



# NOTICE OF MEETING

*Solano County Fair Association*

## Monthly Meeting of the Board of Directors

*to be held*

**Wednesday, October 20, 2021, at 6:00 pm**

### **Zoom Meeting Log-in information:**

**Topic:** SCFA Monthly Board Meeting

**Time:** Wed, Oct 20, 2021 6:00 pm

**Join Zoom Meeting:**

<https://us02web.zoom.us/j/88495338742?pwd=YnNBQnpBcVQra3FVdEFxNzFWU3hrUT09>

**Meeting ID:** 884 9533 8742

**Passcode:** 612301

**Dial in:** 669 900 9128

### **Directors**

Lee Williams, President  
Valerie Williams, Treasurer  
Kari Birdseye, Director

Norma Placido, Vice-President  
Manuel Angel, Director

**Time: October 20, 2021, at 6:00 pm**

In accordance with Governor Gavin Newsom's March 12, 2020, Executive Order N-25-20, and AB 361, the Solano County Fair Association Board Directors may attend this meeting telephonically without public notice of or access to their teleconference location.

239 days until the **2022 Solano County Fair** Thursday, June 16 – Sunday, June 19 2022



### **Staff, Counsel & Key Volunteers**

Mike Ioakimedes, Executive Director & Chief Executive Officer  
Stephen Hales, Operations Manager  
Kim Alexander-Yarbor, Deputy County Counsel  
Jill Kant, Finance/HR Administration  
Kelly Fletcher, Livestock Superintendent

### **Our Mission**

*To ensure a positive experience for the public by providing a year-round multi-purpose venue that showcases and celebrates the wide variety of resources and activities to our diverse communities.*

### **Matters of Information.**

*The Solano County Fair Association does not discriminate against persons with disabilities. If you wish to attend this meeting and you will require assistance to participate, please call the Fair Association's Administration Office at (707) 551-2000 at least 24 hours in advance of the meeting to make reasonable arrangements to ensure accessibility to this meeting.*

*Non-confidential materials related to an item on this Agenda submitted to the Board after distribution of the agenda packet are available for public inspection at the Solano County Fair Association's Administration Office, 900 Fairgrounds Drive, Vallejo, California or at the Solano County Government Center, 675 Texas Street, Fairfield, California. These materials may also be viewed on the Solano County Fair Association's website at [www.scfair.org](http://www.scfair.org).*

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### **AGENDA**

#### **Board Meeting**

**Wednesday, October 20, 2021, 6:00 pm**

- 1. CALL TO ORDER** – (Presenter- Chair / President Williams – Items 1-6) – 10 minutes  
*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. PLEDGE OF ALLEGIANCE**
- 3. ROLL CALL**



**4. CHANGES TO OR DELETIONS FROM THE AGENDA**

**5. APPROVAL OF THE AGENDA**

**6. PUBLIC COMMENT**

*This is your opportunity to address the Board on a matter not listed on the Agenda, but it must be within the subject matter jurisdiction of the Board. Comments are limited to 3 minutes per speaker.*

**7. REAPPOINTMENT OF DIRECTOR LEE WILLIAMS– (Presenter- Chair / President Williams) – 5 minutes**

- a. Recognize the re-appointment of Lee Williams (Solano County Board of Supervisors, 9/28/21 meeting) to the Solano County Fair Association Board of Directors, representing District 5 (SCFA Seat D5-3). Director Lee William’s term expires on August 1, 2025.

**ACTION:** None needed.

**8. REVIEW OF MINUTES OF BOARD MEETINGS– (Presenter- Chair / President Williams) – 5 minutes**

- a. Regular Meeting of Wednesday, September 15, 2021
- b. Special Meeting of Tuesday, September 28, 2021

**ACTION:** Discussion and possible approval of submitted minutes for the regular SCFA Board meeting of September 15, 2021, and Special Board Meeting of Tuesday, September 28, 2021.

**9. CORRESPONDENCE – (Presenter-Staff – ED Mike) – 5 minutes**

- a. CDFA – Required Construction Inspections
- b. 2022 State Rules Meeting
- c. Correspondence from Lake Drake Dog Show
- d. Rep. Panetta’s Agricultural Fairs Rescue Act
- e. PPP Round 2 WestAmerica Preliminary Forgiveness Notification
- f. President Lee Williams reappointment Letter

**ACTION:** Information Only unless Board directs staff to act.

**10. SCFA 2021 STRATEGIC PLANNING SESSION – (Presenter- Chair / President Williams) – 15 minutes**

- a. Update on 2021 SCFA Strategic Planning Session efforts including choosing planning session date.

**ACTION:** Board may consider and act on choosing a date for the 2021 planning session.



**11. COMMITTEE ASSIGNMENTS**– *(Presenter-Committee Chair V. Williams)-15 minutes*

- a. Board discussion on 2021-2022 SCFA Committee Assignments

**ACTION:** None. Information Only

**12. COMMITTEE REPORTS**

- a. Livestock & Exhibits Committee

**ACTION:** None. Information Only

- b. Entertainment Committee

**ACTION:** None. Information Only

- c. Hospitality Committee

- i. Continued discussion on possible year-end employee and Board recognition event.

**ACTION:** None. Information Only

- d. Finance Committee – *(Presenter-Committee Chair V. Williams)-15 minutes*

- ii. Chair V. Williams’ report on the 10/14/21 Finance Committee Meeting

- 1. Review of 2021 SCFA September 30, 2021, Financial Statements
    - 2. Update on 2021 SCFA Audit.

- ii. Finance Committee recommendation to approve the September 30, 2021, SCFA financial statements as presented.

**ACTION:** Discussion and possible action on the September 2021 SCFA Financial Statements.

**13. 2022 SOLANO COUNTY FAIR and 2022 YOUTH AG DAY PLANNING WORKGROUP-** *Presenter-Staff – ED Mike) – 20 minutes*

- a. 2022 Fair Theme
- b. Other workgroup members in addition to SCFA Board?
- c. Meeting schedule for the 2022 Solano County Fair / Youth Ag Day Planning Workgroup

**ACTION:** Board may act on approving the 2022 Solano County Fair theme, expanding the workgroup membership beyond the Board, and establishing a meeting schedule for the 2022 Solano County Fair / Youth Ag Day Planning Workgroup





**14. UPDATE ON MASS VACCINATION CLINIC RE-ACTIVATION**

**ACTION:** Information only

**15. EXECUTIVE DIRECTOR / STAFF REPORT – (Presenter-Staff-ED Mike) - 5 minutes**

- a. Facilities Update
  - a. Continuing work on new Fiber network
  - b. New phone system update
- b. Update on Facility Rental activity

**ACTION:** Information only

**16. CLOSED SESSION – (Presenter - Kim Alexander-Yarbor, Deputy County Counsel) -**

- a. CONFER WITH OR RECEIVE ADVICE FROM LEGAL COUNSEL- ANTICIPATED LITIGATION  
(California Government Code Section 54956.9(b)) -- 3 cases.

**17. PRESIDENT’S REPORT - (Presenter- Chair / President Williams) – 5 minutes**

**ACTION:** Information only.

**18. DIRECTORS COMMENTS ON NON-AGENDIZED ITEMS – (Presenter- Chair / President Williams) – 5 minutes**

**19. ADJOURNMENT – (Presenter- Chair / President Williams) – 1 minute**

Adjourn the meeting until the Regular Meeting of the SCFA Board of Directors on Wednesday, November 17, 2021, at 6:00 pm.

**Date of Notice: Friday, October 15, 2021**



**SOLANO COUNTY FAIR ASSOCIATION**  
**MINUTES FOR REGULAR MEETING OF BOARD OF DIRECTORS**  
**Wednesday,**  
**September 15, 2021**

Minutes of the regular meeting of the Solano County Fair Association's Board of Directors held on September 15, 2021, at 6:00 pm. In accordance with Governor Gavin Newsom's March 12, 2020, Executive Order N-25-20, Solano County Fair Association Board Directors, attended this meeting telephonically with President Lee Williams presiding.

1. **CALL TO ORDER** – President Williams called the meeting to order at 6:03 pm.

2. **PLEDGE OF ALLEGIANCE:** The Pledge of Allegiance was led by Director Angel.

3. **ROLL CALL - DIRECTORS PRESENT:**

This was a hybrid meeting with some Board members / staff attending in person and some Board members / staff attending virtually via Zoom.

Lee Williams, President (virtual), Vice-President Norma Placido, (virtual) Valerie Williams, Treasurer, (virtual) Director Manuel Angel, (virtual).

**DIRECTORS ABSENT:** Kari Birdseye, (excused)

**OTHERS PRESENT:** Mike Ioakimedes, ED / CEO; (in person) Stephen Hales, Operations Manager; (in person) Kim Alexander-Yarbor Deputy County Counsel (virtual), Kelly Fletcher, Livestock Superintendent; (virtual) Magen Yambao, Solano County Senior Management Analyst (virtual)

4. **CHANGES OR DELETIONS FROM THE AGENDA:** None

5. **APPROVAL OF THE AGENDA:**

**Action:** It was moved by Director Angel and seconded by Director Placido to approve the agenda as presented. The motion was carried unanimously.

6. **PUBLIC COMMENT:**

**Tim McMahon** – A resident of the Sacramento area for 8 ½ years. Has been to hundreds of gun shows. Existing laws, including background checks and 10-day waiting period, mean gun shows have stricter regulations than gun stores. Gun Shows play an important role in gun safety education. McMahon shares in the desire to reduce gun violence. Criminals obtain guns through illegal sources. McMahon strongly urges SCFA Board to reverse previous action.

**Darren Bedwell** – A Elk Grove resident. Gun Shows are great gun safety educational opportunities. Gun Shows are very family friendly and bring people together that have a common interest. There are no “loopholes” in gun show laws or regulations. Very disappointed in the SCFA’s Board action.

**Carlene** – A resident of Galt. Reiterate what Tim McMahon said. Lots of folks go to gun shows for educational opportunities. Has spoken to many women who have said that gun shows are great opportunities for women and children to learn about gun safety. It is a disservice to ban gun shows. The public pays taxes to sue the fairgrounds just for this type of activity. Disappointed that the SCFA Board felt that they needed to ban gun shows.

**Michael Lineback** – Grew up going to gun shows where he learned about gun safety. Gun shows are less intimidating than gun stores. Gun shows are a very welcoming environment. The gun community takes gun safety seriously. There are no gun show “loopholes”. Gun shows are no different than any other trade show. This is a First Amendment right issue.

**Pat Curtain** – Retired California Highway Patrol Sargent and a member of the California Rifle & Pistol Association, supports all that has been said. Disappointed that law abiding citizens have their rights taken away. Please reverse your decision.

**Adam McInerny** – A vendor and gun dealer for over 12 years. Lots of first timers come to gun shows looking for guidance. Vallejo gun shows are very safe. Gun shows help the local economy - staying in hotels, buying gas and food.

**Arnie Cramer** – From Red Bluff and a member of California Rifle & Pistol Association. Agrees with previous speakers. Extremely disappointed. Hopes the SCFA Board will reverse their decision.

**Tara Hume** – A resident of Citrus Heights. There are lots of rights being restricted, the right to assemble and the Second Amendment. Father and son enjoy going to gun shows, same as going to dog shows. Wholesome fun.

President Williams asked if there was anyone else that would like to address the Board. Williams reminded speakers that no action would be taken at this meeting.

**Don** – A resident of the Sacramento area. Attends gun shows with his family. Gun shows are like fishing shows. Promoting healthy outdoor activities. This ban is going to stop me from coming to your area and spending money. Banning gun shows are hurting families. There is nothing bad going on at gun shows. Your action is an infringement on our right to assemble.

What will the process be to reverse the Board’s decision?

President Williams responded that the Board will be discussing this issue in the near future. All of the speakers are invited to attend that meeting.

## **7. REVIEW OF MINUTES OF BOARD MEETINGS:**

- a. Regular Meeting of Monday, August 30, 2021
- b. Annual SCFA Board Meeting held on Monday, August 30, 2021

c. Special Meeting of Monday, August 9, 2021

ED Ioakimedes reported that Director Birdseye had emailed staff asking that the following language be added to the minutes from the August 9<sup>th</sup> Special Meeting

*In the August 9th meeting minutes, please include the bolded quote below as what I agree with Sen. Dodd*

*"I'm a hunter myself, but California shouldn't be in the business of renting state property to sell guns," said Dodd. **"We cannot in good conscience contribute to a problem that threatens the safety of every community."***

**Action:** It was moved by Director Placido and seconded by Director Angel to accept the minutes from the Regular meeting of August 30<sup>th</sup> and the Annual Meeting of August 30<sup>th</sup> as presented, and to accept the minutes of the Special Meeting of August 9<sup>th</sup> with Director Birdseye's additional language. The motion was carried unanimously.

## 8. CORRESPONDENCE

President Williams asked ED Ioakimedes to walk through the correspondence.

a. CDFA Targeted Support Program

ED Ioakimedes reported that staff had applied for funding under this program.

b. SCFA Board Vacancy correspondence to Board of Supervisors

ED Ioakimedes reported that letters had been sent, via both email and USPS, to each member of the Board of Supervisors informing them of the vacancies in their respective districts. Ioakimedes informed the Board that he had already received replies from the offices of three Supervisors.

Director Angel thanked ED Ioakimedes for sending the letters to the Board of Supervisors.

President Williams said that he had conversations with two interested individuals, interested in joining the SCFA Board, from District 4. Supervisor Mashburn is working on filling the remaining open seat in his district.

**Action:** None. Information only.

## 9. UPDATE ON SOLANO360

a. Staff update on 9/10/21 Solano360 Implementation Committee Meeting.

Staff provided an update on the 9/10/21 meeting including providing the Board with a tentative Solano360 Key Milestone Schedule which shows phase one groundbreaking occurring in August 2025.

President Williams asked if SCFA could have representation on the committee. Ioakimedes responded that membership was limited to elected officials, two Supervisors and two members of Vallejo City

Council. Working directly through the Supervisors that appointed current SCFA Board members, as well as working closely with the development team, might be the best way to ensure SCFA concerns are heard. Williams expressed concern that there be adequate trailer space designed into the new plans.

Director Angel said that this all sounds good. Exciting times for all involved.

**Action:** None. Information only.

#### **10. SCFA 2021 STRATEGIC PLANNING SESSION – (Presenter- Chair / President Williams) – 15 minutes**

- a. Staff update on 2021 SCFA Strategic Planning Session efforts.

ED Ioakimedes reported that staff had begun to work with the consultant including providing requested information and needed documents. The process is moving forward and on schedule to have the Strategic Planning session held sometime in the 4<sup>th</sup> quarter of this year.

President Williams reported that he hoped to have SCFA Board committee appointments ready to submit to the Board at the regular October meeting. Williams and Director Angel are the sub-committee working on this.

**Action:** None. Information only.

#### **11. COMMITTEE REPORTS**

- a. **Livestock & Exhibits Committee**

- i. **Staff to update Board on any issues related to Competitive Exhibits**

Chair V. Williams reported that there was nothing new to report. Williams asked Livestock Superintendent Fletcher for an update. Fletcher reported that work had begun on the 2022 Guidebook. Need the committee reformed so things can move forward.

President Williams asked if Fletcher needed help. Fletcher replied that she did not but was working with local ag folks in hopes of forming a volunteer group focused on fair livestock activities.

Chair V. Williams wants to recruit non-Board members to committee – expand committee / workgroup to include others.

**Action:** None taken. Information only.

- b. **Entertainment Committee**

Director Angel reported that there was nothing to report. Angel would like to stay on this committee. Would like to bring new events to the fairgrounds. New infrastructure equals more opportunities to work with new technologies.

**Action:** None taken. Information only.

- c. **Hospitality Committee**

President Williams said that it was his intention that Vice-President Placido continue as chair of the Hospitality Committee. Perhaps in December a past Board and employee recognition party. Vice President Placido thought that was a wonderful idea. Perhaps a BBQ lunch. President Williams told Placido to pick another Board member to work with her and get together with staff.

**Action:** None taken. Information only.

**d. Finance Committee**

**i. Chair V. Williams' report on the 9/14/2021 Finance Committee Meeting**

The Finance Committee had met on 9/14 and there was a quorum of committee members present.

**1. Review of 2021 SCFA August 31, 2021, Financial Statements**

Chair Williams had reviewed the financial statements and asked ED Ioakimedes to give a brief overview of any important changes.

Ioakimedes reported that YTD Total Revenue was at \$2,400,699 an increase of 74% over same period last year. YTD Total Expenses were \$1,898,542 an increase of 42% over same period last year. The net profit for the month of August 2021 was \$75,491. Much of the YTD increase in both revenue and expenses were due to the mass vaccination clinic operation. August statements reflect almost all the 2021 Fair revenue and expense activities. August is the second month that the Six Flags parking lot agreement revenue is posted.

**Fair** – Fair activity was limited to receiving the last sponsorship revenue and posting the last of the bank charges. There is still one outstanding fair invoice that has not been received yet.

**Ag Day** – There was no significant activity in the Ag Day department.

**Facility Rentals** – Both Revenue and Expenses are down due to pandemic conditions, but with the closure of the mass vaccination clinic combined with the reopening of the economy on June 15<sup>th</sup>, Facility Rental activity is seeing a bit of an upswing. During the month of August SCFA hosted a quinceanara as well as a jaripeo. Facility Rentals show \$73,477 in gross sales for the month of August with a monthly profit of \$27,148 and a YTD profit of \$71,898.

**Solano Race Place** – Continues to show strong numbers. Reduced patron capacity has been lifted as of June 15<sup>th</sup>. Revenue is up 37% over same time last year. Expenses are down 13% due to pandemic related reduction of number of YTD operation days. It should be noted that there were three pay periods in August driving up labor costs. Race Place shows a monthly profit for August of \$5,736 and a YTD profit of \$258,586.

**Leases/Enterprise** – Revenue tracking closely with prior year. Expenses are up significantly due to changes in overhead allocation ratios. Additionally, there were significant repairs required to both the water supply and sewer systems. The annual Six Flags parking lease payment was received in July. This

revenue is posted in each of the last six months of the year. Leases/Enterprise shows a monthly profit of \$58,547 and a YTD profit of -\$10,832.

**Electronic Sign** – Revenue continued to fall in August. Electronic Sign shows a monthly profit of \$-4,628 and a YTD profit of \$-7,547. Negative pandemic weight on overall economy impacting advertising sales. Staff is looking to supplement loss of long-term e-sign contracts with more short-term sign usage. The E-Sign required a significant improvement to its cooling system, driving up monthly expenses.

**Admin** – No significant activity to report except that there were 3 pay periods in August.

**Maintenance** – No significant activity to report except that there were 3 pay periods in August.

**Guest Safety** – No significant activity to report except that there were 3 pay periods in August.

**Other** – All the activity in this department reflects expenses and reimbursements related to the round one mass vaccination clinic operation. The last operational day of the round one clinic was May 27<sup>th</sup>, but emergency services retained control of Expo Hall and Expo Plaza until June 30<sup>th</sup>.

**Totals** – Total monthly net profit for SCFA operations on August 31, 2021, was \$75,491 with a YTD net profit figure of \$502,157.

President Williams had some questions related to the Balance Sheet specifically the outstanding pension liability. Perhaps these questions better asked later in the report? Chair V. Williams, yes.

**Action:** It was moved by Director Angel and seconded by Director Placido to accept the August 31, 2021, SCFA financial reports as presented. The motion was carried unanimously.

## **2. Update on Committee work on SCFA's draft Long Range Outstanding Pension Liability Repayment Plan**

Chair Williams reported that the committee continued to work on this issue. The only pension liability factor that SCFA has control over is the current PERSable payroll figure. That figure has decreased every year since 2015. Current percentage that SCFA PERSable payroll reflects as a part of the County's overall Misc. group is .2325%. Less than one quarter of one percent of the overall liability. President Williams will hold his pension questions until a later meeting.

**Action:** None taken. Information only.

## **3. Update on 2021 SCFA Audit**

Chair Williams asked ED Ioakimedes to update the Board on the 2021 Audit. Ioakimedes reported that the audit process is ongoing and nearly complete. All onsite work has been completed. Ongoing discussions as to moving forward should SCFA follow an annual or biannual audit cycle. Committee will report back to the Board once the current audit is completed.

**Action:** None taken. Information only.

## **12. 2022 SOLANO COUNTY FAIR AND YOUTH AD DAY PLANNING WORKGROUP**

- a. 2022 Fair Theme
- b. Other workgroup members in addition to SCFA Board?
- c. Meeting schedule for the 2022 Solano County Fair / Youth Ag Day Planning Workgroup.

ED Ioakimedes asked the Board how would they like to move forward?

Director Angel thought that the workgroup meetings could be folded into the regular Board meeting agenda. Uncertainty at the classroom level might make planning for a traditional Youth Ag Day difficult. Perhaps plan for a virtual Ag Day and a traditional Fair. Maybe best to separate the planning of the two events.

Director Placido supported separating the planning of Youth Ag Day from the Fair.

**Action:** None. Information Only.

## **13. UPDATE ON MASS VACCINATION CLINIC RE-ACTIVATION**

Staff provided an update on the round two of the mass vaccination clinic. Because the vaccine supply has stabilized the clinic has a set schedule to operate four days a week, Wednesday thru Saturday. The clinic will suspend operations the first week of November so that SCFA can host the Woofstock dog show, and the fourth week of November to observe the Thanksgiving holiday. The last clinic is scheduled for Saturday, December 18<sup>th</sup>.

The major difference between round one clinic and round two is that the round two clinic will have a smaller footprint allowing for SCFA events and 6 Flags activities.

**Action:** None. Information Only.

## **14. EXECUTIVE DIRECTOR / STAFF REPORT**

- a. Facilities Update
  - i. Continuing work on new Fiber network
  - ii. New phone system update

Operations Manager reported that the ongoing Fiber network installation project is moving along nicely. The Administration complex and Solano Race Place are completed, and work is now extending to Expo Hall and McCormack Hall. The work in Expo Hall is particularly needed as supporting the needs of the round two mass vaccination clinic. Extending the system into the Livestock complex is also on the workplan.

The new system will allow for a needed upgrade to SCFA's phone system as well as allowing for the addition of security cameras in the future.



Hales also reported that there had been significant issues with both the water supply and sewer lines. The age of the currents systems, combined with the almost 18 months of decreased activity during the pandemic, has left the systems vulnerable.

Both Gibson Hall (Solano Race Place) and the Electronic Billboard have needed to have significant repairs to their respective cooling systems.

Director Angel expressed how excited he was about the upgrades and the opportunities those upgrades will bring.

Director V. Williams wanted to confirm that the Livestock complex was included in the plans. Hales confirmed that it was.

b. Update on Facility Rental Activity

ED loakimedes reported facility rentals are beginning to pick up. Will be interesting to see how well facility rentals can be worked in while also hosting the mass vaccination clinic.

**Action:** None. Information Only.

**15. PRESIDENT'S REPORT**

President Williams noted that he hoped to have a draft of the committee assignments ready for the October meeting. Williams also would like to work directly with staff to review potential RV marketing possibilities.

**Action:** None taken. Information only

**16. DIRECTORS COMMENTS ON NON-AGENDIZED ITEMS**

Director Angel got a mailer at his home for an event "Just between Friends" to be held at the Sonoma County Fairgrounds. He will contact event promoter to see if there is any interest to bringing event to our fairgrounds. Deputy County Counsel Kim Alexander-Yarbor said that a similar event was being held in Vacaville. Alexander-Yarbor will forward that info on to Angel.

Director Placido wanted to thank Director Angel for service during his term as President of SCFA. Hats off to you Manny, you're the best!

President Williams also offered his thanks and congratulations to Angel for his outstanding work as SCFA President.

President Williams asked about the status of the existing management agreement. Staff reported that with the already held Solano360 Implementation Committee meeting, now waiting on the completion of the 2020 audit and then make a presentation to the Board of Supervisors.

President Williams wanted to thank everyone who participated in public comment.

**Action:** None taken. Information only

**17. ADJOURNMENT**

- a. It was moved by Director Placido and seconded by Director V. Williams that the meeting be adjourned until the Regular Board Meeting on Wednesday, October 20, 2021.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Mike", with a stylized flourish extending from the end.

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Mike Ioakimedes  
CEO / Executive Director



**SOLANO COUNTY FAIR ASSOCIATION**  
**MINUTES FOR SPECIAL MEETING OF BOARD OF DIRECTORS**  
**Tuesday,**  
**September 28, 2021**

Minutes of the regular meeting of the Solano County Fair Association's Board of Directors held on September 28, 2021, at 6:00 pm. In accordance with Governor Gavin Newsom's March 12, 2020, Executive Order N-25-20, some Solano County Fair Association Board Directors, attended this meeting telephonically with President Lee Williams presiding.

1. **CALL TO ORDER** – President Williams called the meeting to order at 6:02 pm.
2. **PLEDGE OF ALLEGIANCE:** The Pledge of Allegiance was led by Director V. Williams.
3. **ROLL CALL - DIRECTORS PRESENT:**

This was a hybrid meeting with some Board members / staff attending in person and some Board members / staff attending virtually via Zoom.

Lee Williams, President (virtual), Norma Placido Vice-President, (virtual), Valerie Williams, Treasurer, (virtual), Manuel Angel, (virtual) Director, Kari Birdseye, (virtual).

**DIRECTORS ABSENT:** None

**OTHERS PRESENT:** Mike Ioakimedes, ED / CEO; (in person) Stephen Hales, Operations Manager; (in person) Kim Alexander-Yarbor, Deputy County Counsel (virtual)

4. **CHANGES OR DELETIONS FROM THE AGENDA:** None
5. **APPROVAL OF THE AGENDA:**

**Action:** It was moved by Director Angel and seconded by Director Placido to approve the agenda as presented. The motion was carried unanimously.

6. **PUBLIC COMMENT:** None
7. **CLOSED SESSION** – *(Presenter - Kim Alexander-Yarbor, Deputy County Counsel) -*

- a. EMPLOYMENT OF CHIEF EXECUTIVE OFFICER-ANNUAL REVIEW (California Government Code Section 54957(b))*

**Action:** It was moved by Director Angel and seconded by Director Placido to move into closed session. The motion was carried unanimously.

**Action:** It was moved by Director Angel and seconded by Director Placido to move out of closed session. The motion was carried unanimously.

Deputy County Counsel Kim Alexander-Yarbor reported that the Board had voted in favor of extending the employment agreement of Executive Director / CEO Mike Ioakimedes for one year. Contract pending review by Ioakimedes. Compensation to remain the same. Additional terms added not related to compensation.

**8. ADJOURNMENT**

- a. It was moved by Director Placido and seconded by Director Angel that the meeting be adjourned until the Regular Board Meeting on October 20, 2021.

Respectfully submitted,



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Mike Ioakimedes  
CEO / Executive Director



CALIFORNIA DEPARTMENT OF  
FOOD & AGRICULTURE

Karen Ross, Secretary

September 22, 2021

F2021-08

TO: All Fairgrounds

SUBJECT: Required Construction Inspections

This letter is a reminder that construction plan review and construction inspections by a state designated authority are required for all construction projects at state District Agricultural Associations (DAAs), as well as construction projects at county and citrus fairgrounds that have any component of state funding.

State funds include, but are not limited to, monies from the Fair and Exposition Fund, the General Fund, California Authority of Racing Fairs programs, funds generated by the DAA, or other state appropriations. In addition, projects at DAAs supported with fair foundation/non-profit organization funds will require construction plan review and inspection.

The two state designated entities that can provide the required plan reviews and inspection services for fairs are the Department of General Services (DGS) and the California Fairs Financing Authority (dba California Construction Authority (CCA). CCA and DGS serve as the project field representatives and monitor projects for compliance with applicable codes and laws.

California Building Code, Section 105.1, requires any owner, or authorized agent, who intends to construct, enlarge, alter, repair, move, demolish or change occupancy of a building or structure, or to erect, install, enlarge, alter, repair, remove, convert or replace any electrical gas, mechanical or plumbing system, the installation of which is regulated by this code, or to cause any such work performed, shall first obtain the required plans and approvals.

To comply with this requirement, California fairs must:

**Requirements for DAAs**

- State funded projects: Construction plan review and construction inspections are required for all projects at DAAs.



- Non-state funded projects: Construction plan review and construction inspections are required for all projects at DAAs including those constructed fully, or partially, with donations and/or other non-state sources of funds or volunteer labor.
- Fair foundation/non-profit funded projects: Construction plan review and construction inspections are required for all projects at DAAs that are constructed fully, or partially, with funds or volunteer labor from the fair's non-profit foundation.

#### **Requirements for County Fairs**

- State funded projects: Construction plan review and construction inspections are required for all projects with state funding at county fairgrounds.
- Non-state funded projects: County fairs may, at their option, utilize CCA or a local authority to provide inspection services.

#### **Requirements for Citrus Fairs**

- State funded projects: Construction plan review and construction inspections are required for all projects with state funding at citrus fairgrounds.
- Non-state funded projects: Citrus fairs may, at their option, utilize CCA or a local authority to provide inspection services.

Construction plan review and inspection services are required as a benefit to the fairs to protect them from liability and to assist in achieving successful projects. If your fairgrounds is considering a construction project you should contact CCA or DGS in advance to arrange for plan review approval and construction inspection services.

If you have any questions about construction inspections services, please contact CCA's Executive Officer, Randy Crabtree at (916) 570-3044 or email at [rcrabtree@ccaauthority.org](mailto:rcrabtree@ccaauthority.org). You can also contact CCA's Project Manager, Michael Sellens at (916) 263-6155 or email at [msellens@ccaauthority.org](mailto:msellens@ccaauthority.org) or CCA's Project Coordinator, Bren Ormsby at (916) 570-3042 or email at [bormsby@ccaauthority.org](mailto:bormsby@ccaauthority.org). For the Department of General Services, please contact Doug Brenning, Chief of Construction Inspection & Management Branch, at (916) 696-3007 or email at [doug.brenning@dgs.ca.gov](mailto:doug.brenning@dgs.ca.gov)

Sincerely,



Mike Francesconi, Chief  
Fairs & Exposition Branch

cc: DGS / CCA



CALIFORNIA DEPARTMENT OF  
FOOD & AGRICULTURE

Karen Ross, Secretary

October 1, 2021

F2021-09

TO: All Fairs

SUBJECT: 2021 State Rules Advisory Committee Meeting

Fairs & Expositions (F&E) wishes to invite you to the 2021 State Rules Advisory Committee Meeting. The meeting is scheduled to be held on Thursday, October 21, 2021 starting at 10:00 am at the California Department of Food and Agriculture building, located at 2399 Gateway Oaks, Suite 200, Sacramento, CA 95833. Those that cannot attend the meeting in person can participate through Zoom. The primary purpose of this meeting is to discuss any pertinent state rule change recommendations by the State Rules Advisory Committee for the following year.

Attached is a list of topics that F&E has compiled based on issues that have arisen throughout the year. Please review and have any comments/ideas ready for discussion. If there are any State Rules topics that you would like considered for the agenda, please provide that information to Sofia Goss at [sofia.goss@cdfa.ca.gov](mailto:sofia.goss@cdfa.ca.gov) by close of business on October 11, 2021 for consideration. A notice and agenda will be sent out by email and posted on the F&E website 10 days prior to the October 21<sup>st</sup> meeting.

Respectfully,

Mike Francesconi  
Branch Chief



## 2022 State Rules Topics to Discuss

1. Replacement Animals (Breeding) – Ownership Dates
  - a. Breeding and feeder animals, not in market classes – 30 days
  - b. Revise rule – Page 12, Rule C
2. Showing in multiple counties within the Network of California Fairs
  - a. Inter-county description to be clear in State Rules, Youth Agreement & local rules
  - b. Split families example
  - c. Revise rule - Page 12, Rule 27
3. Every exhibitor is responsible for showing their own animals
  - a. Single event must take priority if show dates are concurrent
  - b. Siblings cannot show in place of exhibitor, while owner attends a different event and variance is granted
  - c. Exhibitor must be present
  - d. Revise rule –
4. Proposition 12
  - a. Add information into Animal Health Rules section of State Rules
  - b. Add into addendum, in red. “Subject to change”...
5. YQCA
  - a. Update
  - b. New contacts for instructor certification
  - c. Breeding vs market exhibitors... All exhibitors.
  - d. Horses & dogs were an exemption.



**From:** Sylvia Donahey <[GRNews@pacbell.net](mailto:GRNews@pacbell.net)>

**Sent:** Tuesday, September 14, 2021 12:49 PM

**To:** Stephen Hales <[shales@scfair.org](mailto:shales@scfair.org)>

**Cc:** Mary Faeth <[spinfandel@yahoo.com](mailto:spinfandel@yahoo.com)>; Darlene Serpa <[serpentinak9@gmail.com](mailto:serpentinak9@gmail.com)>; Lori Latimer <[skydancrk9@aol.com](mailto:skydancrk9@aol.com)>

**Subject:** Re: Solano Fairgrounds Follow Up

Hi Steve,

I was going to write you after I decompressed a bit and got my thoughts together.

I've asked Darlene to contact Yolo Ice and remind them to pick up the trailer ASAP. They said they would send someone out.

On behalf of both kennel clubs - everything really was wonderful. I had quite a few exhibitors come up to me and say how happy they were to be back on the grounds. One lady kind of teared up and said how much she missed the venue and was happy to be standing there.

I think everything went smoothy and any hiccups were covered quietly without fanfare. Even the bathrooms in Expo Hall being down for a couple hours...we gave people golf cart rides to the other restrooms and everyone was accommodating.

We appreciate how fast Roto-Rooter was on the job.

It didn't seem like we had any problems with masking inside Expo Hall. If someone forgot, someone else would just touch their mask as a reminder and it was taken care of. We had one judge ask for people to be masked in her outdoor ring and everyone complied.

We had everyone sign waivers for Covid and in return they were given a wristband to wear for all four days. No wristband and they couldn't enter a ring. Everyone was good with that. If there were any Solano Co. officials there to observe, we didn't see them or hear of any complaints.

I hope the grounds and buildings were left spotless. I had to leave to drive judges to the airport as soon as BIS was over, so didn't get to stay until the bitter end to do one final sweep.

Please make sure you have us on the books for 2022 - September 13-19, 2022 for rental dates and 15-18 for activity dates. (I'm learning the lingo!)

Thanks again for all the hand holding!

Sylvia

On Sep 14, 2021, at 11:48 AM, Stephen Hales <[shales@scfair.org](mailto:shales@scfair.org)> wrote:

Hi Sylvia, I hope your show turned out well! The weather was great and it seemed like things went smoothly. Please let me know if you have any questions, comments, etc and when possible, please contact Yolo Ice and remind them that they need to pick up their trailer (still here this am). All for now, thanks again and hopefully we'll all be able to keep up the momentum! With all best wishes, sgh

*Stephen G. Hales*

*Operations Manager*

*Solano County Fair Association*

*C – (707) 373 - 8434*

# HOUSE AGRICULTURE COMMITTEE PASSES CONGRESSMAN PANETTA'S AGRICULTURAL FAIRS RESCUE ACT

September 21, 2021 | Press Release

**WASHINGTON, DC** – Today, the House Agriculture Committee passed Rep. Jimmy Panetta's (D-Carmel Valley) bipartisan Agricultural Fairs Rescue Act. This bill would help fairs across the country recover from the severe financial losses they incurred due to the COVID-19 pandemic. In 2020, 98% percent of agriculture fairs in the United States were cancelled, leading to an estimated \$4.5 billion in revenue losses. Rep. Panetta's bipartisan Agricultural Fairs Rescue Act would provide \$500 million in federal grants for agricultural fairs through states and state departments of agriculture to help them recover and reopen their operations this year.

"Nearly every fair across the country was cancelled back in 2020 because of the pandemic, and the Delta variant is making it difficult for fairs to be held in 2021. Since fairs are an invaluable way to emphasize our agriculture, educate our families, and bind our community, Congress must ensure that our fairs endure," **said**

**Congressman Panetta.** "My bipartisan Agricultural Fairs Rescue Act would provide much needed federal funding to help fairs recover and safely reopen. Considering how much our local fairs promote our national agriculture, pump up our economy, and provide lasting memories, it's Congress' responsibility to pass this legislation."

Along with Rep. Panetta, the Agricultural Fairs Rescue Act was introduced with Reps. Billy Long (R-MO), Mike Levin (D-CA), and Dan Newhouse (R-WA). Prior to the pandemic, agricultural fairs generated an average of \$4.67 billion per year, supporting thousands of jobs. From March through May of 2020 alone, International Association of Fairs & Expositions members reported a loss of \$22 million per month.

The legislation has been reported to the full House of Representatives, where it must be voted on by all Members to pass. Congressman Panetta continues to work to secure relief for agricultural fairs in the infrastructure reconciliation bill.

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## Mike Ioakimedes

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**From:** Westamerica Bank <documents@rightsignature.com>  
**Sent:** Wednesday, October 13, 2021 7:18 PM  
**To:** Mike Ioakimedes  
**Subject:** Westamerica Bank has sent you the document '13958459 1013296491 3508ez' to sign

We are writing about your Paycheck Protection Program Loan Forgiveness Application. Westamerica Bank has completed the preliminary review of your forgiveness application and submitted documentation.

Your loan forgiveness documents have been prepared and must be electronically signed. Once the documents have been signed and returned electronically, the application will be submitted to the SBA for their review and final approval.

Pending SBA review, additional notifications regarding the status of your forgiveness application will occur within 90 days.

Please do not respond to this message. This account is used for notifications only and it is not monitored. Send all correspondence to [sba.lending@westamerica.com](mailto:sba.lending@westamerica.com).



**13958459 1013296491 3508ez**

(13958459\_1013296491\_3508ez.pdf)

Reference #: b88e26dd-0ee7-4e14-a460-d88e9d920ba1

Status: Pending

Expires: 10/27/2021 22:18

Sender: Westamerica Bank

To review the document and sign with an electronic signature, follow this link:

**REVIEW & SIGN DOCUMENT**

If clicking the button doesn't work, copy and paste this link into your browser's URL bar:

[https://secure.rightsignature.com/signers/6cd16013-afe9-4c52-836d-aa3dc52637b5/sign?identity\\_token=DsNVecoFW8zjgTpv7Njx](https://secure.rightsignature.com/signers/6cd16013-afe9-4c52-836d-aa3dc52637b5/sign?identity_token=DsNVecoFW8zjgTpv7Njx)

**Westamerica Bank**  
[sba.lending4@westamerica.com](mailto:sba.lending4@westamerica.com)

To stop receiving notifications for this document, [click here](#)

**ERIN HANNIGAN**  
District 1, (707) 553-5363  
**MONICA E. BROWN**  
District 2, Vice-Chair (707) 784-3031  
**JAMES P. SPERING**  
District 3, (707) 784-6136  
**JOHN M. VASQUEZ**  
District 4, Chairman (707) 784-6129  
**MITCH MASHBURN**  
District 5, (707) 784-6130

## BOARD OF SUPERVISORS



# SOLANO COUNTY

**BIRGITTA E. CORSELLO**  
County Administrator  
(707) 784-6100

675 Texas Street, Suite 6500  
Fairfield, CA 94533-6342  
Fax (707) 784-6665

[www.solanocounty.com](http://www.solanocounty.com)

September 28, 2021

Lee Williams  
PO Box 397  
Rio Vista, CA 94571

Dear Mr. Williams,

Congratulations on your reappointment to Solano County Fair Association Board of Directors at the September 28, 2021 Board of Supervisors meeting. Enclosed you will find two copies and one original of a Certificate of Appointment. The original should be signed and returned to the Clerk of the Board of Supervisors at the address indicated on the letterhead. The first copy should be signed and forwarded to the Solano County Fair Association Board of Directors. The second copy is for your records.

On behalf of the Board of Supervisors, I want to thank you for your willingness to serve in this important community service. Please let me know if I can be of help at any time.

Sincerely,

A handwritten signature in blue ink, appearing to read "V. Lake".

Veronica Lake, Deputy Clerk  
of the Board of Supervisors

cc: Solano County Fair Association Board of Directors

# CERTIFICATE OF APPOINTMENT AND OATH OF OFFICE

STATE OF CALIFORNIA

County of Solano County ss.

I, Veronica Lake, Deputy Clerk of the Board of Supervisors of the County of Solano, State of California, hereby certify that on the 28<sup>th</sup> day of September 2021, **Lee Williams** was appointed to the **Solano County Fair Association Board of Directors, for a term to expire on August 1, 2025.**

WITNESS WHEREOF, I affix my hand and seal of said Board of Supervisors this 28<sup>th</sup> day of September 2021.

VERONICA LAKE, Deputy  
Clerk of the Board of Supervisors

By



STATE OF CALIFORNIA

County of Solano County ss.

I, **Lee Williams**, solemnly swear (or affirm) that I will support and defend the Constitution of the United States and the Constitution of the State of California against all enemies, foreign and domestic; that I will bear true faith and allegiance to the Constitution of the United States and the Constitution of the State of California; that I take this obligation freely, without any mental reservation or purpose of evasion; and that I will well and faithfully discharge the duties upon which I am about to enter.

## Solano County Fair Association Board of Directors

Signature \_\_\_\_\_

Address \_\_\_\_\_

City, Zip Code \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Subscribed and sworn to before me, this  
\_\_\_\_\_ day of \_\_\_\_\_, 2021

VERONICA LAKE, Deputy  
Clerk of the Board of Supervisors

By: \_\_\_\_\_

Solano County Fair Association  
Financial Summary Comparison  
Actual vs Prior Year

	YTD as of September 2021	YTD as of September 2020	Variance %
Total Assets	1,379,766	951,497	45%
Total Liabilities	2,725,971	2,757,212	-1%
Unrestricted Resources	(1,578,461)	(2,047,479)	-23%
 Total Revenue	 \$ 2,645,490	 \$ 1,579,750	 67%
Total Expenses	2,099,435	1,526,269	38%
Net Profit	<u>\$ 546,054</u>	<u>\$ 53,481</u>	<u>921%</u>
 Fair			
Total Revenue	\$ 27,295	\$ 16,785	63%
Total Expenses	138,878	196,926	-29%
Net Profit	<u>\$ (111,583)</u>	<u>\$ (180,142)</u>	<u>38%</u>
 Ag Day			
Total Revenue	\$ 1,150	\$ 27,570	-96%
Total Expenses	101	19,302	-99%
Net Profit	<u>\$ 1,049</u>	<u>\$ 8,268</u>	<u>-87%</u>
 Facility Rentals			
Total Revenue	\$ 361,623	\$ 296,521	22%
Total Expenses	272,649	528,917	-48%
Net Profit	<u>\$ 88,973</u>	<u>\$ (232,396)</u>	<u>138%</u>
 Solano Race Place			
Total Revenue	\$ 569,669	\$ 438,981	30%
Total Expenses	320,924	363,181	-12%
Net Profit	<u>\$ 248,745</u>	<u>\$ 75,800</u>	<u>228%</u>
 Leases/Enterprise			
Total Revenue	\$ 502,201	\$ 502,149	0%
Total Expenses	453,891	76,619	492%
Net Profit	<u>\$ 48,310</u>	<u>\$ 425,530</u>	<u>-89%</u>
 Electronic Sign			
Total Revenue	\$ 52,062	\$ 78,917	-34%
Total Expenses	58,124	60,607	-4%
Net Profit	<u>\$ (6,062)</u>	<u>\$ 18,310</u>	<u>-133%</u>
 Other			
Total Revenue	\$ 722,232	\$ 1,405	51304%
Total Expenses	704,397	63,294	1013%
Net Profit	<u>\$ 17,835</u>	<u>\$ (61,889)</u>	<u>129%</u>

Solano County Fair Association  
Statement of Net Position  
September 30, 2021  
Unaudited draft V1 (10/15/21)

	September 2021	September 2020	% Change
<b>Assets</b>			
Current assets			
Cash and cash equivalents	1,665,033	549,830	203%
Accounts receivable- general	35,788	42,463	-16%
Accounts receivable- leases	177,518	402,987	-56%
Accounts receivable- SRP	40,118	54,428	-26%
Inventory	16,373	11,435	43%
Deposits and prepaid	354	557	-36%
Total current assets	<u>\$ 1,935,184</u>	<u>\$ 1,061,699</u>	<u>82%</u>
Non-current assets			
Capital and intangible assets			
Land	167,085	167,085	0%
Buildings and improvements	9,799,460	9,792,687	0%
Equipment, furniture and fixture	409,336	395,047	4%
Intangible assets	6,000	6,000	0%
Less accumulated depreciation	(10,079,808)	(10,031,458)	0%
Total non-current assets	<u>\$ 302,073</u>	<u>\$ 329,361</u>	<u>-8%</u>
Total assets	<u>\$ 2,237,258</u>	<u>\$ 1,391,060</u>	<u>61%</u>
<b>Deferred Outflows of Resources</b>			
Deferred outflows related to pensions	112,173	153,935	-27%
Total deferred outflows of resources	<u>\$ 112,173</u>	<u>\$ 153,935</u>	<u>-27%</u>

Solano County Fair Association  
Statement of Net Position  
September 30, 2021  
Unaudited draft V1 (10/15/21)

	September 2021	September 2020	% Change
<b>Liabilities</b>			
Current liabilities			
Accounts payable	77,629	144,807	-46%
Unearned/Deferred revenue	288,343	5,790	4880%
Guaranteed deposits	19,052	23,926	-20%
Payroll & payroll related payable	49,610	46,985	6%
Compensated absences (current portion)	11,971	(10,871)	(2.10)
Pension obligation bonds (Solano County allocation)	414,757	351,599	18%
PPP loan payable round 2 (3/2/21-8/16/21)	258,786	258,786	-
SBA EIDL loan payable (07/23/2020)	25,000	25,000	-
Current debt associated with fixed assets	10,717	73,923	-86%
Total current liabilities	<u>\$ 1,155,865</u>	<u>\$ 919,945</u>	<u>26%</u>
Noncurrent liabilities			
Compensated absences	45,640	65,736	-31%
Lease Payable	46,295	89,162	-48%
Parking Lease	-	-	-
Net OPEB liability (Solano County allocation)	122,890	99,730	23%
Net pension liability (Solano County allocation)	1,613,605	1,539,065	5%
Pension obligation bonds (Solano County allocation)	312,722	383,356	-18%
Total noncurrent liabilities	<u>2,141,152</u>	<u>2,177,049</u>	<u>-2%</u>
Total liabilities	<u>\$ 3,297,017</u>	<u>\$ 3,096,994</u>	<u>6%</u>
<b>Deferred Inflows of Resources</b>			
Deferred inflows related to pensions	(9,046)	41,806	-122%
Total deferred inflows of resources	<u>\$ (9,046)</u>	<u>\$ 41,806</u>	<u>-122%</u>
<b>Net Position</b>			
Invested in capital assets	245,061	166,275	47%
Temporary restricted- capital project/ maintenance	39,203	39,203	0%
Restricted- parking lot improvements	9,834	9,834	0%
Temporary restricted- AG Day/Mick Freese	41,491	19,414	114%
Temporary restricted- racing facilities improvements	-	8,775	-100%
Jr livestock auction reserve	22,584	22,584	0%
Unrestricted resources	(1,296,714)	(1,859,891)	-30%
Total net position	<u>\$ (938,541)</u>	<u>\$ (1,593,805)</u>	<u>-41%</u>
<i>Change in net position</i>	<i>655,265</i>	<i>(154,730)</i>	



Solano County Fair Association  
Statement of Earnings and Changes in Net Position  
For the period ended September 30, 2021  
Unaudited draft V1 (10/15/21)

	Current Month	2021 Year-to-Date	2020 Year-to-Date	2021 Budget
<b>Operating Revenues</b>				
Fair gate admissions	\$ -	\$ -	\$ -	\$ -
Fair parking/ RV space rental	\$ -	\$ 920	\$ -	\$ -
Fair concessions/ carnival	\$ -	\$ 4,256	\$ -	\$ -
Fair commercial space	\$ -	\$ -	\$ -	\$ -
Fair entry fees	\$ -	\$ 3,716	\$ 2,909	\$ 2,995
Facility rental	\$ 83,303	\$ 361,623	\$ 296,521	\$ 219,110
Satellite wagering	\$ 40,260	\$ 539,256	\$ 409,075	\$ 509,400
Lease revenue	\$ 108,931	\$ 502,201	\$ 502,149	\$ 826,484
Electronic Sign revenue	\$ 10,705	\$ 52,062	\$ 78,917	\$ 64,548
Sponsorship/Donations	\$ -	\$ 10,090	\$ 41,046	\$ 15,150
Sponsorship in-kind	\$ -	\$ -	\$ -	\$ -
Reimbursements	\$ -	\$ 722,232	\$ 1,405	\$ -
Other Operating Revenue	\$ -	\$ 283,786	\$ -	\$ -
Miscellaneous	\$ -	\$ 14,703	\$ 25,387	\$ 500
Total operating revenues	\$ 243,200	\$ 2,494,844	\$ 1,357,409	\$ 1,638,187
<b>Operating Expenses</b>				
Wages/ payroll tax	\$ 66,296	\$ 554,025	\$ 537,840	\$ 665,612
Workers' comp/ health/ comp absenses	\$ 11,507	\$ 107,772	\$ 105,225	\$ 128,351
Pension expense	\$ 11,931	\$ 113,909	\$ 131,600	\$ 146,329
Professional services	\$ 18,414	\$ 436,217	\$ 136,017	\$ 144,656
Supplies and expenses	\$ 3,112	\$ 41,771	\$ 45,635	\$ 33,155
Utilities, water, and garbage	\$ 28,194	\$ 191,413	\$ 170,733	\$ 228,776
Equipment maintenance	\$ 2,151	\$ 26,261	\$ 23,162	\$ 46,160
Liability Insurance	\$ 12,786	\$ 101,744	\$ 74,152	\$ 123,874
Dues, permits, assessments	\$ 578	\$ 40,759	\$ 54,002	\$ 88,028
Buildings and grounds	\$ 23,440	\$ 77,737	\$ 29,225	\$ 37,632
Advertising/ promo/ publications	\$ 625	\$ 1,907	\$ 34,197	\$ 11,000
Ag Day buses	\$ -	\$ -	\$ -	\$ -
Training, seminars, meals, incidentals	\$ 320	\$ 1,256	\$ 4,916	\$ 3,400
Directors' expense	\$ 23	\$ 2,120	\$ 1,749	\$ 3,000
Equipment rental	\$ 11,938	\$ 321,848	\$ 21,276	\$ 9,767
Entertainment- stages and ground	\$ -	\$ -	\$ -	\$ -
Premiums/Awards	\$ -	\$ 7,683	\$ 4,132	\$ 4,500
Bank charges, credit card fees	\$ 329	\$ 3,582	\$ 4,656	\$ 4,400
Cash short/ (over), bad debt	\$ 11	\$ 88	\$ 4	\$ -
Equipment (non capitalized)	\$ 3,738	\$ 23,315	\$ 13,004	\$ 2,700
Interest Expense	\$ 594	\$ 5,350	\$ 7,813	\$ 7,133
Unfunded Benefit/Pension Obligation	\$ -	\$ -	\$ -	\$ -
Donated services/ sponsor expenses	\$ 2,037	\$ 5,480	\$ 15,266	\$ -
Depreciation & amortization expense	\$ 2,871	\$ 35,199	\$ 111,666	\$ 43,650
Total operating expenses	\$ 200,893	\$ 2,099,435	\$ 1,526,269	\$ 1,732,123
Operating revenue/ (loss)	\$ 42,306	\$ 395,408	\$ (168,860)	\$ (93,936)
<b>Non-operating revenues (expenses)</b>				
State apportionment	\$ -	\$ 120,111	\$ 189,837	\$ 120,580
Other non-operating revenue	\$ -	\$ -	\$ -	\$ -
Interest revenue	\$ -	\$ 122	\$ 2,598	\$ -
.33 funds	\$ 1,591	\$ 30,413	\$ 29,906	\$ 30,000
Total non-operating revenue (expenses)	\$ 1,591	\$ 150,646	\$ 222,341	\$ 150,580
<b>Change in net operating position</b>	\$ 43,897	\$ 546,054	\$ 53,481	\$ 56,644
Jr. Livestock Auction Profit/(Loss)	(44)	2,080	(1,996)	-

Solano County Fair Association  
Statement of Earnings by Department  
For the Period Ending  
September 30, 2021  
Unaudited draft V1 (10/15/21)

	Fair				Ag Day				Facility Rentals				Solano Race Place				Leases/Enterprise				Electronic Sign			
	2021 Current Month	2021 YTD	2020 YTD	2021 Annual Budget	2021 Current Month	2021 YTD	2020 YTD	2021 Annual Budget	2021 Current Month	2021 YTD	2020 YTD	2021 Annual Budget	2021 Current Month	2021 YTD	2020 YTD	2021 Annual Budget	2021 Current Month	2021 YTD	2020 YTD	2021 Annual Budget	2021 Current Month	2021 YTD	2020 YTD	2021 Annual Budget
Revenues																								
Operating revenues																								
Fair gate admissions	-	-	-	-																				
Fair parking/ RV space rental	-	920	-	-																				
Fair concessions/ carnival	-	4,256	-	-																				
Fair commercial space	-	-	-	-																				
Fair entry fees	-	3,716	2,909	2,995																				
Facility rental									83,303	361,623	296,521	219,110												
Satellite wagering													40,260	539,256	409,075	509,400								
Lease revenue																	108,931	502,201	502,149	826,484				
Sign revenue																					10,705	52,062	78,917	64,548
Sponsorships/Donations	-	8,940	13,476	12,150	-	1,150	27,570	3,000																
Sponsorship in-kind	-	-	-	-	-	-	-	-																
Reimbursements																								
Other operating reveune																								
Miscellaneous	-	9,464	400	500																				
State apportionment																								
Other non-operating revenue																								
Interest revenue																								
.33 funds													1,591	30,413	29,906	30,000								
Total Revenues	\$ -	\$ 27,295	\$ 16,785	\$ 15,645	\$ -	\$ 1,150	\$ 27,570	\$ 3,000	\$ 83,303	\$ 361,623	\$ 296,521	\$ 219,110	\$ 41,851	\$ 569,669	\$ 438,981	\$ 539,400	\$ 108,931	\$ 502,201	\$ 502,149	\$ 826,484	\$ 10,705	\$ 52,062	\$ 78,917	\$ 64,548
Expenses																								
Wages/ payroll tax	-	5,319	8,749	8,074	-	-	-	-	8,808	24,916	26,625	1,077	10,423	89,851	110,422	134,936	1,547	4,307	532	-	185	185	1,217	-
Payroll accrued																								
Workers' comp/ health/ comp absenses	-	301	5,257	1,147	-	-	-	-	499	1,412	9,078	1,061	2,310	20,566	35,715	29,531	88	244	31	-	10	10	71	-
Pension expense	-	-	-	-	-	-	-	-	-	-	-	-	2,312	19,023	50,123	22,406	-	-	-	-	-	-	-	-
Professional services	-	29,596	2,176	26,156	-	-	-	3,000	13,670	31,905	26,774	-	4,567	41,808	21,956	57,500	-	28,389	-	52,500	-	-	-	-
Supplies and expenses	-	854	934	2,031	-	1	1,413	-	652	7,760	11,113	2,432	302	2,831	3,095	6,102	-	-	-	-	-	-	-	-
Utilities, water, and garbage	-	1,378	864	900	-	-	-	-	4,586	23,791	34,442	23,920	4,245	23,372	18,975	39,189	760	7,193	14,150	17,500	5,043	40,229	36,855	48,441
Equipment maintenance	-	-	-	-	-	-	-	-	656	656	566	1,000	-	3,098	751	2,500	-	-	-	-	-	-	340	-
Liability Insurance	-	495	-	-	-	-	-	-	505	2,043	1,315	1,650	-	-	-	-	-	-	-	-	-	-	-	-
Dues, permits, assessments	-	1,110	490	140	-	-	-	-	-	1,383	3,186	3,200	215	2,176	12,744	18,688	-	27,924	27,924	55,850	-	250	250	250
Buildings and grounds	-	-	-	-	-	-	-	-	742	3,811	430	1,500	8,228	12,084	2,871	7,432	5,557	16,210	736	-	190	4,646	3,828	4,200
Advertising/ promo/ publications	-	1,134	20,682	10,000	-	100	4,015	-	-	33	4,560	-	-	-	2,675	-	-	-	-	-	-	-	-	-
Ag Day buses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Training, seminars, meals, incidentals	-	-	800	800	-	-	-	-	-	-	44	100	-	36	-	250	-	16	-	-	-	-	-	-
Directors' expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equipment rental	-	1,743	-	200	-	-	-	-	8,218	29,582	14,625	5,107	-	-	-	-	-	-	1,348	-	488	488	-	-
Entertainment- stages and ground	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premiums/Awards	-	7,683	4,132	4,500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bank charges, credit card fees	-	930	491	500	-	-	65	-	157	1,009	734	-	-	-	-	-	-	-	-	-	18	200	70	-
Cash short/ (over), bad debt	-	0	-	-	-	-	-	-	-	-	5	-	11	88	(1)	-	-	-	-	-	-	-	-	-
Equipment (non capitalized)	-	447	447	450	-	-	-	-	2,617	6,420	8,463	-	-	2,546	283	500	-	-	-	-	-	-	-	-
Unfunded Benefit/Pension Obligation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Donated services/ sponsor expenses	-	-	-	-	-	-	-	-	-	-	7,193	-	-	-	-	-	-	-	-	-	2,037	5,480	7,619	-
Interest expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	594	5,350	7,731	7,133	-	-	-	-
Overhead Cost Allocation	15,628	82,944	127,340	129,951	-	-	11,576	-	25,005	132,711	318,349	207,922	18,754	99,533	86,822	155,942	38,895	343,130	20,259	459,830	1,250	6,636	8,682	10,396
Depreciation Cost Allocation	83	4,943	24,566	5,193	-	-	2,233	-	114	5,217	61,416	5,558	326	3,912	16,750	4,729	2,348	21,128	3,908	28,170	-	-	1,675	-
Total Expenses	\$ 15,712	\$ 138,878	\$ 196,926	\$ 190,042	\$ -	\$ 101	\$ 19,302	\$ 3,000	\$ 66,228	\$ 272,649	\$ 528,917	\$ 254,527	\$ 51,692	\$ 320,924	\$ 363,181	\$ 479,705	\$ 49,789	\$ 453,891	\$ 76,619	\$ 620,983	\$ 9,221	\$ 58,124	\$ 60,607	\$ 63,287
Net Operating Position	\$ (15,712)	\$ (111,583)	\$ (180,142)	\$ (174,397)	\$ -	\$ 1,049	\$ 8,268	\$ -	\$ 17,075	\$ 88,973	\$ (232,396)	\$ (35,417)	\$ (9,841)	\$ 248,745	\$ 75,800	\$ 59,695	\$ 59,142	\$ 48,310	\$ 425,530	\$ 205,501	\$ 1,484	\$ (6,062)	\$ 18,310	\$ 1,261

Solano County Fair Association  
Statement of Earnings by Department  
For the Period Ending  
September 30, 2021  
Unaudited draft V1 (10/15/21)

	Admin				Maint				Guest Safety				Other				Total			
	2021	2021	2020	2021	2021	2021	2020	2021	2021	2021	2020	2021	2021	2021	2020	2021	2021	2021	2020	2021
	Current Month	YTD	YTD	Annual Budget	Current Month	YTD	YTD	Annual Budget	Current Month	YTD	YTD	Annual Budget	Current Month	YTD	YTD	Annual Budget	Current Month	YTD	YTD	Annual Budget
Revenues																				
Operating revenues																				
Fair gate admissions																	-	-	-	-
Fair parking/ RV space rental																	-	920	-	-
Fair concessions/ carnival																	-	4,256	-	-
Fair commercial space																	-	-	-	-
Fair entry fees																	-	3,716	2,909	2,995
Facility rental																	83,303	361,623	296,521	219,110
Satellite wagering																	40,260	539,256	409,075	509,400
Lease revenue																	108,931	502,201	502,149	826,484
Sign revenue																	10,705	52,062	78,917	64,548
Sponsorships/Donations	-	-	-	-													-	10,090	41,046	15,150
Sponsorship in-kind																	-	-	-	-
Reimbursements													-	722,232	1,405	-	-	722,232	1,405	-
Other operating reveune	-	258,786	-	-	-	25,000	-	-									-	283,786	-	-
Miscellaneous	-	5,239	24,987	-									-	-	-	-	-	14,703	25,387	500
State apportionment	-	120,111	189,837	120,580													-	120,111	189,837	120,580
Other non-operating revenue	-	-	-	-													-	-	-	-
Interest revenue	-	122	2,598	-													-	122	2,598	-
.33 funds																	1,591	30,413	29,906	30,000
<b>Total Revenues</b>	<b>\$ -</b>	<b>\$ 384,258</b>	<b>\$ 217,422</b>	<b>\$ 120,580</b>	<b>\$ -</b>	<b>\$ 25,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 722,232</b>	<b>\$ 1,405</b>	<b>\$ -</b>	<b>\$ 244,790</b>	<b>\$ 2,645,490</b>	<b>\$ 1,579,750</b>	<b>\$ 1,788,767</b>
Expenses																				
Wages/ payroll tax	25,535	246,097	243,519	325,103	10,181	104,181	97,657	138,534	3,741	40,117	37,722	57,888	1,817	48,572	19,554	-	62,236	563,546	545,997	665,612
Payroll accrued	4,060	(9,521)	(8,156)	-									-	-	-	-	4,060	(9,521)	(8,156)	-
Workers' comp/ health/ comp absenses	5,689	56,135	24,970	59,425	2,596	24,078	25,196	33,369	212	2,273	3,762	3,818	103	2,752	1,144	-	11,507	107,772	105,225	128,351
Pension expense	6,293	60,084	55,218	79,682	2,875	27,168	22,596	38,145	450	7,635	3,663	6,096	-	-	-	-	11,931	113,909	131,600	146,329
Professional services	177	2,812	84,199	5,000	-	508	488	500	-	-	-	-	-	301,200	425	-	18,414	436,217	136,017	144,656
Supplies and expenses	147	2,549	2,262	4,000	837	8,288	11,713	16,750	65	1,856	1,302	1,840	1,110	17,632	13,803	-	3,112	41,771	45,635	33,155
Utilities, water, and garbage	1,977	10,480	9,810	14,190	11,498	63,893	52,315	83,620	85	796	785	1,016	-	20,281	2,539	-	28,194	191,413	170,733	228,776
Equipment maintenance	270	1,951	1,612	2,260	1,141	15,539	16,189	36,800	85	4,485	1,472	3,600	-	532	2,231	-	2,151	26,261	23,162	46,160
Liability Insurance	12,281	97,174	71,281	120,664	-	2,032	1,556	1,560	-	-	-	-	-	-	-	-	12,786	101,744	74,152	123,874
Dues, permits, assessments	363	7,643	9,089	9,600	-	272	272	300	-	-	-	-	-	-	48	-	578	40,759	54,002	88,028
Buildings and grounds	-	673	-	2,000	3,843	17,587	13,920	22,500	-	76	-	-	4,880	22,649	7,440	-	23,440	77,737	29,225	37,632
Advertising/ promo/ publications	625	640	1,605	1,000	-	-	-	-	-	-	-	-	-	-	660	-	625	1,907	34,197	11,000
Ag Day buses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Training, seminars, meals, incidentals	320	1,176	1,462	2,250	-	21	16	-	-	-	-	-	-	7	2,594	-	320	1,256	4,916	3,400
Directors' expense	23	2,120	1,749	3,000	-	-	-	-	-	-	-	-	-	-	-	-	23	2,120	1,749	3,000
Equipment rental	114	455	341	460	3,015	6,527	1,751	4,000	-	-	-	-	103	283,052	3,210	-	11,938	321,848	21,276	9,767
Entertainment- stages and ground	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premiums/Awards	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	7,683	4,132	4,500
Bank charges, credit card fees	155	1,443	3,289	3,900	-	-	-	-	-	-	-	-	-	-	8	-	329	3,582	4,656	4,400
Cash short/ (over), bad debt	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	11	88	4	-
Equipment (non capitalized)	882	3,906	728	1,000	-	2,276	349	500	-	-	-	250	240	7,721	2,734	-	3,738	23,315	13,004	2,700
Unfunded Benefit/Pension Obligation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Donated services/ sponsor expenses	-	-	454	-	-	-	-	-	-	-	-	-	-	-	-	-	2,037	5,480	15,266	-
Interest expense	-	-	82	-	-	-	-	-	-	-	-	-	-	-	-	-	594	5,350	7,813	7,133
Overhead Cost Allocation	(58,909)	(360,345)	(286,093)	(512,954)	(35,987)	(247,370)	(244,019)	(376,578)	(4,638)	(57,239)	(48,705)	(74,508)	-	-	5,788	-	-	-	-	1
Depreciation Cost Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,117	-	2,871	35,199	111,666	43,650
<b>Total Expenses</b>	<b>\$ 0</b>	<b>\$ 125,472</b>	<b>\$ 217,422</b>	<b>\$ 120,580</b>	<b>\$ -</b>	<b>\$ 25,000</b>	<b>\$ 0</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 0</b>	<b>\$ -</b>	<b>\$ (0)</b>	<b>\$ 8,252</b>	<b>\$ 704,397</b>	<b>\$ 63,294</b>	<b>\$ -</b>	<b>\$ 200,893</b>	<b>\$ 2,099,435</b>	<b>\$ 1,526,269</b>	<b>\$ 1,732,124</b>
<b>Net Operating Position</b>	<b>\$ (0)</b>	<b>\$ 258,786</b>	<b>\$ -</b>	<b>\$ (0)</b>	<b>\$ -</b>	<b>\$ (0)</b>	<b>\$ (0)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ (0)</b>	<b>\$ -</b>	<b>\$ 0</b>	<b>\$ (8,252)</b>	<b>\$ 17,835</b>	<b>\$ (61,889)</b>	<b>\$ -</b>	<b>\$ 43,897</b>	<b>\$ 546,054</b>	<b>\$ 53,481</b>	<b>\$ 56,643</b>

## Footnotes for September 2021 Financial Statements

### Balance Sheet Assets (page 2)

1. Cash and cash equivalents - includes full 2020 payment made by Six Flags in January (\$481,401) and full 2021 payment made by Six Flags in July (\$491,030), includes state funding AB1499 received in February (\$88,550), includes PPP loan received in March (\$258,786)
2. Accounts receivable leases – Six Flags booked July-Dec, all other leases booked Jan-Dec, revenues received quarterly/annually from the county
3. Deposits and prepaid – YE adjustments made in 2020, 2021 only includes prepaid postage

### Balance Sheet Liabilities (page 3)

1. Deferred revenue – includes \$245,515 from Six Flags booked as AR July-Dec
2. Compensated absences – current portion is 2021 accrual; non-current is decreased due to more used than accrued in 2020
3. PPP loan payable – round 1 fully forgiven in January, round 2 was funded in March

### Statement of Earnings (page 4)

1. Reimbursements – includes vaccination clinic, includes insured electrical repairs from 2020
2. Other operating revenue - includes round 1 PPP loan forgiveness in January, and CA relief Grant (\$25,000)
3. Miscellaneous revenue – includes salary reduction contributions, and fair entertainment revenue

### Statement of Earnings (page 5 & 6)

1. Payroll Accrued – carried forward monthly
2. Totals –
  - Total Revenue adjusted for vaccination clinic \$1,923,258 (107% of budget)
  - Total Revenue adjusted for vaccination clinic and PPP loan forgiveness \$1,664,472 (93% of budget)
  - Total Expense adjusted for vaccination clinic \$1,395,038 (80% of budget)
  - August represents 75% of the FY

\*Financials include 2020 audit adjustments to pension liability & POB

\*SBA Loan deferment through 7/22/22





*Connecting Generations*