



Revenue Protection Program Fee Structure to Remain Unchanged in 2003

In a time of rising insurance costs, CFSA is providing California's fairs with yet another money-saving exception to the rule.

During CFSA's October board meeting, the board unanimously approved recommendations (from the Revenue Protection Program Claims Committee and CFSA staff) to keep the fee structure for the Revenue Protection Program the same in 2003 as it is currently in 2002.

The board also approved several recommended changes in the program's Memorandum of Coverage (MOC). Two of these changes clarified existing verbiage, while the third documented a change in the way Air Quality Management Districts now measure air quality.

MOC Clarifications

To clarify that all Revenue Protection Program claims are adjusted based on revenue losses occurring over the *full run* of a covered fair or interim event, not for an individual day, the Committee and CFSA staff revised the definitions of "Fair Time" and "Covered Interim Event." A more succinct definition for "Loss or Losses" was also incorporated into the MOC.

The revised definitions are:

"Covered Interim Event means *the full run* of an annual fair

continued on back...

CFSA Board of Director Election Update

On December 31, 2002, the terms of two elected CFSA directors will expire: Richard Persons, representing fair classifications 1-2, and Forrest White, representing fair classifications 3-7.

The process of filling these seats began in September when a Notice of Election was mailed to all CFSA member fair boards. This Notice asked the boards to confirm their current elector or to appoint a new elector* to vote on behalf of their fair in this election.

Shortly thereafter, Director White, board chair, appointed

continued on back...

Let's Go to the Fair

Nineteen of the 26 fairs tallied to date reported an increase in their 2002 total paid attendance. Thank you to everyone who has provided their fair's total paid attendance figures. While this isn't the only way to determine a season's success, it is interesting to track paid attendance trends year to year and reasons cited for totals both up and down:

2002:	2,392,752 patrons	Total:	+ 106,683 patrons
2001:	2,286,069 patrons	Up:	+4.66

National Orange Show Rejoins CFSA's Workers' Compensation Pool

It's official. As of October 1, 2002, the National Orange Show has rejoined the Workers' Compensation Risk Sharing Pool administered by CFSA.

CFSA's staff looks forward to working with everyone at the fair, and to providing them with all the value-added Loss Control and Risk Management services the fair is now eligible for as a member of the pool.

Mark Your Calendar: Fairs Alliance Conference & Maintenance Mania 2003

During the Fairs Alliance Conference, November 5-7 in Sacramento, CFSA is set to lead a discussion on rodeo safety guidelines.

The *Rodeo Bulletin Roundtable* is scheduled for November 5, 2:00 p.m. If you hold rodeos on your fairgrounds, this roundtable is a must.

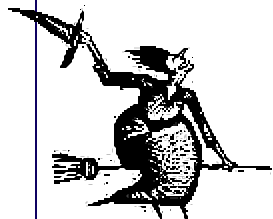
Maintenance Mania 2003 is tentatively slated for January 2003 at the Big Fresno Fair grounds.

continued on back...

Good News! F&E Okays Increase in Unemployment Insurance Reimbursements to Fairs

One of the services CFSA provides for all California fairs (on behalf of F&E) is the reimbursement of a percentage of each fair's annual unemployment insurance costs. The money is appropriated

continued on back...



Happy Halloween!



October 21, 2002
Issue 6, Volume 12

Let's hear from you!
Contact *fyi* at:
(916) 263-6163
Fax: (916) 646-1238
mthurber@cfsa.org
Visit our new Web site:
www.cfsa.org
© 2002 CFSA

"I have not failed. I've just found 10,000 ways that won't work."

~Thomas Alva Edison

fyi

October 21, 2002
Issue 6, Volume 12

© 2002 CFSA

Revenue Protection, continued...

sponsored event listed on the Cover Page of the MOC for which records are documented showing revenues and expenses on an annual basis."

"**Fair Time** means the *full run* of the annual fair, which includes exhibits and competition pursuant to Business and Professions Code Section 19627."

"**Loss or Losses** means the total revenue lost over the full run of Fair Time or Covered Interim Event, adjusted on the basis of the Fair or Event's three-year average. Individual day losses, where total Fair Time or Covered Interim Event revenues are above the three-year averages, are NOT reimbursed under this program."

MOC Procedure Changes

In the time since poor air quality was added to the Revenue Protection Program's MOC as an occurrence, Air Quality Management Districts have changed the way they measure air quality:

"**Unhealthy air quality** means that the designated Air Quality Management or Air Pollution Control District for the Participating Entity site has issued an unhealthy advisory notice during Fair Time or covered Interim Event. An unhealthy advisory notice is issued when the *Air Quality Index (AQI)* for a geographical area is expected to exceed *150 AQI or the current standard for unhealthy air quality.*"

When your fair purchases Revenue Protection coverage, you'll receive a copy of the revised MOC. Questions? Call Rick Wood at (916) 263-6147.

CFSA Board of Director Election Update, continued...

and will chair, a nominating committee that in addition to him includes Dave Gowan, CEO of the Mendocino County Fair and Apple Show, and Tony Leo, CEO of the Stanislaus County Fair.

Board nominees will be selected from the list of fair electors, including CFSA's outgoing directors should they desire to run again. (If you are an elector interested in running for a board seat, please let Forrest, 209/466-5041; Dave, 707/895-3011; or Tony, 209/668-1333, know ASAP.) Once the nominations have been made, ballots will be mailed to all electors no later than November 20, 2002. The results of the election will be announced in December.

**An elector is a fair manager or fair board member authorized by his or her fair's board to vote on the fair's behalf in CFSA elections. This person, if so elected, is also eligible to sit on CFSA's board.*

CFSA's 2001 Annual Report is in the Mail

If your fair hasn't received copies of CFSA's 2001 Annual Report, "Safety First," or if you'd like additional copies, please contact Melissa Thurber at 916/263-6163.

Mark Your Calendar, continued...

The 2003 event will offer classes, workshops and certification programs similar to last year's event. And like last year, attendance is free.

Watch *fyi* for Maintenance Mania details as they become available.

Unemployment Insurance, continued...

on an annual basis as part of the governor's budget. The amount reimbursed is based on fair classification. For fiscal year 2002-2003, CFSA recommended that the reimbursement rates be increased. F&E agreed.

Fairs in classes 1 and 2 will continue to receive a 100 percent reimbursement, classes 3 and 4 will receive a 90 percent reimbursement (up from 80 percent), and classes 5 through 7 will receive a 75 percent reimbursement (up from 60 percent).

It's interesting to note that from January 1, 2002 to August 31, 2002, CFSA reimbursed 57 fairs a total of \$427,366.02 for unemployment insurance costs.

