MINUTES

**REGULAR MEETING OF
CALIFORNIA FAIR SERVICES AUTHORITY
BOARD OF DIRECTORS
April 1, 2026
1776 Tribute Road, Suite 100, Sacramento, CA 95815**

In attendance:

Board Members

Laurie Giannini, Chair
Calaveras County Fair

Kim Floyd, Vice Chair
Del Norte County Fair

Chip Holloway, Director
Desert Empire Fair

Andrew Trygg, Director
Nevada County Fair

Cliff Munson, Director
Siskiyou Golden Fair

Mike Kielty, Director
Public Member

Michael Flores, Director
CDFA Branch of Fairs & Expositions

CFSA Staff

John Quiroz, Executive Director
CFSA

Tom Mitchell, Deputy Executive Director
CFSA

Raechelle Gibbons, Chief Financial Officer
CFSA

Renee Yi, Accounting Administrator
CFSA

Angie Cha, Office-Communications
Coordinator

Osman Mufti, Legal Counsel to CFSA
Sloan Sakai Yeung & Wong LLP

Guests

Michael Fleming, Public Member

Mike Harrington, Bickmore Actuarial

Evan Washburn, Alliant Insurance Services

All Board members, CFSA staff and other participants attended remotely via Zoom or phone (as noted), pursuant to the requirements of California Government Code Section 54950, *et seq.*

I. CALL TO ORDER

Pursuant to the meeting notice, a regular teleconference meeting of the California Fair Services Authority (CFSA) Board of Directors was convened at 10:02 a.m., April 1, 2026, by Board Chair Laurie Giannini and roll call was taken.

II. ADOPTION OF RESOLUTION APPROVING THE MINUTES OF THE REGULAR TELECONFERENCE MEETING OF FEBRUARY 5, 2026.

Moved by Director Floyd and seconded by Director Holloway to adopt **Resolution No. 26-06** approving the minutes of the Regular Meeting of February 5, 2026, as presented.

Ayes:	Chair Giannini; Directors Floyd, Holloway, Trygg, Munson, Flores, Kielty
Noes:	None
Abstain:	None
Absent:	None

There was no public comment.

Motion passed.

III. CLOSED SESSION

At 10:05 a.m. the Board adjourned from regular session and went into closed session to discuss reviewing the Executive Directors Evaluation and Labor Negotiation.

IV. RECONVENE FROM CLOSED SESSION

The Board adjourned from closed session at 10:13 a.m. and resumed regular session.

Moved by Director Floyd and seconded by Director Trygg to authorize the board chair to execute the amendment to the employment agreement with Executive Director, John Quiroz, effective February 5, 2026, to amend the agreement. Number one, to extend the term of the agreement through December 31, 2029. Number two, increase annual salary of the Executive Director to $237,800 which amount is inclusive of the monthly car allowance. Number three, increase compensation for severance in the event of termination of the employment agreement without cause to six months of the annual salary. Number four, amend the period for conducting annual performance reviews to December of each year. Number five, allow for annual increase of 3% of annual salary based on annual performance reviews by the Board of Directors and allow for the potential for annual performance bonuses to be issued in the Board's discretion. CFSA legal counsel orally announced the action in accordance with Government Code 54953.

Ayes:	Chair Giannini; Directors Floyd, Holloway, Trygg, Munson, Flores, Kielty

Noes:	None
Abstain:	None
Absent:	None

There was no public comment.

Motion passed.

V. ADOPTION OF RESOLUTION ACCEPTING 2025 ACTUARIAL REPORTS FOR CFSA GENERAL LIABILITY, WORKERS' COMPENSATION, AND SPECIAL EVENTS RISK POOL PROGRAMS

CFSA contracts with Bickmore annually for actuary studies on the General Liability, Workers' Compensation and Special Events risk pool programs. The studies are conducted at year-end, so that we have accurate claims data (not projected data) for the policy year. The data from these reports is used to make recommendations on the final 2026 risk pool fees as well as in our revised budget and business plan.

Moved by Director Holloway and seconded by Director Kielty to adopt **Resolution No. 26-07** accepting the 2025 Actuarial Reports for General Liability, Workers' Compensation and Special Events Programs, as presented.

Ayes:	Chair Giannini; Directors Floyd, Holloway, Trygg, Munson, Flores, Kielty
Noes:	None
Abstain:	None
Absent:	None

There was no public comment.

Motion passed.

VI. ADOPTION OF RESOLUTION APPROVING THE 2026 GENERAL LIABILITY RISK AND WORKERS' COMPENSATION POOL PROGRAM FEES

Staff reviewed data from our most recent annual actuarial reports, last year's performance, the proposed budget for the current year, and our Annual Funding Goal. Staff presented their findings to the board budget committee (Laurie Giannini, Kim Floyd, Mike Kielty, and Mike Fleming) during the review of the final 2026 fee recommendations and the revised operating budget.

Moved by Director Floyd and seconded by Director Kielty to adopt **Resolution No. 26-08** approving the final 2026 General Liability fees, as presented.

Ayes:	Chair Giannini; Directors Floyd, Holloway, Trygg, Munson, Flores, Kielty
Noes:	None
Abstain:	None
Absent:	None

There was no public comment.

Motion passed.

Moved by Director Trygg and seconded by Director Floyd to adopt **Resolution No. 26-09** approving the final 2026 Workers' Compensation fees, as presented.

Ayes:	Chair Giannini; Directors Floyd, Holloway, Trygg, Munson, Flores, Kielty
Noes:	None
Abstain:	None
Absent:	None

There was no public comment.

Motion passed.

VII. ADOPTION OF RESOLUTION APPROVING CFSA REVISED 2026 OPERATING BUDGET

Now that we have closed out our 2025 books and the audit is nearing completion, we are happy to report that 2025 ended with a net positive. For 2026, considering actuary loss predictions along with impacts of increasing operating costs, we are once again conservatively budgeting a net loss with the confidence that our strong financial standing allows us to stabilize fees for our members.

Moved by Director Holloway and seconded by Director Trygg to adopt **Resolution No. 26-10** approving CFSA revised 2026 Operating Budget, as presented.

Ayes:	Chair Giannini; Directors Floyd, Trygg, Kielty, Flores, Holloway
Noes:	None
Abstain:	None
Absent:	Director Munson

There was no public comment.

Motion passed.

VIII. ADOPTION OF RESOLUTION APPROVING CFSA EQUITY ALLOCATION POLICY

The purpose of the Equity Allocation Policy is to provide guidance to staff and the Board of Directors in making annual funding decisions for the General Liability and Workers' Compensation Programs. This policy was last updated in 2019, and in reviewing it was determined that some changes were in order to better clarify how the policy has been implemented in the past.

Moved by Director Holloway and seconded by Director Trygg to adopt **Resolution No. 26-11** approving CFSA Equity Allocation Policy.

Ayes:	Chair Giannini; Directors Floyd, Trygg, Kielty, Flores, Holloway
Noes:	None
Abstain:	None
Absent:	Director Munson

There was no public comment.

Motion passed.

IX. ADOPTION OF RESOLUTION TO CLOSE THE LINE OF CREDIT WITH WEST AMERICA BANK

At the April 29, 2024 Board meeting, the Board authorized a $7.5 million line of credit which was not utilized and was cancelled due to concerns over the pledge agreement that was in place with investment assets.

At the April 2, 2025 Board meeting, the Board authorized a $3 million line of credit which was not utilized, and staff is recommending cancelling this line of credit as it is no longer needed.

Moved by Director Floyd and seconded by Director Holloway to adopt **Resolution No. 26-12** approving to close the line of credit with West America Bank.

Ayes:	Chair Giannini; Directors Floyd, Trygg, Kielty, Flores, Holloway
Noes:	None
Abstain:	None
Absent:	Director Munson

There was no public comment.

Motion passed.

X. ADOPTION OF RESOLUTION APPROVING REVISIONS TO CLAIMS AUTHORIZATIONS

This memorandum establishes the authority for claims activity authorizations for both Workers' Compensation and General Liability.

Moved by Director Floyd and seconded by Director Holloway to adopt **Resolution No. 26-13** approving to close the line of credit with West America Bank, as presented.

Ayes:	Chair Giannini; Directors Floyd, Trygg, Kielty, Flores, Holloway
Noes:	None
Abstain:	None
Absent:	Director Munson

There was no public comment.

Motion passed.

XI. ADOPTION OF RESOLUTION APPROVING THE SEATING OF THE CFSA SALARY STUDY COMMITEE

The CFSA Salary Study was completed in 2022, and the Board has since implemented several generous salary improvements. These changes have contributed to improved employee retention; however, CFSA has still experienced some staff departures due to employees pursuing other career opportunities outside the organization. To support the implementation and ongoing development of a compensation plan based on the Salary Study, Chair Giannini has requested the creation of a Salary Study Committee.

Moved by Director Flores and seconded by Director Trygg to adopt **Resolution No. 26-14** approving the seating of the CFSA Salary Study Committee.

Ayes:	Chair Giannini; Directors Floyd, Trygg, Kielty, Flores, Holloway
Noes:	None
Abstain:	None
Absent:	Director Munson

There was no public comment.

Motion passed.

XII. INFORMATION ITEMS

1. CFSA Investment Report

2. Staff Reports:
    a. Administrative Services
    b. Risk Management
    c. Finance

3. Executive Director's Report stood as presented.

4. Directors' Reports
    a. Director Giannini announces fair opening of Calaveras County Fair in May.

5. Next Meeting: April 1, 2026

XIII. PUBLIC COMMENT

There was no public comment.

XIV. CLOSED SESSION

At 12:45 p.m. the Board adjourned from regular session and went into closed session to discuss the following:

Workers' Compensation Claims – Government Code Sec. 54956.95

Claimant: Sarah Montgomery
Agency Claimed Against: San Diego County Fair

General Liability Claims – Government Code Sec. 54956.95

Claimant: Manuela Cabanban Pena/Jesse Fuentes
Agency Claimed Against: 14th DAA Santa Cruz County Fair

Claimant: Cherlynn Gerber
Agency Claimed Against: 32nd DAA Orange County Fair

Claimant: E.L Long
Agency Claimed Against: 27th DAA Shasta District Fair

Public Employee Performance Evaluation - Government Code Sec. 54957(b)(1)

Title: Executive Director

Conference with Labor Negotiators (Government Code, § 54957.6)
Agency Designated Representative: Board Chair
Unrepresented Employee: Executive Director

XV. RECONVENE FROM CLOSED SESSION

The Board adjourned from closed session at 1:00 p.m. and resumed regular session.

There was no reportable action from Closed Session.

Action was taken on Agenda Item 9 regarding discussion and possible approval of changes to salary and/or benefits of CFSA Executive Director, as this item was heard at the beginning of the meeting and reported under Minutes Item IV.

XVI. ADJOURNMENT

The meeting was adjourned at 1:00 p.m.

Laurie Giannini, **CHAIR**

ATTEST:

John Quiroz, **EXECUTIVE DIRECTOR**