



Notice of Meeting

California Exposition & State Fair

Meeting of the Board of Directors

To Be Held

Friday, April 25, 2025, 9:00 a.m.

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

Public Board Meeting will resume at 10:30 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

78 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 into closed session for the purposes of discussing leasing of real property at 1600 Exposition Blvd.
- b. Pursuant to Government Code §11126(e)(1), the Board will convene into closed session to confer and receive legal advice from counsel regarding pending litigation to which California Exposition and State Fair is a party. *Cameron v. California State Fair Cal Expo et.al.*, CRD (Civil Rights Department) Case Number 202306-20967413, EEOC or HUD Number 37A-2024-00192.

- c. Pursuant to Government Code §11126(e)(2), the Board will convene into closed session to confer and receive advice regarding pending litigation based on existing fact that there is significant legal exposure to litigation.

4. RESUME PUBLIC MEETING

- d. 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.

- e. Approval of Board Meeting Minutes for March 28, 2025
 - f. Authorization to pursue continuation of Cal Expo's authority to conduct Background Checks
 - g. Service Contracts/Purchase Orders Requiring Board Notification/Approval

10. COMMITTEE/STAFF REPORTS

- h. State Fair Report
 - i. Finance

11. NEW BUSINESS

- i. Facility Projects - Milking Parlor at Livestock

12. OLD BUSINESS

- j. Watch & Wager – Lease Agreement
 - k. X Games Update
 - l. California Dreamin Update

13. CORRESPONDENCE

- m. Sacramento Reginal Coalition for Palestinian Rights

14. MATTERS OF INFORMATION

- n.** CEO Comments
- o.** Directors Comments/Agenda Items for Future Meetings
- p.** Next Board Meeting **Friday, June 6, 2025**
- q.** Other, if any

15. ADJOURNMENT

Date of Notice: April 15, 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.

9. CONSENT AGENDA

e. BOARD MEETING MINUTES



**CALIFORNIA EXPOSITION & STATE FAIR
LEGISLATIVE and HORSE RACING COMMITTEE**

Committee Meeting Minutes
Thursday, March 27, 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)
Deputy Manager
Recording Secretary

Tom Martinez
Matt Cranford
Marcia Shell
Sue O'Brien

Committee Chair Salinas called the Legislative and Horse Racing Committee Meeting to order at 9:13 a.m. and dispensed with reading the Mission Statement and Public Comments Statement.

Staff Reports

a. Future of Horse Racing at Cal Expo

Chair Salinas started the meeting with welcoming a full room of people. He then turned the meeting over to CEO Martinez for comments regarding horse racing. Horse racing has happened at every State Fair with the exception of WW2, World's Fair in 1915 and the pandemic for the past 150 year. He went on to say that due to the lack of thoroughbred horses because of the closure of Golden Gate Fields the possibility of hosting a State Fair Horse meet is not feasible. Martinez then asked Chris Schick to talk about the history of harness racing, specifically Watch & Wager at Cal Expo.

Chris Schick and Ed Cummins of Watch & Wager provided background on their shared history with Cal Expo. Ed Cummins, President of Watch & Wager provided a letter of support for continued racing. Chris Schick went on to state that they (Watch & Wager) are well aware of the gravity of Cal Expo-State Fair going out of the Fair Racing business. Not intentionally but just by circumstance which under our contract gives you the right to give us the 6 month notice to vacate. Obviously, we are well aware of that. We've obviously noted there's a new dynamic out there and our hope is that we can take this one step at a time and that, our hope is to get to May of 2026, have the met and see where everyone is at and see if we can work out a deal. We know that the dynamic has changed and now we're in this mode where, that the world we're operating in.

Committee members acknowledged and thanked Watch & Wager for their partnership throughout the years.

Daniel Castillo, CEO of San Joaquin County Fair talked about their fair grounds being a great alternative location. He explained that harness racing would be more than welcomed on their grounds. He asked that San Joaquin County Fair be considered should Watch & Wager's lease at Cal Expo conclude.

22 people filled out speaker forms to talk about the future of horse racing (harness) at Cal Expo.

Some were there from the business side: local farriers, local feed & supply stores and the commodities. (Manure removal)

Some were there to talk about the breeding programs, training and suppling horses to run. They talked about the planning and traveling that takes place.

There were 5 union representatives that talked about the jobs of the people they represent.

There were many that talked about growing up around the horses. As kids and being the 2nd generation working and training horses or being a young person that "worked for free" to learn the horse racing business and then buying and train their own horses.

Committee Members commented that they grew up watching horse racing with their parents; another member has a sister that runs a horse recuse and another was raised on a farm and had horses to take care of.

ADJOURNMENT

The Legislative and Horse Racing Committee meeting adjourned at 10:47 a.m.

CALIFORNIA EXPOSITION & STATE FAIR

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice
March 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 Heather Bernikoff
Director Rina DiMare
Director Willie Pelote
Director Che Salinas

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
Stephanie Dyer, Human Resources
Darla Givens, Public Relations
Brian Honebein, Event Partnership
Corey Brandt, OVG Hospitality

1. CALL TO ORDER – Public Meeting

Chair Craig called the public meeting to order at 9:02 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.

The Board convened into closed session at 9:05 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 10:17 p.m. Chair Craig stated that the Board gave further direction to staff to continue to work on lease agreements at Cal Expo.

6. LAND ACKNOWLEDGEMENT

Chair Craig read the Land Acknowledgement

7. PLEDGE OF ALLEGIANCE

Chair Craig asked Director Hardeman 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 Members requests a separate action on a specific item.

- c. Approval of Board Meeting Minutes for February 28, 2025
- d. Service Contract/Purchase Orders Requiring Board Notification/Approval

MOTION:

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

11. COMMITTEE/STAFF REPORTS

- e. Legislative & Horse Racing Committee

CEO Martinez reported out that yesterday the Legislative & Horse Racing Committee met to discuss the status of horse racing at Cal Expo as well as during State Fair. Despite every reasonable effort the current environment in Northern California does not allow for the pursuit of a racing application for this summer. Thereby ending a very long 150 year streak of fair racing at the State Fair. Those thoroughbred horses that remain at Pleasanton are leaving today for destination outside of Northern California. Some are going to Southern California and others to Seattle Washington. Committee members heard public testimony from owners, trainers, breeders and workers associated with the back stretch and horseman trailers park. Various unions made comments on behalf of their membership. All supported horse racing specifically harness racing at Cal Expo. Chris Schick and Ed Comins provided a letter of support for continued racing and provided background and shared history with Cal Expo. Director Bernikoff thanked staff for the report out as she was unable to attend the committee and Board meeting. Chair Craig stated that the report out is helpful to inform the Board of the status and ongoings of the industry. She went on to say thank you to the public and that she appreciated them for taking their valuable time to come here are make their voices heard.

- f. Finance Update

Diana Barrios, Finance Manager reviewed her staff report with the board and answered their questions. The Board directed the Finance Manger to accept the payoff offer from This Event, LLC as they are headed into bankruptcy.

12. CORRESPONDENCE

3 letters have been submitted after this agenda was posted.
Michele Cable in support of horse racing,

Teamsters Local Union No. 150 in support of horse racing and Ed Comins, Managing Director of Webis Holdings PLC Operators of Watch and Wager, LLC in support of horse racing continuing at Cal Expo.

13. MATTERS OF INFORMATION

g. CEO Comments

CEO Martinez reported out that programing for State Fair is in full swing and our concert line up is set. As there will be no thoroughbred or harness horse racing at the Grand Stands and additional programing will take place out there. We will be adding additional State Fair Worker staff this year for maintenance and other departments that will be involved in setting up for the X Games.

h. Directors Comments/Agenda Items for Future Meetings

Director Barajas – Thank you to everyone

Director DiMare – Today is a very sad day – One of my mentors, Senator Ken Maddy, shared his love of horse racing with me. This is truly a sad day for Cal Expo.

Director Bernikoff – Thank you to the public for attending this meeting. After the meeting I'd like to get additional information from CEO Martinez relating to competitions and exhibits for State Fair and look forward to seeing everyone at the Celebration of Life for Director Chong.

Director Pelote – Thank you.

Vice Chair Hardeman – Thank you again to everyone. Comments were made yesterday are still relevant for today. Thank you for being here.

Chair Craig – Thank you again. It's an effort and takes time out of your daily lives to come out here to talk about this important issue. Want to let you know we hear you and appreciate you. It is a very sad day to know that there will be no thoroughbred racing at State Fair and want to clarify that we are still working on what harness racing could look like here.

i. Next Board Meeting **Friday, April 25, 2025**

j. Other, if any

14. ADJOURNMENT

Chair Craig adjourned the meeting at 10:51 a.m.

Michele Cable • 601 Lilac Lane, Sacramento, CA 95864 • 916.296.8838

March 26, 2025

Cal Expo/California State Fair
Legislative and Horse Racing Committee
1600 Exposition Blvd.
Sacramento, CA 95815

TO: Committee Members - Director Nick Hardeman (Chair), Director Willie Pelote
and Director Che Salinas

FROM: Michele Cable

RE: **Agenda Item to discuss the future of horse racing at Cal Expo**

I am not in the racing industry directly; however, I am an avid horse enthusiast that has enjoyed racing at Cal Expo since I was 10 years old. I also own two off-the track horses that I acquired from Cal Expo after their racing careers ended. My goal is to give you a perspective on racing in Sacramento that you may not be familiar with and the negative impact it would have if it were to go away.

It began for me as a child in the early 70's. My single parent mom would pick me up from my after-school daycare on Wednesdays during the fall and bring me to Cal Expo for harness racing. My mom recognized that I loved horses so any venue that would support my passion, she tried to facilitate. At the time, The Turf Club restaurant existed upstairs in the track stands where we would have dinner. She would get us a program and I would go to work running down the stairs to the paddock, pick the horse that I thought would win the race, then back up to report my opinion. The track was usually packed with people, the weather was beautiful, and prime rib dinner was always a treat. It was vibrant, It was part of my childhood that I will never forget.

Fast forward fifty years. It is still a fall event I look forward to every year. It is common that I head to the track on a Friday or Saturday night to enjoy the horses racing. I bring along my family, neighbors, friends, or sometimes go on my own. It is a treat to enjoy the horses,

Michele Cable • 601 Lilac Lane, Sacramento, CA 95864 • 916.296.8838

challenge myself to picking an exacta or better, have a fun social outing and be a part of something that has been around Sacramento for as long as I can remember.

Three years ago, I lost a horse that I'd owned for most of his life. I decided I would look for a Standardbred off-the-track to replace him. I knew if I put my feelers out, there would be a horse that would come along that needed a good life after racing. As I started pursuing this path, I was put in contact with a friend who I found out worked in the testing barn for the harness races. She then put me in contact with a trainer who helped me start the process of finding my next horse. What happened during the next two years was opinion changing for me. As I met more of the back-stretch folks, nothing that I'd ever been a part of before, I learned about an industry of people who racing was a livelihood for. It was their passion, but also, in some cases, a family business for generations. The whole backstretch was like a big family. Cal Expo is a sequence in the meet schedule that allows them to sustain during the part of the year when racing isn't feasible back east. I don't believe there are any other harness tracks in California. They race back east in the spring and summer months and then head to Cal Expo in the fall and winter months. It's a rotation. I always thought that horses that raced in Sacramento, lived here and raced here exclusively. But, instead, this is only part of their life.

It would be a shame to lose racing in Northern California. It would be a sad thing for an industry that uses Cal Expo to sustain a livelihood. Rather than shut down an existing track, why doesn't an operator try and put some life back into a fun Sacramento venue that could be great again? Sacramento is a disappointment with businesses shutting down left and right, people moving to other states in droves, and homeless dictating the demise of the City. Why let another industry go away?

In my opinion, it would take someone with a passion to see Cal Expo thrive again. Not just racing, but all of Cal Expo. Make it a place that people from all over want to come to again. The place needs some money thrown at it. The track needs a revamp, grounds and barns need cleaning up to attract the east coast folks making a long journey for racing, purses need raising to attract more and better racing and more bettors, a good restaurant like a Jack's to support a night out venue; something that would attract people. And a revamping of the bar with a fun vibe that would attract a crowd. And then some good marketing that attracts the masses...not just racing enthusiasts but families, date night, etc.

Please consider the outcome of your decision, even if you are not a racing enthusiast or horse person. There are many livelihoods that will be impacted by your decision.



DALE WENTZ | Secretary-Treasurer

TEAMSTERS LOCAL UNION NO. 150

7120 East Parkway, Sacramento, California 95823

TELEPHONE (916) 392-7070 | FAX (916) 392-7675 | EMAIL teamsters@teamsters150.org

March 25, 2025

Mr. Tom Martinez
Chief Executive Officer
California State Fair
1600 Exposition Blvd
Sacramento, Ca 95815

email: tmartinez@calexpo.com

Dear Mr. Martinez:

As you likely know, Teamsters Local 150 represents workers at Watch and Wager at Cal Expo and we are currently under contract through December 31, 2026. As you also likely know, their work is directly tied to horse racing activities at Cal Expo. It has come to the Teamsters attention that Cal Expo is considering ceasing such activities, which would in turn lead to our members losing their jobs and livelihood. The Teamsters are strongly opposed to any such action and the termination of their Contract with Watch and Wager, and would like the opportunity to discuss such matters as soon as possible. The Teamsters and our members have been a strong partner to Cal Expo for decades and we hope that a solution can be reached to prevent the layoffs of our members. The Teamsters will also appear at any public forum to discuss such issues given the importance of this matter to our members' lives.

I thank you for your attention to this letter and I look forward to hearing from you on these matters.

Sincerely,

Dale Wentz
Secretary-Treasurer

DW/tc

Cc: Christopher J. Schick
Golden Bear Racing, LLC
Black Bear Racing, LLC
Operating Cal Expo Harness
Operating First Tracks Cumberland

t. 1 415 464 4882

f. 1 859 559 0536

www.watchandwager.com

700 Larkspur Landing Cir, Ste 199

Larkspur, CA 94939

watch  **wager**

Wednesday 26th March, 2025

Tom Martinez
CEO, Cal Expo & California State Fair
1600 Exposition Blvd
Sacramento, CA 95815

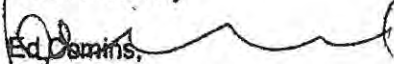
Dear Tom,

As you are aware, earlier this month, Cal Expo staff notified Watchandwager of their intentions to exercise an early termination option on our lease that runs until 2030, effectively ending harness racing after a run of more than fifty years. As a tenant and operator for the last thirteen years, we have developed a community of horsemen and families that have settled in Sacramento and made Cal Expo a permanent part of their lives. Watchandwager too has made Cal Expo a key part of its business model.

Over the years we have always been a true partner to Cal Expo. We have invested in the property and facilities, most recently spending well over \$125,000 upgrading to full HD production, designed to better to showcase its one-of-a-kind racing facility across North America. We also financed the installation of a new hub rail (\$100,000) and each year we have lent our track equipment and made available our personnel during the summer months to support the thoroughbred racing circuit at the California State Fair. We now respectfully request that you honor that partnership by giving us more time to allow us to create and execute a transition plan that will prevent the total devastation of the last remaining vestiges of horse racing in Northern California. It is shocking to see this happening so close on the heels of the destruction of the Northern California thoroughbred racing industry at the end of December 2024.

This meeting came as a complete surprise to us. Locating an alternative facility, negotiating a new lease, and upgrading a new facility to fit the needs of the horses and horsemen is a monumental undertaking that requires time. In addition, moving hundreds of California horsemen and family members, 48 Watchandwager union (SEIU, Western Teamsters, etc.) and non-union employees, 7 California Horse Racing Board staff, and the infrastructure and services provided by 21 vendors will take quite a bit of time and resources. We ask you to consider the impact this will have on these hard-working people and encourage you to work with us to devise a plan that supports Cal Expo's longer-term goals, while allowing us the time we need to survive this unexpected dislocation.

Yours sincerely


Ed Comins,
President

WatchandWager.com LLC

ecomins@watchandwager.com

www.watchandwager.com

c: +1 925 336 4499

f. BACKGROUND CHECKS

State of California

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

Date: April 15, 2025

To: Board of Directors
California Exposition & State Fair

From: Tom Martinez, Chief Executive Officer

Subject: Authorization to Continue Fingerprint-Based Background Checks

Background

Cal Expo has long conducted fingerprint-based state and federal criminal history background checks on employees and volunteers using the "State Employee" applicant type. As part of a nationwide effort to strengthen compliance with federal privacy and data-sharing laws, the Federal Bureau of Investigation (FBI) now requires that state laws authorizing fingerprint-based background checks be specific, clearly defined, and formally reviewed for approval. Cal Expo has historically relied on broad statutory authority shared by many state agencies, which the FBI has now determined does not meet the requirements of Public Law 92-544. As a result, this authority will sunset on December 31, 2026.

Without a legislative solution, Cal Expo will no longer be authorized to conduct fingerprint-based background checks on non-sworn employees and volunteers after that date.

Cal Expo was first notified of this issue by the California Department of Justice (DOJ), which has since provided guidance on steps necessary to maintain backgrounding authority.

Applicant Type

The State Employee Applicant Type is a category used in DOJ's background check system to process fingerprints for employees and volunteers of state agencies. It corresponds to specific Criminal Justice Information Services (CJIS) codes:

- 92014 (State Employee)
- 97058 (Volunteer)

The FBI no longer recognizes the authority supporting this applicant type, as it does not meet federal requirements. A grace period has been granted through December 31, 2026, after which fingerprint submissions under these codes will no longer be allowed.

Legislative Solution

To continue conducting fingerprint-based background checks on non-sworn employees and volunteers, Cal Expo must secure new, explicit statutory authority that complies with Public Law 92-544. DOJ has provided model language for use in such legislation.

DOJ recommends the following as the most basic compliant version of a fingerprinting authority statute:

- (a) California Exposition and State Fair may require employees, prospective employees, volunteers, contractors, and subcontractors to undergo a fingerprint-based state and national criminal history background check.*
- (b) California Exposition and State Fair shall submit to the Department of Justice fingerprint images and related information for individuals specified in subdivision (a) who are subject to a state and national criminal history background check, pursuant to subdivision (u) of Section 11105 of the Penal Code. The Department of Justice shall provide a state and federal level response pursuant to subdivision (p) of Section 11105 of the Penal Code.*

Cal Expo's new statute should be located within the Food and Agricultural Code, likely near Sections 3331–3334. A standalone statute is recommended for clarity and to satisfy FBI review standards, which require well-defined, self-contained statutory authority.

The Department of Justice has recommended this language based on coordination with the FBI. The recommended template uses broad applicant categories that the FBI has already approved in other contexts, and the language is designed to meet federal requirements while offering agencies the flexibility to determine, based on internal policy and job duties, which individuals within the authorized categories will be subject to background checks.

Staff Recommendation

Staff recommends that the Board authorize staff to pursue a legislative solution that will preserve Cal Expo's authority to continue to conduct background checks beyond 2026.

9. SERVICE CONTRACT & PURCHASE ORDERS

California Exposition & State Fair

PURCHASE ORDERS

March 18, 2025 to April 14, 2025
From \$15,000 to \$99,999 (rounded) [Requiring Notification](#)

Vendor/Merchant	Amount
Boca Systems, Inc. 2025 State Fair and Interim Thermal Tickets	\$15,809
PC Specialists Inc. dba Technology Integration Group Mobile work stations	\$16,908
Enigma GFX dba Sig-1 Graphics 2025 State Fair Livestock Leather Banners	\$25,448
Dublin KIA Chevy Tahoe for Police Department to replace vehicle	\$64,099

SERVICE CONTRACTS

March 18, 2025 to April 14, 2025
From \$15,000 to \$99,999 (rounded) [Requiring Notification](#)

Contractor	Amount
Don Lawley Company, Inc. 2025 Milking Parlor Barn Demolition services - Term: 4/8/2025 to 6/30/2025	\$17,085
PMP Environmental Consulting, Inc. 2025 emergency asbestos/lead survey at grandstands racetrack - Term: 4/1/2025 to 6/30/2025	\$25,380
BC Characters Inc. 2025 State Fair Ground Entertainment Act - BC Characters	\$27,275
Imagination Gallery, Inc. 2025 State Fair Exhibit – Wild Science	\$43,100
James P. Earhart II / Sea Lion Splash LLC 2025 State Fair Grounds Entertainment Act – Sea Lion Splash	\$45,000
Tim McPartland dba ATM Engineering 2025 emergency seismic review at grandstands racetrack - Term: 4/4/2025 to 12/31/2025	\$48,640
Umbrella Ship Entertainment LLC 2025 State Fair Grounds Entertainment Act - Illuminarians	\$76,500

SERVICE CONTRACTS

March 18, 2025 to April 14, 2025
\$100,000 and Over (rounded) [Requiring Approval](#)

Contractor	Amount
Jack Davenport Sweeping Services, Inc. 2025-2028 State Fair Power Sweeping services - Term: June 1, 2025 through May 31, 2028 (3-year term)	\$260,250 YEAR 1: \$82,750 YEAR 1: \$86,750 YEAR 1: \$90,750
Northwest Cascade Inc. dba Honey Bucket 2025-2026 Portable Restroom Rental for Heart Health Park - Term: April 1, 2025 through March 31, 2026 (1 year)	\$293,285

COMMITTEE/STAFF REPORTS

h. STATE FAIR REPORT

State of California

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

MEMORANDUM

Date: April 15, 2025

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Jaime Ramirez, Programs Manager

Subject: 2025 California State Fair Staff Report

2025 FAIR PROGRAM OVERVIEW

Building A Programs

BUILDING A – California Fresh

California Fresh Exhibit

- Educational display about California Specialty Crops
- Interactive Activities for Families

Post Office - USPS

- Fully Functional Post Office for Fair Guest and Commercial Use
- **NEW!** 2025 Series Daily CA State Fair Themed Cancellation Stamps
- Mail Packages & Letters, Money Orders, Purchase Stamps & Memorabilia

California Authors Booth

- California Beach Theme
- CA Authors Meet & Greet and Book Signings & Sales
- Book stream

Other Exhibits

- Life's Big Ag-venture
- CA Tourism Exhibits
 - Mono County Tourism Booth
- Concession Vendors & Seating Area: Cinnamon Buns, etc.
- Northern CA Pigeon Fanciers

Building B Programs

Save Mart Supermarkets California's Kitchen

Cooking Theatre Competitions

- California State Fair BBQ Competition Awards - 7/12
- Fair Vendor Food Competition – 7/15
- Professional Chef Challenge – 7/18 – 7/19
- Dinner 911! Cooking Challenge – 7/23 (TBD might be chili cook off event)
- Postal Service Cooking Challenge – 7/13
- California Junior Chef Challenge - Kids contest to propose themes and be a Judge – 7/22

Other Cooking Theatre Programming

- California Kitchen Trivia! – 7/11, 12, 19, 25, 27
- Meatless Monday – 7/14
- Butcher Showcase – 7/24
- CSFA Flower Arranging Competition – 7/20
- SMUD Induction Cooking Demonstrations – Daily
- Chef Demonstrations – Daily
- Cultural Advisory Council Cooking Demonstrations – 7/26
- Canning & Baking Awards Ceremony – 7/27

Taste of California Classroom

- Private Event – California State Fair Golden Bear Awards – Hosted Reception – 7/21
- Wine, Beer, and Cider Tasting Classes \$10
- Olive Oil, Cheese, and Honey Tasting Classes \$5
- Flower Arranging Classes \$5
- **New Format!** Canning & Baking Live Judging Events

Taster's Row Booths

- **NEW!** 2 booths added- California Cheese, Teas
- Farmer's Market style layout
- Education, Sampling & Sales for CA Food & Ag Products
- Free Food Samples
- Honey, Spices, Olive Oil, Produce, Cottage Industry Operators, and more!
- Master Food Preservers Information Center

Best of California Pavilion

- Picnic Table Seating Area
- Commercial Wine, Brew, Cheese, and Extra Virgin Olive Oil Winner Displays
- Best of CA Magazine Distribution

The Bakery

- Operated by Friends of the California State Fair

California State Floral Association Booth

- Daily Flower Arranging Demonstrations
- Large Floral Displays
- Hands-On Area

Ask a Winemaker Booth

- Sensory Activity
- Staffed Information Counter - Sacramento Home Winemakers
- Home Wine Winner Display

Other Exhibits

- Home Brew Winners
- Canning & Baking Winning Entries
- Educational Produce Displays
- Tree Circus – with Kids Reading Area

Expo Center Programs

- Building 1 – Rustic Charm
- Building 2 – Candy Selfie Experience
- Building 3 – NEW! POPnology
- Building 4 – NEW! It's a Wild Wild World Adventure
- Building 5 – NEW! CA Lowrider Exhibit by Sacramento Lowrider Commission
- Building 6 – TBD – Work in progress
- Building 7 – Fine Art and Photography
- Building 8 – Entertainment dressing rooms

Tent D Programs

- NEW! Wild Science
- Captain Jack Spareribs (TBD)
- Mother's Lounge

PROGRAM UPDATES BREAKDOWN

Building A/B Programs

"California Fresh" Exhibit - CDFA Grant funded

Featuring "California's County Bounty: An Agricultural Tour of California's Specialty Crops by County". "California Fresh" addresses the need to educate consumers about the many benefits of consuming California specialty crops. The project highlights the top commodities grown within each of California's 58 counties, as well as the diversity of specialty crops in California. "California Fresh" covers approximately 6000 square feet.

Kids Activities:

- Best Buds Photo Op
- Scare Crow Photo OP
- Kaleidoscope Game
- Kid's Coloring
- Kid Friendly Train and Train Station
- Looking to add other Kid activities
- Examples: Cornhole, Giant Tic Tac Toe, Hop Scotch, Ring Toss



“Incredible Me” Exhibit:

Expose your Incredible inner Super Hero! The “Incredible Me” Exhibit encourages kids of all ages to uncover how Super they really are! Activities and themes encourage creativity, hand-eye coordination, and problem solving while posing the question: What makes you incredible? Selfie and photo op stations encourage taking keepsake photos and to share exhibit themes and ideas on social media. The entire exhibit includes fence enclosure and seating for parents

Kids Activities:

- Create your Hero name and costume, then make a super story on the storyboard.
 - What are your Superpowers? Develop a secret identity and disguise
 - Who is incredible to you? Add their name to the wall of Heroes
 - Hero wear: Become a Super Hero try on a super costume
- Fit Exercise Station- Working out keeps you fit and ready for action
 - Practice challenges using dexterity, reflexes and teamwork with hands on activities: Crazy Driver, Marvel Maze, Splat the Rat!, Laser Alarm, and the Lego Wall
- Vote for your favorite hero and favorite “super” vehicle
- Special play areas and activities for Sidekicks (toddlers)



“Life’s a Big Ag-venture” Exhibit:

Geared towards young adults, “Life’s Big Ag-Venture!” provides an educational exhibit modeled after a board game. This exhibit encourages interest in agricultural careers and joining Ag-associated support organizations. The exhibit simulates a person's traveling through career aspirations in agriculture while providing hands-on interactives related to agricultural learning experiences. While encouraging participants to join local agricultural organizations upon games end.

California Building B Competitive Displays

- Canning Display
- Baking Display
- Cheese Display
- Commercial Wine
- Commercial Beer
- Olive Oil Display
- Home Brew Display
- Home Wine Display





Expo Center Programs

Rustic Charm — Expo Center Building 1

Rustic Charm returns with a delightful blend of vintage charm and rustic elegance. With its weathered wooden stalls, lace-adorned tables, and soft pastel hues, it exudes a cozy and inviting atmosphere. Visitors wander through aisles adorned with hand-painted signs, antique furniture, and delicate floral arrangements. The air is filled with the scent of freshly brewed coffee and lavender sachets. Vendors showcase an eclectic array of treasures, from distressed furniture and reclaimed trinkets to handmade crafts and upcycled décor. It's a haven for seekers of timeless beauty and nostalgic charm, where each corner tells a story of bygone eras and cherished memories.

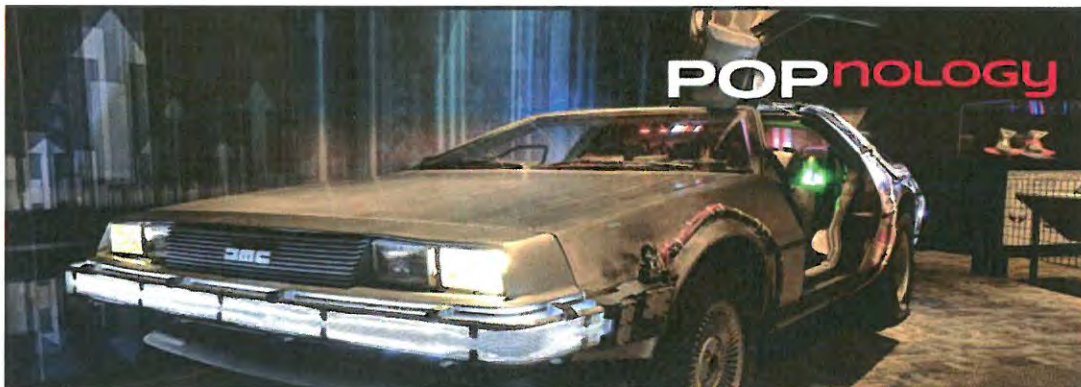


Candy Maze Selfie Exhibit — Expo Center Building 2

The Candy Maze Selfie Experience featuring kid-friendly selfies and candy is returning in 2025!



POPnology- New! — Expo Center Building 3



POPnology is a dynamic, hands-on exhibit that explores how science fiction has inspired modern technology. From 3D printing to robotics, touchscreens to virtual reality, visitors will discover the real-life innovations once imagined in movies, books, and pop culture. This engaging exhibit highlights the incredible ways technology has evolved—and where it's heading next.

Exhibit Highlights:

- Interactive robotics and drone tech
- Virtual reality experiences
- 3D printing demonstrations
- Retro-futuristic art and design
- Pop culture displays featuring sci-fi films and TV
- The Batmobile (classic model replica)
- Innovations inspired by Star Trek, Star Wars, and more
- Historic tech timeline from fiction to fact
- Fun for tech enthusiasts, families, and future inventors

It's a Wild Wild World Adventure NEW! — Expo Center Building 4



It's a Wild Wild World takes fairgoers on a globe-spanning journey through the animal kingdom. This interactive exhibit showcases rescued wildlife from five continents, offering up-close encounters with some of the planet's most fascinating species. With daily live presentations and engaging conservation stories, guests will explore the wild side of the world—without ever leaving the Fair.

Exhibit Highlights:

- Live animal presentations – three daily
- South America: capybaras, macaws, sloths, and anacondas
- North America: bald eagles, caribou, alligators, and vultures
- Africa & Madagascar: lemurs, African porcupines, boas, and frogs
- Asia: giant eagle owls, pythons, and more
- Australia: kangaroos, kookaburras, and monitor lizards
- Interactive insect displays
- Photo ops and themed merchandise area
- Conservation-focused, hands-on, and family-friendly

Lowrider Experience **NEW!** — Expo Center Building 5

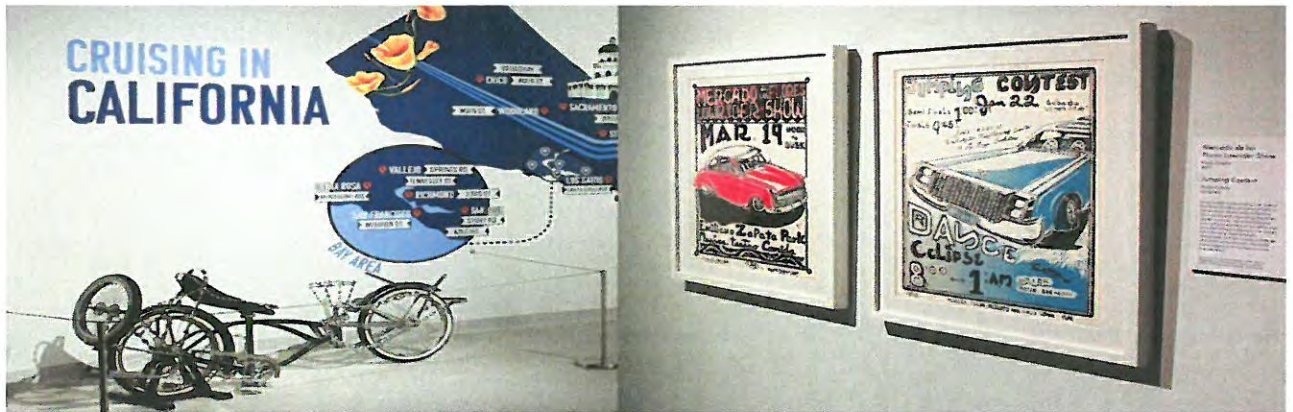


Presented in partnership with the Sacramento Lowrider Commission, this exhibit celebrates lowriding as a vibrant form of cultural expression and community pride. This immersive exhibit explores the art, history, and innovation of California's **lowrider** movement, building on the Commission's previous museum collaborations with the Sacramento History Museum and the California Museum.

In addition to showcasing stunning custom vehicles and original artwork, the exhibit highlights the technical mastery behind lowriding—from hydraulics and electronics to paint, mechanics, and sound systems—emphasizing its value as a S.T.E.A.M.-driven craft.

Exhibit Highlights:

- Curator-led display of iconic lowrider vehicles
- Original lowrider art, music, and photography
- Spotlight on youth S.T.E.A.M. programs
- Cultural storytelling and community history
- Hands-on learning and family engagement



Expo Center Building 6 – TBD

Fine Art and Photography – Expo Center Building 7

Both Fine Art and Photography will be showcased in Expo Building 7. Fine Art features entries from intricate digital composition to beautiful paintings and sculptures. Photography will showcase the skills and talent of California Photographers.



Student Showcase and California Crafts – Expo Center Building 8

Both the Student Showcase and California Crafts will be showcased in Expo Building 3. The California State Fair Student Showcase debuts the best student made projects from California resident 5-18 years old. California Crafts will showcase the finest examples of crafts being done in the state.



Tent D Programs

NEW! Wild Science

Take an excursion into the wild and amazing world of science through dozens of highly interactive, fun and visually captivating displays and activities. This attraction was created so that families, children, and adults could experience the mysterious and entertaining aspects of science and technology in an exploratory and fun environment.

Exhibit elements included: The following is a breakdown of the components that will be provided by Imagination Gallery, Inc.

- | | |
|-----------------------|---|
| 1. Bubbles | 11. Brainteaser Table |
| 2. Dexterity Tester | 12. Puzzle tops |
| 3. Captured Lightning | 13. Makers Faire Tables |
| 4. Space Fold | 14. Chess |
| 5. Slinky | 15. Pedestals |
| 6. Morphing Mirror | 16. Einstein |
| 7. Common Scents | 17. Magnetic A-frame |
| 8. Etch Panel | 18. Rube Goldberg |
| 9. Giant Foam Blocks | 19. Science Shows- |
| 10. Wood Blocks | 30 minute shows 3 times a day for 17 days |



State Fair Farm Programs

At the California State Fair Farm, visitors can explore aquaculture tanks, stroll through rows of growing fruits and vegetables, and get expert advice at the UC Master Gardeners booth. Returning this year is the Farm Passport, presented by Save Mart—a self-guided seek-and-find activity with fun, educational stops throughout the farm. Fairgoers can collect a stamp at each station, then redeem their completed passport at the Friends of the Fair booth for a free piece of fruit and a Save Mart coupon.

Highlights:

- California State Fair BBQ Competition in The Farm – 7/12
- Aquaculture tanks with live fish
- Hands-on crop stations and seasonal plantings
- UC Master Gardeners booth with gardening tips and resources
- Greenhouse (currently closed for renovation)
- Farm Passport activity with stamps and prizes
- Engaging, family-friendly exploration across the full farm

2025 FAIR FOOD AND COMMERCIAL VENDORS UPDATES

Food Vendors

We had over 92 food vendors apply to be part of the California State Fair of which, 22 are new this year! There are numerous vendors with multiple stands. We are still accepting and reviewing applications and trying to place vendors that will give our attendees the best variety of food. This is trending upwards from last year.

Commercial Vendors

We currently have 132 commercial exhibitor applications, and still anticipating this number trending upwards from last year.

2025 FAIR LIVESTOCK UPDATES

Our Steer DNA deadline was March 13, 2025. We received 46 market steer DNA samples. All of the Champion Challenge Sponsors have been confirmed. More updates to come!

2025 FAIR COMPETITION UPDATES

Competition Judging:

- **CA Cannabis** – Judging Dates: May 2 - Mid June, 2025
- **CA Commercial Cheese** – Judging Date: March 19, 2025
- **CA Commercial Craft Beer** – Judging Dates: May 15 - 18, 2025
- **CA Commercial Extra Virgin Olive Oil** – Judging Date: March 12, 2025
 - **Awarded record breaking 10 Double Golds!!!**
- **CA Commercial Wine** – Judging Dates: April 16 - 18, 2025
- **Home Wine** – Judging Date: April 5, 2025
- **Homebrew** – Judging Dates: May 2 - 4, 2025

Currently Open Competitions:

- CA Cannabis
- CA Commercial Craft Beer
- CA Canning and Baking
- Homebrew
- Crafts
- Fine Arts
- Student Showcase
- Plein Air at the Fair

2025 SPECIAL PROGRAMMING

- **Out at the Fair** – Saturday, July 19, 2025
- **Military, Veteran & First Responder Appreciation Day** - Wednesday, July 23, 2025
- **Best of California Brewfest** – Saturday, July 12, 2025
- **The Agricultural Heritage Club Awards Ceremony & Breakfast** – Wednesday July 16, 2025
- **Save Mart Pie Eating Contest** – Monday, July 21, 2025
- **Corn Dog Eating Contest** – July 18, 2025 Prelim / July 19, 2025 Final
- **Youth Mariachi Competition** – July 20, 2025

FINANCE

State of California

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

MEMORANDUM

Date: April 15, 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 March 2025, 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 March 2025 provides a financial snapshot of Cal Expo between quarterly reports.

During the last Board of Directors meeting, concerns were raised regarding our timeframe required to finalize the settle-up process for events held at Cal Expo. This delay occurs because after our Events Team completes their internal reconciliation, the information is then transferred to our Accounting Team for subsequent invoicing (if the promoter has an outstanding balance) or payment processing (if Cal Expo owes the promoter). Consequently, a time lag exists between the actual occurrence of an event and its reflection in our monthly or quarterly financial reports.

Key highlights for the March 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 \$1,159,721 and is on target to this same time period as Fiscal Year 2024. As more events undergo the settle up process, this line will continue to increase. In our previous report, it was noted the prior year's figure was higher due to our retrospective invoicing process described above. In our March 2025 report, we show the result of our January and February events being settled.

Line 5 – Watch & Wager. This line excludes rent payments for January (invoiced) and February (invoice in process). The result in the line is comprised of the commissions received from CHRIMS (Watch & Wager racing activities) for the months of January and February 2025.

Line 21 – General Expense. Is slightly under March 2024's expense total. This trend is slightly below Cal Expo's cyclical expenditures.

Line 26 – Insurance. Illustrates a cost of \$947,692, an increase due to prorated prior-year insurance amounts.

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

Line 28 – Facility Operations. We have not processed all of our March invoicing due to the timing of when statements arrive to our Accounting Team via US Mail and are subsequently reviewed by management prior to being processed. Many of the invoices that would appear in this line are scheduled to be paid during our regular weekly Thursday check run, occurring on April 17, 2025.

Line 30 – Cons & Prof Svcs External. There is a slight increase in this category. This is due to a greater degree of efficiency of receiving and processing contract and purchase order requests and payments.

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

Line 34 – Judging. This category is associated with payment of our judges for various competitions leading into the annual State Fair. We have recently completed the Olive Oil and Cheese competitions and processed payments to our panel of judges for these competitions.

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

FINANCIAL TEAM UPDATES

Staffing changes continue within the Accounting Department. To fill a Senior Accounting Officer vacancy created in June 2024, the position was posted (February 18 - March 11, 2025), applications were screened (week of April 7, 2025), and interviews are

scheduled (week of April 21, 2025). This role encompasses responsibilities such as bank reconciliations, event settlement and reimbursement oversight, credit card transaction balancing, daily financial activity recording, and State Fair financial support.

Recognizing immediate needs, the Finance Manager and Deputy General Manager secured a temporary expert through an agency. This individual, whose first week began April 7, 2025, brings extensive experience in financial reporting, cash management, general accounting, tax, and internal controls. The Finance Manager's significant onboarding and training efforts for this temporary hire have already yielded positive results, with several backlog items resolved. Furthermore, the Finance Manager and the temporary expert are actively documenting daily procedures and developing desk manuals for both current and new employees. The Finance Manager is also ongoingly training current staff and working through the remaining accounting backlog.

ANNUAL AUDIT 2021

In 2021, the Board decided to consolidate the 2020 and 2021 audits because of Cal Expo's transition from hosting events to supporting COVID emergency response efforts.

Progress on the combined 2021 audit is underway. The Board approved this consolidation in 2021 due to Cal Expo's operational shift to COVID emergency response. Staff has successfully uploaded almost all requested audit materials for 2021, with only one complex item pending. This remaining item necessitates data retrieval from multiple State agencies, a challenge discussed with External Audit staff, and a resolution plan has been agreed upon. Cal Expo staff is actively working to gather the required information to close this item. The Retired Annuitant Lead is in continuous communication with External Auditors concerning the submitted 2021 audit documentation.

RECOMMENDATION

Acknowledgement of the receipt of reports.

CALIFORNIA EXPOSITION AND STATE FAIR
MONTHLY STATEMENT OF FINANCIAL ACTIVITIES
March 31, 2025

Row	Column	A	B	C	D	E	F
		March 2025	March 2024	YTD 2025	YTD 2024	Budget 2025	Annual Variance YTD
	Revenue						
1	State Fair	\$ 4,968	\$ 113,676	\$ 6,043	\$ 135,311	\$ 15,953,226	\$ (15,947,183)
2	Expo Events	485,557	330,479	1,159,721	1,341,163	4,950,250	(3,790,529)
3	Multi-Use Sports Facility	162,649	32,440	230,333	406,020	1,900,000	(1,669,667)
4	Rock and Brews	15,373	12,500	45,225	37,500	250,000	(204,775)
5	Watch & Wager	-	27,651	5,091	49,388	22,000	(16,909)
6	Simulcast	22,425	35,755	133,512	157,246	478,788	(345,276)
7	RV Park	29,394	68,250	138,621	251,886	1,023,366	(884,745)
8	Water Park	500	500	1,500	1,500	50,000	(48,500)
9	Electronic Sign	29,859	29,859	89,577	89,577	395,000	(305,423)
10	Miscellaneous	32	2,058	485,667	1,506	890,000	(404,333)
11	Reimbursements	4,180	144,446	199,340	490,149	3,546,878	(3,347,538)
12	Grants	-	-	16,044	-	300,000	(283,956)
13	Interest Revenue	-	-	81,976	68,834	260,000	(178,024)
14	Deferred Maintenance / Resilien	-	-	1,282,906	-	-	1,282,906
15	TOTAL REVENUE	\$ 754,938	\$ 797,614	\$ 2,592,650	\$ 3,030,080	\$ 30,019,508	\$ (27,426,858)
16	Personal Services						
17	Salaries & Wages	735,308	654,824	2,079,831	1,926,380	10,686,917	8,607,086
18	Benefits	270,521	311,547	1,119,082	901,870	4,176,186	3,057,104
19	Total Personal Services	\$ 1,005,829	\$ 966,371	\$ 3,198,913	\$ 2,828,250	\$ 14,863,103	\$ 11,664,189
20	Operating Expenses						
21	General Expense	65,678	91,491	265,623	325,313	1,437,557	1,171,935
22	Advertising	14,000	14,000	42,000	42,000	788,250	746,250
23	Printing	1,522	10,629	6,046	20,750	176,316	170,270
24	Communications	16,916	14,790	48,884	43,373	193,366	144,482
25	Postage	32	496	352	915	28,100	27,748
26	Insurance	55,452	236,219	947,692	325,427	1,361,035	413,343
27	Travel	6	864	17,698	7,079	100,965	83,267
28	Training	375	1,000	1,855	3,209	35,450	33,595
29	Facility Operations	332	138,282	46,391	286,008	605,108	558,717
30	Utilities	149,803	117,831	334,828	399,892	1,423,150	1,088,322
31	Cons & Prof Svcs External	118,457	132,372	520,330	464,659	6,641,821	6,121,491
32	Cons & Prof Svcs Internal	389	12,254	43,664	26,651	108,545	64,882
33	Data Processing	-	3,157	77,084	47,752	235,910	158,826
34	Entertainment	-	-	-	-	2,392,450	2,392,450
35	Judging	7,745	6,263	8,029	6,263	92,800	84,771
36	Premiums	-	-	-	-	223,790	223,790
37	ProRata	56,760	63,781	170,281	191,344	750,000	579,719
38	Other	-	50,027	44	50,177	20,000	19,956
39	Total Operating Expenses	\$ 487,468	\$ 893,455	\$ 2,530,799	\$ 2,240,810	\$ 16,614,613	\$ 14,083,814
40	TOTAL EXPENSES	\$ 1,493,297	\$ 1,859,826	\$ 5,729,713	\$ 5,069,060	\$ 31,477,716	\$ 25,748,003
41	OPERATING PROFIT (LOSS)	\$ (738,360)	\$ (1,062,212)	\$ (3,137,063)	\$ (2,038,980)	\$ (1,458,208)	\$ (1,678,855)

*unaudited

**Financial Stability Plan Update
April 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	•Continue with weekly one-on-one meetings with accounting staff. •Worked with Accounting staff on closing various event settle ups, created and trained on various tools to assist with closing out event settle ups.
Staffing Enhancements	Retired Annuitants	Complete more complex and highly involved tasks related to backlog of accounting items	In progress	•Work related to Audit Year 2021: Performing calculations for GASB 68 Verified Auditor Adjusting Entries and re-closed Fiscal Year End 2020 Review Trial Balance for 2021 and submit to external auditors •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	•Fair Financial Consultant working on reviewing data in General Ledger and making recommendations to streamline system, dataset, and processes •Hired additional expert 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	•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	•Senior Accounting Officer posted on Feb. 18, 2025 through March 11, 2025 Contacted applicants for interviews week of March 21, 2025
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	•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	•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. •Onboard/train temporary expert contracted support personnel.

11. NEW BUSINESS

I. FACILITY PROJECTS

State of California

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

MEMORANDUM

Date: April 15, 2025

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Matt Cranford, Chief Deputy General Manager
Mitch Pryor, Chief of Plant Operations

Subject: Milking Parlor

Background and History

The milking parlor at Cal Expo was established to support dairy cattle exhibitors during the California State Fair. It served as a central location for milking operations during the fair, ensuring compliance with health and safety standards.

Over time, advancements in dairy farming practices and changes in livestock sizes rendered the existing equipment and infrastructure outdated. The parlor's design no longer accommodates the larger size of modern dairy cattle, and the antiquated equipment is incompatible with current milking technologies. Consequently, the facility has become obsolete and is no longer usable for its original purpose.

The removal of the milking parlor will free up valuable space adjacent to the Livestock Pavilion, allowing for more versatile use during the State Fair and other events.

Asset Disposition Requirements

The California Department of General Services (DGS) requires that all state agencies maintain an inventory of their real property assets. Demolition of any capital asset, typically defined as any structure with a value over \$5,000 and a useful life over a year, may require formal reporting or approval.

Staff Recommendation

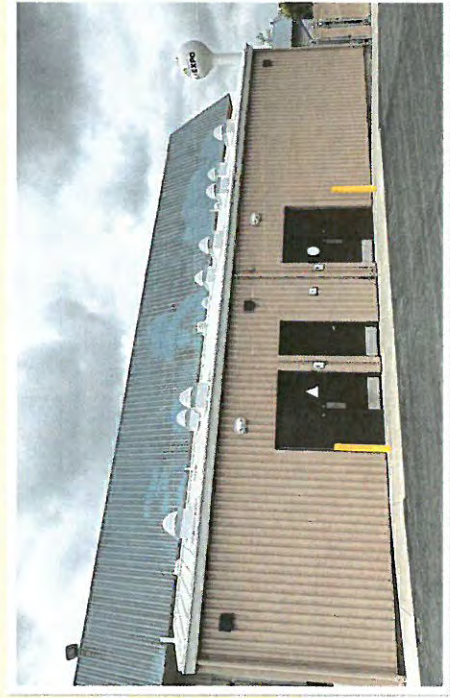
Staff recommendation is for the board to acknowledge the removal of the physical asset as well as removal from Cal Expo's asset inventory.

CALIFORNIA STATE FAIR

MAINTENANCE UPDATE



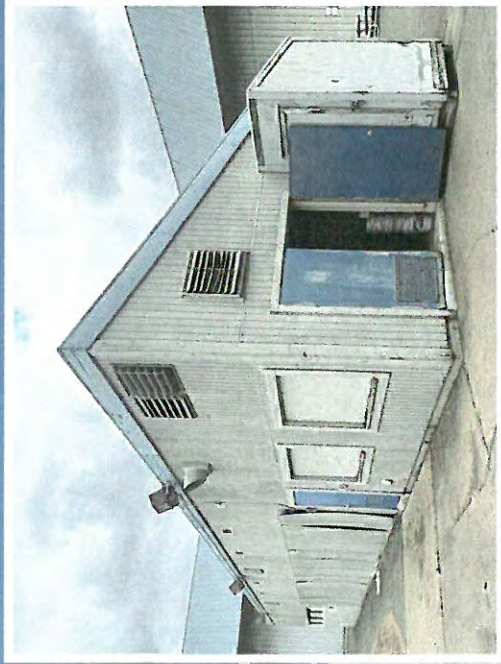
NEW RESTROOM UPDATE



NEW HVAC AT EXPO CENTER



MILK PARLOR



THANK YOU.

Mitch Pryor
Chief of Plant Operations and Maintenance
MGPRyor@calexpo.com

12. OLD BUSINESS

J. WATCH & WAGER

State of California

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

MEMORANDUM

Date: April 17, 2025
To: Board of Directors
California Exposition & State Fair
Via: Tom Martinez, Chief Executive Officer
From: Marcia Shell, Assistant General Manager
Subject: Horse Racing

Watch & Wager, LLC – Harness Racing
--

After the March Board of Directors meeting, staff met with Chris Schick, Principal Operator of Golden Bear Raceway which manages the Watch & Wager Harness operation at Cal Expo. Watch & Wager participants along with management staff had expressed that more time is needed by all to plan and prepare for the potential termination of the current contract. In discussing the current termination clause and a possible amendment to the contract, Mr. Schick indicated that he could not execute an amendment that would “self-terminate” the contract. He explained that he has commitments that could potentially be a conflict with an amendment that included a specific termination date. The sole signatory on the current contract is Ed Comins, Managing Director at Webis Holdings Plc. The company manages the Advance Deposit Wagering side of the Watch & Wager Harness meet.

Staff has requested meetings with both Mr. Schick and Mr. Comins over the last two weeks. After receiving no response to the meeting requests, Mr. Schick was contacted by phone on April 15th and he explained that Mr. Comins is in the United Kingdom due to the death of family members. Mr. Schick indicated that he could not speak on behalf of Mr. Comins as the Board of Directors for Webis Holdings would be making some decisions on this matter. Mr. Schick is not a part of that Board. It is possible that Mr. Comins will reply to our request to meet at the end of this week.

Annual Billing for Watch & Wager, LLC
--

To provide a clearer understanding of the financial relationship between Cal Expo and W&W, the following table details the expenses billed to W&W in 2024.

Department	Amount Billed to W&W
Rent	\$95,000.00
Commissions	\$19,619.52
Maintenance Services	\$100,302.50
Garage Services	\$853.20
Event Services	\$4,650.00
Police	\$7,896.50
Fire Marshal	\$1,680.00
Repair Credit	(\$3,001.62)
Total	\$227,000.10

*** RACE DAYS:** 39

Number of Racing Days

The number of race days each season directly impacts revenue and operational costs. When W&W first partnered with Cal Expo in 2012, the schedule included 71 race days. Over the years, this number has fluctuated due to various factors. Below is a historical overview of race days for recent seasons.

Harness Season	# Racing Days	Harness Season	# Racing Days
2024-2025	39	2016-2017	52
2023-2024	47	2015-2016	55
2022-2023	46	2014-2015	65
2021-2022	46	2013-2014	64
2020-2021	36	2012-2013	67
2019-2020	47	2011-2012	94
2018-2019	47	2010-2011	84
2017-2018	54	2009-2010	81

Termination Clause

While the current agreement extends through 2030, Cal Expo retains the option to terminate under certain conditions. The following clause outlines the terms under which the agreement may be ended early.

34. **Termination:** In the event that Cal Expo determines by official action of its Board that it no longer intends to use the Premises for horse racing, Cal Expo shall have the option to terminate the Agreement by delivery of a six-month written termination notice. Such notice shall be provided no later than the last race day of the harness meet ending in that calendar year, in which case the Agreement shall terminate six months from the date of the termination notice.

35. In the event that Cal Expo exercises its option to terminate the Agreement pursuant to this Paragraph, Cal Expo shall have the following obligations as considerations for the early termination of the Agreement.

- 1) Cal Expo will return the \$100,000 deposit to W&W (less any fees for damages, repairs or unpaid bills).
- 2) W&W will negotiate with Cal Expo a lease option for the track lights and light poles from the racetrack, if available. Terms to be negotiated at exercise of Termination.
- 3) In the event Cal Expo exercises its option to terminate the Agreement pursuant to this Paragraph, Cal Expo shall take all commercially reasonable steps requested by W&W to support the identification and relocation to a new property to be used in the operation of harness racing.

2024 Simulcast Report

The following breakdown details income and expenses associated with simulcasting in 2024.

Revenue

Commission/Location Fees	\$368,575.00
Programs/Forms	\$ 97,135.50
Admission	\$ 80,025.00
Food Commission - Grill/Bar	\$ 12,600.00
Revenue:	\$558,335.50

Expenses

Simulcast Staff	\$165,000.00
Security/Police - estimate	\$ 80,000.00
Event Services - estimate	\$ 70,000.00
Mutuel Clerks	\$ 62,270.00
DirecTV	\$ 9,200.00
Misc – TV'S/Equipment/ Supplies	\$ 5,500.00
ASCAP/Seasac (music)	\$ 2,900.00
Alarm System	\$ 2,800.00
Utilities	\$ 85,000.00
Programs/Forms	\$70,175.00
AT&T data/phone line charges	\$ 3,521.00
Expenses:	\$552,845.00

Profit/Loss **\$969.50**

California State Fair Racing

State Fair horse racing has faced challenges in recent years, with 2024 seeing a reduction in race dates due to a decline in available horses. The following illustrates the impact on race participation and revenue.

2024 Racing	Expenses	Revenue
Cal Expo Payroll	\$540,899.40	
Mutual Clerk Payroll	\$ 63,000.00	
Misc Expenses	\$180,000.00	
CARF Settlement		\$611,849.94
Box Seats Revenue		\$ 44,250.00
Grandstand F&B Commission (Estimate)		\$ 28,000.00
	\$783,899.40	\$684,099.94
Total		(\$99,799.46)

Other Annual Revenue and/or Expenses

Due to track preparation for live racing, Cal Expo has been limited to date availability for events outside of live harness and thoroughbred racing. These events have included KNCI's Country in the Park, Country in the Park 2, and the Sacramento Mile motorcycle race. In 2024, one non-racing event was held at the track.

<u>Name of Event</u>	<u>Date of Event</u>	<u>Income after Expenses</u>
KNCI Country in the Park	3/16/24-3/17/24	\$202,000.00

Annual Expenses for the Grandstand and Track

Maintaining the grandstand and track incurs significant annual costs. The following data is a list of incurred expenses by Cal Expo regardless of utilization for live racing or events.

Grandstand Maintenance	Cost
Annual Plant preventive and corrective maintenance time and materials not billable to reimbursable accounts (lighting, HVAC, Plumbing, paint, fire suppression)	\$ 16,000.00
DIR inspection fees (elevators)	\$ 900.00
Elevator contract	\$ 12,385.00
Emergency Diesel Generator Back-up permit and maintenance fees	\$ 3,100.00
Fire alarm monitoring	\$ 1,824.00
Fire sprinkler riser certifications	\$ 4,180.00
OSFM annual inspection	\$ 4,900.00
Pest contract	\$ 6,700.00

Annual Fire Extinguisher Maintenance	\$ 1,200.00
Total	\$ 51,189.00

Annual Expenses for the Backstretch
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Operations at the backstretch require ongoing investment to support racing activities. Below is a summary of associated expenses for 2024.

Backstretch Maintenance	Cost
Annual Plant preventive and corrective maintenance time and materials not billable to reimbursable accounts (lighting, HVAC, Plumbing, paint, fire suppression)	\$ 8,000.00
Fire alarm monitoring	\$ 3,648.00
Fire sprinkler riser certifications	\$ 8,360.00
Industrial storm water permit	\$ 1,818.00
Fire Marshal annual inspection	\$ 4,900.00
R&S Gate 15 (remote automation service)	\$ 3,800.00
Trash hauls not billed to reimbursable accounts	\$ 6,522.00
Annual Fire Extinguisher Maintenance	\$ 2,300.00
Total	\$ 39,348.00

Recommendation

Having no further information from Webis Holdings as of this date, Staff recommends termination of the current Agreement with Watch and Wager. Should the parties come to terms, a short term Agreement for an additional racing season could be considered for approval.

K. X GAMES UPDATE

State of California

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

MEMORANDUM

Date: April 15, 2025
To: Board of Directors
California Exposition & State Fair
Via: Tom Martinez, Chief Executive Officer
From: Matt Cranford, Deputy General Manager
Subject: X Games at Cal Expo

Background and History

Established in 1995, the X Games have evolved into a premier global showcase for action sports, featuring top athletes in skateboarding, BMX, and Moto X. Designed to bring extreme sports into the mainstream, the X Games have made a lasting impact on American culture, attracting more than 600 million fans worldwide.

In recent years, the Summer X Games were hosted at the Ventura County Fairgrounds, with events in 2023 and 2024 drawing substantial crowds and acclaim. Despite this success, organizers sought new opportunities to expand the event's reach and visibility. In December 2024, it was announced that Sacramento would host the Summer X Games for a three-year run beginning in 2025. The first Sacramento-based X Games, scheduled for August 22–24, 2025, will mark the 30th anniversary of the X Games brand.

Cal Expo was selected as the new venue due to its size, central location, and capacity to support large-scale, multi-day events.

Current Status

Planning meetings with X Games are actively underway to prepare for the upcoming Summer X Games. The current event schedule includes a separately ticketed concert on Friday, followed by the main competition events on Saturday and Sunday.

This year also marks a shift in the X Games' overall operational model. Moving away from the traditional standalone Summer and Winter events, the organization is transitioning to a "franchise" format. This new approach includes multiple events throughout the year, such as the upcoming X Games Salt Lake City, and sets the stage for the launch of the X Games League (XGL) in 2026. The XGL will feature regional

teams competing for both individual and team points, offering athletes more stability and year-round opportunities.

The X Games Sacramento brand is owned and licensed by Steve Dooner, who is also the principal of California Dreamin Entertainment inc. California Dreamin Entertainment is the current water park operator and lease holder at Cal Expo. Dooner has created a team of X Games experts and hired Brad Florian, a long-time X Games employee who most recently was Head of Global Business Operations and is now the Chief Operating Officer. Valerie Ryan, the former Vice President of Fan Experience is now the Chief Marketing Officer. Combined, these individuals have over 33 years of experience with X Games.

These changes have practical implications for Cal Expo's operations. The move-in date for the event is now tentatively scheduled for August 16, which is later than originally envisioned. Additionally, the overall footprint has been slightly reduced, as events are being combined and activations streamlined for the promoter's logistics. These adjustments are beneficial for our staffing considerations, allowing employees a little more time to get the Cal Expo facility turned around after Fair.

Staff is continuously working with X Games Sacramento on layouts and production to create a streamlined event that may more closely resemble the State Fair, both in scope and execution, than initially planned. This collaboration will enable Cal Expo staff to provide more recommendations and show X Games Sacramento what can be effectively and economically produced at Cal Expo.

Steff Recommendation

This is for informational purposes only.

I. CALIFORNIA DREAMIN' UPDATE

State of California

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

MEMORANDUM

Date: April 17, 2025
To: Board of Directors
California Exposition & State Fair
Via: Tom Martinez, Chief Executive Officer
From: Marcia Shell, Assistant General Manager
Subject: California Dreamin' Water Park

Update on Costs

Initial plans for the site included a \$400,000 demolition and a \$28 million remodel. However, following site inspections and compliance reviews, the scope of work changed significantly. Demolition costs have increased to \$1.5 million, and structural and safety evaluations confirmed that a full tear-down and new build was the most viable path forward. Attractions that are being fabricated and purchased by California Dreamin' have between a 30 – 40 year lifespan depending upon the individual attraction. Construction costs are currently estimated at over \$40 million, with projections potentially exceeding \$50 million based on similar redevelopment experiences.

Update on Construction Progress & Timeline May 2025 – January 2026 **Information below is from California Dreamin' CEO Steve Dooner**

Demolition has officially commenced, following the completion of structural engineering assessments and the issuance of demolition permits by Cal Fire. The Department of Air Resources has signed off, and the Department of Water Resources has completed fiberglass remediation planning. With demolition equipment delivered and staging complete, active site clearing is now underway.

- **May 2025**
 - Demo Taco Ride. Certain trees scheduled for removal and the demolition of four buildings were rescheduled.
 - Finish clean-up and repairs for Fair.
 - Submit Renewal for the Demo Permit. (Current permit expires June 26, 2025)

- **June, July August 2025.**
 - All demo on hold during to the Fair and X Games. Some tree removal may take place during this period.
 - Assure Demo Permit renewed.
- **September 2025:**
 - Full mobilization of Demo team and all equipment. (September 1st to the 5th)
 - Arborists begin removing trees in the way of Demo team. (September 1st to the 5th)
 - Begin demoing the "Bowl" ride. (September 6 to 26th)
 - Begin demo the bridge (September 27 to Oct 30th)
 - Geo Tech samples are taken on full site.
- **October 2025:**
 - Continue working on bridge demo (completion Oct 30th)
 - Demoing buildings around Bridge.
 - Arborist removing trees around slide tower, prepping or demolishing.
 - Testing for Geo Tech (4 to 6 weeks)
- **November 2025:**
 - Demoing the slide tower November 1st to November 30th.
 - Arborists removing trees around wave pool and kids' area. November 1 to 22)
- **December 2025:**
 - Start demoing Wave pool (December 1 to 22nd)
 - Demo restroom and Kitchen (December 1 to 22nd)
 - Demo smaller building (December 1 to 22nd)
 - Demo Kids area.
- **January 2026**
 - Finish demoing Wave Pool and Kids area (Jan 2 to 10th)
 - Beginning of GC demoing of all hardscape and civil work begins.

Staff Recommendation

This is for informational purposes only.

13. CORRESPONDENCE

m. SACRAMENTO REGIONAL COALITION

Sacramento Regional Coalition for Palestinian Rights



909 12th Street, #118 Sacramento, CA 95814

Board of Directors
Executive Director Tim Martinez
California Exposition & State Fair
1600 Exposition Blvd.
Sacramento, CA 95815

March 27, 2025

Dear California Exposition & State Fair Board of Directors and Executive Director Martinez:

We are writing as concerned community organizations asking you to discontinue Chevron as a sponsor of the California State Fair due to its contributions to local and global environmental destruction and its complicity in legally recognized crimes against humanity.

We take pride in the State Fair's commitment to "showcase the Best of California," from California's thriving agricultural industry, to its rich cultural diversity, to talented California artists. Chevron's actions locally and globally completely contradict this commitment, particularly through:

- **Acts of climate destruction** locally, such as the 2021 600-gallon oil spill into the San Francisco Bayⁱ, and globally, such as the deliberate dumping of 16 billion gallons of toxic wastewater into Ecuador's Amazon Rainforest, which it has yet to clean up.ⁱⁱ
- As one of the 25 biggest polluters in the world, **Chevron has a major role in fueling the climate crisis, which is directly impacting Californians**. Chevron is currently being sued by CA Attorney General Rob Bonta for engaging in a ["decades-long campaign of deception regarding the reality of climate change and the connection between combustion of fossil fuels and climate change, resulting in climate change-related harms in California."](#)
- **Complicity in Israel's war crimes** in the Gaza Strip; and **military occupation and apartheid in Palestine**, which the International Court of Justice ruled illegal in July 2024. This ruling called for an end to all commercial and business activities that facilitate Israel's regime of occupation and oppression: this includes Chevron.^{iii iv}
- **Fueling widespread violence against indigenous communities**. Chevron has faced at least 13 accusations of genocide and 17 accusations of torture, and its activities have played a role in destroying people's homes, resources, and livelihoods, in Ecuador, Chad, Cameroon, Indonesia, Myanmar, Nigeria and China, among other countries.^v

Our organizations are made up of everyday Californians—many of us have fond memories of going to the State Fair with family and friends, have been attending since we were children, and are proud of the State Fair's exhibition of our communities, traditions and values. We don't want this cherished institution to be tainted by what Chevron represents: destruction of our environment, violence against indigenous communities, and corporate evasion of accountability.

We respectfully ask that you discontinue Chevron's sponsorship and prioritize sponsors who benefit California's people and industries in order to uphold the California State Fair's commitment to representing California communities' values.

Sincerely,

Sacramento Regional Coalition for Palestinian Rights

350 Sacramento

The Alliance of South Asians Taking Action (ASATA)

Amazon Watch

American Friends Service Committee

American Muslims for Palestine, Sacramento Chapter

ANSWER Coalition Sacramento

Asian Pacific Environmental Network (APEN)

Bay Area Doula Project

California Nurses for Environmental Health and Justice

The Center on Race, Poverty, and the Environment

CodePink Central Coast, Coachella, Inland Empire, Los Angeles, Sacramento & San Diego

Democratic Socialists of America, East Bay, Sacramento, San Diego & Silicon Valley

Earth Justice Ministries

Extinction Rebellion San Francisco Bay Area

Fossil Free California

Friends of Mother Earth

Friends of Sabeel North America (FOSNA)

Greater Sacramento Muslim PAC

Healthcare Workers for Palestine, Sacramento

Indigenous Environmental Network

Jewish Voice for Peace, Sacramento & South Bay Chapters

Labor Rise Climate Jobs Action Group

National Lawyers Guild, Sacramento Chapter

Nevada County for Palestine

Nevada County Peace & Justice Center

Northern California Friends of Sabeel (NorCal Sabeel)

NorCal Resist

Oil Change International

Oil and Gas Action Network

Organize Sacramento

Palestine American League

Palestine Taskforce, Cal/Nevada Conference United Methodist Church

Party for Socialism and Liberation

Physicians for Social Responsibility

QUIT! (Queers Undermining Israeli Terrorism)
 RootsAction.org
 Reconciling Social Justice Committee, First United Methodist Church
 Sacramento Area Peace Action
 Sacramento Climate Coalition
 Sacramento County Green Party
 Sacramento County Peace and Freedom Party
 Sacramento Democrats for Justice in Palestine
 Students for Justice in Palestine, CA State University Sacramento
 Sunrise Movement
 Teaching Palestine: Pedagogical Praxis and the Indivisibility of Justice, AMED Studies,
 San Francisco State University (SFSU)
 The Talking Drum News
 Third Act Sacramento
 United Church of Christ (UCC) Parksiders for Palestine
 Unitarian Universalists for Justice in the Middle East, Sacramento
 Veterans for Peace Chapter 87
 Wellstone Progressive Democrats
 Women's International League for Peace and Freedom, Sacramento, CA Branch

ⁱ A clear danger oil spill in California city revives calls to cut ties with Chevron, The Guardian, Feb. 2021
<https://www.theguardian.com/environment/2021/feb/11/richmond-california-chevron-oil-spill>

ⁱⁱ Chevron's Environmental Crimes: 13 Years of Evasion and Escalation, Amazon Watch, February 2024
<https://amazonwatch.org/news/2024/0214-chevrons-environmental-crimes-13-years-of-evasion-and-escalation>

ⁱⁱⁱ Summary of the Advisory Opinion of 19 July 2024, International Court of Justice, July 2024
<https://www.icj-cij.org/node/204176>

^{iv} Powering Injustice: Exploring the legal consequences for states and corporations involved in supplying energy to Israel, SOMO (Centre for Research on Multinational Corporations), December 2024,
<https://www.somo.nl/powering-injustice/>

^v Chevron's Global Destruction: Ecocide, Genocide and Corruption, Dr. Nan Greer, May 2021,
https://chevronglobaldestruction.com/chevrons_global_destruction_report.pdf