



## **Notice of Meeting**

California Exposition & State Fair  
Meeting of the Board of Directors  
To Be Held

**AMENDED 03-23-2022**

**Friday, March 25, 2022, 10:00 a.m.**

**In the Administration Building Boardroom and via teleconference originating at  
California Exposition and State Fair**

1600 Exposition Boulevard  
Sacramento, CA 95815

Due to Executive Order N-29-20, California Exposition & State Fair will provide a teleconference option for its upcoming public meeting. Public and members of the California Exposition & State Fair Board of Directors may participate via teleconference to minimize the spread of COVID-19. No physical location will be provided.

### **Register in advance for this meeting:**

<https://us02web.zoom.us/j/89246346300?pwd=WmNMZGNIiNFU1SnFxcnpvK0pSZ2hzdz09>

After registering, you will receive a confirmation email containing information about joining the meeting.

### **PLEASE MUTE YOUR PHONE IF NOT SPEAKING (\*6)**

**Call In Number: 408 638 0968**

**Meeting ID: 892 4634 6300**

**Passcode: 111347**

### **PUBLIC PARTICIPATION INSTRUCTIONS:**

To comply with social distancing requirements and the stay at home order from Governor Newsom, the Board Room at Cal Expo will be closed to members of the public and all public participation will be handled remotely. If you are joining the meeting via zoom and wish to make a comment on an item, please enter your name and the item number in the "Chat Box" and the Board Chair will call on you at the appropriate time. If you are joining the meeting by phone, press \*9 to indicate a desire to make a comment. The clerk will call you by the last three digits of your phone number when it is your turn to comment. Speakers will be limited to 3 minutes. By participating in this meeting, you acknowledge that you are being recorded.

Jess Durfee, Chair  
Rex Hime, Vice Chair

Rima Barkett, Director  
Erin Choi, Director  
Sonney Chong, Director  
Rina DiMare, Director

Hannah Gbeh, Director  
David Mallel, Director  
Brian May, Director  
Che Salinas, Director

#### EX OFFICIO MEMBERS

Governor Gavin Newsom

Senator Dr. Richard Pan  
Senator Andreas Borgeas

Assembly Member Kevin McCarty  
Assembly Member Robert Rivas

### **112 days to California State Fair (July 15-31, 2022)**

This notice is also available on the Internet at: [www.CalExpoStateFair.com](http://www.CalExpoStateFair.com)

#### **Mission Statement**

The California Exposition & State Fair mission is to create a State Fair experience reflecting California including its industries, agriculture, and diversity of its people, traditions and trends shaping its future supported by year-round events.

#### **Policy Statement**

The Board shall serve as the policy-making body for the California Exposition & State Fair and shall have full responsibility for the year-round management and operation of all facilities of the California Exposition & State Fair.

#### **Public Comment**

Any member of the public wishing to address the Board on any matter listed for consideration on this agenda should review the Public Participation Instructions on the front page of this agenda. All speakers will be recognized by the Chair and be allowed a maximum of three minutes to address the Board at the time the agenda item is being considered by the Board. If you wish to address the Board on a matter not listed on the agenda, you have that right. If you wish to exercise that right, please review the Public Participation Instructions on the front page of this agenda. You will be allowed a maximum of three minutes to address the Board during the Public Comment item on the agenda.

## **AGENDA**

### **1. CALL TO ORDER – Public Meeting**

All matters noticed on this agenda, in any category, may be considered for action as listed. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Chair.

### **2. ROLL CALL**

### **3. INTRODUCTION OF GUESTS & STAFF**

### **4. PUBLIC COMMENT ON MATTERS NOT ON THE AGENDA**

In accordance with state law, the Board will not comment or otherwise consider Public Comment matters until and unless such item has been properly noticed for a future meeting.

### **5. CONSENT AGENDA**

All items on the consent agenda are to be approved in one motion unless a Board Member requests a separate action on a specific item.

- a. Approval of Board Meeting Minutes for February 25, 2022.
- b. Accept Cultural Advisory Council Meeting Minutes of November 18, 2021, as presented.
- c. Service Contracts/Purchase Orders Requiring Board Notification/Approval

### **6. NEW BUSINESS**

- a. Recommend extension of Agreement No. 19-0799 with Watch & Wager, LLC of operation of Harness Racing at Cal Expo.
- b. Review and Approval of the Board Liaison's Recommendation of New Members to the 2022 Cultural Advisory Council.

### **7. OLD BUSINESS**

- a. Update on 2022 California State Fair

### **8. MATTERS OF INFORMATION**

- a. Update on COVID-19 Emergency Support Provided by Cal Expo
- b. CEO Comments
- c. Directors Comments/Agenda Items for Future Meetings
- d. Next Board Meeting **April 29, 2022** (Subject to change due to COVID-19 emergency)
- e. Other, if any

### **9. ADJOURNMENT**

Date of Notice: March 23, 2022

Pursuant to the Americans with Disabilities Act, individuals who, because of a disability, need special assistance to attend or participate in any Cal Expo Board, Committee or any Advisory meetings, or in connection with other Cal Expo Activities, may request assistance at the Cal Expo Administration Building Offices, 1600 Exposition Boulevard, or by calling 916-263-3247, during normal business hours. Requests should be made one week in advance whenever possible.

# CONSENT AGENDA

# **CALIFORNIA EXPOSITION & STATE FAIR**

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice  
February 25, 2022

The meeting was conducted by teleconference originating at  
California Exposition & State Fair  
1600 Exposition Boulevard  
Sacramento, CA 95815

**Directors Present**

Director Jess Durfee, Chair  
Director Rex Hime, Vice Chair  
Director Erin Choi  
Director Sonney Chong  
Director Rina DiMare  
Director Hannah Gbeh  
Director David Mallel  
Director Brian May  
Director Che Salinas

**Directors Absent**

Director Rima Barkett

**Executive Staff Present**

Rick Pickering, Chief Executive Officer  
Tom Martinez, Chief Deputy General Manager  
Marcia Shell, Assistant General Manger Expo Events  
Sue O'Brien, Recording Secretary

**38 Others Present as identified by Zoom**

**1. CALL TO ORDER – Public Meeting**

Chair Durfee called the public meeting to order at 10:01 a.m.

**2. ROLL CALL**

Roll call was taken and a quorum was present. Director Barkett was unable to attend this meeting and asked to be excused.

**MOTION:**

The Chair entertained a motion to excused Director Barkett from today's meeting. Motion was moved by Director Chong and seconded by Director Mallel Discussion – None **All in favor, motion passes unanimously.**

**3. INTRODUCTION OF GUESTS AND STAFF**

**4. PUBLIC COMMENT ON MATTERS NOT ON THE AGENDA**

Elizabeth O'Donnell – State Fair is a wonderful event. It is awful that the fair is awarding a prize for the highest THC in cannabis and sends the wrong message in regards to public health and our youth. Fair is also giving an award to the highest terpenes concentration that are harmful if inhaled. This is a really bad idea and hope you will reconsider it.

John Byrom – Never been to the State Fair and have lived all my life in California. Has great concerns about giving an award to the highest THC content products. In San Diego County there have been 39 people seen in the ER for marijuana overdoses from these type of products. Having this at a family event like the State Fair is not a good idea.

Kelsey Fernandez –As a resident of California she is speaking in opposition of the Fair's idea of offering a prize for the highest THC cannabis. She went on to say that this was like offering a prize for the vaping device that has the highest nicotine content at an event that caters to youth who are the most vulnerable to become addicted. Colorado passed a law that requires a warning brochure for all products with a high THC content. Hopes that this will be agenized for the future and put the health and wellbeing of the youth ahead of any cannabis industry special interest or profits.

Joe Eberstein – Program Manager of the San Diego County Marijuana Prevention Program that works with youth to make healthy choices and remain substance free. Was shocked to see the THC competition being promoted at our State Fair. Our youth are facing a mental health crisis in this Country and many Doctors and the Surgeon General are pointing the finger to the increased marijuana use and lack of knowledge around potential harm. More studies are coming out about the link between THC and mental illness. Our State Fair should be a place that fosters health and wellbeing. Please take the time to rethink this part of the fair.

Judi S. –Thanked the Board for the opportunity to share some observations regarding the proposal to give awards to the highest THC contact products. She finds it odd in this time of health concerns in the State of California that State Fair would be participating in this type of competition. This is the time where we have



asked that our Fairs be smoke and vape free. The largest State Fair, San Diego County State Fair is vape and smoke free. They did it out of concern for what smoking and vaping products do to health. Most marijuana products are smoked or vaped and the products most purchased by young people are the flavored high potency THC products. Would like to suggest that this is the wrong time for the proposal, that you do agendaize it and reconsider whether this is in keeping with what we want not only for our young people but for the health of our entire state.

Erica Leary – Manager North Costal Prevention Coalition, North San Diego County. Echo the comments already made. This type of contest will give winners a publicly sanctioned way to further market their product at a time where in her community marijuana use has surpassed alcohol and tobacco as the most commonly reported substance used by youth in the past 30 days. The State has failed to implement a public health message, like there is for tobacco, informing young people about the risks and harms of marijuana use. Until this is done a contest like this is completely irresponsible and strongly urge the Fair Board to put this on an agenda and discuss it further when you can take action.

K.C. Strang – Executive Director of the San Marcos Prevention Coalition – would like to express their concern for the contest to award the marijuana product with the highest THC levels. This seems harmful to the Public Health. Today's marijuana is not like yesterdays. The THC levels are higher therefore much more harmful. Our California State Fair should not be advocating or cheerleading higher THC marijuana products. Our California State Fair should not be normalizing the production and use of higher THC marijuana that is causing more addiction and mental health disorders. Please reconsider rewarding harmful marijuana products. We can do better on our State public fairgrounds.

Kathleen Lippitt – As a public health practitioner this proposal is beyond shocking. The marijuana industry has worked very hard to increase the levels of THC and the only reason they did that is because higher THC increases addiction and mental health problems. The more you get addicted the more money you will make. I just hope you will reconsider this.

James Leitz – CEO of Cultivar Brands and Executive Producer of the California State Fair Cannabis Awards. For cannabis to be included as a showcase competition at the California State Fair is historic, a watershed moment, a chance of normalcies, educational and a celebration of the cannabis roots in California. For the cannabis industry it's a seat at the big agricultural table alongside industries like wine, cheese and olive oil. The California State Fair Cannabis Awards is not the Hightimes Cup it's not the Emerald Cup. It's the California State Fair and we've been built on the pillars of education, innovation and representation of the entire legal and licensing industry up and down the State. Our look and feel is for a mature adult audience. Our official website has been age gated, 21 and older from the launch. The structure of our competition was specially designed to support the DCC legal license types represent cultivators up and down the State. We focus on the raw flower only through science base evaluation. We are moving away from

stereotype and plant science is where to start. On site at the California State Fair the cannabis exhibit is a 21 plus, non-consumption, no sales, education exhibit.

Brian Applegarth – Co-Founder & Chief Strategist of Cultivar Brands and proudly producing the California State Fair Cannabis Awards program. We have assembled a program that honors the cannabis plant in its raw and most purest form. We are positioning the California State Fair Awards in a way where we are able to further educate around the raw plant benefits and therapeutic properties none of which are altering or physio active. California State Fair Awards program is celebrating its raw form of acidic cannabinoids found in the cannabis plant in its raw form.

## 5. **CONSENT AGENDA**

All items on the consent agenda are to be approved in one motion unless a Board Member requests a separate action on a specific item.

a. Approval of Board Meeting Minutes for January 28, 2022.

b. Service Contracts/Purchase Orders Requiring Board Notification/Approval

### **MOTION:**

Chair Durfee called for a motion to approve the Consent Agenda. It was moved by Vice Chair Hime and seconded by Director Chong. Chair Durfee asked for a roll call vote; Director Choi, yes; Director Chong, yes; Director DiMare, yes; Director Gbeh, yes; Director Mallel, yes; Director May, yes; Director Salinas, yes; Vice Chair Hime, yes; Chair Durfee, yes; **Motion carried, unanimously.**

## 6. **COMMITTEE AND STAFF REPORTS**

a. General Update of 2022 State Fair

Chief Deputy General Manager Tom Martinez gave a review of Contracts, RFP's that have been issued. He reviewed the Sale of Champions moving to be a premium show. He also talked about programs and entertainment concerts, horseracing, the farm, RV Park and ticket sales. He reported that the State Fair Gala is postpone this year and that Out at the Fair will be July 30<sup>th</sup>. Lastly the Youth Mariachi program will be the middle weekend of fair.

Asst. General Manager Shell reported that competitive programs hired a competitive supervisor. She went on to state that as we move forward we are hiring and working with CalHR. In December 2021 Commercial Booth and Food vendor applications were mailed out.

Chief Walton reported that hiring is also a challenge in his department. Working on updating the Code of Conduct and trying to balance public health with public safety. Also working on updating the contract with Sacramento County Sheriff and promoted 2 officers to Lieutenants.

Chief of Plant Pryor – reported that contracts and recruitment are challenging along with Chief Walton and AGM Shell. Some of the temp employment agency are no longer in business. Working with the contracts team and are asking a lot from them. Focusing on lots of shade, wine tent area and getting the rest of the property back from nature.

## 7. NEW BUSINESS

- a. SB 1007 (Dr. Pan) Cal Expo Emergency Preparedness and Response  
Chief Deputy Manager Martinez review the staff report with the Board.

### **MOTION:**

Director Salinas made a motion that the Board support the staff's recommendation to support SB 1007. Vice Chair Hime seconded the motion. Discussion: Director Mallel mentioned that the checks go to another agency before they get to Cal Expo and asked if any of the Board Member should attend any of the hearings? Chair Durfee stated the Director DiMare is the Chair of our Legislation Committee and will be teaming up with her to plan a strategy about the Directors who have a relationship with Legislators in their communities reaching out for their support. Vice Chair Hime also mentioned the "family of the fair" and how Directors should reach out to them up and down the State for letters of support. Chair Durfee asked for a roll call vote on the motion that the Board take a position of prioritizing and supporting the passage of SB 1007; Director Choi, yes; Director Chong, yes; Director DiMare, yes; Director Gbeh, yes; Director Mallel, yes; Director May, yes; Director Salinas, yes; Vice Chair Hime, yes; Chair Durfee, yes;. **Motion carried, unanimously.**

- b. Delegation of Authority to award State Fair related contracts for:

- Monorail Maintenance & Operations
- Adverting and Marketing
- Soda and Water Exclusivity

### **MOTION:**

Vice Chair Hime moved that we authorize the Executive Committee to move forward on these various contacts that are coming before us so they can be executed and moved forward making the State Fair happen. Director Chong seconded the motion. Discussion – None Chair Durfee asked for a roll call vote; Director Choi, yes; Director Chong, yes; Director DiMare, yes; Director Gbeh, yes; Director Mallel, yes; Director May, yes; Director Salinas, yes; Vice Chair Hime, yes; Chair Durfee, yes;. **Motion carried, unanimously.**

## 8. MATTERS OF INFORMATION

- a. Update on COVID-19 Emergency Support Provided by Cal Expo  
Chief Deputy Manager Martinez reported that we have been preforming in a support role since April 2 years ago. We are still supporting Sacramento County Health and their contractor Curative. To update we have moved Curative to parking lot A. This is still a drive through and seems to be working well for everyone involved.

- b. CEO Comments

Chief Deputy Manager Martinez commented that SB1007 will be heard in the Senate Go Committee and will get the hearing information to Board members. Also, American River Bridge widening is beginning to store equipment that will be used for this project in Lot A which during fair will be moved

- c. Directors Comments/Agenda Items for Future Meetings
  - Director Salinas commented that he senses that everyone is excited and eager to see a successful State Fair this summer and also excited and eager not to have as many COVID restrictions.
  - Director Choi stated that she is looking forward to working with everybody on this year's State Fair. Appreciates all of the updates from Tom and the team.
  - Director Chong would like to echo everyone comments. Glad to see the various events coming back and looking forward to State Fair.
  - Director DiMare commented that she is looking forward to State Fair and had a good meeting regarding the wine garden and looking forward to those changes.
  - Vice Chair Hime thanked Tom for his legislative update, thought it was great to hear about staff getting ready for State Fair. Thanked the public that was on the call this morning sharing their views on what we do and don't do and thanks Jess for your continued leadership.
  - Chair Durfee thanked everyone for responding to the survey for committee assignments. He tried to do his best. He has talked with Rick and Tom and due to COVID there hasn't been many committee meetings but we will start to have more committee meeting again in-person or on Zoom.
- d. Next Board Meeting – **March 25, 2022** (Subject to change due to COVID-19 emergency)
- e. Other, if any

**ADJOURNMENT  
MOTION:**

Chair Durfee called for a motion to adjourn this Board meeting. Motion was moved by Vice Chair Hime and seconded by Director Chong. Discussion – None **All in favor, motion passes unanimously.**

The Board of Directors meeting was adjourned at 11:07 a.m.



**Meeting Minutes of the  
California Exposition & State Fair  
Cultural Advisory Council**

Held

Thursday November 18, 2021, at 5:30 p.m.

Via teleconference originating at

California State Fairgrounds

1600 Exposition Blvd.

Sacramento, California 95815

**Council Members Present**

Jag Nagendra, Chair

David Banuelos, Vice Chair

Dorian Almaraz, Member  
Twiana Armstrong, Member  
Delgreta Brown, Member  
Denise Carter, Member

Stephanie Foster, Member  
Edward Lewis, Member  
Cha Vang, Member  
Jerry Yamashita, Member

**Council Members Absent**

Debora Richardson-Brister, Member  
Rung Fang Hsu, Member

Anita R. Johnson, Member  
Susan Knutson, Alternate Member

**Board and Staff Present**

Erin Choi, Board Member Liaison  
Rick Pickering, CEO-General Manager  
Tom Martinez, Chief Deputy General Manager  
Sue O'Brien, Recording Secretary

This notice is also available on the Internet at: [www.CalExpoStateFair.com](http://www.CalExpoStateFair.com)

## MINUTES

- 1) **CALL TO ORDER** – The meeting was call to order at 5:32 p.m. by Chair Nagendra
- 2) **ROLL CALL** – Role was taken and a quorum was present. Council Members Richard-Brister, Hsu, Johnson, Mateo, Nou and Knutson were not present. Council Members Mateo, Nou and Knutson asked to be excused.

**MOTION:**

Chair Nagendra asked for a motion to excuse Council Members Mateo, Nou and Knutson. Motion was moved by Councilmember Lewis and seconded by Councilmember Almaraz. **All in favor, motion carries unanimously.**

- 3) **INTRODUCTION OF GUESTS & STAFF**

Visitor Cheryl Howard representing the Sacramento Cultural Hub Foundation and the SOL Project.

- 4) **MINUTES OF PREVIOUS MEETINGS**

- a) Approval of Council Meeting Minutes from October 21, 2021

**MOTION:**

Chair Nagendra asked for a motion to approve the meeting minutes from October 21, 2021. Councilmember Almaraz moved the motion and Councilmember Carter seconded the motion. Discussion: Councilmember Lewis inquired about CEO Pickering’s mention of a retreat. Was it for the CAC or Board Members? Chief Deputy General Manager Martinez explained that it was a planning retreat for the Board Member of Cal Expo State Fair. **All in favor, motion carries unanimously.**

- 5) **NEW BUSINESS**

- a) Election of Chair

Chair Nagendra called for floor nominations for the Cultural Advisory Council Board Chair for 2022. Councilmember Almaraz nominated David Banuelos for Board Chair. There were no other floor nominations, nominations were closed. Councilmember Banuelos declined the nomination as it will conflict with another meeting that he will be attending. Chair Nagendra reopened floor nominations for the Cultural Advisory Council Board Chair for 2022. Councilmember Lewis nominated Councilmember Armstrong for Board Chair. There were no other floor nominations, nominations were closed. Councilmember Armstrong accepted the nomination of Chair for the Cultural Advisory Council for 2022.

**MOTION:**

Chair Nagendra asked for a motion to accept Twiana Armstrong nomination for the Cultural Advisory Council. Councilmember Almaraz moved the motion and Councilmember Lewis seconded the motion. **All in favor, motion carries unanimously.**

b) Election of Vice Chair

Chair Nagendra called for floor nominations for the Cultural Advisory Council Board Vice-Chair. Vice-Chair Banuelos nominated Stephanie Foster. No other floor nominations, nominations were closed. Councilmember Foster declined the nomination as she will be ending her term at the end of the year due to moving out of state. Chair Nagendra reopened floor nominations from the floor. Councilmember Carter nominated Councilmember Brown. There were no other floor nominations, nominations were closed. Councilmember Brown accepted the nomination of Vice-Chair for the Cultural Advisory Council for 2022.

**MOTION:**

Chair Nagendra asked for a motion to accept Delgreta Brown nomination for the Cultural Advisory Council. Councilmember Armstrong moved the motion and Councilmember Lewis seconded the motion. **All in favor, motion carries unanimously.**

c) Setting Meeting Dates for 2022

The CAC group decided that the 3<sup>rd</sup> Thursday at 5:30 p.m. still works for everyone.

**6) STAFF & MEMBER UPDATES**

a) Cal Expo Updates

CEO Pickering reported out that Cal Expo-State Fair had a Board Retreat in October with its Board Member. Director Choi gave a great report to the Board acknowledge this group and all of the hard work and engagement everyone has contributed. Pickering reported that the retreat went very well. The Board decided not to do the State Fair Gala as Cal Expo is very short staffed and to do something different to recognize the Agriculturalist of the Year and other awardees.

Normally during Thanksgiving weekend the Hmong Festival is celebrated at Cal Expo. Due to COVID this hasn't happened for the past 2 years and they are planning to return in 2022. It has been suggested to try and incorporate portions of the Hmong Festival into State Fair. The young dance groups that preformed at the Hmong Festival would be a welcomed addition to our Community Stages. A few other programs are schedule to return. The Gospel Fest, Out at the Fair and the 3<sup>rd</sup> Annual Youth Mariachi program to name a few.

Imaginarium Light Show will be starting this Friday in Lot 26. This is the same promoter that produced Global Winter Wonderland. Due to COVID she was not able to get her materials and workers from China.

Good news, the Governor and Legislators approved \$12 million in operating support for Cal Expo and \$10 million in Sustainability funds. At this point in time this is one time monies.

Congratulations to Twiana and Delgreta as our new leadership.

Vice Chair Banuelos asked for an update on lighting or Wi-Fi infrastructure. Chief Deputy General Manager Martinez stated that Cal Expo hasn't received the monies we were legislatively promised. So we are a little stuck as Cal Expo can't contract unless we have that monies in the bank.

**7) MATTERS OF INFORMATION**

a) Public Comments Matters not on the Agenda

b) Members Comments Matters not on the Agenda

Councilmember Foster stated that she will be moving to San Antonio TX. Next year and will have to resign her seat.

Chair Nagendra stated that it was an honor to be Chair for the CAC 2021. Even though we haven't been able to meet in person, I can see all of you and there is that connection. It is good that we built that connection before COVID and it's not like we were trying to build a connection during COVID. That is one benefit I saw. I am thankful for everyone's support. I am here and will continue to support the CAC. Twiana and Delgreta you know my email and phone number, just let me know what you need and I'm here to do whatever you need me to do.

c) Next Cultural Advisory Council Meeting **January 20, 2022.**

**8) ADJOURNMENT**

The Cultural Advisory Council Meeting was adjourned at 6:21 p.m.



**California Exposition & State Fair**  
**AMENDED 03-24-2022**  
**SERVICE CONTRACTS**

**February 26, 2022 – March 25, 2022**  
**From \$15,000 to \$99,999 (rounded) Requiring Notification**

<b>Contractor</b>	<b>Amount</b>
<b>July 17 – TBA</b> <ul style="list-style-type: none"> <li>• 2022 State Fair Big Name Concert</li> </ul>	<b>\$50,000</b>
<b>July 28 – TBA</b> <ul style="list-style-type: none"> <li>• 2022 State Fair Big Name Concert</li> </ul>	<b>\$85,000</b>
<b>July 30 – TBA</b> <ul style="list-style-type: none"> <li>• 2022 State Fair Big Name Concert</li> </ul>	<b>\$37,500</b>
<b>Nine13 Productions, LLC</b> <ul style="list-style-type: none"> <li>• 2022 State Fair Grounds Acts and Entertainment Services</li> <li>• Term: March 15, 2022 – August 14, 2022</li> </ul>	<b>\$34,000</b>
<b>United Rentals, North America</b> <ul style="list-style-type: none"> <li>• Portable toilet rental services</li> <li>• Term: April 1, 2022 or upon approval–March 31, 2024 (2 years)</li> </ul>	<b>\$43,150/yr.</b>
<b>Darby Flynn Consulting</b> <ul style="list-style-type: none"> <li>• 2022 State Fair Special Events Coordinator</li> <li>• Term: March 25, 2022 – August 14, 2022</li> </ul>	<b>\$75,000</b>

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

<b>Contractor</b>	<b>Amount</b>
<b>Un/common</b> <ul style="list-style-type: none"> <li>• Advertising Services</li> <li>• Term: March 25, 2022 – March 24, 2025 (3 years)</li> </ul>	<b>\$504,000</b>  (\$168,000 2022/23) (\$168,000 2023/24) (\$168,000 2024/25)
<b>July 15 – TBA</b> <ul style="list-style-type: none"> <li>• 2022 State Fair Big Name Concert</li> </ul>	<b>\$100,000</b>
<b>Fun and Food, Inc.</b> <ul style="list-style-type: none"> <li>• Monorail operation and maintenance services</li> <li>• Term: March 28, 2022 – March 27, 2023 (1 year)</li> </ul>	<b>\$132,500</b>

<b>SPONSOR / REVENUE AGREEMENT</b>	
<b>PepsiCo</b> <ul style="list-style-type: none"> <li>• 2022-2026 State Fair Exclusive Beverage Sales Sponsor</li> <li>• RFP issued - Notice of Intent to Award</li> <li>• Term: May 1, 2022 – April 30, 2026</li> </ul>	<b>Beverage Pouring Rights &amp; Vending</b>  <b>\$165,861/yr.</b> <b>(5 year value)</b>

**Upcoming Solicitations (estimated through May 2022)**

**Invitation for Bid (IFB)**

- Tables and Chairs rental services (March)
- State Fair Golf cart rental services (April)
- State Fair Trailer rental services (April)
- State Fair Tent and Canopy rental services (April)
- State Fair Power sweeping services (April/May)
- State Fair Lodging for Wine and Livestock Judges (April/May)
- State Fair Concert Stage Theatrical Lighting services (April)
- State Fair Concert Stage Video services (April)
- State Fair Concert Stage Sound services (April)

California Exposition & State Fair

PURCHASE ORDERS

February 26, 2022 – March 25, 2022

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

Vendor / Merchant	Amount
<b>Keep It Simple</b> <ul style="list-style-type: none"><li>• Replace failing network back-up equipment and maintenance service.</li></ul>	<b>\$58,318</b>

**NEW BUSINESS**

State of California

California Exposition & State Fair  
1600 Exposition Boulevard  
Sacramento, CA 95815  
Tel: (916) 263-3061  
Fax: (916) 263-3304

## MEMORANDUM

**Date:** March 17, 2022  
**To:** Board of Directors  
California Exposition & State Fair  
**From:** Rick K. Pickering, Chief Executive Officer  
**Subject:** Watch & Wager, LLC - Request for Extension of Agreement No. 19-0799

### WATCH & WAGER, LLC - HARNESS RACING

In August of 2012, Cal Expo entered into a Revenue Generating Agreement with Watch and Wager, LLC (W&W) to operate a harness meet at Cal Expo. The term of the Agreement was August 2012 through May 2017. The Agreement included an option to extend, yet no specific extension period was outlined. In May of 2016, the Board extended the contract with Watch and Wager to May of 2022. Then in September of 2019 the Board approved another contract extension through May 1, 2025. Contract extensions were tied to financial enhancements provide to Cal Expo by W&W.

### FINANCIAL AND OPERATIONAL CONTRIBUTIONS

Over almost 10 years W&W has paid Cal Expo \$2,710,924 in rent, commissions and reimbursables. Additionally, Cal Expo has received \$1,534,005 in rent from harness racing horsemen that reside in the horseman's trailer park during this same 10 years. W&W's partnership also brings ancillary revenue to Cal Expo such as food and beverage sales in the Grandstand. W&W has also partnered with Cal Expo on several projects to improve the Grandstands, racetrack and barn area, a sampling includes:

- Contributed \$100,000 toward the purchase and installation of a new inside racing rail.
- Paid more than \$100,000 to upgrade satellite equipment in the Grandstand to HD.
- Loan of W&W track equipment to Cal Expo to annually help prepare Cal Expo's Horse Arena & Rodeo Arena for use.
- Track maintenance and improvement (grading, chemical testing, soil amendments, etc.)
- Enhanced control of access to the barn area.
- Increased surveillance and security cameras in the barn area.

## WATCH & WAGER, LLC – PROPOSED EXTENSION

While W&W's contract is set to end on May 1, 2025, Section 2 of the Agreement allows for a 5-year mutually agreed upon option. W&W is respectfully requesting that the 5-year extension option be executed and that the new ending date of the contract be May 1, 2030.

In consideration of this extension, W&W is proposing higher rental rates as follows:

- 1) Effective May 1, 2022, the new rate would be \$2,500 per race day (an increase from the current \$1,800 per race day rate.)
- 2) Effective May 1, 2025, the new rate would be \$3,000 per race day.

**Note:** W&W, as the only Harness Racing operation west of the Mississippi, runs roughly 50 days (nights) of live racing between November and May of each year. Additionally, W&W has not had a horse death since a 5-year old horse expired in the barn area in March of 2014.

Currently, Section 34 of the Agreement provides Cal Expo with an option to cancel upon 6-month notice, should Cal Expo choose to use its premises for live horseracing. The language reads as follows:

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

All other terms of the existing Agreement would remain the same.

## RECOMMENDATION

Staff respectfully recommends consideration and approval of W&W's request for an extension at this time. The extension will maintain and secure an ongoing revenue stream at the racetrack and barn area through May 1, 2030, and Cal Expo retains the option to cancel the Agreement upon 6-month notice.

State of California

California Exposition & State Fair  
1600 Exposition Boulevard  
Sacramento, CA 95815  
Tel: (916) 263-3276

**MEMORANDUM**

**Date:** March 21, 2022

**To:** Board of Directors  
California Exposition & State Fair

**Via:** Rick Pickering, CEO  
California Exposition & State Fair

**From:** Tom Martinez, Chief Deputy General Manager  
California Exposition & State Fair

**Subject:** Cultural Advisory Council Applicant Recommendations

This report provides a background on the establishment of the Cultural Advisory Committee (CAC), their role, and several recommendations of the Cal Expo Cultural Advisory Council Board Liaisons.

**BACKGROUND**

The California State Law, Food and Agriculture Code Sect, 3316 provides that..."The Board may appoint advisory committees. Advisory committees may provide information and advice to the Board with respect to the operations and management of the California Exposition & State Fair or such other matters as the Board deems appropriate."

The CAC was established in 2002 by the Board of Directors to enhance the outreach efforts of the Board and staff in the cultural communities throughout the State; to advise the Board on matters pertaining to the multi-cultural programs related to education, entertainment and other activities at the annual California State Fair and to support Board objectives to showcase a broad range of multi-cultural activities during the annual State Fair, as well as throughout the year at Cal Expo.

## **CRITERIA, SELECTION, and TERM**

Members of the Cultural Advisory Council are intended to be leaders from diverse cultural communities throughout California and serve at the pleasure of the Cal Expo Board of Directors.

Upon selection by the Board, a member will serve one term of 2-years. Upon completion of that term, a member will have the opportunity to apply for reappointment by the Board to the Cultural Council for up to two additional, consecutive terms of 3-years each.

When a member serves a total of eight consecutive years (or three terms), that member must have one year of absence before applying for one final term of 2-years. In requesting reappointment, either after the first term or after the break in service, a member must submit a letter and updated resume to the Cal Expo Board by the application deadline established for any potential new members.

## **NEW ADVISORY MEMBER APPOINTMENT**

All potential new members are required to fill out an application form and follow all procedures established by the Cal Expo Board of Directors.

The maximum number of members on the Cultural Advisory Council shall be no more than 18, which includes two alternates. In the event of a member departure (resignation, death, removal, disqualification or for any other cause), an approved alternate in good standing will be given first consideration to fulfill the remaining term of any departing Council Member. At the end of the unfulfilled term for which the alternate has served, it will be the option of the alternate to continue serving in the completion of the unfulfilled term.

If there are no departures during the scheduled term, the approved alternate(s) in good standing will receive first consideration for appointment to the Council during the next term.



## **BOARD RECOMMENDATIONS**

Cal Expo Cultural Advisory Council Board Liaison, Sonney Chong and Erin Choi, interviewed candidates and recommend the following individuals for approval as members to the Cultural Advisory Council:

Member – Lio C. Saephan  
Director, Human Resources  
Fair Oaks Recovery Center  
*First 2 Year Term*

Member – Jeanelle N.Loui  
Office Manager  
Office of the California Lieutenant Governor  
*First 2 Year Term*

The following Members, after their first 2-year term, are being recommended for renewal:

Rung Fang Hsu  
*First 3 Year Term*

Danny Vang  
*First 3 Year Term*

Susan Knutson – Alternate  
*First 3 Year Term*

The following Members, after their first 3-year term, are being recommended for renewal:

Twiana Armstrong  
*Second 3 Year Term*

Denise Carter  
*Second 3 Year Term*

Jag Nagendra  
*Second 3 Year Term*

**OLD BUSINESS**

# VERBAL REPORT