



Getting Wired

Ordering Electrical Wire for a Project? Beware the Price Quote Deadline

Cailee DeFoe, CFSA's purchasing agent, sends a heads up to everyone getting ready to place an order for electrical wiring: the days of price quotes being valid for . . . well . . . days, are over.

The market for wire products is currently so volatile, she says, that price quotes are typically valid for **less than 24 hours**. This means that in most cases, the day you get the bid, is the day you need to buy the wire, or you'll need a new bid, which could be up to 10 percent higher. And when you're talking about an order that's already thousands of dollars, that extra 10 percent packs quite a punch.

Need Help with an Order? Give Cailee a call at 916/263-6187. She'll be happy to help you with your wiring purchases as well as most any other purchase for your fairground.

Supers' School Participants Have a Super Time

A tired but contented Pat Conklin, back in her Butte County Fair office after the two-day Supers' School at Cal Expo, was delighted to report that attendees overall were extremely pleased with the experience. Conklin was chair of the 2007 School, which was coordinated by Tomme Jo Dale, Division of Fairs & Expositions' fair management consultant.

Response cards from the 110 exhibit designers, coordinators and exhibits staff members who attended the event, indicated that the majority rated this year's Supers' School "great" or "excellent."

Conklin attributed the enthusiastic feedback to a concerted effort on the part of organizers to incorporate ideas into this year's event that were suggested by attendees at past events.

Another objective was to focus attention on new categories of exhibits featuring technology and cultural diversity.

"We have a lot of fun," Conklin said of the bi-annual event sponsored by the Division of Fairs & Expositions. "We play, but we learn."

Sessions included such titles as Marketing Your Exhibit Program, Closing the "Sale" on Sponsorships, and Creating a Gallery-Type Display.

As always, Conklin and Dale said, the hands-on sessions were the most popular.

"It's a great training experience and a great networking experience for the sharing of ideas," Dale said. "A lot of fair staff don't get the opportunity to network and borrow ideas. I think that is the best thing (Supers' School) does."

Conklin took "tons" of candid pictures, many without the participants' knowledge.

"I'm going to charge \$25 (each) to keep them out of circulation," she joked.

CCA Helps Raise Contra Costa County Fair's New Administration Building Above the Water Line

Imagine having your administration building flood seven years out of nine. Unless wearing waders and moving all your files to higher ground on a nearly annual basis is your idea of fun, Contra Costa County Fair's administration building was definitely not the place to be come winter. But as of May, when Fair Manager Lori Marshall and her staff move into their brand new 2,600 sq. ft. administration building, flooding should be a thing of the past.

The continual flooding was the result of a bottleneck in the city of Antioch's storm drain system and out of the fair's control. In January 2006, however, after yet another flood, the fair had had enough. Lori notified CFSA and the California

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Have a CFSA Claim Form to File? Do It Right Away!

When a fair employee or fairground visitor is injured on your fairgrounds, Patti Nevin, CFSA's workers' compensation administrator, and Rosalyn Johnson, senior general liability claims examiner,

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Is Your Fair a Nonprofit? You'll Want to Know About CompassPoint

Have you heard about CompassPoint? Based in the San Francisco Bay Area, CompassPoint offers

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"Home computers are being called upon to perform many new functions, including the consumption of homework formerly eaten by the dog."
~ Doug Larson

fyi

April 13, 2007
Issue 2, Volume 17

Let's hear from you!
Contact fyi at:
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"There's something wrong with a mother who washes out a measuring cup with soap and water after she's only measured water in it."
~ Erma Bombeck

fyi

March 9, 2007
Issue 1, Volume 17

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Contra Costa Fair, continued

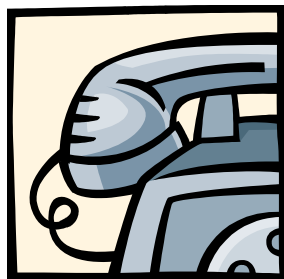
Construction Authority (CCA) of the water damage and submitted a claim to the Pooled Property Protection Program administered by CFSA. To prevent future flooding, the fair, after conferring with CFSA, CCA and several outside consultants, decided to use the claim repair money as seed money toward the construction of a new administration building – one that would be built on the existing site, but on a new, raised pad. The remainder of the construction money would come from the fair and FEMA funds.

To save on demolition costs, Lori got creative and offered the building to local fire battalions: Would they like to burn it down as a training exercise? Even though the Air Quality Management District nixed this idea, axe-wielding firefighters did take her up on the building offer and used it for other training exercises.

CCA managed the overall project, including the demolition, and mold and asbestos abatement in the old administration building, and coordinating local contractors. CCA's day labor crew raised the building's pad 2½ feet to the same height as an adjacent building, a museum of antique fair equipment that had never flooded.

With the fair's target move-in date set for May 18, just in time for the opening of the 2007 fair, May 31, Lori thanks Jon Pike and all "the guys" at CCA, along with Paul Melloni (Melloni Construction), for all their hard work and patience. She appreciates the time everyone spent explaining things to her, helping her learn a lot in the process.

Lori and her staff are looking forward to moving into their new building and having friends stop by for a visit.



Have a question for any of the fair agencies (CFSA, CCA or CARF)? Call fyi and we'll get the answer for you and print it in a future fyi. Chances are, if you have a question about a particular subject, one of your colleagues probably does too. Call Melissa at 916/263-6163, or send an e-mail with your question to: mthurber@cfsa.org

CFSA Claims Forms, con't.

ask that you send in your accident reports and claim forms ASAP. During fairtime they understand how it might be tempting to save up your forms until the fair is over, but, both claim experts agree, it's not to your best advantage to do so. Remember too, sending in a form isn't admitting liability, you're simply complying with the law and helping Patti and Rosalyn stay informed should an injured worker or a fairgoer's lawyer contact CFSA about the incident.

Have a question about the claim process or an existing claim? Call Patti (workers' compensation) at 916/263-6172 or Rosalyn (general liability) at 916/263-6171.

CompassPoint, con't.

a wide range of professional development and technology workshops, in addition to online resources for people working at nonprofit organizations, including executive and board directors.

Workshop topics run from management training and fund-raising, to financial management, marketing, and volunteer recruitment.

Technology classes include introductory and intermediate courses in Word, Excel, Access, PowerPoint, Dreamweaver, and more.

If traveling to San Francisco or the Silicon Valley for a class is inconvenient, CompassPoint (www.compasspoint.org) also has free online resources at www.genie.org including nonprofit FAQs and a guide for the "Accidental Techie" (under the "Resource Directory" menu link).