

**CALIFORNIA EXPOSITION & STATE FAIR
MARCH 2019
FINANCIAL STATEMENTS**

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California Exposition & State Fair

PURCHASE ORDERS

April 19 - May 21, 2019

From \$15,000 to \$99,999 (rounded) Requiring Notification

Vendor / Merchant	Amount
Uni-Poly Inc. <ul style="list-style-type: none">State Fair Janitorial Supplies	\$ 21,068
S & S Enterprises <ul style="list-style-type: none">State Fair Janitorial Supplies	\$ 49,868
CFSA <ul style="list-style-type: none">Administration Building Access Control SystemReimbursed by CalOES Grant Funding	\$ 15,252
United Textile Inc. <ul style="list-style-type: none">State Fair Janitorial Supplies	\$ 19,036
Southgate Glass <ul style="list-style-type: none">Grandstand Doors Replacement	\$ 16,500

\$100,000 and Over (rounded) Requiring Approval

Vendor / Merchant	Amount
CFSA <ul style="list-style-type: none">Public Address Emergency Communications System, Phase 1Reimbursed by CalOES Grant Funding	\$ 118,538
CFSA <ul style="list-style-type: none">Public Address Emergency Communications System, Phase 2 (Includes Installation and Training)Reimbursed by Deferred Maintenance Funding	\$ 126,888

Upcoming Solicitations

- State Fair Promotional Items / Banners and Signs (May-June)
- State Fair Wine Magazine (May-June)

California Exposition & State Fair

SERVICE CONTRACTS

April 13, 2019 – May 17, 2019

From \$15,000 to \$99,999 (rounded) Requiring Notification

Contractor	Amount
July 12, 2019 – Plain White T's <ul style="list-style-type: none"> • 2019 State Fair Big Name Concert 	\$40,000
University of California, Davis <ul style="list-style-type: none"> • 2019 State Fair Veterinary Medical and Educational Services • Term: July 10, 2019 – July 28, 2019 	\$40,000
Stage Nine Entertainment Store, Inc. <ul style="list-style-type: none"> • 2019 State Fair Feature Exhibit "Selfie Experience" • Term: April 1, 2019 – August 12, 2019 	\$35,000
Sentinel Fire Equipment Company <ul style="list-style-type: none"> • Fire Extinguishers Maintenance Services • Term: May 20, 2019 – May 19, 2022 (3 years) 	\$24,900 (\$8,300 / year)
Arena Stuart Rentals, Inc. <ul style="list-style-type: none"> • 2019 Paddock Tent Fabric Removal & Reinstallation for Sacramento Mile event • Term: April 29, 2019 – June 15, 2019 • Reimbursed by Event Promoter 	\$15,460
Obsidian Butterfly <ul style="list-style-type: none"> • 2019 State Fair Grounds Entertainment • Term: July 12, 2019 – July 28, 2019 	\$15,000
Contractor - TBD <ul style="list-style-type: none"> • HVAC Maintenance/Repair Services • Bids Due: 5/28/19, Proposed Award Date: 5/30/19 • Term: June 1, 2019 – July 31, 2019 (2 months) 	TBD (based on hourly rates and # of hours needed)

California Exposition & State Fair

SERVICE CONTRACTS

April 13, 2019 – May 17, 2019

\$100,000 and Over (rounded) Requiring Approval

Contractor	Amount.
CFSA <ul style="list-style-type: none"> • 2019 Workers' Compensation Fee (Pooled Program) 	\$801,689 (\$66,807 / month)
Design Space Modular Buildings PNW, LP <ul style="list-style-type: none"> • State Fair Trailers & Containers Rentals • Term: May 15, 2019 – August 15, 2021 (3 years) 	\$199,086 (\$66,362 / year)
JM Video Productions, Inc. <ul style="list-style-type: none"> • State Fair Video Equipment Rental – Big Name Stage • Term: July 10, 2019 – August 3, 2021 (3 years) 	\$151,200 (\$50,400 / year) <i>(pending approval from DGS)</i>
Recology Hay Road <ul style="list-style-type: none"> • State Fair Manure Removal Services • Term: July 1, 2019 – August 31, 2021 (3 years) • Expense based on actual usage 	\$135,000 (\$45,000 / year) <i>(pending approval from DGS)</i>

Upcoming Solicitations (through December 2019)

Invitation for Bid (IFB)

- IFB for Portable Toilet and Hand Washing Stations (October)
- IFB for Heavy Equipment Rental Services (October)

Request for Proposal (RFP)

- RFP for Janitorial Services (TBD)
- RFP for Distributed Antenna Systems (DAS) (September/October)
- RFP for Information Technology Services (September/October)

**CALIFORNIA EXPOSITION & STATE FAIR
PROFIT/LOSS STATEMENT
March 31, 2019**

R o w	Column	A	B	C	D	E	F	G
		Quarter 1	Quarter 1	YTD	YTD	Annual	Budget	Annual Variance
		2019	2018	2019	2018	Variance YTD	2019	From Budget YTD
	Revenue							
1	State Fair	\$ 65,097	\$ 263,300	\$ 65,097	\$ 263,300	\$ (198,203)	16,032,580	\$ (15,967,483)
2	Expo Events	1,607,666	1,582,719	1,607,666	1,582,719	\$ 24,947	4,335,109	(2,727,443)
3	Papa Murphy's Park	34,440	34,440	34,440	34,440	\$ -	137,760	(103,320)
4	Rock and Brews	37,500	17,500	37,500	17,500	\$ 20,000	150,000	(112,500)
5	Watch & Wager	50,095	49,318	50,095	49,318	\$ 777	97,550	(47,455)
6	Simulcast	246,313	251,572	246,313	251,572	\$ (5,259)	928,000	(681,687)
7	RV Park	270,856	242,076	270,856	242,076	\$ 28,780	1,058,451	(787,595)
8	Raging Waters	74,523	78,724	74,523	78,724	\$ (4,201)	400,000	(325,477)
9	Electronic Sign	81,375	81,375	81,375	81,375	\$ -	325,500	(244,125)
10	Miscellaneous	371,549	574	371,549	574	\$ 370,975	10,000	361,549
11	Reimbursements	524,616	587,754	524,616	587,754	\$ (63,138)	2,662,802	(2,138,186)
12	Grants	33,845	3,110	33,845	3,110	\$ 30,735	802,000	(768,155)
13	Interest Revenue	40,765	22,257	40,765	22,257	\$ 18,508	15,000	25,765
14	TOTAL REVENUE	\$ 3,438,640	\$ 3,214,719	\$ 3,438,640	\$ 3,214,719	\$ 223,923	\$ 26,954,752	\$ (23,516,112)
15	Personal Services							
16	Salaries & Wages	1,740,817	1,874,700	1,740,817	1,874,700	\$ (133,883)	9,206,039	7,465,222
17	Benefits	960,114	949,045	960,114	949,045	\$ 11,069	4,155,480	3,195,366
18	Total Personal Services	\$ 2,700,931	\$ 2,823,745	\$ 2,700,931	\$ 2,823,745	\$ (122,814)	\$ 13,361,519	\$ 10,660,588
19	Operating Expenses							
20	General Expense	195,535	223,299	195,535	223,299	\$ (27,764)	2,058,835	1,863,300
21	Advertising	40,892	75,901	40,892	75,901	\$ (35,009)	880,526	839,634
22	Printing	10,295	18,122	10,295	18,122	\$ (7,827)	127,665	117,370
23	Communications	33,716	38,011	33,716	38,011	\$ (4,295)	189,939	156,223
24	Postage	11,770	1,063	11,770	1,063	\$ 10,707	25,000	13,230
25	Insurance	238,005	186,750	238,005	186,750	\$ 51,255	930,915	692,910
26	Travel	6,225	10,162	6,225	10,162	\$ (3,937)	49,070	42,845
27	Training	1,509	3,169	1,509	3,169	\$ (1,660)	18,550	17,041
28	Facility Operations	74,575	59,008	74,575	59,008	\$ 15,567	494,374	419,799
29	Utilities	352,555	339,781	352,555	339,781	\$ 12,774	1,628,700	1,276,145
30	Cons & Prof Svcs External	305,934	420,710	305,934	420,710	\$ (114,776)	5,447,448	5,141,514
31	Cons & Prof Svcs Internal	12,905	17,154	12,905	17,154	\$ (4,249)	68,000	55,095
32	Data Processing	37,263	49,431	37,263	49,431	\$ (12,168)	139,712	102,449
33	Entertainment	15,000	-	15,000	-	\$ 15,000	831,115	816,115
34	Judging	2,190	17,423	2,190	17,423	\$ (15,233)	53,075	50,885
35	Premiums	-	-	-	-	\$ -	262,650	262,650
36	ProRata	188,713	144,903	188,713	144,903	\$ 43,810	748,940	560,227
37	Other	25,473	5,935	25,473	5,935	\$ 19,538	1,190,466	1,164,993
38	Total Operating Expenses	\$ 1,552,555	\$ 1,610,822	\$ 1,552,555	\$ 1,610,822	\$ (58,267)	\$ 15,144,980	\$ 13,592,425
39	TOTAL EXPENSES	\$ 4,253,486	\$ 4,434,567	\$ 4,253,486	\$ 4,434,567	\$ (181,081)	\$ 28,506,499	\$ 24,253,013
40	OPERATING PROFIT (LOSS)	\$ (814,846)	\$ (1,219,848)	\$ (814,846)	\$ (1,219,848)	\$ 405,004	\$ (1,551,747)	\$ 736,901
41	Prior Year Income	(6,766)	9,450	(6,766)	9,450	\$ (16,216)	-	-
42	Prior Year Expense	32,665	9,024	32,665	9,024	\$ 23,641	-	-
43	Depreciation	420,401	414,633	420,401	414,633	\$ 5,768	-	-
44	Capital Improvements	31,035	126,490	31,035	126,490	\$ (95,455)	251,200	-
45	Deferred Maintenance - CS 6.10	369,300	-	369,300	-	\$ 369,300	-	-
46	Equipment	53,003	20,448	53,003	20,448	\$ 32,555	290,926	-
47	CHANGES IN RESERVES	\$ (1,358,715)	\$ (1,780,991)	\$ (1,728,015)	\$ (1,780,991)	\$ 52,979	\$ (2,093,873)	

** UNAUDITED **

POINT SHEET – PROFIT/LOSS STATEMENT-BOARD REPORT

March 2019

(Reference Profit/Loss Statement)
(Comparison of Columns C and D Year End)

1. **State Fair (Row 1)** – Commercial wine competition held in May 2019. Timing difference of competition entries (\$188K).
2. **Miscellaneous (Row 10)** - Includes Deferred Maintenance funding of started projects [see Deferred Maintenance – CS 6.10 (Row 45)]
3. **Insurance (Row 25)** – Increase in property insurance (104% increase)
2017/2018 - \$147,835
2018/2019 - \$301,718

**CALIFORNIA EXPOSITION & STATE FAIR
BALANCE SHEET
March 31, 2019**

ASSETS		Quarter 1 2019	Quarter 1 2018
1	CURRENT ASSETS:		
2	Cash	\$ 6,224,048	\$ 5,997,530
3	Restricted Cash	15,222,217	219,584
4	Accounts Receivable	2,241,134	1,135,542
5	Less Allowance for Doubtful Accounts	(2,627)	(2,627)
6	Advances	9,278	1,791
7	Prepaid Expenses / Deposits	675,241	1,217,168
8	Total Current Assets	24,369,291	8,568,988
9			
10	PROPERTY, PLANT AND EQUIPMENT:		
11	Land	\$ 1,643,577	\$ 1,643,577
12	Buildings	77,556,900	76,511,496
13	Equipment	6,334,256	6,344,082
14	Less Accumulated Depreciation	(72,020,293)	(70,501,340)
15	Net Property, Plant and Equipment	13,514,440	13,997,815
16			
17	DEFERRED OUTFLOWS OF RESOURCES	\$ 8,843,443	\$ 5,554,219
18			
19	TOTAL ASSETS	\$ 46,727,174	\$ 28,121,022
20			
21	LIABILITIES AND FUND EQUITY		
22			
23	CURRENT LIABILITIES:		
24	Accounts Payable	\$ 2,628,577	\$ 2,000,001
25	Compensated Absences	1,494,655	1,487,820
26	Collections In Advance	1,255,870	855,422
27	Other Current Liabilities	852,634	678,025
28	Total Current Liabilities	6,231,736	5,021,268
29			
30	LONG TERM LIABILITIES:		
31	Long Term Liabilities	\$ 1,679,537	\$ 310,161
32	Workers Compensation Ins-Contingency	393,437	426,091
33	OPEB Obligation	27,767,000	29,411,000
34	Net Pension Liability	16,405,684	13,835,772
35	Deferred Maintenance Funds - CS 6.10	14,654,293	-
36			
37	TOTAL LIABILITIES	\$ 67,131,687	\$ 49,004,292
38			
39	DEFERRED INFLOWS OF RESOURCES	\$ 3,150,017	\$ 122,132
40			
41	FUND EQUITY:		
42	Contributed Capital	\$ 21,553,073	\$ 21,553,073
43	Retained Earnings	(43,379,588)	(40,777,484)
44	Net Income	(1,728,015)	(1,780,991)
45	Total Fund Equity	(23,554,530)	(21,005,402)
46			
47	TOTAL LIABILITIES & FUND EQUITY	\$ 46,727,174	\$ 28,121,022

** UNAUDITED **

POINT SHEET – BALANCE SHEET-BOARD REPORT

March 2019

(Reference Balance Sheet)

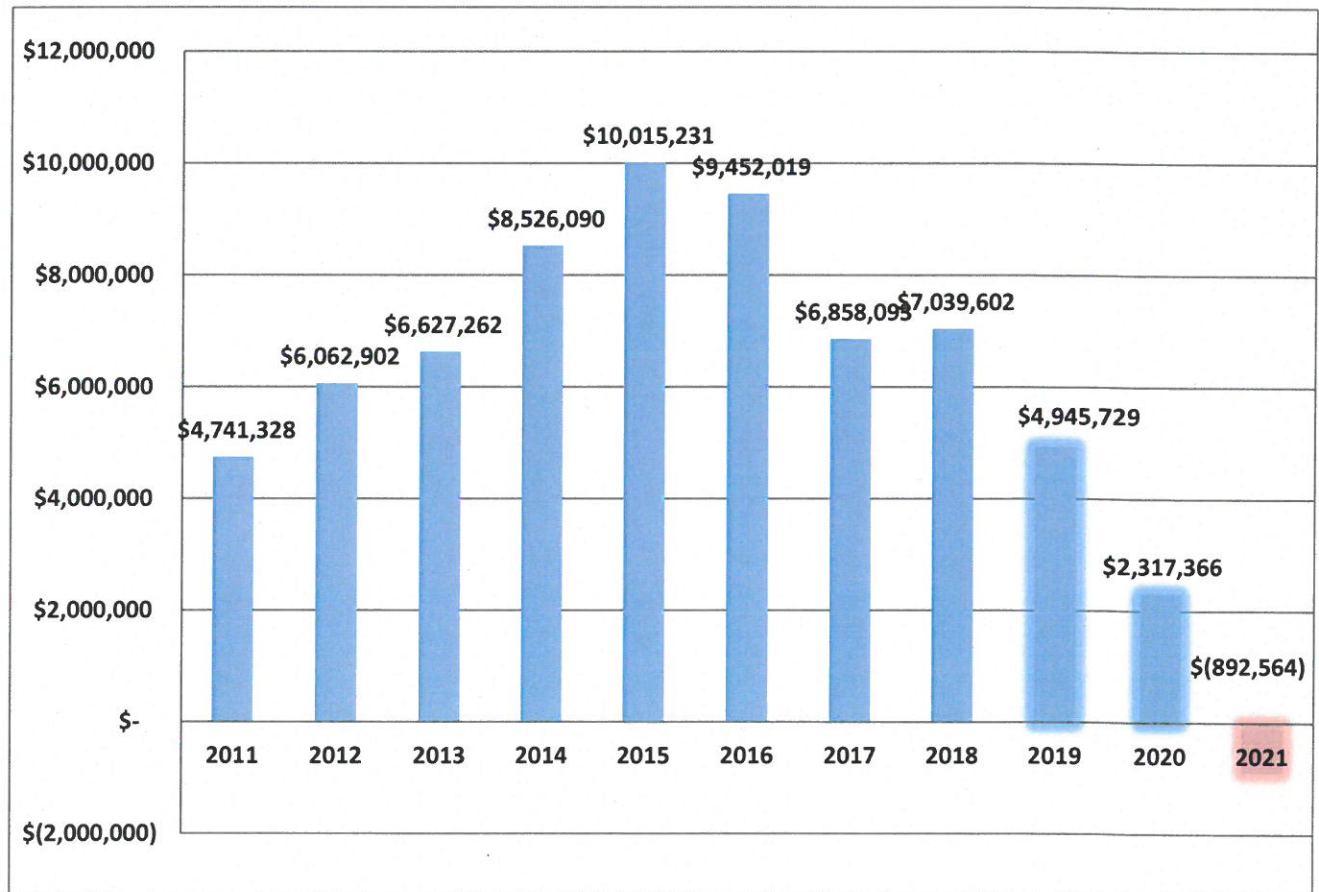
- 1. Restricted Cash (Row 3) and Deferred Maintenance Funds – CS 6.10 (Row 35) –**
Appropriated \$15M from the General Fund to be spent on approved Deferred Maintenance projects pursuant to Control Section 6.10 of the Budget Act of 2018.
- 2. Deferred Outflows of Resources (Row 17) and Long Term Liabilities (Row 31) –**
Recorded Cal Expo's portion (\$1.6M) of the State's \$6 billion supplemental employer contribution to CalPERS pertaining to Senate Bill 84.

California Exposition & State Fair Cash Flow as of 5/29/19 2011 - 2021

Actual (A) / Projection (P)	Year	Cash Balance at January 1	Increase / (Decrease)	Cash Balance at December 31
A	2011	\$ 2,171,946	\$ 2,569,382	\$ 4,741,328
A	2012	\$ 4,741,328	\$ 1,321,573	\$ 6,062,902
A	2013	\$ 6,062,902	\$ 564,361	\$ 6,627,262
A	2014	\$ 6,627,262	\$ 1,898,827	\$ 8,526,090
A	2015	\$ 8,526,090	\$ 1,489,141	\$ 10,015,231
A	2016	\$ 10,015,231	\$ (563,212)	\$ 9,452,019
A	2017	\$ 9,452,019	\$ (2,593,926)	\$ 6,858,093
A	2018	\$ 6,858,093	\$ 181,509	\$ 7,039,602
P	2019	\$ 7,039,602	\$ (2,093,873)	\$ 4,945,729 *
P	2020	\$ 4,945,729	\$ (2,628,363)	\$ 2,317,366 **
P	2021	\$ 2,317,366	\$ (3,209,930)	\$ (892,564) **

* ESTIMATE based on APPROVED 2019 Budget

** ESTIMATE based on 2% increase in Operating Expenses and \$27M Revenue Budget



AR Aged Invoice Analysis

Current Balances

AR Report -Board

Cal Expo

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Invoice Number	Due Date	Terms	Balance	Current 5/1/2019 5/31/2019	Over 30 4/1/2019 4/30/2019	Over 60 3/1/2019 3/31/2019	Over 90 2/1/2019 2/28/2019	Over 120 Up to 1/31/2019
Customer Salesperson: 106								
General Motors, Chevrolet Division (GENMOT)								
18178	3/3/2019	60	104,000.00			104,000.00		
General Motors, Chevrolet Division Totals:			104,000.00	0.00	0.00	104,000.00	0.00	0.00
Mattress Firm fka The Sleep Train, Inc. (TSTI)								
14638	5/1/2019		122,000.56	122,000.56				
Mattress Firm fka The Sleep Train, Inc. Totals:			122,000.56	122,000.56	0.00	0.00	0.00	0.00
Nor.Ca.Toyota Dealer's Ad Asso.(Nctdaa) (NCAToyota)								
23061	4/1/2019	30	95,000.00		95,000.00			
Nor.Ca.Toyota Dealer's Ad Asso.(Nctdaa)			95,000.00	0.00	95,000.00	0.00	0.00	0.00
Pernod Ricard USA, LLC (PERNOD)								
23117	4/29/2019		5,750.00		5,750.00			
Pernod Ricard USA, LLC Totals:			5,750.00	0.00	5,750.00	0.00	0.00	0.00
Sacramento Coca Cola Bottling Company (SACCOKE)								
23033	2/13/2019	0	1,711.25				1,711.25	
Sacramento Coca Cola Bottling Company			1,711.25	0.00	0.00	0.00	1,711.25	0.00
Customer Salesperson: 106 Totals			328,461.81	122,000.56	100,750.00	104,000.00	1,711.25	0.00

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Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 5/1/2019 5/31/2019	Over 30 4/1/2019 4/30/2019	Over 60 3/1/2019 3/31/2019	Over 90 2/1/2019 2/28/2019	Over 120 Up to 1/31/2019
Customer Salesperson: 150								
California Dept Of Food & Agriculture (CDFA)								
23027	3/2/2019	30	8,368.87			8,368.87		
23442	5/23/2019	30	14,846.91	14,846.91				
23448	5/24/2019	30	2,523.79	2,523.79				
23455	5/25/2019	30	21,811.21	21,811.21				
California Dept Of Food & Agriculture Totals:			47,550.78	39,181.91	0.00	8,368.87	0.00	0.00
California Fairs Financing Authority (CFFA)								
23029	3/14/2019	30	1,693.00			1,693.00		
23030	3/14/2019	30	4,992.41			4,992.41		
23031	3/14/2019	30	5,461.27			5,461.27		
23032	3/14/2019	30	4,131.27			4,131.27		
California Fairs Financing Authority Totals:			16,277.95	0.00	0.00	16,277.95	0.00	0.00
EV Entertainment (EVENTER)								
22924	2/13/2019	30	500.00				500.00	
EV Entertainment Totals:			500.00	0.00	0.00	0.00	500.00	0.00
R&B of the Pacific (Rock & Brews) (RBPAC)								
18535	8/1/2018	0	12,500.00					12,500.00
18536	9/1/2018	0	12,500.00					12,500.00
18537	10/1/2018	0	12,500.00					12,500.00
18538	11/1/2018	0	12,500.00					12,500.00
18539	12/1/2018	0	12,500.00					12,500.00
22774	12/15/2018	30	804.93					804.93
23472	1/1/2019	0	12,500.00					12,500.00
22852	2/1/2019	30	417.76				417.76	
23473	2/1/2019	0	12,500.00				12,500.00	
23474	3/1/2019	0	12,500.00			12,500.00		
23043	3/16/2019	30	829.92			829.92		
23098	4/26/2019	30	1,705.77		1,705.77			
23414	5/15/2019	30	844.66	844.66				
R&B of the Pacific (Rock & Brews) Totals:			104,603.04	844.66	1,705.77	13,329.92	12,917.76	75,804.93
Customer Salesperson: 150 Totals			168,931.77	40,026.57	1,705.77	37,976.74	13,417.76	75,804.93

AR Aged Invoice Analysis

Current Balances

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Cal Expo

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Invoice Number	Due Date	Terms	Balance	Current 5/1/2019 5/31/2019	Over 30 4/1/2019 4/30/2019	Over 60 3/1/2019 3/31/2019	Over 90 2/1/2019 2/28/2019	Over 120 Up to 1/31/2019
Customer Salesperson: 234								
New Inspirations Broadcasting Co., Inc. (NIBC)								
23092	5/31/2019		3,000.00	3,000.00				
New Inspirations Broadcasting Co., Inc.			3,000.00	3,000.00	0.00	0.00	0.00	0.00
Northern California Volleyball Assoc (NCVA)								
23100	4/24/2019	30	3,719.22		3,719.22			
Northern California Volleyball Assoc Totals:			3,719.22	0.00	3,719.22	0.00	0.00	0.00
Rick Warren Media (WARREN)								
23069	4/12/2019	30	15,556.72		15,556.72			
Rick Warren Media Totals:			15,556.72	0.00	15,556.72	0.00	0.00	0.00
Customer Salesperson: 234 Totals			22,275.94	3,000.00	19,275.94	0.00	0.00	0.00

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Current Balances

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Invoice Number	Due Date	Terms	Balance	Current 5/1/2019 5/31/2019	Over 30 4/1/2019 4/30/2019	Over 60 3/1/2019 3/31/2019	Over 90 2/1/2019 2/28/2019	Over 120 Up to 1/31/2019
Customer Salesperson: 430								
3B Construction (3BCON)								
SOC00559	8/14/2018	30	1,368.42					1,368.42
FC-2370	1/1/2019		20.53					20.53
FC-2398	2/1/2019		20.53				20.53	
FC-2408	3/1/2019		20.53			20.53		
3B Construction Totals:			1,430.01	0.00	0.00	20.53	20.53	1,388.95
Friends of Hanna (FRIHAN)								
SOC00625	10/31/2018	30	250.00					250.00
FC-2402	2/1/2019		11.25				11.25	
FC-2412	3/1/2019		11.25			11.25		
Friends of Hanna Totals:			272.50	0.00	0.00	11.25	11.25	250.00
Stam Farming & Consulting (STAMFA)								
SOC00611	8/14/2018	30	979.66					979.66
FC-2381	1/1/2019		14.69					14.69
FC-2406	2/1/2019		14.69				14.69	
FC-2417	3/1/2019		14.69			14.69		
Stam Farming & Consulting Totals:			1,023.73	0.00	0.00	14.69	14.69	994.35
The DOLS (DOLS)								
SOC00633	10/31/2018	30	1,000.00					1,000.00
The DOLS Totals:			1,000.00	0.00	0.00	0.00	0.00	1,000.00
Customer Salesperson: 430 Totals			3,726.24	0.00	0.00	46.47	46.47	3,633.30

AR Aged Invoice Analysis

Current Balances

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Cal Expo

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Invoice Number	Due Date	Terms	Balance	Current	Over 30	Over 60	Over 90	Over 120
				5/1/2019	4/1/2019	3/1/2019	2/1/2019	Up to
				5/31/2019	4/30/2019	3/31/2019	2/28/2019	1/31/2019
Customer Salesperson: 505								
Watch and Wager LLC (WWAGER)								
18285	4/3/2018	30	157.41					157.41
18286	4/10/2018	30	175.16					175.16
18287	4/17/2018	30	153.13					153.13
18328	4/24/2018	30	185.21					185.21
18329	4/30/2018	30	179.07					179.07
18365	5/8/2018	30	214.37					214.37
18366	5/15/2018	30	147.11					147.11
18554	5/22/2018	30	205.73					205.73
18555	5/30/2018	30	195.95					195.95
18916	6/5/2018	30	220.87					220.87
22822	12/11/2018	30	133.70					133.70
22823	12/25/2018	30	179.34					179.34
22824	12/30/2018	30	69.23					69.23
22848	1/1/2019	30	66.45					66.45
22849	1/8/2019	30	127.48					127.48
22850	1/15/2019	30	117.03					117.03
22851	1/30/2019	30	178.02					178.02
23011	2/5/2019	30	215.26				215.26	
23012	2/12/2019	30	191.64				191.64	
23013	2/19/2019	30	202.05				202.05	
23014	2/26/2019	30	213.50				213.50	
23087	3/5/2019	30	267.01			267.01		
23088	3/12/2019	30	235.16			235.16		
23089	3/19/2019	30	251.88			251.88		
23090	3/26/2019	30	264.88			264.88		
23384	4/2/2019	30	249.79		249.79			
23385	4/9/2019	30	257.29		257.29			
23386	4/16/2019	30	189.19		189.19			
23387	4/23/2019	30	253.47		253.47			
23388	4/30/2019	30	275.72		275.72			
23413	5/15/2019	30	41,007.60	41,007.60				
Watch and Wager LLC Totals:			46,779.70	41,007.60	1,225.46	1,018.93	822.45	2,705.26
Customer Salesperson: 505 Totals			46,779.70	41,007.60	1,225.46	1,018.93	822.45	2,705.26

AR Aged Invoice Analysis

Current Balances

AR Report -Board

Cal Expo

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Invoice Number	Due Date	Terms	Balance	Current 5/1/2019 5/31/2019	Over 30 4/1/2019 4/30/2019	Over 60 3/1/2019 3/31/2019	Over 90 2/1/2019 2/28/2019	Over 120 Up to 1/31/2019
Grand Totals:			570,175.46	206,034.73 36.14%	122,957.17 21.56%	143,042.14 25.09%	15,997.93 2.81%	82,143.49 14.41%

MEMORANDUM

Date: May 28, 2019
To: Finance Committee
Via: Rick K. Pickering, Chief Executive Officer
From: Samantha Brown, Deputy General Manager Administration
Subject: Resolution Authorizing Support of CalOES Grant Programs

For all awarded (and proposed) federal assistance projects through the Governor's Office of Emergency Services (CalOES), Cal Expo must obtain written authorization from the Board of Directors in support of the project. Below is a brief description of each project and the proposed Board resolution:

AWARDED PROJECTS

1. FIBER OPTIC TRUNK LINE UPGRADE

Amount Awarded: \$200,000

Performance Period: 11/1/2018 – 4/30/2020 (funding released 5/8/19)

Project Description:

- Replace and upgrade fiber trunk line and network capacity throughout grounds
- Install new conduit and trunk line in Carnival area
- Upgrade network from 1GB to 10GB

Major Benefits:

- Enhance reliability of facility-wide communication system
- Expand network data delivery

Major Items Funded:

- Fiber optic cable
- 10GB network package

AWARDED PROJECTS (Continued)

2. PUBLIC WARNING SYSTEM UPGRADE

Amount Awarded: \$370,000 (\$142,284 of funding released)

Performance Period: 5/1/2019 – 4/30/2020

Project Description:

- Convert Public Warning System to single mode fiber
- Replace non-operable communication equipment at Expo Center, Main Gate, East Gate, and Grandstands

Major Benefits:

- Provide more reliable communication facility-wide for emergency alerts
- New sound system will have the capability to be operated remotely from control center in Administration Building

Major Items Funded:

- Outdoor and indoor speakers
- Amplifiers
- Auxiliary equipment
- Microphones
- Wireless control system

3. ACCESS CONTROL SYSTEM UPGRADE

Amount Awarded: \$52,000 (\$16,610 of funding released)

Performance Period: 5/1/2019 – 4/30/2020

Project Description:

- Upgrade outdated access control system for Administration building and vehicle entrance Gate 2 and Gate 25
- Implement more reliable key card entry system

Major Benefits:

- Remotely shut down vehicle entrance gates or Administration building during emergency
- Track individual access with key cards

Major Items Funded:

- Access control mainframe cabinet
- Door/gate controllers
- Installation and configuration

AWARDED PROJECTS (Continued)

4. SURVEILLANCE SYSTEM UPGRADE

Amount Awarded: \$42,000 (\$17,795 of funding released)

Performance Period: 5/1/2019 – 4/30/2020

Project Description:

- Continued replacement of outdated and unreliable surveillance equipment
- Configure new equipment
- Provide troubleshooting, training, and documentation of entire surveillance system

Major Benefits:

- Enhance surveillance coverage throughout grounds
- Optimize camera viewing angles
- Remedy surveillance reliability due to outdated equipment

Major Items Funded:

- Monitoring software, PCs, and viewing monitors
- Cameras
- Network support

PROPOSED PROJECT

1. POLICE DEPARTMENT MOTORCYCLE FLEET UPGRADE

Amount Requested: \$235,635

Project Description:

- Replace outdated Police Department motorcycles with fully equipped motorcycles with all applicable safety equipment

Major Benefits:

- Improve reliability of law enforcement activities (maneuverability, immediate deployment, improved accessibility, proactive daily patrol operations, and situational assessments)

Major Items Requested:

- (8) fully equipped motorcycles with all applicable safety equipment



RESOLUTION OF

California Exposition & State Fair (Cal Expo)

At the meeting of the Board of the Directors (Board) of California Exposition & State Fair (Cal Expo) on Friday, May 31, 2019, the following resolution was proposed and approved by the Board:

WHEREAS, Cal Expo applied for federal assistance through the Governor’s Office of Emergency Services (CalOES); and

WHEREAS, CalOES awarded (or accepted grant proposal from) Cal Expo the following federal funds to be spent pursuant to the executed CalOES grant agreement (or grant proposal); and

WHEREAS, Cal Expo and the Board agree:

- (1) To provide all matching funds required (if any) for the grant project and that any cash match (if any) will be appropriated as required;
- (2) Any liability arising out of the performance of the grant agreement shall be the responsibility of Cal Expo and the Board;
- (3) Grant funds shall not be used to supplant expenditures controlled by the State of California or the Board; and
- (4) Rick K. Pickering, Chief Executive Officer, is authorized to execute the grant agreement between CalOES and Cal Expo.

RESOLVED, a motion was carried unanimously by the Board in support of the following federal assistance projects through CalOES.

Project Title	Status	Amount
Fiber Optic Trunk Line Upgrade	Awarded	\$200,000
Public Warning System Upgrade	Awarded	\$370,000
Access Control System Upgrade	Awarded	\$52,000
Surveillance System Upgrade	Awarded	\$42,000
Police Department Motorcycle Fleet Upgrade	Proposed	\$235,635

Rina V. DiMare
Board of Directors, Chair
California Exposition & State Fair

ATTEST:
Rick K. Pickering
Chief Executive Officer
California Exposition & State Fair



RESOLUTION OF

California Exposition & State Fair (Cal Expo)

**APPROVING PARTICIPATION IN THE CFSA GROUP PURCHASE PROPERTY
INSURANCE PROGRAM FOR THE 2019-2020 POLICY YEAR**

At the meeting of the Board of the Directors (Board) of California Exposition & State Fair (Cal Expo) on Friday, May 31, 2019, the following resolution was proposed and approved by the Board:

BE IT RESOLVED that California Exposition & State Fair's (Cal Expo's) Board of Directors has hereby approved participation in the CFSA Group Purchase Property Insurance Program for the 2019-2020 policy year and Rick K. Pickering, Cal Expo's CEO/General Manager, is authorized to bind the coverage in an amount not to exceed \$400,000.00.

Rina V. DiMare
Board of Directors, Chair
California Exposition & State Fair

ATTEST:
Rick K. Pickering
Chief Executive Officer
California Exposition & State Fair