



### **CDFA Secretary Ross Forms Fair Consortium to Explore Entrepreneurial Opportunities for District Agricultural Association Fairs**

In the May revision of Governor Brown's 2011/2012 budget, the administration directed California Department of Food and Agriculture Secretary Karen Ross to develop a comprehensive policy on State fairgrounds regarding the feasibility of retaining State property ownership and opportunities in alternative governance models for district agricultural associations (DAAs). To that end, Secretary Ross formed a consortium of fair industry representatives and stakeholders to provide input for the Department's policy recommendation to the Governor.

The consortium will explore ways the State can assist DAAs in being more entrepreneurial as they face their first fair season in 2012 without General Fund support. The State recognizes the great public benefit the Network of California Fairs provides from the production of annual fairs to active participation in the State's emergency response planning.

"The Secretary believes strongly in collaboration and transparency, and the consortium will provide the necessary

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### **California Construction Authority is Under New Management and Building a Bright New Future**

It's official! On Friday, July 1, CFSA will welcome Bryan Eubanks and California Fairs Financing Authority, formerly known as California Construction Authority, to its newly created Construction Department. (CCA's offices close June 30.)

CCA and CFSA's board of directors have entered into a six-month management contract that will enable California Fairs Financing Authority (CFFA) to continue operating under its joint powers agreement and, most importantly, to continue assisting California's fairs with planning, design, bidding, contract management, construction management and project close-out services on a fee-for-services basis.

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### **Fairs Property Protection Program Set to Continue for Fiscal Year 2011 - 2012 Despite Loss of State Funding**

Rick Wood, CFSA's assistant director - Finance, reports that despite the elimination of the Property Protection Program's State subsidizing by the Division of Fairs and Expositions, the program can still be offered for fiscal year 2011 - 2012.

The program itself will undergo a few changes allowing fairs to continue to pay premiums based on individual fair property values. The fairs' premiums will fund the primary pool from which claims under the pool's self-insured retention (SIR) are paid. Pool reserves will be used to purchase an excess commercial policy that will protect the pool from claims above the SIR. To minimize the pool's risk exposure, the minimum deductible for all fairs increased from \$25,000 to \$50,000. Another change is that the billing cycle will move from January to July. Fairs will be allowed to make monthly payments beginning in July 2011 rather than having to pay the full amount the following January.

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### **Mark Your Calendar! Join Western Fairs Association and the California State Fair for the 2011 Feature Fair Tour, July 20 - 22**

Here's your opportunity for a rare peek behind the scenes at the one and only 2011 California State Fair.

For just \$99, you'll enjoy: A Welcome reception, entry into the fair and free parking Wednesday - Friday, July 20 - 22, a monorail ride, two lunches and one dinner, a ticket to see Lee Greenwood in concert, specially planned tours, and more! (Transportation to and from the host hotels and the fairgrounds is also available.)

The tours include behind-the-scenes looks at the Merrill Award-winning Demonstration Farm, the State Fair racetrack and backstretch (plus a special Feature Fair Tour race with photos in the winner's circle), and a private tour of the California's Golden Fairs exhibit.

And you're not done yet: Enjoy a reception with Butler Amusements, and a Q & A session with California State Fair CEO Norb Bartosik and fair staff. You're also invited to join Stephen Chambers, WFA's executive director, on a personal tour of California's State Capitol!

To register for the Feature Fair Tour, visit [www.western-fairs.org](http://www.western-fairs.org), and select Feature Fair Tour in the Quick Links menu. Fill out the registration form by the July 11 deadline and send it to WFA, Attn: Liz Waxstein, by Fax: 916/927-6397, or by mail: Western Fairs Association 1776 Tribute Road, Suite 210, Sacramento, CA 95815.

You'll also find host hotel info on the registration form. Questions? Please contact Liz at [lizw@fairsnet.org](mailto:lizw@fairsnet.org) or 916/927-3100.

"If you don't want anyone to know, don't do it."

~ Chinese Proverb

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Let's hear from you!  
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"A diplomat must always think twice before he says nothing."

~ Irish Proverb

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**Does your fair need a written Emergency Plan or an Emergency Plan tune-up?**

Tom Allen, CFSA's safety manager, has developed a *Fairgrounds Emergency Planning Guide* available from your fair's Safety Specialist. You can also access it from CFSA's website: [www.cfsa.org/safety/training.htm](http://www.cfsa.org/safety/training.htm).

The guide includes a comprehensive list of key points to consider when developing or reviewing your plan, along with a variety of resources including a contact list of every Office of Emergency Services in California and informative maps detailing exposure risks for wildfires, floods, earthquakes, and more. Questions? Call Tom at 916/263-6186.

**Fair Consortium, continued**

information and feedback stream needed to develop a future for the 52 district agricultural associations," said Division of Fairs and Expositions Acting Director Rebecca Desmond.

All fairs are encouraged to provide input to the consortium through the Division or by talking directly to one of the consortium's members. Any and all ideas are welcomed and will be brought forth as the consortium continues its work.

Please send your suggestions and/or questions to Rebecca Desmond at [rdesmond@cdfa.ca.gov](mailto:rdesmond@cdfa.ca.gov), or to any of the consortium's members: Judy Hostetter (Salinas Valley Fair), Alex Rodriguez (19<sup>th</sup> DAA Santa Barbara Fair & Expo), Jim Mickelson (4<sup>th</sup> DAA Sonoma-Marin Fair), Rick Pickering (Alameda County Fair), Dan Jacobs (50<sup>th</sup> DAA Antelope Valley Fair), Sandy Woods (17<sup>th</sup> DAA Nevada County Fair), David Dillabo (10A DAA Tulelake-Butte Valley Fair), Tim Fennell (22<sup>nd</sup> DAA San Diego County Fair), Norb Bartosik (California State Fair), and John Alkire (21<sup>st</sup> DAA Big Fresno Fair).

**CCA/CFFA, continued**

As the head of CFSA's Construction Department, Bryan Eubanks brings 18 years of construction experience with CCA and California's fairgrounds to the job. CFSA's Amy Coleman-Casias, who was instrumental in helping CCA improve its internal accounting systems during the past six months, will continue to provide CFFA's accounting and administration functions.

If you have any questions about current CCA/CFFA projects or projects you'd like to begin with CFFA, you can contact Bryan at 916/921-2213 or 916/263-6121.

CCA's Interim Executive Officer Becky Bailey-Findley emphasizes that it's important for all fairs to know that the construction agency continues to be open for business. All existing contracts for fair projects, as well as all contracts with vendors, consultants and other service providers are valid and in place.

In addition, all signed Use Agreements between CCA and the Photovoltaic Project fairs remain intact and valid. This means all loan payments must continue to be paid. After July 1, loan payments (made out to CFFA) should be sent to:

Rick Wood, CFSA assistant director - Finance  
1776 Tribute Road, Suite 100, Sacramento, CA 95815

If you have questions or concerns about the status of your fair's PVII Loan, please contact Rick at 916/263-6147.

If you have any questions about CFFA's transition process or what this means to your fair, contact Donna Bardaro, CFSA's executive director, 916/921-2213. Call Bryan Eubanks with questions about current or future CFFA projects, 916/921-2213 or 916/263-6121.

**Property Program, continued**

Optional coverages available for purchase:

1. Coverage for *Personal Property/Contents* is highly advised. In fact, all fairs are encouraged to carry at least \$100,000 of contents coverage (higher limits are available). *Personal Property* covers items such as furniture and computers, and comes with a \$50,000 deductible.

2. Coverage for *Contractors and Mobile Equipment*. This covers fair owned/leased tractors, fork lifts, mowers,

**Property Program, continued**

unlicensed trucks and other construction equipment.

The cost for *Contractors/ Mobile Equipment* coverage is the same as for the *Personal Property/Contents* coverage, with a \$100,000 minimum and a \$50,000 deductible.

3. *Business Interruptions/ Rents* covers loss of rental income if a covered building can't be rented due to physical damage. The "Rents" portion of the coverage covers any loan payments on damaged property that can't be rented out.

This third option also costs the same as the *Personal Property/Contents* coverage and has a \$50,000 deductible.

**If you plan to participate** in the Property Protection Program and have yet to inform Rick of this or of your optional coverage choices, please do so ASAP.

You can fax in the Coverage form Rick sent to all fairs (along with an explanatory memo on June 20) or give him a call at 916/263-6147.



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