



NOTICE OF MEETING

22nd District Agricultural Association Board of Directors meeting
October 13, 2023, at 1:30 p.m.

Board Room

Del Mar Fairgrounds
2260 Jimmy Durante Boulevard
Del Mar, California 92014

While the 22nd District Agricultural Association Board of Director's meeting will be conducted in person, per Government Code section 11133, the 22nd DAA will also provide for remote participation by Board members and members of the public. If you prefer to participate remotely, please check the 22nd DAA's website (Public Information) for the ZOOM link and/or ZOOM dial-in instructions on how to participate and/or view this meeting.

OUR PURPOSE

We are a timeless community treasure where all can flourish, connect, and interact through year-round exceptional experiences.

OUR MISSION

We connect our community through shared interests, diverse experiences, and service to one another in an inclusive, accessible, and safe place with an emphasis on **entertainment, recreation, agriculture, and education.**

22nd DAA BOARD OF DIRECTORS

G. Joyce Rowland, President	
Frederick Schenk, 1 st Vice President	Michael Gelfand, Director
Richard Valdez, 2 nd Vice President	Kathlyn Mead, Director
Mark Arabo, Director	Don Mosier, Director
Lisa Barkett, Director	Sam Nejabat, Director

Chief Executive Officer
Carlene Moore

22nd DAA Counsel
Joshua Caplan
Office of the California Attorney General

OUR GOALS

THE LENS

Treat the campuses of the fairgrounds as one ecosystem where all activities are complementary and aligned with the purpose, mission, vision and values of the San Diego County Fair & Event Center.

BUSINESS PLAN

Acknowledging the short-term need to plan for fiscal recovery and stabilization, create a 5-to-10-year business plan that rebuilds a strong financial base, contemplates new business activities and partnerships, provides program accessibility, and leads to a thriving San Diego County Fair & Event Center.

MASTER PLAN

Create an environmentally and fiscally responsible land use plan for the San Diego County Fair & Event Center, aligning with purpose, mission, vision and values of the organization.

COMMUNITY ENGAGEMENT

Incorporate community engagement within the Business Plan and Master Plan processes to enhance understanding and expand opportunities.

Persons wishing to attend the meeting and who may require special accommodations pursuant to the provisions of the Americans with Disabilities Act are requested to contact the office of the Chief Executive Officer, (858) 755-1161, at least five working days prior to the meeting to insure proper arrangements can be made.

Items listed on this Agenda may be considered in any order, at the discretion of the chairperson. This Agenda, and all notices required by the California Bagley-Keene Open Meeting Act, are available at www.delmarfairgrounds.com. Public comments on agenda items will be accepted during the meeting as items are addressed.



22nd District Agricultural Association Board of Directors Meeting
AGENDA
October 13, 2023, at 1:30 p.m.

1. **CALL TO ORDER** –PRESIDENT G. JOYCE ROWLAND
All matters noticed on this agenda, in any category, **may be considered for action as listed**. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Board President.

2. **ROLL CALL**

3. **CONSENT CALENDAR (ACTION ITEMS)**
All matters listed under the Consent Calendar are operational matters about which the Board has governing policies, implementation of which is delegated to the CEO. They will be enacted in one motion. There will be no discussion of these items prior to the time the Board of Directors votes on the motion, unless members of the board, staff, or public request specific items to be discussed separately and/or removed from this section. Any member of the public who wishes to discuss Consent Calendar items should notify the Chair of the Board, at the time requested and be recognized by invitation of the Chair to address the Board.
 - **Minutes, Regular Meeting September 12, 2023** 5-8
 - **Contract Approval** 9-15
 - **Standard Agreements**
23-074, Temporary Personnel Services

4. **EXECUTIVE REPORT** – CEO Carlene Moore Verbal
 - **Operational Announcements**
 - Wave Volleyball Club Presentation
 - KAABOO Del Mar contract update
 - **Construction Projects & Facilities Updates**
 - Review of Current and Pending Projects
 - **Industry News & Updates**
 - Legislative Bills Update
 - **Review of Contracts Executed per CEO Delegation of Authority** 16-18
 - **Standard Agreements**
23-072, Fire gate repair; 23-073, State Travel Participation Program

 - **Event Agreements**
23-5061, Pinery Christmas Trees - Tree Storage; 24-4023, FoodieLand LLC - FoodieLand Night Market; 24-4024, Bart Hall & Associates, LLC - Bart Hall Show
24-4025, Family Winemakers of California - California Wine Tasting; 24-4026, La Mesa RV Center - Del Mar RV Super Show; 24-4027, Bridal Bazaar - Bridal Bazaar;
24-4028, Westward Expos - Home & Garden Show; 24-4029, Just Between Friends - Consignment Clothing Sale; 24-4030, La Jolla Kawanis - La Jolla 1/2 Marathon

5. **GENERAL BUSINESS**
- A. Finance Committee Report – Michael Gelfand, Chair 19-24
- Monthly Financial Reports (Informational)
- B. Community & Government Relations Committee Report – Don Mosier, Chair Verbal
- C. DMTC Liaison Committee Report – Richard Valdez, Chair 25-37
- 2023 Summer Race Meet Recap
 - 2023 Fall Race Meet Preview
6. **PUBLIC COMMENT**
- This item is for public comment on issues **NOT** on the current agenda. No debate by the Board shall be permitted on such public comments and no action will be taken on such public comment items at this time, as law requires formal public notice prior to any action on a docket item. Speaker's time is limited to **two** minutes and may be modified based on the number of public speakers. No speaker may cede their time to another speaker.
7. **CLOSED EXECUTIVE SESSION (NOT OPEN TO THE PUBLIC)**
- Pursuant to the authority of Government Code section 11126(a), (b), and (e) the Board of Directors will meet in closed executive sessions. The purpose of these executive sessions is:
- A. To confer with and receive advice from legal counsel regarding potential litigation involving the 22nd DAA. Based on existing facts and circumstances, there is significant exposure to litigation against the 22nd DAA.
- B. To confer with counsel, discuss, and consider the following pending litigation to which the 22nd DAA is a party.
- C. To confer with counsel, discuss, and consider the following pending litigation to which the 22nd DAA is a party. Talley Amusements, Inc., et al., v 22nd District Agricultural Association, et al., San Diego County Superior Court, Case No. 37-2021-00032169.
- D. To confer with counsel, discuss, and consider the following pending litigation to which the 22nd DAA is a party. B&L Productions, Inc., et al., v Gavin Newsom, et al., United States District Court, Southern District of California, Case No. 3:21-cv-01718-AJB-KSC.
- E. To confer with counsel, discuss, and consider the following pending litigation to which the 22nd DAA is a party. Allen v. 22nd District Agricultural Association, et al., Case No. 37-2023-00004430.
- F. Personnel: The Board will meet in closed session to consider those items authorized under Section 11126 of the Government Code, including but not limited to the evaluation of performance of the CEO. [Gov. Code, § 11126, subd. (a.)]
8. **RECONVENE TO OPEN SESSION**
- Report on actions, if any, taken by the Board in closed executive session.
9. **MATTERS OF INFORMATION** 38-42
- Correspondence
10. **ADJOURNMENT**



22nd DISTRICT AGRICULTURAL ASSOCIATION
Board of Directors Meeting
Del Mar Fairgrounds
2260 Jimmy Durante Boulevard
Del Mar, CA 92014
September 12, 2023

MINUTES

The following minutes are a summary of the Board action and proceedings. For a full transcript please click on the link below or visit the delmarfairgrounds.com website.
<https://delmarfairgrounds.com/about-us/public-information/>

OFFICERS PRESENT

Frederick Schenk, 1st Vice President

DIRECTORS PRESENT

Mark Arabo
Lisa Barkett
Michael Gelfand
Kathlyn Mead
Don Mosier
Sam Nejabat

OFFICERS ABSENT

Joyce Rowland, President
Richard Valdez, 2nd Vice President

OTHERS PRESENT

Carlene Moore, Chief Executive Officer
Josh Caplan, Deputy Attorney General
Melinda Carmichael, Chief Administrative Officer – 22nd DAA
Katie Mueller, Chief Operations Officer – 22nd DAA
Tristan Hallman, Chief Communications Officer – 22nd DAA
Donna O’Leary, Executive Assistant – 22nd DAA

CALL TO ORDER

Vice President Schenk called the meeting to order at 1:33 p.m. with a quorum present and introduced newly appointed Director Mark Arabo.

ROLL CALL

Vice President Schenk and Directors Arabo, Barkett, Gelfand, Mead, Mosier, and Nejabat were present. President Rowland and Vice President Valdez had excused absences.

CONSENT CALENDAR

Director Mosier moved to approve the Consent Calendar. Director Barkett seconded the motion. Vice President Schenk and Directors Arabo, Barkett, Gelfand, Mead, Mosier and Nejabat were all in favor and the motion carried 7-0.

EXECUTIVE REPORT

Operational Announcements

CEO Moore announced:

- The District will self-operate Surf & Turf RV Park beginning January 1, 2024. Previous month-to-month occupants are able to return starting September 20, 2023, and their agreements will be honored through May 2024.
- The District continues to work with the City of Del Mar regarding the City's affordable housing request. The draft document review process is nearly complete, and proposal will be presented to the Board in late 2023 or early 2024.
- Work on policy development is ongoing. No new policies have been introduced to the Board for review at this time.
- The District is in talks with Premier and ASM Global to develop a private event sales program to offer catered events. More information will be provided in the 2024 budget presentation.
- Supervisors and department heads met for Summer School in late August to review topics such as accounting and business procedures, project management, and people and culture initiatives.
- A draft report of the Feasibility Study will be presented to the Strategic Planning Committee later this year.
- The Audit and Governance Committee will be meeting later in September to review the draft 2021 Audit Report. The final report will be presented to the Board at the October meeting.

CEO Moore gave an update on The Sound, which provides an average financial benefit of \$26,150 per event to the District.

Don Diego Scholarship Foundation Executive Director Ashley McCaughan gave an update on their Fair-time programs, including the Junior Livestock Auction, Hollandia Dairy milk sales, and the annual Don Diego Gala, which raised nearly \$50,000 in 2023. A thank-you letter from a scholarship recipient was read, and a video was presented highlighting the Plant*Grow*Eat program, which provided 38 buses for Title I school students to attend the 2023 San Diego County Fair.

Construction Projects & Facilities Updates

- CEO Moore provided an overview of ongoing construction projects and facilities enhancements, including repairing the DMTC executive office building's HVAC, which will move from 2023 to 2024.
- Staff is reviewing the Facilities Condition Assessment draft report, and will present recommendations to the Board by the end of the year.

- CEO Moore announced efforts to redesign the entrance to the Fairgrounds to enhance the layout and improve the visitor experience now that the front side housing building has been demolished.
- The District is engaging architects to assess office space needs for Fairgrounds staff and design a solution at Surfside.
- Asphalt repairs are planned for the Fairgrounds, taking place in phases over the next few years.

Industry News & Updates

The District is monitoring Senate Bill 447, which may open up travel restrictions for state employees, and Senate Bill 544, which would amend the Bagley-Keene Act to remove the requirement for disclosing location when participating in a meeting remotely. CEO Moore will provide updates to the Board going forward.

Review of Contracts Executed per Delegation of Authority

Contracts are listed on pages 15-30 of the Board packet.

PUBLIC COMMENT ON EXECUTIVE REPORT

Martha Sullivan, Jack Duckworth, JR Ayala, Nicole Facone, Charley Scott

GENERAL BUSINESS

Finance Committee Report – Michael Gelfand, Chair

CEO Moore reviewed the financial reports on pages 31-36 of the Board packet.

PUBLIC COMMENT ON FINANCE COMMITTEE REPORT

Martha Sullivan

Fair Operations Committee Report – Frederick Schenk, Chair

- CEO Moore, COO Katie Mueller, and CCO Tristan Hallman presented an overview and wrap-up report of the 2023 San Diego County Fair.
- A short sizzle reel of the 2024 Fair theme “Let’s Go Retro” was shared, culminating with the 2024 logo reveal.

PUBLIC COMMENT ON FAIR OPERATIONS COMMITTEE REPORT

Martha Sullivan

RTA/SRTLTC Committee Report – Carlene Moore, RTA Secretary

RTA Secretary Moore gave an update on the August meetings of the Del Mar Race Track Authority and State Race Track Leasing Commission. The Commission approved the agreement for the 2024 Breeders’ Cup to be hosted at Del Mar.

PUBLIC COMMENT ON RTA/SRTLTC COMMITTEE REPORT

Martha Sullivan

Item D: Discuss and vote on whether to approve event agreement with Festival Licensing and Acquisition Corporation for a multi-day live music and entertainment festival branded as KAABOO Del Mar

Festival Licensing and Acquisition Corporation (FLAAC) presented its plan to host a multi-day live music and entertainment festival branded as KAABOO Del Mar, tentatively planned for September 2024, which includes a reduced size, scope, and capacity compared to the original festival that took place between 2016 and 2019. FLAAC leadership pledged to help resolve outstanding controversies related to the 2020 canceled event that would have occurred at Petco Park.

Director Gelfand moved to approve authorizing CEO Moore to negotiate details and finalize the event agreement with Festival Licensing and Acquisition Corporation for a multi-day live music and entertainment festival branded as KAABOO Del Mar, with changes including but not limited to: adding consideration for cancellation insurance to protect the District and its customers and vendors, updating the cannabis policy language to reflect that Licensee will comply with the District's cannabis policy in place at the time of the event, and adding language about vendor default. Director Mead seconded the motion as amended. Vice President Schenk and Directors Arabo, Barkett, Gelfand, Mead, Mosier and Nejabat were all in favor and the motion carried 7-0.

PUBLIC COMMENT ON KAABOO DEL MAR

Martha Sullivan, Joseph Lim, Scott Fisk

PUBLIC COMMENT ON NON-AGENDA ITEMS

Martha Sullivan, Hermes Castro, Lunden Attisha, Carla Echols-Hayes, Ali Nilforushan, Jack Duckworth

RECESS TO CLOSED EXECUTIVE SESSION

The Board recessed to Executive Session at 5:27 p.m.

RECONVENE TO OPEN SESSION

The Board reconvened to Open Session at 6:27 p.m. Vice President Schenk had nothing to report from the closed session.

ADJOURNMENT

There being no further business to discuss, Vice President Schenk adjourned the meeting at 6:30 p.m.

Carlene Moore
Chief Executive Officer

ITEM 3, CONSENT CALENDAR

October 2023

CONTRACT APPROVAL(S)

In accordance with the requirements of the Department to Food & Agriculture, Fairs & Expositions Branch, Staff requests approval of the agreement(s) listed below:

Standard Agreements

Agreements Exercising Option Years						
Contract #	Contractor	Purpose	Acquisition Method	Effort Type	Term	Amount
23-074	Roth Staffing Companies dba Ledgent Finance & Accounting	Temporary Personnel Services	Sole Source	Exigency	11/1/2023 - 7/31/2024	<u>\$50,000</u>

STATE OF CALIFORNIA - DEPARTMENT OF GENERAL SERVICES

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER 23-074	PURCHASING AUTHORITY NUMBER (If Applicable) GL Account #: 515100-02
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1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association (District) / Del Mar Fairgrounds (Fairgrounds)

CONTRACTOR NAME

Roth Staffing Companies, L.P. dba Ledgent Finance & Accounting

2. The term of this Agreement is:

START DATE

November 1, 2023

THROUGH END DATE

July 31, 2024

3. The maximum amount of this Agreement is:

\$50,000.00

Fifty Thousand Dollars and Zero Cents

4. The parties agree to comply with the terms and conditions of the following exhibits, which are by this reference made a part of the Agreement.

Exhibits	Title	Pages
Exhibit A	Scope of Work	2
Exhibit A, Attachment I	Job Description	3
Exhibit B	Budget Detail and Payment Provisions	1
+ - Exhibit C*	General Terms and Conditions (April 2017)	4
+ - Exhibit D	Special Terms & Conditions	5
+ - Exhibit D, Attachment I	Insurance Requirements	4
+ - Exhibit E	Preventing Storm Water Pollution	1
+ - Exhibit F	22nd DAA Resource Conservation Policy	1

Items shown with an asterisk (), are hereby incorporated by reference and made part of this agreement as if attached hereto.*

These documents can be viewed at <https://www.dgs.ca.gov/OLS/Resources>

IN WITNESS WHEREOF, THIS AGREEMENT HAS BEEN EXECUTED BY THE PARTIES HERETO.

CONTRACTOR

CONTRACTOR NAME (if other than an individual, state whether a corporation, partnership, etc.)

Roth Staffing Companies, L.P. dba Ledgent Finance & Accounting

CONTRACTOR BUSINESS ADDRESS

450 N State College Blvd.

CITY

Orange

STATE

CA

ZIP

92868

PRINTED NAME OF PERSON SIGNING

Jennifer Simonsen

TITLE

General Counsel & Senior Vice President

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA - DEPARTMENT OF GENERAL SERVICES

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER 23-074	PURCHASING AUTHORITY NUMBER (If Applicable) GL Account #: 515100-02
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STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association (District) / Del Mar Fairgrounds (Fairgrounds)

CONTRACTING AGENCY ADDRESS

2260 Jimmy Durante Boulevard

CITY

Del Mar

STATE

CA

ZIP

92014

PRINTED NAME OF PERSON SIGNING

Carlene Moore

TITLE

Chief Executive Officer

CONTRACTING AGENCY AUTHORIZED SIGNATURE

DATE SIGNED

CALIFORNIA DEPARTMENT OF GENERAL SERVICES APPROVAL

EXEMPTION (If Applicable)

FAC §4051 .a. 1

**EXHIBIT A
 SCOPE OF WORK**

1. SERVICES OVERVIEW

- A. Roth Staffing Companies, L.P. dba Ledgent Finance & Accounting (“Contractor”), agrees to provide the 22nd District Agricultural Association, a California state institution (“District”) with the services described below:

The Contractor shall provide temporary accounting personnel services for the District’s Finance and Accounting Department.

- B. The services shall be performed at District’s administration building, located at 2260 Jimmy Durante Blvd., Del Mar CA 92014.
- C. The services shall be provided Monday through Friday, during normal business hours, starting at 8:30 am and continuing to 6:00pm as required.
- D. The Project Representatives during the term of this Agreement will be:

22 nd District Agricultural Association	Roth Staffing Companies, L.P. dba Ledgent Finance & Accounting (“Ledgent”)
Name: Michael Sadegh	Name: Emma Adams
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 450 N State College Blvd Orange, CA 92868
Phone: 858-792-4201	Phone: 858-202-1661 (Office) 858-333-7485 (Direct)
e-mail: msadegh@sdfair.com	e-mail: eadams@ledgent.com

Contractor and District may change their respective Project Representative by providing the other party with ten (10) business days’ written notice. A change to the Project Representative shall not require an Amendment to this Agreement.

2. WORK TO BE PERFORMED BY CONTRACTOR:

- A. The Contractor shall provide temporary accounting personnel services for the District’s Finance and Accounting Department. Contractor shall be required to provide knowledgeable temporary personnel services as directed by District’s Management. The District requires temporary personnel with skills and expertise in the following job classifications:
- (2) Accounting Clerks (Accounts Payable/Accounts Receivable Clerks)
 - (1) Payroll Clerk – Knowledge of California payroll system is required

Refer to Exhibit A, Attachment I (Job Descriptions) of the Agreement for a summary of job descriptions as a guideline for each position.

- B. The Contractor shall provide the District with a list of viable candidates (including a resume for each candidate) for interview and selection purposes. An interview (via

**EXHIBIT A – ATTACHMENT I
JOB DESCRIPTION**

1. Job Description - Payroll Clerk:

The duties of the Payroll Clerk include, but are not limited to, performing a wide variety of complex responsibilities of Payroll, coordinating and participating in technical payroll accounting activities; reviewing, analyzing and/or processing detailed duties associated with payroll, participating in the preparation, maintenance, processing, analysis and auditing of manual and automated payroll data, information, records and reports; ensuring accuracy and completeness of payroll transactions; reconciling to the general ledger, performing various accounting audits, bank statements and check audits, processing garnishments and other court orders; and other duties as assigned.

Duties and Responsibilities include, but are not limited, to the following:

- Reviews, audits, and processes payrolls for the 22nd District Agricultural Association (District).
- Ensures receipt, processing and auditing of employee time information and related reports and documents; completes the inputting, coding and adjustment of employee information including deductions in a computer system.
- Performs research, reviews, analyzes, and prepares calculations necessary to issue pay and retroactive payments and payroll adjustments; corrects payroll processing errors by reviewing pay codes and deductions for accuracy; prints payroll checks and direct deposit advices for employees as required by law.
- Updates direct deposit elections for employees and tests for deposit acceptance through the banks.
- Processes voluntary/non-voluntary termination checks to pay final wages as required by California labor codes and civil service employee final checks and lump sum payments.
- Completes complex payroll functions; reviews, analyzes, calculates, verifies and posts a variety of complex payroll data and reports such as gross pay, retirement, contract adjustments, retroactive payments, hours, tax information and leave; balances, reconciles and submits payrolls for check processing; input of new hires and enrollment/separation applications for retirees and active employees in appropriate retirement system.
- Reports a variety of payroll information to state and federal agencies as required by law.
- Responds to official requests for employees' wage information for wage garnishments; Inputs garnishment information into payroll system and prepares payment documents; notifies employees of wage garnishments via official letter from District; prepares garnishment and child support payment documents; reviews garnishment files to track expired garnishments and terminates deductions no longer in effect.
- Performs payroll reconciliations for employee's deductions to verify that the correct amounts and type and dollar amount of the deduction took place including insurance plans, retirement plans, union dues and garnishments.
- Reviews and adjusts monthly reports to fix discrepancies in accordance with recognized Governmental Accounting Standards (GASB) and Generally Accepted Principles and Practices (GAPP) policies and procedures; reconciles wages to balance against State and Federal taxable wages to assure no over/under payments; reviews and reconciles wages compared to worker compensation reports to determine correct wages.

**EXHIBIT A – ATTACHMENT I
JOB DESCRIPTION**

- Audits payroll against Employment Development Department (EDD) Notice of Wages Used for Unemployment Insurance to look for inconsistencies and overcharges for compliance with labor codes.
- Performs other duties as directed, requested or assigned.

Qualifications

- Excellent customer service, communication, and problem-solving skills.
- Detail-oriented and quick learner.
- Ability to work cooperatively with members and others.
- Minimum of 1 year Payroll processing experience.

Working Conditions

The work environment is primarily performed in a standard office with artificial light and climate control. Work activities involve working in an office setting; sitting for prolonged periods of time; bending neck in an upward and downward flexion and side-to-side turning of neck; pushing and pulling file drawers; moving bank boxes up to 25 pounds; and operating standard office equipment requiring repetitive hand movement and fine finger dexterity and fine coordination including the use of a computer keyboard, mouse, calculators, telephone, and radio. Work activities involve the abilities to verbally communicate and hear to express and exchange information, see to perform assigned tasks, and read, write, and speak English at a level required for successful job performance.

2. Job Description - Accounting Clerk:

The Accounting Clerk will be responsible to perform duties such as analyzing a variety of accounting data to assist in the application of financial data and information to management; completing the functions of Accounts Payable, Accounts Receivable, General Ledger Transactions, Auditing data to ensure accuracy, and completing accurate and timely reporting of financial data; and other related work.

Duties and Responsibilities include, but are not limited, to the following:

- Provide general accounting services to the 22nd District Agricultural Association (District).
- Reconcile general ledger accounts and perform month-end closing procedures.
- Prepare journal entries in accordance with GAAP into department's accounting software system to produce financial accounting reports.
- Analyze receipts and expenditures for approvals and general ledger account postings to ensure accuracy.
- Prepare and perform external financial and internal management reports.
- Enters data for accounts payable using accounting software system ensuring accuracy and timeliness of payments and following the guidelines set forth by Generally Accepted Accounting Principles (GAAP) and the State Administrative Manual (SAM).
- Prepares and/or review accounts payable invoices using an accounting software system, for contracts, purchase orders to ensure timeliness, accuracy, and compliance with GAAP and SAM .

**EXHIBIT A – ATTACHMENT I
JOB DESCRIPTION**

- Processes checks, payments, and accompanying documents in the accounting software system in accordance with established procedures to meet daily deadlines and established effectiveness measures.
- Reviews and interprets payment provisions of administrative contracts, amendments, revisions, purchase orders, and service orders for proper payment processing using Excel, accounting software and ensures compliance with organization policies.
- Reviews and analyzes vendor accounts in the accounting software system for payments and balances.
- Processes accounts and incoming payments in compliance with financial policies and procedures.
- Performs day to day financial transactions, including verifying, classifying, computing, posting, and recording accounting data.
- Prepares bills, invoices, and bank deposits and/or audits them for mathematical discrepancies.
- Reconciles the accounts receivable ledger to ensure that all payments are accounted for and properly posted.
- Makes sure that all payments are properly posted.
- Enters data for accounts receivable using accounting software system ensuring accuracy and timeliness of payments and following the guidelines set forth by Generally Accepted Accounting Principles (GAAP) and the State Administrative Manual (SAM).
- Maintains and ensures the accuracy of the data in the Company's Accounting system.
- Performs other duties as directed, requested, or assigned.

Qualifications

- Excellent customer service, communication, and problem-solving skills.
- Detail-oriented and quick learner.
- Ability to work cooperatively with members and others.
- Minimum of 1 year Accounting experience and or related education.

Working Conditions

The work environment is primarily performed in a standard office with artificial light and climate control. Work activities involve working in an office setting; sitting for prolonged periods of time; bending neck in an upward and downward flexion and side-to-side turning of neck; pushing and pulling file drawers; moving bank boxes up to 25 pounds; and operating standard office equipment requiring repetitive hand movement and fine finger dexterity and fine coordination including the use of a computer keyboard, mouse, calculators, telephone, and radio. Work activities involve the abilities to verbally communicate and hear to express and exchange information, see to perform assigned tasks, and read, write, and speak English at a level required for successful job performance.

ITEM 4, EXECUTIVE REPORT

October 2023

CONTRACT APPROVAL(S)

In accordance with the requirements of the Department to Food & Agriculture, Fairs & Expositions Branch, Staff requests approval of the agreement(s) listed below:

Review of Contracts to be Executed per Delegated Authority

Standard Agreements, up to \$50,000

Contract #	Contractor	Purpose	Acquisition Method	Effort Type	Term	Amount
23-072	STILL IN PROGRESS	Fire gate repair	Categorical Exemption	STILL IN PROGRESS	STILL IN PROGRESS	STILL IN PROGRESS
23-073	US Bank	State Travel Participation Program	Categorical Exemption	Year Round	State Master Agreement	\$0

Revenue Contracts, up to \$250,000 and less than one year

Sponsorship Agreements				
Contract #	Contractor	Summary	Term	Amount
N/A				

2023-2024 Event Agreements				
Contract #	Contractor	Event Name	Term	Rental Fee
23-5061	Pinery Christmas Trees	Tree Storage	11/6/23 - 12/31/23	\$8,000
24-4023	FoodieLand LLC	FoodieLand Night Market	4/29/24 - 5/6/24	\$29,040
24-4024	Bart Hall & Associates LLC	Bart Hall Show	2/12/24 - 2/19/24	\$58,080
24-4025	Family Winemakers of California	California Wine Tasting	3/8/24 - 3/10/24	\$7,700
24-4026	La Mesa RV Center	Del Mar RV Super Show	3/18/24 - 3/25/24	\$24,640
24-4027	Bridal Bazaar	Bridal Bazaar	4/26/24 - 4/28/24	\$11,220
24-4028	Westward Expos	Home & Garden Show	4/24/24 - 4/29/24	\$9,680
24-4029	Just Between Friends	Consignment Clothing Sale	3/19/24 - 3/25/24	\$12,210
24-4030	La Jolla Kiwanis	La Jolla Half Marathon	5/17/24 - 5/18/24	\$4,840

Individual Project Agreements (IPA) with California Construction Authority (CCA)

Contract #	Purpose	Term	Amount
N/A			

STATE OF CALIFORNIA - DEPARTMENT OF GENERAL SERVICES

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER 23-073	PURCHASING AUTHORITY NUMBER (If Applicable) GL Account #: 650100
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1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association (District) / Del Mar Fairgrounds (Fairgrounds)

CONTRACTOR NAME

U.S. Bank National Association

2. The term of this Agreement is:

START DATE

11/1/2023

THROUGH END DATE

MSA 5-23-99-37-01 expiration date unless terminated earlier by State Agency

3. The maximum amount of this Agreement is:

\$0.00

4. The parties agree to comply with the terms and conditions of the following exhibits, which are by this reference made a part of the Agreement.

Exhibits	Title	Pages
Exhibit A	TPS MSA Participation Requirements	1

Items shown with an asterisk (*), are hereby incorporated by reference and made part of this agreement as if attached hereto.

These documents can be viewed at <https://www.dgs.ca.gov/OLS/Resources>

IN WITNESS WHEREOF, THIS AGREEMENT HAS BEEN EXECUTED BY THE PARTIES HERETO.

CONTRACTOR

CONTRACTOR NAME (if other than an individual, state whether a corporation, partnership, etc.)

U.S. Bank National Association

CONTRACTOR BUSINESS ADDRESS

800 Nicollet Mall

CITY

Minneapolis

STATE

MN

ZIP

55402

PRINTED NAME OF PERSON SIGNING

Brian Richter

TITLE

Senior Vice President

CONTRACTOR AUTHORIZED SIGNATURE

E-SIGNED by Brian Richter
on 2023-09-29 14:43:49 GMT

DATE SIGNED

September 29, 2023

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association (District) / Del Mar Fairgrounds (Fairgrounds)

CONTRACTING AGENCY ADDRESS

2260 Jimmy Durante Boulevard

CITY

Del Mar

STATE

CA

ZIP

92014

PRINTED NAME OF PERSON SIGNING

Carlene Moore

TITLE

Chief Executive Officer

CONTRACTING AGENCY AUTHORIZED SIGNATURE

DATE SIGNED

CALIFORNIA DEPARTMENT OF GENERAL SERVICES APPROVAL

EXEMPTION (If Applicable)

FAC S4051 .a. 1

Exhibit A

TPS MSA Participation Requirements

1. Contractor agrees to provide User Agency services as described in Master Service Agreement (MSA) number 5-23-99-37-01. MSA 5-23-99-37-01 and its amendments are incorporated by reference and made a part of this agreement. All terms and conditions of MSA 5-23-99-37-01 shall apply to this agreement.
2. The contact and notice address for the State Agency is:

Address:	2260 Jimmy Durante Blvd. Del Mar, CA 92014
Attention:	Chief Executive Officer
Contact:	Carlene Moore
Email:	cmoore@sdfair.com
Phone Number:	858-755-1161X4202

3. Changes to the State Agency contact and notice address will be provided to Contractor through written notice.



Item 5-A, Finance Committee Report

Executive Summary

The attached preliminary financial reports are through August 31, 2023, and are subject to change as the 22nd District Agricultural Association (District) works to review and close out the month.

The Balance Sheet is consolidated with District, State Race Track Leasing Commission, and Race Track Authority. The Income Statement is inclusive of District programs and operations only.

As has previously been discussed, due to the proximity of the board meeting dates to the end of the month immediately prior, there is approximately a six (6) week lag between the financial report presentation and current activity.

Balance Sheet:

Data for fiscal years 2021 and 2022 is included for comparison purposes to the current year, 2023. The most recent full year of activities and operations was 2022 as it included a full San Diego County Fair while 2021 included the modified summer event, Home*Grown*Fun, and ongoing pandemic-related restrictions.

- **Assets:**
 - **Total Cash and Cash Equivalents.** The District's unrestricted cash position continues to remain strong through the month of August. Notable is the increase to the operating **Cash** position over 2022. **Restricted Cash in Trust** (loan funds) was exhausted in 2022 due to completion of the projects.
 - **Restricted Cash RTA** is the cash available for the Race Track Authority bond obligations including 1) maintaining a reserve fund held in trust equivalent to one year's debt obligation, 2) the current year's debt obligation, and 3) the minimum cash balance requirement for the District (also one year's debt obligation) per the Pledge Agreement. Net Horse Racing Revenues and/or Net Concession Revenues are transferred to the trustee by January 15th of each year. The trustee makes withdrawals in April and October for the payment of the current year debt.
- **Liabilities:**
 - Beginning in 2022, greater detail has been provided in the footnotes.
 - **Deferred Revenue** consists of advance payments received for activities in the future such as event rentals and the San Diego County Fair. All previous Deferred Revenue attributable to the 2023 Fair has now been recognized.
 - **Accrued Employee Leave Liabilities** reflects the value of the leave balances currently due to employees upon separation from District and continues to be managed to remain within the state mandated thresholds.



Income Statement (All Programs & Operations):

Revenues are recognized in the month in which they are earned; expenses in the month incurred. For example, revenues for the San Diego County Fair are reflected in the June and July financial reports.

The first three columns of figures represent the month's activity – Actual, Budget, and Variance of Actual to Budget. The middle grouping of columns represents the year-to-date activity, while the last column presents the complete operating budget goals for 2023.

The overall activity for the District through August has been on pace with budget forecasts.

- Revenues:
 - **Total Operating Revenue** exceeded expectations by 7% cumulatively for the first eight months of the year.
 - **Gate Admissions** are less than 2% short of cumulative expectation.
 - **Concessions revenues** were mostly in line with expectations for the month of August and were less than ½ percent short of the budget. Cumulatively for the year, Concessions Revenue is exceeding expectation based on stronger performances from Premier (up 14%), Concessionaire Sales (up 16%), and Midway Sales (up 8%).
 - **Parking Revenue** continues to underperform based on the budgeted amounts due to the lighter than expected attendance of non-fair events in the first five months of the year, but there is a positive trend in recent months that the gap is narrowing as the District continues through its operating year. For the year, Parking Revenue trends below anticipated results by 12% through August. For the month, Parking Revenues were down 85% (or \$28,000) as fewer shows were held at The Sound this month than had been forecasted in the budget.
 - **Interest Earnings** outperformed the budget by \$597,524 for the year because of cumulative Fed Fund Rate increases pursuant to actions taken by the Federal Reserve/Federal Open Market Committee.

- Expenses:
 - **Total Operating Expenses** were above expectations by 2% for the month of August and less than one percent above expectations for the year.
 - **Payroll & Related Expenses** are indicative of District's ability to fill full-time, civil service vacancies within any given month as well as actual hours incurred versus those anticipated for temporary employees working during events. As of August 2023, the District's payroll and related expenses are \$2,500,000, or 16%, under budget.
 - **Professional Services** consists of a multitude of services, the largest being food and beverage. For the month of August, this element exceeded budget amounts by 11% for the month and cumulatively for the year.



- **Food and Beverage Expense** has consistently been higher than budgeted throughout the year due to the start of operations at The Sound. August expenses were higher than budget by 19% for the month. Cumulatively for the year, this element is trending 41% higher than expectations partly due to the corresponding increased revenues from The Sound.
- **Program Expenses** consists of a multitude of activities in support of the Fair, such as Entertainment and Midway. The increase in payments to Midway operators is a result of the increase in Midway sales.

2022 CDFA Statement of Operations

The Statement of Operations ("STOP") is the end-of-year financial report required by the California Department of Food and Agriculture (CDFA). The District requested, and CDFA has approved, a delayed submission as the District awaits the conclusion of its audit report for 2021 which has been postponed to be presented at the November board meeting due to unanticipated delays. Once filed, the Statement of Operations will be provided to the Board at the following meeting.

2024 Operating and Capital Improvement Budgets

Budget season at the District is underway and the Committee will review proposed budgets in November before presentation to the full board at the December meeting.

22nd DAA
Consolidated Balance Sheet (DAA, RTA, RTLC)
As of August 31, 2023

	<u>2023</u>	<u>2022</u>	<u>2021</u>
Assets			
Cash	\$ 42,618,057	\$ 39,990,008	\$ 15,014,383
¹ Restricted Cash - F&B Equipment Fund	46,467	304,550	191,017
² Restricted Cash - RTA	12,639,734	11,956,822	8,955,900
Restricted Cash in Trust - WQI	(1)	(1)	332,064
Restricted Cash in Trust - The Center	-	-	2,227,256
Total Cash and Cash Equivalents	<u>55,304,258</u>	<u>52,251,378</u>	<u>26,720,620</u>
Accounts Receivable	688,509	1,392,206	260,782
Prepaid Expenses	602,908	780,892	446,036
³ Deferred Outflows Pension	6,547,075	6,547,075	6,547,075
Total Current Assets	<u>7,838,492</u>	<u>8,720,173</u>	<u>7,253,892</u>
Land	35,011,899	35,011,899	35,011,899
Building and Improvements	189,040,757	189,040,757	189,021,781
Equipment	38,481,691	38,091,995	37,989,227
Capital Projects in Process	41,075,327	38,727,720	34,753,249
Accumulated Depreciation	(173,822,663)	(173,822,663)	(171,550,313)
Total Capital Assets	<u>129,787,012</u>	<u>127,049,708</u>	<u>125,225,844</u>
Total Assets	<u>\$ 192,929,761</u>	<u>\$ 188,021,259</u>	<u>\$ 159,200,356</u>
Liabilities			
Accounts Payable	11,109,622	11,542,251	5,574,113
Payroll Liabilities	746,995	342,454	129,531
Accrued Liabilities	2,123,255	1,939,564	2,069,792
⁴ Other Current Liabilities	3,064,975	2,574,092	1,403,782
⁵ Deferred Revenue	1,000,039	2,037,671	1,008,791
Current Long Term Debt	2,437,472	3,054,255	4,219,898
⁶ Accrued Employees Leave Liabilities	1,189,956	1,237,002	1,369,695
⁷ Long Term Debt	59,669,456	63,226,928	65,393,166
Reserve - F&B Equipment Fund	836,987	545,945	253,651
Reserve - JLA	16,305	16,305	20,838
³ Pension Liability	45,372,357	45,196,037	44,992,685
³ Deferred Inflows - Pension	2,744,433	2,744,433	2,744,433
Total Liabilities	<u>130,311,852</u>	<u>134,456,935</u>	<u>129,180,375</u>
Net Resources			
Contributed Capital	78,877,171	78,877,171	78,877,171
Less Contributed Capital to RTA	(34,358,470)	(34,358,470)	(34,358,470)
Net Resources - Unrestricted	(5,921,909)	(5,921,909)	(13,151,333)
Investment in Capital Assets	(3,891,786)	(3,891,786)	(3,891,786)
	<u>34,705,006</u>	<u>34,705,006</u>	<u>27,475,582</u>
Net Proceeds from Operations	27,912,904	18,859,319	2,544,399
Total Net Resources	<u>62,617,909</u>	<u>53,564,324</u>	<u>30,019,980</u>
Total Liabilities and Net Resources	<u>\$ 192,929,761</u>	<u>\$ 188,021,260</u>	<u>\$ 159,200,356</u>

1

Per Food & Beverage Services agreement, 1.50% of all Gross Revenues for unexpected or emergency expenses, including repair and m

2

Per bond Pledge Agreement, maintain Reserve account and District cash separately equal to at least Maximum Annual Debt Service

3

Information provided by CDFA/State Controllers Office; results from changes in components of net pension liability; applicable to a future

⁴ Current portion of long-term debt due within the next 12 months⁵ Advance payments for events/activities in the future⁶ Due to employees at time of separation for paid leave balances⁷ RTA Bonds \$34.2M; Ibank WQI \$7M; Ibank Surfside \$13.7M; Premier \$1.8M; Energy Efficiency \$3.2M; CalPers SB84 \$2.2M

22nd DAA
Income Statement
 For the Period Ending August 31, 2023

	August 2023			Year-to-Date			Full 2023
	Actual	Budget	Variance	Actual	Budget	Variance	Budget
REVENUES							
Admissions Revenue	0	0	0	12,126,227	12,337,386	(211,159)	12,337,386
Gates	0	0	0	12,126,227	12,337,386	(211,159)	12,337,386
Concessions Revenue	5,369,066	5,390,093	(21,026)	41,026,227	36,676,540	4,349,687	41,087,636
Food & Beverage Contract	5,369,668	5,390,093	(20,425)	16,154,457	14,148,848	2,005,609	18,544,654
Other Food & Beverage	0	0	0	5,117,679	4,422,070	695,609	4,422,070
Midway	0	0	0	19,577,806	18,054,362	1,523,444	18,054,362
Merchandise	(601)	0	(601)	85,152	51,260	33,892	66,550
Facility Rentals Revenue	180,646	144,220	36,426	7,359,371	6,030,817	1,328,555	7,308,591
Commercial	0	0	0	3,866,388	3,131,700	734,688	3,131,700
Leases Revenue	38,431	29,415	9,016	453,386	352,257	101,129	1,694,917
Racetrack	0	0	0	0	0	0	(1,225,000)
Program Revenues	31,634	68,200	(36,566)	6,437,085	7,560,172	(1,123,087)	8,644,444
JLA	0	0	0	33,020	472,500	(439,480)	472,500
Parking	4,890	33,000	(28,110)	5,660,592	6,455,272	(794,681)	7,417,744
Participation Fees	0	15,000	(15,000)	347,853	300,000	47,853	335,000
Satellite Wagering	26,744	20,200	6,544	395,586	332,400	63,186	419,200
OPERATING REVENUE TOTALS	5,619,777	5,631,927	(12,150)	67,402,296	62,957,172	4,445,124	71,072,973
Contributions	(141,788)	(495,400)	353,613	873,322	1,590,600	(717,278)	1,609,000
Sponsorships	(141,788)	(495,400)	353,613	808,891	1,481,600	(672,709)	1,500,000
Other Non-Operating Revenue	43,236	30,174	13,062	953,197	2,121,066	(1,167,869)	2,331,858
Interest Earnings	36,247	0	36,247	732,524	135,000	597,524	270,000
Pledged Revenue	0	0	0	50,000	1,785,250	(1,735,250)	1,785,250
Reimbursed Costs	63,238	19,679	43,559	623,042	372,401	250,642	1,567,116
Prior Year Revenue	0	0	0	5,714	0	5,714	0
NON-OPERATING REVENUE TOTALS	(35,314)	(445,547)	410,233	2,455,275	4,084,067	(1,628,792)	5,507,974
							0
TOTAL REVENUE	5,584,464	5,186,380	398,084	69,857,571	67,041,238	2,816,332	76,580,948
EXPENSES							
Payroll & Related Expense	881,906	1,132,093	250,187	12,623,548	15,083,526	2,459,979	19,798,369
Professional Development	424	6,828	6,404	75,365	200,818	125,453	228,558
Professional Services Expense	4,673,942	4,228,046	(445,896)	21,393,500	19,371,023	(2,022,476)	24,584,967
Food & Beverage Expense	4,340,888	3,651,535	(689,353)	14,994,829	10,614,140	(4,380,689)	14,313,411
Insurance Expense	114,839	9,495	(105,345)	494,890	165,539	(329,352)	206,297
Facility & Related Expense	126,540	379,768	253,228	5,326,399	5,138,312	(188,088)	7,079,715
Equipment & Small Ware	0	0	0	12,955	0	(12,955)	0
Telephone & Internet	8,441	8,754	314	63,918	68,152	4,234	101,998
Repairs & Maintenance	60,353	139,884	79,532	936,828	965,460	28,631	1,575,497
Utilities	51,714	223,000	171,286	2,525,819	2,505,000	(20,819)	3,770,000
- Electricity	40,249	-	-	1,601,242	-	-	-
- Water	1,145	-	-	438,045	-	-	-
Supplies Expense	16,359	68,225	51,866	1,172,354	1,654,435	482,080	1,894,235
Marketing & Related Expense	162,481	25,330	(137,151)	995,489	1,202,396	206,907	1,205,063
Program Expenses	30,604	18,844	(11,760)	16,375,457	14,623,387	(1,752,070)	14,704,178
Artists & Entertainment	0	0	0	4,073,398	4,428,050	354,652	4,428,050
Midway Operator Expenses	0	0	0	11,038,699	9,897,000	(1,141,699)	9,897,000
Other Operating Expense	226,357	224,504	(1,853)	3,277,369	3,929,298	651,929	4,939,591
Bank & Service Fees	2,308	1,618	(690)	1,459,013	2,128,211	669,198	2,155,344
Interest Expense	222,138	222,137	(1)	1,777,101	1,777,095	(6)	2,757,247
OPERATING EXPENSE TOTALS	6,233,027	6,086,304	(146,723)	61,659,006	61,167,916	(491,090)	74,412,415
Other Non-Operating Expense							
Prior Year Expense	0	0	0	200,963	0	(200,963)	0
NON-OPERATING EXPENSE TOTALS	0	0	0	200,963	0	(200,963)	0
TOTAL EXPENSE	6,233,027	6,086,304	(146,723)	61,859,968	61,167,916	(692,053)	74,412,415
NET INCOME (LOSS)	(648,563)	(899,924)	251,361	7,997,602	5,873,323	2,124,279	2,168,533

Note: Positive variances in this report denote better than expected results for that element.

Food & Beverage Report Aug-23

August 2023 Food Service Revenues were \$5,369,668. Budgeted Revenues for August 2023 were \$5,466,555.00

Net distribution to the District for August 2023 was \$1,740,990 or 32.4%. Budgeted distribution for August 2023 was \$1,794,787 or 32.8%.

Year-to-date 2023 distribution to the District is \$3,792,766 or 24.8%. The budgeted distribution for YTD 2023 was \$3,732,687 or 26.0%.

Aug-23	2023 ACTUAL	%	2023 BUDGET	%	2022 ACTUAL	%
TOTAL REVENUE	5,369,668	100.0%	5,466,555	100.0%	5,181,511	100.0%
TOTAL COGS	1,022,757	19.0%	1,216,649	22.3%	1,264,661	24.4%
GROSS MARGIN	4,346,911	81.0%	4,249,906	77.7%	3,916,850	75.6%
TOTAL PAYROLL	1,859,806	34.6%	1,725,295	31.6%	1,687,212	32.6%
OPERATING EXPENSES	497,402	9.3%	473,426	8.7%	430,551	8.3%
NET PROFIT	1,989,703	37.1%	2,051,185	37.5%	1,799,087	34.7%
CLIENT DISTRIBUTION	1,740,990	32.4%	1,794,787	32.8%	1,574,201	30.4%
YTD	2023 ACTUAL	%	2023 BUDGET	%	2022 ACTUAL	%
TOTAL REVENUE	15,313,180	100.0%	14,363,984	100.0%	13,464,034	100.0%
TOTAL COGS	3,341,495	21.8%	2,943,652	20.5%	3,094,979	23.0%
GROSS MARGIN	11,971,685	78.2%	11,420,332	79.5%	10,369,055	77.0%
TOTAL PAYROLL	5,831,153	38.1%	5,524,328	38.5%	4,862,378	36.1%
OPERATING EXPENSES	1,805,942	11.8%	1,630,076	11.3%	1,432,994	10.6%
NET PROFIT	4,334,590	28.3%	4,265,928	29.7%	4,073,683	30.3%
Y-T-D CLIENT DISTRIBUTION	3,792,766	24.8%	3,732,687	26.0%	3,564,473	26.5%

Del Mar Wraps Another Strong Summer Season

Among The Top US Tracks For Field Size, Wagering; California Safety Standards Continue

Del Mar concluded its 84th summer racing season on Sunday and once again the track presented full fields with competitive and safe racing that continues to provide value for racing fans.

Del Mar had the highest purses in the state at \$885,000 per day. Total wagering for the meet was \$526.1 million compared to \$579.8 million last summer and was impacted by the weather-related loss of racing on August 20. Handle averaged \$17.5 million per day, a decrease of 6.2% from last year's record wagering. The results of the meet continued strong trends for the track over the last several years.

Opening Day was once again a highlight of the summer's social season and average daily on-track attendance for the meet rose 2.5% due in part to a calendar of lifestyle promotions including a Beer Fest, Taste of New Orleans, Donuts Day, Turf & Surf BBQ Fest, a boutique wine tasting and a taco & tequila event.

The track's innovative "Ship & Win" program which draws horses to Del Mar – and California in general – had another solid season. The summer meet averaged 8.92 horses per race and the 39 stakes races averaged 8.56 runners, both among the strongest in the country.

"A terrific meet," said Del Mar Thoroughbred Club's Chief Executive Officer, Joe Harper. "I am proud of our team and thankful for the efforts of all the horsemen and women who helped us once again put on world-class racing and entertainment here. I also want to thank racing fans who joined us on-track and around the country who follow our races and our broadcast partners at FanDuel TV for all they do to contribute to another successful summer season here. Lastly, a special thanks to Dennis Moore, John Beggin and their teams for everything they do to ensure that our racing surfaces are safe, consistent and fair."

Leading the progress on equine welfare in California over the last several years, Del Mar continues to rank among the safest tracks in the country. Since implementing a series of reforms in cooperation with the California Horse Racing Board, Thoroughbred Owners of California and other industry stakeholders, California has become the blueprint for national safety reform and reduced serious injuries at its Thoroughbred tracks by over 50%.

"Our horsemen and women are exceptional with their cooperation and willingness to participate in what we offer here each summer," said Del Mar's Executive Vice President of Racing, Tom Robbins. "What's especially satisfying is the way they've joined us side-by-side in our efforts to create the safest environment we can for racing and training. We appreciate their hard work and dedication to their craft and it shows every day here."

For the second summer in a row Juan Hernandez led the local riding corps, this time with 39 wins during the 30 days. The top trainer title went to Phil D'Amato

"It takes a tremendous amount of hard work to put on the finest racing meet in America," said Thoroughbred Owners of California Chairman, Gary Fenton. "Hats off to DMTC, our membership, horsemen and women and our equine athletes for making 2023 another memorable summer."

Racing returns to Del Mar for the track's fall Bing Crosby meet running from November 10 to December 3.



SPORTS COLUMNISTS

Bryce Miller: In a racing first, Del Mar is feeding backstretch workers. It's about community — and connection.



Maria Perez washes out buckets used to bathe the horses on the backstretch of Del Mar Racetrack. (Meg McLaughlin / The San Diego Union-Tribune)

No other major track in America is known to match the investment by Del Mar, which feeds workers five days a week

BY BRYCE MILLER | COLUMNIST

DEL MAR — Each day horses bolt from the starting gate at Del Mar, 61-year-old Maria Perez is there at 2:30 a.m., in the chill and dark, to clean stalls, brush horses and gather riding gear.

Perez represents the track's unrelenting best bet, one of 1,000 seasonal workers on the quiet backstretch of the facility who routinely move with the precision of an ant colony. They provide the essential steam for the summer meet's \$550 million locomotive of wagering handle and race-day revenue.

For most, it's a minimum-wage existence — as it is at tracks across the country. As daunting as surviving in Southern California on that amount of money sounds, Perez's dedication underscores the way she and others flex extraordinary financial discipline to live a love affair.

“The more hard the job, the more happy I am,” Perez said.



A person is seen silhouetted on the backstretch of the Del Mar Racetrack on Aug. 10. (Meg McLaughlin/ The San Diego Union-Tribune)

That unshakable commitment is part of what makes Del Mar's decision to feed dinner to workers this summer so warming.

Del Mar does not employ the backstretch workers. They're paid by the trainers. The track essentially operates as a not-for-profit, handing off revenue above operating expenses to the state through rent to the 22nd District Agricultural Association. Money from food and beverage go to a racetrack authority group.

Other tracks in the country make large sums of money as publicly-traded companies, through real estate holdings or via casino subsidies.

To pay for the dinners, Del Mar had to find the money while still living up to its obligations to the state. The track and non-profit California Thoroughbred

Horsemen's Foundation will spend roughly \$300,000 this summer on a program the San Diego Union-Tribune could not find at any major racetrack in the U.S.

The meals, which began as a four days a week and later expanded to a fifth day, have forged an emotional connection.

Shelve immigration debates and border bile. Sometimes, people from vastly varied backgrounds see each other in fresh and welcoming ways. Sometimes, differences spark kindness.

Though the money is critical to those raising families through that sweat and sleeve-rolling, it's about more than simply staying afloat. It's about one of life's most valuable and profound currencies.



People work on the backstretch of the Del Mar Racetrack on Thursday. (Meg McLaughlin / The San Diego Union-Tribune)

Respect.

“The message is appreciation,” said Luis Martinez, 53, a groom for trainer Bob Hess who has been in the industry 16 years after growing up in Guatemala. “That’s everything.”

One night, rolled tacos. One night, Chinese. Every night, a connection grows lasting roots.

Track chaplain Eli Hernandez framed the impact.

“There’s not a price you can put on that,” he said. “It’s not just what’s on the plate. It’s what they’re saying outside of the plate. We see you. We appreciate you. Thank you.”



Omar Vergara, owner of Grupo Cayenne, right, chats with workers in during a break from passing out meals. (Meg McLaughlin / The San Diego Union-Tribune)

Meals lead to community

Omar Vergara's grandfather worked as a jockey at the old Agua Caliente track in Tijuana before falling off a horse, breaking his back and becoming paralyzed at 30. He remained involved in the sport and shared his passion for it, despite the pain.

Vergara, who began his company Grupo Cayenne as a food-truck business more than a decade and a half ago, remembers a moment in 2022 before the Del Mar program found its wings.

"A couple bought a cheeseburger and cut it in half," said Vergara, whose company now owns the contract to serve the dinners. "I thought, 'What's going on?' But that's all they had and they were making the most of it. So being here is an honor. We put our heart into it."

The line at the backstretch kitchen sometimes starts to form an hour before dinner service begins. This is not a place where workers trade notes on 401(k) plans or map out home landscaping options. This is somewhere where a dollar, once earned, is valued like oxygen.

To save \$15 or so on a meal, potentially five times a week for nearly two months, seismically changes things. There is more money to share with families fighting to make ends meet in other cities and countries.

Vergara's group, hopelessly overwhelmed by a line of 300 when the program began, now serves from 600 to 700 meals each day.

"They'll knock on the back door (after the kitchen closes) and say, 'I was working with a horse,'" he said. "We find food for them, too."

What began as an unexpected track benefit has mushroomed into remarkably more. Instead of cooking in the cramped, track-provided barn spaces that serve as apartments or scrambling to pricey markets and restaurants, workers crowd the kitchen-area seating.

They eat. They talk. They find a community.

“It’s big, being together,” Martinez said. “It feels like family. Hey, I’m not a stranger. They’re not a stranger.”



Rudy Cruz, an assistant foreman for trainer Phil D’Amato, left, watches a race as others eat their meals. (Meg McLaughlin / The San Diego Union-Tribune)

Rudy Cruz, who works with Maria Perez, is an assistant foreman for trainer Phil D’Amato. As he walked through the importance of the program, races played out on a TV positioned in front of a couch and some random chairs.

Cruz pointed to the line of diners waiting for bowls of pozole.

“Look at the faces,” he said. “It’s not just a free meal. They feel like a part of something with this.”

Cruz unfolded a race program, taking a break from the conversation as D’Amato’s horse Jack Sixpack prepared to run. He smiled as he patted his hand on his stomach.

“I’m a one pack,” he joked.

Once the race ended, Cruz continued to explain the far-reaching significance.

“Food is so expensive here if you go out (in the Del Mar area),” said Cruz, 53. “If the workers here don’t cook, they’re not going to survive. And I don’t have time to cook. The traffic is so bad, it might take two hours to go eat. This saves time. You can get a shower sooner and get to sleep.

“The next day’s comin’.”

No one complains about the tight quarters.



A backstretch worker collects his meal on Aug. 3. (Meg McLaughlin / The San Diego Union-Tribune)

“I don’t mind the small room,” Cruz said. “At the end of the day, when you close your eyes, it doesn’t matter how small the room is. You just need a bed.”

Along the backstretch, blessings outrank complaints. Del Mar dinners rise to the top of the first list.

“Everyone is so happy,” said Hector Rangel, an assistant trainer for Luis Mendez. “It’s like family here. It’s special.”

D’Amato gauged the ripples.

“The workers back here work very hard,” he said. “It’s hard for them to get food at the grocery stores or restaurants. Plus, it’s very expensive. I think it’s great. Hats off to Del Mar.

“Hopefully, this is a program that can catch on across the country.”



Backstretch workers take a break on Aug. 10. (Meg McLaughlin / The San Diego Union-Tribune)

Del Mar delivers ‘big deal’

The seasoned, sandpaper hands of Perez tell the story of the taxing work she has done, more or less uninterrupted, since 1980.

Hernandez, the chaplain, outlined stories of other Marias. Tough work. Tough decisions. He estimated only 15 percent of backstretch workers own medical

insurance beyond the basics provided by the track.

Many days, Hernandez helps workers navigate social security, disability and Medicare claims. Three times a week, he shuttles people to a nearby grocery store. An attorney steps in for immigration documentation and other work-life tangles.

Del Mar has offered a fresh lifeline.

“At the Pacific Classic, it’s all about the glamour in the front, the polished boots,” Hernandez said, mentioning Del Mar’s \$1 million showcase race. “Back here, it’s about getting the work done. Are these meals a big deal? It’s a very big deal.”



Bryce Miller

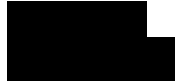
From: [Debbie H](#)
To: [Donna O'Leary](#); [Carlene Moore](#); [Michael Gelfand \(SDFair\)](#); [kmeade@sdfair.com](#); [Sam Nejabat \(SDFair\)](#); [Mark Arabo \(Sdfair\)](#); [Frederick Schenk \(SDFair\)](#); [Joyce Rowland \(SDFair\)](#); [Don Mosier \(SDFair\)](#); [dvaldez@sdfair.com](#)
Subject: Re Affordable Housing at the Fairgrounds
Date: Tuesday, October 03, 2023 12:35:57 PM

Hello-

I am very much in favor of using 2+ acres for affordable housing on the easily buildable flatter land at the Fairgrounds, and not disturbing other more sensitive areas of Del Mar like the fragile bluff. There is plenty of parking and the location is perfect because so many of the fairground workers work in the area and are included in the RNHA calculation for Del Mar. The Fairgrounds is easily accessible by walking or biking (hopefully in the future, by bus and train) to the Cedros area of Solana Beach, downtown Del Mar and the Via de la Valle stores and restaurants.

PLEASE keep working on a solution to locate affordable housing at the Fairgrounds.

Thank you-
Debbie Hecht



Debbie Hecht



Website: Thoughts and Theories: www.debbiehecht.com

From: [Martha Sullivan](#)
To: [Donna O'Leary](#)
Cc: [G. Joyce Rowland](#)
Subject: Turf Paradise to close; Arizona OTBs face blackout
Date: Tuesday, September 19, 2023 3:26:42 AM

Please share this with the 22nd DAA Board and Senior Management:

"Uncertainty surrounding the Turf Paradise sale and the long-term future of racing in the state (AZ) has thrown the local horsemen's community into turmoil. Similar concerns about the **future of racing in Northern California**, which shares a horse population with Turf Paradise, have contributed to a sense of high anxiety in the western region of the United States about the collapse of racing in the region."

<https://www.drf.com/news/turf-paradise-close-arizona-otbs-face-blackout>

Thank You,

Martha Sullivan

Turf Paradise to close; Arizona OTBs face blackout

Matt Hegarty Sep 18, 2023

-
-
- Share



Coady Photography **Turf Paradise is scheduled to close on Sept. 30 after a developer backed out of a planned purchase.**

A California real-estate developer has backed out of a potential deal to purchase Turf Paradise in Phoenix, and the track will be closed by its current owner as of Sept. 30, a decision that will lead to the unavailability of racing signals throughout a network of offtrack betting parlors in the state on Oct. 1, according to officials in Arizona.

James Watson, a commercial real-estate developer who began due diligence on buying the 213-acre property in the spring with several partners, failed to reach an agreement by Friday that would have led to the sale, according to the officials. With that deadline expired, Jerry Simms, the current owner of Turf Paradise, said that the track would be closed on Sept. 30 in a statement released late Monday.

Under Arizona racing regulations, a racing license is required to send simulcast signals to the state's OTB network, which generally consists of restaurants that maintain self-service betting terminals. Simms, who has owned Turf Paradise for 23 years, said in his statement that the track's agreement with horsemen expires on Sept. 30, which means the OTBs will not be able to receive the signals.

Account wagering is legal in Arizona, though it was unclear on Monday night if account-wagering operations would continue to be allowed to take bets after the Sept. 30 surrender.

Vince Francia, the longtime general manager of Turf Paradise, said that the track did not know if the decision to close would prohibit the acceptance of bets in the state. Rudy Casillas, executive director of the Arizona Department of Racing, did not immediately return a phone call.

The collapse of the deal to buy Turf Paradise comes several months after lobbyists for Watson and his partners were unable to gain support for legislation that would have allowed the track to operate casino-type games, including historical horse racing machines, which have been used to boost purses at tracks in other states. One of his partners, Revolutionary Racing, had experience in getting authorization for historical horse racing machines in Virginia, leading to the re-opening of Colonial Downs, the Thoroughbred track in the state.

On Tuesday, Maxwell Hartgraves, a spokesman for the Department of Racing, said that the commission had not yet determined whether account-wagering operations would be legal if Turf Paradise no longer had an agreement with horsemen.

"That will be a topic of discussion at our next commission meeting on Sept. 28," Hartgraves said.

Watson, who served as a commissioner on the California Horse Racing Board, said on Tuesday morning that the failure to receive authorization for the machines, plus some recent pushback by horsemen to zoning changes that would have allowed development of portions of the property, led him to abandon the deal.

"We've been at this for a year, we've spent a lot of money, and it just became too much of an uphill battle," Watson said. "We were really focused on infusing some energy into racing, but the way to do that is through HHR."

Simms, the current owner, had unsuccessfully sought casino-type gambling at the track for decades, but those efforts were resisted heavily by the Native American tribes that control casino gambling in Arizona. Watson said that the state legislature was receptive to allowing the operation of the machines, but that the Native American tribes' own lobbyists had argued to state officials that the machines "would pose some kind of threat to their operations, which we don't agree with."

Uncertainty surrounding the Turf Paradise sale and the long-term future of racing in the state has thrown the local horsemen's community into turmoil. Similar concerns about the **future of racing in Northern California**, which shares a horse population with Turf Paradise, have contributed to a sense of high anxiety in the western region of the United States about the collapse of racing in the region.

Francia said that "two groups" continue to discuss the possibility of buying the track, though he declined to identify the groups.