

**CFSA's Safety Training Programs,
from page 3**

So that CFSA can continue its tradition of offering value-added services, Tom asks you to be sure:

~ **your fair doesn't cancel scheduled training at the last minute.** We know unexpected scheduling conflicts happen, but we try very hard to schedule by region to make our services cost effective for everyone.

~ **the number of students signed up is accurate.** With many of the certification courses CFSA offers, we're limited on the number of students we can train per day. It's very important for us to have an accurate count of students for training material purposes and logistic considerations, too.

~ **your employees bring any workbooks we provide in advance to the class.** CFSA sends the fork- lift and boom lift training books to the fairground prior to the training session for two reasons:

- 1) to save students about two hours of class time by giving them the opportunity to work through the self-paced portion of the manual, and
- 2) oftentimes students become nervous during formal training and testing so sending the material out early gives them an opportunity to become more comfortable with the subjects they will be tested on. This provides a better rate of success.

The average cost of training materials for a CFSA student is \$25. If half of the students in a class forget to bring their books, that cost rises to \$37.50 per student.

It's imperative, Tom emphasizes, that our members work with us to reduce the number of cancellations or substantial modifications made to a scheduled training class without notifying CFSA. If this can be done,

Continued in next column...

**CFSA's Safety Training Programs,
from previous column**

CFSA won't be faced with imposing some type of cancellation fee.

Our safety training services are truly value-added, Tom says, and CFSA is committed to continuing to provide its members with the best possible training available with no additional fees. With your help we can do it!

To talk to Tom about your fair's safety training needs, give him a call at 916/263-6186.

**Maintenance Mania 2004,
continued from page 3**

This year's event returns to the two-day, two location format:

Northern California: February 3, 4, 5, El Dorado County Fair in Placerville.

Southern California: February 24, 25, 26, Antelope Valley Fair, Lancaster.

There will be two days of instruction instead of three:

2004's instruction will begin on Tuesday instead of Monday, with Tuesday and Wednesday dedicated to seminar courses. Thursday is now the "optional" day offering forklift and boom lift training and certifications.

Note: Class size for the forklift and boom lift training and certification is limited; you *must* pre-register. Attendees registered for the full two-day seminar will be given priority. Registration is non-transferable.

More specialized classes added:

Classes will also be tailored to student experience levels.

Registration Information:

Registration packets will be mailed to all fairs by December 31, 2003 or, beginning December 29, you may register online at www.cfsa.org. For more info call Tom Allen at 916/263-6186 or check CFSA's Web site.

4

fyi

Fairs Year-round Information
December 2003
Issue 8, Volume 13

**Class V-VII Fairs:
CFSA Announces a New Optional
Excess General Liability Program**

If your fair is one of the Class V-VII fairs interested in purchasing higher general liability limits to cover catastrophic losses, Charlie Mitchell, CFSA's risk manager, has some news for you.

Effective January 1, 2004, Class V, VI and VII fairs could have the option of purchasing either: 1) an additional \$5 million in limits for a maximum limit of \$15 million, or 2) an additional \$15 million in limits for a maximum of \$25 million, subject to obtaining a minimum level of participation from impacted

Continued on page 3...

Fair Agency Holiday Hours

CARF will be closed Monday - Friday, December 22 - 26, and on New Year's Day, January 1.

CCA is closed Thursday - Friday, December 25 - 26, and January 1.

CFSA will be closed Wednesday - Friday, December 24 - 26, as well as New Year's Day, January 1.

WFA will be closed Thursday - Friday, December 25 - 26, and New Year's Day, January 1.

F&E is closed on Christmas and New Year's Day, January 1.

**Is Your Fair Promoting Rodeos
and Motorized Racing Events in
2004? You'll Want to Read This.**

With more and more fairs opting to promote their own rodeos and motorized racing events instead of deferring to outside promoters, CFSA's Risk Advisory Committee met to discuss a proposed policy requiring fairs sponsoring or operating either of these events to purchase outside general liability coverage just as a contractor would be required to do. The reason for this is that CFSA's pooled liability program isn't structured or priced

Continued on page 3...

**CFSA's Safety Training Programs:
Ya get MORE than what ya pay for**

For more than a decade, CFSA has provided the members of its Workers' Compensation Risk Sharing Pool with high quality employee safety training. In fact, CFSA's Safety team has trained (and certified) more than 650 fairground employees on safe forklift operation alone. Safety training such as this is one of the benefits members receive as participants in the pool and it is offered as a "value-added" service. What does "value-added" mean?

Continued on page 3...

1

When the San Joaquin Fair Brings Ag Education to the Classroom, Students Bring Classroom Ag Projects to the Fair

Worm Composting. Not Quite Livestock. Aztec Floating Gardens. Bottle Biology. No, these aren't the answers to questions on an SAT test, but a sampling of the free agriculture-themed classroom curricula offered by the San Joaquin Fair to area elementary, junior high and high school teachers and students. In exchange for the free curricula and project materials, the teachers promise to show what their students have learned by exhibiting the students' final projects at the annual fair.

The San Joaquin Fair's ag education program, inspired by the achievements of the 48th DAA, the Schools Involvement Fair, was launched more than seven years ago, said San Joaquin Fair Deputy Manager Troy Bowers. He, along with Sharon Gaines, the fair's agriculture education coordinator, work year-round on the program. Among their many responsibilities is to find course work from resources such as universities and commodity councils that meets California's educational standards, along with program supporters to either donate or help pay for curricula and materials. Troy and Sharon also travel to area schools to lead how-to workshops with participating teachers.

Word of mouth within the educational community brings a steady stream of participants, Troy notes, but he and Sharon also continually meet with instructors to promote and introduce them to the fair's program. Outreach programs of this type take work, he emphasized, but the goodwill they generate within the community makes the work very worthwhile. This year, Troy continued, more than 300 classrooms took part in the program and had exhibits at the fair.

Interested in starting a similar program at your fair? You'll find information about current curricula on the fair's Web site: www.sanjoaquinfair.com/education.htm. Troy and Sharon would also be happy to talk with you and to answer any questions you may have. Call them at 209/466-5041 or send them an e-mail at: exhibits@SanJoaquinFair.com

Straight from the Horse's Mouth: California's Summer Fair Horse Racing Circuit Proves Profitable

Thanks to an influx of approximately \$9.3 million in account deposit wagering* and some Seabiscuit magic, the California summer fair circuit enjoyed a solid season.

The Northern California circuit, which kicked off in June with the San Joaquin Fair in Stockton, wrapped up with the Big Fresno Fair on Columbus Day, Monday, October 13.

Overall, meet totals were encouraging. The San Joaquin Fair reported a record all-source handle of \$16.95 million, while the 11-day Alameda County Fair recorded its second-highest handle total of \$26.29 million. And this was in spite of a 10 percent decline in on-track business due to an extraordinary heat wave during opening week. An increase in all-source handle was also the story for the Solano County Fair, which experienced a 12 percent jump over 2002's totals, to a little over \$25 million.

The 12-day Sonoma County Fair was off 4 percent, settling at \$29.45 million, but ended strong with a closing day crowd that was up 5 percent in attendance and 15 percent in on-track handle from 2002. The San Mateo County Fair increased all-source live handle by 11 percent, while the California State Fair experienced a slight overall increase in attendance and only a 3 percent decrease in handle despite losing a day of racing to rain. And although the Humboldt County Fair in historic Ferndale and the Big Fresno Fair share little geographically, both had increases in on-track handle over 2002's totals.

Christopher Korby, executive director of the California Authority of Racing Fairs (CARF), believes that a three-year effort to attract out-of-state horsemen to the fairs is beginning to pay off, as is the increased attention by fair managers to maintenance, safety issues and track surfaces. And of course, the Seabiscuit factor didn't hurt.

* In California, "account deposit wagering" refers primarily to online betting and includes some phone wagering.

This article contains revised excerpts from an article by Mike Kane and Jack Shinar that ran August 23, 2003 in The Blood-Horse Magazine.

Mark Your Calendar for a New and Improved Maintenance Mania in 2004

Tom Allen, CFSA's safety manager, announced that not only will Maintenance Mania return in February 2004, but it's back with a new format thanks to input provided after the popular training event in 2003.

One thing that hasn't changed, however, is the fact that Maintenance Mania is still free of charge and open to all fair maintenance staff, regardless of experience level.

Continued on page 4...

Optional Excess General Liability Program, continued from page 1

member fairs. The cost of the additional coverage would be based on a fair's total operating revenues, plus a 5 percent CFSA administration fee.

Highlights of the proposed program have been sent to Class V-VII member fairs and contacts will be made by CFSA staff asking for input or interest in the program. In the meantime, you can contact Charlie at 916/263-6150 for an update on this proposed program.

Motorized Racing and Rodeo Liability Coverage, continued from page 1

to provide primary coverage for high-risk activities.

To help member fairs obtain adequate, affordable coverage, CFSA is investigating offering a special group purchase program that would allow CFSA to purchase the coverage and then bill those member fairs promoting or operating hazardous events.

Here's where CFSA needs your help. One of the first steps in the investigation is to identify the number and types of high-risk events CFSA-member fairs are planning for 2004. CFSA has mailed out two short survey forms, one for motorized racing, the other for rodeo events. If your fair is interested in participating in a group purchase program for either event, please complete the appropriate form and fax it back to Lianne Lewellen, CFSA's risk analyst, at 916/263-6159 as soon as possible. (The survey form asks for your response by December 17, but Lianne is still accepting the forms.)

For more information about the proposed program, please contact Lianne at 916/263-6145 or Charlie Mitchell, CFSA's risk manager, at 916/263-6150.

CFSA's Safety Training Programs, continued from page 1

It means the cost of employee safety training is part of your annual membership fees and there are no additional costs to members at the time of training.

CFSA's commitment to its members' safety shows in the training offered and the funds invested in that training. While most JPAs typically spend about 4.28 percent of the fees collected annually on risk control programs, CFSA budgets much more. In 2002, for example, CFSA spent 9.16 percent on risk control services.

To its members' benefit, CFSA also takes care to spend training dollars wisely. The average cost for one of CFSA's safety specialists to provide training to a member fair is \$350 a day, reports Tom Allen, CFSA's safety manager. If the fair is 300 miles or more from Sacramento, the cost can triple for one day of training due to the time and travel costs. To save money, when training is planned for a particular fair, Tom and the other safety specialists will try to schedule work at neighboring fairs to coincide with the training date. But, he's quick to add, at the same time, we take pride in being responsive to our members' needs and will balance economic considerations with individual fair needs. CFSA's safety programs and related training are very unique to loss control programs and have been used as models by other joint powers authorities and industries.

Unfortunately, Tom pointed out, when there's no direct cost to the fair associated with a service, its perceived value can decrease. When we open up our checkbook or wallet to purchase a product or service, the value we associate with it can be much more dramatic. A good example of this is our forklift certification program. He explained:

CFSA uses the Ives and Associates training program for its forklift and boom lift training. We chose this program because it will always meet or exceed the regulatory requirements in industrial equipment safety. Ives has specialized in this area of training for more than 20 years and is simply the best out there. If you were to bring an Ives instructor to your fair, the cost would be \$1,850.00 per day. With a limit of eight students per forklift certification course, that's a cost of \$231.25 per student.

The cost to the pool for CFSA to provide the same exact course to workers' comp pool members in Southern California (including travel) is \$131.25 per student. We also bring a great deal more experience from the fair industry to our classes.

Continued on page 4