stay status quo and keep going.

A motion was made to maintain the rotational CEO position with Stacy Rianda and Lauri King for up to 1 year. MSP (Riojas - Perea)

11. Selection of Officers:

- a. President - Jerry Pacheco
- b. Vice-President - Chuck Riojas
- c. Secretary/Treasurer - Terry Gonsalves MSP (Hunsucker-Pacheco)

Item #12. Manager's Update:

Deputy Managers Rianda and King reported on various items management has been working on since the last Board Meeting.

- Deputy Manager II Rianda reported that she and Deputy Manager II King participated in the IAFE Zone 8 Zoom meeting in November.

Also in November we had the Bagley-Keene training and Directors Chahil, Salinas, Pacheco, Gonsalves, Flores and Hunsucker all participated. Stacy, Lauri and Christina all were on the training as well. Reported that we applied for 3 different grants through the Fresno Arts and Cultural Emergency Relief Fund which is CARES money. We applied for the Paul Paul Theater, the fair and for the museum. We did receive \$13,500 for the Paul Paul Theater, zero for the fair and the museum received \$66,000. We will also be applying for the Shuttered Venue Operators Grant, which is an SBA grant. Deputy Manager II Rianda sat through a webinar on it and Deputy Manager II King has been dealing with SBA on additional questions. The caveat with this grant is if you receive a second round of PPP money, you can't get this grant, which we have applied for also. So, we will be applying for both and because we don't know which one we will get, whichever one is best for the fair is the one we will take.

- Deputy Manager II Rianda reported that Measure P passed and the museum and the fair will be a part of that, which is good for 30 years. Lauri sits on the WFA board and they have had multiple board meetings to get ready for the annual convention. Lauri has also had numerous meetings with the State Fire Marshal. We had to have our Fantasy of Lights event approved by the Fire Marshal. We did run into a couple little snafus with them but worked through them and it all went well. Any time we meet with the Fire Marshal it is a huge expense, but they have to approve everything we do here. Sandra and Lauri had a meeting with Central Valley Community Bank. Our team that was with Wells Fargo is now with CVCB and they want our business. Right now we are in the process of switching banks to SunCrest because that's who our original PPP was through. There is an opportunity to move our Friends of the Fair accounts to CVCB.
- Deputy Manager II Rianda reported that we won the Best Local Annual Event from the Business Journal. The Swap Meet RFP has gone out and we need a scoring committee. Thank you to Director Flores for volunteering to be a part of the committee. The bids are due February 16th and scoring will be either the 17, 18, or 19. The WFA Convention was held virtually this year. Lauri attended and was reappointed to the WFA Board as the CARF Liaison for the next 2 years. Deputy Manager II King reported that during the Creek Fire evacuations, we took in an overwhelming amount of donations. We had a whole pole barn on the backside full of hay and pallets of feed. I worked to get those donated supplies out to affected people. The last load of hay left last week and it has all gone to organizations that really assisted with the Creek Fire or to Sierra High School farm because they are still sheltering placed animals there.
- Deputy Manager II Rianda and King were asked to chair 2 CFA committees. Lauri is chairing the communications committee and

Stacy is chairing the business development committee. Sandra completed the application for our second round of PPP money and it has been received. Deputy Manager II Rianda reported that the layoffs are now complete. Ruben is our last one from Satellite Wagering. He is transitioning from a fulltime Satellite Supervisor to a Permanent Intermittent (PI) which means he can only work 1500 hours a year. That starts next week and then all of our layoffs will be complete.

- Deputy Manager II King reported that a year ago we started the process of a new integrated phone system. It did not cost us any more money. We were with AT&T with old analog lines and we transferred over to Comcast fiber lines and with that came a new, fancy phone. We actually saved money by switching to the fiber lines. Our phones are finally installed and now we are learning how to use it. Last Wednesday the fair was featured on "My Job Depends On Ag", the PBS show that Jeff Aiello does. It focused on 4-H and FFA and why those programs are so important, why they are struggling, how they are doing with distanced learning and the effects of not having a fair. We currently have 2 copy machines that are more than we need these days, so we quit paying our bill hoping that would get someone to come talk to us. It finally worked, we are going from 2 machines down to 1 machine that will do everything that the 2 machines did and we are going to save \$900 a month.
- Deputy Manager II Rianda reported that former Director Dora Westerlund wanted to put together a Hispanic Plaza on the backside of the Paul Paul Theater with the Hacienda sign as the backdrop. It was planned to be an educational and cultural space that we could rent and educate people about the Hispanic culture and coming to this area. Dora started to raise money and we agreed that we would not break ground until all of the money was raised. She ended up having to leave the board for personal reasons and that's where it ended. The fundraising never continued, we have this money just sitting there for this project. In the meantime, the Fire Marshal's regulations have now gotten so strict that we need every inch of space we can get out here because we have to make sure our vendors are 10 feet away from the buildings and 20 feet away from each other. Usually we had just 6 feet between each one, so now it is taking up a lot more room and we sell real estate here, so we need all the space we can get.

Deputy Manager II Rianda reported that John Alkire, CEO of Friends of the Fair, met with Ed Kashian who was one of the largest contributors of this money to say here's our situation, we need the space, we have the money, and can we just move the location to the Museum Park.

Ed Kashian was fine with that and told him to take the money and use it in the new area and make it the best it can be. So the Museum Park will now become Hispanic Plaza. John is working with Lilia Chavez from the Arts Council who will be working with local Hispanic artists to create wraps for the poles, and we will have tiles on the ground. Dora will be notified of this change, Ed Kashian and Sal Quintero will be communicating this change to her. Our hope is that it will be finished by October.

- Deputy Manager II Rianda reported that we learned that Club One is moving out to Granite Park and they are working on construction of the old Sammy Hagar bar that was out there. We have reached out to Kyle Kirkland and have not heard back from him. We want to be sure we can have at least a small footprint with kiosks in there to keep us going and back in the action with Club One. Director Training must be done 6 months from appointment date. If you need assistance please let us know. Kalia Mitchell said that for our allocation money and any future funding that training and Form 700 is tied to it. If anyone needs assistance Kalia can help. Kalia said she would resend all log-on information to all directors tomorrow.
- Also reported that we were contacted by Lori Marshall with Cow Palace in Daly City, who has a very small staff of about 4 people, none of which have personnel experience. They asked if they could do an interagency agreement with us for Christina and her skills. Cow Palace doesn't have any firm deadlines and it will be an ongoing process. Any time that Christina spends working for the Cow Palace, they will reimburse our fair for that. Christina will have to keep track of her time in 15 minute increments and we will submit an invoice to them to pay each month. Stacy has spent a lot of time working on discovery for a trip and fall with our attorneys in Sacramento.
- Deputy Manager II King reported that the Friends of the Fair meeting was held earlier today. They got the \$66,000 grant. The Governor came out with a non-profit grant and they have applied for the \$15,000. They are doing a huge project out in Kerman at a shopping center similar to Iron Mountain. It is monthly income for 2 years. They got another grant from the Isnardi Foundation. A portion of the grant will go to the Italian Exhibit and the other half will go to create an audio walking tour of the museum. It will include 20 headsets that will tell you about all the exhibits. They have the Fresno Bee sign, a Pontiac sign, the Vista Drugs sign, Castillo's downtown and a guitar. They also continue to look for any money that is out there. Their board voted unanimously to name the Community Culture Center after Nat DiBuduo.

We have a group of Russian German's who are looking to put an exhibit downstairs and John has been working with the African Americans to spice up their area. Friends of the Fair has created a newsletter that they will be going out with bi-monthly via e-mail and hard copy.

Item #13. Board Recommendation for Future Agenda Items:

Director Salinas requested the footprint for the old Hispanic Plaza location, the new location and what dollar amount is in the fund to date. Currently we have \$110,298.40 in the account.

Item #14. For Your Information:

Next Board Meeting - February 23, 2021, 3:30 p.m.

Item #15. Adjournment:

Respectfully Submitted,

Stacy Rianda
Deputy Manager II

Larry Serpa, President
Board of Directors

AP Payments Check Register

December 2020

Fresno Fair
Saundra West

Tuesday, February 9, 2021 10:17:00AM
Page 1

| Reference | Date | Vendor | Vendor Description | Net Pay | Merge # |
|-----------|------------|---------|--|-----------|---------|
| 2020462 | 12/11/2020 | WELFAR1 | WELLS FARGO BANK - FEES | 343.84 | 93,135 |
| 11353 | 12/28/2020 | OTI553 | OTIS ELEVATOR COMPANY | 1,037.40 | 93,246 |
| 11450 | 12/1/2020 | ACCWAR | ACCOUNTING WARE | 1,515.00 | 93,071 |
| 11451 | 12/1/2020 | ACSS | ASSOCIATION OF CALIF. STATE SUPERVISORS | 36.00 | 93,072 |
| 11452 | 12/1/2020 | AT&MOB | AT&T MOBILITY | 863.85 | 93,073 |
| 11453 | 12/1/2020 | CAL111 | CALIFORNIA FAIR SERVICES AUTHORITY | 600.22 | 93,074 |
| 11455 | 12/1/2020 | COMPHO | COMCAST - PHONE SERVICE | 3,488.49 | 93,076 |
| 11456 | 12/1/2020 | CON522 | CONETRIX TECHNOLOGY | 357.00 | 93,077 |
| 11457 | 12/1/2020 | CULLIG | CULLIGAN | 213.00 | 93,078 |
| 11458 | 12/1/2020 | FRE166 | FRESNO OXYGEN | 66.11 | 93,079 |
| 11459 | 12/1/2020 | GLA122 | GLADSTONE INC. | 337.18 | 93,080 |
| 11460 | 12/1/2020 | JORCOM | JORGENSEN COMPANY | 40.00 | 93,081 |
| 11461 | 12/1/2020 | NCOTWI | N. C. O. T. W. INC | 249.41 | 93,082 |
| 11462 | 12/1/2020 | PACGAS | PACIFIC GAS & ELECTRIC | 4,496.69 | 93,083 |
| 11463 | 12/1/2020 | QUAFIN | QUADIENT FINANCE USA, INC. | 600.00 | 93,084 |
| 11464 | 12/1/2020 | RICUSA | RICOH USA, INC. | 50.33 | 93,085 |
| 11465 | 12/1/2020 | SWRCB | STATE WATER RESOURCES CONTROL BOARD | 5,994.00 | 93,086 |
| 11466 | 12/1/2020 | BICBER | BIC - BERKLEY FIRE & MARINE UNDERWRITERS | 5,088.00 | 93,087 |
| 11467 | 12/1/2020 | DAVNAL | DAVID NALCHAJIAN, INC. | 22,510.00 | 93,088 |
| 11468 | 12/1/2020 | DAVNAL | DAVID NALCHAJIAN, INC. | 5,000.00 | 93,089 |
| 11454 | 12/1/2020 | COH120 | COHEN COMMUNICATIONS | 23,688.64 | 93,091 |
| 2020451 | 12/4/2020 | INT105 | INTERNAL REVENUE SERVICE | 11,126.49 | 93,104 |
| 11455 | 12/7/2020 | FRI000 | FRIENDS OF THE FAIR | 9,200.00 | 93,106 |
| 11456 | 12/8/2020 | AT&501 | AT&T LONG DISTANCE | 1,225.98 | 93,108 |
| 11457 | 12/8/2020 | AT&958 | AT&T | 1,537.58 | 93,109 |
| 11458 | 12/8/2020 | CIT206 | CITY OF FRESNO-UTILITY BILLING | 2,152.20 | 93,110 |
| 11459 | 12/8/2020 | COMCAS | COMCAST | 1,053.34 | 93,111 |
| 11460 | 12/8/2020 | DAVNAL | DAVID NALCHAJIAN, INC. | 5,610.00 | 93,112 |
| 11461 | 12/8/2020 | DEP997 | DEPT OF FORESTRY & FIRE PROTECTION | 960.00 | 93,113 |
| 11462 | 12/8/2020 | FAI124 | FAIR MEDIA SOLUTIONS, LLC | 914.40 | 93,114 |
| 11463 | 12/8/2020 | FRE215 | FRESNO COUNTY PRIVATE SECURITY | 5,852.80 | 93,115 |
| 11464 | 12/8/2020 | MID123 | MID VALLEY DISPOSAL | 300.00 | 93,116 |
| 11465 | 12/8/2020 | OTI553 | OTIS ELEVATOR COMPANY | 1,037.40 | 93,117 |
| 11466 | 12/8/2020 | PACGAS | PACIFIC GAS & ELECTRIC | 27.11 | 93,118 |
| 11467 | 12/8/2020 | QUALEA | QUADIENT LEASING USA, INC. | 211.67 | 93,119 |
| 11468 | 12/8/2020 | SELSAN | SELF, SANDY | 3,675.00 | 93,120 |
| 11469 | 12/8/2020 | SMAFIN | SMART & FINAL | 199.63 | 93,121 |
| 11470 | 12/9/2020 | FRI000 | FRIENDS OF THE FAIR | 1,500.00 | 93,122 |
| 11471 | 12/9/2020 | CAL111 | CALIFORNIA FAIR SERVICES AUTHORITY | 370.00 | 93,123 |
| 11472 | 12/9/2020 | NCOTWI | N. C. O. T. W. INC | 742.15 | 93,124 |
| 11473 | 12/9/2020 | PERJAC | Jackie Perez | 500.00 | 93,125 |
| 11474 | 12/10/2020 | HULLIN | HULET, LINDA | 278.00 | 93,129 |
| 11475 | 12/10/2020 | OLETER | O'LEARY-COLLINS, TERRI | 278.00 | 93,130 |
| 11476 | 12/15/2020 | ACCWAR | ACCOUNTING WARE | 1,410.00 | 93,136 |
| 11477 | 12/15/2020 | CAL111 | CALIFORNIA FAIR SERVICES AUTHORITY | 35,249.47 | 93,137 |
| 11478 | 12/15/2020 | COMCAS | COMCAST | 200.47 | 93,138 |
| 11479 | 12/15/2020 | CULLIG | CULLIGAN | 48.00 | 93,139 |
| 11480 | 12/15/2020 | DEL444 | DELTA DENTAL PLAN OF CALIFORNIA | 1,304.19 | 93,140 |
| 11481 | 12/15/2020 | DEL677 | DELTA DENTAL INSURANCE COMPANY | 134.35 | 93,141 |
| 11482 | 12/15/2020 | FRE166 | FRESNO OXYGEN | 65.16 | 93,142 |
| 11483 | 12/15/2020 | INTNET | INTEGRITY NETWORKS | 45.00 | 93,143 |
| 11484 | 12/15/2020 | JORCOM | JORGENSEN COMPANY | 40.00 | 93,144 |
| 11485 | 12/15/2020 | MEN574 | MENDES, BRAD | 200.00 | 93,145 |

AP Payments Check Register

December 2020

Fresno Fair
Saundra West

Tuesday, February 9, 2021 10:17:00AM
Page 2

| Reference | Date | Vendor | Vendor Description | Net Pay | Merge # |
|--------------------------|------------|--------|----------------------------------|----------|---------|
| 11486 | 12/15/2020 | RAS102 | RASMUSSEN AUTO REPAIR, INC. | 59.00 | 93,146 |
| 11487 | 12/15/2020 | RIGLIF | Right To Life Central California | 1,085.50 | 93,147 |
| 11488 | 12/15/2020 | SAF248 | SAFFIRE | 3,600.00 | 93,148 |
| 11489 | 12/15/2020 | SEBAST | SEBASTIAN | 254.83 | 93,149 |
| 11490 | 12/15/2020 | SEBAST | SEBASTIAN | 584.50 | 93,150 |
| 11491 | 12/15/2020 | SELSAN | SELF, SANDY | 8.75 | 93,151 |
| 11492 | 12/15/2020 | SOA153 | SOAP & SUDS JANITORIAL | 145.00 | 93,152 |
| 11493 | 12/15/2020 | DEL444 | DELTA DENTAL PLAN OF CALIFORNIA | 135.88 | 93,155 |
| 11494 | 12/15/2020 | ADMONE | ADMIT ONE PRODUCTS INC | 985.09 | 93,156 |
| 11495 | 12/15/2020 | DEP944 | DEPARTMENT OF JUSTICE | 402.15 | 93,157 |
| 11496 | 12/23/2020 | PACJON | Jon M. Pace | 660.00 | 93,158 |
| <hr/> | | | | | |
| Total Payments: 64 | | | | | |
| Total Amount: 171,944.25 | | | | | |
| <hr/> | | | | | |

THE BIG FRESNO FAIR, 21ST DAA
Statement of Operations
December 31, 2020

| | | Current Fiscal Year | | | | Prior Fiscal Year | |
|------------------------------|----------------------------------|---------------------|-----------|--------------|---------------------|-------------------|--------------|
| Acct. No. | Title | Budget | Month | Year to Date | (Over)/Under Budget | Month | Year to Date |
| REVENUES | | | | | | | |
| Non-Operating | | | | | | | |
| 311 | Non-Operating | 0 | 207,977 | 1,240,183 | (1,240,183) | 0 | 0 |
| Operating | | | | | | | |
| 410 | Admission to Grounds | 0 | 0 | 0 | 0 | 0 | 2,627,957 |
| 415 | Commercial Space | 0 | 0 | 25 | (25) | (1,500) | 503,578 |
| 420 | Concessions | 100,000 | 10,891 | 276,122 | (176,122) | 1,721 | 3,766,217 |
| 430 | Exhibits | 0 | 0 | 17,589 | (17,589) | 0 | 63,574 |
| 450 | Horse Racing - Fair | 100,000 | 0 | 0 | 100,000 | (27,256) | 1,026,054 |
| 457 | Satellite Wagering | 316,000 | 20,773 | 348,812 | (32,812) | 23,344 | 332,282 |
| 458 | Sat Wagering - Polo Lounge | 0 | 0 | 18,703 | (18,703) | 4,436 | 97,737 |
| 470 | Miscellaneous Fair | 50,000 | 27,500 | 457,617 | (407,617) | 14,481 | 3,320,188 |
| 480 | Non Fair/Interim | 845,000 | 81,411 | 1,018,171 | (173,171) | 68,502 | 1,655,784 |
| 490 | Prior Year Revenue Adjustments | 0 | 0 | 497,520 | (497,520) | 0 | 1,269 |
| 495 | Miscellaneous Income | 0 | 640 | 640 | (640) | 14,974 | 14,974 |
| Total Operating Revenues | | 1,411,000 | 141,215 | 2,635,199 | (1,224,199) | 98,702 | 13,409,614 |
| TOTAL REVENUES | | 1,411,000 | 349,192 | 3,875,382 | (2,464,382) | 98,702 | 13,409,614 |
| EXPENSES | | | | | | | |
| Operating | | | | | | | |
| 500 | Administration | 1,475,000 | 203,999 | 1,497,846 | (22,846) | 111,663 | 1,818,084 |
| 520 | Maint & Gen Oper | 1,350,000 | 107,317 | 1,339,665 | 10,335 | 57,572 | 2,262,193 |
| 540 | Publicity Expense | 150,000 | 3,488 | 142,794 | 7,206 | 15,338 | 604,590 |
| 560 | Attendance Operation | 113,000 | 904 | 98,098 | 14,902 | (13,584) | 1,933,112 |
| 570 | Miscellaneous Fair | 125,000 | 12,253 | 155,654 | (30,654) | (19,976) | 457,270 |
| 541 | Museum | 0 | 0 | 0 | 0 | 0 | 27,267 |
| 580 | Premium | 25,000 | 0 | 1,915 | 23,085 | 65 | 185,314 |
| 630 | Exhibits (Excluding Premiums) | 170,000 | 353 | 27,339 | 142,661 | (17,502) | 553,434 |
| 650 | Horse Racing - Fair Live | 58,000 | 1,117 | 41,773 | 16,227 | 53,561 | 1,258,684 |
| 659a | Satellite Wagering | 183,868 | 14,515 | 199,673 | (15,805) | 16,558 | 297,500 |
| 659b | Satellite Wagering - Polo Lounge | 58,035 | (76) | 35,929 | 22,106 | 3,863 | 76,951 |
| 660 | Attractions (Fairtime) | 0 | 0 | 65,550 | (65,550) | 0 | 2,338,303 |
| 668 | Interim Event Expense | 217,000 | 22,344 | 209,100 | 7,900 | 57,956 | 299,961 |
| 723 | Equipment Funded by Fair | 0 | 0 | 0 | 0 | 0 | 20,805 |
| 800 | Prior Year Expense Adjustments | 0 | (8,822) | 247,027 | (247,027) | (52,796) | (23,250) |
| 850 | Cash Over/(Under) | 0 | (36) | (76) | 76 | 5 | 1,383 |
| Total Operating Expenses | | 3,924,903 | 357,356 | 4,062,287 | (137,384) | 212,723 | 12,111,601 |
| Non-Operating | | | | | | | |
| 91000 | Depreciation Expense | 657,000 | 54,679 | 656,149 | 851 | 78,224 | 656,149 |
| 91300 | Capital Expense - Equipment | 0 | 0 | 0 | 0 | 0 | 0 |
| 96000 | Pension Expense GASB68 | 375,000 | 24,324 | 438,765 | (63,765) | 293,969 | 684,596 |
| Total Non-Operating Expenses | | 1,032,000 | 79,003 | 1,094,914 | (62,914) | 372,193 | 1,340,745 |
| TOTAL EXPENSES | | 4,956,903 | 436,359 | 5,157,201 | (200,298) | 584,916 | 13,452,345 |
| Non-Operating | | | | | | | |
| Revenues | | 0 | 207,977 | 1,240,183 | (1,240,183) | 0 | 0 |
| Expenditures - Depreciation | | (1,032,000) | (79,003) | (1,094,914) | 62,914 | (372,193) | (1,340,745) |
| Non-Operating Income/(Loss) | | (1,032,000) | 128,974 | 145,269 | (1,177,269) | (372,193) | (1,340,745) |
| Operating | | | | | | | |
| Revenues | | 1,411,000 | 141,215 | 2,635,199 | (1,224,199) | 98,702 | 13,409,614 |
| Expenditures | | (3,924,903) | (357,356) | (4,062,287) | 137,384 | (212,723) | (12,111,601) |
| Operating Income/(Loss) | | (2,513,903) | (216,141) | (1,427,088) | (1,086,815) | (114,021) | 1,298,013 |
| NET INCOME/(LOSS) | | (3,545,903) | (87,167) | (1,281,819) | (2,264,084) | (486,214) | (42,732) |

The Big Fresno Fair, 21st DAA
Balance Sheet
As of December 31, 2020

| ASSETS | 2020 | 2019 | Increase/Decrease | |
|---|-------------------|-------------------|-------------------|------------|
| | | | Amount | Percent |
| Current Assets | | | | |
| Cash | | | | |
| Cash - Unrestricted | 792,886 | 782,852 | 10,034 | 1% |
| Cash - Payroll | 312,926 | 424,251 | (111,325) | -26% |
| Cash - Savings Account | 1,051,849 | 1,051,209 | 640 | 0% |
| Total Cash | 2,157,661 | 2,258,312 | (100,651) | -4% |
| Accounts Receivable | 130,714 | 98,442 | 32,271 | 33% |
| Prepaid Premiums | 28,580 | 33,344 | (4,764) | -14% |
| Deferred Charges | 0 | 0 | 0 | #DIV/0! |
| Other Assets | 0 | 0 | 0 | #DIV/0! |
| Fixed Assets | | | | |
| Construction in Progress | (8,069) | (8,069) | 0 | 0% |
| Land | 244,077 | 244,077 | 0 | 0% |
| Buildings & Improvements | 26,280,060 | 26,280,060 | 0 | 0% |
| Accum Dep - Buildings & Improvements | (18,391,508) | (18,342,993) | (48,515) | 0% |
| Equipment | 883,183 | 883,183 | 0 | 0% |
| Accum Dep - Equipment | (621,629) | (615,465) | (6,164) | 1% |
| Total Assets | 8,545,407 | 8,572,579 | (27,172) | 0% |
| Deferred Outflows of Resources | | | | |
| Deferred Outflows of Resources - Pension | 1,202,782 | 1,202,782 | 0 | 0% |
| Deferred Outflows of Resources - OPEB | 0 | 0 | 0 | #DIV/0! |
| Total Deferred Outflow of Resources | 1,202,782 | 1,202,782 | 0 | 0% |
| Total Assets & Deferred Outflow of Resources | 11,905,850 | 12,033,673 | (127,823) | -1% |
| LIABILITIES & RETAINED EARNINGS | | | | |
| Current Liabilities | | | | |
| Accounts Payable | 729,286 | 688,916 | 40,369 | 6% |
| Payroll Liabilities | 75,003 | 92,099 | (17,096) | -19% |
| Deferred Revenue | 153,245 | 100,843 | 52,402 | 52% |
| Other Liabilities | 2,063 | 2,380 | (317) | -13% |
| Guaranteed Deposits | 25,100 | 25,100 | 0 | 0% |
| Compensated Absences Liability | 191,307 | 290,145 | (98,838) | -34% |
| Current Year Long Term Debt | 0 | 29,670 | (29,670) | -100% |
| Total Current Liabilities | 1,176,005 | 1,229,155 | (53,150) | -4% |
| Long Term Liabilities | | | | |
| Long Term Debt | 649,782 | 637,287 | 12,495 | 2% |
| Long Term Debt - SB 84 Obligation | 456,401 | 456,401 | 0 | 0% |
| Long Term Debt - PPP Loan | 533,250 | 533,250 | 0 | 0% |
| Pension Liability | | | | |
| Net Pension Liability | 3,989,645 | 3,989,645 | 0 | 0% |
| Net OPEB Liability | 0 | 0 | 0 | #DIV/0! |
| Total Long Term Liabilities | 5,629,078 | 5,616,583 | 12,495 | 0% |
| Deferred Inflow of Resources | | | | |
| Deferred Inflows of Resources - Pension | 160,074 | 160,074 | 0 | 0% |
| Deferred Inflows of Resources - OPEB | 0 | 0 | 0 | #DIV/0! |
| Total Deferred Inflows of Resources | 160,074 | 160,074 | 0 | 0% |
| Total Liabilities & Deferred Inflow of Resources | 6,965,157 | 7,005,812 | (40,655) | -1% |
| Retained Earnings | | | | |
| Beginning (Jan 1) Investment in Facilities | 8,053,043 | 8,208,744 | (155,700) | -2% |
| Beginning (Jan 1) Investment in Reserves | 1,116,406 | 960,706 | 155,700 | 16% |
| Unrestricted Net Position - Pension/OPEB | (2,946,937) | (2,946,937) | 0 | 0% |
| Non-Operating Net Income | (1,094,914) | (1,015,911) | (79,003) | 8% |
| Operating Net Income | (186,905) | (178,740) | (8,165) | 5% |
| Adjustment for rounding | (0) | (0) | (0) | N/A |
| Total Liabilities & Retained Earnings | 11,905,850 | 12,033,673 | (127,823) | -1% |