



*Fairs Year-round Information

November 2017

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Save the Date for Maintenance Mania!

**Maintenance Mania 2018, Tuesday - Thursday, February 6 - 8,
at the California Exposition & State Fair in
Sacramento**

Maintenance Mania qualifies for the Fair Training Allocation Program and fairs class size 1-X and I-IV+ are eligible to apply for training and travel cost reimbursements. Please contact CDFA's Fairs & Expositions Branch at 916/999-3000 for reimbursement requirements.



Maintenance Mania is a long-established educational event designed to help everyone involved in the maintenance and operation of a fairgrounds expand their job knowledge, trade on-the-job experiences, and to meet and network with colleagues from other fairs.

2018's sessions and workshops will be lead by industry experts who understand firsthand the challenges fairs face every day, and include topics related to emergency response and crisis

management. Fair CEOs, maintenance supervisors, maintenance staff and all other interested fair staff members are highly encouraged to attend.

Maintenance Mania is scheduled for Tuesday - Thursday, February 6 - 8, at the California Exposition & State Fair - CalExpo - in Sacramento. Day One is an optional day of boomlift, fork lift and lift truck operator certification* testing, followed by two days of skills training, educational workshops and state-mandated training.

Visit www.maintenancemania4fairs.com to register online and for event updates as they become available.

**Certification classes are limited to 20 attendees each. Attendees must have previous hands-on training and be able to demonstrate equipment operation to the instructors' satisfaction.*

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Go West!

There's Still Time to Register for WFA's Annual Convention & Trade Show, January 3 - 6, at the Anaheim Marriott



This is one event you can't afford to miss! Not only is Western Fairs Association's annual convention a great opportunity to network with managers, directors and staff from fairgrounds in and outside of California, it's also an opportunity to learn about industry-relevant topics and to be inspired by keynote speakers and award-winning fairgrounds and businesses. You can even go shopping for entertainment, food vendors and more at the trade show and the entertainment showcase.

Be part of the new Leadership Luncheon on Wednesday, January 3. Learn how to get more out of your WFA membership, PLUS hear the 2017 Merrill Finalists' presentations!

Visit WFA's website, www.westernfairs.org, to register for the convention as well as to receive a special hotel room rate of \$99 plus tax, per night, at the Anaheim Marriott. The

specially-priced rooms are available on a first come, first served basis through December 10, 2017. Online convention registration also closes December 10, with onsite registration beginning January 3, 2018.

[Look for CFSA at the WFA Convention!](#)

CFSA staff will be available throughout the convention to answer any questions you may have about CFSA's pool programs and business support services.

On Thursday and Friday, January 4 and 5, stop by **CFSA's trade show booth, #421**, and say hello.

You'll also find CFSA staff making presentations! Join us at the:

- **Leadership Luncheon & Merrill Award Finalist Presentations**, for a committee report from Rebecca Desmond, CFSA deputy executive director and chair of the Leadership Development Committee. Wednesday, January 3, 12:30 - 2 p.m. (Advance ticket required.)
- **Business Planning as a Tool to Weather Economic Conditions**, presented by Becky Bailey-Findley, CFSA executive director, and Gary Findley, Gary Steven Findley & Associates. Wednesday, January 3, 2:15 - 5:15 p.m.
- **Fair Directors & Executives Leadership Workshop**, with a presentation from Rebecca Desmond, on Saturday, January 6, 8:30 a.m. to 12:30 p.m. (Advance ticket required.)

Meet one-on-one with CFSA. If you would like to meet privately with someone from CFSA's team during the convention, you can request a private meeting. Stop by CFSA's trade show booth to set up a convenient time, or contact Melissa Thurber, CFSA Communications, at 916/263-6163 or mthurber@cfsa.org to set up a meeting in advance.

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Action Plan 2018: CFSA and CFSA's Risk Control Specialists to Work Closely with Pool Members to Help Fairs Improve Loss Histories and Lower Annual Fees

Every fall, CFSA strives to provide Workers' Compensation and General Liability pool member fairs with annual program fee estimates so that the fairs and CFSA can budget for the upcoming year. This year, at the CFSA board of directors' October board meeting, the board reviewed an in-depth analysis provided by CFSA staff with assistance from CFSA's third-party actuary, risk capitalization consultant and excess insurance coverage broker to set the direction for adequately funding both pools in 2018 to cover anticipated losses. This analysis included a historical review of claims and reserve funds for both pools, plus the recognition of current claims trends with a forecast of how claims will develop in the future.

The Workers' Compensation Pool is performing as expected with no unusual occurrences or trends. That's good news! Fair employees are doing their jobs safely and responsibly. As a result, the Workers' Compensation Pool's base rate will remain unchanged for another year! Base rates are 5.8% for members of both the Workers' Compensation and General Liability pools and 6% for members of the Workers' Compensation Pool only.

After the Workers' Compensation Pool's annual actuary study is completed in January/February 2018, the base rates will be finalized at the board's April board meeting and pool members will receive a true-up of their 2018 fee using their final 2017 payroll figures.

The General Liability Pool, however, is not performing as favorably. While fairs are to be commended for reducing the number of general liability claims, from 138 claims in 2003 to just 30 in 2016, the *severity* (cost) of settling these claims for CFSA has risen dramatically - up 46% since 2011. This, combined with the steady increase of claims costs during the past

five years that have reached \$1 million or higher - four in 2017 alone - is putting a strain on the General Liability Pool's reserves.

In October, the CFSA board made the difficult decision to raise the General Liability base fees by an estimated 25% for 2018. CFSA is also reviewing options for excess coverage that will effectively help CFSA spread general liability costs to the excess carrier sooner than in previous years.

Risk Pooling is a shared risk. We share the risk; we share the costs; and we share in the responsibility of doing all we can to lower costs and reduce claims.

Talk to your fair's CFSA risk control specialist today about any new events or activities you have planned for your fairgrounds next year as well as any safety goals your fair's staff may have. If you are not a member of a CFSA pool program, you can also contact Tom Amberson, Risk Department manager at 916/263-6180 or tamberson@cfsa.org.

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Thank you for reading the *fyi* newsletter. If there is something we can do to make *fyi* more valuable to you, please let us know: mthurber@cfsa.org.
