AGENDA

CAL EXPO | California STATE FAIR

Notice of Meeting

AMENDED 09-16-2026

California Exposition & State Fair
Meeting of the Board of Directors
To Be Held
Friday, September 25, 2026, 9:30 a.m.
The Board will meet in closed session at 9:35 a.m.
Public Board Meeting will resume at 9:45 a.m.
In the Administration Building Boardroom at
California Exposition and State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

Nick Hardeman, Chair
Arturo Barajas, Vice Chair

Willie Adams, Director
Brian Barrett, Director
Heather Bernikoff, Director
Kim Craig, Director
Rina V. DiMare, Director
Bobbin Mulvaney, Director
Willie Pelote, Director
Che Salinas, Director

EX OFFICIO MEMBERS

Governor Gavin Newsom

Senator Angelique Ashby
Senator Anna Caballero
Assembly Member Maggy Krell
Assembly Member Esmeralda Soria

358 days to the California State Fair – September 17-October 3, 2027

This notice is also available on the Internet at: 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 shall fill out a Speaker's Form and provide it to the Board's Recording Secretary. 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 fill out a Speaker's Form and provide it to the Board's Recording Secretary. 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. **CLOSED SESSION**
   a. Pursuant to Government Code §11126(a) the Board will convene into close session to consider certain personnel matters.

4. **RESUME PUBLIC MEETING**
   b. Report out of Closed Session, if needed.

5. **LAND ACKNOWLEDGEMENT**

We would like to take a moment to acknowledge the land on which we are gathered as the traditional homelands of the Nisenan and Miwok tribal nations. These sovereign people have been the caretakers of this land over many centuries. We take this opportunity to acknowledge the land and our responsibility to the original peoples, the present-day Nisenan and Miwok tribal nations.

6. **PLEDGE OF ALLEGIANCE**

7. **INTRODUCTION OF GUESTS & STAFF**

8. **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.

9. **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.

c. Approval of Board Meeting Minutes for June 5, 2026
d. Service Contracts/Purchase Orders Requiring Board Notification/Approval
e. Approval of New Member Appointment to the Cultural Advisory Council as per the Recommendation of the Board Liaison's

10. **COMMITTEE/STAFF REPORTS**

f. Annual State Fair Staff Report
g. Finance Committee Report Out
h. Cal Expo Grandstand-Legislative Committee Report Out

11. **NEW BUSINESS**

i. Ratify Finance Committee's recommendation of approving the attached Resolution to authorize the following individuals/titles as signatories for Cal Expo's LAIF account.
j. Ratify Finance Committee's recommendation of approving the following individuals/titles as additional signatories for Cal Expo's BMO accounts.
k. Cal Expo Events Interim Report

12. **OLD BUSINESS**

l. Sac Republic FC 2027 Lease Agreement
m. Rock & Brews Update
n. Butler Amusements Extension Agreement

13. CORRESPONDENCE

o. Brian Foust Proposal Hosting Concours de Grande Vallee Cup

14. MATTERS OF INFORMATION

p. CEO Comments
q. Directors Comments/Agenda Items for Future Meetings
r. Strategic Planning Session, **Thursday, October 22 & 23, 2026**
s. Next Board Meeting **Friday, October 23, 2026**
t. Other, if any

15. ADJOURNMENT

Date of Notice: September 16, 2026

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.

CALIFORNIA EXPOSITION & STATE FAIR

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice
June 5, 2026

California Exposition & State Fair
1600 Exposition Blvd.
Sacramento, CA 95815

DRAFT

Directors Present
Director Nick Hardeman, Chair
Director Arturo Barajas, Vice Chair
Director Willie Adams
Director Brian Barrett
Director Heather Bemikoff
Director Kim Craig
Director Rina DiMare
Director Bobbin Mulvaney
Director Willie Pelote
Director Che Salinas

Executive Staff Present
Tom Martinez, Chief Executive Officer
Matt Cranford, Chief Deputy General Manager
Joji Kume, Deputy General Manager
Marcia Shell, Deputy General Manager
Sue O'Brien, Recording Secretary

Staff and Guests
Jaime Ramirez, Programs Manager
Craig Walton, Chief of Police
Stephanie Dyer, Human Resources
Diana Barrios, Finance Manager
Heidi Turpen, Contracts Manager
Kyle Brown, Box Office & Parking Manager
Tamila Khamdamova, Marketing
Allison Wagaman, Special Assistant
Pat Conner, IT
Kameni Gandher, IT/Sound
Lisa Landry, Executive Analyst
Darla Givens, Media
Brian Honebein, Event Partnership
Dawn Nozioka, Friends of the Fair
Troy Bird, CA State Fair Foundation
Danielle Wilson, CA State Fair Foundation
Erin Baum, CA State Fair Foundation
Kevin Ferreira, CA State Fair Foundation

1. **CALL TO ORDER – Public Meeting**
   Chair Hardeman called the public meeting to order at 9:33 a.m.. Chair Hardeman acknowledged the Mission Statement, Policy Statement and the Public Comment Statement.

2. **ROLL CALL**
   Roll call was taken and a quorum was present.

   The Board convened into Closed Session at 9:35 a.m.

3. **CLOSED SESSION**
   a. Pursuant to Government Code §11126. (a) the Board will convene into close session to consider certain Personnel Matters.

4. **RESUME PUBLIC MEETING**
   b. Report out of closed session, if needed.
   The Public meeting resumed at 11:19 a.m. Chair Hardeman stated that no action had been taken no reportable action was taken.

5. **LAND ACKNOWLEDGEMENT**
   Chair Hardeman read the Land Acknowledgement.

6. **PLEDGE OF ALLEGIANCE**
   Chair Hardeman asked Director Pelote to lead the Board and Staff in the Pledge of Allegiance.

7. **INTRODUCTION OF GUESTS AND STAFF**
   Chair Hardeman asked Marcia Shell to introduce Staff and Guests that are in the room.

8. **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.
   Chair Hardeman was if there were any objections to taking items 11 j and 11 k out of order, seeing none let's begin with item 11 j.

9. **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.
   c. Approval of Board Meeting Minutes for April 24, 2026
   d. Service Contracts/Purchase Orders Requiring Board Notification/Approval

e. Approval of New Member Appointment to the Agricultural Advisory Council as per the Recommendation of the Board Liaison's

Chair Hardeman asked for a motion to approve the Consent Agenda

MOTION:

Director Pelote moved the motion and Director Adams seconded the motion. Discussion – None Chair Hardeman asked for a roll call: Director Adams, aye; Director Barrett, aye; Director Bernikoff, aye; Director DiMare, aye; Director Mulvaney, aye; Director Pelote, aye; Director Salinas, aye. Motion passes

10. **COMMITTEE AND STAFF REPORTS**

f. Long Range Planning & Exposition Facilities & Operations – Report Out

Director Craig, Chair of Long Range Planning & Exposition Facilities & Operations left early and will report out at the next Board meeting.

g. Finance & Audit Committee – Report Out

Director Pelote reported on the June 4 Finance & Audit Committee meeting and provided an update on Cal Expo's financial position and ongoing accounting remediation efforts.

The multi-use sports facility generated approximately $291,675 in April, representing an increase of more than 100 percent compared with the prior year. Cal Expo's current 2025-26 Pro Rata assessment of $877,299 has been paid in full, and the outstanding balance from prior fiscal years has been reduced from approximately $1.6 million in December 2024 to approximately $1.2 million as of May 2026.

Staff continues to work with the California Fair Services Authority (CFSA) on accounting improvements and bank reconciliations. The May 31 target for bringing all bank reconciliations current was not met due in part to increasing State Fair workload, and completion is now anticipated during the third quarter, potentially earlier. The 2022 audit is nearing completion, with one remaining reconciliation item related to a software issue. The audit firm continues to anticipate completing two audits during 2026.

Staff also reported progress on accounts receivable collections, including a successful lawsuit involving an unpaid 2023 State Fair account, allowing Cal Expo's collection agency to pursue additional recovery methods. Historical bank balances indicate that Cal Expo is trending ahead of the same period in 2025 as it enters the State Fair season.

The Committee reported that the Rock & Brews tenant was unable to attend the meeting but had been invited to the September Board meeting. Board members expressed interest in hearing directly from the tenant regarding the business, Cal Expo's financial relationship with the tenant and a path forward. The Board engaged in substantial discussion regarding financial transparency and the information provided to Directors. Members emphasized that the full Board should receive and have an opportunity to review regular financial statements, balance sheets, accounts payable and receivable reports, cash balances and reserve information. The Board discussed making financial

reporting a standing agenda item and ensuring Directors receive supporting financial materials sufficiently in advance of meetings to allow meaningful review and questions.

The Board also reviewed Cal Expo's cash and reserve accounts, including restricted accounts, the Local Agency Investment Fund and deferred maintenance/resiliency funds. Staff reviewed prior State funding used for deferred maintenance and infrastructure projects, including roofs, HVAC systems, gas lines, the water tower, fencing, gates, asphalt and other capital improvements. The Board discussed the importance of continuing to identify specific capital needs and pursuing future State funding opportunities.

Because the Board does not meet during the busy summer months, the Finance & Audit Committee recommends to the full Board of Directors to approve the delegation of signing authority to Vice Chair Arturo Barajas and Director Rina DiMare for service contracts and purchase needing approval between June 5, 2026 and September 25, 2026, Boards Meetings. Chair Hardeman asked for a motion.

MOTION:

The motion was moved by Director Pelote and seconded by Director Adams. Discussion – None. Chair Hardeman asked for a roll call: Director Adams, aye; Director Barrett, aye; Director Bernikoff, aye; Director DiMare, aye; Director Mulvaney, aye; Director Pelote, aye; Director Salinas, aye. Motion passes

11. **NEW BUSINESS**

h. Urban Greening Grant

Staff presented an opportunity to seek funding through the California Natural Resources Agency Urban Greening Grant Program for the proposed Green Cal Expo project.

The proposed project would incorporate environmental resiliency improvements throughout the property, including permeable surfaces, shade structures, native landscaping, additional tree canopy, bioswales, stormwater management features and enhancements to the State Fair Farm/community garden and related educational programming. Staff intends to request the maximum $5 million award.

Director Bernikoff moved to adopt Resolution No. 06052026 authorizing the application for Urban Greening Program grant funding and authorizing the CEO or designee to execute necessary documents associated with the application, administration and completion of the project.

MOTION:

The motion was seconded by Director Pelote. Chair Hardeman asked for a roll call: Director Adams, aye; Director Barrett, aye; Director Bernikoff, aye; Director DiMare, aye; Director Mulvaney, aye; Director Pelote, aye; Director Salinas, aye. Motion passes

i. Interim Events Report

Staff presented a comparison of year-round event performance for 2024 and 2025, excluding State Fair, Heart Health Park/Sacramento Republic FC and RV Park revenues.

Overall event income decreased approximately 4.6 percent in 2025, primarily due to weather-related attendance impacts on the holiday light show. Online service fee revenue increased approximately 23 percent and food and beverage revenue increased approximately 5.4 percent.

Staff highlighted strong recent event performance. Country in the Park attracted approximately 42,000 attendees over two days, with approximately $3 million in ticket sales and more than $1 million in food and beverage sales. Foodie Land Night Market attracted approximately 59,000 attendees, and the Sacramento County Fair attracted approximately 75,000 attendees. Combined paid parking revenue from those three events was approximately $496,000. Staff also reported the addition of several cultural festivals and other new events to the year-round calendar.

The Board discussed parking rates and contractual arrangements for different events. Staff reported that standard year-round parking remains $10, while certain concerts and special events carry higher rates depending on the event agreement.

j. California State Fair Foundation

Representatives of the California State Fair Foundation provided an overview of the organization's history and current mission. The Foundation originated in connection with development of the 9/11 Memorial Plaza and was later reconstituted with a broader mission to support and strengthen the California State Fair through educational opportunities, exhibits, experiences, special projects and community partnerships.

The Foundation identified restoration of the 9/11 Memorial Plaza as its immediate priority in advance of the 25th anniversary of the September 11 attacks. Planned improvements include donated labor and materials for stone restoration, painting, electrical and audiovisual upgrades, fountain maintenance and other repairs. The Foundation is working with building trades, contractors and the National September 11 Memorial & Museum, with a goal of completing substantial improvements prior to the 2026 State Fair.

The Board expressed appreciation for the Foundation's work and requested that individuals and organizations contributing labor and resources to the restoration be tracked so they may be formally recognized.

k. Friends of the Fair

Representatives of Friends of the California State Fair provided an overview of the volunteer organization and its support of Cal Expo and State Fair programming.

Friends currently has approximately 225 registered volunteers expected to contribute approximately 3,500 hours through roughly 800 volunteer shifts

during the 17-day State Fair. Volunteers operate several Fair venues, serve as ambassadors throughout the grounds and support programs including Brewfest, Sale of Champions, competitions, student exhibits and other activities.

The Board discussed the Friends scholarship program and challenges resulting from the loss of major fundraising events and increased costs associated with processing scholarship applications. Members discussed potential opportunities to identify alternative administrative support and fundraising resources to assist in restoring the scholarship program.

The Board thanked Friends members for their longstanding volunteer service and discussed opportunities for greater Board participation in volunteer recognition activities.

12. **OLD BUSINESS**

I. Horseman Trailer Park

Staff provided an update on the Horsemen's Trailer Park following the conclusion of live racing at Cal Expo. The park contains 81 spaces, with approximately 33 remaining tenants. Rental eligibility was established specifically for California Horse Racing Board licensees participating in live racing operations, and no new tenants have been accepted since racing operations ended.

Staff reported that remaining tenants had previously been advised that they would receive six months' written notice when the park was closed and recommended issuing that notice.

The Board discussed the history and purpose of the trailer park, current rental income and operating costs, security and liability considerations, and the potential impact on longtime residents. Members acknowledged the difficult circumstances and emphasized the importance of compassion and connecting affected residents with available County, nonprofit, housing and social-service resources during the transition.

Staff reported that Sacramento County is aware of the anticipated closure and that additional discussions regarding support services were scheduled. Staff also noted that some residents associated with harness racing may have an opportunity to relocate as racing operations transition to Fresno.

Director Bernikoff moved to accept staff's recommendation and provide the remaining tenants with six months' written notice.

MOTION:

The motion was seconded by Director Adams. Chair Hardeman asked for a roll call: Director Adams, aye; Director Barrett, abstain; Director Bernikoff, aye; Director DiMare, aye; Director Mulvaney, aye; Director Pelote, aye; Director Salinas, aye. Motion passes

m. Rock & Brews – Background & Update

Staff provided an update regarding Rock & Brews and the tenant's current financial obligations to Cal Expo. The tenant was unable to attend the meeting due to international travel related to a family funeral but had been invited to attend the September Board meeting.

Staff reviewed the history of the property and noted that the tenant entered a distressed site requiring substantial redevelopment and subsequently invested approximately $7 million in improvements. The restaurant opened during the difficult operating environment following the COVID-19 pandemic. Cal Expo has previously provided pandemic-related force majeure relief and rent deferments. Under the current Memorandum of Understanding, the tenant is responsible for current rent, reimbursable expenses and payments toward back rent. Staff reported that the tenant is currently paying current rent and reimbursable expenses but has not remained current on required back-rent payments.

Board members acknowledged the tenant's substantial investment, the history and challenges of the property, and difficult conditions in the restaurant industry. The Board expressed interest in hearing directly from the tenant at the September meeting and continuing discussions regarding the business and repayment obligations.

13. **CORRESPONDENCE**

None

14. **MATTERS OF INFORMATION**

n. CEO Comments

CEO Martinez recognized Pride Month and Juneteenth. He highlighted Cal Expo's participation in the Sacramento Pride March and Festival and the annual Pride at the Fair celebration, noting Cal Expo's history as the first state fair to establish such a program. The 2026 Pride at the Fair celebration will coincide with the KC and the Sunshine Band concert. CEO Martinez also recognized the history and significance of Juneteenth.

CEO Martinez reported that Cal Expo was awarded three Pollinator Habitat Kits through the Xerces Society's 2026 Habitat Kit Grant Program, providing native plants and grasses for approximately 6,000 square feet of Cal Expo property. Director Bernikoff was thanked for bringing the grant opportunity to staff.

CEO Martinez provided additional State Fair updates, including the announced concert lineup, sponsorship opportunities and enhancements to the VIP experience. Planned improvements include expansion of the existing VIP dinner deck, a new elevated VIP loft adjacent to the lagoon stage and the return of two cabanas.

CEO Martinez also provided an update on the upcoming X Games. Ticket sales had exceeded 17,000, with concerts scheduled throughout the event

Staff reviewed credential and guest-pass arrangements for Board members and noted that additional information would be provided as event planning was finalized.
CEO Martinez thanked the Directors for their time and participation as Cal Expo entered the busy X Games and State Fair season.

o. Directors Comments/Agenda Items for Future Meetings
Director DiMare provided an update regarding planning for the first Ag Day at the Fair, which will coincide with the Heritage Breakfast and include barn tours led by FFA and 4-H youth, approximately 30 agricultural commodity and organization booths, and a Celebrating Ag social. She also recognized the work of the Agricultural Advisory Council and welcomed newly appointed Council member Sarah Marsh Janes.
Director Bernikoff thanked staff for preparations for the State Fair and X Games and provided an update on efforts to increase Indigenous representation at the Fair. Programming under development included traditional Indigenous food programming, potential basket-weaving demonstrations, returning youth dancers, powwow dancers and an exhibit addressing Indigenous history and connections to the property.
Director Pelote thanked fellow Finance & Audit Committee members and staff for their continued work on financial accountability. He also discussed the Cultural Advisory Council, efforts to broaden representation at the Fair, and a prospective new Council member from the Asian Pacific Islander community. Director Pelote expressed appreciation for staff efforts surrounding the upcoming X Games and State Fair and welcomed Director Barrett and Deputy General Manager Kume.
Director Adams welcomed Director Barrett and thanked staff and fellow Directors. He reflected on the Board's willingness to engage in difficult and substantive discussions and acknowledged the difficult decision regarding the Horsemen's Trailer Park and the importance of considering affected residents. He also expressed enthusiasm for participating in his first State Fair as a Director.
Director Barrett thanked staff and Board members for welcoming him and expressed interest in becoming more involved in committee work and learning Cal Expo operations. He explained that his abstention on the Horsemen's Trailer Park item reflected his desire to personally see and better understand the property before taking a position.
Vice Chair Barajas thanked staff and fellow Directors and recognized the successful Sacramento County Fair. He also thanked Cal Expo Police and staff for their response to a recent medical incident during Foodie Land and for providing follow-up information regarding emergency response protocols.
Chair Hardeman welcomed Director Barrett and highlighted the range of professional and personal experiences represented on the Board. He thanked Cal Expo staff for their public service and extensive work preparing for the

State Fair and expressed interest in opportunities for Board members to personally recognize seasonal and permanent staff during the busy summer season.

p. Next Board Meeting **Friday, September 25, 2026 and Legislative Committee meeting is scheduled for June 18, 2026**

q. Other, if any

15. **ADJOURNMENT**

Chair Hardeman asked for a motion to adjourn.

MOTION:

Motion was moved by Director Adams and seconded by Director Pelote. Chair Hardeman asked for a roll call vote: Director Adams, aye; Director Barrett, aye; Director Bernikoff, aye; Director DiMare, aye; Director Mulvaney aye, Director Pelote, yes; Vice Chair Barajas, aye, Chair Hardeman, aye. Motion passes.

Chair Hardeman adjourned the Board Meeting at 1:48 p.m.

DRAFT

PURCHASE ORDERS

May 20, 2026 to September 15, 2026
From $15,000 to $99,999 (Requiring Notification)

1. Notification of a purchase order for $16,550 with Bar None Group, Inc dba PCE for 2026 State Fair console rentals and stage decks for Sky River Main Stage Performer.

2. Notification of a purchase order for $20,000 with Univision Television Group Inc. for 2026 State Fair radio advertising.

3. Notification of a purchase order for $20,000 with Suburban Propane for petroleum for Cal Expo vehicles throughout the year.

4. Notification of a purchase order for $23,579 with SMD Lighting for 2026 State Fair horse track audio and additional lighting in the Forest Center.

5. Notification of a purchase order for $45,964 with Ashley Press, LLC dba The RB Powers for the 2026 State Fair awards ribbon order.

May 20, 2026 to September 15, 2026
$100,000 and Over (Requiring Approval)

1. Approve a purchase order for $217,898 with Angarola Corporation dba NICMAR (DVBE) for three (3) mobile high powered speaker arrays through an OES Grant. This is 100% reimbursable.

SERVICE CONTRACTS

May 20, 2026 to September 15, 2026
From $15,000 to $99,999 (Requiring Notification)

1. Notification of a contract for $18,000 with Sierra Asphalt, Inc for 2026 asphalt patch work at multiple locations on the fairgrounds. Term of agreement: June 4, 2026 through June 19, 2026.

2. Notification of a contract for $19,435 with Backline Source, Inc. for the 2026 State Fair instrument equipment rental services for the Sky River Main Stage performers.

3. Notification of a contract for $19,500 with Shannon Scott O'Leary for the 2026 State Fair Main Stage Production Manager services.

4. Notification of a contract for $23,000 with Carrie Fraley dba Sonflower Productions for 2026 State Fair Rustic Charm Exhibit in Expo Center, Building 1.

5. Notification of a contract for $26,500 with L&L Productions for the 2026 State Fair Super Tractor Pull show at the Grandstands.

6. Notification of a contract for $30,000 with Ellis Investigations Law Corporation for legal consultation of Cal Expo personnel matters. Term of agreement: July 19, 2026 to September 30, 2026.

7. Notification of a contract for $39,100 with Dave Phillips A-MAZE-D LLC for the 2026 State Fair Maze exhibit in Building 5, Expo Center.

8. Notification of a contract for $40,000 with Porter Scott A Professional Corporation for legal consultation of Cal Expo personnel matters. Term of agreement: July 19, 2026 to December 31, 2026.

9. Notification of a contract for $40,090 with Prominent AV Audio Visual Services for one-year of Complete Care – LED Digital Signage Managed Services. Term of agreement: June 10, 2026 to June 11, 2027.

10. Notification of a contract for $75,000 with John A. Neumann dba Neumann Limited for the 2026 State Fair Bus Rental and Shuttle Services.

11. Notification of a contract for $81,750 with Sapphire Fountains for the 2026 State Fair Fountain Display in the lagoon.

12. Notification of a contract for $97,140 with Rolling Stages, Inc. for the 2026 State Fair Grounds Entertainment stage materials.

May 20, 2026 to September 15, 2026
$100,000 and Over (Requiring Approval)

1. Approve a contract for $500,000 with Prolific Protection Group, Inc. dba PPG for emergency standing and roving security services during the 2026 State Fair.

2. Approve a contract for $549,065 with Haas & Wilkerson, Inc. for 2026-2027 for Cyber, and Property Liability insurance policy. Term of agreement: July 1, 2026 to July 1, 2027.

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: September 18, 2026

To: Board of Directors
California Exposition & State Fair

From Alex Alcantar, Marketing & Business Development Manager
California Exposition & State Fair

Subject: Cultural Advisory Council Applicant Recommendation

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 three additional, consecutive terms of 2 years each. No member shall serve more than 8 years.

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 20.

BOARD RECOMMENDATIONS

Cal Expo Cultural Advisory Council Board Liaisons, Willie Pelote and Willie Adams interviewed candidates and recommend the following individuals for approval as members to the Cultural Advisory Council:

Member: Jinky Dolar
Director of Advertising Sales & Marketing, Solsken PR
Two Year Term

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

Annual State Fair Staff Report

Date: September 17, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Alex Alcantar, Director of Marketing & Business Development
Jaime Ramirez, Program Manager

Subject: Annual State Fair Staff Report

CA State Fair 2026

The 2026 California State Fair marked the final summer edition of the Fair before its return to fall dates beginning in 2027. Centered around the theme "Wish You Were Here," the 17-day Fair welcomed more than 650,000 guests from across California and beyond and featured a broad mix of cultural experiences, headline concerts, food, carnival attractions, competitions, arts and crafts, agriculture, and family entertainment.

The 2026 Fair also represented an important transition as Cal Expo looks ahead to a new era for the California State Fair. That transition began well before opening day, with the marketing strategy and campaign developed to introduce "Wish You Were Here" and build anticipation for the Fair.

California State Fair Marketing

For more than 170 years, marketing has been a driving force behind the California State Fair's continued success. From its earliest days, when print media set the standard, to today's fast-moving digital and social landscape, the Fair has consistently evolved alongside the advertising industry. As new technologies emerged, the Fair expanded its reach through television, radio, outdoor advertising, and digital platforms, with social media now playing a key role in connecting with audiences.

Throughout this evolution, collaboration between Cal Expo and its advertising partners has fueled innovative campaigns and compelling storytelling messaging. Backed by strong creative execution and strategic media relationships, these efforts ensure the California State Fair continues to engage, inspire, and resonate with Californians year after year.

Current Marketing

Following the successful completion of the 2026 California State Fair, the Marketing Department continued to expand the Fair's reach through an integrated mix of television, radio, outdoor, print, digital, streaming, social media, and influencer partnerships. The "Wish You Were Here" campaign embraced a nostalgic travel aesthetic inspired by vintage postcards and passports, highlighting the experiences and traditions that continue to bring generations of fairgoers together. A sustained promotional campaign began with Black Friday and continued through the Fair, building early awareness, supporting advance ticket sales, and generating strong audience engagement.

In 2026, the Marketing Department completed its transition into Cal Expo Productions, a fully integrated in-house advertising operation responsible for campaign strategy, creative development, media planning, negotiation, placement, and performance management. Staff produced 100% of the Fair's core creative assets, including commemorative posters, outdoor advertising, digital and social content, print materials, radio spots, and television commercials, in both English and Spanish. This unified approach ensured consistent branding across every platform while allowing the team to respond quickly throughout the campaign. By bringing creative production and media buying in-house, Cal Expo increased efficiency, strengthened accountability, and gained greater control over campaign timing and media investments.

Future of Marketing and Strategy at California State Fair

Building on the accomplishments and lessons of the 2026 California State Fair, the Marketing Department is carrying its momentum into the planning of future Fairs. As a fully integrated operation within Cal Expo Productions, the department continues to strengthen its creative and technical capabilities, expand its use of social media and digital content, and develop greater expertise in media planning, buying, and negotiation. These capabilities enable staff to manage resources more strategically, secure added value, respond to new opportunities, and build stronger relationships with media organizations, influencers, sponsors, and promotional partners.

This progress will play an important role in shaping the 2027 California State Fair and its theme, "HOMECOMING." Developed by an internal committee, the theme pays homage to the Fair's beginnings in the fall and celebrates its return to that historic season. "HOMECOMING" provides a rich creative foundation for programming, décor, entertainment, exhibits, marketing, and partnership activations while capturing the nostalgia and warmth associated with returning home.

Establishing themes and campaign direction well in advance will provide greater strategic control over marketing and advertising expenditures while giving staff, media partners, influencers, sponsors, and community partners more time to plan and participate. This long-range, theme-led approach reflects the planning principles used by major theme parks, where storytelling, visual environments, programming, partnerships, and promotion are developed together. Under this approach, the annual

theme becomes more than an advertising message—it helps shape the complete Fair experience and creates a cohesive identity that guests encounter before they arrive, throughout their visit, and after the Fair concludes. Applying a similar model will help Cal Expo coordinate resources, attract new partners, build anticipation, and deliver a more intentional, immersive, and memorable California State Fair.

With this broader marketing and strategic framework in place, the following sections provide a detailed overview of the 2026 California State Fair, including attendance and operational results, program highlights, competitions, exhibits, entertainment, and other key activities from the 17-day Fair.

STATE FAIR 2026

The 2026 California State Fair marked the final summer edition of the Fair before its move to fall dates beginning in 2027. Centered around the theme, "Wish You Were Here," the 17-day Fair welcomed more than 650,000 guests from across California and beyond. Favorable weather during the first 10 days helped attendance keep pace with the strong crowds experienced in 2025, while triple-digit temperatures during the traditionally busy final weekend contributed to lower attendance as the Fair came to a close.

The Fair offered a broad mix of cultural experiences, headline concerts, food, carnival attractions, competitions, arts and crafts, agriculture, and family entertainment. All 58 California counties were represented, more than one million carnival rides were ridden, and the Fair generated approximately 121.5 million impressions across social and traditional media.

The 2026 Fair also expanded its cultural and educational programming. The California First Peoples' Art Showcase debuted in the air-conditioned Expo Center, highlighting artistic traditions and living cultural heritage from California Native American tribes. CaLOWfornia Love returned for its second year, while the Viva el Mariachi Youth Competition brought together seven teams from across California.

By the Numbers

	2026 Fair	2025 Fair	2024 Fair
Attendance	650,000+	702,000+	649,000
Average Fair Time Temp	94.5°	89.4°	99.7°

Max Temp	10[illegible]	102°	111°
Days 100+	3	1	9
Cars Parked	119,000	160,000	140,507
Number of Vendors	122	130	152
Number of Exhibitors	4158	3,355	3,098
Number of Entries	14,404	14,784	14,251
Counties Represented	58	58	53
Concert Tickets Sold	17,781	16,993	18,150
Number of Horse Races	0	0	51
Community Performers	106	152	160
Military & Veterans Day	3,750	3,400	3,500
Gospel Day Attendance	976	1,200	1,200
Media Credentials	173	190	238

HIGH POINTS

The 2026 California State Fair closed its final summer run with more than 650,000 guests. The first 10 days benefited from favorable weather, while triple-digit temperatures during the final weekend affected attendance. Beginning in 2027, the Fair will return to fall dates, with the next Fair scheduled for September 17 through October 3.

Affordability and community engagement remained important themes. A total of 18,883 Costco "Wish You Were Here" packages were sold, while SMUD Giving Fridays generated 35,774 pounds of donated food, estimated to provide 29,812 meals. Guests also collected more than 200,000 Daily Sticker Drop stickers. Across the Fair, more than one million carnival rides were ridden.

Building on the momentum of X Games Sacramento, held at Cal Expo just 13 days before the opening of the State Fair, action sports expanded into the Fair's programming in 2026. Wake skating and wakeboarding were staged at the lagoon for the first time, including a new competition. Five-time Wave Craft World Champion Mark Gomez brought additional energy to the lagoon during the Fair's closing weekend.

The new building layout also proved successful, despite the significant logistical challenge of preparing the spaces within a very short turnaround following the X Games. This was a transition our team had not faced before and required careful coordination, flexibility, and quick decision-making to ensure the buildings were ready for the Fair. With the experience and leadership of John Danielsen and his team, the group rose to the challenge and ultimately surpassed expectations. While there was some initial uncertainty about how vendors and fairgoers would respond to the changes, feedback was positive. Vendors in the new Building A and Building C locations reported strong results, including increased sales, while fairgoers benefited from a larger-scale, more open format. In Building C, the expanded layout gave guests more room to experience the Student Showcase and California Crafts, while families were able to enjoy arts, exhibits, and kids activities together under one roof.

2026 FAIR PROGRAM OVERVIEW

Building B Programs

Building B brought together food, agriculture, education, and hands-on activities, giving fairgoers a central place to explore California products, culinary traditions, and family-friendly programming.

Save Mart

Save Mart provided a strong retail and agricultural presence in Building B, connecting fairgoers with California-grown products and helping showcase the state's food and farming industries.

California Kitchen

The California Kitchen served as an interactive culinary hub where guests could watch competitions, discover California foods, and enjoy educational activities for all ages.

Pit Boss Jerky – Pit Boss Jerky offered fairgoers a flavorful selection of jerky products and added a popular grab-and-go California food option to the Building B experience.

Carmazzi Caramel Corn – Carmazzi Caramel Corn brought a classic fair favorite to the building, giving guests a sweet snack while they explored the surrounding exhibits and activities.

California Map of Crops – The California crop map highlighted the diversity of agriculture across the state and helped guests connect different regions with the crops and commodities grown there.

The California Map of Crops showcased the diversity of California agriculture by highlighting crops and commodities from counties across the state.

Cooking Theater – The Cooking Theater hosted multiple demonstrations, competitions, and special events throughout the Fair, including the inaugural Mac and Cheese Cook-Off.

Dairy Council Student Culinary Competition – The Dairy Council Student Culinary Competition gave young cooks an opportunity to demonstrate their skills while learning about dairy products, nutrition, and culinary careers.

HERO Chili Cook-Off – Returning for its second year, the HERO Chili Cook-Off once again brought first responders together in a spirited competition that engaged fairgoers and celebrated community service.

Inaugural Zucchini Races – The inaugural zucchini races created a playful, hands-on activity for kids of all ages and added a new family-friendly tradition to Building B.

Inaugural Zucchini Races featured creative, kid-built zucchini racers as part of Building B's family-friendly programming.

Building C Programs

California Building C became a vibrant showcase of California's creativity, communities, history, and imagination, successfully bringing together a diverse collection of exhibits and experiences under the 2026 California State Fair theme, "Wish You Were Here."

The building created a dynamic visitor experience by combining the Student Showcase, California Crafts, Department of Water Resources Photography Exhibit, County exhibits, Friends of the Fair Snack Shack, historic artifacts, and the Kids Imagine Me Heroes Play Area. Together, these elements transformed Building C into a destination that encouraged visitors to explore, discover, and connect with the many stories that make California unique.

A standout feature was the integration of historic and nostalgic artifacts, which added personality, authenticity, and a strong connection to California State Fair's past. The 1930 Cal Expo Fire Engine, 1920 Pepsi Truck, Flintstone Car, and 1960s Bear became visual landmarks and conversation pieces throughout the building. These recognizable pieces sparked memories and curiosity while creating a meaningful bridge between

California, the California State Fair's history, and the contemporary exhibits surrounding them.

Creativity was at the heart of the building. The Student Showcase and California Crafts celebrated the imagination, talent, and craftsmanship of California's artists and young people. The California Department of Water Resources (DWR) Photography Exhibit took visitors on a visual journey through California's landscapes, water resources, and natural beauty, while the County exhibits showcased the diversity, character, and regional identity of communities throughout the state.

The Kids Imagine Me Heroes Play Area added another dimension to the experience by giving younger visitors a place to play, imagine, and participate. This interactive family component complemented the surrounding exhibits and encouraged families to slow down, engage, and spend more time exploring Building C.

What made Building C particularly successful was the connection between seemingly different experiences. History, art, craftsmanship, education, community, agriculture, and family entertainment were woven together into one cohesive environment. Visitors could move from California's past, to its present, and toward its future—all within a single building.

Ultimately, Building C demonstrated the power of thoughtful exhibit integration and storytelling. "Wish You Were Here" became more than a theme; it became the framework for creating an experience that celebrated California's people, places, creativity, history, memories, and families—while giving visitors plenty of reasons to stop, explore, and say, "Wish You Were Here."

Building C featured California Crafts and historic Cal Expo artifacts as part of the 2026 "Wish You Were Here" theme.

2026 FAIR COMPETITION UPDATES

Competition Winners:

- **CA Commercial Cheese**
  - Best of Show – Cow's Milk – Point Reyes Farmstead, Point Reyes Quinta
  - Best of Show – Other Milk Type – Pennyroyal Farm, Boont Corners Reserve
  - Artisan Producer of the Year – Stepladder Creamery
  - Large-Scale Producer of the Year – Joseph Farms Cheese
- **CA Commercial Craft Beer**
  - Best of Show – Malibu Brewing Company, Hatch
- Brewery of the Year – Urban Roots Brewing

- **Homebrew**
  - Best of Show – 24B- Belgian Pale Ale- Ace Brewing Society
  - Best of Show Cider– C1A- Common Cider- ESB (East Sac Brewers)

- **CA Commercial Extra Virgin Olive Oil**
  - Best of Show Monovarietal – Frantoio Grove, Extra Virgin Olive Oil
  - Best of Show Blend – Capay Valley Olive, French Blend
  - Best of Show Flavored – McEvoy Ranch, Organic Ginger Turmeric Olive Oil

- **CA Cannabis**

2026 Golden Bear Winners
  - Greenshock Farms — Pink Rider (Sun Grown Flower)
  - Wood Wide — Woodzy (Indoor Flower)
  - Ridgeline Farms — Blueberry Caviar (Mixed Light Flower)
  - One of a Kind x Joy Ridge Farms — Dutch Treat (Pre-Rolls)
  - Moon Valley Cannabis — Neon Panther Live Rosin All-in-One (Cartridges)
  - Moon Valley Cannabis — Neon Panther Ice Water Hash (Concentrates)
  - Emerald Sky — Blue Dream Live Rosin GrooveBar (Edibles)
  - St. Ides — Lychee Pear High Tea (Beverages)
  - Emerald Bay Extracts — Super Lemon Haze RSO Tablets

- CA Commercial Wine
  - Golden State Winery – Silt Wine Company
  - Best of Show Red – Inkblot, Michael David Winery, 2023 Cabernet Franc, Lodi
  - Best of Show White – Acquiesce Winery & Vineyards, 2025 Grenache Blanc, Mokelumne River
  - Best of Show Sparkling – Aimee, 2023 Bollicine Brut, California
  - Best of Show Pink – Pedroncelli, 2025 Rose Wine, Dry Creek Valley
  - Best of Show Dessert – Quady Winery, 2023 Elysium Black Muscat, Madera
  - Best Micro Winery Red – Alma Sol Winery, 2023 Graciano, Adelaida District
  - Best Micro Winery White – Omega Road Winery, 2024 Torrontes, Alta Mesa
  - Best Micro Winery Other – Great Bear Vineyards, 2025 Fleur Rouge, Yolo County
  - Best Value – Barefoot Cellars, NV Merlot, California
  - Lifetime Achievement – Navarro Vineyards, Ted Bennett and Deborah Cahn
  - Vineyard of the Year – S.L.V. Stag's Leap Vineyard
  - California All Stars – Samuel Joseph Sebastiani, Sebastiani Vineyards; Christian Michael Jean Roguenant, Winemaker, Lightpost Winery; Jed Steele, Winemaker, Steele Wines/Shannon Ridge

- Judges Dinner Location – Yolo County Vineyard & Winery Association – Grindstone Wines
- Home Wine
  - Best of Show White – Fred Carbone, 2025 Chenin Blanc
  - Best of Show Red – Mark Beadleston, 2024 Barbera
  - Best of Show Other – Donna Bettencourt, 2017 Black Muscat Tawny Port

2026 California State Fair participants and volunteers at Cal Expo

THIS YEAR Expo Center Programs

Two new exhibits were housed in the air-conditioned Expo Center in 2026: Tutankhamun: The King Tut Experience and the California First Peoples' Art Showcase. The First Peoples' showcase offered fairgoers an opportunity to learn about California's diverse tribal cultures while celebrating Native artistic traditions, stories, and contemporary cultural expression. CaLOWfornia Love also returned for its second year, featuring lowrider culture and vehicles representing communities from across California.

Tutankhamun: The King Tut Experience in the Expo Center.

California First Peoples' Art Showcase in the Expo Center.

Building D Programs - Beer Den

Building D successfully served this year as the Beer Den, providing a relaxed and welcoming gathering space where friends and families could sit together, cool off, and enjoy a wide selection of California award-winning beers. The cooler indoor environment encouraged guests to stay longer, socialize, and sample varieties representing regions from across the state. The Beer Den's new location drew more fairgoers and helped create stronger foot traffic throughout the area. The combination of comfortable seating, regional beer selections, and a social atmosphere made the space a successful destination.

Building D Beer Den offered a comfortable gathering space for guests to enjoy award-winning California craft beers.

2026 FAIR FOOD AND COMMERCIAL VENDORS UPDATES

The 2026 California State Fair continued to showcase traditional fair favorites alongside new food experiences. Country Fair Cinnamon Rolls earned another Fair Food Competition Best of Show ribbon for its Biscoff Roll, its fifth Best of Show since 2019. During the Fair, the vendor used approximately four tons of its signature flour, 3,200 pounds of cream cheese frosting, and 2,500 Biscoff cookies.

The Beer Den highlighted craft beers representing six California regions. The HERO Chili Cook Off was won for the second consecutive year by Metro Fire Station 26, which took home the Golden Bear. The Sacramento Sheriff earned second place and the People's Choice award. In the BBQ Competition, 5 Skins BBQ won the Golden Bear, while Cowabunga BBQ received the People's Choice award.

2026 FAIR LIVESTOCK UPDATES

Junior Livestock- 1507 entries
Open Livestock- 2248 entries
Best of Show- 108 entries
Small Animals- 1701 entries
DNA- 840 entries

Livestock overall participation was strong and the livestock program had a good turnout.

Junior Livestock was a particular success. Holding the Junior Livestock program at the same time as Ag Day created additional energy and visibility for youth agriculture during the California State Fair, bringing young exhibitors, families, agricultural organizations, and fairgoers together around agricultural education and competition.

2026 COMPETITIVE EXHIBITS & FILM FESTIVAL PROGRAM REPORT

The 2026 California State Fair delivered broad-based growth across Fine Art, Photography, Student Showcase, Handcrafts, Fiber & Needle Craft, Quilts, Plein Air, and Film Festival programs. Entries increased in nearly every category, competitions drew highly credentialed jurors, and feedback from artists, filmmakers, and docents was strongly positive. This momentum reflects several years of investment by the Fair team and highlights the importance of a sustainable structure to support continued growth.

By the Numbers

Program	**2026 Entries**	Prior Year (2025)	Change
Fine Art	671	641	+4.7%
Photography	1,052 (45 displayed; ~4% acceptance)	882	+19.3%
Student Showcase	693	728	-4.8%
Handcrafts total (Quilts, Handcraft, Fiber & Needle)	467	700	-33.3%

Plein Air	52 entries / 34 individuals	43	+20.9%
Film Festival (Adult + Youth)	43	23	+87.0%
Docents	23 + Friends of the Fair support	16	+44%

2026 Program Overview

Fine Art & Photography

Fine Art entries reached 671, continuing a multi-year growth trend and headlined by the competition's first digital/3D-rendered Best of Show piece. Photography remained the Fair's most competitive category by volume, with 1,052 entries reviewed by jurors Robert and Dana Halverson for just 45 display slots. Feedback from both artist communities emphasized the quality of curation and the responsiveness of staff throughout the judging and placement process.

Student Showcase

The Student Showcase drew 693 entries in 2026, down 4.8% from 728 in 2025. Staff is looking into expanding and strengthening outreach to schools and youth programs ahead of 2027 to rebuild participation.

Handcrafts (Quilts, Handcraft, Fiber & Needle)

Combined entries across Quilts (91), Handcraft (168), and Fiber & Needle Craft (208) totaled 467, up 10.9% from 421 in 2024. Combined entries across Quilts (91), Handcraft (168), and Fiber & Needle Craft (208) totaled 467, down 33.3% from 700 in 2025 but still up 10.9% from 421 in 2024. This decline runs counter to the growth seen in other competitions and should be examined. The California Crafts Competition has significant additional growth potential because much of California's crafts community has not yet been fully engaged. Many of these groups also need space for events, demonstrations, and competitions, creating an opportunity for the Fair to serve as a larger gathering place for the statewide crafts community.

Plein Air

Plein Air participation grew from 43 entries in 2025 to 52 entries from 34 individual artists in 2026, up 20.9%. More counties expressed interest in promoting and participating in the event.

Film Festival

The Film Festival posted its strongest year yet, with Adult and Youth entries combined increasing from 23 to 43. Peak single-day attendance reached 200 visitors at the August 1 screening and Award Ceremony. Jurors Breven Warren and Karyn Barnett, both with backgrounds connected to major festivals including Sundance, helped raise the program's profile and opened the door to a potential ongoing organizational partnership. Sustaining that relationship and the momentum behind the festival will require consistent, year-round relationship management.

Judges & Community Partnerships

Across the programs, the caliber and continuity of judging panels emerged as a recurring strength and opportunity. Judges are among the Fair's most valuable community touchpoints, and maintaining reliable, ongoing contact with them rather than rebuilding relationships each season can strengthen future competitions and deepen the Fair's network within California's arts community.

Docents & Volunteer Support

Docent participation grew from 16 in 2025 to 23 in 2026, with additional support from Friends of the Fair. Docents specifically praised the organization and quality of this year's training, which staff credit with improving the overall visitor experience in the exhibit halls.

Looking Ahead / 2027 Recommendations

Digital Art Division - Establish a stand-alone division with classes for Digital Art, 3D Rendering, and Vector Design, with entries required to be original artwork rather than commercial or marketing work. The first digital Best of Show winner in 2026 creates a natural transition point for expanding the division.

Ruth Rippon Honor Exhibit - Develop an exhibit honoring Sacramento-native ceramicist Ruth Rippon, who taught ceramics at Sacramento State for 31 years, was named the State Fair's Golden Bear Artist of the Year in 2008, and has a documented history of demonstrating at the California State Fair dating to the 1950s. She would have turned 100 in 2027.

Ceramics - Move ceramics from Crafts to Fine Art and organize the division into Hand Built, Wheel Thrown, and Any Other classes. Porcelain sculpture and painting could be incorporated within the ceramics division where appropriate based on similar techniques.

School and Youth Outreach Network - Build a more direct outreach network with schools and youth programs in response to the Student Showcase decline from 748 entries in 2024 to 693 in 2026.

Film Festival / "Movies Under the Stars" - Explore reframing the festival as an outdoor event brand, with a goal of expanding participation toward 100 films while creating a more visible public-facing experience.

Fine Art Growth - Continue outreach and capacity planning to support a target of approximately 800 entries, with potential for further growth toward 1,000 entries.

Skateboard Artwork - Move the division to Crafts, where skateboard artwork can stand out more prominently within the collection. Pairing the division with a student skateboard competition and broadening eligibility to adult entries could diversify the work on display and add color, texture, and variety to the Crafts program.

Origami and Paper Crafts - Combine Origami with Paper Crafts as a dedicated class to consolidate closely related divisions while maintaining a clear place for origami entries.

Live Urban Art Competition - Introduce a live Urban Art competition modeled after Plein Air, incorporating airbrushing and spray-paint techniques on tiles or wall-style surfaces. Pairing the program with the Lowrider exhibit could create natural cross-promotion, increase engagement, and help rebuild participation in a category that has seen declining entries.

2026 SPECIAL PROGRAMMING

The Viva el Mariachi Youth Competition brought seven teams from Southern California through the Bay Area to the State Fair. Cantares de Mi Tierra of Sonoma County placed first. Cultural programming also included Miwok traditional dances during the opening-day ceremony and land acknowledgement, the inaugural California First Peoples' Art Showcase, and the display of flags representing federally recognized California tribes around the lagoon for the second consecutive year.

The Fair introduced the Daily Sticker Drop, an interactive activity revealing a different State Fair-themed sticker each day at locations throughout the fairgrounds. Guests collected more than 200,000 stickers. Cast members from the Broadway musical Hell's Kitchen, based on the music of Alicia Keys, also performed at the Fair.

TOYOTA CONCERT SERIES

The 2026 Toyota Concert Series ran nightly across all 17 days and featured Babyface, Tower of Power, Struggle Jennings, Midland, Iration, Lee Brice, Ja Rule, KC & The Sunshine Band, Ezequiel Peña, Queen Nation, Keith Sweat, Trace Adkins, Dark Star Orchestra, Boyz II Men, WAR, and Yacht Rock Revue.

To improve the guest experience and strengthen ticket performance, the 2026 Fair changed the way tickets were sold for the Toyota Concert Series. Seating capacity for each concert increased by 400 seats, and the existing inventory was recategorized into a three-tier structure. This gave guests more choice across price points and allowed the Fair to use dynamic pricing for select premium shows, better aligning ticket prices with demand. These changes contributed to a 4.64% increase in concert ticket sales and a 20.08% increase in concert ticket revenue, representing the largest improvement during the 2026 California State Fair.

Across admissions and parking, attendance and parking activity tracked closely with 2025 until the final weekend, when triple-digit temperatures contributed to a sharp decline concentrated over the last two days. Total Fair attendance finished 8.97% lower, with a corresponding 15% decline in parking sales. Even with the late decline, admissions and parking operations remained robust. New gate scanning systems and new parking point-of-sale terminals streamlined entry and transactions, allowing the team to operate efficiently with limited staffing and no service interruptions.

STAFF RECOMMENDATION

This is for informational purposes only.

CAL EXPO | California STATE FAIR

FINANCE COMMITTEE and AUDIT COMMITTEE

Notice of Regular Meeting
To Be Held

Thursday, September 17, 2026, 10:00 a.m.

California Exposition & State Fair
In the Administration Building Boardroom
1600 Exposition Blvd., Sacramento, CA 95815

COMMITTEE MEMBERS: Chair Willie Pelote, Director Willie Adams, Director Arturo Barajas

MISSION STATEMENT

The mission of the Finance Committee shall be to review and make recommendations to the Board on policy matters concerning the financial status of the California Exposition & State Fair, including oversight of the annual budget.

The mission of the Audit Committee shall be annual review and make recommendations to the Board on matters concerning the audit of the California Exposition & State Fair, including policy oversight of related special reviews or reports.

PUBLIC COMMENTS

Any member of the public wishing to address the Board on any matter listed for consideration on this agenda shall fill out a Speaker's Form and provide it to the Board's Recording Secretary. All speakers will be recognized by the Chair and be allowed a maximum of three minutes to address the Board.

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. **LAND ACKNOWLEDGEMENT**
   We would like to take a moment to acknowledge the land on which we are gathered as the traditional homelands of the Nisenan and Miwok tribal nations. There sovereign people have been the caretakers of this land over many centuries. We take this opportunity to acknowledge the land and our responsibility to the original peoples, the present-day Nisenan and Miwok tribal nations.

4. **PLEDGE OF ALLEGIANCE**

5. **CONSENT AGENDA**
   All items on the consent agenda are to be approved in one motion unless a Board Member request a separate action on a specific item.
   a. Approval of Committee Meeting Minutes for August 13, 2026

6. **NEW BUSINESS**
   b. Balance Sheet
   c. X Games Financials
   d. AR/AP Reports

7. **OLD BUSINESS**
   e. Financial Quarter 2 Position
   f. State Fair Financials
   g. 2022 and 2023 Audit
   h. Accounting Department Timeline
   i. Collections

ADJOURNMENT

Date of Notice: September 8, 2026

Pursuant to the American 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 office, 1600 Exposition Boulevard, or by calling 916-263-3247, during normal business hours. Requests should be made one week in advance whenever possible.

CALIFORNIA EXPOSITION & STATE FAIR

FINANCE COMMITTEE

Committee Meeting Minutes
Thursday, August 8, 2026
10:00 a.m.

MINUTES

Committee Members Present:	Willie Pelote, Chair Director Willie Adams Director Arturo Barajas
Staff Present:	
Chief Executive Officer (CEO)	Tom Martinez
Chief Deputy General Manager (CDGM)	Matt Cranford
Recording Secretary	Sue O'Brien

1. **CALL TO ORDER** – Public Meeting
Committee Chair Pelote called the Finance Committee Meeting to order 10:35 a.m. Committee Chair Pelote dispensed with the reading of the Mission Statement and Public Comment Statement.

2. **ROLL CALL**
Roll call was taken and a quorum was present. Closed session was cancelled.

3. **CLOSED SESSION**

a. Pursuant to Government Code §11126(a) the Committee will convene in closed session for the purpose of personnel matters.

4. **RESUME PUBLIC MEETING**

b. Report out of closed session, if needed. Closed session was cancelled. Nothing to report out.

5. **LAND ACKNOWLEDGEMENT**
Committee Chair Pelote read the Land Acknowledgement

6. **PLEDGE OF ALLEGIANCE**
Committee Chair Pelote asked Director Adams to lead the Pledge of Allegiance

7. **CONSENT AGENDA**
All items on the consent agenda are to be approved in one motion unless a Board Member request a separate action on a specific item.

c. Approval of Committee meeting minutes for June 4, 2026

Committee Chair Pelote asked for a motion to approve meeting minutes for June 4, 2026.

MOTION:

The motion was moved by Director Barajas and seconded by Director Adams. Committee Chair Pelote asked for a roll call vote: Director Adams, yes; Director Barajas, yes; Committee Chair Pelote, yes. Motion passes.

8. NEW BUSINESS

d. Financial Quarter 2 Position Update

Deputy General Manager Joji Kume and Finance Manager Diana Barrios presented draft second-quarter financial statements and emphasized that the figures remain subject to adjustment as revenues and expenses continue to be entered and reconciled.

Draft Q2 operating revenue totaled approximately $4.477 million compared with $3.73 million for the same quarter in 2025, an increase of approximately 20 percent despite revenues not yet being fully recorded. Expo event revenue was approximately $1.47 million compared with $1.2 million in the prior year. Staff attributed the increase to additional events, stronger attendance at some events, the X Games and Cal Expo's strategy of actively pursuing larger revenue-generating events.

Grant revenue of approximately $785,000 primarily reflected resilience-related funding originating through Cal OES for Wi-Fi equipment, network switches and light towers. Staff also explained that reimbursable event revenue remained understated because those amounts are generally recorded after event settlements and related vendor expenses are received.

Multi-use sports facility revenue increased to approximately $717,000 compared with $408,000 in the prior year, reflecting additional rugby events, graduations and other activities. Watch and Wager revenue continued to decline following the conclusion of harness racing operations and is expected to largely disappear as a revenue source. The Rock & Brews accounts receivable balance was reported at approximately $331,000.

Draft operating expenses were approximately $2.4 million compared with $2.8 million in the prior-year period; however, staff cautioned that expenses were materially underreported because several items had not yet been recorded. Staff identified inconsistent accrual practices and timing of expense recognition as areas requiring correction.

A significant apparent reduction in utility expenses was determined to be the result of missing SMUD invoices rather than actual savings. Staff located and paid the

outstanding invoices and implemented automatic payment procedures to prevent future delays. Staff emphasized that these reporting discrepancies demonstrate the importance of continued accounting modernization and improved financial controls.

The Committee expressed appreciation for the increased transparency and emphasized the importance of providing the full Board with clear explanations of material variances and the limitations of draft financial statements.

Staff reviewed the draft balance sheet and reported approximately $3.58 million in cash and $4.7 million in amounts recorded as restricted cash as of June 30. Staff noted that the classification of some State-provided capital funding may be revised because portions may not be legally restricted.

Accounts receivable at June 30 totaled approximately $3.9 million compared with approximately $6 million in the prior year, while accounts payable totaled approximately $3.9 million compared with approximately $4.2 million.

Staff provided a more current cash-flow analysis. Total cash increased from approximately $8.3 million at the end of Q2 to approximately $16.3 million on August 6 as State Fair revenues were received. By August 12, cash had declined to approximately $15.2 million as Fair and operating expenses were paid. Staff estimated that at least $4 million in known obligations remained, resulting in an anticipated cash position of approximately $11.2 million after those payments.

The Committee discussed the importance of preserving sufficient cash through the next State Fair, particularly because the 2027 Fair will move to the fall and Cal Expo will therefore have a longer period between annual Fair revenue cycles. Staff emphasized the importance of expanding year-round event revenue and diversifying revenue sources to reduce dependence on State Fair performance.

The Committee also discussed potential financial impacts associated with the 2027 move to the fall, including opportunities for expanded school participation and educational programming. Staff reported that school districts have expressed greater ability to participate during the academic year because transportation and staffing are more readily available than during summer. The Committee also discussed weather and wildfire risks and the need to consider contingency planning as part of future Fair planning.

Discussion expanded to Cal Expo's broader financial sustainability and costs that distinguish Cal Expo from other State entities, including Pro Rata assessments, insurance and the cost of operating a police department without a tax base or General Fund support. Members discussed pursuing relief through the Administration and Legislature and developing a coordinated strategy for the

upcoming budget cycle. Staff was encouraged to identify potential requests and associated costs for future Board consideration.

The Committee discussed the upcoming Sacramento Republic FC agreement for 2027. Staff reported that negotiations were beginning on a one-year agreement and that the goal is to bring an agreement to the September Board meeting. Committee members emphasized that the agreement should reflect Cal Expo's actual costs and that the Chair should be informed promptly if significant concerns arise during negotiations and if it would effect 2027 Q 2 financials.

The Committee requested a calendar or summary of events occurring on the Cal Expo grounds throughout the year for use in evaluating year-round activity and revenue opportunities.

Chair Pelote requested that the October Board retreat include substantive discussion of the future of the former water park site and the grandstand. Members also expressed support for broader discussion of Cal Expo modernization and long-term competitiveness, particularly in light of future development at the Railyards and in Rancho Cordova.

The Committee thanked Cal Expo staff for their work during the X Games and State Fair and recognized the scope of work performed by the organization despite limited staffing and the requirement that Cal Expo generate its own operating revenue.

No action was taken.

e. 2026 California State Fair Financial Preliminary Update

Staff presented preliminary financial information for the 2026 California State Fair, held July 17 through August 2. Staff emphasized that the figures remain preliminary pending completion of settlements, accruals and reconciliation.

The average temperature during the 2026 Fair was approximately 96.6 degrees compared with 90 degrees in 2025. Preliminary results showed decreases in several major categories compared with the prior year:

- Carnival revenue was approximately $4.26 million compared with $4.8 million, a decrease of approximately 11.8 percent.
- Food sales were approximately $7.4 million compared with $8 million, a decrease of approximately 7 percent.
- Commercial vendor revenue was approximately $762,000 compared with $832,000, a decrease of approximately 8.4 percent.
- OVG-reported food and beverage figures used as a proxy for alcohol sales were approximately $2 million compared with approximately $2.4 million, a decrease of approximately 12.5 percent.

Staff reported that Fair performance remained close to 2025 levels through the first two weeks. The third and historically strongest weekend experienced extreme heat, with daytime attendance declining substantially. Staff indicated that the final weekend was the principal factor driving the overall year-over-year decline and that the experience supported the decision to move the Fair to a cooler period beginning in 2027.

The Committee noted that 2025 was an unusually strong year and agreed that the preliminary 2026 results should be viewed in that context. Members and staff generally characterized the 2026 Fair as successful despite the year-over-year decreases.

Staff also discussed the cancellation of a scheduled concert on the day of performance. Attempts were made to secure a replacement artist; when that was not possible, staff reduced security and stagehand expenses and did not incur the artist payment.

The Committee thanked staff for providing preliminary Fair financial information shortly after the event and requested continued clear comparisons as final numbers become available.

No action was taken.

f. AR/AP Reports

Staff presented current accounts receivable and accounts payable reports.

Staff reported that Cal Expo had made a scheduled Pro Rata payment of approximately $252,319, with additional scheduled payments due in November and March. Finance intends to make smaller payments in advance when cash flow permits to reduce the amount due at each scheduled payment date. Approximately $1.7 million in past-due Pro Rata obligations from prior years remained outstanding.

The Committee discussed prior efforts to address the Pro Rata obligation and potential opportunities to seek additional relief from the State. Members discussed beginning coordinated outreach following the conclusion of the legislative session and working with the Legislative Committee, Board leadership, the Department of Finance, legislative leadership and the incoming Administration. Staff was asked to begin developing factual background and potential requests to support those discussions.

Staff reviewed significant accounts receivable items. Approximately $407,000 due from Costco reflected State Fair Fun Pack sales and remained outstanding pending Costco's normal refund and reconciliation period. Approximately 19,000

Fun Packs were sold, the highest level to date. Staff also reviewed approximately $200,000 associated with the Sacramento County pari-mutuel agreement, which requires agreement among Cal Expo, the County and City on a qualifying community-benefit project before funds may be used.

On accounts payable, staff reviewed an approximately $539,500 property and general liability insurance invoice expected to be paid immediately following the meeting. Staff also discussed invoices from Holt of California that were being reviewed against contractual terms; approximately half of the invoices reviewed to date appeared inconsistent with the contract and staff anticipated completing the review the following week.

Staff reported continued work with OVG360 to obtain supporting documentation for outstanding invoices. Cal Card payments have been transitioned to online and automatic payment processes, reducing manual processing. Staff also identified a duplicate invoice related to water testing and was working to correct it.

g. LAIF –Approval to add Deputy General Manager Joji Kume to LAIF Authorization

Staff presented an update to Cal Expo's Local Agency Investment Fund authorization to add Deputy General Manager Joji Kume as an authorized representative.

Committee Chair Pelote asked for a motion to approve staff's recommendation of approving the attached Resolution to authorize the following individuals/titles as signatories for Cal Expo's LAIF account.

MOTION:
The motion was moved by Director Adams and seconded by Director Barajas. Committee Chair Pelote asked for a roll call vote; Director Adams, yes; Director Barajas, yes; Committee Chair Pelote, yes; motion passes

Nick Hardeman	Chair
Arturo Barajas	Vice Chair
Tom Martinez	Secretary/Treasurer
Matthew Cranford	Chief Deputy General Manager

Joji Kume	Deputy General Manager
Diana Barrios	Finance Manager

h. BMO – Signatory Authority and Bank Account Access

Staff requested that Deputy General Manager Joji Kume be added as an authorized check signer to provide a second staff signatory for checks requiring two signatures. The Committee also discussed adding a Board member as backup signatories.

Committee Chair Pelote asked for a motion to approve staff's recommendation of approving the following individuals/titles as additional signatories for Cal Expo's BMO accounts

MOTION:

Director Adams moved the motion to approve staff's recommendation to add Deputy General Manager Joji Kume and Director Pelote as authorized signatures. Motion was seconded by Director Barajas Committee Chair Pelote asked for a roll call vote: Director Adams, yes; Director Barajas, yes; Committee Chair Pelote, yes. Motion passes

Deputy General Manager	Deputy General Manager, Finance
TDB	Board Director

9. OLD BUSINESS

i. Accounting Department Timeline

Staff provided an update on the accounting remediation and modernization work being conducted with the California Fair Services Authority.

General bank reconciliations have progressed through approximately July 2024, with work scheduled to resume following the State Fair. Staff reported that process improvements have reduced the number of current errors, although historical cleanup remains necessary.

Accounts payable and Cal Card processes are increasingly being converted from paper-based workflows to electronic processing and automatic payment where appropriate. Staff is also working with CFSA to automate the processing of Etix transaction data. Because online ticketing and parking transactions generate significant amounts of data currently requiring manual entry, the

proposed automated process is expected to substantially reduce Accounts Receivable workload and improve efficiency.

Deputy General Manager Kume identified financial reporting and long-term financial sustainability as primary areas of focus. He noted that modernization and improved accounting practices are progressing but that additional training, staffing expertise and process improvements may be necessary. Staffing needs will continue to be evaluated as automation is implemented and the ongoing workload becomes clearer.

The Committee expressed support for continued modernization and emphasized that accurate, timely financial information is essential to Board oversight and public accountability.

j. 2022 and 2023 Audit Update

Staff reported continued progress on the 2022 financial audit. The trial balance requested by the auditors has been submitted, allowing the audit firm to begin planning and testing work. The auditors subsequently provided approximately 10 to 15 follow-up questions and document requests. Staff anticipated responding within two weeks, with a goal of completing the response by the end of the following week.

The audit firm indicated that work completed for the 2022 audit will carry forward into the 2023 audit, including many procedural questions and background items. Staff continues to prepare the 2023 records through bank reconciliations, accounts payable and receivable cleanup and year-end journal entries.

Staff and the audit firm continue to believe that completion of two audits during 2026 remains achievable.

The Committee discussed CFSA's assistance with reconciliations, audit preparation, process modernization and implementation of improved accounting practices. Staff reported that CFSA's support has been instrumental in moving the audit work forward and preparing for subsequent years.

k. Collections Update

Staff reported improved communication with Cal Expo's collection agency and provided updates on outstanding accounts.

Several accounts have been settled or are being reconciled following payment. Other accounts remain on payment plans or in active collection efforts.

Staff discussed whether more aggressive legal action should be pursued for certain larger accounts. One account exceeding approximately $45,000 may warrant legal action requiring an approximately $1,000 attorney retainer. The Committee directed staff to conduct additional due diligence and return with a recommendation if further legal action is financially justified. Members emphasized that collection costs should remain proportional to the amount potentially recoverable.

Staff also reported continued collection efforts involving Loving Cats Worldwide and other smaller accounts. The remaining California Dreamin' Water Park balance is expected to be resolved following completion of cleanup costs, after which associated accounts can be closed. The Farm to Fair matter remains pending entry of a default judgment, after which additional collection remedies may become available.

ADJOURNMENT

Committee Chair Pelote asked for a motion to adjourn.

MOTION:

The motion was moved by Director Adams and seconded by Director Barajas. Committee Chair Pelote asked for a roll call vote: Director Adams, yes; Director Barajas, yes; Committee Chair Pelote, yes. Motion passes.

The Finance Committee confirmed its next meeting for September 17, 2026, at 10:00 a.m.

6. NEW BUSINESS

6. b. Balance Sheet

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 10, 2026

To: Finance Committee
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Joji Kume, Deputy General Manager for Finance

Subject: Balance Sheet

BACKGROUND

This report provides an update on Cal Expo's financial position as of August 31, 2026. The attached draft balance sheet provides financial information regarding Cal Expo's assets, liabilities, and net position as of the reporting date.

FINANCIAL STATEMENT STATUS

The August 31, 2026 balance sheet is presented in draft form and remains subject to additional accounting entries, reconciliations, and adjustments. At the time of preparation, certain July and August financial activity had not yet been recorded, including receipts. As a result, certain balances, particularly cash, are currently understated.

Staff continues to record outstanding financial activity and complete the necessary reconciliations and adjustments. Accounts receivable and accounts payable balances are also being reconciled to the corresponding aged receivable and payable reports.

FINANCIAL REPORT – DRAFT AUGUST 2026 BALANCE SHEET

Cash remains a key area of focus in evaluating Cal Expo's current financial position. As noted above, the cash balance reflected in the draft balance sheet does not include all receipts received during July and August that had not yet been recorded at the time the balance sheet was prepared. As a result, the cash balance reported in the draft financial statements is lower than the amount currently reflected in Cal Expo's bank accounts.

The August balance sheet also reflects progress in the ongoing review and reconciliation of balance sheet accounts. Several accounts previously identified as requiring reconciliation or pending calculations have been reviewed or updated, although additional reconciliation and accounting work remains in progress.

RECOMMENDATION

The report is for informational purposes only.

CALIFORNIA EXPOSITION & STATE FAIR
BALANCE SHEET
August 31, 2026

	ASSETS	August 2026	
1	CURRENT ASSETS:		
2	Cash	$ 3,873,620	Reconciliation in progress. Cash receipts remain pending entry; reported balance is currently significantly understated.
3	Restricted Cash	52,300	Reclassified based on current review
4	Accounts Receivable	2,605,521	Reconciliation in progress
5	Less Allowance for Doubtful Accounts	(54,239)	
6	Advances	3,659	
7	Prepaid Expenses / Deposits	1,401,588	Requires reconciliation
8	Total Current Assets	7,882,449	
9			
10	PROPERTY, PLANT AND EQUIPMENT:		
11	Land	$ 1,643,577	
12	Buildings	92,072,810	Asset review in progress
13	Equipment	6,943,727	Asset review in progress
14	Less Accumulated Depreciation	(81,753,450)	Current
15	Net Property, Plant and Equipment	18,906,664	
16			
17	DEFERRED OUTFLOWS OF RESOURCES	$ 6,781,686	
18			
19	TOTAL ASSETS	$ 33,570,699	Draft balance pending completion of accounting entries and reconciliation
20			
21	LIABILITIES AND FUND EQUITY		
22			
23	CURRENT LIABILITIES:		
24	Accounts Payable	$ 3,278,029	Reconciliation in progress
25	Compensated Absences	1,470,073	Current
26	Collections In Advance	1,375,945	
27	Other Current Liabilities	2,993,327	Requires reconciliation
28	Total Current Liabilities	9,117,374	
29			
30	LONG TERM LIABILITIES:		
31	Long Term Liabilities	$ 1,603,000	SB84
32	Workers Compensation Ins-Contingency	(334)	
33	OPEB Obligation (GASB 75)	18,938,846	Current
34	Net Pension Liability (GASB 68)	13,453,459	Current
35	Deferred Maintenance / Resiliency Funds	7,463,475	Requires Reconciliation
36			
37	TOTAL LIABILITIES	$ 50,575,820	
38			
39	DEFERRED INFLOWS OF RESOURCES	$ 3,345,893	
40			
41	FUND EQUITY:		
42	Contributed Capital	$ 34,211,514	
43	Net Investment in Capital Assets	8,873,565	
44	Retained Earnings	(51,572,678)	
45	Net Income	(11,932,388)	
46	Total Fund Equity	(20,419,987)	
47			
48	TOTAL LIABILITIES & FUND EQUITY	$ 33,501,726	Draft balance pending completion of accounting entries and reconciliation

DRAFT

** UNAUDITED **

6. c. X Games Financials

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 10, 2026

To: Finance Committee
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Joji Kume, Deputy General Manager for Finance

Subject: X Games Financials

BACKGROUND

Cal Expo hosted X Games Sacramento 2026 from June 26 through June 28, 2026. The three-day event marked the opening event of the inaugural X Games League summer season and featured Skateboard, BMX, and Moto X competitions, along with live music and other festival activities.

As the host venue, Cal Expo generated revenue from facility rent and other event-related activities, while also providing operational services and support associated with the event. Certain costs incurred by Cal Expo in support of the event were reimbursable under the event agreement. This report provides the Finance Committee with a summary of the financial performance associated with hosting X Games Sacramento 2026.

FINANCIAL SUMMARY

X Games Sacramento 2026 generated approximately $577,500 in event-related revenue to Cal Expo. Facility rent represented the largest source of revenue, with additional revenue generated through food and beverage commissions, parking, and other event-related fees.

Cal Expo incurred approximately $172,200 in non-reimbursable event-related expenses associated with hosting the event. Food and beverage setup and management represented the largest expense, with additional costs associated with admissions, parking, security, and other event services necessary to support event operations.

In addition to these event-related revenues and expenses, Cal Expo incurred approximately $340,400 in costs that were reimbursable under the event agreement. These expenditures supported the operational requirements of the event and included services such as security, janitorial services, emergency response, parking, information technology, and other event support activities. Security and related public safety services represented the largest component of reimbursable costs. Because these expenditures were offset by corresponding reimbursements, they had no net impact on the financial result of the event.

The reimbursable structure allowed Cal Expo to provide the operational services and support necessary for the event while recovering costs that were the responsibility of the event organizer. Accordingly, these reimbursements are presented separately from event-related revenues in evaluating the financial contribution of the event to Cal Expo.

Based on revenues and expenses directly associated with the event and retained or borne by Cal Expo, X Games Sacramento 2026 resulted in a positive net financial contribution of approximately $405,300 to Cal Expo.

RECOMMENDATION

The report is for informational purposes only.

X Games Financials

June 26 - 28, 2026

REVENUE	
Event-Related Revenue	
Rent	300,000
F&B Commission	123,277
Parking	99,480
Fees	54,738
Total Event-Related Revenue	**577,495**
Reimbursments	**340,412**
Total Revenue and Reimbursements	**917,907**
EXPENSES	
Event-Related Expenses	
F&B Setup/Management Costs	118,944
Admissions	1,260
Parking	2,470
Security	10,657
Event Services	12,469
Fees	26,409
Total Event-Related Expenses	**172,209**
Reimbursable Expenses	
Marketing	0
Admissions	9,877
Parking	6,908
Security	226,193
IT	1,587
Maintenance	3,555
Event Services	37,818
Miscellaneous	54,473
Total Reimbursable Expenses	**340,412**
Total Expenses	**512,620**
NET FINANCIAL RESULT	**405,287**

Net Financial Result	**405,287**
Total Rev. and Reimb.	**917,907**
Net Financial Result as % of Total Rev. and Reimb.	**44.2%**

DRAFT

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 9, 2026

To: Finance Committee
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Diana Barrios, Finance Manager

Subject: Accounts Payable/Receivable - Financial Reports

INTRODUCTION

Please find information, contained within this report and attached, relating to the Accounts Payable, Accounts Receivable, and Collection activities of Cal Expo.

KEY FINANCIAL REPORT UPDATES

Financial Documents (attached):

- Accounts Receivable Report
- Accounts Payable Report

ACCOUNTS PAYABLE UPDATES

Operating Expenditures:

The attached Accounts Payable Report demonstrates, in part, Cal Expo's expenditures related to both its ordinary business expenditures and those related exclusively in support of the annual State Fair. Cal Expo will begin to see a tapering of expenditures related to its annual State Fair towards the middle to end of October 29026.

ACCOUNTS RECEIVABLE UPDATES

Accounts Receivables work continues with the reconciliation process for accounts related to the recent State Fair. In addition to this work, the Accounts Receivable accountant continues to invoice vendors and monthly renters for amounts due to Cal Expo during their ordinary course of business.

RECOMMENDATION

Acknowledgement of the receipt of reports.

AP Aged Invoice Analysis

Current Balances — Cal Expo owes to others

Normal Aging

Cal Expo
Diana Barrios

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Invoice Number	Invoice Date	Balance	Current 8/31/2026 8/31/2026	1 - 30 Days 8/8/2026 8/30/2026	31 - 60 Days 7/8/2026 8/7/2026	61 - 90 Days 6/8/2026 7/7/2026	Over 90 Days Up to 6/7/2026
ABMI (Advanced Building Maintenance, Inc.)							
INV50833	8/5/2026	4,488.50			4,488.50		
INV51486	8/26/2026	14,875.00		14,875.00			
ABMI		19,363.50	0.00	14,875.00	4,488.50	0.00	0.00
ACOSTAJ (Jose Acosta)							
CSF2026	8/2/2026	200.00			200.00		
ACOSTAJ		200.00	0.00	0.00	200.00	0.00	0.00
AMPLE (AMP Live Events, LLC)							
Settle up- CB Hold	7/27/2026	4,505.00			4,505.00		
AMPLE		4,505.00	0.00	0.00	4,505.00	0.00	0.00
AMR (American Medical Response West)							
340705	7/2/2026	557.70				557.70	
340706	7/2/2026	35,713.53				35,713.53	
341450	7/21/2026	1,506.50			1,506.50		
341741	8/2/2026	1,329.90			1,329.90		
342636	8/20/2026	2,658.56		2,658.56			
AMR		41,766.19	0.00	2,658.56	2,836.40	36,271.23	0.00
ANGAC (Angarola Corporation dba NICMAR)							
2051	6/30/2026	217,897.50				217,897.50	
ANGAC		217,897.50	0.00	0.00	0.00	217,897.50	0.00
ATLAS (Atlas Disposal Industries, LLC)							
01-0207388	8/31/2026	20,232.00	20,232.00				
01-0207392	8/31/2026	14,480.58	14,480.58				
01-0208976	8/31/2026	100.00	100.00				
ATLAS		34,812.58	34,812.58	0.00	0.00	0.00	0.00
ATT (AT&T)							
000024273656	10/27/2025	444.70					444.70
248 134-3976 480	6/1/2026	50.00					50.00
287318958313X066	6/16/2026	446.19				446.19	
248 134-3976 480	7/1/2026	12.90				12.90	
000025552176	7/16/2026	0.92			0.92		
287318958313X727	7/16/2026	446.47			446.47		
248 134-3976 480	8/1/2026	12.98			12.98		
000025639777	8/3/2026	76.33			76.33		
000025671885	8/10/2026	652.45		652.45			
000025671886	8/10/2026	1,910.72		1,910.72			
000025681811	8/13/2026	200.90		200.90			
287313034500X088	8/13/2026	3,859.46		3,859.46			
000025696471	8/16/2026	0.92		0.92			
287318958313X726	8/16/2026	413.06		413.06			
000025713988	8/20/2026	156.46		156.46			
ATT		8,684.46	0.00	7,193.97	536.70	459.09	494.70
BACKSO (Backline Source, Inc.)							
R-1 0236	6/2/2026	1,350.00					1,350.00
R-10231	6/2/2026	2,291.00					2,291.00
R-10233	6/2/2026	3,032.00					3,032.00

AP Aged Invoice Analysis

Current Balances

Normal Aging

Cal Expo
Diana Barrios

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Invoice Number	Invoice Date	Balance	Current 8/31/2026 8/31/2026	1 - 30 Days 8/8/2026 8/30/2026	31 - 60 Days 7/8/2026 8/7/2026	61 - 90 Days 6/8/2026 7/7/2026	Over 90 Days Up to 6/7/2026
BACKSO (Backline Source, Inc.) (continued)							
R-10235	6/2/2026	2,163.00					2,163.00
R-10237	6/2/2026	3,082.00					3,082.00
R-1 0289	6/15/2026	3,808.00				3,808.00	
R-10396	7/24/2026	3,709.00			3,709.00		
BACKSO		19,435.00	0.00	0.00	3,709.00	3,808.00	11,918.00
BARNO (Bar None Group, Inc. dba PCE)							
122996	7/29/2026	6,971.50			6,971.50		
1229977	7/29/2026	6,971.50			6,971.50		
1230094	7/29/2026	2,607.11			2,607.11		
BARNO		16,550.11	0.00	0.00	16,550.11	0.00	0.00
BSK (BSK Associates)							
SJ05165	8/11/2026	224.23		224.23			
BSK		224.23	0.00	224.23	0.00	0.00	0.00
CALHR (California Department of Human Resources)							
25ST00019	11/20/2025	150.00					150.00
25ST00070	11/20/2025	175.00					175.00
25ST00039	3/23/2026	350.00					350.00
05182026	5/18/2026	218.05					218.05
05272026	5/27/2026	262.15					262.15
06252026	6/25/2026	259.70				259.70	
07132026	7/13/2026	355.25			355.25		
07282026	7/28/2026	418.95			418.95		
08122026	8/12/2026	845.25		845.25			
08262026	8/26/2026	485.10		485.10			
CALHR		3,519.45	0.00	1,330.35	774.20	259.70	1,155.20
CCOL (Clear Channel Outdoor Holdings, Inc.)							
600476284	6/8/2026	10,150.00				10,150.00	
73058333	6/8/2026	33,680.00				33,680.00	
CCOL		43,830.00	0.00	0.00	0.00	43,830.00	0.00
CDF (Department Of Forestry)							
176246	5/26/2026	1,380.00					1,380.00
177726	6/19/2026	23,040.00				23,040.00	
177997	7/19/2026	28,140.00			28,140.00		
CDF		52,560.00	0.00	0.00	28,140.00	23,040.00	1,380.00
CLARR (Rachel Elizabeth Clarke)							
LOU	6/6/2026	300.00					300.00
CLARR		300.00	0.00	0.00	0.00	0.00	300.00
CLS (Secure Screening dba Capital Live Scan)							
87397	8/19/2026	317.00		317.00			
CLS		317.00	0.00	317.00	0.00	0.00	0.00
CORZJOR (Jorden Crozier)							
CSF2026	7/23/2026	150.00			150.00		
CSF2026-1	8/2/2026	75.00			75.00		

AP Aged Invoice Analysis

Current Balances

Normal Aging

Cal Expo
Diana Barrios

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Invoice Number	Invoice Date	Balance	Current 8/31/2026 8/31/2026	1 - 30 Days 8/8/2026 8/30/2026	31 - 60 Days 7/8/2026 8/7/2026	61 - 90 Days 6/8/2026 7/7/2026	Over 90 Days Up to 6/7/2026
CORZJOR		225.00	0.00	0.00	225.00	0.00	0.00
COURTYARD (Welcome Sacramento, LLC- Marriot)							
08132026	8/13/2026	2,694.06		2,694.06			
COURTYARD		2,694.06	0.00	2,694.06	0.00	0.00	0.00
TEC 8/26	8/2/2026	171.26			171.26		
		171.26	0.00	0.00	171.26	0.00	0.00
CRESCO (Norcal Rental Group LLC / Cresco Equipment Rentals)							
Credit Memo -00012	2/23/2025	32.13-					32.13-
CRESCO		32.13-	0.00	0.00	0.00	0.00	32.13-
CROPT (Traci Cropper)							
CSF2026	7/23/2026	125.00			125.00		
CROPT		125.00	0.00	0.00	125.00	0.00	0.00
CRT (CRT Group Insurance Fund)							
Health & Welfare	12/14/2020	405.37-					405.37-
Health & Welfare	12/9/2024	4.87					4.87
Health & Welfare	2/5/2025	536.98-					536.98-
CRT		937.48-	0.00	0.00	0.00	0.00	937.48-
CSSD (County Of Sacramento Office Of)							
CL24/25-605	6/5/2026	5,616.00					5,616.00
CL25/26-623	8/7/2026	12,060.00			12,060.00		
CSSD		17,676.00	0.00	0.00	12,060.00	0.00	5,616.00
DGS (Department Of General Services)							
0000001680649	12/12/2025	75.00					75.00
0000001712437	4/30/2026	3,146.50					3,146.50
0000001717931	5/31/2026	325.50					325.50
DGS		3,547.00	0.00	0.00	0.00	0.00	3,547.00
DIR (Department Of Industrial Relations)							
P2315645 SA	8/19/2026	7,568.75		7,568.75			
DIR		7,568.75	0.00	7,568.75	0.00	0.00	0.00
DOJ (Department Of Justice)							
063446	8/26/2026	1,824.00		1,824.00			
065649	8/31/2026	288.00	288.00				
DOJ		2,112.00	288.00	1,824.00	0.00	0.00	0.00
DUNNT (Thomas E Dunn)							
#6	8/4/2026	45,013.76			45,013.76		
#7	8/11/2026	44,413.43		44,413.43			
DUNNT		89,427.19	0.00	44,413.43	45,013.76	0.00	0.00
EABATI (East Bay Tire Co.)							
2037994	5/17/2024	992.31					992.31
EABATI		992.31	0.00	0.00	0.00	0.00	992.31
EDDPR (Employment Development Dept)							

AP Aged Invoice Analysis

Current Balances

Normal Aging

Cal Expo
Diana Barrios

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Invoice Number	Invoice Date	Balance	Current 8/31/2026 8/31/2026	1 - 30 Days 8/8/2026 8/30/2026	31 - 60 Days 7/8/2026 8/7/2026	61 - 90 Days 6/8/2026 7/7/2026	Over 90 Days Up to 6/7/2026
EDDPR (Employment Development Dept) (continued)							
CATax	12/31/2021	2.92-					2.92-
CATax01171126568/31/2026		291.34	291.34				
SDI1587724112	8/31/2026	122.73	122.73				
EDDPR		411.15	414.07	0.00	0.00	0.00	2.92-
ELLISI (Ellis Investigations Law Corporation)							
11887	8/31/2026	6,885.00	6,885.00				
ELLISI		6,885.00	6,885.00	0.00	0.00	0.00	0.00
ESPDIN (Dionisio Esperas)							
CSF2026	8/2/2026	75.00			75.00		
ESPDIN		75.00	0.00	0.00	75.00	0.00	0.00
FAIRPLAY (Fair Play Ventures LLC)							
INV-00994	7/6/2026	25,000.00				25,000.00	
FAIRPLAY		25,000.00	0.00	0.00	0.00	25,000.00	0.00
FEDEX (Federal Express Corp)							
9-422-46838	8/14/2026	105.90		105.90			
FEDEX		105.90	0.00	105.90	0.00	0.00	0.00
FORSDAV (David Forsberg)							
CSF2026	8/2/2026	275.00			275.00		
FORSDAV		275.00	0.00	0.00	275.00	0.00	0.00
GIVEJUAN (Juan Givens)							
CSF2026	8/2/2026	50.00			50.00		
GIVEJUAN		50.00	0.00	0.00	50.00	0.00	0.00
HAAS (Haas & Wilkerson, Inc.)							
214738	9/30/2025	16.53					16.53
215699	10/31/2025	25.73					25.73
216463	11/30/2025	8.67					8.67
217212	12/31/2025	8.67					8.67
217965	1/31/2026	5.87					5.87
218917	2/28/2026	5.87					5.87
220167	3/31/2026	3,801.65					3,801.65
221504	4/30/2026	1,368.53					1,368.53
222744	5/31/2026	8.22					8.22
224328	7/1/2026	42.00				42.00	
20*214071	7/27/2026	18.00			18.00		
226443	8/26/2026	41.00		41.00			
HAAS		5,350.74	0.00	41.00	18.00	42.00	5,249.74
HOLT (Holt Of California)							
Y1381301	3/20/2026	3,225.00					3,225.00
Y1386102	5/7/2026	7,927.88					7,927.88
Y1386202	5/7/2026	3,376.69					3,376.69
Y1417001	5/29/2026	4,383.49					4,383.49
Y1419301	6/2/2026	7,277.35					7,277.35
Y1386103	6/3/2026	7,927.88					7,927.88
Y1409802	6/26/2026	1,900.01				1,900.01	

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HOLT (Holt Of California) (continued)							
Y1438401	6/30/2026	1,205.00				1,205.00	
Y1440701	7/2/2026	900.00				900.00	
Y1440801	7/2/2026	1,046.81				1,046.81	
Y13825041	7/8/2026	760.10			760.10		
Y13861041	7/8/2026	2,234.00			2,234.00		
Y1436901	7/14/2026	2,200.00			2,200.00		
Y1410403	7/26/2026	875.00			875.00		
Y13825051	7/27/2026	760.10			760.10		
Y1413003	7/31/2026	404.99			404.99		
Y1413603	7/31/2026	404.99			404.99		
Y1430102	7/31/2026	875.00			875.00		
Y14369011	7/31/2026	1,347.15			1,347.15		
Y1402704	8/3/2026	404.99			404.99		
Y1409804	8/4/2026	2,095.01			2,095.01		
Y1451201	8/6/2026	875.00			875.00		
Y1452601	8/6/2026	875.00			875.00		
Y1408704	8/9/2026	4,099.99		4,099.99			
Y1436802	8/10/2026	875.00		875.00			
Y1436902	8/10/2026	2,200.00		2,200.00			
Y1452401	8/10/2026	300.00		300.00			
Y1466801	8/10/2026	250.01		250.01			
Y1453601	8/12/2026	1,900.01		1,900.01			
Y1423603	8/13/2026	940.25		940.25			
Y1451202	8/13/2026	650.00		650.00			
Y1382206	8/19/2026	875.00		875.00			
Y1382506	8/19/2026	1,900.01		1,900.01			
Y1420703	8/19/2026	4,369.99		4,369.99			
Y1443602	8/19/2026	1,200.00		1,200.00			
Y14207031	8/21/2026	4,492.27		4,492.27			
Y1436803	8/24/2026	875.00		875.00			
Y1410404	8/25/2026	875.00		875.00			
Y1430103	8/25/2026	875.00		875.00			
Y1413004	8/28/2026	404.99		404.99			
HOLT		80,363.96	0.00	27,082.52	14,111.33	5,051.82	34,118.29
HONEYB (Northwest Cascade Inc dba Honey Bucket)							
0555444554	3/19/2026	735.52					735.52
0555546685	5/14/2026	4,958.00					4,958.00
0555599938	6/11/2026	6,776.00				6,776.00	
0555655053	7/9/2026	3,264.00			3,264.00		
0555710941	8/6/2026	3,264.00			3,264.00		
HONEYB		18,997.52	0.00	0.00	6,528.00	6,776.00	5,693.52
HOTTUB (Hot Tub & Spa Emporium, Inc.)							
Settle up	4/23/2025	231.75					231.75
HOTTUB		231.75	0.00	0.00	0.00	0.00	231.75
TEC 7/26	8/2/2026	276.64			276.64		
		276.64	0.00	0.00	276.64	0.00	0.00
IHEART (iHeartMedia Entertainment, Inc.)							

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iHEART (iHeartMedia Entertainment, Inc.) (continued)							
427426	6/30/2026	24,999.97				24,999.97	
4274264	6/30/2026	8,508.50				8,508.50	
iHEART		33,508.47	0.00	0.00	0.00	33,508.47	0.00
IRSPR (Internal Revenue Service - Payroll)							
91995325	8/31/2026	2,919.83	2,919.83				
IRSPR		2,919.83	2,919.83	0.00	0.00	0.00	0.00
06/26 TEC	8/7/2026	23.64			23.64		
TEC 8/26	8/7/2026	638.32			638.32		
		661.96	0.00	0.00	661.96	0.00	0.00
JONIVY (Ivy Jones)							
CSF2026	7/23/2026	175.00			175.00		
JONIVY		175.00	0.00	0.00	175.00	0.00	0.00
KBRFF (Karyn Barnett / ROEN FIRST FILMS)							
CSF2026	7/10/2026	300.00			300.00		
KBRFF		300.00	0.00	0.00	300.00	0.00	0.00
KTXL (Nexstar Media Inc dba IKTXL/KTXL/KTXL-ANTTV)							
5251986-1	6/28/2026	11,356.00				11,356.00	
KTXL		11,356.00	0.00	0.00	0.00	11,356.00	0.00
KXTV (KXTV-TV LLC dba KXTV-TV, abc10.com, KXTV9, TEGNA 1)							
3265807-1	6/30/2026	10,000.00				10,000.00	
3268126-1	6/30/2026	14,540.10				14,540.10	
KXTV		24,540.10	0.00	0.00	0.00	24,540.10	0.00
TEC - 7/26	7/14/2026	225.22			225.22		
LANDMICH		225.22	0.00	0.00	225.22	0.00	0.00
LAZER (Lazer Broadcasting Corporation dba Lazer Media)							
MC-12606120502	6/28/2026	2,620.00				2,620.00	
LAZER		2,620.00	0.00	0.00	0.00	2,620.00	0.00
TEC- 8/26	8/24/2026	72.29		72.29			
MARCHY		72.29	0.00	72.29	0.00	0.00	0.00
MARK43 (Mark43, Inc.)							
INV1910	7/6/2026	35,235.00				35,235.00	
MARK43		35,235.00	0.00	0.00	0.00	35,235.00	0.00
MARTNAC (Nacho Martinez)							
CSF2026	8/2/2026	75.00			75.00		
MARTNAC		75.00	0.00	0.00	75.00	0.00	0.00
MILKMAN (Milk Man Toner Company)							
INV-137989	7/29/2026	3,197.03			3,197.03		
INV-137989	7/29/2026	1,406.51			1,406.51		

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MILKMAN		4,603.54	0.00	0.00	4,603.54	0.00	0.00
MORGMAR (Mary Morgan)							
CSF2026	8/2/2026	50.00			50.00		
MORGMAR		50.00	0.00	0.00	50.00	0.00	0.00
NBCUM (NBCUniversal, LLC dba NBCUniversal Media, LLC)							
5026060059	6/28/2026	10,476.25				10,476.25	
5100437094	7/15/2026	25,608.12			25,608.12		
NBCUM		36,084.37	0.00	0.00	25,608.12	10,476.25	0.00
NDS (NDS Solutions, Inc. dba NDS)							
2584523NDT	6/2/2026	4,288.24					4,288.24
NDS		4,288.24	0.00	0.00	0.00	0.00	4,288.24
NOVBRE (Brenda Novak INC)							
06192026	6/19/2026	110.00				110.00	
NOVBRE		110.00	0.00	0.00	0.00	110.00	0.00
NRG (NRG Business Marketing LLC)							
HS65586533	8/13/2026	646.62		646.62			
NRG		646.62	0.00	646.62	0.00	0.00	0.00
ONSO (One Source Staffing Solutions, Inc. / Sharestaff)							
24894-R1	5/29/2026	31,813.75					31,813.75
24891	6/4/2026	12,165.31					12,165.31
24909	6/10/2026	6,256.86				6,256.86	
24975	6/18/2026	12,639.07				12,639.07	
25005	6/23/2026	10,297.97				10,297.97	
25006	6/23/2026	2,633.72				2,633.72	
25007	6/23/2026	508.63				508.63	
25008	6/23/2026	4,361.66				4,361.66	
25065	7/1/2026	2,675.52				2,675.52	
25067	7/1/2026	4,361.66				4,361.66	
25093	7/8/2026	2,870.61			2,870.61		
25094	7/8/2026	850.05			850.05		
25095	7/8/2026	4,361.66			4,361.66		
25096	7/8/2026	181.16			181.16		
25150	7/16/2026	3,065.70			3,065.70		
25208	7/24/2026	111.48			111.48		
25209	7/24/2026	4,361.66			4,361.66		
25434	8/26/2026	7,190.47		7,190.47			
25435	8/26/2026	1,114.80		1,114.80			
25463	8/26/2026	2,132.06		2,132.06			
ONSO		113,953.80	0.00	10,437.33	15,802.32	43,735.09	43,979.06
ORSMIK (Mike Orsi)							
CSF2026	8/2/2026	300.00			300.00		
ORSMIK		300.00	0.00	0.00	300.00	0.00	0.00
ORTMIC (Michael Orth)							
CSF2026	8/2/2026	200.00			200.00		

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ORTMIC		200.00	0.00	0.00	200.00	0.00	0.00
OUTFRONTM (Outfront Media Inc.)							
07709454	6/9/2026	20,550.00				20,550.00	
OUTFRONTM		20,550.00	0.00	0.00	0.00	20,550.00	0.00
OVG (Global Spectrum, LP / OVG360)							
INV-GSC-00410	9/18/2024	1,500.00					1,500.00
INV-GSC-00492	10/22/2024	3,124.50					3,124.50
0079950-IN	2/3/2025	1,543.42					1,543.42
INV-GSC-02232	5/30/2025	1,801.67					1,801.67
INV-GSC-02656	6/1/2025	1,496.66					1,496.66
INV-GSC-02817	6/30/2025	1,885.25					1,885.25
INV-GSC-03286	7/10/2025	1,496.66					1,496.66
INV-GSC-03641	7/31/2025	2,918.84					2,918.84
INV-GSC-03822	8/1/2025	1,511.44					1,511.44
INV-GSC-04128	8/31/2025	2,040.39					2,040.39
INV-GSC-04310	9/1/2025	1,511.44					1,511.44
INV-GSC-08329	3/31/2026	2,726.74					2,726.74
INV-GSC-08847	4/30/2026	2,726.74					2,726.74
INV-GSC-09336	5/31/2026	2,663.97					2,663.97
INV-GSC-09562	6/1/2026	1,653.94					1,653.94
INV-HHP-00012	6/1/2026	2,312.00					2,312.00
INV-GSC-09476	6/11/2026	6,990.32				6,990.32	
INV-GSC-09770	6/30/2026	3,901.80				3,901.80	
INV-GSC-09975	6/30/2026	1,126.50				1,126.50	
INV-GSC-10010	6/30/2026	5,000.00				5,000.00	
INV-GSC-10483	7/1/2026	1,652.65				1,652.65	
INV-GCS-10262	8/1/2026	12,725.00			12,725.00		
INV-HHP-00017	8/1/2026	2,000.00			2,000.00		
OVG		66,309.93	0.00	0.00	14,725.00	18,671.27	32,913.66
PERSCA (PERS Retirement of California)							
Misc INT ADJs	8/18/2026	2.10		2.10			
<Invoice Entry #>	8/24/2026	764.20		764.20			
Misc INT ADJs	8/24/2026	366.76		366.76			
August 1st half INT	8/31/2026	3,163.52	3,163.52				
August 1st half INT	8/31/2026	30,840.57	30,840.57				
August 1st half INT	8/31/2026	649.25	649.25				
PERSCA		35,782.20	34,653.34	1,128.86	0.00	0.00	0.00
PGE (Pacific Gas & Electric)							
4168304967-4	8/12/2026	1,296.84		1,296.84			
PGE		1,296.84	0.00	1,296.84	0.00	0.00	0.00
PHILJAR (Jared Phillips)							
CSF2026	8/2/2026	75.00			75.00		
PHILJAR		75.00	0.00	0.00	75.00	0.00	0.00
PLAPRE (Platinum Premier LLC dba TownePlace Suit)							
CSF2026	8/20/2026	31,482.36		31,482.36			
PLAPRE		31,482.36	0.00	31,482.36	0.00	0.00	0.00

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PPM (Print Project Managers, Inc.)							
051720	6/5/2026	8,240.67					8,240.67
052104	6/8/2026	560.06				560.06	
052376	7/1/2026	244.69				244.69	
052410	7/2/2026	212.06				212.06	
052392	7/10/2026	1,353.94			1,353.94		
052445	7/10/2026	1,468.13			1,468.13		
052494	7/15/2026	435.00			435.00		
052565	7/22/2026	342.56			342.56		
052642	7/30/2026	210.97			210.97		
052682	8/4/2026	33.44			33.44		
PPM		13,101.52	0.00	0.00	3,844.04	1,016.81	8,240.67
PRCALHR (California Department of Human Resources)							
July 2022	8/1/2022	8.68					8.68
PRCALHR		8.68	0.00	0.00	0.00	0.00	8.68
PRIORO (Priority One Logistics LLC)							
INV-5955	6/30/2026	10,043.75				10,043.75	
INV-6029	7/27/2026	3,450.00			3,450.00		
NV-6089	8/14/2026	1,317.50		1,317.50			
PRIORO		14,811.25	0.00	1,317.50	3,450.00	10,043.75	0.00
RAMKYL (Kyle Ramos)							
CSF2026	7/10/2026	300.00			300.00		
CSF2026	7/10/2026	300.00			300.00		
RAMKYL		600.00	0.00	0.00	600.00	0.00	0.00
RIDGJOS (Josephine Grace Ridgeway)							
CSF2026	8/12/2026	1,000.00		1,000.00			
RIDGJOS		1,000.00	0.00	1,000.00	0.00	0.00	0.00
SACHOMEW (Sacramento Home Winemakers)							
CSF2026	8/19/2026	2,800.00		2,800.00			
SACHOMEW		2,800.00	0.00	2,800.00	0.00	0.00	0.00
SACSTAGE (Sacramento Stage Lighting)							
5557	8/19/2026	8,080.50		8,080.50			
SACSTAGE		8,080.50	0.00	8,080.50	0.00	0.00	0.00
SAIDEE (Real Mojo Foods)							
Refund	6/19/2026	150.00				150.00	
SAIDEE		150.00	0.00	0.00	0.00	150.00	0.00
SANKAC (Kacey Sanders)							
CSF2026	7/23/2026	100.00			100.00		
CSF2026	8/2/2026	50.00			50.00		
SANKAC		150.00	0.00	0.00	150.00	0.00	0.00
TEC- 7/26	8/24/2026	67.64		67.64			
		67.64	0.00	67.64	0.00	0.00	0.00

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SBRPAU (Paul Sbrizzi)							
CSF2026	7/10/2026	300.00			300.00		
SBRPAU		300.00	0.00	0.00	300.00	0.00	0.00
SBSI (Sierra Building Systems, Inc.)							
SD4188	8/28/2026	750.00		750.00			
SD4192	8/28/2026	1,600.00		1,600.00			
SBSI		2,350.00	0.00	2,350.00	0.00	0.00	0.00
SCO (State Controller's Office)							
Pro Rata2	5/11/2018	251,617.33					251,617.33
Pro Rata3	5/11/2018	251,617.33					251,617.33
Pro Rata1	6/27/2019	247,675.67					247,675.67
Pro Rata2	6/27/2019	247,675.67					247,675.67
Pro Rata3	6/27/2019	227,675.66					227,675.66
Pro Rata-2	6/11/2026	252,319.00				252,319.00	
Pro Rata-3	6/11/2026	252,319.00				252,319.00	
SCO		1,730,899.66	0.00	0.00	0.00	504,638.00	1,226,261.66
SCSD (Sacramento County Sheriffs Department)							
1529202604	5/21/2026	7,943.80					7,943.80
1511202606	7/1/2026	10,050.63				10,050.63	
1556202606	7/1/2026	1,827.04				1,827.04	
1558202606	7/2/2026	27,565.50				27,565.50	
CAEXPO7-2026	8/11/2026	525.00		525.00			
SCSD		47,911.97	0.00	525.00	0.00	39,443.17	7,943.80
SCSI (Security Contractor Services, Inc.)							
May0017-FC	5/29/2026	126.58					126.58
June0022-FC	6/30/2026	126.58				126.58	
SCSI		253.16	0.00	0.00	0.00	126.58	126.58
SECURI (Securing Communities dba CACH500 Private Security)							
HEARTHEALTH2027/20/2026		490.00			490.00		
HEARTHEALTH2027/20/2026		937.50			937.50		
HEARTHEALTH2027/27/2026		787.50			787.50		
HEARTHEALTH2027/29/2026		2,248.75			2,248.75		
HEARTHEALTH2028/2/2026		5,910.00			5,910.00		
CALEXPO202610	8/5/2026	22,140.00			22,140.00		
CALEXPO202611	8/17/2026	5,462.50		5,462.50			
SECURI		37,906.25	0.00	5,462.50	32,503.75	0.00	0.00
SHAWLAW (Shaw Law Group, PC (fka Shaw Valenza))							
51268	8/7/2026	390.00			390.00		
SHAWLAW		390.00	0.00	0.00	390.00	0.00	0.00
SIERS (Sierra Striping, Inc.)							
26502-01	6/23/2026	5,695.00				5,695.00	
SIERS		5,695.00	0.00	0.00	0.00	5,695.00	0.00
SIRIUS (SiriusXM Radio LLC doa Pandora Media LLC)							
12005946	6/30/2026	11,932.72				11,932.72	

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Invoice Number	Invoice Date	Balance	Current 8/31/2026 8/31/2026	1 - 30 Days 8/8/2026 8/30/2026	31 - 60 Days 7/8/2026 8/7/2026	61 - 90 Days 6/8/2026 7/7/2026	Over 90 Days Up to 6/7/2026
SIRIUS		11,932.72	0.00	0.00	0.00	11,932.72	0.00
SMDL (Shaun Michael Damme dba SMD Lighting)							
854	8/2/2026	1,554.79			1,554.79		
SMDL		1,554.79	0.00	0.00	1,554.79	0.00	0.00
SMUD (Sacramento Municipal Utility District)							
2746979	2/26/2026	87,536.29					87,536.29
2746979	5/21/2026	92,950.79					92,950.79
2077815	6/22/2026	346.47				346.47	
2746979	6/22/2026	124,513.38				124,513.38	
6953259	6/22/2026	141.68				141.68	
6953290	6/22/2026	599.81				599.81	
2077815	7/22/2026	1,712.51			1,712.51		
2746979	7/22/2026	229,229.30			229,229.30		
6953259	7/22/2026	154.39			154.39		
6953290	7/22/2026	1,570.67			1,570.67		
1648465	8/11/2026	1,023.01		1,023.01			
242364	8/11/2026	98.93		98.93			
242365	8/11/2026	470.59		470.59			
2746979	8/17/2026	82,364.38		82,364.38			
2077815	8/20/2026	2,213.11		2,213.11			
2746979	8/20/2026	279,607.18		279,607.18			
6953259	8/20/2026	146.10		146.10			
6953290	8/21/2026	2,544.97		2,544.97			
1648465	8/25/2026	1,558.12		1,558.12			
242364	8/25/2026	118.73		118.73			
242365	8/25/2026	952.69		952.69			
242365	8/25/2026	952.69		952.69			
SMUD		746,077.03	0.00	207,321.74	232,666.87	125,601.34	180,487.08
TEC- 7/26	8/24/2026	45.60		45.60			
		45.60	0.00	45.60	0.00	0.00	0.00
TEG (TEG Sport North America LLC)							
Chargeback Hold	9/6/2025	29,681.95					29,681.95
TEG		29,681.95	0.00	0.00	0.00	0.00	29,681.95
TERERO8 (Robert Teresinski)							
CSF2026	8/2/2026	150.00			150.00		
TERERO8		150.00	0.00	0.00	150.00	0.00	0.00
UCDV (University of California, Davis)							
30102848	8/18/2026	2,030.00		2,030.00			
UCDV		2,030.00	0.00	2,030.00	0.00	0.00	0.00
USB (US Bank)							
8/24/2026	8/24/2026	755.71		755.71			
8/24/2026	8/24/2026	949.97		949.97			
8/24/2026	8/24/2026	137.15		137.15			
8/24/2026	8/24/2026	790.81		790.81			
8/24/2026	8/24/2026	544.65		544.65			

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Invoice Number	Invoice Date	Balance	Current 8/31/2026 8/31/2026	1 - 30 Days 8/8/2026 8/30/2026	31 - 60 Days 7/8/2026 8/7/2026	61 - 90 Days 6/8/2026 7/7/2026	Over 90 Days Up to 6/7/2026
USB (US Bank) (continued)							
8/24/2026	8/24/2026	5,054.15		5,054.15			
8/24/2026	8/24/2026	34,042.41		34,042.41			
8/24/2026	8/24/2026	8,250.21		8,250.21			
8/24/2026	8/24/2026	5,813.94		5,813.94			
8/24/2026	8/24/2026	1,974.70		1,974.70			
8/24/2026	8/24/2026	3,541.28		3,541.28			
8/24/2026	8/24/2026	360.81		360.81			
8/24/2026	8/24/2026	32,381.45		32,381.45			
8/24/2026	8/24/2026	1,273.19		1,273.19			
8/24/2026	8/24/2026	4,441.46		4,441.46			
8/24/2026	8/24/2026	6,807.29		6,807.29			
8/24/2026	8/24/2026	6,301.32		6,301.32			
8/24/2026	8/24/2026	2,974.96		2,974.96			
8/24/2026	8/24/2026	496.30		496.30			
USB		116,891.76	0.00	116,891.76	0.00	0.00	0.00
WALDRYA (Ryan Waldron)							
CSF2026	8/2/2026	300.00			300.00		
WALDRYA		300.00	0.00	0.00	300.00	0.00	0.00
WARBREV (Breven Warren)							
CSF2026	7/10/2026	300.00			300.00		
WARBREV		300.00	0.00	0.00	300.00	0.00	0.00
WET (Blodgett Enterprises, Inc. dba WET Laboratory)							
26-05-EX	6/1/2026	430.00					430.00
26-06-EX	7/1/2026	430.00				430.00	
WET		860.00	0.00	0.00	0.00	430.00	430.00
Grand Totals:		3,929,317.69	79,972.62	503,285.31	479,679.51	1,262,314.89	1,604,085.36

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AGMCON (Arteaga Family Concessions, LLC)					Phone:		Last Pymt: 9/9/2026	30,455.99 (commissions pymt)
	8/2/2026	error in final invoice calculation	2,386.45	2,386.45				
AGMCON Totals:		1 Invoice	2,386.45	2,386.45 100.00 %	0.00	0.00	0.00	0.00
AMESLE (American Sleep Therapy LLC)					Phone:		Last Pymt: 7/31/2026	20,000.00
36789	7/22/2026	0	25.00		25.00			
36487	7/24/2026		18,500.00		18,500.00			
36488	7/31/2026		68,500.00		68,500.00			
AMESLE Totals:		3 Invoices	87,025.00	0.00	87,025.00 100.00 %	0.00	0.00	0.00
BANKM (Marcus Banks)					Phone:		Last Pymt:	
01203	10/1/2007		581.17					581.17
BANKM Totals:		1 Invoice	581.17	0.00	0.00	0.00	0.00	581.17 100.00 %
BOULEVARD (Boulevard Trash Entertainment)			NOVEMBER EVENT		Phone:		Last Pymt: 9/1/2026	5,000.00 EVENT DEPOSIT
37103	8/14/2026	EVENT RENT	20,000.00	20,000.00				
BOULEVARD Totals:		1 Invoice	20,000.00	20,000.00 100.00 %	0.00	0.00	0.00	0.00
BREMEP (Philip R. Bremerman)					Phone:		Last Pymt:	
01204	4/15/2008		634.43					634.43
BREMEP Totals:		1 Invoice	634.43	0.00	0.00	0.00	0.00	634.43 100.00 %
BRICON (Brick Convention LLC)					Phone:		Last Pymt: 9/22/2025	15,450.00
	12/19/2025		660.00					660.00
BRICON Totals:		1 Invoice	660.00	0.00	0.00	0.00	0.00	660.00 100.00 %
BUBBLE (Cool Events Inc fka Bubble Run Sacramento)			Collections		Phone:		Last Pymt: 9/9/2024	17,000.00
35512	11/2/2025	30	1,465.50					1,465.50
BUBBLE Totals:		1 Invoice	1,465.50	0.00	0.00	0.00	0.00	1,465.50 100.00 %
CCTMPA (CC TM PA (Crown Castle) formerly T-Mobile)					Phone:		Last Pymt: 9/1/2026	2,578.99 (current rate)
35771	12/31/2025	30	2,343.01					2,343.01
35828	1/31/2026	30	2,343.01	Email communication				2,343.01
35946	3/3/2026	30	2,343.01	with contract manager sent regarding				2,343.01
36094	3/31/2026	30	2,343.01	incorrect rate and to correct remit address				2,343.01
	5/1/2026	30	4,922.00					4,922.00
36087	5/1/2026		26,000.00	STATE FAIR SPONSORSHIP				26,000.00
36404	5/31/2026	30	2,343.01				2,343.01	
36525	7/1/2026	30	2,343.01	(See email comment above)		2,343.01		
37082	7/31/2026	30	2,343.01		2,343.01			
105	8/31/2026	30	2,343.01	2,343.01				
CCTMPA Totals:		10 Invoices	49,666.08	2,343.01 4.72 %	2,343.01 4.72 %	2,343.01 4.72 %	2,343.01 4.72 %	40,294.04 81.13 %
CDFA (California Dept Of Food & Agriculture)							Last Pymt: 9/8/2026	30,000.00
6 Q 1-4 2025	1/1/2026	0	29,028.49					29,028.49

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CDFA Totals:			29,028.49	0.00	0.00	0.00	0.00	29,028.49
		1 Invoice						100.00 %
CEEGEE (The Ceegee Group/DYT Enterprises) Settled collections account					Phone:		Last Pymt: 12/28/2023	8,637.00
28483	4/5/2022	30	10,000.00					10,000.00
28483	12/31/2022		4,228.70					4,228.70
CEEGEE Totals:			14,228.70	0.00	0.00	0.00	0.00	14,228.70
		2 Invoices						100.00 %
CELLSAL (Cellular Sales Central California)					Phone:		Last Pymt: 4/16/2026	12,000.00
36771	8/21/2026	30	395.00	395.00				
CELLSAL Totals:			395.00	395.00	0.00	0.00	0.00	0.00
		1 Invoice		100.00 %				
CONSTELLATION (Constellation Brands, Inc.)							Last Pymt: 8/27/2026	5,750.00
36282	6/1/2026		2,000.00				2,000.00	
CONSTELLATION Totals:			2,000.00	0.00	0.00	0.00	2,000.00	0.00
		1 Invoice					100.00 %	
COSTCO (Costco)							Last Pymt: 10/3/2025	100,000.00
	7/10/2026	30	11,996.00		11,996.00			
	7/10/2026	30	2,999.00		2,999.00			
	7/10/2026	30	23,992.00		23,992.00			
	7/10/2026	30	29,990.00		29,990.00			
	7/10/2026	30	8,997.00		8,997.00			
	7/10/2026	30	5,998.00		5,998.00			
	7/10/2026	30	20,993.00		20,993.00			
	7/10/2026	30	23,992.00		23,992.00			
	7/10/2026	30	5,998.00		5,998.00			
	7/10/2026	30	35,988.00		35,988.00			
	7/10/2026	30	8,997.00		8,997.00			
	7/10/2026	30	17,994.00		17,994.00			
	7/10/2026	30	29,990.00		29,990.00			
	7/10/2026	30	20,993.00		20,993.00			
	7/10/2026	30	65,978.00		65,978.00			
	7/10/2026	30	8,997.00		8,997.00			
	7/10/2026	30	5,998.00		5,998.00			
	7/10/2026	30	8,997.00		8,997.00			
	7/10/2026	30	8,997.00		8,997.00			
	7/10/2026	30	29,990.00		29,990.00			
	7/10/2026	30	20,993.00		20,993.00			
	7/10/2026	30	8,997.00		8,997.00			
	7/31/2026	0	23,992.00		23,992.00			
	7/31/2026	0	23,992.00		23,992.00			
	7/31/2026	0	14,995.00		14,995.00			
	7/31/2026	0	1,499.50		1,499.50			
	7/31/2026	0	23,992.00		23,992.00			
	7/31/2026	0	14,995.00		14,995.00			
	7/31/2026	0	17,994.00		17,994.00			
	7/31/2026	0	44,985.00		44,985.00			
COSTCO Totals:			574,308.50	0.00	574,308.50	0.00	0.00	0.00
		30 Invoices			100.00 %			
DEVEN (Deven Eyewear, LLC)							Last Pymt: 7/10/2026	6,000.00
36790	7/22/2026	0	6,025.00		6,025.00			

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DEVEN Totals:		1 Invoice	6,025.00	0.00	6,025.00 100.00 %	0.00	0.00	0.00
DWR (Dept Of Water Resources)					Phone:	Last Pymt: 10/17/2024	7,000.00	
37006	7/17/2026		10,000.00		10,000.00			
DWR Totals:		1 Invoice	10,000.00	0.00	10,000.00 100.00 %	0.00	0.00	0.00
EMBRBO (Embrace Your Body)					Phone:	Last Pymt: 7/30/2026	4,380.00	
36773	7/21/2026	0	785.00		785.00			
EMBRBO Totals:		1 Invoice	785.00	0.00	785.00 100.00 %	0.00	0.00	0.00
EVENTER (EV Entertainment)					Phone:	Last Pymt: 4/8/2026	65,000.00	
33178	3/25/2024	30	25,000.00					25,000.00
EVENTER Totals:		1 Invoice	25,000.00	0.00	0.00	0.00	0.00	25,000.00 100.00 %
FAIRR (Robert J. Fairbairn)					Phone:	Last Pymt:		
01208	2/29/2008		524.43					524.43
FAIRR Totals:		1 Invoice	524.43	0.00	0.00	0.00	0.00	524.43 100.00 %
FARM2FAIR (Farm 2 Fair, LLC obo Diageo) Collections					Phone: Phone:	Last Pymt: 12/7/2023	15,000.00	
31652	7/13/2023	30	20,000.00					20,000.00
FARM2FAIR Totals:		1 Invoice	20,000.00	0.00	0.00	0.00	0.00	20,000.00 100.00 %
FOODIE (FoodieLand LLC)					Phone:	Last Pymt: 8/23/2024	27,000.00	
37096	7/3/2024	30	1,000.00					1,000.00
FOODIE Totals:		1 Invoice	1,000.00	0.00	0.00	0.00	0.00	1,000.00 100.00 %
GLENNCO (Glennco dba Harvest Festival Original Art & Craft) collections					Phone:	Last Pymt: 1/15/2026	0.00	
34548	5/3/2025	30	15,861.85					15,861.85
GLENNCO Totals:		1 Invoice	15,861.85	0.00	0.00	0.00	0.00	15,861.85 100.00 %
HIDOW (DNA Marketing LLC) Collections					Phone:	Last Pymt: 7/12/2023	3,105.00	
32727	6/14/2023		8,348.15					8,348.15
HIDOW Totals:		1 Invoice	8,348.15	0.00	0.00	0.00	0.00	8,348.15 100.00 %
HOLIDA (Holiday Inn Express)					Phone:	Last Pymt: 11/9/2022	234.00	
35841	9/24/2023	30	942.00					942.00
35840	9/30/2024	0	1,000.00					1,000.00
HOLIDA Totals:		2 Invoices	1,942.00	0.00	0.00	0.00	0.00	1,942.00 100.00 %
HOTDOGG (Hot Doggin-Delicious LLC)					Phone:	Last Pymt: 7/25/2022	767.76	
30550	7/24/2022		1,109.80					1,109.80
30471	7/25/2022		310.91					310.91
30392	7/26/2022		333.87					333.87
30292	7/27/2022		259.99					259.99

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HOTDOGG (Hot Doggin-Delicious LLC) (continued)					Phone:		Last Pymt: 7/25/2022	767.76
30214	7/28/2022		594.99					594.99
30135	7/29/2022		209.38					209.38
30078	7/30/2022		678.56					678.56
30837	7/31/2022		607.89					607.89
HOTDOGG Totals:			4,105.39	0.00	0.00	0.00	0.00	4,105.39
		8 Invoices						100.00 %
ICEG (International Culture Exchange Group)							Last Pymt: 8/14/2026	103,309.62
35978	4/23/2026	30	249.20					249.20
ICEG Totals:			249.20	0.00	0.00	0.00	0.00	249.20
		1 Invoice						100.00 %
KIMVA (Kimberly Vaughan/International Wedding Festival)					Phone:		Last Pymt: 8/24/2026	1,000.00
35842	3/15/2026	30	11,144.50					11,144.50
KIMVA Totals:			11,144.50	0.00	0.00	0.00	0.00	11,144.50
		1 Invoice						100.00 %
LANARB (Lana R Beauty LLC) Collections					Phone:		Last Pymt: 7/3/2026	3,388.00
34682	5/1/2025		12,000.00					12,000.00
LANARB Totals:			12,000.00	0.00	0.00	0.00	0.00	12,000.00
		1 Invoice						100.00 %
LATINENT (Latin Entertainment)					Phone:		Last Pymt: 11/19/2025	55,000.00
35781	1/8/2026		6,598.41					6,598.41
LATINENT Totals:			6,598.41	0.00	0.00	0.00	0.00	6,598.41
		1 Invoice						100.00 %
LCWW (LCWW Group LLC) Collections					Phone:		Last Pymt: 2/13/2024	15,000.00
34226	1/7/2025		3,452.75					3,452.75
LCWW Totals:			3,452.75	0.00	0.00	0.00	0.00	3,452.75
		1 Invoice						100.00 %
METROEX (Metro Expositions, Inc.) OCTOBER EVENT					Phone:		Last Pymt: 9/3/2026	20,000.00
37120	8/14/2026 EVENT RENT		10,000.00	10,000.00			(rent, plus deposit)	
METROEX Totals:			10,000.00	10,000.00	0.00	0.00	0.00	0.00
		1 Invoice		100.00 %				
MILO (Milo & Sons Enterprises)					Phone:		Last Pymt: 7/28/2026	28,423.05
36424	7/9/2026		392.25		392.25			
MILO Totals:			392.25	0.00	392.25	0.00	0.00	0.00
		1 Invoice			100.00 %			
MINDSE (Mindset of Spartans) Collections					Phone:		Last Pymt: 5/22/2026	255.00
33637	7/24/2024		5,000.00					5,000.00
MINDSE Totals:			5,000.00	0.00	0.00	0.00	0.00	5,000.00
		1 Invoice						100.00 %
MKFBEV (MK Food and Beverage LLC.)					Phone:		Last Pymt: 8/12/2024	20,718.31
33665	8/1/2024		0.01					0.01
MKFBEV Totals:			0.01	0.00	0.00	0.00	0.00	0.01
		1 Invoice						100.00 %

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OASIS (Oasis Massage) collections					Phone:	Last Pymt: 7/14/2023	155.00	
31634	12/31/2023		46,350.00					46,350.00
OASIS Totals:		1 Invoice	46,350.00	0.00	0.00	0.00	0.00	46,350.00 100.00 %
OMD USA LLC (OMD USA LLC)						Last Pymt: 9/22/2025	10,000.00	
37005	8/16/2026	30	9,999.00	9,999.00				
OMD USA LLC Totals:		1 Invoice	9,999.00	9,999.00 100.00 %	0.00	0.00	0.00	0.00
PEPSICO (PepsiCo Beverage Sales, LLC)					Phone:	Last Pymt: 8/11/2025	120,000.00	
	6/26/2026	30	65,000.00			65,000.00		
PEPSICO Totals:		1 Invoice	65,000.00	0.00	0.00	65,000.00 100.00 %	0.00	0.00
PROPRO (ProProse LLC dba Sagent)						Last Pymt: 7/24/2026	14,440.00	
36575	8/31/2026		30,560.00	30,560.00				
PROPRO Totals:		1 Invoice	30,560.00	30,560.00 100.00 %	0.00	0.00	0.00	0.00
USHMA (Push Marketing, Inc. DBA Misfit)					Phone:	es Last Pymt: 9/24/2025	0.01	
36299	8/3/2026	60	40,000.00	40,000.00				
PUSHMA Totals:		1 Invoice	40,000.00	40,000.00 100.00 %	0.00	0.00	0.00	0.00
RBPAC (R&B of the Pacific (Rock & Brews))					Phone:	Last Pymt: 7/10/2026	15,834.63	
31398	2/9/2023	0	5,761.23					5,761.23
32834	4/1/2023	0	1,613.09					1,613.09
32843	1/30/2024	30	9,023.72	(Lou in effect)				9,023.72
32844	1/30/2024	30	8,752.53					8,752.53
34135	5/15/2024	30	8,426.61					8,426.61
34051	5/31/2024	30	14,925.66					14,925.66
34136	6/14/2024	30	6,376.05					6,376.05
34063	6/27/2024	30	5,522.09					5,522.09
34052	7/1/2024	30	14,925.66					14,925.66
34137	7/15/2024	30	8,582.33					8,582.33
34053	7/31/2024	30	14,925.66					14,925.66
34050	8/1/2024	0	17,257.46					17,257.46
34059	8/1/2024	0	9,702.64					9,702.64
34060	8/1/2024	0	5,795.45					5,795.45
34061	8/1/2024	0	2,522.43					2,522.43
34138	8/14/2024	30	10,740.69					10,740.69
34054	8/31/2024	30	14,925.66					14,925.66
34141	9/14/2024	30	10,542.81					10,542.81
34142	9/14/2024	30	3,622.75					3,622.75
34058	10/1/2024	30	14,925.66					14,925.66
34143	10/15/2024	30	11,076.98					11,076.98
144	10/15/2024	30	7,836.75					7,836.75
055	10/31/2024	30	14,925.66					14,925.66
34212	1/17/2025	30	6,511.53					6,511.53
35499	10/24/2025	30	5,541.16					5,541.16
35500	10/26/2025	30	5,494.74					5,494.74
35501	10/26/2025	30	6,149.96					6,149.96
35502	10/26/2025	30	6,995.02					6,995.02

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Cal Expo
Diana Barrios

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Invoice Number	Due Date	Terms	Balance	Current 8/1/2026 8/31/2026	Over 30 7/2/2026 7/31/2026	Over 60 6/2/2026 7/1/2026	Over 90 5/3/2026 6/1/2026	Over 120 Up to 5/2/2026
RBPAC (R&B of the Pacific (Rock & Brews)) (continued)					Phone:		Last Pymt: 7/10/2026	15,834.63
35539	11/1/2025	30	8,624.40					8,624.40
35537	11/5/2025	30	7,274.43					7,274.43
35538	11/5/2025	30	8,338.91					8,338.91
35540	11/5/2025	30	10,025.52					10,025.52
35541	11/5/2025	30	11,267.16					11,267.16
35713	12/20/2025	30	10,167.47					10,167.47
35714	12/20/2025	30	9,916.65					9,916.65
36024	3/12/2026	30	6,978.79					6,978.79
36025	3/19/2026	30	7,178.41					7,178.41
36026	4/12/2026	30	6,939.37					6,939.37
36027	4/12/2026	30	897.61					897.61
35911	8/31/2026	30	15,834.63	15,834.63				
RBPAC Totals:			356,845.33	15,834.63	0.00	0.00	0.00	341,010.70
		40 Invoices		4.44 %				95.56 %
REI (Redfern Enterprises, Inc.)					Phone:		Last Pymt: 3/12/2026	25.00
36364	3/12/2026	0	0.75					0.75
REI Totals:			0.75	0.00	0.00	0.00	0.00	0.75
		1 Invoice						100.00 %
RESURR (Resurrection Brands LLC)							Last Pymt:	
36378	5/1/2026		4,650.00					4,650.00
RESURR Totals:			4,650.00	0.00	0.00	0.00	0.00	4,650.00
		1 Invoice						100.00 %
SACCOUNT (Sacramento County)							Last Pymt: 2/17/2026	22,201.62
27283	9/23/2020	30	3,261.31					3,261.31
22701	12/31/2020		80,000.00					80,000.00
22702	7/4/2021	30	80,000.00					80,000.00
22703	7/4/2022	30	80,000.00					80,000.00
27869	5/1/2023	30	96.75					96.75
27868	7/31/2023	30	96.75					96.75
27867	10/31/2023	30	96.75					96.75
27866	1/31/2024	30	96.75					96.75
27865	5/1/2024	30	96.75					96.75
27864	7/31/2024	30	96.75					96.75
27863	10/31/2024	30	96.75					96.75
27862	1/31/2025	30	96.75					96.75
27861	5/1/2025	30	96.75					96.75
27860	7/31/2025	30	96.75					96.75
27859	10/31/2025	30	96.75					96.75
27858	1/31/2026	30	96.75					96.75
27857	5/1/2026	30	96.75					96.75
27856	7/31/2026	30	96.75		96.75			
SACCOUNT Totals:			244,615.81	0.00	96.75	0.00	0.00	244,519.06
		18 Invoices			0.04 %			99.96 %
SACFAIR (52nd District Agricultural Assn)							Last Pymt: 8/27/2026	1,896.82
33452	8/30/2025	30	79.83					79.83
33242	7/1/2024	30	99.59-					99.59-
SACFAIR Totals:			19.76-	0.00	0.00	0.00	0.00	19.76-
		2 Invoices						100.00 %

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Invoice Number	Due Date	Terms	Balance	Current 8/1/2026 8/31/2026	Over 30 7/2/2026 7/31/2026	Over 60 6/2/2026 7/1/2026	Over 90 5/3/2026 6/1/2026	Over 120 Up to 5/2/2026
SAVEM2 (Save Mart)							Last Pymt: 10/17/2025	113,901.74
	8/2/2026	0	45,151.54	45,151.54				
	8/2/2026	0	68,223.28	68,223.28				
SAVEM2 Totals:			113,374.82	113,374.82	0.00	0.00	0.00	0.00
		2 Invoices		100.00 %				
SCRAPBO (Scrapbook Expo)					Phone:		Last Pymt: 12/19/2025	4,814.25
37050	1/21/2026	30	420.00					420.00
	2/6/2026		5,000.00					5,000.00
SCRAPBO Totals:			5,420.00	0.00	0.00	0.00	0.00	5,420.00
		2 Invoices						100.00 %
SFCONC (State Fair Concert)							Last Pymt: 7/30/2024	2,405.43
36786	7/20/2026	0	320.85		320.85			
36787	7/21/2026	0	3,350.67		3,350.67			
	7/29/2026	0	2,414.09		2,414.09			
	8/1/2026	0	2,557.08	2,557.08				
SFCONC Totals:			8,642.69	2,557.08	6,085.61	0.00	0.00	0.00
		4 Invoices		29.59 %	70.41 %			
PAEMP (Hot Tub Emporium)					Phone:		Last Pymt: 6/4/2026	15,196.81
33927	10/3/2024	30	2,500.00					2,500.00
	11/20/2024	30	3,635.00					3,635.00
	6/1/2025	30	447.25					447.25
	6/26/2025	30	122.25					122.25
35633	11/30/2025	30	114.50					114.50
CM-33927	10/8/2024	30	2,500.00-					2,500.00-
111724CM	1/29/2025	30	278.50-					278.50-
SPAEMP Totals:			4,040.50	0.00	0.00	0.00	0.00	4,040.50
		7 Invoices						100.00 %
SRBX (Construction Industry Education Foundation (SRBX))					Phone:		Last Pymt: 4/2/2026	6,000.00
36002	8/7/2026		6,000.00	6,000.00				
SRBX Totals:			6,000.00	6,000.00	0.00	0.00	0.00	0.00
		1 Invoice		100.00 %				
TBTACO (TOBY'S TACOS)					Phone:		Last Pymt: 7/23/2026	2,555.00
	8/2/2026		436.04	436.04				
TBTACO Totals:			436.04	436.04	0.00	0.00	0.00	0.00
		1 Invoice		100.00 %				
THISEVENTS (This Events, LLC)			Collections				Last Pymt: 10/28/2025	6,363.00
32596	10/9/2023		12,500.00					12,500.00
34106	5/15/2024		48,212.60					48,212.60
THISEVENTS Totals:			60,712.60	0.00	0.00	0.00	0.00	60,712.60
		2 Invoices						100.00 %
TRUSD (Twin Rivers Unified School District)							Last Pymt: 8/12/2026	621.00
36289	5/19/2026		6,500.00				6,500.00	
36290	5/19/2026		9,020.00				9,020.00	
36319	5/26/2026		6,500.00				6,500.00	
TRUSD Totals:			22,020.00	0.00	0.00	0.00	22,020.00	0.00
		3 Invoices					100.00 %	

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Diana Barrios

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Invoice Number	Due Date	Terms	Balance	Current 8/1/2026 8/31/2026	Over 30 7/2/2026 7/31/2026	Over 60 6/2/2026 7/1/2026	Over 90 5/3/2026 6/1/2026	Over 120 Up to 5/2/2026
VERIZO (American Tower (formerly Verizon))							Last Pymt: 8/28/2026	4,742.76
27704	10/31/2025	30	4,516.91					4,516.91
27703	12/1/2025	30	4,516.91					4,516.91
VERIZO Totals:			9,033.82	0.00	0.00	0.00	0.00	9,033.82
		2 Invoices						100.00 %
WALLD (Douglas E. Waller)					Phone: 916-681-3581	Last Pymt:		
01216	8/16/2009		886.60					886.60
WALLD Totals:			886.60	0.00	0.00	0.00	0.00	886.60
		1 Invoice						100.00 %
WHOLEP (Wholesale Patio)		Collections			Phone:	Last Pymt:		
33641	8/4/2024	30	11,000.00					11,000.00
WHOLEP Totals:			11,000.00	0.00	0.00	0.00	0.00	11,000.00
		1 Invoice						100.00 %
Grand Totals:	54 Customers		1,963,591.96	253,886.03	686,276.62	67,343.01	26,363.01	929,723.29
	175 Invoices			12.93 %	34.95 %	3.43 %	1.34 %	47.35 %

7. OLD BUSINESS

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 10, 2026

To: Finance Committee
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Joji Kume, Deputy General Manager for Finance

Subject: Financial Quarter 2 Position

BACKGROUND

This report provides a preliminary update on Cal Expo's financial position as of the second quarter of fiscal year 2026. Draft financial statements are attached for informational purposes.

FINANCIAL STATEMENT STATUS

The attached financial statements are presented in draft form and remain subject to revision. Quarter-end accounting activities remain in progress, including the posting of outstanding accounting entries, completion of reconciliations, and review of financial information. Additional adjustments are expected as the financial close process is completed.

FINANCIAL REPORTS – DRAFT Q2-2026 STATEMENT OF FINANCIAL ACTIVITIES

Key Financial Highlights

Operating Revenues:

Total revenues increased by 44 percent, or over $1.6 million, in the second quarter, in comparison to the same period the prior year.

Line 2 – Expo Events generated strong revenues, increasing 57 percent, or over $700,000, over last year for the quarter totaling $1.95 million in revenues. Revenue

under this category primarily comes from rent and parking revenues. Notable events that took place were Country in The Park, FoodieLand, Sacramento County Fair, Autorama, and X Games.

Line 3 – Multi-Use Sports Facility showed revenues of $780,582, which indicates a growth of 91 percent, or over $370,000, in comparison to same period the prior year. The increase appears to be primarily attributable to the Springfest event, along with increased facility usage for graduation ceremonies and rugby events.

Line 12 – Grant revenues increased significantly, reaching $785,667 compared to $46,416 during the same period in the prior year. The increase reflects the successful receipt of grant funding during the reporting period.

Operating Expenditures:

Overall expenses, were in line with the same period the prior year.

Line 30 – The Consulting & Professional Services – External expense category experienced a 40 percent increase, or more than $400,000. The increase is consistent with higher event activity during the quarter, as a significant portion of these costs are directly associated with event operations.

While the attached financial statements remain in draft form and are subject to additional reconciliations and accounting entries, current results indicate stronger operating revenues compared to the same period in the prior year.

FINANCIAL REPORTS – DRAFT Q2-2026 BALANCE SHEET

Although the attached draft balance sheet remains subject to reconciliation and additional accounting adjustments, it is included as part of the revised second-quarter financial statements to provide a more complete presentation of Cal Expo's financial position as of June 30, 2026.

RECOMMENDATION

The report is for informational purposes only.

CALIFORNIA EXPOSITION & STATE FAIR
STATEMENT OF FINANCIAL ACTIVITIES
June 30, 2026

Row	Column	A	B	C	D	E	F
		2nd Quarter 2026	2nd Quarter 2025	YTD 2026	YTD 2025	Budget 2026	Annual Variance YTD
	Revenue						
1	State Fair	$ 20,309	$ 59,377	$ 31,244	$ 69,019	14,500,637	$ (14,469,393)
2	Expo Events	$ 1,951,444	$ 1,242,146	$ 3,488,693	$ 2,843,141	4,100,000	(611,307)
3	Multi-Use Sports Facility	$ 780,582	$ 408,075	$ 1,066,302	$ 743,262	1,400,000	(333,698)
4	Rock and Brews	$ 47,504	$ 46,120	$ 94,085	$ 91,345	183,586	(89,501)
5	Watch & Wager	$ 5,585	$ 36,990	$ 11,978	$ 107,496	-	11,978
6	Simulcast	$ 200,614	$ 214,223	$ 391,861	$ 417,104	605,802	(213,941)
7	RV Park	$ 204,992	$ 308,284	$ 352,954	$ 498,716	950,000	(597,046)
8	Water Park	$ -	$ 1,500	$ 500	$ 3,000	-	500
9	Electronic Sign	$ 89,577	$ 89,577	$ 179,154	$ 179,154	425,000	(245,846)
10	Miscellaneous	$ 13,615	$ 60,054	$ 15,121	$ 607,529	500,000	(484,879)
11	Reimbursements	$ 1,221,067	$ 1,123,879	$ 2,184,701	$ 2,009,938	2,700,000	(515,299)
12	Grants	$ 785,667	$ 46,416	$ 841,097	$ 62,459	-	841,097
13	Interest Revenue	$ 30,358	$ 56,596	$ 79,363	$ 138,571	280,000	(200,637)
14	**TOTAL REVENUE**	**$ 5,351,312**	**$ 3,713,236**	**$ 8,737,054**	**$ 7,770,734**	**$ 25,645,025**	**$ (16,907,971)**
15	**Personal Services**						
16	Salaries & Wages	2,465,954	2,508,763	4,610,296	4,589,266	9,832,602	5,222,306
17	Benefits	1,097,000	1,276,968	2,200,274	2,443,644	3,406,677	1,206,402
18	**Total Personal Services**	**$ 3,562,954**	**$ 3,785,731**	**$ 6,810,570**	**$ 7,032,911**	**$ 13,239,279**	**$ 6,428,709**
19	**Operating Expenses**						
20	General Expense	522,145	519,395	824,115	812,421	2,965,000	2,140,885
21	Advertising	14,016	14,000	18,007	56,000	732,000	713,993
22	Printing	80,456	46,992	86,115	56,775	86,000	(115)
23	Communications	25,978	49,398	48,773	98,306	175,000	126,227
24	Postage	3,460	6,257	3,860	6,609	14,000	10,140
25	Insurance	334,378	356,581	668,974	712,007	814,893	145,919
26	Travel	2,046	10,844	5,667	28,542	80,000	74,333
27	Training	164	9,040	736	10,987	10,000	9,264
28	Facility Operations	292,485	258,870	409,840	331,870	400,000	(9,840)
29	Utilities	315,791	452,143	633,729	792,399	1,586,011	952,282
30	Cons & Prof Svcs External	1,427,132	1,021,943	2,125,328	1,482,048	4,600,142	2,474,814
31	Cons & Prof Svcs Internal	24,885	17,130	68,952	59,824	110,000	41,048
32	Data Processing	53,752	45,329	131,378	124,052	200,000	68,622
33	Entertainment	84,453	98,806	84,453	98,806	2,400,000	2,315,547
34	Judging	35,585	27,974	39,829	35,769	75,555	35,726
35	Premiums	-	-	-	-	172,000	172,000
36	ProRata	52,732	170,281	272,056	340,562	726,000	453,944
37	Other	16,864	10,068	30,838	10,068	20,000	(10,838)
38	**Total Operating Expenses**	**$ 3,286,301**	**$ 3,115,052**	**$ 5,452,650**	**$ 5,057,047**	**$ 15,156,601**	**$ 9,713,951**
39	**TOTAL EXPENSES**	**$ 6,849,256**	**$ 6,900,783**	**$ 12,263,220**	**$ 12,089,958**	**$ 28,405,880**	**$ 16,142,660**
40	**OPERATING PROFIT (LOSS)**	**$ (1,497,943)**	**$ (3,187,547)**	**$ (3,526,167)**	**$ (4,319,224)**	**$ (2,760,855)**	**$ (765,312)**
41	Prior Year Income	-	-	-	-	250,000	250,000
42	Prior Year Expense	-	46,273	11,058	94,122	-	(11,058)
43	Transfers into Operating Fund					2,000,000	
44	Depreciation	355,439	316,534	647,750	634,822	-	(647,750)
45	Capital Improvements	-	15,596	32,438	15,596	-	(32,438)
46	Equipment	123,956	40,787	232,606	70,955	177,450	(55,156)
47	**CHANGES IN RESERVES**	**$ (1,977,338)**	**$ (3,606,738)**	**$ (4,450,017)**	**$ (5,134,720)**	**$ (688,305)**	**$ (3,761,712)**

** UNAUDITED **

CALIFORNIA EXPOSITION & STATE FAIR
BALANCE SHEET
June 30, 2026

	ASSETS	2nd Quarter 2026	2nd Quarter 2025	
1	CURRENT ASSETS:			
2	Cash	$ 4,232,387	$ 5,596,023	Reconciliation in progress
3	Restricted Cash	4,771,752	5,372,621	
4	Accounts Receivable	5,328,167	6,184,099	Reconciliation in progress
5	Less Allowance for Doubtful Accounts	(54,239)	(54,239)	
6	Advances	3,659	2,209	
7	Prepaid Expenses / Deposits	1,081,913	980,656	Requires reconciliation
8	Total Current Assets	15,363,639	18,081,369	
9				
10	PROPERTY, PLANT AND EQUIPMENT:			
11	Land	$ 1,643,577	$ 1,643,577	
12	Buildings	92,072,810	90,782,304	Asset review in progress
13	Equipment	6,943,727	6,936,290	Asset review in progress
14	Less Accumulated Depreciation	(81,753,450)	(80,570,675)	Current
15	Net Property, Plant and Equipment	18,906,664	18,791,496	
16				
17	DEFERRED OUTFLOWS OF RESOURCES	$ 6,781,586	$ 7,391,732	
18				
19	TOTAL ASSETS	$ 41,051,889	$ 44,264,597	Draft balance pending completion of accounting entries and reconciliation
20				
21	LIABILITIES AND FUND EQUITY			
22				
23	CURRENT LIABILITIES:			
24	Accounts Payable	$ 6,551,765	$ 4,211,152	Reconciliation in progress
25	Compensated Absences	1,501,036	1,393,777	Current
26	Collections In Advance	3,562,894	3,697,768	
27	Other Current Liabilities	3,284,255	3,480,184	Requires reconciliation
28	Total Current Liabilities	14,899,950	12,782,881	
29				
30	LONG TERM LIABILITIES:			
31	Long Term Liabilities	$ 1,603,000	$ 1,603,000	SB84
32	Workers Compensation Ins-Contingency	(334)	(334)	
33	OPEB Obligation (GASB 75)	18,938,846	16,591,150	Current
34	Net Pension Liability (GASB 68)	13,453,459	13,013,892	Current
35	Deferred Maintenance / Resiliency Funds	7,455,455	7,377,249	Requires Reconciliation
36				
37	TOTAL LIABILITIES	$ 56,350,376	$ 51,367,838	
38				
39	DEFERRED INFLOWS OF RESOURCES	$ 3,345,893	$ 4,275,823	
40				
41	FUND EQUITY:			
42	Contributed Capital	$ 34,211,514	$ 34,211,514	
43	Net Investment in Capital Assets	8,873,565	8,873,565	
44	Retained Earnings	(51,572,678)	(51,572,678)	
45	Net Income	(10,213,249)	(2,957,937)	
46	Total Fund Equity	(18,700,848)	(11,445,536)	
47				
48	TOTAL LIABILITIES & FUND EQUITY	$ 40,995,421	$ 44,198,125	Draft balance pending completion of accounting entries and reconciliation

DRAFT

** UNAUDITED **

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 10, 2026

To: Finance Committee
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Joji Kume, Deputy General Manager for Finance

Subject: State Fair Financials

BACKGROUND

The 2026 California State Fair concluded following its scheduled 17-day run from July 17 through August 2, 2026. This report provides an update on the financial performance of the 2026 State Fair, including overall sales activity across major Fair categories and a more detailed breakdown of revenues generated by Cal Expo through commission and other State Fair-related revenue sources.

OVERALL FAIR SALES PERFORMANCE

Gross sales across the major State Fair sales categories were lower than the prior year. While the 2026 State Fair operated for the same 17-day period as the 2025 fair, weather conditions differed. Average daily high temperature increased from approximately 90.0°F in 2025 to 96.6°F in 2026, with the highest temperatures occurring during the third weekend of the fair. Historically, the third weekend has generated some of the strongest sales activity; however, the second weekend outperformed the third weekend in 2026, representing a departure from historical trends.

Category	2026	2025	Year-over-Year Change ($)	Year-over-Year Change (%)
Carnival	$4,264,109	$4,837,215	($573,106)	(11.8%)
Food	$6,864,324	$7,380,944	($516,620)	(7.0%)
Commercial*	$723,231	$788,900	($65,669)	(8.3%)
Alcohol**	$2,096,465	$2,395,116	($298,651)	(12.5%)

**Category listed under commercial represents non-food vendors for which Cal Expo receives commission revenue and excludes vendors categorized as specialty vendors.*

***Figures reported under the alcohol sales category include a minor amount of non-alcohol beverage and related concession sales by the operator.*

Gross sales provide an indication of overall sales activity during the Fair but do not represent revenues received directly by Cal Expo. Cal Expo receives a portion of certain sales through commissions and other revenue arrangements.

CAL EXPO STATE FAIR REVENUE PERFORMANCE

The 2026 State Fair generated approximately $13.25 million in revenue to Cal Expo across its major Fair-related revenue streams. These revenues were generated through admissions, parking, commissions, sponsorships, and other activities associated with operation of the State Fair.

ADMISSION. Admission revenue totaled $3.05 million. Approximately $2.61 million was generated during the Fair through on-site cash and credit card sales and online sales, while $441,000 was generated through pre-sales and promotions, including single-day admissions, season admissions, packages, and other promotions. Of the $2.61 million in Fair-time admission sales, approximately 78 percent was generated through on-site transactions and 22 percent through online transactions. Credit card transactions accounted for approximately 79 percent, compared with 21 percent from cash transactions.

PARKING. Parking revenue totaled $1.25 million, with the substantial majority generated through daily parking during the Fair. Additional parking revenue was generated through auxiliary, participant discount, season, levee, and stock truck parking.

CONSIGNMENT. Consignment sales currently total $744,396 and represent State Fair admission and related offerings sold through third-party retailers. The amount remains subject to finalization as additional sales information is received.

MONORAIL. Monorail ticket sales generated $151,250 in revenue. The Monorail provides guests with an elevated ride around the fairgrounds, offering views of the Fair and its various activities and attractions.

CONCERT. Concert admission generated $751,755 in revenue.

COMMERCIAL. Commercial exhibit revenue totaled $549,575 and was generated through the rental of exhibit and vendor space to businesses selling or promoting products at the Fair. Rental arrangements varied based on the location utilized.

CONCESSION. Concession revenue represented one of Cal Expo's largest State Fair revenue sources, generating $2.58 million. The category consists of revenue generated from food concessions, non-food commercial vendors, novelty sales, photo booths, and alcohol sales throughout the fairground.

SPONSORSHIP. Sponsorship revenue totaled $2.07 million and consisted of year-round sponsorships, premium space vendors, California State Fair sponsors, and Winery of the Day. California State Fair sponsors and premium space vendors represented the largest components of sponsorship revenue.

CARNIVAL. Carnival revenue currently totals $1.73 million. Final settlement remains pending receipt of additional financial information, which is expected to increase the final amount reported.

SKYRIDE. Skyride ticket sales currently total $58,869 in revenue. The Skyride provides guests with an elevated ride across the fairgrounds, offering both transportation between areas of the fairgrounds and views of surrounding Fair activities. The amount remains subject to final settlement.

COMPETITIVE EXHIBITS. Competitive Exhibits generated $304,885 in revenue through entry fees associated with various competitions and exhibits offered as part of the State Fair, including livestock, culinary, wine, and arts-related competitions.

RECOMMENDATION

The report is for informational purposes only.

2026 State Fair Financials

Fair Admission Sales		
Fair Time - Admission		
On-site Credit Card Sales	$	1,507,568
On-site Cash Sales		534,778
Online Credit Card Sales		563,874
Fair-Time - Admission Total	**$**	**2,606,220**
Pre-Sale and Promotion		
Single Day Admission	$	106,564
Season		124,158
Packages		165,491
Other Promotions		44,411
Pre-Sale and Promotion	**$**	**440,624**
Fair Admission Sales Total	**$**	**3,046,844**

Admission Transaction Statistics			
On-site %		2,042,346	78%
Online %		563,874	22%
	$	**2,606,220**	100%
Cash		534,778	21%
Credit		2,071,442	79%
	$	**2,606,220**	100%

Parking		
Daily Parking	**$**	**1,220,790**
Additional Parking		
Daily Public Auxiliary	$	1,640
Participant Discount		12,708
Season		4,775
Levee		10,175
Stock Truck		1,100
Additional Parking	**$**	**30,398**
Parking Total	**$**	**1,251,188**

Parking Transaction Statistics			
Cash		493,335	40%
Credit		727,455	60%
	$	**1,220,790**	100%

Cosignment	**$**	**744,396**	*Estimated / Pending Final Figures*
Monorail	**$**	**151,250**	
Concert	**$**	**751,755**	
Commercial	**$**	**549,575**	
Concession	**$**	**2,582,477**	*Estimated*
Sponsorship			
Year-round	$	320,000	
Premium Space Vendors		600,372	
CSF Sponsors		986,784	
Winery of the Day		167,750	
Sponsorship Total	**$**	**2,074,906**	
Carnival	**$**	**1,734,909**	*Pending Final Settleup*
Skyride	**$**	**58,869**	*Pending Final Settleup*
Competetive Exhibits	**$**	**304,885**	
Total Revenue	**$**	**13,251,055**	

Monorail Transaction Statistics			
Cash		54,277	36%
Credit		96,973	64%
	$	**151,250**	100%

DRAFT

2026 State Fair Financials

Commercial Vendor Booth Revenue

Category	Count	Rate	Revenue	% Count	% Revenue
10x10 - Outdoor	24	$ 2,975	$ 71,400	15.4%	13.0%
10x20 - Outdoor	11	$ 5,425	$ 59,675	7.1%	10.9%
10x10 Inline	50	$ 3,290	$ 164,500	32.1%	29.9%
10x10 Inline -Mezzanine	32	$ 3,120	$ 99,840	20.5%	18.2%
10x10 Corner	19	$ 4,040	$ 76,760	12.2%	14.0%
10x10 Corner - Mezzanine	20	$ 3,870	$ 77,400	12.8%	14.1%
Total	**156**		**$ 549,575**	**100.0%**	**100.0%**

Category	Count	Revenue	% Count	% Revenue
Outdoor	35	$ 131,075	22.4%	23.9%
Inline	82	$ 264,340	52.6%	48.1%
Corner	39	$ 154,160	25.0%	28.1%
Total	**156**	**$ 549,575**	**100.0%**	**100.0%**

Total **156**
Unique Vendor **112**

Corner Spots - Floor 22.6% Price premium
Corner Spots - Mezzanine 24.0% Price premium

DRAFT

2026 State Fair Financials

Commission Vendor Booth Revenue

Concession	Gross Sale	Commission	Pre-Scrip	Scrip
Food	6,864,324	1,728,337	*1,871,332*	*-142,995*
Non-Food	723,231	147,455		

Specialty	Gross Sale	Commission
Novelty	136,473	27,295
Store	129,803	12,980
Photo Booths	325,053	65,011

OVG	Gross Sale	Commission	
Alcohol	1,812,671	551,958	*Estimate*
Food and Non-Alcohol	113,249	32,514	*Estimate*
Fair	74,306	16,928	*Pending Final Figure*
Total	**10,179,110**	**2,582,477**	

*SaveMart	Gross Sale	Commission	*Pre-Scrip*	*Scrip*
Wine	175,256	44,737	*45,152*	*-415*
Slushy	262,397	68,223		

**Included as part of Food Concession*

DRAFT

7. g. 2022 and 2023 Audit

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 10, 2026

To: Finance Committee
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Joji Kume, Deputy General Manager for Finance

Subject: 2022 and 2023 Audit Update

BACKGROUND

The COVID-19 pandemic disrupted Cal Expo's financial reporting processes, resulting in delays to the completion of the organization's annual financial audits. Since that time, management has continued efforts to restore the audit schedule through the reconciliation and correction of financial records, completion of year-end accounting activities, and continued improvements to financial reporting processes. This report provides an update on the status of the 2022 and 2023 financial audits and the progress being made toward bringing the organization's financial audits current.

2022 FINANCIAL AUDIT UPDATE

Since the submission of the 2022 fiscal year trial balance, management has continued working with the external auditors to respond to follow-up questions and requests for supporting documentation. Management has completed its responses to the questions received following submission of the trial balance.

The auditors have since begun audit test work and requested additional supporting documentation to sample and test transaction activity. Staff are actively compiling and providing the requested documentation to the auditors on an ongoing basis. Given the volume of documentation requested, management discussed whether the scope of the documentation request could be reduced. As this represents the auditors' first audit of Cal Expo, the auditors indicated that an appropriate level of sampling and supporting documentation is necessary to establish an understanding of the organization and

perform the required audit procedures. Completion of this phase will therefore require significant staff effort and may affect the timeline for completion of the audit.

2023 FINANCIAL AUDIT UPDATE

To facilitate the timely commencement of the 2023 financial audit upon completion of the 2022 audit, staff continues preparing the 2023 financial records. Current efforts include reconciling accounts payable and accounts receivable, completing year-end adjustments for fiscal year 2023, and preparing supporting documentation for the upcoming audit.

RECOMMENDATION

The report is for informational purposes only.

7. h. Accounting Department Timeline

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 9, 2026

To: Finance Committee
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Diana Barrios, Finance Manager

Subject: Accounting Department Timeline - Finance Committee

INTRODUCTION

This report provides an update regarding the Accounting Department's operational timeline, key milestones, and ongoing modernization efforts at Cal Expo.

KEY FINANCIAL REPORT UPDATES

Significant progress has been made across several core operations:

- **Bank Reconciliation:** Substantial advances toward completing outstanding bank statement reconciliations.
- **Automation Development:** Successful creation and testing of automated software "Bots" to streamline accounting tasks.
- **Payment Processing:** Implementation of autopayment processes where vendor options permit.

ACOUNTING DEPARTMENT TIMELINE UPDATES

Staffing & CFSA Collaboration

- Staffing levels remain unchanged for this reporting period.
- The California Fair Services Authority (CFSA) began its consulting contract with Cal Expo in November 2025.
- The addition of a Deputy General Manager of Finance enabled a redistribution of work assignments from the Finance Manager. This structural shift has accelerated progress in clearing persistent operational backlogs.

- CFSA consultants established a target date of September 30, 2026, to finalize all General Account bank reconciliations. Staff remains strictly on schedule to meet this deadline.
- Leadership from CFSA and the Accounting Department will meet shortly to assess remaining workflows required to bring all remaining account reconciliations up to date.

Process Automation & Systematization

- In collaboration with Accountingware, CFSA and Cal Expo accounting staff are finalizing automated Bots for ETix and Cal Card (US Bank) processing.
- These Bots digitize high-volume, manual data entry tasks. Beta testing confirms significant time savings for both data-entry personnel and invoice reviewers/approvers.
- The Deputy General Manager of Finance and the Finance Manager will attend technical training with Accountingware from September 21–23, 2026.
- During this training, leadership will meet one-on-one with Accountingware programmers to explore further opportunities to digitize and systematize departmental processes.

RECOMMENDATION

Acknowledgement of the receipt of reports.

Accounting Department Recommendations & Implementation Timeline

Based on the results of a comprehensive review of the Accounting Department, the following set deadlines are updated to include the status of their completion and/or progress to date:

Initiative	Key Actions	Deadline	Status
Payroll Bank Reconciliations Catch-Up	• Bring all Payroll bank reconciliations current through the March 2026 reporting period	3/31/2026	Completed
Payroll Process Improvements	• Transition to online EFTPS and EDD to eliminate duplicate payments and minimize keying errors. • Payroll assumes responsibility for all quarterly filings and reconciliations by April 2026. • All PERS transactions should be processed directly within Payroll. • Align Activity PR-to-AP entries and update payroll codes to meet CalPERS' billing requirements.	4/30/2026	Completed
AP Bank Reconciliations Catch-Up	• Bring all Accounts Payable bank reconciliations current through the April 2026 reporting period	4/30/2026	Completed
General Bank Reconciliations Catch-Up	• Bring all General bank reconciliations current through the May 2026 reporting period	5/31/2026	In progress, targeted completion for 2025 reconciliations is September 30, 2026. It is expected this target will be met.
Electronic Workflow Implementation	• Deploy automated approvals for Contracts, Purchase Orders, and Accounts Payable: Contracts/PO invoices will be reviewed after the conclusion of CSF activities • Coordinate with Accountingware and EEO to define approval levels and develop training. [Initial planning began March 5, 2026]	12/31/2026	Accounts Payable Straight Pay Automated Approvals implemented/Complete Pending Contracts/PO Invoice Automated Approvals Completed

Initiative	Key Actions	Deadline	Status
Accounts Receivable Automation	• Implement BOT automation to ensure proper accrual-based revenue recognition. • Utilize Activity Attributes to categorize revenue and improve real-time reporting. • Implementation slated for year-end 2026 following May discussions.	12/31/2026	In progress - Accountingware created a BOT to recognize revenue from ETix financial transactions/downloads. BOT is currently undergoing the beta testing/improvements phase.
Organizational Culture & Communication	• Strengthen department-wide communication to improve accountability and cross-functional alignment. • Recommend a strategic planning session after core system upgrades are complete.	12/31/2026	
Timekeeping Modernization	• Implement a fully automated timekeeping system integrated with Activity. • WorkforceHub has been identified as a viable solution. • Discussion with HR is underway for inclusion in 2026 hiring/review cycles.	1/31/2027	
EFT Payments	• Implement EFT Payments in the Accounts Payable module	5/31/2026	Completed
	• Automatic Payments – identification of invoices that can be paid by scheduling monthly automatic payments		In progress

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 9, 2026

To: Finance Committee
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Diana Barrios, Finance Manager

Subject: Collections - Financial Reports

INTRODUCTION

Please find information, contained within this report and attached, relating to the Accounts Payable, Accounts Receivable, and Collection activities of Cal Expo.

COLLECTIONS UPDATES

Using the attached Accounts Receivables report found in item 6d, please refer to the yellow highlighted accounts which indicate the accounts are currently under collections efforts with a third-party collection agency.

Our collection agency consultants continue their efforts in recovering outstanding balances and resolving accounts. The following represent updates on some of the key accounts being followed.

A remittance advice reconciliation was requested for settled accounts of Mindset of Spartans, Lana R Beauty, and This Events, LLC. This was requested so that Cal Expo and our collections agency can verify the amounts paid against the payment amounts identified as outstanding.

Bubble Run was sent a demand letter on September 1, 2026.

The collections agency has made contact with Deven Eyewear, however, there remains no commitment for a repayment plan at this time.

Farm2Fair continues to await the official Default Judgement to be approved by the judge overseeing the matter.

Hot Doggin-Delicious continues to take responsibility for paying off their debt, however, no payment has realized to date. Discussion between collections agency and Cal Expo has resulted in re-shaping the payment structure which may provide an easier route to begin receiving payments from the debtor.

Deeper collection efforts are underway two accounts. A search for registered trademark contact was performed for accounts related to LCWW and Glennco. Contact information for each organization's attorney was obtained.

Discussions continue surrounding the Oasis account. Attorneys are reviewing the case for a possible lawsuit.

RECOMMENDATION

Acknowledgement of the receipt of reports.

CAL EXPO | California STATE FAIR

CAL EXPO GRANDSTAND and LEGISLATIVE COMMITTEE

Notice of Regular Meeting
To Be Held
Thursday, June 18, 2026, 2:00 p.m.

In the Administration Building Boardroom
California Exposition & State Fair
1600 Exposition Blvd., Sacramento, CA 95815

COMMITTEE MEMBERS: Director Salinas, Chair
Director Adams
Director Craig
Director Pelote

MISSION STATEMENT

The mission of the Legislative Committee shall be to review and make recommendations to the Board on policy matters related to legislative issues of impact to Cal Expo.

PUBLIC COMMENTS

Any member of the public wishing to address the Board on any matter listed for consideration on this agenda shall fill out a Speaker's Form and provide it to the Board's Recording Secretary. All speakers will be recognized by the Chair and be allowed a maximum of three minutes to address the Board.

AGENDA

All matters noticed on this agenda, in any category, may be considered for action as listed. Any item not so noticed may not be considered.

1. **CALL TO ORDER** – Public Meeting
All matters noticed on this agenda, in any category, may be considered for action as listed. Any item not so noticed may not be considered.

2. **ROLL CALL**

3. **NEW BUSINESS**
   a. Approval of Mission Statement
   "The mission of the Cal Expo Grandstand and Legislative Committee shall be to review and make recommendations to the Board on information related to development of the Grandstand and on legislative and policy matters."

4. **STAFF REPORTS**
   b. Grandstand Update and Analysis
   c. State Interagency Coordination on Projects at Cal Expo
   d. Legislative Update
      1. General Discussion
      2. SB-865 (Ashby) California Music Festival Preservation Grant Program
      3. AB-1349 (Bryan) Consumer Protection: ticket sellers
      4. AB-1711 (Connolly) Fairs: Funding
      5. AB-1720 (Haney) Ticket Sellers
      6. AB-2069 (Krell) Sales and Use Tax Law: exemption: fairgrounds
      7. AB-1383 (McKinnor) Public employees' retirement benefits
      8. SB-1223 (Padilla) Fairs: Contracting
      9. SB-1044 (Reyes) Public contracts: Small Business Procurement and Contract Act

ADJOURNMENT

Date of Notice: June 8, 2026

Pursuant to the American 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 office, 1600 Exposition Boulevard, or by calling 916-263-3247, during normal business hours. Requests should be made one week in advance whenever possible.

3. NEW BUSINESS

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Matt Cranford, Deputy General Manager

Subject: Approval of Committee Mission Statement

BACKGROUND

At the September 26, 2025 meeting, the Board approved renaming the Legislative and Horse Racing Committee as the Cal Expo Grandstand and Legislative Committee to provide focused oversight and discussion of matters related to the Grandstand and future development opportunities in that area of the grounds.

Committee mission statements are included in the Board's Policies and Procedures and are listed on committee agendas. While the Grandstand Committee was established by the Board at the September 26, 2025 meeting, a mission statement was not adopted at that time. As such, there is currently no mission statement for the Grandstand Committee.

Approval of the proposed mission statement will establish the committee's purpose and allow both the Grandstand Committee and Legislative Committee mission statements to be included on future agendas of the combined committee.

MISSION STATEMENT

The draft mission statement for approval reads as follows:

> The mission of the Cal Expo Grandstand and Legislative Committee shall be to review and make recommendations to the Board on information related to development of the Grandstand and on legislative and policy matters.

RECOMMENDATION

Staff recommendation adoption of the mission statement as presented.

4. STAFF REPORTS

b. Grandstand Update and Analysis

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12th, 2025

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Matt Cranford, Deputy General Manager

Subject: Grandstand Update and Analysis

GRANDSTAND HISTORY

For over fifty years, prior to the decline of horse racing in Northern California, the Grandstand at Cal Expo was primarily utilized for horse racing activities. In the Spring of 2025, the Cal Expo Board made the difficult decision to end horse racing operations at the Grandstand, citing a long-term decline of the sport in Northern California and steadily increasing costs that rendered continued operations unsustainable. In August 2025, consistent with the goal set in October of 2024, the Board voted unanimously to enter into an agreement with Sac State to explore the development of a new stadium and field, leveraging the Grandstand's location and infrastructure to support Sac State football and related activities.

PROGRESS

Since that agreement, Cal Expo and Sac State conducted a feasibility study, coordinating independent and joint evaluations to determine the necessary improvements that would need to be made to the Grandstand and racetrack footprint, including seismic and asbestos abatement. These evaluations led to the following outcome: While the Grandstand is compliant with State of California standards, the California State University (CSU) standards for student occupancy are more stringent and would require enhanced seismic and asbestos remediation. An initial calculation provided by Sac State estimated $47 million in costs for seismic and asbestos remediation. Cal Expo has contracted the services of Kal Partners to determine the costs of demolition as an alternate option. These findings will be presented at the committee meeting and are attached here.

ATTACHMENTS

The email attachments include:
- Demolition Assessment Board Summary
- Demolition Assessment Report

RECOMMENDATION

The report is for information purposes only.

California
STATE FAIR

Cal Expo Grandstands Demolition Cost Assessment Planning Summary | June 2026

Key Finding

Most Likely Demolition Cost (P50): $8.0 Million

Confidence Level	Estimated Cost
P25	$7.4M
P50 (Most Likely)	**$8.0M**
P80	$8.9M
P90	$9.3M
P95	$9.7M

Expected Cost Distribution

- **Median (P50):** $8.0M
- **Interquartile Range (P25–P75):** $7.4M–$8.7M
- **P90-P10 Spread:** $2.5M
- **Upper Risk Reserve Range:** $10.5M–$12.0M

Planning Interpretation: The model indicates approximately 80% probability demolition costs will be at or below $8.9M and 90% probability costs will be at or below $9.3M. This estimate is intended solely as a planning-level decision-support tool and not as procurement-grade pricing or contractor bid validation.

Key Risk Factors

1. Hazardous materials quantity and disposal requirements
2. Structural demolition sequencing complexity
3. Hauling and disposal cost escalation
4. Utility conflicts and site logistics constraints
5. Environmental compliance requirements

Hazardous materials uncertainty remains the single largest driver of cost variability.

Recommended Position: Based on current project definition, the most defensible planning assumption is approximately $8 million, with most probable outcomes falling between $7.4 million and $8.9 million. While the broader $12 million upper range remains possible, that scenario is currently associated with unresolved hazardous materials, sequencing complexity, utility conflicts, and regulatory uncertainty.

This is a probabilistic demolition cost model that has been developed for the Cal Expo Grandstands using Class 5 estimating methodologies, benchmarks, California market conditions, and risk analysis. These estimates were prepared using planning-level probabilistic modeling methodologies and California demolition market benchmarks.

CAL EXPO GRANDSTANDS

DEMOLITION PROBABILITY & CONFIDENCE MODEL

Planning-Level Probabilistic Estimate

Executive Decision Support Document

Introduction

The Cal Expo Grandstands represent one of the most visible and strategically important existing structures associated with the broader Sacramento State / Cal Expo stadium initiative. Demolition planning for the existing grandstands is therefore directly tied to broader site redevelopment, stadium delivery, infrastructure planning, and long-term operational strategy considerations associated with the future use of the Cal Expo campus. As discussions continue regarding future site utilization, stadium development alternatives, and long-term capital planning, understanding the potential cost exposure associated with demolition of the existing grandstands has become an important planning consideration.

At the current stage of project development, detailed demolition design documents, finalized hazardous materials quantities, contractor pricing, and fully validated site execution assumptions are not yet available. Consistent with industry-standard estimating practices for early-stage capital planning efforts, this report utilizes a Class 5 planning-level probabilistic estimating methodology designed to evaluate a range of potential cost outcomes and associated confidence levels under conditions of uncertainty. Rather than relying on a single deterministic estimate, the analysis applies industry benchmarking, RSMeans demolition cost categories, California public-sector construction conditions, hazardous materials uncertainty assumptions, demolition sequencing considerations, and Monte Carlo-style probabilistic modeling techniques to establish a defensible planning framework appropriate for executive decision support.

Rather than presenting a single-point demolition estimate, the report evaluates a range of potential outcomes across multiple cost drivers including structural demolition, hazardous materials abatement, hauling and disposal, environmental compliance, site logistics, sequencing complexity, and contingency exposure. The resulting model provides confidence-based planning thresholds intended to support executive understanding of both probable outcomes and associated risk exposure.

The purpose of this report is not to establish final construction pricing, but rather to:

- develop a defensible planning framework,
- narrow the most likely cost range,
- quantify uncertainty,
- and provide Cal Expo Board Members, leadership, and stakeholders with a more informed basis for evaluating future decision pathways associated with the grandstands structure.

Recommended Use of This Estimate

This estimate is intended to support budgeting discussions, risk evaluation, and comparative redevelopment analysis associated with the future of the grandstands structure. The estimate should not be used as a substitute for procurement-level pricing, contractor bidding, or final construction authorization without additional project definition and validation activities. This report should therefore be viewed as a strategic planning and risk-management tool intended to improve executive visibility into probable demolition outcomes while acknowledging the unresolved uncertainties that remain inherent in the current stage of project development.

Cal Expo Grandstands Demolition Probability Model - Model Basis

Item	Assumption
Structure	1968 reinforced concrete grandstands
Footprint Size (not total floor SF)*	125,000 SF
Height/complexity	Approx. 5 stories
Estimate maturity	Planning-level / Class 5
Pricing method	Monte Carlo-style probability model
Current planning range	$4M–$12M

* For planning-level demolition modeling purposes, footprint-based structural assumptions were utilized because the grandstands represent a highly open-air assembly structure with materially less enclosure and structural mass than a conventional fully enclosed multi-story building.

Cost Categories Used

Cost Driver	Low	Most Likely	High
Base structural demolition	$1.8M	$2.9M	$4.4M
Hazmat abatement	$250K	$900K	$3.2M
Debris hauling/disposal	$450K	$900K	$1.9M
Mobilization/site controls	$250K	$500K	$950K
Permitting/compliance	$100K	$250K	$550K
Sequencing/logistics/utilities+	$200K	$550K	$1.45M
Market escalation/contingency*	$300K	$750K	$1.6M
Totals	**$3.3M**	**$6.75M**	**$14.05M**

+Sequencing/logistics/utilities assumptions include potential risks associated with phased demolition sequencing requirements, unknown underground utility conflicts, temporary utility isolation or relocation needs, constrained equipment staging areas, active campus operational coordination, restricted haul routes, environmental control sequencing, and schedule inefficiencies resulting from maintaining safe separation between demolition operations and

surrounding site activities. Any combination of these factors could materially increase labor duration, equipment utilization, traffic control requirements, or overall demolition complexity.

* Contingency assumptions are intentionally elevated at this stage of project development to account for unresolved hazardous materials quantities, demolition sequencing uncertainty, limited contractor validation, potential utility conflicts, and other unknown conditions typical of early-stage Class 5 demolition planning efforts.

RSMeans identifies concrete demolition, cutout demolition, rubbish/debris handling, and concrete cutting as distinct cost areas, which supports separating the model into these buckets rather than using one flat square-foot number.

Probability Results

Confidence Point	Estimated Cost
P10	~$6.8M
P25	~$7.4M
P50 / Median	~$8.0M
P75	~$8.7M
P80	~$8.9M
P90	~$9.3M
P95	~$9.7M
Extreme upper planning tail	~$10.5M–$12M

Methodology Note

The probability model was developed using a Monte Carlo-style simulation framework intended for planning-level to support under conditions of incomplete project definition. The model evaluated thousands of simulated cost scenarios across the primary demolition cost drivers, including structural demolition, hazardous materials abatement, hauling and disposal, permitting/compliance, sequencing/logistics complexity, and contingency exposure.

The analysis utilized triangular probability distributions consisting of low, most likely, and high-cost assumptions for each modeled category. This distribution approach is commonly used in early-stage Class 5 estimating environments where detailed contractor pricing and final design information are not yet available, but reasonable planning assumptions can be established using

historical benchmarking, RSMeans cost categories, California public-sector construction conditions, and professional judgment.

The resulting outputs were aggregated into percentile-based confidence ranges (P10–P95) to illustrate the modeled distribution of probable demolition outcomes and support strategic planning discussions regarding cost uncertainty and risk exposure.

Rather than presenting a single deterministic estimate, the model evaluates thousands of possible cost scenarios across major uncertainty drivers including hazardous materials, demolition complexity, hauling/disposal conditions, sequencing constraints, and environmental compliance requirements.

Primary Cost Volatility Drivers
Based on the probabilistic modeling performed, the most significant contributors to demolition cost uncertainty are currently ranked as follows:

1. Hazardous materials quantity and disposal requirements
2. Structural demolition sequencing complexity
3. Debris hauling and disposal escalation
4. Utility conflicts and site logistics constraints
5. Environmental compliance and permitting requirements
6. Market escalation, labor availability, and equipment pricing conditions

Of these factors, hazardous materials uncertainty represents the single largest potential driver of cost variability due to the age of the structure, incomplete quantity validation, specialized abatement requirements, and the potential impact on demolition sequencing, disposal protocols, and environmental oversight obligations.

In practical terms, the probability model estimates how likely different demolition cost outcomes are based on the range of uncertainties currently known about the project. Each *P-value* represents a confidence percentile:

- **P10 (~$6.8M)** indicates there is approximately a 10% probability the project could be completed at or below this amount under highly favorable conditions.
- **P25 (~$7.4M)** reflects a 25% probability or lower-than-average cost outcome but still within a reasonably achievable scenario range.
- **P50 / Median (~$8.0M)** represents the statistically central estimate and is considered the most likely overall planning outcome.
- **P75 (~$8.7M)** and **P80 (~$8.9M)** represent increasingly conservative planning thresholds intended to account for elevated uncertainty and risk exposure. Meaning there is a 75% likelihood costs will be at or below roughly $8.7M and 80% at or below $8.9M.
- **P90 (~$9.3M)** and **P95 (~$9.7M)** reflect high-confidence planning scenarios that incorporate substantial contingency for unknown conditions.
- The **Extreme Upper Planning Tail (~$10.5M–$12M)** represents low-probability but plausible risk scenarios associated with significant hazardous materials findings, disposal escalation,

structural sequencing complications, or additional regulatory requirements (i.e., unlikely but possible worst-case cost conditions).

Board-Ready Confidence Ranges

Range	Confidence / Interpretation
$4M–$6M	Possible but optimistic; requires favorable hazmat, clean access, efficient disposal, and limited unknowns. The lower-end planning range assumes limited hazardous materials quantities, efficient site access and equipment staging, minimal structural sequencing complications, favorable debris recycling offsets, and no significant unforeseen environmental or utility-related conditions.
$6M–$9M	Most defensible planning range; likely outcome zone.
$9M–$10M	Conservative planning range; protects against higher hazmat and sequencing complexity.
$10M–$12M	Risk reserve range; should remain visible until hazmat and contractor pricing are confirmed.

Recommended Statement to Cal Expo Board and Key Messaging

Based on a planning-level Monte Carlo probability model using industry-informed demolition assumptions, the most defensible current estimate for full demolition of the Cal Expo Grandstands is approximately **$7.4M to $9M**, with a median planning estimate of roughly **$8M**. The broader **$4M to $12M** range remains appropriate as an early-stage uncertainty envelope, but the probability model indicates that the most likely outcome is concentrated in the middle of that range rather than at the extremes. This estimate should be interpreted as a planned-level to evaluate probable cost exposure under current known conditions and assumptions, and should not be considered procurement-grade pricing, contractor-validated cost estimating, or a substitute for future detailed demolition bids and hazardous materials quantification.

Recommended Estimate Refinement Triggers

The probability model and associated confidence ranges should be reassessed and refined upon completion of any material project-definition milestone, including:

- finalized hazardous materials quantity validation,
- receipt of contractor-level rough order-of-magnitude (ROM) pricing,
- confirmation of utility disconnects and sequencing requirements,
- significant changes to site logistics or redevelopment assumptions,
- or advancement into formal demolition planning, procurement, or environmental review phases.

Any of these events would materially improve project definition maturity and justify recalibration of the planning-level probabilistic estimate and associated confidence thresholds.

Recommended Next Steps to Improve Estimate Confidence

Because hazardous materials uncertainty currently represents the single largest driver of potential demolition cost variability, the next recommended phase of work should focus on targeted validation activities intended to narrow the estimate range and improve confidence levels. Priority activities should include:

- completion and validation of hazardous materials quantity assessments,
- refinement of disposal and recycling assumptions,
- verification of utility disconnects and sequencing requirements,
- confirmation of site access and operational constraints,
- and procurement of contractor-level rough order-of-magnitude (ROM) demolition input.

If the refine triggers or recommended next steps were to be completed this would allow the probability model to be recalibrated using more refined project-specific assumptions, thereby reducing uncertainty and improving confidence in future planning-level cost forecasts.

Supplemental Information

Class 5 Planning-Level Probabilistic Estimate Definition

A Class 5 estimate is an early-stage planning estimate developed with limited project definition and is intended primarily for strategic evaluation, feasibility analysis, screening, or preliminary decision-making. In accordance with AACE International estimating classifications, a Class 5 estimate is typically prepared when project definition is between approximately 0% and 2% complete and relies heavily on historical data, industry benchmarks, conceptual assumptions, expert judgment, and parametric or probabilistic modeling techniques rather than detailed design documentation or contractor bids. The current demolition effort appropriately qualifies as a Class 5 estimate because the project remains in an early strategic planning phase where detailed demolition design documents, contractor pricing, finalized hazardous materials quantities, and fully validated site execution assumptions have not yet been developed or confirmed.

A planning-level probabilistic estimate incorporates uncertainty by evaluating a range of possible cost outcomes rather than a single deterministic value. Monte Carlo simulation or similar probability-based methodologies are commonly used to model variability in major cost drivers such as hazardous materials, demolition complexity, disposal costs, labor conditions, logistics, and permitting requirements. The resulting estimate is expressed in confidence ranges or probability distributions to support informed executive and board-level decision-making under conditions of incomplete information.

RSMeans Cost Benchmarking Methodology

RSMeans Data is one of the construction industry's most widely recognized cost-estimating and benchmarking resources and is commonly used by public agencies, engineers, estimators, architects, construction managers, and program management professionals during early-stage project planning and feasibility analysis. Originally developed by Robert Snow Means and now maintained by Gordian, RSMeans compiles national and regional construction cost data derived from contractor pricing, labor productivity assumptions, material pricing, equipment costs, demolition activities, hauling conditions, and market escalation trends across the United States. Within demolition planning environments, RSMeans provides benchmark cost categories associated with reinforced concrete demolition, selective demolition, structural dismantling, debris handling, hauling and disposal, concrete cutting/crushing, mobilization, and related construction support activities. Because early-stage projects frequently lack detailed contractor pricing, completed demolition design documents, or finalized site execution assumptions, RSMeans is commonly used to establish industry-informed planning assumptions and conceptual cost relationships during Class 5 and Class 4 estimate development. For purposes of this analysis, RSMeans benchmark categories were used to support development of planning-level assumptions related to structural demolition activities, hauling/disposal conditions, mobilization requirements, demolition sequencing complexity, and California construction market considerations. RSMeans was not used as a substitute for future contractor bids or procurement-level estimating, but rather as a recognized industry benchmarking resource to support development of a defensible planning-level probabilistic cost model under conditions of incomplete project definition.

c. State Interagency Coordination on Projects at Cal Expo

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12th, 2025

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Matt Cranford, Deputy General Manager

Subject: State Interagency Coordination on Projects at Cal Expo

Information

Cal Expo has been engaged in ongoing discussions regarding the potential future use of portions of the Cal Expo footprint, including areas associated with the existing grandstand facility and surrounding infrastructure. As these discussions evolved, Cal Expo leadership identified the opportunity to better understand the broader network of California state agencies, public organizations, financing entities, authorities, and strategic partners that may provide value should future project evaluation activities continue.

In short, California possesses a broad network of public agencies, authorities, and organizations whose missions align with Cal Expo's future development, sustainability, and operational objectives.

Attachments

The email attachments include:
- State Agency Resource Report Board Summary
- State Agency Resource Report

Recommendation

The report is for information purposes only.

California
STATE FAIR

CAL EXPO STATE AGENCY RESOURCE REPORT

Board Planning Summary | June 2026

California maintains a broad network of public agencies, local governmental partners, authorities, financing organizations, infrastructure entities, and strategic partners whose missions and expertise may align with future planning, evaluation, financing, delivery, sustainability, workforce development, and operational considerations associated with a potential stadium and event venue project.

Tier 1 Strategic Resource Partner

CDFA	Sacramento State / CSU
DGS	CCA
DGS Office of Sustainability	State Treasurer's Office
IBank	GO-Biz
Office of Planning and Research	

Executive Observations

Observation	Implication
Extensive public-sector support network	Numerous agencies may support planning and implementation.
Resources evolve by lifecycle phase	Different partners become relevant as project maturity increases.
Project delivery expertise available	Organizations such as CCA and DGS may provide project delivery and implementation planning resources.
Sustainability resources exist	Energy, resiliency, and sustainability opportunities may be available.
Financing resources available	Multiple financing and investment entities may warrant future evaluation.

Planning Interpretation

This report should be viewed as a planning-level resource identification document intended to improve awareness of public-sector organizations whose missions, expertise, authorities, and resources may align with future project evaluation activities. The report does not recommend project approval, project implementation, funding authorization, financing commitments, or selection of any specific development alternative.

Key Observations

1. California possesses an extensive public-sector support network capable of assisting major infrastructure initiatives.
2. Resource needs evolve throughout the project lifecycle.
3. Project delivery resources extend beyond traditional state agencies.
4. Sustainability, resiliency, and energy-related resources may provide strategic value.
5. California maintains multiple public financing and infrastructure investment resources.

Recommended Position

Based upon the analysis performed, the most significant value of the report is the identification of strategic resource partners that may assist future decision-makers in evaluating governance structures, project delivery approaches, financing opportunities, sustainability objectives, workforce development considerations, and long-term operational strategies. Future engagement with these organizations, if warranted, should be aligned with project maturity, planning objectives, implementation strategies, and future Board direction.

CAL EXPO

STATE AGENCY RESOURCE REPORT

Potential Stadium and Event Venue Project

Planning-Level Resource Identification Executive Decision Support Document

PREPARED FOR

Grandstands and Legislative Committee

June 2026

Prepared by KAI Partners, Inc.

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EXECUTIVE SUMMARY

Cal Expo and Sacramento State have been engaged in ongoing discussions regarding the potential future use of portions of the Cal Expo campus, including areas associated with the existing grandstand facility and surrounding event infrastructure. As these discussions evolved, Cal Expo leadership identified the opportunity to better understand the broader network of California state agencies, public organizations, financing entities, authorities, and strategic partners that may provide value should future project evaluation activities continue.

This report was prepared to identify and organize those resources into a practical framework that may assist future decision-makers in understanding how various public-sector organizations will support planning, governance, project delivery, financing, sustainability, workforce development, infrastructure coordination, and long-term operations.

The analysis identified a broad range of California agencies and organizations whose missions, authorities, expertise, programs, and resources may align with future project considerations. While many organizations provide value at various stages of project development, several were identified as particularly significant due to their ability to influence strategic planning, project delivery, financing, sustainability initiatives, and implementation activities.

The report also recognizes that successful public infrastructure initiatives often require coordination across multiple organizations with differing responsibilities, authorities, and expertise. Understanding the potential roles of these entities during the earliest stages of project evaluation may help improve decision-making, support coordination efforts, and provide a clearer understanding of available public resources.

Key Takeaways

- California possesses a broad network of public agencies, authorities, and organizations whose missions align with future stadium and event venue planning, delivery, financing, sustainability, workforce development, and operational objectives.

- The agencies highlighted in this section were selected based on their anticipated relevance and potential influence during the early planning, financing, governance, regulatory, and project delivery phases of a stadium development effort. Early resource partners include the California Department of Food and Agriculture (CDFA), Sacramento State and the California State University (CSU) system, the Department of General Services (DGS), the California Construction Authority (CCA), the DGS Office of Sustainability, the State Treasurer's Office, the California Infrastructure and Economic Development Bank (IBank), the Governor's Office of Business and Economic Development (GO-Biz), and the Office of Planning and Research (OPR).

- The report is intended to serve as a resource identification and planning tool for future evaluation activities and does not constitute a recommendation regarding project approval, funding authorization, or implementation.

The agencies and organizations identified in this report have been organized into the following functional categories to illustrate the types of resources that may be available throughout the project lifecycle.

Resource Category	Primary Focus
Governance & Executive Oversight	State leadership, policy coordination, and executive decision-making support
Funding, Financing & Economic Development	Grants, loans, bonds, financing programs, and economic development resources
Planning, Environmental & Regulatory Compliance	Planning, permitting, environmental review, and regulatory oversight
Design, Engineering & Infrastructure	Technical expertise, engineering guidance, and infrastructure support
Construction & Project Delivery	Procurement, program management, construction delivery, and implementation resources
Workforce Development & Community Partnerships	Workforce programs, community engagement, education, and partnership resources
Sustainability, Energy & Resilience	Energy, utility, sustainability, and resiliency-related resources
Public Safety & Emergency Preparedness	Public safety coordination, emergency planning, and security-related support

FIGURE 1
California State Resource Framework for Stadium and Event Venue Planning

Project Question	Resource Category	Primary Resource Partners
Who governs or sponsors the effort?	Governance & Strategic Alignment	CDFA; CSU; OPR
Who can help structure and deliver the project?	Project Delivery & Construction Management	DGS; CCA; Division of the State Architect (DSA); Office of the State Fire Marshal (SFM)
Who can help evaluate funding options?	Funding & Financing	State Treasurer's Office; IBank; GO-Biz
Who can support energy, sustainability, and resilience?	Sustainability & Infrastructure Resilience	DGS Office of Sustainability; California Energy Commission (CEC); California Public Utilities Commission (CPUC)
Who supports workforce and community benefit opportunities?	Workforce & Community Resources	California Workforce Development Board; Employment Development Department (EDD); Community Colleges
Who supports long-term activation and regional impact?	Economic Development & Operations	GO-Biz; California Travel, Tourism Commission, Sacramento Metro Chamber; Regional Economic Development Organizations

Figure 1. This framework is intended as an orientation tool and does not imply project approval, funding commitment, or agency participation.

PROJECT BACKGROUND AND PURPOSE

Background

Cal Expo and Sacramento State have explored various concepts associated with the future use of portions of the Cal Expo campus, including areas currently occupied by the existing grandstand facility and related infrastructure. These discussions have occurred within the broader context of facility modernization, site utilization, event programming opportunities, public asset stewardship, and long-term campus planning considerations.

Cal Expo leadership identified the opportunity to better understand the broader range of public resources that are available to support future planning, evaluation, financing, development, and operational considerations associated with potential site redevelopment concepts. This report was prepared to identify those resources and provide a preliminary framework for future agency engagement.

California maintains a diverse network of agencies, authorities, commissions, financing organizations, infrastructure entities, sustainability programs, workforce development resources, and economic development organizations whose missions may align with one or more aspects of a major public infrastructure initiative. While the extent of future involvement by any organization would depend upon project direction, scope, governance, financing strategies, and implementation decisions, understanding the availability of these resources during early planning efforts may assist future decision-making and coordination activities.

Purpose

This report identifies public-sector resources and strategic partners relevant to potential stadium and event venue planning, financing, development, and operations. It is intended to support future evaluation activities by organizing available resources and does not constitute a recommendation regarding project approval, feasibility, financing, implementation, or any specific development alternative.

Methodology

This assessment was developed through a review of publicly available agency statutes, mission statements, program information, regulatory authorities, financing tools, and strategic planning documents. Agencies were evaluated based on their potential relevance to project governance, financing, regulatory compliance, planning, project delivery, and long-term operational support. Other factors include:

- Statutory responsibilities and authorities
- Project delivery capabilities
- Infrastructure planning and development expertise
- Financing and capital investment functions
- Sustainability and resiliency programs
- Workforce development resources
- Economic development missions
- Potential alignment with public infrastructure initiatives

The report does not assess eligibility for specific programs, grants, financing mechanisms, or agency participation. Similarly, inclusion within this report should not be interpreted as an indication of funding availability, project qualification, organizational commitment, or future participation. The organizations identified herein are presented as potential resources whose relevance would ultimately depend upon

future project objectives, governance decisions, implementation strategies, and project-specific circumstances.

Key Findings
While many organizations may provide value during various phases of project development, several findings emerged from the review.

Finding 1 - California Maintains a Robust Public Infrastructure Support Network
California possesses an extensive network of public agencies and organizations that collectively provide expertise, resources, financing capabilities, project delivery support, sustainability programs, workforce development initiatives, and economic development services relevant to major public infrastructure efforts. These organizations represent potential resources that may assist future project evaluation.

Finding 2 - A Limited Number of Organizations Are Likely to Provide the Greatest Early-Stage Value
Tier 1 Strategic Resource Partners represent organizations with the highest potential to influence project success through their authority, financing capabilities, regulatory oversight, technical expertise, project delivery capacity, and strategic alignment with key stadium development objectives. These organizations include:

- California Department of Food and Agriculture
- Sacramento State and the California State University system
- Department of General Services
- California Construction Authority
- DGS Office of Sustainability
- State Treasurer's Office
- California Infrastructure and Economic Development Bank
- Governor's Office of Business and Economic Development
- Office of Planning and Research

Finding 3 - Resource Needs Evolve Throughout the Project Lifecycle
The organizations most relevant during early planning and evaluation activities are not necessarily the same organizations that would be most relevant during design, construction, financing, operations, or long-term facility activation. Accordingly, agency engagement should be viewed as an evolving process that aligns with project maturity, scope development, implementation strategies, and future decision-making requirements.

Finding 4 - Funding and Financing Resources Exist Across Multiple Categories
California maintains a variety of financing and capital investment resources that may warrant future consideration depending upon project objectives, governance structures, public-private partnership opportunities, revenue models, and eligibility requirements.

Potential resources include public financing entities, infrastructure banks, economic development programs, sustainability-related funding opportunities, and other capital support mechanisms.
The existence of these resources should not be interpreted as project eligibility or funding availability. Rather, they represent organizations and programs that may warrant evaluation if future project planning advances.

Finding 5 - Project Delivery Resources Extend Beyond Traditional State Agencies
In addition to traditional state departments, California maintains specialized organizations whose missions focus on project delivery, construction management, infrastructure implementation, and public-sector project support.

Finding 6 - Sustainability and Resiliency Resources May Provide Strategic Value
California continues to prioritize sustainability, energy efficiency, resiliency, climate adaptation, and environmental stewardship through a variety of programs and initiatives administered by multiple agencies.

Organizations such as the DGS Office of Sustainability, California Energy Commission, California Public Utilities Commission, and related entities may provide resources, technical expertise, or program alignment opportunities should sustainability objectives become part of future project considerations.

TIER 1 STRATEGIC RESOURCE PARTNERS

The agencies and organizations identified as Tier 1 Strategic Resource Partners are described below. Organizations include: CDFA, Sacramento State/CSU, DGS, CCA, DGS Office of Sustainability, the State Treasurer's Office, IBank, GO-Biz, and OPR. These agencies and organizations were identified as having the greatest **potential** strategic value during the earliest phases of future project evaluation, planning, coordination, financing exploration, sustainability integration, and project delivery discussions. While additional organizations identified throughout this report may provide meaningful support during later stages of project development, the entities described below represent those most likely to influence foundational planning decisions and long-term project considerations.

California Department of Food and Agriculture (CDFA)
The California Department of Food and Agriculture represents one of the most significant stakeholders associated with any future planning activities involving the Cal Expo campus. CDFA's governance responsibilities, statewide policy role, and oversight relationship with Cal Expo positions the department as a critical participant in discussions involving long-term facility planning, asset utilization, organizational priorities, and strategic direction. Because of this relationship, CDFA would likely serve as a foundational resource and key coordination partner throughout any future project evaluation process.

Sacramento State and the California State University System
Sacramento State represents a central stakeholder due to its potential interest in future athletic, educational, community, and event programming opportunities. As a member institution of the California State University system, Sacramento State also provides access to broader university resources, planning expertise, institutional partnerships, educational programming opportunities, and long-term strategic collaboration capabilities. Future project evaluation activities may benefit from continued coordination with both campus leadership and CSU system representatives.

Department of General Services
The Department of General Services serves as California's primary public infrastructure delivery agency and provides expertise in project planning, capital development, procurement, construction management, facilities management, contract administration, and project implementation. DGS may provide valuable guidance regarding project delivery models, governance considerations, procurement strategies, infrastructure planning, and implementation approaches associated with major public infrastructure initiatives.

California Construction Authority
The California Construction Authority is a public-sector project delivery organization that provides planning, procurement, program management, construction management, project implementation support, and financing coordination services for complex public infrastructure initiatives. The CCA can serve as a resource for project delivery, procurement support, program management, and implementation coordination, depending on project requirements and procurement strategies. Unlike many traditional state agencies, CCA's primary mission is centered on helping public organizations successfully navigate the development and delivery of major capital projects.

DGS Office of Sustainability
The DGS Office of Sustainability provides statewide leadership regarding sustainability initiatives, climate considerations, energy efficiency strategies, resiliency planning, and environmental stewardship within California's public infrastructure portfolio. The Office of Sustainability may provide technical guidance, policy alignment support, and access to sustainability-related programs relevant to future planning activities.

State Treasurer's Office
The State Treasurer's Office plays a significant role in California's public financing environment and may serve as an important resource when evaluating potential financing structures associated with future infrastructure initiatives. The Treasurer's Office possesses expertise regarding public financing tools, capital markets, debt issuance, and infrastructure-related financing mechanisms that may warrant future consideration.

California Infrastructure and Economic Development Bank
The California Infrastructure and Economic Development Bank is California's infrastructure financing authority and provides a variety of financing programs intended to support public infrastructure, economic development, and community investment initiatives. IBank may provide valuable insight regarding financing alternatives, infrastructure investment strategies, public-sector financing opportunities, and capital resource planning.

Governor's Office of Business and Economic Development
The Governor's Office of Business and Economic Development serves as California's primary economic development organization and provides resources associated with business development, economic growth, strategic investment, and regional development initiatives. GO-Biz may provide value through its understanding of economic development programs, partnership opportunities, incentive structures, and regional investment considerations.

Office of Planning and Research
The Office of Planning and Research serves as California's comprehensive planning agency and provides statewide leadership related to planning policy, strategic growth considerations, intergovernmental coordination, and long-range planning initiatives. OPR's expertise may be particularly valuable during the earliest stages of project evaluation where policy alignment, strategic planning considerations, interagency coordination, and long-term development objectives are often established.

PROJECT DELIVERY AND GOVERNANCE RESOURCES

Major public infrastructure initiatives typically require coordination among organizations responsible for governance, planning, design, procurement, construction, regulatory compliance, risk management, and long-term operational oversight. California maintains a broad network of agencies, authorities, and

public organizations that may provide expertise or resources relevant to these functions. While numerous entities are identified throughout this report, the organizations highlighted in this section were selected because of their potential relevance to project governance, infrastructure delivery, regulatory compliance, public safety, and implementation planning activities.

While the specific governance structure associated with any future stadium and event venue project remains undetermined, understanding the capabilities of these key project delivery and governance resources may assist future decision-makers in evaluating implementation approaches and organizational responsibilities.

Department of General Services
The Department of General Services provides expertise in public infrastructure planning, procurement, project delivery, facilities management, and capital project implementation.

California Construction Authority
The California Construction Authority may provide public-sector project delivery, procurement, program management, and implementation support services for complex capital projects.

Division of the State Architect (DSA)
The Division of the State Architect establishes and enforces design and construction standards for public facilities within California and may become relevant depending upon future facility uses, occupancy classifications, educational partnerships, accessibility requirements, and public safety considerations. DSA's expertise may assist future project teams in understanding regulatory requirements associated with design, accessibility compliance, structural review, and public facility standards.

Office of the State Fire Marshal
The Office of the State Fire Marshal provides statewide leadership related to fire and life-safety requirements, building safety considerations, fire protection systems, and regulatory compliance. Depending upon future project characteristics, SFM may play a role in evaluating life-safety requirements, fire protection considerations, occupancy standards, emergency access requirements, and related public safety issues.

Office of Planning and Research
The Office of Planning and Research provides statewide planning, policy coordination, and strategic growth expertise that may assist future project evaluation efforts.

California Governor's Office of Emergency Services
The California Governor's Office of Emergency Services may provide resources or guidance related to emergency preparedness, resilience planning, disaster recovery considerations, public safety coordination, and infrastructure resiliency initiatives. As resiliency considerations become increasingly important within public infrastructure planning, Cal OES may represent a valuable resource for evaluating emergency management and continuity planning opportunities.

Governance Considerations
Governance structures often influence project delivery approaches, financing strategies, decision-making authority, stakeholder coordination, and long-term operational responsibilities. Consequently, governance considerations should be evaluated early in future project planning efforts.

The organizations identified within this section collectively represent a range of expertise associated with project governance, infrastructure implementation, public safety, regulatory compliance, procurement, stakeholder coordination, and long-term project delivery considerations. Their potential involvement would ultimately depend upon future project objectives, organizational partnerships, governance decisions, and implementation strategies.

SUSTAINABILITY AND INFRASTRUCTURE RESOURCES

California has established numerous policies, programs, and organizations dedicated to sustainability, energy efficiency, climate resilience, environmental stewardship, water conservation, and infrastructure modernization. As public infrastructure projects increasingly incorporate sustainability and resiliency objectives, these resources may provide valuable expertise, technical guidance, and program alignment opportunities.

While the sustainability goals associated with any future stadium and event venue project have not been defined, early awareness of available resources may assist future planning efforts and support consideration of long-term environmental performance objectives.

DGS Office of Sustainability

The Department of General Services Office of Sustainability provides statewide leadership regarding sustainability policy implementation, energy conservation initiatives, climate resilience planning, environmental stewardship, and sustainable facility operations.

The Office of Sustainability may provide technical guidance, best practices, policy alignment support, and access to statewide sustainability resources that could inform future project planning activities. Early engagement will help identify opportunities to incorporate sustainability considerations into project evaluation, design development, and operational planning.

California Energy Commission

The California Energy Commission serves as the state's primary energy policy and planning agency and provides leadership regarding energy efficiency, renewable energy, energy infrastructure, electrification, and long-term energy planning. The CEC represents a valuable resource when evaluating opportunities related to facility energy performance, renewable energy integration, energy resilience, electrification strategies, and emerging energy technologies.

California Public Utilities Commission

The California Public Utilities Commission oversees California's investor-owned utilities and administers programs associated with energy efficiency, clean energy initiatives, utility coordination, infrastructure modernization, and related public policy objectives.

CPUC-administered programs and utility partnerships may present opportunities for technical support, infrastructure coordination, energy efficiency initiatives, and resiliency planning depending upon future project characteristics.

California Governor's Office of Emergency Services

Cal OES may provide expertise related to emergency preparedness, resiliency planning, disaster recovery, and public safety coordination.

Regional Utility Providers and Infrastructure Partners

Future project planning efforts may also benefit from coordination with utility providers, water agencies, transportation organizations, and other infrastructure partners responsible for serving the Cal Expo campus and surrounding region.

These organizations may provide information regarding utility capacity, service requirements, infrastructure improvements, transportation coordination, water resource considerations, and other operational factors that could influence future planning decisions.

Strategic Sustainability Considerations

Sustainability and resiliency objectives are increasingly evaluated alongside traditional project delivery, financing, and operational considerations. Organizations identified within this section may assist future decision-makers in understanding opportunities related to energy performance, environmental stewardship, climate adaptation, resource conservation, infrastructure resilience, and long-term facility sustainability.

Because project objectives have not been established, the resources identified herein should be viewed as potential planning partners rather than specific program recommendations or implementation commitments.

FUNDING AND FINANCING RESOURCES

Major public infrastructure initiatives frequently require evaluation of multiple funding and financing alternatives. California maintains a variety of public financing organizations, infrastructure investment programs, economic development resources, and capital funding mechanisms that may warrant consideration depending upon project objectives, governance structures, revenue models, and implementation strategies.

Because no project scope, financing strategy, governance structure, or implementation approach has been established, this report does not evaluate funding eligibility, financing feasibility, or specific funding recommendations. Rather, it identifies organizations whose missions, authorities, or programs align with future financing discussions.

State Treasurer's Office

The State Treasurer's Office provides expertise regarding public financing, capital markets, debt issuance, and infrastructure financing mechanisms that may support future project evaluation activities.

California Infrastructure and Economic Development Bank

IBank provides infrastructure financing programs, economic development investment resources, and capital planning expertise that may assist future public infrastructure initiatives.

Governor's Office of Business and Economic Development

GO-Biz serves as California's primary economic development organization and may provide resources, partnership opportunities, and expertise related to economic growth, investment, and regional development.

California Energy Commission

The California Energy Commission administers a variety of programs associated with energy infrastructure, renewable energy development, energy efficiency, and resilience initiatives. Depending

upon future sustainability objectives, energy-related funding opportunities or technical assistance programs may warrant consideration.

California Public Utilities Commission
The California Public Utilities Commission administers programs related to utility coordination, energy efficiency, infrastructure modernization, and clean energy initiatives that may support future project planning efforts.

Federal and Regional Funding Opportunities
Future project evaluation activities may also identify federal, regional, or local funding opportunities aligned with infrastructure development, transportation improvements, sustainability initiatives, economic development objectives, workforce development programs, or public facility improvements. Because funding programs evolve over time, future project planning efforts should include a comprehensive evaluation of available funding sources based upon project scope, eligibility requirements, partnership structures, and implementation objectives.

Financing Considerations
Funding and financing strategies are typically influenced by project scope, governance structures, ownership models, revenue assumptions, partnership arrangements, sustainability objectives, and long-term operational considerations. As a result, financing should be viewed as an evolving component of project planning rather than a standalone activity. The organizations identified in this section represent potential public-sector resources whose programs, expertise, and authorities may inform future financing discussions; however, inclusion in this report should not be interpreted as an indication of funding availability, project eligibility, or future organizational participation. While this assessment focuses on public-sector resources, future project evaluation activities may also consider private-sector investment, sponsorship opportunities, philanthropic contributions, institutional financing, and public-private partnership models as part of a broader funding strategy.

LOCAL GOVERNMENTAL AND REGIONAL PARTNERS

In addition to state-level resources, local governmental and regional partners may provide expertise, services, and coordination capabilities relevant to future project planning, development, and operational activities.

City of Sacramento
The City of Sacramento serves as a key local government stakeholder with responsibilities and resources related to planning, infrastructure, transportation, public safety, economic development, and community engagement.

Sacramento County
Sacramento County serves as a regional stakeholder with responsibilities and resources related to transportation, public health, emergency management, workforce development, infrastructure planning, and countywide service delivery.

STRATEGIC RECOMMENDATIONS

The recommendations contained in this report are provided solely to identify potential areas of focus and resource prioritization should future project evaluation, planning, or feasibility activities be authorized. These recommendations do not constitute endorsement of project implementation, funding authorization, construction, or any specific course of action.

Recommendation 1
Recognize Resource Planning as an Early Planning Activity
Understanding available public resources early in the planning process may assist future decision-makers in evaluating opportunities, identifying constraints, improving coordination efforts, and establishing informed project strategies. Early awareness of available agencies, organizations, financing entities, and project delivery resources will improve planning efficiency and support more informed decision-making as project concepts evolve.

Recommendation 2
Prioritize Engagement with Key Strategic Resource Partners
Although many organizations may provide value during future project planning activities, several entities were identified as having relevance during the earliest stages of project evaluation.
These organizations include:
- California Department of Food and Agriculture
- Sacramento State and the California State University system
- Department of General Services
- California Construction Authority
- DGS Office of Sustainability
- State Treasurer's Office
- California Infrastructure and Economic Development Bank
- Governor's Office of Business and Economic Development
- Office of Planning and Research

Recommendation 3
Align Resource Engagement with Project Maturity
Not all organizations are likely to provide value at the same point in the project lifecycle. Future planning efforts should consider aligning resource engagement activities with project maturity, scope development, financing strategies, governance decisions, and implementation requirements.
The agency engagement framework contained within Appendix B provides a preliminary illustration of how organizational involvement will likely evolve throughout future planning, development, and operational phases.

Recommendation 4
Evaluate Sustainability and Resiliency Opportunities Early
California's emphasis on sustainability, resilience, energy efficiency, environmental stewardship, and climate adaptation presents opportunities for these considerations to be incorporated into future project planning discussions from the outset.

Early evaluation of sustainability-related resources will improve alignment with available programs, technical expertise, and long-term infrastructure objectives.

Recommendation 5
Consider Funding and Financing as an Integrated Planning Activity
Funding and financing considerations are often closely linked to project scope, governance structures, partnership arrangements, implementation strategies, and long-term operational objectives. Accordingly, financing discussions should be considered alongside broader planning activities rather than as a separate or independent process.

Summary Observation

California maintains a diverse network of agencies, authorities, financing entities, project delivery organizations, sustainability programs, workforce development resources, and economic development partners. Agency alignments identified in this report are based on publicly established statutory authorities, regulatory responsibilities, organizational missions, and existing program functions. Where direct alignment exists between an agency's authorized responsibilities and potential project needs, the report reflects that relationship using more definitive language.

While future project direction remains subject to separate evaluation and decision-making processes, understanding the availability of these resources provides Cal Expo and its partners with a framework for considering how public-sector organizations will support future planning, coordination, financing, development, and operational objectives.

APPENDIX A
COMPREHENSIVE RESOURCE INVENTORY

Purpose
This appendix provides a consolidated inventory of California state agencies, public organizations, authorities, financing entities, sustainability programs, workforce development resources, and strategic partners whose missions, authorities, expertise, or programs may align with future planning, evaluation, financing, development, sustainability, workforce development, infrastructure coordination, or operational considerations.

The organizations identified herein were evaluated based upon their potential relevance to one or more phases of project planning and implementation. It answers questions related to: who and where?

Figure A-1
California State Resource Alignment Matrix

Organization	Governance & Strategic Planning	Project Delivery & Construction	Funding & Financing	Sustainability & Resilience	Workforce Development	Economic Development
California Department of Food and Agriculture	●	○	○	○	○	○
Sacramento State / California State University	●	○	○	○	●	○
Department of General Services	●	●	○	●	○	○
California Construction Authority	○	●	●	○	○	○
DGS Office of Sustainability	○	○	○	●	○	○
State Treasurer's Office	○	○	●	○	○	○
California Infrastructure and Economic Development Bank	○	○	●	○	○	●
Governor's Office of	○	○	●	○	○	●

Organization	Governance & Strategic Planning	Project Delivery & Construction	Funding & Financing	Sustainability & Resilience	Workforce Development	Economic Development
Business and Economic Development						
Office of Planning and Research	●	○	○	○	○	○
Division of the State Architect	○	●	○	○	○	○
Office of the State Fire Marshal	○	●	○	○	○	○
California Energy Commission	○	○	○	●	○	○
California Public Utilities Commission	○	○	○	●	○	○
California Governor's Office of Emergency Services	○	○	○	●	○	○
California Workforce Development Board	○	○	○	○	●	○
Employment Development Department	○	○	○	○	●	○
California Community Colleges	○	○	○	○	●	○
Regional Economic Development Organizations	○	○	○	○	○	●
California Travel and Tourism Commission	○	○	○	○	○	●

Legend: ● Primary Alignment ○ Potential Alignment

Note: This matrix identifies areas of potential agency alignment and engagement and should not be interpreted as a ranking of agency importance. Agency relevance may vary by project need and lifecycle phase.

Appendix A Observations

The matrix illustrates that no single organization provides all resources necessary to support a complex public infrastructure initiative. Instead, future project planning activities would likely involve coordination among multiple agencies and organizations possessing specialized expertise, authorities, resources, and programs.

Several organizations demonstrate broad alignment across multiple categories, including CDFA, Sacramento State, DGS, CCA, IBank, and GO-Biz. These entities may provide particularly valuable perspectives during early planning discussions because their missions intersect with multiple project considerations.

The matrix is intended as an organizational tool to assist future decision-makers in understanding how various public-sector resources may align with different aspects of project evaluation and development.

APPENDIX B
AGENCY ENGAGEMENT TIMELINE

Purpose

The organizations identified throughout this report are not expected to provide value at the same stage of project planning or implementation. Rather, agency involvement typically evolves alongside project maturity, scope development, financing strategies, governance decisions, design activities, construction planning, and operational considerations. Agency engagement is event-driven and typically begins when a project milestone, regulatory requirement, funding opportunity, procurement action, or implementation activity requires agency participation, and concludes when the associated obligation, approval, service, or support function has been fulfilled. It answers questions related to: when and why?

Figure B-1
Recommended Agency Engagement by Project Phase

Organization	Planning & Feasibility	Governance & Strategy	Funding & Financing	Design & Development	Construction & Delivery	Operations & Activation
California Department of Food and Agriculture	●	●	○	○	○	●
Sacramento State / California State University	●	●	○	○	○	●
Department of General Services	●	●	○	●	●	○
California Construction Authority	●	○	●	●	●	○
DGS Office of Sustainability	●	○	○	●	○	●
State Treasurer's Office	○	○	●	○	○	○
California Infrastructure and Economic Development Bank	○	○	●	○	○	○
Governor's Office of Business and Economic Development	○	○	●	○	○	●
Office of Planning and Research	●	●	○	○	○	○

Organization	Planning & Feasibility	Governance & Strategy	Funding & Financing	Design & Development	Construction & Delivery	Operations & Activation
Division of the State Architect	○	○	○	●	●	○
Office of the State Fire Marshal	○	○	○	●	●	○
California Energy Commission	○	○	○	●	○	●
California Public Utilities Commission	○	○	○	●	○	●
California Governor's Office of Emergency Services	○	○	○	●	○	●
California Workforce Development Board	○	○	○	○	●	●
Employment Development Department	○	○	○	○	●	●
California Community Colleges	○	○	○	○	●	●

Legend: ● Primary Engagement Phase ○ Potential Engagement Phase

Appendix B Observations

The engagement framework demonstrates that resource planning should be viewed as an evolving process rather than a single event. Different organizations become relevant as project needs mature and planning activities progress.

Several organizations, including CDFA, Sacramento State, DGS, CCA, and OPR, may provide the greatest value during the earliest planning and feasibility discussions because of their governance responsibilities, planning expertise, project delivery capabilities, or strategic alignment functions. The matrix also illustrates that project delivery organizations such as DGS and CCA may contribute well before construction activities begin. Their experience with project planning, procurement strategies, delivery models, implementation considerations, and financing coordination may provide valuable insight during early project evaluation efforts.

Similarly, sustainability-related organizations such as the DGS Office of Sustainability, California Energy Commission, and California Public Utilities Commission may provide the greatest value when sustainability objectives are considered early in project planning rather than after major decisions have already been made. The identification of funding and financing resources should be considered an

iterative process that evolves alongside project planning, scope development, and implementation strategies.

APPENDIX C
FUNDING AND FINANCING RESOURCE MATRIX

Purpose
The purpose of this appendix is to identify public financing organizations, infrastructure investment entities, economic development resources, sustainability-related funding programs, and other potential capital resource partners that may warrant consideration during future project evaluation activities.

Because project scope, governance structures, financing strategies, ownership models, partnership arrangements, and implementation approaches have not been established, the organizations identified in this appendix are presented as potential resources rather than specific funding recommendations.

Figure C-1
Funding and Financing Resource Matrix

Organization	Financing Expertise	Infrastructure Investment	Economic Development	Sustainability Funding	Technical Assistance
State Treasurer's Office	●	●	○	○	○
California Infrastructure and Economic Development Bank	●	●	●	○	○
Governor's Office of Business and Economic Development	○	○	●	○	●
California Energy Commission	○	○	○	●	●
California Public Utilities Commission	○	○	○	●	●
Department of General Services	○	○	○	○	●
California Construction Authority	○	○	○	○	●

Legend: ● Primary Alignment ○ Potential Alignment

FUNDING AND FINANCING RESOURCES DESCRIPTIONS

State Treasurer's Office
The State Treasurer's Office serves as California's principal public financing organization and maintains expertise related to infrastructure financing, capital markets, debt issuance, public investment strategies, and financing program administration.

California Infrastructure and Economic Development Bank

IBank provides infrastructure financing programs, economic development investment resources, and capital planning expertise that may assist future public infrastructure initiatives.

Governor's Office of Business and Economic Development
GO-Biz serves as California's primary economic development organization and may provide resources, partnership opportunities, and expertise related to economic growth, investment, and regional development.

California Energy Commission
The California Energy Commission administers a variety of programs associated with energy infrastructure, renewable energy development, energy efficiency, and resilience initiatives. Depending upon future sustainability objectives, energy-related funding opportunities or technical assistance programs may warrant consideration.

California Public Utilities Commission
The California Public Utilities Commission administers programs related to utility coordination, energy efficiency, infrastructure modernization, and clean energy initiatives that may support future project planning efforts.

Department of General Services
While not a financing organization, DGS may provide valuable technical guidance regarding project delivery planning, procurement approaches, infrastructure implementation strategies, and capital project development considerations that influence financing decisions.

California Construction Authority
The California Construction Authority may provide public-sector project delivery, procurement, program management, and implementation support services for complex capital projects.

Funding Strategy Consideration
The identification of funding and financing resources should be considered an iterative process that evolves alongside project planning, scope development, and implementation strategies.

d. Legislative Update

1. General Discussion

State of California

California Exposition & State Fai
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Allison Wagaman, Special Assistant

Subject: SB 865 (Angelique Ashby)

Attachment: Author Fact Sheet

SUMMARY

SB 865 would establish the California Music Festival Preservation Grant Program within the Governor's Office of Business and Economic Development (GO-Biz) to provide grants to eligible independent live music events promoters. The program is intended to preserve large-scale music festivals and support their continued ability to provide equitable access to the arts for all Californians.

BACKGROUND

Existing law authorizes GO-Biz as the lead entity for economic strategy and business development in California and authorizes the Office of Small Business Advocate (CalOSBA) to provide assistance and administer programs supporting California businesses.

This bill would establish the California Music Festival Preservation Grant Program within the office, under the direct authority of the director, to provide grants to eligible independent live music events promoters to preserve large-scale music festivals and to support their continued ability to provide equitable access to the arts for all Californians. The bill would allocate $20,000,000 in grants to eligible independent live music events promoters that meet certain requirements.

The bill is modeled after the California Venues Program established in 2021, which provided grants to eligible independent live events affected by COVID-19 in order to support their continued operation.

ANALYSIS AND SUMMARY

This bill is of interest to Cal Expo because Cal Expo hosts music festivals and other entertainment events at a variety of scales through partnerships with a range of promoters. The bill seeks to preserve large-scale music festivals that generate significant cultural, tourism, and economic benefits for California and local communities.

The bill would not directly provide funding to Cal Expo. Instead, it would establish a grant program for eligible independent live music events promoters, subject to future appropriation by the Legislature.

Committee analyses highlighted that major Sacramento music festivals generated an estimated $44.6 million in economic impact in 2024, supported more than 13,000 jobs, generated more than $230,000 in local sales tax revenue, and contributed approximately $1.1 million in state sales tax revenue.

Senate Appropriations Committee analyses estimated that implementation of the program could require approximately $20 million in grant funding, together with additional administrative costs to GO-Biz.

CONCLUSION

SB 865 seeks to preserve large-scale music festivals that generate significant cultural, tourism, and economic benefits for California and local communities. Because Cal Expo hosts music festivals and other entertainment events at a variety of scales, staff believes the bill may help support the continued growth of live events in California and create additional opportunities for events at Cal Expo.

RECOMMENDATIONS

Staff recommends the Board support SB 865.

Staff will continue monitoring the bill and report back regarding future appropriations or amendments affecting implementation of the proposed grant program.

Senator Angelique V. Ashby, 8th Senate District

SB 865 – The California Music Festival Preservation Grant Program

Provides equitable access and development opportunities for the state's creative economy

SUMMARY

SB 865 establishes the California Music Festival Preservation Grant Program, which will allow the state to invest in multi-day music festivals that create significant positive economic impacts in communities throughout California.

SB 865 provides a targeted approach that supports California's ability to attract economic engines such as Aftershock and Golden Sky in Sacramento, BottleRock in Napa, and Outside Lands in San Francisco, instead of losing them to other states. Without state intervention, these challenges threaten the viability of music festivals and the economic benefits they provide.

BACKGROUND

Music festivals provide significant economic benefits for communities across California. They attract thousands of visitors, create jobs, and produce substantial tax revenue that supports local economies.

For example, in 2024, Sacramento hosted two major music festivals, Aftershock and Golden Sky. Combined, they generated **$44.6 million in economic impact** and supported over 13,000 jobs across different sectors such as lodging, food and beverage, transportation, facility management, audiovisual services, retail, and security. These events also generated over $230,000 in local sales tax revenue and $1.1 million in state sales tax contributions.[1]

Comparably, San Francisco's Outside Lands festival generated **$66.8 million in economic activity for the city and $75 million for the broader Bay Area.** The festival supported the equivalent of 700 full-time jobs and contributed over $9.4 million in state and local taxes.[2] These examples highlight the vital role music festivals play in driving economic growth and supporting local communities throughout California.

THE PROBLEM

Music festivals face challenges, with many events canceled both in the U.S. and internationally. Key drivers include escalating production costs, softening consumer demand, and broader shifts in social and technological habits that impact festival attendance.[3]

Rising costs of essentials, including venue, security, safety, sanitation, staff, artists, advertisement, and insurance fees, have also strained festival budgets. Many of these costs must be covered well in advance of the event, leaving promoters largely reliant on ticket and vendor sales to recoup costs. With fewer upfront revenue streams, festivals take on significant financial risks. This forces promoters to choose between increasing costs for consumers or canceling events altogether.

Many festivals operate on thin margins, and as inflation drives up expenses, ticket prices also rise, which has further deterred consumers. Festival promoters are reluctant to increase ticket costs to avoid pricing out attendees, which has led to festival promoters canceling events.

THE SOLUTION

Multi-day music festivals are a clear driver of opportunity and success for communities across California and provide investment opportunities for our creative economy.

SB 865 establishes a grant program for eligible independent live music events to receive state support. The program will be administered by the Director of CalOSBA within GO-Biz.

SUPPORT

California Arts Advocates
California Travel Association
City of Sacramento
Danny Wimmer Presents, LLC
League of California Cities

[1] City of Sacramento
[2] San Francisco Recreation & Park
[3] City of Sacramento

National Independent Venue Association of California

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State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Allison Wagaman, Special Assistant

Subject: AB 1349 (Isaac Bryan)

Attachment: Author Fact Sheet

SUMMARY

AB 1349 seeks to address deceptive ticket resale practices, including speculative ticketing, in which tickets are advertised or sold before the seller possesses or has the right to sell them. The measure would establish new requirements for ticket sellers and resale marketplaces, expand consumer protections, and increase penalties for violations.

BACKGROUND

Existing law regulates ticket sellers and establishes various consumer protection, disclosure, recordkeeping, and refund requirements for entertainment events. Cal Expo falls under these provisions and sells tickets online through Etix, with whom Cal Expo has contracted since 2019.

This bill would revise and expand those requirements for original sellers, event presenters, ticket resellers, and ticket resale marketplaces. Among other changes, the bill would require an original ticket seller or ticket reseller to have actual possession of a ticket, constructive possession of a ticket, or a contractual right to the ticket before listing, marketing, or selling it.

The bill is sponsored by the National Independent Venue Association and the Music Artists Coalition and is supported by numerous independent venues and artists. Opponents include several ticket resale platforms and organizations representing secondary ticket marketplaces.

ANALYSIS AND SUMMARY

Because Cal Expo sells tickets online through Etix and hosts concerts, festivals, sporting events, and other separately ticketed entertainment events throughout the year, this bill has direct relevance to Cal Expo operations.

The bill is primarily aimed at preventing speculative ticketing and other deceptive resale practices by requiring greater transparency in the secondary ticket market. It would also increase penalties for violations and expand enforcement mechanisms available to consumers and public agencies.

While many of the bill's requirements would primarily apply to ticket resellers and resale marketplaces, the measure could affect ticketing practices for events held at Cal Expo and may require adjustments by ticketing providers, promoters, and other event partners.

CONCLUSION

Staff is interested in monitoring this bill because Cal Expo has experienced instances in which consumers have purchased tickets through third-party resellers at significantly inflated prices or for events that were inaccurately represented online. These situations can create confusion and frustration for consumers and may negatively impact the reputation of Cal Expo and its events.

By increasing transparency and limiting speculative ticket sales, AB 1349 may help reduce these occurrences and improve consumer confidence in the ticket purchasing process.

RECOMMENDATIONS

Staff recommends the Board support AB 1349.

Staff will continue monitoring the bill and report back should amendments create direct operational impacts for Cal Expo or its event partners.

AB 1349 – Protecting Artists and Fans: Ending Speculative Ticketing

SUMMARY

Assembly Bill 1349 will prohibit speculative ticketing by requiring ticket sellers to own, possess, or have the contractual right to sell tickets before listing them. This will ensure transparency to consumers and preserve the fans' trust in supporting the artists they want to see.

BACKGROUND

A speculative ticket (spec ticket) refers to a seller offering a ticket for sale on a secondary ticketing platform before the seller owns, possesses, or has a contractual right to sell the ticket. In some cases, secondary sellers may not disclose that they are selling speculative tickets.

PROBLEM

Secondary market resellers often deceive fans by listing and selling "tickets" before official tickets go on sale and before they have possession of a ticket to an event. Once a spec ticket is sold, the reseller can cancel the order if they cannot acquire a ticket. Fans can be left without a ticket - sometimes not finding out until in line at the event. This practice harms consumers who either do not receive the tickets they purchased or receive tickets that differ from the ticket or seat advertised. Even if consumers receive refunds for the ticket price, they may have already incurred non-refundable costs to attend the event, such as travel or hotel expenses.

Fans are often not aware that they are buying a ticket that the seller does not possess, nor do they realize they are paying a premium above the face value for a ticket that they may or may not receive.

This practice creates considerable confusion for consumers who may not be able to purchase tickets from the primary box office because they have not gone on sale yet, but appear to be able to purchase tickets for a premium price on the secondary market. As last year's Joint Informational Hearing on Online Ticketing and Access to Live Entertainment found, tickets for a Justin Timberlake concert were not yet on sale through the primary ticketing platform.[1] However, when searching for concert tickets online, the secondary ticketing platforms had tickets on sale that were not in their possession. In fact, the first three websites at the top of the internet search were already selling tickets.

SOLUTION

AB 1349 prohibits speculative ticketing and requires ticket sellers to own, possess, or have the contractual right to sell tickets before listing them. It prioritizes transparency by requiring resellers to disclose seat locations in addition to maintaining records of ticket sales, deposits, and refunds for a minimum of 12 months.

AB 1349 also bans websites that mimic official event platforms. The bill increases penalties for violators and ensures consumers are refunded for postponed or canceled events. By prioritizing transparency and accountability, the bill protects fans, supports artists, and ensures a fairer ticketing system.

The practice of speculative ticketing damages artists' reputations, consumer expectations, and exploits fans' loyalty.

SUPPORT

Music Artists Coalition (MAC) (Co-Sponsors)
National Independent Venues Association (NIVA) (Co-Sponsors)
Cafe Colonial

[1] Joint Informational Hearing: Privacy and Consumer Protection Committee and Arts, Entertainment, Sports, and Tourism Committee Background Material; 2.14.2024

Cafe Du Nord/Swedish American Hall
Harlow's
Hall Of Fame
Hollywood Pantages
Hopmonk Presents
Live Nation Entertainment, Inc
This916

FOR MORE INFORMATION

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4. AB-1711 (Connolly) Fairs: Funding

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Allison Wagaman, Special Assistant

Subject: AB 1711 (Damon Connolly)

Attachment: Author Fact Sheet

SUMMARY

AB 1711 would expand eligible uses of monies in the Fair and Exposition Fund and require available funds to be allocated to California fairs no later than December 31 of each year. The bill is intended to ensure funding is distributed in a timely and predictable manner for fairground maintenance, safety, and infrastructure needs.

BACKGROUND

The Fair and Exposition Fund provides funding for capital outlay and other projects benefiting California's network of fairs. Existing law authorizes the use of these funds for specified fair projects involving public health and safety, deferred maintenance, and emergency-related needs.

In recent years, the Legislature has taken several actions intended to strengthen funding available to California fairs. Most recently, AB 258 (Connolly, 2025) increased the percentage of fairground-generated sales tax receipts proposed for allocation to fairs through the Fair and Exposition Fund. AB 1711 builds upon those efforts by clarifying eligible uses of those funds and establishing a timeline for their allocation.

AB 1711 would expand eligible uses of Fair and Exposition Fund monies to include fire and life safety projects, emergency services improvements, California Code of Regulations compliance projects, and maintenance projects at fairgrounds. The bill would also limit administrative expenditures by the California Department of Food and

Agriculture to no more than five percent of the Fund and require all available funds to be allocated to the network of California fairs by December 31 of each calendar year.

The bill is sponsored by the California Fairs Alliance and the Western Fairs Association. No opposition has been registered.

ANALYSIS AND SUMMARY

As a member of California's network of fairs, Cal Expo has an interest in legislation affecting the administration and distribution of Fair and Exposition Fund monies.

AB 1711 does not create a new funding source for California fairs or increase existing funding levels. Rather, it expands eligible uses of Fair and Exposition Fund monies and seeks to ensure those funds are distributed in a timely and predictable manner.

California fairgrounds, including Cal Expo, continue to face significant infrastructure, maintenance, and facility improvement needs. To the extent funds are allocated more quickly and may be used for a broader range of safety, maintenance, and compliance-related projects, the bill could provide additional flexibility for fairgrounds addressing those needs.

CONCLUSION

AB 1711 seeks to improve the administration of the Fair and Exposition Fund by expanding eligible project categories and requiring available funds to be allocated to California fairs by a date certain each year. While the bill does not increase funding available to fairs, it may improve the predictability and timing of future allocations.

RECOMMENDATIONS

Staff recommends the Board respectfully take a watch position on AB 1711.

Staff will continue monitoring the bill and report back should future amendments create operational or fiscal impacts for Cal Expo.

Assemblymember Damon Connolly, 12th District

AB 1711– Stable Funding for Fairs

Fact Sheet

BACKGROUND

California is home to 76 state-designated fairs, operated as District Agricultural Associations (DAAs), county fairs, and citrus fruit fairs.

The network of fairs play an important role in their local communities by providing agricultural education, celebrating local heritage, hosting cultural events, supporting local businesses, and serving as critical sites for emergency response and disaster preparedness.

The Fairs & Expositions (F&E) branch within The Department of Food and Agriculture (CDFA), provides fiscal and policy oversight of the network of California fairs and ensures the best use of available funding and other services. Money appropriated to the F&E Fund supports the capital improvement needs of California's fairgrounds.

Prior to 2009, fairs were supported from license fees imposed on horse racing wagers that were deposited into the F & E Fund and the Satellite Wagering Account. This consistent stream of funding was eventually replaced by a continuous appropriation of $32 million from the General Fund.

The 2011-12 Budget Act eliminated the General Fund contributions to the F&E Fund and required DAAs and all other designated fairs to be financially self-sufficient as of January 1, 2012.

AB 1499 (Gray), passed in 2017, created a new funding source to assist fairs with addressing their capital improvement needs. AB 1499 required the Governor's Annual Budget to propose 0.75% of the amount of gross receipts recorded at state-designated fairgrounds to be allocated to fairs. Last year the legislature passed AB 258 (Connolly), which increased this amount from 0.75 to 2%.

ISSUE

According to *CDFA's 2025 Deferred Maintenance Legislative Report*, there are at least $253 million in deferred maintenance projects that have been identified by California's fairs. The report also notes that the list of identified projects is not comprehensive and there are over 370 facilities throughout the network that are in need of repairs.

Despite being a vital resource for local economies and emergency response efforts, California fairgrounds are suffering from aging and outdated infrastructure that threatens their ability to successfully serve their communities. AB 1711 will ensure that funds allocated for their repair are available at the end of each calendar year. This allows fairgrounds to address capital improvement projects immediately and with financial certainty.

EXISTING LAW

Existing stipulates that the Governor's Proposed Budget, include 2% of the amount of segregated gross sales-tax receipts generated on fairgrounds for distribution to CDFA for allocation to fairs.

This revenue is available to fairs because current law requires retailers, when filing returns to CDTFA, to segregate the gross receipts of the seller and the sales price of tangible personal property when the place of sale is on or within the property of a state fair.

THIS BILL

AB 1711 will ensure that revenue deposited into the Fair and Exposition Fund for projects involving public health, fire resiliency, and emergency services improvement projects will be allocated to California's network of fairs no later than December 31 of each calendar year.

SUPPORT

California Fairs Alliance (Co-Sponsor)
Western Fairs Association (Co-Sponsor)
California Farm Bureau Federation
Rural County Representatives of California

FOR MORE INFORMATION

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Camryn.Chan@asm.ca.gov

5. AB-1720 (Haney) Ticket Sellers

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Allison Wagaman, Special Assistant

Subject: AB 1720 (Matt Haney)

Attachment: Author Fact Sheet

SUMMARY

AB 1720 seeks to address excessive ticket resale markups by prohibiting the resale of tickets for certain live entertainment events at more than 10 percent above the original purchase price. The bill is intended to reduce ticket scalping and increase transparency in the secondary ticket marketplace.

BACKGROUND

Existing law regulates ticket sellers and establishes various consumer protection, disclosure, recordkeeping, and refund requirements for entertainment events. Existing law also prohibits the use of automated software, commonly known as bots, to circumvent ticket purchasing limits established by ticket sellers.

AB 1720 would prohibit a ticket reseller from selling a ticket for more than 110 percent of the ticket's original purchase price. The bill would also require disclosure of the original ticket price and establish civil penalties for violations. Certain professional, collegiate, and amateur sporting events are exempt from the bill's provisions.

The bill is sponsored by the National Independent Talent Organization and is supported by a number of organizations representing artists and independent venues. Opponents include secondary ticket marketplaces, ticket brokers, and other business organizations.

ANALYSIS AND SUMMARY

Because Cal Expo hosts concerts, festivals, sporting events, and other ticketed entertainment events throughout the year, this bill has potential relevance to our operations.

AB 1720 is intended to reduce excessive ticket resale markups by limiting the amount a ticket may be resold above its original purchase price. Supporters argue that the measure will make tickets more affordable and accessible to consumers while reducing opportunities for large-scale ticket scalping.

There have been instances at State Fair concerts and Cal Expo events where consumers have purchased tickets through secondary marketplaces at significantly inflated prices and made complaints to Cal Expo staff regarding the markup. While Cal Expo does not participate in the secondary ticket market, these situations can create frustration for attendees and may negatively impact perceptions of the event or venue. As such, staff is interested in monitoring the bill and its potential effects on ticketed events held at Cal Expo.

CONCLUSION

AB 1720 seeks to limit excessive ticket resale markups and increase transparency in the secondary ticket marketplace. While the bill is primarily directed at ticket resellers and resale platforms, it could affect ticket resale practices for events held at Cal Expo and may provide additional consumer protections for Cal Expo patrons.

RECOMMENDATIONS

Staff recommends the Board support AB 1720.

Staff will continue monitoring the bill and report back should amendments create direct operational impacts for Cal Expo or its event partners.

MATT HANEY
Assemblymember, District 17

AB 1720 – California Fans First Act

SUMMARY

AB 1720 protects fans from excessive ticket price gouging by capping the resale price of tickets for concerts and other live entertainment events at no more than 10% above face value, including fees, for independent venues. This bill curbs predatory ticket scalping by brokers and automated bots while still allowing reasonable fan-to-fan resale when someone can no longer attend an event.

BACKGROUND

For decades, live events were accessible to middle class and working fans who wanted to see their favorite artist or band live in concert, watch beloved music when it comes to town, or enjoy a comedy show after a long week. Fans could purchase tickets at the box office and see world-famous bands like the Rolling Stones at affordable prices. That changed with the transition of ticket sales to online platforms and the rise of ticket scalping as a highly profitable scheme.

Professional scalpers often purchase large numbers of tickets the moment they go on sale and immediately upload them to secondary resale websites at steep markups. These markups have skyrocketed in recent years. The average secondary market price for tickets to the North American leg of Taylor Swift's Eras Tour was approximately $3,801 per ticket, compared to an average face value of $253.56. Similarly, tickets for major tours by Beyoncé and Harry Styles averaged $1,096 and $1,061 on secondary markets.

Recent studies show that fans pay an average of 203% over face value when purchasing tickets on resale platforms. In many cases, artists who intentionally keep ticket prices low to make their shows accessible still see their tickets flipped for massive profits. For example, Luke Combs intentionally priced his tickets modestly at $72.16, yet 7,767 tickets were resold on the secondary market for more than $2.3 million, with an average resale price of $298.52 – a 313% markup.

These practices allow ticket scalpers to profit significantly without contributing to the event itself. When a fan purchases a ticket through the primary market, their money supports the artist, the venue, and the staff who make the event possible. But when they pay thousands of dollars over the face value on the secondary market, the money only goes into the scalper's pocket. A recent analysis by the National Independent Talent Organization found that ticket resellers earned an average cumulative profit of $41,000 per show by charging roughly double the original ticket price.

Research shows that restrictions on ticket resale such as price caps lead to higher overall attendance at events and actually allow tickets to be purchased by people who want to attend the event.

EXISTING LAW

California law does not cap the price at which event tickets may be resold. Several countries have adopted policies to curb ticket scalping. The United Kingdom recently enacted a law prohibiting tickets from being resold above face value. Other countries, including Denmark, Belgium, Ireland, Portugal, Italy, Norway, and Japan have implemented bans or caps on ticket scalping, some from as early as 2007.

MATT HANEY
Assemblymember, District 17

Several U.S. states, including New York, Wisconsin, and Washington, have also introduced legislation to cap resale ticket prices this year.

PROBLEM

Professional scalpers and automated bots exploit the current system by purchasing large numbers of tickets the moment they go on sale and immediately listing them on secondary platforms at inflated prices. These practices make it difficult for real fans to obtain tickets at face value and drive prices far beyond what artists intended.

While some platforms offer capped resale programs, these systems often require artists to restrict resale to a single platform. This can give companies that already dominate the primary ticket market an unfair advantage in the secondary market as well. Many artists, particularly smaller or emerging performers, do not have the contractual leverage to require these protections.

As a result, ticket scalping has grown into a profiteering scheme that benefits from scarcity and speculation, pricing out fans while diverting revenue away from artists, venues, and local entertainment economies. While professional scalpers profit from excessive resale markups, artists, performers, venue operators, and event staff do not see a single additional dollar.

SOLUTION

AB 1720 restores fairness to the ticket marketplace by capping resale prices for live event tickets at no more than 10% above face value, including fees, for venues with less than 3,000 capacity that are not owned by a publicly traded company. The bill applies to concerts and other live entertainment events but does not apply to sporting events.

By limiting excessive markups, the bill removes the financial incentive that drives large-scale ticket scalping while still allowing everyday fans to resell tickets if they cannot attend and recover their costs. Importantly, the bill applies the same resale cap across all ticket marketplaces. This ensures artists are not forced to rely on a single platform's resale system and encourages fair competition among ticket resale platforms while protecting fans from price gouging.

AB 1720 helps ensure tickets go to real fans at fair prices, supports artists who want to keep their shows accessible, and protects California's live music venues and cultural economy.

SUPPORT

Music Artist Coalition (Co-Sponsor)
National Independent Talent Organization (Co-Sponsor)
National Independent Venue Association (Co-Sponsor)
Advance Redding Venue (Redding)
American Association of Independent Music
American Federation of Musicians
Artist Rights Alliance
Association of Performing Arts Professionals
Biscuits and Blues Venue (San Francisco)
Black Music Action Coalition
Café Colonial Venue (Sacramento)
CA Arts Advocates
Fan Alliance
Fox Theater Venue (Salinas)
Future of Music Coalition
Ground Control Touring
Harlow's (Sacramento)
Ineffable Music Group
Like Management

MATT HANEY
Assemblymember, District 17

Lucky Man Management
Moe's Alley Venue (Santa Cruz)
Mongrel Music
Music Box Venue (San Diego)
Music Managers Forum
Nederlander Concerts
Paradise Artists
Partisan Arts
Recording Academy
Redding Civic Auditorium (Redding)
ROAM
SAG-AFTRA
Soda Bar Venue (San Diego)
Songwriters of North America
Sound Talent Group
Stuart Ross Management
TBA Agency
The Boardwalk Venue (Orangevale)
The Colonial Theater Venue (Sacramento)
Turlock Community Theater Venue (Turlock)
United Musicians and Allied Workers
1720 Warehouse Venue (Los Angeles)
72 Music Management

FOR MORE INFORMATION

Yasamin Salari | *Legislative Director*
Office of Assemblymember Matt Haney
(916) 319-2017
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State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Allison Wagaman, Special Assistant

Subject: AB 2069 (Maggy Krell)

Attachment: Author Fact Sheet

SUMMARY

AB 2069 would have created a targeted sales and use tax exemption to support new development projects on fairgrounds, enabling public-private partnerships that attract private investment, modernize infrastructure, and generate long-term revenue.

Qualifying projects approved by a fairground governing body would receive an exemption on tangible personal property used in the development and operation of those projects, including construction materials, equipment, and other project-related investments.

BACKGROUND

Existing state sales and use tax laws impose a tax on retailers measured by the gross receipts from the sale of tangible personal property sold at retail in this state, or on the storage, use, or other consumption in this state of tangible personal property purchased from a retailer for storage, use, or other consumption in this state. The Sales and Use Tax Law provides various exemptions from those taxes. Existing law also provides a dedicated funding source for California fairs through the Fair and Exposition Fund, which receives revenues based on sales occurring at state-designated fairs. Most recently, AB 258 (Connolly, 2025) increased the percentage of those sales used to calculate annual funding proposed for allocation to fairs.

AB 2069, known as the Fairground Act for Investment and Revitalization (FAIR Act), would have created a partial sales and use tax exemption for tangible personal property

purchased for use in the construction, development, or ongoing operation of certain qualifying projects located on fairground property. The exemption would have applied only to new development projects or new phases of existing projects approved by the governing body of a fairground. The bill would have sunset on January 1, 2032.

ANALYSIS AND SUMMARY

This bill is of interest to Cal Expo because it proposed a tax incentive intended to encourage development activity on fairground property.

The bill would not have provided direct funding to fairs. Instead, it would have provided a partial sales and use tax exemption for qualifying development projects located on fairground property.

Assembly Appropriations Committee analyses estimated the measure would result in a General Fund revenue loss of approximately $945,000 annually. The bill was subsequently held in the Assembly Appropriations Committee.

CONCLUSION

Although AB 2069 was held in the Assembly Appropriations Committee and is no longer moving forward this session, the bill highlighted the ongoing discussion about how fairgrounds can attract investment and support new development. Those concepts remain relevant to Cal Expo as staff continues to evaluate opportunities on our property.

RECOMMENDATIONS

This report is for information only.

Assemblywoman Maggy Krell
6th Assembly District

AB 2069 (Krell): FAIR Act: Fairground Act for Investment and Revitalization

SUMMARY

California's fairgrounds are valuable public assets that serve as hubs for community events, fairs, agriculture, and emergency response, but many face significant deferred maintenance and limited funding. AB 2069 establishes a targeted sales and use tax exemption to support new development projects on fairgrounds, enabling public-private partnerships that attract private investment, modernize infrastructure, and generate long-term revenue.

The bill is designed to stimulate economic activity while protecting existing state and local revenues by applying only to new development.

BACKGROUND

California's network of fairgrounds span thousands of acres of publicly owned land with existing infrastructure, including utilities, transportation access, and event facilities. These sites play a critical role in supporting communities, hosting regional events, and serving as emergency response and disaster recovery centers.

Despite their importance, many fairgrounds face aging infrastructure and ongoing deferred maintenance challenges. Limited and inconsistent funding has made it difficult to invest in large-scale improvements or modernize facilities. At the same time, these properties represent an untapped opportunity for economic development, as they are often well-located and already equipped to support a range of commercial, industrial, and mixed-use development.

PROBLEM

Current law does not provide a targeted mechanism to support private investment on fairgrounds. While these sites are often well-suited for development, the high cost of construction, labor, utilities, and taxes in California can prevent projects from being financially viable. As a result, otherwise beneficial projects do not move forward, and communities miss out on jobs, infrastructure investment, and long-term economic growth.

Without a tool to help bridge this feasibility gap, fairgrounds continue to struggle with deferred maintenance and limited revenue streams.

SOLUTION

AB 2069 creates a narrowly tailored sales and use tax exemption to incentivize new development projects located on fairgrounds. Beginning January 1, 2027, qualifying projects approved by a fairground governing body would receive an exemption on tangible personal property used in the development and operation of those projects, including construction materials, equipment, and other project-related investments.

Key elements of the bill include:

- Projects must be new developments or new phases of existing projects located on fairground property
- Approval is granted by local fairground governing boards, ensuring local control
- The exemption is limited in duration (up to 20 years, with a possible extension)
- Local sales taxes and dedicated local revenue streams are explicitly protected

By lowering overall project costs, the bill enables projects that would not otherwise be feasible, unlocking private investment, supporting job creation, and generating long-term revenue streams for fairgrounds.

SUPPORT

San Bernardino National Orange Show

Staff Contact: Alex Niles, [redacted], 916-319-2069

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Allison Wagaman, Special Assistant

Subject: AB 1383 (Tina McKinnor)

Attachment: Author Fact Sheet

SUMMARY

AB 1383 would modify portions of the Public Employees' Pension Reform Act of 2013 (PEPRA) by increasing pensionable compensation limits and authorizing public employers and employee organizations representing safety employees to negotiate enhanced retirement formulas for future service. The bill is intended to assist public employers in the recruitment and retention of public safety personnel.

BACKGROUND

The Public Employees' Pension Reform Act of 2013 (PEPRA) made significant changes to public employee retirement benefits, including reducing retirement formulas for new employees, increasing retirement ages, and limiting pensionable compensation used in calculating retirement benefits.

AB 1383 would authorize public employers and recognized employee organizations to negotiate prospective increases to retirement formulas for safety employees, including lowering the age at which maximum retirement benefits are earned from age 57 to age 55 and authorizing an additional retirement formula of 3 percent at age 55. The bill would also increase pensionable compensation limits for employees subject to PEPRA.

The bill expressly provides that any changes apply only to future service and may not be construed as retroactive benefit increases.

ANALYSIS AND SUMMARY

As currently drafted, AB 1383 applies to specified public employers and employee organizations representing safety employees. Based on staff's review and consultation with our Human Resources, the bill does not currently appear to apply to Cal Expo. As such, enactment of AB 1383 would not create a direct operational or fiscal impact for the organization.

This bill is nevertheless of interest to Cal Expo because, like many public agencies throughout California, Cal Expo experiences challenges recruiting and retaining qualified peace officers. Supporters of the bill argue that retirement benefits are an important recruitment and retention tool for public safety positions and that targeted modifications to PEPRA may assist public employers in competing for qualified candidates.

Staff will continue monitoring the measure because future amendments could expand its applicability to agencies like Cal Expo.

CONCLUSION

AB 1383 seeks to provide specified public employers with additional flexibility to negotiate retirement benefits for safety employees as a recruitment and retention tool. While the bill does not currently apply to Cal Expo, staff will continue monitoring the measure because of its potential relevance to public safety recruitment and retention and in the event future amendments broaden the bill's applicability.

RECOMMENDATIONS

Staff recommends the Board respectfully take a watch position on AB 1383.

Staff will continue monitoring the bill and report back should future amendments or implementation considerations create operational or fiscal impacts for Cal Expo.

Assembly
California Legislature

TINA S. McKINNOR

AB 1383 (McKinnor) First Responder Pensions
FACT SHEET

Sponsor: California Professional Firefighters
Staff Contact: Terry Schanz, terry.schanz@asm.ca.gov
As Amended: May 13, 2026

ISSUE

The promise of a safe and secure retirement has been one of the guiding lights of public service for generations. While their colleagues may earn higher salaries in the private sector, public servants rely on the guarantee of an earned and livable retirement that they contribute to throughout their career.

In 2012, the Legislature enacted the Public Employee Pension Reform Act (PEPRA) which made significant changes and reductions to the retirement benefits available to public employees. The policy made many changes including lowering retirement formulas, increasing the normal retirement age, and limiting items subject to bargaining, among others. Since its inception, the PEPRA has generated approximately $5 billion in savings during the first 10 years of implementation and is forecasted to save more than $24 billion over the next 10 years.

Now, nearly 14 years into the PEPRA's implementation, it is appropriate to revisit some targeted provisions to ensure that pensions align with the demands of the occupations across the public sector, including first responders. Pensions are a good investment, both for the health and security of retirees as well as for the state's economy. Healthy pension funds are critical components in keeping the public sector competitive in its ability to attract top talent and fueling our state's economic engine.

SOLUTION

To remain competitive in the recruitment and retention of top talent in the public sector while fueling our state's economic engine, AB 1383 will:

- Require on and after January 1, 2027, retirement systems subject to the PEPRA to adjust the pensionable compensation limit to be consistent with federal law while maintaining the existing limit for new members of the State Teachers' Retirement System.

- Authorize a public employer and a recognized employee organization to negotiate a prospective increase to the Defined Benefit (DB) retirement formulas for existing and new safety plan members by (i) lowering the benefit factor from age 57 to 55 for three existing safety DB retirement formulas and (ii) creating a fourth PEPRA safety DB retirement formula of 3% at age 55.

- Authorize an employer and recognized employee organization to agree via a memorandum of understanding to be placed in a lower or higher safety DB retirement formula, as prescribed.

SUPPORT

California Professional Firefighters and numerous employee organizations

8. SB-1223 (Padilla) Fairs: Contracting

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Allison Wagaman, Special Assistant

Subject: SB 1223 (Steve Padilla)

Attachment: Author Fact Sheet

SUMMARY

SB 1223 would prohibit a fair from issuing an invitation to bid or request for proposal for services in a manner that directly or indirectly limits bidding to any one bidder. The bill would make any contract awarded in violation of that prohibition void.

BACKGROUND

Existing law prohibits state agencies from drafting a request for proposal for services to be rendered to the state in a manner that directly or indirectly limits bidding to any one bidder and provides that any contract awarded in violation of that requirement is void.

According to the author's materials, recent litigation involving the San Diego County Fair and Orange County Fair highlighted uncertainty regarding whether those requirements apply to certain fair contracts. SB 1223 would apply a similar prohibition specifically to fairs within the network of California fairs.

ANALYSIS AND SUMMARY

This bill is of interest to Cal Expo because it would establish an explicit contracting standard applicable to California fairs regarding invitations to bid and requests for proposals.

According to the author's materials, the bill is intended to address concerns raised through litigation involving fair contracts and ensure that bidding opportunities are not structured in a manner that directly or indirectly limits participation to a single bidder.

Staff is not aware of any direct operational impacts to Cal Expo resulting from the bill. As a matter of practice, Cal Expo seeks to follow both the spirit and the letter of applicable contracting laws.

CONCLUSION

SB 1223 seeks to clarify contracting requirements applicable to California fairs and promote competitive bidding practices. While the bill is not expected to create significant operational changes for Cal Expo, staff will continue monitoring the measure and any amendments affecting fair contracting requirements.

RECOMMENDATIONS

Staff recommends the Board respectfully take a watch position on SB 1223.

Staff will continue monitoring the bill and report back should future amendments or implementation considerations create operational or fiscal impacts for Cal Expo.

California State Senate

SENATOR
STEPHEN C. PADILLA

SB 1223 – Fairs: Contracting

Year after year, California's fairs bring communities together across the state to enjoy food, entertainment, and local traditions. Most local fairs are organized in two ways: the most common model is through District Agricultural Associations (DAAS) and others are operated directly by a county. DAAs are state-created entities governed by volunteer boards appointed by the Governor while County fairs are operated directly by county government. There are 77 fairs overseen by the California Department of Agriculture: 54 are DAAS and the rest are considered county owned. Often, county owned fairs use non-profit fair associations to run everything.

A recent LA Times investigation found that fraud and theft run rampant in California's county fairs. Workers from at least four fairs have been prosecuted for theft and bribery in the last few years, with more than $1 million in public funds stolen, and state auditors have accused officials at dozens of other fairs of misspending millions more.[1] Recent lawsuits filed against the San Diego and Orange County fairs revealed a discrepancy in how the state public contract code regarding competitive bidding applies, or does not, to California's fairs.

In a 2022 ruling, a San Diego County Judge wrote that the evidence reviewed points toward favoritism, corruption, and fraud in the awarding of public contracts by the 22nd District Agricultural Association, [2] while a lawsuit against the 32nd District Agricultural Association revealed that existing law is unclear regarding competitive bidding requirements for fair contracts. The defendants, Talley Amusements Inc., argued that a request for proposal issued by the 32nd DAA was written in a way so that only one company in the United States would qualify to apply.[3] Talley also argued that, if they had been able to submit a bid, it would have offered lower rates than the favored bidder.[4] Ultimately the courts found that the state's current law requiring competitive bids for public contracts does not apply to state fairs as the court treats revenue-sharing and commercial operating agreements separate from procurement contracts because the courts distinguish from the state buying services and a private company using public property to generate revenue. In the Talley case, the court found that midway operators, such as Talley Amusements, do not provide services to the state itself but rather to the public attending the fair.[5]

This technicality opens the door to favoritism and invites corruption by allowing bids to be written in a way that applies to a single contractor. SB 1223 addresses this by prohibiting a fair from issuing a request for proposal or invitation to bid, in connection with the awarding of a contract, to any person or entity in a way that directly or indirectly limits bidding to any one bidder. This will help protect competitive bidding in fair contracts, allowing the best bidder at the best price an equitable chance of securing contracts.

Staff Contact

Name: Kennedy McIntyre
Title: Senate Fellow
Email: Kennedy.Mcintyre@sen.ca.gov
Capitol Office: (916) 651 – 4018

[1] Los Angeles Times. "A Times Investigation Finds Fraud and Theft Are Rife at California's County Fairs." December 11, 2025

[2] Bernice Orihuela, *COUNTY OF SAN DIEGO CENTRAL*, no. 37 (n.d.).

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

MEMORANDUM

Date: June 12, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Allison Wagaman, Special Assistant

Subject: SB 1044 (Eloise Gómez Reyes)

Attachment: Author Fact Sheet

SUMMARY

SB 1044 would increase, from $250,000 to $350,000, the maximum estimated value of a contract awarded pursuant to the Small Business Procurement and Contract Act that allows state agencies to award a contract to a certified small business (SB) or disabled veteran business enterprise (DVBE) without complying with specified competitive bidding requirements. The bill would also require the Department of General Services (DGS) to periodically review and adjust the threshold based on changes in the California Consumer Price Index.

BACKGROUND

Existing law establishes the Small Business Procurement and Contract Act for the purpose of encouraging participation by certified small businesses (SBs) and disabled veteran business enterprises (DVBEs) in state contracting. The Act establishes a statewide participation goal of 25 percent for SBs and three percent for DVBEs.

The Small Business Procurement and Contract Act also authorizes a state agency to award a contract for goods, services, or information technology with an estimated value greater than $5,000 but less than $250,000 to a certified SB or DVBE, provided the agency obtains price quotations from two or more certified SBs or DVBEs, without complying with specified competitive bidding requirements. SB 1044 would increase that threshold from $250,000 to $350,000 and authorize periodic review and adjustment of the threshold.

ANALYSIS AND SUMMARY

This bill is of interest to Cal Expo because we, like many state entities, work to increase participation by certified SBs and DVBEs in its contracting activities.

SB 1044 would increase the maximum estimated contract value eligible under this procurement authority from $250,000 to $350,000 and authorize future adjustments based on inflation. The author's materials state that the current threshold has remained unchanged since 2009 and that the bill is intended to create additional opportunities for certified SBs and DVBEs.

CONCLUSION

SB 1044 seeks to update the Small Business Procurement and Contract Act by increasing the maximum contract value eligible for streamlined procurement procedures and providing for future inflation adjustments. As Cal Expo continues to work toward meeting statewide SB and DVBE participation goals, staff is monitoring the bill and its potential effect on state contracting practices.

RECOMMENDATIONS

Staff recommends the Board respectfully take a watch position on SB 1044.

Staff will continue monitoring the bill and report back should future amendments create direct operational impacts for Cal Expo.

California State Senate

SENATOR

ELOISE GÓMEZ REYES

SB 1044: Expanding Opportunities for Disabled Veteran Business Enterprises and Small Businesses

SUMMARY

SB 1044 increases the maximum contract value under the Small Business Procurement and Contract Act from $250,000 to $350,000 and ties future adjustments to the California Consumer Price Index (CPI).

BACKGROUND

Currently, small businesses (SBs), microbusinesses, and disabled Veteran business enterprises (DVBEs) can be award contracts for goods, services, or information technology (IT) valued between $5,000 and $250,000 by state agencies and California State Universities. During this process, state departments receive price quotes from at least two SBs/DVBEs. Based on either the lowest bid, or the best value offered, these businesses can then contract directly with government agencies.

By streamlining access to state contracting opportunities, this procurement process reduces barriers to entry and enables veteran-owned small businesses to compete for and secure state work more directly. Over the past five years, the state has awarded an average of $626 million per year to DVBEs and SBs through nearly 20,000 contracts.

Despite the benefits of this process, the existing cap on the maximum contract value has not been adjusted since 2009. Following trends of inflation, the current maximum threshold of $250,000 is roughly equivalent to $350,000 today. Between changing market trends, and increased expenses due to inflation, the actual value of these contracts has diminished. These industries require substantial investments in materials, equipment, and staffing, which are unsustainable under the current contract maximum. As a result, qualified small businesses are effectively excluded from the contracts they could be eligible for.

THIS BILL

This bill would increase the maximum threshold value of state contracts between government agencies and SBs and DVBEs to $350,000. This bill also requires the Director of General Services to review this cap and adjust it to reflect CPI changes biennially.

These measures will help modernize the procurement process, creating more opportunities for small businesses and DVBEs while ensuring the program remains aligned with ongoing inflation and market conditions.

SUPPORT

California Asian Pacific Chamber of Commerce

California Association of Veteran Service Agencies

California Hispanic Chambers of Commerce

California State Senate

SENATOR
ELOISE GÓMEZ REYES
TWENTY-NINTH SENATE DISTRICT

California LGBTQ Chamber of Commerce

Veterans in Business Network (VIB)

CONTACT

Renee Fagan, Senate Fellow
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(916) 651- 4029

11. NEW BUSINESS

11.i Ratify Signatories Cal Expo LAIF Account

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 17, 2026

To: Board of Directors
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Diana Barrios, Finance Manager

Subject: Ratify Finance Committee's recommendation of approving the attached Resolution to authorize the following individuals/titles as signatories for Cal Expo's LAIF account

Attachment: Resolution

INTRODUCTION

The Local Agency Investment Fund (LAIF), a voluntary program created by statute, began in 1977 as an investment alternative for California's local governments and special districts and it continues today under Treasurer Fiona Ma's administration. The enabling legislation for the LAIF is Section 16429.1 et seq. of the California Government Code.

This program offers local agencies the opportunity to participate in a major portfolio, which invests hundreds of millions of dollars, using the investment expertise of the State Treasurer's Office professional investment staff at no additional cost to the taxpayer. The LAIF is part of the Pooled Money Investment Account (PMIA). The PMIA began in 1955 and oversight is provided by the Pooled Money Investment Board (PMIB) and an in-house Investment Committee. The PMIB members are the State Treasurer, Director of Finance, and State Controller.

The Local Investment Advisory Board (LIAB) provides oversight for LAIF. The Board consists of five members as designated by statute. The State Treasurer, as Chair, or her designated representative, appoints two members qualified by training and

experience in the field of investment or finance, and two members who are treasurers, finance or fiscal officers or business managers employed by any county, city or local district or municipal corporation of this state. The term of each appointment is two years or at the pleasure of the Treasurer.

All securities are purchased under the authority of Government Code Section 16430 and 16480.4. The State Treasurer's Office takes delivery of all securities purchased on a delivery versus payment basis using a third party custodian. All investments are purchased at market and a market valuation is conducted monthly.

Additionally, the PMIA has Policies, Goals and Objectives for the portfolio to make certain that our goals of Safety, Liquidity and Yield are not jeopardized and that prudent management prevails. These policies are formulated by Investment Division staff and reviewed by both the PMIB and the LIAB on an annual basis.

The State Treasurer's Office is audited by the California State Auditor on an annual basis and the resulting opinion is posted to the State Treasurer's Office website following its publication. The California State Auditor also has a continuing audit process throughout the year. All investments and LAIF claims are audited on a daily basis by the State Controller's Office as well as an internal audit process.

Under Federal Law, the State of California cannot declare bankruptcy, thereby allowing the Government Code Section 16429.3 to stand. This Section states that "moneys placed with the Treasurer for deposit in the LAIF by cities, counties, special districts, nonprofit corporations, or qualified quasi-governmental agencies shall not be subject to either of the following: (a) transfer or loan pursuant to Sections 16310, 16312, or 16313, or (b) impoundment or seizure by any state official or state agency."

During the 2002 legislative session, California Government Code Section 16429.4 was added to the LAIF's enabling legislation. This Section states that "the right of a city, county, city and county, special district, nonprofit corporation, or qualified quasi-governmental agency to withdraw its deposited moneys from the LAIF, upon demand, may not be altered, impaired, or denied in any way, by any state official or state agency based upon the state's failure to adopt a State Budget by July 1 of each new fiscal year."

The LAIF has grown from 293 participants and $468 million in 1977 to 2,329 participants and $29.4 billion at the end of June 2026.

STAFF ANALYSIS

In 2024, Cal Expo reviewed and updated its records with the Local Agency Investment Fund (LAIF) after determining that the agency's existing LAIF resolution and account

information were outdated. The update included current authorized representatives, banking information, and Cal Expo's mailing address.

The LAIF resolution identifies the Cal Expo Board Members and staff authorized to order the deposit or withdrawal of funds with LAIF. The current resolution authorizes individuals by title, including their successors in office, reducing the need to update the resolution when personnel changes occur.

At this time, an updated resolution is necessary due to a change in the titles authorized under the resolution. Cal Expo is requesting the addition of the Deputy General Manager position, currently held by Joji Kume, as an authorized representative.

RECOMMENDATION

The Finance Committee recommends to adopt staff recommendation for ratification of the attached Resolution to authorize the following individuals/titles as signatories:

Nick Hardeman	Chair
Arturo Barajas	Vice Chair
Tom Martinez	Secretary/Treasurer
Matthew Cranford	Chief Deputy General Manager
Joji Kume	Deputy General Manager
Diana Barrios	Finance Manager

CAL EXPO | California STATE FAIR

RESOLUTION AUTHORIZING INVESTMENT OF CALIFORNIA EXPOSITION & STATE FAIR FUND MONIES IN LOCAL AGENCY INVESTMENT FUND

WHEREAS, Pursuant to Chapter 730 of the statues of 1976 Section 16429.1 was added to the California Government Code to create a Local Agency Investment Fund in the State Treasury for the deposit of money of a local agency for purposes of investment by the State Treasurer; and

WHEREAS, the Board of Directors does hereby find that the deposit and withdrawal of money in the Local Agency Investment Fund in accordance with the provisions of Section 16429.1 of the Government Code for the purpose of investment as state therein is in the best interest of the California Exposition & State Fair Fund.

RESOLVED, that the Board of Directors does hereby authorize the deposit and withdrawal of monies in the Local Agency Investment Fund in the State Treasury in accordance with the provisions of Section 16429.1 of the Government Code for the purpose of investment as stated herein.

FURTHER RESOLVED, that the following officers or their successors in office shall be authorized to order the deposit or withdrawal on monies in the Local Agency Investment Fund.

Chair	Vice Chair	Secretary/Treasurer
Chief Deputy General Manager	Deputy General Manager	Finance Director

PASSED AND ADOPTED, by the Board of Directors of the California Exposition & State Fair, Sacramento, State of California on this 13th day of August, 2026.

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000

MEMORANDUM

Date: September 17, 2026

To: Board of Directors
California Exposition and State Fair

Via: Tom Martinez, Chief Executive Officer
California Exposition and State Fair

From: Diana Barrios, Finance Manager

Subject: Ratify Finance Committee's recommendation of approving the following individuals/titles as additional signatories for Cal Expo's BMO accounts

INTRODUCTION

Under the California Food and Agricultural Code Section 4481, in part, states that a county or district agricultural association shall deposit in a bank account or a deposit in a savings and loan association that is approved by the Director of Finance in accordance with Sections 16506 and 16605 of the Government Code any state money which is apportioned to it for the encouragement of the fair which it conducts.

As part of compliance to the applicable statutes, the following is a partial list of requirements:

Money must go into a bank or savings and loan association approved by the financial officer or governing body.

Advanced or apportioned funds deposited under this code must maintain proper security and collateral compliance.

In 2004, California Exposition & State Fair (Cal Expo) received approval from the Department of Finance to open and maintain accounts with Bank of the West. Cal Expo has since used this financial institution, up to an including, its merger/transition with BMO Bank in September 2023.

Each year, the approved accounts are reportable to the Department of Finance under the reporting status of Accounts Outside the Treasury system (Report 14). Cal Expo is current on its reporting of all accounts held outside of the Treasury.

STAFF ANALYSIS

With a newly appointed Deputy General Manager, Finance, there is a need to update our signatories with our financial institutions.

At the present time, Cal Expo has (two) 2 authorized check signers.

Tom Martinez, CEO
Matt Cranford, Chief Deputy General Manager.

Mr. Martinez is used as the primary signature on all checks issued. A secondary signature is required on checks over $15,000.

There have been seldom occasions where checks over $15,000 were delayed from being mailed to wait for a secondary signature. Therefore, adding additional signatories would improve the timeliness of releasing check payments.

The recommendation below will allow for an additional member of the staff to affix a secondary signature to all check amounts over the amount of $15,000.

Board of Directors may also want to consider the addition of a signatory from the body of the Board to serve as a back-up secondary signatory. The back-up signatory would be required to come to the office of Cal Expo and sign checks on an as-needed basis within a reasonable timeframe.

RECOMMENDATION

The Finance Committee recommends to adopt staff recommendation for ratification of the following individuals/titles as additional signatories:

Deputy General Manager	Deputy General Manager, Finance
TDB	Board Director

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000
Fax: (916) 263-3163

MEMORANDUM

Date: September 15, 2026

To: Board of Directors, California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Marcia Shell, Deputy General Manager

Subject: Event Comparison January – June 2025 v 2026

OVERVIEW – 2026 January-June

The attached report reflects income only and does not include expenses. This report does not include income or attendance numbers from Heart Health Park events, Sacramento Republic FC, Simulcast, RV income, or the State Fair. Rock & Brews rent is included but attendance numbers are not included.

The event income for the first six months of 2026 is 27% up overall which represents additional income of $949,564.96 compared to the first six months of 2025. It is the best January – June event income that we have experienced.

The first X Games held at Cal Expo in June is the highest event income to date this year producing over $500,000.00 in revenue. Returning in May, Country in the Park produced another very successful concert which garnered over $400,000.00 to Cal Expo. International Sportsmen's Expo and Foodieland Night Market were also successful in 2026 both of which produced over $300,000.00 in revenue. These four Events equaled 1.6 million dollars to Cal Expo.

The total income for the first six months of this year is a record equaling $3,767,057.40. Every event revenue stream is up from 2025. Food and Beverage commissions are $537,000.00, up 26% over 2025 commissions. Building and outdoor space rents are at $1.6 million, up 25% over 2025. Paid public parking is at $1.2 million, up 21% over 2025. Online service fees are at $266,833.70 which is a 28% increase over 2025.

2026 NEW EVENTS

Completed New Events for 2026

X Games
Harry Potter Drone Art Show
Cross Fit Competition
PG&E Leadership Training
5GAA Vehicle Automation
Low Rider Magazine Car Show
Philanthropic Summit
Hot Wheels
Presidential Gardens
Verizon Fire Prevention
Mountain F Enterprises
Sac Anime Spring Show
Pakistani Community Event

New Events Coming Soon in 2026

Aftershock Camping
Parkinson's Conference
Hall of Flowers
Night Run
Sac Anime Gamers Expo
Waterski Catering
Saktoberfest
Punjabi Festival
Monster Card Collections
Cal HR Job Fair
Porsche Car Club

By the end of 2026 Cal Expo would add a total of 24 new events to the calendar while retaining many returning events, some of which have been here for many years.

STAFF RECCOMENDATION

This report is for informational purposes only.

ATTACHMENTS

Event Income Comparison 2025 v 2026 & Draft October Calendar.

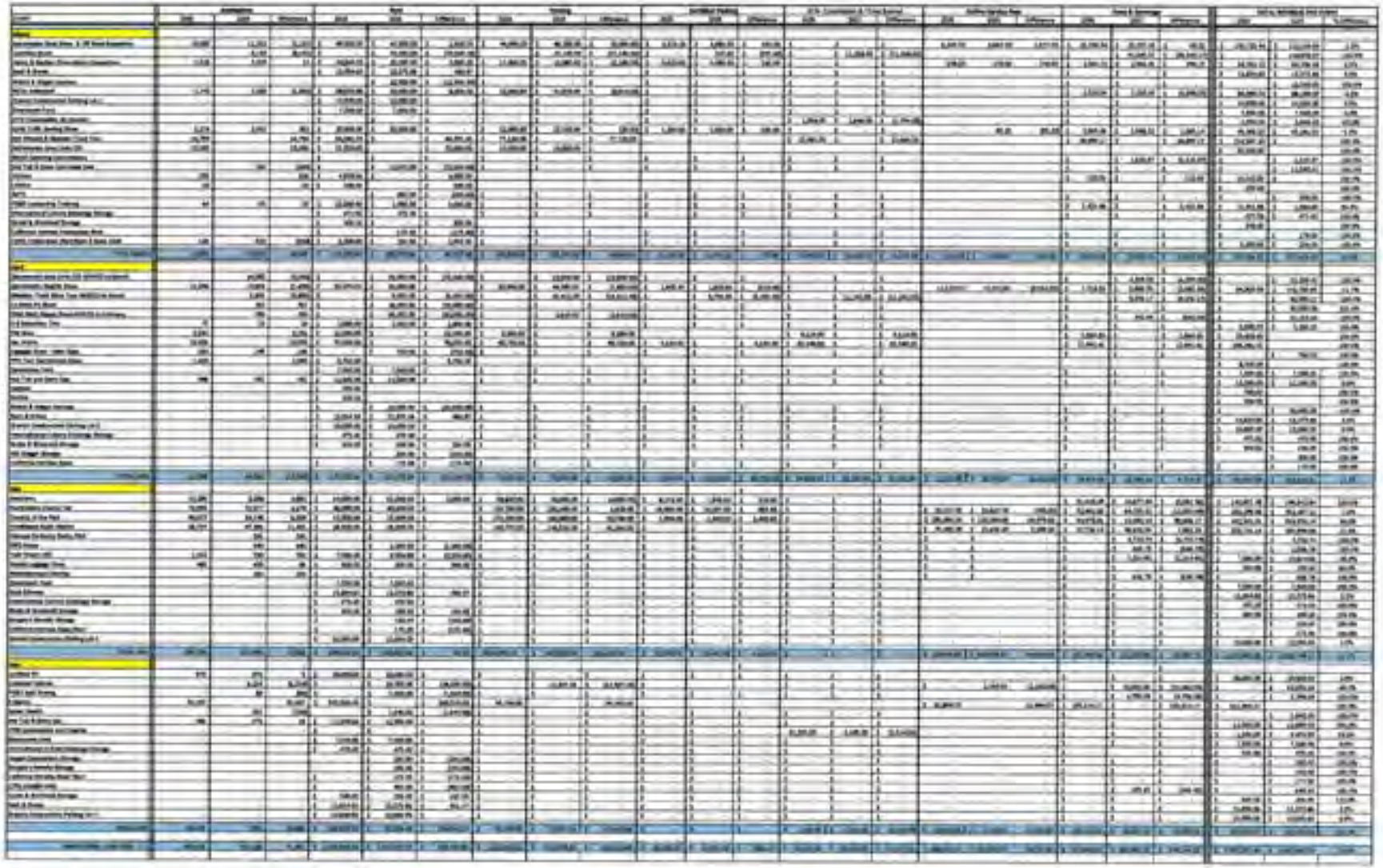
CAL EXPO **CAL EXPO OPS CALENDAR** **OCTOBER 2026**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
27 LA MESA FALL RV SHOW LOT C 8AM-7PM HOLD HOLD FESTIVAL PREP 7PM-10:30PM HOT TUB AND SWIM SPA SALE BLDG C SACRAMENTO REPTILE SHOW PAVILION	28 LA MESA FALL RV SHOW LOT C HOT TUB AND SWIM SPA SALE BLDG C MOVE-OUT SACRAMENTO REPTILE SHOW PAVILION MOVE-OUT	29 LA MESA FALL RV SHOW LOT C HOT TUB AND SWIM SPA SALE BLDG C MOVE-OUT	30 AFTERSHOCK CAMPING/PARKING GRANDSTANDS, PUBLIC LOTS 8AM-11PM SRFC VS LAS VEGAS LIGHT FC PREP 7PM	1 AFTERSHOCK CAMPING/PARKING GRANDSTANDS, PUBLIC LOTS 8AM-11PM	2 AFTERSHOCK CAMPING/PARKING GRANDSTANDS, PUBLIC LOTS 8AM-11PM SIMULCAST DOORS 9:15AM	3 AFTERSHOCK CAMPING/PARKING GRANDSTANDS, PUBLIC LOTS 8AM-11PM SIMULCAST DOORS 9:15AM
4 AFTERSHOCK CAMPING/PARKING GRANDSTANDS, PUBLIC LOTS 8AM-11PM SIMULCAST DOORS 9:15AM	5 AFTERSHOCK CAMPING/PARKING GRANDSTANDS, PUBLIC LOTS MOVE-OUT FARM TOUR	6 AFTERSHOCK CAMPING/PARKING GRANDSTANDS, PUBLIC LOTS MOVE-OUT HOME & GARDEN PIPE & DRAPE SET UP 8AM – 5PM	7 AFTERSHOCK CAMPING/PARKING GRANDSTANDS, PUBLIC LOTS MOVE-OUT TRADES DAY BUILDING C/D MOVE-IN HOME AND GARDEN SHOW PAVILION MOVE-IN 8AM – 5PM	8 TRADES DAY BUILDING C/D 8AM-12PM HOME AND GARDEN SHOW PAVILION MOVE-IN PRA PARKING 8:30AM-5:30PM	9 SIMULCAST DOORS 9:15AM MONSTER COLLECTIBLES SHOW BUILDING C/D 12PM – 6PM HOME AND GARDEN SHOW PAVILION 11AM – 6PM SAKTOBERFEST X LOT 4-11PM PRA PARKING 8:30AM-2:30PM	10 SIMULCAST DOORS 9:15AM MONSTER COLLECTIBLES SHOW BLDG C/D, 10AM – 7PM HOME AND GARDEN SHOW PAVILION, 10AM – 6PM SAKTOBERFEST X LOT 2-11PM SAC REPUBLIC VS COLORADO SPRINGS FC PREP, 7PM FOOD TRUCK EVENT ROCK & BREWS 12-4PM
11 SIMULCAST DOORS 9:15AM MONSTER COLLECTIBLES SHOW BLDG C/D 10AM – 7PM HOME AND GARDEN SHOW PAVILION	12 SIMULCAST DOORS 9:15AM FARM TOUR	13	14 FARM TOUR	15	16 SIMULCAST DOORS 9:15AM CALI DA MELA MOVE-IN	17 SIMULCAST DOORS 9:15AM CALI DA MELA X LOT, THE COVE 11AM-11PM WATERFIRE BLDG C 6PM – 10PM NIGHT MARKET ROCK & BREWS 4:30-10PM
18 SIMULCAST DOORS 9:15AM	19 CHP BIKE TRAINING BLDG D 8AM – 4PM	20 CHP BIKE TRAINING BLDG D 8AM – 4PM	21 CHP BIKE TRAINING BLDG D 8AM – 4PM STAMP & SCRAPBOOK BLDG A/B MOVE-IN	22 CHP BIKE TRAINING BLDG D 8AM – 4PM STAMP & SCRAPBOOK BLDG A/B 2PM-10PM	23 SIMULCAST DOORS 9:15AM PARANSON CONFERENCE BLDG C/D MOVE-IN 8AM – 5PM STAMP & SCRAPBOOK BLDG A/B 8AM-11PM COUNTRY IN THE PARK 9 10AM NIGHT RUN MOVE-IN	24 SIMULCAST DOORS 9:15AM PARANSON CONFIDENCE BLDG C/D 8AM – 3PM STAMP & SCRAPBOOK BLDG A/B 8AM-11PM SAC REPUBLIC VS OAKLAND ROOTS SC PREP, 7PM NIGHT RUN 5K 4:30PM-10:00PM
25 SIMULCAST DOORS 9:15AM PARANSON CONFERENCE MOVE-OUT STAMP & SCRAPBOOK BLDG A/B MOVE-OUT TRUNK OR TREAT ROCK & BREWS 5-8PM	26 FARM TOUR	27 HALL OF FLOWERS MOVE-IN PAVILION, L2, 5A, OLIVE GROVE GMR PACIFIC REGION CLINICAL COMPETITION (AMR) LOT A & EC BLDG 8	28 HALL OF FLOWERS MOVE-IN PAVILION, L2, 5A, OLIVE GROVE GMR PACIFIC REGION CLINICAL COMPETITION (AMR) LOT A & EC BLDG 8	29 HALL OF FLOWERS MOVE-IN PAVILION, L2, 5A, OLIVE GROVE GMR PACIFIC REGION CLINICAL COMPETITION (AMR) LOT A & EC BLDG 8	30 SIMULCAST DOORS 9:15AM HALL OF FLOWERS MOVE-IN PAVILION, L2, 5A, OLIVE GROVE SAC ANIME MOVE-IN 8AM – 6PM	31 SIMULCAST DOORS 9:15AM HALL OF FLOWERS MOVE-IN PAVILION, L2, 5A, OLIVE GROVE SAC ANIME BLDG A/B 9AM – 6PM

Downtown Ford – Lot 12 A (Low on Inventory

Imaginarium in LOT 26 setting up all month

*** Please refer to event sheet for final event details**



12. OLD BUSINESS

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815

Heart Health Park

Date: September 17, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Matt Cranford, Chief Deputy General Manager

Subject: Sac Republic F.C. Agreement

History

Heart Health Park, formerly known as Bonney Field and Papa Murphy's Park, is the home of the Sacramento Republic FC (SRFC) soccer team. The team is a member of the United Soccer League (USL), which is the second-tier men's soccer league, only behind Major League Soccer (MLS). Until late 2022, the field management company was Spectra (also the same company that was the Master Food & Beverage provider at Cal Expo). Spectra managed the day-to-day operations of the field, ensuring it was game-day ready, as well as working to book the field for concerts and other events. The structure of the contract between Spectra and Cal Expo was such that Cal Expo received a small portion of funds annually from the field revenue. (Cal Expo kept a portion of the parking revenue and a facility ticket fee.) During the nine years (2014-2022) that Spectra operated the field, Cal Expo typically would receive a maximum of $100,000 per year from the field. All other event revenue was kept by Spectra.

In late 2022, the contract with Spectra and Cal Expo was not renewed, leaving the field management to Cal Expo. Through an emergency contract in 2023, Cal Expo worked with Oak View Group (OVG360) to manage the day-to-day operations of the field, work with SRFC, and book new events and concerts. Due to the late acquisition of management of the field and the SRFC team schedule already in place for the 2023 Season, Cal Expo was limited in the events it was able to book. However, for the first concert held under the OVG360 leadership and Cal Expo management, Cal Expo received over $100,000 in revenue from Food and Beverage and facility rental monies.

SRFC, as the anchor tenant of the field in 2023 for Cal Expo, provided a revenue stream of $178,000. This amount of revenue was not enough to cover the staffing and needs from Cal Expo to properly meet the expectations of the team during the year. Contract negotiations had been started by OVG360 and failed to produce a contract

between SRFC and Cal Expo. Cal Expo staff tried to resume those same negotiations and was unable to come to any agreement. Near the end of 2023, it was an effort by the Board of Directors, led by Director Pelote, Director Salinas and former Director Mallel to create a final agreement. This agreement, for 2024, resulted in a $1,200,000 revenue generator for Cal Expo.

2024-2025 Summary

SRFC games have proven to be very profitable in food and beverage for Cal Expo. On a per capita basis, the 2025 SRFC games have an average of $17.67 spent per purchase (up $2.79 over PY). This results in an additional $42,420 in funds for the advertising fund and $70,707 to the marketing and facility investment funds managed by OVG Hospitality on behalf of Cal Expo. The total 2024 SRFC contractual amount due to Cal Expo was a guaranteed $1.2 Million between rent monies, parking revenue and food & beverage commissions recognized by Cal Expo. The 2025 Season did not have a guarantee like the 2024 Season, however the facility fee ticketing rates increased as well as the rent to Cal Expo. The 2026 Season, similar to 2025 with no guarantee, will see another increase in rent as well as a prorated amount due from the SRFC sponsorship program.

Sac Republic Football Club Future

The current lease agreement with SRFC expires at the end of 2026. The organization broke ground in August on their new stadium at the Railyards, with an estimated opening season in 2027. Due to protests and funding concerns, some construction delays have occurred, which may impact the projected timeline. As such, SRFC management has engaged staff for a 1-year agreement to continue playing at Heart Health Park for the 2027 Season.

New terms are currently being negotiated and staff will report back as this develops.

RECOMMENDATION

This report is for information only.

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000
Fax: (916) 263-3163

MEMORANDUM

Date: September 18, 2026

To: Board of Directors, California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Marcia Shell, Deputy General Manager

Subject: Rock & Brews

The following information is being provided at the request of the Board to be reviewed at the September meeting, and is substantially the same as what was provided at the June Board Meeting. Below is background information on the R&B contract along with the chronological timeline of the property uses prior to the 2017 lease with R&B.

Rock & Brews – R&B of the Pacific

In 2017, a 20-year lease was executed with R&B of the Pacific. The facility was leased "as is" and required a minimum investment of 3-5 million dollars. R&B was required to pay $2500.00 a month prior to the opening of the business and then the annual rent would be $150,000.00. Should the "net revenue" for the business exceed 5 million dollars a year, a percentage of 3.5% of the net revenue would also be due in addition to the annual base rent. In December, 2018, due to significant delays in R&B received Board approval to defer $125,000.00 in rent to May, 2019. Payment for the rent deferral would occur over a 20-month period. Demolition work, site cleanup, and landscaping had taken place however, R&B had not yet received their construction permit. There were significant delays in planning & design. The remediation and remodeling of the facility was more extensive than initially planned.

After significant investment in the property by March of 2020, R&B was planning on their grand opening. In March of 2020 due to the Pandemic, Cal Expo was directed to close to public events which included the R&B facility to remain closed. The R&B restaurant was closed for 16 months and held their grand opening in July, 2021. There were still restrictions regarding indoor dining when they finally opened.

In September 2023, a guarantor of the R&B contract, Scottlynn Hubbard requested that the Cal Expo Board waive all rents and other amounts owed for the sixteen-month period between March, 2020 and July 2021. Mr. Hubbard stated that COVID-19 was unforeseeable, outside of their control, and it made performance under their agreement objectively impossible & therefore was a "Force Majeure". The Board of Directors

approved the request and provided rent relief for the sixteen-month period which equaled $214,567.04.

In November 2024, a Letter of Understanding was executed between Cal Expo and the principles of R&B to address the past due balance owed to Cal Expo. R&B was required to pay the current rent with scheduled escalator fees, reimbursable bills, and an additional $10,614.46 per month toward the past due balance. The rent and past due balance payments were made thru 2025. Currently we are receiving the current rent and reimbursable payments. The monthly amount of $10,614.46 has not been paid in 2026. Current past due owed is $347,415.25. Total amount that R&B has paid Cal Expo is $1,488,041.57. R&B is in compliance with their capital investment requirement as they have invested 7 million dollars in the refurbishment of the facility.

Chronology of the Property Currently Known as Rock & Brews

The 7.4 acres on the very east side of the Cal Expo property (borders Exposition Blvd. & Ethan Way) has had various uses:

1980's:	Property was initially an arena operated by Sacramento County Fair for their annual horse shows.
1993-1996:	Operated by FRE (Dave Busch) as a Family Entertainment Center, called Paradise Island. Grossed 3-3.5 million per year and paid 10% to Cal Expo.
1996-2000	FRE sold assets to Premier Parks, which later became Six Flags, grossed 1.5-2 million a year. Premier struggled with the operation.
2001-2002	Operated by Cal Expo as a Family Entertainment Center called The Point. Cal Expo renovated the restroom, added lighting, and upgraded the fire alarm system. Park was not financially successful
2002	Cal Expo issued an invitation to Bid for the purpose of entering into an Agreement whereby a contractor would equip, operate, maintain, and improve "The Point", a Family Entertainment Center. Minimum rent guarantee: $150,000.00 plus 8% of gross revenues over $200,000.00.
2003-2005	Samuel Johnson dba Paradise Island Amusement Park, Inc. submitted the sole proposal & a 10-year lease agreement was executed with Mr. Johnson. The Agreement was restructured twice as Mr. Johnson was unable to keep up with rent/expenses. In September 2005, Mr. Johnson abandoned the lease and the Park closed.
2006-2009	Winter months Homeless Shelter operated by Sacramento County And VOA (Volunteers of America). Beds were installed into the large area that was formerly games (pinball, air soft, skee ball, etc.) VOA stored furniture and supplies in the building the rest of the year when the shelter was not open. The building was in distress when the contract concluded.
2011-2016	The outdoor space (parking lot) was rented out occasionally to La Mesa RV, a circus, ride & drives, storage, and state fair parking. The building was rented to Hangman's Follow Dark Amusements. The Group operated a successful Haunted House during the winter months

from 2011-2016. The building remained in a distressed condition which suited the haunted themes. Otherwise, the building was not rentable.

Recommendation

This report is for informational purposes only.

State of California

California Exposition & State Fair
1600 Exposition Boulevard
Sacramento, CA 95815
Tel: (916) 263-3000
Fax: (916) 263-3163

MEMORANDUM

Date: September 17, 2026

To: Board of Directors
California Exposition & State Fair

Via: Tom Martinez, Chief Executive Officer

From: Matt Cranford, Chief Deputy General Manager

Subject: Butler Amusements Contract

BACKGROUND

In 2009, the California State Fair Board of Directors voted to move the State Fair dates from August to July. The reasoning for this move was rooted in concerns that the August fair dates were limiting and excluded our young fairgoers, as they were unable to attend during the school year. This especially affected our 4H and FFA livestock exhibitors who were unable to compete since they had returned to school. Another large concern was the unavailability of a big portion of the State Fair's labor force, specifically high school and college students as well as teachers. In order to move the State Fair dates with the least amount of disruption, it required cooperation from entertainment, vendors, and our carnival operator. It also required that the State Fair adjust the entry and judging dates for its competitions to coincide with the new July Fair dates.

During this change of dates, State Fair was also required to look for a new carnival operator, which ended with Butler Amusements as the new Carnival Operator for the California State Fair. Butler Amusements was the sole response to a *Letter of Intent* that was submitted to multiple amusement and midway providers.

In 2025, the California State Fair Board of Directors voted to move the State Fair dates from July to September. The reasoning for this move was rooted in concerns for the increase of temperatures during the month of July hampering attendance, and the overall financial impact on the revenue opportunities for the California Exposition & State Fair.

CURRENT STATUS

The California State Fair is currently scheduled for September 17 – October 3, 2027. These new dates have had an impact on the schedule and ability of Butler Amusements

to operate their current fairs while servicing the needs of the California State Fair during this time span. Due to the scheduling changes Butler has had to make resulting in a loss of operational revenue, Butler made a request at the April, 23, 2026 board meeting asking for a contract extension to help solidify their investment into Cal Expo with the date change from July to September. The Board provided direction to CEO Martinez to negotiate a 3-5 year extension with Butler Amusements.

THE CURRENT AGREEMENT WITH BUTLER AMUSEMENTS

CONTRACT ITEM	Current Terms
Term	Oct 2018 - Oct 2028
Commission	$0 - $1,750,000 = 42% $1,750,001 - $3,500,000 = 40% $3,500,001 and up = 35% Gross ranges will increase 2% each year if $4 Million gross is achieved, if not the ranges would stay the same for that year
Capital Outlay	$275,000 per year $200,000 to CE for infrastructure $75,000 customer enhancements approved by CE (but retained by Butler)
Ride Inspection	75% of Fee
Promotional	$25,000
Photos	25% of net sales
Customer Service	min of 15 ticket booths min of 13 rest area canopies min of 1 customer service booth
Insurance	GL $5 Million Subrogation WC - Must Have

PROPOSED EXTENSION WITH BUTLER AMUSEMENTS

Staff negotiated a 3-year extension with Butler Amusements. The only change made to the terms is that Cal Expo has the ability to spend Capital Improvement funds within **and** outside of the midway area.

RECOMMENDATION

Staff recommends approving Amendment No 1. Agreement 18-0660 with Butler Amusements.

ATTACHMENTS

Buter Amusements Contract Amendment

California Exposition & State Fair

AMENDMENT NO. 1

CALIFORNIA STATE FAIR AMUSEMENT SERVICES AGREEMENT

Amendment No. 1
Agreement No. 18-0660

This Amendment No. 1 to the underlying Butler Amusements Agreement ("Agreement") is made and entered into between Butler Amusements ("Butler") and California Exposition & State Fair ("Cal Expo") in Sacramento, California.

The following provisions are revised, deleted or added to the Agreement:

1. Page 2, TERM, is hereby deleted in its entirety and replaced with the following to now read:

   The term of this Agreement commenced on October 1, 2018 and shall terminate on October 1, 2031. The term of this Agreement does not convey to Butler the right to occupy and use the premises except during the annual California State Fair. The annual State Fair generally starts around the second or third Friday in September and lasts for 17 days. Cal Expo reserves the right to designate and redesignate the operating days during the State Fair. If changes to the annual State Fair operating days occur, Cal Expo must notify Butler no later than December 21 in any year in which this agreement is in force, or as soon as reasonably possible. Should Cal Expo make changes to the number of operating days of the State Fair, or redesignate operating days, Cal Expo and Butler agree to renegotiate the commission and payment schedule as necessary.

2. Page 4-5, CAPITAL IMPROVEMENTS, section e) is hereby added to now read:

   Capital Improvement funds may be used and directed by Cal Expo to enhance the Fairgrounds during the annual California State Fair in areas both within and outside of the defined Midway footprints, excluding the $75,000 customer experience funds of which Butler has discretion to use.

All other terms and conditions shall remain the same.

IN WITNESS WHEREOF, the parties hereto have affixed their signatures on the date shown below:

BUTLER AMUSEMENTS, INC.

By:_____
Lance Moyer
President

Date:_____

Address:
1006 Travis Boulevard
Fairfield, CA 94533

CALIFORNIA EXPOSITION & STATE FAIR

By:_____
Tom Martinez
CEO

Date_____

Address:
1600 Exposition Boulevard
Sacramento, CA 95815

13. o. Brian Foust

Brian R. Foust, Founder
Pontiac Motor Company
Modesto, CA 95358

August 1, 2026

California Exposition & State Fair Board of Directors
1600 Exposition Blvd
Sacramento, CA 95815

Subject: Letter of Interest & Proposal – Hosting the *Concours de Grande Vallee Cup* at Cal Expo

Dear Members of the Board of Directors,

I am writing to formally present a proposal and gauge Cal Expo's interest in serving as the host venue for the ***Concours de Grande Vallée™***, a premier Hunter/Jumper equestrian championship designed to bring high-caliber equestrian sport, regional tourism and vibrant community engagement back to Sacramento.

Executive Overview & Concept

The *Concours de Grande Vallée* is envisioned as the grand finale of a multi-tiered equestrian tournament structure. Designed to pair elite competition with accessible community hospitality, the event establishes a dedicated pipeline for regional riders—anchored by the *Concours de Californie*™ feeder circuit across California's fairgrounds—culminating in a championship spectacle at **Cal Expo Arena™** (formerly, the Miller Lite Grandstand Arena).

Why Cal Expo?

Cal Expo stands as California's central hub for agricultural, athletic and entertainment excellence. The **Cal Expo Arena** and surrounding facility footprint offer an unmatched setting to deliver an elevated spectator and competitor experience:

1. **Unrivaled Venue Capabilities**: The central arena layout, seating capacity, and parking infrastructure provide the ideal footprint for a premier grand prix jumping environment, night-class events, and VIP spectator hospitality.

2. **Economic & Regional Impact:** Hosting a championship event of this scale draws riders, trainers, families and equine enthusiasts from across the state—generating local hotel occupancy, dining revenue, and retail commerce across Sacramento County.

3. **Grassroots & Community Engagement:** Leveraging a ticket pledge and community outreach framework, the series actively integrates local riding academies, youth equestrian programs and regional sponsors, driving strong advance attendance and multi-day venue engagement.

4. **Celebrating California Heritage:** Re-energizing Cal Expo's rich equestrian legacy aligns directly with the venue's founding mission to celebrate California's agricultural and athletic traditions in a high-profile, modern format.

Proposed Event Structure

- **Featured Competition:** Grand Prix Hunter/Jumper classes, speed stakes and youth/amateur division showcase finals.
- **Spectator Experience:** Promenade vendor village, regional food and beverage showcase and premium ringside dining/VIP seating suites.
- **Operational Footprint:** Utilization of the main arena, staging/warm-up areas, stabling zones and flexible vendor spaces.

Next Steps & Collaboration Exploration

I welcome the opportunity to discuss facility availability, operational parameters and potential event dates with Cal Expo management and the Board of Directors.

Thank you. I appreciate your time, leadership and continued dedication to making Cal Expo a global premier destination for California sports and entertainment. I look forward to the possibility of collaborating on this exciting initiative.

Sincerely,
//Brian R. Foust//, Founder
Pontiac Motor Company
Concours de Grande Vallée
Concours de Californie
PH 209.345.9600

cc

Sup. Channce Condit, StanCo BOS