

★ Supporting California's Fairs ★

**California Fair Services Authority  
&  
California Fair Financing Authority**

# Joint Powers Authorities Supporting Fairs

The California Department of Food & Agriculture and California's fairs have formed three JPAs to provide specific services to the fair industry:

- **California Fair Services Authority (CFSA)**
- **California Fairs Financing Authority (CFFA)**
- **California Authority of Racing Fairs (CARF)**

# California Fair Services Authority

- California Fair Services Authority (CFSA) was organized in 1986 as a JPA to address insurance emergencies impacting California fairs through self-insurance pools.
- CFSA's services are open to all California fairs on a fee-for-service basis.
- Provides self-insurance pools exclusively for California fairs, including:
  - General Liability
  - Workers' Compensation
  - Revenue Protection
  - Property Protection
  - Special Events

# California Fair Services Authority

CFSA is governed by a seven-member board. Five members are elected by the CFSA membership, one public member is elected by the CFSA board, and one member is appointed by the Secretary of the Food & Agriculture.

The current board includes:

◆ <b>Pat Conklin</b>	CEO Dixon May Fair and Sonoma Marin Fair
◆ <b>Brian Bullis</b>	CEO Mariposa County Fair & Homecoming
◆ <b>Kelley Ferreira</b>	CEO San Benito County Fair
◆ <b>Dan Jacobs</b>	CEO Antelope Valley Fair
◆ <b>Jim Wolcott</b>	CEO Lassen County Fair
◆ <b>John Root</b>	Retired CEO San Mateo County Fair, Cow Palace (public member)
◆ <b>Nate Dechoretz</b>	Deputy Secretary California Department of Food & Agriculture

# California Fair Services Authority

## CFSA's Specialized Services:

- Strategic Planning Services
- Group Purchasing
- Computer Support Services
- Equipment and Capital Improvement Project Financing
- Training and professional development
- Fair operations support



# CFSA/CFFA

- The California Fairs Financing Authority (CFFA) was organized in 1988 as a JPA.
- CFFA provides financing, planning, design and construction services for projects at fairgrounds throughout California.
- Services are open to all California fairs on a voluntary, fee-for-service basis.
- Until the elimination of General Fund support, CDFA provided funding support for capital improvements at California fairs.
- Revenue Bonds were issued by CFFA in 1988 to fund health and safety projects, and for construction of satellite wagering facilities. This bond was paid in full in July 2011.

# CFSA/CFFA

Members of the CFFA board are appointed by the boards of directors or county supervisors from:

- Solano County Fair
- El Dorado County Fair
- 22<sup>nd</sup> DAA, San Diego County Fair
- 32<sup>nd</sup> DAA, Orange County Fair & Event Center
- 46<sup>th</sup> DAA, Southern California Fair
- The Secretary of CDFA is the board's Ex-Officio member

# California Fair Services Authority

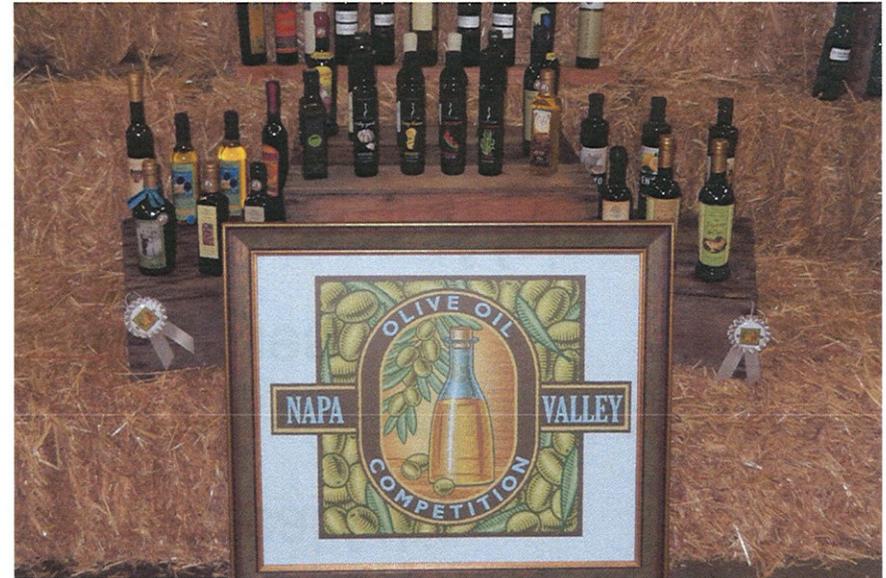
## The Challenge and Opportunity Facing The California Network of Fairs

- ❖ Development of youth
- ❖ Agriculture education
- ❖ Embracing innovation



# California Fair Services Authority

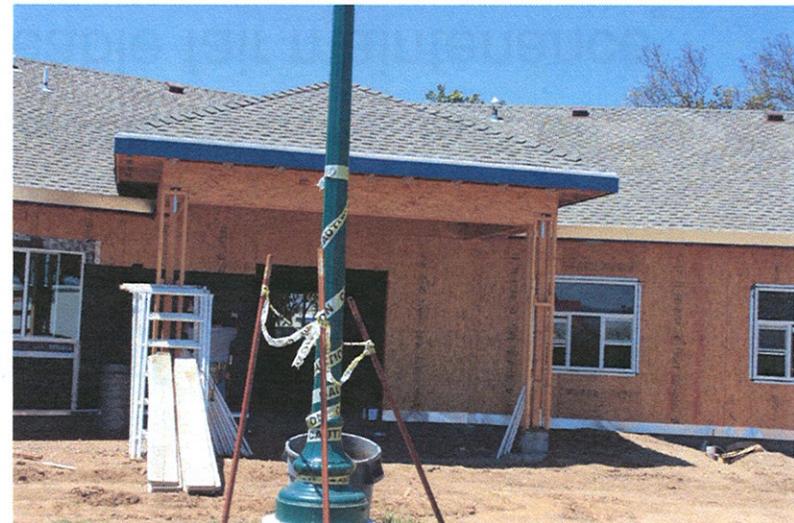
- Fairs, as a reflection of their community have embraced tourism, local visitors' bureaus, chambers of commerce in developing local economic and social opportunity.



# CFSA/CFFA

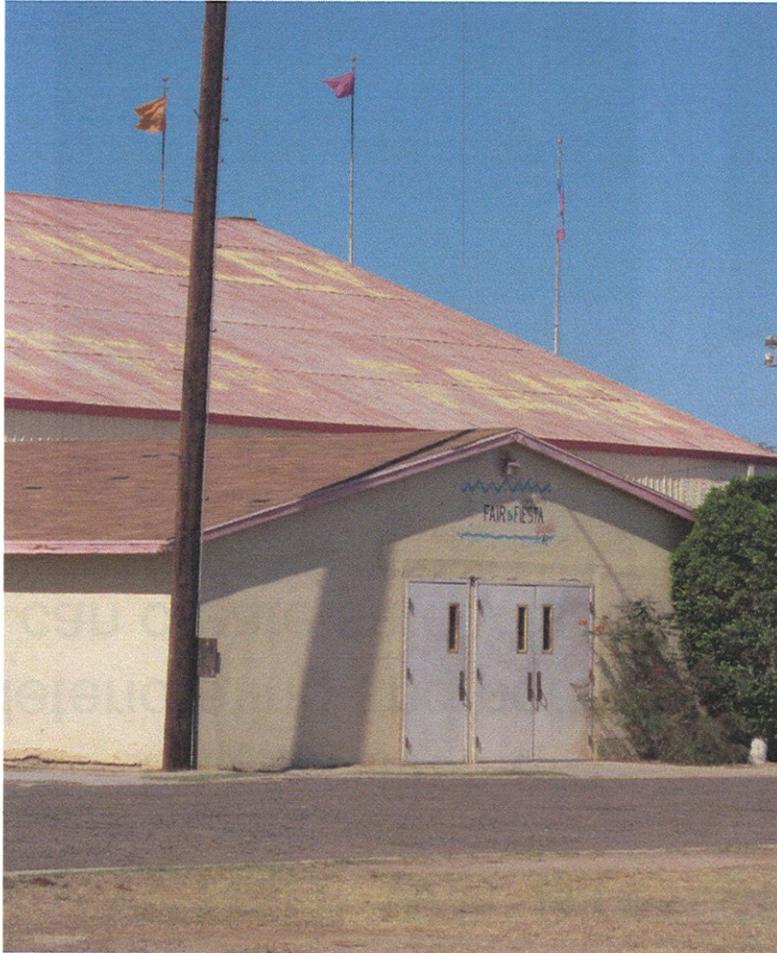
## What we are seeing in the field

- Fairs are building, but mostly medium and large fairs. Approximately \$15M this year in projects.
- Projects are self-funded or funded by a foundation related to a fair.



# CFSA/CFFA

## What we are seeing in the field



Fairs do not have the funds for deferred maintenance or capital improvements.



# CFSA/CFFA

## What we are seeing in the field

- Other impacts
  - Other agency oversight charging fairs higher fees – local, county and State.
  - Water quality issues



# **CFSA: Now. More Than Ever!**

*What can we help you with today?*