



# **Joint Committee on Fairs Allocation and Classification**

## **Network of California Fairs 2001/2002 Expenditure Plan**

**June 19, 2001**



**WILLIAM (BILL) J. LYONS, JR., SECRETARY**

California Department of Food and Agriculture  
Division of Fairs & Expositions

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**JOINT COMMITTEE ON FAIRS ALLOCATION AND CLASSIFICATION  
MEMBERS' FAIR REPRESENTATION**

**Assembly**

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**Dennis Cardoza, Chair (D) – District 26**  
Lodi Grape Festival (SJO)  
Merced County Fair (35th DAA)  
Merced County Spring Fair (MER)  
San Joaquin County Fair (2nd DAA)  
Stanislaus County Fair (38th DAA)

**Capitol Office**  
State Capitol, Room 3160  
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**Dean Florez (D) – District 30**  
Big Fresno Fair (21st DAA)  
Kern County Fair (15th DAA)  
Kings Fair (24-A DAA)  
Madera District Fair (21-A DAA)  
Tulare County Fair (24th DAA)

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**Tim Leslie (R) – District 4**  
Amador County Fair (26th DAA)  
Calaveras County Fair (39th DAA)  
El Dorado County Fair (EDO)  
Gold Country Fair (20th DAA)  
Placer County Fair (PLA)

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**Abel Maldonado (R) – District 33**  
California Mid-State Fair (16th DAA)  
Santa Barbara County Fair (37th DAA)  
Santa Barbara Exposition & Fair (19th DAA)

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**JOINT COMMITTEE ON FAIRS ALLOCATION AND CLASSIFICATION  
MEMBERS' FAIR REPRESENTATION**

**Assembly**

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**Sarah Reyes (D) – District 31**  
Big Fresno Fair (21st DAA)  
Tulare County Fair (24th DAA)

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State Capitol, Room 2117  
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**George Runner (R) – District 36**  
Antelope Valley Fair (50th DAA)  
Los Angeles County Fair (LAN)  
San Fernando Valley Fair (51st DAA)  
Schools Involvement Fair (48th DAA)

**Capitol Office**  
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**Helen Thomson (D) – District 8**  
California State Fair (XPO)  
Dixon May Fair (36th DAA)  
Sacramento County Fair (52nd DAA)  
Solano County Fair (SOL)  
Yolo County Fair (40th DAA)

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**JOINT COMMITTEE ON FAIRS ALLOCATION AND CLASSIFICATION  
MEMBERS' FAIR REPRESENTATION**

**Senate**

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**Jim Costa (D) – District 16**  
Big Fresno Fair (21st DAA)  
Kern County Fair (15th DAA)  
Kings Fair (24-A DAA)  
Madera District Fair (21-A DAA)

**Capitol Office**  
State Capitol, Room 5100  
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Sacramento, CA 94248-0001  
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**Joseph Dunn (D) – District 34**  
Orange County Fair (32nd DAA)

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State Capitol, Room 2080  
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Phone: (916) 445-5831  
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**Maurice Johannessen (R) – District 4**  
Butte County Fair (BUT)  
California State Fair (XPO)  
Colusa County Fair (44th DAA)  
Dixon May Fair (36th DAA)  
Glenn County Fair (42nd DAA)  
Inter-Mountain Fair of Shasta County (SHA)  
Sacramento County Fair (52nd DAA)  
Shasta District Fair (27th DAA)  
Silver Dollar Fair (3rd DAA)  
Siskiyou Golden Fair (10th DAA)  
Solano County Fair (SOL)  
Tehama District Fair (30th DAA)  
Trinity County Fair (TRI)  
Tulelake-Butte Valley Fair (10-A DAA)  
Yolo County Fair (40th DAA)  
Yuba-Sutter Fair (13th DAA)

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**Betty Karnette (D) – District 27**  
Antelope Valley Fair (50th DAA)  
Los Angeles County Fair (LAN)  
San Fernando Valley Fair (51st DAA)  
Schools Involvement Fair (48th DAA)

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**JOINT COMMITTEE ON FAIRS ALLOCATION AND CLASSIFICATION  
MEMBERS' FAIR REPRESENTATION**

**Senate**

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**Rico Oller (R) – District 1**



Amador County Fair (26th DAA)  
Butte County Fair (BUT)  
Calaveras County Fair (39th DAA)  
El Dorado County Fair (EDO)  
Gold Country Fair (20th DAA)  
Lassen County Fair (LAS)  
Modoc – The Last Frontier (34th DAA)  
Nevada County Fair (17th DAA)  
Placer County Fair (PLA)  
Plumas-Sierra County Fair (PLU)  
Silver Dollar Fair (3rd DAA)  
Tulelake-Butte Valley Fair (10-A DAA)  
Yuba-Sutter County Fair (13th DAA)

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**Don Perata (D) – District 9**

Alameda County Fair (ALA)  
Contra Costa County Fair (23rd DAA)

**Capitol Office**

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Sacramento, CA 94248-0001  
(916) 445-6577  
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**Charles Poochigian (R) – District 14**

Big Fresno Fair (21st DAA)  
Kern County Fair (15th DAA)  
Tulare County Fair (24th DAA)

**Capitol Office**

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## **2001 SECRETARY'S ADVISORY COMMITTEE ON FAIRS**

The Secretary's Advisory Committee on Fairs (SACF) advises the Secretary of the California Department of Food and Agriculture (CDFA) on issues related to the network of California fairs, the fair industry, and related public issues. The Committee is under the jurisdiction of the CDFA, is appointed by the Secretary of the CDFA, meets approximately three times per year, and may consist of up to 25 members. Members are qualified for service to the Secretary through their affiliations with California fairs, such as serving as the Chief Executive Officer (CEO), a fair Board Member, a Service Member, working in the fair industry, or an individual having interest and knowledge of a fair or agricultural environment. Additional members shall include the Chairperson and Vice Chairperson of the Joint Committee of Fairs Allocation and Classification and the former Secretary of the CDFA. Members are selected to provide a cross-representation of California fairs, industry members, and the public. The table below lists the 2001 Committee members and respective affiliation.

The Honorable Dennis Cardoza California State Assembly	The Honorable Maurice Johannessen California State Senate
Norbert Bartosik, CEO California State Fair	Tom DiGrazia, CEO Silver Dollar Fair (3rd DAA)
Tim Fennell, CEO Del Mar Fair (22nd DAA)	Tony Fiori, Service Member Ray Cammack Shows
Mona Foster Public Member	Roger Gibbs, CEO Ventura County Fair at Seaside Park (31st DAA)
Jim Henwood, CEO Los Angeles County Fair	Dan Jacobs, CEO Antelope Valley Fair (50th DAA)
Dr. Bert Johnsen Public Member	Anthony Leo, CEO Stanislaus County Fair (38th DAA)
Bradley Randall, CEO National Orange Show	Celeste Settrini Public Member
Billie Sherwood, Board Member Alameda County Fair	Ruben Smith, Board Member Orange County Fair (32nd DAA)
Leonard Stefanelli, Board Member Grand National Rodeo Horse Show (1-A DAA)	Tawny Tesconi, CEO Sonoma-Marin County Fair (4th DAA)
Ciro Toma, Board Member Amador County Fair (26th DAA)	Lori Vartanian Service Member (Lori's Concessions)
Steve Weaver, CEO Sacramento County Fair (52nd DAA)	



**Secretary Lyons and Alameda County Fair Board President and SACF Member, Billie Sherwood, attend a SACF meeting at the 2001 WFA Convention.**

## EXECUTIVE SUMMARY

The following report presents the 2001/2002 Network of California Fairs Expenditure Plan to the Joint Committee on Fairs Allocation and Classification. The report also highlights the accomplishments of the 2000/2001 plan.

### 2000/2001 Achievements

CDFA's Division of Fairs & Expositions (F&E), and the network of California fairs as a whole, achieved a number of key successes this past year. The 2000/2001 Expenditure Plan increased base allocations and focused on placing more funds and fiscal flexibility at the **local** fair level. Achievements from last year's plan include:

- Improved communications between CDFA, F&E and the network of California fairs.
- Increased accountability of state funds that focused on full disclosure of available resources. The Western Fairs Association (WFA) and numerous fair management staff noted that the 2000/2001 Expenditure Plan presentation was the most detailed and informative plan in years.
- Funding methodology was modified in 2000/2001 to increase flexibility and address changing financial needs. This change increased available fairs funds and added the flexibility to meet ongoing changes in **local** funding priorities.
- The legislature passed AB 1256 to secure ongoing fair funding from the F&E Fund and Satellite Wagering Account. Failure to achieve this goal would have placed future funding at significant risk.
- The legislature passed SB 1825, which guarantees a minimum \$40 million in annual funding to California fairs. California Authority of Racing Fairs (CARF) was instrumental in their support of this bill.
- The introduction of the Millennium Program in 2000/2001 was a major success that resulted in increased funding flexibility to fairs. The availability of Millennium Program funds to cover travel costs to the annual WFA convention resulted in the largest paid attendance at the 2001 WFA convention in years.

### 2001/2002 Expenditure Plan Highlights

The 2001/2002 Expenditure Plan is designed to reflect a combination of ongoing program support and new concepts reflecting industry and economic trends. The current energy challenges facing all California businesses have created the need to develop proactive strategies. Integral to this year's plan are programs that have been designed to address these changing trends, such as:



## EXECUTIVE SUMMARY (Con't)

### Energy Conservation & Generation

This program is designed to reimburse fair organizations for the costs of alternative energy generation and lighting systems that reduce the load on the grid. These efforts ensure the fairgrounds remain a safe environment for the general public.



### Millennium *FLEX* Program

Last year's Millennium program has been expanded to allow increased flexibility for fairs. As outlined in the program description, fairs meeting specific energy conservation and performance goals may be reimbursed for a portion of their increased energy bills and for retrofit of electrical fixtures. Several prior year programs (e.g., capital improvement, agricultural education, equipment exchange) have been incorporated into the Millennium *FLEX* program to provide maximum flexibility to fairs.

**A fair patron learns about alternative energy generation options from a commercial vendor at the 2001 Dixon May Fair.**

The fair industry and F&E have identified the need to reward fairs that are following best business practices. The first step in implementing a positive reward system will be the performance criteria for the Millennium *FLEX* program. In general, there will be three classes of performance as follows:

- Class A – Fairs that are in full compliance with state mandates and industry standards and had a successful 2001 season. Eligible upon application.
- Class B – Fairs that are in full compliance with state mandates and industry standards that had a challenged 2001 season. Eligible with the input and consultation from the California Department of Food and Agriculture.
- Class C – Fairs that are not in compliance with state mandates and/or industry standards are not eligible.

### Loan Fund

This program has been expanded to provide interest-free loans, with a maximum repayment period of 10 years, for energy conservation and alternative (green) power generation projects.

### Outreach and Review

The 2001/2002 Expenditure plan was presented to the Western Fairs Association (WFA), California Fairs Alliance (a sub-committee of WFA), and other California fair organization members in May 2001. The organizations provided positive feedback in support of the 2001/2002 Expenditure Plan.

**NETWORK OF CALIFORNIA FAIRS  
2001/2002 EXPENDITURE PLAN**

**2001/2002 EXPENDITURE SUMMARY**

Line Item	Existing	Modified	New	Proposed 2001/2002	Change from PY
<b>ADMINISTRATIVE OVERSIGHT</b>					
California Horse Racing Board Support (CHRB)	X			\$8,152,000	\$471,000
Bond Debt Service	X			2,560,000	0
CDFA Support - Fairs & Expositions (F&E)	X			2,472,000	(147,000)
Supplemental Purses	X			1,507,000	0
CDFA Support - Audit Program	X			1,003,000	(6,000)
Unemployment Insurance	X			950,000	0
Retired DAA Employee Benefits	X			246,000	0
<b>Sub-Total</b>				16,890,000	318,000
<b>LOCAL ASSISTANCE</b>					
<b>Operational Support</b>					
California Construction Authority (CCA)		X		1,880,249	380,249
Property Insurance	X			450,000	141,000
<b>Sub-Total</b>				2,330,249	521,249
<b>General Fair Programs &amp; Funding</b>					
Local (Base) Allocations	X			9,436,000	20,000
Millennium FLEX Program (Optional) <sup>2</sup>		X		4,025,000	3,525,000
Energy Conservation & Generation (Optional) <sup>2</sup>			X	500,000	500,000
Contingencies and Special Projects		X		750,000	300,000
Administrative & Fiscal Assistance Program		X		400,000	50,000
Cal-Expo Pro Rata Reimbursement	X			265,000	0
Fair Relations and Communication		X		75,000	50,000
Classification & Compensation Study			X	50,000	50,000
Economic/Social/Community Benefit Study	X			50,000	(250,000)
<b>Sub-Total</b>				15,551,000	4,245,000
<b>Health &amp; Safety</b>					
MMP (Optional) <sup>2</sup>	X			3,000,000	0
Emergency Fund (Optional) <sup>2</sup>	X			697,000	197,000
Health Department Program	X			200,000	200,000
Livestock Quality Assurance			X	75,000	75,000
<b>Sub-Total</b>				3,972,000	472,000
<b>Infrastructure</b>					
ADA (Optional) <sup>2</sup>	X			3,400,000	0
Revenue Generating Program (Optional) <sup>2</sup>	X			1,250,000	0
Infrastructure Study & Database	X			200,000	100,000
<b>Sub-Total</b>				4,850,000	100,000
<b>Training &amp; Education</b>					
Professional Development & Compliance		X		180,000	30,000
Agricultural Education	X			85,000	(15,000)
Best Practices			X	25,000	25,000
<b>Sub-Total</b>				290,000	40,000
<b>Racing &amp; Satellite Wagering Support</b>					
Wagering Facility Improvement	X			2,200,000	0
Satellite Wagering Facility Const. (Lancaster)	X			1,500,000	250,000
Race Track Preparation	X			600,000	0
<b>Sub-Total</b>				4,300,000	250,000
<b>Redirected Programs</b>					
Parks & Recreation (Lancaster Relocation)				0	(4,000,000)
Capital Improvement Program				0	(1,500,000)
Equipment Exchange Program				0	(500,000)
Deed/Title Search & Analysis				0	(250,000)
Compliance				0	(150,000)
California Fairs & Arts Alliance				0	(100,000)
Fair Networking Database				0	(100,000)
Fair Provided Training				0	(50,000)
<b>Sub-Total</b>				0	(6,650,000)
<b>Total Expenditures</b>				<b>\$48,183,249</b>	<b>(\$703,751)</b>

# NETWORK OF CALIFORNIA FAIRS 2001/2002 EXPENDITURE PLAN

Prepared for the Joint Committee on Fairs Allocation and Classification

## INTRODUCTION

This report presents the 2001/2002 Expenditure Plan to the Joint Committee on Fairs Allocation and Classification. Included is an overview of the network of California fairs, the roles and responsibilities of various state, county and private organizations, and a comprehensive program list explaining the full range of programs supported by the Expenditure Plan.

### Authority



The CDFA provides oversight to the network of California fairs through the application of law, development and review of policies and procedures, and supervision of fiscal administration. Furthermore, Business and Professions (B&P) Code Sections 19606.1 and 19620 authorize CDFA oversight responsibility of the Satellite Wagering Account and the Fair and Exposition Fund, respectively. B&P Code Sections 19606.1(c) and 19621(c) require the CDFA to prepare an annual expenditure plan for review and approval by the Joint Committee on Fairs Allocation and Classification.

The following table shows various types of expenditures authorized for each account.

<b>Satellite Wagering Account (Acct. 192)</b> <b>(B&amp;P Code § 19605.9(b), 19606.1, 19606.4)</b>
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- |   |
|---|
| <ul style="list-style-type: none"><li>• Health and Safety Projects</li><li>• Bond Debt Service</li><li>• Pari-mutuel Improvement</li><li>• Supplemental Purses</li><li>• Satellite Wagering Facility Construction</li><li>• CDFA (F&amp;E) Support</li><li>• Live fair racing track preparation</li><li>• California Construction Authority (CCA) baseline budget</li></ul> |
|---|

<b>Fair and Exposition Fund (Acct. 191)</b> <b>(B&amp;P Code § 19620.1, 19630)</b>
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- |   |
|---|
| <ul style="list-style-type: none"><li>• Local (Base) Allocations to fairs</li><li>• Major Maintenance and ADA projects</li><li>• Revenue Generating Program</li><li>• Other local assistance programs as approved by the Joint Fairs Committee</li><li>• California Horse Racing Board (CHRB) Support</li><li>• CDFA (F&amp;E) Support</li><li>• CDFA Fair Audits</li></ul> |
|---|

## **THE DIVISION OF FAIRS & EXPOSITIONS**

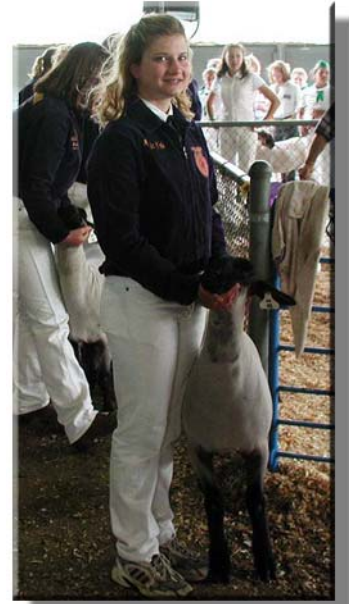
The Department of Food and Agriculture (CDFA), Division of Fairs & Expositions (F&E), provides fiscal and policy oversight of the network of California fairs and ensures the best use of available funding and other services.

### **Fair Oversight**



The CDFA delegates oversight responsibility of the network of California fairs to F&E. This oversight responsibility includes the following (B&P Code Sections 19606.1 and 19620):

- Manage and monitor the solvency of the Fair and Exposition Fund and the Satellite Wagering Account.
- Distribute available state resources to the network of California fairs for local (base) allocations, health and safety repair projects, major maintenance projects, revenue generating projects, pari-mutuel facility improvement, and other fair programs.
- Create a framework for administration of the network of California fairs, allowing for maximum autonomy and local decision making authority.
- Guiding and providing incentives to fairs to seek matching funds and generate new revenue from a variety of sources.
- Support continuous improvement of fair programs to ensure California fairs remain highly relevant community institutions.
- Ensure annual fiscal audits and biennial compliance audits are performed.



**Final test– Auction day!**

F&E provides varying levels of oversight depending on the fair type. The following tables provide examples of the type of oversight provided to DAA's and non-DAA fair organizations:

<b>Oversight of DAA's</b>
<ul style="list-style-type: none"> <li>• Approve annual budgets.</li> <li>• Conduct fiscal and compliance audits.</li> <li>• Review annual end-of-year statements of operations.</li> <li>• Survey and recommend facility maintenance and improvement projects.</li> <li>• Provide consultation to boards of directors and staff on State policies and procedures.</li> <li>• Analyze fair-related legislation.</li> <li>• Facilitate personnel transactions.</li> <li>• Approve contracts and bid packages.</li> <li>• Provide daily operational oversight to fairs experiencing managerial, fiscal, or operational challenges.</li> </ul>

<b>Oversight of non-DAA's</b>
<ul style="list-style-type: none"> <li>• Approve annual budgets.</li> <li>• Conduct or review fiscal and compliance audits.</li> <li>• Review annual end-of-year statements of operations.</li> <li>• Survey and recommend facility maintenance and improvement projects.</li> <li>• Provide consultation to boards of directors and staff on applicable State policies and procedures.</li> <li>• Approve carnival bid packages.</li> <li>• Review contractual agreements between the fair organization and host counties.</li> </ul>

## NETWORK OF CALIFORNIA FAIRS

### Overview



B&P Code Section 19622.1 defines a state-supported fair organization as any fair that conducts an annual fair and submits an annual statement of operations to the CDFA. The generic term of “fairs” refers to District Agricultural Associations (DAA’s), county fairs, citrus fairs, and the California State Fair.

The network of California fairs includes 80 fair organizations divided into four categories (the latter three are non-DAA organizations):

- 54 DAA’s - a state government entity
  - 2 DAA’s were deactivated during fiscal year 1997/98, leaving 52 active DAA’s
- 23 county fairs – County government or not-for-profit organizations
- 2 citrus fruit fairs – not-for-profit organizations
- The California Exposition and State Fair (Cal Expo) – a state agency



**Fairs provide families the opportunity to play, learn, and spend time together.**



## FAIR ORGANIZATION CLASSIFICATIONS

Fair organizations are expected to operate within their annual budgets. In order to receive state funding, their budgets must first be approved by F&E.

To be more equitable in the distribution of these funds, F&E established an allocation policy providing support to fair organizations within seven budget-related classification levels. The result is that the *smallest* fair organizations, those in levels I-IV, receive the largest annual allocation of horse racing revenues (\$180,000). Level I, II, III, and IV fairs have annual operating budgets of less than \$3 million. Many of these fairs are located in small communities with minimal opportunities for sponsorships or increased attendance. The fairs are truly the heart of the community and increased state support is critical to their success. For some level I fair organizations, the annual allocation represents up to 70 percent of their annual budget. The *largest* fair organizations, those in levels V-VII, receive the smallest allocation (\$35,000), representing less than one percent of their annual budget.

For 2001/2002, Local (Base) Allocations will continue at the same increased funding as 2000/2001 for level I, II, III, and IV fairs. These increases are \$20,000, \$15,000, \$10,000, and \$5,000, respectively. Additionally, the Great Western Livestock Show and San Benito County Saddle Horse Show will receive an increase of \$10,000 annually. Continuance of additional base allocations for future expenditure plans is dependent upon future years' fund condition.

### Profile of Fair Class Levels & 2001/2002 Local (Base) Allocations

Class Level	Allocation Criteria			# of Fairs Per Class	Local (Base) Allocation	* 2001/2002 Additional Allocation	Total Allocation Per Class Level
	Operating Revenue (\$1,000's)	Fair Attendance (1,000's)	Perm/Temp Staff				
I	Up to 200	Up to 20	Up to 7	13	\$160,000	\$20,000	\$2,340,000
II	200 - 450	20 - 40	7 - 10	20	135,000	15,000	3,000,000
III	450 - 1,000	40 - 80	10 - 20	19	114,000	10,000	2,356,000
IV	1,000 - 3,000	80 - 175	20 - 40	9	100,000	5,000	945,000
V	3,000 - 6,000	175 - 250	40 - 80	6	40,000	-	240,000
VI	6,000 - 10,000	250 - 400	80 - 120	6	35,000	-	210,000
VII	Over 10,000	Over 400	Over 120	3	35,000	-	105,000
Special Events (Supplemental allocation):							
Grand National Rodeo (1A DAA)					140,000	-	140,000
Great Western Livestock Show (24th DAA)					40,000	10,000	50,000
San Benito County Saddle Horse Show					40,000	10,000	50,000

**Total Allocation: \$9,436,000**

Fairs not receiving base allocation in Fiscal Year 2001/2002:  
California State Fair and Exposition  
1st DAA (deactivated)  
5th DAA (deactivated)

\* Continuance of additional allocations shown above is dependent on future years' fund condition.

## BENEFITS OF CALIFORNIA FAIRS

Cultural anthropologists have said that for a community to remain healthy, members of the community must realize and appreciate what holds them together. The fair is a source of community pride that fosters common identity and loyalties across age and cultural boundaries. These benefits are realized through the celebration of shared values and interests, thus contributing to social stability and promoting civic unity.

Fairs provide facilities and activities for educational purposes and broaden community services. Below are a few examples of valuable community activities that take place at California fairgrounds:



- Field trips
- Agriculture in the Classroom
- Head Start programs
- Pre-school programs
- Before/after school programs
- Charitable activities
- Weddings
- Cultural events
- Concerts
- Auto shows
- Livestock events
- Farmers markets

State and local government agencies utilize fairs as a vehicle in which to disseminate vital information regarding the protection of California's pristine natural, industrial, and agricultural resources. These public outreach efforts offer communities a first-hand look at California agriculture and the essential role of this \$26 billion a year industry. This year, fairs will be used to disseminate the "Flex Your Power" energy conservation message to California citizens.

As an added benefit, California fairs promote awareness of California's cultural diversity. In 2000, approximately 8.6 million people attended California fairs and approximately 24.5 million people attended all fairground events held in rural, suburban, and urban settings. These fairs attract people from various ethnic and age groups, creating a diverse cultural representation not duplicated in any other public activity.



4H exhibitors work with swine at the Glenn County Fair.



## Emergency Shelter



Fairs do not solely provide a location for cultural and social interaction. They also provide the people of California with facilities necessary for shelter and space. Fairgrounds are invaluable to coordinate activities during emergencies such as earthquakes, floods, fires, and other natural or unnatural disasters. Fairgrounds have been used in many capacities during emergency situations; below are a few examples:

- Office of Emergency Services mobilization and emergency staging sites
- Evacuation centers
- California Department of Forestry fire mobilization locations
- Emergency preparedness training
- Temporary homeless shelters
- Red Cross staging locations
- Animal shelter during crisis (i.e., floods or fires)

## Economic Impact



Last year's expenditure plan included funding to conduct a current economic impact study. This effort is in process and expected to be completed in fiscal year 2002/2003. According to the last study conducted in 1991, California fairs generate approximately \$1.6 billion annually in economic activities that benefit local businesses and government. These economic activities include revenues received from horse racing, fair admissions, food and ride concessions, exhibits, entertainment, and rental of fairground facilities. Outlined below are a few examples of economic benefits fairs provide:

### 1991 California Fair Industry Estimated Economic Impact

Impact From Fair Time Sales Activities:	<i>\$1.48 to \$1.77 billion</i>
Impact From Capital Improvements:	<i>\$44.2 million</i>
State Sales Tax Revenue:	<i>\$111.2 to \$134.4 million</i>
State Horse Racing Revenue:	<i>\$35.8 million</i>
Local Horse Racing Revenue:	<i>\$2.7 million</i>

The network of California fairs positively contributes to the economy and community in more ways than just fair time sales. The arrival of the fair in the community acts as an economic accelerator by:

- Employing approximately 810 permanent employees under the civil service system. These employees contribute to the economy and health of the state and nation by returning a portion of their earnings back to the community.



**Secretary Lyons discusses the positive impact of fair related businesses on California's economy with Jeff Thornberry and Ernie Guderjahn, Service Member Directors.**

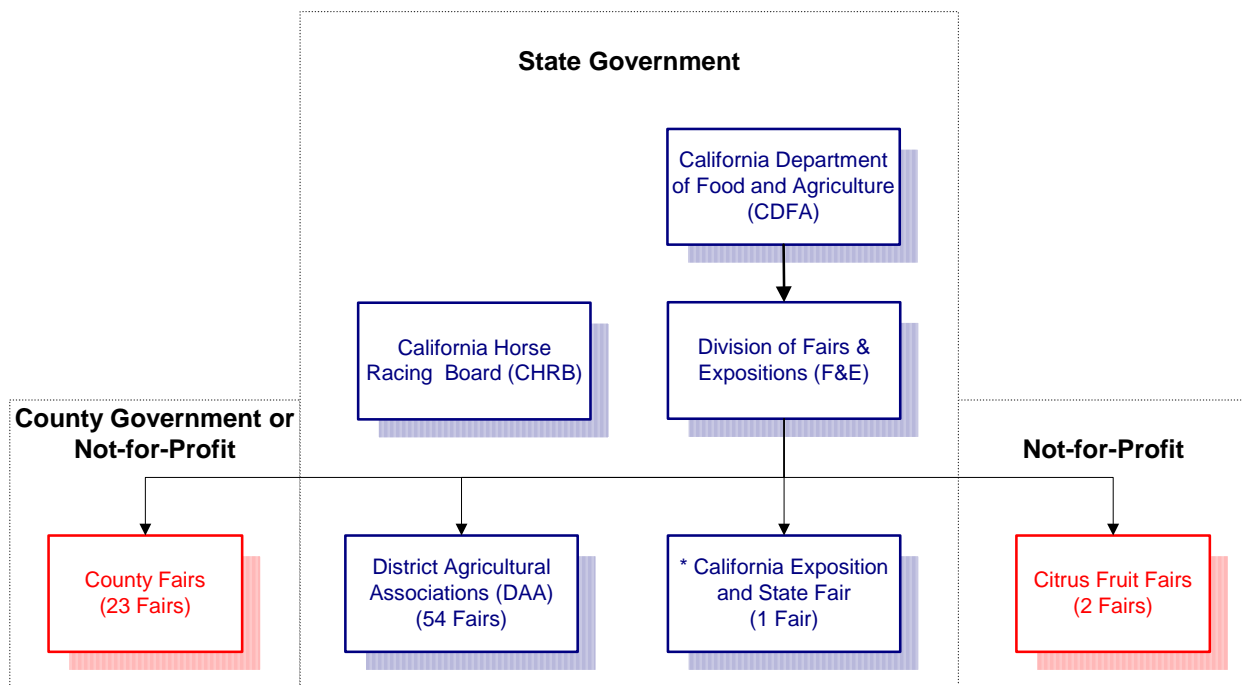
- Providing over 10,000 temporary jobs to local citizens. For example, senior citizens and single parents seeking to supplement their incomes, and young adults between the ages of 16 and 21 who are entering the workforce.
- Providing experience to those in need of developing basic job skills through a miniature “cycle of employment.” This experience includes seeking employment opportunities, interviewing, responsibility, personal hygiene, working with others, and handling money.
- Generating an estimated \$8 million in state tax income from small-businesses that sell goods or services at the fairs. This tax revenue is redistributed to the local level in the form of improvements to the state’s transportation network and educational related activities.
- Generating funds that are used in the local community to support a variety of charitable activities (e.g., Rotary and Lions Clubs, Big Brothers and Big Sisters, Kiwanis, Boy Scouts and Girl Scouts, local volunteer fire departments, United Way and the Red Cross, Masons and Shriners).
- Promoting local small businesses through an opportunity to display and sell merchandise and services at local fairs.

**Everyone Loves a Fair!**



**Young patrons at the Orange County Fair enjoy a monster-of-a-ride!**

## ORGANIZATIONAL RELATIONSHIP



### State Government

- California Department of Food & Agriculture (CDFA) – A state agency responsible for the oversight of California’s agricultural industry, including the network of California fairs.
- Division of Fairs and Expositions (F&E) – Provides fiscal and policy oversight of the network of California fairs and ensures the best use of available funding and services.
- California Horse Racing Board (CHRB) – Regulates pari-mutuel wagering, to promote the horse racing and breeding industries, and to maximize State of California tax revenues. CHRB provides regulatory oversight to six privately owned race tracks, nine racing fairs, and twenty simulcast-only facilities.
- District Agricultural Association (DAA) – Holds fairs, expositions, and exhibitions to highlight various industries, enterprises, resources, and products of the state.
- California Exposition and State Fair (Cal Expo) – A state agency in Sacramento responsible for holding the annual California State Fair, expositions and exhibitions to highlight various industries, enterprises, resources, and products of the state.

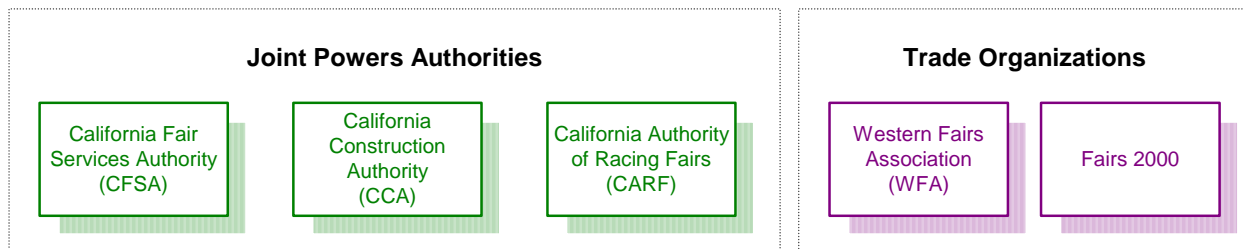
### County Government or Not-for-Profit

- County Fairs – Holds fairs to highlight a county’s natural and agricultural resources.
- Citrus Fruit Fairs – Holds annual fairs to celebrate the citrus fruit harvest.

## Other Organizations



In addition to the CDFA, there are other organizations involved with fair operations and industry direction. An abbreviated description of each organization's major roles are described below:



**Joint Powers Authorities (JPA)** – Three JPA's have been formed in California to provide specified services to the fair industry. CDFA is a party to the joint powers agreement that authorized the formation of each of the following JPA's:

- California Authority of Racing Fairs (CARF) - Provides legislative and operational support, and professional development services for its members, all of which are horse racing fairs; assists CDFA with site selection and development for satellite wagering facilities; manages the track preparation agreement; and recommends an annual Satellite Wagering Account and racing track improvement plan.
- California Construction Authority (CCA) - Provides financing, design, and construction services for health and safety improvements, satellite wagering facilities, and other projects on fairgrounds. The proceeds from revenue bonds issued by CCA may be allocated by the Secretary of CDFA to provide partial funding for such projects. With the Secretary's approval of proposed scopes of work and budgets, additional projects may be funded by the CDFA, or the fairs, and implemented by CCA.
- California Fair Service Authority (CFSA) - Administers risk-sharing pools (general liability, workers compensation, revenue protection and all-risk property) designed to protect the Fair & Exposition Fund and local fair organizations; provides safety programs, facility and carnival ride inspections; and provides purchasing, computer, employee benefits, and management services.

**Trade Organizations** – The following not-for-profit associations provide services to the fair industry:

- Western Fairs Association (WFA)/ California Fairs Alliance (CFA) - Sacramento based trade association representing 75 of California's 80 fairs. Services include legislative advocacy, regional meetings, training, and an annual convention. Publications include a membership directory, mini date list, quarterly *Fair Dealer* magazine and *Update* newsletter.
- Fairs 2000, Inc. – A California trade association serving the fair industry.



Secretary Lyons with  
WFA First Vice President, Doug Lofstrom.

## FUNDING

### F&E Funding Methodology



The famous jumping frog from Calaveras County Fair.



The Division of Fairs and Expositions utilizes the following funding methodology to administer funding from the Fair and Exposition (F&E) Fund and Satellite Wagering Account. This methodology was established for use in the 2000/2001 Expenditure Plan and will continue to be used for the administration of 2001/2002 Expenditure Plan funding.

- Since the F&E Fund and Satellite Wagering Account are continuously appropriated, unencumbered reserves at fiscal year-end will be included in the total available resources in the following year's expenditure plan. Therefore, total expenditures may exceed current year revenue projections. Expenditures may also be adjusted to accommodate funding fluctuations among local assistance programs, upon approval by the Secretary of Food and Agriculture.
- Expenditure Plan program costs, such as program specific materials and supplies, that are "above and beyond" the funds available to sustain F&E's general operations (i.e., the Division's State operations budget for office and staff expenses) will be funded by the respective Expenditure Plan program budget (i.e., local assistance funds).

### Revenue Source

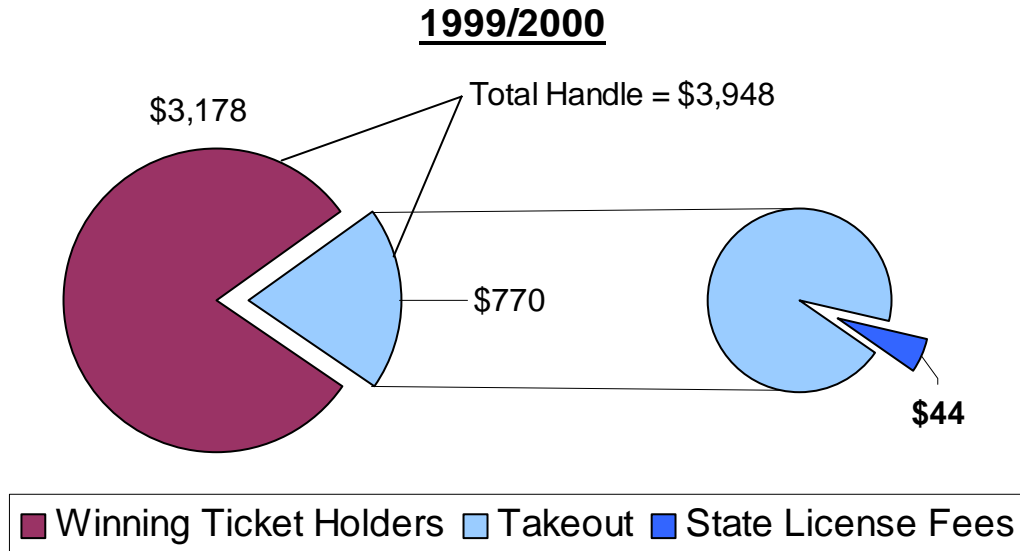


F&E is entirely dependent on horse racing revenues for funding of the Fair & Exposition (F&E) Fund and the Satellite Wagering Account. These resources are limited and must be utilized in an efficient manner.

California's pari-mutuel wagering system was made possible by a constitutional amendment in 1933. The expressed intent of the Horse Racing Law allows pari-mutuel wagering at horse tracks. Additionally, the law encourages agriculture and generates public revenues. A portion of those public revenues is distributed to the F&E Fund and Satellite Wagering Account to benefit the network of California fairs. F&E administers the funds to ensure these financial resources are utilized for the purposes intended.

## Revenue Source (Con't)

The chart below depicts the source of State License Fees in 1999/2000 (in \$ Millions):

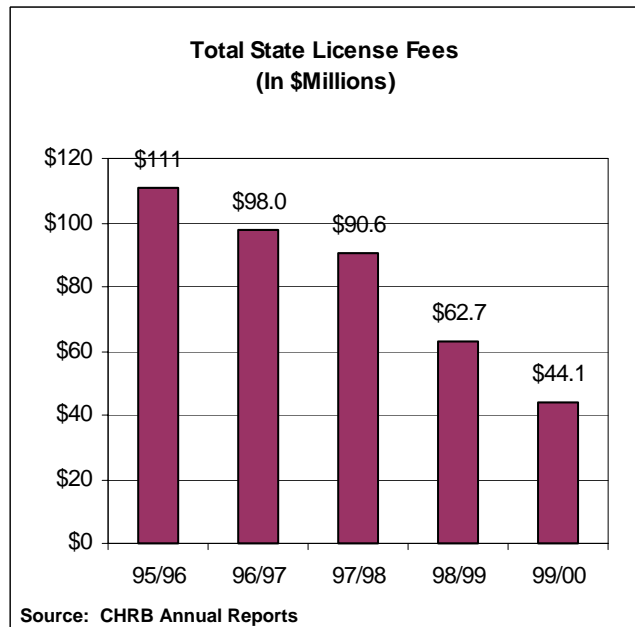
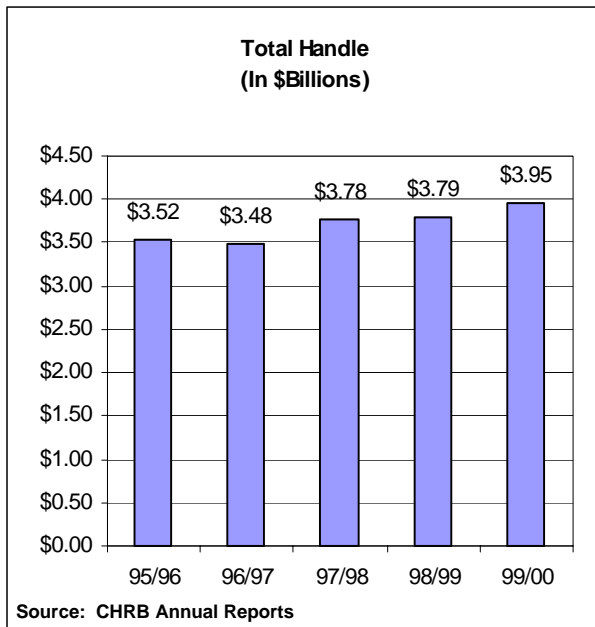


Source: CHRB, 1999/2000 Annual Report.

## Fiscal Trends



The California Horse Racing Board (CHRB) records indicate that the total amount wagered on horse racing has increased steadily since Fiscal Year 1994/1995, while state license fees available to fund the fairs have declined. The charts below show the inverse correlation between the total handle to the total state license fees available to fund the Satellite Wagering Account and the Fair and Exposition Fund.



## **Fiscal Trends (Con't)**

When pari-mutuel wagering in California was created through a constitutional amendment in 1933, horse racing revenues were generated solely from live racing at California tracks. State license fees generated from live horse racing revenue were designated to support the network of California fairs.

Over the last six decades, technological advances have created alternative means of horse racing wagering, such as satellite wagering. Satellite wagering facilities appealed to the network of California fairs due to the potential increase in horse racing revenue and subsequent increase in state license fees. As a result, the network of California fairs funding received from live track racing was used to construct numerous satellite wagering facilities throughout California. The introduction of satellite wagering in California created a second source of revenue, including out-of-state license fees, available to the horse racing industry, the network of California fairs and the General Fund by broadcasting California races to other facilities throughout the satellite wagering system.

	<b>1998/1999 (In \$Millions)</b>	<b>1999/2000 (In \$Millions)</b>	<b>Projected 2000/2001 (In \$Millions)</b>
<b>Total State License Fees</b>	\$63	\$44	\$43
<b>Total to Fairs (Per Expenditure Plan)</b>	191 Acct. 26	191 Acct. 26	191 Acct. 26
	192 Acct. 14	192 Acct. 13	192 Acct. 13
	Total 40	Total 39	Total 39
<b>Total to General Fund</b>	\$23	\$ 5	\$ 4

## **Legislative Actions Impacting Fair Funds**



The long-term effect of satellite wagering in California has been a reduction in available revenues from wagering at live racing events. In order to mitigate the adverse effects of reduced revenues on racing associations and horsemen, SB 27 (Chapter 335/Statutes of 1998) was enacted to provide a license-fee reduction for California racing associations and racing fairs.

The intent of SB 27 was to return funds derived from horse racing gaming (license fees) to the local level in order to strengthen the industry. In addition, SB 27 was to ensure the network of California fairs funding would remain whole. Prior to SB 27, approximately \$85 million was collected in State license fees, \$38 million of which was used to support the fairs, with the difference going into the general fund. After SB 27 was enacted, total state license fees were reduced to \$63 million and \$44 million in 1998/1999 and 1999/2000, respectively.

## Legislative Actions Impacting Fair Funds (Con't)

Two key bills were passed that secure funding for the network of California fairs.

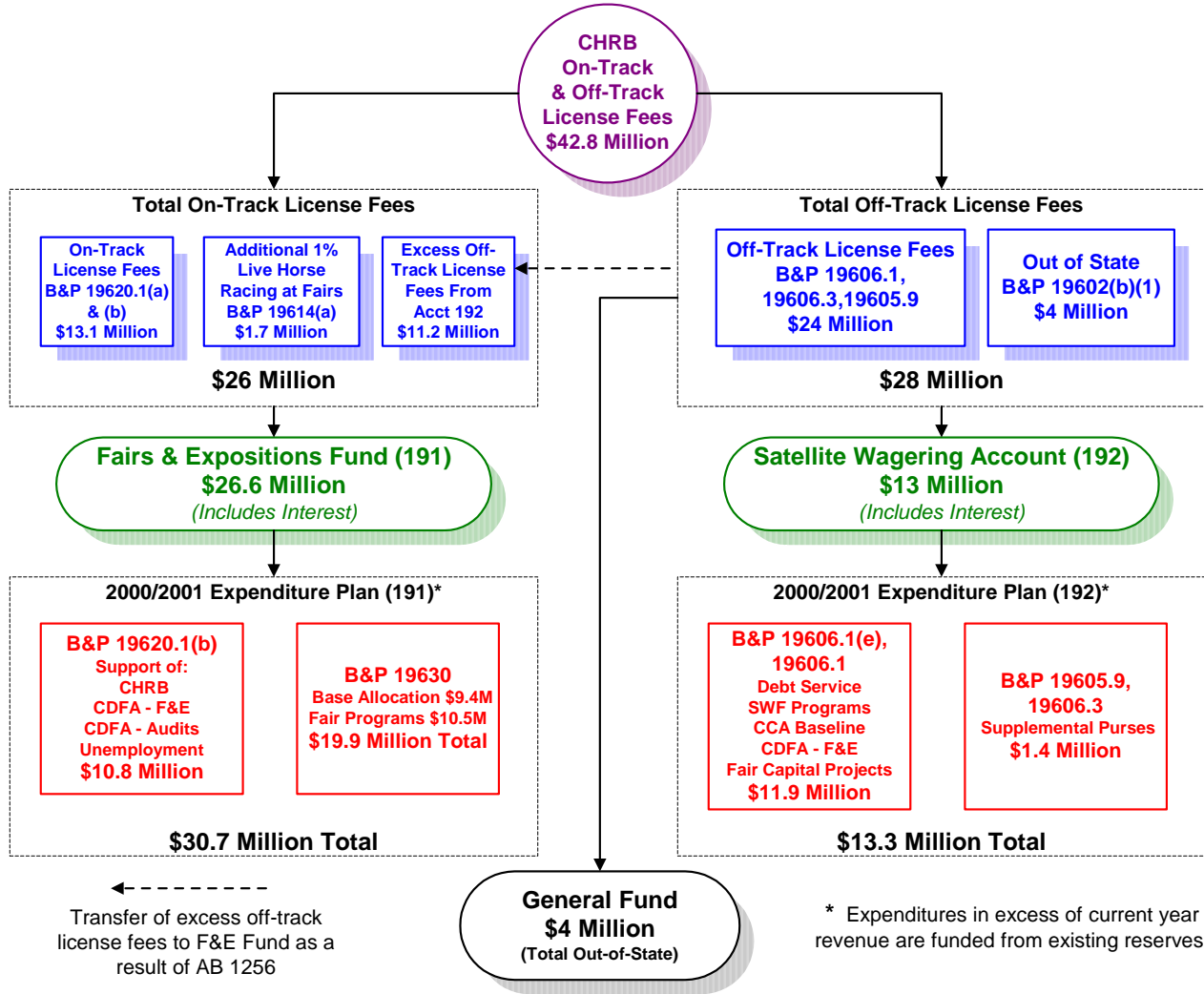
- **AB 1256** (Chapter 53/Statutes of 2000) – Various components of the 1999/2000 (approved) expenditure plan were placed at significant risk of not being funded due to an interpretation of the existing statutes that governed the flow of horse racing licensing fees deposited to the F&E Fund and Satellite Wagering Account (SWA). AB 1256 provided a technical correction to the Business and Professions code to allow licensing fees from off-track wagering to be deposited to *both* the F&E Fund and SWA in order to meet fair funding obligations. Historically, off-track licensing fees were deposited exclusively to the SWA, or General Fund. The bill was signed, and took effect June 30, 2000.
- **SB 1825** (Chapter 342/Statutes of 2000) – Provides for a minimum \$40 million annual funding for the network of California fairs. Licensing fee revenue that fall short of \$40 million in any year shall be collected from associations and fairs that conduct live horse racing during the year of the shortfall, on a pro rata basis according to the amount handled in-state by each association or fair. The amounts due under this legislation, if any, shall be paid from the amount available for commissions, purses, and breeder awards. The California Horse Racing Board is responsible for the administration of this new requirement. The requirements of the bill commenced on January 1, 2001.



Rounding the first turn at California State Fair.



## Funding Flowchart F&E Fund and Satellite Wagering Account



**Note: Data based on 2000/2001 actual revenues and expenditures through April, 2001 and projected revenues and expenditures for May and June, 2001.**

**Source: F&E financials reconciled to State Controllers Office.**

## PROGRAM DESCRIPTIONS

The following table briefly describes programs recommended for funding in the 2001/2002 Network of California Fairs Expenditure Plan:

<b>Administrative Oversight \$16,890,000</b>	
California Horse Racing Board Support (CHRB)	Budget Act appropriation for operational support of the California Horse Racing Board (B&P Code section 19620.1(b)).
Bond Debt Service	Pays debt service on bonds issued for the construction and maintenance of fair facilities.
CDFR Support - Fairs and Expositions (F&E)	Budget Act appropriation for operational support of F&E (B&P Code sections 19606.1 and 19620).
Supplemental Purses	Provides appropriation to supplement purses at Northern California fairs and Los Angeles County area (B&P Code sections 19605.9 and 19606.3).
CDFR Support - Audit Program	Budget Act appropriation for annual fiscal and biennial compliance audits of all DAA's and selected county fairs. Assures individuals entrusted with public resources are accountable to the public and other levels and branches of government.
Unemployment Insurance	Budget Act appropriation to offset fairs' unemployment costs. (B&P Code section 19620.1(b)).
Retired DAA Employee Benefits	Transfer to General Fund to cover the cost of health benefits for retired DAA employees (as required by the Budget Act).
<b>Local Assistance \$31,293,249</b>	
<b>Operational Support \$2,330,249</b>	
California Construction Authority (CCA)	Funds the operational support of the CCA, which provides design, engineering, construction, real estate and master planning services consultant to fairs.
Property Insurance	Provides funding for the purchase of property insurance to protect fair facilities.
<b>General Fair Programs &amp; Funding \$15,551,000</b>	
Local (Base) Allocation	Provides funds for discretionary use by <b>local</b> fair organizations with classification criteria that assign greater support to level I through IV fairs.
Millennium <i>FLEX</i> Program	<p>An incentive program by which fairs may submit proposals to receive funding for:</p> <ul style="list-style-type: none"> <li>• Travel and registration expenses to attend compliance and technology training (accounting, purchasing, contracting, software, etc.);</li> <li>• Purchase of information technology upgrades and office equipment (e-mail and internet access, fax machines, photocopiers, computer hardware and software, e-commerce, e-government, etc.);</li> <li>• Real estate analysis, development, and planning;</li> <li>• Exploration of alternative financial opportunities;</li> <li>• Reimbursement of a portion of their increased energy bills and for retrofit of electrical fixtures (if fair meets specific energy conservation and performance goals).</li> </ul> <ul style="list-style-type: none"> <li>• Equipment Exchange;</li> <li>• Capital Improvement;</li> <li>• Agricultural Education;</li> <li>• Backstretch improvements;</li> <li>• Address an audit concern;</li> <li>• Infrastructure improvements;</li> <li>• Modernization of operations.</li> </ul>

**NETWORK OF CALIFORNIA FAIRS  
2001/2002 EXPENDITURE PLAN**

<b>General Fair Programs &amp; Funding (Con't) \$15,551,000</b>	
Energy Conservation & Generation	In the event of power outages, provides funds to reimburse fairs for the temporary rental of lighting and electrical generation equipment during fair time. Funds education and outreach, conservation programs and/or alternative energy generation projects (e.g., photovoltaic, solar, micro co-generation, etc.).
Contingencies and Special Projects	Includes legal billings (Department of Justice & CDFA); contingent liabilities; Employee Assistance program cost for DAA's; special projects (CEO search, sexual harassment prevention, etc.); policy development (noise management, gun shows, policy manual production, etc.); loans to fairs; and funding for economic uncertainties.
Administrative and Fiscal Assistance	Provides funding for F&E to: <ul style="list-style-type: none"> <li>• Pay outstanding debts of closed operations</li> <li>• Plan future fair funding concerns</li> <li>• Establish contingency reserve for costs associated with management oversight</li> <li>• Pay contingent liabilities</li> <li>• Fund pre-intervention assistance</li> </ul>
Cal Expo Pro Rata Reimbursement	Reimburses Cal Expo pro-rata costs (overhead), not to exceed \$265k annually.
Fair Relations and Communication	<ul style="list-style-type: none"> <li>• Creates and disseminates a newsletter as a communication tool within the network of California fairs.</li> <li>• Disseminates other fair related information.</li> <li>• Provides funding to pay for travel expenses for members of various fair industry related committees (i.e., Secretary's Advisory Committee on Fairs, State Rules Committee, Sheep Advisory Committee, Statewide Quality Assurance and NAAFA).</li> <li>• Web site enhancement to benefit the network of California fairs, gather data for utilization by fair organizations.</li> <li>• Develop ongoing relationships with fairs, local partners, and the California Arts Council (New Fairs &amp; Arts Alliance).</li> </ul>
Classification & Compensation Study	Cooperative Personnel Services (CPS) to conduct a classification and compensation study for fair specific classes. Provide funding to conduct research and develop criteria for awarding fairs and their employees for outstanding performance.
Economic/Social/Community Benefit Study	Provides funds to develop an economic profile of each local fair organization, ultimately producing an economic/social/community benefit assessment of the network of California fairs and associated service members.
Installment Loan Program	Provides low interest (LAIF, currently 6%) loans for fair infrastructure development, expansion, or maintenance (e.g., Health & Safety, ADA, backstretch improvements). Allows interest-free loans to fairs for energy conservation efforts, including electrical fixture retrofits, with up to 10 year payback.
<b>Health &amp; Safety \$3,972,000</b>	
Major Maintenance Program (MMP)	Provides funding for identified capital improvement projects to reduce public exposure to health and safety risks (plumbing, sewer, water supplies, electrical upgrades, etc.).
Emergency Fund	Provides funding for unexpected health and safety repairs.

**NETWORK OF CALIFORNIA FAIRS  
2001/2002 EXPENDITURE PLAN**

<b>Health &amp; Safety (Con't) \$3,972,000</b>	
Health Department Program	Provides funding for inspection of fair facilities by California Department of Health Services to ensure they meet recognized standards for health and safety.
Livestock Quality Assurance	<ul style="list-style-type: none"> <li>• Provides funding to develop laboratory protocols and procedures for testing show animals blood and urine for drugs and/or chemical residue (e.g., cows, sheep, goats, and swine).</li> <li>• Provide training to fair livestock staff and show animal exhibitors.</li> </ul>
<b>Infrastructure \$4,850,000</b>	
Americans with Disabilities Act (ADA)	Provides funding for identified ADA facility improvements.
Revenue Generating Program	Provides funding on a matching basis to generate new net revenue sources for fair organizations.
Infrastructure Study and Database	Provides funding for fair site assessment of all infrastructure needs at fairs (buildings, parking, water, sewer, etc.). This project will merge and consolidate data from Department of Health Services and other sources.
Deed/Title Search and Analysis	Identify and protect State owned fair properties by conducting title search and analysis to determine ownership, deed restrictions, and conditions of title. In addition, this project will include the development of a centralized database that will incorporate RESD State Property Inventory listings for all state owned DAA sites and maintain records of subsequent improvements to those sites.
<b>Training &amp; Education \$290,000</b>	
Professional Development & Compliance	<p>Upon F&amp;E approval, provides training funds for the development and delivery of seminars and workshops on emerging fair issues.</p> <p>Provides funding for the development and delivery of training to ensure compliance with F&amp;E policies and/or state laws (accounting, contracting, purchasing, etc.).</p>
Agricultural Education	Provides funds to promote agriculture and the fair experience through local community educational programs at fairs or schools.
Best Practices	Provides funding and grants to improve the skills of fair employees and promote best practices (e.g., "maintenance mania" workshop, judges training, livestock ethics & quality assurance).
<b>Racing &amp; Satellite Wagering Support \$4,300,000</b>	
Wagering Facility Improvement	Supports improvements to live horse racing and satellite wagering programming and facilities based upon the priorities identified in industry-wide facility surveys (backstretch, paddock, grandstand, etc.)
Satellite Wagering Facility Construction (Lancaster)	Construction of a new satellite wagering facility for the 50th DAA (Lancaster), upon successful relocation of the fair organization. Construction expected to begin October 2000.
Race Track Preparation	Provides funds to supplement the purchase and installation of track preparation materials. Program ensures consistency in track preparation, reducing the risk of injury to horse and jockey.

**Division of Fairs & Expositions**  
**Fair & Exposition Fund (191) and Satellite Wagering Account (192)**  
**2001/2002 Revenue and Expenditure Plan**

	(A) Budgeted 2000/2001		(B) Proposed 2001/2002		Variance (B - A)
<b>Beginning Balance</b>					
Fairs and Expositions (F&E)	4,953,166		6,490,110		1,536,944
Outside Entities <sup>1</sup>	3,448,531		745,485		(2,703,045)
	<u>8,401,697</u>		<u>7,235,595</u>		<u>(1,166,101)</u>
<b>Revenues</b>					
<b>License Fees</b>					
Off-Track (Satellite Wagering)	23,718,000		24,076,000		358,000
On Track (Live Racing)	13,142,000		13,142,000		0
1.0% Live Racing Fair Handle (B&P 19614(a))	1,846,000		1,806,000		(40,000)
<b>Loan Payments/Receipts</b>	55,000		25,000		(30,000)
<b>Transfer in - Parks &amp; Recreation Bond Measure (AB 18)</b>	4,000,000		0		(4,000,000)
<b>SMIF Interest Revenue</b>	265,000		1,000,000		735,000
<b>Loan Fund Interest Revenue</b>	0		900,000		900,000
<b>Total Revenues</b>	<u>43,026,000</u>		<u>40,949,000</u>		<u>(2,077,000)</u>
<b>Total Available Resources</b>	<u><b>\$51,427,697</b></u>		<u><b>\$48,184,595</b></u>		<u><b>(\$3,243,101)</b></u>
<b>Expenditures</b>					
<b>Administrative Oversight</b>					
California Horse Racing Board Support (CHRB)	7,681,000		8,152,000		471,000
Bond Debt Service	2,560,000		2,560,000		0
CDFA Support - Fairs & Expositions (F&E)	2,619,000		2,472,000		(147,000)
Supplemental Purses	1,507,000		1,507,000		0
CDFA Support - Audit Program	1,009,000		1,003,000		(6,000)
Unemployment Insurance	950,000		950,000		0
Retired DAA Employee Benefits	246,000		246,000		0
Parks & Recreation (Lancaster Relocation)	4,000,000		0		(4,000,000)
	<u>20,572,000</u>	42.08%	<u>16,890,000</u>	35.05%	<u>(3,682,000)</u>
<b>Local Assistance</b>					
<b>Operational Support</b>					
California Construction Authority (CCA)	1,500,000		1,880,249		380,249
Property Insurance	309,000		450,000		141,000
	<u>1,809,000</u>	3.70%	<u>2,330,249</u>	4.84%	<u>521,249</u>
<b>General Fair Programs &amp; Funding</b>					
Local (Base) Allocations	9,416,000		9,436,000		20,000
Millennium FLEX Program (Optional) <sup>2</sup>	500,000		4,025,000		3,525,000
Energy Conservation & Generation (Optional) <sup>2</sup>	0		500,000		500,000
Contingencies and Special Projects	450,000		750,000		300,000
Administrative & Fiscal Assistance Program	350,000		400,000		50,000
Cal-Expo Pro Rata Reimbursement	265,000		265,000		0
Fair Relations and Communication	25,000		75,000		50,000
Classification & Compensation Study	0		50,000		50,000
Economic/Social/Community Benefit Study	300,000		50,000		(250,000)
California Fairs and Arts Alliance (Optional) <sup>2</sup>	100,000		0		(100,000)
Fair Networking Database	100,000		0		(100,000)
	<u>11,506,000</u>	23.54%	<u>15,551,000</u>	32.27%	<u>4,045,000</u>
<b>Health &amp; Safety</b>					
MMP (Optional) <sup>2</sup>	3,000,000		3,000,000		0
Emergency Fund (Optional) <sup>2</sup>	500,000		697,000		197,000
Health Department Program	0		200,000		200,000
Livestock Quality Assurance	0		75,000		75,000
	<u>3,500,000</u>	7.16%	<u>3,972,000</u>	8.24%	<u>472,000</u>
<b>Infrastructure</b>					
ADA (Optional) <sup>2</sup>	3,400,000		3,400,000		0
Revenue Generating Program (Optional) <sup>2</sup>	1,250,000		1,250,000		0
Infrastructure Study & Database	100,000		200,000		100,000
Capital Improvement Program	1,500,000		0		(1,500,000)
Deed/Title Search and Analysis	250,000		0		(250,000)
Equipment Exchange Program (Optional) <sup>2</sup>	500,000		0		(500,000)
	<u>7,000,000</u>	14.32%	<u>4,850,000</u>	10.07%	<u>(2,150,000)</u>
<b>Training &amp; Education</b>					
Professional Development & Compliance	150,000		180,000		30,000
Agricultural Education	100,000		85,000		(15,000)
Best Practices	0		25,000		25,000
Compliance	150,000		0		(150,000)
Fair Provided Training (Optional) <sup>2</sup>	50,000		0		(50,000)
	<u>450,000</u>	0.92%	<u>290,000</u>	0.60%	<u>(160,000)</u>
<b>Racing &amp; Satellite Wagering Support</b>					
Wagering Facility Improvement	2,200,000		2,200,000		0
Satellite Wagering Facility Const. (Lancaster)	1,250,000		1,500,000		250,000
Race Track Preparation	600,000		600,000		0
	<u>4,050,000</u>	8.28%	<u>4,300,000</u>	8.92%	<u>250,000</u>
<b>Total Expenditures</b>	<u><b>\$48,887,000</b></u>	100.00%	<u><b>\$48,183,249</b></u>	100.00%	<u><b>(\$703,751)</b></u>
<b>Ending Balance</b>	<u><b>\$2,540,697</b></u>	5.20%	<u><b>\$1,346</b></u>	0.00%	<u><b>(\$2,539,350)</b></u>

<sup>1</sup> - Reflects unencumbered funds from prior year expenditure plans held outside F&E.

<sup>2</sup> - Programs identified as "(Optional)" are those in which fairs have the option to request funding through submission of a program application.

**Division of Fairs & Expositions  
Fair & Exposition Fund (191)  
2001/2002 Revenue and Expenditure Plan**

	Actual 1999/2000	Budgeted 2000/2001	Projected 2000/2001	Proposed 2001/2002
<b>Beginning Balance</b>				
Fairs and Expositions (F&E)	\$2,842,442	\$4,063,209	\$6,388,852	\$5,060,959
Outside Entities <sup>1</sup>	Unavailable	2,750,846	2,750,846	745,485
	2,842,442	6,814,055	9,139,698	5,806,444
<b>Revenues</b>				
<b>License Fees</b>				
On Track (Live Racing)	24,310,283	13,142,000	13,142,000	13,142,000
1.0% Live Racing Fair Handle (B&P 19614(a))	1,929,704	1,846,000	1,722,163	1,806,000
Off-Track (Satellite Wagering)	0	11,211,000	11,211,000	11,569,000
<b>Loan Payments/Receipts</b>	161,402	55,000	25,000	25,000
<b>Transfer in - Parks &amp; Recreation Bond Measure (AB 18)</b>	0	4,000,000	4,000,000	0
<b>SMIF Interest Revenue</b>	237,638	115,000	587,098	550,000
<b>Loan Fund Interest Revenue</b>	0	0	0	900,000
<b>Total Revenues</b>	<u>26,639,027</u>	<u>30,369,000</u>	<u>30,687,261</u>	<u>27,992,000</u>
<b>Total Available Resources</b>	<u>\$29,481,469</u>	<u>\$37,183,055</u>	<u>\$39,826,959</u>	<u>\$33,798,444</u>
<b>Expenditures</b>				
<b>Administrative Oversight</b>				
California Horse Racing Board Support (CHRB)	7,685,405	7,681,000	7,846,000	8,152,000
CDFA Support - Fairs and Expositions (F&E)	1,866,156	2,297,000	1,013,000	2,100,000
CDFA Support - Audit Program	0	1,009,000	1,019,000	1,003,000
Unemployment Insurance	950,000	950,000	950,000	950,000
Retired DAA Employee Benefits	246,000	246,000	246,000	246,000
CDFA Support - F&E Support Budget Augmentation	727,000	0	727,000	0
Parks & Recreation (Lancaster Relocation)	0	4,000,000	4,000,000	0
	<u>11,474,561</u>	<u>16,183,000</u>	<u>15,801,000</u>	<u>12,451,000</u>
<b>Local Assistance</b>				
<b>Operational Support</b>				
California Construction Authority (CCA)	0	0	0	380,249
<b>General Fair Programs &amp; Funding</b>				
Local (Base) Allocations	8,506,000	9,416,000	9,416,000	9,436,000
Millennium FLEX Program (Optional) <sup>2</sup>	0	500,000	500,000	4,025,000
Energy Conservation & Generation (Optional) <sup>2</sup>	0	0	500,000	500,000
Contingencies and Special Projects	115,558	450,000	300,000	750,000
Administrative & Fiscal Assistance Program	6,082	350,000	400,000	400,000
Cal-Expo Pro Rata Reimbursement	265,000	265,000	265,000	265,000
Fair Relations and Communication	0	25,000	1,000	75,000
Classification & Compensation Study	0	0	0	50,000
Economic/Social/Community Benefit Study	0	300,000	300,000	50,000
California Fairs and Arts Alliance (Optional) <sup>2</sup>	224,289	100,000	100,000	0
Fair Networking Database	0	100,000	0	0
Reinvention Project	(57,763)	0	0	0
	<u>9,059,166</u>	<u>11,506,000</u>	<u>11,782,000</u>	<u>15,551,000</u>
<b>Health &amp; Safety</b>				
Health Department Program	0	0	0	200,000
Livestock Quality Assurance	0	0	0	75,000
	<u>0</u>	<u>0</u>	<u>0</u>	<u>275,000</u>
<b>Infrastructure</b>				
ADA (Optional) <sup>2</sup>	0	3,400,000	3,400,000	3,400,000
Revenue Generating Program (Optional) <sup>2</sup>	0	1,250,000	1,250,000	1,250,000
Infrastructure Study & Database	0	100,000	100,000	200,000
Capital Improvement Program	2,034,000	1,500,000	1,500,000	0
Deed/Title Search and Analysis	0	250,000	250,000	0
Equipment Exchange Program (Optional) <sup>2</sup>	500,000	500,000	500,000	0
	<u>2,534,000</u>	<u>7,000,000</u>	<u>7,000,000</u>	<u>4,850,000</u>
<b>Training &amp; Education</b>				
Professional Development & Compliance	24,485	150,000	150,000	180,000
Agricultural Education	0	100,000	0	85,000
Best Practices	0	0	0	25,000
Compliance	405	150,000	8,000	0
Fair Provided Training (Optional) <sup>2</sup>	0	50,000	25,000	0
	<u>24,890</u>	<u>450,000</u>	<u>183,000</u>	<u>290,000</u>
<b>Total Expenditures</b>	<u>\$23,092,617</u>	<u>\$35,139,000</u>	<u>\$34,766,000</u>	<u>\$33,797,249</u>
<b>Ending Balance</b>	<u>\$6,388,852</u>	<u>\$2,044,055</u>	<u>\$5,060,959</u>	<u>\$1,195</u>

<sup>1</sup> - Reflects unencumbered funds from prior year expenditure plans held outside F&E.

<sup>2</sup> - Programs identified as "(Optional)" are those in which fairs have the option to request funding through submission of a program application.

**Division of Fairs & Expositions  
Satellite Wagering Account (192)  
2001/2002 Revenue and Expenditure Plan**

	Actual 1999/2000	Budgeted 2000/2001	Projected 2000/2001	Proposed 2001/2002
<b>Beginning Balance</b>				
Fairs and Expositions (F&E)	\$1,576,699	\$889,957	\$1,056,579	\$1,429,151
Outside Entities <sup>1</sup>	Unavailable	697,685	697,685	0
	<u>1,576,699</u>	<u>1,587,642</u>	<u>1,754,264</u>	<u>1,429,151</u>
<b>Revenues</b>				
<b>License Fees</b>				
Off-Track (Satellite Wagering)	12,596,978	12,507,000	12,563,351	12,507,000
<b>Loan Payments/Receipts</b>	41,000	0	0	0
<b>SMIF Interest Revenue</b>	265,911	150,000	466,216	450,000
<b>Total Revenues</b>	<u>12,903,889</u>	<u>12,657,000</u>	<u>13,029,567</u>	<u>12,957,000</u>
<b>Total Available Resources</b>	<u><b>\$14,480,588</b></u>	<u><b>\$14,244,642</b></u>	<u><b>\$14,783,831</b></u>	<u><b>\$14,386,151</b></u>
<b>Expenditures</b>				
<b>Administrative Oversight</b>				
Bond Debt Service	2,555,125	2,560,000	2,128,595	2,560,000
Supplemental Purses	1,411,529	1,507,000	1,430,927	1,507,000
CDFA Support - Fairs & Expositions (F&E)	336,734	322,000	368,000	372,000
	<u>4,303,388</u>	<u>4,389,000</u>	<u>3,927,522</u>	<u>4,439,000</u>
<b>Local Assistance</b>				
<b>Operational Support</b>				
California Construction Authority (CCA)	600,000	1,500,000	1,500,000	1,500,000
Property Insurance	270,621	309,000	377,158	450,000
	<u>870,621</u>	<u>1,809,000</u>	<u>1,877,158</u>	<u>1,950,000</u>
<b>Health &amp; Safety</b>				
MMP (Optional) <sup>2</sup>	3,000,000	3,000,000	3,000,000	3,000,000
Emergency Fund	500,000	500,000	500,000	697,000
	<u>3,500,000</u>	<u>3,500,000</u>	<u>3,500,000</u>	<u>3,697,000</u>
<b>Racing &amp; Satellite Wagering Support</b>				
Wagering Facility Improvement	2,500,000	2,200,000	2,200,000	2,200,000
Satellite Wagering Facility Const. (Lancaster)	1,250,000	1,250,000	1,250,000	1,500,000
Race Track Preparation	0	600,000	600,000	600,000
Infrastructure Program	1,000,000	0	0	0
	<u>4,750,000</u>	<u>4,050,000</u>	<u>4,050,000</u>	<u>4,300,000</u>
<b>Total Expenditures</b>	<u><b>\$13,424,009</b></u>	<u><b>\$13,748,000</b></u>	<u><b>\$13,354,680</b></u>	<u><b>\$14,386,000</b></u>
<b>Ending Balance</b>	<u><b>\$1,056,579</b></u>	<u><b>\$496,642</b></u>	<u><b>\$1,429,151</b></u>	<u><b>\$151</b></u>

<sup>1</sup> - Reflects unencumbered funds from prior year expenditure plans held outside F&E.

<sup>2</sup> - Programs identified as "(Optional)" are those in which fairs have the option to request funding through submission of a program application.

**NETWORK OF CALIFORNIA FAIRS  
2001/2002 EXPENDITURE PLAN**

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**Profile of Fair Class Levels &  
2001/2002 Local (Base) Allocations**

Class Level	Allocation Criteria			# of Fairs Per Class	Local (Base) Allocation	* 2001/2002 Additional Allocation	Total Allocation Per Class Level
	Operating Revenue (\$1,000's)	Fair Attendance (1,000's)	Perm/Temp Staff				
I	Up to 200	Up to 20	Up to 7	13	\$160,000	\$20,000	\$2,340,000
II	200 - 450	20 - 40	7 - 10	20	135,000	15,000	3,000,000
III	450 - 1,000	40 - 80	10 - 20	19	114,000	10,000	2,356,000
IV	1,000 - 3,000	80 - 175	20 - 40	9	100,000	5,000	945,000
V	3,000 - 6,000	175 - 250	40 - 80	6	40,000	-	240,000
VI	6,000 - 10,000	250 - 400	80 - 120	6	35,000	-	210,000
VII	Over 10,000	Over 400	Over 120	3	35,000	-	105,000
Special Events (Supplemental allocation):							
Grand National Rodeo (1A DAA)					140,000	-	140,000
Great Western Livestock Show (24th DAA)					40,000	10,000	50,000
San Benito County Saddle Horse Show					40,000	10,000	50,000

**Total Allocation: \$9,436,000**

Fairs not receiving base allocation in Fiscal Year 2001/2002:

- California State Fair and Exposition
- 1st DAA (deactivated)
- 5th DAA (deactivated)

\* Continuance of additional allocations shown above is dependent on future years' fund condition.



# NETWORK OF CALIFORNIA FAIRS

(By Fair Organization Name)

Class	Org ID	Fair Organization Name	City	County
VI	ALA	Alameda County Fair	Pleasanton	Alameda
II	26	Amador County Fair	Plymouth	Amador
V	50	Antelope Valley Fair	Lancaster	Los Angeles
VI	21	Big Fresno Fair	Fresno	Fresno
II	BUT	Butte County Fair	Gridley	Butte
II	39	Calaveras County Fair & Jumping Frog Jubilee	Angels Camp	Calaveras
V	16	California Mid-State Fair	Paso Robles	San Luis Obispo
III	45	California Mid-Winter Fair & Fiesta	Imperial	Imperial
	XPO	California State Fair & Exposition	Sacramento	Sacramento
I	MAD	Chowchilla-Madera County Fair	Chowchilla	Madera
I	CLO	Cloverdale Citrus Fair	Cloverdale	Sonoma
I	54	Colorado River Country Fair	Blythe	Riverside
I	44	Colusa County Fair	Colusa	Colusa
III	23	Contra Costa County Fair	Antioch	Contra Costa
VI	01A	Cow Palace	Daly City	San Francisco
VII	22	Del Mar Fair	Del Mar	San Diego
I	41	Del Norte County Fair	Crescent City	Del Norte
II	53	Desert Empire Fair	Ridgecrest	Kern
II	36	Dixon May Fair	Dixon	Solano
II	18	Eastern Sierra Tri-County Fair	Bishop	Inyo
III	EDO	El Dorado County Fair	Placerville	El Dorado
IV	46	Farmers Fair & Festival	Perris	Riverside
II	01*	Festival at the Lake	Oakland	Alameda
II	42	Glenn County Fair	Orland	Glenn
II	20	Gold Country Fair	Auburn	Placer
III	HUM	Humboldt County Fair	Ferndale	Humboldt
I	SHA	Inter-Mountain Fair of Shasta Co	McArthur	Shasta
V	15	Kern County Fair	Bakersfield	Kern
II	24A	Kings District Fair	Hanford	Kings
II	49	Lake County Fair	Lakeport	Lake
II	LAS	Lassen County Fair	Susanville	Lassen
III	SJO	Lodi Grape Festival & Harvest Fair	Lodi	San Joaquin
VII	LAN	Los Angeles County Fair	Pomona	Los Angeles
III	21A	Madera District Fair	Madera	Madera
III	MAR	Marin County Fair & Exposition	San Rafael	Marin
II	35A	Mariposa County Fair & Homecoming	Mariposa	Mariposa
I	MEN	Mendocino County Fair & Apple Show	Boonville	Mendocino
III	35	Merced County Fair	Merced	Merced
II	MER	Merced County Spring Fair	Los Banos	Merced
I	34	Modoc - The Last Frontier Fair	Cedarville	Modoc
IV	07	Monterey County Fair	Monterey	Monterey
II	29	Mother Lode Fair	Sonora	Tuolumne
III	NAP	Napa County Fair	Calistoga	Napa
III	25	Napa Town & Country Fair	Napa	Napa
VI	NOS	National Orange Show	San Bernardino	San Bernardino
III	17	Nevada County Fair	Grass Valley	Nevada
VII	32	Orange County Fair	Costa Mesa	Orange
III	PLA	Placer County Fair	Roseville	Placer
II	PLU	Plumas-Sierra County Fair	Quincy	Plumas

# NETWORK OF CALIFORNIA FAIRS

(By Fair Organization Name)

Class	Org ID	Fair Organization Name	City	County
III	09	Redwood Acres Fair	Eureka	Humboldt
II	12	Redwood Empire Fair	Ukiah	Mendocino
IV	RIV	Riverside County Fair & National Date Festival	Indio	Riverside
I	52	Sacramento County Fair	Sacramento	Sacramento
III	MON	Salinas Valley Fair	King City	Monterey
I	33	San Benito County Fair	Tres Pinos	San Benito
	SBE	San Benito County Saddle Horse Show	Tres Pinos	San Benito
IV	28	San Bernardino County Fair	Victorville	San Bernardino
I	51	San Fernando Valley Fair	Burbank	Los Angeles
I	05*	San Francisco Fair	San Francisco	San Francisco
V	02	San Joaquin County Fair	Stockton	San Joaquin
IV	SMA	San Mateo County Exposition & Fair	San Mateo	San Mateo
IV	19	Santa Barbara Fair & Exposition	Santa Barbara	Santa Barbara
VI	SCL	Santa Clara County Fair	San Jose	Santa Clara
III	14	Santa Cruz County Fair	Watsonville	Santa Cruz
IV	37	Santa Maria Fair Park	Santa Maria	Santa Barbara
II	48	Schools Involvement Fair	Walnut	Los Angeles
III	27	Shasta District Fair	Anderson	Shasta
III	03	Silver Dollar Fair	Chico	Butte
II	10	Siskiyou Golden Fair	Yreka	Siskiyou
V	SOL	Solano County Fair	Vallejo	Solano
VI	SON	Sonoma County Fair & Exposition	Santa Rosa	Sonoma
III	04	Sonoma-Marin Fair	Petaluma	Sonoma
IV	38	Stanislaus County Fair	Turlock	Stanislaus
II	30	Tehama District Fair	Red Bluff	Tehama
I	TRI	Trinity County Fair	Hayfork	Trinity
IV	24	Tulare County Fair	Tulare	Tulare
I	10A	Tulelake-Butte Valley Fair	Tulelake	Siskiyou
V	31	Ventura County Fair	Ventura	Ventura
II	40	Yolo County Fair	Woodland	Yolo
III	13	Yuba-Sutter Fair	Yuba City	Sutter

# NETWORK OF CALIFORNIA FAIRS

(By City)

Class	Org ID	Fair Organization Name	City	County
III	27	Shasta District Fair	Anderson	Shasta
II	39	Calaveras County Fair & Jumping Frog Jubilee	Angels Camp	Calaveras
III	23	Contra Costa County Fair	Antioch	Contra Costa
II	20	Gold Country Fair	Auburn	Placer
V	15	Kern County Fair	Bakersfield	Kern
II	18	Eastern Sierra Tri-County Fair	Bishop	Inyo
I	54	Colorado River Country Fair	Blythe	Riverside
I	MEN	Mendocino County Fair & Apple Show	Boonville	Mendocino
I	51	San Fernando Valley Fair	Burbank	Los Angeles
III	NAP	Napa County Fair	Calistoga	Napa
I	34	Modoc - The Last Frontier Fair	Cedarville	Modoc
III	03	Silver Dollar Fair	Chico	Butte
I	MAD	Chowchilla-Madera County Fair	Chowchilla	Madera
I	CLO	Cloverdale Citrus Fair	Cloverdale	Sonoma
I	44	Colusa County Fair	Colusa	Colusa
VII	32	Orange County Fair	Costa Mesa	Orange
I	41	Del Norte County Fair	Crescent City	Del Norte
VI	01A	Cow Palace	Daly City	San Francisco
VII	22	Del Mar Fair	Del Mar	San Diego
II	36	Dixon May Fair	Dixon	Solano
III	09	Redwood Acres Fair	Eureka	Humboldt
III	HUM	Humboldt County Fair	Ferndale	Humboldt
VI	21	Big Fresno Fair	Fresno	Fresno
III	17	Nevada County Fair	Grass Valley	Nevada
II	BUT	Butte County Fair	Gridley	Butte
II	24A	Kings District Fair	Hanford	Kings
I	TRI	Trinity County Fair	Hayfork	Trinity
III	45	California Mid-Winter Fair & Fiesta	Imperial	Imperial
IV	RIV	Riverside County Fair & National Date Festival	Indio	Riverside
III	MON	Salinas Valley Fair	King City	Monterey
II	49	Lake County Fair	Lakeport	Lake
V	50	Antelope Valley Fair	Lancaster	Los Angeles
III	SJO	Lodi Grape Festival & Harvest Fair	Lodi	San Joaquin
II	MER	Merced County Spring Fair	Los Banos	Merced
III	21A	Madera District Fair	Madera	Madera
II	35A	Mariposa County Fair & Homecoming	Mariposa	Mariposa
I	SHA	Inter-Mountain Fair of Shasta Co	McArthur	Shasta
III	35	Merced County Fair	Merced	Merced
IV	07	Monterey County Fair	Monterey	Monterey
III	25	Napa Town & Country Fair	Napa	Napa
II	01*	Festival at the Lake	Oakland	Alameda
II	42	Glenn County Fair	Orland	Glenn
V	16	California Mid-State Fair	Paso Robles	San Luis Obispo
IV	46	Farmers Fair & Festival	Perris	Riverside
III	04	Sonoma-Marin Fair	Petaluma	Sonoma
III	EDO	El Dorado County Fair	Placerville	El Dorado
VI	ALA	Alameda County Fair	Pleasanton	Alameda
II	26	Amador County Fair	Plymouth	Amador
VII	LAN	Los Angeles County Fair	Pomona	Los Angeles

# NETWORK OF CALIFORNIA FAIRS

(By City)

Class	Org ID	Fair Organization Name	City	County
II	PLU	Plumas-Sierra County Fair	Quincy	Plumas
II	30	Tehama District Fair	Red Bluff	Tehama
II	53	Desert Empire Fair	Ridgecrest	Kern
III	PLA	Placer County Fair	Roseville	Placer
	XPO	California State Fair & Exposition	Sacramento	Sacramento
I	52	Sacramento County Fair	Sacramento	Sacramento
VI	NOS	National Orange Show	San Bernardino	San Bernardino
I	05*	San Francisco Fair	San Francisco	San Francisco
VI	SCL	Santa Clara County Fair	San Jose	Santa Clara
IV	SMA	San Mateo County Exposition & Fair	San Mateo	San Mateo
III	MAR	Marin County Fair & Exposition	San Rafael	Marin
IV	19	Santa Barbara Fair & Exposition	Santa Barbara	Santa Barbara
IV	37	Santa Maria Fair Park	Santa Maria	Santa Barbara
VI	SON	Sonoma County Fair & Exposition	Santa Rosa	Sonoma
II	29	Mother Lode Fair	Sonora	Tuolumne
V	02	San Joaquin County Fair	Stockton	San Joaquin
II	LAS	Lassen County Fair	Susanville	Lassen
I	33	San Benito County Fair	Tres Pinos	San Benito
	SBE	San Benito County Saddle Horse Show	Tres Pinos	San Benito
IV	24	Tulare County Fair	Tulare	Tulare
I	10A	Tulelake-Butte Valley Fair	Tulelake	Siskiyou
IV	38	Stanislaus County Fair	Turlock	Stanislaus
II	12	Redwood Empire Fair	Ukiah	Mendocino
V	SOL	Solano County Fair	Vallejo	Solano
V	31	Ventura County Fair	Ventura	Ventura
IV	28	San Bernardino County Fair	Victorville	San Bernardino
II	48	Schools Involvement Fair	Walnut	Los Angeles
III	14	Santa Cruz County Fair	Watsonville	Santa Cruz
II	40	Yolo County Fair	Woodland	Yolo
II	10	Siskiyou Golden Fair	Yreka	Siskiyou
III	13	Yuba-Sutter Fair	Yuba City	Sutter

# NETWORK OF CALIFORNIA FAIRS

(By County)

Class	Org ID	Fair Organization Name	City	County
VI	ALA	Alameda County Fair	Pleasanton	Alameda
II	01*	Festival at the Lake	Oakland	Alameda
II	26	Amador County Fair	Plymouth	Amador
II	BUT	Butte County Fair	Gridley	Butte
III	03	Silver Dollar Fair	Chico	Butte
II	39	Calaveras County Fair & Jumping Frog Jubilee	Angels Camp	Calaveras
I	44	Colusa County Fair	Colusa	Colusa
III	23	Contra Costa County Fair	Antioch	Contra Costa
I	41	Del Norte County Fair	Crescent City	Del Norte
III	EDO	El Dorado County Fair	Placerville	El Dorado
VI	21	Big Fresno Fair	Fresno	Fresno
II	42	Glenn County Fair	Orland	Glenn
III	HUM	Humboldt County Fair	Ferndale	Humboldt
III	09	Redwood Acres Fair	Eureka	Humboldt
III	45	California Mid-Winter Fair & Fiesta	Imperial	Imperial
II	18	Eastern Sierra Tri-County Fair	Bishop	Inyo
II	53	Desert Empire Fair	Ridgecrest	Kern
V	15	Kern County Fair	Bakersfield	Kern
II	24A	Kings District Fair	Hanford	Kings
II	49	Lake County Fair	Lakeport	Lake
II	LAS	Lassen County Fair	Susanville	Lassen
V	50	Antelope Valley Fair	Lancaster	Los Angeles
VII	LAN	Los Angeles County Fair	Pomona	Los Angeles
I	51	San Fernando Valley Fair	Burbank	Los Angeles
II	48	Schools Involvement Fair	Walnut	Los Angeles
I	MAD	Chowchilla-Madera County Fair	Chowchilla	Madera
III	21A	Madera District Fair	Madera	Madera
III	MAR	Marin County Fair & Exposition	San Rafael	Marin
II	35A	Mariposa County Fair & Homecoming	Mariposa	Mariposa
I	MEN	Mendocino County Fair & Apple Show	Boonville	Mendocino
II	12	Redwood Empire Fair	Ukiah	Mendocino
III	35	Merced County Fair	Merced	Merced
II	MER	Merced County Spring Fair	Los Banos	Merced
I	34	Modoc - The Last Frontier Fair	Cedarville	Modoc
IV	07	Monterey County Fair	Monterey	Monterey
III	MON	Salinas Valley Fair	King City	Monterey
III	NAP	Napa County Fair	Calistoga	Napa
III	25	Napa Town & Country Fair	Napa	Napa
III	17	Nevada County Fair	Grass Valley	Nevada
VII	32	Orange County Fair	Costa Mesa	Orange
II	20	Gold Country Fair	Auburn	Placer
III	PLA	Placer County Fair	Roseville	Placer
II	PLU	Plumas-Sierra County Fair	Quincy	Plumas
I	54	Colorado River Country Fair	Blythe	Riverside
IV	46	Farmers Fair & Festival	Perris	Riverside
IV	RIV	Riverside County Fair & National Date Festival	Indio	Riverside
	XPO	California State Fair & Exposition	Sacramento	Sacramento
I	52	Sacramento County Fair	Sacramento	Sacramento
I	33	San Benito County Fair	Tres Pinos	San Benito

# NETWORK OF CALIFORNIA FAIRS

(By County)

Class	Org ID	Fair Organization Name	City	County
	SBE	San Benito County Saddle Horse Show	Tres Pinos	San Benito
VI	NOS	National Orange Show	San Bernardino	San Bernardino
IV	28	San Bernardino County Fair	Victorville	San Bernardino
VII	22	Del Mar Fair	Del Mar	San Diego
VI	01A	Cow Palace	Daly City	San Francisco
I	05*	San Francisco Fair	San Francisco	San Francisco
III	SJO	Lodi Grape Festival & Harvest Fair	Lodi	San Joaquin
V	02	San Joaquin County Fair	Stockton	San Joaquin
V	16	California Mid-State Fair	Paso Robles	San Luis Obispo
IV	SMA	San Mateo County Exposition & Fair	San Mateo	San Mateo
IV	19	Santa Barbara Fair & Exposition	Santa Barbara	Santa Barbara
IV	37	Santa Maria Fair Park	Santa Maria	Santa Barbara
VI	SCL	Santa Clara County Fair	San Jose	Santa Clara
III	14	Santa Cruz County Fair	Watsonville	Santa Cruz
I	SHA	Inter-Mountain Fair of Shasta Co	McArthur	Shasta
III	27	Shasta District Fair	Anderson	Shasta
II	10	Siskiyou Golden Fair	Yreka	Siskiyou
I	10A	Tulelake-Butte Valley Fair	Tulelake	Siskiyou
II	36	Dixon May Fair	Dixon	Solano
V	SOL	Solano County Fair	Vallejo	Solano
I	CLO	Cloverdale Citrus Fair	Cloverdale	Sonoma
VI	SON	Sonoma County Fair & Exposition	Santa Rosa	Sonoma
III	04	Sonoma-Marin Fair	Petaluma	Sonoma
IV	38	Stanislaus County Fair	Turlock	Stanislaus
III	13	Yuba-Sutter Fair	Yuba City	Sutter
II	30	Tehama District Fair	Red Bluff	Tehama
I	TRI	Trinity County Fair	Hayfork	Trinity
IV	24	Tulare County Fair	Tulare	Tulare
II	29	Mother Lode Fair	Sonora	Tuolumne
V	31	Ventura County Fair	Ventura	Ventura
II	40	Yolo County Fair	Woodland	Yolo

# NETWORK OF CALIFORNIA FAIRS

(By Organization ID)

Class	Org ID	Fair Organization Name	City	County
II	01*	Festival at the Lake	Oakland	Alameda
VI	01A	Cow Palace	Daly City	San Francisco
V	02	San Joaquin County Fair	Stockton	San Joaquin
III	03	Silver Dollar Fair	Chico	Butte
III	04	Sonoma-Marin Fair	Petaluma	Sonoma
I	05*	San Francisco Fair	San Francisco	San Francisco
IV	07	Monterey County Fair	Monterey	Monterey
III	09	Redwood Acres Fair	Eureka	Humboldt
II	10	Siskiyou Golden Fair	Yreka	Siskiyou
I	10A	Tulelake-Butte Valley Fair	Tulelake	Siskiyou
II	12	Redwood Empire Fair	Ukiah	Mendocino
III	13	Yuba-Sutter Fair	Yuba City	Sutter
III	14	Santa Cruz County Fair	Watsonville	Santa Cruz
V	15	Kern County Fair	Bakersfield	Kern
V	16	California Mid-State Fair	Paso Robles	San Luis Obispo
III	17	Nevada County Fair	Grass Valley	Nevada
II	18	Eastern Sierra Tri-County Fair	Bishop	Inyo
IV	19	Santa Barbara Fair & Exposition	Santa Barbara	Santa Barbara
II	20	Gold Country Fair	Auburn	Placer
VI	21	Big Fresno Fair	Fresno	Fresno
III	21A	Madera District Fair	Madera	Madera
VII	22	Del Mar Fair	Del Mar	San Diego
III	23	Contra Costa County Fair	Antioch	Contra Costa
IV	24	Tulare County Fair	Tulare	Tulare
II	24A	Kings District Fair	Hanford	Kings
III	25	Napa Town & Country Fair	Napa	Napa
II	26	Amador County Fair	Plymouth	Amador
III	27	Shasta District Fair	Anderson	Shasta
IV	28	San Bernardino County Fair	Victorville	San Bernardino
II	29	Mother Lode Fair	Sonora	Tuolumne
II	30	Tehama District Fair	Red Bluff	Tehama
V	31	Ventura County Fair	Ventura	Ventura
VII	32	Orange County Fair	Costa Mesa	Orange
I	33	San Benito County Fair	Tres Pinos	San Benito
I	34	Modoc - The Last Frontier Fair	Cedarville	Modoc
III	35	Merced County Fair	Merced	Merced
II	35A	Mariposa County Fair & Homecoming	Mariposa	Mariposa
II	36	Dixon May Fair	Dixon	Solano
IV	37	Santa Maria Fair Park	Santa Maria	Santa Barbara
IV	38	Stanislaus County Fair	Turlock	Stanislaus
II	39	Calaveras County Fair & Jumping Frog Jubilee	Angels Camp	Calaveras
II	40	Yolo County Fair	Woodland	Yolo
I	41	Del Norte County Fair	Crescent City	Del Norte
II	42	Glenn County Fair	Orland	Glenn
I	44	Colusa County Fair	Colusa	Colusa
III	45	California Mid-Winter Fair & Fiesta	Imperial	Imperial
IV	46	Farmers Fair & Festival	Perris	Riverside
II	48	Schools Involvement Fair	Walnut	Los Angeles
II	49	Lake County Fair	Lakeport	Lake

# NETWORK OF CALIFORNIA FAIRS

(By Organization ID)

Class	Org ID	Fair Organization Name	City	County
V	50	Antelope Valley Fair	Lancaster	Los Angeles
I	51	San Fernando Valley Fair	Burbank	Los Angeles
I	52	Sacramento County Fair	Sacramento	Sacramento
II	53	Desert Empire Fair	Ridgecrest	Kern
I	54	Colorado River Country Fair	Blythe	Riverside
VI	ALA	Alameda County Fair	Pleasanton	Alameda
II	BUT	Butte County Fair	Gridley	Butte
I	CLO	Cloverdale Citrus Fair	Cloverdale	Sonoma
III	EDO	El Dorado County Fair	Placerville	El Dorado
III	HUM	Humboldt County Fair	Ferndale	Humboldt
VII	LAN	Los Angeles County Fair	Pomona	Los Angeles
II	LAS	Lassen County Fair	Susanville	Lassen
I	MAD	Chowchilla-Madera County Fair	Chowchilla	Madera
III	MAR	Marin County Fair & Exposition	San Rafael	Marin
I	MEN	Mendocino County Fair & Apple Show	Boonville	Mendocino
II	MER	Merced County Spring Fair	Los Banos	Merced
III	MON	Salinas Valley Fair	King City	Monterey
III	NAP	Napa County Fair	Calistoga	Napa
VI	NOS	National Orange Show	San Bernardino	San Bernardino
III	PLA	Placer County Fair	Roseville	Placer
II	PLU	Plumas-Sierra County Fair	Quincy	Plumas
IV	RIV	Riverside County Fair & National Date Festival	Indio	Riverside
	SBE	San Benito County Saddle Horse Show	Tres Pinos	San Benito
VI	SCL	Santa Clara County Fair	San Jose	Santa Clara
I	SHA	Inter-Mountain Fair of Shasta Co	McArthur	Shasta
III	SJO	Lodi Grape Festival & Harvest Fair	Lodi	San Joaquin
IV	SMA	San Mateo County Exposition & Fair	San Mateo	San Mateo
V	SOL	Solano County Fair	Vallejo	Solano
VI	SON	Sonoma County Fair & Exposition	Santa Rosa	Sonoma
I	TRI	Trinity County Fair	Hayfork	Trinity
	XPO	California State Fair & Exposition	Sacramento	Sacramento



# NETWORK OF CALIFORNIA FAIRS

(By Class)

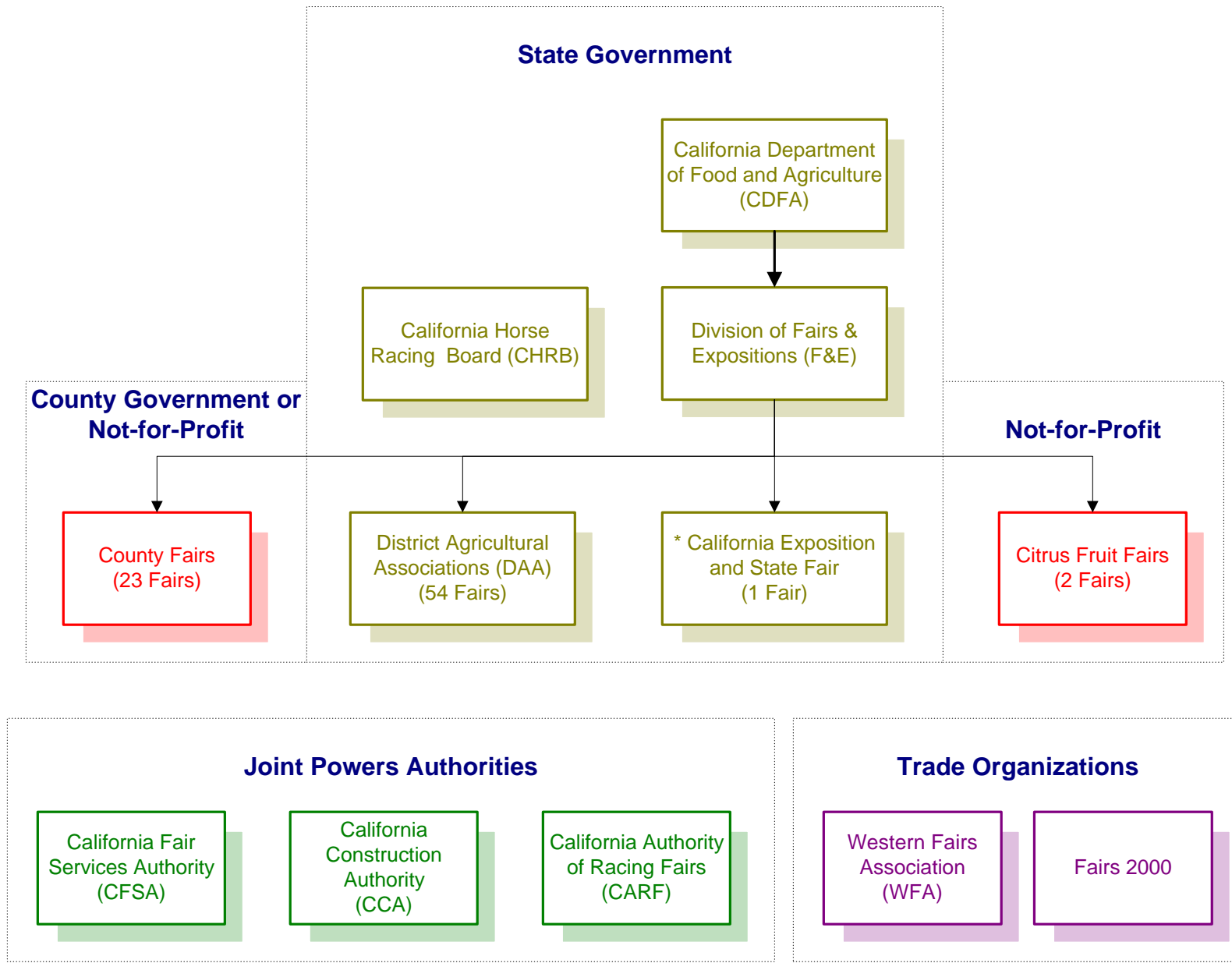
Class	Org ID	Fair Organization Name	City	County
I	MAD	Chowchilla-Madera County Fair	Chowchilla	Madera
I	CLO	Cloverdale Citrus Fair	Cloverdale	Sonoma
I	54	Colorado River Country Fair	Blythe	Riverside
I	44	Colusa County Fair	Colusa	Colusa
I	41	Del Norte County Fair	Crescent City	Del Norte
I	SHA	Inter-Mountain Fair of Shasta Co	McArthur	Shasta
I	MEN	Mendocino County Fair & Apple Show	Boonville	Mendocino
I	34	Modoc - The Last Frontier Fair	Cedarville	Modoc
I	52	Sacramento County Fair	Sacramento	Sacramento
I	33	San Benito County Fair	Tres Pinos	San Benito
I	51	San Fernando Valley Fair	Burbank	Los Angeles
I	05*	San Francisco Fair	San Francisco	San Francisco
I	TRI	Trinity County Fair	Hayfork	Trinity
I	10A	Tulelake-Butte Valley Fair	Tulelake	Siskiyou
II	26	Amador County Fair	Plymouth	Amador
II	BUT	Butte County Fair	Gridley	Butte
II	39	Calaveras County Fair & Jumping Frog Jubilee	Angels Camp	Calaveras
II	53	Desert Empire Fair	Ridgecrest	Kern
II	36	Dixon May Fair	Dixon	Solano
II	18	Eastern Sierra Tri-County Fair	Bishop	Inyo
II	01*	Festival at the Lake	Oakland	Alameda
II	42	Glenn County Fair	Orland	Glenn
II	20	Gold Country Fair	Auburn	Placer
II	24A	Kings District Fair	Hanford	Kings
II	49	Lake County Fair	Lakeport	Lake
II	LAS	Lassen County Fair	Susanville	Lassen
II	35A	Mariposa County Fair & Homecoming	Mariposa	Mariposa
II	MER	Merced County Spring Fair	Los Banos	Merced
II	29	Mother Lode Fair	Sonora	Tuolumne
II	PLU	Plumas-Sierra County Fair	Quincy	Plumas
II	12	Redwood Empire Fair	Ukiah	Mendocino
II	48	Schools Involvement Fair	Walnut	Los Angeles
II	10	Siskiyou Golden Fair	Yreka	Siskiyou
II	30	Tehama District Fair	Red Bluff	Tehama
II	40	Yolo County Fair	Woodland	Yolo
III	45	California Mid-Winter Fair & Fiesta	Imperial	Imperial
III	23	Contra Costa County Fair	Antioch	Contra Costa
III	EDO	El Dorado County Fair	Placerville	El Dorado
III	HUM	Humboldt County Fair	Ferndale	Humboldt
III	SJO	Lodi Grape Festival & Harvest Fair	Lodi	San Joaquin
III	21A	Madera District Fair	Madera	Madera
III	MAR	Marin County Fair & Exposition	San Rafael	Marin
III	35	Merced County Fair	Merced	Merced
III	NAP	Napa County Fair	Calistoga	Napa
III	25	Napa Town & Country Fair	Napa	Napa
III	17	Nevada County Fair	Grass Valley	Nevada
III	PLA	Placer County Fair	Roseville	Placer
III	09	Redwood Acres Fair	Eureka	Humboldt
III	MON	Salinas Valley Fair	King City	Monterey

# NETWORK OF CALIFORNIA FAIRS

(By Class)

Class	Org ID	Fair Organization Name	City	County
III	14	Santa Cruz County Fair	Watsonville	Santa Cruz
III	27	Shasta District Fair	Anderson	Shasta
III	03	Silver Dollar Fair	Chico	Butte
III	04	Sonoma-Marin Fair	Petaluma	Sonoma
III	13	Yuba-Sutter Fair	Yuba City	Sutter
IV	46	Farmers Fair & Festival	Perris	Riverside
IV	07	Monterey County Fair	Monterey	Monterey
IV	RIV	Riverside County Fair & National Date Festival	Indio	Riverside
IV	28	San Bernardino County Fair	Victorville	San Bernardino
IV	SMA	San Mateo County Exposition & Fair	San Mateo	San Mateo
IV	19	Santa Barbara Fair & Exposition	Santa Barbara	Santa Barbara
IV	37	Santa Maria Fair Park	Santa Maria	Santa Barbara
IV	38	Stanislaus County Fair	Turlock	Stanislaus
IV	24	Tulare County Fair	Tulare	Tulare
V	50	Antelope Valley Fair	Lancaster	Los Angeles
V	16	California Mid-State Fair	Paso Robles	San Luis Obispo
V	15	Kern County Fair	Bakersfield	Kern
V	02	San Joaquin County Fair	Stockton	San Joaquin
V	SOL	Solano County Fair	Vallejo	Solano
V	31	Ventura County Fair	Ventura	Ventura
VI	ALA	Alameda County Fair	Pleasanton	Alameda
VI	21	Big Fresno Fair	Fresno	Fresno
VI	01A	Cow Palace	Daly City	San Francisco
VI	NOS	National Orange Show	San Bernardino	San Bernardino
VI	SCL	Santa Clara County Fair	San Jose	Santa Clara
VI	SON	Sonoma County Fair & Exposition	Santa Rosa	Sonoma
VII	22	Del Mar Fair	Del Mar	San Diego
VII	LAN	Los Angeles County Fair	Pomona	Los Angeles
VII	32	Orange County Fair	Costa Mesa	Orange
	SBE	San Benito County Saddle Horse Show	Tres Pinos	San Benito
	XPO	California State Fair & Exposition	Sacramento	Sacramento

# Organizational Relationship



\* California Exposition and State Fair is a state agency.

## EXPENDITURE PLAN ACCOMPLISHMENTS

The 2000/2001 Expenditure Plan allocated nearly \$48 million to the network of California fairs. Approximately \$12 million, or nearly 50% of local assistance funding, was allocated for capital improvement projects. A large number of fair facilities are in buildings that have outlived their average useful life. Maintenance and repair on these buildings is continuous and requires significant funding and construction expertise. The approved Expenditure Plan and local fairs provide the funding and the California Construction Authority provides construction expertise.



**Everyone does their part to keep  
the California fair experience  
memorable.**

### California Construction Authority

California Fairs Finance Authority [dba California Construction Authority (CCA)] was formed in August 1988 to sell tax-exempt revenue bonds for and administer construction of Satellite Wagering Facilities and Health and Safety projects at California Fairs. The Authority's primary function is to facilitate all types of fairground construction by providing project management, design, engineering, inspection, and related consulting services to the California Department of Food and Agriculture, Division of Fairs and Expositions and the network of California fairs.

In 2000, CCA expended project funds of \$16.5 million versus an operating budget of \$1.5 million for a total overhead to projects of 9%. Projects scheduled for both 2000 and 2001 were activated this year totaling 798 projects and in the same period CCA closed 367 projects. The activation of two years worth of projects in one calendar year is a one-time anomaly generated by the current administration's policy to aggressively address ADA, maintenance and infrastructure issues.

In 2000, the equipment replacement program dispersed \$500,000 for the purchase of rolling stock for fairs to replace sub-standard or hazardous equipment.

A summary of programs administered by CCA includes Fair funded projects, Fairground relocation, Major Maintenance (Health and Safety), Capital Improvements, Revenue Generating, Emergency, ADA, and real estate transaction coordination.

## Major Maintenance Program



**In an effort to conserve electricity, the Riverside County Fair and National Date Festival upgraded lighting fixtures in the livestock arena utilizing funding provided by the Major Maintenance Program. The new fixtures are energy efficient, saving the fair money and at the same time reduce the strain on energy reserves.**

## Equipment Exchange Program



**Lake County Fair maintenance worker Chuck Kraft and service assistant Jim Severtsen pose with the new lawn mover (on left) purchased through the Equipment Exchange Program.**



## Race Track Preparation



**The 2000/2001 Race Track Preparation Program, administered by the California Authority of Racing Fairs (CARF), has contributed significantly to a reduction in the number of injuries to horse and jockey by ensuring that all live horse racing in California have consistent and safe race track conditions. The track preparation equipment shown in the photographs above and below are used at nine race tracks throughout California.**



## Wagering Facility Improvement



As previously noted, the Fair & Exposition Fund and Satellite Wagering Account are entirely dependent on horse racing revenues for funding. Because horse racing revenues are so important to the continued funding provided to the network of California fairs, wagering facilities must be adequately maintained. The 2000/2001 Expenditure Plan allocated \$2.2 million to the Wagering Facility Improvement Program.



## FAIR SUCCESS STORIES

There are a number of successes that network of California fair organizations achieve throughout the year due to the resourcefulness of dedicated staff. F&E requested fairs share a few of their successes for inclusion in this year's expenditure plan. The highlights of a few of the network of California fairs success stories follow:

### Kern County Fair

The Kern County Fair corporate event program hosts corporate events during the 12-day run of the fair. Corporate packages are sold to businesses for their employees and are tailored to meet individual organization's needs. The package options include admission to the fair, a barbecue or catered meal in the Bolthouse Courtyard or Park Place, carnival wristbands and concert tickets to that evening's performance. The popularity of this program has grown steadily since its inception in 1995. The event schedule has expanded from one event of approximately 200 guests to nine events and approximately 20,000 additional attendees in 2000. Conservative revenue increases are estimated at \$75,000 annually due to this program's expansion.

With the growth in the corporate event program have come special challenges. As popularity grew, so too did the need to expand to meet the needs of corporations and their guests. The major challenge was meeting the needs of the major participant in the program, Bolthouse Farms. Bolthouse Farms is a carrot farming and packaging operation owned by William Bolthouse. In 1999, the Fair hosted 12,000 Bolthouse employees, feeding them in shifts of 500 to accommodate the group in the corporate event area. The event was successful, however, Bolthouse managers and Kern County Fair staff began to discuss options for the event in 2000.

Eventually, William Bolthouse, owner of the carrot farming and packaging operation, presented the solution. Mr. Bolthouse suggested that the company itself could build a pavilion area for its event at a separate location on the fairgrounds. It would meet the needs of the company for its annual event, and also be a great year-round asset to the fairgrounds - and a beautiful new pavilion area for use by the citizens of Kern County.

As the project grew, so too did the companies involved in helping to build it. Bolthouse led the challenge, and encouraged its vendors and business associates to help in the project. In the months of work to plan and build the



**At the 2001 WFA Convention, Kern County Fair was awarded The Merrill Award for the Bolthouse Courtyard.**



project, 26 area businesses contributed to the pavilion. Some contributed construction materials, others provided labor at cost, and others donated all of their services and supplies.

The final result of this unique collaboration was a beautiful new 35,000 square foot pavilion - including a colorful picnic area, restrooms and cooking facilities. It faces the main plaza entrance to the fairgrounds and features a decorative wrought iron gateway leading in to the pavilion area. The pavilion area, valued at more than \$1 million, was built at a cost of only \$75,000 to the Kern County Fair. The remaining was financed by Bolthouse Farms with \$425,000 in funds and an equal amount in donated labor, materials and supplies.

### **Snapple Days at the Fair**

The following fairs participated in the first ever Bay Area Fair Sponsorship Campaign: Alameda County Fair, Contra Costa County Fair, Marin County Fair, San Joaquin County Fair, San Mateo County Fair and Floral Fiesta, Santa Clara County Fair, Sonoma County Fair, and Solano County Fair. This sponsorship is valued at \$100,000, with a corresponding cost to each fair of one 10 x 10 commercial booth space.

How does it work? Consumers visit Snapple displays in local grocery stores between 5/7/01 and 8/15/01 to get an official **Snapple Days at the Fair Sweepstakes** entry form. Consumers deposit entries at the Snapple booths at any of the eight participating Bay Area County Fairs. At the conclusion of each fair, a winner will be drawn for a Northstar at Tahoe Mountain Bike getaway weekend for two. To encourage patrons to visit local grocery stores to obtain an entry form, television commercials will run in designated markets (regional zones) prior to and during each fair on cable television stations such as MTV, HGTV, TNN and others. Each participant fairs' contact information and fair dates are featured in the commercials for each regional zone.



<p><b>Snapple provides:</b></p> <ul style="list-style-type: none"> <li>• \$60,000 custom media May-July to include 15 second tag for local sweepstakes/county fair message.</li> <li>• \$2,000 for hard costs including entry blank and Point of Purchase (POP) production</li> <li>• Manpower for set-up of POP materials in projected 200 retail stores throughout the fair season.</li> <li>• Set-up and take down of banners at the Snapple contest booth at each Fair.</li> </ul>
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<p><b>AT&amp;T Media provides:</b></p> <ul style="list-style-type: none"> <li>• 8 trips for Northstar at Tahoe Mountain Bike getaway (\$625 value - per trip).</li> <li>• \$10,000 promotional media appearing in the South Bay (June) and San Mateo (Aug.) regional zones.</li> <li>• All coordination of booth sweepstakes activity with County Fairs including: placement of entry boxes in booth, supervision of each entry box for each fair.</li> </ul>
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## **California Fairs Alliance**

After two years of study and preparation, the Western Fairs Association approved the formation of the California Fairs Alliance in the summer of 2000. The Alliance consists of a fourteen member Board of Directors and will represent the seven current areas of California fairs, with members of the fairs' Board of Directors and Management teams. The leadership of the Alliance continues to evolve, currently Stuart Titus (Humboldt County Fair CEO) and Ed Scofield (Nevada County Fair CEO) are co-chairs of the Alliance.

Ed Scofield states, "the Alliance was created for California fairs to deal with the unique legislative, financial and educational needs of the California fair industry. While California fairs will continue to play a strong role with the Western Fairs Association, the Alliance will assure unity of California fairs, and help maintain the fairs' role as one of California's outstanding industries and one of the leading fair systems in the Nation."



**Ed Scofield, Nevada County Fair CEO, Don Hillman, Cal Expo Deputy General Manager and Secretary Lyons discuss the newly formed California Fairs Alliance.**



# Welcome

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## Network of California Fairs 2001/2002 Expenditure Plan

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### State, County Government and Not-for-Profit

California Department of Food & Agriculture (CDFA) – Responsible for oversight of the network of California fairs.

Division of Fairs and Expositions (F&E) – On behalf of CDFA, provides fiscal and policy oversight to ensure the best use of available funding and services.

California Horse Racing Board (CHRB) – Licenses racing associations and simulcast wagering facilities; controls horse racing and parimutuel wagering.

District Agricultural Associations (DAA's) & County Fairs – Operates **local** fairs and expositions.

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### Joint Powers Authority (JPA)

California Authority of Racing Fairs (CARE) - Provides administrative, legal, technical and legislative services to member fairs that conduct horse racing or satellite wagering.

California Construction Authority (CCA) - Provides design, construction and real estate services support for capital improvement projects.

California Fair Services Authority (CFSA) - Provides a variety of risk protection programs and other services to California fairs, including general liability, workers' compensation, revenue protection, all-risk property, and purchasing services.

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### Trade Associations

Western Fairs Association (WFA) - Sacramento based trade association representing 75 of California's 80 fairs. Services include legislative advocacy, regional meetings, training, and an annual convention. Publications include a membership directory, mini date list, quarterly *Fair Dealer* magazine and Update newsletter.

Fairs 2000, Inc. - California trade association serving the fair industry.

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### Key Terms

- **Existing** - No change in program policy and/or purpose.
- **Modified** - Change in program policy and/or purpose.
- **New** - New program this fiscal year.
- **Change from PY** - Change from 2000/2001 budgeted amount.

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### Expenditure Plan Summary

Beginning Balance, 7/1/01	\$7,235,595
Projected Revenue	<u>40,949,000</u>
Total Resources Available	<u><u>48,184,595</u></u>
Proposed Expenditures	<u>48,183,249</u>
Ending Balance, 6/30/02	<u><u>\$1,346</u></u>

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### ADMINISTRATIVE OVERSIGHT

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### California Horse Racing Board Support

Existing

- Budget Act appropriation for operational support of the CHRB (B&P Code section 19620.1(b)). Provides license, enforcement and audit functions to ensure the integrity of racing and encourage participation in the sport.

- **2001/2002 Recommendation:** \$8,152,000
- **Change from PY:** \$306,000 increase to reflect actual appropriation in Governor's Budget.




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### Bond Debt Service

Existing

- Pays debt service on bonds issued for the construction and maintenance of fair facilities.

- **Services Provided By:** CCA
- **2001/2002 Recommendation:** \$2,560,000
- **Change from PY:** No change




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### Fairs & Expositions

Existing

- Budget Act appropriation for operational support of F&E (B&P Code sections 19606.1 and 19620). Provides oversight through the application of law, development and review of policies and procedures, and supervision of fiscal administration.

- **2001/2002 Recommendation:** \$2,472,000
- **Change from PY:** (\$193,000) decrease to reflect actual appropriation in governor's budget.




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### Supplemental Purses

Existing

- Provides appropriation to supplement purses at Northern California fairs and Los Angeles County area (B&P Code section 19605.9 and 19606.3).

- **Services Provided By:** CARF
- **2001/2002 Recommendation:** \$1,507,000
- **Change from PY:** No change




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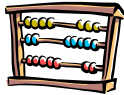
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## Audit Program

Existing

- Budget Act appropriation for annual fiscal and biennial compliance audits of all DAA's and selected county fairs.
- Assures that individuals entrusted with public resources are accountable to the public and other levels and branches of government.
  - **2001/2002 Recommendation:** \$1,003,000
  - **Change from PY:** (\$6,000) decrease to reflect actual appropriation in governor's budget.




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## Unemployment Insurance

Existing

- Budget Act appropriation to offset fairs' unemployment costs (B&P code section 19620.1(b)).
  - **Services Provided By:** CFSA
  - **2001/2002 Recommendation:** \$950,000
  - **Change from PY:** No change

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## Retired DAA Employee Benefits

Existing

- Transfer to General Fund to cover the cost of health benefits for retired DAA employees (as required by Budget Act).
  - **2001/2002 Recommendation:** \$246,000
  - **Change from PY:** No change




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## LOCAL ASSISTANCE

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## Operational Support

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Operational Support

### California Construction Authority (CCA)

**Modified**

- Funds the operational support of the CCA, which provides design, construction and real estate services support for capital improvement projects.
- Provide funding for the evaluation of real estate development and improvement proposals. Funding will be utilized for costs associated with the initial transaction assessment (Stage I).
  - **2001/2002 Recommendation:** \$1,880,249
  - **Change from PY:** \$380,249 increase to reflect increased workload and corresponding operational costs.



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Operational Support

### Property Insurance

Existing

- Provides funding for property insurance to protect fair facilities.
  - **Services Provided By:** CFSA
  - **2001/2002 Recommendation:** \$450,000
  - **Change from PY:** \$141,000 increase due to current year actual expenditure and projected increase in premiums.




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## General Fair Programs & Funding

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General Fair Programs & Funding

### Local (Base) Allocation

Existing

- Provides funds for discretionary use by **local** fair organizations with classification criteria that assign greater support to level I through IV fairs.
  - **2001/2002 Recommendation:** \$9,436,000
  - **Change from PY:** \$20,000 increase due to annual increases in funding of \$10,000 each for the Great Western Livestock Show (24th DAA) and San Benito County Saddle Horse Show.




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General Fair Programs & Funding

**Energy Conservation & Generation**  
*New*

- In the event of power outages, provides funds to reimburse fairs for the temporary rental of lighting and electrical generation equipment during fair time.
- Funds education and outreach, conservation programs and/or alternative energy generation projects (e.g., photovoltaic, solar, micro co-generation, etc.).

– **2001/2002 Recommendation:** \$500,000 

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General Fair Programs & Funding

**Millennium FLEX Program**  
*Modified*

- An incentive program by which fairs may submit proposals to receive funding, on a reimbursement basis, for:
  - Travel and registration expenses to attend compliance and technology training (accounting, purchasing, contracting, software, etc.);
  - Purchase of information technology upgrades and office equipment (e-mail and internet access, fax machines, photocopiers, computer hardware and software, etc.);
  - Real estate analysis, development and planning;
  - Exploration and analysis of expanded financial opportunities;
  - Reimbursement of a portion of their increased energy bills and for retrofit of electrical fixtures (if fair meets specific energy conservation and performance goals);



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General Fair Programs & Funding

**Millennium FLEX Program (Con't)**  
*Modified*

- Equipment Exchange;
- Capital Improvement;
- Agricultural Education;
- Backstretch improvements;
- Address an audit concern;
- Infrastructure improvements; and
- Modernization of operations

– **2001/2002 Recommendation:** \$4,025,000

– **Change from PY:** \$3,525,000 increase resulting from the temporary suspension and redirection of program funds.



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### Contingencies and Special Projects Modified

- Includes legal billings and contingent liabilities (Department of Justice & CDFA); Employee Assistance Program cost for DAA's; special projects (CEO search, sexual harassment prevention, etc.); policy development (noise management, gun shows, policy manual production, etc.); loans to fairs; funding for economic uncertainties.
  - **2001/2002 Recommendation:** \$750,000
  - **Change from PY:** \$300,000 increase due to expanded scope of program.

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### Administrative and Fiscal Assistance Modified

- Provides funding for F&E to:
  - Pay outstanding debts of deactivated fair organizations
  - Plan future fair funding concerns
  - Establish contingency reserve for costs associated with management oversight
  - Pay contingent liabilities
- As a last resort, CDFA may assume all rights, duties and powers of a DAA if it is determined that there is insufficient fiscal or administrative control (B&P Code Section 19622.3(c)).
  - **2001/2002 Recommendation:** \$400,000
  - **Change from PY:** \$50,000 increase due to reassessment of historical expenditures.




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### Cal-Expo Pro Rata Reimbursement Existing

- Reimburses Cal-Expo State pro rata costs (overhead), not to exceed \$265,000 annually.
  - **2001/2002 Recommendation:** \$265,000
  - **Change from PY:** No change




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General Fair Programs & Funding

**Economic/Social/Community Benefit Study**  
**Existing**

- Provides funds to develop an economic/social profile of each **local** fair organization, ultimately producing an economic/social/community benefit assessment of the network of California fairs and associated service members.
  - 2001/2002 Recommendation:** \$50,000
  - Change from PY:** (\$250,000) decrease to reflect estimated second year funding of multi-year program.




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General Fair Programs & Funding

**Fair Relations and Communication**  
**Modified**

- Creates and disseminates a newsletter as a communication tool within the network of California fairs.
- Disseminates other fair related information.
- Provides funding to pay for travel expenses for members of various fair industry related committees (i.e., Secretary's Advisory Committee on Fairs, State Rules Committee, Sheep Advisory Committee, Statewide Quality Assurance and NAAFA).




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General Fair Programs & Funding

**Fair Relations and Communication (Con't)**  
**Modified**

- Web site enhancement to benefit the network of California fairs, gather data for utilization by fair organizations.
- Develop ongoing relationships with fairs, local partners, and the California Arts Council (New Fairs & Arts Alliance).
  - 2001/2002 Recommendation:** \$75,000
  - Change from PY:** \$50,000 increase due to expanded scope of program.




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General Fair Programs & Funding

**Classification & Compensation Study**  
**New**

- Cooperative Personnel Services (CPS) to conduct a classification and compensation study for fair specific classes.
- Provide funding to conduct research and develop criteria for awarding fairs and their employees for outstanding performance.

– **2001/2002 Recommendation:** \$50,000




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General Fair Programs & Funding

**Installment Loan Program**  
**Modified**

- Provides low interest (LAIF, currently 6%) loans for fair infrastructure development, expansion, or maintenance (e.g., Health & Safety, ADA, backstretch improvements).
- Allows 0% loans to fairs for energy conservation efforts, including electrical fixture retrofits, with up to 10 year payback.

– **Loan Fund Available Balance:** \$14,541,806




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General Fair Programs & Funding

**Equipment Loan Fund**  
**Modified**

- Balance of funding redirected to Energy Conservation & Generation.
- F&E to oversee outstanding loans and periodic payments.
- Previously provided interest free equipment loans to fair organizations.

– **2001/2002 Recommendation:** Program funding redirected effective 07/01/2001.

– **Balance:** ≈ \$233,035




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## Health & Safety

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Health & Safety

### Major Maintenance Program (MMP)

**Existing**

- Provides funding for identified capital improvement projects to reduce public exposure to health and safety risks (plumbing, sewer, water supplies, electrical upgrades, etc.).

- **Services Provided By:** CCA
- **2001/2002 Recommendation:** \$3,000,000
- **Change from PY:** No change




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Health & Safety

### Emergency Fund

**Existing**

- Provides funding for unexpected health and safety repairs due to natural disasters or other unforeseeable catastrophes.

- **Services Provided By:** CCA
- **2001/2002 Recommendation:** \$697,000
- **Change from PY:** \$197,000 increase




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California Department of Food and Agriculture  
 Health & Safety

**Health Department Program**  
**Existing**

- Provides funding for inspection of fair facilities by California Department of Health Services to ensure they meet recognized standards for health and safety.
  - **Services Provided By:** Department of Health Services and Silver Dollar Fair (3<sup>rd</sup> DAA).
  - **2001/2002 Recommendation:** \$200,000
  - **Change from PY:** \$200,000 increase due to the full expense of prior funding.


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California Department of Food and Agriculture  
 Health & Safety

**Livestock Quality Assurance**  
**New**

- Provides funding to develop laboratory protocols and procedures for testing show animals blood and urine for drugs and/or chemical residue (e.g., cows, sheep, goats, and swine).
- Provide training to fair livestock staff and show animal exhibitors.
  - **2001/2002 Recommendation:** \$75,000


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California Department of Food and Agriculture

**Infrastructure**




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Infrastructure

**Americans with Disabilities Act (ADA)**  
**Existing**

- Provides funding for identified ADA facility improvements.
  - **Services Provided By:** CCA
  - **2001/2002 Recommendation:** \$3,400,000
  - **Change from PY:** No change




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General Fair Programs & Funding

**Revenue Generating Program**  
**Existing**

- Provides funding on a matching basis to generate new net revenue sources for fair organizations.
  - **Services Provided By:** CCA
  - **2001/2002 Recommendation:** \$1,250,000
  - **Change from PY:** No change




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Infrastructure

**Infrastructure Study and Database**  
**Existing**

- Provides funding for fair site assessment of all infrastructure needs at fairs (buildings, parking, water, sewer, etc.).
- Merge and consolidate data from Department of Health Services and other sources.
  - **Services Provided By:** CCA
  - **2001/2002 Recommendation:** \$200,000
  - **Change from PY:** \$100,000 increase to reflect estimated second year funding of multi-year program.




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# Training & Education

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Training & Education

## Professional Development & Compliance

**Modified**

- Upon F&E approval, provides training funds for the development and delivery of seminars and workshops on emerging fair issues.
- Provides funding for the development and delivery of training to ensure compliance with F&E policies and/or state laws (accounting, contracting, purchasing, etc.).
  - **2001/2002 Recommendation:** \$180,000
  - **Change from PY:** \$30,000 increase due to additional training opportunities.




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Training & Education

## Agricultural Education

**Existing**

- Provides funds to promote agriculture and the fair experience through local community educational programs at fairs or schools.
  - **2001/2002 Recommendation:** \$85,000
  - **Change from PY:** (\$15,000) decrease due to reassessment of historical expenditures.




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Training & Education

**Best Practices**

New

- Provides funding and grants to improve the skills of fair employees and promote best practices (e.g., “maintenance mania” workshop, judges training, livestock ethics & quality assurance).

– **2001/2002 Recommendation:** \$25,000




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**Racing & Satellite Wagering Support**

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Racing & Satellite Wagering Support

**Wagering Facility Improvement**

Existing

- Supports improvements to live horse racing and satellite wagering programming and facilities based upon the priorities identified in industry-wide facility surveys (backstretch, paddock, grandstand, etc.).

– **Services Provided By:** CARF  
 – **2001/2002 Recommendation:** \$2,200,000  
 – **Change from PY:** No change




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### Satellite Wagering Facility Construction

Existing

- Construction of a new satellite wagering facility for the 50<sup>th</sup> DAA (Lancaster), upon successful relocation of the fair organization.

- **Services Provided By:** CCA
- **2001/2002 Recommendation:** \$1,500,000
- **Change from PY:** \$250,000 increase to fully satisfy prior obligation to fund \$4 million. Previously funded \$2.5 million.




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### Race Track Preparation

Existing

- Provides funds to supplement the purchase and installation of track preparation materials.
- Ensures consistency in track preparation, thus, reducing the risk of injury to horse and jockey.

- **Services Provided By:** CARF
- **2001/2002 Recommendation:** \$600,000
- **Change from PY:** No change




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